



**SAAM Corporate Presentation**  
**8th Annual Andean Conference**  
**Larrain Vial**

March 18<sup>TH</sup>, 19<sup>TH</sup>, 20<sup>TH</sup>, 2014

# Agenda

## SMSAAM Overview



## Financial Overview



## Future Main Goals

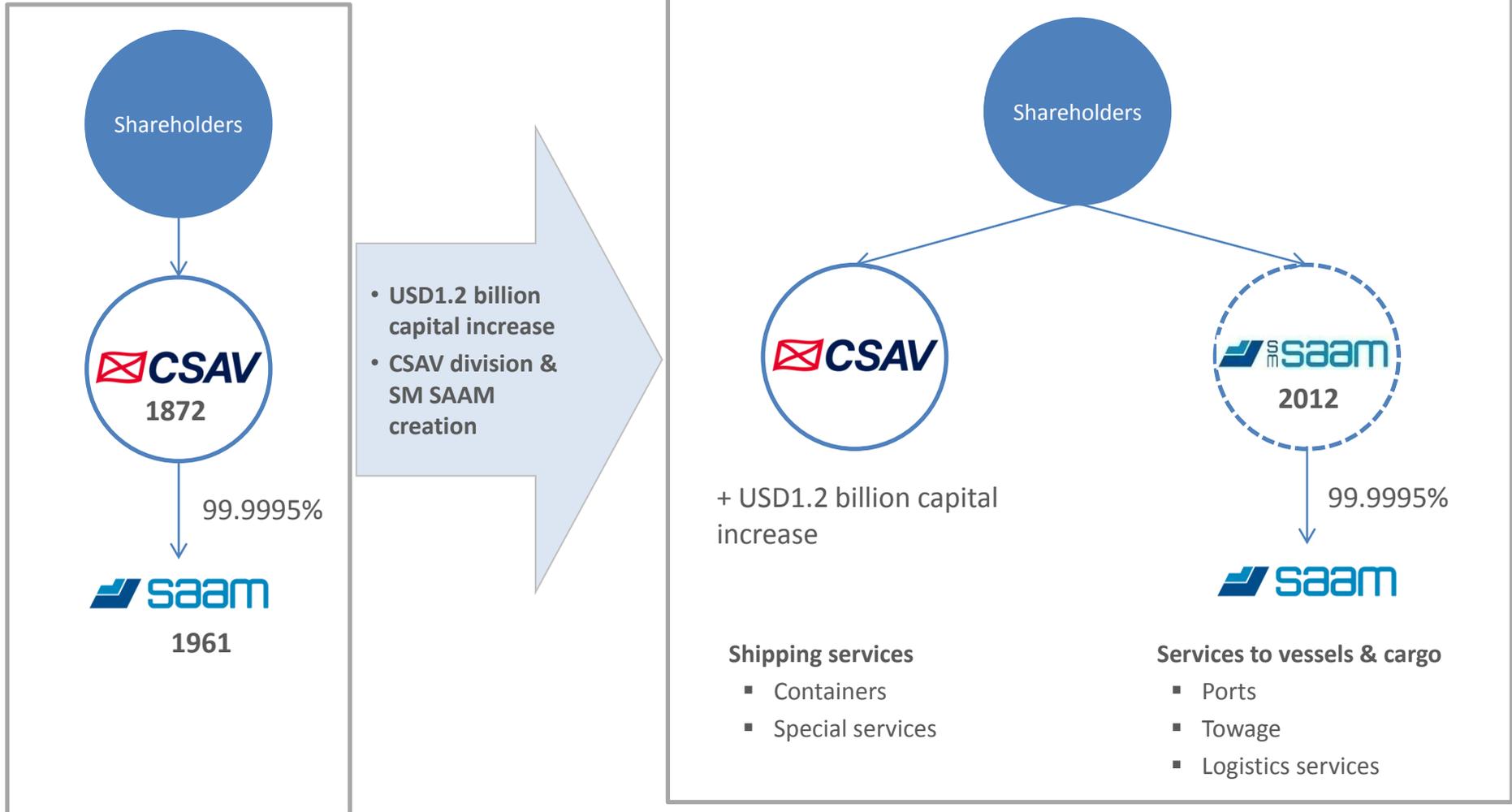


## SAAM's History

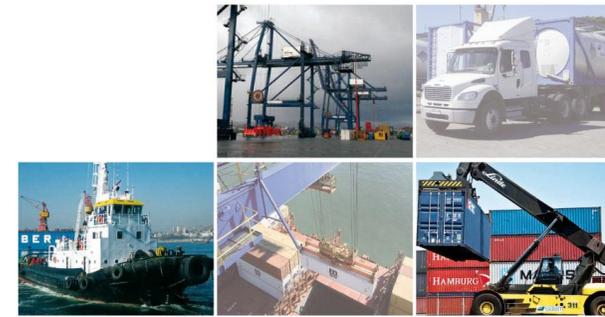
- SAAM was founded on November 15th, 1961 to support CSAV port operations in Chile
- From the beginning SAAM is dedicated to port terminals, tugboats and logistics
- The first tugboat was built in 1962. Currently SAAM has 132 tugboats through Latin America
- In 1983 acquired the first multipurpose port crane with operations in Chile. Currently, SAAM operates 33 port cranes in 5 countries
- SAAM globalization started in 1992, entering in Perú and Colombia. Currently SAAM has presence in 12 countries.
- The Luksic group entered to CSAV property in 2011. Today holds 42,4% of the property of SMSAAM.



# SM SAAM's origin

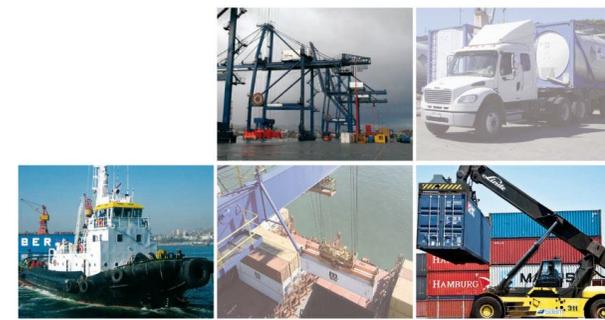
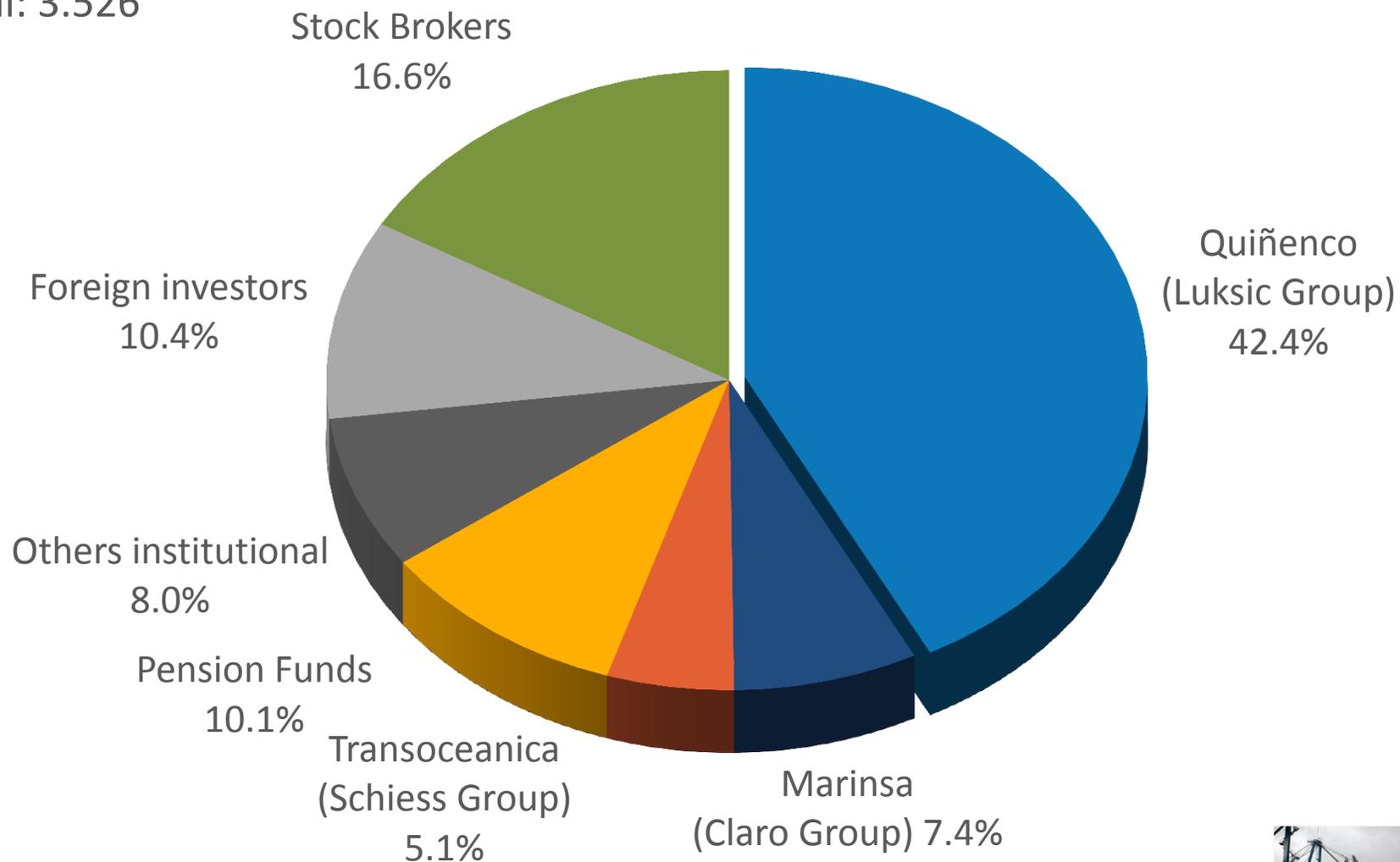


Transactions at Santiago's Stock Exchange began on March 1<sup>st</sup>, 2012

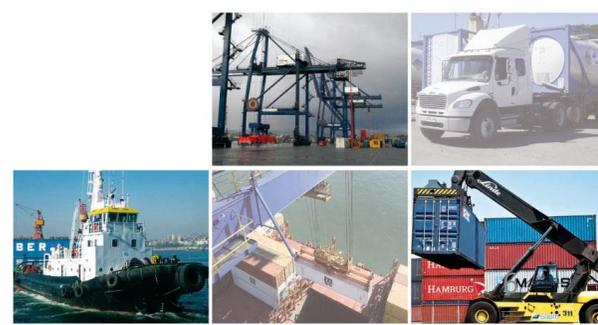
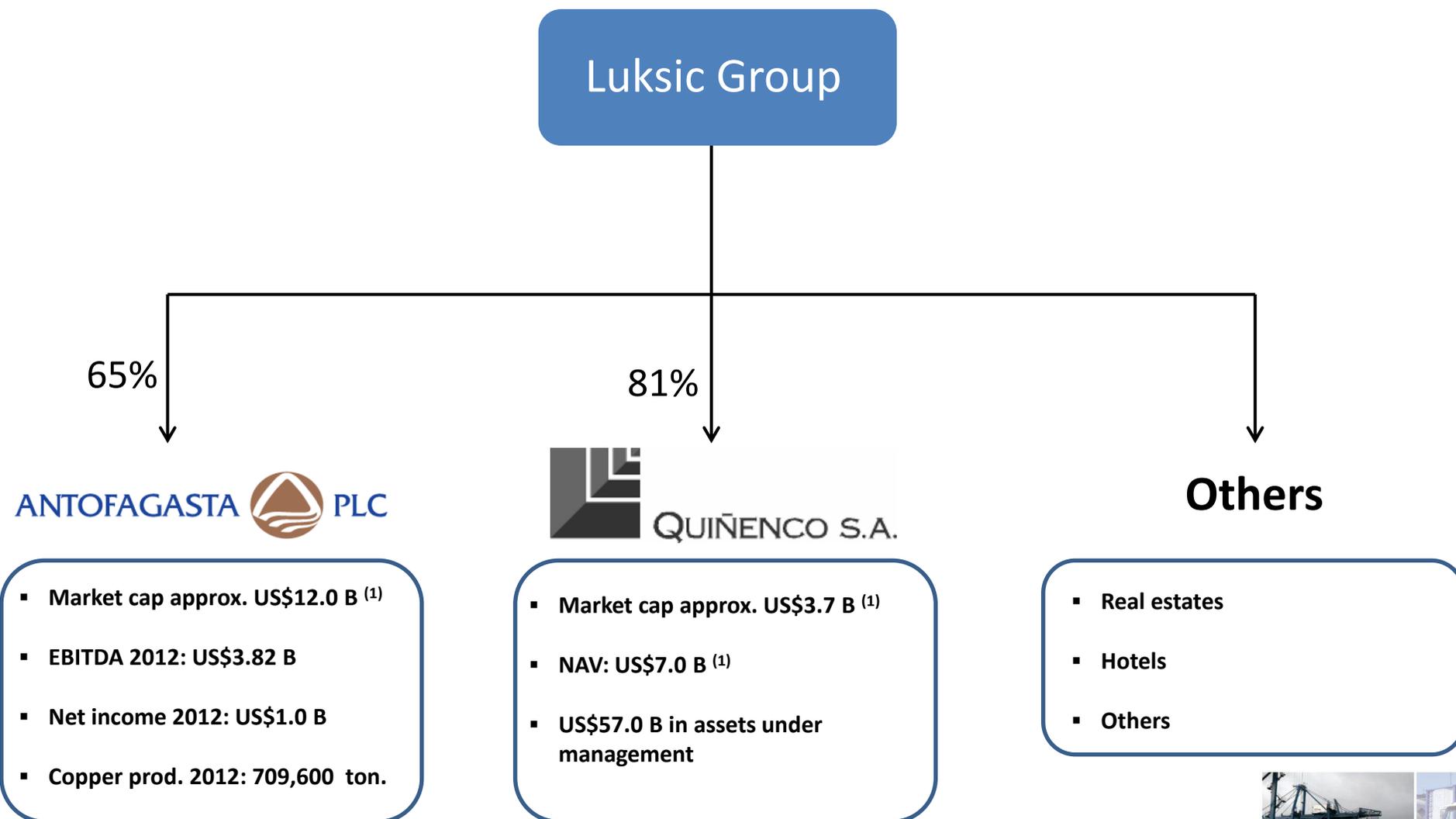


# SM SAAM's shareholders as of December 31<sup>th</sup> 2013

Total: 3.526



# Luksic Group



(1) As of June 30, 2013

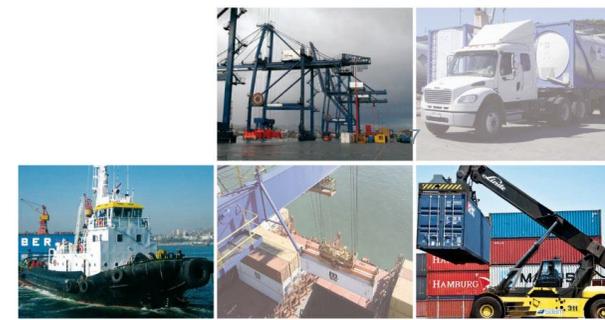
# Quiñenco: Main operating companies

## Shares owned

58.5%	66.1%	22.4% <sup>(2)</sup>	65.9%	43.8%	42.4%	100%
Mkt. Cap <sup>(1)</sup> : US\$13.5 B	Mkt. Cap <sup>(1)</sup> : US\$4.6 B	Mkt. Cap <sup>(1)</sup> : US\$1.4 B	Mkt. Cap <sup>(1)</sup> : US\$254 MM	Mkt. Cap <sup>(1)</sup> : US\$578 MM	Mkt. Cap <sup>(1)</sup> : US\$1.0 B	US\$691 MM
<ul style="list-style-type: none"> <li>• 1st bank in Chile in net income and profitability</li> <li>• Jointly controlled with Citigroup</li> </ul>	<ul style="list-style-type: none"> <li>• No.1 Chilean beer producer with 80% market share</li> <li>• Main beverage producer in Chile</li> <li>• 2nd largest beer producer in Argentina</li> <li>• Jointly controlled with Heineken</li> </ul>	<ul style="list-style-type: none"> <li>• Global leading French cable manufacturer, with presence in 40 countries and business activities throughout the world.</li> </ul>	<ul style="list-style-type: none"> <li>• Regional manufacturer of flexible packaging, and copper and aluminum products</li> </ul>	<ul style="list-style-type: none"> <li>• Largest shipping company in Latin America</li> <li>• Main business is containerized cargo transportation</li> </ul>	<ul style="list-style-type: none"> <li>• Leading port, cargo &amp; shipping services company: port concessions, tug boats, and logistics</li> <li>• 1st port operator in South America</li> <li>• 4th largest tug boat company worldwide</li> </ul>	<ul style="list-style-type: none"> <li>• No.2 retail distributor of fuels with 296 service stations</li> </ul>

(1) Market Capitalization as of 2013

(2) Corresponds to Invexans' stake in Nexans. Quiñenco's current stake in Invexans is 65.9%



# Leading Latin America ports and towage operator



Port Terminals

Towage

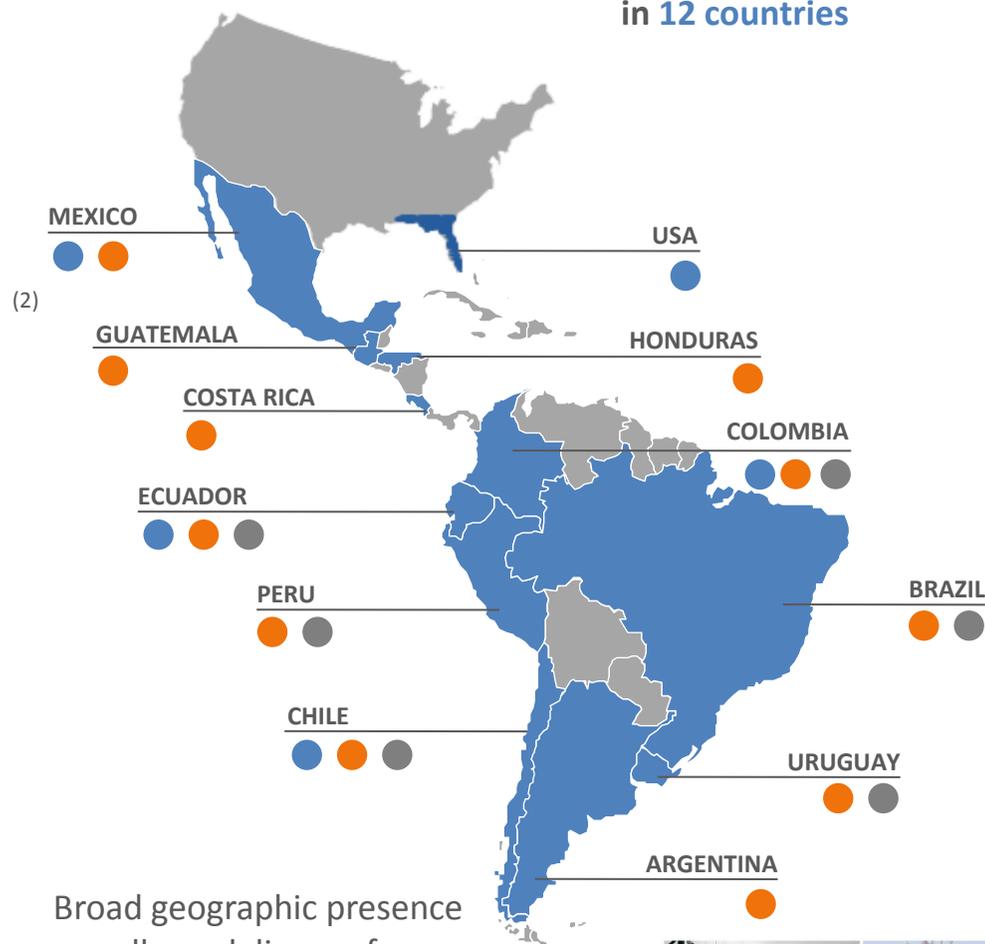
Logistics

Business at 64 ports  
in 12 countries

10  
Port Terminals

132  
Tugboats <sup>(1)</sup>

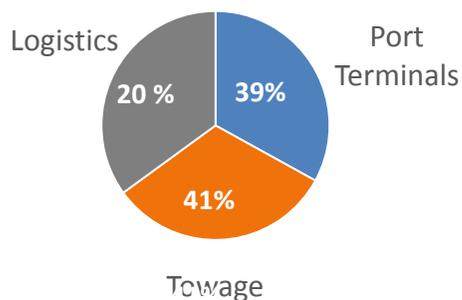
+300 has.  
Support Areas and  
Warehouses



31,133,801  
tons transferred 2013

8,099  
employees

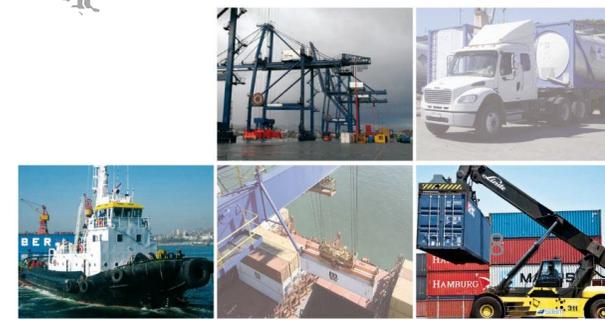
Breakdown of EBITDA 2013 <sup>(3)</sup>  
By Business Segment



REVENUE 2013  
**US\$725 MM**

EBITDA 2013  
**US\$164 MM**

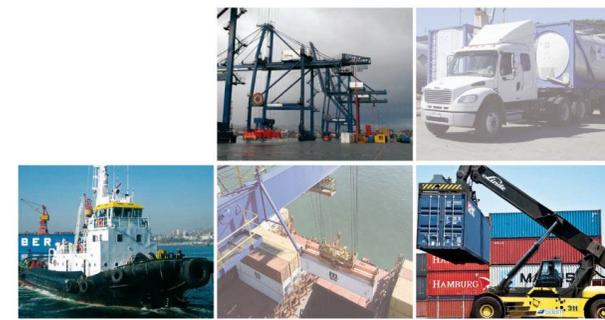
Broad geographic presence  
allows delivery of a  
**comprehensive service**



(1) As of December 2013, consider 130 own tugboats (4 under construction) and 2 rented  
 (2) Does not consider 354 has. from Fundo La Virgen in San Antonio neighborhood  
 (3) EBITDA calculated as Operating Income plus D&A. Breakdown considers proportional values of affiliates (weighted by ownership)

## SAAM's Milestones 2013

- Reorganized in three divisions:
  - Port Terminals
  - Towage
  - Logistics
- Agreement between SAAM and SMIT / Boskalis to joint operations with two joint ventures (over 100 tugs involved)
  - Brazil: merge operations of both companies
  - Canada, Panamá and México
- Enter to IPSA (Selective Stock Price Index, composed of the 40 most heavily traded shares in the Santiago Stock Exchange)
- Agreement with local partners to joint port operations in Brazil
- Extension concession Iquique International Terminal 10 years and San Antonio International Terminal 5 +5 years
- Strategic review of the logistic business
- Start-up of SAP R/3
- Sale of non core assets.
  - Cargo Park
  - Panul Port
  - TIBSA



# Ports operations



- Florida International Terminal, FL, USA
- Terminal Marítima Mazatlán, Mexico
- Puerto Buenavista, Colombia
- Terminal Portuario Guayaquil, Ecuador
- Terminal Puerto Arica, Chile
- Iquique Terminal Internacional, Chile
- Antofagasta Terminal Internacional, Chile
- San Antonio Terminal Internacional, Chile
- San Vicente Terminal Internacional, Chile
- Portuaria Corral, Chile



## Main Services

- Cargo Transfer for all types of ships
- Cargo storage
- Empty containers service
- Complementary logistics service

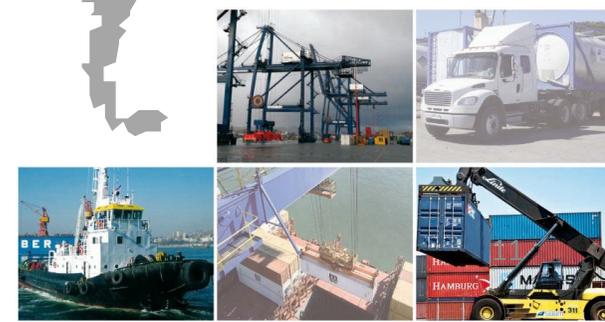
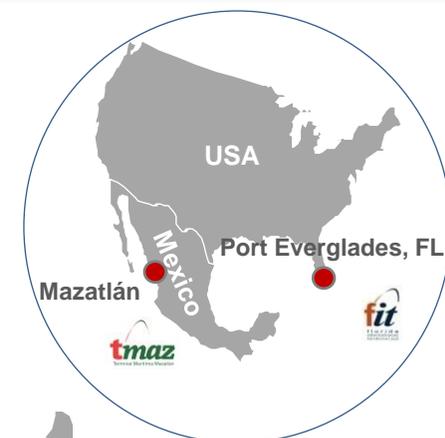


# Port terminals: assets with high strategic value

6 local and 4 international port operations

Local Terminals	2013 Volume Transferred (millions of tons)	% Stake	Concession	Extension Option
San Antonio Terminal Internacional	13.0	50%	2024	Exercised 5 years option +5years
San Vicente Terminal Internacional	5.5	50%	2029	Exercised
Terminal Puerto Arica	3.0	15%	2034	Exercised.
Antofagasta Terminal Internacional	2.8	35%	2023	10 years under process
Iquique Terminal Internacional	2.0	85%	2030	Exercised
Portuaria Corral	0.5	50%	Private	n.a
International Terminals				
Terminal Portuario Guayaquil	2.0	100%	2046	-
Florida International Terminal	1.0	70%	2015	5+5 years
Terminal Maritima Mazatlán	0.5	100%	2032	12 years
Puerto Buenavista	0.1	33%	Private	n.a.

31.1 million tons transferred in 2013



# Ports: Main port operator in South America

Rank	Owner	2012 Total Throughput ('000 TEUs)	Main Port Terminal
1	SAAM	2,480	San Antonio
2	DP World	1,900	Callao
3	SSA Marine	1,804	San Antonio
4	Grupo Ultramar	1,791	Valparaíso
5	Santos Brasil	1,775	Santos
6	Soc. Portuaria de Cartagena	1,470	Cartagena
7	ICTSI	1,391	Guayaquil
8	APM Terminals	1,227	Buenos Aires
9	Libra Terminais	1,109	Santos
10	Terminal de Contêineres de Paranaguá	730	Paranaguá

Source: Drewry

- ✓ Stable cash flows and attractive returns
  - Concessions granted on average for the next 18 years
  - Strong entry barriers
- ✓ Access to debt markets
- ✓ Strategically located in the most important ports in Chile
- ✓ Diversified client and industry base
- ✓ Complements logistics operation



# Towage



- 132 tugboats fleet in 10 countries
- Leader in Latin America
- Fourth largest worldwide operator

## Main Services

Docking and undocking of ships

Towing

Salvage

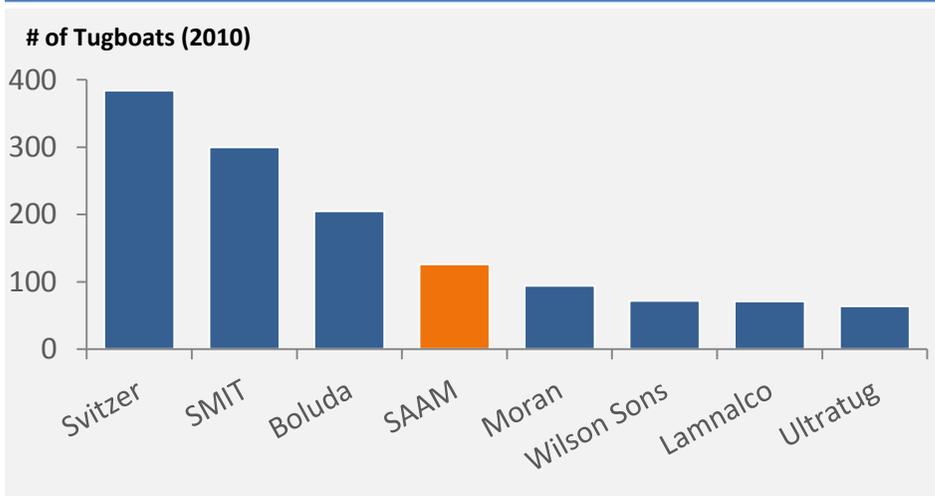
Assistance in off shore operations



# Towage: leader in Latin America

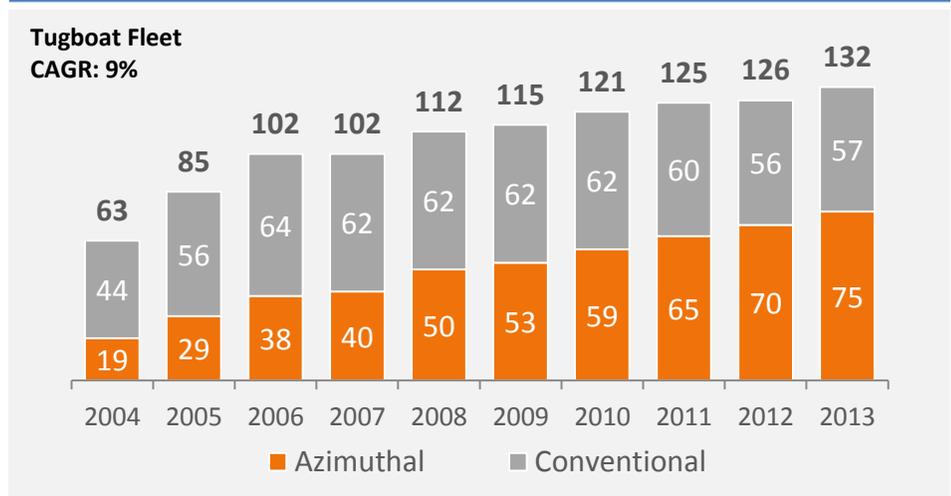
- ✓ Modern tugboat fleet
- ✓ Important presence and geographic coverage in Latin American coasts

## MAIN PORT TOWAGE OPERATORS IN THE WORLD

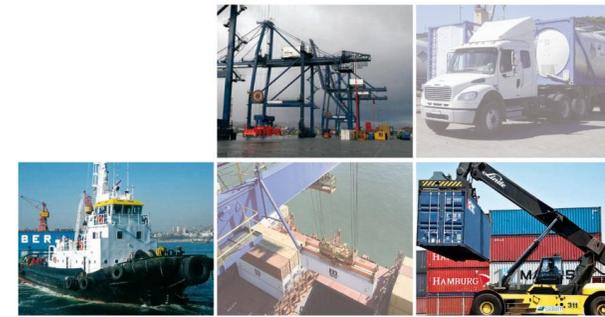


Source: companies' reports

## INCREASING AZIMUTHAL TUGBOAT FLEET (1)

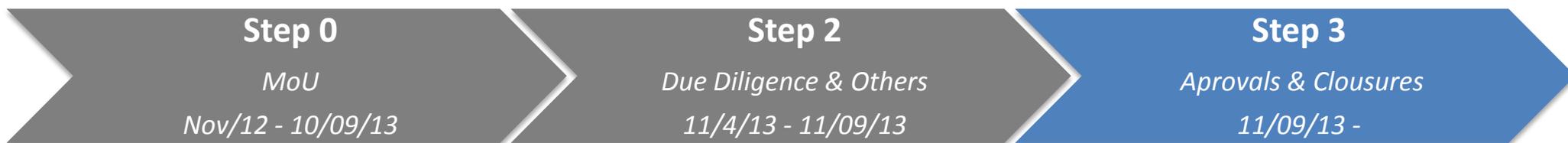


(1) Azimuthal (ASD) propulsion, which allows tugboats to rotate 360 degrees on a vertical axis.



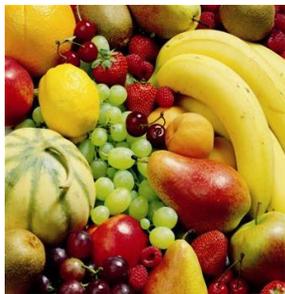
# Towage: Agreement with SMIT

- Agreement association signed through the creation of two joint ventures, tugboat joint operations in 4 countries in America
  - JV Brazil (Rebras/Tugbrasil): 50% SAAM / 50% SMIT
  - JV México (México, Canadá y Panamá): 51% SAAM / 49% SMIT
- Agreement consider equivalent asset economic values
- Updated transaction:
  - Associated documents signed in September 11th, 2013, which gave the initial period of approvals from regulatory entities
  - Antitrust organism in Brazil (CADE) and México (COFECO) approved
  - Agreement implies operation of 100 tugboats in 4 countries with annual revenues estimated of US\$ 250 millions in 2014
- Administrative & operational synergies



Finished  
 Ongoing

# Logistics services



## Services to Vessels / Aircrafts

- Agency Services
- Services to Aircrafts & Passengers
- Ports Stevedoring <sup>(1)</sup>
- Container Depots


## Services to Exporters / Importers

- Warehousing, Storage & Refrigeration
- Containers (De)consolidation
- Bulk & Break Bulk
- Ground Transportation & Distribution


## Special Services

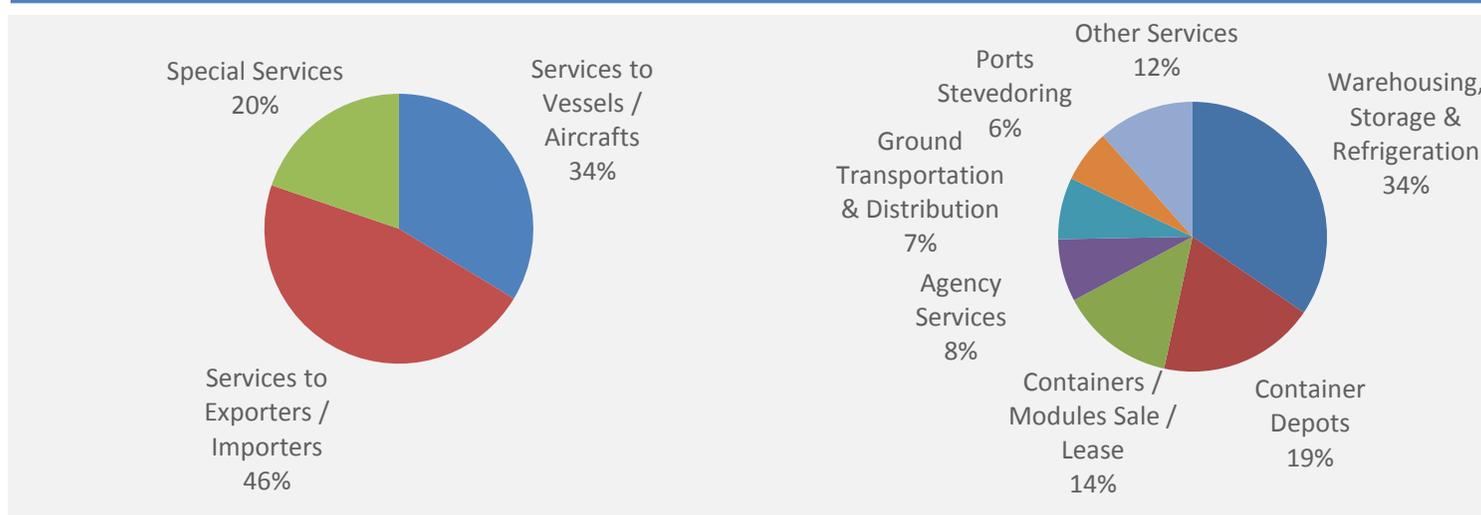
- Containers / Modules Sale / Lease
- Oil Discharge & Tubes (Dis)connection
- Liquid Storage
- Timber Industry


(1) Stevedoring in multi-operator ports, different from Ports Terminals



# Logistics: important network of logistics services complementary to port and tugboat operations

## REVENUE DISTRIBUTION BY SERVICES



Note: based on consolidated revenues plus the proportional value for the affiliates



# Agenda

## SMSAAM Overview



## Financial Overview



## Future Main Goals

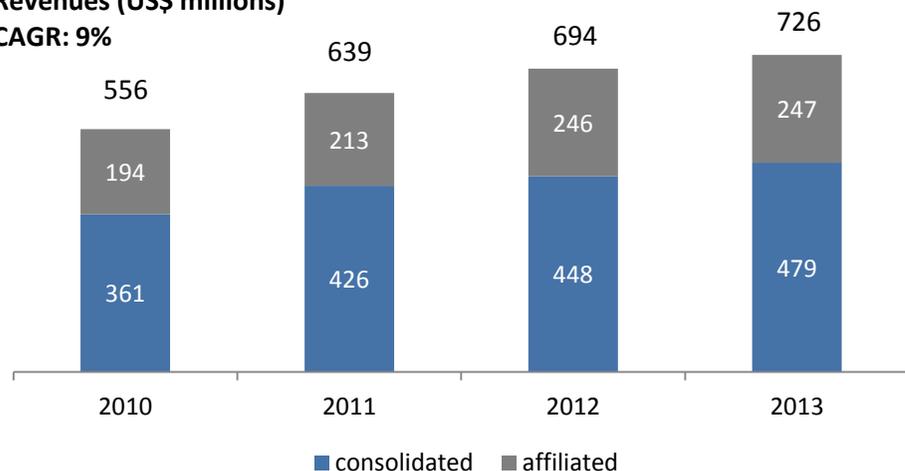


# Successful and diversified business model

## SUSTAINED REVENUE GROWTH

### Revenues (US\$ millions)

CAGR: 9%

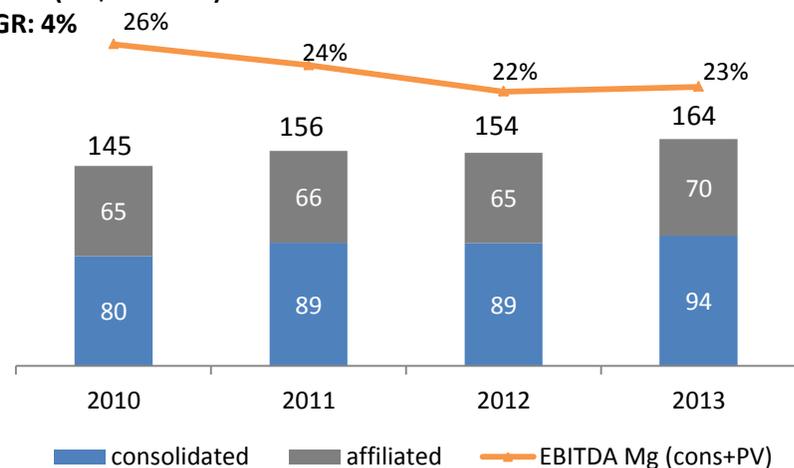


Note: values for affiliates are proportional (weighted by ownership).

## STABLE MARGINS

### EBITDA (US\$ millions)

CAGR: 4%

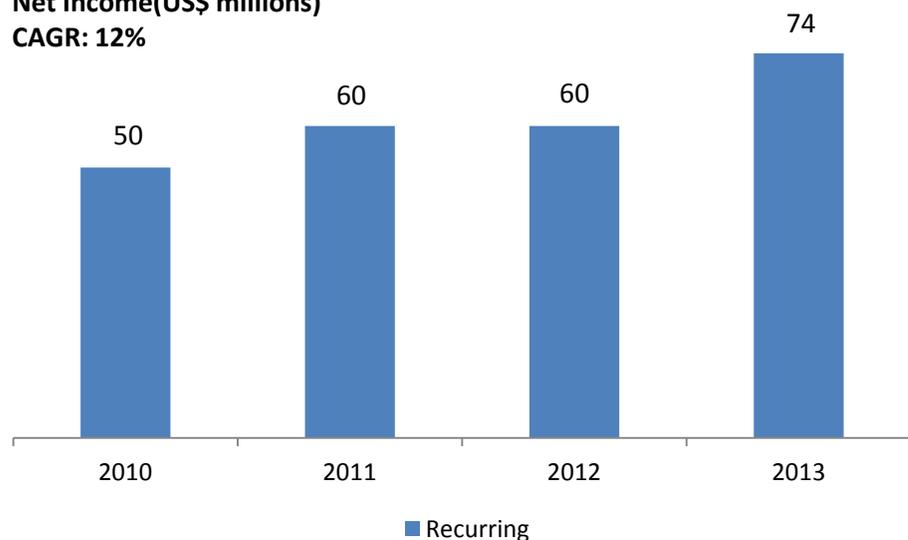


Note: values for affiliates are proportional (weighted by ownership). EBITDA calculated as operating income plus D&A

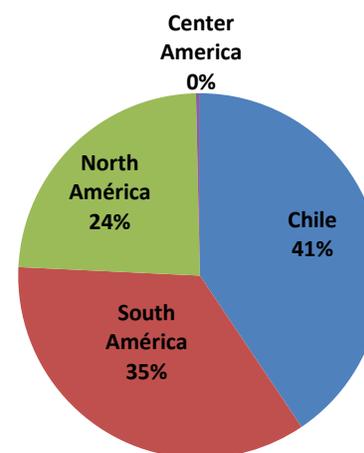
## ATTRACTIVE RETURNS

### Net Income(US\$ millions)

CAGR: 12%



## BROAD GEOGRAPHIC DIVERSIFICATION (EBITDA 2013)

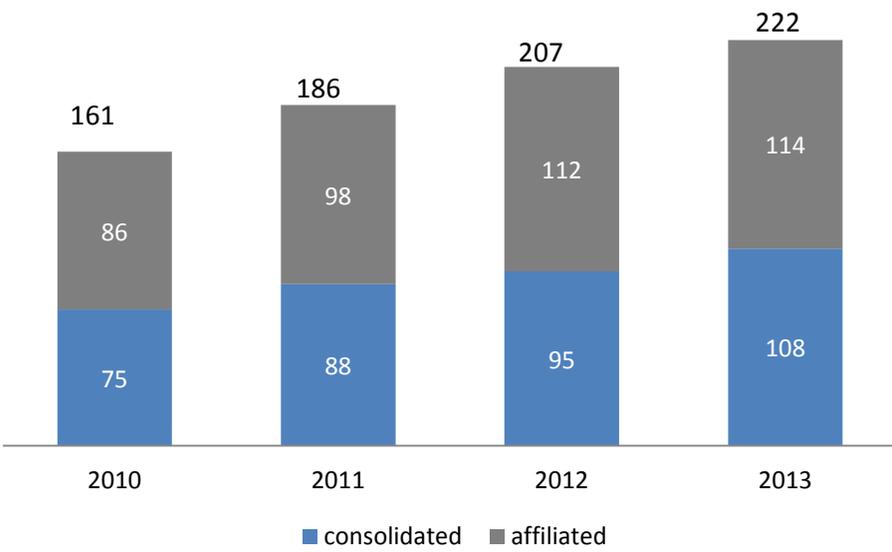


Note: based on consolidated EBITDA and affiliates proportional to ownership  
 Note : South America does not consider Chile

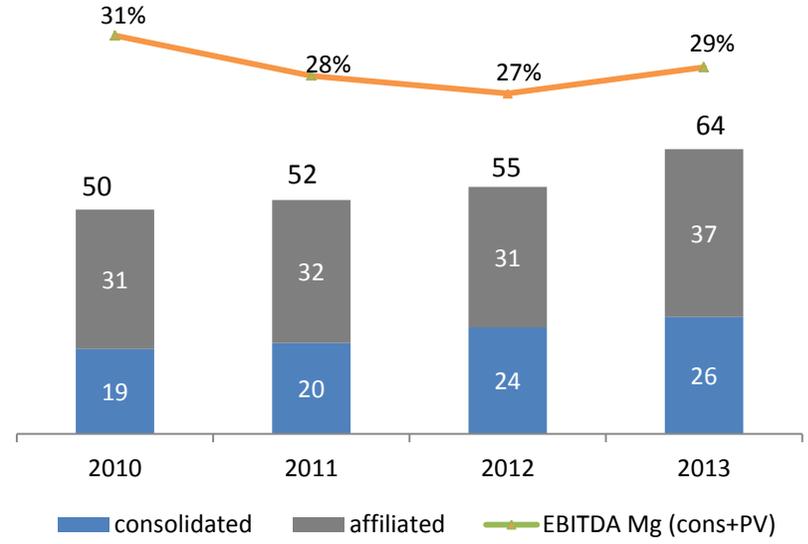


# Ports

**Revenues (US\$ millions)**  
CARG: 11%



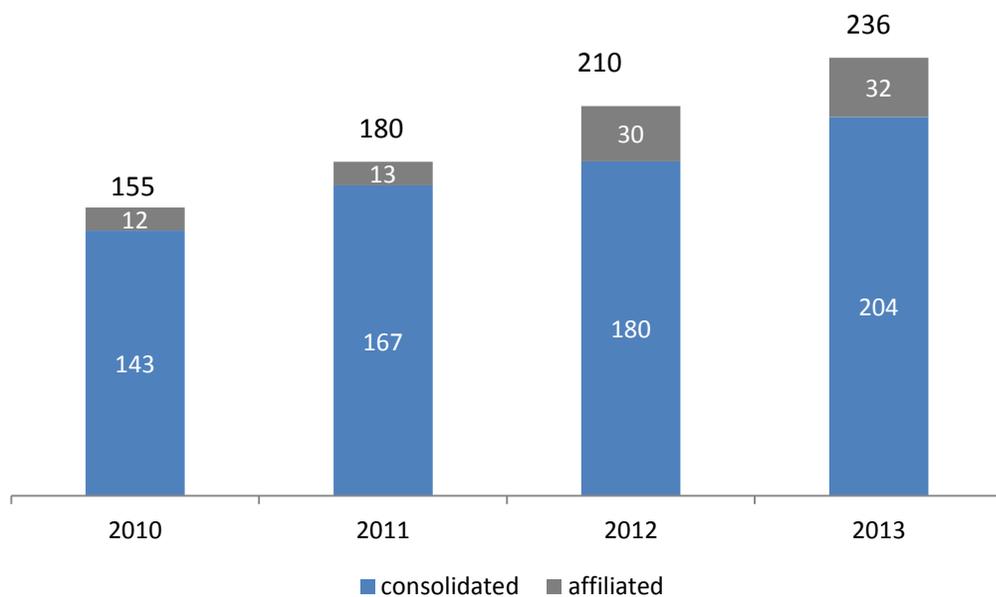
**EBITDA (US\$ millions)**  
CARG: 8%



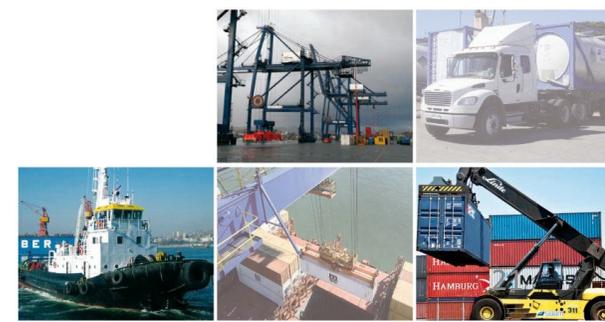
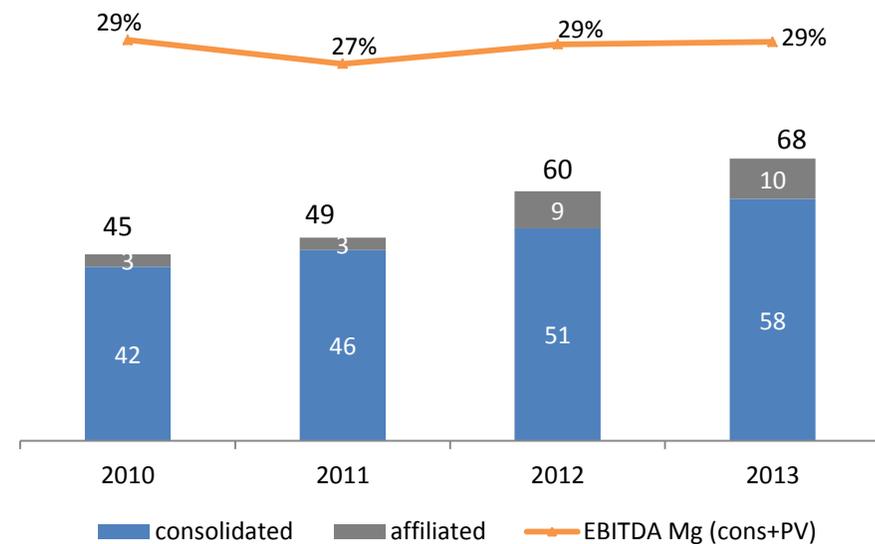
Nota: año 2010 y 2011 considera resultados de SAAM. Años 2012 y 2013 resultados SMSAAM

# Towage

**Revenues (US\$ millions)**  
CAGR: 15%



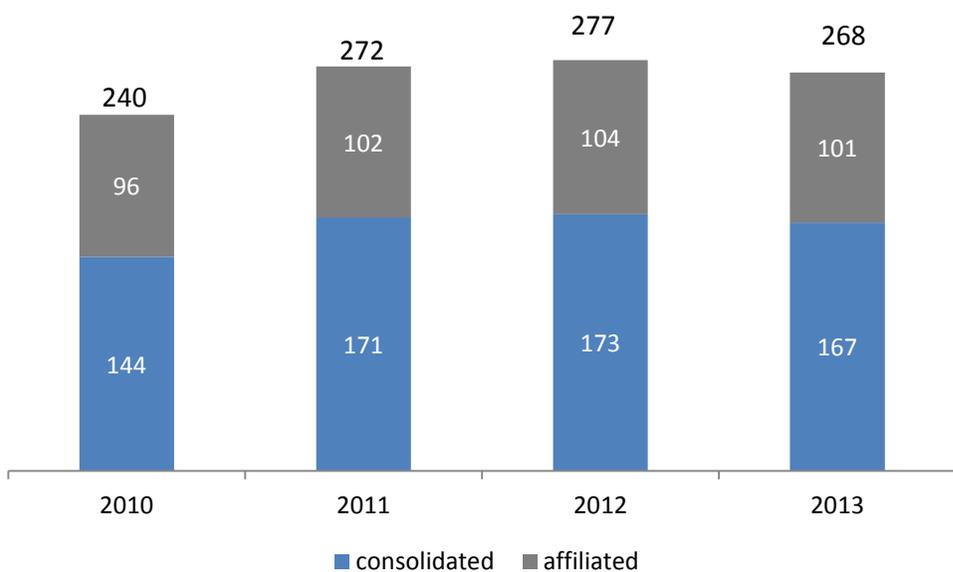
**EBITDA (US\$ millions)**  
CAGR: 15%



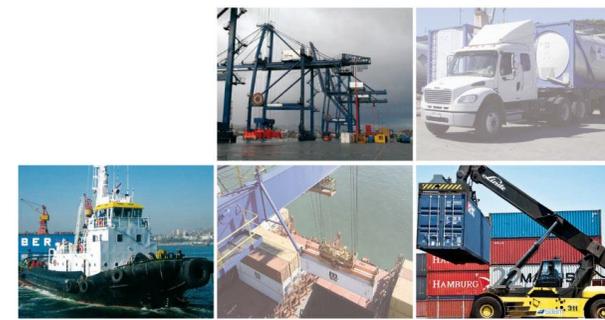
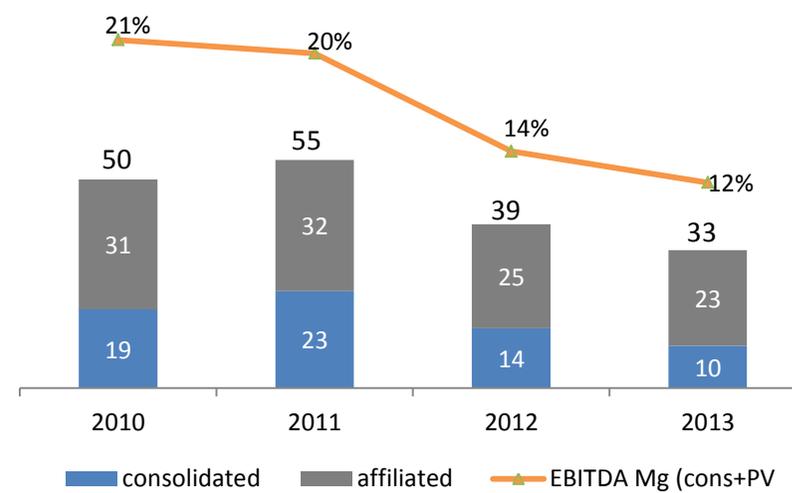
Note: year 2010 & 2011 consider results of SAAM. Year 2012 and 2013 SMSAAM results

# Logistics

**Revenues(US\$ millions)**  
CAGR: 4%



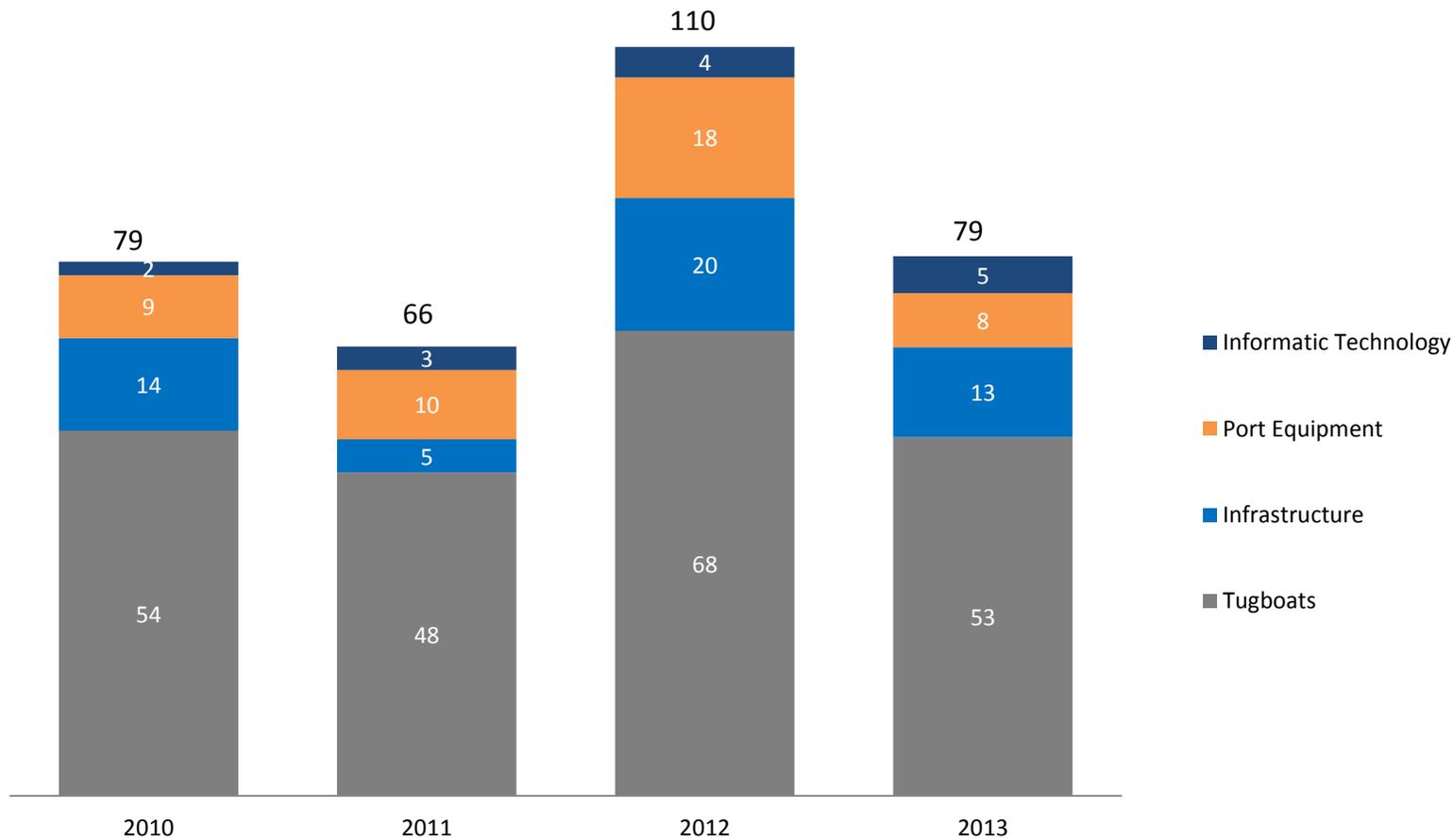
**EBITDA (US\$ millions)**  
CAGR: -13%



Note: year 2010 & 2011 consider results of SAAM. Year 2012 and 2013 SMSAAM results

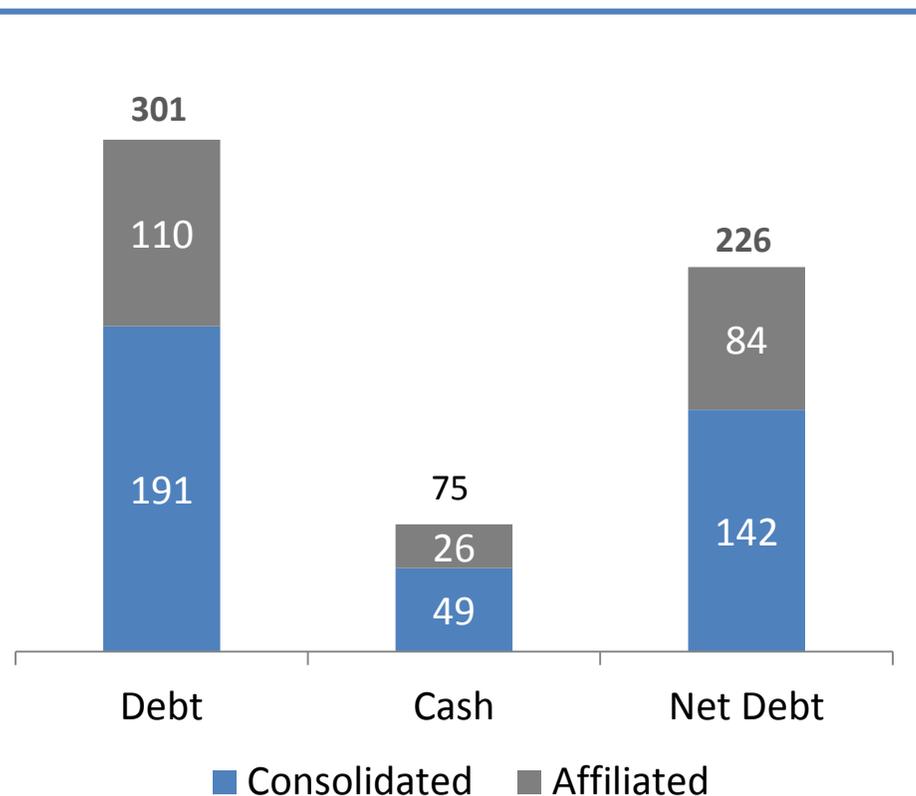
# CAPEX (MMUS\$)

- SAAM consolidated companies investment



# Attractive leverage capacity

NET FINANCIAL DEBT ( December 2013)



	2013	2012
Net debt / EBITDA	1.51	1.46
Net debt / Equity	0.21	0.2



# Agenda

## SMSAAM Overview



## Financial Overview



## Future Main Goals



# SM SAAM Main goals



# Growth Plan

## Ports:

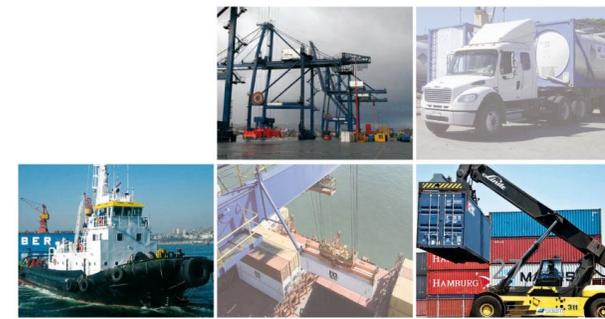
- Participate in new processes of deregulation / privatization in Latin America

## Towage:

- Maintenance plan for fleet modernization and acquisition
- Obtain administrative & operational synergies from the joint venture with Smit/Boskalis

## Logistics:

- Focus in contract logistics business
- Enter in new markets in Latin America



# SM SAAM's investment highlights



# Disclaimer

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