



## Presentation of Results for 2015

March 11, 2016

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# Agenda

Executive Summary

Industry Overview

Results 2015

Guidance



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# Leader in Latin America



- Multinational Company present in 15 countries in America, in 84 ports
- Fourth major towage operator at world level
- Second major port operator in South America
- Leader in the provision of comprehensive cargo transfer services for export and import clients, shipping and airline companies

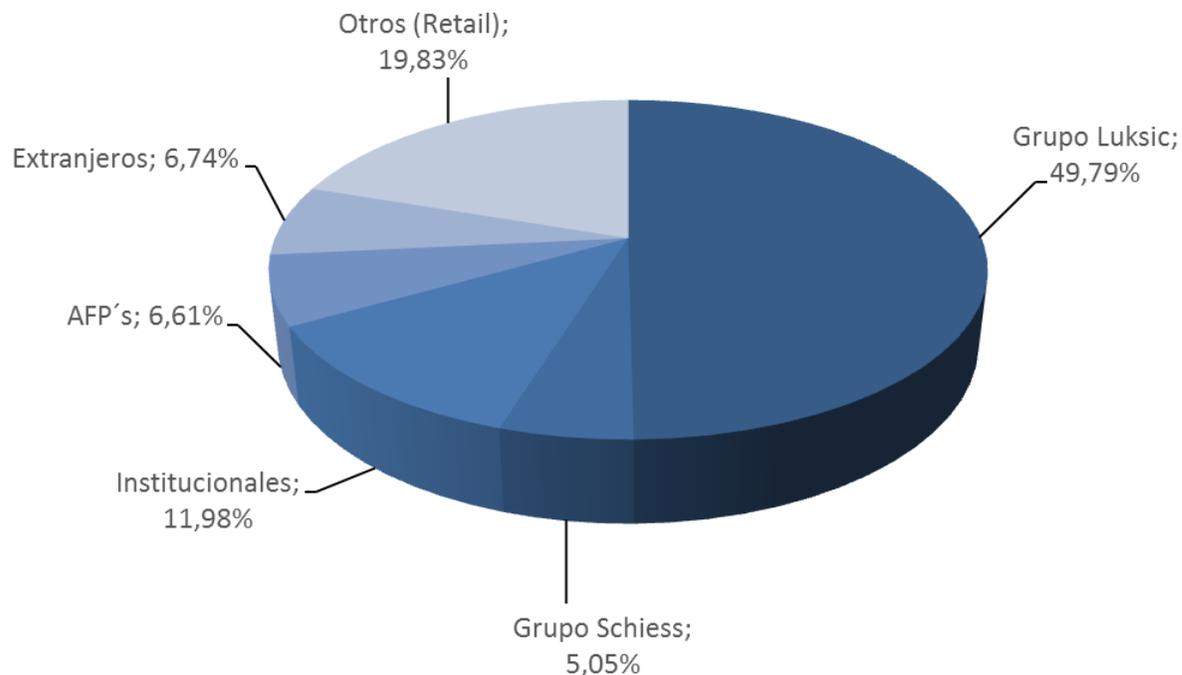


(1) 8 tugboat units under construction, including SST (updated fleet as at December 2015).

(2) 350 hectares consider ownership and facilities of the 3 businesses.

# SM SAAM Shareholders as of February 29, 2016

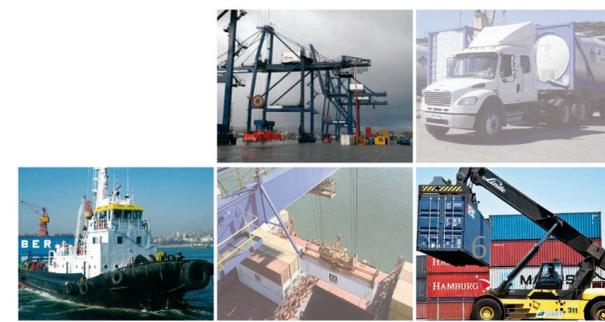
## 3,441 Shareholders



Market Cap <sup>(1)</sup>	MUS\$674
Total Shares <sup>(2)</sup>	9,736,791,983
Free Float	45.15%
Dividend yield 2013	3,1%
Dividend yield 2014	4,5%
Dividend yield 2015	4,2%

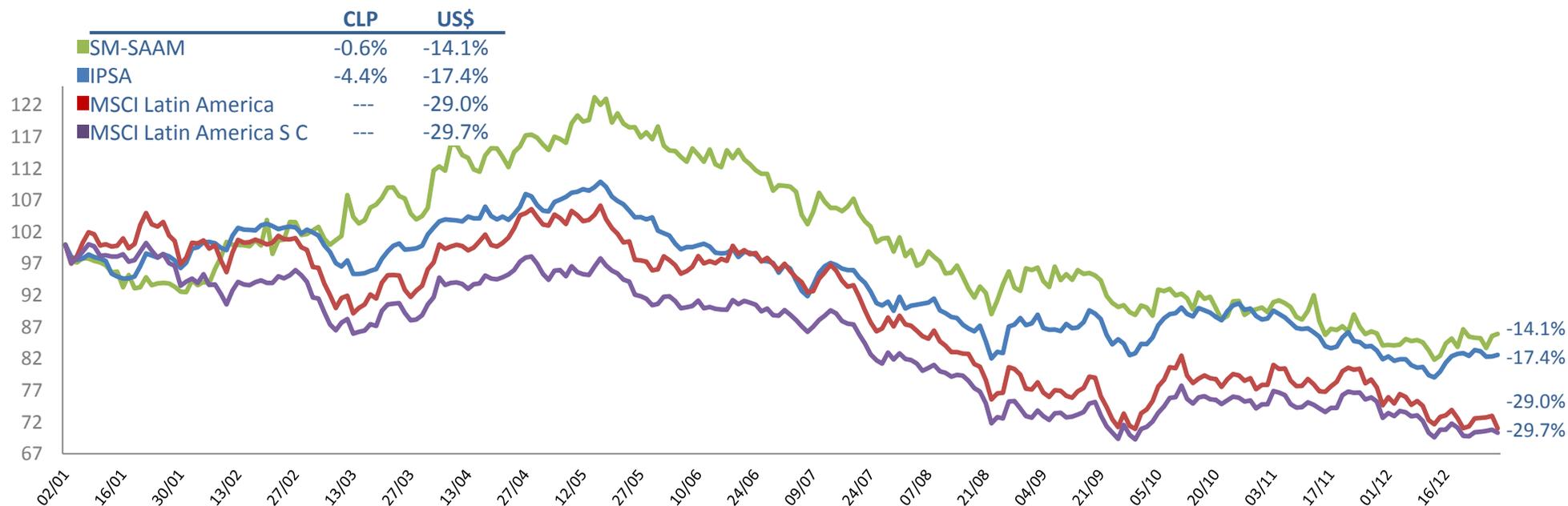
(1) Share Price considered as \$47,29 and US Dollar at Ch\$683.00 on 03/08/2016.

(2) Quoted on the Santiago Stock Exchange, Chilean Electronic Stock Exchange, and in Valparaiso Stock Exchange

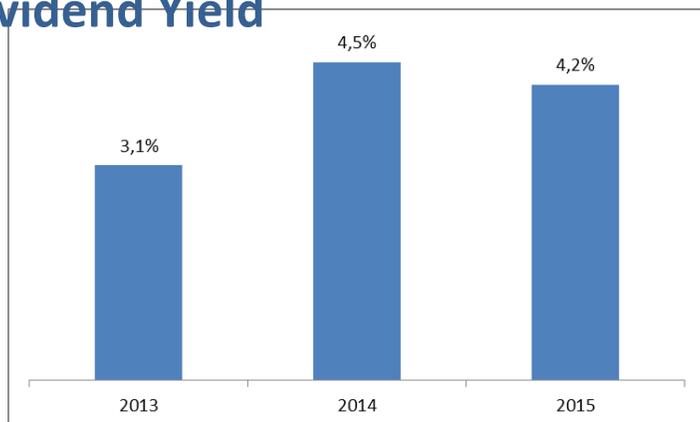


# Stock Watch

## YTD 2015 Cumulative Total Return (Gross Dividends 02-01-2015 / 30-12-2015)



## Dividend Yield



- Quoted on Santiago Stock Exchange since 2012
- Market Cap US\$674 million (08/03/2016)
- Attractive Dividend Yield

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# Industry Overview

## External Factors

- Economies where SAAM operates grew at very moderate rates.

Estimated Growth rates in 2015

	2015	2014
Chile (E)	2.1%	1.9%
Perú	3.1%	2.4%
México	2.5%	2.1%
Brasil	-3.8%	0.1%
Uruguay (E)	2.0%	3.5%

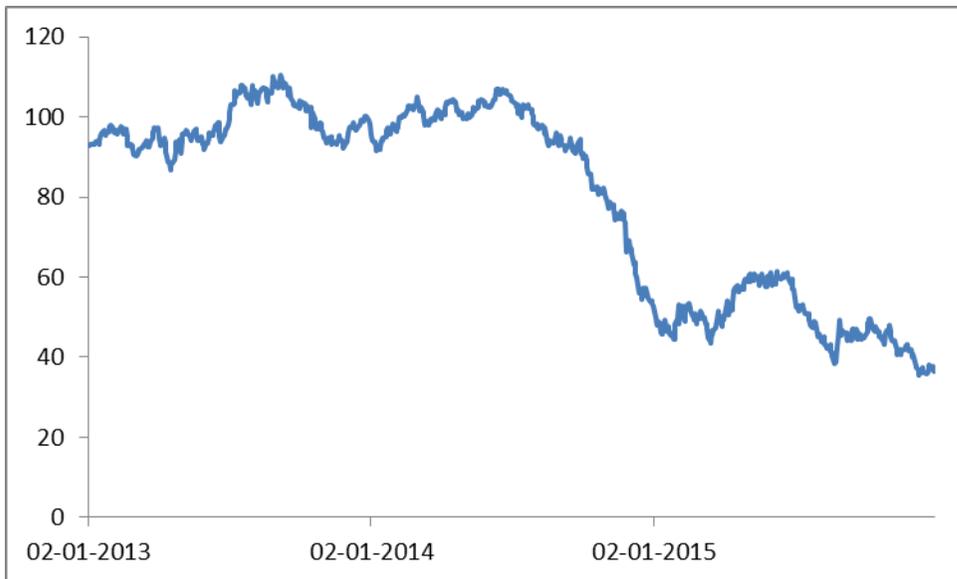
- Significant currency devaluation in main countries where we are present:

Tipos de cambio promedio 2015 vs 2014

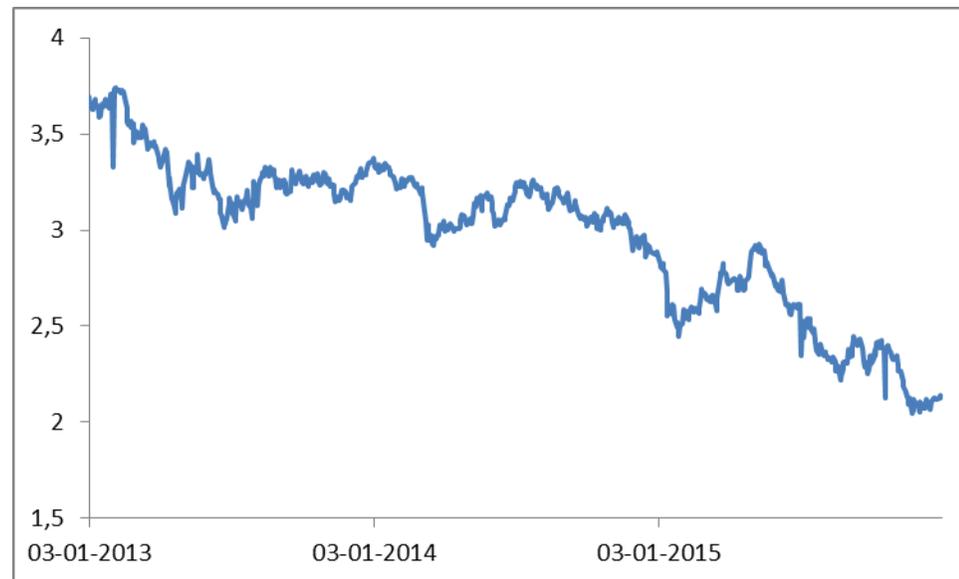
	Average 2015	Average 2014	Var (%)
Chile	658.73	555.41	18.6%
Peru	3.20	2.8	14.3%
México	15.96	13.13	21.5%
Brazil	3.38	2.28	48.2%
Uruguay	27.27	22.72	20.0%

# Drop in commodities' price; closures and halt of investments

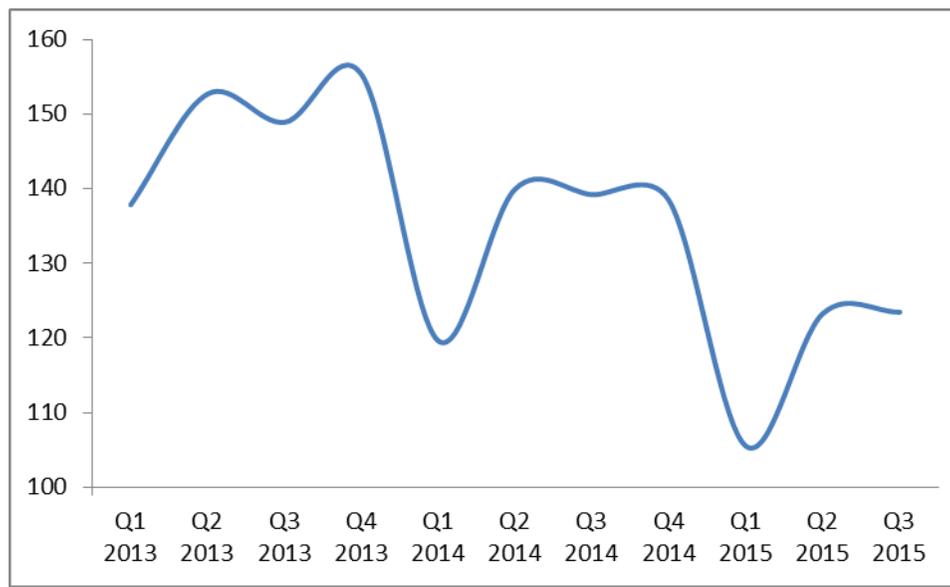
### Oil WTI (US\$/barrel)



### Copper US\$ /Lb



### Coal (US\$/short ton, Impor EEUU-Canada)



Source :  
U.S. Energy Information Administration (EIA)  
Future Value

# Industry Overview

## External Factors

- Very moderate growths / decrease in cargo transferred in SAAM-operated markets:

Country	Tons transferred	% Variation YOY 2015 vs 2014
Chile	V and VIII region	+3.5%
Peru	Total market	+9.0%
Brazil	Total market	+4.0%
Ecuador	Guayaquil market	+4.7%
Mexico	Commercial ports	+1.0%
USA	Port Everglades	+1.1%
Canada	Prince Rupert Terminals	-37.7%

# Industry Overview

- Restructuring of shipping market :
  - Creation of stable alliances
  - New calls for tenders to provide services
  - Downward turn of results during 2015
  
- Acquisitions/mergers: Hapag-Lloyd/CSAV, Hamburg Sud/CCNI, CMA-CGM/NOL, China Shipping/Cosco:
  - Shipping companies increase their bargaining power
  - Reduction in rates
  - Reduction in margins due to tenders
  
- Commencement of half-hour lunch break for port workers (as a result of “Ley Corta”) affected productivity of terminals.

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## Relevant Milestones in 2015

**In a more complex scenario ..... We focused on:**

- **Imprinting a seal of operational excellence**
- **Strengthening our current businesses**
- **Capitalizing growth opportunities in new businesses and markets**

## Relevant Milestones in 2015

### **Imprinting a seal of operational excellence**

- Commencement of Operational Excellence Project (Infrastructure, Maintenance, Operations)
- Implementation of Corporate Supply/Procurement
- Strengthening labor relations in port terminals
- Progress in reducing accident rates

## Relevant Milestones in 2015

### Strengthening our current businesses

- First anniversary of joint operations with Boskalis, achieving synergies in Saam Smit Towage (SST) Brasil for over US\$15 million
- Renewal of Florida International Terminal, USA (FIT) concession with Broward County, for 10+5+5 years
- Renewal of long-term towage contracts in Mexico
- Restructuring of business portfolio in Logistics:
  - Closing of operations in Brazil
  - Reduction of Maritime Agency and Container Depot and Workshop operations in Chile.

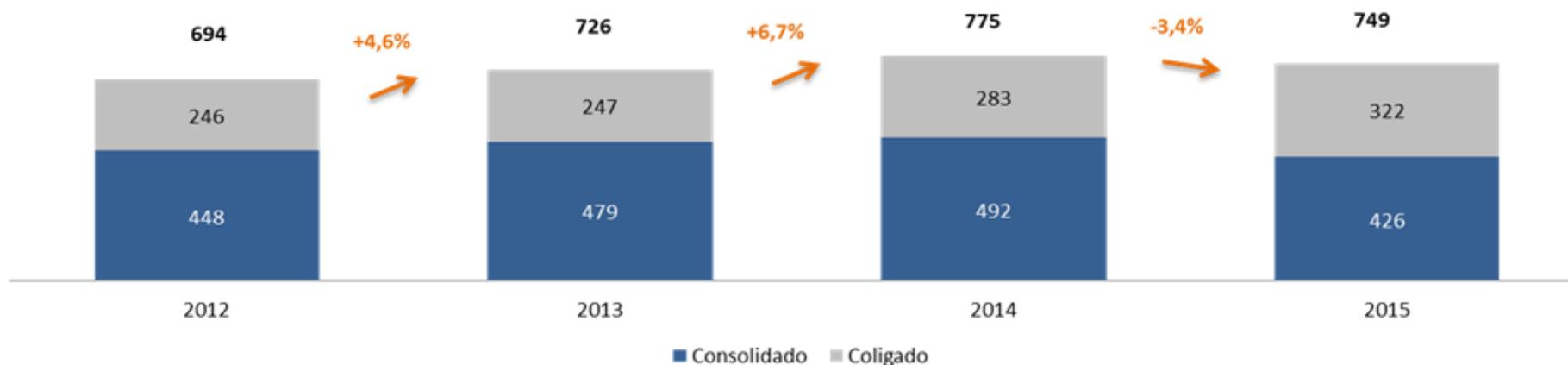
## Relevant Milestones in 2015

### Capitalizing growth opportunities in new businesses and markets

- Incorporation of Terminal Internacional del Sur (TISUR) in Peru to business portfolio, which implied a reduction in Tramarsa ownership, from 49% to 35%
- Development of *Contract Logistics* in Chile, implementation of business verticals
- Search for new business opportunities in our business áreas

# SMSAAM Results (Consolidated + PV)

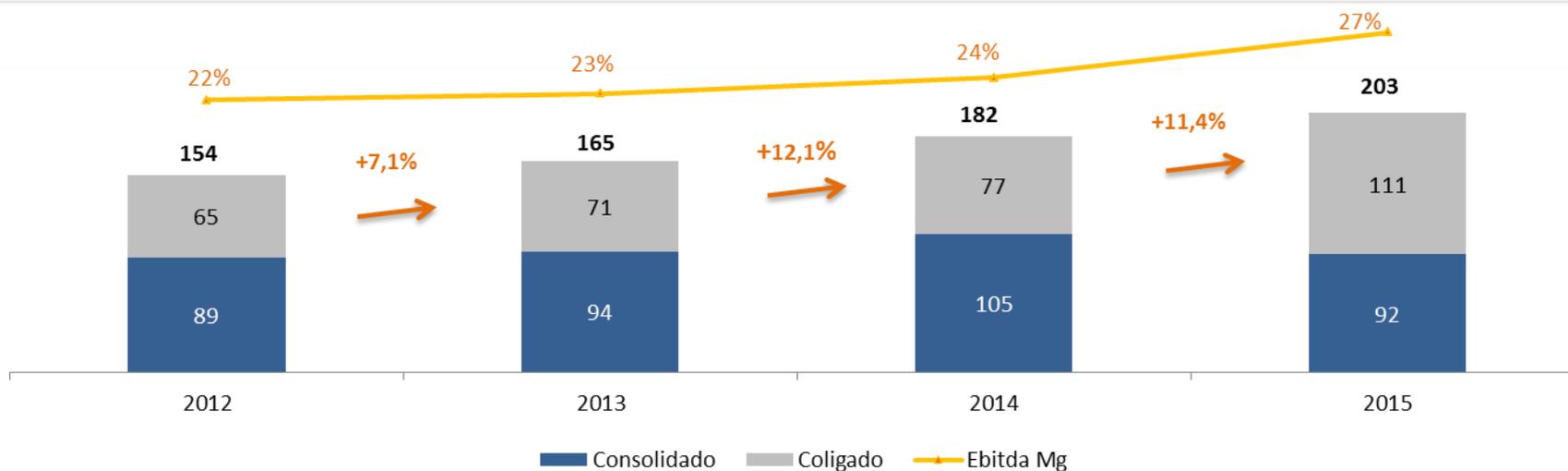
## REVENUES US\$ Millions



Note: Affiliates at proportional value

Consolidated Affiliate.

## EBITDA US\$ Millions

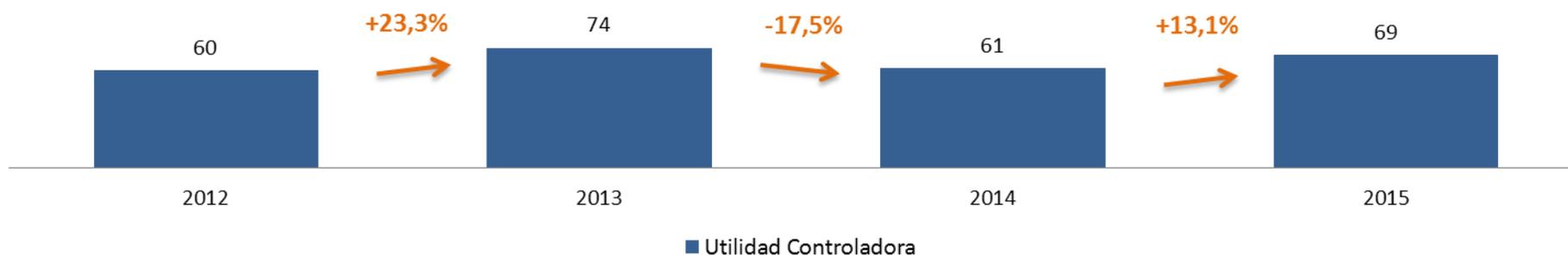


Note: Affiliates at proportional value

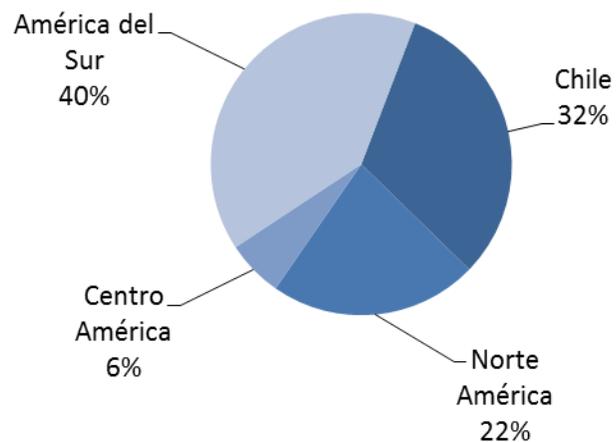
Consolidated Affiliate Ebitda Margin.

# SMSAAM Results (Consolidated + PV)

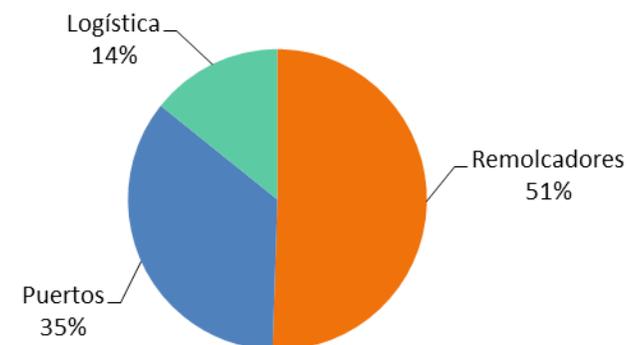
## CONTROLLER'S NET INCOME US\$Millions



## EBITDA- GEOGRAPHIC DIVERSIFICATION



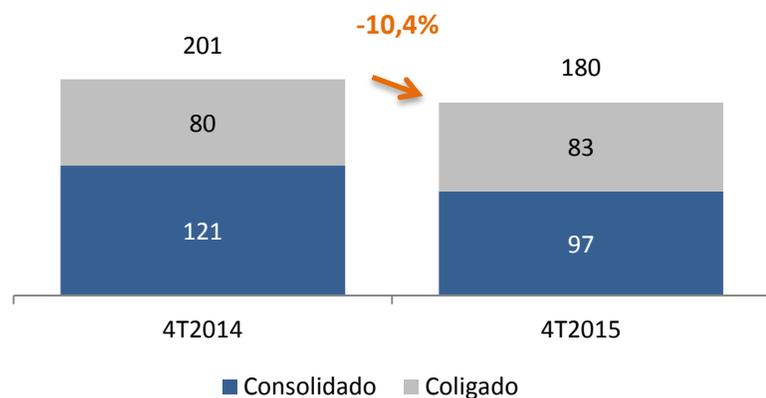
## EBITDA - BUSINESS DIVERSIFICATION



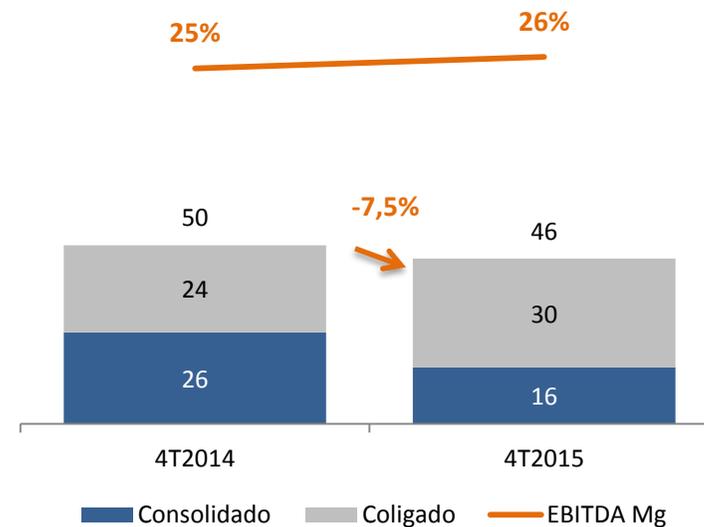
Note: Consolidated + PV  
 Note: South America does not consider Chile

# SMSAAM Results IV Quarter 2015 (Consolidated + PV)

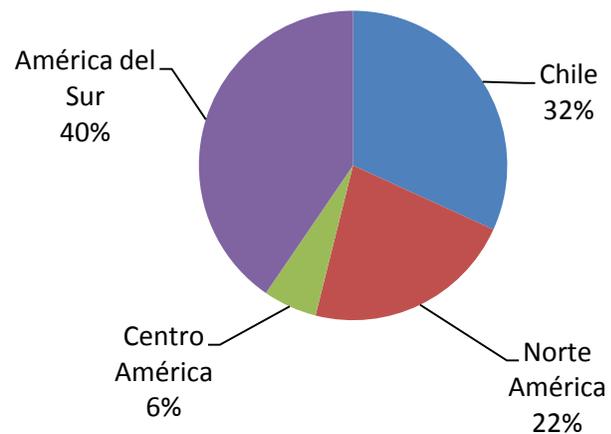
## REVENUES US\$ Millions



## EBITDA US\$ Millions



## EBITDA DISTRIBUTION



# Capex 2015

Business Divisions	Investments 2015 (Consolidated + PV) US\$ Millions	Main Investments
<b>Port Terminals</b>	46.3	<ul style="list-style-type: none"> <li>• Equipment renewal in Iquique</li> <li>• Dock extensión and purchase of equipment Terminal Portuario Guayaquil</li> <li>• Extension and reconstruction San Vicente Terminal Internacional (27F)</li> <li>• Dock extension and purchase of equipment San Antonio Terminal Internacional</li> <li>• Warehouses and equipment in Antofagasta Terminal Internacional</li> </ul>
<b>Towage</b>	63.7	<ul style="list-style-type: none"> <li>• Tugboats' renovation plan</li> <li>• Careens and Overhaul</li> </ul>
<b>Logistics</b>	7.7	<ul style="list-style-type: none"> <li>• Renewal and purchase of equipment and cranes</li> <li>• Fitting out of warehouses and cargo terminals</li> </ul>
<b>Total Investment 2015</b>	<b>117.6</b>	<ul style="list-style-type: none"> <li>• <b>Consolidated: US\$64.3 million</b></li> <li>• <b>Affiliate: US\$53.3</b></li> </ul>

# Port Terminals



# Port Terminals

## Chile



Terminal Puerto Arica S.A.



Iquique Terminal Internacional S.A.



Antofagasta Terminal Internacional S.A.



San Antonio Terminal Internacional S.A.



San Vicente Terminal Internacional S.A.



Portuaria Corral S.A.

## Foreign



Florida International Terminal, USA



Terminal Marítimo Mazatlán, México



Terminal Portuario de Guayaquil, Ecuador



Puerto Buenavista S.A., Colombia



Terminal Internacional del Sur S.A., Perú

# Port Terminals

## Relevant Milestones in 2015:

- Incorporation of Peru's Terminal Internacional del Sur (TISUR) to business portfolio, which implied a reduction in Tramarsa ownership from 49% to 35%
- Concession renewal of Florida International Terminal, USA (FIT) with Broward County, for 10+5+5 years
- Commencement of Terminal Portuario Guayaquil, Ecuador (TPG) extension Project
- Beginning of Nissan and Ford automotive import and export operations in Terminal Marítima Mazatlán, Mexico (TMAZ)
- Incorporation of new services in STI and FIT and loss of services in TPG and SVTI
- Arrival of two STS cranes to San Antonio Terminal Internacional (STI) and beginning of pier extension and dredging
- Eighty percent progress in Site 4 extensión, San Vicente Terminal Internacional (SVTI)
- Strike in Antofagasta Terminal Internacional (ATI) for 26 days and port strike in Iquique Terminal Internacional (ITI) for 26 days plus 9 days for Customs stoppage.

# Port Terminals

## Terminal Internacional del Sur

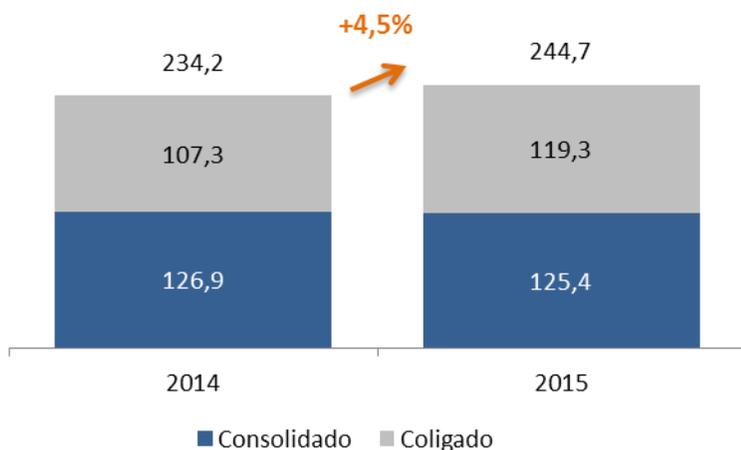


- Concession for 30 years (1999 – 2029) in the Arequipa region, Peru
- 832 mt. pier, 15 mt. draught and 160 hectares support area
- 3.2 million tons were mobilized in 2015
- Main cargo: ore concentrate, bulk, general cargo and containers
- Mooring dock F Project will triple storage and ore concentrate transfer capacity, contemplating an investment in excess of US\$200 million

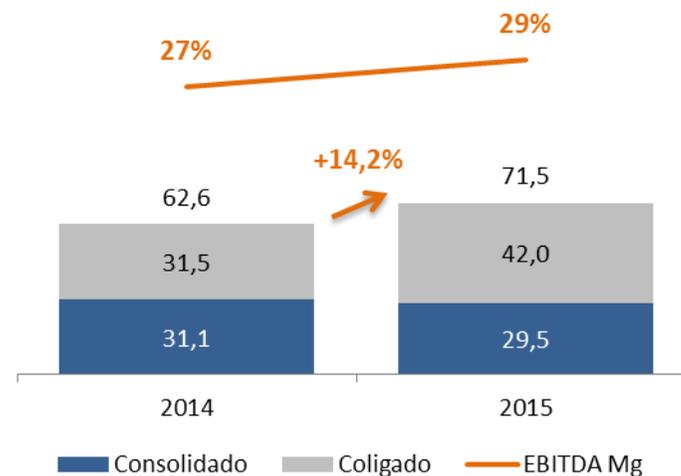


# Port Terminals - accumulated at December 2015 (Consolidated + PV)

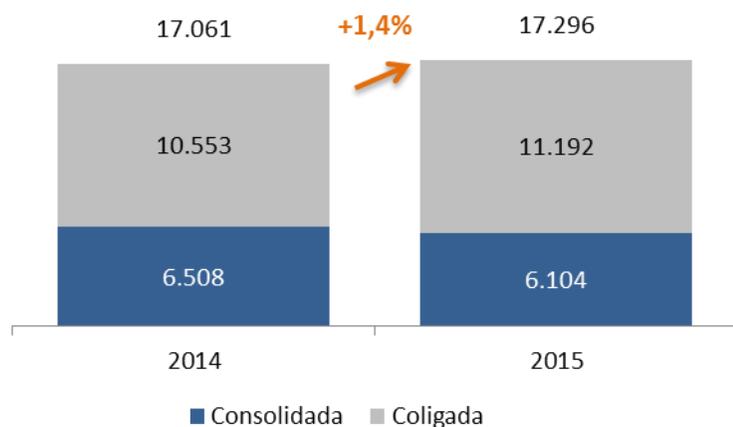
## REVENUES US\$ Millions



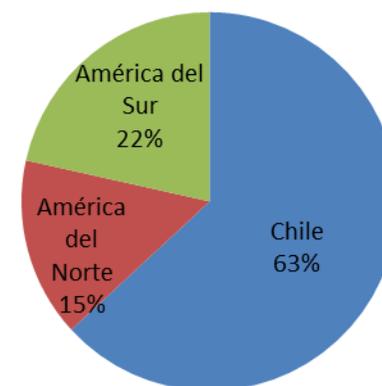
## EBITDA US\$ Millions



## TONS Thousands



## REVENUES DISTRIBUTION



# Towage



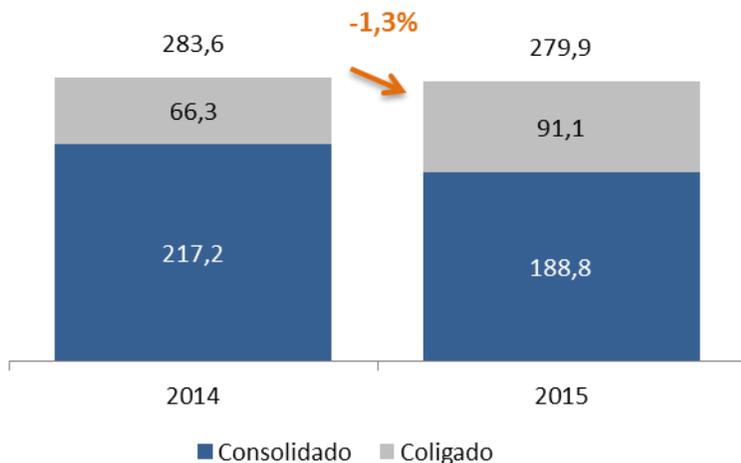
# Towage

## Relevant Milestones 2015

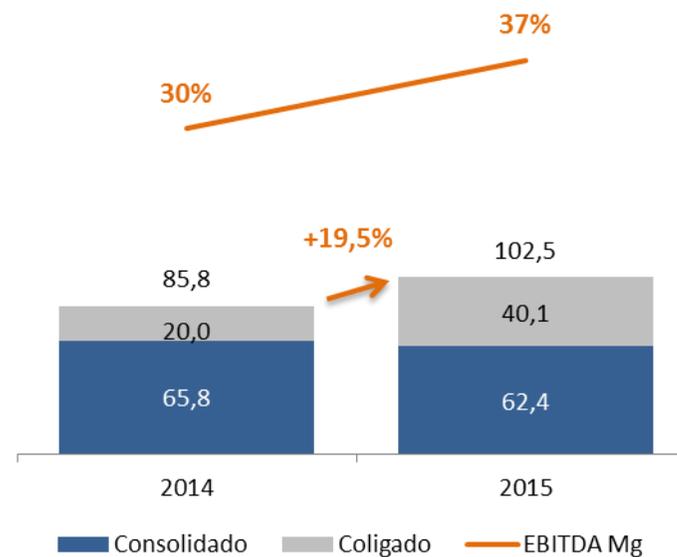
- First anniversary of joint operations with Boskalis, achieving synergies in Saam Smit Towage (SST) Brasil for more than US\$15 Million
- Renewal of long-term towage contracts in Mexico: Veracruz, Lázaro Cárdenas and Altamira (subsequent event)
- CSAV/Hapag-Lloyd was awarded towage services in Chile and Peru.
- Fall in businesses associated to Oil & Gas in Peru and Mexico
- Diminished activity in coal business in Canada.
- Decrease in Tramarsa ownership from 49% to 35%

# Towage – Accumulated at December 2015 (Consolidated + PV)

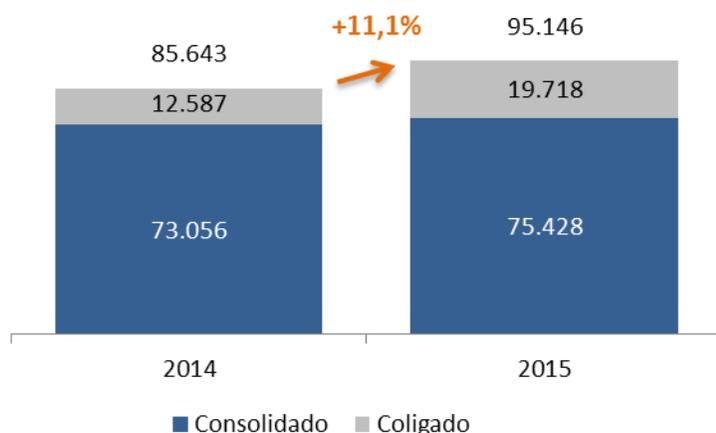
## REVENUES US\$ Million



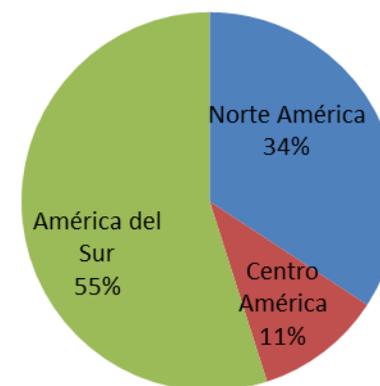
## EBITDA US\$ Million



## MANEUVERS



## REVENUES DISTRIBUTION



Note: Does not consider work done for off-shore contracts

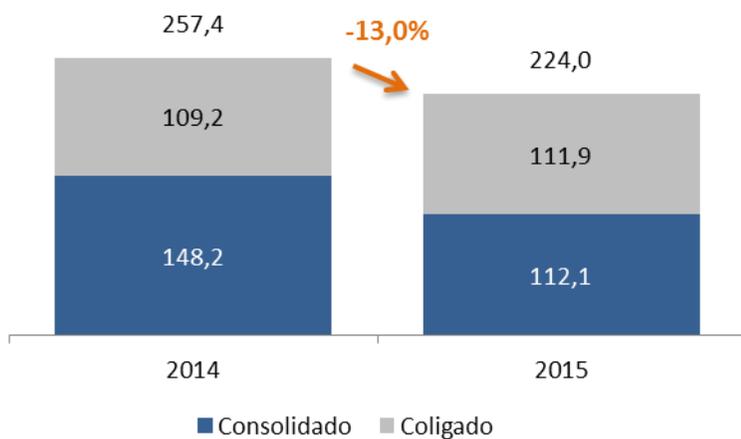


## Relevant Milestones in 2015:

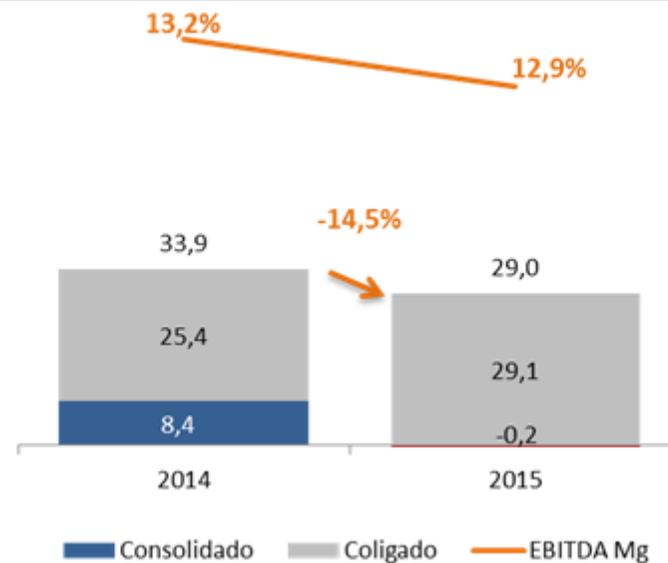
- Logística Chile
  - Impacted by less volumes due to loss of services to Hapag - Lloyd in Container Depot and Workshop
  - Diminished activity of foreign trade affected volume of services associated to exports and imports
- Logistics Brazil
  - Closing of operations in Brazil
- Affiliated Companies
  - Improved results of affiliated companies: Tramarsa (Peru), Reloncaví (Chile and Uruguay) and Aerosan (Chile, Ecuador and Colombia)
  - Uruguay: Consolidation of services provided to Montes del Plata and closing of operations of forest harvesting and transportation
  - Reduction in Tramarsa ownership from 49% to 35%

# Logistics - accumulated at December 2015 (Consolidated + PV)

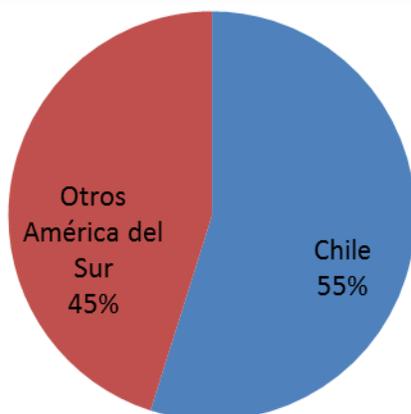
## REVENUES US\$ Millions



## EBITDA US\$ Millions



## REVENUES DISTRIBUTION



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# Guidance

## External Context :

- Weak growth of the Region's economies
- Drop in the Price of *commodities*
- Appreciation of the US Dollar

## SAAM

- Strengthening of our current businesses with a seal of operational excellence and commercial management
- Transformation of our Logistics business
- Capitalization of growth opportunities in new businesses and markets
- Development and implementation of a sustainable operation

# Contact

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**Investor Relations**

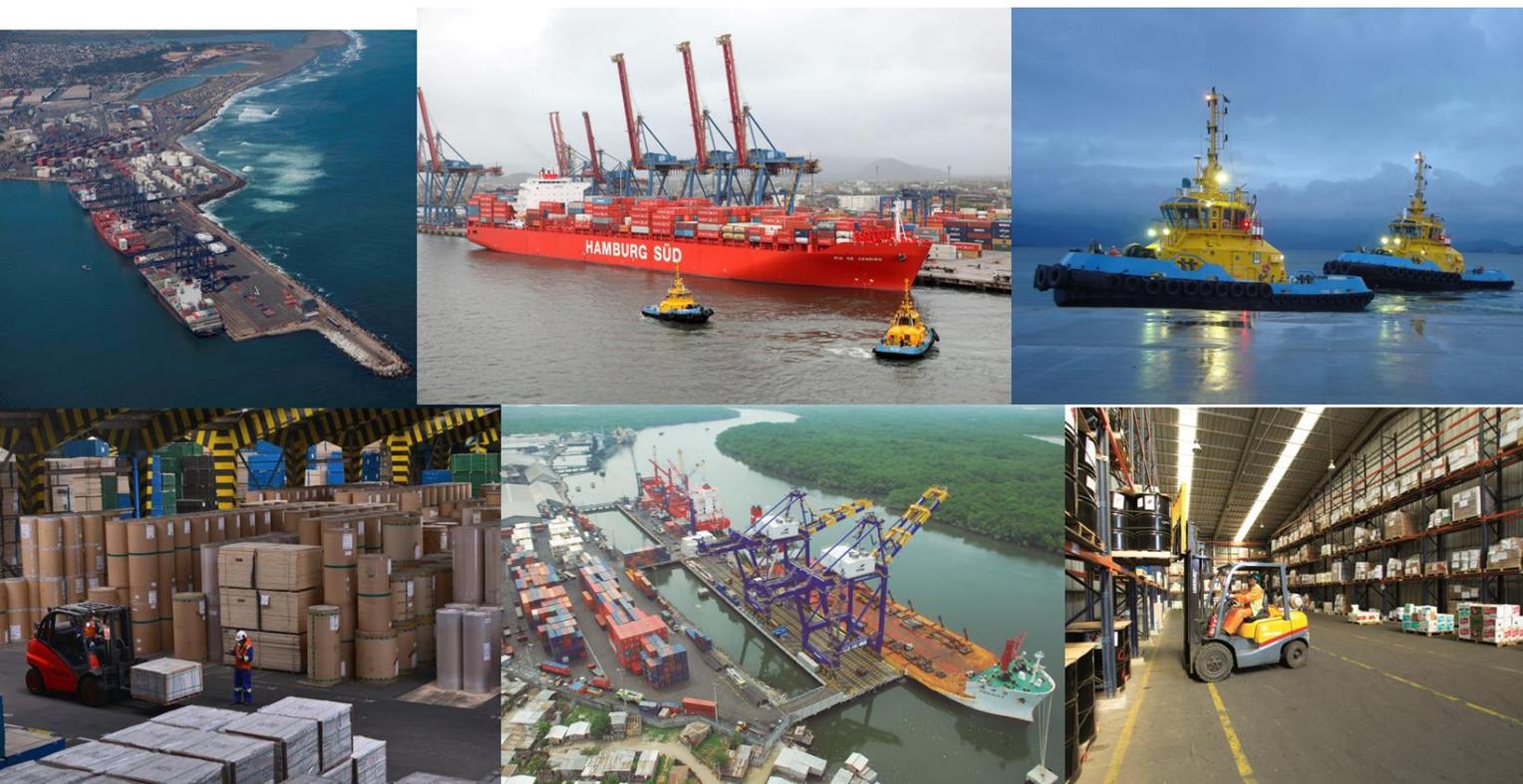
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