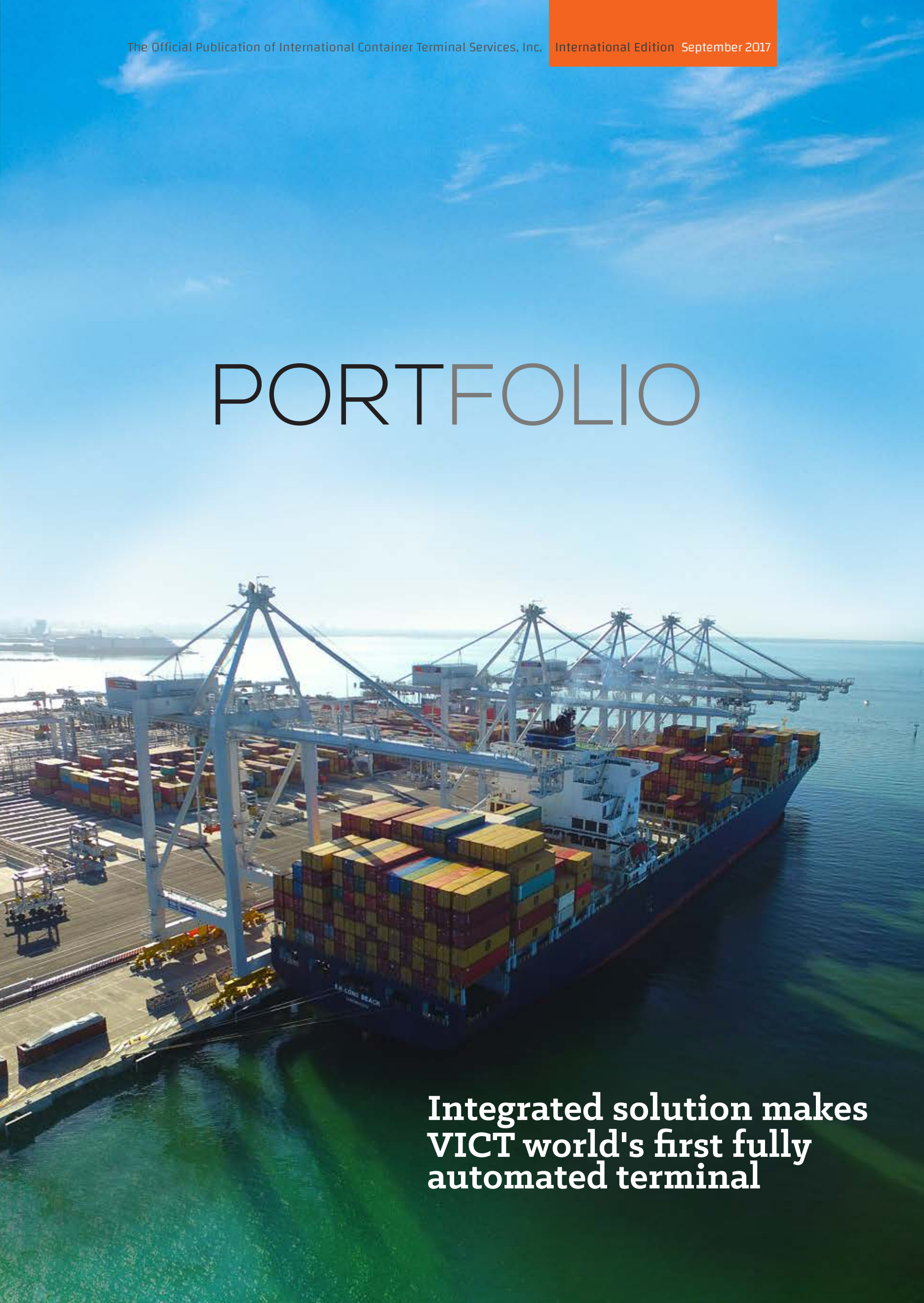


PORTFOLIO



**Integrated solution makes
VICT world's first fully
automated terminal**



Mexico
Tuxpan Maritime Terminal, Veracruz

Mexico
Specialized Container Terminal 2, Manzanillo

Honduras
Specialized Container and General Cargo Terminal, Puerto Cortes

Colombia
Aguadulce Multi-User Container Terminal, Buenaventura

Ecuador
Guayaquil Container & Multipurpose Terminals

Brazil
Suape Container Terminal, Pernambuco

Argentina
La Plata Container Terminal, Buenos Aires



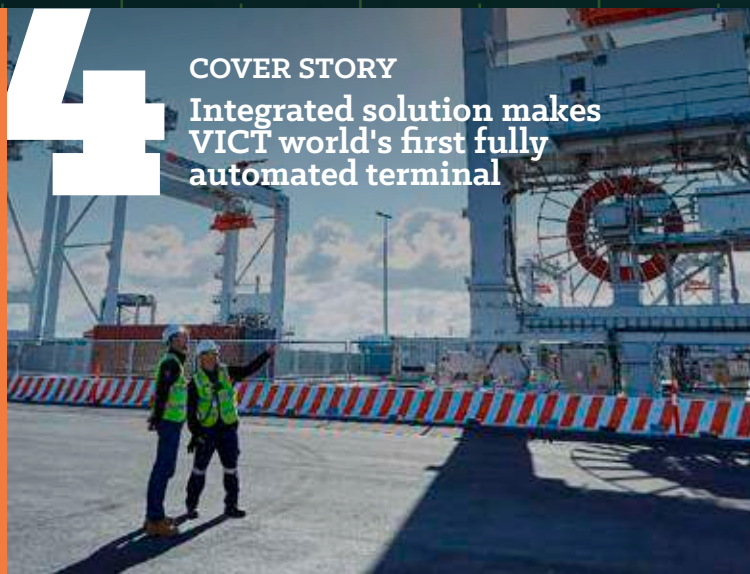
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COVER STORY

Integrated solution makes VICT world's first fully automated terminal

Victoria International Container Terminal (VICT) is now ready for full automation after the successful delivery of OneTerminal, the integrated automation solution that brings together Kalmar and Navis software systems, equipment, and services for seamless deployment. The deployment was completed ahead of schedule, making VICT the first fully automated container handling facility in the world.

“VICT was designed, and is now equipped, to be fully automated, making it the most advanced container terminal in the world. For the first time anywhere in the world, a terminal has been created that seamlessly uses automated operations from ship to shore. Integration was key to this

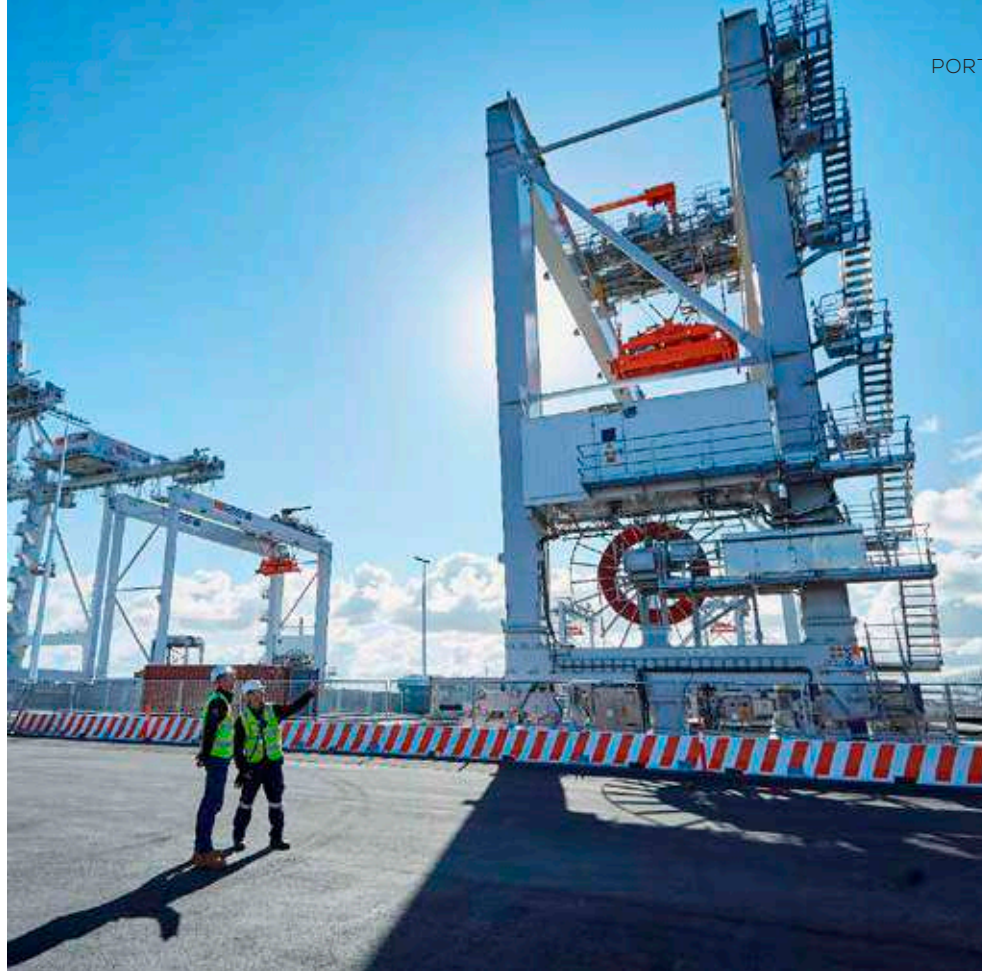
innovation—putting all these technologies together. That’s why VICT is the most advanced container terminal in the world,” said Christian R. Gonzalez, ICTSI Senior Vice President and Head of Asia Pacific & MICT.

He adds: “Kalmar’s cutting-edge technology and equipment combined with Navis’ software are enabling us to reach the highest standards of port safety.”

The OneTerminal deployment at VICT includes the Kalmar Automatic Stacking Crane (ASC) system with 20 ASC units, 11 Kalmar Autotshuttles™, Kalmar Automated Truck Handling, Kalmar Terminal Logistics System, and the Navis N4 Terminal System. Kalmar also provided an array of project services required to deploy and support the solution.

On budget and ahead of schedule

“With the successful delivery of the OneTerminal solution, we are able to complete the project on budget and ahead of schedule. This has never been achieved in the port industry for a fully automated terminal. It is especially noteworthy when considering the unprecedented complexity of the civil works requirements, along with the level of pioneering automation governing the design,” explained Mr. Gonzalez.



Tero Kokko, Kalmar Automation and Projects Senior Vice President said his team was able to speed up the deployment by pre-integrating and testing OneTerminal prior to delivery.

“With our complete end-to-end automation system at Kalmar’s Technology and Conference Center in Tampere, Finland, and the multi-assembly units in China and Poland, we were able to deliver our equipment months ahead of schedule,” said Mr. Kokko.

Best-proven and smart technologies

“Everything about VICT, from its technology to its location and layout, has been designed to deliver unprecedented efficiency, safety, sustainability, and security,” said Mr. Gonzalez.

VICT leverages best-proven, smart technologies and innovations to deliver fully-automated operations from the gate to the quayside. This includes the installation of an automated lashing platform in the QCs, a world first, making VICT one of the safest and most efficient container terminals in the world.

Other technological milestones included the set-up of remote control ship-to-shore operated desks providing office-based

control of QCs – a first in Australia, and the commissioning of wireless ACCs providing driverless container delivery technology – also a first in Australia.

VICT integrated all automated application interfaces between the vehicle booking system (VBS), the terminal in and out gates, the movement of ACCs and ASCs, the primary terminal operating system (TOS), and all other automated systems associated with the operation of QCs. For nighttime operations, the terminal uses light emitting plasma (LEP) luminaries and wireless lighting controls.

VICT is situated north of Port Philip Bay at the mouth of the Yarra River in the Port of Melbourne’s Webb Dock East. The 35-hectare, one million TEU capacity terminal has a 660-meter straight berth capable of simultaneously servicing two large vessels with capacities of up to 8,000-12,500 TEUs. Currently, VICT is equipped with five neo-Panamax quay cranes (QC) at the berth, 11 automated container carriers (ACC) to move containers from the berth to the container yard and vice versa, and 20 automated stacking carriers (ASC) in the yard. On full build, VICT will deploy additional three QCs, seven ACCs, and 12 ASCs, and increase its capacity by 400,000 TEUs.

MAKING THE LIST

VICT wins technology award

By Claire Jordan-Whillans

Victoria International Container Terminal (VICT) was conferred the Application of the Technology Award at the annual Victorian Transport Association's (VTA) Australian Freight Industry Awards (AFIA) last 2 September.



From left: Peter Anderson, VTA CEO; the Honorable Tim Pallas, Victorian State Government Treasurer; Leon Peetoom; VICT Landside Operations Manager; Cameron Dunn, VTA President; and Chris Koniditsiotis, Transport Certification Australia CEO.

"The technology being deployed throughout the new VICT Webb Dock terminal is very impressive and it's terrific that their achievements have been deservedly recognized with an AFIA. VICT is critical for the Port of Melbourne to remain Australia's largest port and the VTA looks forward to working with VICT as it continues to grow," said Peter Anderson, VTA Chief Executive Officer.

Located at the Port of Melbourne, VICT is the first fully automated international container terminal in the world. Since opening its doors for business in April, VICT has brought record-breaking efficiencies for Melbourne's transport carrier community as a result of its huge investment in automation. Turnaround times for trucks visiting the terminal are fastest achieved anywhere in Australia, with average truck servicing times only taking 17 to 24 minutes.

Leon Peetoom, VICT Landside Operations Manager, accepted the award and thanked VTA for the recognition and support.

"It is important for VICT to be a part of the VTA so that we are visible to you, our customers, and that you can see we are committed to working with you in what can be a challenging industry," said Mr. Peetoom.

"Since opening our doors in April this year, the level of automation across VICT's landside operation has seen real efficiencies for the transport community, and we are committed to continuous improvement in that space. We have a very passionate team who loves what they do, and have invested a lot of time and effort to get our automated terminal up and running. We are all proud of our achievement, and look forward to welcoming more of you through our gates in the future," he adds.

VICT also emerged as a finalist in the 'Young Achiever of the Year Award' with Engineering Department's own Stuart Finch.



LEVEL UP

ICTSI holds annual corporate governance training

By **Sunshine Rayoso**

Directors and officers of International Container Terminal Services, Inc. (ICTSI), led by Enrique K. Razon Jr., Chairman and President, took part in the annual corporate governance training last 18 July.

The Philippine Securities and Exchange Commission (SEC) requires all directors and key officers of publicly listed companies to yearly attend a corporate governance course.

The in-house training was organized by the Global Corporate Legal Affairs in cooperation with the Institute of Corporate Directors (ICD). The ICD is dedicated to the professional practice of corporate directorship and management in line with the global principles of modern corporate governance.

This year, the ICD facilitated two sessions focused on related party transactions and improving board level decision-making. In today's progressive and dynamic business landscape, corporate governance has been widely accepted and has evolved into one of the main pillars of every company in protecting the interests of shareholders, stakeholders, employees, and management.

However, the emergence and the prevalent governance risks, economic volatility, political uncertainty, and rigorous compliance to regulatory bodies have been a continuous challenge to ICTSI, especially in the balancing of its responsibility to serve and protect its stakeholders while gaining a competitive advantage in the world of commerce.

Nevertheless, these goals are not far at sight because of ICTSI's vision and values as exercised through good corporate governance policies and practices.

NEWSBREAK

ICTSI 1H2017 net income up 19% to USD103.6M

- Throughput grew 7% to 4.5 million TEUs
- Revenues increased 10% to USD603.7 million
- EBITDA 13% higher to USD289.7 million

International Container Terminal Services, Inc. (ICTSI) reported unaudited consolidated financial results for the first half of 2017, posting revenue from port operations of USD603.7 million – an increase of 10 percent over the USD550.8 million reported for the first six months of 2016; Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) of USD289.7 million, 13 percent higher than the USD257.5 million generated in the first half of 2016; and net income attributable to equity holders of USD103.6 million, up 19 percent from the USD87.3 million earned in the same period last year due to the continuing ramp-up at the new terminal in Matadi, Democratic Republic of the Congo (DRC), strong operating income contribution from the terminals in Iraq, Mexico and Brazil, and the one-time gain on the termination of the sub-concession agreement in Nigeria.

The increase in net income was tapered by higher interest and financing charges; higher depreciation and amortization expenses; start-up costs at the Company's terminal in Melbourne, Australia; and increase in the Company's share in the net loss at Sociedad Puerto Industrial Aguadulce S.A. (SPIA), its joint venture container terminal project with PSA International Pte Ltd. (PSA) in Buenaventura, Colombia, which increased from USD3.2 million in the first half of 2016 to USD18.7 million for the same period in 2017 as the Company started full commercial operations at the beginning of the year.

Excluding the one-time gain on the termination of the sub-concession agreement in Nigeria, consolidated net income attributable to equity holders would have increased by 10 percent in the first half of 2017. Diluted earnings per share for the period was 32 percent higher at USD0.041, from USD0.031 in 2016.

For the quarter ended 30 June 2017, revenue from port operations increased eight percent, from USD284.3 million to USD306.5 million. EBITDA was five percent higher at USD142.7 million, from USD135.5 million. Net income

attributable to equity holders was up 15 percent, from USD45.1 million to USD51.9 million. Excluding the one-time gain on the termination of the sub-concession agreement in Nigeria, consolidated net income attributable to equity holders would have decreased by two percent in the second quarter of 2017. Diluted earnings per share for the quarter was 18 percent higher at USD0.020 from USD0.017 in 2016.

ICTSI handled consolidated volume of 4,545,405 twenty-foot equivalent units (TEUs) in the first six months of 2017, seven percent more than the 4,264,633 TEUs handled in the same period in 2016. The increase in volume was primarily due to continuing improvement in global trade activities particularly in the emerging markets, continuing ramp-up at ICTSI's operations in Basra, Iraq, new services at Manzanillo, Mexico and the new terminals in Matadi, DRC and Melbourne, Australia. Excluding the new terminals, consolidated volume increased by five percent. For the quarter ended 30 June 2017, total consolidated throughput was three percent higher at 2,272,758 TEUs compared to 2,210,994 TEUs in 2016.

Gross revenues from port operations for the first half of 2017 increased 10 percent to USD603.7 million, from the USD550.8 million reported in the same period in 2016. The increase in revenues was mainly due to volume growth, tariff rate adjustments at certain terminals, new contracts and services with shipping lines, and the contribution from the Company's new terminals in Matadi, DRC and Melbourne, Australia. Excluding the new terminals in DRC and Australia, consolidated gross revenues increased by five percent.

For the second quarter of 2017, gross revenues increased eight percent, from USD284.3 million to USD306.5 million.

Consolidated cash operating expenses in the first half of 2017 was nine percent higher at USD221.7 million compared to USD204.2 million in the same period in 2016. The increase in

improved to 48 percent in the first half of 2017 from 47 percent in the same period in 2016.

For the second quarter of 2017, consolidated EBITDA increased by five percent to USD142.7 million, from USD135.5 million in the same period in 2016. EBITDA margin, on the other hand, decreased to 47 percent in 2017 from 48 percent in 2016.

Consolidated financing charges and other expenses for the first half increased 29 percent, from USD45.9 million in 2016 to USD59.0 million in 2017 primarily due to higher average loan balance, lower capitalized borrowing cost on qualifying assets and the acceleration of the amortization of debt issue cost due to the termination of the Company's revolving credit facility.

ICTSI and Subsidiaries | Financial Highlights | YoY Comparison

For the six months ended June 30

(In million USD, except Earnings per share data)	1H 2016	1H 2017	%Change
Gross Revenues	USD 550.8	USD 603.7	10%
EBITDA	257.5	289.7	13%
Net Income	92.6	115.1	24%
Net Income Attributable yo Equity Holder	87.3	103.6	19%
Earnings per share			
Basic	0.031	0.041	32%
Diluted	0.031	0.041	32%

For the quarter ended June 30

(In million USD, except Earnings per share data)	2Q 2016	2Q 2017	%Change
Gross Revenues	USD 284.3	USD 306.5	8%
EBITDA	135.5	142.7	5%
Net Income	47.6	57.5	21%
Net Income Attributable yo Equity Holder	45.1	51.9	15%
Earnings per share			
Basic	0.017	0.021	24%
Diluted	0.017	0.020	18%

cash operating expenses was mainly due to the cost contribution of the new terminal operations in Matadi, DRC and Melbourne Australia; higher throughput and increase in fuel prices and power rates at certain terminals; and unfavorable translation impact of the BRL appreciation at Suape, Brazil. The increase was tapered by the additional benefits of the on-going Group-wide cost optimization initiatives and the favorable translation impact of Philippine Peso and Mexican Peso expenses at the various terminals in the Philippines and in Manzanillo, Mexico, respectively. For the quarter ended 30 June 2017, total cash operating expenses of the Group increased by 15 percent to USD117.8 million from USD102.7 million in 2016.

Consolidated EBITDA for the first half of 2017 increased 13 percent to USD289.7 million, from USD257.5 million in 2016 mainly due to strong volume and revenue growth combined with the additional benefits of the on-going group-wide cost optimization initiatives and positive contribution of the new terminal in Matadi, DRC tapered by start-up costs at Melbourne, Australia. Consequently, EBITDA margin

For the second quarter, consolidated financing charges and other expenses increased 32 percent, from USD24.9 million in 2016 to USD32.8 million in 2017.

Capital expenditure for the first half of 2017 amounted to USD71 million, approximately 30 percent of the USD240.0 million capital expenditure budget for the full year 2017. The established budget is mainly allocated for the completion of the initial stage development of the Company's greenfield projects in DRC and Iraq; the second stage development of the Company's project in Australia; continuing development of the Company's container terminals in Mexico and Honduras; and capacity expansion in its terminal operations in Manila. In addition, ICTSI invested USD19.7 million in Puerto Aguadulce in Buenaventura, Colombia. The Company allocated approximately USD25.0 million for its share in 2017 to complete the initial phase, and to finance the start-up operations of its joint venture container terminal project with PSA International.

NEWSBREAK

MICT meets monthly productivity targets, Names top operators for July, August

By **Maria Amparo Jadloc**

The Manila International Container Terminal (MICT) named the top performing equipment operators for the Months of July and August after reaching the target monthly productivity.

“Management acknowledges the excellent work our prime mover, quay crane, rubber tired gantry, and stacker operators have put in to reach a high berth productivity,” says Jay Valdez, MICT Operations Director.

“Every time we meet our monthly target, we give a special citation to the 10 highest performing operators per equipment category as a simple way to thank them for their hard work and dedication to ensuring MICT operates with maximum efficiency. More importantly, these individuals serve as role models for their colleagues to emulate,” he adds.

For July, Manuel Maribojoc made the most number of moves in the prime mover group. He is followed by Joselito Manalo and Sherwin Dalagon.

Meanwhile, Edwin Sintos topped the quay crane group. Ranking second and third are Gabriel Lat and Christian Bautista, respectively.

Among RTG operators, Romeo Alejandro made the most number of moves, followed by Anthony Cabalquinto and Antonio De Guzman, Jr.

For the reach stacker and side lifter group, the top operators are Alfredo Baysa, Roy Echevarria, and Michael Layam.

For August, the most productive prime mover operators are Jerwin Arce, Joel Nicolas, and Bruno Bartolini.

Jose Dagpin, Gabriel Lat, and Edward Dela Cruz came out as the top performing quay crane operators.

For the RTG group, Romeo Alejandro made the most number of moves followed by Fedelix Gador and Rowel Echevarria.

And last but not the least for the reach stacker and side lifter group, the top performing operators are Rolando Baysa, Jay Morandarte, and Roy Echevarria.

Here is the complete list of the top performing operators for the months of July and August.

JULY

TOP 10 PRIME MOVERS



TOP 10 QUAY CRANE OPERATORS



TOP 10 RTG OPERATORS



TOP 10 SIDESTACKER OPERATORS



AUGUST

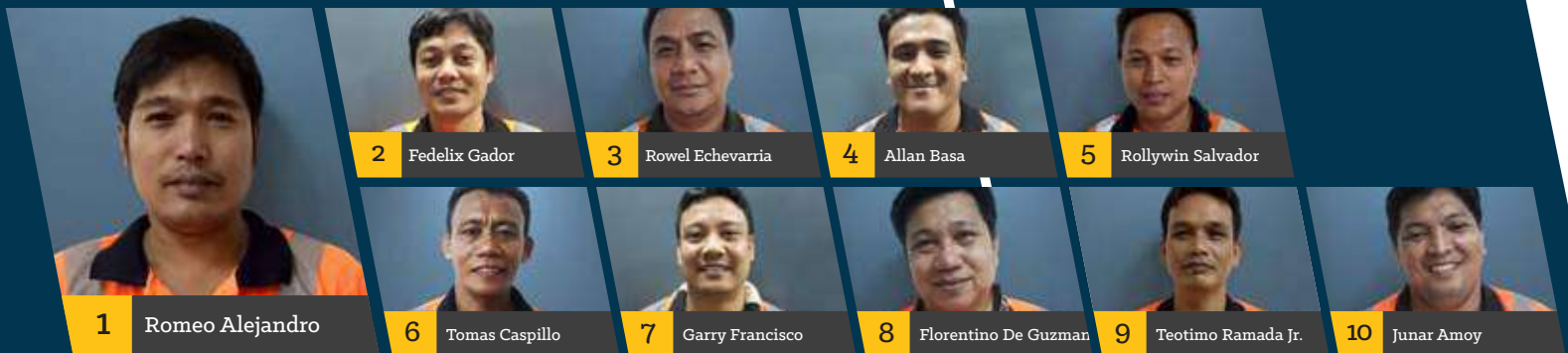
TOP 10 PRIME MOVERS



TOP 10 QUAY CRANE OPERATORS



TOP 10 RTG OPERATORS



TOP 10 SIDESTACKER OPERATORS



New ECU Transport Minister visits CGSA

By **Katty Ossa Bianchi**

Ecuador's new Minister of Transportation, the Honorable Dr. Paul Granda, and several government officials visited the Guayaquil Container and Multipurpose Terminals last August to inspect the facilities improved by Contecon Guayaquil S.A. (CGSA) since the concession. José Miguel Muñoz, former CGSA Chief Executive Officer, and Guido Ferretti, Guayaquil Port Authority Manager, welcomed the visitors and discussed port competitiveness among several other industry-related issues.

Minister Granda (third from left) with José Miguel Muñoz (fifth from left) and Guido Ferretti (sixth from left)



COSCO officials visit CGSA

By **Katty Ossa Bianchi**

Representatives of COSCO Line for Latin America visited Contecon Guayaquil last August to seek new business opportunities. Zhan Hujie, COSCO Commercial Manager for the Americas, and Fanny Mancilla, Delpac General Manager, led the COSCO delegation that met with CGSA officials to discuss the new Europe and WSA2 service.

From left: Javier Hrycaniuk, CGSA Operations Director; Vania Mendoza, Delpac Line Manager; Mr. Hujie; José Miguel Muñoz, former CGSA CEO; Ms. Mancilla; and Marlon Benites, Delpac Operations Manager.





SHIP AHOY

BGT services its first oil and gas cargo vessel

By Sheeba Khan

Basra Gateway Terminal (BGT) serviced its first oil and cargo vessel, *Beautruimph*, last 22 July. The ship carried 1,670 coated pipes that weighed 4,871 tons. The pipes were discharged and transferred to BGT's stacking area dedicated for the oil and gas industry.

After starting general cargo operations at Berth 19 last year, BGT has increased its focus on general cargo related to the oil and gas sector.

“We are now focusing on new investments in Berth 19. We are continuously reorganizing our assets and adding specialized equipment to make the terminal compliant with specific requirements of the oil and gas sector – a market where BGT can thrive during this new era of maritime shipping,” said Phillip Marsham, BGT Chief Executive Officer.



BGT's Berth 19 typically handles multipurpose vessels that carry both containers and general cargo. The terminal has 200 meter dedicated berth for multipurpose vessels and 11 hectares of adjacent stacking area.

Iraq has the world's fifth-largest proven crude oil reserves after Venezuela, Saudi Arabia, Canada, and Iran. With an actual production of 4.1 million barrels per day and target production of 9 million barrels per day by 2020, Iraq has become one of the major areas of investment for international oil companies.



CGSA welcomes *SeaLand Guayaquil*

By **Katty Ossa Bianchi**

Contecon Guayaquil received the call of *SeaLand Guayaquil* last 25 August. José Miguel Muñoz, former CGSA CEO, joined SeaLand Ecuador and West Coast officials, exporters and importers, and representatives of the port authority in a simple ceremony to celebrate the arrival of the ship.

Part of the Maersk Group, Sealand has been operating in Ecuador for three years. The shipping line is focused on trade between North, Central, and South America.

New feeder service links Karachi to Port Hamad

By Arif Memon



PICT celebrates launch of new service in Karachi. From left: Capt. Jawaid Iqbal, M.D. East Wind Agent; Mr. Khan; Capt. Ali Taheri, M/V Libra Voy 001 Vessel Master; Shiraz Rahmatullah, M.D. Riazeda Pvt. Ltd Agent; and Muhammad Hunain, PICT Chief Financial Officer.

Last 5 August, *Libra Voy 001* made its maiden call to Pakistan International Container Terminal (PICT), marking the launch of the joint Pakistan Gulf Service by Wan Hai and Simatech at the Port of Karachi.

The Pakistan Gulf Service is the first direct service that connects the Port of Karachi in Pakistan to Port Hamad in Qatar. The service opens the door for Pakistani trade to gain a foothold in Qatar's emerging market, which aims to import food supply and other commodities from Pakistan. Capitalizing on the opportunity, PICT looks to emerge as the preferred container terminal for Qatar cargo.

The weekly service starts from Karachi then sails to Sohar, Dubai, Qatar, and Dubai before heading back to Karachi.

PICT arranged a small ceremony to celebrate the inaugural call with the vessel master, Wan Hai managing directors, and Simatech local agents. Khurram Aziz Khan, PICT Chief Executive Officer, led the celebration and assured all stakeholders of PICT's full commitment to make the service a successful venture.

MAKING THE LIST

Customs agents cite PICT CEO

By **Arif Memon**

The All Pakistan Customs Agents Association (APCAA) presented Khurram Aziz Khan, Pakistan International Container Terminal Chief Executive Officer, with the 2017 Best Performance Award last 10 July for his leadership in trade facilitation and business. Photo shows Mr. Khan (far right) accepting the award from Sind Governor Muhammad Zubair.



Katrina Razon (right), a managing partner of Third Culture Music + Media and a director at Wonderfruit, during her panel discussion at the Forbes Under 30 Summit Asia.



Ms. Razon a.k.a. DJ Katsu, performs during the Forbes Under 30 Summit Asia.

SPOTLIGHT

ICTSI hosts Forbes' Under 30 Summit

International Container Terminal Services, Inc. (ICTSI) hosted the recent Forbes Under 30 Summit Asia last 25 July at Solaire Resort and Casino in Entertainment City Manila.

Held only for the second time, the event gathered some of the world's brightest, promising, and most outstanding young entrepreneurs, innovators, and game changers to share how they overcame the odds to become successful in their respective fields of influence.

Katrina Razon, daughter of ICTSI chairman and president Enrique Razon, Jr., was among the panelists in the session about the new age of women changing the world. During her panel, Ms. Razon shared her thoughts on women empowerment and the changing perception of women in the workplace as they break out of the traditional stereotypes.

ICTSI CARES

Rummage sale raises funds for *Bahay Aruga*

By **Sally Inonog**

The ICTSI Global Corporate HR held a successful fundraiser last 25 August at the Quay Room of the ICTSI Administration Building. Executives, directors, and senior managers were invited to donate used but sellable items for the rummage sale, which generated sales of PhP12,420. With cash donations of PhP21,540, the total fund raised amounted to PhP33,960. The proceeds of the fundraiser went to *Bahay Aruga*, the ICTSI Foundation's chosen beneficiary for the fundraising activity. *Bahay Aruga* (Tagalog, house of care) is a halfway house located in Manila for cancer-stricken children from the provinces.



Employee volunteers together with ICTSI Foundation staff turnover donations to Bahay Aruga

ICTSI CARES

Parola residents train on meat processing

By **Cyrah Albat**



The ICTSI Sustainability Development Unit, together with the Parola interagency network, recently organized a meat processing workshop for Parola residents and beneficiaries of the network's member organizations. The workshop is the Sustainability Development Unit's second livelihood training this year.

The workshop was facilitated by Lulu Rivera of Ultima Entrepinoy Forum Center last 28 July at the multi-purpose hall of Brgy. 275 Zone 25, Binondo, Manila.

Participants were taught methods on preparing tocino, siomai, skinless longganisa, burger patties, pork embotido, and pork barbecue, which they were able to apply in the hands-on activities. The workshop also trained participants on selection of quality raw materials and proper costing.

The goal of the workshop is to empower members of the Parola community by helping them establish microenterprises. The DSWD Sustainable Livelihood Program (SLP) pledged to provide each participant with a starting capital of PhP10,000.

The DSWD SLP also conducted a mandatory three-day training from 8 to 10 August to educate the workshop participants on the rationale of the program and the values and skills they need to manage their business.

Parola, including Isla Puting Bato, is the immediate community of the ICTSI's flagship Manila International Container Terminal.

PORTFOLIO

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