

RESULTS 1Q2020

—
May 2020



This presentation provides general information about Sociedad Matriz SAAM S.A. ("SMSAAM") and related companies. It consists of summarized information and does not purport to be complete. It is not intended to be relied upon as advice to potential investors. No representation or warranties, express or implied, are made as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented or contained herein. Neither SMSAAM nor any of its related companies, advisers or representatives, accepts any responsibility whatsoever for any loss or damage arising from any information presented or contained in this presentation nor do they make any undertaking to update any such information subsequent to the date hereof. Each investor must conduct and rely on its own evaluation when making an investment decision; this presentation does not constitute legal tax or investment advice. This presentation does not constitute an offer or invitation or solicitation of an offer, to subscribe or purchase any shares or securities. Neither this presentation nor anything contained herein shall constitute the basis of any agreement, contract or commitment whatsoever

DISCLAIMER





01

HIGHLIGHTS 1Q2020



COVID-19 UPDATE FOREIGN TRADE - SHIPPING INDUSTRY

The public health crisis has resulted in declining international trade volumes, which has impacted business volumes for our main businesses

-4.7%

global container market with respect to 1Q19
(1)

-13%

global shipping capacity as of April (2)

-8.9%

value of Chilean exports 1Q2020
(3)

457

worldwide blank sailings as of May 2020 (4)

-19%

value of Chilean retail imports January-April 2020 (5)

Ocean shipping freight rates for 1Q2020 are still above 1Q2019, due to blank sailings and reduced capacity due to retrofitting (4)

HOW WE ARE DEALING WITH **THE PANDEMIC**



FOCUS ON PROTECTING WORKER HEALTH

- Crisis committee and new protocols defined
- Quarantine for risk groups (>65 years, chronic conditions, pregnant women)
- Home office for administrative areas
- Modified boarding practices (towage) and staggered entry and exit times (port terminals)
- Daily disinfecting of equipment and common areas
- Self-care campaign for workers and their families
- Monitoring of personnel with symptoms



OPERATIONAL CONTINUITY

- Commitment to foreign trade and the supply chain
- Uninterrupted operations in the 12 countries where we operate
- Continuity and expansion of new operating model



FINANCIAL RESILIENCE

- New savings initiatives
- Steps to control liquidity and ensure needed investments
- Prioritizing investments
- Financial restructuring of some subsidiaries
- Healthy financial ratios and liquidity position

SAAM'S STRENGTHS



(1) EBITDA at equity method value based on percent ownership in consolidated subsidiaries and associates as of March 2020

HIGHLIGHTS 1Q2020



- Shipping industry facing difficulties stemming from COVID-19
- Approved a final dividend of US\$ 34 million, US\$ 0.0035 per share
- Credit rating confirmed at AA-
- Sale of corporate building in Valparaíso



- Special services
- Signed agreement to acquire 70% of Intertug
- Two new tugs began operating in Mexico and Panama
- New tugs for El Salvador project



- 18% drop in business volumes due to lower activity in Chilean port terminals and first effects of COVID-19 (15 blank sailings)



- Aerosan: Reduced volumes starting in March because of declining activity for airline industry

Revenue

MUS\$147

EBITDA

MUS\$53

EBITDA margin

36%

Net income

MUS\$18
+0%

Proforma net income

(1)
MUS\$15
-18%

(1) Comparative figures exclude extraordinary effects





02

1Q2020 RESULTS



SOUND RESULTS IN A HIGHLY CHALLENGING CONTEXT

Consolidated Financial Statement (Ths US\$)	1Q2020	1Q2019 Proforma (1)	1Q2019	Δ% (3)	Δ (3)
Income	147,207	150,198	129,302	-2%	-2,991
Cost of Sales	-100,882	-106,366	-89,650	-5%	5,484
Administrative expenses	-18,639	-19,685	-17,045	-5%	1,046
EBIT	27,687	24,147	22,607	15%	3,540
EBITDA	53,154	48,363	41,801	10%	4,791
EBITDA Mg	36%	32%	32%		
Share of profit (loss) of equity- accounted investees	3,914	4,491	4,599	-13%	-577
Non operating income	-5,560	-3,274	-2,273	70%	-2,286
Profit attributable to owners of the Parent (IFRS)	17,992	19,438	17,960	-7%	-1,446
Extraordinary effects (2)	2,756	900	900	206%	1,856
Proforma net income	15,236	18,538	17,060	-18%	-3,302

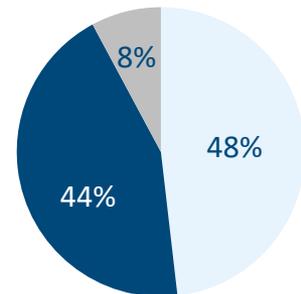
(1) Considers figures for Boskalis stake for 1Q2019

(2) 2020 is a gain on the sale of real estate in January 2020 and 2019 is a gain on the sale of the 15% of Terminal Puerto Arica (TPA) in February 2019 and costs to implement the new operating model

(3) Changes: 1Q2020 vs 1Q2019 proforma

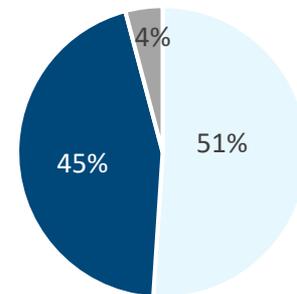
(4) Consolidated figures as of March 2020

REVENUE 1Q2020 (4)



■ Towage ■ Port Terminals ■ Logistics

EBITDA 1Q2020 (4)

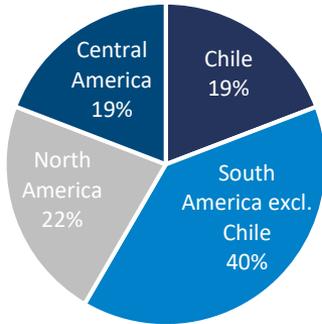


BROAD GEOGRAPHIC DIVERSIFICATION

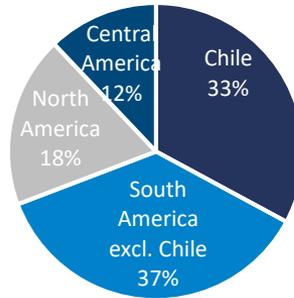
- Operations in 12 countries in the Americas



CONSOLIDATED EBITDA 1Q2020 (1)



EQUITY-METHOD EBITDA 1Q2020 (2)

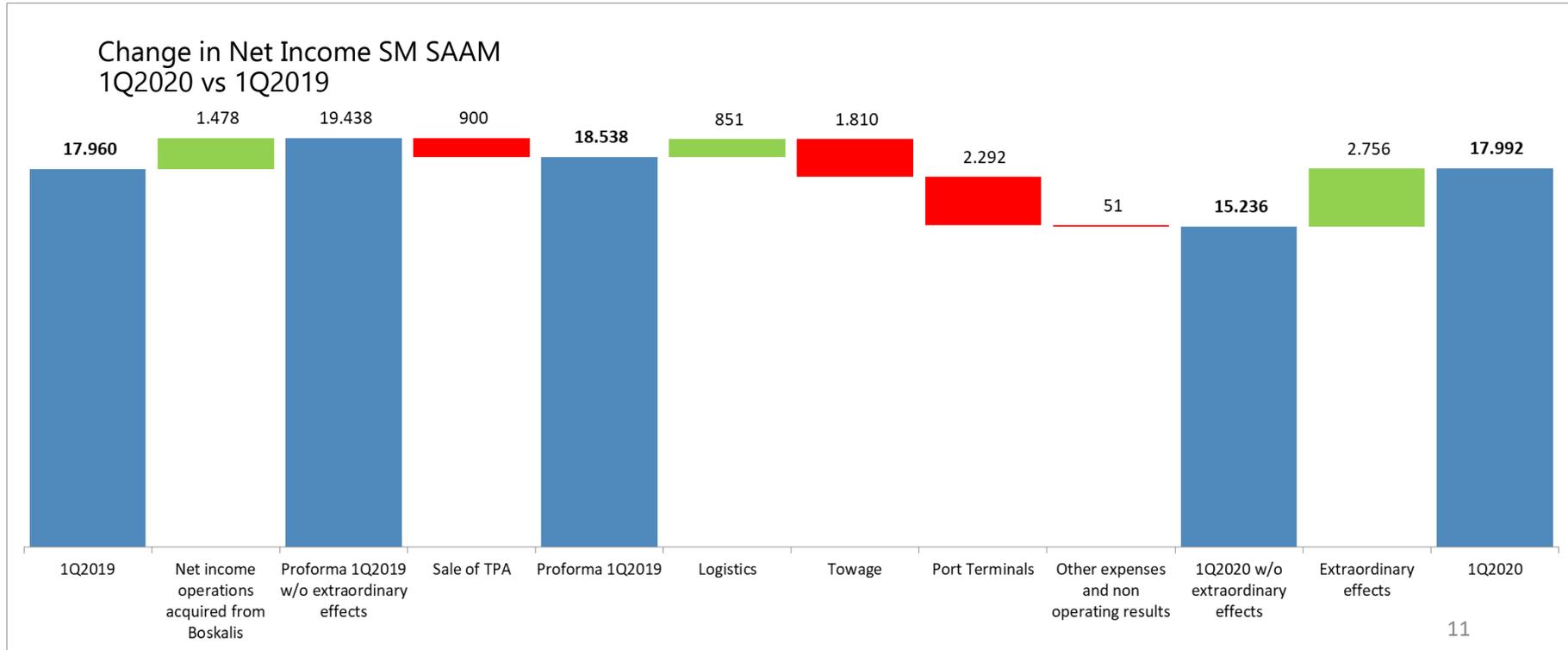


(1) Figures for consolidated companies at 100% as of March 2020. Does not include corporate expenses.

(2) EBITDA at equity-method value based on percent ownership of consolidated companies and associates as of March 2020. Does not include corporate expenses.

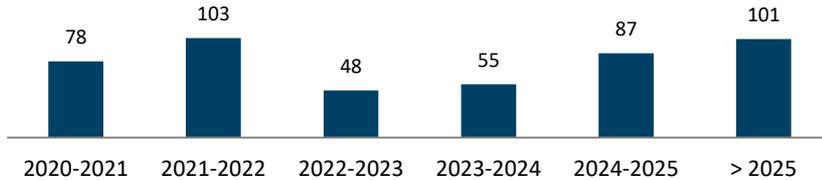
RESULTS FOR THE QUARTER

NET INCOME THUS\$ 1Q2020 / 1Q2019

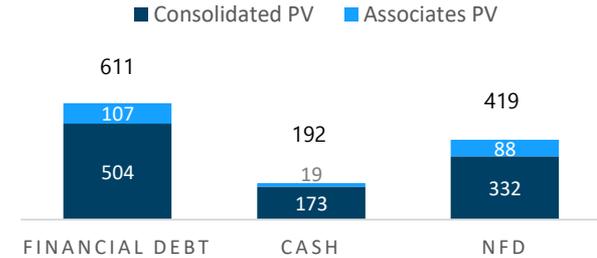


SOUND FINACIAL POSITION

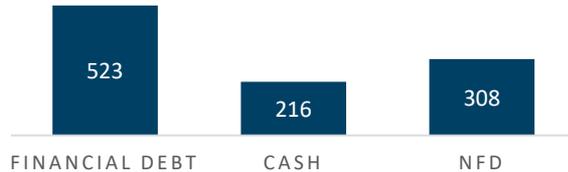
Debt Maturity Profile (1) (March 2020, ThUS\$)



Present Value Financial Debt(3) (March 2020, ThUS\$)



Net Financial Debt (2) (March 2020, ThUS\$)



Humphreys AA- Stable
Feller AA- Stable

NFD / EBITDA 1.6x (1)

NFD / EBITDA 1.8x (3)

1. Consolidated figures for SM SAAM. Considers interest-bearing loans, financial leases and bonds payable.
2. Consolidated figures for SM SAAM. Considers interest-bearing loans, financial leases, bonds payable, derivatives and lease liabilities
3. Considers figures based on ownership percentage for consolidated companies and associates as of March 2020. Proforma EBITDA LTM considers operations acquired from Boskalis at 100% for the entire year.



TOWAGE DIVISION

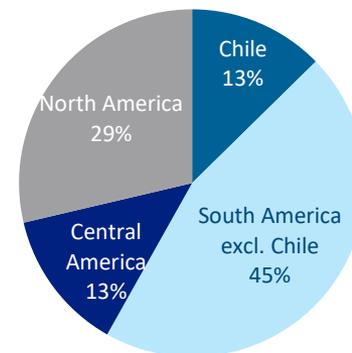


TOWAGE: CONSOLIDATION, SPECIAL SERVICES

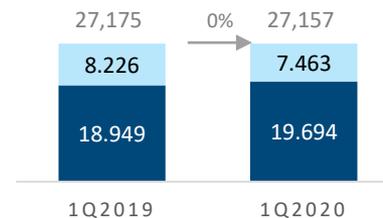
- Consolidating 100% of Brazil, Canada, Mexico and Panama since November 2019
- Increase in special services and salvage

Consolidated Financial Statement (Ths US\$)	1Q2020	1Q2019 Proforma (1)	1Q2019	Δ% (3)	Δ (3)
Revenue	71,189	67,357	46,461	6%	3,832
Cost of ales	-47,769	-47,669	-30,953	0%	-100
Administrative expenses	-8,172	-7,850	-5,210	4%	-322
Net operating income	15,248	11,838	10,298	29%	3,410
EBITDA	28,889	24,439	17,877	18%	4,450
EBITDA Mg	41%	36%	36%		
Share of profit (loss) of equity-accounted investees	379	1,032	1,138	-63%	-653
Non operating income	-3,159	-1,406	-405	125%	-1,753
Net income attributable to the controller	6,598	8,408	6,930	-22%	-1,810
Minority interest	163	329	2,356	-50%	-166

Revenue 1Q2020 (4)



Maneuvers (4)



■ SAAM Towage excl Brazil ■ SAAM Towage Brazil

(1) Figures for consolidated companies at 100%. Includes three months of Brazil, Canada, Mexico and Panama at 100% in 2020.

(2) Figures at 100% for 1Q2019 for Canada, Mexico, Panama and Brazil

(3) Changes: 1Q2020 vs 1Q2019 proforma

(4) Consolidated figures as of March 2020



PORT TERMINALS DIVISION



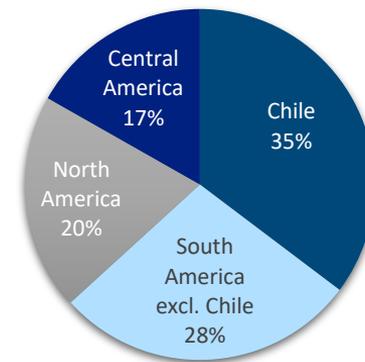
PORT TERMINALS: REDUCED ACTIVITY IN CHILEAN PORTS

- Chilean terminals down 22% in volumes transferred
- Foreign terminals down 12% in volumes transferred
- Efficiencies of new operating model

CONSOLIDATED (THUS\$)	1Q2020	1Q2019	Δ%	Δ
Revenue	65,018	70,940	-8%	-5,922
Cost of sales	-44,890	-50,036	-10%	5,146
Administrative expenses	-5,235	-5,993	-13%	758
Net operating income	14,893	14,911	0%	-18
EBITDA	25,368	25,059	1%	309
EBITDA margin	39%	35%		
Share of net income (loss) of associates	345	2,236	-85%	-1,891
Non operating income	-1,987	-2,631	-24%	644
Net income attributable to controller	8,433	10,725	-21%	-2,292
Minority interest	1,031	874	18%	157

1. Equity method income based on percent interest in consolidated companies and associates as of March 2020
2. TEU for subsidiaries and associates as 100%

INGRESOS 1Q2020 (1)



TEU (thousands) (2)



LOGISTICS DIVISION

saam.



LOGISTICS: LOWER VOLUMES

Logística Chile:

- Reduced business at bonded warehouses related to COVID-19 and local civil unrest
- Retail imports fall 19% in 1Q2020

Aerosan:

- Exchange differences
- Effects of COVID-19 starting in March

Consolidated Financial Statement (Ths US\$)	1Q2020	1Q2019	Δ%	Δ
Income	11,613	12,762	-9%	-1,149
Cost of sales	-8,956	-9,691	-8%	735
Administrative expenses	-1,130	-1,310	-14%	180
EBIT	1,527	1,761	-13%	-234
EBITDA	2,345	2,681	-13%	-336
EBITDA Mg	20%	21%		
Share of profit (loss) of equity-accounted investees	3,240	1,243	161%	1,997
Non operating income	-743	236	-415%	-979
Profit attributable to owners of the Parent (IFRS)	3,777	2,926	29%	851



03

OUTLOOK: DIVERSIFICATION, OUR MAJOR STRENGTH



DIVERSIFICATION AND A SOUND FINANCIAL POSITION



- Estimates are predicting a 10.6% decrease in global container movements for 2020 (1)
- Effects of COVID19: Blank sailings, capacity withdrawals and reduced volumes will affect activity levels for our business divisions
- Estimated Capex for 2020 MUS\$70 (2)
- New savings initiatives



- Reduced business volumes because of COVID19
- Acquisition of 70% of Intertug
- Integration of operations in Canada, Mexico, Brazil and Panama
- Reconfiguration of Oil & Gas industry
- Drop in oil prices



- Shipping industry facing mounting difficulties related to COVID-19, without clear prospects for recovery during the rest of 2020
- Blank sailings
- Reduced cargo volumes



- Logística Chile: drop in volumes at bonded warehouses because of reduced imports
- Aerasan: Decreased business because of impact of COVID19 on airline industry

1. Source Clarksons
2. Figures subsidiaries and associates at 100%



04

QUESTIONS

