



# PortFolio

■ The Official  
Publication of  
International  
Container  
Terminal  
Services,  
Inc.

## CMSA REACHES 4M TEU MILESTONE EXPEDITES EXPANSION WORKS IN PREPARATION FOR LARGER VOLUMES



## PICT STRENGTHENS INDUSTRY PARTNERSHIPS





# 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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Contecon Manzanillo in Colima, Mexico



## Cover Story

# CMSA REACHES 4M TEU MILESTONE EXPEDITES EXPANSION WORKS IN PREPARATION FOR LARGER VOLUMES

**Contecon Manzanillo (CMSA) recently reached its first year-to-date four millionth TEU move, a milestone that coincides with ongoing expansion works aimed at increasing the terminal's overall capacity.**

Fortino Landeros, CMSA Chief Executive Officer, described the feat as proof of CMSA's commitment to further improve its processes for the benefit of customers and port stakeholders: "We are proud to reach this latest milestone. More than hitting our targets, this new record demonstrates Contecon Manzanillo's capability to continuously outpace market

growth, and readiness to build a strategic gateway for transpacific trade—making our terminal one of the fastest-growing gateways in the Americas. This achievement is possible thanks to our customers, the Manzanillo port authority, and most especially our passionate, humble, and committed workforce."

CMSA's recent milestone comes at a time of continuing investments by International Container Terminal Services, Inc. (ICTSI). The Company recently invested MXN2.5 million for the second phase expansion of the terminal, which covers the improvement of the yard and gates, rollout of cutting-edge

port technologies, and training of personnel. The ongoing expansion aims to further enhance the capacity of Mexico's largest gateway in the Pacific and further improve fluidity at the port.

"We are very pleased to announce these additional investments aimed at securing Manzanillo's position as Mexico's leading maritime gateway. Along with investments in port equipment and systems, we continue to work hand-in-hand with our customers to improve the efficiency of our operations and processes to inevitably make their experience more pleasant," said Mr. Landeros.

Upon completion in 2020, the expansion will increase CMSA's capacity by up to 50 percent from 1.2 million TEUs to 1.6 million TEUs. It will give the terminal substantial flexibility to absorb the projected increase in cargo volume in Mexico's largest maritime port. Complementing the landside improvements will be a pair of new quay cranes and five rubber tired gantry cranes scheduled to arrive by the last quarter of 2019. By then, CMSA will be the only terminal in Manzanillo capable of servicing the largest vessels plying the intra-Pacific routes.

## Meets & Greets

# PICT STRENGTHENS INDUSTRY PARTNERSHIPS

BY ARIF RAZA

**Pakistan International Container Terminal (PICT) recently hosted dinner for senior management representatives of clients and shipping lines to discuss bilateral relations and further improve partnerships with port users and other stakeholders.**

Khurram Aziz Khan, PICT Chief Executive Officer, spearheaded the occasion and thanked the guests for their continuing support to the Company. Citing the healthy relations between PICT and the business

community, Mr. Khan reiterated PICT's commitment to further improve trade facilitation and reinforce economic growth in line with the Prime Minister's vision of a better and prosperous Pakistan.

Also present were ICTSI Senior Vice Presidents Andrew Dawes, Asia Pacific Regional Head, and Hans-Ole Madsen, Europe, Middle East and Africa Regional Head. They were joined by Admiral Jamil Akhtar, Karachi Port Trust Chairman, and the Honorable Syed Ali Haider Zaidi, Federal Minister of Maritime Affairs, who were guests of honor.



**To better partnerships.** Andrew Dawes (second from left) shakes hands with Minister Syed Ali Haider Zaidi at the gathering hosted by PICT. They are joined by (from left) Admiral Jamil Akhtar, Hans-Ole Madsen, and Khurram Aziz Khan.



## Meets & Greet

# ICTSI REAFFIRMS COMMITMENT TO PAKISTAN'S PORT INDUSTRY

BY ARIF RAZA

Andrew Dawes, ICTSI Senior Vice President and Asia Pacific Regional Head, and Khurram Aziz Khan, Pakistan International Container Terminal (PICT) Chief Executive Officer, recently made a courtesy call to the Honorable Sindh Governor Imran Ismail to discuss the current business environment and the potentials for Pakistan



**Courtesy call.** Andrew Dawes (center) and Khurram Aziz Khan (right) meets with Sindh Governor Imran Ismail.

International Container Terminal (PICT)—the only publicly listed terminal operator in Pakistan. Governor Ismail commended PICT for providing value-added services and for closely collaborating with the business community to improve the ease

of doing business in the Port of Karachi, Pakistan's busiest maritime port. For his part, Mr. Dawes reaffirmed ICTSI's support and commitment to the emerging development projects in the region that will benefit the associated communities.

## Newsbreak

# CGSA LAUNCHES INSURANCE PROGRAM FOR ECUADOR'S BANANA TRADE

Contecon Guayaquil S.A. (CGSA) is supporting growers using the world's largest banana-exporting port with the launch of a comprehensive insurance program that offers greater protection to one of Ecuador's most prized produce.

Specifically designed to protect the country's banana trade, the Integral Insurance for Exporters (Seguro Integral de Exportadores - SIE) was launched through the efforts of the CGSA-led Logistics Community at the Port of Guayaquil (Comunidad Logística del Puerto de Guayaquil - CLPG). It provides farmers with a single global insurance coverage for their

banana exports—from container handling, transport, and third-party damages—backed by RSA Seguros, which serves as advisers, and multinational insurers CHUBB and Zurich.

The program is an indispensable tool in Ecuador's banana trade, serving as a key step in supporting the industry's growing needs. With banana ranking second to petroleum as the country's main export product, 60 percent of the country's banana production is exported to the European Union and the United States of America—Ecuador's main markets—as well as Russia and Asia.

Unlike traditional insurance that covers limited phases of transportation, the SIE grants farmers peace of mind knowing that their products have full protection until they reach their customers. Plans are underway to extend this type of coverage to the rest of the country's exporters.

José Antonio Contreras, CGSA Chief Executive Officer, highlighted that the improved

logistics collaboration between the port and the supply chain stakeholders in Guayaquil will ensure that Ecuador remains as the world's top banana exporter.

"We wanted to leave behind the traditional role of the port that only receives and dispatches cargo. Instead, we strategize and continuously search for new products and solutions for our customers. We are positive that reducing risks for the export of goods will contribute to lower logistics costs and should positively impact Ecuador's economic and social development."

Members of the CGSA-led Logistics Community of Guayaquil represent around 83 percent of Ecuador's non-oil exporters, the majority being banana exporters.

International Container Terminal Services, Inc. (ICTSI), CGSA's parent company, has invested more than USD325 million to operate the Guayaquil Container and Multipurpose Terminals at the Port of Guayaquil under a 20-year concession that ends in 2027.

## Greenport

# NEW WASTEWATER TREATMENT FACILITY BOOSTS YICT'S SUSTAINABILITY EFFORT

BY BETTY SHI

Yantai International Container Terminal (YICT) continues to make good progress with its sustainability goal safer recently completing its on-site waste water treatment facility.

Commissioned in April, the system is designed for recycling wastewater from reefer container pre-trip inspections, and the proper disposal of sewage sludge that result from the water treatment process. YICT reuses the recycled water for cleaning containers, potentially saving an estimated 5,000 cubic meters of tap water and reducing sewage discharge by 8,400 cubic meters per year (based on data gathered from the facility's first four months of operation).



YICT's wastewater treatment facility

Recycling water and reducing sewage waste are the latest steps undertaken by YICT towards environmental conservation and sustainability. Last year, the Company commissioned a solar generator to power its

maintenance workshop and Engineering office building. These sustainability initiatives are in line with the ICTSI's group-wide effort to reduce the carbon footprint of its operations worldwide.

## Meets & Greet

# PHILIPPINE AMBASSADOR VISITS VICT

BY FRANCES SIMPSON

Her Excellency, Philippine Ambassador to Australia Ma. Hellen B. De La Vega, visited Victoria International Container Terminal (VICT) last August to observe several aspects of the operations of Australia's first fully automated container terminal. The visit was part of her official trip to Victoria from 19-21 August.



Philippine Ambassador to Australia Ma. Hellen B. De La Vega





## Making the List

# ICTSI WINS PHILIPPINE QUILLS FOR SUSTAINABILITY, CSR



**ICTSI wins Philippine Quill.** Global port specialist International Container Terminal Services, Inc. (ICTSI) recently received accolades at the 17th Philippine Quill Awards, organized by the International Association of Business Communicators – Philippines and held at the Marriott Hotel, Pasay City last 30 August. ICTSI's inaugural Sustainability Report for 2017 was lauded with an Award of Excellence, while its stakeholder and community programs for its Papua New Guinea operations won the Award of Merit. Photo shows Atty. Lirene Mora-Suarez (fourth from left), ICTSI Asia Pacific Regional Legal Manager, and Rhandolph Calisin (third from left), South Pacific International Container Terminal Human Resource Manager, holding the Quill awards together with staff and project consultants of the ICTSI Public Relations Department and ICTSI Foundation.

International Container Terminal Services, Inc. (ICTSI) received recognition for its exemplary sustainability reporting and CSR initiatives at the 17th Philippine Quill Awards held at the Manila Marriott Hotel last 30 August.

The International Association of Business Communicators Philippines, the national professional association of top business, industrial, and organizational communicators, bestowed ICTSI with the Award of Excellence and Award of Merit for

the Company's 2017 Sustainability Report (SR) and Public Relations Program for Papua New Guinea Communities, respectively.

ICTSI's inaugural Sustainability Report for 2017 featured sustainability initiatives at the Manila International Container Terminal (MICT) and highlighted ongoing efforts across the ICTSI Group. As a facilitator in the global supply chain, ICTSI places importance on sustainability reporting which serves as its primary guide in accurately

evaluating its environmental, social, and economic impact targets.

Meanwhile, ICTSI's landmark stakeholder engagement program in Papua New Guinea jump-started public-private partnerships with the host communities of its Lae and Motukea terminals. A pioneering arrangement with host community partners made the latter part-owners of ICTSI's two PNG terminals, and put priority on youth development

through relevant programs on law and order, sports, health, and education.

The Quill Award of Merit is the program's second commendation after winning a Gold Anvil at the 54th Anvil Awards in January.

ICTSI South Pacific Ltd. and the ICTSI Foundation continue to roll out projects that benefit immediate port stakeholders. In Lae, ICTSI recently donated a PGK505,000 (USD149,000) police facility in Omili to help improve the peace and order situation in the community. In August, ICTSI entered into agreements with Noho-Mage Holdings Ltd., which represents landowner communities in Tatana and Baruni, for the latter's acquisition of a minority stake in Motukea International Terminal in Port Moresby.

Recognizing ICTSI's commitment to sustainable development, Bloomberg also ranked ICTSI's

Environment, Social, and Governance (ESG) performance as seventh best in the Philippines based on the Company's inaugural SR.

Since 2009, Bloomberg has been continuously compiling ESG data from thousands of organizations worldwide through published disclosures and news items, converting them into disclosure scores which, combined with other ESG data, help investors assess publicly listed companies' transparency, risks, and opportunities.

Christian R. Gonzalez, ICTSI Global Corporate Head, affirmed the Company's commitment to implementing social responsibility and sustainability initiatives: "We welcome these citations as an affirmation that our efforts to embed the culture of sustainability in our day-to-day operations are on the right track and gaining ground. As we move toward empowering more

sectors and communities in our global operations, we are hopeful that these efforts will further shape ICTSI into a stronger, more effective, and more consistent performer as a good global citizen.

As part of its commitment toward greater sustainability, ICTSI has widened the scope of its ESG reporting for its 2018 SR to cover eight key terminals, namely: MICT (Philippines), Contecon Manzanillo (Mexico), Tecon Suape (Brazil), Contecon Guayaquil (Ecuador), Madagascar International Container Terminal (Madagascar), Pakistan International Container Terminal (PICT), Basra Gateway Terminal (Iraq), and Puerto Cortes (Honduras).

Now on its 17th year, the Philippine Quill Awards is the country's most prestigious recognition program for business communication, which emphasizes the use of communication to achieve goals and make a difference in society.

## Meets & Greet

# CEZA VISITS NORTHPORT

BY RUDOLF GUMBA

**NorthPort recently hosted a delegation from the Cagayan Economic Zone Authority (CEZA), providing visitors with a brief overview of the terminal's facilities, services, and best practices. Photo shows NorthPort officers (from left) Glenn Uyengco, Admin Head; Janine Torsolado, HR Manager; and Marlon Villaralbo (fourth from left), Safety, Environment, and Security Department Head, together with CEZA guests.**





## Spotlight

# CMSA JOINS FORUM ON PORT PRODUCTIVITY

Contecon Manzanillo actively participates in events and forums where it can provide meaningful input for the consumption of stakeholders, developers, and other members of the port community. Last July, Tomás de la Cuesta, Contecon Manzanillo Commercial Director, joined a panel at the forum on Port Productivity: Looking for Efficiency for the Mexican Ports, where he spoke about how important it is for the Mexican government to invest in the road and rail infrastructure improvements in response to the challenges of moving import and export merchandise.



Mr. de la Cuesta (second from left) together with other panelists at the port productivity forum

## Level Up

## ICTSI TAKES ON DIGITAL GOVERNANCE

BY AGNES PAJILAN-PAREDES

In line with the commitment to continuously enhance its Corporate Governance thrusts, International Container Terminal Services, Inc. (ICTSI) held its fifth in-house Advanced Corporate Governance Training on 9 and 13 August. The training was organized by the Global Corporate Legal Affairs department led by Joel Consing, Senior Vice President, Chief Financial Officer, and Compliance Officer. Both sessions were facilitated by Ricardo Nicanor Jacinto, Institute of Corporate Directors Chief Executive Officer.

This year's discussions centered on how new technologies like artificial intelligence and data analytics can be leveraged to shape corporate strategy, highlighting the importance of embracing digital innovation as a tool for effective corporate governance.



Session 1, held at Forum 2 in Solaire Resort and Casino on 9 August, was attended by members of the board of directors, including Enrique K. Razon Jr., Chairman and President.



Session 2 was held on 13 August at the AVR in the ICTSI Administration building for key officers and directors of the Company's Philippine subsidiaries.

## Port Safety

## BGT UNDERScores SAFETY WITH LASHER TRAINING

BY SHEEBA KHAN

Manning the frontlines, lashers perform container tie-downs on the vessel deck together with front men who twist and untwist the four locking cones on each container. Lashing and securing containers remain a manual task and poses a risk for workers.

To maintain the highest standard of worker safety, the operations team at Basra Gateway Terminal (BGT) organized a two-day training for lashing. The sessions highlighted the needed expertise and safety measures to ensure safety and efficiency during lashing. Operations supervisors also observed actual lashing



Safety first. BGT's operations team conducts safety training for lashers.

and unlasher processes to ensure workers follow the safety mechanisms in place. The supervisors discussed their observations with the lashing crew to point out what else could be done to further enhance safety during the process.

Worker safety is a top priority across all terminals in the ICTSI

Group. As volume continues to increase in Basra Gateway Terminal (BGT), it is imperative to maintain high levels of operational efficiency and safety, especially in the most critical aspects of the job like container lashing. The focus on safety and efficiency helped BGT close the month on a high note with record volume.

## Level Up

## MCT CONDUCTS MATERIAL HANDLING, WORK-VALUE ENHANCEMENT TRAININGS

BY MARREY MAE AQUATAN

As part of continuous efforts to enhance the capabilities of its manpower, the Mindanao Container Terminal organized two training sessions for its personnel.

The HRA department of the Mindanao Container Terminal spearheaded a training on good housekeeping practice for the Engineering & Maintenance



and Purchasing personnel. The goal of the seminar is to further improve the participants' skills in proper material handling.

The second training, which involved participants in batches, aimed to enhance employee

work values through the guidance of the Company's mission and vision which serve as motivators for everyone to work more passionately, continuously improve themselves, and balance their careers and personal lives.





**Promoting tuberculosis awareness in the workplace.** Joining representatives from other companies are Solomon Monteverde V, Human Resource Assistant Manager; Jerome Benedict Orenca, HSE Coordinator; Dr. Joel de Leon, MD-Company Physician; and Edmon Sanguyo, Company Nurse.

## Health & Wellness

# ICTSI STRENGTHENS FIGHT AGAINST TUBERCULOSIS

BY SOLOMON MONTEVERDE

**International Container Terminal Services, Inc. (ICTSI) took part in a two-day workshop seminar on tuberculosis awareness conducted by the Philippine Business for Social Progress (PBSP) from 28 to 29 August at the City Garden Suites in Ermita, Manila.**

The workshop is part of PBSP's maiden training series on TB

Innovations and Health Systems Strengthening, a five-year project designed to bring a dynamic and strategic approach to accelerate the fight against tuberculosis in the Philippines. Funded by the United States Agency for International Development, the project aims to institute health processes and systems that help the country achieve its targets for TB elimination by 2035.

MICT is one of the eight pilot organizations to undergo PBSP's training series in compliance with the Department of Labor and Employment's Department Order No. 73-05, which mandates workplaces to establish a TB prevention and control program and promote positive health-seeking behavior among workers through proper health education.

## Newsbreak

# PROMOTING A CULTURE OF INTEGRITY AT MCT

BY FAITH ISABELA BURIAS

**Protect your job as if it's your own company. This is the idea behind Mindanao Container Terminal's (MCT) campaign promoting a work culture centered on integrity.**

Launched last July, the campaign uses the battlecry "Protect the House" to rally employees behind the concept of integrity as the glue that holds together the organization, its employees, and its customers. By demonstrating

integrity in the performance of duty, employees perform better in helping the company achieve its mission to provide world-class service.

"Treat your job as your own. Protect it the way you would protect your own house because your job is your source of livelihood, your means of feeding your family. Protect it by always practicing integrity," said Atty. Gemma Gloria, MCT Terminal Manager.

## Greenport

# NORTHPORT CONDUCTS REGULAR COASTAL CLEANUP

BY RUDOLF GUMBA

**Marine debris is a serious environmental problem that poses a risk to the day-to-day operations of the port and the lives of people living in nearby communities. Embracing the group-wide sustainability initiative, NorthPort conducts regular coast cleanup to protect marine life and preserve the terminal's surrounding waters. Done every weekend, the activity is spearheaded by NorthPort's security and safety teams.**



**NorthPort's security and safety teams collect waste debris from the terminal's surrounding waters.**



## ICTSI Cares

# SPICTL, ICTSI FOUNDATION, PNG LANDOWNERS CELEBRATE FRUITFUL PARTNERSHIP

The year 2019 proves to be a promising year for the corporate social responsibility (CSR) efforts of South Pacific International Container Terminal, Ltd. (SPICTL), ICTSI's subsidiary that operates the Lae Port in Morobe, Papua New Guinea. For the first six months of the year, SPICTL, in coordination with the ICTSI Foundation, successfully implemented three CSR projects—the turnover of the new police station and two patrol cars to the Malahang community, distribution of school bags to six AHI and four Labu villages, and groundbreaking for the second police station for the Omili community.

These milestones are the result of the inclusive partnership between SPICTL, the ICTSI Foundation, and the Labu and AHI communities.

To celebrate the success of this partnership, SPICTL and ICTSI Foundation organized an appreciation party last June to honor the leadership of the AHI and Labu villages—SPICTL's impacted communities. The gathering also boosted camaraderie as SPICTL, Foundation, AHI, and Labu representatives took part in fun team building activities. The Papua New Guineans got a taste of Filipino culture by partaking in a “boodle fight,” a

buffet where viands are placed on banana leaves and eaten by hand. The hearty meal was followed by a karaoke session, which further connected everyone through the love for music.

Following the festivities, SPICTL General Manager, formally thanked the AHI and Labu communities for being exceptional CSR partners and helping SPICTL carry out its community initiatives. Before the day ended, representatives from all parties also held informal discussions to plan the upcoming projects and further deepen cooperation among partners.



**Inclusive partnership.** Representatives of SPICTL, the ICTSI Foundation, and AHI and Labu communities celebrate the successful partnership that promotes capacity building and community development. Participants include Nasinom Dau, Michael Gidisa, Kilamu Asai, Joe Auri, Danny Watu, and William Asunu from Labu villages; Willard Bogan, Johnny Ross, Morris Aaron, Gae Galang, Raymond Waingi, David Gware, Elton Kaminiei, Nadu Bim, Anne Dazo, and Eric Borrillo from the communities; Randolph Calisin, Filipina Laurena, Elolida Arcena, and Marie de Guzman from SPICTL and ICTSI Foundation.



**All fun and games.** Light moments during the team building games.



**Boodle fight:** a taste of Filipino dining experience.



**Certificates of appreciation** (from left): George Gware, SPICTL General Manager; Marie de Guzman, ICTSI Foundation Program Head; Filipina Laurena, ICTSI Foundation Deputy Executive Director; Elolida Arcena, ICTSI Foundation Program Head; and Nasinom Dau, Labu Holdings Chairman.





## ICTSI Cares

# THANK YOU FOR PUTTING YOURSELF IN THEIR SHOES

BY ALEXANDRA  
MARTÍNEZ-TREJO

Confecon Manzanillo would like to thank everyone who supported the Pies con Zapatos (Feet with Shoes) campaign which provided new pairs of shoes to 57 children under the care of the Los Angelitos orphanage. The shoes will go a long way in helping the children with their education and way of life. We are proud of our community for supporting this noble cause and demonstrating that by working together, we can reach our goals to help Manzanillo's youth.



## Newsbreak ERRATUM

The article "ICTSI appoints key leadership for PNG, Global Commercial" published in the July issue of the newsletter contained the misspelled name of ICTSI's key client director, Sky Huang. His name is Hsin-Kai Huang.