

Net income of US\$ 486 million for the first nine months of 2023. Sales totaled US\$ 396 million (+17%) and consolidated EBITDA reached US\$ 120 million (+10%). These are historical earnings, thanks to the sale of the port and logistics assets to Hapag-Lloyd, which generated a net gain for SAAM of US\$ 422 million. The Towage Division maintained its growth trend in terms of business volumes, revenue and margins, thanks to more dynamic operations and newly consolidated acquisitions.

9M23 Results

Sales:	US\$ 395.6 million	△ 17%
EBITDA*:	US\$ 120.2 million	△ 10%
EBIT*:	US\$ 49.6 million	△ 2%
Net income:	US\$ 486.4 million	
EBITDA margin*:	30.4%	

3Q23 Results

Sales:	US\$ 138.1 million	△ 17%
EBITDA:	US\$ 41.0 million	△ 4%
EBIT:	US\$ 15.8 million	▽ 18%
Net income:	US\$ 452.9 million	
EBITDA margin:	29.7%	

Results by Division 9M23

Towage

Maneuvers:	113,009	△ 13%
Time charter days	6,959	△ 8%
Sales:	US\$ 339.0 million	△ 19%
EBITDA:	US\$ 61.8 million	△ 22%
EBITDA margin:	37.6%	

Other Operations

Tons handled Aerasan:	271,018	▽ 3%
Flights serviced Aerasan:	5,350	△ 5%
Sales:	US\$ 56.7 million	△ 7%

*EBIT and EBITDA contain a non-recurring and extraordinary expense of US\$6.0 million associated with the gain on the Transaction, which is recorded in Other Operations. Excluding this effect, EBIT would have grown by US\$ 7.1 million (+14.7%) and EBITDA by US\$ 17.2 million (+15.8%), while the EBITDA margin would have been 31.9%.

Highlights for the Period

- Closing the transaction with Hapag-Lloyd.
- Receiving two new tugs in Brazil, thus completing the acquisition of the 21 vessels purchased from Starnav.
- SAAM Towage Peru serving the largest vessel to ever call on the west coast of South America.

Highlights After the Period

- Closing agreement to acquire air cargo logistics company at Quito airport (Ecuador).



+3,500

employees in 13 countries in the Americas.



212

tugs, making us the largest towage operator in the Americas



8

airports in Chile, Ecuador and Colombia where Aerasan provides services.