

25  
YEARS  
*Riding  
from crest  
to crest*



**International  
Container Terminal  
Services, Inc.**

# **Investor Briefing**

## **1Q 2014 Results**

May 14, 2014

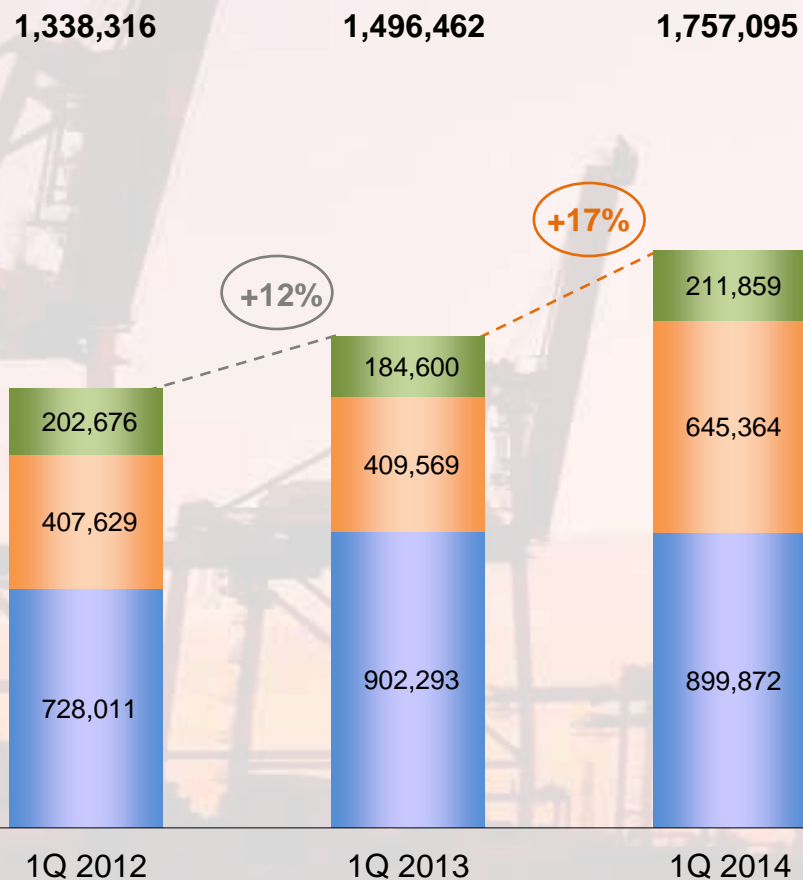
- 1 Recent Financial Performance
- 2 Liquidity and Capital Resources
- 3 Other Matters
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# 1 Recent Financial Performance

# 1Q 2014 Volume Up 17%

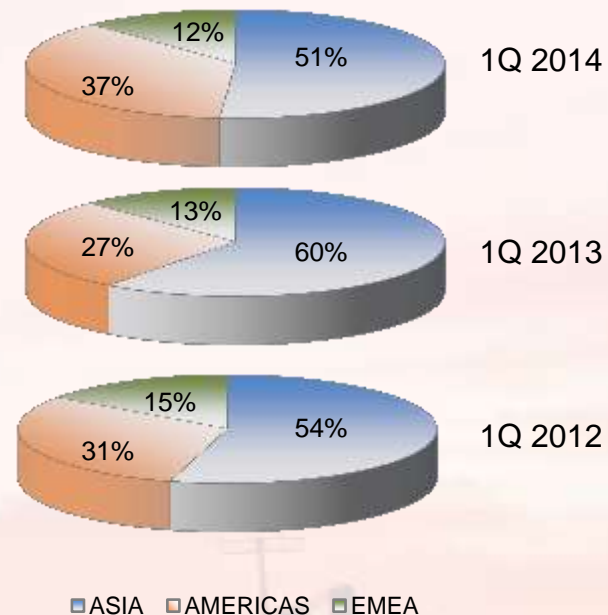


Volume by segment (in TEU)



■ ASIA ■ AMERICAS ■ EMEA

Volume by segment (in %)



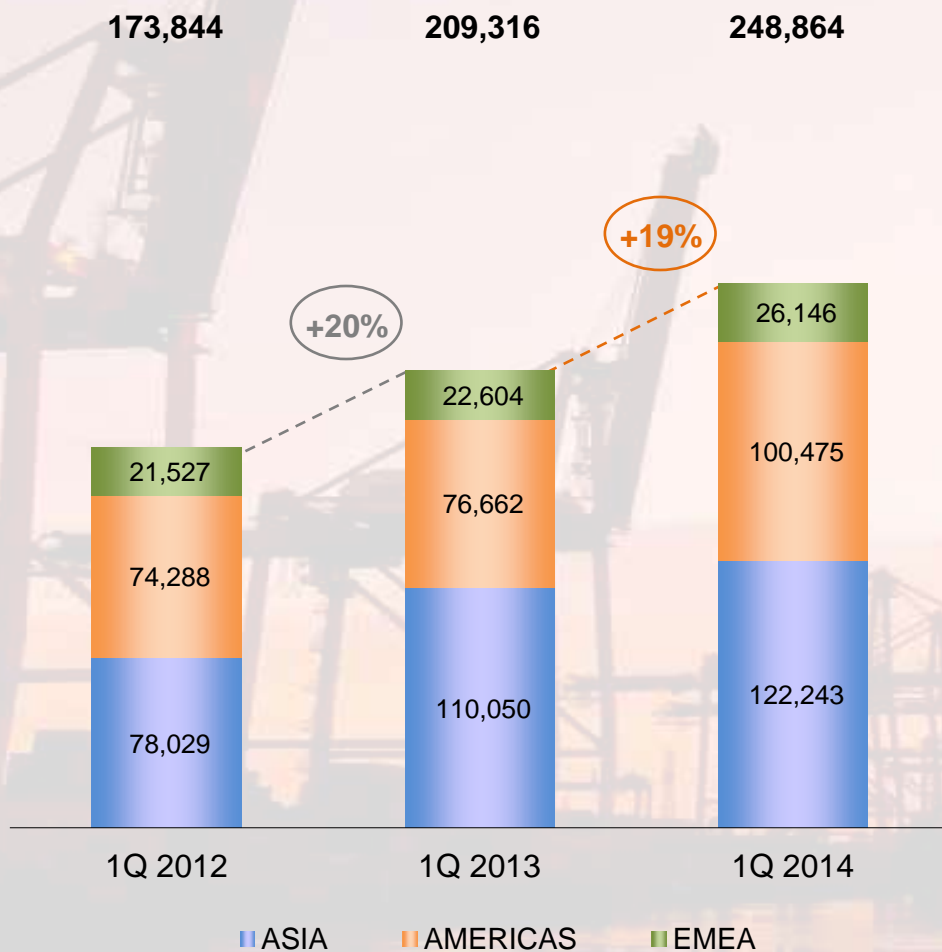
■ ASIA ■ AMERICAS ■ EMEA

- 1Q 2014 vs 1Q 2013 consolidated volume up 17%; Organic volume up 1%
- Asia terminals generated 51% of total volume in 1Q 2014; Asia remains the largest volume contributor amongst the regions
- 1Q 2014 volume from major terminals accounted for 71% of consolidated volume

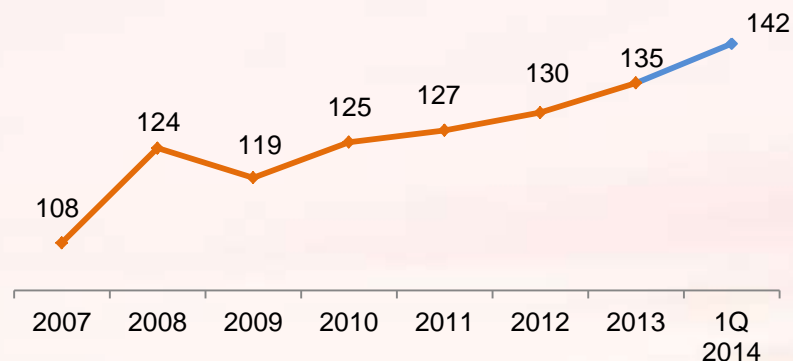
# 1Q 2014 Revenues 19% Higher



Revenue by segment (in US\$ '000)



Yield : TEU (in US\$)



- Consolidated revenues 19% higher in 1Q 2014 vs 1Q 2013; Organic revenues 5% higher
- Consolidated 1Q 2014 yield to TEU up at US\$142 vs US\$135 in YE 2013
- Major terminals accounted for 76% of consolidated revenues

# Consolidated P&L Highlights (in US\$'000, except Volume & EPS)



	1Q 2013	1Q 2014	% change	
<b>Volume</b> <small>(in TEUs)</small>	1,496,462	1,757,095	17%	Volume up 17% due to the volume contribution from the new terminals CMSA & OPC, and improvement in international & domestic trade at most of the company's terminals; Organic volume up 1%
<b>Gross Revenues from Port Operations</b>	209,316	248,864	19%	Revenues increased 19% mainly due to the revenue contribution from the new terminals CMSA & OPC, favorable volume mix, higher storage revenue and ancillary services, and tariff increases in certain key terminals; Organic revenues increased 5%
<b>Cash Operating Expenses</b>	84,553	108,243	28%	Cash Opex 28% higher due to inclusion of cash opex of new terminals CMSA & OPC, higher labor, utilities and facilities-related expenses arising from volume growth and gov't-mandated and contracted salary rate adjustments in certain terminals, and higher business dev't expenses; Organic cash opex 5% higher
<b>EBITDA</b>	97,534	103,614	6%	EBITDA grew 6% due to strong revenues from storage & ancillary services, tariff increases in certain key terminals, and the contribution from the new terminals CMSA & OPC; Organic EBITDA grew 1%
<b>EBIT</b>	75,233	73,323	-3%	EBITDA margin decreased to 42% from 47% mainly due to higher business dev't expenses and higher port fees, cash opex & the start-up expenses of the new terminals in Mexico and Honduras EBIT decreased 3% due to higher depreciation and amortization expense mainly from the new terminals CMSA & OPC
<b>Financing charges and other expenses</b>	12,613	14,499	15%	Financing charges and other expenses increased 15% due to lower capitalized borrowing cost on qualifying assets as CMSA started commercial operations in November 2013
<b>Net Income</b>	43,206	54,660	27%	
<b>Net Income Attributable to Equity Holders</b>	40,672	52,352	29%	Net Income Attributable to Equity Holders up 29% due to the strong revenue growth and the one-time gain on sale of a non-core asset, CICTI
<b>Fully Diluted EPS</b>	0.017	0.022	32%	



# Financing Charges & Other Expenses (in US\$'000)



	1Q 2013	1Q 2014	% change	
<b>Financing charges &amp; other expenses</b>	<b>12,612</b>	<b>14,499</b>	<b>15%</b>	<i>Financing charges and other expenses increased 15% due to lower capitalized borrowing cost on qualifying assets as CMSA started commercial operations in Nov 2013</i>
<i>Interest Expense on Loans/Bonds</i>	19,203	18,338	-5%	<i>Interest Expense lower due to lower average cost of debt</i>
<i>Capitalized borrowing cost</i>	(8,085)	(5,582)	-31%	<i>Capitalized borrowing cost lower as CMSA started commercial operations in November 2013</i>
<i>Amortization of Debt Issue Cost</i>	908	573	-37%	
<i>Other Expenses<sup>1</sup></i>	586	1,170	100%	<i>Other expenses higher due to pre-operating expenses at SPIA and expenses from new terminals CMSA &amp; OPC</i>
<b>Average Outstanding Debt Balance</b>	<b>992,327</b>	<b>992,266</b>	<b>0.01%</b>	
<b>Average Remaining Tenor</b>	<b>7.4 yrs</b>	<b>8.0 yrs</b>		<i>Average remaining tenor increased to 8.0 years mainly due to the issuance of the 12-year US\$ bond in Sept 2013 as part of the Liability Management Exercise</i>
<b>Average Cost of Debt (post CIT)</b>	<b>5.4% p.a.</b>	<b>5.1% p.a.</b>		<i>Average cost of debt post corporate income tax, decreased to 5.1% due to the Liability Management Exercise in Sept 2013</i>

<sup>1</sup> Bank charges and other expenses

# 1Q 2014 Recurring Net Income *(in US\$'000)*



	1Q 2013	1Q 2014	
<b>Net Income Attributable to Equity Holders</b>	40,672	52,352	
<i>% change</i>		29%	
<b>Less: Gain on Sale of Investments</b>	-	(13,150)	<i>Sale of non-core asset Cebu International Container Terminal Inc. (CICTI)</i>
<b>Add: Effect of new terminals (CMSA and OPC)</b>	1,674	5,859	<i>Effect of new terminals CMSA and OPC</i>
<b>Net Income Attributable to Equity Holders (Recurring)</b>	42,346	45,061	
<i>% change</i>		6%	



## 2 Liquidity and Capital Resources



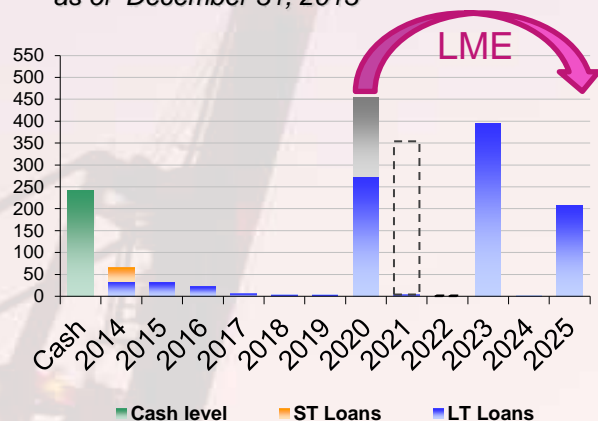
# Balance Sheet Summary *(in US\$ millions)*



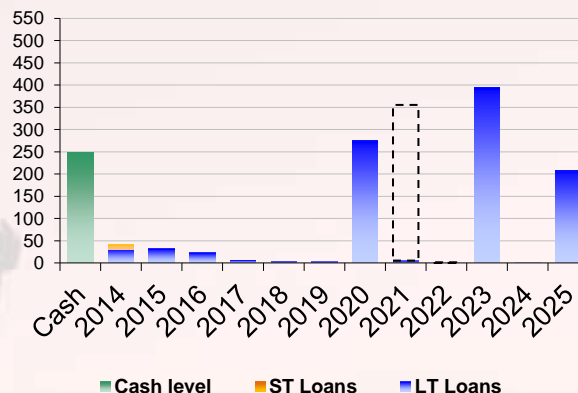
	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>Mar 31, 2014</u>
Intangible and Property and equipment - net	1,232.5	1,815.4	2,410.3	2,449.0
Cash and cash equivalents	457.6	186.8	242.2	249.3
Other current and noncurrent assets	254.7	330.8	435.2	445.7
<b>Total Assets</b>	<b>1,944.7</b>	<b>2,333.0</b>	<b>3,087.6</b>	<b>3,144.1</b>
Total Short-term and long-term debt	651.2	781.3	951.8	953.5
Concession rights payable	163.1	166.6	538.8	537.2
Other current and noncurrent liabilities	188.9	274.9	243.8	254.4
<b>Total Liabilities</b>	<b>1,003.2</b>	<b>1,222.8</b>	<b>1,734.4</b>	<b>1,745.1</b>
<b>Total Equity</b>	<b>941.6</b>	<b>1,110.2</b>	<b>1,353.2</b>	<b>1,399.0</b>
EBITDA Margin	42%	42%	44%	42%
Net Profit Margin	20%	20%	20%	21%
Return on Equity	16%	14%	14%	16%
Gearing : Debt/SHE	0.69	0.70	0.70	0.68
Debt Cover Ratio : Debt/EBITDA	2.31	2.54	2.52	2.49
Current Ratio : Current Asset/Current Liability	2.61	0.77	1.84	1.79
DSCR: EBITDA/(Interest + Scheduled Principal Payments)	3.39	3.59	2.18	2.45

# Principal Redemption Profile

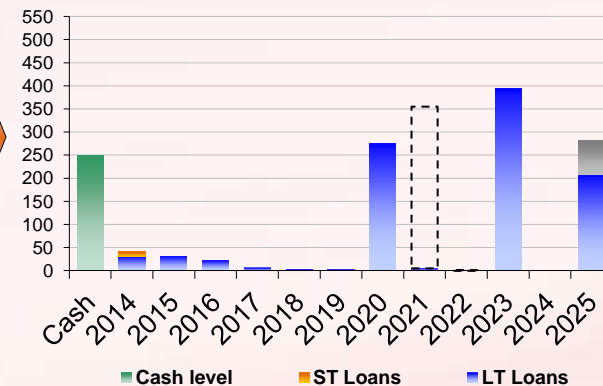
as of December 31, 2013



as of March 31, 2014



Pro-forma as of April 30, 2014 - US\$75M 12Y Notes




- Issued additional US\$75M 12-year Notes due 2025 under the MTN Programme in April 2014
- Underwent a Liability Management Exercise (LME) in September 2013
  - Exchanged US\$178.9M of existing 10Y Notes due 2020 for new US\$207.5M 12Y Notes due 2025
    - Lengthened duration of outstanding debt
    - Lowered funding cost; Locked-in low coupon
  - Secured consent to align the covenants of the remaining 2020 Notes to that of the MTN Program
- No substantial principal repayment until 2020
- Cash level at US\$249M to fund capital expenditures and investments

## 3 Other Matters

# Recent Developments



- Signed a contract in Melbourne, Australia with Port of Melbourne Corporation (“POMC”) for the design, construction, commissioning, operation, maintaining and financing of the Terminal and Empty Container Park (ECP) at Webb Dock East (WDE) in May 2014
- Issued additional US\$75M 12Y Notes due 2025 under the MTN Programme
- Signed contract with General Company for Ports of Iraq (“GCPI”) to operate, develop and expand container facilities at the Port of Umm Qasr in Iraq in April 2014
- Formally inaugurated Contecon Manzanillo S.A. (“CMSA”) in January 2014
- Sold 25% stake in Lekki International Container Terminal Services LFTZ Enterprise (“LICTSLE”) to CMA Terminals in January 2014
- Formed a joint venture company with La Societe De Gestion Immobiliere Lengo (“SIMOBILE”) to develop a river port in Matadi, Democratic Republic of Congo in January 2014
- Divested non-core asset Cebu International Container Terminal, Inc. (“CICTI”) in January 2014
- Took-over the Specialized Container and General Cargo Terminal of Puerto Cortes, Honduras in December 2013



4 Questions and Answers



5 Appendices

# VICTL - Melbourne, Australia



## Victoria International Container Terminal Limited

- On May 2, 2014, ICTSI's subsidiary, Victoria International Container Terminal Limited ("VICTL"), signed a contract in Melbourne with Port of Melbourne Corporation ("POMC") for the design, construction, commissioning, operation, maintaining and financing of the Terminal and Empty Container Park (ECP) at Webb Dock East (WDE) in the Port of Melbourne
- VICTL is 90% owned by ICTSI through IFEL, a wholly owned subsidiary, and 10% by Anglo Ports Pty Limited.
- The Port of Melbourne, located in the capital of the State of Victoria, is the largest container and general cargo port in Australia with around 3,200 commercial ship calls per year and handles over 2.5 million TEUs annually.
- The contract is for a period of 26 years or until June 30, 2040.
- Phase 1 of the Terminal, which has one berth 330 meters long, 3 Post-Panamax ship-to-shore cranes and an estimated capacity of 350,000 TEUs, is expected to be ready for operations by December 31, 2016
- Phase 2, which involves two berths totaling 660 meters long, 5 Post-Panamax ship-to-shore cranes, and an estimated capacity of 1 million TEUs, will be ready by December 31, 2017
- Phases 1 & 2 are estimated to cost AUD439 million (USD407 million); An additional AUD109 million (USD101 million) is the estimated investment to further increase the capacity of the Terminal to 1.4 million TEUs
- Construction of the terminal superstructure and facilities is planned to commence in late 2014



# ICTSI Iraq - Umm Qasr, Iraq



## ICTSI (M.E.) JLT IRAQ

- On April 8, 2014, ICTSI's wholly-owned subsidiary, ICTSI (M.E.) JLT, signed contract with General Company for Ports of Iraq ("GCPI") to operate, develop and expand container facilities at the Port of Umm Qasr in Iraq, which is the largest port in Iraq and the main gateway to the Iraqi market.
- The Contract grants ICTSI the rights to: (a) manage and operate the existing container facility at Berth 20 of the Port for a period of 10 years, (b) build, under a build-operate-transfer scheme, a new container and general cargo terminal in the Port for a concession period of 26 years, and (c) provide container and general cargo terminal services in both components.
- The Port of Umm Qasr handles liquid and dry bulk, general cargo and containers. It has 21 berths, with total berth length of 5,000 meters. Container throughput in 2013 was approximately 500,000 TEUs.
- Phase 1 of the expansion project will have 200 meters of quay with an estimated capacity of 300,000 TEUs. When fully developed, the facility will have 600 meters of quay with an estimated capacity of 900,000 TEUs.
- Phase 1 investment is estimated at US\$ 100 million and another US\$ 30 million will go towards rehabilitation of the Berth 20 terminal. Expected completion of 24 months after the signing of the Contract.



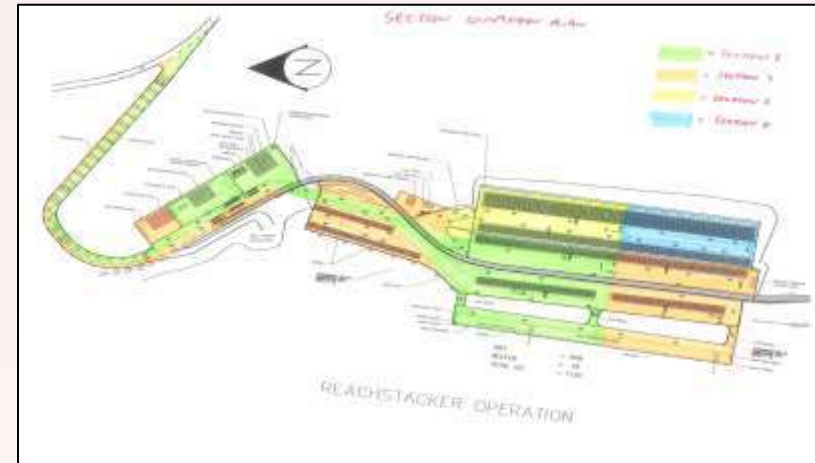


# ICTSI DR CONGO - Matadi, Congo



## ICTSI DR Congo, S.A.

- ICTSI through its subsidiary ICTSI Coöperatief U.A. forged a business partnership with La Societe De Gestion Immobiliere Lengo ("SIMOBILE") for the establishment and formation of a joint venture company, International Container Terminal Services Inc. - DR Congo (ICTSI DR Congo) in January 2014, for the purpose of constructing, investing in and operating a river port, including a container terminal, in Mbengu, Matadi, Democratic Republic of Congo (DRC)
- ICTSI Congo DR is a joint venture company that is 60% owned by ICTSI and 40% owned by La Societe De Gestion Immobiliere Lengo ("SIMOBILE")
- ICTSI Congo DR will be located on the riverbank of the Congo River in Matadi, which is already today the main entry point for containers into DRC serving the greater region and the Kinshasa market
- Initial phase of the facility to be constructed will consist of two berths with a total length of 350 meters, which will be servicing shipping lines, importers and exporters with its modern infrastructure, state-of-the-art equipment and highly skilled staff, matching international standards; The facility will, in Phase 1, be able to handle 120,000 TEUs and 350,000 metric tons. The capacity and berth length can, subject to demand, be doubled in Phase 2.
- It is estimated that the total capital expenditure of the project for Phase 1 will be approximately US\$100 million.
- The facility is expected to commence operation in late 2015.



# OPCSA - Puerto Cortes, Honduras



## Operadora Portuaria Centroamericana, SA de CV

- ICTSI's subsidiary, Operadora Portuaria Centroamericana, S.A. de C.V. ("OPCSA") signed Concession Contract for the Design, Financing, Construction, Maintenance, Operation and Exploitation of the Specialized Container and General Cargo Terminal of Puerto Cortes, Honduras in March 2013; Officially took-over the facility in December 2013
- Puerto Cortes is the main seaport in the Republic of Honduras; Throughput at the port in 2012 was at 575,000 TEUs
- The Concession is for a period of the 29 years and involves rehabilitation and expansion of existing facilities.; Concession period until 2042
- Current annual capacity is estimated at 600,000 TEUs.
- Honduran government will execute and finance the construction of a new 550 meters of berth, dredging, reclamation and consolidation of the new area; Funding is expected to be sourced from the Inter-American Development Bank ("IDB").
- Phases 1 & 2 are estimated to cost a total of US\$326.5M, spread over the first six years from take-over (2013-2018); US\$105M will be for the account of the Honduran gov't and the US\$221.5M balance for the account of ICTSI.
- Phase 1 is scheduled to be completed in 2015 with an estimated annual capacity of 680,000 TEUs; Involves the use of the current infrastructure and development of the new container terminal's yard, acquisition of 4 MHCs and 4 RTGs in 2014, and 3 RTGs in 2015
- Phase 2 is scheduled to be completed in 2018 with an estimated annual capacity of 900,000 TEUs; Involves the construction of a new 550 meter berth and acquisition of 4 QCs and 5 RTGS in 2016
- Phase 3 development will be volume-triggered with an estimated annual capacity of 1.8 million TEUs when completed; Estimated cost for Phase 3 is US\$ 228M. Upon completion of the three development phases, the terminal will have a total berth length of 1,100 meters for container cargo and 400 meters for general cargo, 14 meters of draft that can reach 15 meters, 62.2 hectares of total surface area, and 12 quay cranes
- 1Q 2014 volume of 166,093 TEUs; revenues of US\$14.2m



Image: Honduras Institute of Tourism





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*EXCELLENCE UNCONTAINED*