

PortFolio

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FIVE YEARS INTO OPERATION, PUERTO CORTÉS LEADING PORT IN CENTRAL AMERICA

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G L O B A L O P E R A

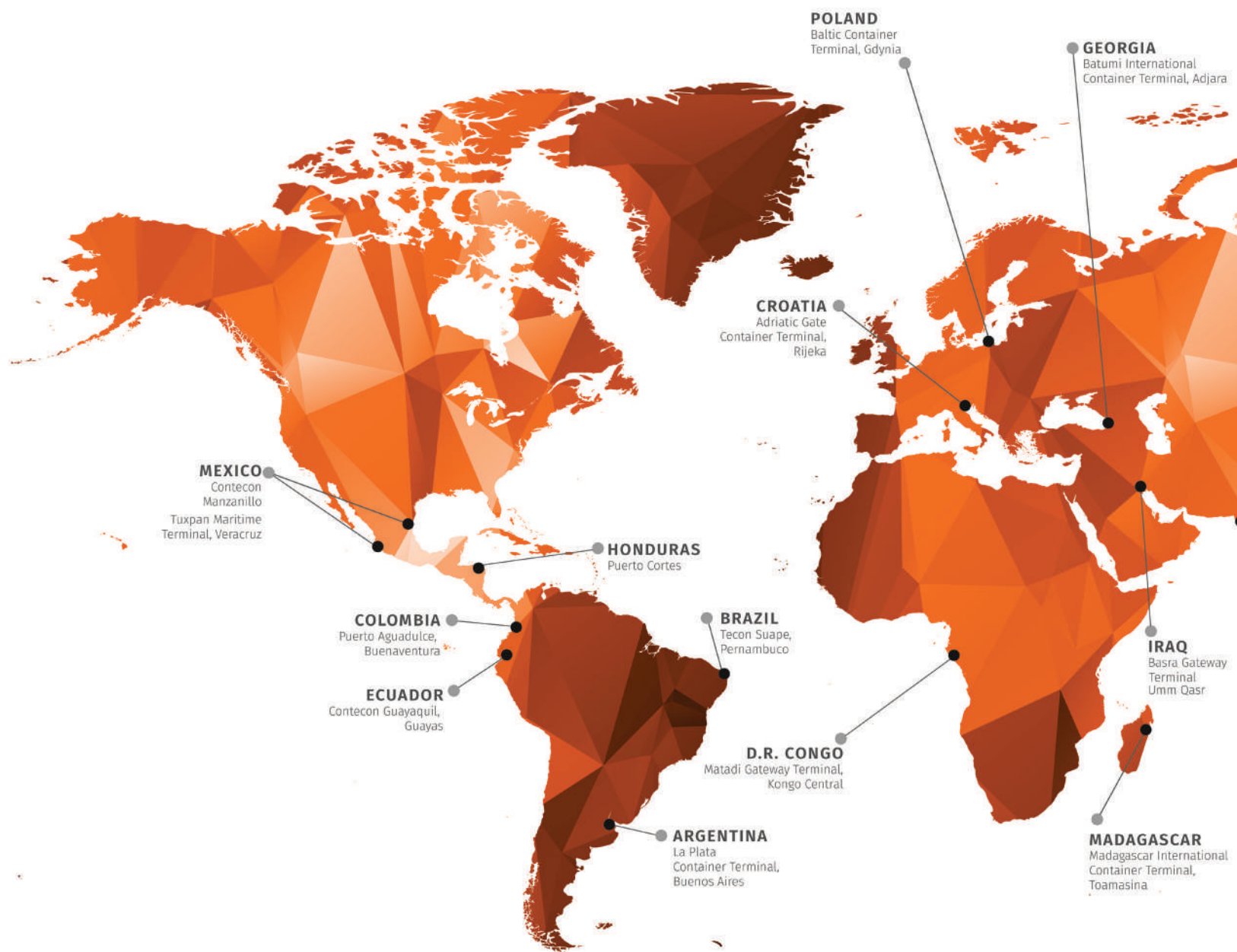


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PortFolio

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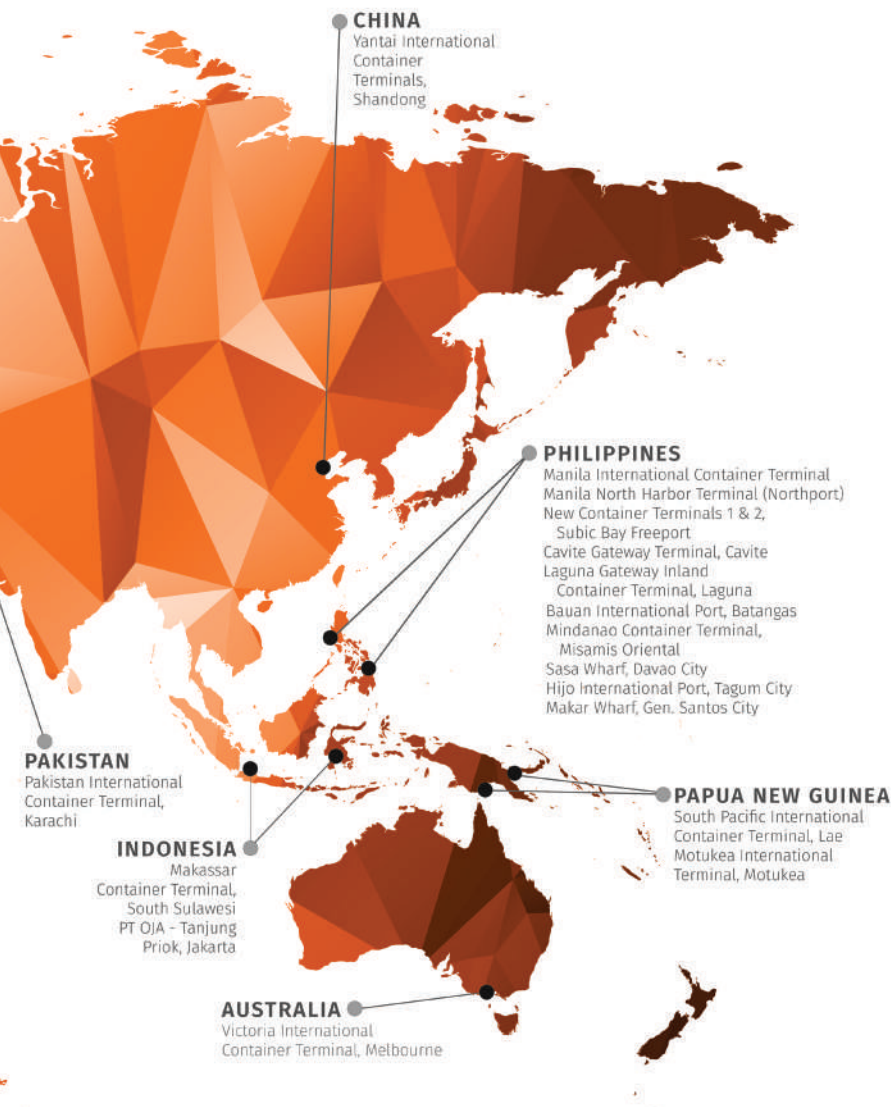
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Chairman's Message

Ladies and gentlemen, I give my sincerest gratitude to all the men and women who have contributed to another eventful chapter in ICTSI's book.

As we close this year and prepare to start a new one, I encourage you all to take a look back at what has been another successful year.

A company is only as good as the people it employs. For three decades, you have worked hard and dedicated yourselves to ICTSI. Your sacrifices have always been the pillars of all that we have achieved and stand for. Each hurdle surpassed, each challenged conquered, and every milestone we achieved was possible largely because you made them happen. With our collective effort, we are now one of the best in the world at what we do.

With the New Year, let us always remember our humble beginnings, our dreams, and most especially, our values.

I wish you and your families a festive and meaningful holiday.



Enrique K. Razon Jr.
ICTSI Chairman & President





NEWSBREAK

ICTSI LAUNCHES 1ST PH BARGE PORT

PHILIPPINE PRESIDENT INAUGURATES CAVITE GATEWAY TERMINAL

International Container Terminal Services, Inc. (ICTSI) recently launched the Cavite Gateway Terminal (CGT) – the Philippine’s first barge container terminal—with President Rodrigo Roa Duterte leading the inauguration rites.

The first project to be conceptualized, constructed, and completed under the government’s Build, Build, Build Program, the PhP1.5 billion common-use greenfield development offers seaborne connectivity for container transfers between Cavite and other Luzon ports for faster, more cost-efficient logistics movement.

The CGT is an “innovation” resolving long-standing road congestion issues in Metropolitan Manila, utilizing roll-on, roll-off vessels for the transfer of containerized cargo to and from the port of Manila according to President Duterte.

“By allowing the transport of cargo by sea instead of land, this project is expected to result in 140,000 fewer truck trips per year. This will not only decongest our roads, but also address the long queue of trucks in the Port of Manila,” Mr. Duterte said in his speech last 22 November.

“The efficient transport of cargo and goods to and from our ports is an important element in the supply chain industry,” he continues.

President Duterte added that CGT is expected to “promote inter-regional trade and development, provide greater access to South Luzon, and spur the growth of its thriving industries.”

By moving cargo and people out of the roads and into the waterways, CGT is expected to decongest traffic in Metro Manila roads equivalent to almost two kilometers of trucks.

Enrique K. Razon Jr., ICTSI Chairman and President, lauded the Philippine Department of Transportation (DoTR), the Philippine Ports Authority, and the province of Cavite for supporting CGT and ICTSI’s other port projects: “As a stakeholder in the supply chain, ICTSI will continue to work with the administration to ensure the unimpeded mobility of cargo. We will continue to be responsible partners towards this shared vision of a better, stronger Philippines in the years to come.”

“We hope that this pioneering project will be duplicated throughout the country for better trade facilitation,” Mr. Razon added.

With an annual capacity of 115,000 twenty-foot equivalent units (TEUs), CGT sits close to major economic zones within a five- to 30-kilometer radius—including the Cavite Export Processing Zone in nearby Rosario and First Cavite Industrial Estate in Dasmariñas.

Without the constraints of Metro traffic, businesses in major export zones can expect faster delivery times for their containerized

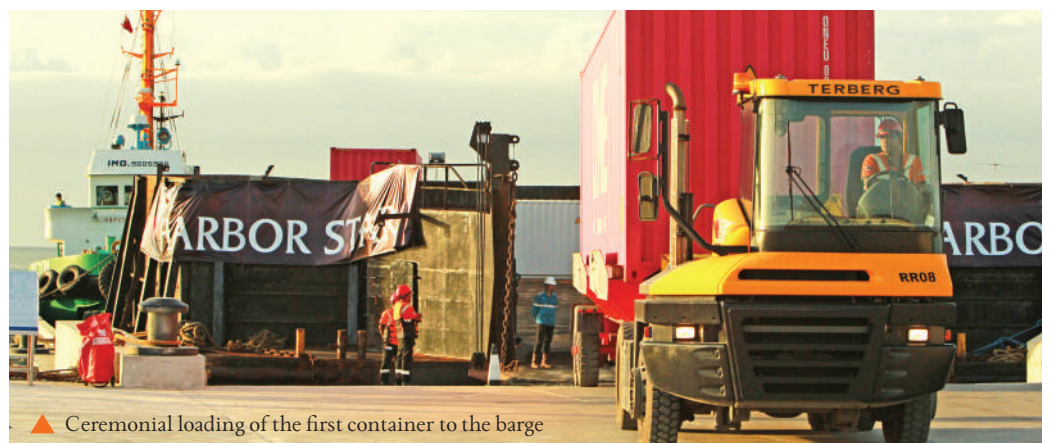
cargo from CGT to the Manila International Container Terminal (MICT) and the NorthPort at the Port of Manila and vice-versa.

Governor Jesus Crispin Remulla of Cavite expects the sleepy town of Tanza to become a full-fledged city in the near future, thanks in part to CGT.

“It will not take five years for Tanza to become a city. It is sure to attract more investors, and I am saying the big ones, with this offered ease and cost-effective conduct of business,” said Governor Remulla.

As service and demand expands, Cavite businesses will soon have options to transport cargo to other Luzon ports, including the Ports of Subic and Batangas.

CGT runs a 24/7 systems-based operation, offering ro-ro barge berthing, container yard storage/yard leasing, empty container maintenance and repair for dry and reefer, container weighing, among other container-related services.



▲ Ceremonial loading of the first container to the barge

Five years into operation, Puerto Cortés leading Port in Central America

Just five years into its 30-year concession at Puerto Cortés, Operadora Portuaria Centroamericana (OPC) has increased the terminal's operating capacity and vastly improved the service levels to Customers as it positions itself to become a regional logistics hub.

"Almost five years into our concession, the Port facility, equipment and process improvements increased the capacity starting to benefit all the stakeholders. There was a

regional need for infrastructure and port processes aligned with international standards and foreign trade. Today, Puerto Cortés offers all the facilities needed by regional economies to develop," said Mariano Turnes, OPC CEO.

The port's current capacity is ready to support the requirements of larger ships and potential additional Regional cargo.

Mariano Turnes explains: "The developments in Puerto Cortés are in line with the

global trend where current services might bring bigger vessels with larger moves, generating efficiencies and economy of scale in the logistics chain."

With the recent inauguration of Pier 6, OPC has completed the first phase of its terminal modernization and increased the berth capacity by about 40 percent.. Within the next five years, OPC will have invested more than USD100 million and reached a capacity of close to 1.6 million TEUs.

"We will continue to work on improvements in the next five years. In 2019, we will start with engineering works to allow us to expand storage capacity. The additional storage area will be complemented by new equipment to make the port more productive and address the additional demand during the future peak seasons," said Mr. Turnes.

"The objective is to match the development pace of Central America to secure and maintain OPC's position as the main logistics hub in the CA-4."

SPOTLIGHT

OPC cites opportunities for Honduras, El Salvador

BY EVELYN LEIVA

Operadora Portuaria Centroamericana (OPC), with the support of the El Salvador Chamber of Commerce and Industry, organized a conference that sought to identify the points of convergence between the logistics needs of El Salvador's production sector and the competitive advantages offered by Puerto Cortés for cargo movement in the CA-4.

Attended by the Honduras and El Salvador authorities, businessmen, importers, exporters, and other stakeholders in El Salvador's supply chain, the conference shed light on the opportunities offered by Puerto Cortés as a trade facilitator, especially with all the recent equipment acquisition and infrastructure development at the port.



▲ Mariano Turnes (third from left) together with other stakeholder-panelists at the conference.

The event was spearheaded by Mariano Turnes, OPC Chief Executive Officer, together with Javier Steiner, El Salvador Chamber of Commerce and Industry President and Jaqueline Cruz, Honduras Customs Intelligence Department Head.

Discussing the recent developments at OPC, Mr. Turnes delivered a presentation on OPC's modernization, the total amount of investment to-date, and the excellent growth potential for CA-4 countries.

"With the recent developments at Puerto Cortés, our consolidated operations in Honduras gives the CA-4 region better

access to international markets and better opportunities for growth," said Mr. Turnes.

Speaking on behalf of Honduran authorities, Ms. Cruz revealed the government's plans to further strengthen the landside connectivity of Honduran ports as Honduras positions itself to become one of the most important logistics service providers in the Americas.

OPC leverages ICTSI's experience and world-class expertise to contribute to the transformation of the logistics chain, becoming the benchmark and the port of choice in the Atlantic and Central America.

ICTSI earns top logistics plum at ASEAN Business Awards



▲ Arthur Tabuena (second from left), ICTSI Treasury Director and Investor Relations Head, receives the Priority Integration Sector Excellence Award of Logistics from Malaysian Prime Minister Mahathir Mohamad (third from left) during the 2018 ASEAN Business Awards at the Ritz Carlton Hotel in Singapore.

The ASEAN Business Advisory Council has recognized port operator International Container Terminal Services, Inc. (ICTSI) as among Southeast Asia's most outstanding key enterprises that made significant contributions to the region at the 2018 ASEAN Business Awards (ABA) last 12 November.

ICTSI received the coveted Priority Integration Sector Excellence Award for Logistics

for (1) its outstanding performance and impact towards greater logistics integration and connectivity, and (2) contributions to the region's overall economic growth and prosperity.

Hosted by Singapore—this year's chair of the ASEAN Business Advisory Council—the ABA 2018 highlights ASEAN businesses that showed significant progress in establishing

and reinforcing their positions within their respective industries and sectors.

Since its inception, the annual ABA serves as a platform for successful Filipino businesses who have become significant partners and contributors to regional prosperity.

EKR at the 2018 Forbes Global CEO Conference

BY BAMBI MARFIL

International Container Terminal Services, Inc. (ICTSI) Chairman and President Enrique K. Razon Jr. was among the panelists in this year's Forbes Global CEO Conference held at The Athenae Hotel in Bangkok, Thailand from 30 to 31 October.

Organized by Forbes Media Asia with this year's theme "The World Reboots," the Forbes Global CEO Conference is held in one of the capital cities in the Asia Pacific Region annually.



▲ Mr. Razon joined (from left) Binod Chaudhary, CG Group Global Chairman; Carrie Jones-Barber, Dawn Foods USA CEO; and Harald Link, B. Grimm Chairman to talk about the DNA of success and what it takes for big and small family businesses to survive and thrive.

TECH TALK

PICT rolls out in-house crane monitoring system

BY ARIF RAZA

Pakistan International Container Terminal (PICT) recently rolled out its in-house crane monitoring system (CMS) as part of efforts to maximize the terminal's operational efficiency.



▲ Screenshot of the CMS's GUI.

Designed by the Engineering team, the CMS was implemented last August to expedite the efficacy of crane maintenance, systematic fault diagnosis, and quality response time. Featuring a graphical user interface, the system enables the Maintenance team to diagnose faults within the shortest possible time.

The system is currently utilized on all cranes at the terminal, monitoring several elements like wind speed, lifted cargo load, and container moves, among others, in real time.

Running in conjuncture with the CMS is the Remote Crane Management System (RCMS), which grants remote control access to the cranes. The two systems have significantly refined the minimum mean time to repair of equipment at the terminal.

PICT continuously seeks to fine-tune its processes through meaningful innovations to further optimize productivity.

Celebrating 34 years DIPSSCOR honors outstanding employees

BY CHIARA MAE ATIS



▲ Most outstanding employee for 2018. Loizel Mae Hongoy (second from left) with Mr. De Jesus, Mr. Domingo, and Chiara Atis, Human Resources & Admin Head.

Davao Integrated Port and Stevedoring Services Corporation (DIPSSCOR) held a fun-filled celebration last 24 October to commemorate its 34th year in the industry.

Addressing everyone in attendance, Julien Domingo, DIPSSCOR General Manager, acknowledged the team's collective effort that allowed them to overcome this year's challenges: "This year is a truly remarkable year for us. I am so glad that we managed to surpass 2018's difficulties. It is always good to see that we have continued to do

our best to achieve our goals and provide exceptional service to our clients despite the challenges."

During the celebration, DIPSSCOR also handed out loyalty awards in recognition of employees who have been with the Company for 10 years or more. Aside from the loyalty awards, a special employee award was also given to employees who have shown exceptional dedication and performance.

Employee awards were only previously given to field workers. For this year, a personnel from the Admin Department exhibited extraordinary commitment to quality work. Senior Human Resources staff Loizel Mae Hongoy was accorded the Most Outstanding Employee Award in recognition of her willingness to take the initiative, carry out additional responsibilities outside her scope of assignments, and for being a role model in the department and the Company.

10-Year Service Awardees

Edwin N. Dagala	<i>Admin Assistant</i>
Jeffrey G. Agot	<i>Operations In-charge</i>
Dan Eric R. Barrera	<i>Vessel Foreman</i>
Lorenzo A. Ebrole, Jr.	<i>RTG Operator</i>
Fred Dominic G. Faustino	<i>PDI Foreman</i>
Crispin T. Olea, Jr.	<i>Reefer Foreman</i>
Leo B. Verano, Sr.	<i>CY Checker</i>

Outstanding Employee Awardees

Jose Mabanto	<i>Winchman</i>
Alvin Boado	<i>Vessel Checker</i>
Niño Dayola	<i>CY Checker</i>
Eldevino Butanas	<i>Reach Stacker Operator</i>
Orly Torralba	<i>RTG Operator</i>
Randy Sasan	<i>Vessel Boss</i>
Alvin Viliran	<i>General Purpose Worker</i>
Richard Dacules	<i>Reefer Rack Technician</i>
Valintin Malalis Jr.	<i>Engineering & Maintenance Staff</i>



▲ DIPSSCOR celebrating 34 years in the industry

SPICT celebrates PNG's 43rd independence

“We did it with a bang!” This was how the personnel at South Pacific International Container Terminal (SPICT) described their first observance of Papua New Guinea’s Independence Day last 15 September.

Almost a year into operations, SPICT organized an inter-department competition that highlighted the rich cultural heritage of Papua New Guinea.

SPICT General Manager George Gware delivered the opening remarks to kick off the celebration that saw management and staff wear elaborate face paints, headdresses, and colorful traditional attires as they performed cultural songs and dances.

The event served as an excellent way to highlight the cultural diversity between the local employees and expatriates in the Company, which is one of the key components of ICTSI’s success at the global stage.



PICT cited at the 6th Employer of the Year Award

BY ARIF RAZA



▲ Arif Raza (third from left) receives the award on behalf of PICT during the 6th Employer of the Year Award last 28 November at Marriott Hotel in Karachi.

The Employer Federation of Pakistan (EFP) recently named Pakistan International Container Terminal (PICT) as one of the most outstanding employers in the country, citing the Company's track record on promoting the well-being and social development of its employees.

PICT earned second place among the best multinational employers in the country. Arif Raza, Human Capital Head, received the award on behalf of the Company and shared his thoughts as a panelist on the implementation of company policies with respect to the work culture in Pakistan.

He shared some of PICT's best practices that allowed the Company to establish an inclusive employee culture that mitigates the effects of discrimination in employment, occupation, gender, and pay.

ICTSI CARES

OPC launches breast cancer awareness campaign

BY EVELYN LEIVA

Operadora Portuaria Centroamericana (OPC), as part of its corporate social responsibility program, has joined the fight against breast cancer by raising awareness on how to prevent the disease.

The campaign, which targets the entire San Martín population, is part of the initiatives carried out by OPC under its health pillar.

"In order to raise awareness, we conducted talks that educate people about breast cancer prevention, and highlighted the importance of early detection through knowledge about the disease," explained Meyvi Castañeda, OPC Corporate Social Responsibility Manager.

The talk, which was attended by more than 200 men and women, was carried out within the framework of the 7th OPC medical brigade, during which 10 mammograms and ultrasounds were raffled off. According to Ms. Castañeda, these procedures are regularly performed

at the Puerto Cortés hospital since 2015 and benefit more than 3,000 women annually.

"OPC seeks to promote gynecological, maternal, and child health through breast cancer awareness campaigns, maternity wards maintenance, and support for the collection activities organized by the medical center, among others," said Ms. Castañeda.

"Through these initiatives, OPC supports shared value actions that are part of the Company culture and benefit the population of Puerto Cortés. We are convinced that the sustainability of the Puerto Cortés hospital contributes to the quality of life of the entire population through excellent medical and healthcare services," she added.

Making the community safer for children through the BCPC

BY ADLRIN AVELINO

The Parola Inter-Agency Network (PIAN)–Education cluster, in partnership with the International Container Terminal Services, Inc. (ICTSI), Sustainability and Development, and Education Research and Development Agency (ERDA) Foundation organized a three-day seminar on capacity building for the enhanced functionality of the Barangay Council for the Protection of Children (BCPC).

The seminar aims to mobilize and equip local barangay officials and key officials from Barangays 20 and 275 in Parola so they can effectively and efficiently perform their duties to safeguard children's rights.

The first two days tackled international and national policies on the protection of children, as well as the role of organizations like United Nations International Children's Emergency Fund (UNICEF) and the Philippine Department of Social Welfare and Development (DSWD). The final day centered on needs assessment and planning workshops to help the Barangays identify key areas that require more focus, and planning to strengthen and sustain the BCPCs.

Held at the Center for Community Transformation retreat and Training Center in Tagaytay, the seminar was facilitated by Dolara Cardeno, ERDA Foundation Executive Director.

Spearheaded by ICTSI, the PIAN comprises different organizations including the ERDA, DSWD, and Puso sa Puso Edukasyon, Inc.



PIAN, Pilipinas Shell Foundation promote road safety for Parola children

BY ADLRIN AVELINO



International Container Terminal Services, Inc. (ICTSI), through the Parola Inter-Agency Network (PIAN), teamed up with Pilipinas Shell Foundation to run a two-day road safety for children seminar for organizations engaged in road and traffic management as well as children development.

With participants from Rosauro Almario Elementary School, Pedro Guevarra

Elementary School, Manila Traffic and Parking Bureau, Department of Social Welfare and Development-National Capital Region, Puso sa Puso Edukasyon Inc., Educational Research and Development Assistance Foundation, and the Philippine National Police, the training promotes the aspects of road safety to help participants develop their own safety module for the Parola Community.

An eight-module lecture and workshop was held on the first day, focusing on the salient components of road safety. The second day required participants to analyze and apply the eight modules to the situation in Parola. Each group was then tasked to formulate their own safety program for the Parola community. Once vetted and approved, the program will be implemented to the benefit of the children and the whole Parola Community.

SPICT holds fire, explosion, evacuation drills

BY RHANDOLPH CALISIN

South Pacific International Container Terminal (SPICT) held a two-day safety training as part of the Company's emergency preparedness initiatives.

A lecture about fire emergency management was held in the morning of the first day, followed by an actual fire drill in the

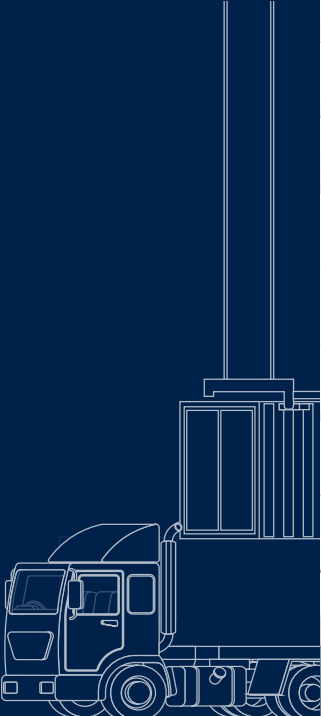
afternoon. A fire and evacuation drill were held on the second day with the participation of the Port Emergency Response Team, a medical team from GM Flores Hospital, local police, PNG Ports Officers, PNG Fire Brigade and ESS Security personnel.












Top Equipment Operators

• NOVEMBER 2018 •

Prime Mover



	1 RICARDO SALVACION
	2 JEROME REYES
	3 ALEXANDER GRAFIL
	4 EDMAR RIVERA
	5 MINARD DY
	6 JOEL NICOLAS
	7 REGINO YONTING
	7 EMETERIO ASINAS JR.
	7 ARTHUR BELANO
	8 MELVIN IDAO
	9 MICHAEL NOVALES
	10 EFREN MANLULU

Rubber Tired Gantry



	1 FLORENTINO DE GUZMAN
	2 DANTE CANIEDO
	3 ROGELIO ESCOBEDO
	4 EDWIN PARADERO
	5 MICHAEL PANGANORON
	6 JOSEPH AVENUE
	7 ROLANDO PELANTE
	8 DOMINGO VELASCO
	9 ROLLYWIN SALVADOR
	10 TOMAS CASPILLO

Side Lifter/Stacker



	1 ROY ECHEVARRIA
	2 MICHAEL LAYAM
	3 REYNALDO SARMIENTO
	4 ARMANDO BASCO
	5 RODEL MEDINA
	6 LEONILO GABRAL
	7 ALLAN ALMEÑE
	8 JAY MORANDARTE
	9 DANTE APAN
	10 RICHARD SIBYA

Quay Crane



	1 JOSE DAGPIN
	2 BONIFACIO FALLORINA
	3 EDWIN SINTOS
	4 CHRISTIAN BAUTISTA
	5 MARLON SUAN
	6 GENRY JACOB
	7 SONNY NUÑEZ
	8 RAYMUNDO MAMARIL JR.
	9 EDUARDO BONUEL
	10 JULY LEODONES



WE'RE STRICTLY ON TIME SO YOU CAN STAY STUNNINGLY ON-TREND.

Subic Bay International Terminal Corp. one of the Philippines' most technologically advanced container ports, and located in Subic Bay Freeport (the Philippines' first and largest freeport zone), is a key link in the global fashion bags logistics chain.

SBITC supports the international bag manufacturing industry located in the Central and Northern Philippines' export processing zones. In these zones, extensively experienced bag sewers provide exporters with premium-quality craftsmanship—and SBITC provides topnotch handling expertise to safeguard these items.

Ramping up operational capabilities, SBITC is also continuously pushing efficiencies to ever-higher levels: a decisive factor in timely deliveries to perpetually-changing international fashion markets. Indeed, with new bag designs typically launched in seasonal collections, these upscale products must hit runways or retailers according to schedule.

With SBITC's exceptionally strategic location along major sea lanes (easily accessible to regional markets and international shipping ports), the port is an increasingly important partner in driving economies--and driving fashion forward.



Equipped to serve Panamax-type vessels and very large crude carriers, SBITC supports intra-Asian seaborne trade.



Headquartered in Manila, Philippines, International Container Terminal Services, Inc. is in the business of port development, management, and operations. Independent of shipping, logistics, or consignee-related interests, ICTSI works transparently with all port community stakeholders. Operating in both developed and emerging market economies—in Asia Pacific, the Americas, Europe, the Middle East, and Africa—ICTSI has received global acclaim for its port privatization partnerships with governments.



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