



PortFolio

The Official
Publication of
International
Container
Terminal
Services,
Inc.

MCT UNVEILS MODERN INTERNATIONAL PORT IN MINDANAO



PortFolio

is published by the Public Relations Office of International Container Terminal Services, Inc. for the employees, shareholders, clients and friends of the ICTSI Group.

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GLOBAL OPERATIONS

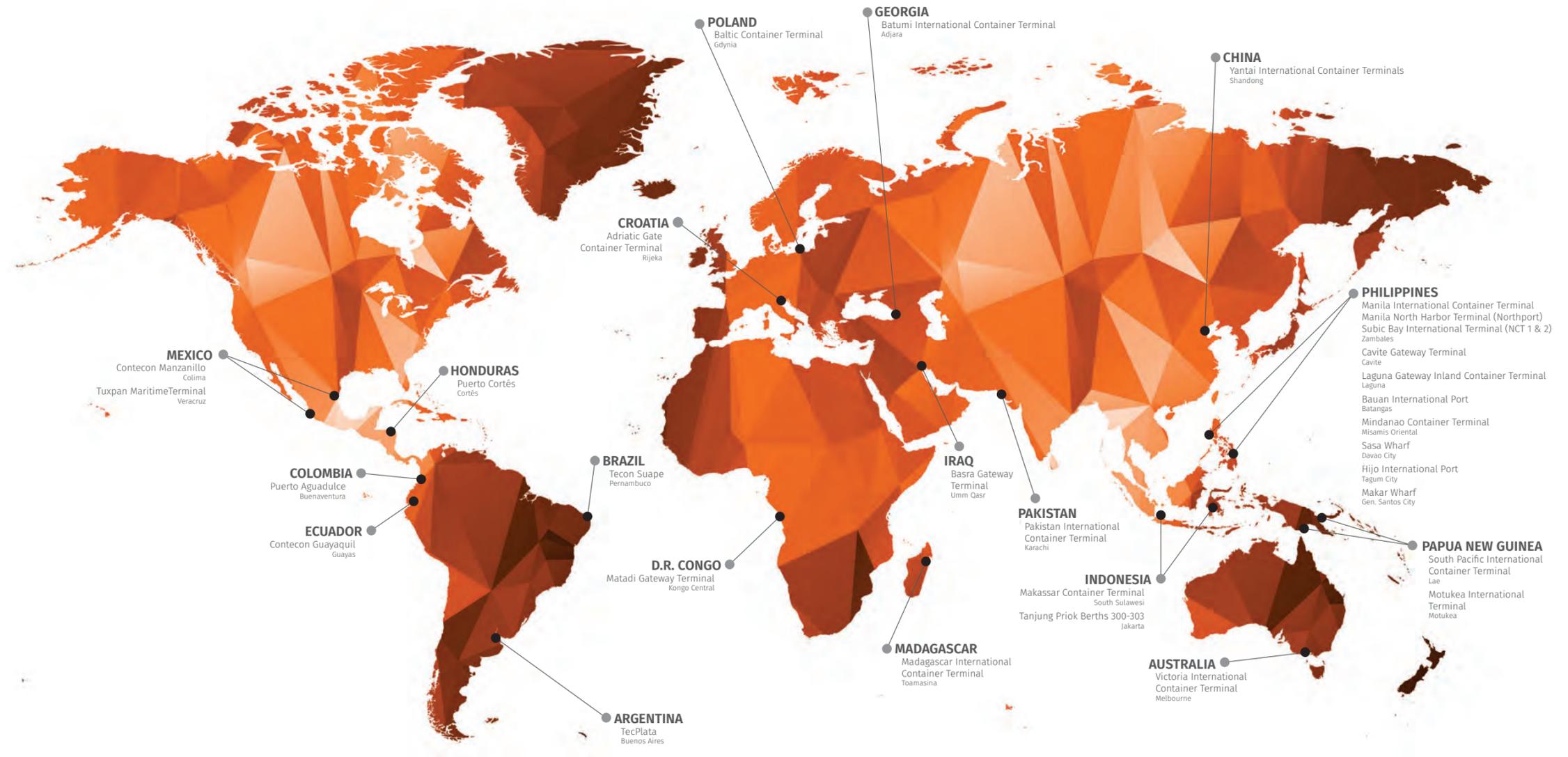


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Cover Story

MCT UNVEILS MODERN INTERNATIONAL PORT IN MINDANAO

The Mindanao Container Terminal (MCT) has announced it will roll out improvements and upgrades as part of an ongoing strategy to become a premier international gateway in Mindanao.

The MCT is currently in the process of upgrading its terminal operating system, and has introduced a more client-centric approach to provide better services to its customers.

“Our ongoing modernization and changes in current practices will propel us to become the leading port in Mindanao. We aim to help spur economic growth in the countryside, especially now that Northern Mindanao, through the Misamis Oriental Special Economic Zone, is poised to become a prime investment hub in the region,” said Roberto Locsin, MCT President and General Manager.

Equipment modernization at the port area is also underway with the commissioning of new reach stackers, terminal tractors and

trailers, and other cutting-edge port equipment.

“We’ve ordered additional equipment as part of our upgrades early this year as we expect to handle more volume. With more investments in the Misamis Oriental Special Economic Zone, we must be ready to accommodate the surge in demand,” added Mr. Locsin.

The PHIVIDEC Industrial Authority, the government agency that manages, supervises, and administers the Misamis Oriental Special Economic Zone where the MCT is located, confirmed that companies are already putting up businesses in the area and that new investments are expected to come in. The MCT expects to tap this market.

Currently, the MCT handles both international and domestic shipments and offers container handling, yard management, reefer monitoring, and water bunkering services, among others.

The terminal also plans to become a transshipment hub connecting Northern Mindanao to Visayas and other parts of the country, ensuring that the business community in Cagayan de Oro (CDO) has access to the rest of the country through the MCT.

Mr. Locsin concludes: “We continue to develop new products, distinct offerings and grow our transshipment business to help homegrown businesses in CDO and Mindanao to expand their reach. With the ongoing modernization, the MCT is set to become the first port of call for international vessels in Mindanao.”



Newsbreak

WITH DEEPER CHANNEL ACCESS, CGSA STARTS SERVICING LARGER SHIPS

Contecon Guayaquil SA (CGSA) the Ecuadorian subsidiary of International Container Terminal Services, Inc. (ICTSI), set a new operational benchmark after servicing the largest ship to dock in Ecuador – the 10,010-TEU neo-Panamax CMA CGM Cochin which plies the Ecuador-Asia route.

The vessel's arrival highlights the importance of the recent dredging of the 95-kilometer main access channel leading to the country's primary seaport. With deeper waters, the Port of Guayaquil is the first in Ecuador to accommodate ships of this size—elevating its status as a world-class port.

Earlier in March, CGSA also received the 10,500-TEU capacity boxship *CAP San*

Gearing Up

MICT AUGMENTS PRIME MOVER FLEET

The Manila International Container Terminal (MICT) continues to beef up its fleet of port equipment after the recent acquisition of 10 Kalmar T1 tractors and 10 Novatech terminal trailers.



The CMA CGM Cochin

Sounio, described as a stimulus for maritime activity and trade.

“We congratulate and support the City of Guayaquil in its initiative to improve maritime access to the port. The dredging of the access channel paved the way for the arrival of these ships, which is something we look forward to as a huge boost to the local and national economy,” said José Antonio Contreras, CGSA Chief Executive Officer.

He adds: “This also allows us to maximize our operations. We’ve made the necessary investments in infrastructure, equipment, and technology to ensure the efficient handling of these neo-Panamax vessels.”

In October 2018, the City of Guayaquil granted Luxembourg-based Jan De Nul Group a 25-

year concession for the dredging and maintenance of the port's access channel. The Ecuadorian government is also working on the Southern Viaduct Project, which will connect the port to El Oro province and the southern part of the country via a new road and two bridges. Upon completion, these projects will further improve access to the port to pave the way for more robust trade opportunities for the region.

Currently, CGSA is Ecuador's top trade facilitator for banana, shrimp, fish, cocoa, and wood; as well as the importation of raw materials, general merchandise, goods, and finished products for consumption. Nearly 85 percent of the country's imports and exports pass through Guayaquil, due in part to its proximity to agricultural and export zones.

With the delivery of the first batch complete, the MICT has ordered 44 more units of both equipment.

The acquisition forms part of ICTSI flagship's capacity improvement program, which kicked off last year with the construction of berths 7 and 8.

Since June 2018, the MICT has acquired two neo-Panamax quay cranes—the first and largest port equipment in the country, a post-Panamax quay crane, a super post-Panamax quay crane,

and eight hybrid RTGs. Eight additional hybrid RTGs and another super post-Panamax quay crane are scheduled to arrive before the end of the third quarter of 2019.



Newsbreak**TSINGSHAN STEEL,
YICT LAUNCH
EXPORT SERVICE**

After several successful ship calls to Yantai International Container Terminal (YICT), the Tsingshan Steel Group has established the Port of Yantai as its base of export operations to Indonesia.

On 19 April, YICT serviced the 110-meter *Bei Jiang*, a general cargo vessel sailing under the Tsingshan Steel Group's non-regular scheduled service. A total of 100 empty tanks and 400 general purpose containers were unloaded from the vessel during the call.

Early in May, YICT loaded 100 TEUs of liquefied argon and 250 TEUs of chemical fertilizer for export to Tsingshan Steel's new factory in Indonesia.



The *Bei Jiang* at YICT's Berth 52



250-TEUs worth of fertilizers are stuffed into containers for export to Indonesia.

Making the List**PICT EARNS NOD
FOR WORKPLACE
HEALTH, SAFETY**

BY ARIF RAZA

Pakistan International Container Terminal (PICT) continues its streak of winning industry awards for workplace safety with the recent nod from the Employer's Federation of Pakistan (EFP).

PICT was among the awardees in the 14th EFP Best Practices Award on Occupational Safety & Health (OSH) held on 26 April at the Karchi Marriott Hotel.

"This award highlights PICT's commitment to establish a safe and healthy workplace for our



Saud ur Rehman (second from left), PICT QHSE Manager, receives the award from Majyd Aziz, EFP President

employees and stakeholders. This will be part of our legacy as we strive to be the container terminal of choice in Pakistan," said Saud ur Rehman, QHSE Manager, who received the award on behalf of the Company.

"We feel honored to have our efforts consistently recognized

by the EFP over the recent years. This would not have been possible if not for the synchronized efforts of the corporate leadership, the QHSE team, and all the departments who work tirelessly towards making PICT one of the most reliable international gateway ports in the world."

Meets & Greets**ICTSI APAC
HEAD VISITS
PAKISTAN'S
MINISTRY OF
MARITIME
AFFAIRS**

BY ARIF RAZA

Andrew Dawes, International Container Terminal Services, Inc. (ICTSI) Asia Pacific Region Head, recently visited the office of Pakistan Maritime Affairs Secretary Rizwan Ahmed, to discuss matters of mutual interest and reaffirm the Pakistan International Container Terminal's (PICT) commitment to the Port of Karachi.



Exchange of mementos (from left): Khurram Aziz Khan, PICT Chief Executive Officer; the Honorable Rizwan Ahmed, Pakistan Ministry of Maritime Affairs Federal Secretary; Andrew Dawes; Naseer Khan Kashani, Gwadar Port Authority Chairman; and the Honorable Kamran Farooq Ansari, Pakistan Ministry of Maritime Affairs Joint Secretary

**DOTR
UNDERSECRETARY
INSPECTS LGICT**

BY TESSA TIDONG

Philippine Department of Transportation Acting Undersecretary Fernando Juan Perez visited Laguna Gateway Inland Container Terminal (LGICT) on 28 March to check onsite developments and the implementation of Presidential Decree No. 857 as amended, which mandates the Philippine Ports Authority to adopt necessary measures to remedy high utilization in government ports. The Manila International Container Terminal has already started moving overstaying containers with customs clearance to LGICT.



DOTR Assistant Secretary for Maritime Fernando Juan Perez (center) with LGICT personnel

Newsbreak

ICTSI 1Q2019 NET INCOME UP 77% TO US\$72.4M

RAMP UP OF NEW PORTS CONTRIBUTE TO VOLUME GROWTH

- Throughput grows 7% to 2.5 million TEUs
- Revenues increase by 18% to US\$383.8 million
- EBITDA improves by 25% to US\$222.5 million

International Container Terminal Services, Inc. (ICTSI) has reported unaudited consolidated financial results for the quarter ended 31 March 2019: revenue from port operations of US\$383.8 million, an increase of 18 percent over the US\$325.4 million reported for the same period last year; Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) of US\$222.5 million, 25 percent higher than the US\$177.5 million generated in the first quarter of 2018; and net income attributable to equity holders of US\$72.4 million, 77 percent more than the US\$40.9 million earned in the same period last year. Net income increased due to the strong operating income highlighted by strong operational and financial performance at Victoria International Container Terminal (VICT) in Melbourne, Australia, lower financing charges, and a significant improvement in the operations of Sociedad Puerto Industrial Aguadulce S.A. (SPIA), its joint venture container terminal project with PSA International Pte Ltd. (PSA) in Buenaventura, Colombia. SPIA posted a lower net loss share of US\$6.3 million compared to US\$8.9 million in the same period in 2018 as the company continued to ramp-up container volume that lifted its EBITDA to positive level for the quarter.

Enrique K. Razon Jr., ICTSI Chairman and President,

said: "ICTSI continued to grow and delivered a strong first quarter financial performance underpinned by operational improvements and higher contributions from our new ports including VICT in Melbourne Australia, Lae and Motukea in Papua New Guinea. While we remain very mindful of the economic backdrop, we remain confident about the future prospects of the business as we build on this positive momentum."

ICTSI handled consolidated volume of 2,478,672 twenty-foot equivalent units (TEUs) for the quarter, seven percent more than the 2,325,540 TEUs handled in the same period in 2018. The increase was primarily due to improvement in trade activities, new shipping lines and services and the continuous volume ramp-up in certain terminals.

Gross revenues from port operations for the quarter increased 18 percent to US\$383.8 million, from the US\$325.4 million reported in the same period in 2018. The increase in was mainly due to volume growth; tariff adjustments at certain terminals; new contracts with shipping lines and services; increase in revenues from non-containerized cargoes, storage and ancillary services; and the contribution from the Company's new terminals in PNG.

Consolidated cash operating expenses in the first quarter of 2019 was five percent higher at US\$112.0 million compared to US\$106.2 million in the same period in 2018. The increase was 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. The increase was partially tapered by the continuing cost optimization measures implemented and the favorable translation impact of Philippine Peso expenses at Philippine terminals, Pakistani Rupee expenses at Karachi, Pakistan, Australian dollar expenses at Melbourne, Australia and Brazilian Reals based expenses at Suape, Brazil.

Consolidated EBITDA for the first quarter of 2019 increased 25 percent to US\$222.5 million, from US\$177.5 million in 2018 mainly due to strong revenues. This was partially tapered by the higher operating expenses driven by volume growth. Consequently, EBITDA margin increased to 58 percent in the first quarter of 2019, from 55 percent in the same period in 2018.

Consolidated financing charges and other expenses for the quarter decreased by nine percent, from US\$31.1 million in 2018 to US\$28.3 million in 2019 primarily due to the

lower interest expense resulting from the prepayment of the Contecon Manzanillo SA's project finance loan in May 2018.

Capital expenditure, excluding capitalized borrowing costs

for the first quarter of 2019, amounted to US\$59.6 million, approximately 16 percent of the US\$380.0 million capital expenditure budget for 2019. The estimated capital expenditure budget will be utilized mainly

for the ongoing expansion projects in Manila, Mexico and Iraq; equipment acquisition and upgrades; and for maintenance requirements.

ICTSI and Subsidiaries

Financial highlights
YoY Comparison

For the quarter ended March 31

<i>(In million USD, except Earnings per share data)</i>	1Q 2018*	1Q 2019	% Change
Gross Revenues	USD 325.4	USD 383.8	18%
EBITDA	177.5	222.5	25%
Net Income	47.7	81.5	71%
Net Income Attributed to Equity Holders	40.9	72.4	77%
Earnings per share			
Basic	0.0127	0.0279	120%
Diluted	0.0126	0.0278	120%

*As restarted

Movements

TICO WIESKE PROMOTED TO SENIOR VP

International Container Terminal Services, Inc. (ICTSI) has appointed Humberto Godfried "Tico" Wieske, Global Commercial Head and former vice president, to senior vice president.

Mr. Wieske joined ICTSI in 2016 and has played a key role in driving new business opportunities, strengthening ICTSI terminals' commercial strategies, and developing the Group's commercial and marketing teams worldwide.

The Management is optimistic to have Mr. Wieske leading the efforts to meet ICTSI's commercial challenges.



Client Goodwill

BGT, PICT HOST ANNUAL GOLF TOURNAMENT FOR CLIENTS

BY SHEEBA KHAN

Basra Gateway Terminal (BGT) and Pakistan International Container Terminal (PICT) co-organized this year's client golf tournament at the Arabian Ranches Golf Club in Dubai last 25 April. A total of 32 players representing ICTSI, clients, and



business partners took part in the annual event that aims to further deepen working relationships through a fun and relaxing activity.

After the game, BGT CEO Phillip Marsham hosted the players

and other guests in his home for dinner and the announcement of winners. Hans-Ole Madsen, ICTSI EMEA Region Head, and Khurram Aziz Khan, PICT CEO, spearheaded the awarding of prizes.

BGT, DHL FACE OFF IN A FRIENDLY FOOTBALL MATCH

BY SHEEBA KHAN

Teams that play together, stay together. This was the thought process behind the recent football match between employees of Basra Gateway Terminal (BGT) and DHL. Both teams fielded 11 employees and played two matches to a draw before ending the day with a sumptuous post-game meal.

"We are very happy with the close relationship we have with the guys from the DHL. Non-work-related activities like a simple game of football allows us to improve

our professional relationship with our business partners," said Marko Miskovic, BGT Oil and Gas Commercial Executive.

Moving forward, both teams agreed to hold football matches regularly.



Level Up

MICT ACADEMY HOLDS TERMINAL MANAGEMENT, CUSTOMER SERVICE WORKSHOPS

BY MARGIE CUADERA

The Manila International Container Terminal (MICT), as part of its organizational mandate to continuously improve its operations and workforce, recently held operations and customer service workshops.

Facilitated through the MICT Academy, the Management of Terminal Operations workshop was held from 11 to 22 March and was attended by select managers from MICT, Subic Bay International Terminal Corp., and ICTSI Global Treasury. The program is designed to help managers understand the science behind terminal operations, including the different subsystems, and the main drivers of performance and productivity.

The program was facilitated by Gerard Langes. Operation Managers Santi Fuentes and Jimmy Go presented an overview of MICT's operations, specifically Gates Operations, while Erika Ambrosio, Customer Relations Manager, shared key points on integrating business ideas into presentations.

Group activities allowed the participants to tackle some of the pressing issues affecting terminal productivity and how to address them, specifically focusing on storage as a leverage for improved financials; implementation of designated lanes and stacking areas for top clients; improvement of RTG assignments; and reduction of nonproductive hours during startup and shift turnover.



Participants of the Management of Terminal operations workshop (seated, from left): Jelenie Tañagras, Marlene Go, Liezzel Aquino, Abbie Balon, Nem Esguerra, Marge Cuadera, Camille Martinez, Emmalyn Cleofe, Apple Ocampo, and Anita Maguire; (standing, from left): Grace Franco, Edmund Trazo, Tony Reyes, Emm Valdez, Roi Robel, Gerard Langes, Aris Palayad, Marlon Caburnay, Dennis Gialogo, and JC Velasco.



Participants of the Customer Service Workshop (seated, from left): Maryam Maraya, Jelenie Tañagras, Tria Bonilla, Cassandra General, Jinky Mico, Encie Urdaneta, Cathy Alcedo, and Jacqueline Guarin (standing, from left starting with third person from the left): Andreo De Quiroz, Russelle Delobio, Ryan Legaspi, Andy Gonzaga, Keneth Villamil, Karl Llorera, Freddie Narte, Jean Rimando, Roderick Magat, Domingo Dela Cruz, Mike Santos, and Roger Ruiz

The Academy is set to hold a fourth run of the Management of Terminal Operations program sometime in July.

The Academy also conducted its first Customer Service Workshop last 30 March, which was attended by members of the Commercial and Risk Management and Gates Operations teams. The program, which specifically targets personnel with direct interaction with stakeholders like shipping line representatives, brokers, and truck drivers, among others, reminds front liners to ensure "moments of truth" interactions with stakeholders are positive and deliver the right outcome.

During the group activities, the participants simulated client-

interaction scenarios that taught them to keep their composure especially when dealing with difficult customers.

The Academy is also set to continue this program for front liners and will integrate knowing and managing customers in its leadership programs lined up for the year.

Formerly known as the MICT HR Training Program, the MICT Academy aims to boost the organization's business performance by empowering its workforce through capability enhancement training. The program is currently exclusive to MICT but will soon expand to serve other terminals in the ICTSI Group.



Port Safety

SPICT BOOSTS EMERGENCY PREPAREDNESS

BY RHANDOLPH CALISIN

South Pacific International Container Terminal (SPICT) conducted its second fire and explosion drill last April.

With the assistance of relevant authorities, an “explosion” was staged in a controlled environment within the dangerous goods area of the terminal, which resulted in a huge fire. A heightened emergency scenario was simulated where personnel “suffered injuries” and equipment faced serious risk of damage.

The response started with the HSE Manager, who quickly set up a command post and convened the members of the Port Emergency Response Team (PERT). The local fire bureau and police were also called, along with a medical team from the GM Flores Hospital to tend to the “injured” and ensure the safe evacuation of other personnel.

Prior to the actual drill, PERT members attended a lecture on emergency management, which was followed by a fire extinguisher usage exercise.

The two-day program is in line with the management’s thrust to upskill the organization’s emergency response capability

and awareness. Emergency preparedness is an important cornerstone of operations across all terminals in the ICTSI Group. It is a continuous cycle of improvement that requires constant planning, training, and the participation of every personnel within the organization. After all, safety is everyone’s responsibility.



Green Port

PICT PARTNERS WITH STUDENTS FOR TREE PLANTING

BY ARIF RAZA

Employees of Pakistan International Container Terminal (PICT) recently teamed up with students from the Institute of Industrial Electronics Engineering (IIEE) for a tree planting activity in observance of Earth Day 2019.

PICT wants employees and students to develop a sense

of ownership of nature and, at the same time, foster a positive relationship as they work towards the good of society and nature. It is also a conscious effort to reduce carbon footprint and contribute to a sustainable environment.

Trees planted around campus include neem, sukchain, cane-air, and moringa.



ICTSI Cares CMSA SUPPORTS LOCAL RED CROSS FUND RAISER

BY ALEXA MARTINEZ TREJO

Contecon Manzanillo (CMSA) rallied support for the local Red Cross chapter's annual fund raiser last 9 April, joining other sponsors in the successful Grand Opening Breakfast event.

Represented by Ana Avila, Organizational Development Manager, and Leilany Zamora from the Corporate Social Responsibility Department, CMSA donated MXN25,000



to the fund raiser, which is expected to raise a total of MXN570,000.

Also in attendance were C.P. Griselda Martinez Martinez, Manzanillo Municipal President; Admiral Salvador Gómez Meillón, Region VI Naval Commander; the API Manzanillo commercial manager; the public safety director; the local DIF president;

and representatives of 12 other institutions that sponsored the event.

Aside from the annual fund raiser, CMSA and Red Cross Manzanillo have an existing cooperation agreement that allows the Company to offer its services and make monthly donations supporting 23 percent of the institution's expenses.

ICTSI Cares

ICTSI SCHOLAR LOOKS TO MAKE A DIFFERENCE AFTER ACADEMIC JOURNEY

This is the letter of thanks of Shellou Grace Salcedo, an ICTSI Foundation scholar in Misamis Oriental in the Philippines. She recently completed her bachelor's degree in Accountancy with *Cum Laude* honor. ICTSI is proud to have been part of Ms. Salcedo's difficult but mostly inspiring journey and wishes her the best as she starts a new chapter in her life.

An avowal by Henry Van Dyke says, "Gratitude is the inward feeling of kindness received. Thankfulness is the natural impulse to express that feeling. Thanksgiving is the following of that impulse." This passage sums up the cloud nine feeling

where I am at this juncture—an outburst of emotions for all the kindness shown.

My collegiate journey wasn't a walk in the park. It was a battlefield where only conquerors seized victory. In my triumph, I owe so much to my family, and most especially to the ICTSI Foundation for the scholarship grant. For me, it was "crying for the moon" without the scholarship.

Life in general is arduous. I may have lost my Mama, Nanay, and Papa during my journey; however, I also found a new family! I will forever be grateful to the ICTSI Foundation, to all the staff and especially to Ms. Filipina Laurena, Ms. Melissa Echevarria-Bunag, Ms. Yee Lyn, and Sir Larry Rivera. All the lessons that you shared will always be remembered.

To my co-scholars, I will forever treasure our memories and camaraderie. May the odds be in our favor, and may we all be successful in our future endeavors.



To end this speech, let me share with you a quote: "Unexpected kindness is the most powerful, least costly, and most underrated agent of human change." My life will never be the same. I have changed, and will constantly change for the better. ICTSI was the greatest catalyst for this change. In time, I will be an advocate of making a difference in the lives of many.

It is my honor and privilege to be an ICTSI scholar. A million thanks will never be enough. More power to ICTSI!!

People

MICT EMPLOYEE EARNS PRAISE FOR BRAVERY

BY MARIE ANGELO VALDEZ
AND ALBERT CABIGAO

Reginald Cruz, a Stock Clerk at the Material Management Section of the Manila International Container Terminal's (MICT), earned praise from Management for reporting a looting incident at the terminal's scrap area. Despite the possible danger in the situation, Mr. Cruz did not hesitate to alert security and stop the perpetrators. Photo shows Mr. Cruz (right) receiving a certificate of commendation from Thomas Goodwin, ICTSI Global Engineering Director, for exhibiting bravery in the line of duty and upholding accountability—one of the department's and company's core values.



ICTSI JOINS LABOR DAY CELEBRATIONS IN SUBIC

BY OLGA URETA

Subic Bay International Terminal Corp. (SBITC) took part in this year's annual Labor Day celebration, which is hosted by the Subic Bay Metropolitan Authority (SBMA) to honor the achievements and contributions of the Subic workforce.

This year's festivities included a three-kilometer fun run, a singing contest, a group dance competition, and a float parade that showcased the creativity of 11 participating locators. SBITC took home the award for best float design, which embodies the Company's creative, cost-saving, and efficiency-oriented culture.



SBITC's quay crane float was made from recycled wood scraps and PVC pipes.

MANILA INTERNATIONAL CONTAINER TERMINAL TOP EQUIPMENT OPERATORS

APRIL 2019

PRIME MOVER

- JOEL NICOLAS 01
- JENERIE DAJAY 02
- JOHN WALKER EMPING 03
- RICARDO SALVACION 04
- VICTORINO SELLOTE 05
- CHARLON PHILIP REVILLA 05
- CHRISTOPHER ISIP 06
- ROY GONZALES 07
- ARNOLD SALDAÑA 08
- WARLITO CASAMAYOR 09
- CRISTOM ABRIGO 10

RUBBER TIRED GANTRY

- FLORENTINO DE GUZMAN 01
- FERNANDO NAVARRO JR. 02
- ARCHIMEYES CONCORDIA 03
- ALEXANDER VILLACORTE 04
- ROMEO ALEJANDRO 05
- ANTHONY CABALQUINTO 06
- CRESENCIO PAMA 07
- PATERNO CEBALLOS 08
- RANDY VEROCIL 09
- DANILO DAYANAN 10

QUAY CRANE

- FLORIANI PACHECO 01
- EDWARD DELA CRUZ 02
- BONIFACIO FALLORINA 03
- OLIVER DEATRAS 04
- RENATO BAUTISTA 05
- NORIEL REIZA 06
- PATRICK PASCO 07
- RAYMUNDO MAMARIL JR. 08
- ARNOLD ESCOBIDO 09
- JULY LEODENES 10

SIDE LIFTER/STACKER

- MICHAEL LAYAM 01
- MICHAEL QUIJANO 02
- ROLANDO BAYSA 03
- ALLAN ALMEÑE 04
- JAY MORANDARTE 05
- RICHARD SIBYA 06
- DANTE APAN 07
- DANNY GARCIA 08
- ROY ECHEVARRIA 09
- LEONILO GABRAL 10