



# SAAM – Operational Data 2024

Santiago, September 16, 2024

SMSAAM (SSE; SMSAAM) reports on operating volumes for August 2024 by business division.

## Towage

- Harbour towage maneuvers in August 2024 showed no variation from the same period last year. YTD volumes increased by 2% compared to the previous year, mainly due to new tugboats in Brazil, offset by lower volumes in Panama because of canal-related restrictions and in Chile because of declining activity during the first half of the year.
- Time charter days—for dedicated towage services at oil, gas and mining terminals—grew by 15% compared to August 2023 and 17% YTD, related mostly to new contracts in Brazil and St. Croix.
- As of August 2024, the company had three fewer tugs than in August 2023 due to planned sales of vessels that had reached the end of their useful life.

|                             | Aug 24 | Aug 23 | Var (%) 24/23 | YTD 2024 | YTD 2023 | Var (%) YTD 24/23 |
|-----------------------------|--------|--------|---------------|----------|----------|-------------------|
| Total tug moves (thousands) | 13,1   | 13,2   | 0%            | 102,3    | 100,1    | 2%                |

|                           | Aug 24 | Aug 23 | Var (%) 24/23 | YTD 2024 | YTD 2023 | Var (%) YTD 24/23 |
|---------------------------|--------|--------|---------------|----------|----------|-------------------|
| Total Time Charter (days) | 925    | 807    | 15%           | 7.181    | 6.152    | 17%               |

|                    | Aug 24 | Aug 23 | Var 24/23 |
|--------------------|--------|--------|-----------|
| # Operational tugs | 208    | 211    | -3        |

Interim YTD figures may change from now until year end.

## Aerosan

- Exports handled (metric tons) increased 37% with respect to August 2023, explained by the new warehouse in Ecuador and recovering salmon export volumes in Chile. Metric tons were up 34% YTD, primarily due to the Pertraly acquisition in Ecuador.
- Imports handled (metric tons) grew by 23% compared to the same month last year, primarily because of new contracts in Colombia and Chile. Metric tons were up 11% YTD, primarily due to new contracts in Chile and Colombia in 2Q and 3Q, respectively.
- The number of flights handled—associated with ground handling—decreased by 38% compared to the same month of the previous year, mainly because of the decision to downsize this segment in Chile. YTD there was a drop of 16% from the prior year, associated with the decision in Chile, but offset by a better performance in Colombia.

|   | Aug 24 | Aug 23 | Var (%) 24/23 | YTD 2024 | YTD 2023 | Var (%) YTD 24/23 |
|---|--------|--------|---------------|----------|----------|-------------------|
| Export Tons Handled Aerosan (thousands) | 29,9   | 21,8   | 37%           | 259,7    | 193,2    | 34%               |
| Import Tons Handled Aerosan (thousands) | 7,8    | 6,4    | 23%           | 55,0     | 49,3     | 11%               |
| Total Tons Handled Aerosan (thousands)  | 37,8   | 28,2   | 34%           | 314,7    | 242,6    | 30%               |

|                 | Aug 24 | Aug 23 | Var (%) 24/23 | YTD 2024 | YTD 2023 | Var (%) YTD 24/23 |
|-----------------|--------|--------|---------------|----------|----------|-------------------|
| Flights handled | 370    | 600    | -38%          | 4.015    | 4.755    | -16%              |

Considers volumes from Chile, Colombia and Ecuador