



West Coast South America Dry Bulk Trade

Dry Bulk Report
January - December 2013

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INDEX

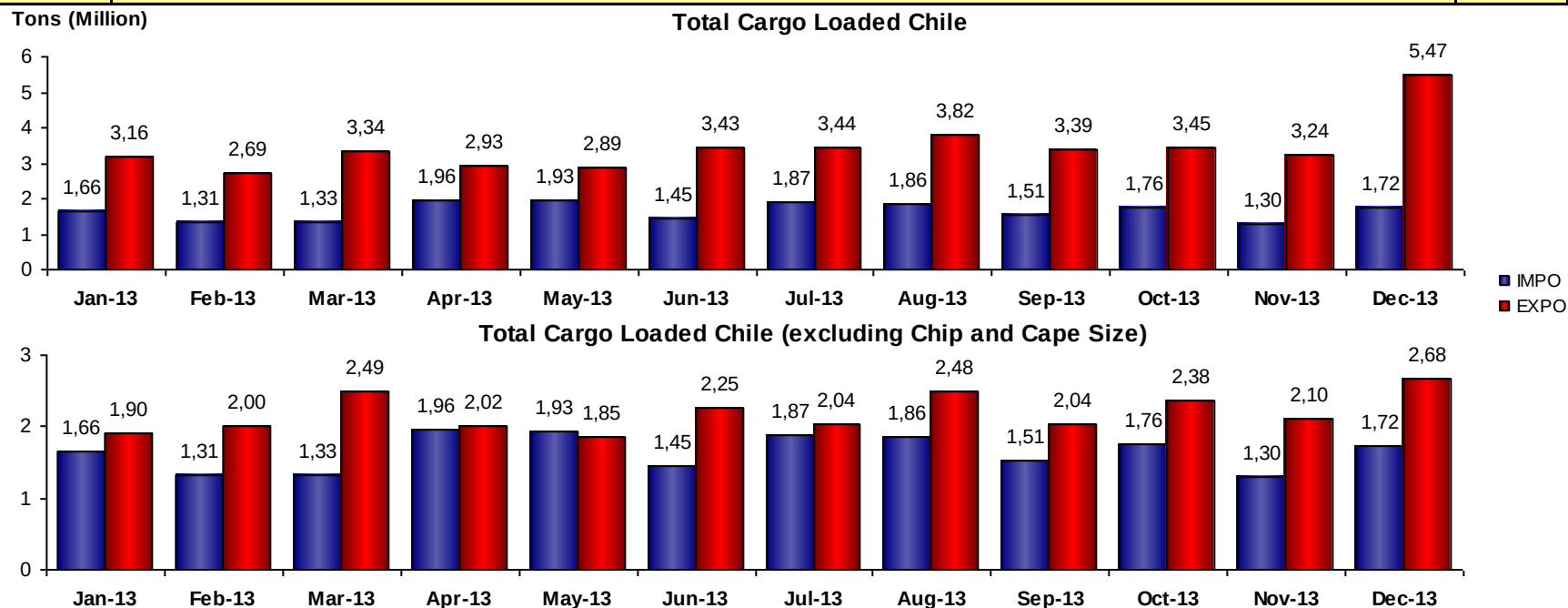
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1 CHILE REPORT¹

1.1 Aggregated Result of Chile²

ETAPA	Last 12 Months												Jan13 / Dec13	Jan12 / Dec12
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
IMPO	1.662.198	1.311.606	1.330.723	1.959.520	1.927.608	1.452.946	1.873.483	1.862.340	1.514.677	1.758.457	1.299.400	1.723.483	19.676.439	19.030.852
EXPO	3.158.350	2.693.447	3.342.357	2.927.293	2.888.685	3.431.536	3.438.596	3.819.097	3.391.198	3.446.088	3.243.069	5.466.341	41.246.057	36.967.405
Imbalance	1.496.153	1.381.841	2.011.634	967.773	961.077	1.978.590	1.565.114	1.956.757	1.876.521	1.687.631	1.943.669	3.742.857	21.569.617	17.936.553



¹ All figures in Tons

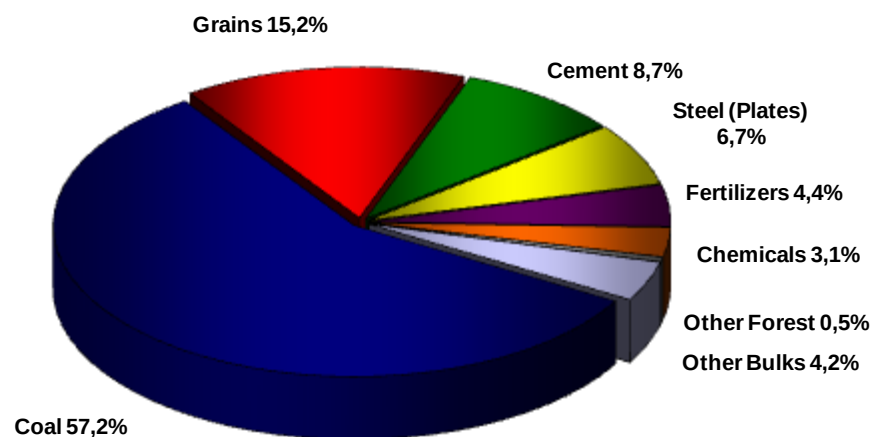
² Including Bolivian Cargo

1.2 Chile By Commodity

1.2.1 CHILEAN IMPORTS

Commodity Type	Last 12 Months												Jan13 / Dec13	%	Jan12 / Dec12
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Coal	1.009.523	612.724	673.489	1.306.237	1.254.661	828.978	1.125.060	1.011.807	878.417	899.829	668.441	977.040	11.246.206	57,2%	10.598.697
Grains	260.962	170.829	259.791	137.808	225.229	187.389	240.040	285.630	300.583	317.343	341.115	255.384	2.982.104	15,2%	3.085.376
Cement	148.495	192.826	208.632	180.501	161.993	132.635	145.049	38.886	96.819	210.245	82.965	121.542	1.720.587	8,7%	1.876.792
Steel (Plates)	116.997	189.749	106.138	121.927	125.062	103.110	108.904	69.356	101.977	99.699	45.072	127.613	1.315.604	6,7%	1.410.953
Fertilizers	36.985	65.396	8.218	73.664	50.451	115.433	90.626	188.484	61.421	84.469	48.495	43.797	867.439	4,4%	823.725
Chemicals	29.917	20.101	57.509	48.773	53.609	30.394	112.262	122.805	45.963	39.800	30.185	23.892	615.211	3,1%	539.369
Other Forest	-	-	13.710	11.209	-	16.952	8.940	9.600	7.493	11.672	-	16.748	96.323	0,5%	77.461
Other Bults	59.319	59.981	3.237	79.402	56.602	38.055	42.601	135.772	22.003	95.398	83.129	157.468	832.967	4,2%	618.479
Total Imports	1.662.198	1.311.606	1.330.723	1.959.520	1.927.608	1.452.946	1.873.483	1.862.340	1.514.677	1.758.457	1.299.400	1.723.483	19.676.439	100%	19.030.852

Imports by Commodity

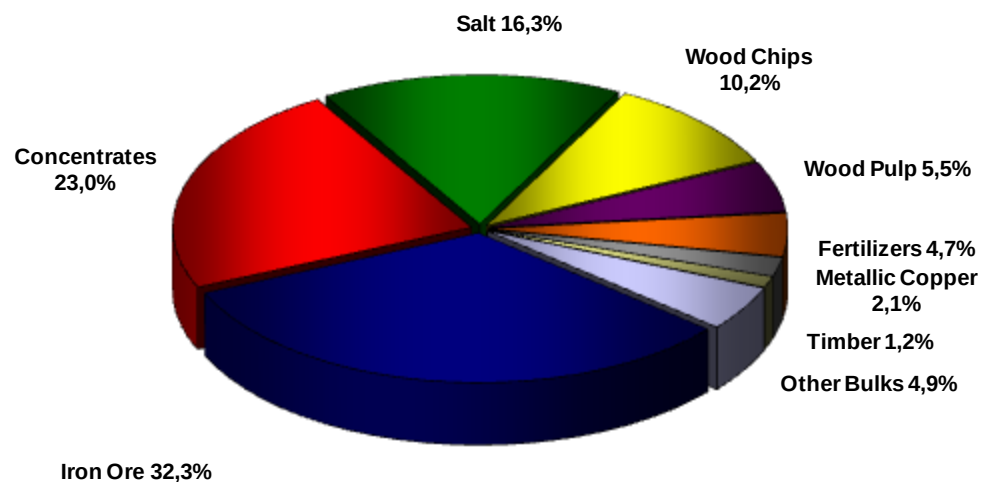


Other Forest			Other Bults		
Commodity	Volume	%	Commodity	Volume	%
Paper	96.323	0,49%	Concentrates	112.224	0,57%
Total	96.323	0,49%	Other	720.743	3,66%
			Total	832.967	4,23%

1.2.2 CHILEAN EXPORTS*

Commodity Type	Last 12 Months												Jan13 / Dec13	%	Jan12 / Dec12
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Iron Ore	925.401	467.573	863.772	998.649	1.054.481	794.094	1.261.643	1.126.674	1.071.734	1.226.973	1.021.416	2.519.967	13.332.376	32,3%	11.668.492
Concentrates	742.551	671.432	655.184	701.645	804.711	879.460	873.869	951.789	841.420	774.906	674.997	894.178	9.466.141	23,0%	8.457.797
Salt	604.027	680.568	823.193	269.245	320.157	449.792	437.573	646.155	539.184	704.284	549.888	697.037	6.721.103	16,3%	6.142.886
Wood Chips	434.180	436.770	404.640	276.789	230.860	518.633	232.721	321.501	357.724	167.831	306.651	503.657	4.191.957	10,2%	4.234.373
Wood Pulp	134.813	191.897	178.383	183.417	136.856	252.923	131.068	295.441	162.398	193.364	179.061	214.758	2.254.380	5,5%	2.651.650
Fertilizers	102.720	155.622	224.580	134.630	192.295	124.530	187.877	158.877	151.890	161.950	149.408	185.187	1.929.564	4,7%	2.000.368
Metallic Copper	137.614	55.901	77.296	105.149	78.943	84.498	49.111	61.544	28.288	74.540	47.730	48.385	848.999	2,1%	711.907
Timber	44.444	-	58.166	65.449	2.894	58.662	50.305	23.719	37.924	50.705	45.138	62.170	499.575	1,2%	484.499
Other Bulks	32.600	33.686	57.145	192.321	67.489	268.944	214.431	233.397	200.637	91.535	268.779	341.001	2.001.963	4,9%	615.435
Total Exports	3.158.350	2.693.447	3.342.357	2.927.293	2.888.685	3.431.536	3.438.596	3.819.097	3.391.198	3.446.088	3.243.069	5.466.341	41.246.057	100%	36.967.405

**Exports
by Commodity**



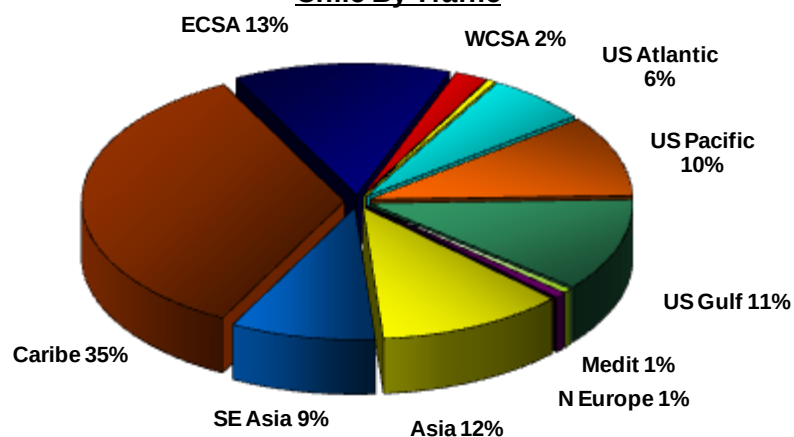
Other Bulks		
Commodity	Volume	%
Coal	1.385.927	3,36%
Grains	333.948	0,81%
Steel (Plates)	32.823	0,08%
Fish Meal	6.537	0,02%
Chemicals	3.695	0,01%
Other	239.033	0,58%
Total	2.001.963	4,85%

* Containerized Metallic Copper is not included

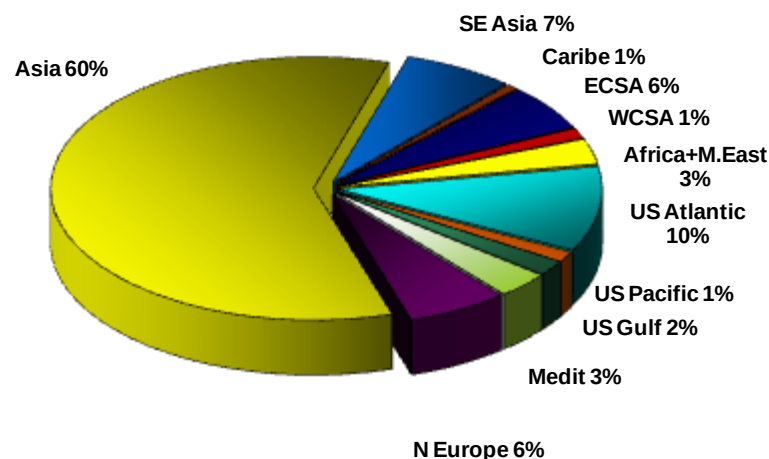
1.3 Chile By Traffic

	Traffic January 2013 / December 2013												
TYPE	US Atlantic	US Pacific	US Gulf	Medit	N Europe	Asia	SE Asia	Caribe	ECSA	WCSA	Africa+M. East	Jan13 / Dec13	Jan12 / Dec12
IMPO	1.229.364	1.961.785	2.241.402	111.330	140.233	2.271.061	1.752.798	6.897.634	2.628.777	344.398	97.659	19.676.439	19.030.852
EXPO	4.294.142	517.478	764.359	1.329.499	2.554.852	24.533.598	2.806.466	295.142	2.337.129	536.526	1.276.865	41.246.057	36.967.405
Im balance	3.064.778	-1.444.307	-1.477.042	1.218.169	2.414.620	22.262.537	1.053.668	-6.602.492	-291.648	192.128	1.179.206	21.569.617	17.936.553

Imports Accum. Last 12 Months
Chile By Traffic



Exports Accum. Last 12 Months
Chile By Traffic



1.4 Chile By Commodity & Traffic*

TYPE	Commodity Type	Traffic January 2013 / December 2013											Jan13 / Dec13	Jan12 / Dec12
		US Atlantic	US Pacific	US Gulf	Medit	N Europe	Asia	SE Asia	Caribe	ECSA	WCSA	Africa+M. East		
Impo	Coal	798.723	955.403	1.477.537	-	-	48.650	957.645	6.660.187	129.352	146.350	72.359	11.246.206	10.598.697
	Grains	327.505	238.529	373.135	-	8.000	38.824	1.524	-	1.956.631	37.955	-	2.982.104	3.085.376
	Cement	-	117.219	41.918	-	-	837.818	703.131	20.500	-	-	-	1.720.587	1.876.792
	Steel (Plates)	4.108	70.324	14.079	60.793	56.247	885.823	32.697	55.631	119.914	15.988	-	1.315.604	1.410.953
	Fertilizers	8.900	192.253	142.465	-	63.021	248.829	57.800	88.970	39.900	-	25.300	867.439	823.725
	Chemicals	26.559	299.797	55.717	-	12.965	207.278	-	-	-	12.894	-	615.211	539.369
	Other Forest	5.604	4.644	81.965	-	-	-	-	4.111	-	-	-	96.323	77.461
	Other Bulks	57.966	83.615	54.586	50.537	-	3.840	-	68.234	382.980	131.210	-	832.967	618.479
Total Impo		1.229.364	1.961.785	2.241.402	111.330	140.233	2.271.061	1.752.798	6.897.634	2.628.777	344.398	97.659	19.676.439	19.030.852
Expo	Iron Ore	49.899	-	49.900	-	10.954	11.695.112	633.555	-	-	-	892.956	13.332.376	11.668.492
	Concentrates	-	93.600	21.500	594.773	471.665	6.653.694	1.113.983	-	460.725	22.994	33.208	9.466.141	8.457.797
	Salt	4.047.937	273.196	126.802	-	480.854	360.444	61.575	81.950	1.219.210	69.135	-	6.721.103	6.142.886
	Wood Chips	-	-	-	-	43.297	4.148.660	-	-	-	-	-	4.191.957	4.234.373
	Wood Pulp	-	-	-	393.702	710.711	1.081.575	-	68.390	-	-	-	2.254.380	2.651.650
	Fertilizers	130.231	141.967	135.183	208.677	271.837	144.869	65.517	18.546	529.294	186.025	97.418	1.929.564	2.000.368
	Metallic Copper	52.917	5.254	395.798	125.832	132.075	44.076	81.219	-	11.000	828	-	848.999	711.907
	Timber	-	-	34.566	5.881	-	192.274	8.765	4.806	-	-	253.283	499.575	484.499
	Other Bulks	13.158	3.460	610	634	433.460	212.893	841.852	121.450	116.900	257.545	-	2.001.963	615.435
Total Expo		4.294.142	517.478	764.359	1.329.499	2.554.852	24.533.598	2.806.466	295.142	2.337.129	536.526	1.276.865	41.246.057	36.967.405

* Containerized Metallic Copper is not included

1.4.1 CHILEAN IMPORTS

Period	Commodity Type	Imports Chile by Traffic											Total
		US Atlantic	US Pacific	US Gulf	Medit	N Europe	Asia	SE Asia	Caribe	ECSA	WCSA	Africa+M. East	
Imports 2013	Coal	798.723	955.403	1.477.537	-	-	48.650	957.645	6.660.187	129.352	146.350	72.359	11.246.206
	Grains	327.505	238.529	373.135	-	8.000	38.824	1.524	-	1.956.631	37.955	-	2.982.104
	Cement	-	117.219	41.918	-	-	837.818	703.131	20.500	-	-	-	1.720.587
	Steel (Plates)	4.108	70.324	14.079	60.793	56.247	885.823	32.697	55.631	119.914	15.988	-	1.315.604
	Fertilizers	8.900	192.253	142.465	-	63.021	248.829	57.800	88.970	39.900	-	25.300	867.439
	Chemicals	26.559	299.797	55.717	-	12.965	207.278	-	-	-	12.894	-	615.211
	Other Forest	5.604	4.644	81.965	-	-	-	-	4.111	-	-	-	96.323
	Other Bulks	57.966	83.615	54.586	50.537	-	3.840	-	68.234	382.980	131.210	-	832.967
Total		1.229.364	1.961.785	2.241.402	111.330	140.233	2.271.061	1.752.798	6.897.634	2.628.777	344.398	97.659	19.676.439
Imports 2012	Coal	1.645.898	1.785.826	1.152.821	-	66.788	98.317	803.286	4.841.118	74.923	129.719	-	10.598.697
	Grains	25.440	267.340	191.271	-	-	-	-	-	2.570.453	30.873	-	3.085.376
	Cement	-	94.026	-	44.900	-	1.177.297	560.569	-	-	-	-	1.876.792
	Steel (Plates)	-	37.199	110.375	67.183	67.380	739.495	31.218	14.583	282.456	61.063	-	1.410.953
	Fertilizers	3.934	135.350	127.860	34.537	59.244	276.350	-	149.038	32.900	4.513	-	823.725
	Chemicals	4.998	385.240	63.197	-	4.600	80.323	-	-	-	1.011	-	539.369
	Other Forest	2.559	-	74.902	-	-	-	-	-	-	-	-	77.461
	Other Bulks	25.017	116.334	70.614	5.027	-	44.617	15.100	140.063	132.124	69.583	-	618.479
Total		1.707.846	2.821.314	1.791.039	151.648	198.012	2.416.399	1.410.173	5.144.802	3.092.856	296.762	-	19.030.852

1.4.2 CHILEAN EXPORTS*

Period	Commodity Type	Exports Chile by Traffic											Total
		US Atlantic	US Pacific	US Gulf	Medit	N Europe	Asia	SE Asia	Caribe	ECSA	WCSA	Africa+M. East	
Exports 2013	Iron Ore	49.899	-	49.900	-	10.954	11.695.112	633.555	-	-	-	892.956	13.332.376
	Concentrates	-	93.600	21.500	594.773	471.665	6.653.694	1.113.983	-	460.725	22.994	33.208	9.466.141
	Salt	4.047.937	273.196	126.802	-	480.854	360.444	61.575	81.950	1.219.210	69.135	-	6.721.103
	Wood Chips	-	-	-	-	43.297	4.148.660	-	-	-	-	-	4.191.957
	Wood Pulp	-	-	-	393.702	710.711	1.081.575	-	68.390	-	-	-	2.254.380
	Fertilizers	130.231	141.967	135.183	208.677	271.837	144.869	65.517	18.546	529.294	186.025	97.418	1.929.564
	Metallic Copper	52.917	5.254	395.798	125.832	132.075	44.076	81.219	-	11.000	828	-	848.999
	Timber	-	-	34.566	5.881	-	192.274	8.765	4.806	-	-	253.283	499.575
	Other Bults	13.158	3.460	610	634	433.460	212.893	841.852	121.450	116.900	257.545	-	2.001.963
Total		4.294.142	517.478	764.359	1.329.499	2.554.852	24.533.598	2.806.466	295.142	2.337.129	536.526	1.276.865	41.246.057
Exports 2012	Iron Ore	103.570	-	-	-	-	10.514.932	173.044	-	-	-	876.946	11.668.492
	Concentrates	-	111.085	-	451.303	607.898	5.826.239	1.126.738	-	308.536	5.002	20.996	8.457.797
	Salt	3.763.916	258.882	184.800	-	97.800	593.225	-	99.600	1.120.662	24.000	-	6.142.886
	Wood Chips	-	-	-	-	44.967	4.189.405	-	-	-	-	-	4.234.373
	Wood Pulp	38.600	-	-	408.229	717.067	1.406.211	-	81.543	-	-	-	2.651.650
	Fertilizers	132.562	246.085	78.016	219.557	299.548	88.162	25.572	44.119	496.236	214.211	156.301	2.000.368
	Metallic Copper	15.157	-	333.657	134.828	95.300	11.125	108.091	-	4.939	8.810	-	711.907
	Timber	-	-	47.110	-	12.391	201.676	10.497	4.506	-	-	208.319	484.499
	Other Bults	44.617	36.706	551	-	39.771	106.518	16.470	89.045	31.809	249.947	-	615.435
Total		4.098.423	652.757	644.134	1.213.916	1.914.741	22.937.494	1.460.413	318.814	1.962.181	501.970	1.262.562	36.967.405

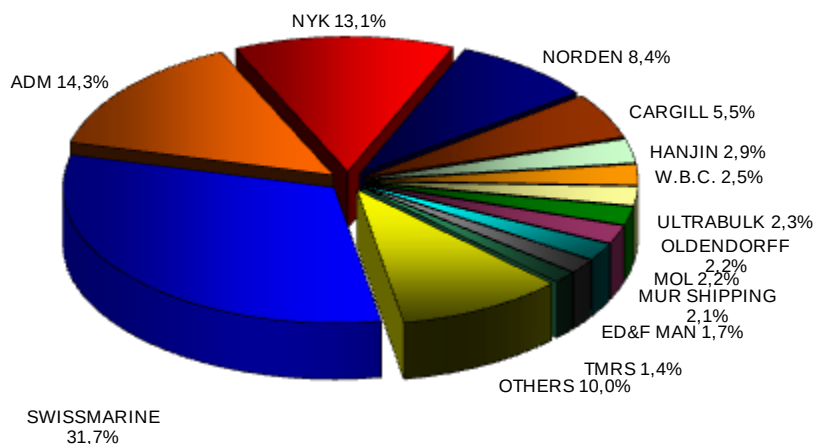
* Containerized Metallic Copper is not included

1.5 Chile By Commodity & Shipping Company

1.5.1 CHILEANS IMPORTS - LAST 12 MONTHS

Coal (57,16%)

11.246.206 Tons

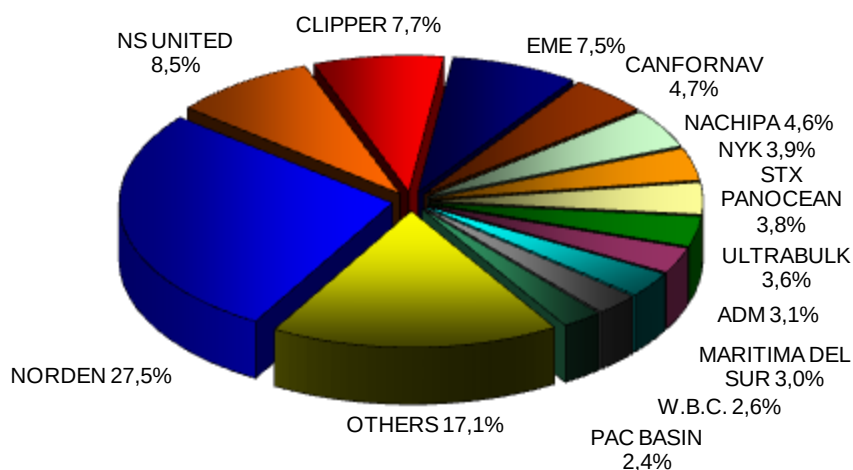


Details of Others		
Shipping Company	M .T	%
PAC BASIN	147.199	1,3%
TRAFIGURA	106.325	0,9%
CLIPPER	104.946	0,9%
EME	98.671	0,9%
GMI	78.461	0,7%
SETAF SAGET	50.774	0,5%
COSCO	49.082	0,4%
STX PANOCEAN	48.727	0,4%
NACHIPA	20.500	0,2%
GEARBULK	15.582	0,1%
BBC	1516	0,0%
OTHERS	397.852	3,5%
Total Others	1.119.633	10,0%

OTHERS include all companies carrying less than 148.000 MT

Grains (15,16%)

2.982.104 Tons



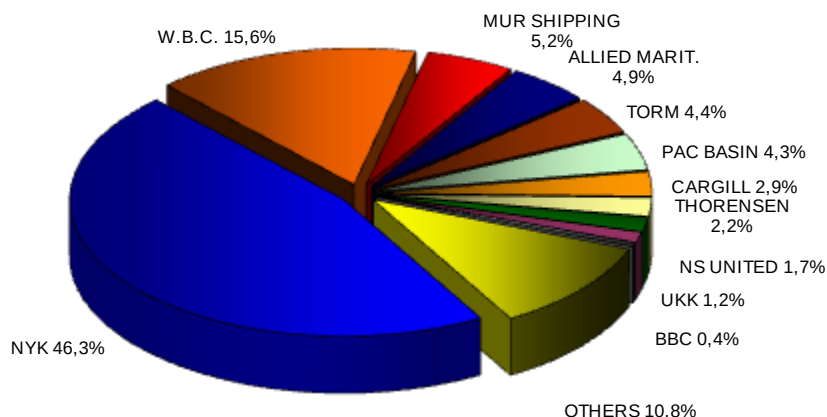
Details of Others		
Shipping Company	M .T	%
CARGILL	65.128	2,2%
ASIA MARITIME PACIFIC	39.702	1,3%
PHOENIX BULK	38.500	1,3%
SAGA	38.500	1,3%
HUDSON SHIPPING	37.234	1,2%
CSAV	36.750	1,2%
BBC	36.715	1,2%
FEDNAV	35.700	1,2%
TRAFIGURA	34.912	1,2%
HANJIN	33.962	1,1%
OTHERS	113.018	3,8%
Total Others	510.121	17,1%

OTHERS include all companies carrying less than 66.000 MT

1.5.1 CHILEANS IMPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

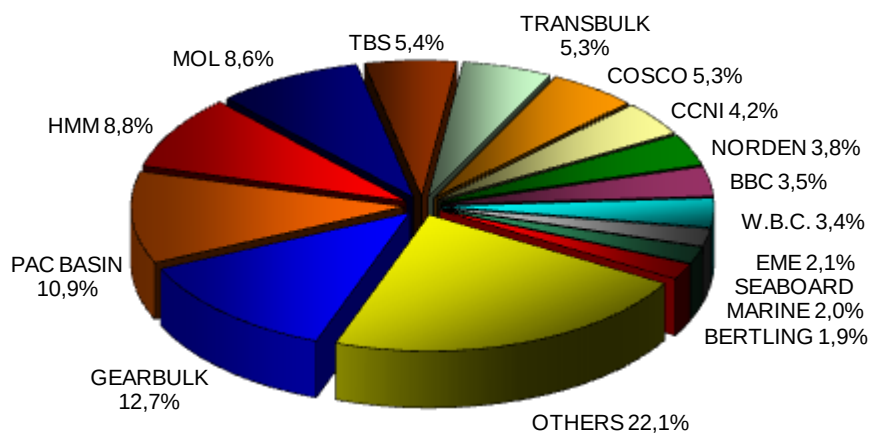
Cement (8,74%)

1.720.587 Tons



Steel (Plates) (6.69%)

1.315.604 Tons



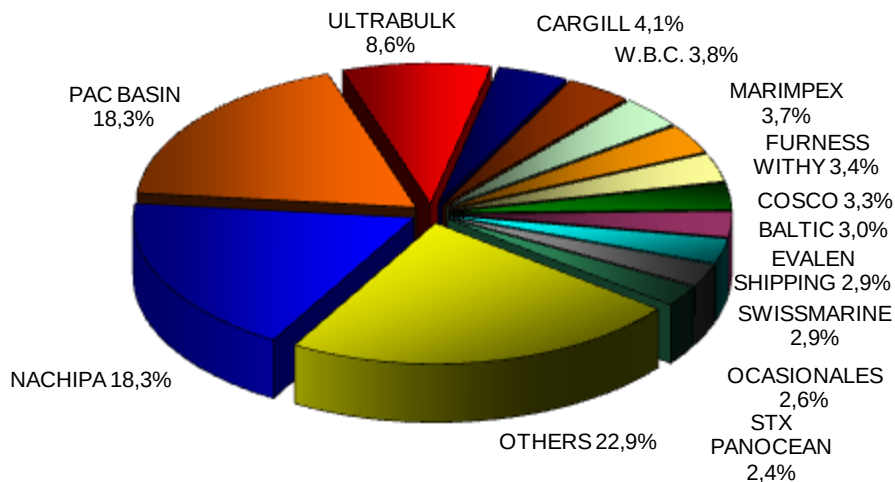
Details of Others		
Shipping Company	M.T	%
MUR SHIPPING	21936	17%
JIT INTL	18.752	14%
BULK AND METAL TRAN	17.902	14%
NISA	15.226	12%
TRAFIGURA	13.972	11%
STX PANOCEAN	12.425	0,9%
UBC	10.685	0,8%
CARGILL	9.756	0,7%
AGRICULTURE AND ENE	7.019	0,5%
DAIICHI	6.992	0,5%
OTHERS	156.713	11,9%
Total Others	291.378	22,1%

OTHERS include all companies carrying less than 25.000 MT

1.5.1 CHILEANS IMPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Fertilizers (4.41%)

867.439 Tons



Details of Others		
Shipping Company	M.T	%
TBS	20.539	2,4%
THORCO	20.447	2,4%
GRIEG STAR	19.650	2,3%
CLIPPER	19.000	2,2%
CANFORNAV	17.586	2,0%
EME	15.252	1,8%
CCNI	12.678	1,5%
OTHERS	73.346	8,5%
Total Others	198.478	22,9%

OTHERS include all companies carrying less than 21.000 MT

1.5.1 CHILEANS IMPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Coal	SWISSMARINE	306.736	201.427	108.399	424.321	348.386	273.723	380.840	384.822	255.176	286.083	178.538	413.583	3.562.034		2.929.815
	ADM	49.854	55.757	92.517	264.175	106.338	159.943	324.498	255.793	110.140	45.350	49.966	96.652	1.610.983		49.867
	NYK	167.379	210.637	-	210.173	187.259	49.154	161.504	5.055	85.000	113.694	121.019	166.008	1.476.882		1.841.959
	NORDEN	148.610	48.926	95.868	47.405	96.427	47.975	49.500	-	99.244	112.481	46.251	152.701	945.387		1.080.666
	CARGILL	47.647	-	126.301	51.550	120.684	-	49.342	119.413	49.090	-	-	49.604	613.630		94.276
	HANJIN	-	-	86.568	97.728	46.909	-	-	-	-	-	89.572	-	320.777		48.668
	W.B.C.	-	48.527	-	-	84.356	-	48.301	46.571	49.130	-	-	-	276.885		441.514
	ULTRABULK	-	-	49.248	-	-	49.801	61.374	-	49.298	-	-	44.652	254.373		333.701
	OLDENDORFF	-	-	45.221	47.336	-	-	-	102.174	-	48.873	-	-	243.604		30.000
	MOL	-	-	48.868	-	-	46.600	-	-	73.868	73.940	-	-	243.276		95.284
	MUR SHIPPING	-	-	-	-	-	50.310	-	-	58.209	70.210	-	53.841	232.571		-
	ED&F MAN	96.547	-	-	-	-	45.050	-	-	-	47.239	-	-	188.835		76.454
	TMRS	-	-	-	49.007	-	-	-	-	-	52.188	56.141	-	157.336		-
	PAC BASIN	48.336	-	-	-	98.863	-	-	-	-	-	-	-	147.199		852.268
	TRAFIGURA	48.983	-	-	57.342	-	-	-	-	-	-	-	-	106.325		626.509
	CLIPPER	-	-	-	55.684	-	-	-	-	49.262	-	-	-	104.946		48.702
	EME	-	-	-	-	50.004	-	-	48.667	-	-	-	-	98.671		49.722
	GMI	-	-	-	-	-	-	-	-	-	-	78.461	-	78.461		141.898
	SETAF SAGET	-	-	-	-	50.774	-	-	-	-	-	-	-	50.774		-
	OTHERS	95.432	47.450	20.500	1.516	64.662	106.422	49.702	49.311	-	49.771	48.492	-	533.258		1.857.395
Total Coal		1.009.523	612.724	673.489	1.306.237	1.254.661	828.978	1.125.060	1.011.807	878.417	899.829	668.441	977.040	11.246.206	57,2%	10.598.697
Grains	NORDEN	41.280	39.882	-	41.151	122.909	32.238	44.450	71.883	77.988	101.841	171.673	74.569	819.865		444.215
	NS UNITED	-	-	-	-	44.000	-	30.310	42.988	31.854	40.532	-	64.101	253.784		242.389
	CLIPPER	62.605	-	38.073	61.483	-	-	-	-	35.710	-	-	32.698	230.568		64.496
	EME	-	35.600	34.460	-	36.260	-	-	13.688	40.508	42.597	6.239	15.692	225.045		596.514
	CANFORNAV	-	-	74.006	35.174	-	-	-	-	-	30.674	-	-	139.854		60.116
	NACHIPA	30.269	7.150	-	-	-	-	53.242	1.000	20.686	-	-	26.289	138.636		174.765
	NYK	49.350	-	30.699	-	-	-	-	-	-	34.780	-	-	114.829		-
	STX PANOCAN	-	30.603	-	-	-	81.372	-	-	-	-	-	-	111.975		568.656
	ULTRABULK	38.824	-	-	-	-	-	-	35.540	-	-	31.901	-	106.265		341.850
	ADM	-	17.527	-	-	-	-	-	40.818	-	32.907	-	-	91.252		8.000
	MARITIMA DEL SUR	-	-	-	-	-	-	-	-	47.812	-	41.800	-	89.612		-

1.5.1 CHILEANS IMPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Grains	W.B.C.	-	-	-	-	-	-	-	-	-	-	36.745	41.513	78.258		-
	PAC BASIN	27.672	-	-	-	14.060	-	-	-	-	30.307	-	-	72.039		172.954
	CARGILL	-	33.103	-	-	-	-	-	-	32.025	-	-	-	65.128		30.000
	ASIA MARITIME PACIF	-	-	-	-	-	-	37.000	-	-	2.702	-	-	39.702		-
	OTHERS	10.961	6.965	82.554	-	8.000	73.779	75.039	79.712	14.000	1.003	52.757	522	405.291		381.421
Total Grains		260.962	170.829	259.791	137.808	225.229	187.389	240.040	285.630	300.583	317.343	341.115	255.384	2.982.104	15,2%	3.085.376
Cement	NYK	48.400	49.991	49.750	67.860	59.858	72.335	100.049	38.886	60.869	99.500	52.917	97.009	797.424		435.196
	W.B.C.	45.564	27.900	-	63.918	37.610	22.800	-	-	-	49.521	-	21.333	268.646		349.382
	MUR SHIPPING	-	-	-	-	45.000	-	-	-	-	15.024	30.048	-	90.072		-
	ALLIED MARIT.	44.561	39.485	-	-	-	-	-	-	-	-	-	-	84.046		554.529
	TORM	-	-	36.730	-	-	-	-	-	35.950	-	-	3.200	75.880		-
	PAC BASIN	-	25.950	6.025	23.000	19.525	-	-	-	-	-	-	-	74.500		139.275
	CARGILL	-	49.500	-	-	-	-	-	-	-	-	-	-	49.500		49.430
	THORENSEN	-	-	-	-	-	37.500	-	-	-	-	-	-	37.500		-
	OTHERS	9.970	-	116.127	25.723	-	-	45.000	-	-	46.200	-	-	243.020		348.981
Total Cement		148.495	192.826	208.632	180.501	161.993	132.635	145.049	38.886	96.819	210.245	82.965	121.542	1.720.587	8,7%	1.876.792
Steel (Plates)	GEARBULK	7.179	12.017	11.401	33.999	17.297	25.244	10.818	-	13.961	22.458	-	12.741	167.115		130.169
	PAC BASIN	-	-	-	4.033	34.567	-	10.086	-	-	39.308	25.928	29.512	143.433		21.714
	HMM	13.041	32.615	14.188	16.492	-	-	15.685	15.148	-	3.655	-	5.308	116.133		133.512
	MOL	18.861	34.732	11.316	3.982	-	20.321	-	8.477	3.927	3.742	-	8.382	113.738		39.993
	TBS	1.554	5.534	17.168	2.881	8.534	3.511	6.480	708	1.313	1.327	2.036	20.437	71.481		105.213
	TRANSBULK	-	-	-	-	-	-	-	11.443	30.913	-	-	27.523	69.879		-
	COSCO	-	69.144	-	-	-	-	-	-	-	-	-	-	69.144		179.474
	CCNI	1.481	1.466	1.432	16.053	3.031	7.131	4.758	537	8.883	2.379	4.893	2.639	54.682		69.094
	NORDEN	49.347	-	-	-	-	-	-	-	-	-	-	-	49.347		-
	BBC	4.329	3.427	10.371	7.708	6.878	3.860	3.697	2.175	1.154	-	-	2.371	45.968		56.421
	W.B.C.	-	-	-	8.885	-	3.965	13.951	13.687	4.743	-	-	-	45.231		34.272
	EME	-	-	-	7.671	-	-	-	7.907	11.112	-	570	-	27.261		142.381
	SEABOARD MARINE	-	-	22.716	-	-	3.012	-	-	-	-	-	-	25.729		1.686
	BERTLING	4.245	20.175	-	-	-	-	-	-	-	663	-	-	25.083		-
	OTHERS	16.959	10.638	17.545	20.224	54.755	36.066	43.430	9.274	25.972	26.169	11.644	18.701	291.378		497.023
Total Steel (Plates)		116.997	189.749	106.138	121.927	125.062	103.110	108.904	69.356	101.977	99.699	45.072	127.613	1.315.604	6,7%	1.410.953

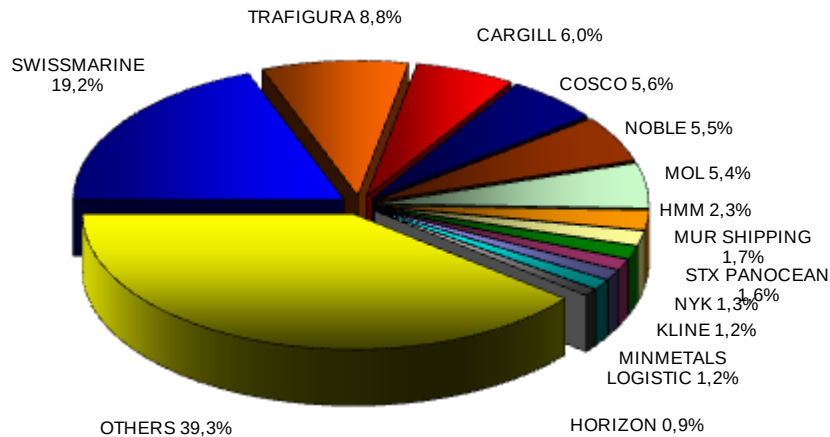
1.5.1 CHILEANS IMPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Fertilizers	NACHIPA	29.534	8.101	-	25.716	-	37.901	30.200	-	-	-	9.500	17.810	158.762		275.579
	PAC BASIN	-	-	-	-	-	-	18.557	97.366	17.650	25.038	-	-	158.611		19.400
	ULTRABULK	-	-	-	-	20.651	-	-	53.540	-	-	-	-	74.192		53.367
	CARGILL	-	-	4.210	-	-	-	-	-	-	-	22.990	8.000	35.200		21.287
	W.B.C.	-	-	-	22.498	10.500	-	-	-	-	-	-	-	32.998		39.000
	MARIMPEX	-	-	-	25.450	6.500	-	-	-	-	-	-	-	31.950		-
	FURNESS WITHY	-	-	-	-	-	-	-	-	-	29.300	-	-	29.300		-
	COSCO	-	-	-	-	-	28.302	-	-	-	-	-	-	28.302		-
	BALTIC	-	-	4.008	-	-	2.601	9.901	-	3.007	-	-	6.778	26.295		8.016
	EVALEN SHIPPING	-	-	-	-	12.800	7.200	5.300	-	-	-	-	-	25.300		-
	SWISSMARINE	-	-	-	-	-	-	-	24.900	-	-	-	-	24.900		-
	OCAZIONALE	-	-	-	-	-	-	-	-	22.250	-	-	-	22.250		-
	STX PANOCEAN	-	20.900	-	-	-	-	-	-	-	-	-	-	20.900		21.250
	TBS	-	-	-	-	-	-	-	-	-	-	15.485	5.033	20.519		-
	THORCO	-	20.447	-	-	-	-	-	-	-	-	-	-	20.447		-
	OTHERS	7.451	15.948	-	-	-	39.429	26.667	12.678	18.514	30.131	519	6.175	157.512		385.826
Total Fertilizers		36.985	65.396	8.218	73.664	50.451	115.433	90.626	188.484	61.421	84.469	48.495	43.797	867.439	4,4%	823.725
Total Chemicals		29.917	20.101	57.509	48.773	53.609	30.394	112.262	122.805	45.963	39.800	30.185	23.892	615.211	3,1%	539.369
Total Concentrates		22.324	-	3.237	11.000	15.031	-	11.001	-	22.003	-	16.626	11.001	112.224	0,6%	93.907
Total Paper		-	-	13.710	11.209	-	16.952	8.940	9.600	7.493	11.672	-	16.748	96.323	0,5%	77.461
Total Other Bunks		36.995	59.981	-	68.401	41.571	38.055	31.600	135.772	-	95.398	66.503	146.467	720.743	3,7%	524.571
Total		1.662.198	1.311.606	1.330.723	1.959.520	1.927.608	1.452.946	1.873.483	1.862.340	1.514.677	1.758.457	1.299.400	1.723.483	19.676.439	100%	19.030.852

1.5.2 CHILEANS EXPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Iron Ore (32.32%)

13.332.376 Tons

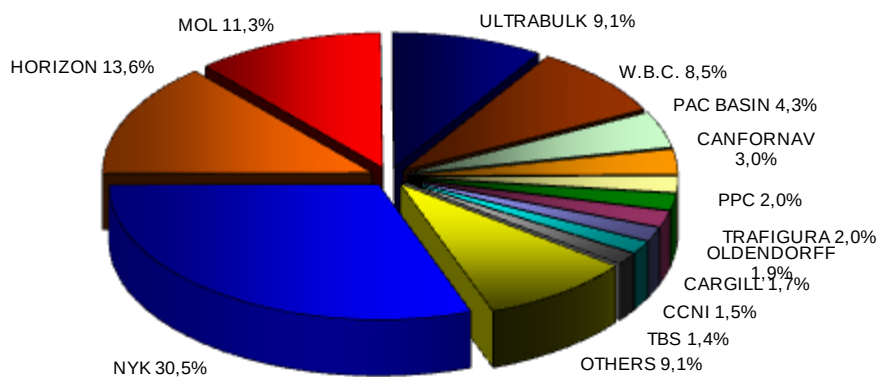


Details of Others		
Shipping Company	M.T	%
SINOTRANS	73.797	0,6%
NORDEN	51311	0,4%
UBC	35.800	0,3%
PAC BASIN	32.400	0,2%
BERTLING	21763	0,2%
CSAV	10.954	0,1%
OTHERS	5.007.092	37,6%
Total Others	5.233.117	39,3%

OTHERS include all companies carrying less than 75.000 MT

Concentrates (22.95%)

9.466.141 Tons

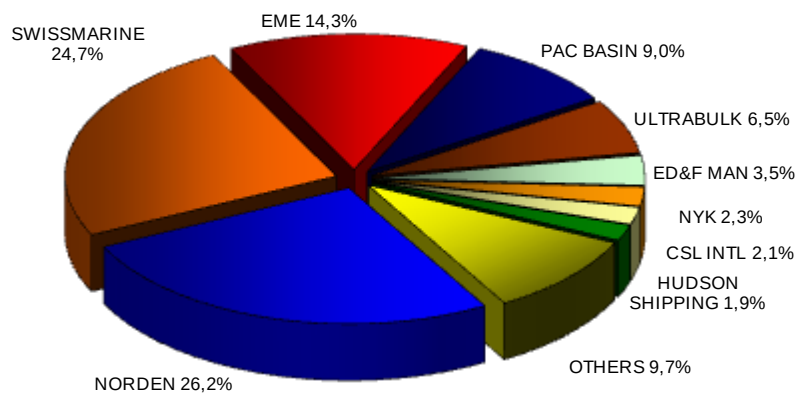


Details of Others		
Shipping Company	M.T	%
NS UNITED	126.882	1,3%
COSCO	85.281	0,9%
GEARBULK	65.435	0,7%
ASIA MARITIME PACIFIC	59.407	0,6%
MUR SHIPPING	55.704	0,6%
STX PANOCEAN	54.248	0,6%
BBC	52.045	0,5%
HUDSON SHIPPING	48.401	0,5%
HANJIN	35.000	0,4%
FEDNAV	34.650	0,4%
DAIICHI	32.847	0,3%
CSAV	31.288	0,3%
OCASIONALES	22.020	0,2%
THORCO	19.212	0,2%
CPN	18.576	0,2%
OTHERS	18.079	1,2%
Total Others	859.074	9,1%

OTHERS include all companies carrying less than 128.000 MT

1.5.2 CHILEANS EXPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

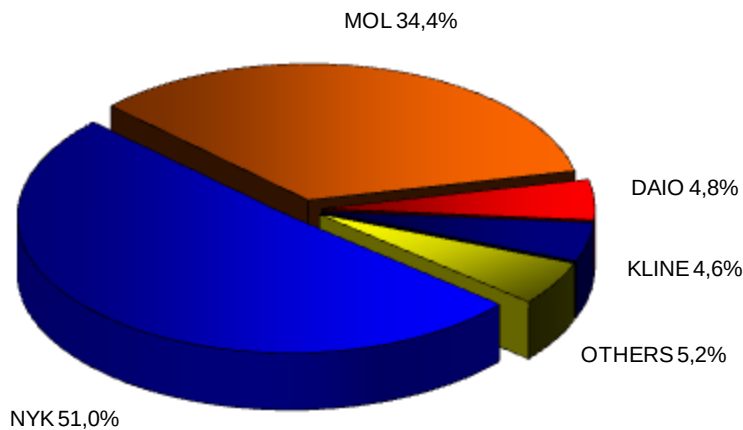
Salt (16,30%) 6.721.103 Tons



Details of Others		
Shipping Company	M.T	%
GBSMT	109.415	1,6%
MARITIMA DEL SUR	99.600	1,5%
PIONEER NAV	83.432	1,2%
CSAV	51.668	0,8%
R.A.OEDCKER	50.100	0,7%
W.B.C.	49.690	0,7%
HORIZON	49.150	0,7%
HSU SHIPPING	39.005	0,6%
NS UNITED	34.604	0,5%
GEARBULK	24.200	0,4%
OTHERS	59.200	0,9%
Total Others	650.064	9,7%

OTHERS include all companies carrying less than 110.000 MT

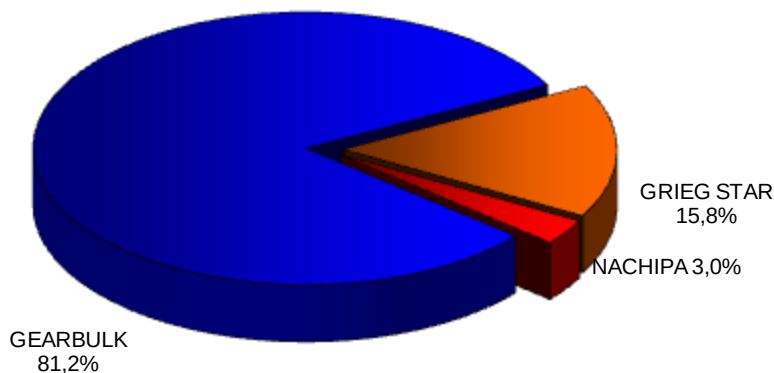
Wood Chips (10,16%) 4.191.957 Tons



1.5.2 CHILEANS EXPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

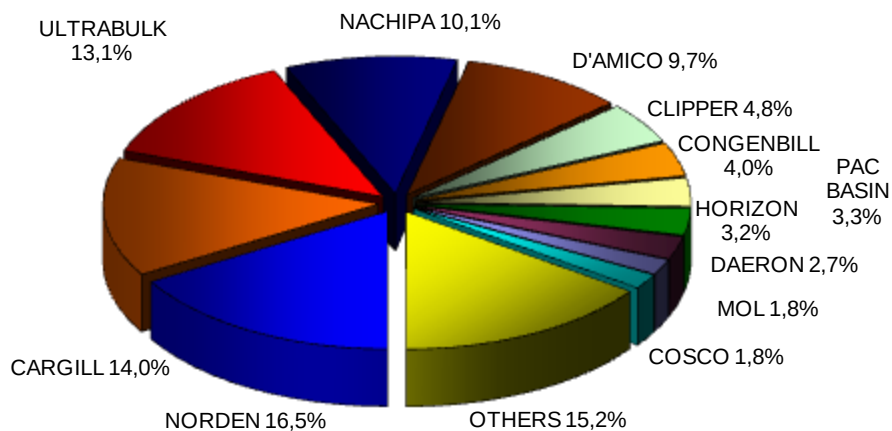
Wood Pulp (5.47%)

2.254.380 Tons



Fertilizers (4.68%)

1.929.564 Tons



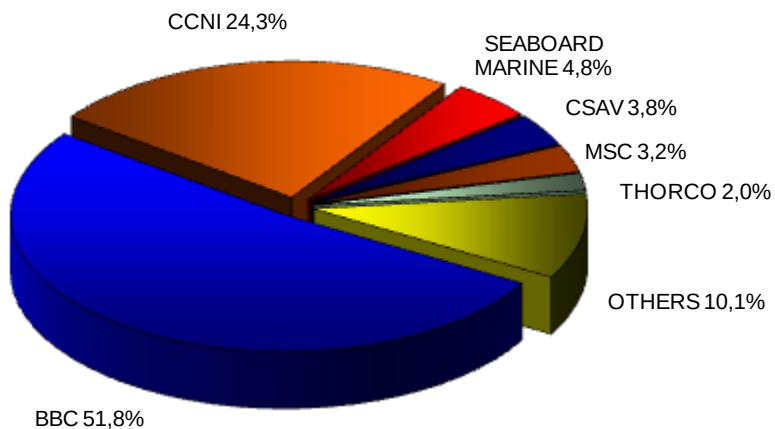
Details of Others		
Shipping Company	M.T	%
FURNESS WITHY	33.636	1,7%
CANFORNAV	32.552	1,7%
DAREON	30.022	1,6%
NISA	29.771	1,5%
DEVAL SHIPPING	29.014	1,5%
BBC	25.020	1,3%
TMRS	21.327	1,1%
TBS	20.538	1,1%
THORCO	10.024	0,5%
NYK	9.519	0,5%
INTERMARINE	9.168	0,5%
OTHERS	42.065	2,2%
Total Others	292.656	15,2%

OTHERS include all companies carrying less than 34.000 MT

1.5.2 CHILEANS EXPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Metallic Copper (2,06%) *

848.999 Tons

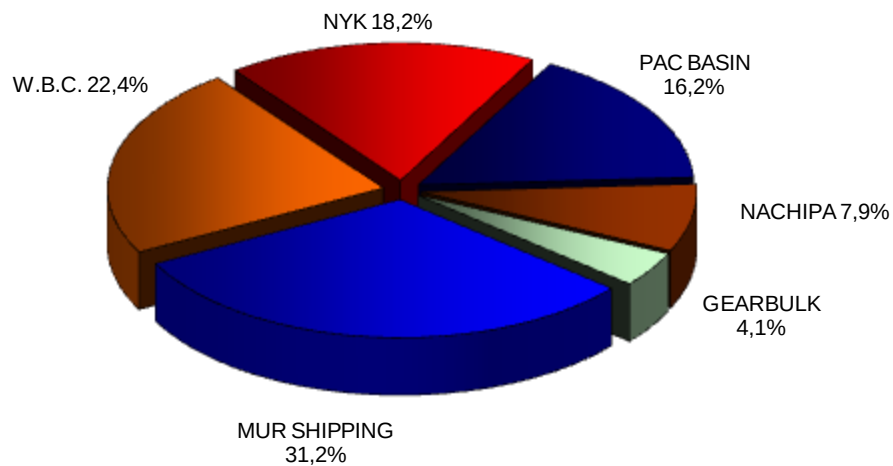


Details of Others		
Shipping Company	M.T	%
HORIZON	14.917	0,8%
ULTRABULK	11000	0,6%
HSUD	10.004	0,5%
OTHERS	70.641	8,3%
Total Others	85.558	10,1%

OTHERS include all companies carrying less than 15.000 MT

Timber (1,21%)

499.575 Tons



* Containerized Metallic Copper is not included

1.5.2 CHILEANS EXPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Iron Ore	SWISSMARINE	153.561	384.308	75.491	378.759	77.000	239.408	72.339	70.161	77.000	73.324	246.530	718.525	2.566.406		1.823.722
	TRAFIGURA	-	-	51.203	-	274.262	-	-	329.914	-	164.967	173.137	173.392	1.166.874		706.848
	CARGILL	-	-	143.783	50.100	-	-	155.405	-	168.300	103.400	-	175.651	796.640		1.468.649
	COSCO	165.000	-	204.646	176.000	-	-	204.011	-	-	-	-	-	749.657		1.646.986
	NOBLE	164.991	-	-	-	-	-	-	167.563	54.766	-	176.000	176.000	739.320		1.230.790
	MOL	-	-	-	-	154.900	-	-	200.983	-	-	-	358.934	714.817		613.716
	HMM	160.097	-	-	149.690	-	-	-	-	-	-	-	-	309.787		150.582
	MUR SHIPPING	-	-	-	-	-	-	-	-	-	77.000	77.000	77.000	231.000		-
	STX PANOCEAN	30.035	-	-	-	-	177.650	-	-	-	-	-	-	207.685		31.720
	NYK	-	21.000	-	-	-	-	-	-	-	151.916	-	-	172.916		157.722
	KLINE	-	-	165.000	-	-	-	-	-	-	-	-	-	165.000		435.842
	MINMETALS LOGISTICS	-	-	-	-	162.218	-	-	-	-	-	-	-	162.218		-
	HORIZON	-	-	45.709	28.834	-	-	20.907	21.490	-	-	-	-	116.940		-
	SINOTRANS	73.797	-	-	-	-	-	-	-	-	-	-	-	73.797		-
	NORDEN	-	51.311	-	-	-	-	-	-	-	-	-	-	51.311		-
	UBC	-	-	-	-	-	-	-	-	-	-	-	35.800	35.800		-
	PAC BASIN	-	-	-	-	-	-	-	-	-	-	32.400	-	32.400		156.273
	BERTLING	-	-	-	-	-	-	-	-	-	21.763	-	-	21.763		-
	OTHERS	177.920	10.954	177.940	215.266	386.101	377.036	808.981	336.563	771.668	634.603	316.349	804.665	5.018.046		3.245.643
Total Iron Ore		925.401	467.573	863.772	998.649	1.054.481	794.094	1.261.643	1.126.674	1.071.734	1.226.973	1.021.416	2.519.967	13.332.376	32,3%	11.668.492
Concentrates	NYK	181.130	235.099	193.017	115.602	275.454	285.292	189.573	448.948	192.300	197.360	167.574	404.851	2.886.201		2.164.721
	HORIZON	59.075	108.678	133.505	185.776	118.983	119.957	192.849	27.399	101.116	40.152	82.989	120.384	1.290.863		1.331.664
	MOL	50.093	72.979	125.064	115.442	20.356	193.254	115.045	79.669	106.431	108.270	33.968	48.483	1.069.053		942.670
	ULTRABULK	64.452	30.700	78.212	63.308	87.577	21.243	97.055	109.445	24.500	110.164	92.080	84.370	863.106		455.298
	W.B.C.	75.270	-	43.549	-	60.591	83.981	103.996	58.374	113.072	102.454	114.781	53.233	809.301		789.712
	PAC BASIN	67.448	34.012	28.001	26.000	-	28.718	-	31.600	44.065	45.780	28.400	75.834	409.859		603.949
	CANFORNAV	-	27.000	-	21.810	52.751	5.805	26.800	11.009	41.217	44.176	21.499	31.582	283.649		189.039
	TRAFIGURA	35.631	27.267	-	-	-	-	19.610	21.447	49.787	33.710	-	-	187.453		358.554
	PPC	48.946	-	-	49.348	-	-	-	43.872	-	-	43.844	-	186.010		163.614
	OLDENDORFF	-	-	-	40.295	9.970	-	44.001	-	44.000	-	43.691	-	181.957		54.552
	CARGILL	-	16.008	10.450	-	31.001	-	-	31.684	27.519	-	10.814	30.796	158.272		77.476
	CCNI	36.208	2.570	-	23.653	-	10.705	-	12.264	13.684	-	23.535	22.640	145.259		86.251

1.5.2 CHILEANS EXPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Concentrates	TBS	15.740	11.100	-	16.684	-	27.088	10.868	19.502	18.284	-	5.815	11.004	136.085		174.707
	NS UNITED	31.985	-	-	-	11.337	28.956	15.652	-	-	38.951	-	-	126.882		188.508
	COSCO	-	62.805	-	-	-	-	-	-	22.476	-	-	-	85.281		46.245
	GEARBULK	21.572	-	-	-	10.902	10.952	-	11.009	-	-	-	11.000	65.435		26.949
	ASIA MARITIME PACIF	-	-	-	-	-	-	35.007	-	-	24.400	-	-	59.407		-
	MUR SHIPPING	22.704	-	-	-	33.000	-	-	-	-	-	-	-	55.704		42.863
	STX PANOCAN	-	-	9.860	-	44.388	-	-	-	-	-	-	-	54.248		70.673
	BBC	32.299	-	-	8.727	-	11.019	-	-	-	-	-	-	52.045		31.088
	HUDSON SHIPPING	-	-	-	-	48.401	-	-	-	-	-	-	-	48.401		-
	HANJIN	-	-	-	35.000	-	-	-	-	-	-	-	-	35.000		-
OTHERS		-	43.213	33.525	-	-	52.489	23.413	45.567	42.969	29.488	6.007	-	276.671		659.263
Total Concentrates		742.551	671.432	655.184	701.645	804.711	879.460	873.869	951.789	841.420	774.906	674.997	894.178	9.466.141	23,0%	8.457.797
Salt	NORDEN	196.714	87.463	198.047	47.799	168.307	49.300	80.850	144.838	216.285	240.892	48.550	281.503	1.760.548		1.911.447
	SWISSMARINE	189.697	263.415	321.937	47.589	-	173.409	128.027	117.064	-	164.329	60.000	191.823	1.657.290		1.045.710
	EME	105.200	63.000	109.250	32.200	78.500	74.250	92.719	74.100	16.000	137.203	64.708	113.250	960.380		999.270
	PAC BASIN	47.300	38.050	27.320	61.450	-	76.031	56.575	75.480	83.305	30.925	78.228	30.850	605.514		393.810
	ULTRABULK	52.116	30.800	99.204	-	-	-	-	42.350	93.215	35.635	81.373	-	434.693		315.287
	ED&F MAN	-	98.050	-	-	-	-	-	48.455	-	-	45.679	45.007	237.191		233.108
	NYK	-	-	-	-	-	-	-	78.136	-	-	74.343	-	152.479		-
	CSL INTL	-	-	45.435	-	-	-	-	-	-	46.400	46.307	-	138.142		46.401
	HUDSON SHIPPING	-	-	-	41.202	-	41.800	-	-	41.800	-	-	-	124.802		154.000
	GBSMT	-	-	-	-	-	35.002	37.502	-	36.911	-	-	-	109.415		-
	MARITIMA DEL SUR	-	-	-	-	-	-	-	-	-	48.900	50.700	-	99.600		-
	PIONEER NAV	-	-	-	-	-	-	41.900	41.532	-	-	-	-	83.432		30.045
	CSAV	-	-	-	-	-	-	-	-	51.668	-	-	-	51.668		-
	R.A.OEDCKER	-	50.100	-	-	-	-	-	-	-	-	-	-	50.100		49.900
OTHERS		13.000	49.690	22.000	39.005	73.350	-	-	24.200	-	-	-	34.604	255.849		963.907
Total Salt		604.027	680.568	823.193	269.245	320.157	449.792	437.573	646.155	539.184	704.284	549.888	697.037	6.721.103	16,3%	6.142.886
Wood Chips	NYK	238.546	166.498	247.562	132.443	101.988	272.438	232.721	216.310	156.386	115.894	203.092	55.748	2.139.626		2.212.048
	MOL	148.209	229.679	97.724	96.327	46.210	246.196	-	105.190	61.736	51.937	47.757	311.415	1.442.381		1.392.469
	DAIO	-	-	59.354	48.019	-	-	-	-	44.750	-	-	47.955	200.077		217.871
	KLINE	47.425	-	-	-	38.671	-	-	-	49.323	-	55.802	-	191.221		280.333

1.5.2 CHILEANS EXPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Wood Chips	OTHERS	-	40.593	-	-	43.990	-	-	-	45.529	-	-	88.540	218.651		131.652
Total Wood Chips		434.180	436.770	404.640	276.789	230.860	518.633	232.721	321.501	357.724	167.831	306.651	503.657	4.191.957	10,2%	4.234.373
Wood Pulp	GEARBULK	83.739	151.490	178.383	101.881	136.856	214.865	100.461	256.542	159.401	116.711	156.996	172.361	1.829.685		1.333.498
	GRIEG STAR	34.388	40.407	-	67.496	-	32.045	30.607	38.900	-	76.653	-	35.809	356.304		372.691
	NACHIPA	16.687	-	-	14.040	-	6.014	-	-	2.997	-	22.065	6.588	68.390		81.543
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-		863.918
Total Wood Pulp		134.813	191.897	178.383	183.417	136.856	252.923	131.068	295.441	162.398	193.364	179.061	214.758	2.254.380	5,5%	2.651.650
Fertilizers	NORDEN	-	30.708	27.079	66.714	-	63.529	-	65.327	-	-	28.743	35.409	317.508		13.501
	CARGILL	-	-	61.397	-	73.510	-	101.767	-	32.857	-	-	-	269.530		219.498
	ULTRABULK	-	32.050	32.850	18.835	31.610	18.250	32.174	-	34.501	19.002	33.502	-	252.773		299.207
	NACHIPA	-	25.011	24.869	-	30.844	-	-	27.674	36.528	25.153	-	24.822	194.901		163.312
	D'AMICO	33.388	-	28.463	32.752	-	-	28.139	-	-	-	31.105	33.564	187.411		258.485
	CLIPPER	32.300	-	32.905	-	-	-	-	28.253	-	-	-	-	93.458		79.717
	CONGENBILL	-	-	-	-	-	-	-	-	-	76.272	-	-	76.272		-
	PAC BASIN	-	-	-	-	-	-	-	-	31.966	-	32.303	-	64.268		-
	HORIZON	-	15.887	10.501	-	-	-	10.867	23.590	-	-	-	-	60.845		61.463
	DAERON	-	-	-	-	-	-	-	11.528	4.812	4.511	16.841	13.533	51.223		30.272
	MOL	-	-	-	-	-	-	-	-	-	-	-	34.704	34.704		-
	COSCO	-	-	-	-	15.018	18.996	-	-	-	-	-	-	34.014		37.702
	FURNESS WITHY	-	-	-	-	-	-	-	-	-	-	-	33.636	33.636		-
	CANFORNAV	-	-	-	-	32.552	-	-	-	-	-	-	-	32.552		25.171
	DAREON	4.010	-	-	5.263	-	7.017	-	2.506	11.227	-	-	-	30.022		6.315
	NISA	6.516	11.929	6.516	-	4.812	-	-	-	-	-	-	-	29.771		100.479
	DEVAL SHIPPING	-	29.014	-	-	-	-	-	-	-	-	-	-	29.014		-
	BBC	19.005	-	-	6.014	-	-	-	-	-	-	-	-	25.020		25.266
	TMRS	7.502	-	-	-	-	2.005	4.905	-	-	-	6.915	-	21.327		91.831
	OTHERS	-	11.024	-	5.052	3.949	14.733	10.024	-	-	37.012	-	9.519	91.314		588.148
Total Fertilizers		102.720	155.622	224.580	134.630	192.295	124.530	187.877	158.877	151.890	161.950	149.408	185.187	1.929.564	4,7%	2.000.368

1.5.2 CHILEANS EXPORTS BY COMMODITY & SHIPPING CO. - LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Metallic Copper	BBC	67.502	26.529	37.807	80.322	40.220	50.581	30.730	16.415	9.220	28.673	20.263	31.323	439.584		348.273
	CCNI	14.211	14.997	13.449	9.100	29.372	24.190	16.681	22.212	18.503	22.412	10.572	10.836	206.534		186.663
	SEABOARD MARINE	13.629	8.864	3.990	4.227	5.953	2.702	500	501	-	-	-	-	40.366		64.819
	CSAV	2.836	5.511	1.958	5.399	3.398	1.610	1.200	3.303	565	1.826	2.576	2.228	32.410		49.105
	MSC	-	-	-	-	-	-	-	-	-	16.127	11.313	-	27.440		-
	THORCO	-	-	8.003	-	-	-	-	9.103	-	-	-	-	17.106		17.159
	NS UNITED	15.005	-	-	-	-	-	-	-	-	-	-	-	15.005		-
	HORIZON	828	-	12.088	-	-	-	-	-	-	2.002	-	-	14.917		-
	OTHERS	23.604	-	-	6.102	-	5.415	-	10.009	-	3.501	3.006	3.999	55.635		45.889
Total Metallic Copper		137.614	55.901	77.296	105.149	78.943	84.498	49.111	61.544	28.288	74.540	47.730	48.385	848.999	2,1%	711.907
Timber	MUR SHIPPING	5.881	-	30.196	-	-	29.999	-	-	37.003	-	24.276	28.473	155.829		-
	W.B.C.	27.220	-	-	27.751	-	-	30.364	-	-	26.764	-	-	112.100		263.169
	NYK	-	-	-	29.749	-	-	19.941	-	-	20.510	-	20.767	90.967		10.896
	PAC BASIN	-	-	21.240	-	-	20.754	-	20.990	-	-	17.724	-	80.708		51.021
	NACHIPA	11.342	-	-	7.949	-	7.909	-	-	-	-	3.138	9.035	39.372		47.767
	GEARBULK	-	-	6.729	-	2.894	-	-	2.730	920	3.431	-	3.895	20.599		15.516
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-		96.130
Total Timber		44.444	-	58.166	65.449	2.894	58.662	50.305	23.719	37.924	50.705	45.138	62.170	499.575	1,2%	484.499
Total Coal		-	-	-	143.789	-	143.308	143.158	185.429	144.202	79.305	250.968	295.769	1.385.927	3,4%	-
Total Grains		17.600	23.503	39.846	48.532	33.753	38.262	56.458	34.668	17.884	5.000	12.200	6.241	333.948	0,8%	389.110
Total Steel (Plates)		-	-	-	-	1.694	6.868	3.369	1.538	15.297	4.058	-	-	32.823	0,1%	28.448
Total Fish Meal		-	-	-	-	1.463	-	-	-	-	503	4.571	-	6.537	0,0%	10.486
Total Chemicals		-	-	799	-	-	-	2.357	-	-	-	539	-	3.695	0,0%	10.587
Total Sugar		-	-	-	-	-	-	-	-	-	-	-	-	-	0,0%	18.163
Total Other Bults		15.000	10.183	16.500	-	30.578	80.506	9.089	11.762	23.254	2.669	502	38.991	239.033	0,6%	158.641
Total		3.158.350	2.693.447	3.342.357	2.927.293	2.888.685	3.431.536	3.438.596	3.819.097	3.391.198	3.446.088	3.243.069	5.466.341	41.246.057	100%	36.967.405

1.6 Chilean Exports By Commodity & Shipper - Last 12 Months

Commodity Type	SHIPPER	January 2013 / December 2013												Jan13 / Dec13	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Iron Ore	MINERA DEL PACIFICO	821.569	307.308	597.486	919.715	868.277	717.196	1.012.992	651.033	640.761	859.843	738.879	2.068.775	10.203.834	9.573.114
	CIA MINERA STA FE	73.797	128.311	266.286	50.100	77.000	76.898	72.339	70.161	77.000	77.000	77.000	77.000	1.122.893	1.911.357
	CIA MINERA DON DANIEL	-	-	-	-	109.204	-	155.405	-	322.973	103.400	-	165.000	855.982	-
	HIERRO TALTAL SCM	-	-	-	-	-	-	-	-	164.967	173.137	173.392	511.495	-	-
	CIA CONTRACT MIN CANDELARIA	-	-	-	-	-	-	-	200.983	-	-	-	-	200.983	-
	SOC CONTRACT MINERA EL ABRA	-	-	-	-	-	-	-	165.000	31.000	-	-	-	196.000	-
	OTHERS	30.035	31.954	-	28.834	-	-	20.907	39.497	-	21.763	32.400	35.800	241.189	184.021
Total Iron Ore		925.401	467.573	863.772	998.649	1.054.481	794.094	1.261.643	1.126.674	1.071.734	1.226.973	1.021.416	2.519.967	13.332.376	11.668.492
Concentrates	MINERA ESCONDIDA	179.689	168.379	186.964	296.878	216.832	191.997	116.748	203.679	209.936	220.371	167.559	214.146	2.373.177	2.000.460
	ANGLO AMERICAN	32.355	122.303	32.467	41.190	176.673	93.811	201.837	220.653	110.351	111.289	128.524	173.216	1.444.668	862.823
	MINERA LOS PELAMBRES	179.147	58.709	128.530	92.922	75.822	137.181	150.956	89.719	130.988	110.450	94.839	145.446	1.394.708	1.196.579
	CODELCO	65.830	87.195	65.839	92.643	75.578	101.846	75.261	81.936	109.030	54.510	21.893	21.816	853.377	968.864
	CIA MINERA DONA INES DE COLLA	31.702	45.933	47.407	5.452	33.017	76.156	81.669	97.941	60.791	102.467	92.739	112.380	787.653	566.229
	MINERA ESPERANZA	77.497	54.244	50.662	68.350	44.349	110.461	18.337	77.513	67.083	85.826	33.271	87.652	775.243	748.775
	CIA CONTRACT MIN CANDELARIA	31.356	47.360	31.600	36.450	31.001	47.001	57.440	52.254	37.969	60.906	79.553	94.836	607.726	424.866
	SUMMIT MINERALS	47.022	28.145	5.004	46.372	31.501	35.388	38.527	54.090	37.995	-	-	-	324.043	467.310
	CIA MINERA TECK CARMEN DE ANI	30.645	10.366	25.211	8.727	-	30.510	26.511	34.012	35.160	21.464	23.535	28.139	274.280	172.832
	TRAFIGURA	-	-	-	-	-	20.070	52.607	4.997	18.483	-	16.821	11.209	124.187	-
	GLENCORE	10.500	9.862	25.006	-	15.482	15.948	-	16.475	9.949	-	-	-	103.223	192.235
	MINERA DEL PACIFICO	-	-	33.525	-	44.388	-	-	-	-	-	-	-	77.913	24.564
	SOC MINERA TOQUI	-	-	-	-	-	9.523	-	5.692	-	7.625	5.815	5.340	33.995	11.189
OTHERS	56.809	38.936	22.969	12.661	60.068	9.568	53.977	12.828	13.684	-	10.450	-	291.950	821.069	
Total Concentrates		742.551	671.432	655.184	701.645	804.711	879.460	873.869	951.789	841.420	774.906	674.997	894.178	9.466.141	8.457.797
Salt	SOC PUNTA DE LOBOS	433.350	438.678	653.432	230.240	320.157	414.790	400.071	432.918	486.273	562.249	364.895	425.603	5.162.656	4.774.752
	CO MINERA CORDILLERA	170.677	241.890	169.761	39.005	-	35.002	37.502	213.237	36.911	142.035	184.993	271.434	1.542.447	1.368.134
	OTHERS	-	-	-	-	-	-	-	-	16.000	-	-	-	16.000	-
Total Salt		604.027	680.568	823.193	269.245	320.157	449.792	437.573	646.155	539.184	704.284	549.888	697.037	6.721.103	6.142.886
Wood Chips	FORESTAL COMACO	96.444	84.325	86.382	-	82.662	45.327	61.010	57.095	165.799	-	-	169.024	848.067	752.710
	ASTILLAS EXP	55.594	171.313	50.510	90.965	55.900	54.069	118.338	105.749	-	115.894	-	-	818.332	840.959
	FORESTAL DEL SUR	79.715	-	108.635	96.327	46.088	56.785	-	-	57.646	-	156.928	44.672	646.796	727.124
	FORESTAL ANCHILE	-	51.848	113.887	48.019	-	112.883	-	-	106.486	-	-	110.364	543.487	545.776

1.6 Chilean Exports By Commodity & Shipper - Last 12 Months

Commodity Type	SHIPPER	January 2013 / December 2013												Jan13 / Dec13	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Wood Chips	VOL TERRA	51.668	72.611	-	-	46.210	55.387	27.766	57.745	27.793	51.937	51.482	80.553	523.152	368.238
	CONSORCIO MADERERO SAC	91.158	-	45.226	41.478	-	90.920	-	53.542	-	-	98.241	43.297	463.862	552.832
	FORESTAL RIO CALLE CALLE	59.601	56.673	-	-	-	58.035	-	-	-	-	-	55.748	230.057	209.912
	BOSQUES CAUTIN	-	-	-	-	-	45.227	-	47.370	-	-	-	-	92.597	130.561
	FORESTAL ANDES	-	-	-	-	-	-	25.607	-	-	-	-	-	25.607	-
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-	106.260
Total Wood Chips		434.180	436.770	404.640	276.789	230.860	518.633	232.721	321.501	357.724	167.831	306.651	503.657	4.191.957	4.234.373
Wood Pulp	CELULOSA ARAUCO	73.065	61.742	108.709	109.190	92.771	167.751	75.283	140.708	48.220	109.659	78.626	109.515	1.175.240	1.328.160
	CMPC	61.749	130.154	69.674	58.237	44.085	61.707	41.151	122.763	114.178	83.705	100.435	105.242	993.080	937.216
	CELLMARK	-	-	-	15.990	-	23.465	14.120	31.970	-	-	-	-	85.546	234.487
	SOC CONTRACT MINERA EL ABRA	-	-	-	-	-	-	514	-	-	-	-	-	514	-
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-	151.787
Total Wood Pulp		134.813	191.897	178.383	183.417	136.856	252.923	131.068	295.441	162.398	193.364	179.061	214.758	2.254.380	2.651.650
Fertilizers	SQM CHEMIC	92.194	143.693	207.563	123.353	168.516	110.290	177.853	138.844	135.851	152.928	133.270	172.356	1.756.711	1.799.602
	ENAEX EMP NAC EXPLOSIVOS	10.525	11.929	6.516	11.277	8.761	11.528	10.024	14.034	16.038	9.022	16.139	12.831	138.622	171.048
	HEARTYCHEM	-	-	-	-	15.018	-	-	-	-	-	-	-	15.018	-
	SUMMIT MINERALS	-	-	10.501	-	-	-	-	-	-	-	-	-	10.501	-
	OTHERS	-	-	-	-	-	2.712	-	6.000	-	-	-	-	8.712	29.717
Total Fertilizers		102.720	155.622	224.580	134.630	192.295	124.530	187.877	158.877	151.890	161.950	149.408	185.187	1.929.564	2.000.368
Metallic Copper	CODELCO	53.018	10.306	19.011	21.623	7.191	20.444	16.030	18.211	5.075	27.009	22.642	15.780	236.342	185.295
	XS TRATA PLC	14.847	5.839	10.061	30.520	17.552	15.081	9.066	23.674	7.586	-	-	-	134.226	128.053
	MINERA ESCONDIDA	8.819	7.292	23.525	12.341	9.469	20.443	5.540	3.066	2.364	13.269	7.303	8.048	121.477	89.628
	SOC CONTRACT MINERA EL ABRA	7.007	5.155	5.506	4.504	15.561	5.104	2.702	4.204	3.103	3.403	6.305	5.204	67.758	49.161
	MINERA ZALDIVAR	9.944	6.074	3.542	4.859	8.555	5.870	5.846	2.735	2.784	3.264	3.645	1.012	58.128	57.218
	MINERA SPENCE	3.852	5.062	2.018	10.400	2.638	4.547	1.007	1.014	1.014	8.926	2.020	2.006	44.503	47.349
	ANGLO AMERICAN	4.039	6.363	2.587	2.122	5.178	3.203	2.107	1.802	-	-	-	-	27.401	52.285
	XSTRATA CANADA CORP	-	-	-	-	-	-	-	-	-	13.763	-	11.026	24.789	-
	MINERA EL TESORO	4.049	1.543	1.041	1.101	3.105	1.004	3.204	1.203	1.602	1.100	1.603	2.605	23.159	12.543
	SOC CONTRACTUAL MINERA FRAN	1.985	1.500	1.403	1.604	650	-	2.507	-	1.002	2.304	652	1.001	14.608	7.280
	CIA MIN CAROLINA MICHILLA	4.278	-	2.996	5.003	500	501	-	501	-	-	-	-	13.779	5.902
	OTHERS	25.776	6.767	5.606	11.074	8.542	8.301	1.101	5.134	3.759	1.504	3.559	1.704	82.827	77.192
Total Metallic Copper		137.614	55.901	77.296	105.149	78.943	84.498	49.111	61.544	28.288	74.540	47.730	48.385	848.999	711.907

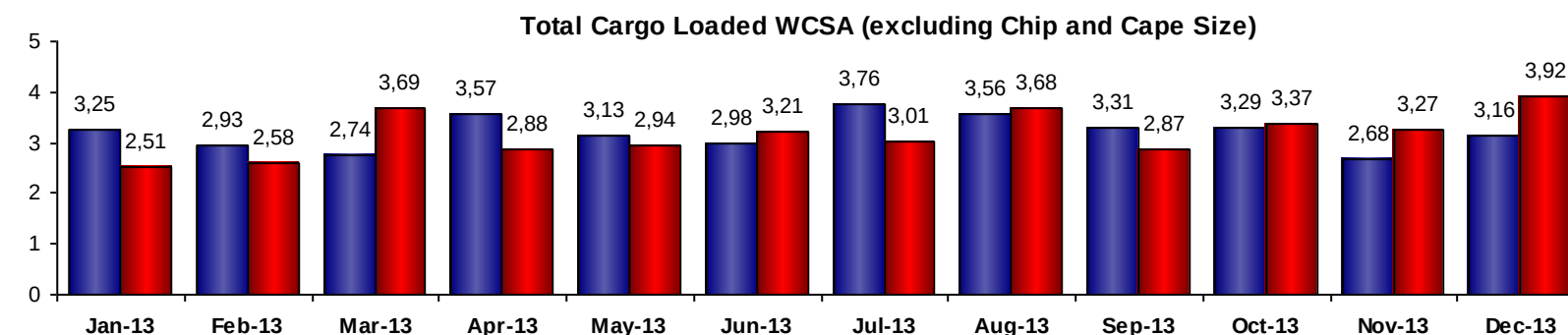
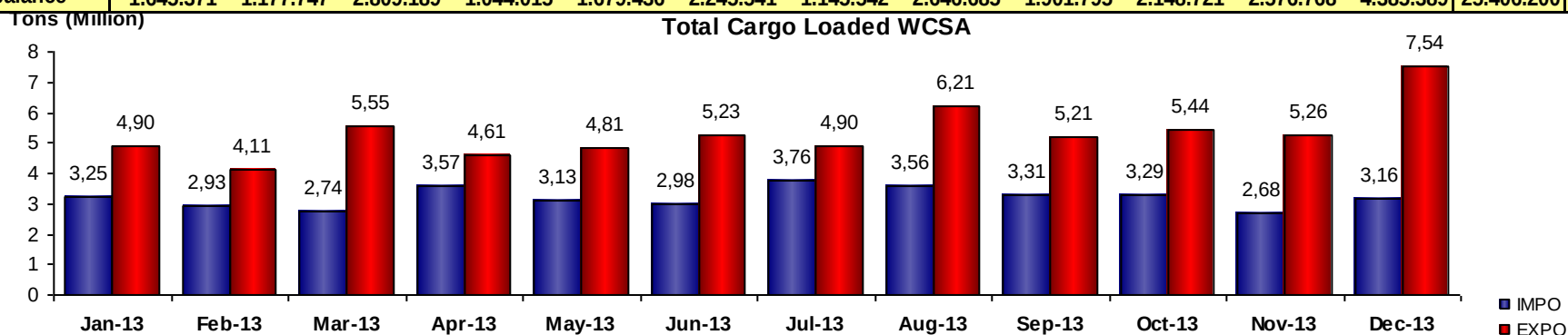
1.6 Chilean Exports By Commodity & Shipper - Last 12 Months

Commodity Type	SHIPPER	January 2013 / December 2013												Jan13 / Dec13	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Timber	CELULOSA ARAUCO	22.069	-	38.629	35.212	2.894	34.368	34.215	16.223	26.380	35.902	32.400	40.094	318.385	304.790
	CMPC	12.701	-	19.537	17.984	-	16.385	16.090	7.497	11.544	14.803	12.738	13.042	142.321	123.790
	MASISA	9.674	-	-	7.949	-	7.909	-	-	-	-	-	9.035	34.566	39.838
	CONSORCIO MADERERO SAC	-	-	-	3.687	-	-	-	-	-	-	-	-	3.687	-
	SAKURAI	-	-	-	616	-	-	-	-	-	-	-	-	616	-
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-	16.082
Total Timber		44.444	-	58.166	65.449	2.894	58.662	50.305	23.719	37.924	50.705	45.138	62.170	499.575	484.499
Total Coal		-	-	-	143.789	-	143.308	143.158	185.429	144.202	79.305	250.968	295.769	1.385.927	-
Total Grains		17.600	23.503	39.846	48.532	33.753	38.262	56.458	34.668	17.884	5.000	12.200	6.241	333.948	389.110
Total Steel (Plates)		-	-	-	-	1.694	6.868	3.369	1.538	15.297	4.058	-	-	32.823	28.448
Total Fish Meal		-	-	-	-	1.463	-	-	-	-	503	4.571	-	6.537	10.486
Total Chemicals		-	-	799	-	-	-	2.357	-	-	-	539	-	3.695	10.587
Total Sugar		-	-	-	-	-	-	-	-	-	-	-	-	-	18.163
Total Other Bunks		15.000	10.183	16.500	-	30.578	80.506	9.089	11.762	23.254	2.669	502	38.991	239.033	158.641
Total		3.158.350	2.693.447	3.342.357	2.927.293	2.888.685	3.431.536	3.438.596	3.819.097	3.391.198	3.446.088	3.243.069	5.466.341	41.246.057	36.967.405

2 TOTAL WCSA REPORT¹

2.1 Aggregated Result of WCSA² (Chile + Perú + Ecuador + Colombia³)

ETAPA	Last 12 Months												Jan13 /	Jan12 /
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Dec13	Dec12
IMPO	3.251.839	2.933.443	2.744.191	3.568.961	3.128.410	2.983.222	3.759.104	3.562.463	3.309.359	3.293.034	2.680.470	3.156.642	38.371.137	37.988.667
EXPO	4.897.210	4.111.190	5.553.380	4.612.976	4.807.847	5.228.763	4.904.646	6.209.148	5.211.154	5.441.755	5.257.238	7.542.031	63.777.337	58.276.349
Imbalance	1.645.371	1.177.747	2.809.189	1.044.015	1.679.436	2.245.541	1.145.542	2.646.685	1.901.795	2.148.721	2.576.768	4.385.389	25.406.200	20.287.682



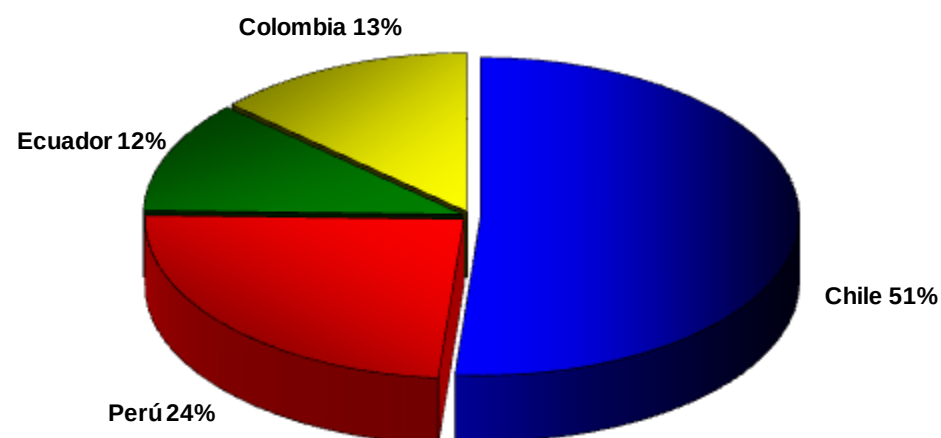
¹ All figures in Tons

² Including Bolivian Cargo

³ Only Buenaventura

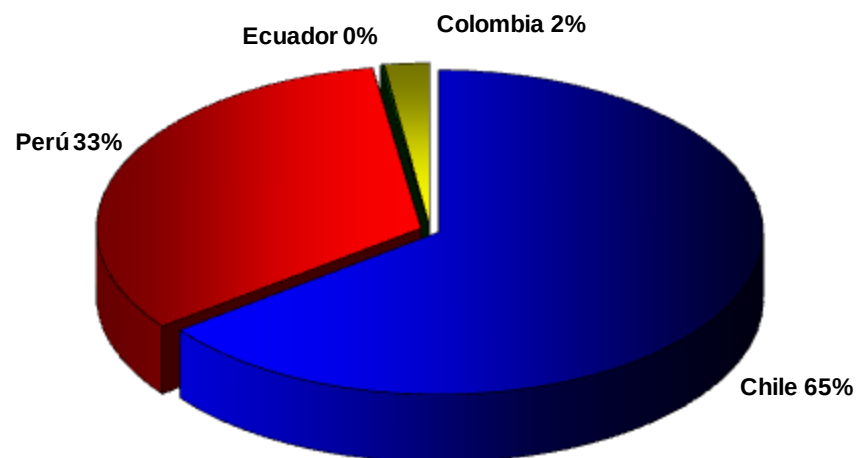
2.2 WCSA by Country

2.2.1 WCSA EXPORTS



COUNTRY	Last 12 Months												Jan13 / Dec13	Jan12 / Dec12
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Chile	1.662.198	1.311.606	1.330.723	1.959.520	1.927.608	1.452.946	1.873.483	1.862.340	1.514.677	1.758.457	1.299.400	1.723.483	19.676.439	19.030.852
Perú	809.714	823.482	737.199	752.697	462.917	848.149	858.622	756.897	1.026.848	746.574	715.578	710.369	9.249.046	9.669.572
Ecuador	348.126	396.453	430.723	330.471	324.103	285.821	569.361	435.778	348.581	337.024	257.498	309.704	4.373.643	3.783.379
Colombia	431.801	401.902	245.546	526.273	413.782	396.306	457.639	507.449	419.254	450.979	407.994	413.085	5.072.009	5.504.864
Total IMPO	3.251.839	2.933.443	2.744.191	3.568.961	3.128.410	2.983.222	3.759.104	3.562.463	3.309.359	3.293.034	2.680.470	3.156.642	38.371.137	37.988.667

2.2.2 WCSA EXPORTS



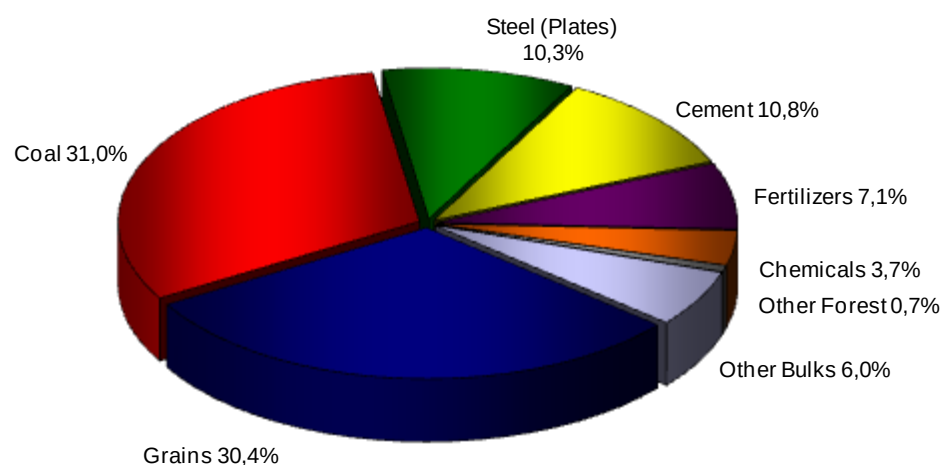
COUNTRY	Last 12 Months												Jan13 / Dec13	Jan12 / Dec12
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Chile	3.158.350	2.693.447	3.342.357	2.927.293	2.888.685	3.431.536	3.438.596	3.819.097	3.391.198	3.446.088	3.243.069	5.466.341	41.246.057	36.967.405
Perú	1.685.301	1.417.743	1.925.409	1.580.811	1.710.592	1.670.029	1.378.920	2.262.832	1.793.987	1.917.464	1.878.800	1.792.354	21.014.243	19.756.660
Ecuador	-	-	-	-	51.562	1.502	-	-	11.312	32.375	-	-	96.751	101.364
Colombia	53.559	-	285.613	104.872	157.007	125.696	87.129	127.219	14.658	45.828	135.369	283.336	1.420.286	1.450.920
Total EXPO	4.897.210	4.111.190	5.553.380	4.612.976	4.807.847	5.228.763	4.904.646	6.209.148	5.211.154	5.441.755	5.257.238	7.542.031	63.777.337	58.276.349

2.3 WCSA by Commodity

2.3.1 WCSA IMPORTS

Commodity Type	Last 12 Months												Jan13 / Dec13	%	Jan12 / Dec12
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Grains	885.964	1.053.503	818.177	842.383	824.536	871.710	1.084.098	1.051.896	1.259.354	965.440	1.029.916	983.066	11.670.042	30,4%	12.445.366
Coal	1.055.452	647.905	702.418	1.336.687	1.258.450	858.444	1.259.957	1.015.805	1.025.606	936.088	714.370	1.081.772	11.892.954	31,0%	11.210.530
Steel (Plates)	349.764	386.283	379.347	304.118	417.848	310.321	435.572	330.380	244.743	368.682	176.714	259.889	3.963.659	10,3%	3.878.524
Cement	522.775	357.575	401.335	533.662	217.311	317.811	257.170	270.124	313.714	464.754	271.098	200.842	4.128.172	10,8%	3.666.051
Fertilizers	196.326	170.906	191.477	250.426	182.447	275.072	222.415	370.639	205.089	260.975	183.794	210.387	2.719.953	7,1%	3.135.112
Chemicals	62.168	104.314	117.420	83.316	78.537	132.526	173.375	213.802	118.845	74.025	121.017	142.105	1.421.449	3,7%	1.207.672
Other Forest	17.412	13.951	39.804	21.001	14.527	29.812	27.870	16.414	16.290	25.509	6.845	24.989	254.425	0,7%	260.547
Other Bulks	161.978	199.005	94.213	197.369	134.755	187.526	298.647	293.404	125.718	197.561	176.716	253.592	2.320.483	6,0%	2.184.865
Total Imports	3.251.839	2.933.443	2.744.191	3.568.961	3.128.410	2.983.222	3.759.104	3.562.463	3.309.359	3.293.034	2.680.470	3.156.642	38.371.137	100%	37.988.667

**Imports
by Commodity**

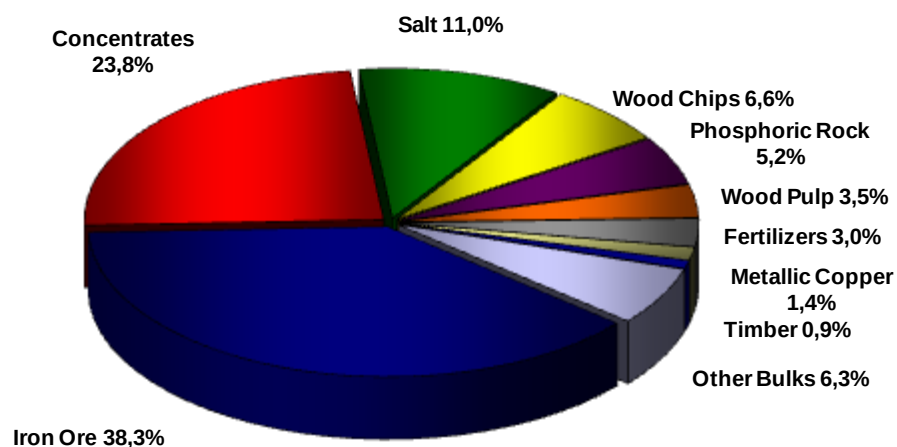


Other Forest			Other Bulks		
Commodity	Volume	%	Commodity	Volume	%
Paper	253.235	0,66%	Concentrates	187.834	0,49%
Other	1.190	0,00%	Salt	72.822	0,19%
Total	254.425	0,66%	Wood Pulp	15.617	0,04%
			Other	2.044.210	5,33%
			Total	2.320.483	6,05%

2.3.2 WCSA EXPORTS*

Commodity Type	Last 12 Months												Jan13 / Dec13	%	Jan12 / Dec12
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Iron Ore	2.088.726	1.303.517	1.894.735	1.839.525	1.921.364	1.650.170	1.790.373	2.337.452	2.081.253	2.237.909	1.919.752	3.357.463	24.422.239	38,3%	21.773.736
Concentrates	1.071.819	895.092	1.206.802	1.133.674	1.348.923	1.391.738	1.359.030	1.583.458	1.334.012	1.269.796	1.204.355	1.378.795	15.177.495	23,8%	14.092.570
Salt	718.173	712.180	823.193	284.590	320.157	449.792	457.576	673.436	539.184	751.908	549.888	757.654	7.037.731	11,0%	6.371.049
Wood Chips	434.180	436.770	404.640	276.789	230.860	518.633	232.721	321.501	357.724	167.831	306.651	503.657	4.191.957	6,6%	4.275.240
Phosphoric Rock	67.387	251.836	303.228	247.885	258.240	251.292	308.024	321.064	251.107	306.242	369.835	377.662	3.313.801	5,2%	3.213.081
Wood Pulp	134.813	191.897	178.383	183.417	136.856	252.923	131.068	295.441	162.398	193.364	179.061	214.758	2.254.380	3,5%	2.651.650
Fertilizers	102.720	155.622	224.580	134.630	192.295	124.530	187.877	158.877	151.890	161.950	149.408	185.187	1.929.564	3,0%	2.000.368
Metallic Copper	137.614	55.901	81.797	110.663	85.026	90.422	50.411	67.445	33.657	79.861	51.491	51.183	895.471	1,4%	718.310
Timber	44.444	-	58.166	65.449	54.456	58.662	50.305	23.719	37.924	50.705	45.138	62.170	551.137	0,9%	522.405
Other Bulks	97.334	108.375	377.857	336.355	259.668	440.601	337.262	426.755	262.006	222.190	481.658	653.501	4.003.562	6,3%	2.657.939
Total Exports	4.897.210	4.111.190	5.553.380	4.612.976	4.807.847	5.228.763	4.904.646	6.209.148	5.211.154	5.441.755	5.257.238	7.542.031	63.777.337	100%	58.276.349

Exports by Commodity



Other Bulks		
Commodity	Volume	%
Coal	2.651.435	4,16%
Grains	488.720	0,77%
Sugar	343.884	0,54%
Fish Meal	88.694	0,14%
Steel (Plates)	74.202	0,12%
Chemicals	4.196	0,01%
Other	352.431	0,55%
Total	4.003.562	6,28%

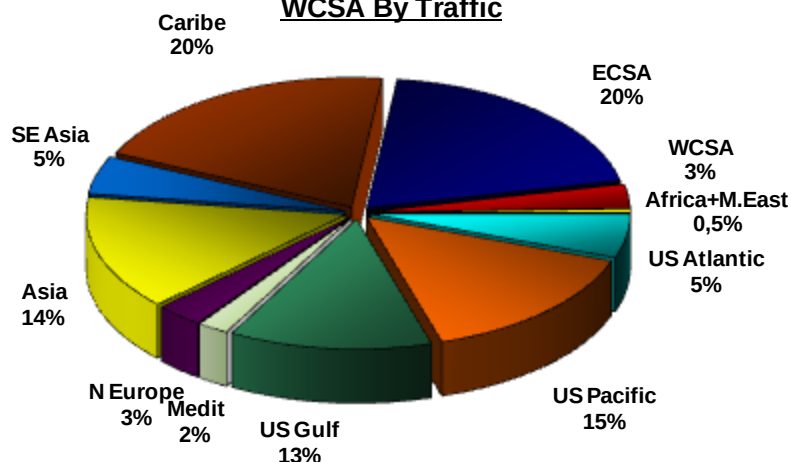
* Containerized Metallic Copper is not included

2.4 WCSA by Country & Traffic – Last 12 Months

TYPE	COUNTRY	Traffic January 2013 / December 2013											Jan13 / Dec13	Jan12 / Dec12
		US Atlantic	US Pacific	US Gulf	Medit	N Europe	Asia	SE Asia	Caribe	ECSA	WCSA	Africa+M. East		
Impo	Chile	1.229.364	1.961.785	2.241.402	111.330	140.233	2.271.061	1.752.798	6.897.634	2.628.777	344.398	97.659	19.676.439	19.030.852
	Perú	496.635	1.562.263	812.947	418.213	618.046	1.862.971	37.951	557.467	2.432.966	374.434	75.153	9.249.046	9.669.572
	Ecuador	293.610	1.535.603	743.506	58.399	192.003	732.953	21.411	194.899	526.350	74.909	-	4.373.643	3.783.379
	Colombia	78.501	647.164	1.047.662	152.607	196.778	597.992	-	96.767	1.971.269	283.269	-	5.072.009	5.504.864
Total IMPO		2.098.110	5.706.814	4.845.517	740.549	1.147.061	5.464.977	1.812.159	7.746.767	7.559.362	1.077.010	172.812	38.371.137	37.988.667
Expo	Chile	4.294.142	517.478	764.359	1.329.499	2.554.852	24.533.598	2.806.466	295.142	2.337.129	536.526	1.276.865	41.246.057	36.967.405
	Perú	362.096	51.164	1.137.575	368.474	1.051.766	14.771.252	1.376.891	171.811	1.323.538	326.943	72.734	21.014.243	19.756.660
	Ecuador	11.312	-	-	-	29.108	51.562	-	3.266	-	1.502	-	96.751	101.364
	Colombia	22.250	81.935	62.947	213.337	-	252.858	143.674	89.287	420.146	62.911	70.941	1.420.286	1.450.920
Total EXPO		4.689.800	650.577	1.964.882	1.911.310	3.635.726	39.609.270	4.327.031	559.507	4.080.812	927.882	1.420.540	63.777.337	58.276.349
Imbalance		2.591.690	-5.056.238	-2.880.635	1.170.761	2.488.666	34.144.294	2.514.871	-7.187.260	-3.478.549	-149.128	1.247.728	25.406.200	20.287.682

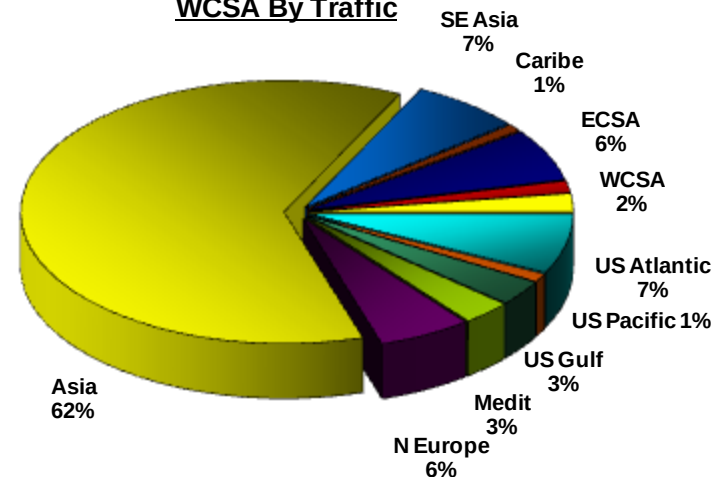
Imports Accum. Last 12 Months

WCSA By Traffic



Exports Accum. Last 12 Months

WCSA By Traffic



2.5 WCSA by Commodity & Traffic – Last 12 Months*

TYPE	Commodity Type	Traffic January 2013 / December 2013											Jan13 / Dec13	Jan12 / Dec12
		US Atlantic	US Pacific	US Gulf	Medit	N Europe	Asia	SE Asia	Caribe	ECSA	WCSA	Africa+M. East		
Impo	Grains	542.929	2.055.058	1.899.006	179.855	211.140	38.824	8.159	7.502	6.284.243	443.326	-	11.670.042	12.445.366
	Coal	798.723	955.403	1.585.846	-	-	48.650	957.645	7.169.007	129.352	175.969	72.359	11.892.954	11.210.530
	Steel (Plates)	178.222	212.523	164.105	322.043	104.332	2.358.275	39.143	96.996	455.821	32.198	-	3.963.659	3.878.524
	Cement	-	1.355.901	47.918	99.000	-	1.828.195	738.412	47.744	11.002	-	-	4.128.172	3.666.051
	Fertilizers	193.672	262.385	374.489	74.605	774.454	587.829	68.800	166.079	39.900	152.438	25.300	2.719.953	3.135.112
	Chemicals	96.980	467.265	264.887	5.023	51.553	447.167	-	-	-	13.420	75.153	1.421.449	1.207.672
	Other Forest	82.475	4.644	151.887	-	4.982	-	-	8.546	1.892	-	-	254.425	260.547
	Other Bulks	205.108	393.634	357.378	60.023	600	156.037	-	250.893	637.153	259.659	-	2.320.483	2.184.865
Total Impo		2.098.110	5.706.814	4.845.517	740.549	1.147.061	5.464.977	1.812.159	7.746.767	7.559.362	1.077.010	172.812	38.371.137	37.988.667
Expo	Iron Ore	61.198	-	49.900	-	10.954	22.773.676	633.555	-	-	-	892.956	24.422.239	21.773.736
	Concentrates	102.959	131.466	21.500	890.039	1.419.809	10.255.031	1.339.576	-	749.706	161.465	105.943	15.177.495	14.092.570
	Salt	4.289.599	273.196	126.802	-	480.854	360.444	61.575	81.950	1.219.210	144.101	-	7.037.731	6.371.049
	Wood Chips	-	-	-	-	43.297	4.148.660	-	-	-	-	-	4.191.957	4.275.240
	Phosphoric Rock	-	-	1.115.847	-	-	-	1.151.297	-	1.034.557	12.100	-	3.313.801	3.213.081
	Wood Pulp	-	-	-	393.702	710.711	1.081.575	-	68.390	-	-	-	2.254.380	2.651.650
	Fertilizers	130.231	141.967	135.183	208.677	271.837	144.869	65.517	18.546	529.294	186.025	97.418	1.929.564	2.000.368
	Metallic Copper	52.917	5.254	395.798	172.304	132.075	44.076	81.219	-	11.000	828	-	895.471	718.310
	Timber	-	-	34.566	5.881	-	243.836	8.765	4.806	-	-	253.283	551.137	522.405
	Other Bulks	52.896	98.693	85.285	240.706	566.189	557.102	985.526	385.814	537.046	423.364	70.941	4.003.562	2.657.939
Total Expo		4.689.800	650.577	1.964.882	1.911.310	3.635.726	39.609.270	4.327.031	559.507	4.080.812	927.882	1.420.540	63.777.337	58.276.349

* Containerized Metallic Copper is not included

2.5.1 WCSA IMPORTS

Period	Commodity Type	Imports WCSA by Traffic											Total
		US Atlantic	US Pacific	US Gulf	Medit	N Europe	Asia	SE Asia	Caribe	ECSA	WCSA	Africa+M. East	
Imports 2013	Grains	542.929	2.055.058	1.899.006	179.855	211.140	38.824	8.159	7.502	6.284.243	443.326	-	11.670.042
	Coal	798.723	955.403	1.585.846	-	-	48.650	957.645	7.169.007	129.352	175.969	72.359	11.892.954
	Steel (Plates)	178.222	212.523	164.105	322.043	104.332	2.358.275	39.143	96.996	455.821	32.198	-	3.963.659
	Cement	-	1.355.901	47.918	99.000	-	1.828.195	738.412	47.744	11.002	-	-	4.128.172
	Fertilizers	193.672	262.385	374.489	74.605	774.454	587.829	68.800	166.079	39.900	152.438	25.300	2.719.953
	Chemicals	96.980	467.265	264.887	5.023	51.553	447.167	-	-	-	13.420	75.153	1.421.449
	Other Forest	82.475	4.644	151.887	-	4.982	-	-	8.546	1.892	-	-	254.425
	Other Bulks	205.108	393.634	357.378	60.023	600	156.037	-	250.893	637.153	259.659	-	2.320.483
Total		2.098.110	5.706.814	4.845.517	740.549	1.147.061	5.464.977	1.812.159	7.746.767	7.559.362	1.077.010	172.812	38.371.137
Imports 2012	Grains	142.521	1.528.262	1.228.285	103.100	71.557	-	-	6.274	9.046.836	318.532	-	12.445.366
	Coal	1.654.184	1.785.826	1.187.482	-	66.788	98.317	803.286	5.336.805	74.923	202.920	-	11.210.530
	Steel (Plates)	202.549	148.221	207.840	378.304	212.331	1.837.043	85.235	123.360	604.304	79.338	-	3.878.524
	Cement	6.853	835.114	38.502	44.900	-	2.024.965	596.769	112.408	6.540	-	-	3.666.051
	Fertilizers	248.723	255.818	425.755	288.364	875.837	388.379	22.349	361.450	32.900	235.537	-	3.135.112
	Chemicals	88.094	521.273	96.290	-	18.220	348.130	-	3.307	-	1.011	131.349	1.207.672
	Other Forest	119.313	-	141.234	-	-	-	-	-	-	-	-	260.547
	Other Bulks	121.058	261.670	501.875	204.146	-	341.162	15.100	264.486	232.616	242.751	-	2.184.865
Total		2.583.295	5.336.182	3.827.261	1.018.814	1.244.733	5.037.996	1.522.739	6.208.090	9.998.119	1.080.089	131.349	37.988.667

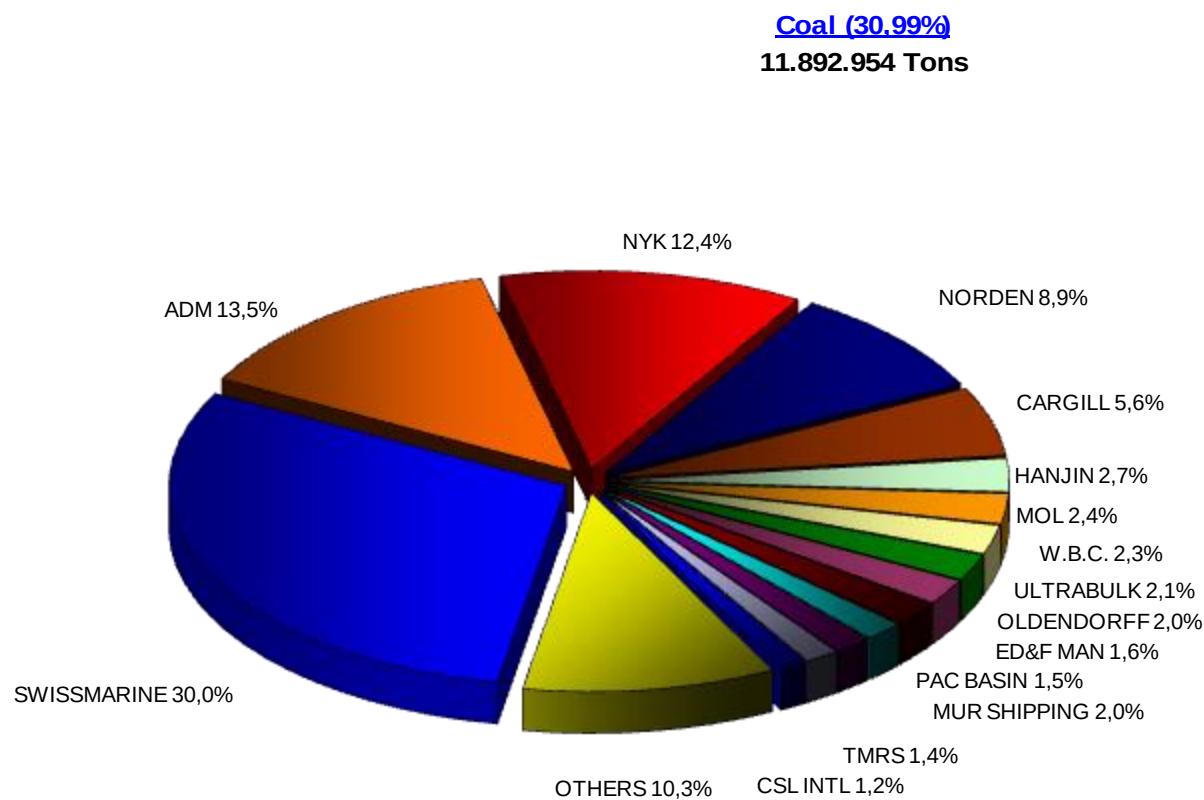
2.5.2 WCSA EXPORTS*

Period	Commodity Type	Exports WCSA by Traffic											Total
		US Atlantic	US Pacific	US Gulf	Medit	N Europe	Asia	SE Asia	Caribe	ECSA	WCSA	Africa+M. East	
Exports 2013	Iron Ore	61.198	-	49.900	-	10.954	22.773.676	633.555	-	-	-	892.956	24.422.239
	Concentrates	102.959	131.466	21.500	890.039	1.419.809	10.255.031	1.339.576	-	749.706	161.465	105.943	15.177.495
	Salt	4.289.599	273.196	126.802	-	480.854	360.444	61.575	81.950	1.219.210	144.101	-	7.037.731
	Wood Chips	-	-	-	-	43.297	4.148.660	-	-	-	-	-	4.191.957
	Phosphoric Rock	-	-	1.115.847	-	-	-	1.151.297	-	1.034.557	12.100	-	3.313.801
	Wood Pulp	-	-	-	393.702	710.711	1.081.575	-	68.390	-	-	-	2.254.380
	Fertilizers	130.231	141.967	135.183	208.677	271.837	144.869	65.517	18.546	529.294	186.025	97.418	1.929.564
	Metallic Copper	52.917	5.254	395.798	172.304	132.075	44.076	81.219	-	11.000	828	-	895.471
	Timber	-	-	34.566	5.881	-	243.836	8.765	4.806	-	-	253.283	551.137
	Other Bulks	52.896	98.693	85.285	240.706	566.189	557.102	985.526	385.814	537.046	423.364	70.941	4.003.562
Total		4.689.800	650.577	1.964.882	1.911.310	3.635.726	39.609.270	4.327.031	559.507	4.080.812	927.882	1.420.540	63.777.337
Exports 2012	Iron Ore	103.570	-	50.383	-	-	20.569.794	173.044	-	-	-	876.946	21.773.736
	Concentrates	62.013	163.513	-	835.464	1.556.171	9.410.762	1.335.777	-	562.466	90.897	75.507	14.092.570
	Salt	3.917.934	258.882	184.800	-	97.800	593.225	-	99.600	1.120.662	98.145	-	6.371.049
	Wood Chips	-	-	-	-	44.967	4.230.273	-	-	-	-	-	4.275.240
	Phosphoric Rock	49.106	-	1.400.956	-	-	-	896.642	-	860.878	5.499	-	3.213.081
	Wood Pulp	38.600	-	-	408.229	717.067	1.406.211	-	81.543	-	-	-	2.651.650
	Fertilizers	132.562	246.085	78.016	219.557	299.548	88.162	25.572	44.119	496.236	214.211	156.301	2.000.368
	Metallic Copper	15.157	-	333.657	134.828	95.300	17.528	108.091	-	4.939	8.810	-	718.310
	Timber	-	-	47.110	-	12.391	239.582	10.497	4.506	-	-	208.319	522.405
	Other Bulks	174.218	95.946	6.351	276.673	234.997	294.571	241.222	236.651	506.242	552.937	38.131	2.657.939
Total		4.493.160	764.426	2.101.273	1.874.751	3.058.240	36.850.108	2.790.845	466.419	3.551.423	970.499	1.355.203	58.276.349

* Containerized Metallic Copper is not included

2.6 WCSA by Commodity & Shipping Company

2.6.1 IMPORTS LAST 12 MONTHS



Details of Others		
Shipping Company	M .T	%
TRAFIGURA	106.325	0,9%
CLIPPER	104.946	0,9%
EME	98.671	0,8%
GMI	78.461	0,7%
COSCO	52.541	0,4%
SETAF SAGET	50.774	0,4%
STX PANOCEAN	48.727	0,4%
BERTLING	41.488	0,3%
PIONEER NAV	38.578	0,3%
NACHIPA	20.500	0,2%
GEARBULK	15.582	0,1%
BBC	1516	0,0%
OTHERS	565.772	4,8%
Total Others	1.223.880	10,3%

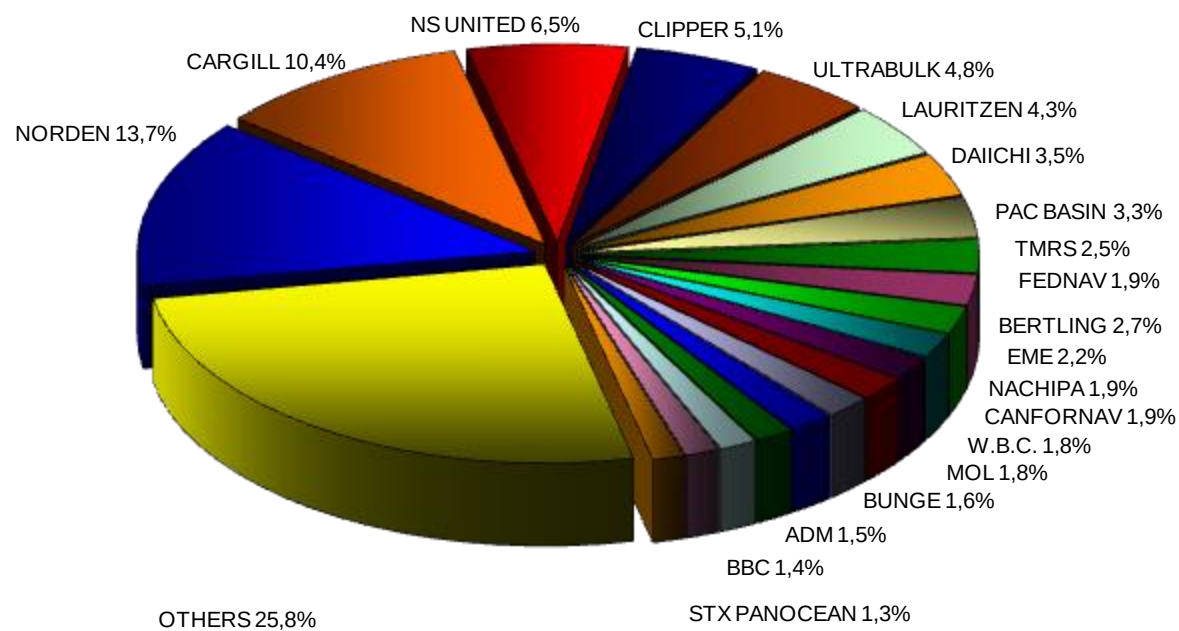
OTHERS include all companies carrying less than 110.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.1 IMPORTS LAST 12 MONTHS

Grains (30.41%)

11.670.042 Tons



Details of Others		
Shipping Company	M .T	%
NYK	140.921	12%
ED&F MAN	120.676	10%
HANJIN	101.343	0,9%
MARITIMA DEL SUR	89.612	0,8%
SWISSMARINE	75.489	0,6%
D'AMICO	73.213	0,6%
ATL	60.467	0,5%
UBC	50.239	0,4%
GRIEG STAR	45.586	0,4%
NISA	45.536	0,4%
TRAFIGURA	45.512	0,4%
KLINE	40.514	0,3%
ASIA MARITIME PACIFIC	39.702	0,3%
PHOENIX BULK	38.500	0,3%
SAGA	38.500	0,3%
MTM	37.499	0,3%
HUDSON SHIPPING	37.234	0,3%
OLDENDORFF	36.887	0,3%
CSAV	36.750	0,3%
ATLAS SHIPPING LTD	33.198	0,3%
NAVIG8	33.000	0,3%
IVS	31.187	0,3%
OTHERS	1759.263	15,1%
Total Others	3.010.827	25,8%

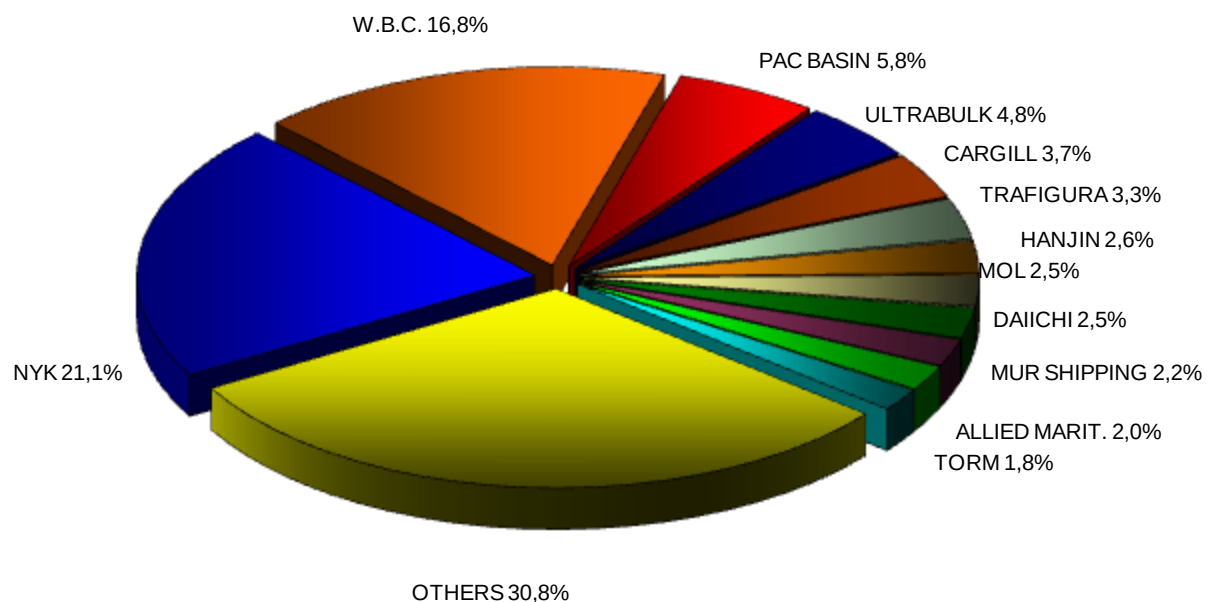
OTHERS include all companies carrying less than 141.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.1 IMPORTS LAST 12 MONTHS

Cement (10.76%)

4.128.172 Tons



Details of Others		
Shipping Company	M .T	%
TAMAI	68.700	1,7%
NS UNITED	68.568	1,7%
HMM	44.000	1,1%
FEDNAV	37.700	0,9%
THORENSEN	37.500	0,9%
OLDENDORFF	34.500	0,8%
SWISSMARINE	32.522	0,8%
BERTLING	31.500	0,8%
LAURITZEN	31.100	0,8%
D'AMICO	30.665	0,7%
NACHIPA	28.700	0,7%
ED&F MAN	27.244	0,7%
GEARBULK	26.400	0,6%
UKK	20.500	0,5%
DAERON	9.851	0,2%
OTHERS	743.830	18,0%
Total Others	1.273.279	30,8%

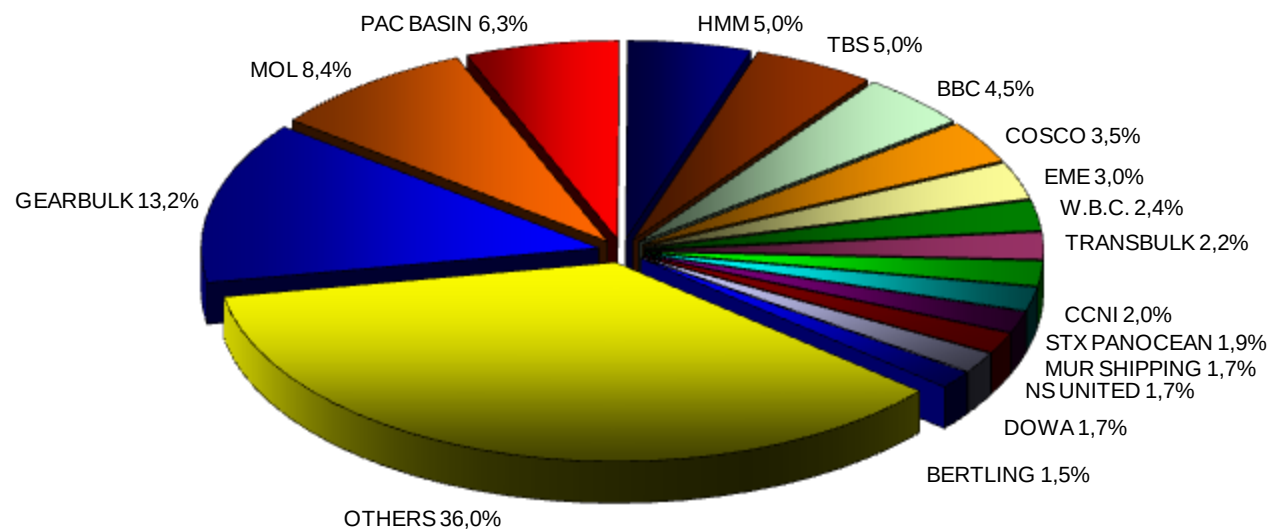
OTHERS include all companies carrying less than 70.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.1 IMPORTS LAST 12 MONTHS

Steel (Plates) (10.33%)

3.963.659 Tons



Details of Others		
Shipping Company	M .T	%
D'AMICO	54.978	14%
NORDEN	49.347	12%
SEABOARD MARINE	48.175	12%
JIT INTL	41.473	10%
UBC	32.729	0,8%
GRIEG STAR	28.507	0,7%
CLIPPER	27.304	0,7%
LAURITZEN	27.043	0,7%
THORCO	21.282	0,5%
PACNAV	18.194	0,5%
BULK AND METAL TRAF	17.902	0,5%
SEA CAPE	17.084	0,4%
DAERON	16.423	0,4%
CARGILL	15.778	0,4%
NISA	15.226	0,4%
PCL	14.396	0,4%
ULTRABULK	14.300	0,4%
TRAFIGURA	13.972	0,4%
TMRS	13.612	0,3%
TOKO	13.590	0,3%
OTHERS	926.650	23,4%
Total Others	1.427.965	36,0%

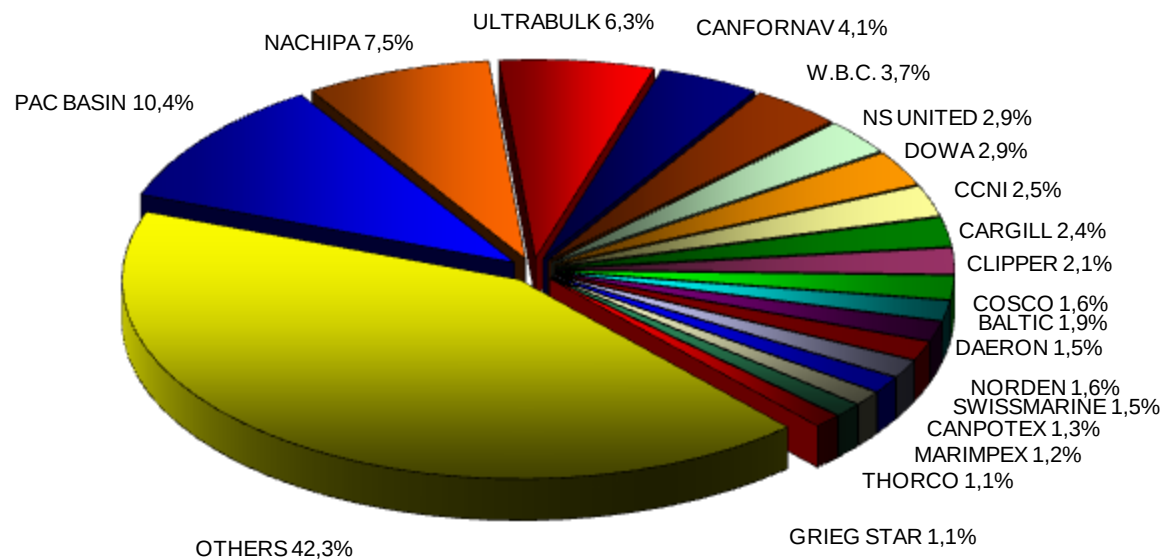
OTHERS include all companies carrying less than 55.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.1 IMPORTS LAST 12 MONTHS

Fertilizers (7.09%)

2.719.953 Tons



Details of Others		
Shipping Company	M .T	%
FURNESS WITHY	29.300	1,1%
MOL	27.550	10%
D'AMICO	27.438	10%
STX PANOCEAN	26.879	10%
NISA	26.376	10%
OLDENDORFF	26.314	10%
EVALEN SHIPPING	25.300	0,9%
OCASIONALES	22.250	0,8%
LAURITZEN	21.424	0,8%
TBS	20.519	0,8%
EME	20.306	0,7%
NAVESCO	16.924	0,6%
GEARBULK	16.702	0,6%
BBC	16.528	0,6%
MUR SHIPPING	15.306	0,6%
TRAFIGURA	15.000	0,6%
DREYFUSS	15.000	0,6%
CSAV	14.100	0,5%
REEFERS	7.349	0,3%
UBC	7.201	0,3%
OTHERS	752.688	27,7%
Total Others	1.150.455	42,3%

OTHERS include all companies carrying less than 30.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.1 IMPORTS LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Coal	SWISSMARINE	306.736	201.427	108.399	424.321	348.386	273.723	380.840	384.822	255.176	286.083	178.538	413.583	3.562.034		2.929.815
	ADM	49.854	55.757	92.517	264.175	106.338	159.943	324.498	255.793	110.140	45.350	49.966	96.652	1.610.983		49.867
	NYK	167.379	210.637	-	210.173	187.259	49.154	161.504	5.055	85.000	113.694	121.019	166.008	1.476.882		1.841.959
	NORDEN	148.610	48.926	121.338	47.405	96.427	47.975	98.382	-	99.244	112.481	46.251	190.144	1.057.183		1.080.666
	CARGILL	47.647	-	126.301	51.550	120.684	-	49.342	119.413	74.447	-	-	79.906	669.289		180.676
	HANJIN	-	-	86.568	97.728	46.909	-	-	-	-	-	89.572	-	320.777		48.668
	MOL	-	-	48.868	-	-	76.066	16.703	-	73.868	73.940	-	-	289.445		95.284
	W.B.C.	-	48.527	-	-	84.356	-	48.301	46.571	49.130	-	-	-	276.885		441.514
	ULTRABULK	-	-	49.248	-	-	49.801	61.374	-	49.298	-	-	44.652	254.373		333.701
	OLDENDORFF	-	-	45.221	47.336	-	-	-	102.174	-	48.873	-	-	243.604		30.000
	MUR SHIPPING	-	-	-	-	-	50.310	-	-	58.209	70.210	-	53.841	232.571		-
	ED&F MAN	96.547	-	-	-	-	45.050	-	-	-	47.239	-	-	188.835		76.454
	PAC BASIN	48.336	-	-	-	98.863	-	36.509	-	-	-	-	-	183.708		934.489
	TMRS	-	-	-	49.007	-	-	-	-	-	59.422	56.141	-	164.570		-
	CSL INTL	45.929	-	-	-	-	-	-	-	46.077	-	45.929	-	137.935		46.047
	TRAFIGURA	48.983	-	-	57.342	-	-	-	-	-	-	-	-	106.325		626.509
	CLIPPER	-	-	-	55.684	-	-	-	-	49.262	-	-	-	104.946		85.915
	EME	-	-	-	-	50.004	-	-	48.667	-	-	-	-	98.671		49.722
	GMI	-	-	-	-	-	-	-	-	-	-	78.461	-	78.461		141.898
	COSCO	49.082	-	3.459	-	-	-	-	-	-	-	-	-	52.541		268.427
	SETAF SAGET	-	-	-	-	50.774	-	-	-	-	-	-	-	50.774		-
	STX PANOCEAN	-	-	-	-	-	48.727	-	-	-	-	-	-	48.727		3.047
	BERTLING	-	3.251	-	30.450	3.788	-	-	3.998	-	-	-	-	41.488		-
	PIONEER NAV	-	-	-	-	-	-	-	-	38.578	-	-	-	38.578		-
	NACHIPA	-	-	20.500	-	-	-	-	-	-	-	-	-	20.500		21.865
	GEARBULK	-	-	-	-	15.582	-	-	-	-	-	-	-	15.582		-
	BBC	-	-	-	1.516	-	-	-	-	-	-	-	-	1.516		52.734
	OTHERS	46.350	79.380	-	-	49.081	57.695	82.504	49.311	37.177	78.796	48.492	36.987	565.772		1.871.272
Total Coal		1.055.452	647.905	702.418	1.336.687	1.258.450	858.444	1.259.957	1.015.805	1.025.606	936.088	714.370	1.081.772	11.892.954	31,0%	11.210.530

2.6 WCSA by Commodity & Shipping Company (Cont.)

2.6.1 IMPORTS ACUMMULATED (Cont.)

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Grains	NORDEN	145.183	150.891	64.785	130.625	151.407	127.574	157.133	144.235	83.959	101.841	213.689	126.400	1.597.723		1.218.603
	CARGILL	53.532	125.416	27.209	132.391	64.231	41.418	156.894	10.347	242.897	71.275	109.157	179.935	1.214.703		798.534
	NS UNITED	28.875	27.020	47.494	35.310	123.560	66.447	140.333	50.581	75.364	40.532	64.153	64.101	763.769		573.170
	CLIPPER	95.454	30.363	38.073	61.483	32.411	56.587	26.415	77.869	96.283	-	-	81.065	596.003		308.473
	ULTRABULK	88.350	-	-	-	100.484	41.805	31.265	60.669	50.319	116.468	75.426	-	564.786		777.108
	LAURITZEN	30.247	140.888	32.336	61.306	-	69.042	27.243	62.245	-	-	27.986	45.322	496.616		381.760
	DAIICHI	33.012	36.352	-	-	28.106	-	16.277	62.964	57.899	88.072	13.225	68.014	403.920		367.215
	PAC BASIN	27.672	-	-	-	32.743	12.990	56.460	29.593	51.127	62.335	79.515	30.181	382.615		583.371
	BERTLING	56.035	-	11.000	45.146	11.710	-	34.125	-	-	-	36.273	117.904	312.193		109.656
	TMRS	16.561	22.346	34.666	11.278	13.263	29.031	18.764	38.295	16.430	29.564	34.548	24.384	289.130		190.236
	EME	-	35.600	34.460	-	36.260	-	-	13.688	40.508	74.604	6.239	15.692	257.051		629.827
	FEDNAV	-	-	-	32.935	-	66.288	-	32.835	62.924	31.578	-	-	226.560		222.241
	NACHIPA	30.269	7.150	27.142	-	-	10.601	53.242	1.000	20.686	-	23.384	52.459	225.934		174.765
	CANFORNAV	-	28.100	74.006	66.674	-	23.695	-	-	-	30.674	-	-	223.149		148.434
	W.B.C.	4.000	-	-	42.465	-	39.546	41.449	-	-	9.900	36.745	41.513	215.617		68.990
	MOL	-	38.940	24.082	29.946	33.944	-	-	-	26.395	-	44.338	14.577	212.221		64.603
	BUNGE	-	38.608	47.782	9.700	-	21.120	53.904	-	14.300	-	-	-	185.414		431.257
	ADM	-	17.527	29.765	-	-	-	-	53.480	18.219	57.815	-	-	176.807		121.420
	BBC	34.067	11.796	3.234	-	19.000	22.185	-	6.300	6.000	-	43.672	17.294	163.549		88.140
	OTHERS	242.704	342.505	322.145	183.124	177.418	243.380	270.594	407.793	396.045	250.782	221.569	104.223	3.162.282		5.187.561
Total Grains		885.964	1.053.503	818.177	842.383	824.536	871.710	1.084.098	1.051.896	1.259.354	965.440	1.029.916	983.066	11.670.042	30,4%	12.445.366
Cement	NYK	48.400	49.991	49.750	67.860	59.858	72.335	100.049	38.886	60.869	99.500	91.417	130.308	869.222		507.382
	W.B.C.	84.064	27.900	-	63.918	37.610	105.323	37.500	72.965	117.176	87.521	35.280	25.934	695.192		721.167
	PAC BASIN	-	25.950	44.579	23.000	32.166	-	-	-	-	46.687	66.825	-	239.207		242.868
	ULTRABULK	49.500	-	-	97.640	-	-	-	-	-	49.500	-	-	196.640		245.981
	CARGILL	32.580	49.500	-	29.630	-	-	-	36.180	-	-	-	6.000	153.890		151.480
	TRAFIGURA	69.750	-	-	35.300	-	-	-	31.599	-	-	-	-	136.649		70.700
	HANJIN	36.913	-	-	35.100	-	-	-	-	37.115	-	-	-	109.128		-
	MOL	-	35.218	35.331	-	-	32.276	-	-	-	-	-	-	102.825		-
	DAIICHI	-	29.897	-	72.245	-	-	-	-	-	-	-	-	102.142		32.200
	MUR SHIPPING	-	-	-	-	45.000	-	-	-	-	15.024	30.048	-	90.072		-
	ALLIED MARIT.	44.561	39.485	-	-	-	-	-	-	-	-	-	-	84.046		554.529

2.6 WCSA by Commodity & Shipping Company (Cont.)

2.6.1 IMPORTS ACUMMULATED (Cont.)

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Cement	TORM	-	-	36.730	-	-	-	-	-	35.950	-	-	3.200	75.880		-
	TAMAI	26.400	-	42.300	-	-	-	-	-	-	-	-	-	68.700		44.000
	NS UNITED	-	-	11.000	18.000	-	-	-	-	-	-	39.568	-	68.568		112.049
	HMM	44.000	-	-	-	-	-	-	-	-	-	-	-	44.000		-
	FEDNAV	-	-	37.700	-	-	-	-	-	-	-	-	-	37.700		-
	THORENSEN	-	-	-	-	-	37.500	-	-	-	-	-	-	37.500		-
	OLDENDORFF	-	-	-	-	-	-	-	34.500	-	-	-	-	34.500		-
	SWISSMARINE	-	-	-	32.522	-	-	-	-	-	-	-	-	32.522		-
	OTHERS	86.608	99.635	143.944	58.447	42.677	70.378	119.621	55.994	62.604	166.522	7.959	35.400	949.789		983.696
Total Cement		522.775	357.575	401.335	533.662	217.311	317.811	257.170	270.124	313.714	464.754	271.098	200.842	4.128.172	10,8%	3.666.051
Steel (Plates)	GEARBULK	41.634	38.233	67.576	48.797	52.858	35.185	73.264	17.604	39.476	32.928	36.506	40.194	524.256		235.477
	MOL	46.732	44.492	62.475	6.928	40.841	33.775	27.734	33.718	3.927	17.397	-	13.473	331.492		248.168
	PAC BASIN	-	-	12.963	4.033	52.562	18.820	32.206	25.078	-	42.450	25.928	33.814	247.853		122.172
	HMM	15.527	41.084	41.909	16.492	-	14.199	27.692	15.148	812	12.427	8.961	5.308	199.561		210.188
	TBS	13.114	12.756	48.963	2.881	15.574	8.538	24.190	16.357	6.875	11.286	9.610	26.326	196.469		398.923
	BBC	19.158	7.911	19.899	35.403	27.237	8.731	9.479	9.999	18.280	7.455	4.749	9.941	178.241		106.301
	COSCO	24.226	81.090	-	13.930	-	14.583	840	-	-	2.430	-	1.328	138.427		307.259
	EME	10.323	-	-	11.143	15.567	-	-	7.907	40.923	19.962	570	13.867	120.263		179.919
	W.B.C.	-	-	4.442	12.149	11.901	11.605	19.832	13.687	17.269	-	-	5.861	96.746		125.585
	TRANSBULK	-	-	-	-	-	-	-	15.571	38.208	-	5.145	27.523	86.446		-
	CCNI	1.481	6.855	20.387	16.053	3.031	7.131	4.758	537	8.883	3.409	4.893	2.639	80.055		73.653
	STX PANOCEAN	-	-	16.759	1.527	19.606	-	27.032	-	-	-	10.931	-	75.856		173.849
	MUR SHIPPING	11.430	-	-	-	11.464	7.778	5.400	24.456	-	7.532	-	-	68.059		107.940
	OTHERS	166.139	153.861	83.974	134.780	167.207	149.976	183.145	150.318	70.092	211.406	69.421	79.616	1.619.934		1.589.090
Total Steel (Plates)		349.764	386.283	379.347	304.118	417.848	310.321	435.572	330.380	244.743	368.682	176.714	259.889	3.963.659	10,3%	3.878.524
Fertilizers	PAC BASIN	22.550	-	-	-	6.000	13.375	32.135	125.605	19.994	42.808	21.175	-	283.642		158.462
	NACHIPA	29.534	8.101	-	25.716	-	37.901	30.200	-	46.468	-	9.500	17.810	205.230		279.071
	ULTRABULK	-	11.059	-	34.100	20.651	36.325	-	53.540	2.005	-	8.799	4.940	171.421		102.273
	CANFORNAV	26.837	-	-	-	-	18.951	-	-	11.597	47.214	7.660	-	112.258		230.829
	W.B.C.	-	-	-	22.498	10.500	-	-	12.907	15.842	38.415	-	-	100.161		75.541
	NS UNITED	27.080	-	32.198	-	19.250	-	-	-	-	-	-	-	78.528		32.697
	DOWA	3.000	15.833	-	3.000	7.175	14.798	-	6.923	-	11.018	9.906	6.585	78.239		33.862

2.3 WCSA by Commodity & Shipping Company (Cont.)

2.6.1 IMPORTS ACUMMULATED (Cont.)

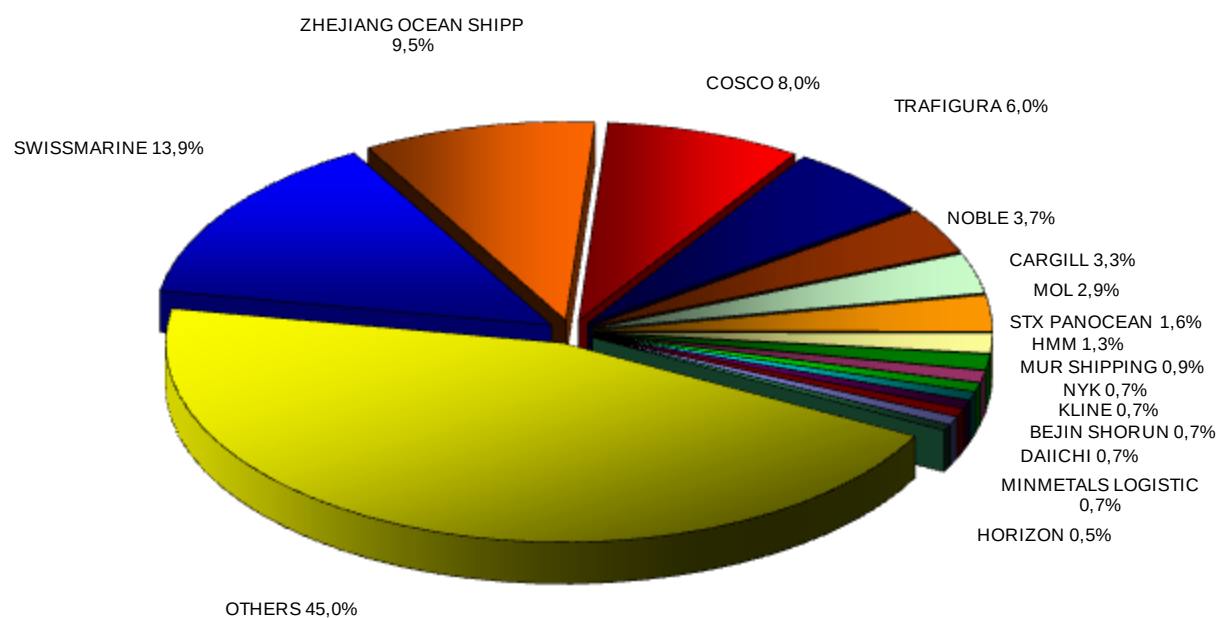
Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Fertilizers	CCNI	29.077	-	-	12.909	-	-	-	26.601	-	-	-	-	68.587		-
	CARGILL	-	-	4.210	-	-	9.600	-	-	-	6.000	36.203	8.000	64.013		139.400
	CLIPPER	-	-	-	-	-	19.000	-	23.250	7.000	-	-	7.772	57.022		147.881
	BALTIC	-	-	13.849	1.504	4.695	2.601	9.901	-	3.007	-	5.981	11.021	52.560		99.674
	COSCO	-	-	4.210	-	-	28.302	3.008	2.206	-	-	5.134	1.003	43.863		2.907
	NORDEN	-	-	-	-	-	3.300	-	-	-	28.050	-	11.923	43.273		16.266
	SWISSMARINE	-	-	-	-	-	-	-	41.701	-	-	-	-	41.701		-
	DAERON	-	-	-	-	-	-	-	5.015	3.511	7.527	14.551	9.322	39.927		13.400
	CANPOTEX	-	-	-	8.000	-	6.902	-	7.659	-	4.400	9.125	-	36.086		26.810
	MARIMPEX	-	-	-	25.450	6.500	-	-	-	-	-	-	-	31.950		-
	GRIEG STAR	-	-	-	-	-	10.907	-	-	13.014	6.637	-	-	30.557		-
	THORCO	-	20.447	-	-	-	-	10.033	-	-	-	-	-	30.480		20.207
	FURNESS WITHY	-	-	-	-	-	-	-	-	-	29.300	-	-	29.300		-
	MOL	-	19.000	-	8.550	-	-	-	-	-	-	-	-	27.550		34.228
	D'AMICO	-	-	27.438	-	-	-	-	-	-	-	-	-	27.438		6.000
	STX PANOCEAN	-	26.879	-	-	-	-	-	-	-	-	-	-	26.879		21.250
	OTHERS	58.249	69.587	109.571	108.699	107.675	73.110	137.138	65.231	82.652	39.607	55.759	132.009	1.039.288		1.694.353
Total Fertilizers		196.326	170.906	191.477	250.426	182.447	275.072	222.415	370.639	205.089	260.975	183.794	210.387	2.719.953	7,1%	3.135.112
Total Chemicals		62.168	104.314	117.420	83.316	78.537	132.526	173.375	213.802	118.845	74.025	121.017	142.105	1.421.449	3,7%	1.207.672
Total Paper		17.412	13.951	39.804	21.001	14.527	29.249	27.870	16.414	16.290	25.509	6.845	24.363	253.235	0,7%	259.463
Total Concentrates		22.324	-	3.237	24.756	21.631	5.500	12.306	43.449	22.003	-	16.626	16.002	187.834	0,5%	110.395
Total Salt		24.001	-	-	15.345	-	6.597	20.003	-	-	-	-	6.876	72.822	0,2%	72.445
Total Wood Pulp		-	-	-	-	-	-	-	-	-	-	15.617	-	15.617	0,0%	2.975
Total Fish Meal		-	-	-	-	-	-	-	-	-	-	-	-	-	0,0%	5.125
Total Other Forest		-	-	-	-	-	563	-	-	-	-	-	626	1.190	0,0%	1.084
Total Other Bulks		115.653	199.005	90.976	157.268	113.124	175.428	266.338	249.955	103.714	197.561	144.473	230.714	2.044.210	5,3%	1.993.924
Total		3.251.839	2.933.443	2.744.191	3.568.961	3.128.410	2.983.222	3.759.104	3.562.463	3.309.359	3.293.034	2.680.470	3.156.642	38.371.137	100%	37.988.667

2.6 WCSA by Commodity & Shipping Company

2.6.2 EXPORTS LAST 12 MONTHS

Iron Ore (38.29%)

24.422.239 Tons



Details of Others		
Shipping Company	M.T	%
SINOTRANS	73.797	0,3%
NORDEN	51311	0,2%
UBC	35.800	0,1%
PAC BASIN	32.400	0,1%
BERTLING	21763	0,1%
TBS	21000	0,1%
BBC	11299	0,0%
CSAV	10.954	0,0%
OTHERS	10.739.573	44,0%
Total Others	10.997.897	45,0%

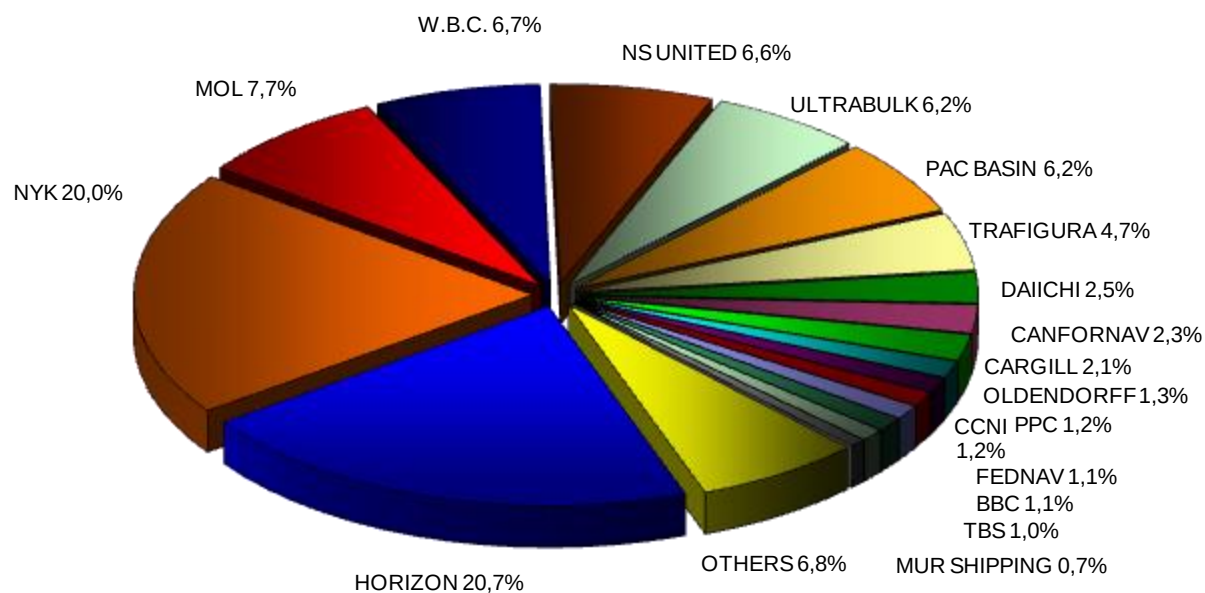
OTHERS include all companies carrying less than 75.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.2 EXPORTS LAST 12 MONTHS

Concentrates (23.80%)

15.177.495 Tons

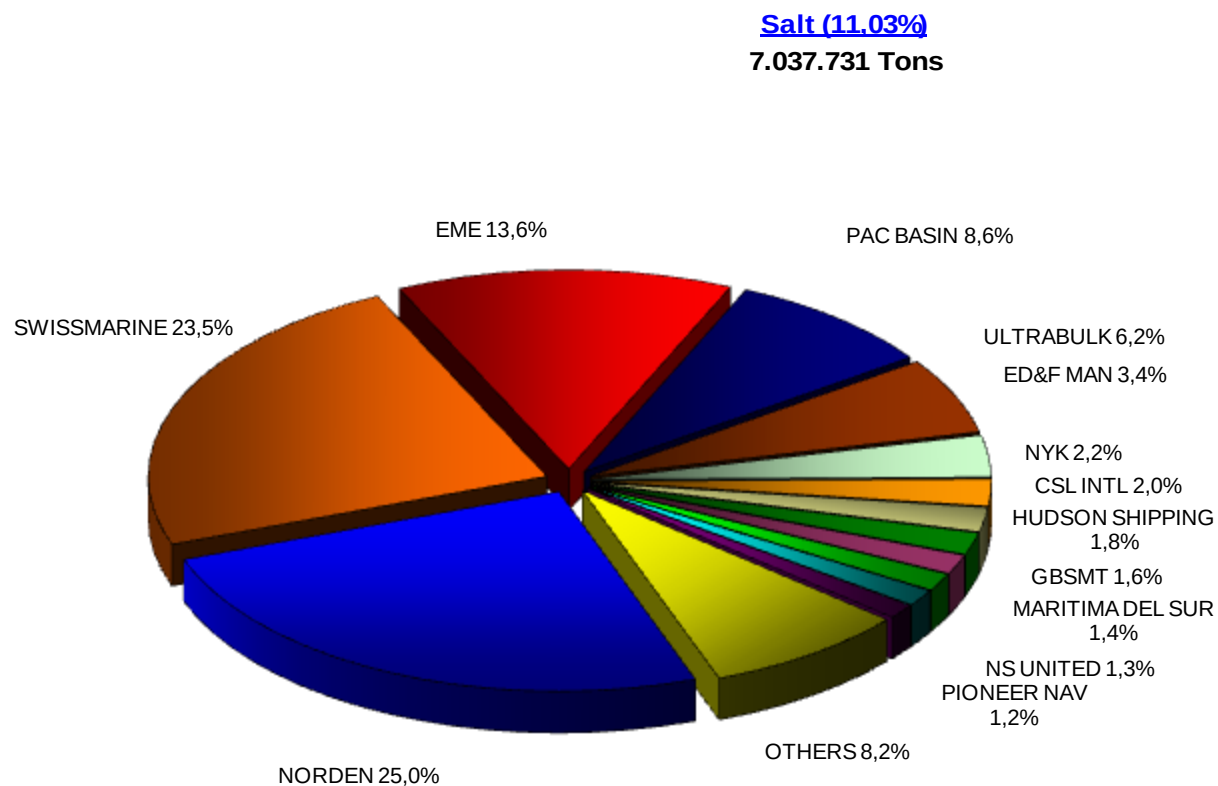


Details of Others		
Shipping Company	M.T	%
COSCO	96.114	0,6%
HANJIN	88.172	0,6%
TMRS	76.536	0,5%
GEARBULK	65.435	0,4%
ASIA MARITIME PACIFIC	59.407	0,4%
STX PAN OCEAN	54.248	0,4%
HUDSON SHIPPING	48.401	0,3%
WAGENBORG	36.678	0,2%
CSAV	31.288	0,2%
NORDEN	28.325	0,2%
CLIPPER	26.677	0,2%
TOKO	26.573	0,2%
CONTI USA	22.986	0,2%
OCASIONALES	22.020	0,1%
BERTLING	22.005	0,1%
THORCO	19.212	0,1%
CPN	18.576	0,1%
DAERON	11.140	0,1%
EME	11.003	0,1%
SEA CAPE	11.001	0,1%
OTHERS	249.154	1,6%
Total Others	1.024.951	6,8%

OTHERS include all companies carrying less than 100.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.2 EXPORTS LAST 12 MONTHS

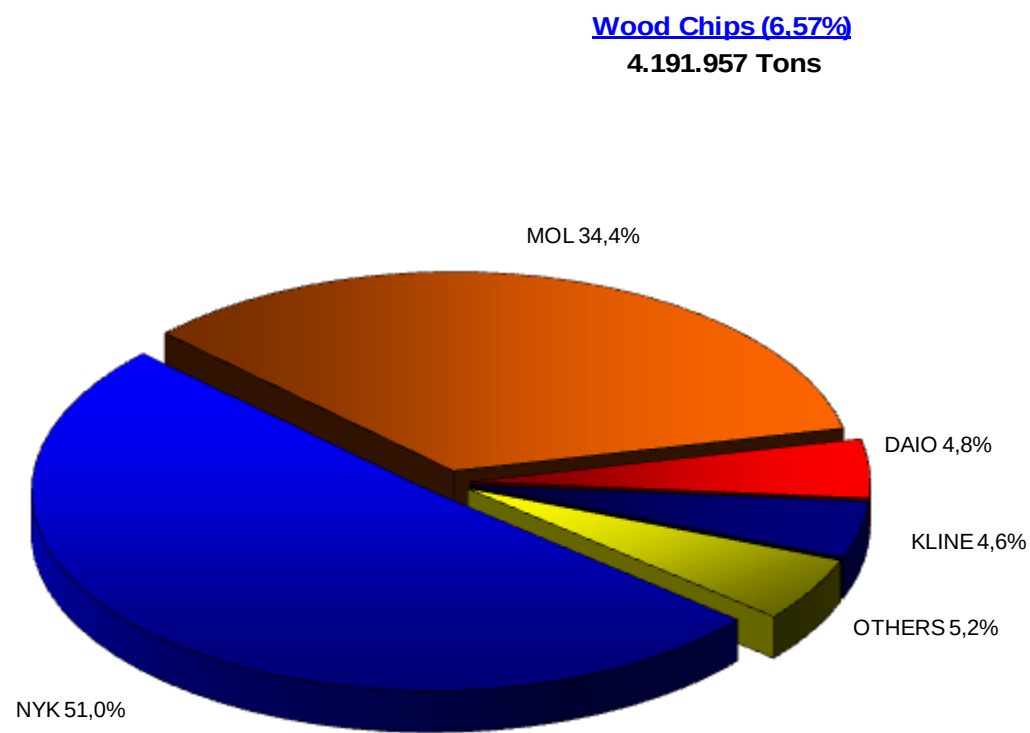


Details of Others		
Shipping Company	M .T	%
CSAV	51668	0,7%
R.A.OEDCKER	50.100	0,7%
W.B.C.	49.690	0,7%
HORIZON	49.150	0,7%
HSU SHIPPING	39.005	0,6%
BALTIC	31612	0,4%
KLINE	31366	0,4%
BBC	30.962	0,4%
SM T	24.200	0,3%
GEARBULK	24.200	0,3%
DEVAL SHIPPING	24.001	0,3%
SM T/GEARBULK	22.000	0,3%
OTHERS	152.536	2,2%
Total Others	580.489	8,2%

OTHERS include all companies carrying less than 52.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.2 EXPORTS LAST 12 MONTHS

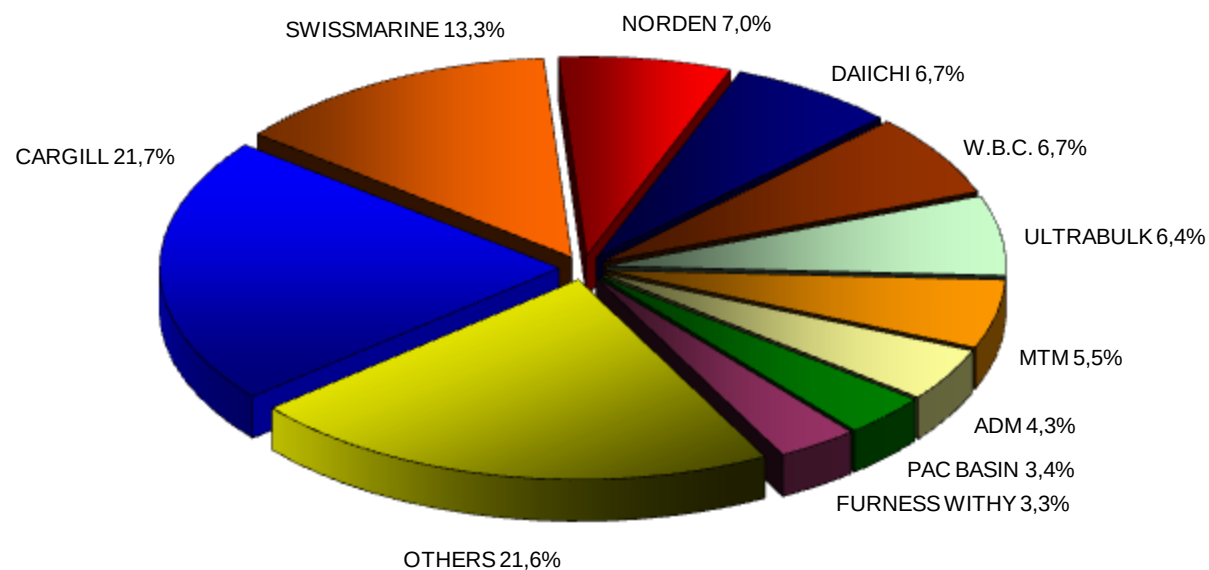


2.6 WCSA by Commodity & Shipping Company

2.6.2 EXPORTS LAST 12 MONTHS

Phosphoric Rock (5.20%)

3.313.801 Tons

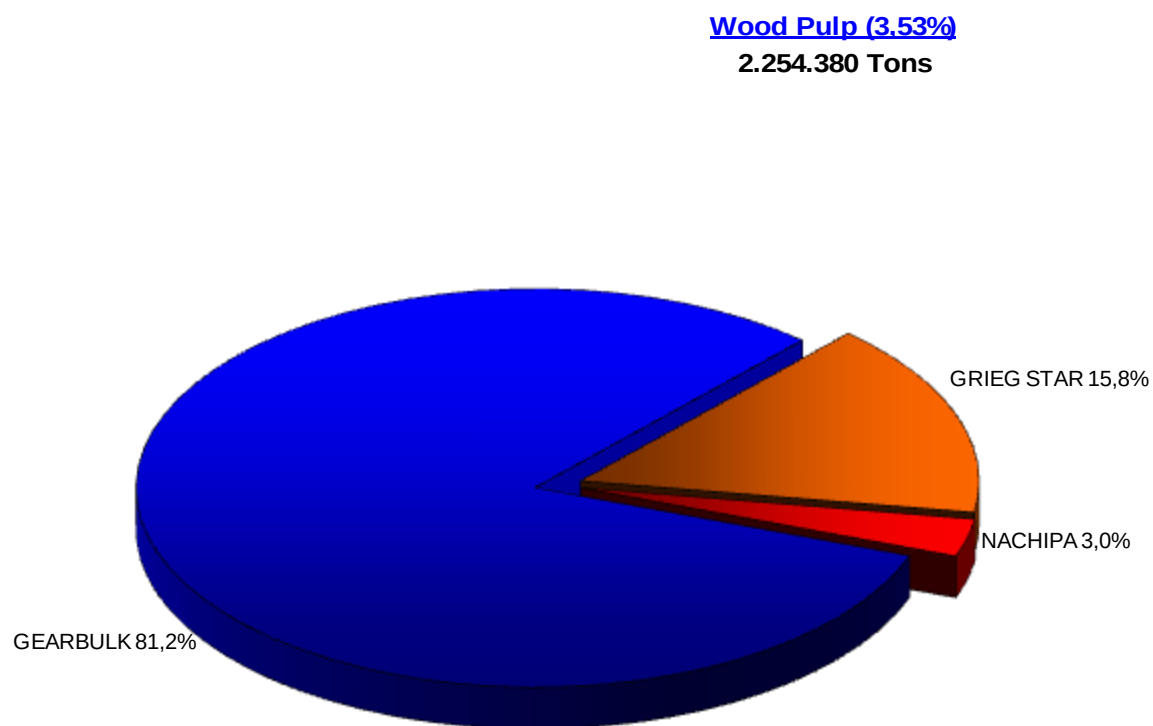


Details of Others		
Shipping Company	M .T	%
LAURITZEN	74.250	13,5%
NYK	64.680	11,7%
KLAVENESS	52.899	9,6%
PACNAV	48.180	8,7%
OTHERS	476.139	86,4%
Total Others	716.148	21,6%

OTHERS include all companies carrying less than 75.000 MT

2.6 WCSA by Commodity & Shipping Company

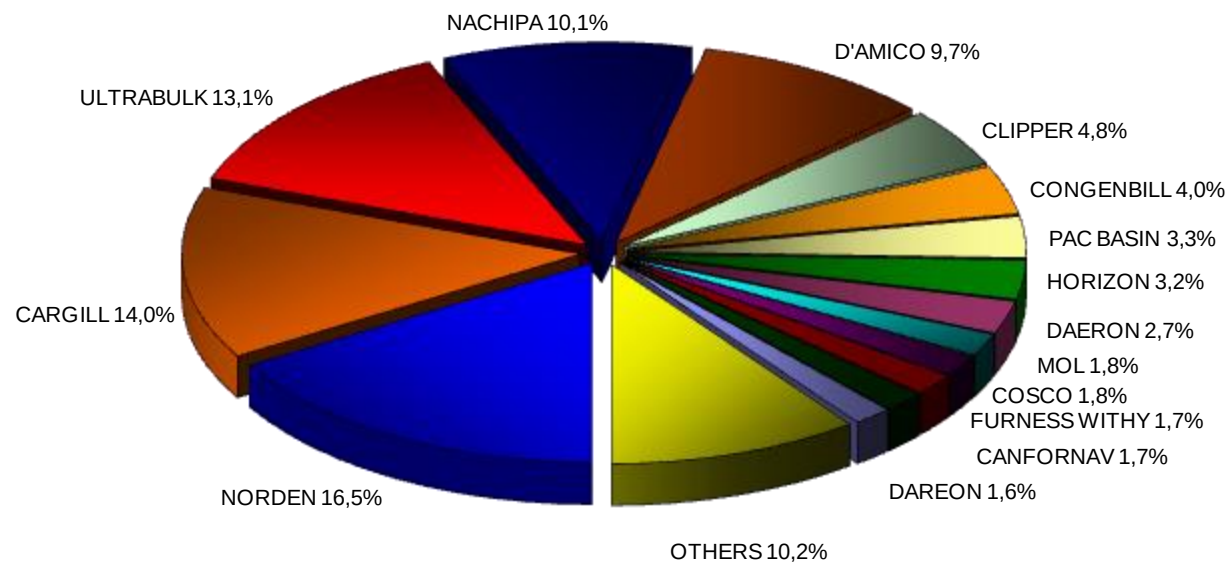
2.6.2 EXPORTS LAST 12 MONTHS



2.6 WCSA by Commodity & Shipping Company

2.6.2 EXPORTS LAST 12 MONTHS

Fertilizers (3.03%) 1.929.564 Tons



Details of Others		
Shipping Company	M .T	%
DEVAL SHIPPING	29.014	15%
BBC	25.020	13%
TMRS	21.327	1,1%
TBS	20.538	1,1%
THORCO	10.024	0,5%
NYK	9.519	0,5%
INTERMARINE	9.168	0,5%
OTHERS	7.1836	3,7%
Total Others	196.446	10,2%

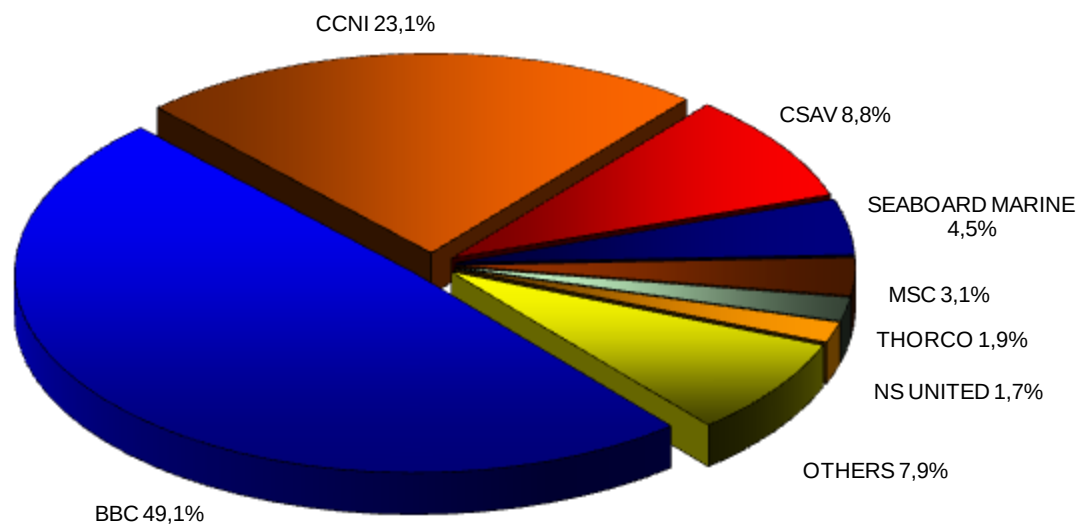
OTHERS include all companies carrying less than 30.000 MT

2.6 WCSA by Commodity & Shipping Company

2.6.2 EXPORTS LAST 12 MONTHS

Metallic Copper (1,40%) *

895.471 Tons



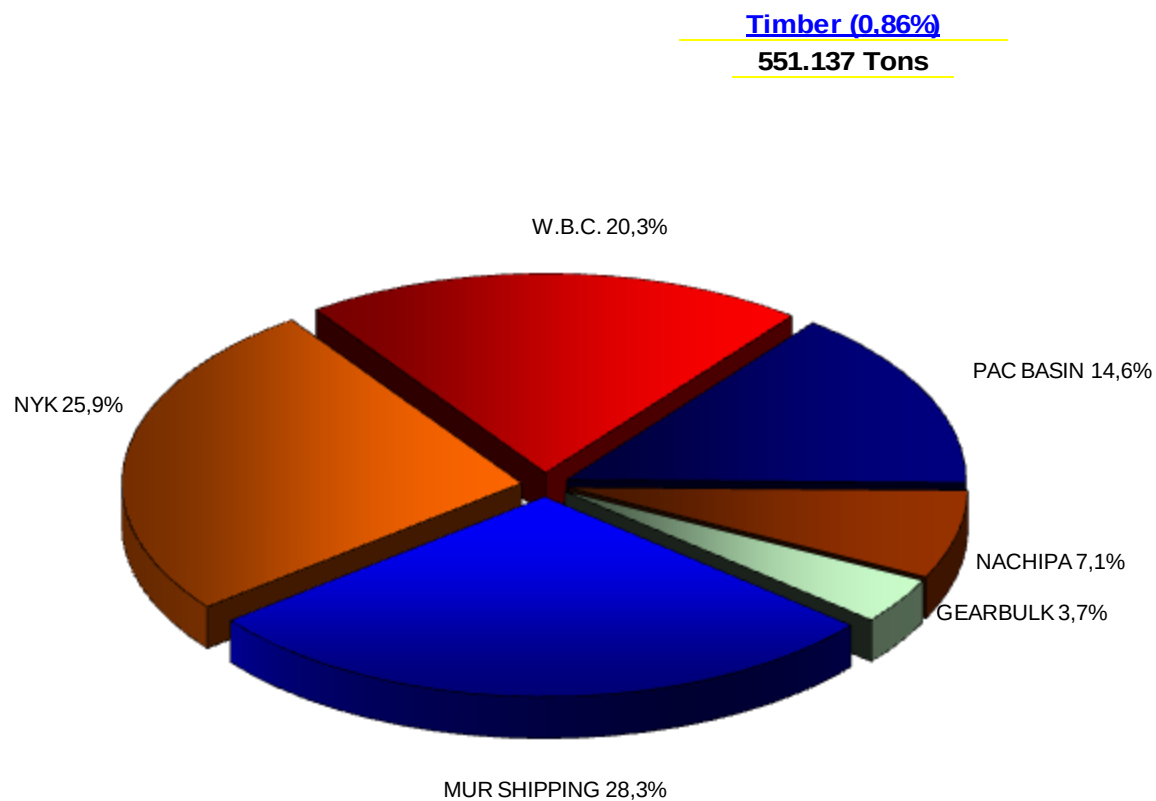
Details of Others		
Shipping Company	M.T	%
ULTRABULK	11.000	1,2%
HSUD	10.004	1,1%
DAERON	8.091	0,9%
OLDENDORFF	6.102	0,7%
OTHERS	35.356	3,9%
Total Others	70.553	7,9%

OTHERS include all companies carrying less than 12.000 MT

* Containerized Metallic Copper is not included

2.6 WCSA by Commodity & Shipping Company

2.6.2 EXPORTS LAST 12 MONTHS



2.6 WCSA by Commodity & Shipping Company (Cont.)

2.6.2 EXPORTS LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Iron Ore	SWISSMARINE	153.561	384.308	407.450	378.759	245.390	239.408	72.339	238.569	77.000	73.324	415.435	718.525	3.404.067		2.757.998
	ZHEJIANG OCEAN SH	150.773	165.217	338.369	163.101	332.644	167.812	163.588	-	332.646	163.595	163.238	169.142	2.310.124		2.209.103
	COSCO	317.803	-	204.646	512.159	164.067	-	373.911	188.879	-	167.908	21.500	-	1.950.873		3.247.770
	TRAFIGURA	32.000	-	51.203	167.796	310.262	-	31.600	329.914	-	164.967	203.137	173.392	1.464.270		799.226
	NOBLE	164.991	-	-	-	-	-	163.642	167.563	54.766	-	176.000	176.000	902.962		1.922.875
	CARGILL	-	-	143.783	50.100	-	-	155.405	-	168.300	103.400	-	175.651	796.640		1.629.427
	MOL	-	-	-	-	154.900	-	-	200.983	-	-	-	358.934	714.817		1.080.945
	STX PANOCEAN	30.035	-	26.193	-	-	177.650	-	-	162.536	-	-	-	396.414		99.425
	HMM	160.097	-	-	149.690	-	-	-	-	-	-	-	-	309.787		150.582
	MUR SHIPPING	-	-	-	-	-	-	-	-	-	77.000	77.000	77.000	231.000		-
	NYK	-	21.000	-	-	-	-	-	-	-	151.916	-	-	172.916		322.229
	KLINE	-	-	165.000	-	-	-	-	-	-	-	-	-	165.000		435.842
	BEJIN SHORUN	163.700	-	-	-	-	-	-	-	-	-	-	-	163.700		-
	DAIICHI	-	162.614	-	-	-	-	-	-	-	-	-	-	162.614		470.139
	MINMETALS LOGISTIC	-	-	-	-	162.218	-	-	-	-	-	-	-	162.218		-
	HORIZON	-	-	45.709	28.834	-	-	20.907	21.490	-	-	-	-	116.940		-
	SINOTRANS	73.797	-	-	-	-	-	-	-	-	-	-	-	73.797		-
	NORDEN	-	51.311	-	-	-	-	-	-	-	-	-	-	51.311		152.805
	UBC	-	-	-	-	-	-	-	-	-	-	-	35.800	35.800		-
	PAC BASIN	-	-	-	-	-	-	-	-	-	-	32.400	-	32.400		156.273
	BERTLING	-	-	-	-	-	-	-	-	-	21.763	-	-	21.763		-
	TBS	-	-	-	-	-	21.000	-	-	-	-	-	-	21.000		85.784
	BBC	-	-	-	-	-	-	-	-	-	11.299	-	-	11.299		-
	OTHERS	841.970	519.066	512.382	389.086	551.884	1.044.300	808.981	1.190.054	1.286.005	1.302.737	831.043	1.473.019	10.750.527		6.253.313
Total Iron Ore		2.088.726	1.303.517	1.894.735	1.839.525	1.921.364	1.650.170	1.790.373	2.337.452	2.081.253	2.237.909	1.919.752	3.357.463	24.422.239	38,3%	21.773.736
Concentrates	HORIZON	175.232	172.075	331.196	381.275	247.924	316.735	306.152	260.823	246.097	227.324	223.391	252.236	3.140.460		2.421.485
	NYK	181.130	245.549	193.017	115.602	308.607	285.292	200.574	480.299	216.102	231.422	167.574	404.851	3.030.018		2.287.734
	MOL	50.093	72.979	125.064	128.443	31.283	214.154	141.585	79.669	117.231	108.270	53.884	53.478	1.176.133		1.068.640
	W.B.C.	97.600	-	53.999	-	91.942	106.733	135.752	58.374	157.023	102.454	131.383	87.234	1.022.493		1.014.462
	NS UNITED	81.635	45.321	72.303	55.774	75.651	185.512	26.471	157.558	-	109.809	99.586	97.723	1.007.343		1.120.769
	ULTRABULK	73.480	30.700	78.212	85.179	87.577	21.243	130.093	109.445	36.416	110.164	92.080	84.370	938.960		527.198
	PAC BASIN	67.448	61.823	107.317	26.000	100.274	28.718	60.041	31.600	104.402	151.793	52.022	143.979	935.416		986.178

2.6 WCSA by Commodity & Shipping Company (Cont.)

2.6.2 EXPORTS LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Concentrates	TRAFIGURA	61.842	54.173	113.809	-	35.754	48.449	53.189	90.530	136.734	33.710	29.434	49.172	706.796		1.284.423
	DAIICHI	23.240	32.847	-	44.103	33.991	44.957	24.717	24.285	31.930	25.853	58.470	29.201	373.594		316.057
	CANFORNAV	4.565	27.000	-	21.810	84.376	5.805	26.800	11.009	41.217	44.176	47.529	31.582	345.869		194.083
	CARGILL	-	16.008	57.620	-	31.001	-	-	65.356	73.522	-	10.814	65.797	320.116		456.072
	OLDENDORFF	-	-	-	40.295	22.157	-	44.001	-	44.000	-	53.694	-	204.146		54.552
	PPC	48.946	-	-	49.348	-	-	-	43.872	-	-	43.844	-	186.010		173.130
	CCNI	36.208	13.623	-	23.653	11.001	10.705	-	21.243	13.684	-	23.535	22.640	176.292		146.920
	FEDNAV	-	-	11.039	26.285	33.991	34.650	-	33.994	-	-	33.792	-	173.750		158.733
	BBC	32.299	5.263	9.008	19.971	12.675	22.304	11.373	-	20.925	9.694	-	23.527	167.038		91.482
	TBS	15.740	11.100	-	16.684	-	27.088	10.868	19.502	18.284	-	16.816	11.004	147.086		292.565
	MUR SHIPPING	22.704	-	-	-	33.000	-	45.321	-	-	-	-	-	101.024		82.217
	COSCO	-	62.805	10.833	-	-	-	-	-	22.476	-	-	-	96.114		88.335
	HANJIN	30.889	22.283	-	35.000	-	-	-	-	-	-	-	-	88.172		-
	TMRS	10.453	11.177	-	11.000	4.031	-	17.874	-	11.000	-	-	11.001	76.536		36.072
	GEARBULK	21.572	-	-	-	10.902	10.952	-	11.009	-	-	-	11.000	65.435		52.215
	ASIA MARITIME PACIF	-	-	-	-	-	-	35.007	-	-	24.400	-	-	59.407		-
	STX PANOCEAN	-	-	9.860	-	44.388	-	-	-	-	-	-	-	54.248		137.767
	HUDSON SHIPPING	-	-	-	-	48.401	-	-	-	-	-	-	-	48.401		-
	WAGENBORG	10.058	10.366	-	-	-	-	-	-	-	-	16.254	-	36.678		-
	OTHERS	26.685	-	33.525	53.251	-	28.440	89.215	84.892	42.971	90.726	50.254	-	499.960		1.101.483
Total Concentrates		1.071.819	895.092	1.206.802	1.133.674	1.348.923	1.391.738	1.359.030	1.583.458	1.334.012	1.269.796	1.204.355	1.378.795	15.177.495	23,8%	14.092.570
Salt	NORDEN	196.714	87.463	198.047	47.799	168.307	49.300	80.850	144.838	216.285	240.892	48.550	281.503	1.760.548		1.911.447
	SWISSMARINE	189.697	263.415	321.937	47.589	-	173.409	128.027	117.064	-	164.329	60.000	191.823	1.657.290		1.045.710
	EME	105.200	63.000	109.250	32.200	78.500	74.250	92.719	74.100	16.000	137.203	64.708	113.250	960.380		999.270
	PAC BASIN	47.300	38.050	27.320	61.450	-	76.031	56.575	75.480	83.305	30.925	78.228	30.850	605.514		393.810
	ULTRABULK	52.116	30.800	99.204	-	-	-	-	42.350	93.215	35.635	81.373	-	434.693		346.315
	ED&F MAN	-	98.050	-	-	-	-	-	48.455	-	-	45.679	45.007	237.191		233.108
	NYK	-	-	-	-	-	-	-	78.136	-	-	74.343	-	152.479		-
	CSL INTL	-	-	45.435	-	-	-	-	-	-	46.400	46.307	-	138.142		46.401
	HUDSON SHIPPING	-	-	-	41.202	-	41.800	-	-	41.800	-	-	-	124.802		154.000
	GBSMT	-	-	-	-	-	35.002	37.502	-	36.911	-	-	-	109.415		-
	MARITIMA DEL SUR	-	-	-	-	-	-	-	-	-	48.900	50.700	-	99.600		-

2.6 WCSA by Commodity & Shipping Company (Cont.)

2.6.2 EXPORTS LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Salt	NS UNITED	27.145	-	-	-	-	-	-	-	-	32.007	-	34.604	93.756		81.739
	PIONEER NAV	-	-	-	-	-	-	41.900	41.532	-	-	-	-	83.432		30.045
	CSAV	-	-	-	-	-	-	-	-	51.668	-	-	-	51.668		-
	R.A.OEDCKER	-	50.100	-	-	-	-	-	-	-	-	-	-	50.100		49.900
	W.B.C.	-	49.690	-	-	-	-	-	-	-	-	-	-	49.690		197.765
	HORIZON	-	-	-	-	49.150	-	-	-	-	-	-	-	49.150		15.414
	HSU SHIPPING	-	-	-	39.005	-	-	-	-	-	-	-	-	39.005		-
	BALTIC	-	31.612	-	-	-	-	-	-	-	-	-	-	31.612		-
	OTHERS	100.001	-	22.000	15.345	24.200	-	20.003	51.481	-	15.617	-	60.617	309.264		866.125
Total Salt		718.173	712.180	823.193	284.590	320.157	449.792	457.576	673.436	539.184	751.908	549.888	757.654	7.037.731	11,0%	6.371.049
Wood Chips	NYK	238.546	166.498	247.562	132.443	101.988	272.438	232.721	216.310	156.386	115.894	203.092	55.748	2.139.626		2.212.048
	MOL	148.209	229.679	97.724	96.327	46.210	246.196	-	105.190	61.736	51.937	47.757	311.415	1.442.381		1.433.336
	DAIO	-	-	59.354	48.019	-	-	-	-	44.750	-	-	47.955	200.077		217.871
	KLINE	47.425	-	-	-	38.671	-	-	-	49.323	-	55.802	-	191.221		280.333
	HACHIUMA	-	40.593	-	-	43.990	-	-	-	45.529	-	-	45.243	175.355		87.209
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	43.297	43.297		44.444
Total Wood Chips		434.180	436.770	404.640	276.789	230.860	518.633	232.721	321.501	357.724	167.831	306.651	503.657	4.191.957	6,6%	4.275.240
Phosphoric Rock	CARGILL	-	58.915	49.201	105.727	105.979	-	78.308	110.363	-	78.804	51.945	79.945	719.186		341.190
	SWISSMARINE	-	-	63.862	-	-	125.817	61.415	-	-	65.473	61.650	61.906	440.123		375.501
	NORDEN	-	-	-	-	32.261	22.000	-	68.200	-	-	73.700	35.852	232.013		54.961
	DAIICHI	-	37.414	-	33.000	27.500	-	32.800	-	-	-	-	92.935	223.649		115.279
	W.B.C.	39.889	75.078	-	-	-	54.475	-	-	52.281	-	-	-	221.723		125.878
	ULTRABULK	-	-	-	-	-	-	54.053	64.164	64.251	-	31.099	-	213.566		44.004
	MTM	-	-	-	42.158	-	49.000	-	-	46.200	-	-	46.193	183.550		88.970
	ADM	27.498	-	-	-	-	-	50.185	-	-	58.786	-	5.867	142.336		158.811
	PAC BASIN	-	-	-	-	-	-	-	58.337	-	-	-	54.966	113.303		295.928
	FURNESS WITHY	-	-	-	-	-	-	-	-	-	16.500	91.705	-	108.204		-
	LAURITZEN	-	32.250	-	42.000	-	-	-	-	-	-	-	-	74.250		161.166
	NYK	-	-	-	-	-	-	-	-	-	64.680	-	-	64.680		-
	KLAVENESS	-	-	52.899	-	-	-	-	-	-	-	-	-	52.899		-
	OTHERS	-	48.180	137.265	25.000	92.500	-	31.263	20.000	88.375	22.000	59.736	-	524.319		1.451.394
Total Phosphoric Rock		67.387	251.836	303.228	247.885	258.240	251.292	308.024	321.064	251.107	306.242	369.835	377.662	3.313.801	5,2%	3.213.081

2.6 WCSA by Commodity & Shipping Company (Cont.)

2.6.2 EXPORTS LAST 12 MONTHS*

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Wood Pulp	GEARBULK	83.739	151.490	178.383	101.881	136.856	214.865	100.461	256.542	159.401	116.711	156.996	172.361	1,829.685		1,333.498
	GRIEG STAR	34.388	40.407	-	67.496	-	32.045	30.607	38.900	-	76.653	-	35.809	356.304		372.691
	NACHIPA	16.687	-	-	14.040	-	6.014	-	-	2.997	-	22.065	6.588	68.390		81.543
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-		863.918
Total Wood Pulp		134.813	191.897	178.383	183.417	136.856	252.923	131.068	295.441	162.398	193.364	179.061	214.758	2,254.380	3,5%	2,651.650
Fertilizers	NORDEN	-	30.708	27.079	66.714	-	63.529	-	65.327	-	-	28.743	35.409	317.508		13.501
	CARGILL	-	-	61.397	-	73.510	-	101.767	-	32.857	-	-	-	269.530		219.498
	ULTRABULK	-	32.050	32.850	18.835	31.610	18.250	32.174	-	34.501	19.002	33.502	-	252.773		299.207
	NACHIPA	-	25.011	24.869	-	30.844	-	-	27.674	36.528	25.153	-	24.822	194.901		163.312
	D'AMICO	33.388	-	28.463	32.752	-	-	28.139	-	-	-	31.105	33.564	187.411		258.485
	CLIPPER	32.300	-	32.905	-	-	-	-	28.253	-	-	-	-	93.458		79.717
	CONGENBILL	-	-	-	-	-	-	-	-	-	76.272	-	-	76.272		-
	PAC BASIN	-	-	-	-	-	-	-	-	31.966	-	32.303	-	64.268		-
	HORIZON	-	15.887	10.501	-	-	-	10.867	23.590	-	-	-	-	60.845		61.463
	DAERON	-	-	-	-	-	-	-	11.528	4.812	4.511	16.841	13.533	51.223		30.272
	MOL	-	-	-	-	-	-	-	-	-	-	-	34.704	34.704		-
	COSCO	-	-	-	-	15.018	18.996	-	-	-	-	-	-	34.014		37.702
	FURNESS WITHY	-	-	-	-	-	-	-	-	-	-	-	33.636	33.636		-
	CANFORNAV	-	-	-	-	32.552	-	-	-	-	-	-	-	32.552		25.171
	OTHERS	37.032	51.966	6.516	16.329	8.761	23.755	14.929	2.506	11.227	37.012	6.915	9.519	226.468		812.040
Total Fertilizers		102.720	155.622	224.580	134.630	192.295	124.530	187.877	158.877	151.890	161.950	149.408	185.187	1,929.564	3,0%	2,000.368
Metallic Copper	BBC	67.502	26.529	37.807	80.322	40.220	50.581	30.730	16.415	9.220	28.673	20.263	31.323	439.584		348.273
	CCNI	14.211	14.997	13.449	9.100	29.372	24.190	16.681	22.212	18.503	22.412	10.572	10.836	206.534		186.663
	CSAV	2.836	5.511	6.459	10.913	9.482	7.534	2.500	9.204	5.934	7.147	6.338	5.026	78.882		52.109
	SEABOARD MARINE	13.629	8.864	3.990	4.227	5.953	2.702	500	501	-	-	-	-	40.366		64.819
	MSC	-	-	-	-	-	-	-	-	-	16.127	11.313	-	27.440		3.399

* Containerized Metallic Copper is not included

2.6 WCSA by Commodity & Shipping Company (Cont.)

2.6.2 EXPORTS LAST 12 MONTHS

Commodity Type	SHIPPING COMPANY	January 2013 / December 2013												Jan13 / Dec13	%	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			
Metallic Copper	THORCO	-	-	8.003	-	-	-	-	9.103	-	-	-	-	17.106		17.159
	NS UNITED	15.005	-	-	-	-	-	-	-	-	-	-	-	15.005		-
	HORIZON	828	-	12.088	-	-	-	-	-	-	2.002	-	-	14.917		-
	OTHERS	23.604	-	-	6.102	-	5.415	-	10.009	-	3.501	3.006	3.999	55.635		45.889
Total Metallic Copper		137.614	55.901	81.797	110.663	85.026	90.422	50.411	67.445	33.657	79.861	51.491	51.183	895.471	1,4%	718.310
Timber	MUR SHIPPING	5.881	-	30.196	-	-	29.999	-	-	37.003	-	24.276	28.473	155.829		-
	NYK	-	-	-	29.749	51.562	-	19.941	-	-	20.510	-	20.767	142.529		10.896
	W.B.C.	27.220	-	-	27.751	-	-	30.364	-	-	26.764	-	-	112.100		263.169
	PAC BASIN	-	-	21.240	-	-	20.754	-	20.990	-	-	17.724	-	80.708		51.021
	NACHIPA	11.342	-	-	7.949	-	7.909	-	-	-	-	3.138	9.035	39.372		47.767
	GEARBULK	-	-	6.729	-	2.894	-	-	2.730	920	3.431	-	3.895	20.599		15.516
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-		134.036
Total Timber		44.444	-	58.166	65.449	54.456	58.662	50.305	23.719	37.924	50.705	45.138	62.170	551.137	0,9%	522.405
Total Coal		50.049	33.416	285.613	248.660	135.685	286.307	224.842	280.272	144.202	86.570	348.332	527.486	2.651.435	4,2%	1.396.602
Total Grains		17.600	29.503	39.846	72.440	39.003	55.522	63.713	48.469	37.134	54.902	12.200	18.387	488.720	0,8%	398.906
Total Sugar		14.684	-	-	5.504	31.244	2.711	5.445	54.688	30.970	56.047	73.953	68.637	343.884	0,5%	205.104
Total Fish Meal		-	-	4.445	1.755	1.463	-	28.448	30.025	11.150	6.836	4.571	-	88.694	0,1%	274.426
Total Steel (Plates)		-	6.084	-	7.995	1.694	15.053	3.369	1.538	15.297	12.618	10.555	-	74.202	0,1%	72.198
Total Chemicals		-	-	799	-	-	502	2.357	-	-	-	539	-	4.196	0,0%	10.587
Total Cement		-	-	-	-	-	-	-	-	-	-	-	-	-	0,0%	104.065
Total Other Bunks		15.000	39.372	47.154	-	50.578	80.506	9.089	11.762	23.254	5.217	31.508	38.991	352.431	0,6%	196.052
Total		4.897.210	4.111.190	5.553.380	4.612.976	4.807.847	5.228.763	4.904.646	6.209.148	5.211.154	5.441.755	5.257.238	7.542.031	63.777.337	100%	58.276.349

2.7 WCSA Exports by Commodity & Shipper

Commodity Type	SHIPPER	January 2013 / December 2013												Jan13 / Dec13	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Iron Ore	SHOUGANG HIERRO	1.131.326	835.944	1.004.770	829.943	830.884	835.076	497.130	1.188.778	988.019	1.010.936	846.836	837.496	10.837.137	9.746.764
	MINERA DEL PACIFICO	821.569	307.308	597.486	919.715	868.277	717.196	1.012.992	651.033	640.761	859.843	738.879	2.068.775	10.203.834	9.573.114
	CIA MINERA STA FE	73.797	128.311	266.286	50.100	77.000	76.898	72.339	70.161	77.000	77.000	77.000	77.000	1.122.893	1.911.357
	CIA MINERA DON DANIEL	-	-	-	-	109.204	-	155.405	-	322.973	103.400	-	165.000	855.982	-
	HIERRO TALTAL SCM	-	-	-	-	-	-	-	-	-	164.967	173.137	173.392	511.495	-
	TOTAL GENIUS IRON MINING	32.000	-	26.193	-	36.000	21.000	31.600	22.000	21.500	-	51.500	-	241.793	358.480
	CIA CONTRACT MIN CANDELARIA	-	-	-	-	-	-	-	200.983	-	-	-	-	200.983	-
	OTHERS	30.035	31.954	-	39.767	-	-	20.907	204.497	31.000	21.763	32.400	35.800	448.121	184.021
Total Iron Ore		2.088.726	1.303.517	1.894.735	1.839.525	1.921.364	1.650.170	1.790.373	2.337.452	2.081.253	2.237.909	1.919.752	3.357.463	24.422.239	21.773.736
Concentrates	MINERA ESCONDIDA	179.689	168.379	186.964	296.878	216.832	191.997	116.748	203.679	209.936	220.371	167.559	214.146	2.373.177	2.000.460
	CIA MINERA ANTIMINA	75.193	95.793	204.170	120.629	216.437	207.796	178.745	258.854	195.686	198.826	224.141	204.919	2.181.188	1.927.963
	ANGLO AMERICAN	32.355	122.303	32.467	41.190	176.673	93.811	201.837	220.653	110.351	111.289	128.524	173.216	1.444.668	862.823
	MINERA LOS PELAMBRES	179.147	58.709	128.530	92.922	75.822	137.181	150.956	89.719	130.988	110.450	94.839	145.446	1.394.708	1.196.579
	GLENORE	108.371	50.667	64.420	118.469	74.002	66.689	71.499	76.094	96.546	87.838	54.677	48.963	918.236	842.634
	CODELCO	65.830	87.195	65.839	92.643	75.578	101.846	75.261	81.936	109.030	54.510	21.893	21.816	853.377	968.864
	CIA MINERA DONA INES DE COLLA	31.702	45.933	47.407	5.452	33.017	76.156	81.669	97.941	60.791	102.467	92.739	112.380	787.653	566.229
	MINERA ESPERANZA	77.497	54.244	50.662	68.350	44.349	110.461	18.337	77.513	67.083	85.826	33.271	87.652	775.243	748.775
	SOCIEDAD MINERA CERRO VERDE	42.300	10.450	75.204	58.999	95.854	89.927	36.457	96.377	56.451	89.281	20.903	87.804	760.007	897.400
	CONSORCIO MINERO CORMIN	53.771	34.141	91.731	9.975	80.268	80.680	55.640	73.040	76.403	10.050	60.043	60.394	686.137	1.042.224
	CIA CONTRACT MIN CANDELARIA	31.356	47.360	31.600	36.450	31.001	47.001	57.440	52.254	37.969	60.906	79.553	94.836	607.726	424.866
	SUMMIT MINERALS	47.022	28.145	5.004	46.372	31.501	35.388	38.527	54.090	37.995	-	-	-	324.043	467.310
	CIA MINERA TECK CARMEN DE AND	30.645	10.366	25.211	8.727	-	30.510	26.511	34.012	35.160	21.464	23.535	28.139	274.280	172.832
	EMPRESA MINERA LOS QUENUALE	21.530	-	22.300	25.150	17.700	23.009	11.783	43.185	6.808	31.414	17.432	27.549	247.860	222.102
	VOLCAN MINERA	6.599	16.758	27.391	33.749	10.042	13.514	30.463	19.960	20.446	10.070	29.950	14.978	233.920	159.272
	XS TRATA PLC	-	22.283	22.021	22.013	27.801	12.041	44.252	11.330	-	-	-	-	161.742	177.380
	VOTORANTIM GROUP	12.807	-	-	26.631	-	11.020	29.820	20.681	-	19.984	16.196	-	137.140	88.013
	GOLD FIELDS LA CIMA	10.045	-	21.645	-	21.624	10.711	-	30.610	5.464	7.077	16.129	12.048	135.352	131.886
	TRAFIGURA	-	-	-	-	-	20.070	52.607	4.997	18.483	-	16.821	11.209	124.187	-
	MINERA DEL PACIFICO	-	-	33.525	-	44.388	-	-	-	-	-	-	-	77.913	24.564
	OTHERS	65.959	42.366	70.711	29.074	76.035	31.930	80.479	36.533	58.422	47.973	106.153	33.302	678.938	1.170.392
Total Concentrates		1.071.819	895.092	1.206.802	1.133.674	1.348.923	1.391.738	1.359.030	1.583.458	1.334.012	1.269.796	1.204.355	1.378.795	15.177.495	14.092.570

* CORMIN Warehouse operated by Trafigura

2.7 WCSA Exports by Commodity & Shipper (Cont.)

Commodity Type	SHIPPER	January 2013 / December 2013												Jan13 / Dec13	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Salt	SOC PUNTA DE LOBOS	433.350	438.678	653.432	230.240	320.157	414.790	400.071	432.918	486.273	562.249	364.895	425.603	5.162.656	4.774.752
	CO MINERA CORDILLERA	170.677	241.890	169.761	39.005	-	35.002	37.502	213.237	36.911	142.035	184.993	271.434	1.542.447	1.368.134
	QUIMPAC	114.146	31.612	-	15.345	-	-	20.003	27.281	-	47.624	-	60.617	316.628	228.163
	OTHERS	-	-	-	-	-	-	-	-	16.000	-	-	-	16.000	-
Total Salt		718.173	712.180	823.193	284.590	320.157	449.792	457.576	673.436	539.184	751.908	549.888	757.654	7.037.731	6.371.049
Wood Chips	FORESTAL COMACO	96.444	84.325	86.382	-	82.662	45.327	61.010	57.095	165.799	-	-	169.024	848.067	752.710
	ASTILLAS EXP	55.594	171.313	50.510	90.965	55.900	54.069	118.338	105.749	-	115.894	-	-	818.332	840.959
	FORESTAL DEL SUR	79.715	-	108.635	96.327	46.088	56.785	-	-	57.646	-	156.928	44.672	646.796	727.124
	FORESTAL ANCHILE	-	51.848	113.887	48.019	-	112.883	-	-	106.486	-	-	110.364	543.487	545.776
	VOLTERRA	51.668	72.611	-	-	46.210	55.387	27.766	57.745	27.793	51.937	51.482	80.553	523.152	368.238
	CONSORCIO MADERERO SAC	91.158	-	45.226	41.478	-	90.920	-	53.542	-	-	98.241	43.297	463.862	552.832
	FORESTAL RIO CALLE CALLE	59.601	56.673	-	-	-	58.035	-	-	-	-	-	55.748	230.057	209.912
	BOSQUES CAUTIN	-	-	-	-	-	45.227	-	47.370	-	-	-	-	92.597	130.561
	FORESTAL ANDES	-	-	-	-	-	-	25.607	-	-	-	-	-	25.607	-
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-	147.127
Total Wood Chips		434.180	436.770	404.640	276.789	230.860	518.633	232.721	321.501	357.724	167.831	306.651	503.657	4.191.957	4.275.240
Phosphoric Rock	CIA MINERA MISKI MAYO	67.387	251.836	303.228	247.885	258.240	251.292	308.024	321.064	251.107	306.242	369.835	377.662	3.313.801	3.213.081
Total Phosphoric Rock		67.387	251.836	303.228	247.885	258.240	251.292	308.024	321.064	251.107	306.242	369.835	377.662	3.313.801	3.213.081
Wood Pulp	CELULOSA ARAUCO	73.065	61.742	108.709	109.190	92.771	167.751	75.283	140.708	48.220	109.659	78.626	109.515	1.175.240	1.328.160
	CMPC	61.749	130.154	69.674	58.237	44.085	61.707	41.151	122.763	114.178	83.705	100.435	105.242	993.080	937.216
	CELLMARK	-	-	-	15.990	-	23.465	14.120	31.970	-	-	-	-	85.546	234.487
	SOC CONTRACT MINERA EL ABRA	-	-	-	-	-	-	514	-	-	-	-	-	514	-
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-	151.787
Total Wood Pulp		134.813	191.897	178.383	183.417	136.856	252.923	131.068	295.441	162.398	193.364	179.061	214.758	2.254.380	2.651.650

2.7 WCSA Exports by Commodity & Shipper (Cont.) *

Commodity Type	SHIPPER	January 2013 / December 2013												Jan13 / Dec13	Jan12 / Dec12
		Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Fertilizers	SQM CHEMIC	92.194	143.693	207.563	123.353	168.516	110.290	177.853	138.844	135.851	152.928	133.270	172.356	1.756.711	1.799.602
	ENAEX EMP NAC EXPLOSIVOS	10.525	11.929	6.516	11.277	8.761	11.528	10.024	14.034	16.038	9.022	16.139	12.831	138.622	171.048
	HEARTYCHEM	-	-	-	-	15.018	-	-	-	-	-	-	-	15.018	-
	SUMMIT MINERALS	-	-	10.501	-	-	-	-	-	-	-	-	-	10.501	-
	OTHERS	-	-	-	-	-	2.712	-	6.000	-	-	-	-	8.712	29.717
Total Fertilizers		102.720	155.622	224.580	134.630	192.295	124.530	187.877	158.877	151.890	161.950	149.408	185.187	1.929.564	2.000.368
Metallic Copper	CODELCO	53.018	10.306	19.011	21.623	7.191	20.444	16.030	18.211	5.075	27.009	22.642	15.780	236.342	185.295
	XS TRATA PLC	14.847	5.839	10.061	30.520	17.552	15.081	9.066	23.674	7.586	-	-	-	134.226	128.053
	MINERA ESCONDIDA	8.819	7.292	23.525	12.341	9.469	20.443	5.540	3.066	2.364	13.269	7.303	8.048	121.477	89.628
	SOC CONTRACT MINERA EL ABRA	7.007	5.155	5.506	4.504	15.561	5.104	2.702	4.204	3.103	3.403	6.305	5.204	67.758	49.161
	MINERA ZALDIVAR	9.944	6.074	3.542	4.859	8.555	5.870	5.846	2.735	2.784	3.264	3.645	1.012	58.128	57.218
	SOUTHERN PERU COPPER	-	-	4.501	5.515	6.083	5.924	1.300	5.901	5.369	5.321	3.761	2.798	46.473	6.403
	MINERA SPENCE	3.852	5.062	2.018	10.400	2.638	4.547	1.007	1.014	1.014	8.926	2.020	2.006	44.503	47.349
	ANGLO AMERICAN	4.039	6.363	2.587	2.122	5.178	3.203	2.107	1.802	-	-	-	-	27.401	52.285
	XSTRATA CANADA CORP	-	-	-	-	-	-	-	-	-	13.763	-	11.026	24.789	-
	MINERA EL TESORO	4.049	1.543	1.041	1.101	3.105	1.004	3.204	1.203	1.602	1.100	1.603	2.605	23.159	12.543
	OTHERS	32.039	8.267	10.005	17.680	9.693	8.802	3.608	5.635	4.761	3.808	4.212	2.705	111.215	90.375
Total Metallic Copper		137.614	55.901	81.797	110.663	85.026	90.422	50.411	67.445	33.657	79.861	51.491	51.183	895.471	718.310
Timber	CELULOSA ARAUCO	22.069	-	38.629	35.212	2.894	34.368	34.215	16.223	26.380	35.902	32.400	40.094	318.385	304.790
	CMPC	12.701	-	19.537	17.984	-	16.385	16.090	7.497	11.544	14.803	12.738	13.042	142.321	123.790
	EXPO FORESTAL	-	-	-	-	51.562	-	-	-	-	-	-	-	51.562	37.906
	MASISA	9.674	-	-	7.949	-	7.909	-	-	-	-	-	9.035	34.566	39.838
	CONSORCIO MADERERO SAC	-	-	-	3.687	-	-	-	-	-	-	-	-	3.687	-
	SAKURAI	-	-	-	616	-	-	-	-	-	-	-	-	616	-
	OTHERS	-	-	-	-	-	-	-	-	-	-	-	-	-	16.082
Total Timber		44.444	-	58.166	65.449	54.456	58.662	50.305	23.719	37.924	50.705	45.138	62.170	551.137	522.405
Total Coal		50.049	33.416	285.613	248.660	135.685	286.307	224.842	280.272	144.202	86.570	348.332	527.486	2.651.435	1.396.602
Total Grains		17.600	29.503	39.846	72.440	39.003	55.522	63.713	48.469	37.134	54.902	12.200	18.387	488.720	398.906
Total Sugar		14.684	-	-	5.504	31.244	2.711	5.445	54.688	30.970	56.047	73.953	68.637	343.884	205.104

* Containerized Metallic Copper is not included

2.7 WCSA Exports by Commodity & Shipper (Cont.)

Commodity Type	January 2013 / December 2013												Jan13 / Dec13	Jan12 / Dec12
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13		
Total Fish Meal	-	-	4.445	1.755	1.463	-	28.448	30.025	11.150	6.836	4.571	-	88.694	274.426
Total Steel (Plates)	-	6.084	-	7.995	1.694	15.053	3.369	1.538	15.297	12.618	10.555	-	74.202	72.198
Total Chemicals	-	-	799	-	-	502	2.357	-	-	-	539	-	4.196	10.587
Total	-	-	-	-	-	-	-	-	-	-	-	-	-	104.065
Total Other Bunks	15.000	39.372	47.154	-	50.578	80.506	9.089	11.762	23.254	5.217	31.508	38.991	352.431	196.052
Total	4.897.210	4.111.190	5.553.380	4.612.976	4.807.847	5.228.763	4.904.646	6.209.148	5.211.154	5.441.755	5.257.238	7.542.031	63.777.337	58.276.349

2.8 Total WCSA by Country

2.8.1 IMPORTS – LAST 12 MONTHS

Country	Chile		Perú		Ecuador		Colombia		Total WCSA	
Commodity Type	Tons	%	Tons	%	Tons	%	Tons	%	Tons	%
Coal	11.246.206	57,2%	616.298	6,7%	30.450	0,7%	-	0,0%	11.892.954	31,0%
Grains	2.982.104	15,2%	4.334.537	46,9%	826.829	18,9%	3.526.572	69,5%	11.670.042	30,4%
Cement	1.720.587	8,7%	1.327.593	14,4%	932.064	21,3%	147.928	2,9%	4.128.172	10,8%
Steel (Plates)	1.315.604	6,7%	1.341.027	14,5%	915.797	20,9%	391.231	7,7%	3.963.659	10,3%
Fertilizers	867.439	4,4%	902.091	9,8%	349.403	8,0%	601.020	11,8%	2.719.953	7,1%
Chemicals	615.211	3,1%	430.006	4,6%	83.420	1,9%	292.812	5,8%	1.421.449	3,7%
Paper	96.323	0,5%	8.731	0,1%	148.181	3,4%	-	0,0%	253.235	0,7%
Concentrates	112.224	0,6%	65.109	0,7%	-	0,0%	10.501	0,2%	187.834	0,5%
Salt	-	0,0%	13.473	0,1%	-	0,0%	59.349	1,2%	72.822	0,2%
Wood Pulp	-	0,0%	-	0,0%	-	0,0%	15.617	0,3%	15.617	0,0%
Other Forest	-	0,0%	1.190	0,0%	-	0,0%	-	0,0%	1.190	0,0%
Other Bulks	720.743	3,7%	208.991	2,3%	1.087.499	24,9%	26.978	0,5%	2.044.210	5,3%
Total	19.676.439	100%	9.249.046	100%	4.373.643	100%	5.072.009	100%	38.371.137	100%
Share	51,3%		24,1%		11,4%		13,2%		100,0%	

2.8.2 EXPORTS – LAST 12 MONTHS

Country	Chile		Perú		Ecuador		Colombia		Total WCSA	
Commodity Type	Tons	%	Tons	%	Tons	%	Tons	%	Tons	%
Iron Ore	11.869.013	30,4%	9.779.783	51,8%	-	0,0%	-	0,0%	21.648.796	36,5%
Concentrates	7.686.857	19,7%	5.211.185	27,6%	-	0,0%	-	0,0%	12.898.042	21,7%
Salt	8.435.503	21,6%	324.676	1,7%	-	0,0%	-	0,0%	8.760.179	14,8%
Wood Chips	4.572.031	11,7%	-	0,0%	40.868	35,3%	-	0,0%	4.612.899	7,8%
Phosphoric Rock	-	0,0%	2.832.178	15,0%	-	0,0%	-	0,0%	2.832.178	4,8%
Wood Pulp	2.573.681	6,6%	-	0,0%	-	0,0%	-	0,0%	2.573.681	4,3%
Fertilizers	1.823.585	4,7%	-	0,0%	-	0,0%	-	0,0%	1.823.585	3,1%
Coal	-	0,0%	181.761	1,0%	-	0,0%	1.168.371	86,1%	1.350.133	2,3%
Metallic Copper	718.938	1,8%	16.146	0,1%	-	0,0%	-	0,0%	735.084	1,2%
Timber	607.288	1,6%	-	0,0%	38.752	33,5%	-	0,0%	646.039	1,1%
Grains	436.064	1,1%	4.415	0,0%	17.804	15,4%	-	0,0%	458.283	0,8%
Sugar	6.258	0,0%	67.152	0,4%	18.214	15,8%	155.526	11,5%	247.151	0,4%
Fish Meal	12.188	0,0%	224.894	1,2%	-	0,0%	-	0,0%	237.081	0,4%
Cement	-	0,0%	212.129	1,1%	-	0,0%	-	0,0%	212.129	0,4%
Steel (Plates)	119.450	0,3%	37.513	0,2%	-	0,0%	-	0,0%	156.963	0,3%
Other Bulks	153.306	0,4%	3.542	0,0%	-	0,0%	32.782	2,4%	189.631	0,3%
Total	39.017.129	100%	18.895.374	100%	115.637	100%	1.356.680	100%	59.384.821	100%
Share	65,7%		31,8%		0,2%		2,3%		100,0%	

2.9 Total WCSA by Commodity & Country

2.9.1 IMPORTS – LAST 12 MONTHS

Commodity Type	Commodity	Last 12 Months				Jan13 / Dec13	%
		Chile	Perú	Ecuador	Colombia		
Coal	HULLAS, ANTRACITAS; BRIQUETAS, OVOIDES, ETC	6.377.528	485.869	-	-	6.863.397	
	COQUES Y SEMICOQUES DE HULLA, DE LIGNITO, DE TURBA	4.543.973	98.499	30.450	-	4.672.922	
	BETUN DE PETROLEO, COQUE DE PETROLEO	257.141	31.930	-	-	289.071	
	DOLOMITA	67.564	-	-	-	67.564	
Total Coal		11.246.206	616.298	30.450	-	11.892.954	31,0%
Grains	MAIZ	1.089.786	1.775.304	-	1.679.839	4.544.929	
	TRIGO Y MOSCAJO	832.303	1.749.913	826.829	814.010	4.223.055	
	TORTAS Y DEMAS RESIDUOS SOLIDOS DE SOYA	400.588	448.197	-	452.029	1.300.813	
	SORGO PARA GRANO	277.815	16.000	-	261.843	555.659	
	HABAS DE SOYA, INCLUSO QUEBRANTADAS	31.105	43.926	-	209.531	284.562	
	HARINA DE SEMILLAS Y FRUTOS OLEAGINOSOS: DE SOYA	83.030	111.304	-	-	194.334	
	MALTA, INCLUSO TOSTADA	99.212	46.984	-	-	146.196	
	CEBADA	21.467	100.012	-	-	121.479	
	SALVADOS, MOYUELOS Y RESIDUOS DE MOLIENDA DE GRANO	73.134	3.248	-	-	76.382	
	TORTAS Y DEMAS RESIDUOS SOLIDOS DE OTROS VEGETALES	13.297	841	-	43.148	57.286	
	RESIDUOS DE ALMIDON, PULPA DE REMOLACHA, ETC	18.288	3.291	-	27.933	49.513	
	OTHERS	42.078	35.518	-	38.240	115.835	
Total Grains		2.982.104	4.334.537	826.829	3.526.572	11.670.042	30,4%
Cement	CEMENTO HIDRAULICO, CEMENTO S/PULVERIZAR O CLINCA	1.643.667	834.565	-	41.217	2.519.449	
	CEMENTO, MORTERO, HORMIGON, Y OTROS REFRACTARIOS	-	493.029	932.064	-	1.425.092	
	YESO NATURAL ANHIDRITA, YESOS CALCINADOS	35.002	-	-	105.000	140.002	
	CASTINAS: PIEDRAS PARA FABRICAR CAL O CEMENTO	41.918	-	-	-	41.918	
	CAOLIN Y DEMAS ARCILLAS CAOLINICAS	-	-	-	1.711	1.711	
	OTHERS	-	-	-	-	-	
Total Cement		1.720.587	1.327.593	932.064	147.928	4.128.172	10,8%
Steel (Plates)	PRODUCTO LAMINADO CALIENTE HIERRO ACERO ANCH>600MM	271.556	248.505	457.430	70.879	1.048.369	
	BARRAS HIERRO ACERO S/ALEAR, LAMINADAS EN CALIENTE	92.873	198.139	13.512	-	304.524	
	PRODUCTO LAMINADO EN FRIO HIERRO ACERO, ANCH>600MM	33.269	98.869	-	167.765	299.903	
	ALAMBRO DE ACERO INOXIDABLE	5.883	98.122	156.250	-	260.255	
	BARRAS, PERFILES DE ACEROS ALEADOS; BARRAS HUECAS	57.353	88.239	111.692	-	257.285	
	PRODUCTO LAMINADO REVESTIDO HIERRO ACERO ANCH>600MM	209.955	23.162	-	13.469	246.586	
	DESPERDICIOS DE FUNDICION DE HIERRO, CHATARRA	847	159.360	-	-	160.207	
	PRODUCTOS LAMINADOS ACERO INOX. ANCHO > 600MM	61.945	75.958	-	-	137.903	
	SEMIPRODUCTOS DE HIERRO O ACERO S/ALEAR	26.797	76.398	-	31.830	135.024	
	BARRAS Y PERFILES DE ACERO INOXIDABLE	27.144	87.447	-	18.021	132.612	
	TUBOS, PERFILES HUECOS DE FUNDICION, HIERRO ACERO	-	8.830	117.104	-	125.934	
	OTHERS	527.982	178.000	59.808	89.267	855.057	
Total Steel (Plates)		1.315.604	1.341.027	915.797	391.231	3.963.659	10,3%

2.9 Total WCSA by Commodity & Country (Cont.)

2.9.2 IMPORTS – LAST 12 MONTHS

Commodity Type	Commodity	Last 12 Months				Jan13 / Dec13	%
		Chile	Perú	Ecuador	Colombia		
Fertilizers	ABONOS NITROGENADOS: UREA; SULFATO, NITRATO AMONIO	558.801	774.135	26.160	334.465	1.693.561	
	ABONOS POTASICOS: CLORURO O SULFATO DE POTASIO	46.569	82.310	323.243	111.965	564.086	
	ABONOS C/NITROGENO, FOSFORO Y POTASIO; ETC	177.200	10.175	-	154.591	341.966	
	ABONOS FOSFATADOS: SUPERFOSFATOS, ETC	84.350	20.757	-	-	105.108	
	OTHERS	519	14.713	-	-	15.232	
Total Fertilizers		867.439	902.091	349.403	601.020	2.719.953	7,1%
Chemicals	CARBONATOS, PERCARBONATOS; CENIZAS DE SODA	335.297	3.003	-	-	338.300	
	SULFATOS DE SODIO, DISODICO	46.342	63.336	-	149.696	259.374	
	CARBONATO DE SODIO	9.891	68.939	-	112.390	191.220	
	FOSFITOS, HIPOFOSFITOS, FOSFATOS, TRIPOLIFOSFATOS	15.100	162.899	-	7.123	185.122	
	PREP. QUIMICOS DIVERSOS: CORRECTOR DE ESCRITOS ETC	59.656	-	52.733	1.200	113.589	
	FOSFATO DE CALCIO, APATITA, FOSFATOS ALUMINOCALCIC	12.100	77.360	-	-	89.460	
	SULFATO DE MAGNESIO, COBRE; PEROXOSULFATOS	71.892	-	-	4.212	76.104	
	CARBONATO DE CALCIO	-	45.493	-	-	45.493	
	HIDROXIDO DE SODIO SOLIDO, SODA CAUSTICA	-	-	30.687	14.593	45.280	
	AC. SULFURICO PARA BATERIAS: OLEUM	29.352	-	-	-	29.352	
	OTHERS	35.580	8.976	-	3.598	48.154	
Total Chemicals		615.211	430.006	83.420	292.812	1.421.449	3,7%
Paper	PAPEL Y CARTON KRAFT, PARA CUBIERTAS, PARA SACOS	78.468	6.840	136.737	-	222.044	
	PAPEL Y CARTON ESTUCADO, SOLO C/CAOLIN	7.493	-	-	-	7.493	
	DEMAS PAPEL O CARTON; PAPEL ADHESIVO, BANDEJAS ETC	-	-	5.891	-	5.891	
	DESPERDICIOS O DESECHOS DE PAPEL O CARTON	-	-	5.554	-	5.554	
	OTHERS	10.362	1.892	-	-	12.254	
Total Paper		96.323	8.731	148.181	-	253.235	0,7%
Concentrates	MINERAL DE COBRE Y CONCENT.	112.224	20.856	-	-	133.080	
	OTHERS	-	44.253	-	10.501	54.754	
Total Concentrates		112.224	65.109	-	10.501	187.834	0,5%
Salt	SAL, CLORURO DE SODIO, SAL GEMA, DE SALINAS, ETC	-	13.473	-	59.349	72.822	
Total Salt		-	13.473	-	59.349	72.822	0,2%
Wood Pulp	CELULOSA Y DERIV.: ACETATO, NITRATO, ETER, CELOFAN	-	-	-	15.617	15.617	
Total Wood Pulp		-	-	-	15.617	15.617	0,0%
Other Forest	MADERA EN BRUTO, INCLUSO DESCORTEZADA, ESCUADRADA	-	626	-	-	626	
	TABLEROS DE PARTICULAS DE MADERA, INC. AGLOMERADO	-	563	-	-	563	
Total Other Forest		-	1.190	-	-	1.190	0,0%
Other Bults	PREP. PARA ALIMENTACION DE ANIMALES	289.752	9.486	618.866	-	918.105	
	OTRAS MATERIAS MINERALES, TIERRAS COLORANTES, ETC	-	-	296.273	-	296.273	
	AZUCAR DE CANA O DE REMOLACHA EN ESTADO SOLIDO	182.180	638	-	6.650	189.468	
	MEZCLAS BITUMINOSAS A BASE ASFALTO O DE BREA	-	-	171.843	-	171.843	
	GRANALLAS Y POLVO DE FUNDICION DE HIERRO O ACERO	602	132.117	-	-	132.719	
	AZUFRE EN BRUTO, S/REFINAR	108.228	2.988	-	16.600	127.815	
	PIEDRA DE TALLA O CONSTRUC. Y MANUF.: CUBOS, DADOS	92.762	-	-	-	92.762	
	CANTOS, GRAVA, PIEDRAS TRITURADAS, MACADAM	-	29.702	-	-	29.702	
	ESCORIAS GRANULADAS DE LA SIDERURGIA	-	18.000	-	-	18.000	
	MARMOL, TRAVERTINOS, PIEDRAS CALIZAS, ALABASTRO	17.973	-	-	-	17.973	
	OTHERS	29.247	16.059	517	3.728	49.551	
Total Other Bults		720.743	208.991	1.087.499	26.978	2.044.210	5,3%
Total Imports		19.676.439	9.249.046	4.373.643	5.072.009	38.371.137	100%

2.9 Total WCSA by Commodity & Country

2.9.2 EXPORTS – LAST 12 MONTHS

Commodity Type	Commodity	Last 12 Months				Jan13 / Dec13	%
		Chile	Perú	Ecuador	Colombia		
Iron Ore	MINERAL DE HIERRO CONCENT. FINO, GRANZAS, ETC	5.463.928	1.163.326	-	-	6.627.254	
	MINERAL DE HIERRO Y CONCENT., INCLUSO PIRITAS	3.902.572	2.715.331	-	-	6.617.904	
	MINERAL DE HIERRO CONCENT. S/AGLOMERAR	2.213.146	3.251.778	-	-	5.464.925	
	MINERAL DE HIERRO CONCENT., PELLETS	1.317.639	3.959.428	-	-	5.277.067	
	MINERAL DE HIERRO CONCENT. AGLOMERADO	435.090	-	-	-	435.090	
Total Iron Ore		13.332.376	11.089.863	-	-	24.422.239	38,3%
Concentrates	MINERAL DE COBRE Y CONCENT.	8.818.672	3.691.141	-	-	12.509.813	
	MINERAL DE CINC, ZINC Y CONCENT.	545.718	1.670.077	-	-	2.215.795	
	MINERAL DE PLOMO Y CONCENT.	57.877	323.617	-	-	381.494	
	MINERAL DE METALES PRECIOSOS Y CONCENT.	39.007	26.518	-	-	65.524	
	MATAS Y COBRE DE CEMENTACION	4.868	-	-	-	4.868	
Total Concentrates		9.466.141	5.711.354	-	-	15.177.495	23,8%
Salt	SAL, CLORURO DE SODIO, SAL GEMA, DE SALINAS, ETC	6.721.103	316.628	-	-	7.037.731	
Total Salt		6.721.103	316.628	-	-	7.037.731	11,0%
Wood Chips	LENA, MADERA EN PARTICULAS, ASERRIN, DESECHOS, ETC	4.191.957	-	-	-	4.191.957	
Total Wood Chips		4.191.957	-	-	-	4.191.957	6,6%
Phosphoric Rock	FOSFATO DE CALCIO, APATITA, FOSFATOS ALUMINOCALCIC	-	3.313.801	-	-	3.313.801	
Total Phosphoric Rock		-	3.313.801	-	-	3.313.801	5,2%
Coal	COQUES Y SEMICOQUES DE HULLA, DE LIGNITO, DE TURBA	377.794	-	-	979.326	1.357.119	
	HULLAS, ANTRACITAS; BRIQUETAS, OVOIDES, ETC	1.008.133	84.131	-	202.052	1.294.316	
Total Coal		1.385.927	84.131	-	1.181.378	2.651.435	4,2%
Wood Pulp	PASTA QUIMICA DE MADERA A LA SOSA O AL SULFATO	2.254.380	-	-	-	2.254.380	
Total Wood Pulp		2.254.380	-	-	-	2.254.380	3,5%
Fertilizers	ABONOS POTASICOS: CLORURO O SULFATO DE POTASIO	1.186.701	-	-	-	1.186.701	
	NITRITOS Y NITRATOS	308.174	-	-	-	308.174	
	ABONOS NITROGENADOS: UREA; SULFATO, NITRATO AMONIO	242.457	-	-	-	242.457	
	ABONOS C/NITROGENO, FOSFORO Y POTASIO; ETC	153.857	-	-	-	153.857	
	SALITRE, NITRATO SODICO - POTASICO	27.873	-	-	-	27.873	
	OTHERS	10.501	-	-	-	10.501	
Total Fertilizers		1.929.564	-	-	-	1.929.564	3,0%
Metallic Copper	CATODOS Y SECCIONES DE CATODOS DE COBRE	660.303	23.150	-	-	683.452	
	COBRE S/REFINAR: ANODOS DE COBRE ELECTROLITICO	90.053	-	-	-	90.053	
	COBRE REFINADO Y SUS ALEACIONES	37.675	23.323	-	-	60.997	
	COBRE PARA EL AFINO	29.287	-	-	-	29.287	
	LOS DEMAS COBRES S/REFINAR	15.849	-	-	-	15.849	
	MATAS DE COBRE	15.833	-	-	-	15.833	
Total Metallic Copper		848.999	46.473	-	-	895.471	1,4%

2.9 Total WCSA by Commodity & Country (Cont.)

2.9.2 EXPORTS – LAST 12 MONTHS

Commodity Type	Commodity	Last 12 Months				Jan13 / Dec13	%
		Chile	Perú	Ecuador	Colombia		
Timber	MADERA ASERRADA O DESBASTADA, ESPESOR MAS DE 6 MM	463.862	-	51.562	-	515.424	
	TABLEROS DE FIBRA DE MADERA, INC. AGLOMERADOS	34.566	-	-	-	34.566	
	MADERA EN BRUTO, INCLUSO DESCORTEZADA, ESCUADRADA	1.147	-	-	-	1.147	
Total Timber		499.575	-	51.562	-	551.137	0,9%
Grains	TORTAS Y DEMAS RESIDUOS SOLIDOS DE SOYA	169.003	25.959	-	-	194.962	
	HABAS DE SOYA, INCLUSO QUEBRANTADAS	51.977	63.459	-	-	115.437	
	TORTAS Y DEMAS RESIDUOS SOLIDOS DE OTROS VEGETALES	7.088	4.950	29.108	-	41.146	
	MALTA, INCLUSO TOSTADA	27.200	-	-	-	27.200	
	AVENA	24.959	-	-	-	24.959	
	GRANOS Y GERME DE CEREALES; MONDADOS, APLASTADOS	18.458	-	-	-	18.458	
	ARROZ	-	16.954	1.502	-	18.456	
	LEGUMBRES SECAS DESVAINADAS INCLUSO MONDADAS	12.100	-	-	-	12.100	
	CEBADA	11.000	-	-	-	11.000	
	OTHERS	12.162	12.840	-	-	25.002	
Total Grains		333.948	124.162	30.610	-	488.720	0,8%
Sugar	AZUCAR DE CANA O DE REMOLACHA EN ESTADO SOLIDO	-	113.664	11.312	218.909	343.884	
Total Sugar		-	113.664	11.312	218.909	343.884	0,5%
Fish Meal	HARINA DE PESCADO PARA ALIMENTO ANIMAL	6.537	82.157	-	-	88.694	
Total Fish Meal		6.537	82.157	-	-	88.694	0,1%
Steel (Plates)	BARRAS Y PERFILES DE ACERO INOXIDABLE	998	16.180	-	-	17.178	
	PRODUCTO LAMINADO CALIENTE HIERRO ACERO ANCH>600MM	5.022	10.555	-	-	15.577	
	LAS DEMAS MANUF. DE HIERRO O ACERO	12.450	-	-	-	12.450	
	BARRAS, PERFILES DE ACEROS ALEADOS; BARRAS HUECAS	-	7.841	719	-	8.560	
	HIERRO Y ACERO S/ALEAR, EN LINGOTES U OTRAS FORMAS	6.868	-	-	-	6.868	
	OTHERS	7.486	6.084	-	-	13.570	
Total Steel (Plates)		32.823	40.660	719	-	74.202	0,1%
Cement	PIGMENTOS OPACIFICANTES, PREP. VITRIFICABLES						
Total Cement							
Chemicals	PIGMENTOS OPACIFICANTES, PREP. VITRIFICABLES	1.854	-	-	-	1.854	
	CARBONATO DE LITIO	1.338	-	-	-	1.338	
	OTHERS	503	502	-	-	1.004	
Total Chemicals		3.695	502	-	-	4.196	0,007%
Other Bults	DESPERDICIOS DE FUNDICION DE HIERRO, CHATARRA	42.845	90.850	-	-	133.695	
	BETUN DE PETROLEO, COQUE DE PETROLEO	80.973	-	-	-	80.973	
	EXPLOSIVOS PREP.	23.254	-	-	-	23.254	
	BORATOS, PERBORATOS, PEROXOBORATOS	21.881	-	-	-	21.881	
	CARBON O MATERIA MINERAL ACTIVADOS; NEGRO ANIMAL	-	-	-	20.000	20.000	
	CINC, ZINC EN BRUTO; S/ALEAR, O SUS ALEACIONES	15.282	-	-	-	15.282	
	SALES E HIDROXIDOS DE AMONIO: LECITINA, COLINA	15.000	-	-	-	15.000	
	BORAX, BORATOS NATURALES; A.C. BORICO NATURAL	12.819	-	-	-	12.819	
	OTHERS	26.979	-	2.548	-	29.527	
Total Other Bults		239.033	90.850	2.548	20.000	352.431	0,6%
Total Exports		41.246.057	21.014.243	96.751	1.420.286	63.777.337	100%

2.10 Total WCSA Last Years

TYPE	Commodity Type	2007	2008	2009	2010	2011	2012	2013	TOTAL
Impo	Grains	10.804.952	10.277.465	10.748.721	11.375.868	12.050.739	12.445.366	11.670.042	79.373.153
	Coal	7.064.686	7.450.827	6.704.103	8.192.565	10.575.096	11.210.530	11.892.954	63.090.761
	Steel (Plates)	2.226.711	3.303.909	1.802.955	3.331.983	2.990.071	3.878.524	3.963.659	21.497.811
	Fertilizers	2.386.960	2.124.264	2.498.794	2.748.856	3.151.087	3.135.112	2.719.953	18.765.026
	Cement	1.110.961	1.070.366	1.385.660	1.987.838	3.042.137	3.666.051	4.128.172	16.391.185
	Chemicals	887.400	956.112	732.660	1.010.013	1.004.323	1.207.672	1.421.449	7.219.629
	Other Forest	644.816	58.297	57.198	17.289	14.252	1.084	1.190	794.124
	Other Bulks	2.131.677	963.983	908.417	1.146.316	1.656.102	2.444.328	2.573.718	11.824.541
Total Impo		27.258.162	26.205.222	24.838.507	29.810.728	34.483.806	37.988.667	38.371.137	218.956.230
Expo	Iron Ore	12.905.638	11.571.891	15.970.390	18.079.355	20.220.372	21.773.736	24.422.239	124.943.620
	Concentrates	11.884.158	13.417.200	13.524.872	12.885.480	12.545.295	14.092.570	15.177.495	93.527.070
	Salt	2.435.522	4.713.498	5.845.653	8.037.653	9.452.747	6.371.049	7.037.731	43.893.853
	Wood Chips	3.078.240	3.610.827	3.668.612	4.534.939	4.869.119	4.275.240	4.191.957	28.228.935
	Wood Pulp	2.975.185	3.004.642	3.010.385	2.369.713	2.475.350	2.651.650	2.254.380	18.741.305
	Fertilizers	1.046.774	918.237	1.061.794	1.873.075	1.823.257	2.000.368	1.929.564	10.653.069
	Metallic Copper	1.781.723	1.248.464	1.387.814	1.081.353	779.128	718.310	895.471	7.892.264
	Phosphoric Rock				542.871	2.189.448	3.213.081	3.313.801	9.259.201
	Timber	1.640.125	981.009	731.870	703.871	699.211	522.405	551.137	5.829.627
	Other Bulks	2.583.314	2.151.099	2.628.586	2.492.010	2.764.924	2.657.939	4.003.562	19.281.435
Total Expo		40.330.679	41.616.868	47.829.977	52.600.319	57.818.852	58.276.349	63.777.337	362.250.380

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