1Q 2019 Investor Presentation

May 2019

AGENDA

Recent Financial Performance

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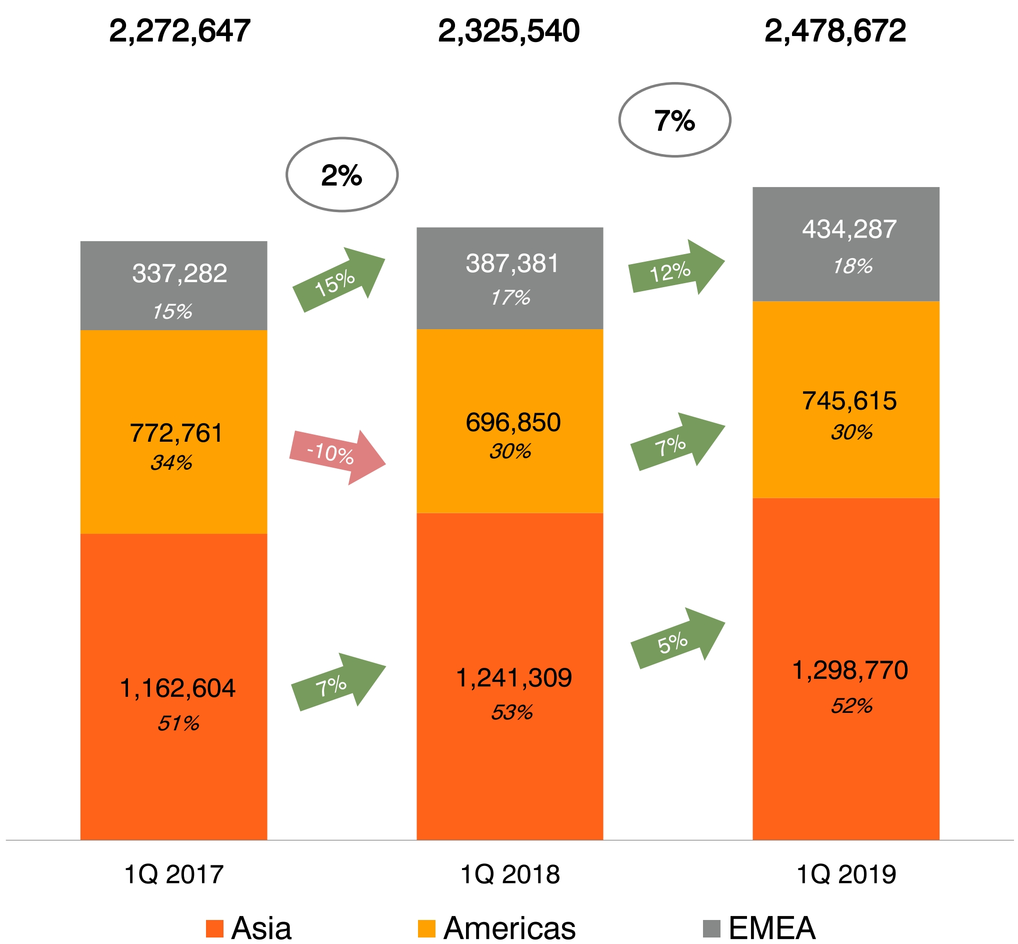
3 Other Matters

4 Questions and Answers

Volume

First Quarter
(in TEU)

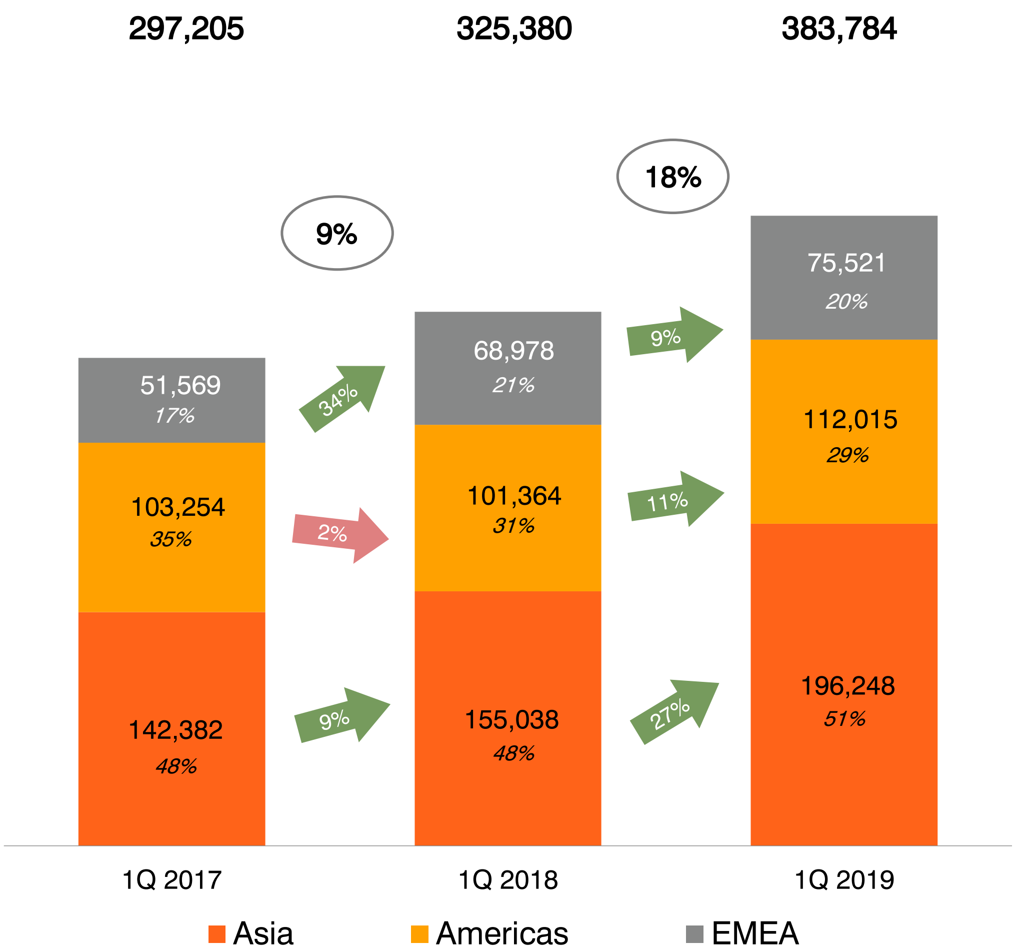


- 1Q 2019 vs 1Q 2018 consolidated volume up 7%; Organic volume grew 5%
- Volume growth was due to improvement in trade activities at most of the Company's terminal locations, new shipping lines and services and continuous volume ramp-up at certain terminals.

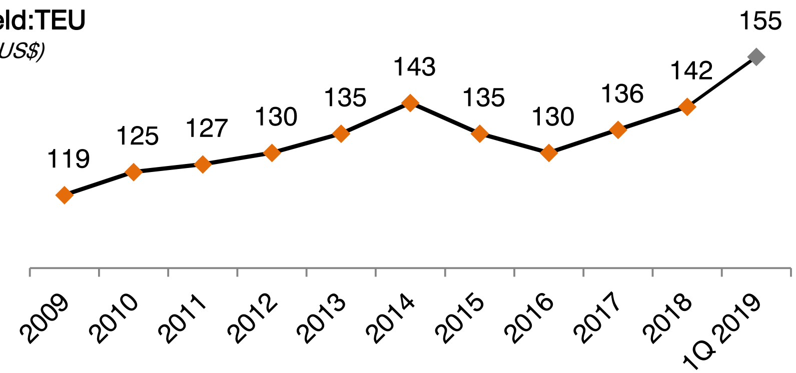
International Container Terminal Services, Inc.

Revenues

First Quarter
(in US$'000)



Yield:TEU
(in US$)



- Consolidated revenues 18% higher in 1Q 2019 vs 1Q 2018
  Organic revenues increased 15%
- Consolidated 1Q 2019 yield to TEU at US$155

Consolidated P&L Highlights

International Container Terminal Services, Inc.

(In US$ 000, except Volume & EPS)

	1Q 2018*	1Q 2019	% Change	
Volume (In TEU)	2,325,540	2,478,672	7%	• Volume up 7% due to to improvement in trade activities, new shipping lines and services and continuous volume ramp-up at certain terminals; Organic volume growth at 5%.
Gross Revenues from Port Operations	325,380	383,784	18%	• Revenues increased 18% mainly due to volume growth; tariff adjustments at certain terminals; new contracts with shipping lines and services; increased in revenues from non-containerized cargoes, storage and ancillary services; and the contribution from the new terminals in Lae and Motukea in PNG; Organic revenue growth at 15%
Cash Operating Expenses	106,221	112,028	5%	• Cash Opex 5% higher mainly due to government-mandated and contracted salary rate adjustments at certain terminals; increase in information technology-related expenses; and full quarter cost contribution of the two terminals in PNG.
EBITDA	177,539	222,543	25%	• EBITDA increased 25% mainly due to strong revenues partially tapered by the higher operating expenses driven by volume growth
EBIT	122,909	165,151	34%	• EBITDA margin increased from 55% to 58%
Financing Charges and Other Expenses	31,073	28,322	-9%	• Financing charges and other expenses down 9% primarily due to the lower interest expense resulting from the prepayment of the CMSA project finance loan in May 2018.
Net Income	47,697	81,505	71%	
Net Income Attributable to Equity Holders	40,884	72,403	77%	• Net income attributable to equity holders up 77% year due to the strong operating income highlighted by operational improvements at VICT, lower financing charges, and a significant improvement in the operations at SPIA
Fully Diluted EPS	0.0126	0.0278	120%	

*1Q 2018 as Restated

Financing Charges & Other Expenses

International Container Terminal Services, Inc.

(In US$ '000)

	1Q 2018	1Q 2019	% Change
Financing Charges & Other Expenses	31,073	28,322	-9%
• Interest Expense on Loans/Bonds	26,468	24,664	-7%
• Capitalized Borrowing Cost	(271)	(665)	145%
• Amortization of Debt Issue Cost	1,754	1,764	1%
• Other Expenses	3,122	2,559	-18%
Average Outstanding Debt Balance	1,516,765	1,601,501	6%
Average Remaining Tenor	6.3 yrs	4.7 yrs	
Average Cost of Debt *(post CIT)*	4.9% p.a.	4.4% p.a.	

- Lower due to prepayment of the CMSA project finance loan in May 2018
- Higher due to the EUR260M loan drawdown in January 2019 tapered by the loan prepayment at CMSA

International Container Terminal Services, Inc.

Proactive FX Risk Management

ICTSI's revenue and cash expenses are favorably matched, which provides a natural currency hedge that mitigates against volatility attributable to FX movements.

Revenue Currency by Subsidiary

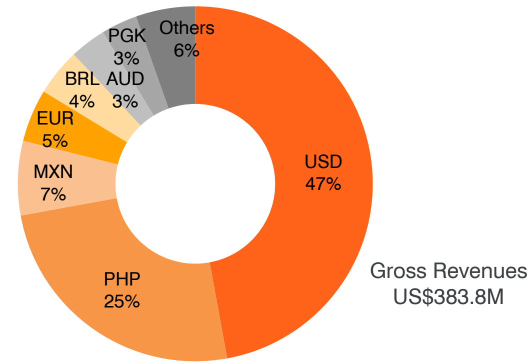
Region	Subsidiaries	USD	EUR	Local Currency
Asia	MICT	37%		63% PHP
Asia	PTMTS			100% IDR
Asia	YICT			100% RMB
Asia	OJA	73%		27% IDR
Asia	PICT	81%		19% PKR
Asia	SBITC/ISI	48%		52% PHP
Asia	SCIPSI			100% PHP
Asia	DIPSSCOR			100% PHP
Asia	HIPS			100% PHP
Asia	MICTSI			100% PHP
Asia	BIPI			100% PHP
Asia	LGICT	15%		85% PHP
Asia	VICT			100% AUD
Asia	SPICTL/MITL			100% PGK
EMEA	BCT	70%	8%	22% PLN
EMEA	MICTSL		100%	
EMEA	BICT	100%		
EMEA	AGCT		77%	23% HRK
EMEA	BGT	80%		20% IQD
EMEA	IDRC	100%		
Americas	TSSA			100% BRL
Americas	CGSA	100%		
Americas	OPC	100%		
Americas	CMSA	35%		65% MXN
Americas	TECPLATA	100%		

Cash Expense Currency by Subsidiary

Region	Subsidiaries	USD	EUR	Local Currency
Asia	MICT	27%		73% PHP
Asia	PTMTS			100% IDR
Asia	YICT			100% RMB
Asia	OJA	7%		93% IDR
Asia	PICT	21%		79% PKR
Asia	SBITC/ISI	27%		73% PHP
Asia	SCIPSI			100% PHP
Asia	DIPSSCOR			100% PHP
Asia	HIPS			100% PHP
Asia	MICTSI			100% PHP
Asia	BIPI	3%		97% PHP
Asia	LGICT			100% PHP
Asia	VICT	17%		83% AUD
Asia	SPICTL/MITL	39%		61% PGK
EMEA	BCT	8%	1%	91% PLN
EMEA	MICTSL	2%	42%	56% MGA
EMEA	BICT	23%		77% GEL
EMEA	AGCT		9%	91% HRK
EMEA	BGT	17%		83% IQD
EMEA	IDRC	97%		3% CDF
Americas	TSSA			100% BRL
Americas	CGSA	100%		
Americas	OPC	56%		44% HNL
Americas	CMSA	6%		94% MXN
Americas	TECPLATA	6%		94% ARS

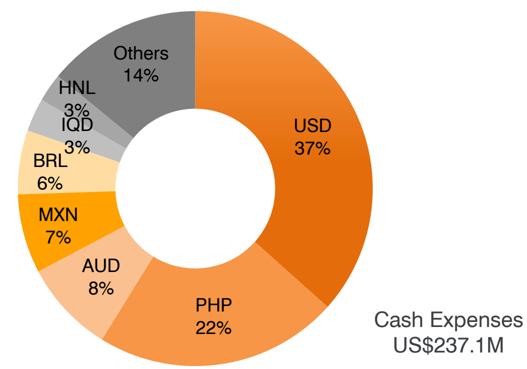
US$ Revenues from Port Operations

(1Q 2019 Revenue Breakdown by Currency)



Expenses favorably Matching Revenues

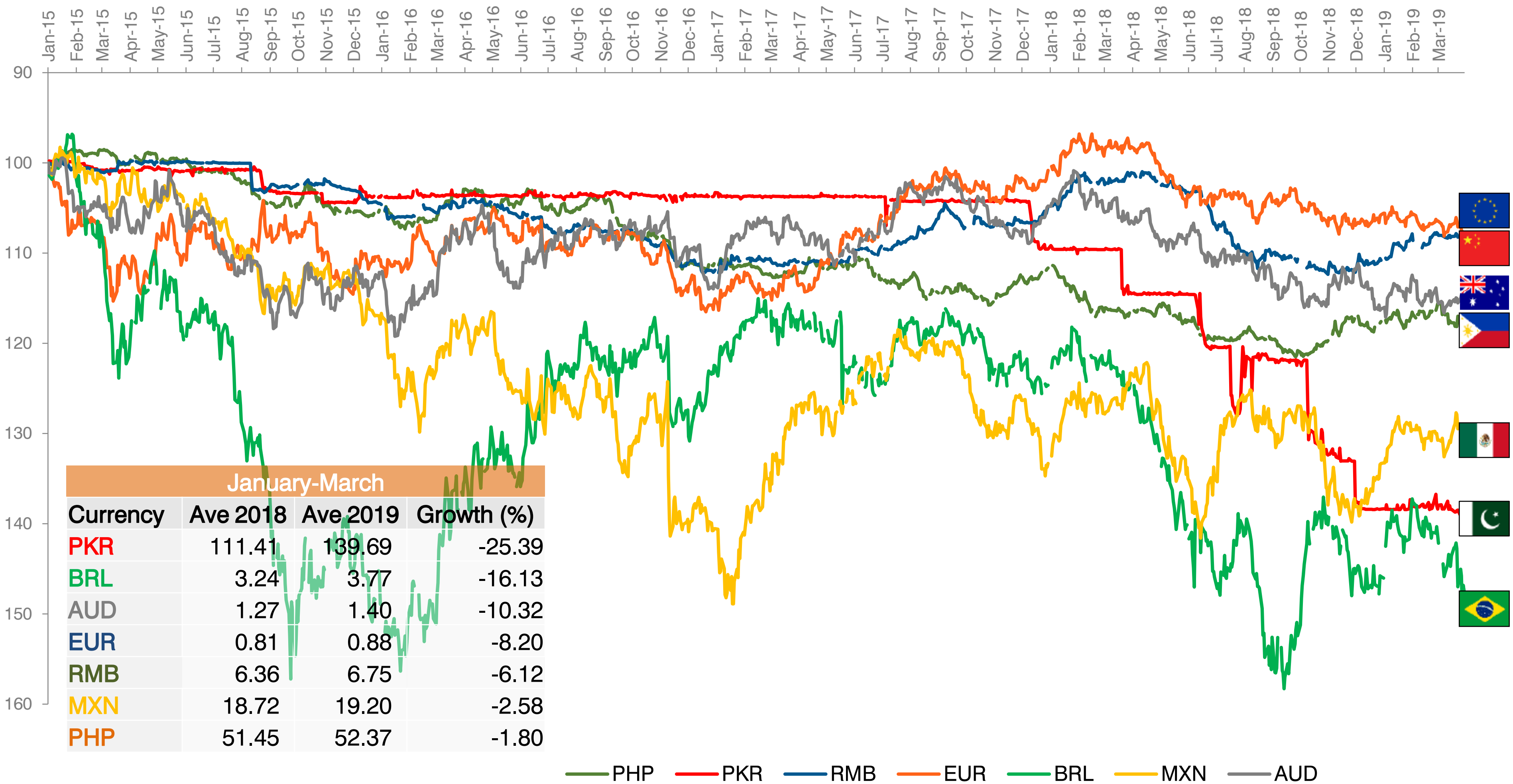
(1Q 2019 Expenses Breakdown by Currency)



Note: Total Cash Expense includes Cash Opex, Port Fees, Realized FX losses, Interest Cost, Perp Distribution, IFRIC Interest, Other "cash" expenses and Income tax paid

FX Movement

FX Movement since January 2015 and bottom line effect on ICTSI's margins.



January-March			
Currency	Ave 2018	Ave 2019	Growth (%)
PKR	111.41	139.69	-25.39
BRL	3.24	3.77	-16.13
AUD	1.27	1.40	-10.32
EUR	0.81	0.88	-8.20
RMB	6.36	6.75	-6.12
MXN	18.72	19.20	-2.58
PHP	51.45	52.37	-1.80

Yield/TEU Comparison

	1Q 2018	1Q 2019	% change
Volume (TEU '000)	2,326	2,479	7%
Revenues (US$ millions)	325	384	18%
Yield/TEU (US$)	140	155	11%
EBITDA (US$ millions)	178	223	25%
EBITDA Margin	55%	58%	

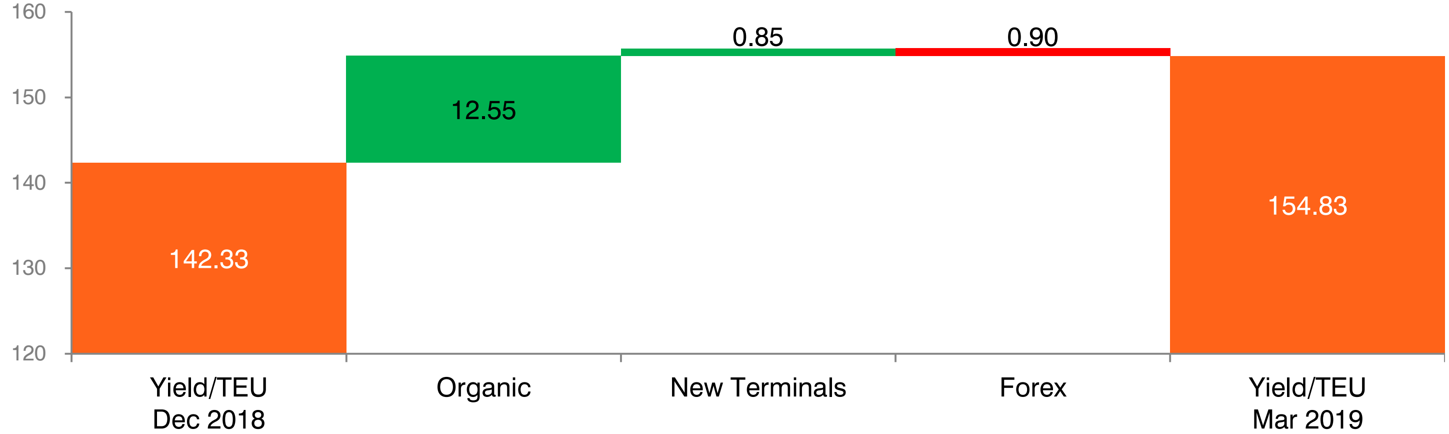
+15

FX Negative impact of PHP, AUD, BRL and EUR: -4

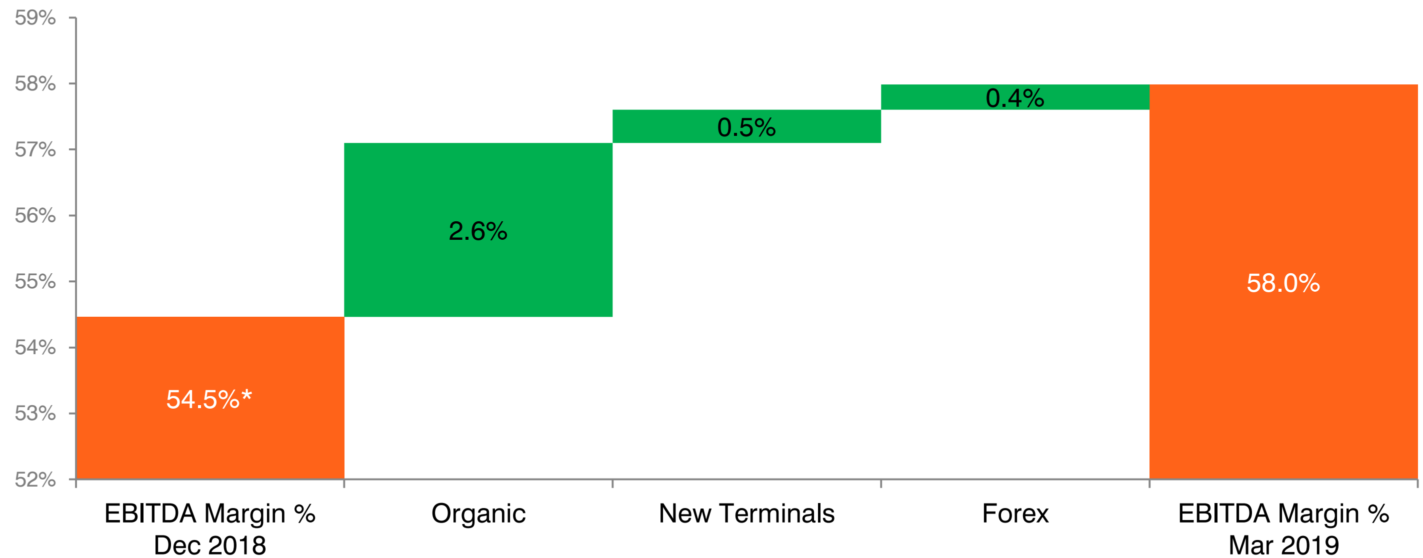
Increase revenues from general cargoes, storage and ancillary services, favorable container mix; tariff adjustments; +19

Yield/TEU and EBITDA Margin

Yield/TEU Evolution



EBITDA Margin Evolution



*as Restated

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Balance Sheet Summary

International Container Terminal Services, Inc.

(In US$ millions)	Dec 31, 2018[1]	Mar 31, 2019
Intangible and Property and Equipment	3,344	3,365
Lease Assets	523	517
Cash and Cash Equivalents	447	295
Other Current and Non-current Assets	1,002	1,508
Total Assets	5,316	5,685
Total Short–term and Long–term Debt	1,307	1,567
Concession Rights Payable	541	537
Lease Liabilities	1,132	1,143
Other Current and Non-current Liabilities	431	441
Total Liabilities	3,410	3,688
Total Equity	1,906	1,997

Financial Ratios

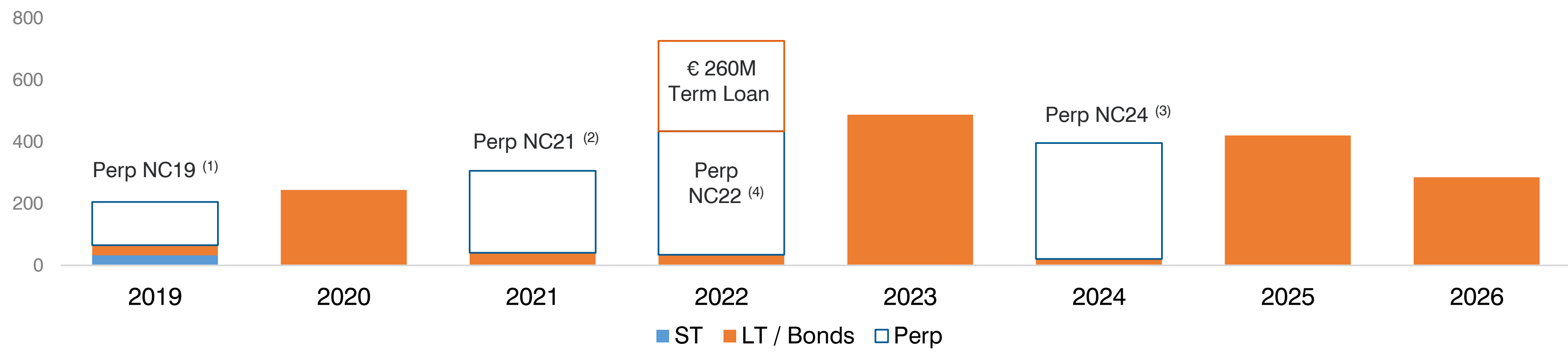
Gearing: Debt/SHE	0.69	0.78
Current Ratio: Current Assets/Current Liabilities	1.51	1.19
Debt Cover Ratio: Debt/EBITDA (per covenant)	2.16 [2]	2.29 [2]
DSCR: EBITDA/(Interest + Scheduled Principal Payments)	3.42 [2]	4.90 [2]

Note: (1) December 31, 2018 as Restated
(2) Based on Audited 2018 Figures

Principal Redemption Profile

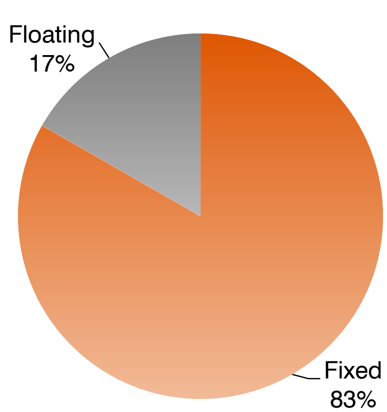
Principal Redemption Profile Proforma as of Apr 30, 2019

(US$ millions)



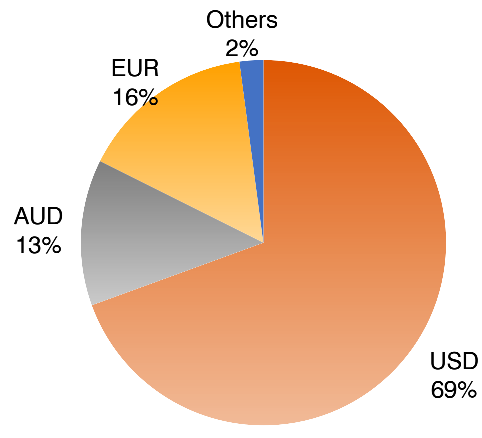
Debt Breakdown (5) by Rate

(as of April 30, 2019)



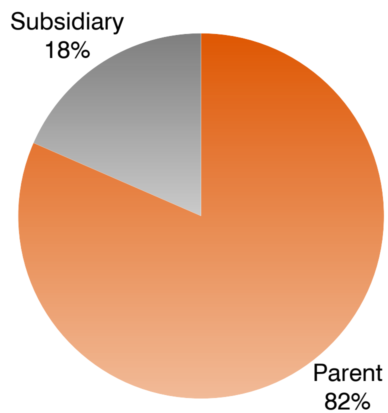
Debt Breakdown (5) by Currency

(as of April 30, 2019)



Debt Breakdown (5) in Parent & Subsidiary

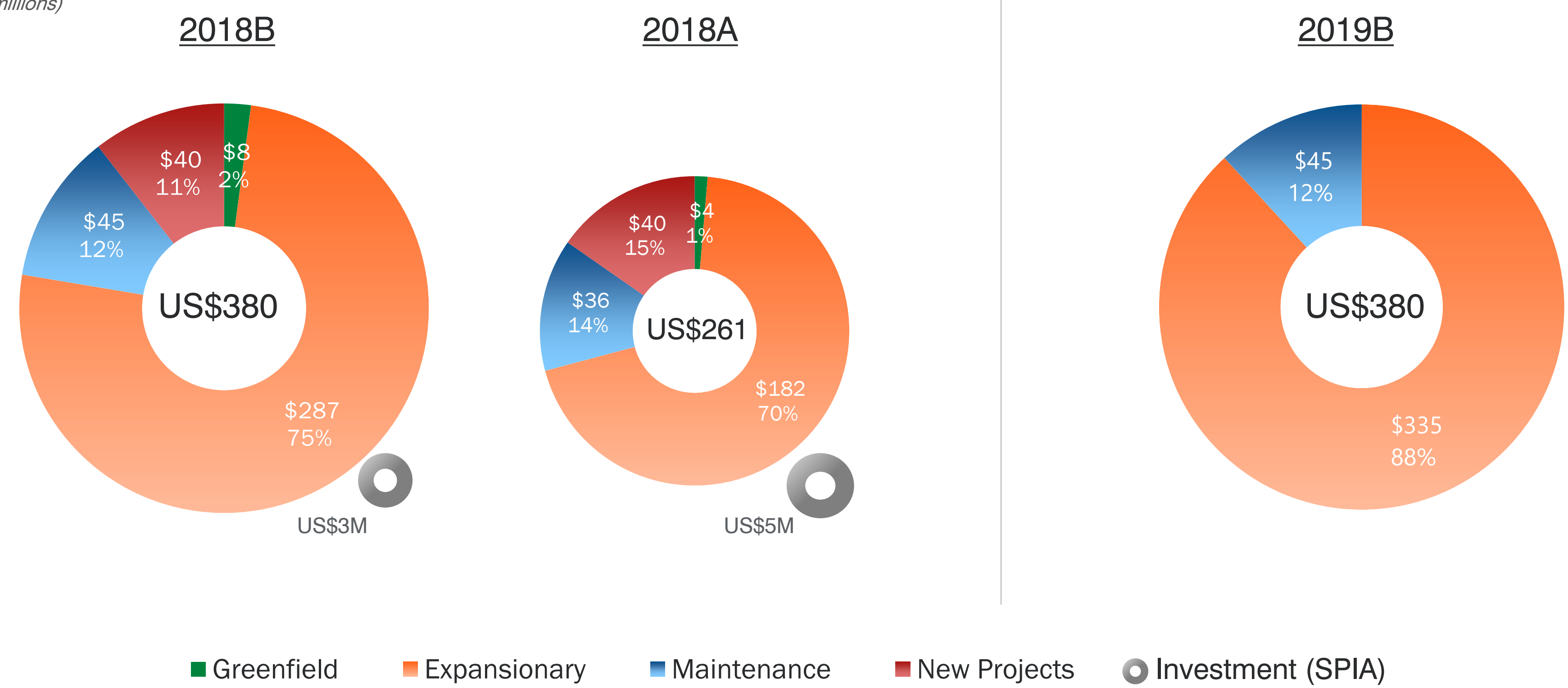
(as of April 30, 2019)



Note: (1) Callable in 2019 with rate reset in 2019 and 250–bp step–up in 2024; (2) Callable in 2021 with rate reset and 250–bp step–up in 2021; (3) Callable in 2024 with rate reset and 250–bp step–up in 2024; (4) Callable in 2022; (5) Perpetual Securities are not included in the Debt breakdown.

Capital Expenditures

(In US$ millions)



2018 CAPEX mainly for:
GREENFIELD: Australia
EXPANSIONARY: Manila, Honduras, Mexico & Iraq
NEW: Papua New Guinea & Cavite

2019 CAPEX mainly for:
EXPANSIONARY: Manila, Honduras, Mexico & Iraq

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Entities with PFRS 16 Impact

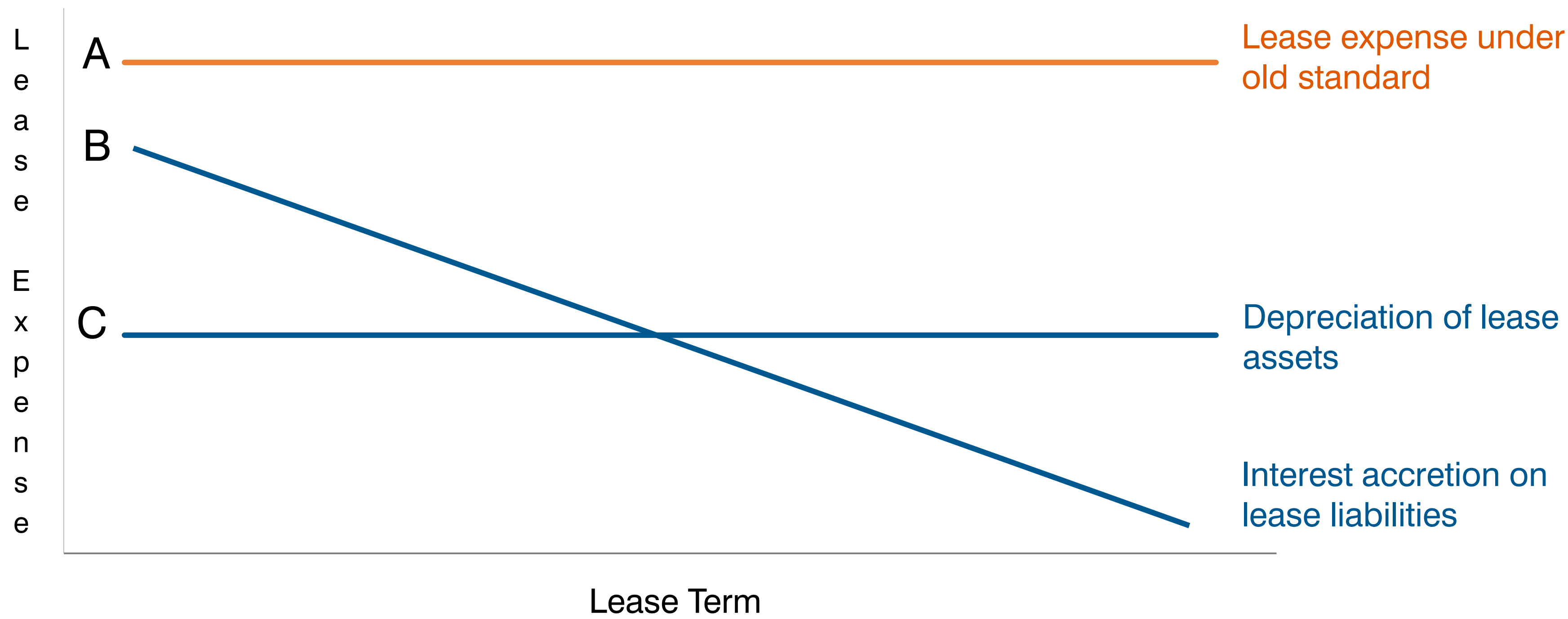
	Lease Term (in years)	End of Lease Term
Victoria International Container Terminal Ltd. (VICT) - *Australia*	26	2040
Contecon Mazanillo S.A. (CMSA) - *Mexico*	34	2044
Tecon Suape S.A. (TSSA) - *Brazil*	30	2031
Baltic Container Terminal (BCT) - *Poland*	20	2023
Mindanao International Container Terminal Services, Inc. (MICTSI) – *Philippines*	25	2033
Batumi International Container Terminal (BICTL) - *Georgia*	48	2055
Tecplata S.A. – *Argentina*	20	2029
Terminal Maritima de Tuxpan (TMT) - *Mexico*	5	2020

Impact of PFRS 16 on 1Q 2018 P&L

International Container Terminal Services, Inc.

(In US$ 000)		March 31, 2018
EBITDA – Pre PFRS 16		**147,771**
Port Authorities' Share in Gross Revenues	*6,879*	
Equipment and Facilities – related expenses	*22,888*	
Fixed and Guaranteed Port Fees		**29,768**
EBITDA – Post PFRS 16		177,539
NET INCOME – Pre PFRS 16		**50,883**
Fixed and Guaranteed Port Fees	*29,768*	
Depreciation of right-of-use asset	*(7,352)*	
Interest expense on lease liability	*(27,081)*	
Tax impact	*1,480*	
NET IMPACT OF PFRS 16 ADOPTION		**(3,185)**
NET INCOME – Post PFRS 16		47,697

Impact of PFRS 16 (1Q 2018 P&L)



A = Lease expense under old standard
B + C = Lease expense under new standard (PFRS16)

Impact of PFRS 16 on 2018 Balance Sheet

(In US$ millions)	Dec 31, 2018 (Audited)	*PFRS 16 adjustments*	Dec 31, 2018 (Restated)
Intangible and Property and Equipment	3,344	-	3,344
Lease Assets	-	+523	523
Cash and Cash Equivalents	447	-	447
Other Current and Non-current Assets	912	+90	1,002
Total Assets	4,703	+613	5,316
Total Short–term and Long–term Debt	1,307	-	1,307
Concession Rights Payable	541	-	541
Lease Liabilities	-	+1,132	1,132
Other Current and Non-current Liabilities	625	-194	431
Total Liabilities	2,474	+937	3,410
Total Equity	2,240	-324	1,906

Impact of PFRS 16 on 1Q 2018 Cash Flows

(In US$ '000)	Mar 31, 2018 (Audited)	*PFRS 16 adjustments*	Mar 31, 2018 (Restated)
Net cash flows from operating activities	153,935	13,986	167,921
Net cash flows from investing activities	(87,095)	-	(87,095)
Net cash flows from financing activities	305,055	(13,986)	291,069
Effect of Exchange Rate on Cash and Cash Equivalents	(1,888)	-	(1,888)
Net Increase (Decrease) in Cash and Cash Equivalents	370,007	-	370,007
Cash and Cash Equivalents, beginning of period	279,427		279,427
Cash and Cash Equivalents, end of period	649,434		649,434

Recent Events

2019	May	Complied with the last of the Conditions Precedent (CPs) needed prior to the transfer a further 15.7% MNHPI shares to ICTSI; ICTSI's shareholdings in MNHPI has been increased from 34.83% to 50%
	Apr	ICTSI Global Finance B.V. availed of US$300M Guaranteed Term Loan
	Apr	ICTSI declared a regular cash dividend in the amount of Php2.92 per share, alongside a special cash dividend in the amount of Php2.08 per share. The total dividend (regular and special) of Php5.00 per share is payable on May 7, 2019.
	Mar	ICTSI obtained approval of the transfer by the Philippine Competition Commission (PCC) regarding the acquisition of additional 15.17% of Manila North Harbour Port, Inc ("MNHPI") from Harbour Centre Port Terminal, Inc. Upon completion of this transaction, ICTSI shareholdings in MNHPI will increase from 34.83% to 50%
	Jan	ICTSI Middle East DMCC availed of a Euro260M Guaranteed Term Loan under its 2014 Loan Facility Program
		ICTSI signed the Concession Agreement to operate, manage and develop the South Port Container Terminal (SPCT) at the port of Sudan, Republic of Sudan

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International Container Terminal Services, Inc.

Thank you