



 **saam**®







SAAM AT A GLANCE



Port Terminals



Towage



Logistics – Hectares of Support
and Warehouse Areas

We are leaders in the Towage market in America, one of the major port operators in South America and one of the services company for foreign trade with the widest regional scope. We have over ten thousand workers and are present in 84 ports, in 15 countries in the Americas.

BUSINESS AREAS

Port Terminals

SAAM operates in the major Chilean ports and has port terminals in Guayaquil – Ecuador, Mazatlan – Mexico, Port Everglades – U.S.A., Cartagena de Indias – Colombia and Arequipa – Peru. Terminals perform all operations regarding cargo transfer, to and from ships, and for all kinds of cargo, including: containers, bulk cargo, and project cargo.

Towage

SAAM offers support services for ships, such as mooring and casting-off, assistance, salvage, towage, ferries, boats and others, both in port and off-shore services in the major ports in Chile, Mexico, Peru, Brazil, Uruguay, Ecuador, Guatemala, Costa Rica, Honduras, Canada and Panama.

(*) Figures correspond to 2015 Consolidated Companies + Affiliates at their proportional value.

Revenues
US\$749 millions

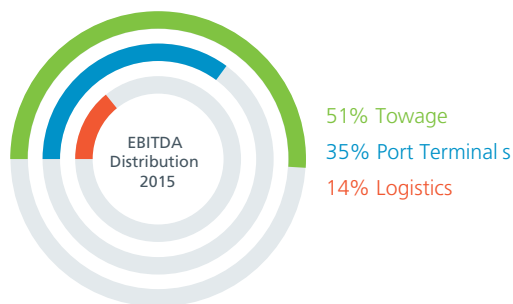
Earnings
US\$68,9 millions

EBITDA
US\$203 millions



SAAM / At the service of foreign trade

SAAM Business Areas' participation



Logistics

Services are provided in three major areas: services to shipping and airline companies, contract logistics and special services. Services provided to shipping and airline companies include: maritime and air agency services, container depots and workshops, and services to airplanes and passengers. Contract logistics seeks to provide a comprehensive service to the entire supply chain of cargo business for importers and exporters. Special services provide selling and leasing services for containers and modules, connection and disconnection of flexibles and discharge of hydrocarbons, storage for liquids, and services for the timber industry (chips and cellulose).

(*) Figures correspond to 100% Consolidated companies and affiliates 2015.

Tons Transferred
31,6 millions

Total tugmoves
115,456

Workers
10,527

PORT TERMINALS

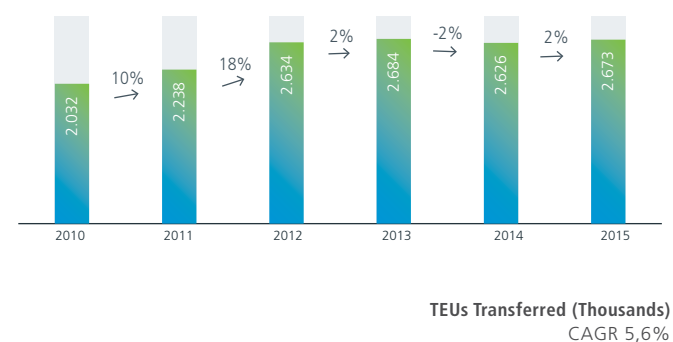
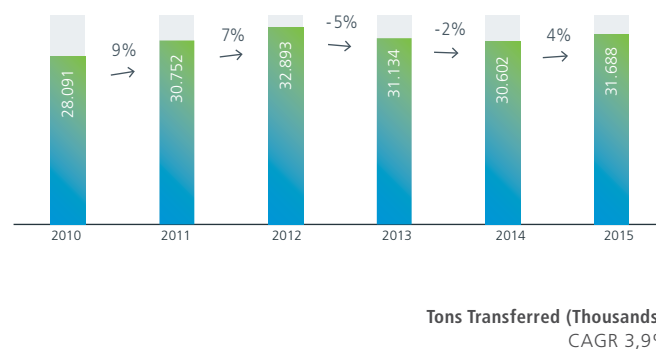
SAAM, through its subsidiary SAAM Puertos S.A., in addition to its presence in the major terminals in Chile, also has participation in the ports of Guayaquil – Ecuador, Mazatlán – Mexico, Port Everglades – U.S.A., Arequipa – Peru and Cartagena de Indias – Colombia, and at present it is one of the leading operators in South America.

These terminals perform all kinds of cargo transfer operations (containers, bulk cargo, breakbulk cargo and project cargo), cargo storage, empty containers, and complementary logistics services, such as: consolidation and deconsolidation of containers, lashing and releasing, load capacity and inspection, both during embarkation and disembarkation from the ship.

On November 18, 2015, through Tramarsa, SAAM added to its business portfolio 35% of Terminal Internacional del Sur S.A. (TISUR), a 30 year port concession (1999-2029) for the operation of port Matarani (Arequipa, Peru), located 1,000 Km south of Callao. TISUR has two docks totaling 848 meters, where all kinds of cargo are transferred, and which have specialized equipment for the transport of solid bulk such as fertilizers, cereals, minerals, coal, Clinker, and industrial salt, among others.

Also, during 2015, the 15 years anniversary of the concession of terminals in Iquique, San Vicente and San Antonio were celebrated, the latter consolidating as the leading port in container mobilization in the country, being the first to reach 10 million TEUs transferred. Furthermore, the concession contract for Florida International Terminal, in the United States, was extended for 10 years with two additional extension options of +5 years each.

Evolution of tons and TEUs transferred

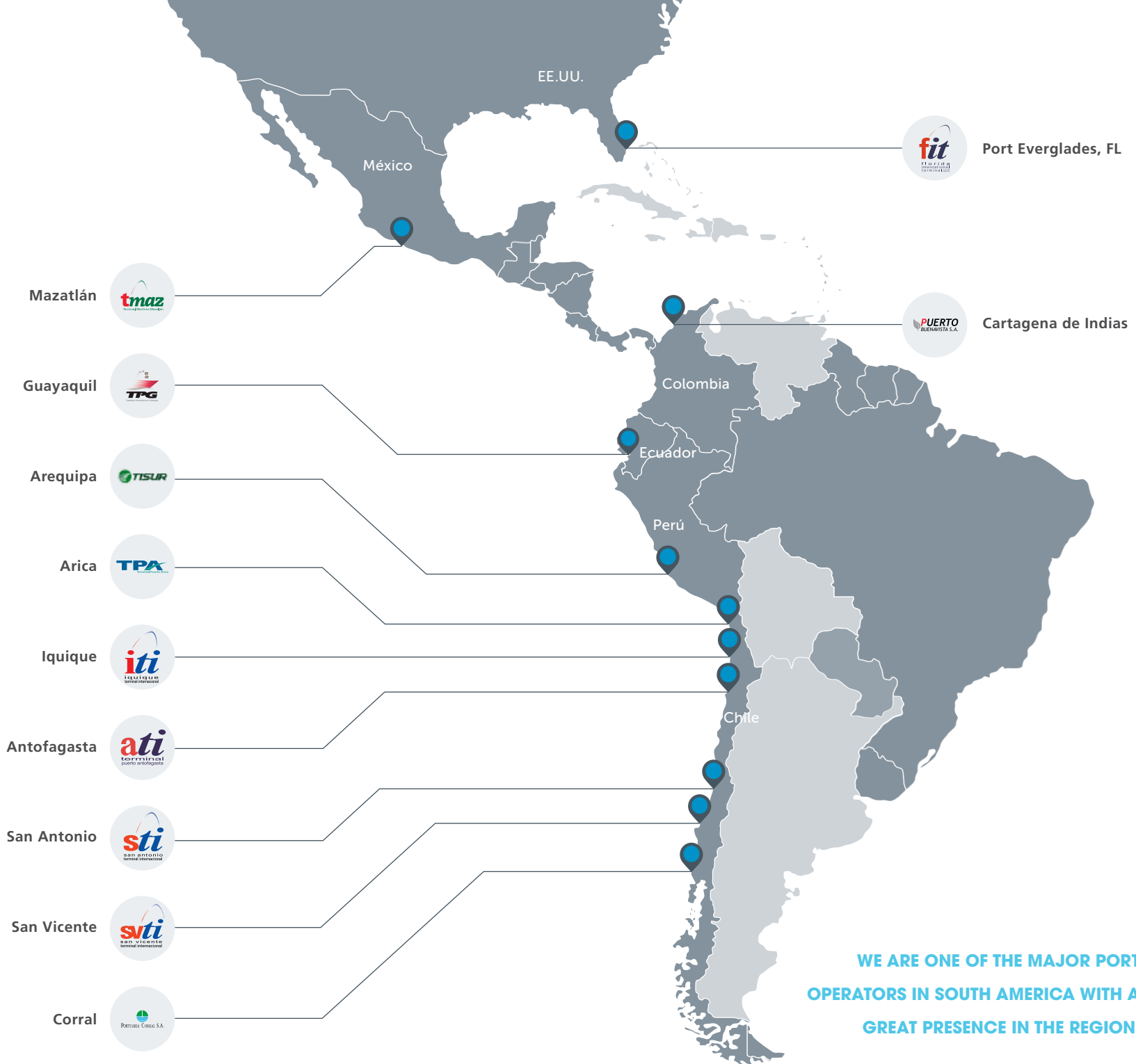


RELEVANT MILESTONES



- Incorporation of Terminal Internacional del Sur, the second largest port in Peru, to the business portfolio.
- Ten-year extension of the concession for Florida International Terminal (FIT) in Port Everglades, United States.





WE ARE ONE OF THE MAJOR PORT OPERATORS IN SOUTH AMERICA WITH A GREAT PRESENCE IN THE REGION.

TERMINALS IN CHILE



www.tpa.cl

Terminal Puerto Arica

Main features	
Volume transferred 2015	3,068,332 tons 229,373 TEUs
N° of Docks	5
Dock Length	1,130 mts.
Draught	12,5 mts.
Support areas	24,9 ha
Concession ends	2034
Extension option	Extended
SAAM ownership	15%



www.iti.cl

Iquique Terminal Internacional

Main features	
Volume transferred 2015	2,061,602 tons 227,530 TEUs
N° of Docks	2
Dock Length	624 mts.
Draught	11,4 mts.
Support areas	13,5 ha
Concession ends	2030
Extension option	Extended
SAAM ownership	85%



www.atiport.cl

Antofagasta Terminal Internacional

Main features	
Volume transferred 2015	2,272,177 tons 71,795 TEUs
N° of Docks	3
Dock Length	575 mts.
Draught	12 mts.
Support areas	15,7 ha
Concession ends	2033
Extension option	Extended
SAAM ownership	35%

INTERNATIONAL TERMINALS



www.stiport.cl

San Antonio Terminal
Internacional

Main features	
Volume transferred 2015	12,909,377 tons 1,166,896 TEUs
N° of Docks	3
Dock Length	800 mts.
Draught	13,5 mts.
Support areas	30,5 ha
Concession ends	2024
Extension option	+5 años
SAAM ownership	50%



www.svti.cl

San Vicente Terminal
Internacional

Main features	
Volume transferred 2015	5,515,473 tons 456,156 TEUs
N° of Docks	3
Dock Length	600 mts.
Draught	12,1 mts.
Support areas	40,9 ha
Concession ends	2029
Extension option	Extended
SAAM ownership	50%



www.portuariacorral.cl

Portuaria
Corral

Main features	
Volume transferred 2015	622,759 tons
N° of Docks	1
Dock Length	146 mts.
Draught	12,2 mts.
Support areas	7,4 ha
Concession ends	2033
Extension option	Private
SAAM ownership	50%

INTERNATIONAL TERMINALS



www.fitpev.com

Florida International Terminal

Main features	
Volume transferred 2015	1,108,959 tons 164,546 TEUs
N° of Docks	6 (uso público)
Dock Length	1,370 mts.
Draught	13,4 mts.
Support areas	16,6 ha
Concession ends	2025
Extension option	+5+5 years
SAAM ownership	70%



www.tmaz.com.mx

Terminal Marítima Mazatlán

Main features	
Volume transferred 2015	677,199 tons 35,918 TEUs
N° of Docks	6
Dock Length	1,300 mts.
Draught	11 mts.
Support areas	15,2 ha
Concession ends	2032
Extension option	+12 years
SAAM ownership	100%

**WE ARE ONE OF THE
MAJOR PORT OPERATORS
IN SOUTH AMERICA.**

INTERNATIONAL TERMINALS



PUERTO
BUENAVISTA S.A.

Puerto
Buenavista

Main features	
Volume transferred 2015	296,244 tons
N° of Docks	1
Docks Length	211 mts.
Draught	7 mts.
Support areas	6 ha
Concession ends	Private
SAAM ownership	50%



TPG
Terminal Portuario Guayaquil

www.tpg.com.ec

Terminal Portuario
Guayaquil

Main features	
Volume transferred 2015	2,275,462 tons
	302,783 TEUs
N° of Docks	2
Dock Length	360 mts.
Draught	12 mts.
Support areas	11 ha
Concession ends	2046
Extension option	Extended
SAAM ownership	100%



TISUR

www.tisur.com.pe

Terminal Internacional
del Sur

Main features	
Volume transferred 2015	899,411 tons
	3,680 TEUs
N° of Docks	2
Dock Length	848 mts.
Draught	15 mts.
Support areas	160 ha
Concession ends	2029
Extension option	Extended
SAAM ownership	35%

(*) volume transferred considers only the months of November and December of 2015

TOWAGE

SAAM is the fourth global tugboat operator and leader in the provision of services in Latin America, with 188 units, including 8 under construction, with a presence in the major ports of Canada, Mexico, Guatemala, Honduras, Costa Rica, Panama, Ecuador, Peru, Brazil, Uruguay and Chile. It provides ships with the traditional services of mooring and casting off, assistance, salvage and towage, as well as specialized services to ships in off-shore terminals and services of positioning and anchoring oil and gas rigs. With 71% of its fleet being azimuthal, thus providing superior maneuverability, safety and speed in their operations, SAAM operates in over 70 ports in the Americas, being leader in most of the markets where it provides services.

Additional Services

Motor Boats and Pilotage

The Company assists maritime authorities by transporting pilots to the vessels, services it provides in Chile, Peru, and Costa Rica. SAAM has 25 motor boats, mainly located in Peru.

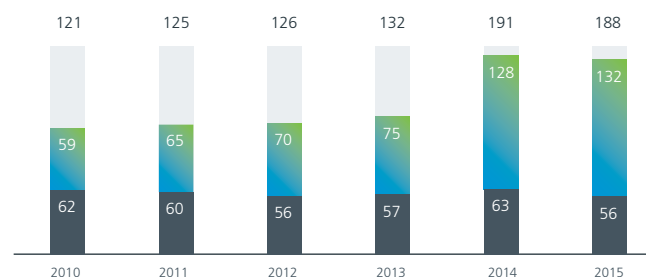
Ferries

In Punta Arenas, SAAM provides ferry services in the Strait of Magellan, fjords and channels in Patagonia. Furthermore, it has three catamarans in Argentina that operate the far end of the continent.

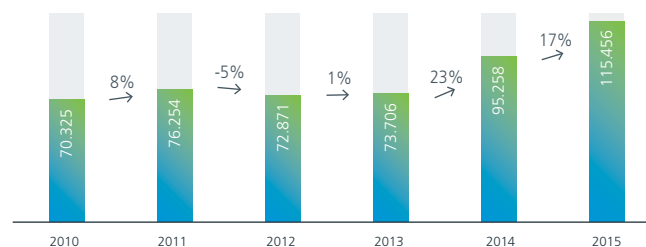
River Transport

SAAM developed a river transport logistics, both for coastal freight and traffic, in Chile and Uruguay, mainly mobilizing wood chips and grains such as rice, wheat soy and by-products.

Tugboats Fleet



Evolution of Tugmoves



RELEVANT MILESTONES



- **Renewal of towage contracts in Mexico: in the ports of Lázaro Cárdenas, Veracruz and Altamira.**

- **First anniversary of Towage Joint Venture with Boskalis, consolidating work teams and surpassing expected synergies.**





SAAM IS LEADER IN THE PROVISION OF TOWAGE SERVICES IN AMERICA, AND FOURTH TOWAGE OPERATOR WORLDWIDE. IT IS PRESENT IN OVER 70 PORTS IN THE MAIN TERMINALS OF THE REGION.

CANADÁ

- Squamish
- Port Mellon
- Vancouver
- New Westminster
- Stewart
- Prince Rupert
- Kitimat

MÉXICO

- Lázaro Cárdenas
- Veracruz
- Altamira
- Tampico
- Tuxpan
- Ciudad del Carmen

GUATEMALA

- Puerto Quetzal

COSTA RICA

- Punta Morales
- Puerto Caldera

HONDURAS

- Omoa
- Tela
- Puerto Cortés

BRASIL

- Santana
- Santarém
- São Luis (Itaqui)
- Suape
- Salvador de Bahía
- Terminal de Regasificación de Bahía (TRBA) - LNG
- Vitória
- Angra dos Reis
- Sepetiba (Itaguaí)
- Santos
- Paranaguá
- Itajaí
- Río Grande

CHILE

- Arica
- Iquique
- Patillos
- Mejillones
- Antofagasta
- Chañaral
- Huasco
- Coquimbo
- Quintero
- Valparaíso
- San Antonio
- San Vicente
- Lirquén
- Talcahuano
- Coronel
- Puerto Montt
- Puerto Chacabuco
- Punta Arenas

PANAMÁ

- Melones
- Chiriquí Grande
- Colón
- PSA & Rodman
- Bahía Las Minas
- Balboa
- Taboguilla

ECUADOR

- Esmeralda
- Manta
- Guayaquil
- Puerto Bolívar
- Talara
- Paíta
- Bayóvar

PERÚ

- Talara
- Paíta
- Bayóvar
- Huarmey
- Callao
- Pisco
- Matarani
- Ilo

URUGUAY

- Fray Bentos
- Nueva Palmira
- Boya Petrolera de José Ignacio
- Montevideo
- Paysandú
- Punta Pereira



SAAM PROVIDES COMPREHENSIVE LOGISTICS SERVICES TO SHIPPING COMPANIES, AIRLINES, IMPORTERS AND EXPORTERS, USING ITS EXPERIENCE AND ABILITY TO PROVIDE SOLUTIONS TO ITS CLIENTS THROUGHOUT THE ENTIRE SUPPLY CHAIN.

LOGISTICS

Logistics

SAAM is one of the major logistics operators in Chile and also participates in the markets of Peru, Bolivia, Ecuador, Colombia and Uruguay, together with logistics companies of the region. It has more than 170 hectares of support and warehouse areas used to develop the activities in the various countries in which it is present.

SAAM has focused on offering comprehensive logistics services, being a strategic partner who provides solutions according to the needs of each client. Services are provided in three business areas and are classified as follows:

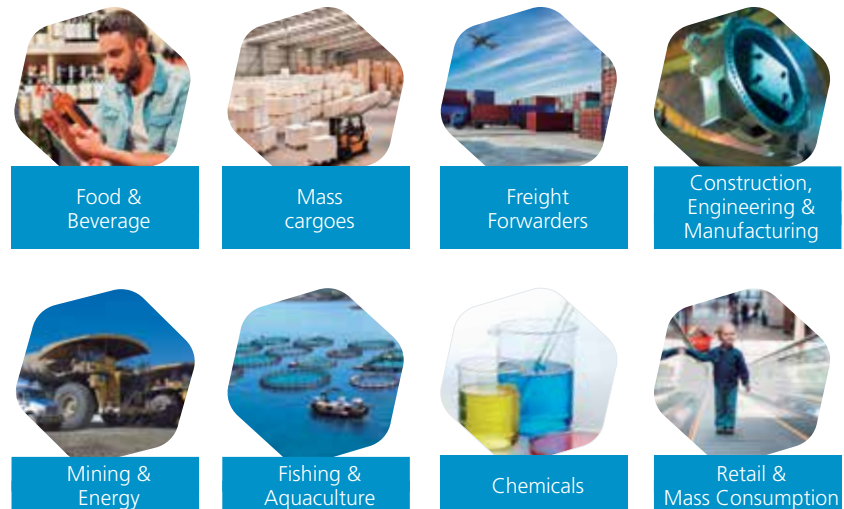
01 Contract Logistics: SAAM offers comprehensive logistics services to meet the needs of its clients throughout the whole supply chain.

In order to achieve this, a commercial model was defined based on business verticals that separate the different industries by portfolio, based on the particular needs of each one. These verticals are supported by a whole range of services going from storage in intermodal terminals, storage of dry cargo and cold storage, transportation, value added services, detailed inventory control (SKU) and distribution.




02 Shipping Companies and Airlines: A In this line of business, SAAM focuses on providing services to shipping companies and airlines once they have arrived to port/airport. In the case of shipping companies, it provides agency services and depots for empty containers, services with which SAAM was created and that have been over 50 years in the market. In the case of airlines, on ramp assistance services are provided, as well as personnel support for customer service.

03 Special Services: These services have been designed for specific clients who require custom-made solutions. The main services provided are: connection and disconnection of flexibles for hydrocarbons, storage of liquids in specialized silos, sale and lease of containers, as well as logistic services to the timber industry (chips and cellulose).

Business Verticals



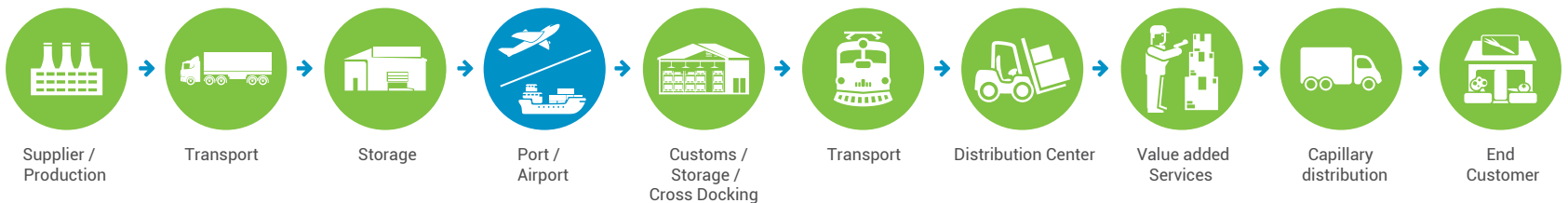
Logistics Services by Country

-  Services to Shipping Companies and Airlines
-  Contract Logistics
-  Special Services



“LOGISTICS IS FOCUSED ON PROVIDING SERVICES IN WHICH THE CLIENT IS AT THE CENTER OF EVERYTHING WE DO”

Traceability





saam®





www.saam.com