



COMPANY  
PRESENTATION

DECEMBER 2019



01

SAAM AT A GLANCE



# SAAM AT A GLANCE

- SAAM provides port and offshore towage services, port terminal and logistics services
- Present in more than 70 ports and in 12 countries in the Americas
- Quoted on the Santiago Stock Exchange
- Trajectory of 58 years with +7.000 employees
- Controlled by Quiñenco with 52,2% ownership

## BUSINESS UNITS



Major tugboat operator in the Americas, present in 9 countries



Operates in 6 countries through 10 port terminals



Warehousing, Transport & Airlines Services



+ 7.000  
EMPLOYEES



OPERATE IN 12  
COUNTRIES



+ 150  
TUGBOATS



+ 3,5 MILLION  
TRANSFERRED  
TEUS (1)



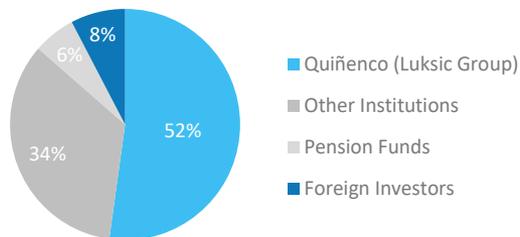
+ 100 THOUSAND  
TUGBOAT  
MANEUVERS (1)

(1) LTM US OF SEPTEMBER 2019

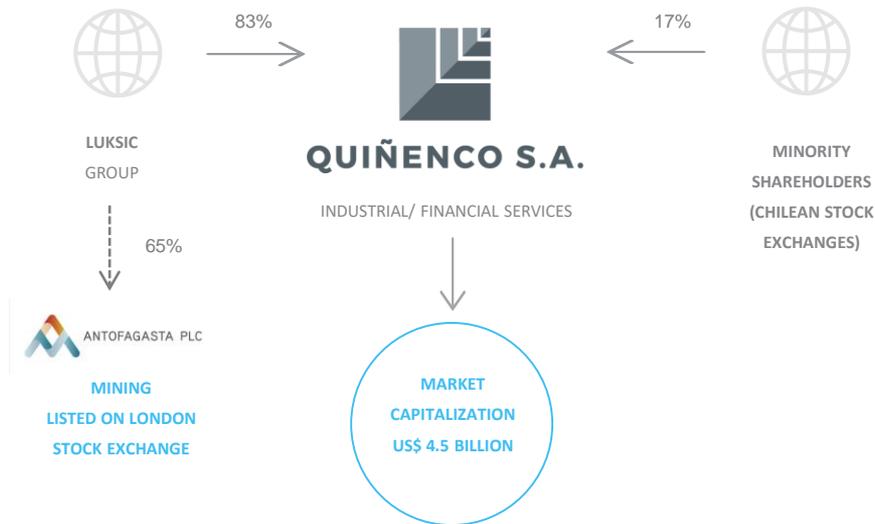


# OWNERSHIP STRUCTURE

A Quiñenco company, one of Chile's largest business conglomerates



Market Capitalization US\$849 million (4)



51.3 %<sup>(1)</sup>



MKT.CAP (1)

US\$ 14.8 BLN  
CHILE

60.0 %



MKT.CAP (1)

US\$ 5.1 BLN  
CHILE, ARGENTINA,  
BOLIVIA, COLOMBIA,  
PARAGUAY, URUGUAY, PERU

29.1%<sup>(2)</sup>



MKT.CAP (1)

US\$ 1.5 BLN  
34 COUNTRIES  
WORLDWIDE

25.9%<sup>(3)</sup>



MKT.CAP (1)

US\$ 5.4 BLN  
119 LINER SERVICES  
WORLDWIDE

52.2 %



MKT.CAP

US\$ 823 MLN  
12 COUNTRIES ACROSS  
THE AMERICAS

100%



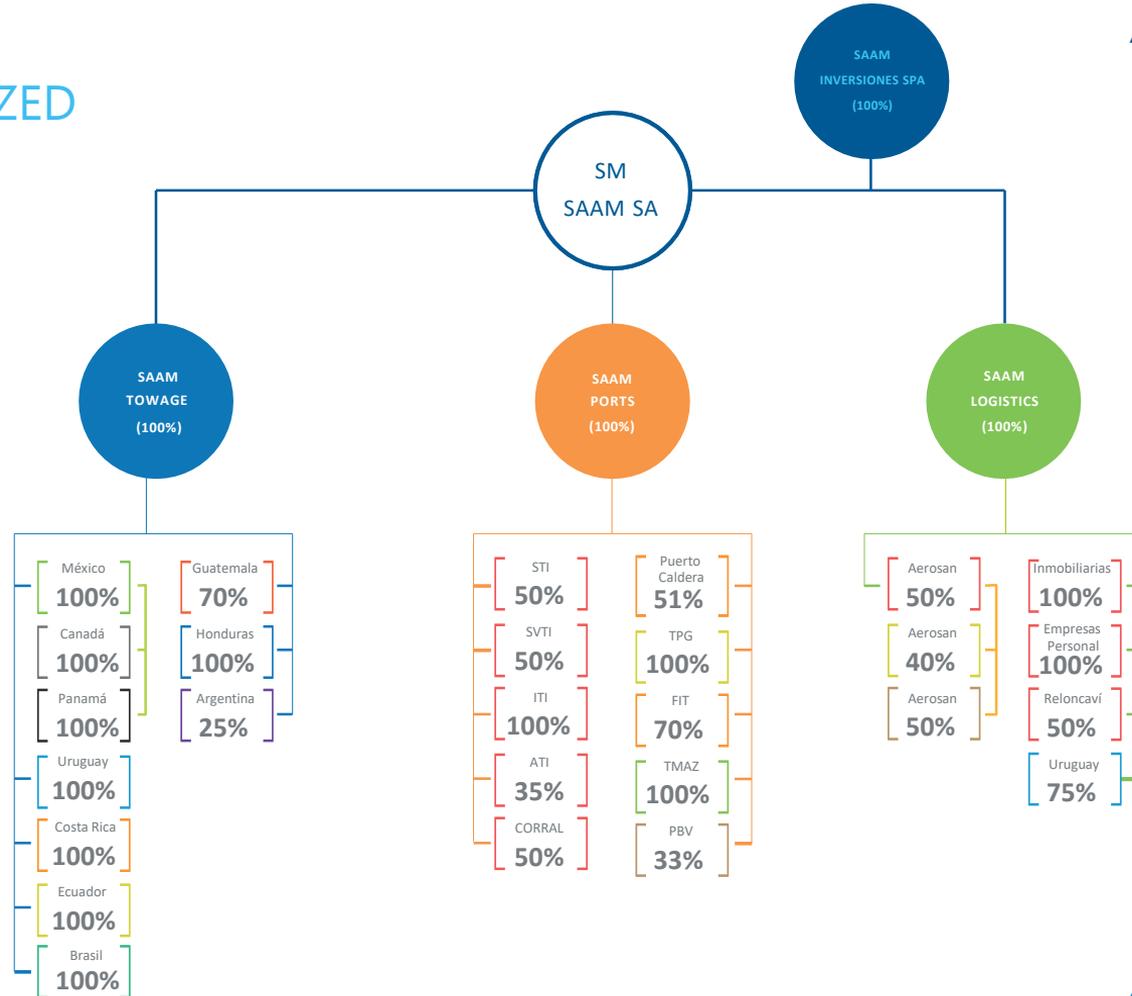
MKT.CAP (1)

US\$ 840 MLN  
CHILE, USA

(1) Market Capitalization as of September 30, 2019. (2) Corresponds to Invexans' and to Techpack 's stake in Nexans as June 30, 2019. Quiñenco's stake in Invexans and Techpack was 99,2% and 99,97% respectively, as of June 30, 2019. (3) Ownership held by CSAV. As of June 30, 2019, Quiñenco controls 56.2% of CSAV . CSAV's market cap was US\$1.3 bln as of June 30, 2019. during September 2019 Quiñenco increased its stake in CSAV to 61.5%. . (4) Book value as of June 30, 2019



# SAAM SUMMARIZED STRUCTURE 2019



Países

- Chile
- Ecuador
- México
- Brasil
- Canadá
- Guatemala
- Panamá
- Honduras
- Uruguay
- EE.UU.
- Costa Rica
- Colombia
- Argentina



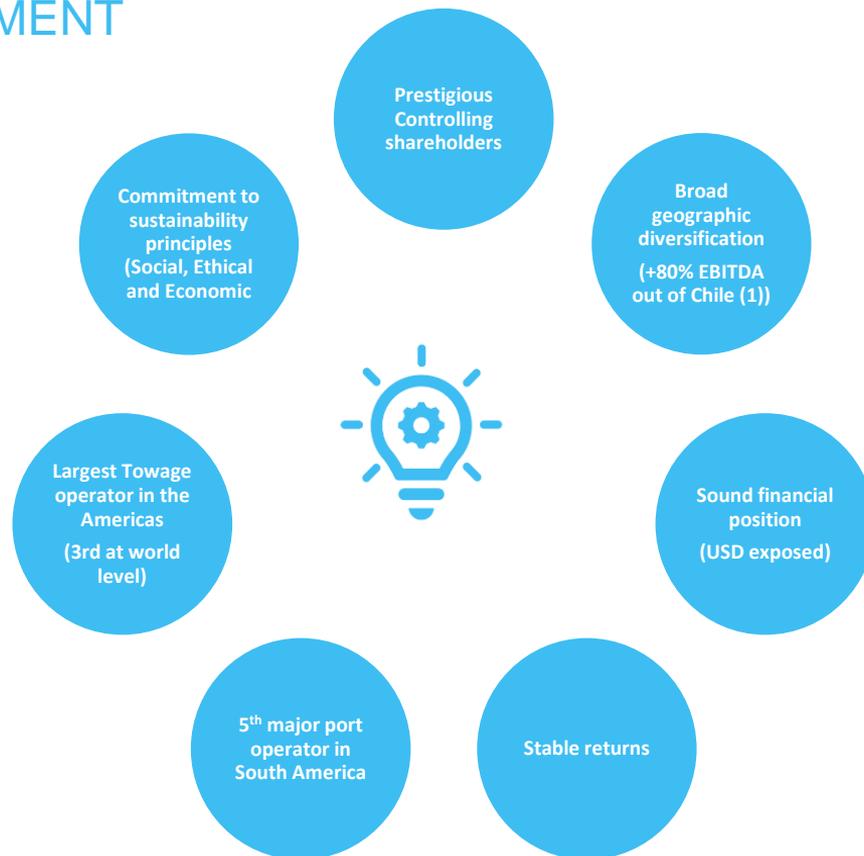
# 02

## SAAM OVERVIEW



# ATTRACTIVE INVESTMENT FUNDAMENTALS

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(1) Subsidiaries at 100% + Brasil LTM as of September 2019



# EXPERIENCED BOARD AND MANAGEMENT

## BOARD OF DIRECTORS

NAME	POST	PROFESSION
Oscar Hasbún	Chairman	Commercial Engineer
Jean-Paul Luksic	Vice- Chairman	Economist
Francisco Pérez-Mackenna	Director	Commercial Engineer
Francisco Gutiérrez	Director	Civil Engineer
Diego Bacigalupo	Director	Industrial Engineer
Armando Valdivieso	Independent Director	Commercial Engineer
Jorge Gutiérrez	Independent Director	Business Administration

## SENIOR MANAGEMENT

Chief Executive Officer  
Macario Valdés

**Commercial Engineer**

Chief Financial Officer  
Juan Carlos Riedel

**Commercial Engineer**

Chief Development Officer  
Javier Olivros

**Civil Engineer**

MD Towage Division  
Hernán Gomez

**Civil Engineer**

MD Port Terminals Division  
Mauricio Carrasco

**Commercial Engineer**

MD SAAM Logistics Chile  
Fernando Encinas

**Commercial Engineer**

Chief Counsel  
Karen Paz

**Attorney**

Chief Information  
Officer  
Claudio Aguilera

**Civil Engineer**

Controller  
Carmen Hernnandez

**Certified Public Accountant**

Chief Human Resource  
Officer  
Gastón Moya

**Psychologist**

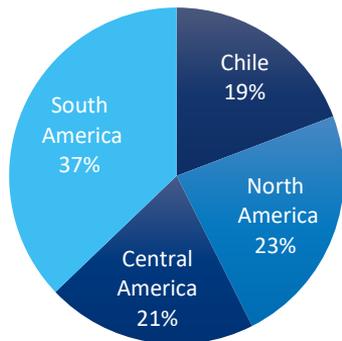


# BROAD GEOGRAPHIC DIVERSIFICATION

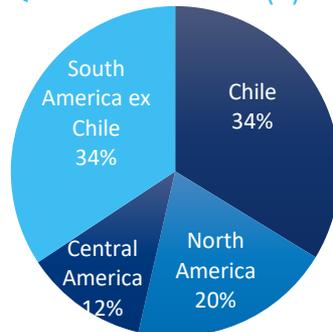
- Operations in 12 countries in the Americas
- +80% EBITDA from outside Chile (+65% EBITDA Equity ownership (2))



EBITDA PROFORMA  
LTM (1)



EBITDA LTM  
EQUITY OWNERSHIP (2)

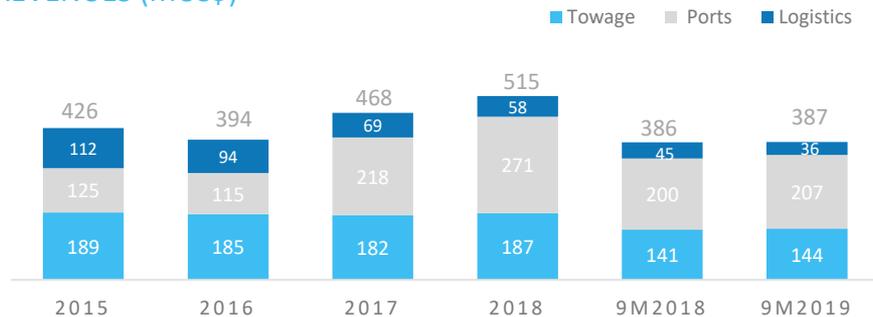


(1) Consolidated results post acquisition LTM as of september 2019, does not consider corporate expenses  
 (2) Consider results at equity ownership from subsidiaries and associates companies post acquisition LTM as of September 2019 does not consider corporate expenses

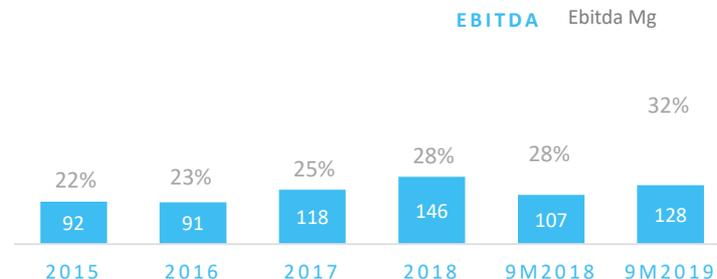


# STABLE RETURNS<sup>(1)</sup>

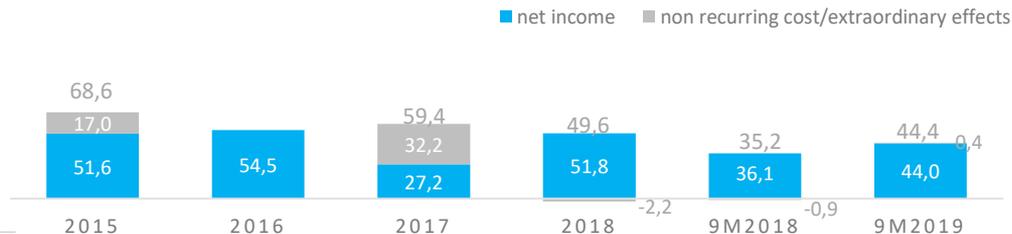
## REVENUES (MUS\$)



## EBITDA AND EBITDA MG (MUS\$)



## NET INCOME (MUS\$)<sup>(2)</sup>



(1) Figures consider SM SAAM's consolidated results



# COMMITMENT TO SUSTAINABILITY PRINCIPLES

Our business values and ethics guide our behavior.



Our responsibility is to strive for excellence and exceed stakeholder expectations.



An integral part of our business is caring for the environment and preventing our business from negatively effecting it.



Our motivation is to create value for the company and society.

## SUSTAINABILITY TRANSPARENCY AND COMMITMENT



Sustainability priorities:

- Labor relations
- Environmental impacts
- Relationship and dialogue with surroundings
- Ethics and transparency



Building mutually cooperative relationships with our employees is a corporate priority.

A continual challenge is contribute to making society stronger and to more prosperous.



Safety is paramount and this value is non-negotiable.

# TOWAGE DIVISION

Main tug operator in the Americas



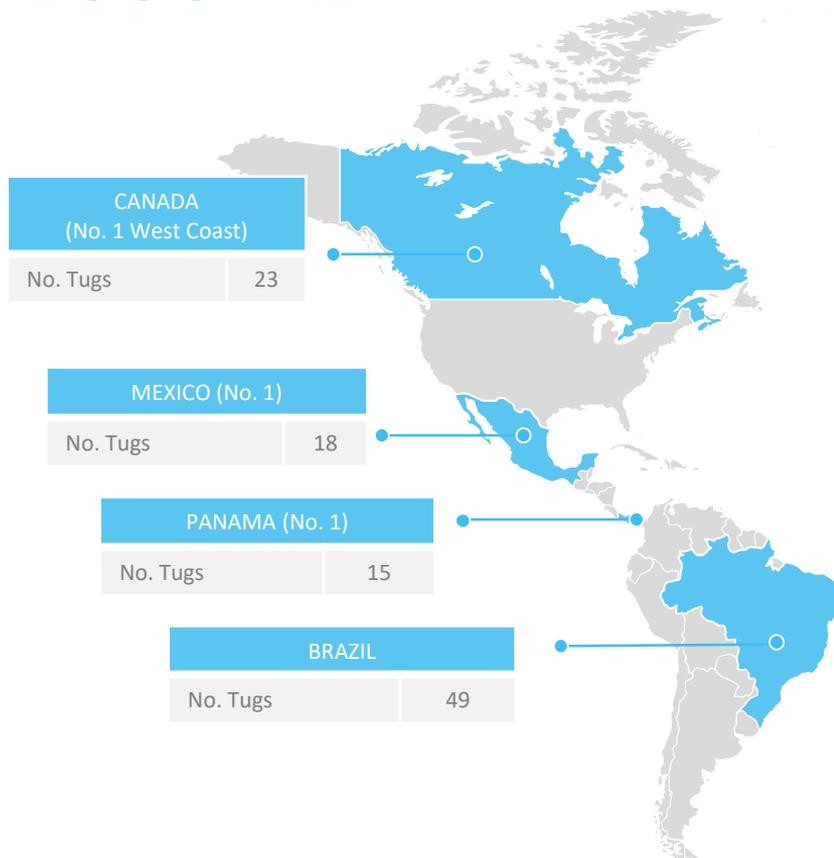
# MAJOR OPERATOR IN THE AMERICAS

- Leader in the provision of safe, reliable and efficient towage services
- Main services:
  - Harbour towage
  - Oil & gas
  - Salvage
  - Special services
- Single model: SAAM Towage
- State of the art fleet
- Safety conscious crew



# ACQUISITION OF BOSKALIS'S STAKE FOR MUS\$194

- Acquisition of 49% of Canada, Mexico and Panama and 50% of Brazil
- Enterprise value at closing(@100%) MUS\$528
- Purchase Price MUS\$194
- Financing: app. 50% cash – 50% debt



(1) LTM: last twelve months as of september 2019 figures at 100% for Canada, Mexico, Panama and Brazil



# UNMATCHED HARBOUR TOWAGE OPERATIONS



+60 PORTS WITH TOWAGE OPERATIONS



+1,300 EMPLOYEES



+25.000 VESSELS SERVED/ YEAR



+150 HARBOUR TUGS



+3 SHIPS SERVED/ HOUR



9 COUNTRIES WHERE WE OPERATE TOWAGE SERVICES

## 1 CHILE

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

## 2 URUGUAY

Montevideo  
Nueva Palmira  
Fray Bentos  
Paysandú  
José Ignacio

## 3 COSTA RICA

Punta Morales  
Puerto Caldera  
Puntarenas

## 4 ECUADOR

Guayaquil  
Manta  
Esmeralda  
Puerto Bolívar  
Monteverde

## 5 BRASIL

Santana  
Sao Luis  
Suape  
Salvador & Aratu  
Vitoria  
Angra dos Reis  
Santos  
Sepetiba  
Paranaguá  
Itajaí  
Rio Grande  
Pecém  
Vila do Conde

## 6 CANADA

Stewart  
New Westminster (Fraser River)  
Prince Rupert  
Kitimat  
Port Mellon  
Squamish  
Vancouver

## 7 PANAMA

Melones  
Chiriqui Grande  
Colón  
PSA & Rodman  
Bahía las Minas  
Balboa  
Taboguilla

## 8 GUATEMALA

Puerto Quetzal

## 9 MEXICO

Veracruz  
Altamira  
Tampico  
Tuxpan  
Lázaro Cárdenas  
Dos Bocas (offshore)  
Ciudad del Carmen (offshore)





# PORT TERMINALS

## 10 PORT TERMINALS

Including San Antonio Terminal Internacional

The leading container port of Chile



# DIVERSIFIED TERMINAL PORTFOLIO

## HIGHLIGHTS

- Operates in 10 port terminals in 6 countries
- 5<sup>th</sup> major port operator in South America
- State of the art infrastructure and equipment
- Long-term concessions, 15 years average duration



+4.000 employees



Operate in 6 countries



10 Port Terminals



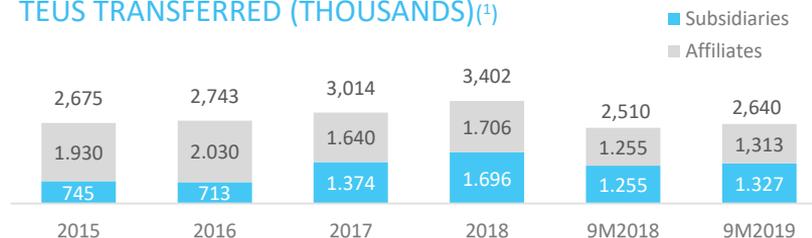
+3,5 million TEU'S transferred <sup>(3)</sup>

(1) Figures consider SM SAAM's consolidated and affiliates at 100%

(2) Corral and Buenavista ports are private ports

(3) Subsidiaries at and affiliates at 100%, LTM as of September 2019

## TEUS TRANSFERRED (THOUSANDS)<sup>(1)</sup>



## EXTENSIVE PORTFOLIO OF CONCESSIONS

CONCESSIONS	PORT	EXPIRES ON	EXTENSION OPTION
<b>Chile</b>	STI (San Antonio)	2024	+5 years
	SVTI (Talcahuano)	2029	
	ATI (Antofagasta)	2033	
	ITI (Iquique)	2030	
	Corral (Valdivia) <sup>(2)</sup>	Private	
<b>Costa Rica</b>	Puerto Caldera	2026	
<b>Ecuador</b>	TPG (Guayaquil)	2071	
<b>U.S.A.</b>	FIT (Florida)	2025	+5+5 years
<b>Mexico</b>	TMAZ (Mazatlán)	2032	+12 years
<b>Colombia</b>	Buenavista (Cartagena) <sup>(2)</sup>	Private	



# 5TH MAJOR PORT OPERATOR IN SOUTH AMERICA <sup>(1)</sup>

RANK OWNER/OPERATOR	TOTAL THROUGHPUT ('000 TEU)	EQUITY THROUGHPUT ('000 TEU)	SHARE OF EQUITY TEU IN REGIONAL THROUGHPUT (%)	LOCATION OF MAIN TERMINAL OPERATIONS
Contecar (SPRC)	2,594	2,594	9.2%	Cartagena (Colombia)
APM Terminals	4,062	2,566	9.1%	Buenos Aires, Itajai, Pecém, Santos, Callao, Buenaventura, Cartagena
Terminal Investment Limited (TIL)	4,513	2,546	9.0%	Navegantes, Santos, Buenos Aires, Callao, Rodman, Rio de Janeiro
DP World	2,513	2,242	7.9%	Callao, Buenos Aires, Santos, Suriname, Paíta
SAAM Puertos	2,794	1,928	6.8%	San Antonio, San Vicente, Iquique, Antofagasta, Guayaquil
Santos Brasil	1,684	1,684	6.0%	Santos, Imbituba, Vila Do Conde
ICTSI	1,314	1,314	4.6%	Guayaquil, Suape, Buenaventura, La Plata
Neltume Ports	2,330	1,251	4.4%	Arica, Puerto Angamos, Valparaiso, Montevideo, Coronel, Coquimbo, Rosario (Argentina), Rio Grande
Wilson, Sons	1,054	1,030	3.6%	Rio Grande, Salvador
Pulgosa *	808	808	2.9%	Lirquen, San Antonio
<b>Total</b>		<b>17,963</b>	<b>63.5%</b>	
<b>Regional Total</b>	<b>28,287</b>			

(1) Source: Drewry 2019, South America – Top ten terminal owning/operating companies, 2018





LOGISTICS DIVISION

# LOGISTICS DIVISION



TRANSAEREO 

 ARONEM

 SAAM

 AEROSAN

 RELONCAVI ECUADOR

 LUNIVIENT S.A.



# LOGISTICS CHILE

## HIGHLIGHTS

- Operates 3 bonded warehouses (Iquique, Santiago and Valparaiso – Chile)
- Logistic integral services for importers and exporters
- Warehousing & CrossDocking services
- Cold Warehousing 6.000 tons capability
- IT integration
- GPS Transport monitoring

## WAREHOUSING INFRASTRUCTURE

ITEM	AREA	STORAGE
3 Bonded Warehouses (IQQ, SAI, VAP)	203.962 m <sup>2</sup>	35.000 m <sup>2</sup>
1 General Warehouse (SCL)	67.241 m <sup>2</sup>	22.603 m <sup>2</sup>
1 Bulk Warehouse (SAI)	50.000 m <sup>2</sup>	30.000 m <sup>2</sup>
1 Cold Warehouse (PMC)	10.666 m <sup>2</sup>	10.662 m <sup>2</sup>

## SERVICES



Warehouse Management



Transport Management



Airport Services



# LOGISTICS; AEROSAN – AIRPORT OPERATIONS

## HIGHLIGHTS

- Providing airports and ground handling services since 1980
- Presence in 8 airports in 3 countries in the Americas (Chile, Colombia and Ecuador)
- Cargo handling, ground handling and passenger services



+300.000  
TONS PER  
YEAR



+ 1 MILLION  
PASSENGERS  
ATTENDED



+1,400  
EMPLOYEES



OPERATIONS IN  
8 AIRPORTS  
CHILE, COLOMBIA Y ECUADOR



+33,000 M<sup>2</sup>  
WAREHOUSES



VISIT OUR ANNUAL  
REPORT





QUESTIONS?

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