



International
Container Terminal
Services, Inc.



2Q 2022 Investors' Briefing

August 4, 2022

Quarterly Results

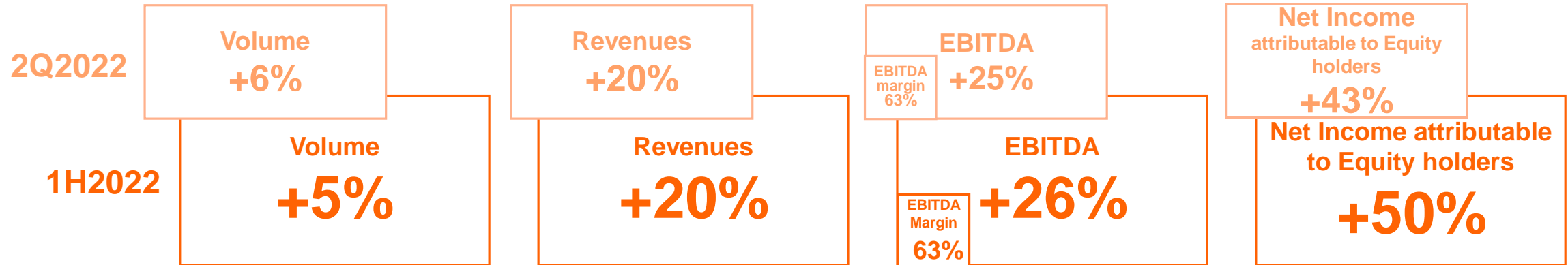
Business fundamentals remain firm despite global headwinds

<i>(In US\$ million except Volume, Yield to TEU & EBITDA margin)</i>	<u>FY2018</u>	<u>FY2019</u>	<u>1Q 2020</u>	<u>2Q 2020</u>	<u>3Q 2020</u>	<u>4Q 2020</u>	<u>1Q 2021</u>	<u>2Q 2021</u>	<u>3Q 2021</u>	<u>4Q 2021</u>	<u>1Q 2022</u>	<u>2Q 2022</u>
Volume (in TEU '000)	9,737	10,178	2,509	2,291	2,627	2,767	2,708	2,752	2,807	2,897	2,833	2,920
Gross Revenues	1,386	1,481	376	348	379	402	436	447	482	500	528	535
Yield per TEU* (in US\$)	141	144	149	152	144	144	160	161	168	169	183	179
Port Fees	178	187	45	40	44	46	48	54	50	50	53	54
Operating Expenses	452	464	119	104	109	122	122	126	135	140	137	147
EBITDA	755	830	212	204	227	234	265	268	297	310	338	334
EBITDA Margin	55%	56%	56%	59%	60%	58%	61%	60%	62%	62%	64%	63%
Net Income (NI) att. to Equity Holders	207	100	60	54	69	(81)	90	107	120	112	142	152
Recurring NI att. to Equity Holders	211	259	60	54	69	99	90	107	120	126	142	152

Note: *Yield per TEU excluding predominantly non-containerized terminals (MHCPST, KMT, BIPI and HIPS)

Highlights – 2Q2022 & 1H2022

Financial and Operational Performance



- Positive first quarter trend continued into the rest of the first half
- Resilient top line performance cushioned inflationary headwinds; 6th consecutive quarter of double-digit revenue growth in all three geographic regions
- Operational hedging strategy muted impact of USD appreciation
- Accretive contribution from joint ventures and new terminals further enhanced financial and operational performance in 1H2022

Agenda

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Recent Financial Performance

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Liquidity and Capital Resources

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Questions and Answers

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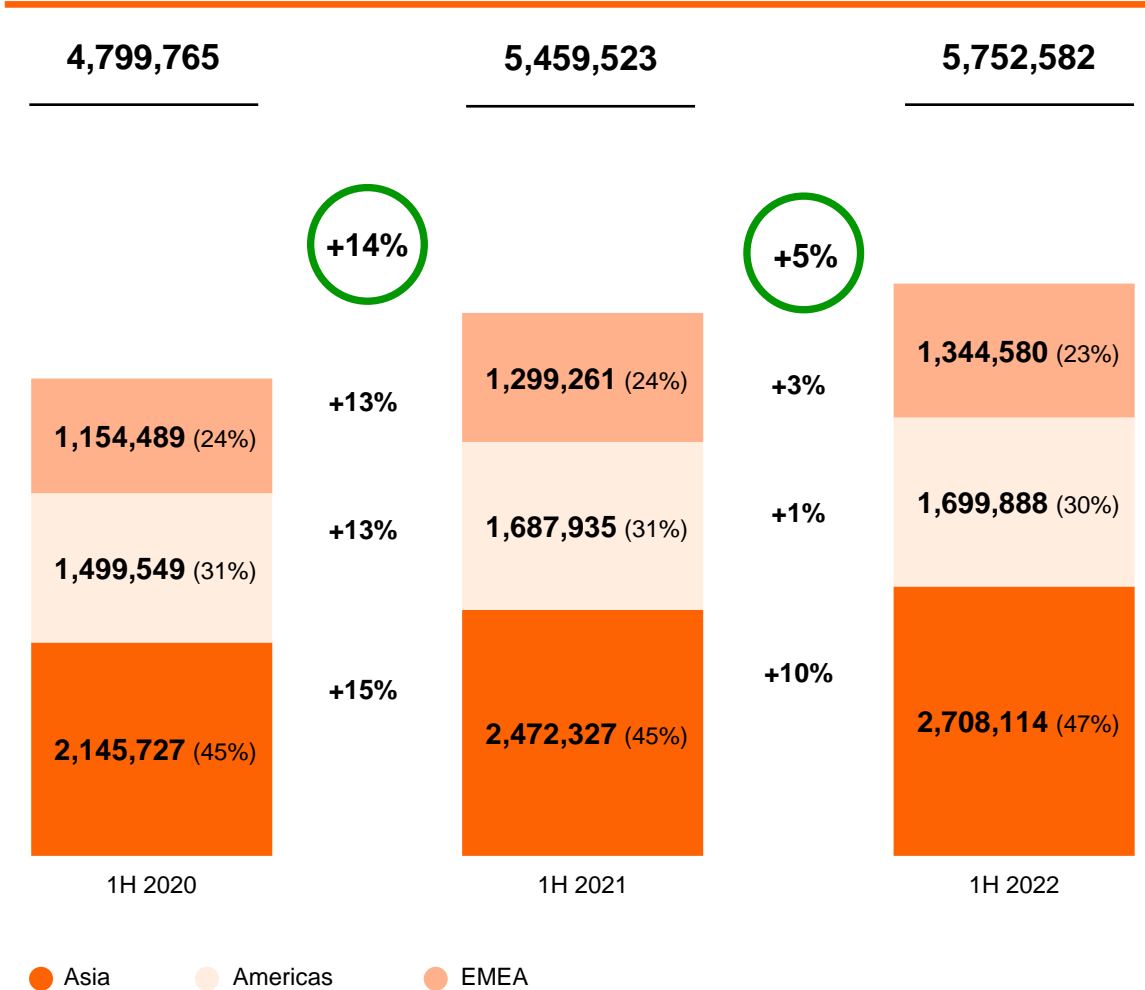
01

Recent Financial Performance

Volume

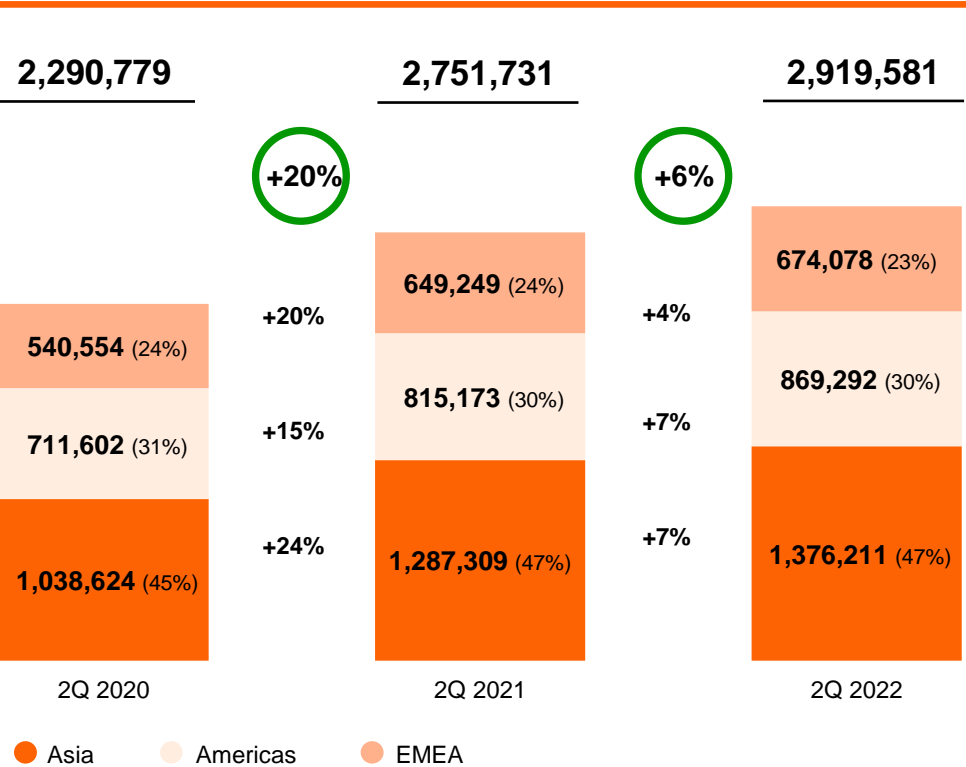
First Half

(in TEUs)



Second Quarter

(in TEUs)



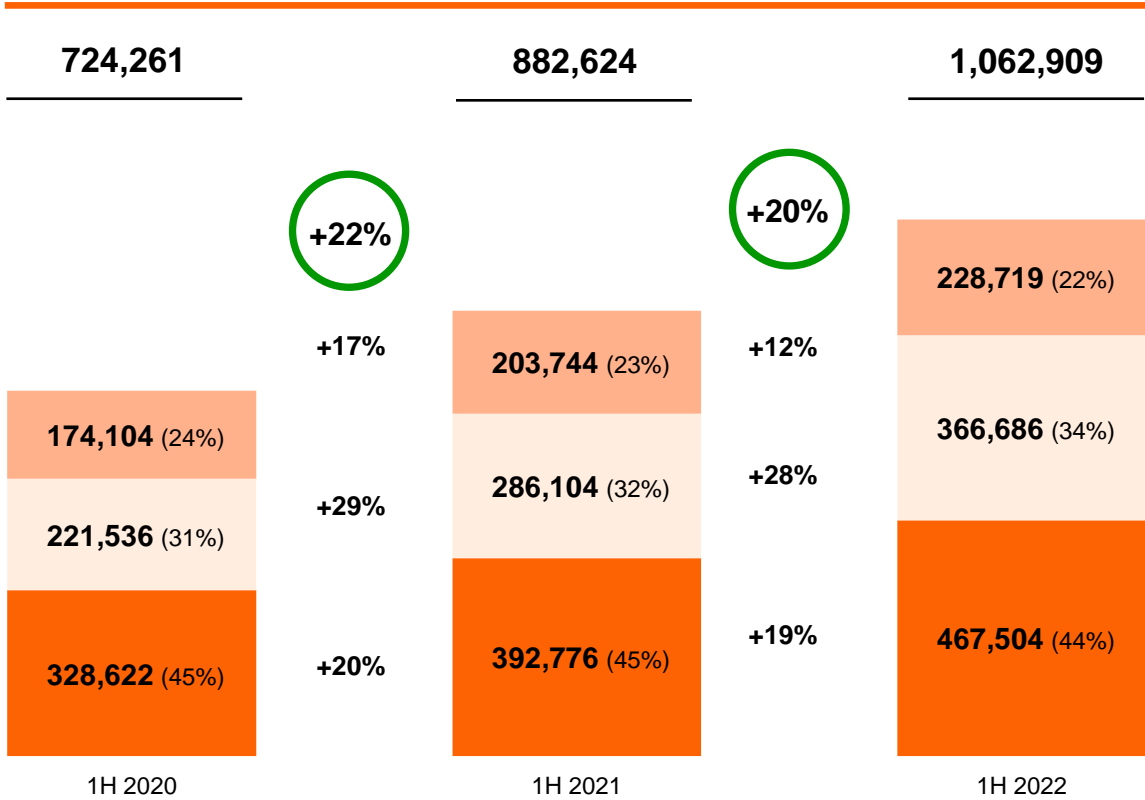
- 1H2021 vs 1H2022 consolidated volume up 5%; Organic volume up 5%
- Volume increased primarily due to volume growth and general improvement in trade activities as economies continue to recover from the impact of the COVID-19 pandemic and lockdown restrictions; and new shipping lines and services at certain terminals.

Note: PICT transferred from ASIA segment to EMEA segment

Revenues

First Half

(in US\$ '000)

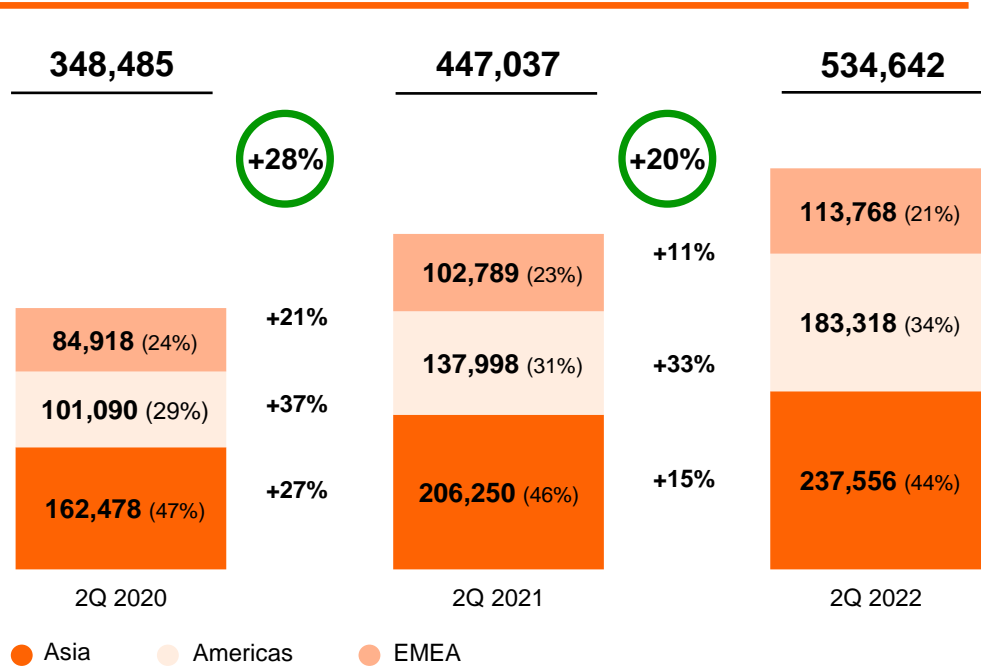


● Asia ● Americas ● EMEA

- Consolidated revenues 20% higher in 1H2022 vs 1H2021; Organic revenues increased 17%
- Consolidated 1H2022 yield to TEU at US\$181

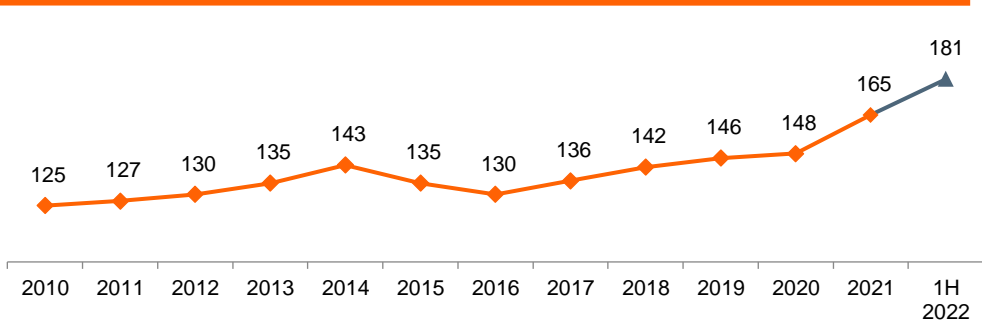
Second Quarter

(in US\$ '000)



● Asia ● Americas ● EMEA

Yield to TEU (in US\$)



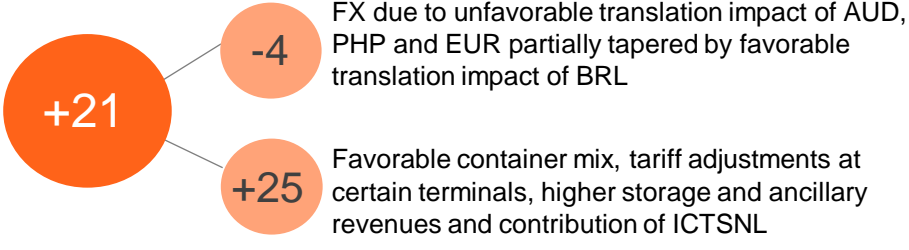
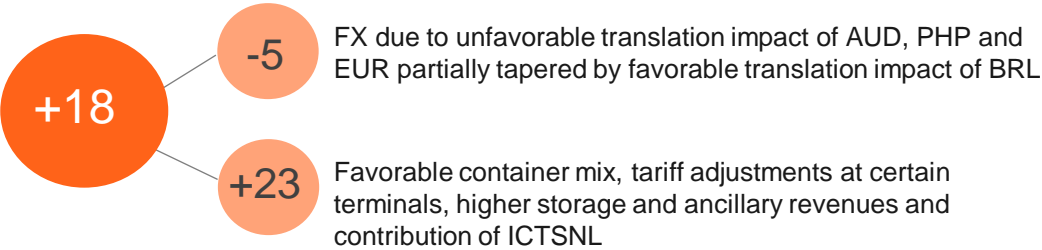
Consolidated P&L Highlights



2Q 2021	2Q 2022	% Change		1H 2021	1H 2022	% Change
			<i>(In US\$ 000, except Volume and EPS)</i>			
2,751,731	2,919,581	+6%	Volume (in TEU)	5,459,523	5,752,582	+5%
447,037	534,642	+20%	Gross Revenues from Port Operations	882,624	1,062,909	+20%
125,730	146,759	+17%	Cash Operating Expenses	248,175	283,865	+14%
267,685	334,290	+25%	EBITDA	532,463	672,141	+26%
207,254	268,694	+30%	EBIT	413,183	543,341	+32%
34,536	45,437	+32%	Financing Charges and Other Expenses	68,561	88,934	+30%
106,592	152,200	+43%	Net Income Attributable to Equity Holders	196,662	294,475	+50%
0.045	0.070	+57%	Diluted EPS	0.081	0.135	+68%

Yield / TEU Analysis

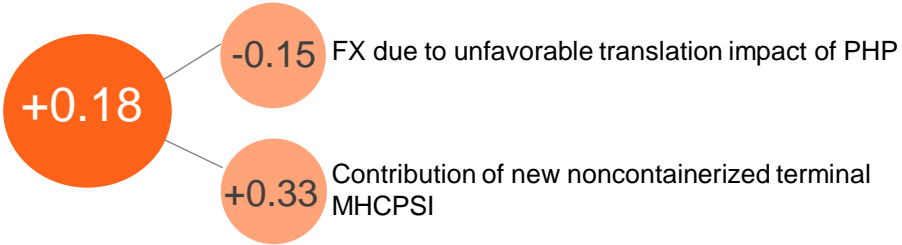
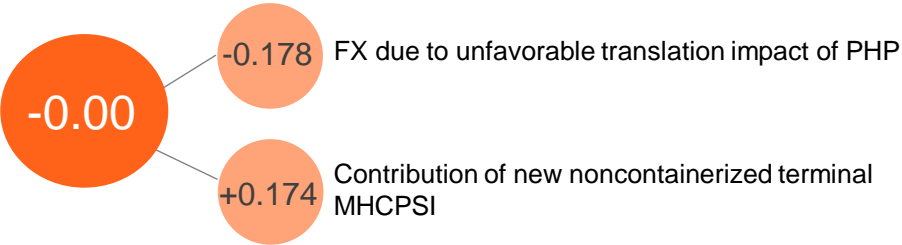
2Q 2021	2Q 2022	% change		1H 2021	1H 2022	% change
2,752	2,920	+6%	Volume (TEUs '000)	5,460	5,753	+5%
442,388	521,777	+18%	Revenues (US\$ '000)	875,678	1,040,457	+19%
161	179	+11%	Revenue / TEU (US\$)	160	181	+13%



Note: Excluding predominantly non-containerized terminals (MHCPST, KMT, BIPI and HIPS)

Yield / Ton Analysis

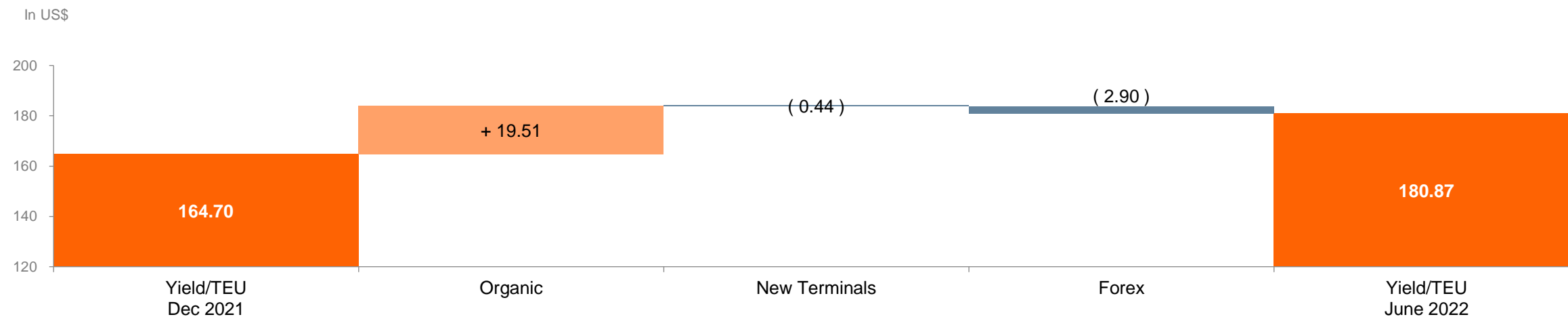
2Q 2021	2Q 2022	% change		1H 2021	1H 2022	% change
734	2,032	+177%	Volume (Tons '000)	1,146	3,596	+214%
4,649	12,865	+177%	Revenues (US\$ '000)	6,945	22,452	+223%
6.334	6.331	-0%	Revenue / Ton (US\$)	6.06	6.24	+3%



Note: Includes predominantly non-containerized terminals (MHCPSI, KMT, BIPI and HIPS)

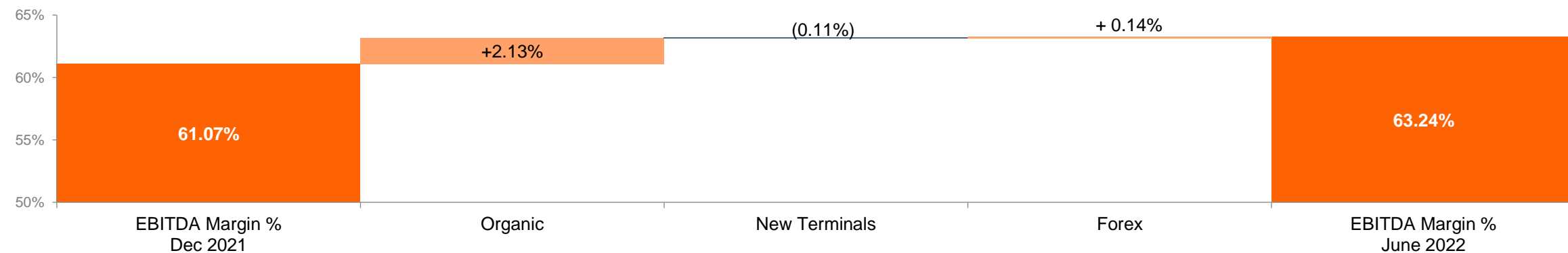
Yield per TEU and EBITDA Margin Evolution

Yield per TEU Evolution*



Note: *Excluding predominantly non-containerized terminals (MHCPSI, KMT, BIPI and HIPS)

Consolidated EBITDA Margin Evolution



Cash Operating Expenses

	1H 2021	1H 2022	% change	(ORGANIC) % change
(In US\$' 000)				
Cash Operating Expenses	248,175	283,865	+14%	+11%
Cash Operating Expenses (excluding Fuel and Power)	218,250	242,951	+11%	+7%

Financing Charges & Other Expenses

(In US\$' 000)

	1H 2021	1H 2022	% Change
Financing Charges & Other Expenses	68,561	88,934	+ 30%
<ul style="list-style-type: none"> Interest Expense on Loans/Bonds Capitalized Borrowing Cost Amortization of Debt Issue Cost Other Expense 	53,196 (318) 4,158 11,525	57,641 (184) 4,081 27,396	+8% -42% -2% +138%
Average Outstanding Debt Balance	1,797,142	2,256,428	+26%
Average Remaining Tenor	4.6 yrs	6.0 yrs	
Average Cost of Debt (post CIT)	4.6% p.a.	3.9% p.a.	

Total Interest-bearing Debt and Perpetual Capital Securities

(In US\$' 000)

	1H 2021	1H 2022	Difference	% Change
Loans/Bonds				
Interest Expense on Loans/Bonds	53,196	57,641	4,445	+8%
Average Outstanding Loans/Bonds	1,797,142	2,256,428	459,286	+26%
Perpetual Securities				
Cumulative Distribution on Perpetual Capital Securities	32,155	18,924	(13,231)	-41%
Average Outstanding Perpetual Capital Securities	1,211,023	737,114	(473,909)	-39%

Total Interest-bearing Debt and Perpetual Capital Securities

Total Interest Expense/Cumulative Distribution	85,351	76,565	(8,786)	-10%
Total Average Outstanding Interest-Bearing Debt and Perp	3,008,165	2,993,542	(14,623)	-0.5%

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Liquidity and Capital Resources

Balance Sheet Summary

(In US\$ million)

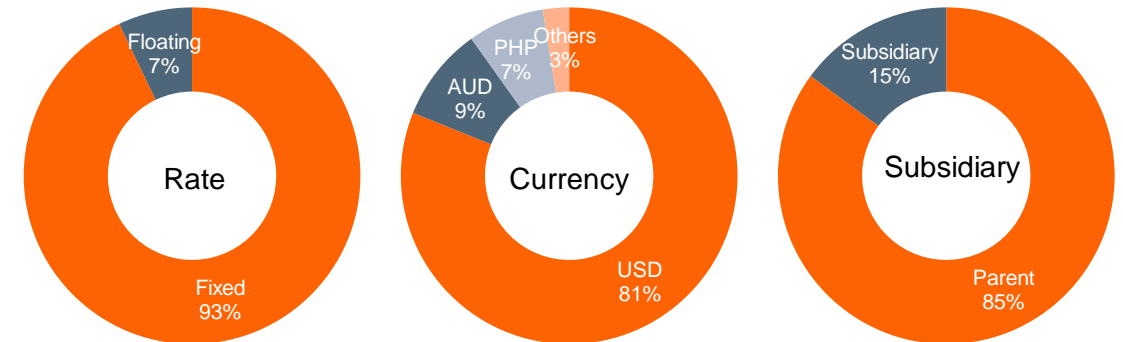
	Dec 31, 2021	Jun 30, 2022
Intangibles and Property and Equipment	3,588	3,708
Rights-of-use assets	664	662
Cash and Cash Equivalents	658	423
Other Current and Non-current Assets	1,356	1,556
Total Assets	6,266	6,348
Total Short-term and Long-term Debt	2,151	2,425
Concession Rights Payable	723	738
Lease Liabilities	1,283	1,297
Other Current and Non-current Liabilities	599	606
Total Liabilities	4,755	5,066
Total Equity	1,512	1,282

Financial Ratios

	Dec 31, 2021	Jun 30, 2022
Gearing: Debt/SHE	1.42	1.89
Current Ratio: Current Assets/Current Liabilities	1.81	0.69
Covenant Leverage Ratio: Debt/EBITDA	1.88	1.84
DSCR: EBITDA/(Interest + Scheduled Principal Payments)	2.99	3.32

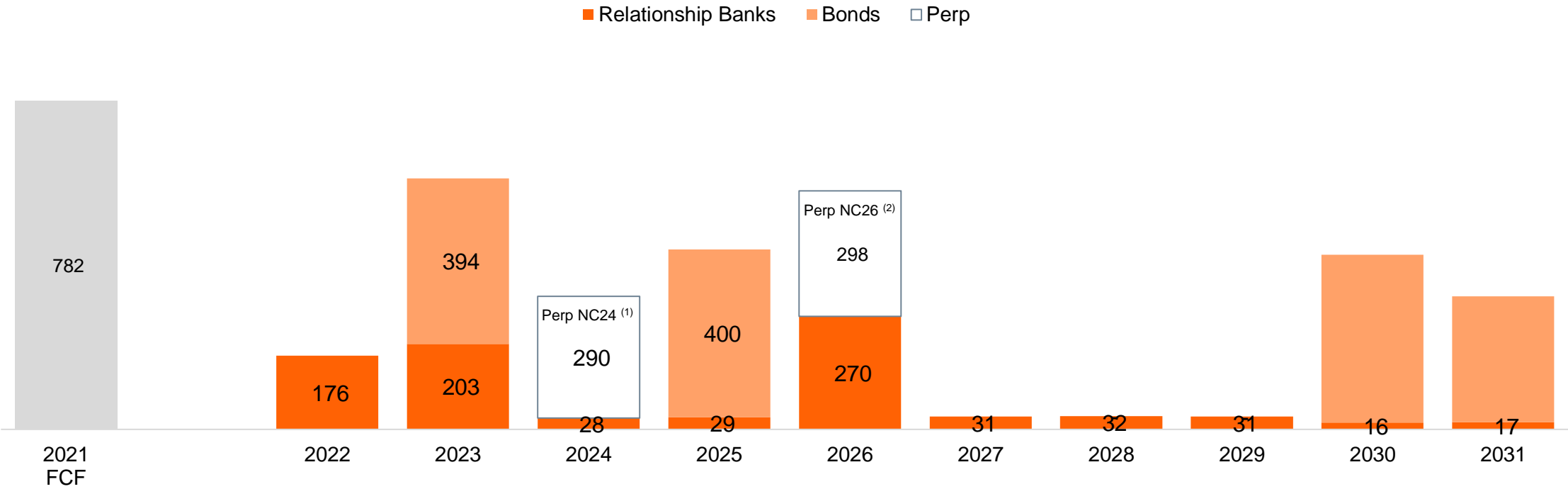
Debt Breakdown

As of June 30, 2022



Principal Redemption Profile

As of June 30, 2022
(In US\$ million)



Notes:

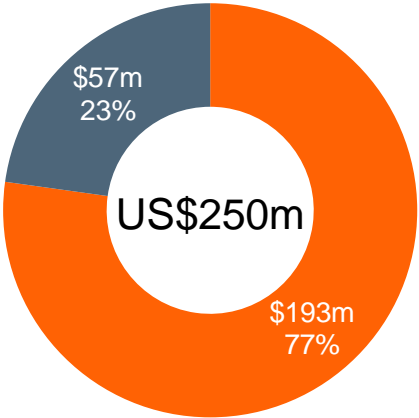
(1) Callable in 2024 with rate reset and 250-bp step-up in 2024

(2) Callable in 2026 with rate reset and 250-bp step-up in 2026

Capital Expenditures

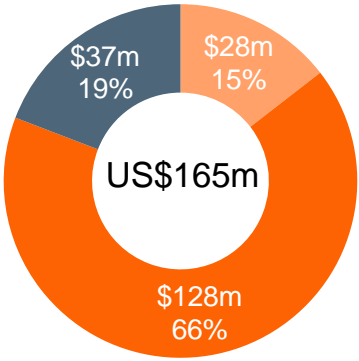
(In US\$ million)

2021B

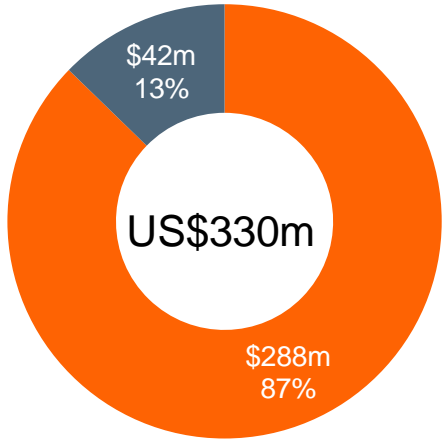


2021A CAPEX mainly for:
EXPANSIONARY: Manila, DR Congo, Australia, Mexico & Ecuador
NEW PROJECTS: Nigeria & MHCPSI

2021A



2022B



2022B CAPEX mainly for:
EXPANSIONARY: Madagascar, DR Congo, Australia, Mexico & Manila

ESG initiatives

Environment



- **ICTSI Foundation's environmental projects on track.** Several environmental protection and conservation projects of the ICTSI Foundation are making significant progress as COVID-19 restrictions in the Philippines loosen:
 - We continue to engage local communities and environmental agencies in the conservation of **Palawan's Victoria-Anepa'an Mountain Range** in partnership with the Katala Foundation. The program so far identified 17 animal species through camera traps. Local environmental wardens have also patrolled more than 1,000 kilometers of land and reported 10 illegal activities in the area. Additional porcupine breeding areas are being constructed at Narra, Palawan, in partnership with the Palawan Council for Sustainable Development (PCSD).
 - In partnership with RiverRecycle, we are working towards pioneering a **sustainable river waste collection system for the Pasig River**. We have identified areas for the installation of initial equipment in the river, and sites for waste sorting and pyrolysis.
 - We entered into a partnership with the Diliman Science Research Foundation for the **Ballast Water Treatment System Prototype Design and Implementation Project**. The project so far has already identified three invasive species of mollusks and flatworms through the baseline port ecology study by the University of the Philippines – Manila.

Governance



- **New Global Policies.** ICTSI has announced three new global policies for its business units: strengthening its **Anti-Bribery Policy**, which includes a provision on the disqualification of a contractor, subcontractor, vendor or supplier from any tender process or termination of contract, agreement or engagement with ICTSI in case of violation; a **Diversity and Equal Opportunities Policy**, which recognizes and promotes equality, diversity and inclusion in the workplace, covering all aspects of employment; and a **Policy on Fraud Reporting**, which establishes a formal mechanism to encourage officers, directors, employees, contractors and subcontractors, suppliers and other business partners to raise serious concerns or malpractice involving ICTSI.
- **MICT digitization efforts.** Setting the stage for future technology and digital service deployments at MICT, ICTSI partnered with PLDT for the roll out of 5G at the terminal. The MICT is currently utilizing the technology to automatically weigh containers using spreader load cells in rubber-tired gantries (RTG). Other 5G-integrated projects in the pipeline include truck driver messaging, remote safety monitoring using intelligent surveillance systems and remote crane monitoring using Internet of Things devices and sensors – all of which are aimed at improving safety and efficiency of port operations while reducing foot traffic inside the terminal.

Economy



- **ICTSI expands global footprint.** ICTSI continues to pursue its global expansion with the acquisition of new terminals. In Brazil, ICTSI, through its subsidiaries entered into agreements with Brazilian firm Tracker Logistica to set up iTracker Logistica Inteligente, which will provide eco-efficient solutions to users of the Port of Rio de Janeiro, Brazil as a full intermodal logistics provider. In Indonesia, ICTSI recently acquired majority ownership in PT East Java Development, which has the concession rights to operate a multipurpose terminal in Lamongan Regency in East Java. The firm has 47 years remaining in its concession.
- **MICT Berth 8.** ICTSI continues to expand the capacity of its flagship Manila International Container Terminal (MICT) with the ongoing development of another berth – Berth 8, and the arrival of new hybrid RTGs last March. Once completed, this will allow MICT to handle increasing volume demand and serve new-generation container ships that can carry up to 18,000 TEUs.
- **Milestone move.** OPC handled its five-millionth milestone TEU during the call of CMA CGM's M/V Alexis, which arrived in January. The 6,900-TEU capacity vessel is the second largest vessel to dock in Puerto Cortés – the only port in the North Atlantic and Central America regions capable of handling ships of this size up to New Panamax ships with maximum capacity of 12,500 TEUs.

ESG initiatives

Employees



- **Learning and development.** As part of preparations for the deployment of the first ever quay cranes at Papua New Guinea by 3Q 2022, ICTSI is currently training employees at South Pacific International Container Terminal (SPICT) to develop their skills in operating larger port equipment with the help of a simulator. A second batch of employees will soon be flown to the Philippines for further training wherein they can operate an actual crane at the Manila International Container Terminal.
- **COVID-19 prevention efforts.** Even as cases continue to rise, ICTSI routinely tests employees reporting at our terminals to help in preventing the further transmission of the virus within our facilities. The Company likewise adjusted employees' medical benefits to cover COVID-19 related expenses.

Customers



- **TecPlata to operate new service with Port of Montevideo.** TecPlata has entered into an agreement with Vessel S.A., one of Uruguay's major feeder operators, for the operation of a new weekly service between the La Plata Port and the Port of Montevideo in Uruguay. The service will allow import and export cargo to reach new markets and expand TecPlata's services further across the Gulf Region, the U.S. East Coast, the Mediterranean and Northern Europe. It will also add to TecPlata's already consolidated services connecting to Brazil and Asia and provide customers with new alternatives as cargo from the Santa Fe-La Plata logistics corridor can be integrated into the new service.
- **PICT handles first Uzbek export.** PICT recently achieved a landmark by facilitating the first export shipment from Uzbekistan which would encourage other countries to leverage Pakistan's trade route, which offers unique geo-strategic benefits especially for other landlocked countries in the region.
- **BICT welcomes new Asia-Europe multimodal service.** BICT recently welcomed ADY Container LLC's newly launched multimodal feeder service. The rail-sea service connects Asia to Europe via the Trans-Caspian International Transport Route.

Society



- **Vaccination program.** More than 665,000 doses of Moderna, including second booster and pediatric doses, have been administered at the Solaire-ICTSI Vaccination Centers (SIVC) since the vaccine brand's rollout in the country in June last year. Located in Solaire Resort & Casino and the nearby Nayong Pilipino Foundation (NPF) property in Parañaque, the SIVCs were the first drive-through vaccination facilities in the country. Both were strategically designed to encourage vaccinee turnout through a safe and efficient process with each process – from registration to vaccination – taking only about 20 minutes with the aid of technology. ICTSI built the Php250 million SIVC-NPF mega vaccination hub, complete with all the vaccine support facilities and logistics, at no cost to the Philippine government. It was subsequently turned over to the Parañaque local government, with ICTSI continuing to assist in the daily operations until July 27 – the facility's final day of operation.
- **ICTSI Foundation assists MICT host community.** The Foundation recently rolled out supplemental feeding programs to aid school-aged children; and bailed out technical vocational students at Don Bosco Youth Center in Tondo, Manila, at the brink of dropping out after their sponsors discontinued financial support due to the pandemic. With the Foundation sponsoring the students' tuition fees, these students were able to continue with their studies and likewise the technical-vocational school was able to continue its operations.

- Strong first half performance across key performance indicators supported by continued positive performances from Joint Ventures and New Terminals
- Benefiting from a resilient business with fundamentals remaining strong
- Continuing to proactively manage inflation, and seek to implement measures to minimize impact on earnings
- Mindful of geopolitical and economic uncertainty but confident in ability to deliver sustainable growth and value

03

Questions and Answers

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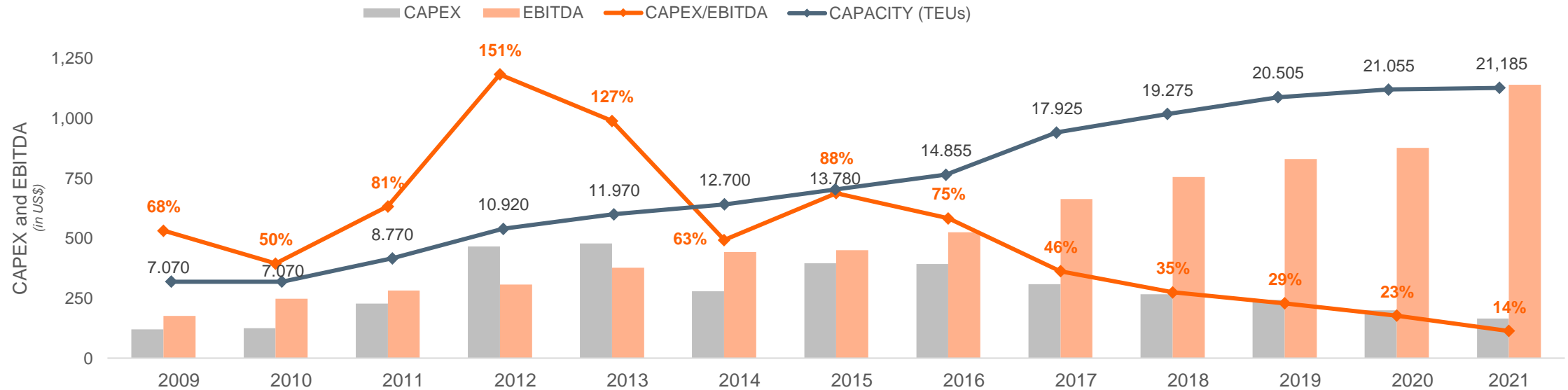
Appendix

Recent Events

2022		ICTSI to acquire majority ownership in a multi-purpose terminal in Lamongan Regency, East Java, Indonesia
	Jul	IRB Logistica Ltda. partners with Tracker Logistica to form iTracker Logistica Inteligente (“iTracker”)
		DIPSSCOR unwind operations at Sasa Wharf, Port of Davao
	Mar	ICTSI declared total dividends of Php6.00 per common share (Php5.56 regular dividend and Php0.44 special dividend) payable on March 28, 2022
2021	Dec	ICTSI extended Madagascar concession by 15 years to 2040
	Nov	ICTSI concluded the Tender Offer relating to Senior Guaranteed Perpetual Securities of Royal Capital B.V.
		ICTSI successfully issued US\$300 Million fixed rate senior unsecured notes with a 10-year maturity
	Oct	ICTSI concluded the acquisition of an additional 15.88% stake in Pakistan International Container Terminal Limited (PICT)
	Aug	ICTSI Board elected Chief Justice DIOSDADO M. PERALTA (ret.) as its third Independent Director
		ICTSI declared total dividends of Php2.63 per common share (Php1.01 regular dividend and Php1.62 special dividend) payable on September 1, 2021
	Jun	ICTSI acquired 100% ownership of Manila Harbour Center Port Services, Inc. (MHCPSI)

Rising EBITDA in a relatively Low CAPEX cycle

ICTSI data (in million)

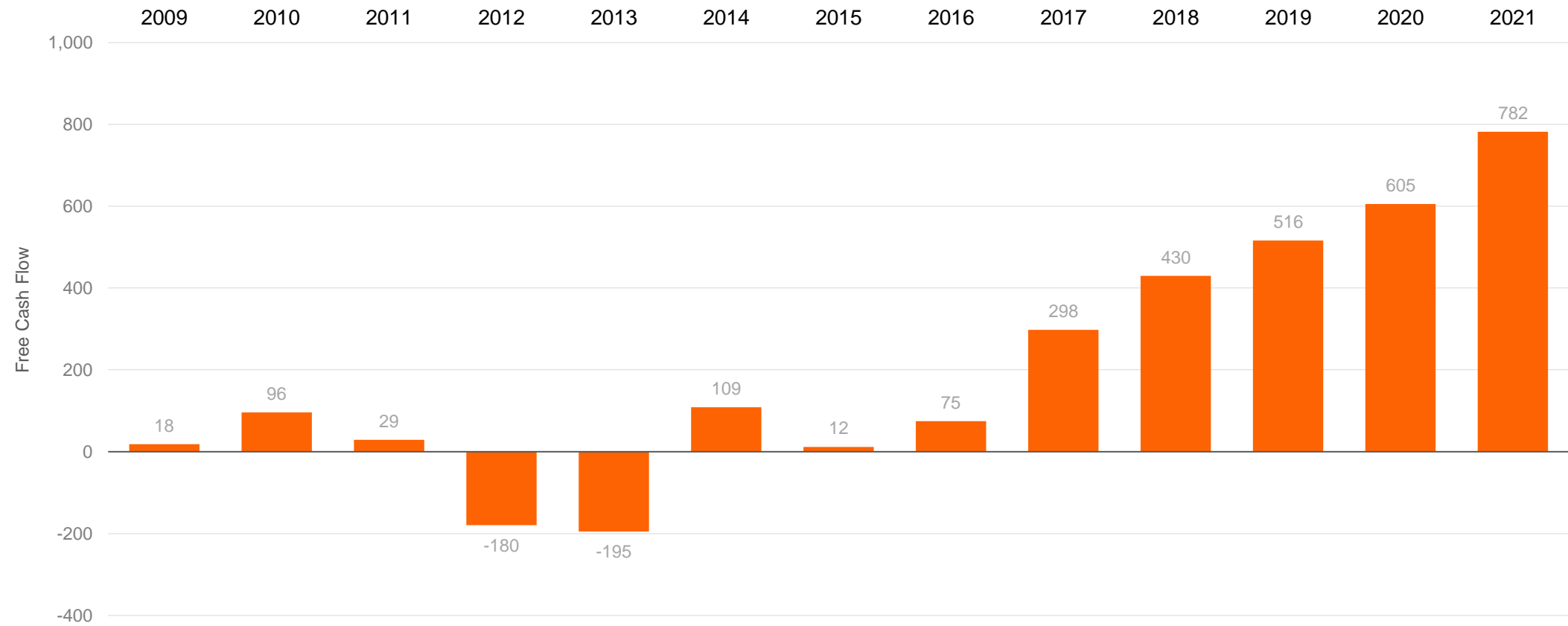


	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
EBITDA	175.7	247.7	281.4	307.6	377.3	443.0	450.0	525.1	663.4	755.4	830.1	876.8	1,139.1
CAPEX Actual	119.4	124.9	227.8	465.6	477.6	279.0	396.0	391.9	307.8	265.7	242.5	198.7	165.0
% capex to EBITDA	68%	50%	81%	151%	127%	63%	88%	75%	46%	35%	29%	23%	14%
Capacity (TEUs)	7.070	7.070	8.770	10.920	11.970	12.700	13.780	14.855	17.925	19.275	20.505	21.055	21.185

- EBITDA rising due to strong organic growth and shorter gestation of newly acquired terminals
- CAPEX relatively low in nominal terms and as percentage of EBITDA
- Free cash flow available to stakeholders increasing

Increasing FCF

ICTSI data (In US\$ million)



Proactive FX Risk Management

ICTSI's revenue and cash expenses are favourably matched, which provides a natural currency hedge that mitigates against volatility attributable to FX movements

Revenue Currency by Subsidiary

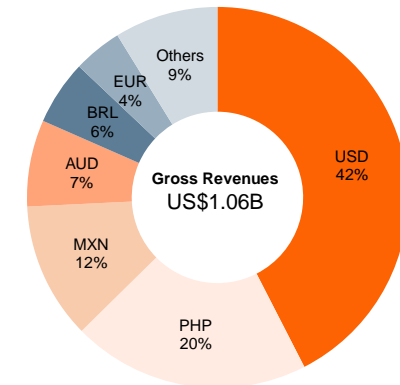
	Subsidiaries	USD	EUR	Local Currency
Asia	MICT	40%		60% PHP
	PTMTS			100% IDR
	YICT			100% RMB
	OJA	78%		22% IDR
	SBITC/ISI	46%		54% PHP
	SCIPSI			100% PHP
	DIPSSCOR			100% PHP
	HIPS			100% PHP
	MICTSI			100% PHP
	BIPI			100% PHP
	CGT			100% PHP
	LGICT	18%		82% PHP
	VICT			100% AUD
	SPICTL/MITL			100% PGK
	MHCPSI			100% PHP
EMEA	BCT	47%	23%	29% PLN
	MICTSL		99%	1% MGA
	PICT	84%		16% PKR
	BICT	100%		
	AGCT		88%	12% HRK
	ICTSI Iraq	82%		18% IQD
	IDRC	96%		4% CDF
	KMT			100% XAF
Americas	ICTSI NL	30%		70% NGN
	TSSA			100% BRL
	CGSA	100%		
	OPC	100%		
	CMSA	23%		77% MXN
	TECPLATA	100%		
	ICTSI RIO	51%		49% BRL
	IRB Logistica			100% BRL

Cash Expense Currency by Subsidiary

	Subsidiaries	USD	EUR	Local Currency
Asia	MICT	6%		94% PHP
	PTMTS			100% IDR
	YICT			100% RMB
	OJA	18%		82% IDR
	SBITC/ISI	26%		74% PHP
	SCIPSI			100% PHP
	DIPSSCOR			100% PHP
	HIPS			100% PHP
	MICTSI			100% PHP
	BIPI			100% PHP
	CGT			100% PHP
	LGICT	1%		99% PHP
	VICT			100% AUD
	SPICTL/MITL			100% PGK
	MHCPSI			100% PHP
EMEA	BCT	6%	1%	93% PLN
	MICTSL	3%	42%	55% MGA
	PICT	20%		80% PKR
	BICT	21%		78% GEL
	AGCT	2%	1%	97% HRK
	ICTSI Iraq	24%		76% IQD
	IDRC	100%		
	KMT			100% XAF
Americas	ICTSI NL	13%	1%	86% NGN
	TSSA	1%		99% BRL
	CGSA	100%		
	OPC	53%		47% HNL
	CMSA	1%		99% MXN
	TECPLATA	2%		98% ARS
	ICTSI RIO	1%		99% BRL
	IRB Logistica			100% BRL

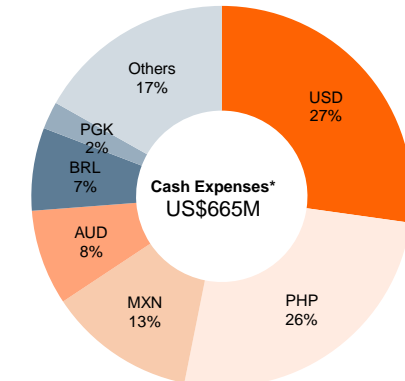
Revenues from Port Operations

(1H 2022 Revenue Breakdown by Currency)



Expenses favourably Matching Revenues

(1H 2022 Cash Expense Breakdown by Currency)



Note

*Total Cash Expense includes Cash Opex, Port Fees, Realized FX losses, Interest Cost, Perp Distribution, IFRIC Interest, Other "cash" expenses and Income tax paid

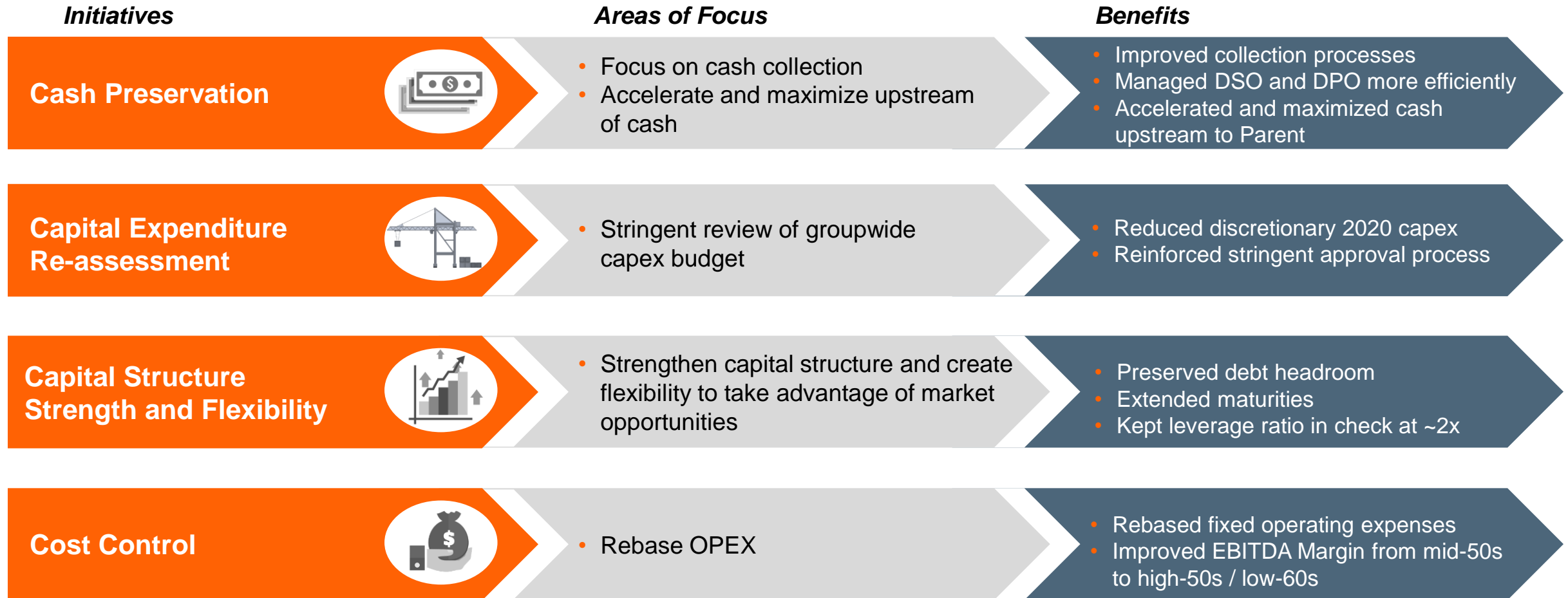
ICTSI Sustainability Reports

OUR SUSTAINABILITY REPORTING JOURNEY

					
Edition Covered	2017	2018	2019	2020	2021
Published	2018	2019	2020	2021	2022
Coverage:	• Selected metrics: Group-wide	• Selected metrics: Group-wide	• Selected metrics: Group-wide	• Selected metrics: Group-wide	• Selected metrics: Group-wide
Operation	• For performance in Environment, Governance, Employees, Customers, Society: MICT as the first venture for ICTSI, and the flagship operation in the entire ICTSI Group	• For performance in Environment, Governance, Economy, Employees, Customers, Society: eight key terminals (MICT, TSSA, CGSA, MICTSL, PICT, BGT, CMSA, OPC)	• For performance in Environment, Governance, Economy, Employees, Customers, Society: eight key terminals (MICT, TSSA, CGSA, MICTSL, PICT, BGT, CMSA, OPC)	• For performance in Environment, Governance, Economy, Employees, Customers, Society: 24 terminals (MICT, MNHPI, SBITC, BIPI, CGT, LGICT, SCIPSI, DIPSSCOR, MCT, HIPSI, SPICTL, MITL, PICT, VICT, MICTSL, MGT, BGT, BICT, BCT, AGCT, OPC, CGSA, CMSA, TSSA)	• For performance in Environment, Governance, Economy, Employees, Customers, Society: 30 terminals (MICT, MNHPI, SBITC, BIPI, CGT, LGICT, SCIPSI, DIPSSCOR, MCT, HIPSI, SPICTL, MITL, PICT, VICT, YICT, OJA, MTS, MICTSL, MGT, BGT, BICT, BCT, AGCT, OPC, CGSA, CMSA, TSSA, TECPLATA, SPIA, IRB)
Coverage:	• Environment, Governance, Economy, Employees, Customers and Society	• Environment, Governance, Economy, Employees, Customers and Society	• Environment, Governance, Economy, Employees, Customers and Society	• Environment, Governance, Economy, Employees, Customers and Society	• Environment, Governance, Economy, Employees, Customers and Society
Main Performance Areas					

COVID 19 Strategic Response: 4Cs

Ensuring strength and resiliency: our response to COVID-19





Thank you!