



International
Container Terminal
Services, Inc.

3Q 2022 Investors' Briefing

November 7, 2022

Quarterly Results



Business fundamentals remain constructive despite near term cyclical issues

<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>	<u>3Q 2022</u>	<u>3Q 2022</u> (ex MNHPI)
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	3,104	2,986
Gross Revenues	1,386	1,481	376	348	379	402	436	447	482	500	528	535	577	568
Yield per TEU* (in US\$)	141	144	149	152	144	144	160	161	168	169	183	179	181	183
Port Fees	178	187	45	40	44	46	48	54	50	50	53	54	57	57
Operating Expenses	452	464	119	104	109	122	122	126	135	140	137	147	154	151
Opex per TEU	46.4	45.6	47.4	45.3	41.4	44.1	45.2	45.7	48.1	48.4	48.4	50.3	49.7	50.6
EBITDA	755	830	212	204	227	234	265	268	297	310	338	334	366	360
EBITDA Margin	55%	56%	56%	59%	60%	58%	61%	60%	62%	62%	64%	63%	63%	63%
Net Income (NI) att. to Equity Holders	207	100	60	54	69	(81)	90	107	120	112	142	152	171	171
Recurring NI att. to Equity Holders	211	259	60	54	69	99	90	107	120	126	142	152	171	171

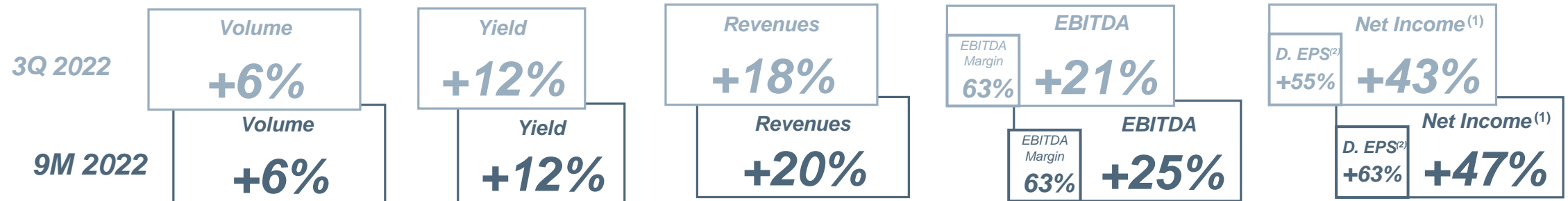
Note: *Yield per TEU excluding predominantly non-containerized terminals (MHCPPI, KMT, BIPI and HIPS)

3Q2022 & 9M2022 - Financial and Operational Highlights

Consolidated Results (with MNHPI)



ADJUSTED Organic Results (ex-MNHPI)



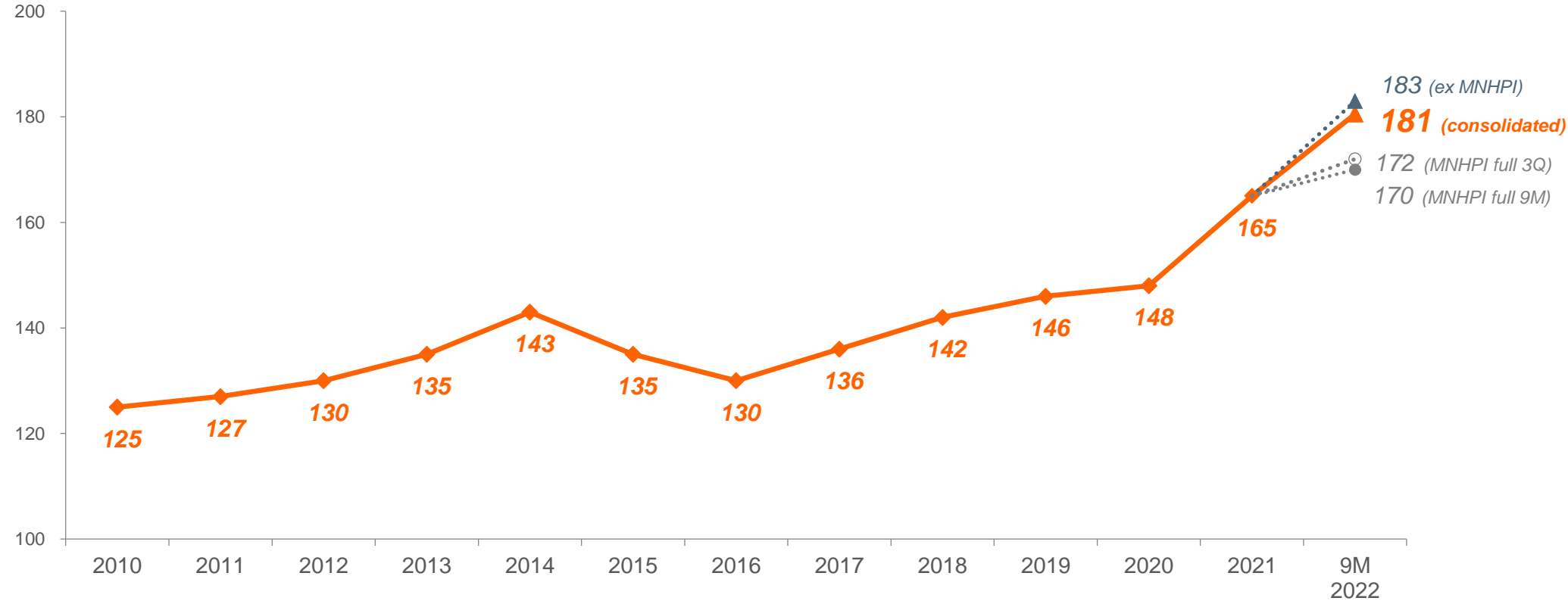
- Strong results supported by a globally diversified O&D portfolio
- Positive first half momentum continued into the third quarter
- Seven consecutive quarters of double-digit consolidated revenue growth helped offset cost inflation
- Continued focus on cost and operational discipline

Note: ⁽¹⁾ Net Income attributable to Equity Holders

⁽²⁾ Diluted Earnings per Share

Yield / TEU

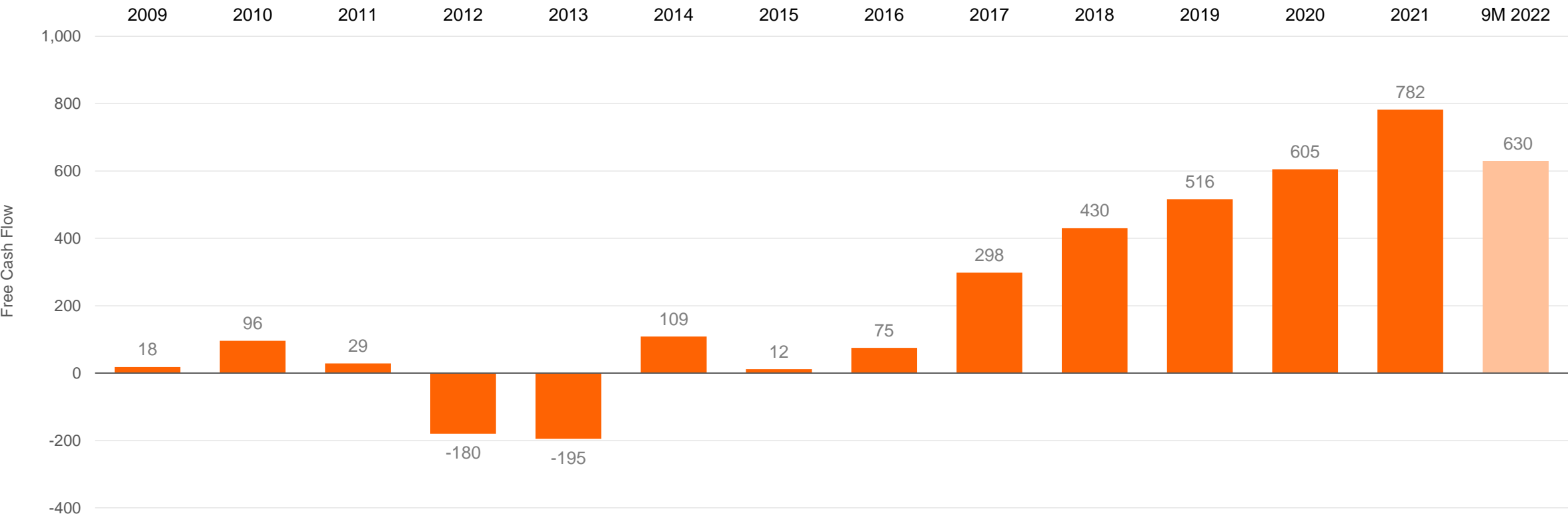
(in US\$)



- Consolidated 9M2022 container yield/TEU at US\$181; ex-MNHPI, 9M2022 container yield/TEU would have been at US\$183
- Consolidated revenues 20% higher in 9M2022 vs 9M2021; organic revenues increased 18%

Increasing FCF

ICTSI data (In US\$ million)



Agenda

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Recent Financial Performance

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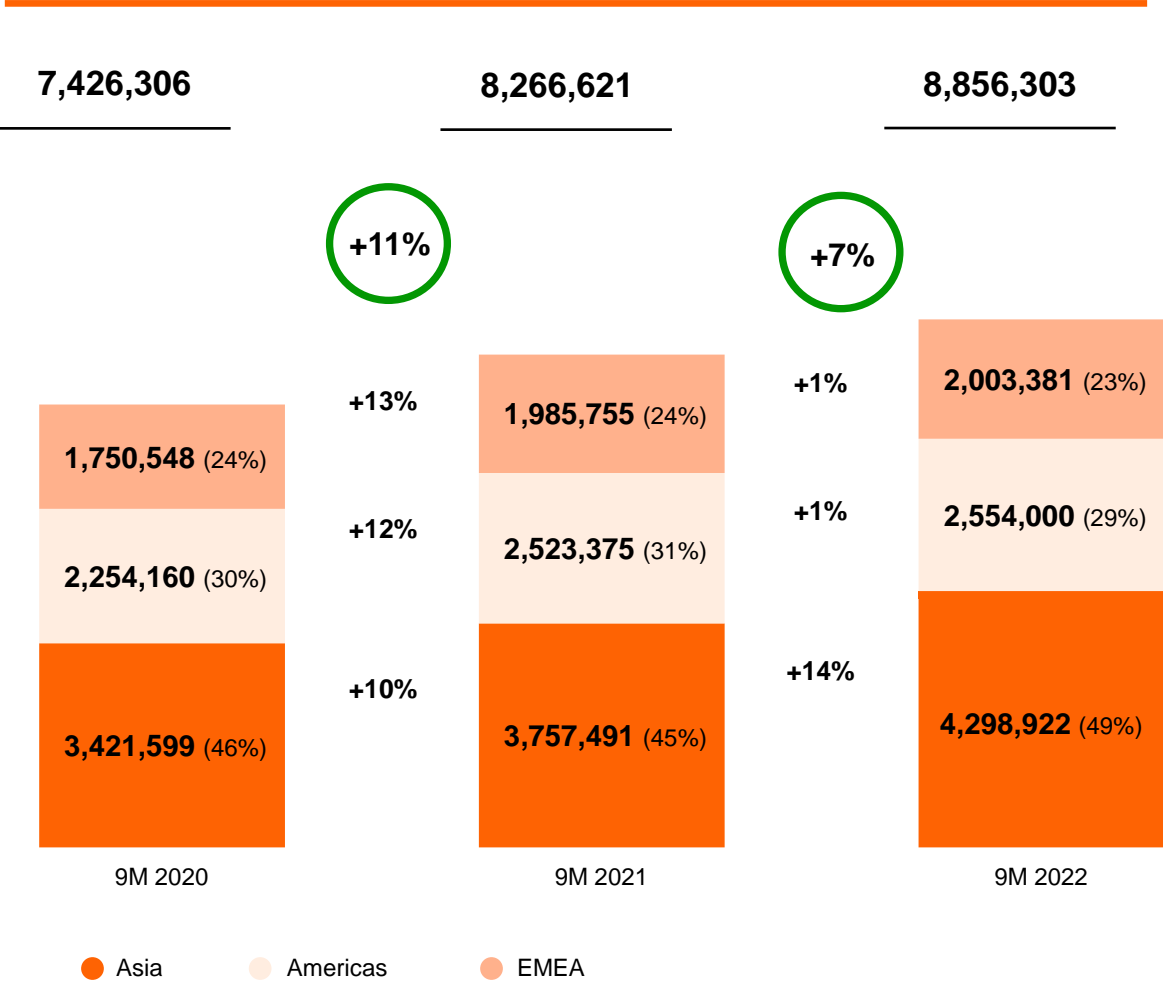
01

Recent Financial Performance

Volume

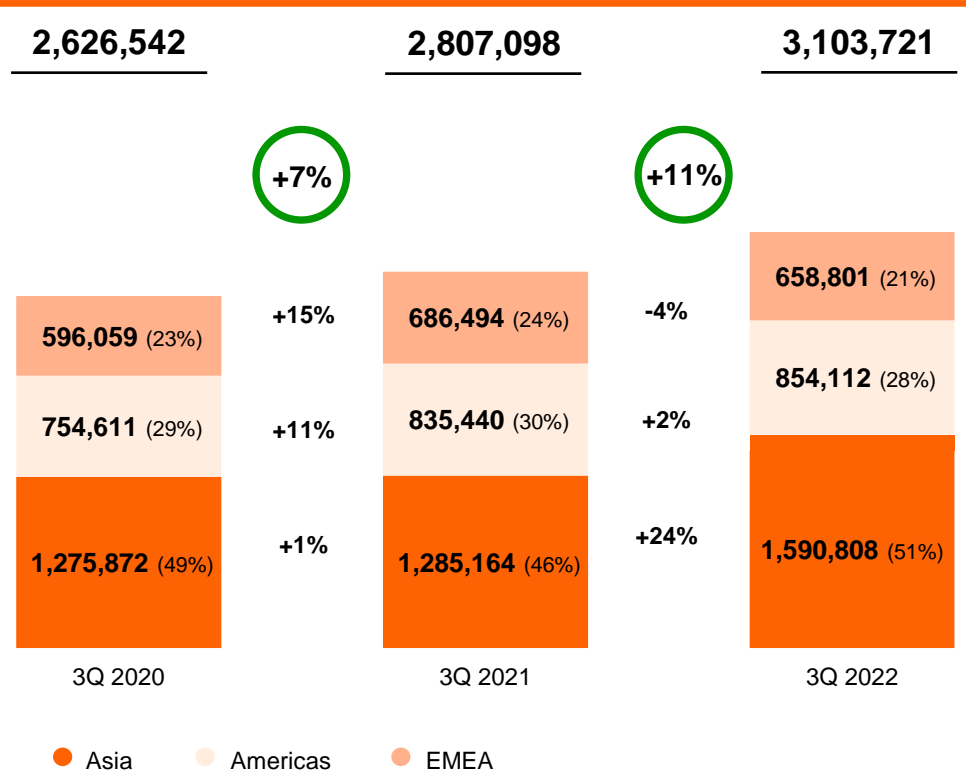
Nine Months

(in TEUs)



Third Quarter

(in TEUs)



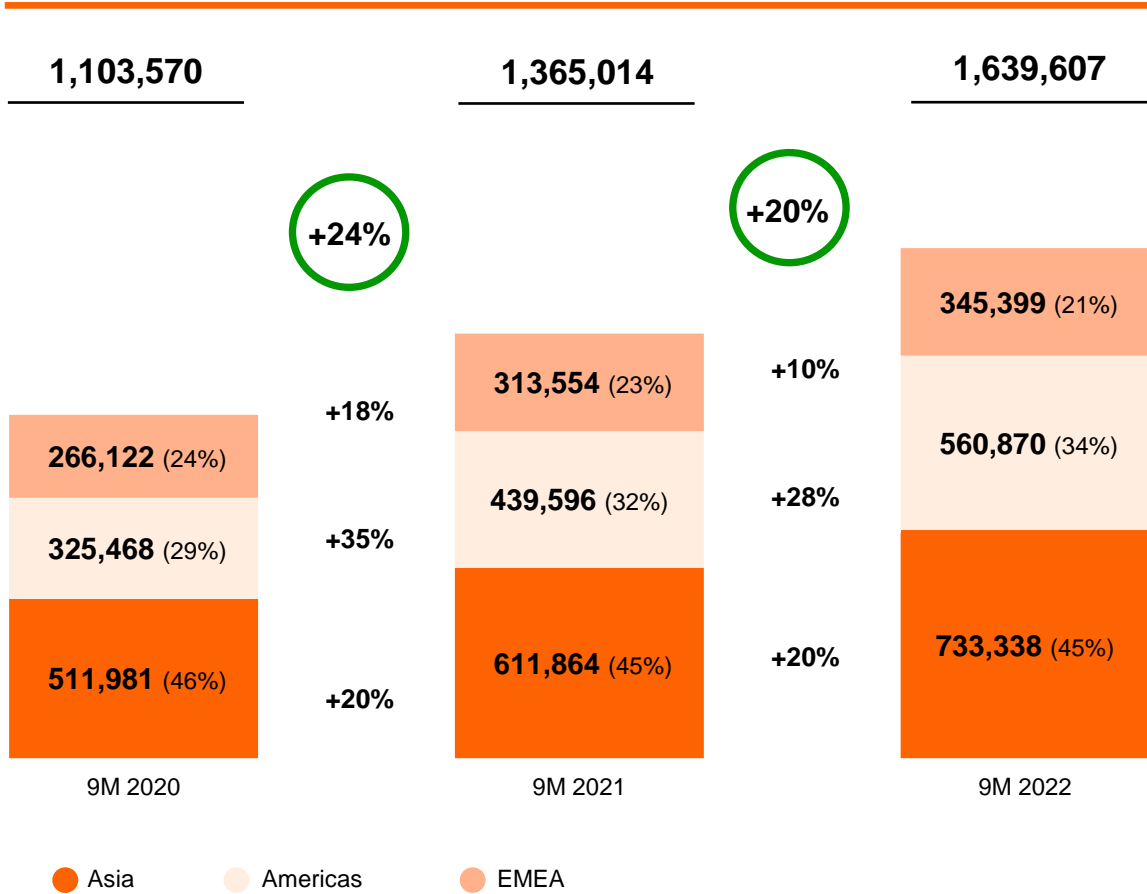
- 9M2021 vs 9M2022 consolidated volume up 7%; Organic volume up 6%
- Volume increased primarily due to volume growth and improvement in trade activities as economies continue to recover from the impact of the COVID-19 pandemic and lockdown restrictions; new shipping lines and services at certain terminals; the contribution of MNHPI and ICTSNL

Note: PICT transferred from ASIA segment to EMEA segment

Revenues

Nine Months

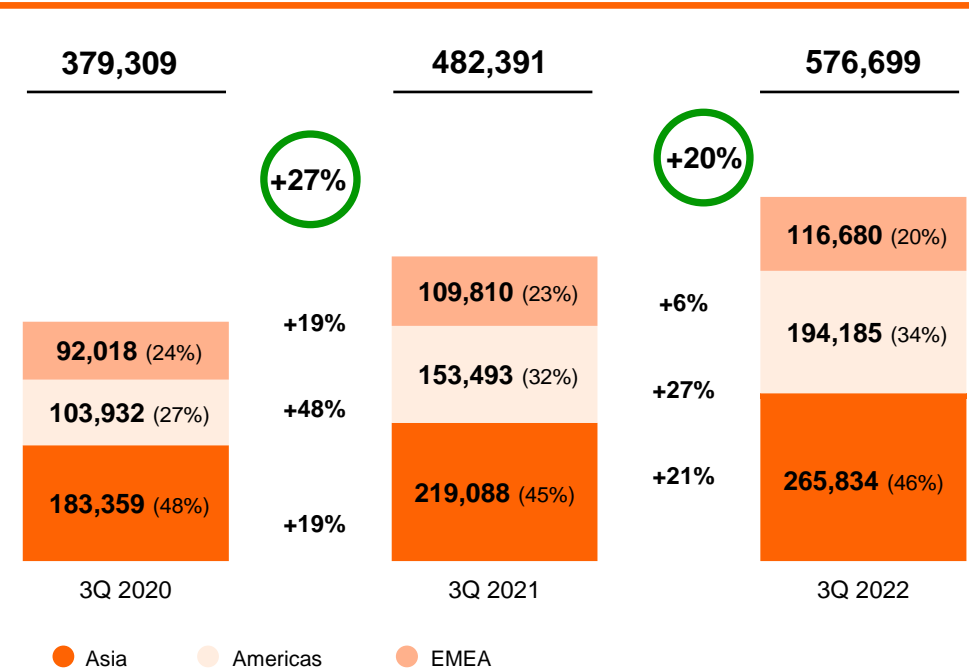
(in US\$ '000)



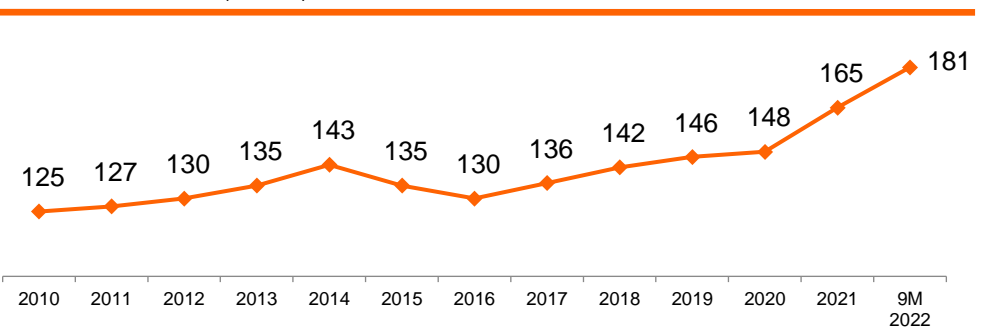
- Consolidated revenues 20% higher in 9M2022 vs 9M2021; Organic revenues increased 18%
- Consolidated 9M2022 yield to TEU at US\$181

Third Quarter

(in US\$ '000)



Yield to TEU (in US\$)

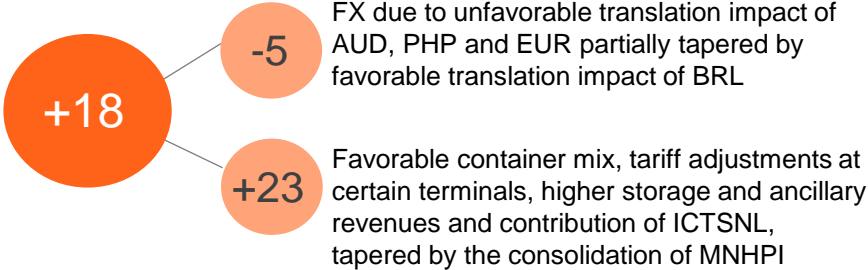
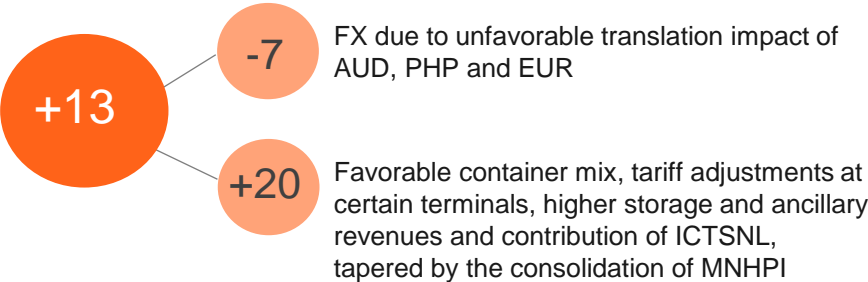


Consolidated P&L Highlights

3Q 2021	3Q 2022	% Change		9M 2021	9M 2022	% Change
			<i>(In US\$ 000, except Volume and EPS)</i>			
2,807,098	3,103,721	+11%	Volume (in TEU)	8,266,621	8,856,303	+7%
482,391	576,699	+20%	Gross Revenues from Port Operations	1,365,014	1,639,607	+20%
135,063	154,270	+14%	Cash Operating Expenses	383,239	438,134	+14%
296,939	365,850	+23%	EBITDA	829,401	1,037,991	+25%
233,828	299,616	+28%	EBIT	647,009	842,957	+30%
36,972	41,899	+13%	Financing Charges and Other Expenses	105,532	130,830	+24%
119,705	170,657	+43%	Net Income Attributable to Equity Holders	316,367	465,132	+47%
0.052	0.080	+55%	Diluted EPS	0.132	0.215	+63%

Yield / TEU Analysis

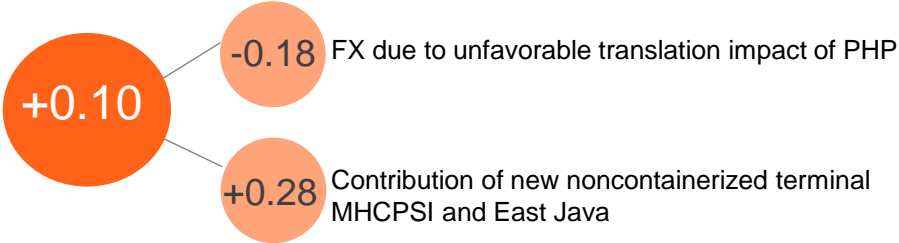
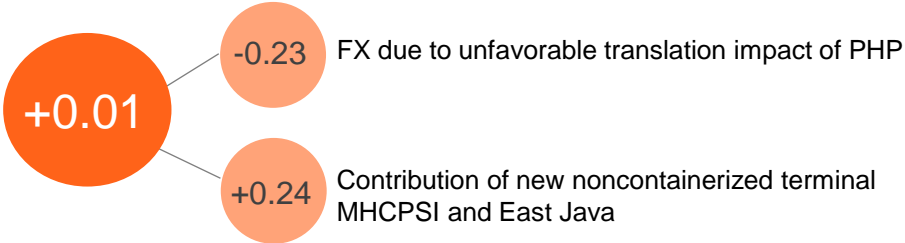
3Q 2021	3Q 2022	% change		9M 2021	9M 2022	% change
2,807	3,104	+11%	Volume (TEUs '000)	8,267	8,856	+7%
472,153	562,686	+19%	Revenues (US\$ '000)	1,347,831	1,603,143	+19%
168	181	+8%	Revenue / TEU (US\$)	163	181	+11%



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

Yield / Ton Analysis

3Q 2021	3Q 2022	% change		9M 2021	9M 2022	% change
1,671	2,282	+177%	Volume (Tons '000)	2,817	5,878	+109%
10,238	14,012	+177%	Revenues (US\$ '000)	17,183	36,464	+112%
6.13	6.14	+0.2%	Revenue / Ton (US\$)	6.10	6.20	+2%



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

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

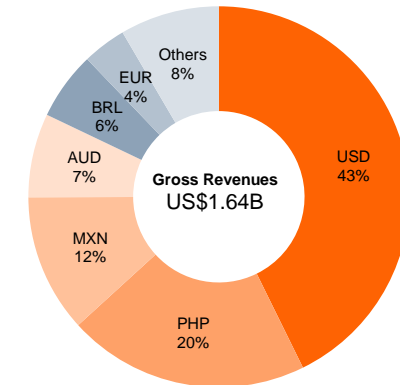
	Subsidiaries	USD	EUR	Local Currency
Asia	MICT	42%		58% PHP
	PTMTS			100% IDR
	YICT			100% RMB
	OJA	76%		24% IDR
	SBITC/ISI	45%		55% PHP
	SCIPSI			100% PHP
	DIPSSCOR			100% PHP
	HIPS			100% PHP
	MICTSI			100% PHP
	BIPI			100% PHP
	CGT			100% PHP
	LGICT	20%		80% PHP
	VICT			100% AUD
	SPICTL/MITL			100% PGK
	MHCPSI			100% PHP
	MNHPI			100% PHP
EMEA	BCT	58%	14%	28% PLN
	MICTSL		100%	
	PICT	83%		17% PKR
	BICT	100%		
	AGCT		87%	13% HRK
	ICTSI Iraq	84%		16% IQD
	IDRC	97%		3% CDF
	KMT			100% XAF
	ICTSI NL	34%		66% NGN
Americas	TSSA			100% BRL
	CGSA	100%		
	OPC	100%		
	CMSA	22%		78% MXN
	TECPLATA	100%		
	ICTSI RIO	53%		47% 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	16%		84% IDR
	SBITC/ISI	23%		77% PHP
	SCIPSI			100% PHP
	DIPSSCOR			100% PHP
	HIPS			100% PHP
	MICTSI			100% PHP
	BIPI			100% PHP
	CGT			100% PHP
	LGICT	3%		97% PHP
	VICT			100% AUD
	SPICTL/MITL			100% PGK
	MHCPSI			100% PHP
	MNHPI			100% PHP
EMEA	BCT	6%		94% PLN
	MICTSL	3%	40%	58% MGA
	PICT	20%		80% PKR
	BICT	21%		79% GEL
	AGCT	2%	1%	96% HRK
	ICTSI Iraq	27%		73% IQD
	IDRC	98%		2% CDF
	KMT			100% XAF
	ICTSI NL	13%	1%	86% NGN
Americas	TSSA			100% BRL
	CGSA	100%		
	OPC	52%		48% HNL
	CMSA	2%		98% MXN
	TECPLATA	2%		98% ARS
	ICTSI RIO	1%		99% BRL
	IRB Logistica			100% BRL

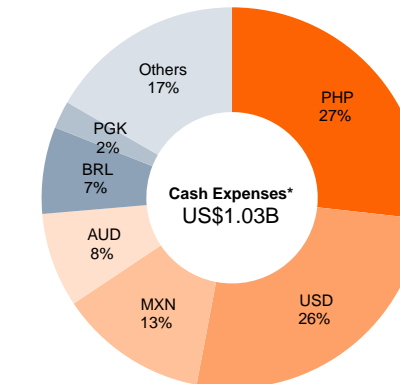
Revenues from Port Operations

(9M 2022 Revenue Breakdown by Currency)



Expenses favourably Matching Revenues

(9M 2022 Cash Expense Breakdown by Currency)

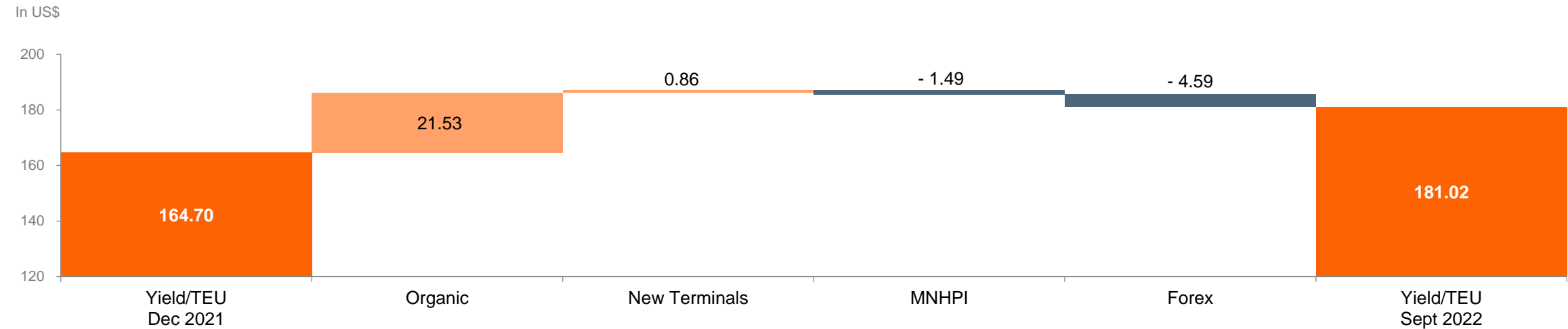


Note

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

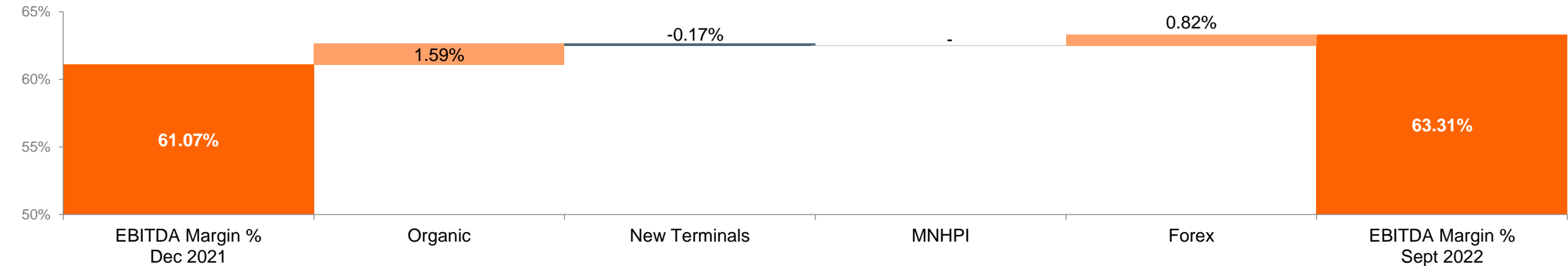
Yield per TEU and EBITDA Margin Evolution

Yield per TEU Evolution*



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

Consolidated EBITDA Margin Evolution



Cash Operating Expenses

	9M 2021	9M 2022	% change	(ORGANIC) % change
(In US\$' 000 except per TEU)				
Cash Operating Expenses	383,239	438,134	+14%	+11%
Cash Operating Expenses (excluding Fuel and Power)	336,397	373,561	+11%	+8%

Financing Charges & Other Expenses

(In US\$' 000)

	9M 2021	9M 2022	% Change
Financing Charges & Other Expenses	105,532	130,830	+ 24%
<ul style="list-style-type: none"> Interest Expense on Loans/Bonds Capitalized Borrowing Cost Amortization of Debt Issue Cost Other Expense 	79,740 (455) 6,059 20,188	88,746 (305) 6,000 36,389	+11% +33% -1% +80%
Average Outstanding Debt Balance	1,822,097	2,300,969	+26%
Average Remaining Tenor	4.4 yrs	5.8 yrs	
Average Cost of Debt (post CIT)	4.5% p.a.	4.0% p.a.	

Total Interest-bearing Debt and Perpetual Capital Securities

(In US\$' 000)

	9M 2021	9M 2022	Difference	% Change
Loans/Bonds				
Interest Expense on Loans/Bonds	79,285	88,441	9,155	+12%
Average Outstanding Loans/Bonds	1,822,097	2,300,969	478,872	+26%
Perpetual Securities				
Cumulative Distribution on Perpetual Capital Securities	46,325	26,181	(20,144)	-43%
Average Outstanding Perpetual Capital Securities	1,164,510	686,788	(477,722)	-41%

Total Interest-bearing Debt and Perpetual Capital Securities

Total Interest Expense/Cumulative Distribution	125,610	114,622	(10,989)	-9%
Total Average Outstanding Interest-Bearing Debt and Perp	2,986,607	2,987,758	1,150	+0.04%

02

Liquidity and Capital Resources

Balance Sheet Summary

(In US\$ million)

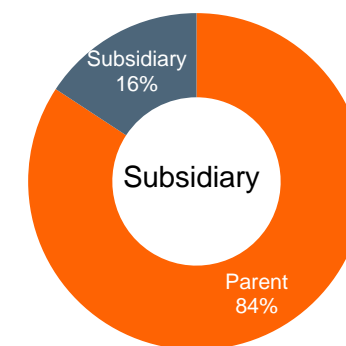
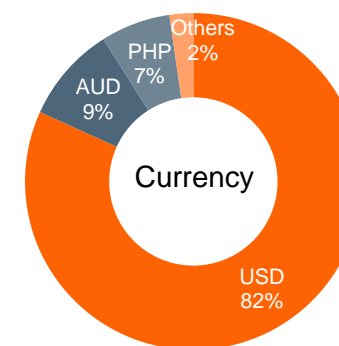
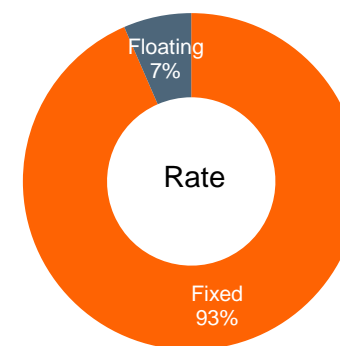
	Dec 31, 2021	Sept 30, 2022
Intangibles and Property and Equipment	3,588	3,919
Rights-of-use assets	664	697
Cash and Cash Equivalents	658	590
Other Current and Non-current Assets	1,356	1,476
Total Assets	6,266	6,683
Total Short-term and Long-term Debt	2,151	2,422
Concession Rights Payable	723	748
Lease Liabilities	1,283	1,290
Other Current and Non-current Liabilities	599	709
Total Liabilities	4,755	5,170
Total Equity	1,512	1,512

Financial Ratios

	Dec 31, 2021	Sept 30, 2022
Gearing: Debt/SHE	1.42	1.60
Current Ratio: Current Assets/Current Liabilities	1.81	0.84
Covenant Leverage Ratio: Debt/EBITDA	1.88	1.73
DSCR: EBITDA/(Interest + Scheduled Principal Payments)	2.99	2.63

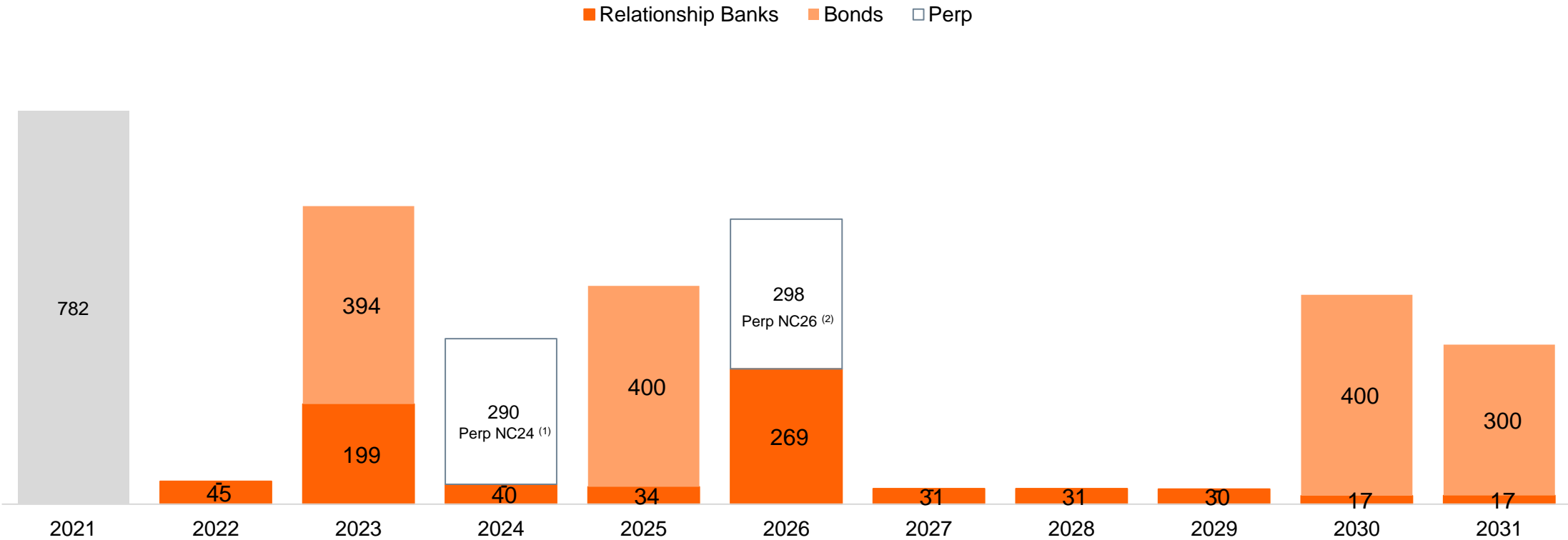
Debt Breakdown

As of September 30, 2022



Principal Redemption Profile

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

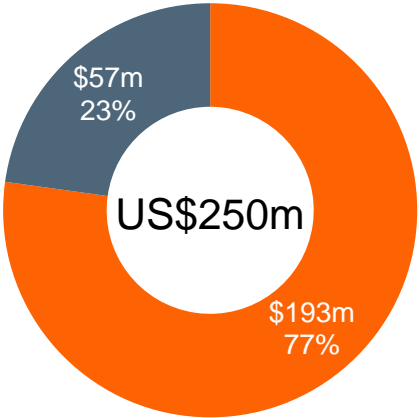


Notes:
(1) Callable in 2024 with rate reset and 250-bp step-up in 2024 (2) Callable in 2026 with rate reset and 250-bp step-up in 2026

Capital Expenditures

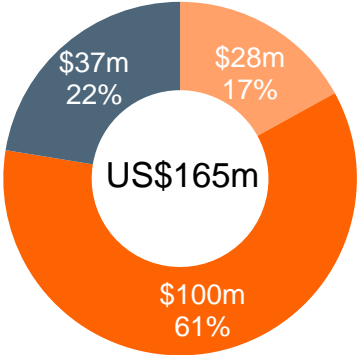
(In US\$ million)

2021B

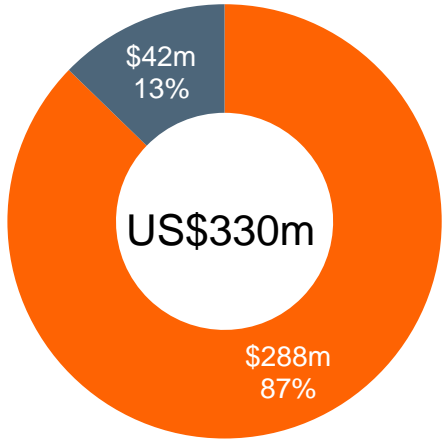


2021A CAPEX mainly for:
EXPANSIONARY: Manila, DR Congo, Australia, Mexico & Ecuador
NEW PROJECTS: Nigeria & MHCPSI

2021A



2022B



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

● Expansionary ● Maintenance ● New Projects

ESG initiatives

Environment



- **ICTSI flagship secures 'green port' seal.** The Asia-Pacific Economic Cooperation (APEC) Port Services Network (APSN) recently recognized the Manila International Container Terminal (MICT), the Philippines' leading international trading gateway and ICTSI's flagship operations with the 2022 Green Port Award (GPAS). MICT has outlined its green strategy of integrating climate change management into its day-to-day operations, with the goal of becoming the most sustainable terminal in the Philippines. The MICT joins 10 other ports from six APEC member-economies which received the GPAS in 2022.
- **RBT receives green seal for sustainability.** The Brazilian Institute of Nature's Defense has awarded Rio Brasil Terminal the Nature's Partner certification for demonstrating responsibility towards social and environmental issues in Brazil. The certification was conferred for the company's adoption of sustainable concepts and the promotion of environmental education for the benefit of the current and future generations. With these initiatives, Rio Brasil Terminal aims to introduce and expand to the community the concept of sustainability, as well as continuously improve its competitiveness while reducing the environmental impact of its operations.

Governance



- **New Global Policies.** ICTSI has announced two new global policies for its business units: the **Supplier Code of Business Conduct**, which specifically sets out what is expected of every Supplier working with or on behalf of any ICTSI Business Unit (BU), and the **Global Health & Safety Policy**, which provides guidance on promoting a safe and healthy workplace for our employees and contractors.

The Company implemented three new global policies earlier this year: 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.

Economy



- **ICTSI Mexico gets more equipment.** CMSA is adding four new state-of-the-art rubber tired gantries (RTG) to its landside equipment fleet to further consolidate cargo movement in Mexico's most important port. Representing an investment of USD8 million, the new RTGs will help speed up container loading and unloading times at the terminal. They also reaffirm the company's commitment to continue strengthening and expanding the port for the benefit of the supply chain.
- **ICTSI expands global footprint.** ICTSI continues to pursue its global expansion with the acquisition of new terminals. In Brazil, ICTSI recently acquired **iTracker Logistica Inteligente**, which will provide eco-efficient solutions to users of the Port of Rio de Janeiro as a full intermodal logistics provider. In Indonesia, the Company acquired majority ownership in **East Java Multipurpose Terminal** in Lamongan Regency. 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.

ESG initiatives

Employees



- **BCT supports training for Ukrainian refugees.** BCT is supporting initiatives of the Center of New Competences and the Fly Foundation to provide refugees from Ukraine with vocational training and opportunity to find employment in the port industry. In addition to the financial aid, BCT is also extending technical support to the project by providing training equipment along with instructors to help participants acquire professional qualifications to operate port equipment like mobile harbor cranes, RTG cranes, rail mounted cranes, tower cranes, reach stackers, container trucks and forklifts. The first batch of trainees, consisting mainly of women, has passed the exams and are now qualified to work as RTG crane operators. A second batch has already commenced training and took their final exams last September.
- **Learning and development.** As part of preparations for the deployment of the first ever quay cranes at Papua New Guinea by Q4 2022, ICTSI is currently training SPICT employees at the MICT to develop their skills in operating larger port equipment. The ICTSI Academy under Global Corporate Human Resources likewise welcomed prospective leaders from SPICT, MIT and other ICTSI Group subsidiaries to participate in an 11-day Terminal Operations Management (TOM) training in Manila to enhance their understanding on the fundamentals of terminal operations.

Customers



- **ICTSI mobile app now available for download in PH.** The ICTSI mobile app is now available for download in the Philippines via Google Play and Apple Store. The ICTSI App makes it easier and more convenient for port users to monitor and manage their shipments at the MICT, NorthPort, SBITC and MCT by facilitating access to real-time shipping information directly from the concerned terminal. App coverage will soon expand to include other ICTSI terminals in the Asia Pacific, Americas, Europe, the Middle East and Africa.
- **VICT services largest vessel to call at Melbourne.** VICT recently welcomed the *CMA CGM Estelle*, the largest vessel to be deployed at the Port of Melbourne as part of the North Europe Mediterranean Oceania (NEMO) service. This breaks the record previously held by the *CMA CGM Ural* at 10,622 TEU operated by ANL on the Australia Asia Express 2 (AAX2) service.
- **First Rijeka-Czech Republic direct cargo rail service established.** For the first time, a regular train connection between Rijeka, Croatia, through AGCT, and Paskov in the Czech Republic has been established. The twice weekly service confirms the growing significance of AGCT as a gateway for Central Europe and Southeast Europe.

Society



- **Rhino dehorning program.** ICTSI is working with Wild Wonderful World to protect the black and white rhinos in South Africa's Kruger National Park by de-horning their population. In 2021, rhinos at the game reserves experienced a spike in poaching incidents – with the rate of loss being higher than the ecological growth rate of the species, resulting in a decline in the total rhino population of the area. An effective, temporary safeguard against poaching, rhino dehorning will deter wildlife criminals from targeting and killing rhinos.
- **Literacy program.** The ICTSI Foundation started implementing a five-year literacy program for selected Grade 2 and 3 students of two elementary schools which are part of its MICT host community. The program aims to develop the basic literacy skills of reading, writing and numeracy.
- **ICTSI Foundation assists MICT host community.** The Foundation recently rolled out 4 supplemental feeding programs in Parola and other Tondo communities as well as in Calamba, Laguna and Bauan, Batangas, targeting school-aged children and pregnant women; and sponsored the tuition fees of the entire technical - vocational student population at Don Bosco Youth Center in Tondo, Manila, numbering 555.
- **Wilderness School.** ICTSI is supporting the Lapalala Wilderness School in South Africa in its objective of elevating awareness on the importance of biodiversity in the natural world and thereby raising future conservation champions.

- Business fundamentals remain robust despite headwinds
- Globally diversified O&D portfolio and top line performance offset cost inflation; 7th consecutive quarter of double-digit consolidated revenue growth
- Strong balance sheet but equally strong CAPEX management
- Continued emphasis on fundamentals to maintain our agility and resilience in this time of uncertainty
- Equal focus on organic growth and tenders and acquisitions

03

Questions and Answers

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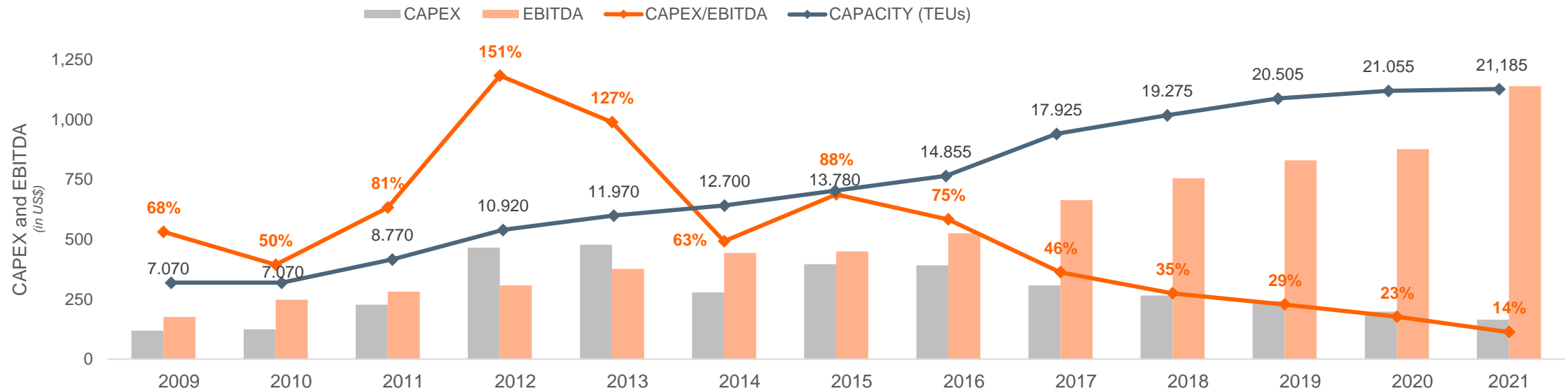
Appendix

Recent Events

2022	Sept	ICTSI sold 65% ownership in Hijo International Port Services, Inc. (HIPSI)
		ICTSI formed a joint venture company in the Philippines to operate domestic and international ocean, air and land freight forwarding and logistics
	Jul	ICTSI to acquire majority ownership in a multi-purpose terminal in Lamongan Regency, East Java, Indonesia
		IRB Logistica Ltda. partnered with Tracker Logistica to form iTracker Logistica Inteligente (“iTracker”)
		DIPSSCOR to unwind operations at Sasa Wharf, Port of Davao
2021	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
	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

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					

Thank you!