ANALYSIS
OF THE
FINANCIAL POSITION
AS OF 03.31.2021

EMPRESAS LIPIGAS

Abbreviations:
M$ Million Chilean pesos
Th$ Thousand Chilean pesos

ANALYSIS OF THE CONSOLIDATED FINANCIAL STATEMENTS
For the period ended March 31, 2021

1. SUMMARY

The results of Empresas Lipigas S.A. (the Company) continue impacted by the effects of the pandemic. In addition to the significant increase in recent months of the international fuel prices. Between the first quarter of 2020 and the same period in 2021, the Mont Belvieu indicator, which is the benchmark for imported liquefied gas prices, increased by 140%.
As of March 31, 2021 income after taxes reached M$ 5,421 increasing by M$ 324 (+6.3%) with respect to the M$ 5,097 recorded in the same period of the previous year due to higher operating income generated in Peru impacted by non-recurring effects during the quarter and lower negative non-operating income.

EBITDA in Chile for the first quarter decreased by 3.0% regarding the same period of 2020. Consolidated EBITDA reached M$ 19,876, a 2.6% higher figure than the one recorded during the same period of the previous year, which reached M$ 19,375, driven by non-recurring effects on the results in Peru.

Gross earnings for the period reached M$ 42,250, a figure which is higher by M$ 3,021 (+7.7%) regarding the same period of the previous year, resulting from greater gross earnings in Chile associated with an increase of sales to end customers of bottled LPG. This variation in Chile is offset by increased expenses because of the higher proportion of sales to end customers of bottled LPG. In turn, there is a greater gross earning in Peru impacted by the non-recurring effect of the favorable ruling of the dispute with the supplier *Calidda* over the discrepancy regarding the price used by the distributor to invoice natural gas for the vehicular segment in the area of Lima since 2012. This verdict lead *Calidda* to recognize a credit in favor of Limagas Natural for M$ 1,570 that is reflected as a higher gross margin. Gross margin in Colombia decreases due to lower unit margin affected by the significant increases in LPG prices, but was partially offset by greater sales volume.

Accumulated LPG sales volume as of March 2021 compared to the same period of the previous year, increases by 2.1%, equivalent to 3,250 tons. In Colombia and Peru volume increases by 15.8% and 3.5%, respectively. In Chile, there is a slight 1.5% drop in volume, associated mainly to lower sales in the segment for industrial and commercial customers, the latter affected by the quarantines imposed by health authorities in the country due to the COVID-19 pandemic.

Natural gas sales (in its different formats) totaled 31.7 million m^3, increasing 13.1% with regards to the 28.0 million m^3 recorded at March 2020, resulting from greater sales in Chile (+51.4%) and in Colombia (+5.5%). This was partially offset by lower NG sales in Peru (-6.2%) due to lower industrial and vehicular natural gas consumption affected by health restrictions imposed by the country's authorities due to the pandemic.

Revenue from ordinary activities amounted to M$ 130,151, increasing by 14.9% regarding the same period of the previous year. In general, this increase resulted from the international price increases of oil by-products to which sales price are referenced to. In Chile, this increase (+20.8%) is also marked by greater sales to end customers of bottled LPG and in Colombia (+13.4%) due to higher sales volume. In Peru revenues decreased by 4.3% due to lower NG sales volume.

Operating income at March 2021 slightly decreased (-0.4%) from M$ 11,074 in 2020 to M$ 11,031 in 2021.

Negative non-operating income was M$ 3,504 which is M$ 398 lower than the M$ 3,902 loss recorded the previous year. The main variations are caused by higher charges to sub-distributors (M$ 199), the positive impact from exchange rate differences (M$ 148) and lower bank interest expense (M$ 340). This was partially offset by higher interest on debt securities (M$ 163) and higher negative income by indexation units (M$ 145) due to higher inflation in Chile compared to 1Q20.

Earnings after taxes increased by 6.3%.

MATERIAL DISCLOSURES DURING THE QUARTER AND AS OF THE DATE OF ISSUANCE OF THIS ANALYSIS

- On March 3, 2021, the Board of Directors of Empresas Lipigas S.A. agreed to the payment of an interim dividend of $ 50 per-share that will be charged to 2021 fiscal year earnings and was paid beginning March 29, 2021.

- On April 22, 2021, the establishment of the subsidiary Logísticas y Desarrollos Digitales SpA was announced to the market. The company is an operating company whose corporate purpose among others will be the distribution, transport and delivery of goods and products, and the execution of logistics management; the purchase, sale and import, commercialization and distribution of tangible and intangible property and the management and implementation of digital business.

- On April 28, 2021, the General Shareholders' Meeting of Empresas Lipigas S.A. was held, during which among others, it agreed to:

  - Approve the annual report and financial statements for the fiscal year ended December 31, 2020 and the report of external auditors.
  - Approve the distribution of profits and the final dividend distribution for the fiscal year and approve the payment of dividends outstanding for $ 2,725,788,360, equivalent to $ 24 per share that was paid beginning April 29, 2021.
  - To set the remuneration of the Board of Directors and the Directors' Committee, and their expense budget for the fiscal year 2021.
  - Appoint PricewaterhouseCoopers as external auditors for the fiscal year 2021 and FellerRate and Humphreys as risk rating agencies for the fiscal year 2021.
  - The transactions with related entities referred to in Article 146 of Law 18.046 were accounted for and approved.

- On May 20, 2021, the acceptance by the subsidiary Lima Gas S.A. was reported to the market regarding the liquidated value as compensation for the expropriation of land in the Callao area where the storage and bottling plant that supplies sales in the area of Lima is located. The value to be received by the subsidiary as compensation, net of the assets to be disposed of and other expenses involved in the transaction, will produce a positive result estimated at 4.4 billion Chilean pesos.

2. CONSOLIDATED INCOME STATEMENT BY FUNCTION

INCOME STATEMENT BY FUNCTION	01.01.2021 al 03.31.2021 M$	01.01.2020 al 03.31.2020 M$	Var Jan - Mar (2021 - 2020)	
			M$	%
Revenue	130,151	113,263	16,888	14.9 %
Cost of sales	(87,900)	(74,034)	(13,867)	18.7 %
Gross Earnings	**42,250**	**39,229**	**3,021**	**7.7 %**
Other income by function	247	216	31	14.4 %
Other expenses by function	(8,016)	(6,920)	(1,096)	15.8 %
Distribution costs	(12,504)	(11,655)	(849)	7.3 %
Administrative expenses	(10,946)	(9,795)	(1,151)	11.7 %
Operating income	**11,031**	**11,074**	**(43)**	**(0.4)%**
Financial costs	(2,457)	(2,580)	123	(4.8)%
Financial income	285	225	60	26.4 %
Exchange differentials	59	(89)	148	(166.3)%
Profit (loss) on indexation units	(1,751)	(1,605)	(145)	100.0 %
Other gains (losses)	359	147	212	144.3 %
Earnings (loss) before taxes	**7,526**	**7,172**	**354**	**4.9 %**
Income tax expense	(2,106)	(2,075)	(31)	1.5 %
Profit (loss)	**5,421**	**5,097**	**324**	**6.3 %**
Profit (loss) attributable to the owners of the controller	5,230	4,868	363	7.5 %
Profit (loss) attributable to non-controlling interests	190	229	(39)	(17.0)%
Profit (loss)	**5,421**	**5,097**	**324**	**6.3 %**
Depreciation and amortization	**8,846**	**8,301**	**545**	**6.6 %**
EBITDA	**19,876**	**19,375**	**502**	**2.6 %**

Accumulated earnings after taxes at March 2021 reached M$ 5,421, higher by 6.3% regarding the M$ 5,097 recorded for the same period of the previous year.

- Consolidated gross earnings increased by M$ 3,021, mainly due to higher gross earnings in Chile as a result of the increase in the share of direct sales to end customers of bottled LPG and a positive effect by the increase in the value of inventories due to increased international prices. This increase in earnings is offset by increased costs related to a higher proportion of direct sales to end customers of bottled LPG. In Peru, gross earnings increase because of the non-recurring effect of the previously mentioned credit note issued by Calidda in favor of Limagas Natural for the recognition of differences in natural gas invoicing since 2012.
- Operating costs and expenses recorded an increase of M$ 3,095 (10.9%). In Chile they are associated to the increase in expenses on LPG freight, remuneration, commissions and

administration services of logistics operators (related to the increase of direct sales of bottled LPG) and external counseling. In Colombia, expenses decrease due to lower expenses on leases, taxes, transportation expenses and by the devaluation of the Colombian peso. In Peru, expenses decrease due to lower expenses on LPG freight, remuneration, leases and fees.

- Operating income reached M$ 11,031 which is M$ 43 (-0.4%) lower than the M$ 11,074 recorded as of March 2020.

- EBITDA (operating income before depreciation and amortization) as of March 2021 reached M$ 19,876 that is higher by M$ 502 (+2.6%) than the same period of the previous year because of better results in Peru.

INCOME BY SEGMENT

From 01.01.2021 to 03.31.2021

M$	Segments			Total Group
	Chile	Colombia	Peru	
Revenue	92,180	16,745	21,225	130,151
Purchases charged to cost of sales	(50,188)	(9,282)	(14,852)	(74,322)
Expenses charged to cost of sales	(5,325)	(1,162)	(1,162)	(7,648)
Depreciation and amortization	(4,702)	(607)	(620)	(5,930)
Gross profit	**31,965**	**5,694**	**4,591**	**42,250**
Other income by function	17	105	124	247
Other operating expenses	(22,298)	(3,208)	(3,044)	(28,550)
Depreciation and amortization	(2,206)	(330)	(380)	(2,916)
Operating Income	**7,478**	**2,260**	**1,292**	**11,031**
EBITDA	**14,386**	**3,198**	**2,292**	**19,876**

From 01.01.2020 to 03.31.2020

M$	Segments			Total Group
	Chile	Colombia	Peru	
Revenue	76,330	14,762	22,171	113,263
Purchases charged to cost of sales	(37,868)	(6,594)	(15,487)	(59,949)
Expenses charged to cost of sales	(5,720)	(1,244)	(1,453)	(8,417)
Depreciation and amortization	(4,328)	(589)	(750)	(5,667)
Gross profit	**28,414**	**6,335**	**4,481**	**39,229**
Other income by function	65	131	20	216
Other operating expenses	(17,975)	(3,397)	(4,365)	(25,738)
Depreciation and amortization	(1,861)	(338)	(434)	(2,633)
Operating Income	**8,642**	**2,730**	**(298)**	**11,074**
EBITDA	**14,831**	**3,658**	**886**	**19,375**

Variation 1Q 2021 vs. 1Q 2020

M$	Segments			Total Group
	Chile	Colombia	Peru	
Revenue	15,849	1,984	(945)	16,888
Purchases charged to cost of sales	(12,320)	(2,689)	635	(14,373)
Expenses charged to cost of sales	396	81	292	769
Depreciation and amortization	(374)	(18)	129	(262)
Gross profit	**3,552**	**(641)**	**111**	**3,021**
Other income by function	(47)	(26)	104	31
Other operating expenses	(4,323)	189	1,321	(2,813)
Depreciation and amortization	(346)	8	54	(283)
Operating Income	**(1,164)**	**(470)**	**1,590**	**(43)**
EBITDA	**(445)**	**(460)**	**1,406**	**502**

Chile: EBITDA as of March 2020 was lower by M$ 445 (-3.0%) compared to the first quarter of the previous year, explained by higher operating expenses, partially offset by a higher gross margin.
LPG sales volume decreased by 1.5% compared to the same period last year due to lower sales volume in the industrial and commercial customer segments, the latter affected by health restrictions by the Ministry of Health to combat the COVID-19 pandemic. Bottled LPG sales volume increased by 0.4% and direct sales grew by 42.5% compared to the first quarter of 2020, reaching 56.6% of the segment's total sales resulting in an increase in margins. Natural gas sales volume decreased by 4.1% and LNG volume increased by 58.8% due to increased consumption by industrial customers, by the incorporation of new customers and by the activation of an electric generator during this first quarter of 2021 that was not in operation last year. Total sales volumes in equivalent LPG tons (including sales of natural gas in its different formats) increased by 1.9%.
Gross margin is favorable compared to the previous year due to a greater share of sales to end customers of bottled LPG, which is offset by increased expenses regarding that operation, and the impact on inventories due to increased international fuel prices resulting in a positive effect of M$ 1,484.
Operating expenses (excluding depreciation and amortization) increased by M$ 4,323 (24.0%), mainly explained by higher expenses on LPG freight, remuneration, commission and administration services of logistics operators (related to increased direct bottled LPG sales) and external counseling.

Colombia: EBITDA as of March 2021 was lower by M$ 460 (-12.6%) compared to the same period of the previous year, a variation explained mainly by lower unit gross margin affected by the continued rise in LPG prices.
LPG sales volume increased by 15.8%. Sales in equivalent LPG tons increased by 15.2%.
Gross earnings decreased by 10.1% resulting from lower unit margins due to increased gas costs.
Operating expenses (excluding depreciation and amortization) decreased by M$ 189 (5.6%), mainly explained by lower expenses in leases, taxes and transportation expenses.
The Colombian peso devalued by 4.3% against the Chilean peso compared to the same quarter of the previous year.

Peru: First quarter EBITDA increased by M$ 1,406 (+158.7%) compared to the same quarter of the previous year, mainly explained by the recording of a credit note of M$ 1,570 in the cost of natural gas because of the ruling against the NG supplier, *Calidda* resulting from differences in the invoicing price of NG for the Lima area generated since 2012 to date. Higher LPG sales volume and lower operating expenses also have an impact. LPG sales increased by 3.5% because of higher sales volume in the residential segment (+9.0%) and the industrial channel (+9.4%) which offset the lower sales volume in the automotive and commercial segments. Natural gas sales declined by 6.2% with lower sales in both industrial and vehicular gas customers, impacted by restrictions caused by the health crisis.

Gross earnings increased by 2.5% impacted by the aforementioned credit note from the natural gas supplier that offset lower LPG unit margins and lower natural gas sales.

Operating expenses (excluding depreciation and amortization) decreased by M$ 1,321 (-30.3%) mainly explained by lower expenses on LPG freight, remuneration, leases and fees.

The Peruvian sol devalued by 1.3% against the Chilean peso compared to the same quarter of the previous year.

3. ANALYSIS OF THE CONSOLIDATED FINANCIAL POSITION

ASSETS

	03.31.2021 M$	12.31.2020 M$	Var. M$	Var. %
Current assets	141,816	132,618	9,198	6.9%
Non-current assets	422,108	426,630	(4,521)	(1.1%)
Total assets	**563,924**	**559,248**	**4,677**	**0.8%**

The assets of the Company as of March 31, 2021 record an increase of M$ 4,677 or 0.8% regarding figures recorded as of December 31, 2020. The main variations correspond to:

- Current assets increase by M$ 9,198 mainly because of higher trade accounts and other current accounts receivable for M$ 7,607 mainly resulting from the higher price of commercialized products and higher current tax assets at M$ 2,040 (greater differential of prepayments over the income tax provision).
- Non-current assets decrease by M$ 4,521, of which M$ 4, 880 correspond to the decrease in the property, plant and equipment item due to the devaluation of Colombian peso and the Peruvian sol against the Chilean peso and for termination of lease agreements in Limagas Natural. This is partially offset by higher non-current accounts receivable by M$ 780.

LIABILITIES

	03.31.2021 M$	12.31.2020 M$	Var. M$	Var. %
Current liabilities	78,216	70,737	7,479	10.6%
Non-current liabilities	323,794	322,660	1,134	0.4%
Total liabilities	**402,010**	**393,398**	**8,613**	**2.2%**

The liabilities of the Company as of March 31, 2021 record an increase of M$ 8,613 or 2.2% regarding figures recorded as of December 31, 2020. The main variations correspond to:

- Current liabilities increased by M$ 7,479, of which M$ 6,354 correspond to higher trade accounts and other accounts payable because of higher one-off liabilities with LPG suppliers and M$ 1,336 correspond to higher current tax liabilities.
- Non-current liabilities increased by M$ 1,134, of which M$ 988 correspond to other non-current financial liabilities and M$ 1,136 correspond to higher non-current liabilities mainly

associated with cylinder guarantees. This was partially offset by lower non-current lease liabilities for M$ 1,492 because of going from non-current to current.

EQUITY

- The Company's equity as of March 31, 2021 decreased by M$ 3,936 regarding the figures recorded as of December 31, 2020. The variation results from the decrease in other reserves for M$ 3,166 because of negative results from exchange rate differences in the investment in foreign subsidiaries and a M$ 449 decrease in accumulated earnings.

ANALYSIS OF STATEMENT OF CASH FLOW

CONSOLIDATED STATEMENT OF DIRECT CASH FLOW	01.01.2021 to 03.31.2021 M$	01.01.2020 to 03.31.2020 M$	Var	
			M$	%
Cash flows provided by (used in) operating activities	**19,464**	**17,241**	**2,223**	**12.9%**
Cash flows provided by (used in) investing activities	**(7,565)**	**(10,371)**	**2,806**	**(27.1%)**
Net cash flows provided by (used in) financing activities	**(11,037)**	**25,409**	**(36,446)**	**(143.4%)**
Net Increase (decrease) in cash and cash equivalents, before effects of variation in foreign exchange rates	**862**	**32,279**	**(31,417)**	**(157.6%)**
Effects of variations in foreign exchange rate on cash and cash equivalents	(558)	(165)	(393)	238.4%
Net increase (decrease) in cash and cash equivalents	**304**	**32,114**	**(31,810)**	**80.8%**
Cash and cash equivalents - beginning of the period or fiscal year	62,317	17,040	45,277	265.7%
Cash and cash equivalents - end of the period or fiscal year	**62,621**	**49,154**	**13,467**	**27.4%**

Cash and cash equivalents as of March 31, 2021 recorded a balance of M$ 62,621 increasing by M$ 13,467 regarding the balance at the end of the same period of the previous year.

The variations of the cash flow statement are mainly explained by the following movements:

CASH FLOWS PROVIDED BY (USED IN) OPERATING ACTIVITIES

Operating activities generated a positive net cash flow of M$ 19,464 as of March 31, 2021, increasing by M$ 2,223 from the previous year's cash flow. The main variations respond to an increase in EBITDA by M$ 502 and lower tax payments by M$ 2,066.

CASH FLOWS PROVIDED BY (USED IN) INVESTING ACTIVITIES

Net cash flow used in investment activities as of March 31, 2021 was M$ 7,565 lower by M$ 2,806 regarding the cash flow used in the same period of the previous year, mainly because of lower purchases in property, plant and equipment.

CASH FLOWS PROVIDED BY (USED IN) FINANCING ACTIVITIES

Net cash flow used in financing activities as of March 31, 2021 is negative by M$ 11,037 and presents a negative variation of M$ 36,446 regarding the positive net cash flow of M$ 25,409 during the same period of the previous year. The main variation resulted from the collection of funds during 2020 from the long-term bond issuance that was used to pay off bank loans in Chile as well as in the company's subsidiaries (-M$ 38,563).

4. FINANCIAL INDICATORS

LIQUIDITY

Indicators	Units	03.31.2021	12.31.2020
Liquidity ratio (1)	Times	1.81	1.87
Acid-test ratio (2)	Times	1.50	1.55

(1) Liquidity ratio = Current Assets /Current Liabilities

(2) Acid-test ratio = (Current Assets-Inventories)/ Current Liabilities

Liquidity indicators as of March 31, 2021 decrease regarding December 2020, mainly because of the increase in trade accounts and other current accounts payable.

INDEBTEDNESS

Indicators	Units	03.31.2021	12.31.2020
Indebtedness ratio (1)	Times	2.48	2.37
Portion of current debts (2)	%	19.5%	18.0%
Portion on non-current debts (3)	%	80.5%	82.0%
Net financial debt / Equity (4)	Times	0.94	0.92

(1) Indebtedness ratio = Total liabilities / Equity.

(2) Portion of current debts = Current liabilities / Total liabilities.

(3) Portion on non-current debts = Non-current liabilities / Total liabilities.

(4) Net financial debt / Equity = (Other financial liabilities - cash and cash equivalent) / Equity.

Indebtedness ratio increases as of March 31, 2021 regarding the close of December 31, 2020, mainly because of the increase in trade accounts and other accounts payable, higher current tax liabilities, decrease in other equity reserves and lower accumulated earnings.

PROFITABILITY

Indicators	Units	03.31.2021	12.31.2020
Equity profitability (1)	%	21.8%	21.1%
Asset profitability (2)	%	6.3%	6.3%
EBITDA (3)	M$	96,776	96,274
EAT (4)	M$	35,321	34,997

(1) Equity profitability = Gain (Loss) LTM / Equity.

(2) Asset profitability = Gain (Loss) LTM / Total assets.

(3) EBITDA = Operating income + depreciation and amortization (LTM)

(4) EAT = Earnings after taxes (LTM)

Equity profitability increases regarding December 2020 due to increased earnings of the last twelve months and the decrease in other equity reserves. Asset profitability remains stable regarding December 2020.

EBITDA regarding December 2020 increases due to higher sales volume and improved unit margins.

Earnings after taxes increases regarding December 2020 due to higher sales volume, improved gross margin and lower negative non-operating income, as described in the analysis of the income statement.

INVENTORIES

Indicators	Units	03.31.2021	12.31.2020
Inventory turnover (1)	Times	14.4	14.3
Inventory permanence (2)	Days	25.0	25.1

(1) Inventory turnover = Cost of sales LTM / Inventory average (Beginning inventory + final inventory) / 2

(2) Inventory permanence = 360 days / Inventory turnover

Inventory turnover increases slightly regarding December 2020, mainly due to decreased inventory.

5. BUSINESS ANALYSIS

Empresas Lipigas S.A. participates in the Chilean market for LPG with its brand Lipigas. It has over 60 years of presence in the market reaching an annual average market share of 35.5% as of December 2020 according to data provided by Chile's Superintendence of Electricity and Fuels *(Superintendencia de Electricidad y Combustibles - SEC)*.

For the distribution and commercialization of LPG in Chile, the Company has 14 storage and/or bottling plants, a maritime terminal in the commune of Quintero and 20 sales offices distributed throughout the country. In addition, it has an outsourced distribution network of more than 2,500 mobile sales points achieving nationwide coverage from the Region of Arica and Parinacota to the Region of Magallanes.

It also has natural gas (NG) residential distribution networks in the city of Calama, enabling a continuous supply of this energy to nearly 3,000 homes, thus satisfying their heating, hot water and cooking needs. Beginning 2017 it started supplying natural gas to clients in the cities of Puerto Montt and Osorno, where it currently has more than 3,500 customers.

It has supply, sale and distribution operations of liquefied natural gas (LNG) shipped in trucks to industrial customers far from gas pipelines, which incorporate this type of fuel to their productive processes in industries of power generation, construction, food, manufacturing and others seeking to comply with environmental-regulatory standards given the benefits of LNG in this field, as well as lower costs regarding other types of energy. Investments performed, and territorial coverage reached - from the Region of Coquimbo to the Region of Los Lagos – place Empresas Lipigas as one of the major players in the industrial LNG market.

Since 2017 it has been developing activities in the market for generating and commercializing electricity.

In 2010, Empresas Lipigas entered the Colombian market through *Chilco Distribuidora de Gas y Energía S.A.S. E.S.P*. This company commercializes LPG and participates in the Colombian market with the brand *Gas País*.

It has presence in 25 of the 32 departments of the country, reaching an annual average market share of 14.5% as of December 2020, according to data from Colombia's Single Information System of the Superintendence of Public Services (*Sistema Único de Información de la Superintendencia de Servicios Públicos*.)

For the commercialization of LPG in Colombia, it has 16 bottling plants and an own distribution network that together with the third-party distribution network service approximately 500,000 customers. In 2017 it began supplying network liquefied gas to clients from 12 municipalities in the interior of Colombia. In 2018, the Company acquired control of the subsidiary *Surcolombiana de Gas S.A.S.* Currently supplying network gas to approximately 102,000 customers.

Empresas Lipigas S.A. enters the Peruvian market in 2013 through the purchase of Lima Gas S.A., an LPG company. The decision was based mainly on the sustained growth of the LPG market and favorable conditions of the Peruvian economy.

Lima Gas participates in the Peruvian LPG market in the cylinder-bottled and bulk business and commercializes the product mainly under three brands: *Lima Gas, Zafiro* and *Caserito*. It has an annual average market share of 6.5% as of December 2020, according to data provided by Peru's Energy and Mines Investment Regulator - *Osinergmin*.

Currently, Lima Gas has eight bottling plants and two distribution centers, enabling a relevant logistic capacity to supply LPG to its clients. The distribution network of bottled LPG is composed of approximately 350 distributors that supply LPG to end-customers. Regarding bulk LPG, direct distribution reaches over 2,000 clients.

In November 2015, the Company reached an agreement to acquire Neogas Perú S.A. (currently Limagas Natural Perú S.A.), a company dedicated to the distribution of CNG and LNG to industrial clients and supply service stations for automobiles. The Company acquired control over this new operation in February 2016. Commercialization of LNG began at the end of 2018.

6. RISK MANAGEMENT

Risk factors inherent to the Company's activity are those of the markets in which it participates, and the activity carried out by the Company and its subsidiaries. The Board of Directors and Management periodically review the Company's significant risk map to design and monitor compliance with risk mitigation measures deemed appropriate. The main risk factors affecting the business can be detailed as follows:

6.1 Credit risk

Credit risk arises in losses that might occur because of a breach of the contractual obligations on behalf of counterparties of the Company’s different financial assets.

The Company has credit policies that mitigate risks of non-collection of trade accounts receivable. These policies consist of establishing limits to the credit of each client based on their financial background and behavior, which is permanently monitored.

The Company's financial assets consist of cash and cash equivalents balance, trade accounts and other accounts receivable and other financial assets.

Credit risk is mainly related to trade accounts and other accounts receivable. The balance of cash and cash equivalents and other financial assets are also exposed to a lesser extent. The exposure of cash and cash equivalents to credit risk is limited because cash is deposited in banks with a high credit rating. The Company's cash surplus investments are diversified among different financial institutions that also have high credit ratings. Investments classified as financial assets correspond to obligations issued by companies with AA- o higher ratings.

As described in Note 4.1 of the consolidated financial statements, the Company has signed an agreement that commits to give advances to Oxiquim S.A. and subsidiaries of that company with which it has signed contracts for the provision of the service of reception, storage and dispatch of LPG at facilities already built and to be built at the maritime terminals property of those companies. The Company has performed a solvency analysis of Oxiquim S.A. and its subsidiaries, concluding that there are no significant non-collection risks. These advances are offset by the financial lease liability entered into with Oxiquim S.A. because of the beginning of operations of the Quintero maritime terminal facilities in March 2015 or recorded as trade debtors and other non-current accounts receivable, with regards to anticipated payments in the construction of the discharge, storage and dispatch facilities at the Mejillones terminal.

The maximum exposure to credit risk is as follows:

Financial Assets	**Note**	**03.31.2021 Th$**	**12.31.2020 Th$**
Cash and cash equivalents	3	62,620,841	62,317,022
Trade receivables and other accounts receivable, current	7	44,216,363	36,609,778
Accounts receivable, non-current	7	10,272,997	9,492,935
Other financial assets, current	4	-	1,961,963
Other financial assets, non-current	4	614,105	758,321
Total		**117,724,306**	**111,140,019**

Policy on uncollectible debt

Uncollectible provisions are determined according to the Company's policy on uncollectible debt.

This policy is in accordance with IFRS 9, where the recognition of uncollectible client accounts is determined based on the expected losses of these, establishing the following criteria to make the provisions:

- Segmentation: clients are grouped by business lines according to the Company's sales channels.
- Risk Variables: the business line and arrearage are considered.
    - The business line, because it groups different segments of clients which are possible to identify and group for risk analysis purposes.

- Arrearage, because it is directly associated with the levels of recovery and maturity of the debt. The longer the payment term is in arrears, it is considered more difficult to recover.

- Simplified statistical model: the payment period of accounts receivable for this type of business is not more than 12 months. For the same reason we opted for a simplified model, which is one of the alternatives recommended by IFRS 9, when it relates to lower than one-year debts.
- Significant payment risk increase:
    a. A provision is made, considering partial or total debt, should a client be found to have an inability to pay due to significant risk increase, even if it does not classify within the above criteria.
    b. A provision is made, considering partial or total debt, should a client refinance its debt for relevant amounts.

6.2 Liquidity Risk

Liquidity risk refers to the possibility that an entity cannot cope with their short-term payment commitments.

Liquidity risk is handled through the proper management of assets and liabilities, optimizing daily cash surplus, investing in top quality financial instruments, thus, ensuring compliance with debt commitments upon maturity.

The Company maintains relationships with major financial institutions in the markets in which it operates. This allows counting on credit lines to deal with specific illiquidity situations.

Periodically, cash flow projections and analysis of the financial situation are performed, to acquire new financing or restructuring of existing debts on terms that are consistent with the Company's business cash flow generation, should the need arise.

Note 14 of the consolidated financial statements presents an analysis of the Company’s financial liabilities classified according to their maturity.

6.3 Market risk

It relates to the risk of fluctuation of fair values of financial assets and liabilities due to changes in market prices, and the risks associated with the demand and supply of commercialized products. The Company's exposure to market risks regarding financial assets and liabilities are the exchange rate and indexation unit risk, and interest rate risk. In addition, the Company is exposed to risks related to commercialized products.

Exchange rate and indexation unit risk

This risk arises from the probability of loss due to the exchange rate fluctuations of the currencies in which financial assets and liabilities are denominated with respect to currencies other than the functional currency of the Company and its subsidiaries:

- Purchases of goods and future payment commitments expressed in foreign currency: Company cash flows consist mainly of transactions in the Company's functional currency and those of its subsidiaries. The Company and its subsidiaries cover the risk of purchase operations of liquefied gas and imports of goods or commitments of future payments in foreign currency through forwards.

As of March 31, 2021, and December 31, 2020, the balances of accounts in currencies other than the functional currency of the Company and its subsidiaries were as follows:

Originating transaction currency: US dollar

Current and non-current assets	**Assets at 03.31.2021 Th$**	**Assets at 12.31.2020 Th$**
Cash and cash equivalents	1,430,538	477,514
Trade accounts and other accounts receivable, current and non-current	1,347,933	1,064,411
Deferred tax assets	140,337	115,433
Property, plant and equipment	6,470,742	6,128,906

Current and non-current liabilities	**Liabilities at 03.31.2021 Th$**	**Liabilities at 12.31.2020 Th$**
Other financial liabilities, current	87,920	88,273
Trade accounts and other accounts payable, current	22,169,012	14,141,224
Leasing liabilities, non-current	778,609	846,072

- Foreign investments: as of March 31, 2021, the Company holds net foreign investments in Colombian pesos for an amount equivalent to Th$ 50,459,598 (Th$ 52,528,775 as of December 31, 2020) and in Peruvian soles for an amount equivalent to Th$ 48,355,248 (Th$ 49,872,495 as of December 31, 2020).

Fluctuations of the Colombian peso and the Peruvian sol to the Chilean peso would affect the value of these investments.

In the past, evolutions of the Colombian peso and the Peruvian sol have been correlated with the Chilean peso. Management has decided not to cover this risk, continuously monitoring the forecasted evolution for the different currencies.

- Liabilities on debt securities: The Company's indebtedness for this concept corresponds to the placement of bonds in the Chilean market as follows:

  a) The first placement corresponds to Series E bonds carried out during April 2015 (mnemonic code BLIPI-E), charged to the 30-year bond line registered in Chile's CMF Securities Register under number 801, for UF 3,500,000. The placement rate was 3.44% annual for a face rate of 3.55%. Interest is paid semi-annually, and the principal will be amortized in a single installment on February 4, 2040.
  b) The second placement corresponds to Series G bonds carried out during January 2020 (mnemonic code BLIPI-G) charged to the 30-year bond line registered in Chile's CMF Securities Register under number 881, for UF 2,500,000. The placement rate was 2.18% annual for a face rate of 2.90%. Interests are paid semi-annually, and principal will be amortized paid in a single installment on November 5, 2044.
  These liabilities are denominated in Unidades de Fomento (UF), which is indexed to inflation in Chile and differs from the Company's functional currency (CLP). However, this risk is mitigated since most of the Company's profit margins in Chile are correlated to the variation in the UF.

- Financial lease liabilities: The Company signed a lease agreement with Oxiquim S.A. for a period of 25 years for the use of reception, storage and dispatch facilities to be built by Oxiquim S.A. As of this date, said liabilities reach UF 671,249. The annual interest rate is 3.0%. The nomination currency of this liability is the Unidad de Fomento (UF), which is indexed to inflation in Chile, and differs from the Company's functional currency (CLP). However, this risk is mitigated since most of the Company's profit margins in Chile are correlated to the variation in the UF.

- Leasing liabilities: With the entry into force of IFRS 16 "Leases", the Company has entered into agreements for periods ranging from 3 to 18 years for the use of real estate, technology and vehicles with several suppliers for the amount of UF 594,552. The average annual interest rate is 1.6%. The nomination currency of this liability is the Unidad de Fomento (UF), which is indexed to inflation in Chile, and differs from the Company's functional currency (CLP). However, this risk is mitigated since most of the Company's profit margins in Chile are correlated to the variation in the UF.

- Sensitivity analysis regarding exchange rate variations and indexation units.

The Company estimates the following effects on results or equity, resulting from variation of the exchange rate and indexation units:

Exchange rate Variation (*)	Increase Loss (Gain) Th$	Decrease Loss (Gain) Th$	Allocation
CLP/UF +/- 3.3%	6,394,972	(6,394,972)	Results: Results by indexation units
CLP/USD +/- 3.7%	2,345	(2,345)	Results: Exchange rate differences
CLP/USD +/- 3.7%	345,332	(345,332)	Equity: Reserves for cash flow hedging
CLP/COP +/- 2.4%	(1,216,073)	1,216,073	Equity: Reserves for exchange rate translation differences
CLP/PEN +/- 2.7%	(1,285,820)	1,285,820	Equity: Reserves for exchange rate translation differences

* Percentages equivalent to the annual average of the evolution of the last two years.

Interest rate risk

It refers to the sensitivity to interest rate fluctuations of the value of financial assets and liabilities.

The purpose of interest rate risk management is to achieve a balance in the financing structure, minimizing the cost of the debt with reduced volatility in the income statement.

As of March 31, 2021, 98.96% of the Company's financial debt is at fixed rates. As a result, the risk of fluctuations in market interest rates is low regarding cash flows. Regarding the portion in variable rates, Management permanently monitors the outlook in terms of the expected evolution of interest rates.

The breakdown of financial liabilities separated between fixed and variable interest rates is presented below as of March 31, 2021 and December 31, 2020:

Category	Note	Maturity in less than one year		Maturity in more than one year		Total	
		Fixed Rate Th$	Variable Interest Th$	Fixed Rate Th$	Variable Interest Th$	Fixed Rate Th$	Variable Interest Th$
Other financial liabilities	14	6,439,141	810,745	206,941,744	1,434,724	213,380,885	2.245.469
Total at 03.31.2021		**6,439,141**	**810,745**	**206,941,744**	**1,434,724**	**213,380,885**	**2,245,469**

Category	Note	Maturity in less than one year		Maturity in more than one year		Total	
		Fixed Rate Th$	Variable Interest Th$	Fixed Rate Th$	Variable Interest Th$	Fixed Rate Th$	Variable Interest Th$
Other financial liabilities	14	6,464,513	723,044	205,655,161	1,732,919	212,119,674	2.455.963
Total at 12.31.2020		**6,464,513**	**723,044**	**205,655,161**	**1,732,919**	**212,119,674**	**2,455,963**

Risks related to commercialized products

a) LPG

The Company participates in the distribution of liquefied gas business in Chile, with coverage that extends between the Region of Arica and Parinacota and the Region of Magallanes, reaching a market share of 35.5% at December 2020, according to data provided by Chile’s Superintendence of Electricity and Fuels *(Superintendencia de Electricidad y Combustibles - SEC)*.

At the end of 2010, the Company entered the Colombian market through the purchase of assets from Grupo Gas País, currently achieving a presence in 25 of the 32 Colombian departments and reaching a market share of 14.5% at December 2020, according to data from Colombia’s Single Information System of the Superintendence of Public Services (*Sistema Único de Información de la Superintendencia de Servicios Públicos*.)

Continuing with its internalization process in the LPG industry, in July 2013, the Company acquired 100% of Lima Gas S.A., a Peruvian-based LPG distributing company, which at December 2020 reached a market share of 6.5%, according to data provided by Peru's Energy and Mines Investment Regulator - *Osinergmin*.

a.1) Demand

The demand for residential LPG is not significantly affected by economic cycles since it is a basic consumption good in all countries where the Company operates. However, the demand can be affected by factors such as temperature, precipitation levels and the price of LPG compared with other substitute energies (natural gas, firewood, diesel, paraffin, electric power, etc.), and deep economic activity crises. In some regions, demand has a high seasonality resulting from temperature variations. The economic cycles have a significant impact on the demand from commercial and industrial segments.

Since it participates in a highly competitive market, the business strategy of its competitors may impact the sales volume of the Company.

a.2) Supply

One of the risk factors in the business of commercializing LPG is the supply of LPG.

Regarding Chile, the Company has the ability to minimize this risk through a network of multiple suppliers such as Enap Refinerías S.A., Gasmar S.A., and the management performed when importing this fuel from Argentina and from other countries by sea.

To strengthen its strategic position in terms of LPG supply, in 2012, the Company entered into a series of agreements with Oxiquim S.A. to develop the construction of facilities for the reception, storage and dispatch of LPG at the terminal owned by that company located in the Quintero Bay, allowing the Company to have different seaborne supply sources beginning March 2015.

For the Colombian market, the risk factor of commercializing LPG in terms of supply is minimized through the establishment of purchase quotas, which are agreed upon with Ecopetrol S.A., which covers a great part of the demand of distribution companies through public offerings. In addition to the agreements with Ecopetrol S.A., the Company also has purchase agreements with other local market players and imports product by sea through facilities located in Cartagena.

For the Peruvian market, LPG supply presents a high concentration in Lima where almost half of this capacity is located. Since the nation's capital is the area of highest consumption, important supply facilities have been built to provide it with a greater level of reliability. In this sense, agreements have been entered into with Petroperú (which has two supply plants: Callao and Piura) and Pluspetrol. In addition to these agreements, the Company also has purchase agreements with other market players and imports product from Bolivia to supply the south of the country.

a.3) Prices

LPG purchase prices are affected by the variations of international value of fuel prices and exchange rate variation of each local currency with respect to the U.S. dollar. Variation of raw material costs are considered when setting selling prices, although market competitive dynamics are always considered.

The Company maintains LPG inventories. The realization value of these inventories is affected by the variation of international fuel prices that are the basis for establishing selling prices to customers. Variation in LPG international prices would produce a variation in the same direction and of similar magnitude in the realization price of inventories. Generally, the Company does not cover this risk, since it considers that the variations of international prices are offsetting over time. The Company permanently monitors the evolution and forecasts of international commodity prices. Since the maritime terminal, located in the Quintero Bay, began operating, the Company has decided to cover the risk of variation of the price of inventory realization of stored product at the maritime terminal through swaps related to LPG prices and currency forwards to hedge the effect of exchange rate variations of the U.S. dollar (currency used to express the reference price of inventories).

b) Natural gas

Residential demand for natural gas is not significantly affected by economic cycles since it is a basic consumption good, but deep economic crisis could affect it. Demand from commercial and industrial segments is most significantly impacted by economic cycles. Regarding the risk of product supply for the operations that the Company owns in the north and south of Chile, both are covered with long-term agreements with different suppliers.

In Peru, the subsidiary Limagas Natural Perú S.A. has entered into supply agreements with natural gas distributors from several regions to meet demand requirements.

In Colombia, the subsidiary Surcolombiana de Gas S.A. E.S.P. has entered into supply agreements with natural gas commercializing companies from several regions to meet demand requirements.

c) Liquefied natural gas

The Company has agreements for the supply of liquefied natural gas (LNG) to industrial clients in Chile, including a "take or pay" clause. Such agreements contain formulas to establish the selling price that, in turn, transfer the agreed variation to the price of the agreements with the supplier of the product. To respond to commitments with customers, the Company has entered into LNG supply agreements with several suppliers, which include the "take or pay" clause (with similar characteristics to those signed with customers, which mitigate the risk).

In Peru, the Company has entered into LNG supply agreements with industrial customers, which are supplied through supply agreements which the Company has entered into with several market producers and marketers.

The demand for LNG, mainly aimed at industrial customers, is impacted by economic cycles.

6.4 Regulatory Risk

The amendments of the Gas Services Law (DFL 323) came into effect in February 2017. The most relevant changes affect concession network businesses, with the most relevant being the establishment of a profitability cap of 3% above the capital cost rate for the supply of gas through concession networks. The capital cost rate may not be lower than 6% with which resulting profitability is 9% for new networks. Regarding networks built during the 15 years preceding the effective date of the amendments to the law and during the 10 years following the effective date of the amended law, a 5% profitability cap on the capital cost is established for a period of 15 years from its entry into operation, resulting in an 11% rate for the first 15 years of operation.

The Company currently has a natural gas operation in the city of Calama and has begun supplying natural gas in cities located in the south of Chile. The changes included in the law do not affect the evaluation of the natural gas projects currently being developed, since the Company has included the previously mentioned profitability restrictions within the evaluation parameters. For the city of Calama, annual profitability is below the maximum range allowed by the law. In the last annual profitability review published by the CNE for the year 2019, the profitability rate of return was 8.76%.

The freedom of fixing prices to consumers remains for non-concession networks. In addition, it reaffirms that customers or consumers with residential gas services are entitled to change the distribution company. Given the above, a maximum period of five years is set for the validity of relationship contracts between residential gas customers and distributing companies for new real estate projects or should the transfer to another company involves the replacement and adaptation of existing client facilities due to the amendment of supply specifications, in order to enable the connection to the distribution network. In the other cases, the maximum term of the contracts is two years.

As in other liquefied gas markets, the residential bulk business is very competitive among its participants. Additionally, LPG distributing companies must compete with other types of energy (natural gas, firewood, diesel, paraffin, electric power, etc.). The possibility that customers change the company that provides LPG already existed before the amendments introduced by law. The service delivered to customers and the security both of supply and facilities, in addition to a competitive price, are relevant to the degree of customer satisfaction. The Company intends to continue being a competitive energy option for those customers connected to LPG networks.

In January 2020, Chile’s Antitrust Court issued its Resolution 51/2020 concerning, inter alia, the analysis of existing property relations between the different companies operating in the relevant gas market (LPG and LNG), in order to avoid anti-competitive risks. The measures included in that resolution do not affect the Company.

In November 2020, Chile's Antitrust Department, the *Fiscalía Nacional Económica* (FNE), announced the beginning of a non-infringing Gas Market Study (Study) to determine the proper operation of the gas market from a competitive point of view. The Study covers all stages of the supply chain, from the exploration and development of national reserves, along with their importation, to the marketing stage, either to large consumers, as power generators, or at the retail level, where end-consumers are households, offices, commercial establishments and the public sector. The Study, estimated to be completed by the end of 2021, may originate policy or regulatory recommendations, practical recommendations to State bodies or economic operators (public and private), lead to research or a new specific market study.

In May 2021, a group of members of Chile's Honorable Chamber of Representatives requested the creation of a Special Investigation Commission to review the way in which various public bodies investigate situations related to free competition, especially in the liquefied gas market. Among other reasons, the request for the creation of the Commission states that during the last 12 months the price of LPG has increased by 13.6%, which would be justified primarily by the variation in the international price of oil. The Special Investigation Commission must submit its report within 90 days. As stated in the request for the creation of the Commission, the price increase to the public in the last few months has its origin in the increase in international fuel prices. The Company will cooperate as it has always done.

Significant changes in laws and regulations in the sectors in which the Company operates may adversely affect its business or the conditions thereof, can increase the Company's operating costs or affect the financial situation of the Company. In addition, change of rules or their interpretation could require incurring costs that could affect financial performance or impact the financial position of the Company.

6.5 Accident risk

All human activities are exposed to dangers that can lead to accidents and certainly, the fuel distribution industry is no exception. To minimize the likelihood that these hazards will become unwanted situations, prevention and mitigation actions must be developed to reduce its consequences if hazards such as accidents or emergencies should exist.

For this, actions are permanently developed to ensure that all operations are carried out with high safety levels. Among these actions, the following can be mentioned:

- Training of collaborators and contractors regarding safe operations.
- Emergency response procedures with on-site service vehicles.
- Awareness actions on the safe handling of gas among customers and the community in general (firefighters, associations, etc.).
- Maintain OHSAS 18001:2007 Occupational Health and Safety Assessment Series at 13 storage and bottling plants in Chile and at the main offices.
- Implementation of management systems based on the OHSAS standard and safety systems pursuant to the Peruvian law N° 29,783. There are five plants that have this certification.
- Certification of 15 plants in Colombia, under ISO 9001 quality standard for the operation and maintenance of LPG storage tanks and bottling service of LPG cylinders, pursuant to legal requirements.
- Strict compliance of health, safety and environmental standards at all our operations

Complementing the reinforcement actions of the safe handling of fuel, the Company has insurance coverage deemed consistent with the industry's standard practices.

6.6 Reputation and corporate image risk

The Company's business is associated with the management of fossil fuels, particularly LPG, and its commercialization to a wide-ranging customer base. This business is subject to specific regulations in each of the countries where the Company operates. In addition, the Company is subject to several provisions relating to compliance with tax, environmental, labor, antitrust, and corporate regulations, among others. Should damage result from the commercialized products or in the event of observations from inspection bodies in compliance with the provisions that are applicable to the Company, this could lead to a deterioration of the Company's reputation and corporate image.

This risk is mitigated through the appropriate operating processes and compliance with regulations implemented within the Company.

6.7 Risk of litigation, penalties and fines

The Company may be subject to litigation, penalties or fines resulting from its business. These potential impacts are mitigated from their inception, by complying with relevant regulations. The principal litigation and sanctioning procedures currently underway involving the Company or its subsidiaries are described in Note 29 to the consolidated financial statements.

The Company's main businesses are regulated by the Superintendence of Electricity and Fuels (*SEC*) in Chile, the Regulatory Commission of Energy and Gas (*CREG*) in Colombia, and the Ministry of Energy and Mines and the Energy and Mines Investment Regulator (*Osinergmin*) in Peru, which ensure compliance with the laws, decrees, rules, memorandum and resolutions that govern the activity. In addition, different agencies in different countries are responsible for the control of compliance with the provisions related to tax, environmental, labor, antitrust, and corporate regulations, among others.

The Company has procedures in place and has the knowledge required to act under the protection of current laws and avoid penalties and fines.

6.8 Risk of changes in regulatory, political, economic and social conditions in the countries of operation.

The Company's financial and operating performance may be negatively affected by regulatory, political, economic and social conditions in the countries where it operates. In the jurisdictions where it operates, the Company is exposed to various risks such as potential renegotiation, nullification or forced amendment of contracts, expropriation, foreign exchange controls, and changes in laws, regulations and political instability. The Company also faces the risk of having to submit to the jurisdiction of a foreign court or arbitration panel or having to enforce a judgment in another country.

Company Management permanently monitors the evolution of the regulatory, political, economic and social conditions in the countries of operation.

6.9 Acquisition strategy risk.

The Company has grown, in part, through several significant acquisitions, including:

- The assets of Gas País in 2010 through which the Company started growing with operations in Colombia.
- Lima Gas S.A. in 2013 through which the Company entered the Peruvian LPG market.
- Neogas Perú S.A. (currently Limagas Natural Perú S.A.), through which the Company has presence in the natural gas market in Peru since February 2016.

In the future, the Company will continue to be committed in several evaluations and pursuing other potential acquisitions, which could lead to the acquisition of other LPG and fuel distribution companies seeking to integrate them into its current operations.

Acquisitions involve known and unknown risks that could adversely affect the Company's future net sales and operating income. For example:

- Failing to identify companies, products or brands precisely and appropriately for acquisition;
- Facing difficulties in integrating the management, operations, technologies and distribution processes of the acquired companies or products;
- Failing to obtain the necessary regulatory approvals, including those of anti-trust authorities, in the countries where acquisitions are being made;
- Entering new markets with which we are unfamiliar;
- Diverting management's attention from other business concerns;
- Acquiring a company that has known or unknown contingent liabilities that include, among others, patent infringement or product liability claims; and
- Incur in considerable additional indebtedness.

Any future or potential acquisitions, may result in substantial costs, disrupt our operations or materially adversely affect the Company's operating results.

Each acquisition carried out by the Company is analyzed in detail by multi-disciplinary teams with external consultants, if necessary, in order to analyze the consequences and mitigate the risks inherent in any new business acquisition.

6.10 Risk of production, storage and transportation of gas

Operations carried out at the Company's plants involve safety risks and other operating risks, including the handling, storage and transportation of highly inflammable, explosive and toxic materials.

These risks could result in personal injury and death, severe damage to or destruction of property and equipment and environmental damage. Although the Company is very careful about the safety of its operations, a sufficiently large accident at one of the bottling or storage plants, or at facilities located at client facilities for liquefied or natural gas, or during transportation or delivery of products being sold, could force to temporarily suspend operations at the location and result in significant remediation costs, loss of income or generate contingent liabilities, and adversely affect the Company's corporate image and reputation and that of its subsidiaries. In addition, insurance coverage may not be available on a timely basis and may be insufficient to cover all losses. Equipment breakdowns, natural disasters and delays in obtaining imports of required replacement parts or equipment can also affect distribution operations and consequently operating results.

6.11 Risk that insurance coverage may be insufficient to cover losses that may be incurred

The operation of any distribution company specializing in LPG logistics operations and fuel distribution involves substantial risks of property damage and personal injury and may result in significant costs and liabilities.

The Company permanently analyzes the risks that may be covered by insurance policies, both in the amount of possible losses for the Company as in the characteristics of the risks, so current insurance levels are appropriate. Notwithstanding the previous, the occurrence of losses or other liabilities that are not covered by the insurance or that exceed coverage limits may result in additional unexpected and significant costs.

6.12 Risk of regulatory changes resulting for the mitigation of the climate change effects

Due to concern over risks of climate change, several countries have adopted, or are considering the adoption of, regulatory frameworks to, among other measures, reduce greenhouse gas emissions. These could include adoption of cap and trade regimes, carbon taxes, increased efficiency standards, and incentives or mandates to develop the generation of renewable energy. These requirements could reduce demand for fossil fuels, replacing them with energy sources of relatively lower-carbon sources. In addition, some governments may provide tax advantages and other subsidies and mandates to make alternative energy sources more competitive against oil and gas. Governments may also promote research into new technologies to reduce the cost and increase the scalability of alternative energy sources, all of which could lead to a decrease in the demand for our products. In addition, current and pending greenhouse gas regulations may substantially increase our compliance costs and, consequently, increase the price of products distributed by the Company.

The Company permanently monitors the evolution of legislation on climate change.

6.13. Risk of rioting

The economic and social situation of the different countries where the Company operates could lead to protests that could prompt violent actions damaging facilities or hindering the operation. The Company remains alert regarding the evolution of these events, prioritizing the protection and safety of workers, collaborators and the communities where it operates. It also has insurance coverage for possible damage or theft of goods or facilities.

6.1.04. Risk of epidemics or pandemics

Rapidly spreading infectious diseases can have consequences for the Company's business. Authorities may impose restrictions that impact the activity of customers or the Company, decreasing its revenue stream or incurring additional costs. In turn, the protection of the safety of workers, employees and customers can lead to higher operating costs driven by health reasons or arising from the same restrictions.

The Board of Directors and Management monitor the evolution of epidemic or pandemic situations, privileging the safety of workers, collaborators, customers and communities in which the Company's activities are carried out. Special committees are formed composed of first line managers to quickly respond and coordinate safeguard measures.