



First Quarter 2013 Results

May 29, 2013





Agenda

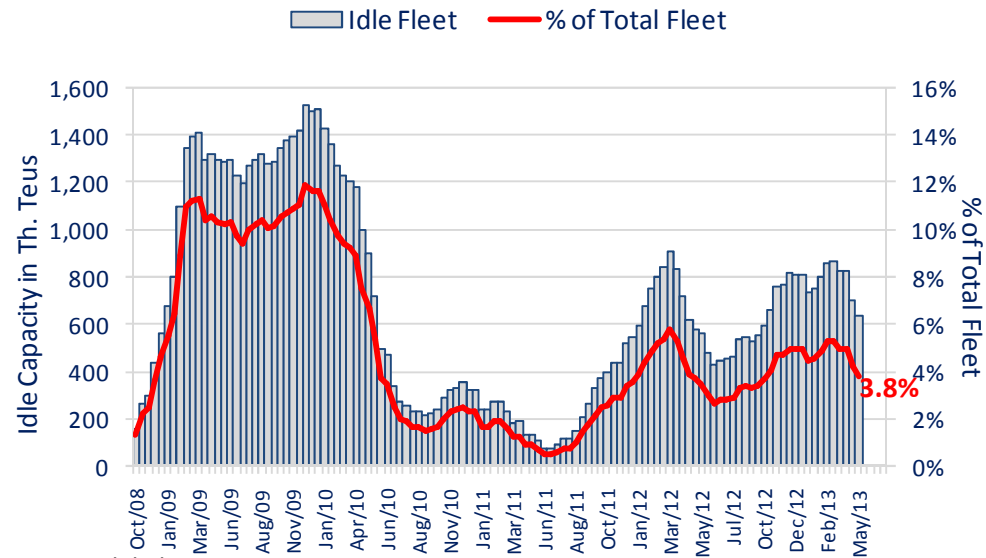
1. Market Situation
2. First Quarter 2013 Results
3. Restructuring Costs
4. Cash Position
5. Outlook
6. Relevant and Subsequent Events



1. Market Situation

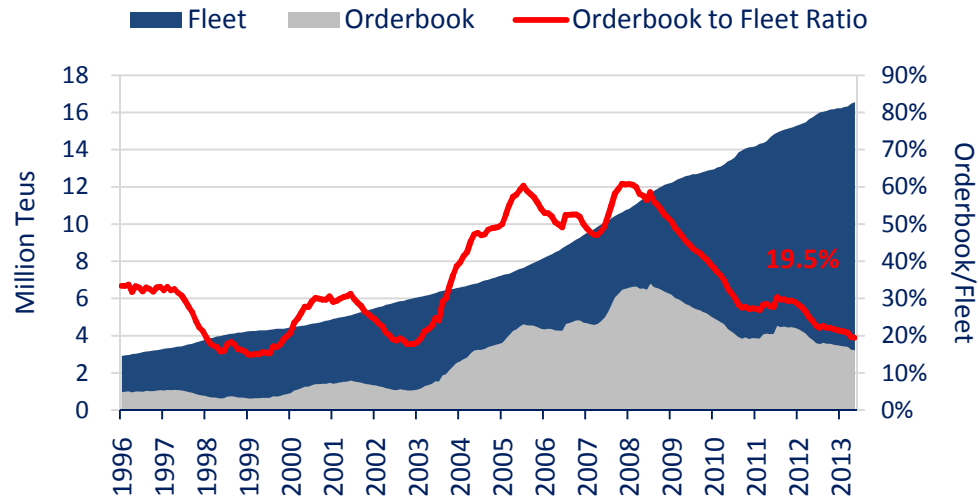
Containership Fleet

Graph 1: Idle Fleet: 634,000 TEU or 3.8% (May 2013)



Source: Alphaliner

Graph 2: Orderbook / Fleet: 19.5% (May 2013)



Source: Clarkson



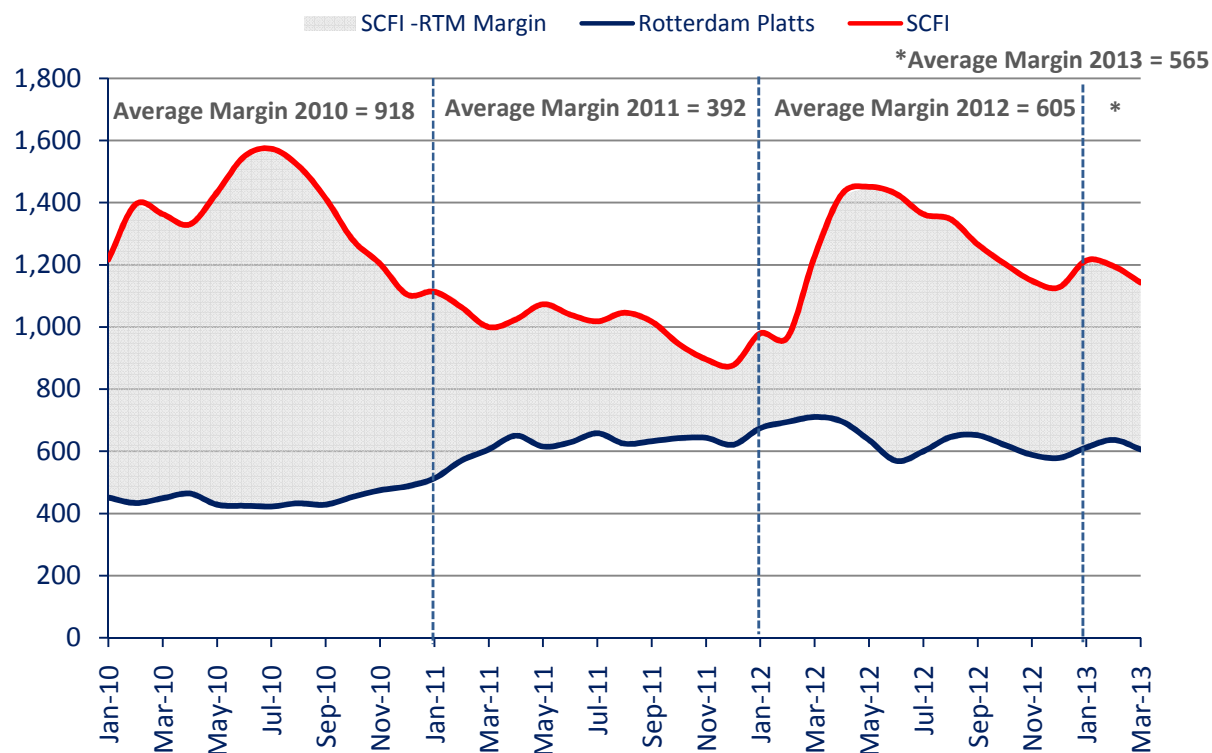
Market Evolution

- During the first quarter of 2012, freight rates were deeply affected in most markets, achieving historically low margins, due to :
 - Difficult global economic situation
 - Excess of supply in container industry
 - High fuel prices

- Starting March 2012, freight rates began to improve. However, from May onwards freight rates weakened and fuel prices increased, causing ex bunker margins to remain below historical average levels.

- Despite the difficult global economic situation during 2012 and first quarter of 2013, the ex-bunker freight rate was higher than last year.

Graph 3: SCFI vs Rotterdam Platts



Source: SCFI, Platts.

The SCFI index includes:

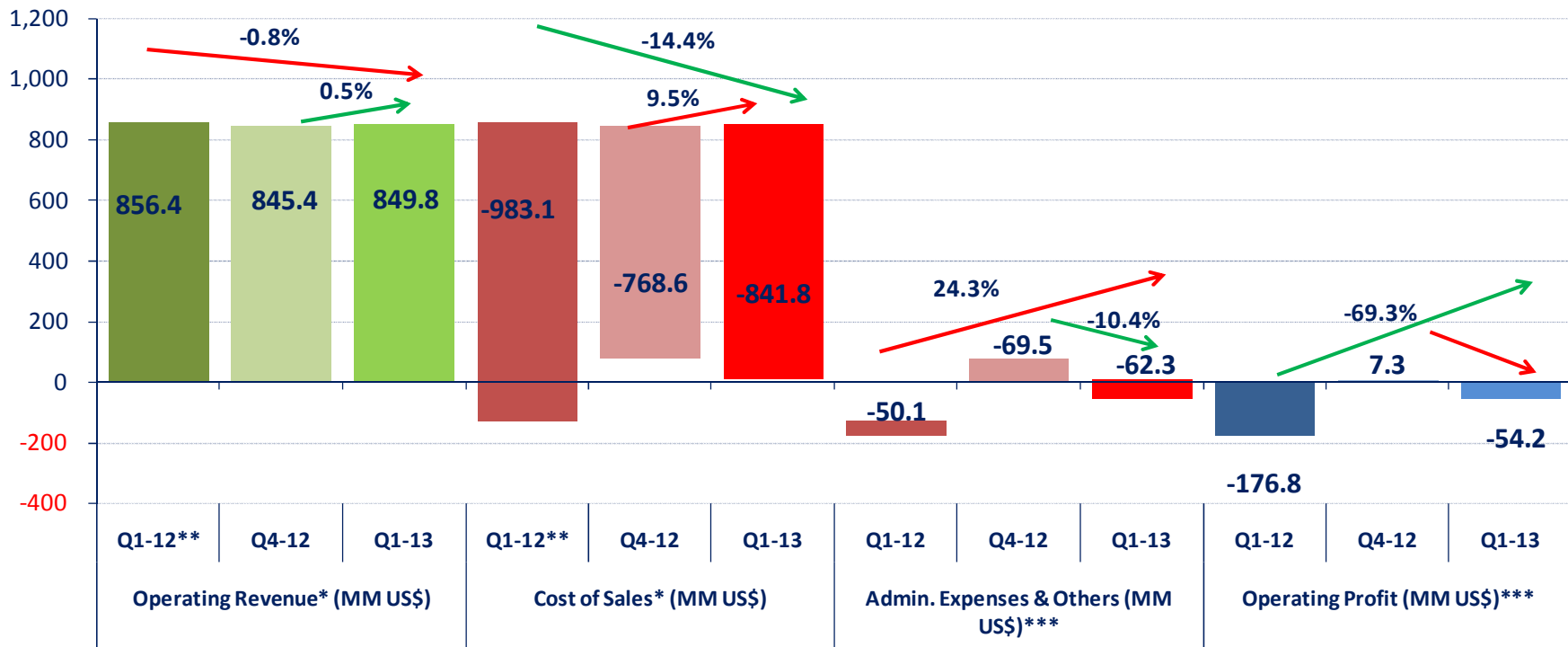
- Spot rates
- Main Haul trades
- Exports from Shanghai



2. First Quarter 2013 Results

First Quarter 2013 Results

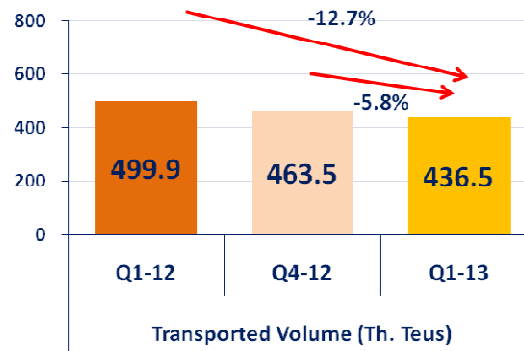
Graph 4: Main Financial Figures (USD Million)



*Operating Revenue and Cost of Sales excluding degree of completion.

** Difference with previous report in Operating Revenue and Cost of Sales is due to a reclassification with no impact in gross margin.

*** Admin. Expenses & Others and Operating Revenue excluding provision of MMUS\$ 40 during the first quarter of 2013.





3. Restructuring Costs

Restructuring Costs

Figures in US\$ Million	Q1-13	Q4-12	Q1-12
Onerous Contracts signed during the period	-	(33.3)	(27.0)
Additional Provisions during the period	-	(11.5)	
Reduction in costs from those provisioned	-	17.2	(3.5)
Sub Total	-	(27.5)	(30.5)
Taxes	-	7.2	3.2
Total	-	(20.3)	(27.3)

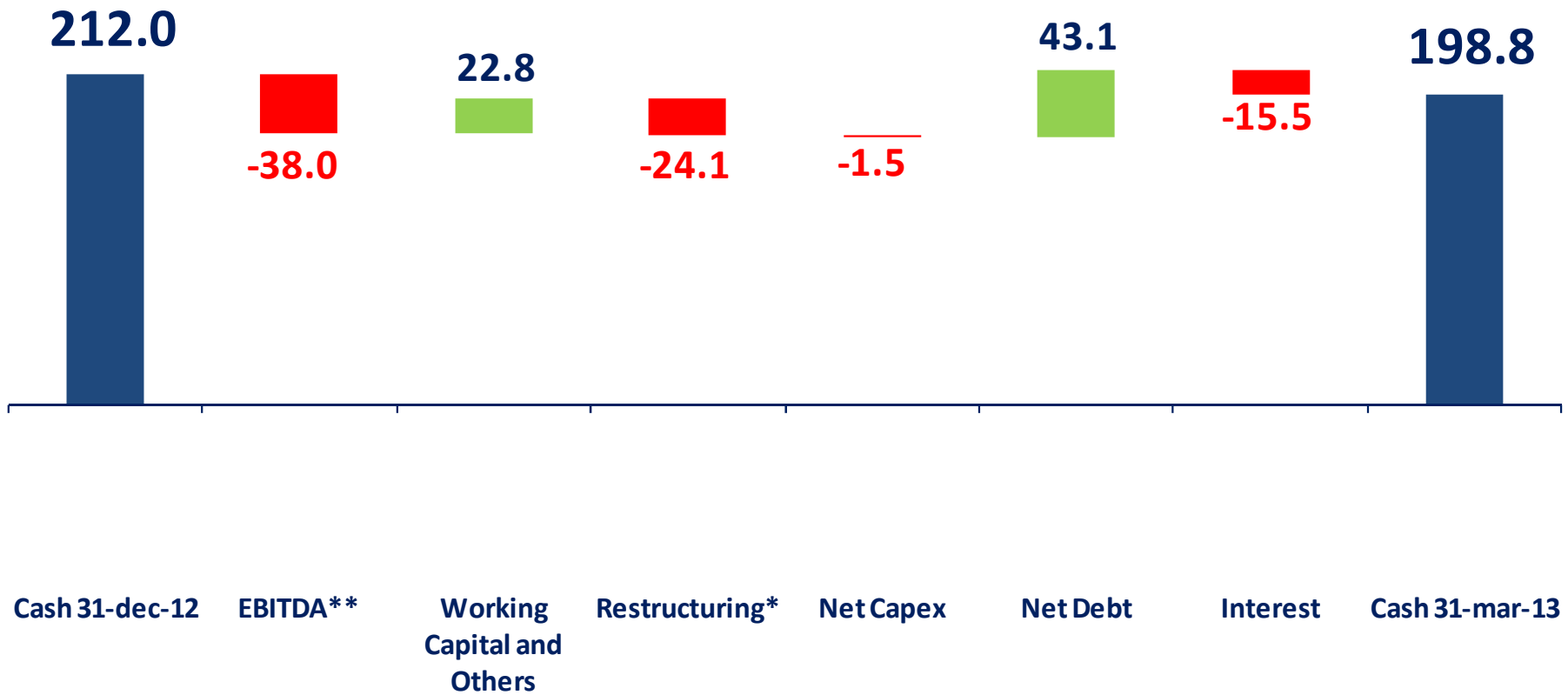
- The total provision balance on March 31st 2013 is MMUS\$ 46.6.



4. Cash Position

Cash Position

Graph 5: Cash Position (USD million)



* Restructuring Cash Flow includes all the contracts signed and the provisions recognized in results during 2012.

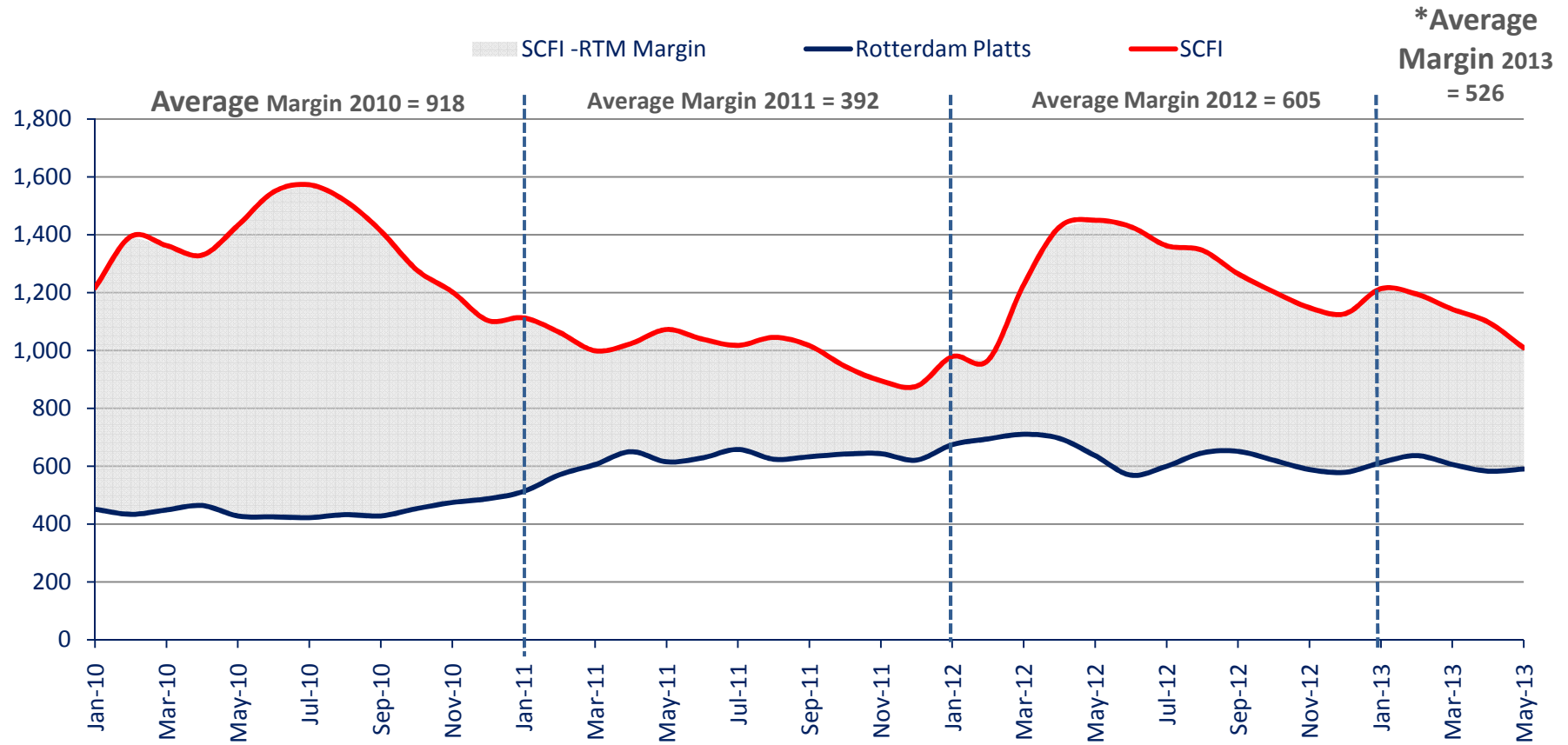
** EBITDA excludes provision related to the antitrust investigation.



5. Outlook

Outlook

Graph 6: SCFI vs Rotterdam Platts



Source: SCFI, Platts.

The SCFI index includes:

- Spot rates
- Main Haul trades
- Exports from Shanghai



Outlook

- The operational activity of the first quarter of 2013, which will explain to an important extent the financial results of second quarter of 2013, slightly improved compared with the previous quarter. In addition to this slight operational improvement, the positive effects of the repayment of the AFLAC debt, which produced a positive impact of about MMUS\$ 53.8 that will be booked on the second quarter of 2013, as well as the absence of restructuring costs, it will produce a result which should be materially better than the one observed during the same period in 2012.
- However, freight rates continue to be volatile in most Asian trades, including those in which the company participates and the rate increases expected to be applied during the first quarter have been delayed. The month of June and July will be important in terms of its market activity as the expected peak season of our industry could help prices to move up. The situation therefore remains challenging for the company and the industry.



Outlook

- Our cost structure has continue to develop significant improvements when compared to the same periods of last year, due to the positive impacts of the measures that the company has implemented to reach economies of scale provided by larger vessels, better utilization levels and a number of initiatives throughout the organization. Our redefined strategy to operate in large consortiums with world class partners have materialized in an extremely important Vessel Sharing Agreement which will operate 3 slings of vessels of 8.000 – 9.000 TEUs from Asia to the East Coast of South America, one of our most important trades, putting together in the same service companies like Maersk, Hamburg Sud, CMA-CGM, China Shipping, Hanjin, CCNI and CSAV. This will produce during 2014 the benefit of enormous economies of scale.



Outlook

- The forecast for deliveries of new container vessels in 2013 is of around 10% of the total existing fleet. This unfavorably compares to a forecasted global volumes/demand growth of 3% to 7%, depending on different analysts. Due to this, during 2013 the conditions for the industry will remain complex. Therefore, there is still a need for a significant effort in scrapping, slow steaming and fleet idling to avoid excess of supply which might result in a deterioration in freight rates. It is the management opinion that the complex financial situation which affects most of the players in the industry is a major factor for market stabilization. It played a key role in 2012, and it should continue to play this role in 2013.
- Despite all the industry's rationalization efforts, the ex-bunker freight rate continues to be positioned below the historical levels in most trades and below the level that the industry should consider as a sustainable equilibrium. This situation has not allowed the industry to enjoy normal returns, and therefore the normal re-investment process is not taking place, particularly in an industry where the asset structure is outdated and out of the frame of a new technological paradigm in relation to bunker consumption. Based on all the above, the management believes that the industry will remain volatile due to the continued oversupply of vessels. However, there are also initiatives being taken individually by some relevant industry players pushing for a more rational approach, similar to what was seen during 2012, to take reactive and corrective actions should the market conditions deteriorate further. The way the main players behave on these matters will significantly impact the industry environment for 2013, and therefore the results of CSAV as well.



6. Relevant and Subsequent Events



Relevant and Subsequent Events

New building Project, Financial Debt Prepayment and Capital Increase

On April 3, the Board of Directors approved an investment plan of up to MMUS\$ 570 for the acquisition of seven new container vessels with a capacity of 9,300 Teus and the prepayment of financial debt for an amount of MMUS\$ 258 with a discount of 46%. This prepayment generated a positive result of MMUS\$ 53.8 and released MMUS\$ 25 in collateral deposits during april. The Company will finance the prepayment and part of the Capex through a capital increase of MMUS\$ 500 approved by the Extraordinary Shareholders Meeting held on April 29th, 2013.

Antitrust Investigations

In connection with investigation proceedings for infringement of Antitrust Laws in the car carrier business, a reference to which is made in the material fact dated September 14, 2012, as well as the ones existing in other jurisdictions, the Board of Directors has decided to make a provision of US\$40 million for the potential costs that the company may be liable to pay in the future as a result of these proceedings, based on the volume of the car carrier business in the different traffics that the company has operated at a global level. The amount provisioned is an estimation of such disbursements under a conservative criterion. To this date, we do not have information to foresee the conclusion date of such proceedings.



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