



Corporate Presentation

July, 2016





- A Worldwide company present in 84 ports distributed in 15 countries in the Americas.
- Established in 1961.
- Headquarters in Chile.
- 2015 FY revenues USD748⁽¹⁾ million, EBITDA USD203⁽¹⁾ million.
- Market Cap of US\$778 million.
- More than 10,000 employees.
- Local Long Term Credit Ratings of AA- from Humphreys and Feller.

(1) Consolidated + Affiliates at proportional value (weighted by ownership)

Worldwide Company present in 15 countries



Port Terminals

11

Terminals

Towage

188 (1)

Tugboats

Logistics

+173 ha.

Warehouses and Support Areas



Incorporation of Terminal Internacional del SUR (TISUR), Peru

New Tugboats
Canada, Panama, Brazil, Peru and Chile

New Intermodal Terminal in Iquique, Chile

Second Major port Operator in South America

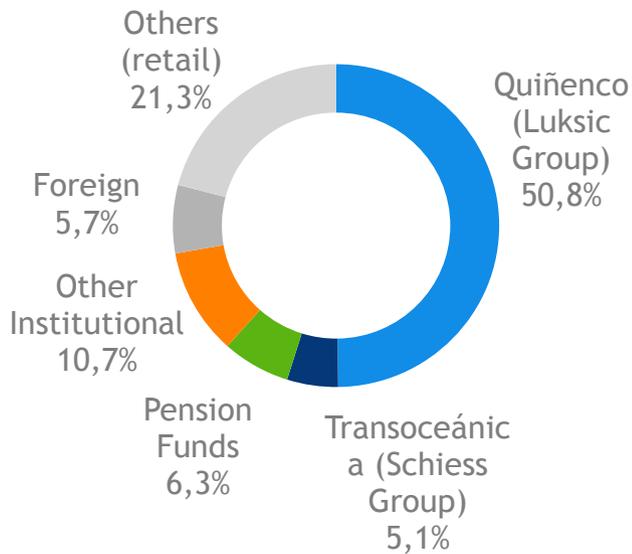
Fourth global towage operator

(1) 7 tugboats under construction and one *on route* to destination, including SST.

Ownership Structure

SAAM Shareholders

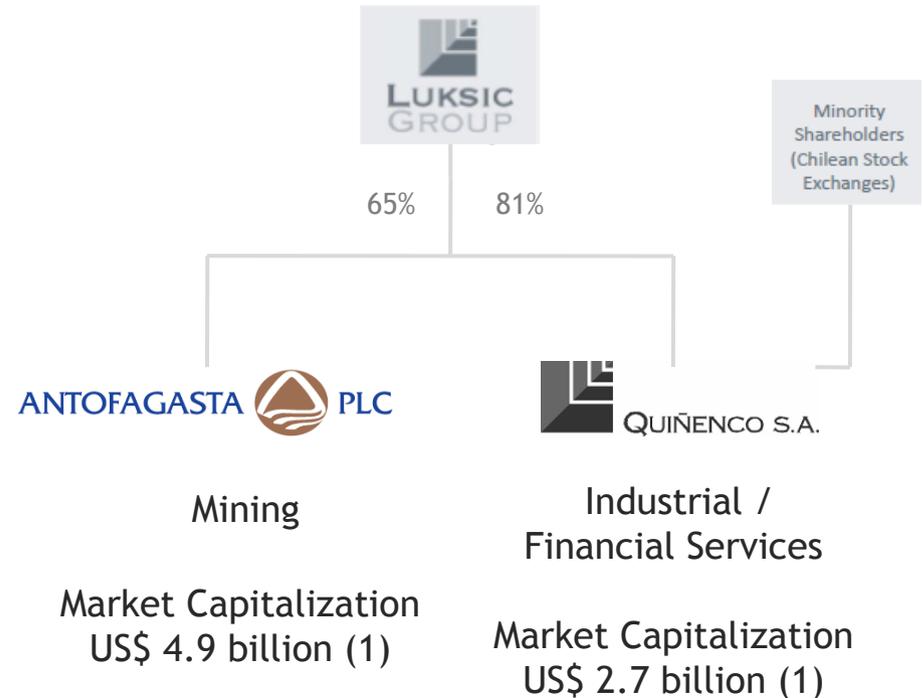
SMSAAM is Controlled by Luksic Group, one of Chile's leading economic groups.



Market Cap MUSD 726

Free Float 45.1%

Luksic Group



(1) Market Capitalization as of January 19, 2016

Quiñenco: Main Operating Companies

% Control as of October 2015



(1) Market Capitalization as of January 19, 2016

(2) Corresponds to Invexans' stake in Nexans as of June 30, 2015. Quiñenco's stake in Invexans was 98.3% as of June 30, 2015. Invexans' market cap as of October 30, 2015 was US\$325 million

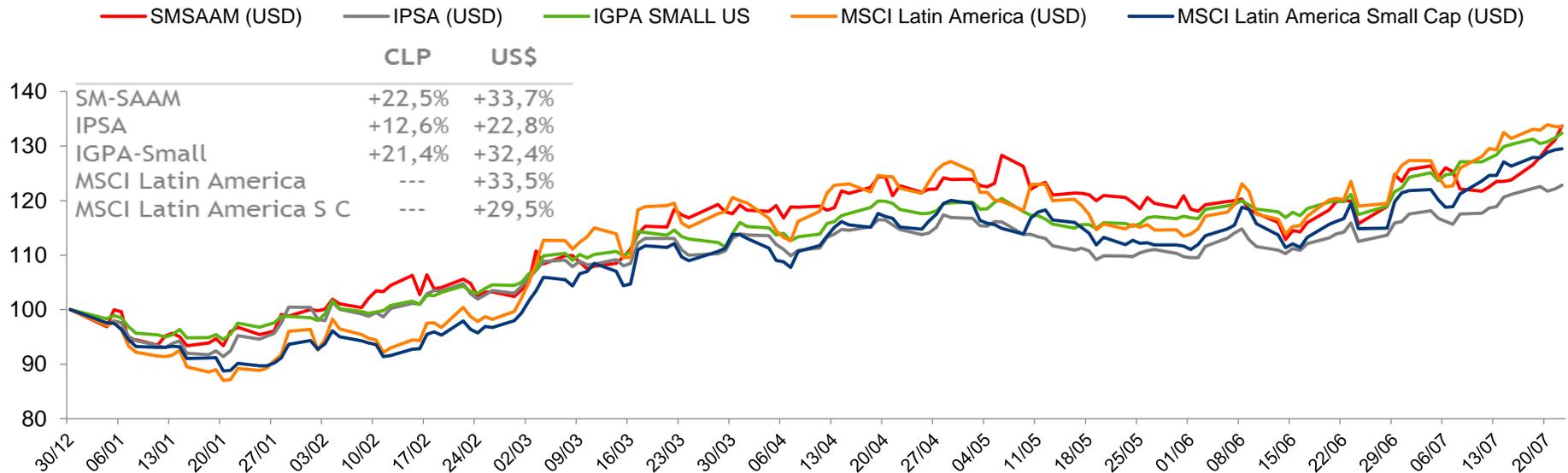
(3) Hapag-Lloyd's book value of equity as of December 31, 2014. CSAV has a 34% stake in Hapag-Lloyd

(4) Book value as of June 30, 2015.

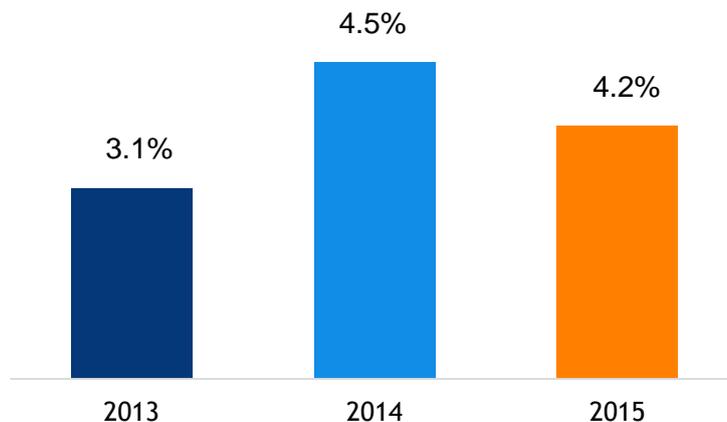
(5) Ownership as of April 2016

SAAM share price has outperformed IPSA Index in the last 2 years

YTD 2016 Cumulative Total Return (Gross Dividends 30-12-2015 / 22-07-2016)



Dividend Yield



- Listed in Santiago Stock Exchange since 2012
- 4th year in IPSA (Selective Stock Price Index, 40 companies with the highest market presence on Santiago Exchange)
- Market Cap of US\$778 million
- Strong Dividend Yield

Wide Geographic and Business diversification 2015



Business Diversification 2015

	Revenues (*) US\$ Million	EBITDA (*) US\$ Million	EBITDA Mg (*)
SMSAAM	748	203	27%
Port Terminals	244	71	29%
Towage	280	102	37%
Logistics	224	29	13%

Wide Geographic Diversification 2015

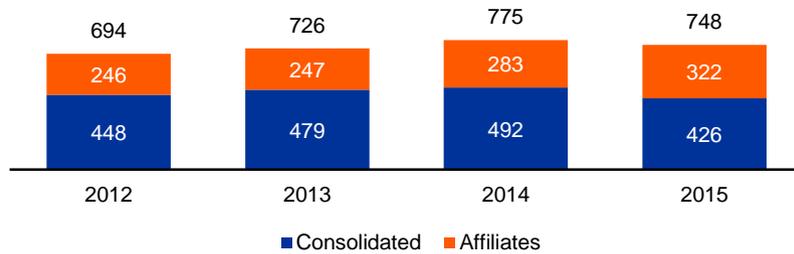
	Revenues (*)	EBITDA (*)
Chile	45%	33%
North America	18%	22%
South America(*)	33%	39%
Central America	4%	6%

(*)South America ex Chile

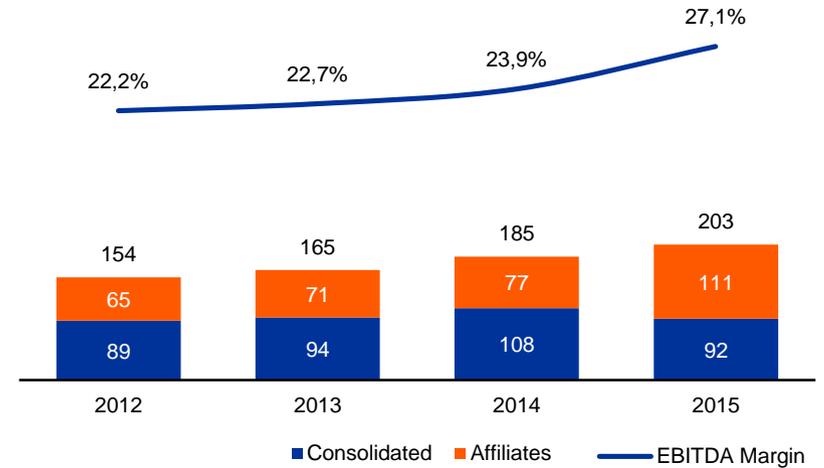
(*) Consolidated + Affiliates at proportional value (weighted by ownership)

Financial consistency and stability

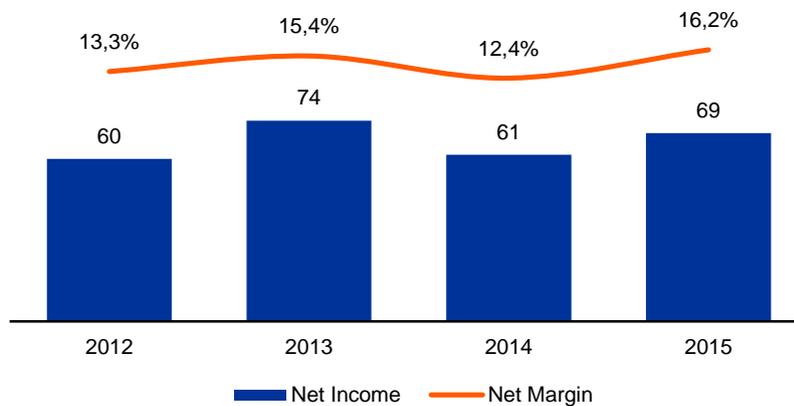
Revenue (US\$ million)



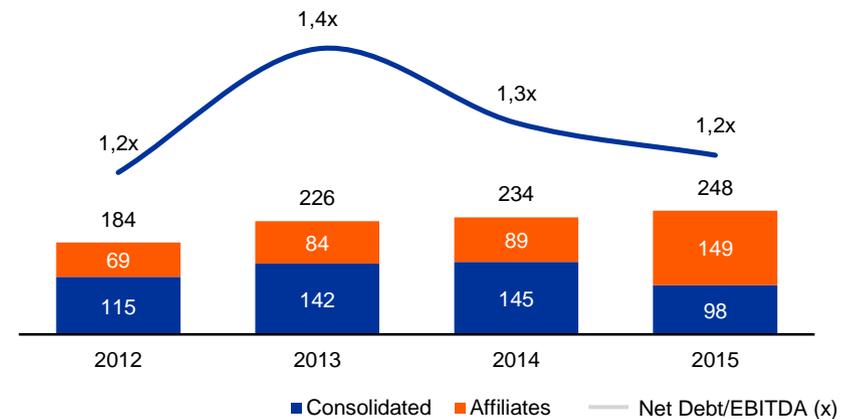
EBITDA (US\$ million) & EBITDA Margin (%)



Net Income (US\$ million) & Net Margin (%)



Net Debt (US\$ million) & Net Debt/EBITDA (x)





Port Terminals Division

11 Port Terminals, including STI the leading port of Chile

Chile (26,2 million tons transferred)



Terminal Puerto Arica S.A.
(15% SAAM)



Iquique Terminal Internacional S.A.
(85% SAAM)



Antofagasta Terminal Internacional S.A.
(35% SAAM)



San Antonio Terminal Internacional S.A.
(50% SAAM)



San Vicente Terminal Internacional S.A.
(50% SAAM)



Portuaria Corral S.A.
(50% SAAM)

Foreign (5,2 million Tons transferred)



Florida International Terminal (70% SAAM)



Terminal Marítimo Mazatlán, México
(100% SAAM)



Terminal Portuario de Guayaquil, Ecuador
(100% SAAM)



Puerto Buenavista S.A. Colombia
(33,3% SAAM)



Terminal Internacional del Sur S.A. Perú
(35% SAAM)

A leading Port Operator in South America

Ranking	Company	2014 Total TEUs Transferred	Main Terminal Operations
		(thousands)	
1	DP World	2,486	Callao, Buenos Aires, Suriname, Santos
2	 saam	2,426 (*)	San Antonio, San Vicente, Iquique, Antofagasta
3	Grupo Ultramar	2,280	Arica, Valparaíso, Mejillones, Coronel, Coquimbo,....
4	APM Terminals	2,117	Buenos Aires, Itajaí, Callao, Santos, Pecém
5	Terminal Investment Limited	2,116	Navegantes, Santos, Buenos Aires, Callao
6	Contecar (SPRC)	1,607	Cartagena (Colombia)
7	ICTSI	1,504	Guayaquil, Suape
8	Santos Brasil	1,462	Santos, Imbituba, Vila Do Conde
9	Wilson&Sons	955	Rio Grande, Salvador
10	Libra Terminais	871	Rio de Janeiro, Santos

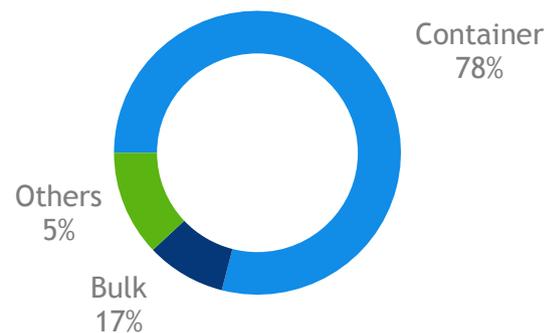
(*) Does not consider TEU transferred by TISUR, Peru.

Long Term and high standards infrastructure Ports



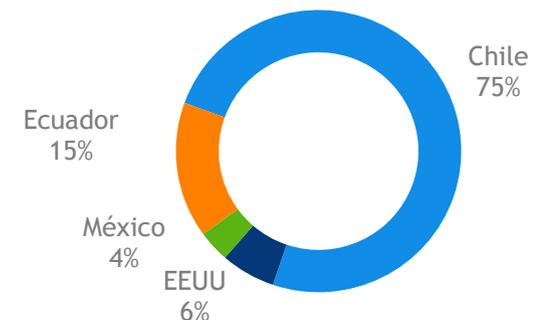
Country	Terminal	Share Holding	Tons 2015 Thousands	Dock Length (m)	Dock Draft (m)	Area (ha)	End of Concession	Extension Option
Chile	STI	50%	12,909	800	13.5	30.5	2024	Extended + 5 Years
Chile	SVTI	50%	5,515	600	12.2	40.9	2029	Extended
Perú	TISUR	35%	3,816	848	15.0	34.8	2029	---
Chile	TPA	15%	3,068	1130	12.5	24.9	2034	Extended
Chile	ATI	35%	2,272	575	12.0	15.7	2033	Extended
Ecuador	TPG	100%	2,275	360	12.0	11.0	2046	Extended
Chile	ITI	85%	2,061	624	11.4	13.5	2030	Extended
USA	FIT	70%	1,089	1,402	12.8	16.6	2025	Renewed +5 Years +5 Years
México	TMAZ	100%	677	1,296	11.0	15.2	2032	+ 12 Years
Chile	Corral	50%	622	146	12.0	7.4	Private	---
Colombia	PBV	33%	296	211	10.5	6.2	Private	---

Tons' Distribution 2015



Note: Total Tons transferred in 2015

EBITDA Distribution 2015



Note: Based on consolidated EBITDA and affiliates at proportional value (weighted by ownership)



Towage Division



Towage: safety, efficiency and leadership

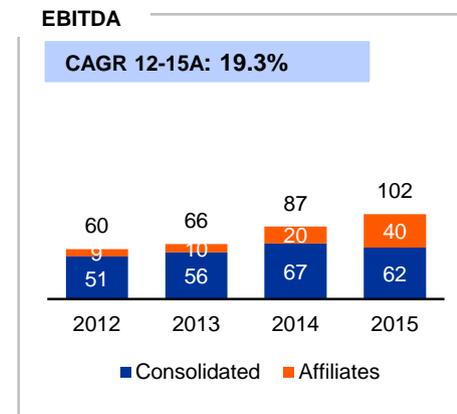
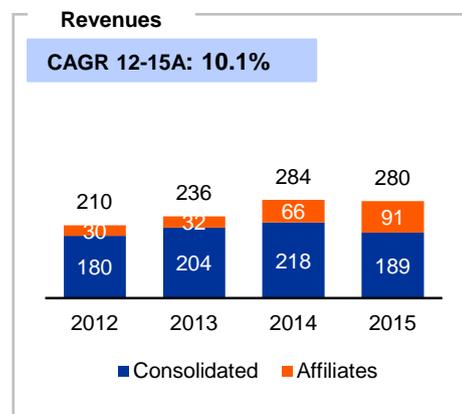


- Fourth Global Tugboat Operator
- 188(*) Tugboats, 70% are ASD tugboats
- High profitability; average EBITDA Mg of 37%
- 115,456 Maneuvers in 2015
- Presence in 12 Countries, in over 76 Ports
- 2015 FY revenues USD279 million,

EBITDA USD102 million

(*) includes 4 tugboats under construction

Financial Highlights (US\$ million)



North America



South America





Logistics Division



Logistics Division: providing integral services to our customers

173 ha Support Areas and Warehouses, 63% owned

Our value proposal focuses on developing specialized solutions that comply with all service levels and specific standards for each industry

Strong Partners: Romero group and American Airlines

2015 FY revenues USD224 million, EBITDA USD29 million

Strategic Locations

Logistics Business by Countries

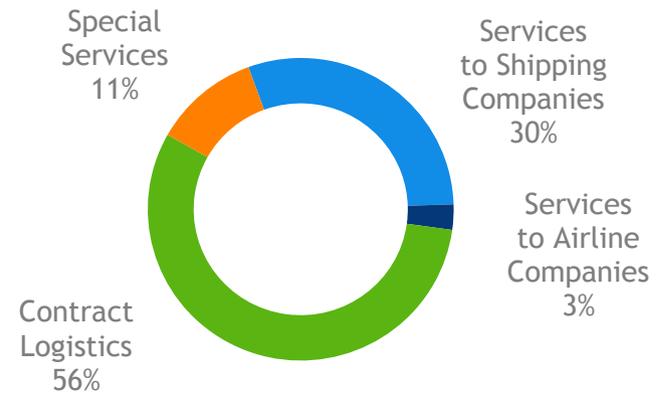


Services to Shipping and Airline Companies ●

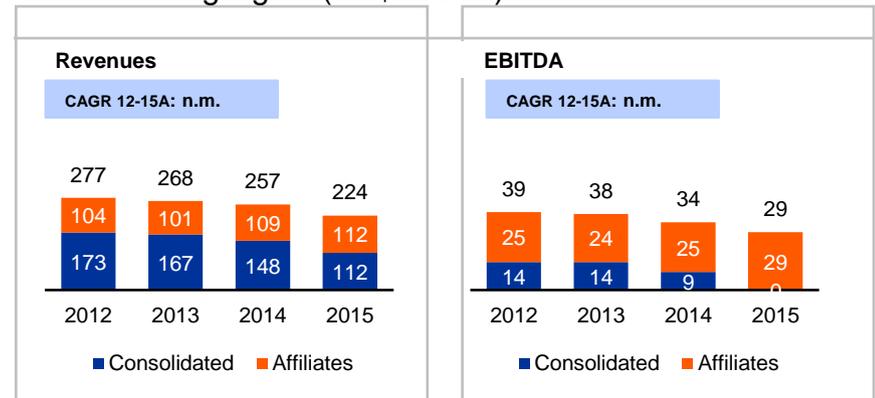
Contract Logistics ●

Special Services ●

Revenues Distribution 2015



Financial Highlights (US\$ million)



Note: Based on consolidated Revenues and affiliates at proportional value (weighted by ownership)

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