



SAAM IN ECUADOR

June 13, 2017





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AGENDA

1. SAAM AT A GLANCE
2. 55 YEARS OF TRAJECTORY
3. STRATEGIC PILLARS
4. SAAM IN ECUADOR
5. TERMINAL PORTUARIO GUAYAQUIL



1. SAAM AT A GLANCE (1)

Highlights

- SAAM provides port and offshore towage services, port terminal and logistics services
- Present in more than 70 ports and in 13 countries in the Americas
- Quoted on the Santiago Stock Exchange, with a trajectory of 55 years and a Market Cap of USD901 million⁽²⁾
- Controlled by Quiñenco with 52,2% ownership

Business Units



- Major tugboat operator in the Americas
- Present in 10 countries

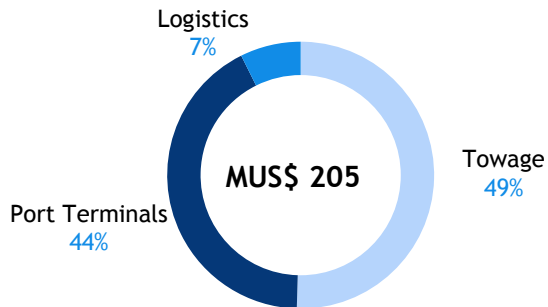


- Operates in 6 countries through 11 port terminals

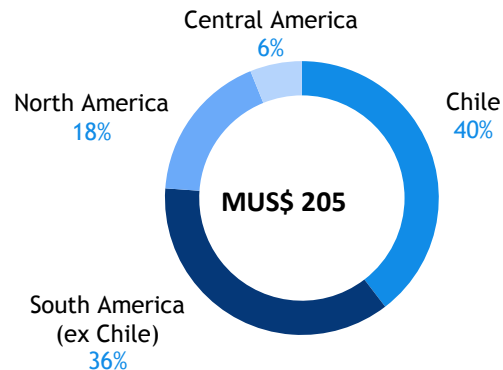


- Warehousing, Transport and *Airlines & Shipping Services*

EBITDA 2016
BUSINESS DISTRIBUTION



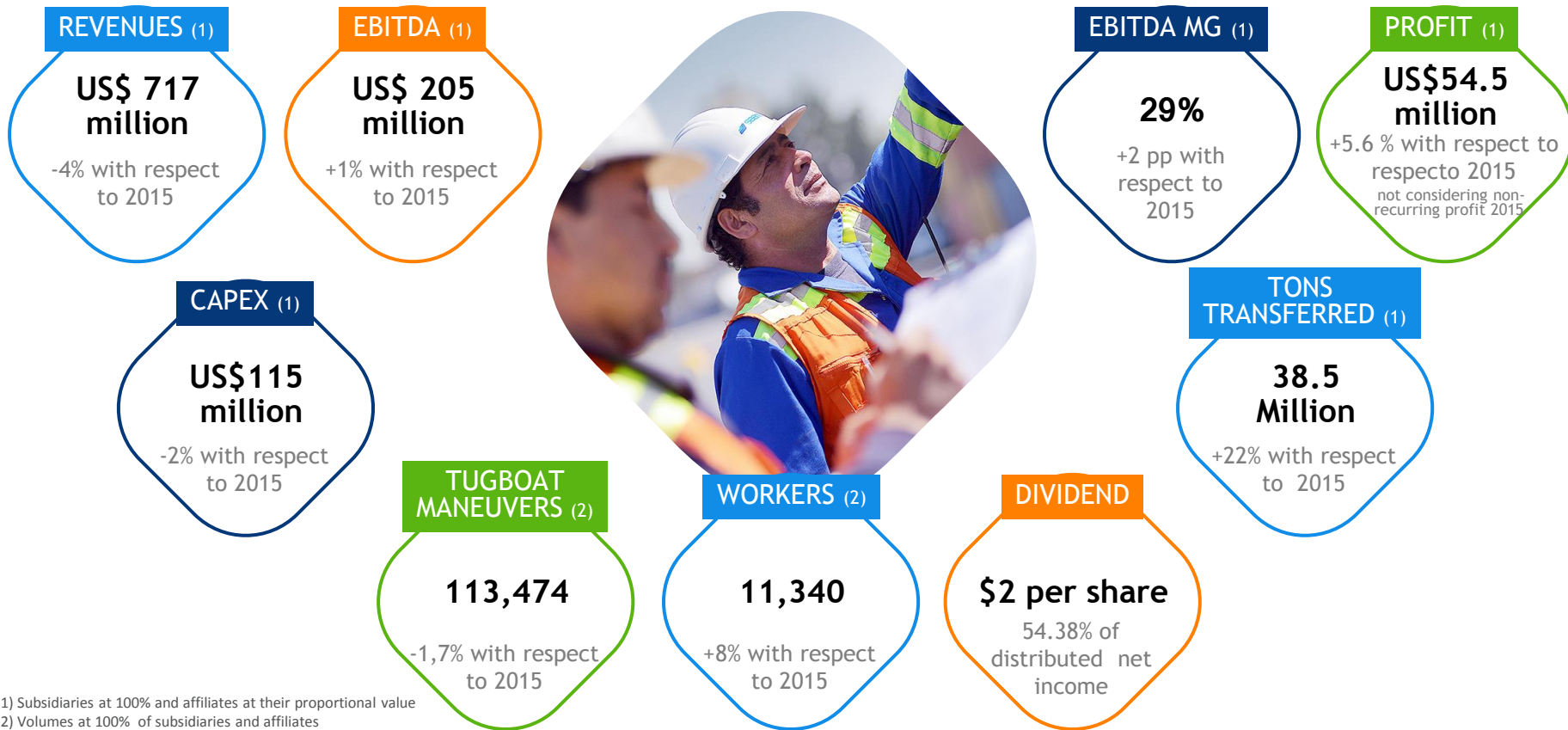
EBITDA 2016
GEOGRAPHIC DIVERSIFICATION



(1) Compañías filiales al 100% más coligadas a su valor proporcional

(2) 5 Junio 2017

1. SAAM AT A GLANCE



(1) Subsidiaries at 100% and affiliates at their proportional value

(2) Volumes at 100% of subsidiaries and affiliates

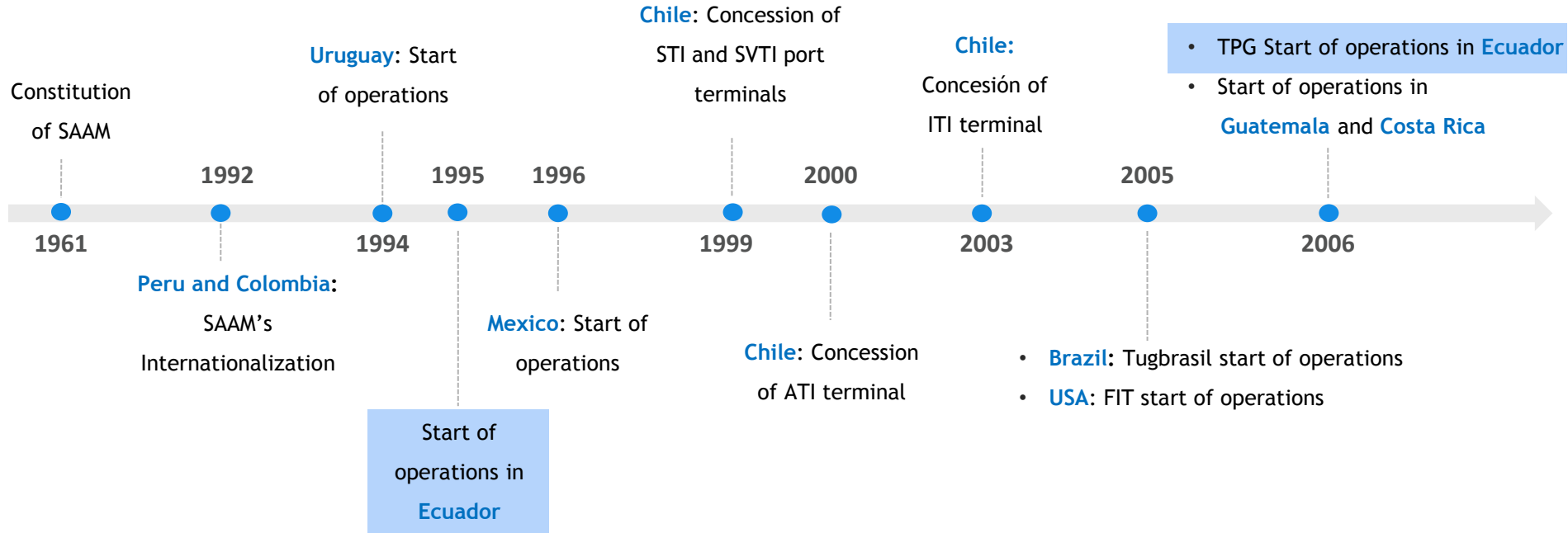


AGENDA

1. SAAM EN UNA MIRADA
2. 55 YEARS OF TRAJECTORY
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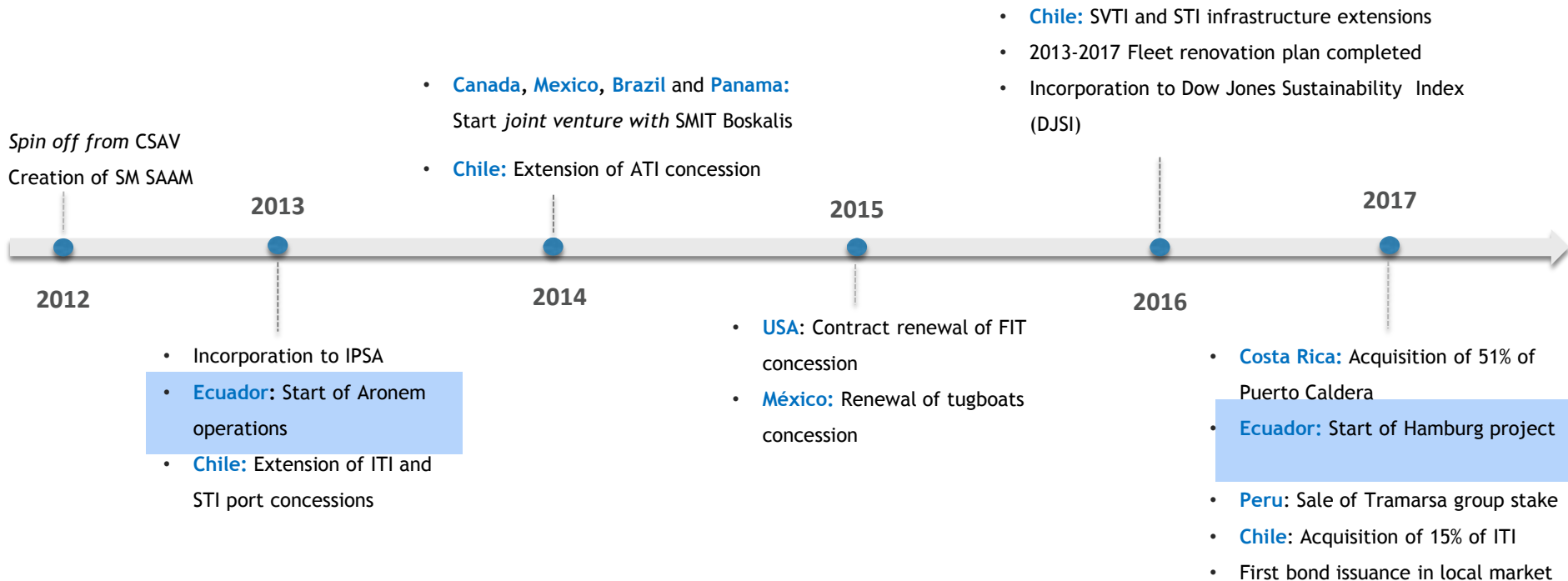
2. TRAJECTORY OF OVER 55 YEARS

PROVIDING SERVICES TO FOREIGN TRADE



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3. OPERATIONAL EXCELLENCE



- Operational Excellence Project (Infrastructure, Maintenance and Operations)
- Strengthening labor relations in port terminals
- Occupational Health and Safety
- Implementation of Corporate Procurement
- Search for and retention of talents

3. STRENGTHENING OUR CURRENT BUSINESSES

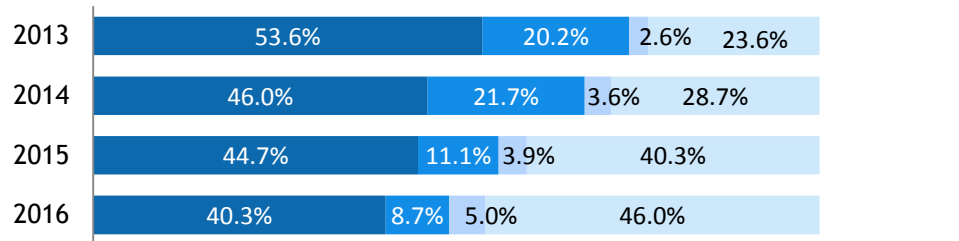
- Renewing and extending key concessions and contracts
- Working more closely with our clients
- Maintaining our profitability despite the pressure on margins
- Redefining of Logistics business strategy
- Investments for US\$500 million in the past 4 years (2014-2017)
- Sound strategical alliances



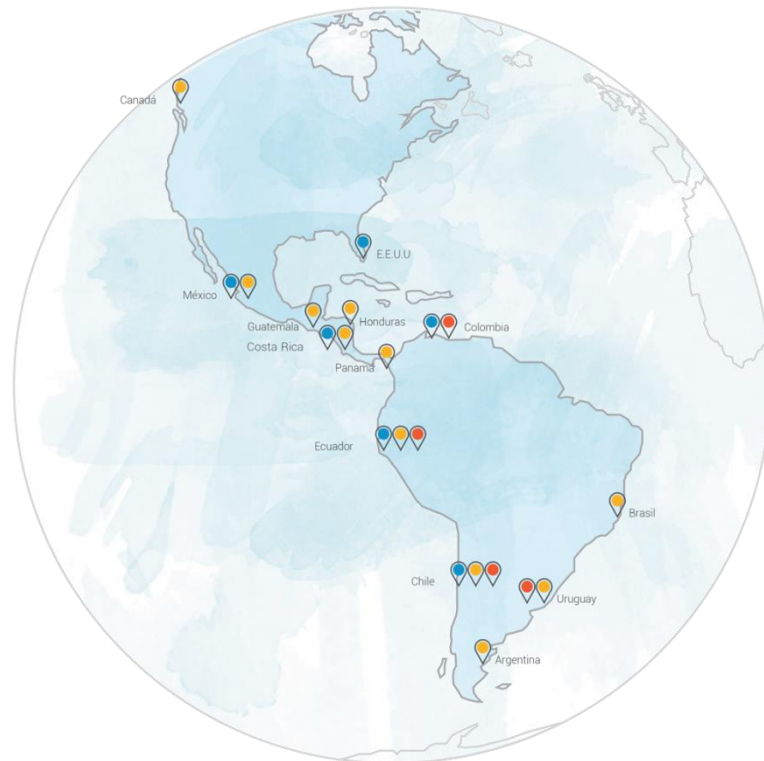
3. GROWTH AND DIVERSIFICATION

- Explore and develop new business opportunities
- Focus on assets with controlling positions
- Continue our diversification strategy

» Geographic breakdown of net income (%)



■ Chile
 ■ North America
 ■ Central America
 ■ South America



● Terminales Portuarios
 ● Remolcadores
 ● Logística

3. INCORPORATION OF SUSTAINABILITY TO OUR BUSINESSES' MANAGEMENT

7) To contribute to a more prosperous and strengthened **society** is a constant challenge.

1) **To Create value** for the company and society is our inspiration.

6) Care of the **environment** and prevention of negative impacts is an integral part of our business.

2) To build mutual cooperation relationships with **our workers** is a priority.



3) **Safety** is first and it is a non-negotiable value for us.

5) Seeking **excellence** to exceed the expectations of our stakeholders is our responsibility.

4) Our **values** and business **ethics** guide our actions.



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SAAM IN ECUADOR

(1995-2017)



PORT TERMINALS

Terminal Portuario Guayaquil

Since 2006



ECUAESTIBAS S.A.
SERVICIOS PORTUARIOS

TOWAGE

EcuAestibas

Since 1995



LOGISTICS

Aronem

Since 2013



Company	TERMINAL PORTUARIO GUAYAQUIL	ECUAESTIBAS	ARONEM
SAAM Ownership %	100%	100%	40%
Services	Private Port Operation Contract for 50 Years	7 tugboats. Services: docking and undocking of vessels, towage and salvage towing	Airport services and processing of air freight for export cargo
Locations	Guayaquil	Guayaquil Puerto Bolivar Manta Esmeraldas Terminal Especializado Monteverde	Aeropuerto Internacional Mariscal Sucre, Quito
CAPEX (last 6 years)	US\$ 81.4 million	US\$ 7.0 million	US\$ 1.2 million
Workers	639	192	87



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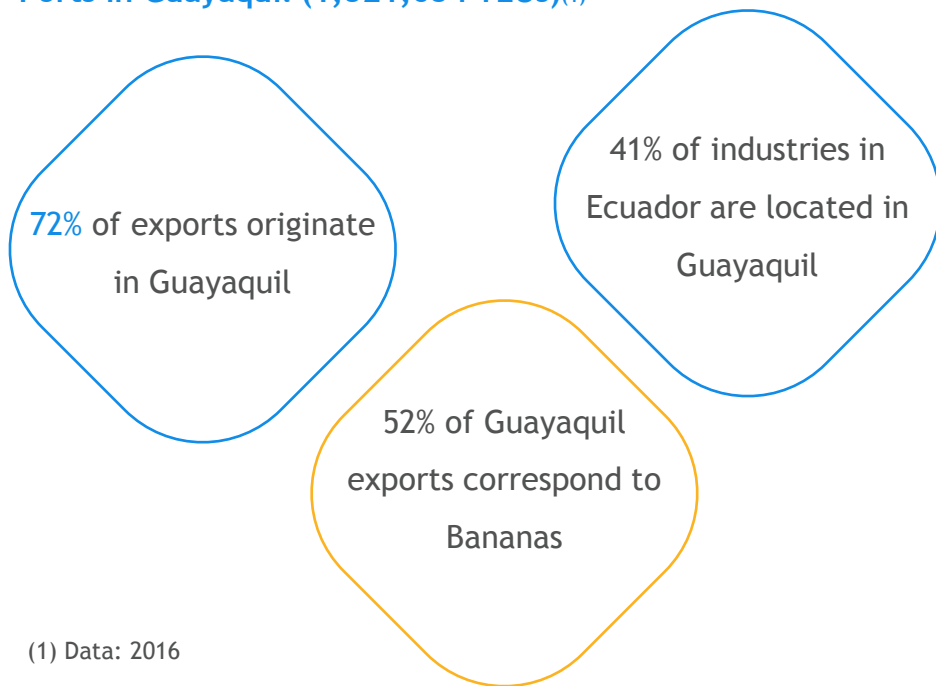


TERMINAL PORTUARIO GUAYAQUIL

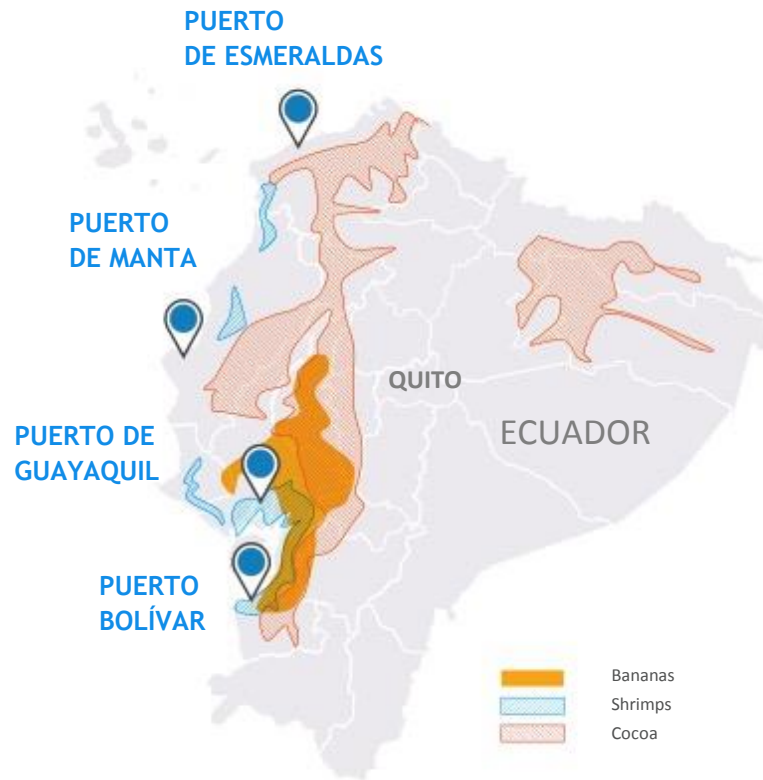


Ports in Ecuador (1,907,390 TEUs)⁽¹⁾

Ports in Guayaquil (1,821,654 TEUs)⁽¹⁾



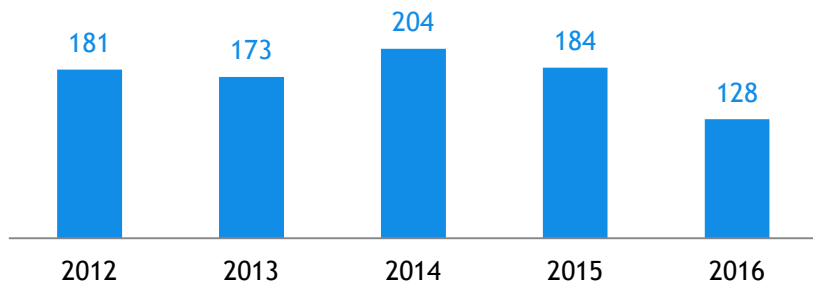
(1) Data: 2016



General Description

- Private Terminal (2006 - 2056): Leased and own land
- Strategic locations at only 10 km of downtown Guayaquil
- Container cargo: bananas, shrimps and cocoa for export; retail imports

Volume (containers, thousands)



5. CONNECTING GUAYAQUIL WITH THE WORLD

8 services and
7 shipping
companies

Connections with
22
countries

Connections with
4
continentes



Services:
Conosur

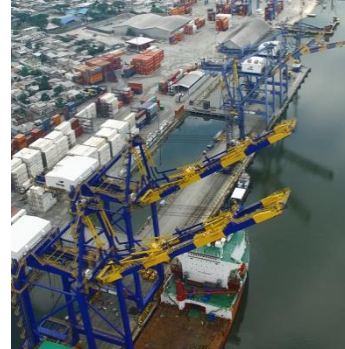
Shipping companies:
Hapag-Lloyd
Hamburg Sud



Characteristics	TPG	TPG + Infrastructure Extension
Dock	360 meters	480 meters
STS Cranes	2	4
RTG Cranes	3	8
Support Areas	17.4 ha	22.2
Terminal	Container	Multipurpose
LT Lease	2056	2056
Capex (2016-2017)		US\$60 million
Workers	474	639

- TPG W/O Extensión 17,2 has
- Triniport 4,7 has
- Dock Extension 120 m

- **60 million dollars** in infrastructure expansion
- Incorporation of new bulk grain terminal - **Trinipuerto**
- **3x** cargo transfers
- **+165** new working positions



THE END



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