

SAAM – Operational Data 2021

Santiago, June 24, 2021

From now on, SMSAAM will be publishing operational data on a monthly basis to provide the market with guidance of how each business division is performing..

This first edition provides a summary of data from January to May. Information will be periodically updated.

We look forward to your feedback on this initiative.

SMSAAM (SSE; SMSAAM) reports on operating volumes for 2021 (YTD) by business division

Towage Division:

- Tug moves in April and May were up 24% and year to date they have increased +17% with respect to 2020, mainly from consolidating Intertug. Isolating that effect, volumes have grown 6% and 2%, respectively, due to increased activity.

	1Q2020 (1)	1Q2021	Chg (%) 1Q 21/20	Apr-20 (1)	Apr-21	May-20 (1)	May-21	Chg (%) April May 21/20	YTD 2020 (1)	YTD 2021	Chg (%) YTD 21/20
Total Tug moves (thousands)	27.2	30.6	13%	8.9	10.8	9.1	11.5	24%	45.2	53.0	17%

(1) 2020 does not consider Intertug operations acquired in February 2021

Port Terminals Division:

- Consolidated terminals reported 16% growth in April and May and 11% YTD, mainly due to foreign terminals finally recovering from sluggish demand because of COVID19.
- Volumes at associate terminals in April and May fell -6% with respect to 2020, mainly due to a drop in the container market and the service mix at terminals in northern and southern Chile, while the central area kept growing, up 6% during the period. Year to date, volumes are up 8% with respect to 2020 thanks to the import restocking process at Chilean terminals.

	1Q2020	1Q2021	Chg (%) 1Q 21/20	Apr-20	Apr-21	May-20	May-21	Chg (%) April May 21/20	YTD 2020	YTD 2021	Chg (%) YTD 21/20
Consolidated TEU (thousands)	399.1	429.9	8%	125.3	147.6	141.2	162.4	16%	665.5	739.9	11%
Associate TEU (thousands)	362.4	425.9	18%	133.7	123.5	131.3	125.5	-6%	627.4	675.0	8%
Total TEU (thousands) (2)	761.5	855.9	12%	259.0	271.1	259.0	271.1	5%	1,293.0	1,414.8	9%

	1Q2020	1Q2021	Chg (%) 1Q 21/20	Apr-20	Apr-21	May-20	May-21	Chg (%) April May 21/20	YTD 2020	YTD 2021	Chg (%) YTD 21/20
TEU Foreign Terminals (thousands)	344.5	364.3	6%	103.7	132.1	122.6	139.3	20%	570.8	635.7	11%
TEU Chilean Terminals (thousands)	417.0	491.5	18%	155.3	139.0	149.9	148.6	-6%	722.2	779.1	8%
Total TEU (thousands)(2)	761.5	855.9	12%	259.0	271.1	272.5	287.9	5%	1,293.0	1,414.8	9%

(2) Includes 100% of TEU from subsidiaries and associates

Logistics Division:

- Bonded Warehouses: Growth of 8% during April and May and YTD with respect to 2020, due to import growth because of restocking process in Chile.
- Aerosan (3): Tons handled were up 77% in April and May and YTD have increased 46% with respect to 2020, mainly because activity has improved as the effects of COVID-19 diminish and flights pick up.

	1Q2020	1Q2021	Chg (%) 1Q 21/20	Apr-20	Apr-21	May-20	May-21	Chg (%) April May 21/20	YTD 2020	YTD 2021	Chg (%) YTD 21/20
Containers OUT - Bonded Warehouse (thousands)	12.9	14.0	8%	3.9	4.6	4.2	4.1	8%	21.0	22.7	8%
Tons Handled - Aerosan (thousands) (3)	73.6	95.7	30%	17.4	35.9	21.1	32.2	77%	112.2	163.9	46%

(3) Considers volumes from Chile, Colombia and Ecuador

[See our website here](#)

SAAM is a multinational corporation providing services for trade through its three divisions: Port Terminals, Towage and Logistics.

With 59 years in business, SAAM has operations in 14 countries in North, Central and South America, creating jobs for more than 8 thousand employees.

It is one of the leading operators of towage services in the Americas.