



3Q 2015 Investor Briefing Presentation

November 3, 2015



AGENDA

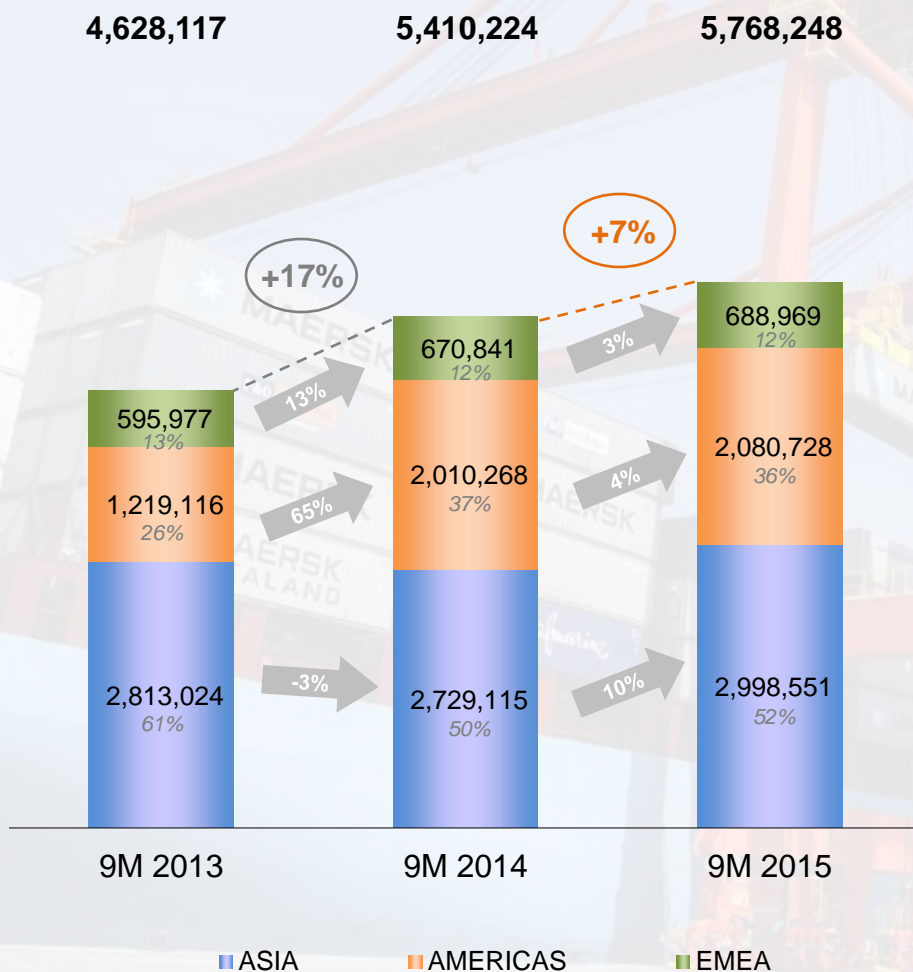
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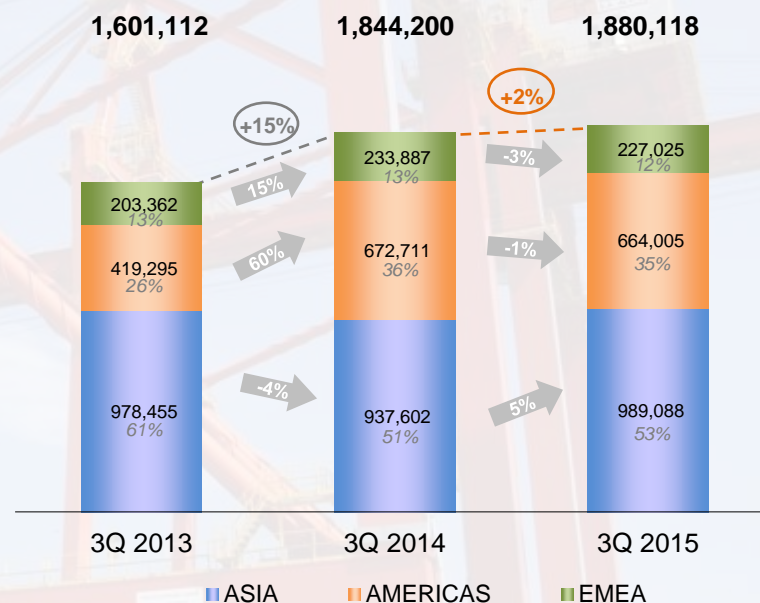
1 Recent Financial Performance

Volume

9M Volume (in TEU)



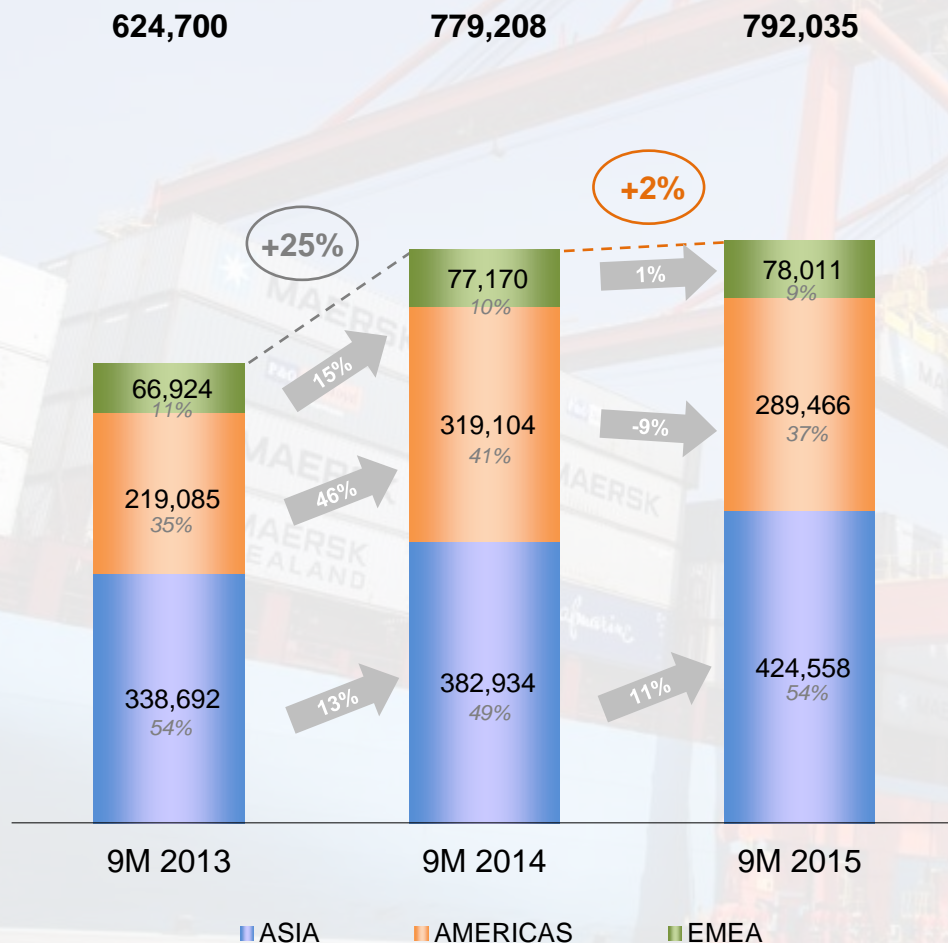
3Q Volume (in TEU)



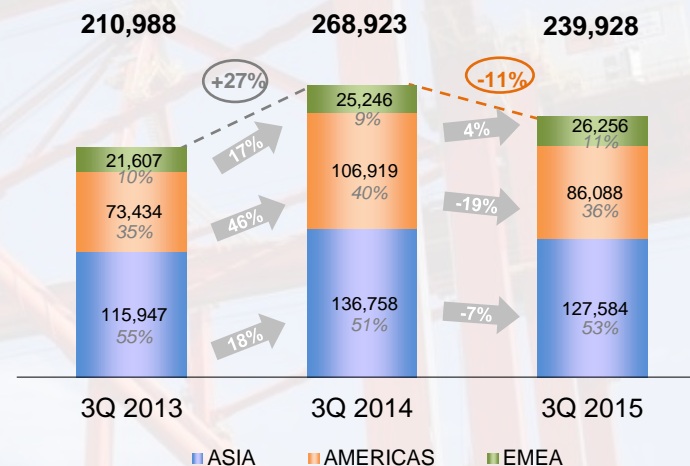
- 9M 2015 vs 9M 2014 consolidated volume up 7%; Organic volume up 5%
- 9M 2015 volume from eight key terminals grew 5%; Accounted for 77% of consolidated volume

Revenues

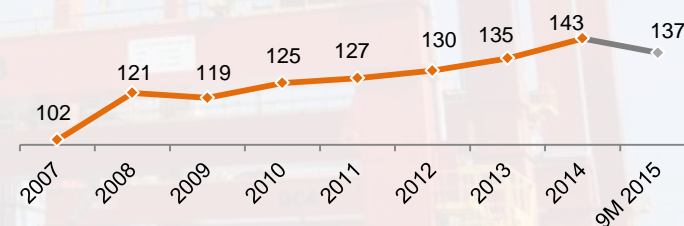
9M Revenues (in US\$ '000)



3Q Revenues (in US\$ '000)



Yield:TEU (in US\$)



- Consolidated revenues 2% higher in 9M 2015 vs 9M 2014; Organic revenues 1% lower.
- 9M 2015 revenues from eight key terminals grew 2%; Accounted for 82% of consolidated revenues
- Consolidated 9M 2015 yield to TEU at US\$137 vs US\$143 in FY2014

Consolidated P&L Highlights (9M)

(in US\$'000, except Volume & EPS)

	9M 2014	9M 2015	% change	
Volume (in TEU)	5,410,224	5,768,248	7%	Volume up 7% due to ramp-up at CMSA & OPC; new shipping line contracts and services at PICT; increased demand for services at SBITC; favorable impact of consolidation at YICT and contribution of ICTSI Iraq; Organic volume up 5%
Gross Revenues from Port Operations	779,208	792,035	2%	Revenues increased 2% due to volume growth at most of the Company's terminals; favorable volume mix and higher ancillary services at SBITC; new shipping line contracts and services at PICT; favorable impact of the consolidation in YICT; continuing ramp-up at CMSA & OPC and contribution of ICTSI Iraq; Organic revenues 1% lower.
Cash Operating Expenses	334,079	326,606	-2%	Cash Opex down 2% driven by the contribution of ICTSI Iraq and start-up costs of VICT, IDRC and LGICT; Organic cash opex 4% lower
EBITDA	326,122	339,495	4%	EBITDA grew 4% due to the revenue growth driven by the continuing ramp-up of OPC and CMSA; favorable impact of the consolidation in YICT, and positive contribution of ICTSI Iraq
EBIT	233,240	245,973	5%	EBITDA margin improved to 43% from 42%
Financing charges and other expenses	38,381	48,594	27%	Financing charges and other expenses up 27% mainly due to higher debt level and the absence of a one-time gain on the sale of subsidiaries (YRDICT & CICTI), termination of management contract in Katupalli, India (KICT) and settlement of insurance claims (CGSA and BCT) in 2014.
Net Income	142,340	143,665	1%	
Net Income Attributable to Equity Holders	135,746	136,194	0.3%	Net income slightly higher at 0.3%; Recurring net income up 9%
Fully Diluted EPS	0.0556	0.0550	-1%	

Consolidated P&L Highlights (3Q)

(in US\$'000, except Volume & EPS)

	3Q 2014	3Q 2015	% change	
Volume (in TEU)	1,844,200	1,880,118	2%	Volume up 2% due to new shipping lines and services, continuous growth and ramp up at CMSA & OPC, favorable impact of consolidation at YICT, and contribution of ICTSI Iraq; Organic volume flat
Gross Revenues from Port Operations	268,923	239,928	-11%	Revenues decreased 11% due to unfavorable volume mix, lower storage and BBC revenues, impact of depreciation of BRL, EUR, MXN and PHP; weaker short sea trade & reduced vessel calls at BCT and discontinued vessel calls of two major shipping lines at ICTSI Oregon; Organic revenues down 13%
Cash Operating Expenses	113,121	100,134	-11%	Cash Opex 11% lower due to the translation impact of BRL, EUR, MXN and PHP, decline in variable costs at ICTSI Oregon, and lower fuel costs; Organic cash opex 14% lower
EBITDA	113,881	102,124	-10%	EBITDA declined 10% due to lower storage and BBC revenues in TSSA, impact of unfavorable volume mix at key terminals and the translation impact of BRL, EUR, MXN and PHP; partly offset by the ramp up at CMSA & OPC; and positive contribution of ICTSI Iraq
EBIT	81,777	70,866	-13%	EBITDA margin increased to 43% from 42%
Financing charges and other expenses	25,390	15,273	-40%	Financing charges and other expenses 40% lower mainly due to higher capitalized borrowing cost in 2015 as VICT, ICTSI Iraq and IDRC started construction and the recognition of the impairment charge on TECPLATA and settlement of insurance claim in BCT in 2014.
Net Income	36,788	37,958	3%	
Net Income Attributable to Equity Holders	34,060	35,785	5%	Net income up 5%; Recurring net income down 13%
Fully Diluted EPS	0.0131	0.0129	-1%	

Recurring 9M Net Income

(in US\$'000)

	9M 2014	9M 2015
Net Income Attributable to Equity Holders	135,746	136,194
<i>% change</i>		0.3%
Less: Non-recurring income	(48,423)	(323)
<i>Gain on sale of CICTI</i>	(13,150)	
<i>Gain on termination of management contract in ICTSI India</i>	(1,946)	
<i>Gain on settlement of insurance claims in CGSA</i>	(1,479)	
<i>Gain on sale of YRDICTL</i>	(31,847)	
<i>Gain on sale of NICTI</i>		(323)
Add: Non-recurring charges	39,012	1,893
<i>Write-down of TECPLATA intangibles</i>	38,148	
<i>BCT insurance claim</i>	864	
<i>Wealth tax SPIA</i>		1,254
<i>Super tax PICT</i>		639
Net Income Attributable to Equity Holders (Recurring)	126,335	137,764
<i>% change</i>		9%

Recurring 3Q Net Income

(in US\$'000)

	3Q 2014	3Q 2015
Net Income Attributable to Equity Holders	34,060	35,785
<i>% change</i>		5%
Less: Gain on sale of YRDICTL	(31,847)	-
Add: Non-recurring charges	39,012	-
<i>Write-down of TECPLATA intangibles</i>	<i>38,148</i>	
<i>BCT insurance claim</i>	<i>864</i>	
Net Income Attributable to Equity Holders (Recurring)	41,225	35,785
<i>% change</i>		-13%

3Q 2015 Yield/TEU Analysis

	<u>2014</u>	<u>2015</u>	<u>% Change</u>
Volume ('000)	1,844	1,880	2%
Revenue (US\$ million)	269	240	-11%
Yield/TEU (US\$)	146	128	-12%
EBITDA (US\$ million)	114	102	-11%
EBITDA Margin	42%	43%	

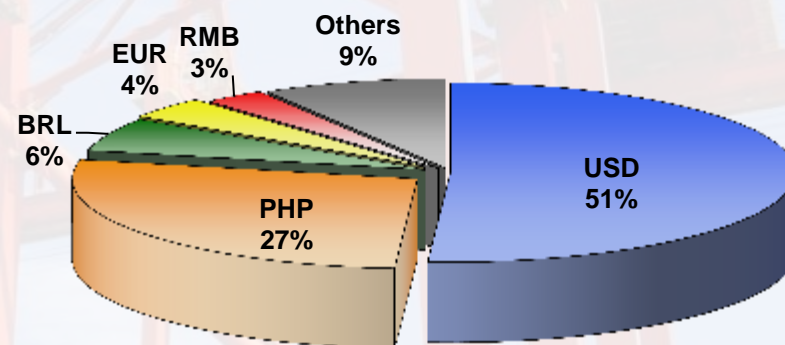


9M 2015 Revenue Profile By Currency

Revenue Currency by Subsidiary

Subsidiaries	USD/EUR	Local Currency
MICT	35% USD	65% PHP
BCT	67% USD; 2% EUR	31% PLN
TSSA		100% BRL
MICTSL	100% EUR	
PTMTS		100% IDR
YICT		100% RMB
CGSA	100% USD	
OPC	100% USD	
BICT	100% USD	
IOI	100% USD	
AGCT	80% EUR	20% HRK
PT OJA/JASA	74% USD	26% IDR
PICT	76% USD	24% PKR
CMSA	40% USD	60% MXN

Revenue Breakdown by Currency



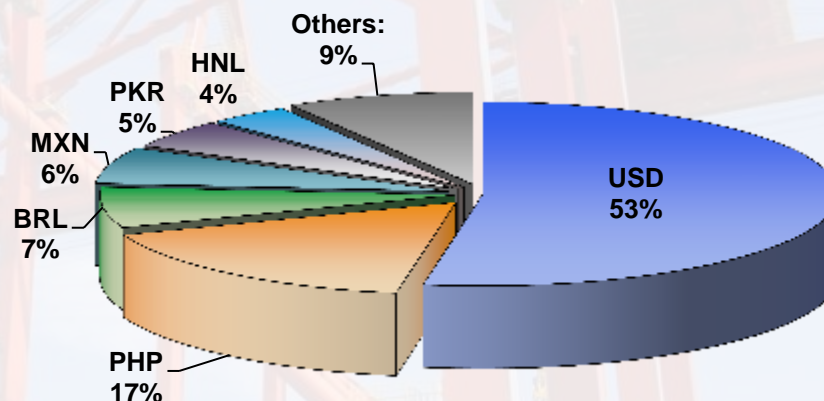
- Consolidated USD revenues account for 51% of the total revenues
- ICTSI's functional and reporting currency are in US dollars thereby minimizing earnings volatility that could arise from adverse conditions in the foreign currency market

9M 2015 Expense Profile By Currency

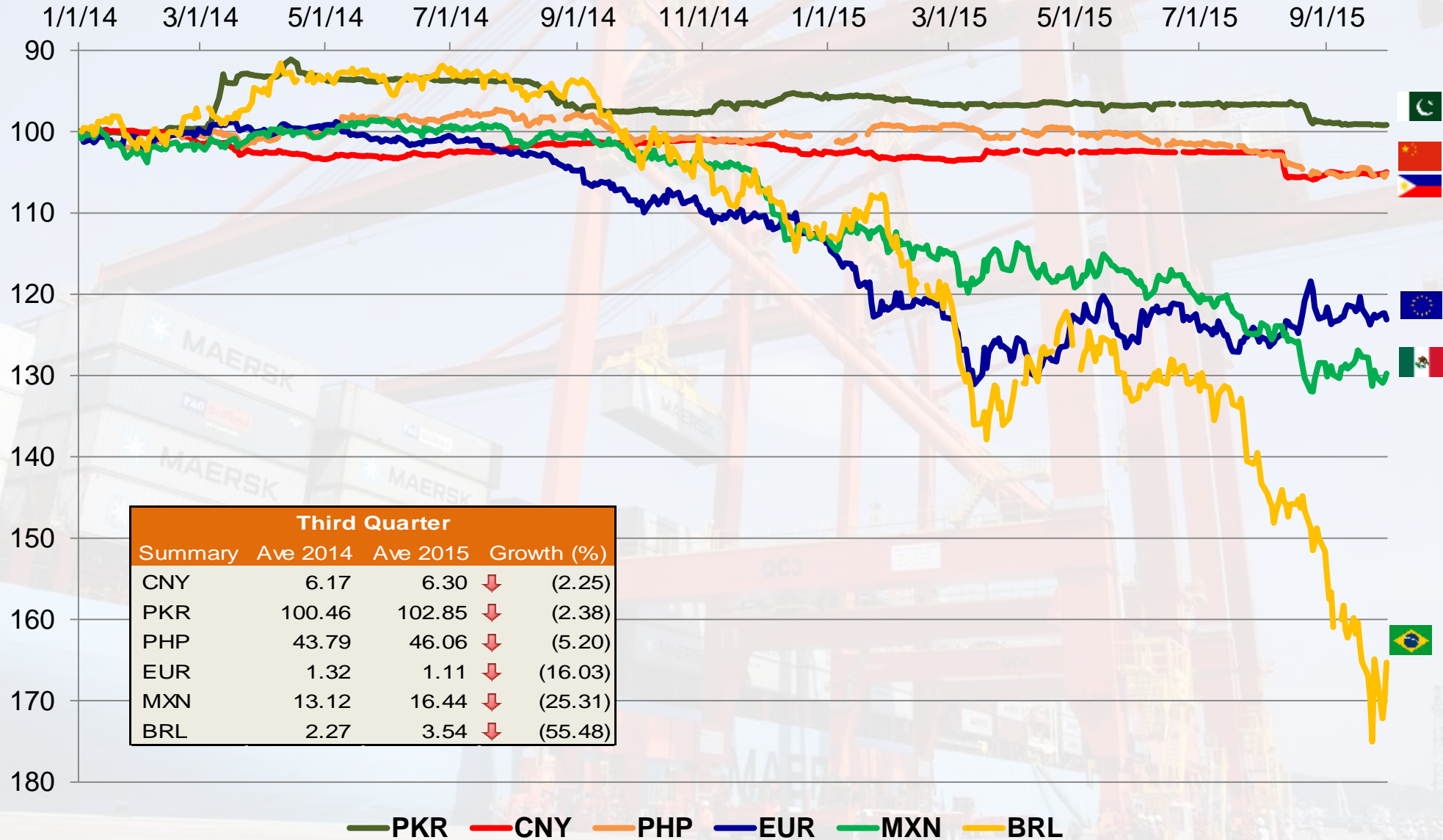
Expense Currency by Subsidiary

Subsidiaries	USD/EUR	Local Currency
MICT	55% USD	45% PHP
BCT	84% USD; 2% EUR	14% PLN
TSSA		100% BRL
MICTSL	2% USD; 41% EUR	57% MGA
PTMTS		100% IDR
YICT		100% RMB
CGSA	100% USD	
OPC	53% USD	47% HNL
BICT	29% USD; 1% EUR	70% GEL
IOI	100% USD	
AGCT	3% USD; 19% EUR	78% HRK
PT OJA/JASA	14% USD	86% IDR
PICT	32% USD	68% PKR
CMSA	28% USD	72% MXN

Expense Breakdown by Currency



FX Movement since January 2014



Financing Charges & Other Expenses

(in US\$'000)

	9M 2014	9M 2015	% change	
Financing charges & other expenses	38,382	48,594	27%	
<i>Interest Expense on Loans/Bonds</i>	58,780	61,718	5%	<i>Interest expense higher due to higher debt level</i>
<i>Capitalized borrowing cost</i>	(17,588)	(23,897)	36%	<i>Capitalized borrowing cost increased as VICT, ICTSI Iraq and IDRC started construction</i>
<i>Amortization of Debt Issue Cost</i>	2,502	3,946	58%	
<i>Other Expenses</i>	(5,312)	6,827	229%	<i>Other expenses up 229% mainly due to higher debt level and the absence of a one-time gain on the sale of subsidiaries (YRDICT & CICTI), termination of mgmt contract in India (KICT), and settlement of insurance claims (CGSA & BCT) in 2014.</i>
Average Outstanding Debt Balance	1,050,260	1,157,732	10%	<i>Average Outstanding Debt Balance was higher by 10% mainly due to the consolidation of YICT's US\$35.8M term loan and the drawdown from the Company's revolving credit facility.</i>
Average Remaining Tenor	7.5 yrs	7.3 yrs		
Average Cost of Debt (post CIT)	5.2% p.a.	5.0% p.a.		

A large container ship is docked at a port, with a massive red gantry crane positioned over its deck. The ship's hull is blue, and the deck is covered with stacks of white and blue Maersk containers. Some containers also feature the 'Sealand' logo. The crane's structure is a complex network of red steel beams and cables. In the background, other port infrastructure and a clear blue sky are visible. The scene is brightly lit, suggesting a sunny day.

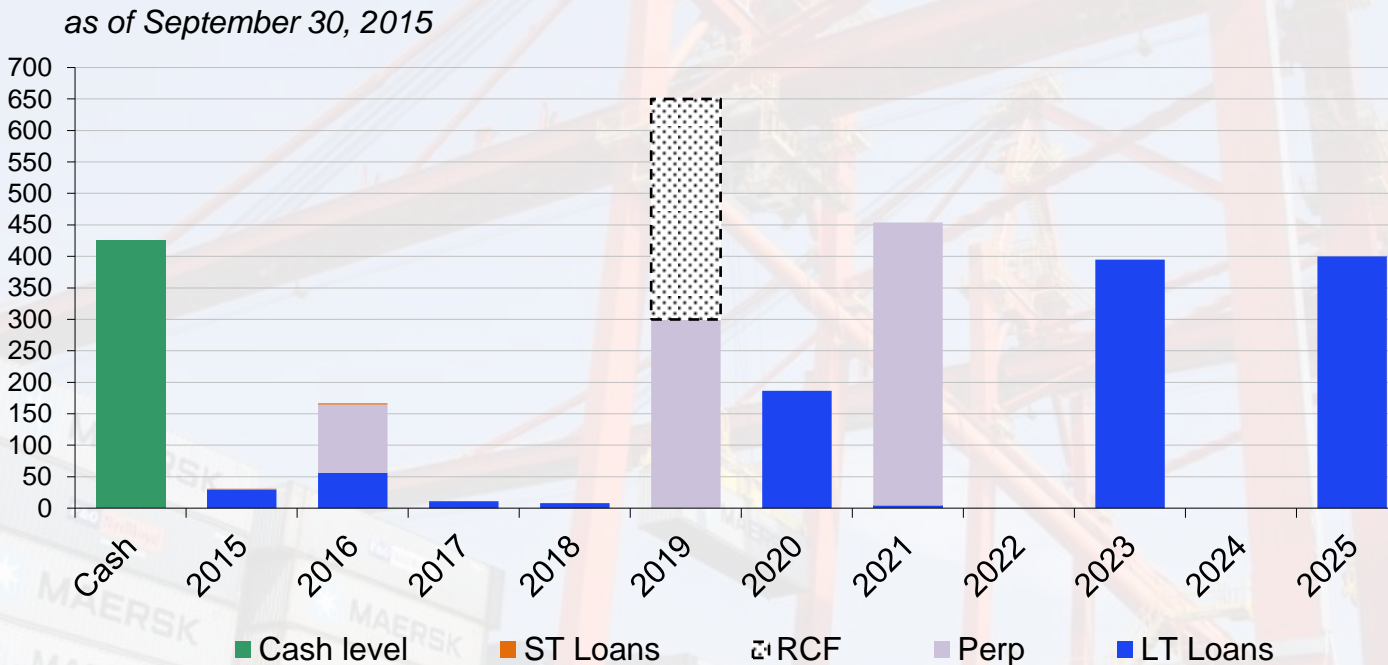
2 Liquidity and Capital Resources

Balance Sheet Summary

(in US\$ million)

	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>9M 2015</u>
Intangible and Property and equipment - net	1,815.4	2,410.3	2,705.0	2,854.2
Cash and cash equivalents	186.8	242.2	194.3	425.5
Other current and noncurrent assets	330.8	435.2	501.5	582.2
Total Assets	2,333.0	3,087.6	3,400.8	3,861.8
Total Short-term and long-term debt	781.3	951.8	1,070.4	1,053.3
Concession rights payable	166.6	538.8	526.2	515.7
Other current and noncurrent liabilities	274.9	243.8	330.5	368.7
Total Liabilities	1,222.8	1,734.4	1,927.2	1,937.7
Total Equity	1,110.2	1,353.2	1,473.6	1,924.1
EBITDA Margin	42%	44%	42%	43%
Net Profit Margin	20%	20%	17%	17%
Return on Equity	14%	14%	14%	10%
Gearing : Debt/SHE	0.70	0.70	0.73	0.55
Debt Cover Ratio : Debt/EBITDA	2.54	2.52	2.42	2.31
Current Ratio : Current Asset/Current Liability	0.77	1.84	1.27	2.21
DSCR: EBITDA/(Interest + Scheduled Principal Payments)	3.59	2.18	4.47	2.19

Principal Redemption Profile



Capital structure is well positioned to match the long-term nature of port concession contracts

- Capital structure supports growth strategy with Debt Maturity Profile fairly back-ended with no significant maturity until 2020
- Cash level as of September 30, 2015 at US\$425M to fund capital expenditures and investments

3 Other Matters



Recent Developments

- Executed a settlement agreement with Batumi Sea Port Ltd. in October 2015
- Signed a US\$260 million Project Finance Facility in October 2015
- Issued US\$450M of Senior Perpetual Capital Securities in August 2015



4 Questions & Answers



**International
Container Terminal
Services, Inc.**

EXCELLENCE UNCONTAINED