



# Investor Presentation

FY 2020 Results

Hamburg, 18 March 2021

# Opening Remarks

## 1 | Current developments

- The year 2020 was characterized by major fluctuations on the demand side
- Performance of container shipping market in H2 much better than initially anticipated
- Freight rate development mainly driven by strong consumer demand, but also operational challenges

## 2 | Strategic Highlights

- Strategy 2023 is on track again – five quality promises and customer dashboard launched
- To increase efficiency and reduce emissions, we have ordered six LNG dual fuel powered ULCVs
- As part of our strategy, we will acquire NileDutch to increase our presence in Africa

## 3 | Financials

- EBITDA significantly improved to USD 3.1 bn (2019: USD 2.2 bn)
- Debt substantially reduced on the back of a clearly increased FCF of USD 2.8 bn (2019: USD 1.9 bn)
- Net debt/EBITDA reduced to 1.8x while liquidity reserve remained strong at USD 1.4 bn
- Based on a strong EPS of EUR 5.27, we propose to pay a dividend of EUR 3.50 per share

## 4 | Way forward

- Market fundamentals remain favorable and supply & demand in 2021 / 2022 expected to be balanced
- Outlook for Q1 & FY 2021 is positive due to persistent strong demand
- Continuously monitor evolving market conditions and adapt where needed

# The coronavirus pandemic has led to the biggest 'operational challenge' our industry has seen in many years ...

In our industry there are 3 specific causes

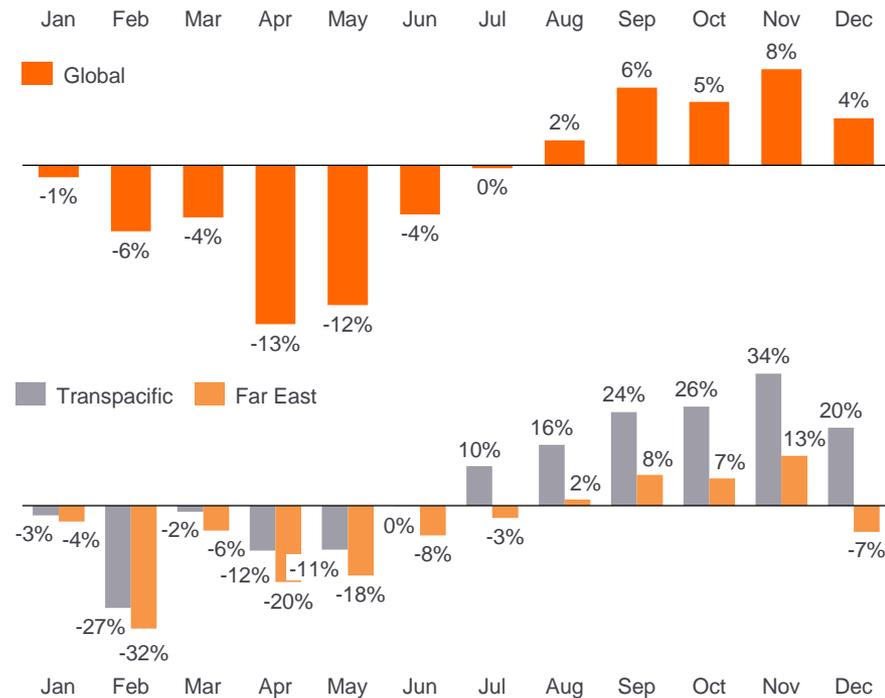
**Demand explosion in H2 2020, spilling over into 2021**

**Terminals and Inland transport are the main bottleneck**

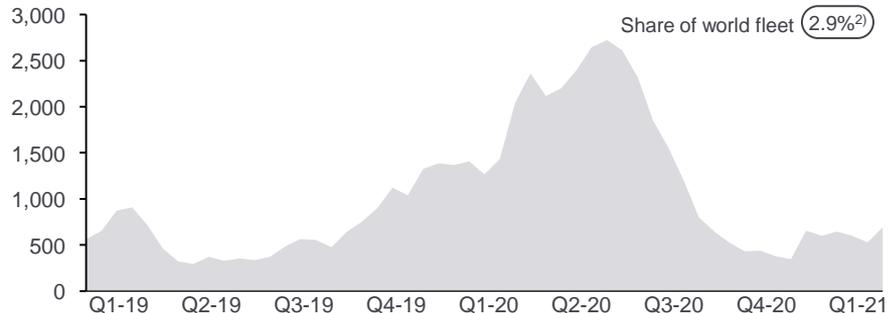
**Container shortages due to slower turn times and volatile imbalances**

... as 2020 was a very unusual year, characterized by strongly fluctuating demand that recovered unexpectedly quick in H2 2020 ...

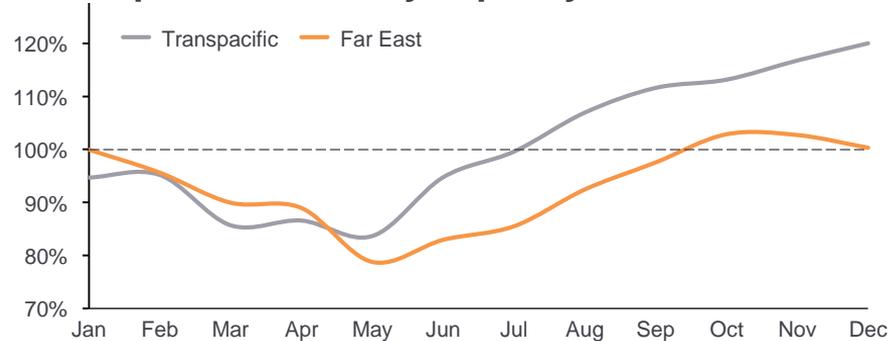
### Monthly transport volume growth in 2020 [YoY]



### Idle fleet [TTEU]



### Development of weekly capacity in 2020<sup>1)</sup>



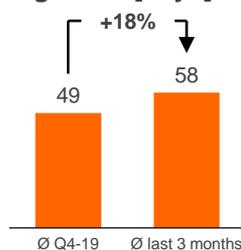
# ... leading to significant operational challenges, capacity constraints, higher freight rates and higher costs ...

## Operational challenges

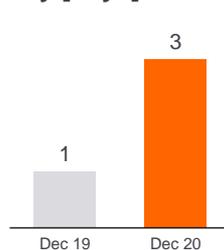
### Port congestions

- Record container volumes are resulting in extreme **port congestion**
- At many ports in the US, Asia and Europe, ships experience waiting times **of up to 1 week to get a berth**
- Terminal capacity is further reduced by labor shortages due to COVID-19 and a **shortage of truck drivers and feeder vessels**

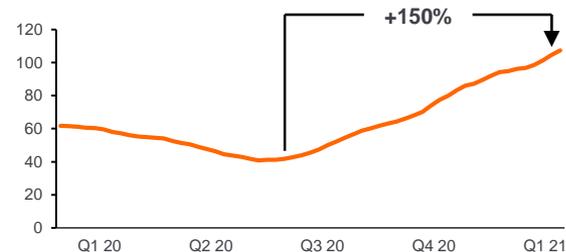
### Increasing Container usage time [days]



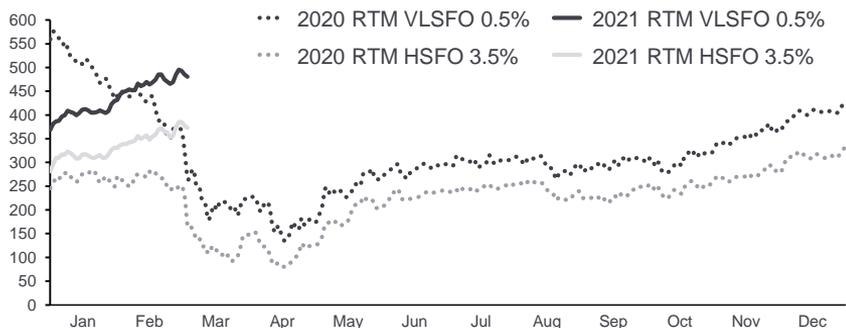
### Average voyage delay [days]



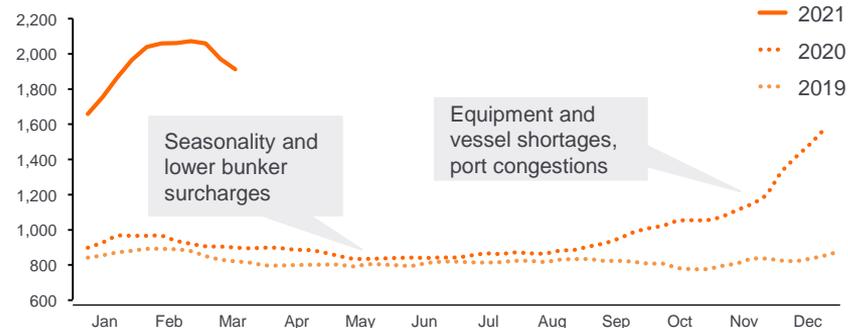
### Containership Timecharter Index<sup>1)</sup>



## Bunker price development



## Weekly CCFI development



# ... and therefore we have implemented a broad range of countermeasures to assist our customers



## OUR CUSTOMERS

- We are continuously striving to optimize scarce equipment resources and **provide customers with additional flexibility**
- We offer heavily **discounted detention rates** online for all shippers
- We have initiated multiple initiatives to further **improve Customer service** at the **Quality Service Centers**



## OUR FLEET

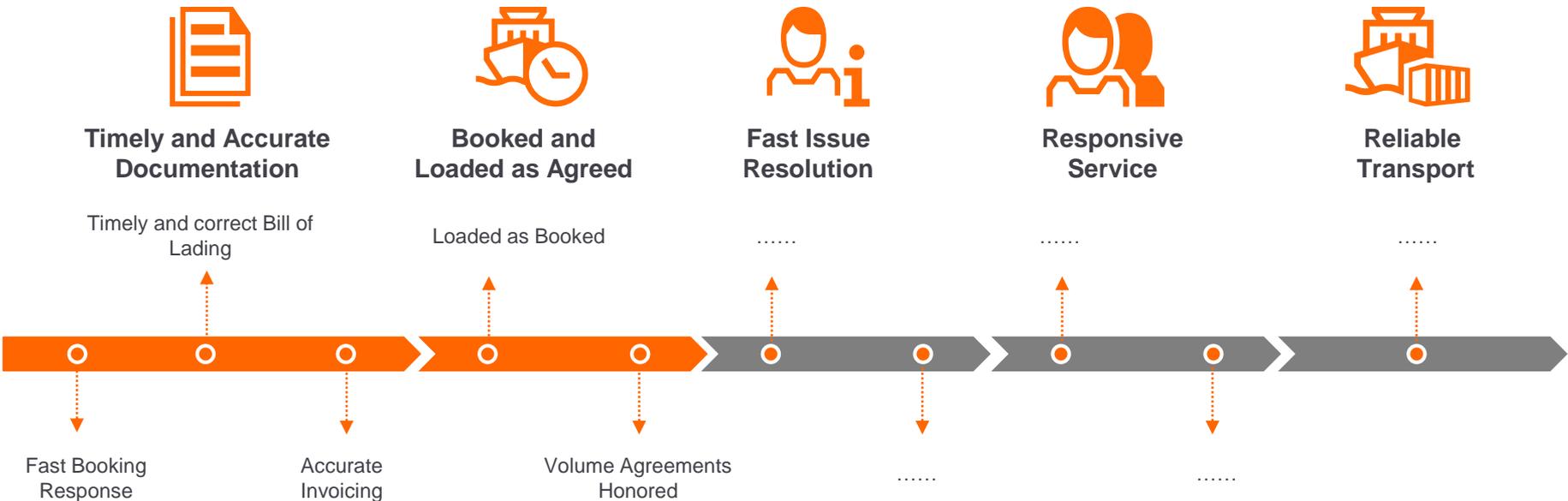
- **All our vessels are in use** and fully utilized with basically no charter vessels available
- We took steps early to buy and lease **more than 300,000 TEU of additional container capacity** in 2020 as well as repairs and maintenance of older containers
- We have deployed **52 extra-loaders** to reposition hundreds of thousands of empty containers to high demand locations



## OUR NETWORK

- We **moved capacity to high-demand trades** like Far East-Europe and Trans-Pacific
- We **re-route cargo** through alternative gate-ways **to bypass congested ports**

# We have launched the first 5 quality promises and our QP-dashboard, and we will launch the remaining ones until the end of 2021 ...



... we have ordered six LNG powered vessels of 23,500+ TEU to improve the efficiency of our fleet and to reduce our carbon footprint...

## Vessel delivery schedule post signing and building phase



- The vessels will be deployed on the Europe - Far East routes as part of THE Alliance and will significantly increase Hapag-Lloyd's competitiveness in this trade
- Vessels will be fitted with extremely fuel efficient dual fuel engine, reducing CO2 emissions by up to 25%
- The investment will be around 900 million US Dollar with 60% of purchase price due at delivery



# ... and concluded green financings in an amount of USD ~900 m



- Hapag-Lloyd developed a **Green Financing Framework**
- **Two debut transactions** according to the **Green Loan Principles** of the Loan Market Association (LMA)
  - **Syndicated green loan** (USD 417 m) will finance 3 vessels with a 12-year maturity post delivery; Credit facility financed by international bank syndicate and backed by K-Sure
  - **Green lease financing** (USD 472 m) for remaining 3 vessels with a maturity of 17 years plus construction-phase structured by a Chinese Leasing house
- Both **transactions fulfil the Green Loan Principles** of the LMA – the performance of the six vessels is in line with the Carbon Bond Initiative (CBI) trajectory and was certified with a **Second Party Opinion by DNV GL**
- Vessels also **satisfy the current draft of EU Taxonomy's** technical screening criteria for sea and coastal freight water transport
- We are also looking into other sources of financing with sustainability character, such as **sustainability-linked financing**

# We have made steady progress on our Strategy 2023...

Established **new services**: MIAX Middle East Africa Express; IEX India Europe Express & CKX China Kenya Express

Set up **Quality Service Centers** in Mauritius and Europe

Opened **new offices** in Ghana, Nigeria & Kenya

**Tangiers container terminal** (TC3) commenced operations

Built a **Knowledge Center** in Gdansk

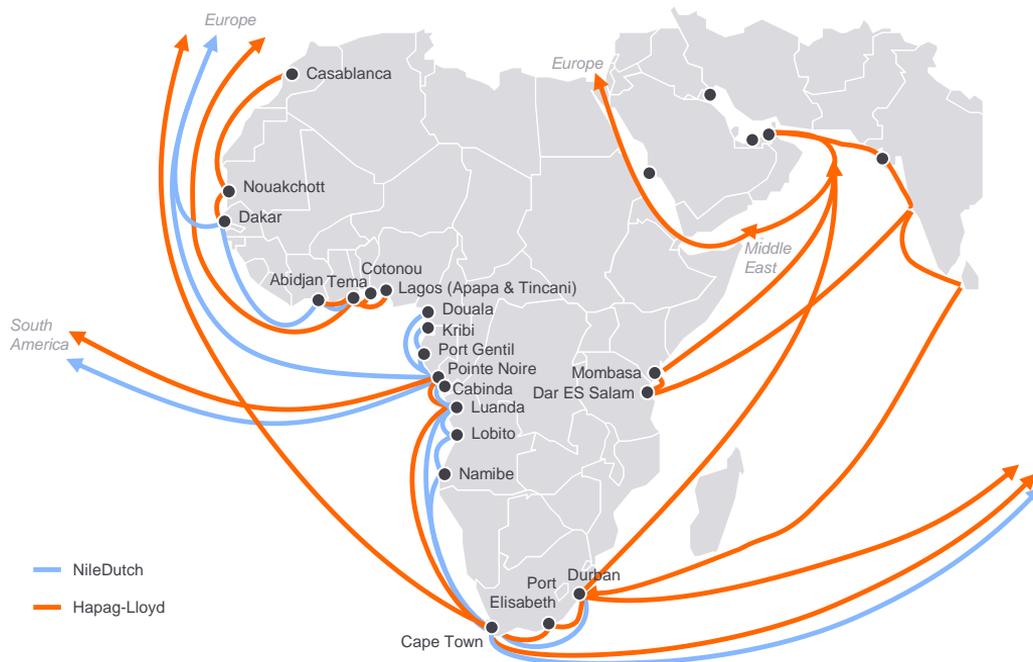
# ...and just signed a SPA with NileDutch yesterday

## – a good strategic fit to further strengthen our presence in Africa

### Extended network after the acquisition of NileDutch

#### NileDutch

- Clear focus on connecting **West** and **South Africa** with **Asia**, **Europe** and **South America**
- ~35 TTEU transport capacity and ~80 TTEU container capacity
- ~200 TTEU transport volume per year
- 10 services to, from and within Africa
- 54 countries globally with 16 own offices and more than 300 employees



# We were able to improve profitability, strengthen our balance sheet, and earned our cost of capital in 2020

## Operational KPIs



<b>Volume TTEU</b>	<b>11,838</b> (12,037)	» Volume declined by <b>1.6% YoY</b> due to COVID-19 impact on almost all trades
<b>Rate USD/TEU</b>	<b>1,115</b> (1,072)	» Average freight rate increase of <b>4.0% YoY</b> is mainly driven by demand surge towards the end of the year
<b>Bunker USD/mt</b>	<b>379</b> (416)	» Average bunker consumption price decreased moderately by <b>37 USD/mt</b> due to lower bunker prices

## Balance sheet



<b>Assets USD m</b>	<b>18,640</b> (18,182)	» Total assets increased by <b>USD 458 m</b> vs. 31 December mainly due to higher cash
<b>Fin. Debt USD m</b>	<b>6,305</b> (7,180)	» Strong cash flow was used to repay financial debt...
<b>Liquidity USD m</b>	<b>1,421</b> (1,159)	» ... and to increase liquidity as a precautionary measure

## P&L effects



<b>Revenue USD m</b>	<b>14,577</b> (14,115)	» FY revenue increased slightly ( <b>3.3% YoY</b> ) mainly due to higher average freight rates
<b>EBITDA USD m</b>	<b>3,082</b> (2,223)	» EBITDA increased by <b>USD 859 m</b> on the back of strict cost management and lower bunker expenses
<b>EAT USD m</b>	<b>1,068</b> (418)	» Net profit more than doubled YoY, interest result improved due to accelerated debt reduction

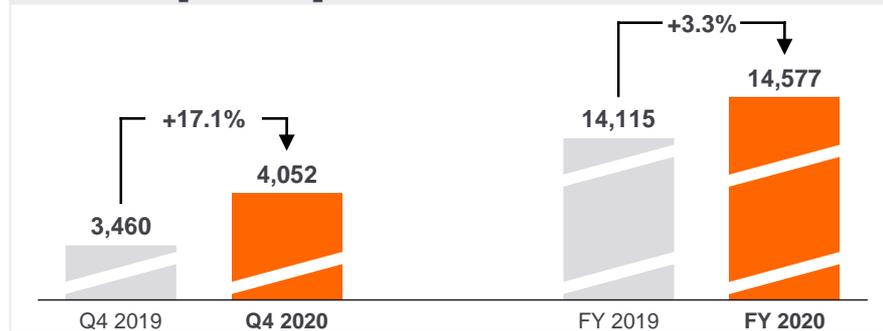
## Financial KPIs



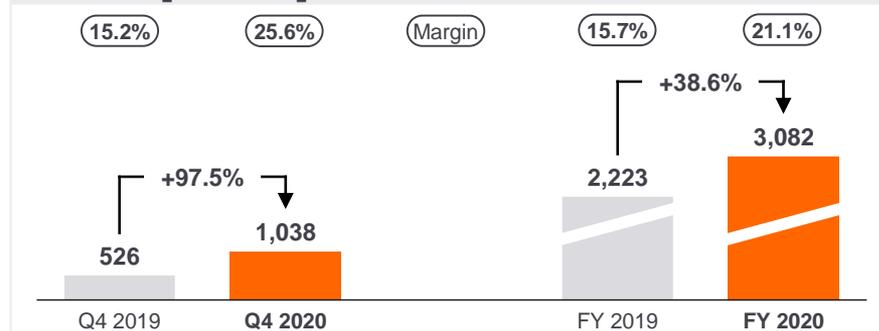
<b>FCF USD m</b>	<b>2,762</b> (1,857)	» Strong Free Cash Flow generation due to improved profitability and low investments
<b>Net debt / EBITDA</b>	<b>1.8x</b> (3.0x)	» Ratio of net debt to EBITDA declined to lowest level since the financial crisis
<b>ROIC %</b>	<b>10.6%</b> (6.1%)	» Return on Invested Capital exceeded WACC clearly

# Results improved strongly on the back of successful PSP measures, higher freight rates and lower bunker prices

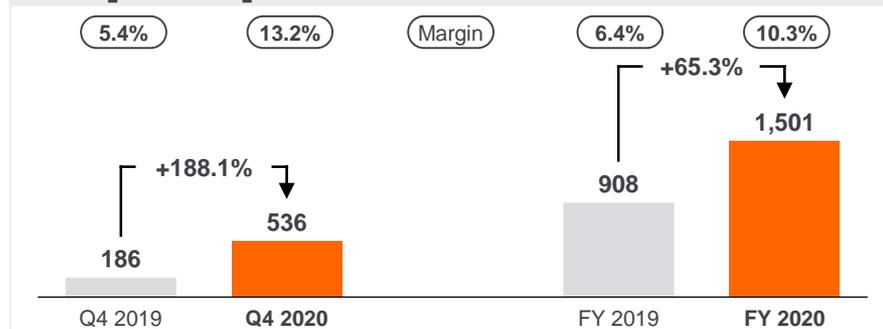
## Revenue [USD m]



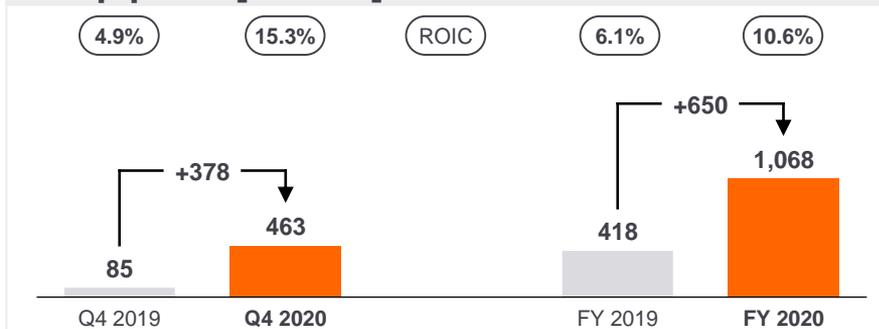
## EBITDA [USD m]



## EBIT [USD m]

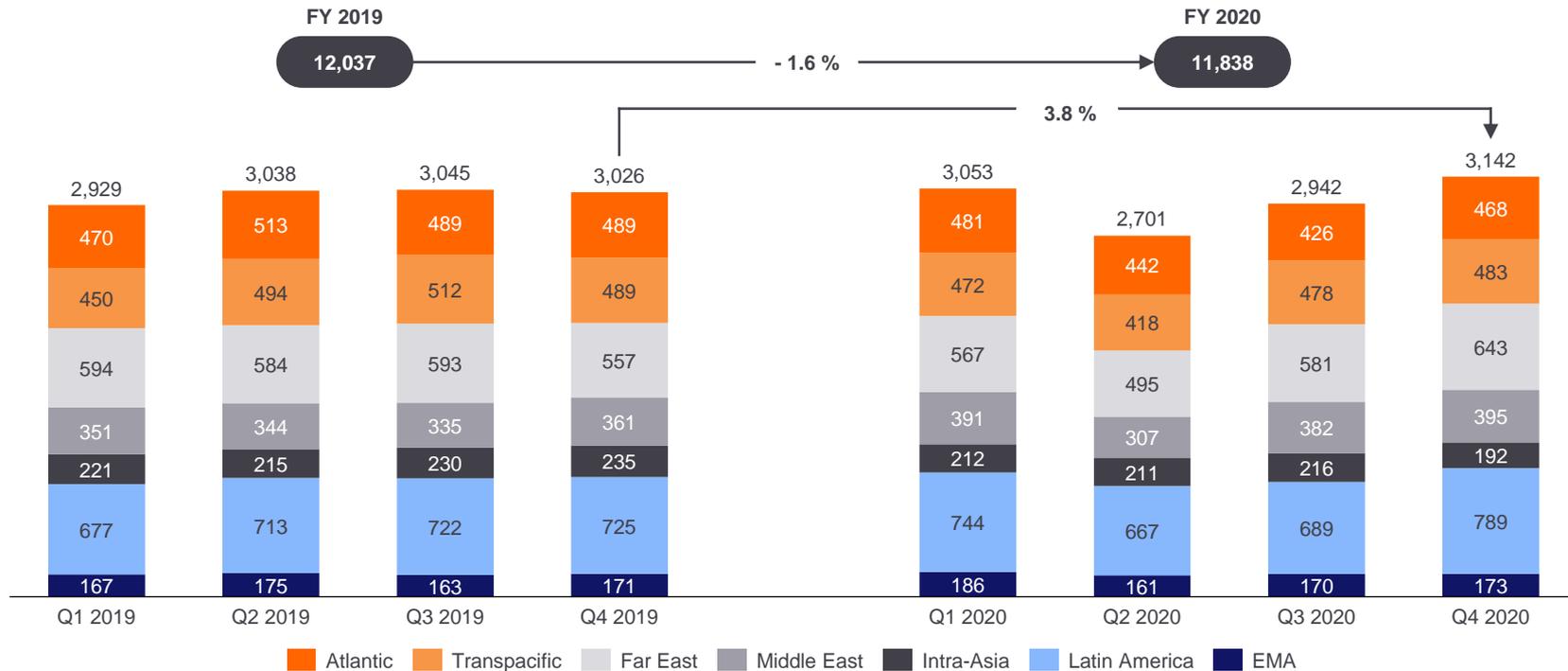


## Group profit [USD m]



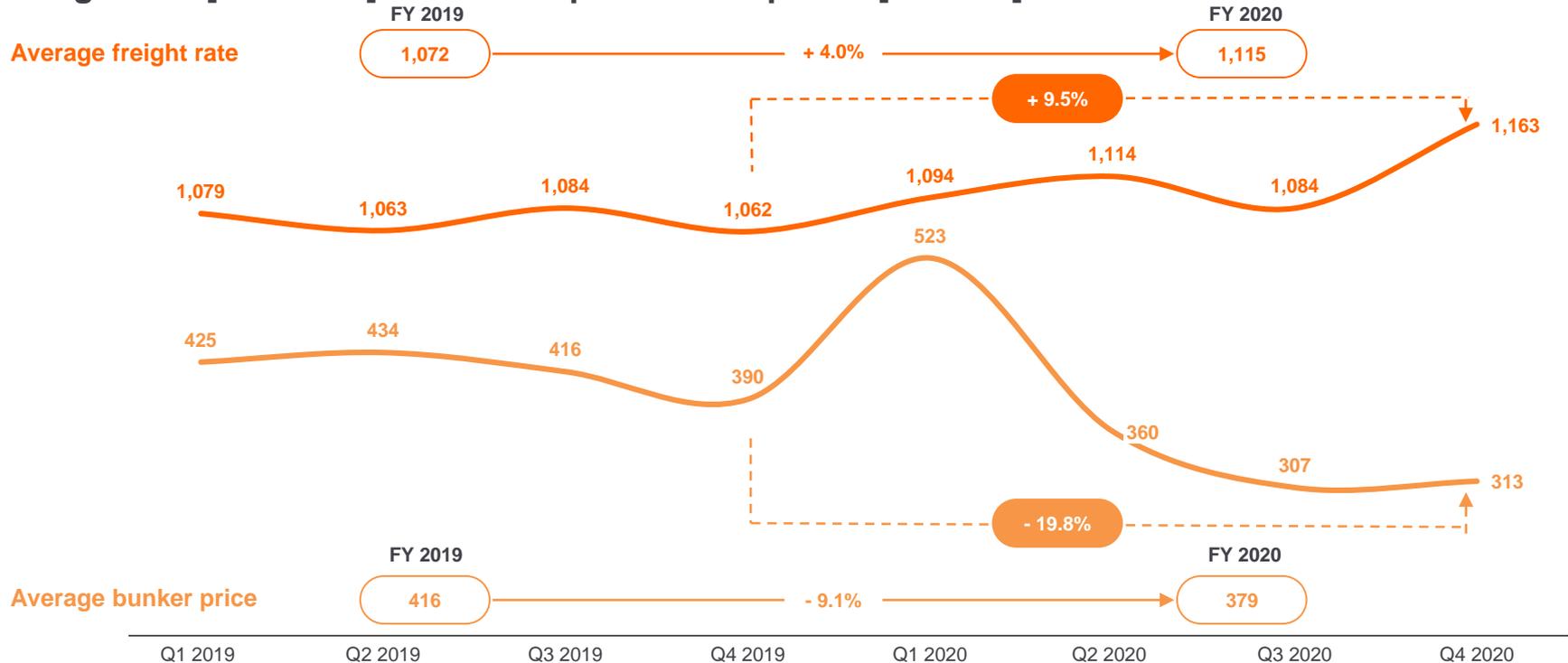
After volumes have decreased strongly in Q2, we have seen a strong recovery from Q3 onwards – Q4 volumes were up almost 4% YoY

Transport volume development by trade Q1 2019 – Q4 2020 [TTEU]



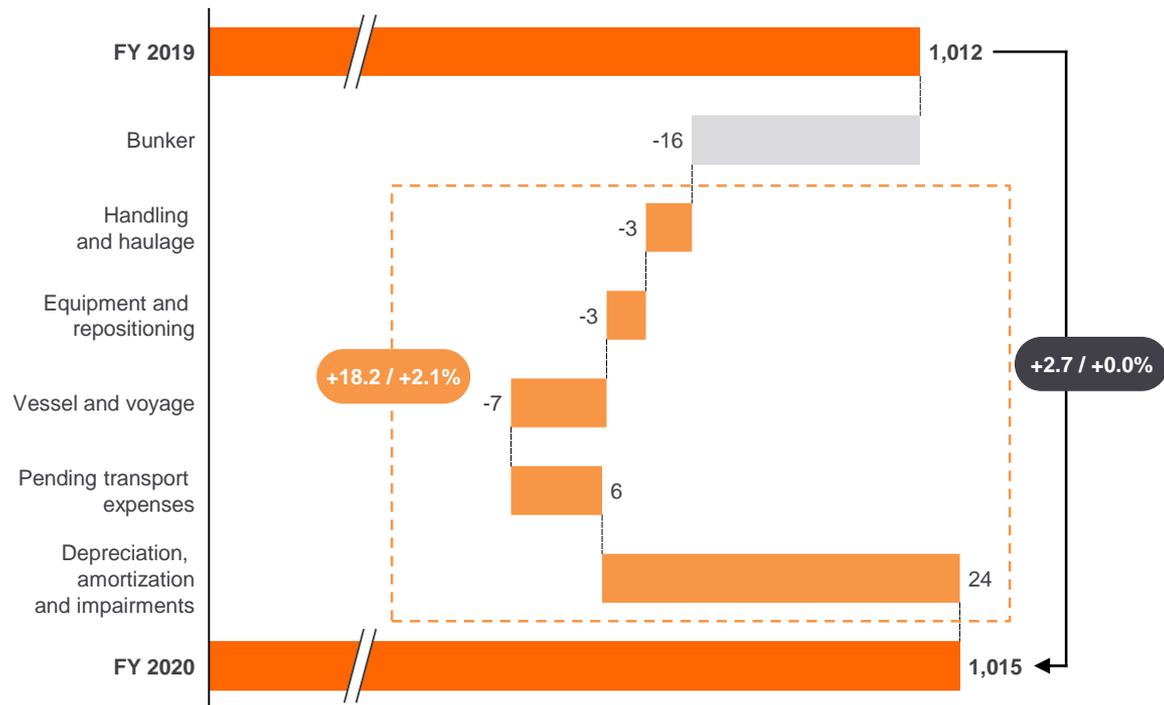
# Freight rates increased 4% YoY in spite of falling oil prices – Q4 spot rate surge is not fully reflected in the results yet

## Freight rate [USD/TEU] vs. Bunker price development [USD/mt]



# In spite of high volume swings, unit cost remained flat due to agile cost management under PSP

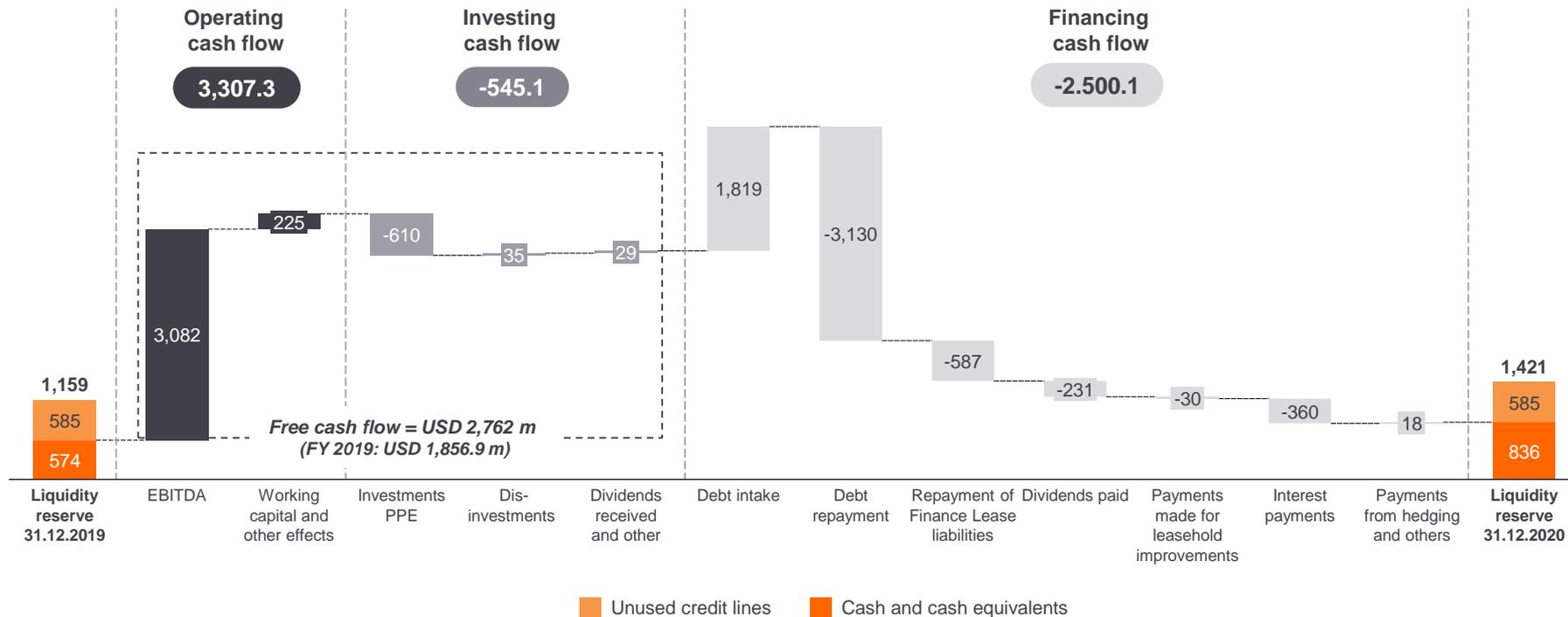
## Transport expenses per unit [USD/TEU]



- PSP measures have helped to reduce ex bunker unit cost in spite of lower volumes
- In addition, costs for “**Vessel and voyage**” decreased due to a higher share of charter vessels considered as Right of Use (RoU) with a respective negative impact on **depreciation**.
- Besides the Rights of Use related increase, **depreciation & amortization** increased also due to investments in scrubbers

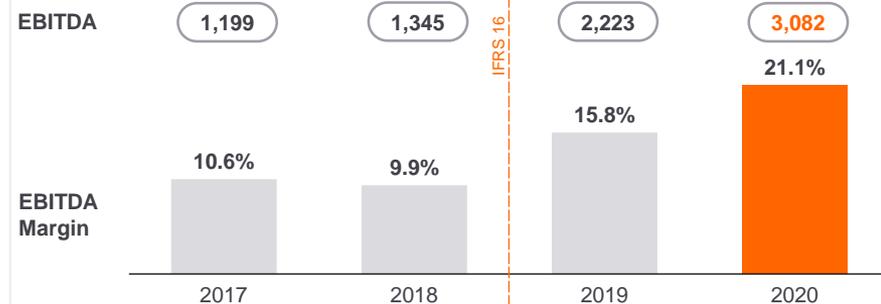
# Strong Free Cash Flow of USD 2.8 bn was mainly used to pay down financial debt

## Cash flow FY 2020 [USD m]

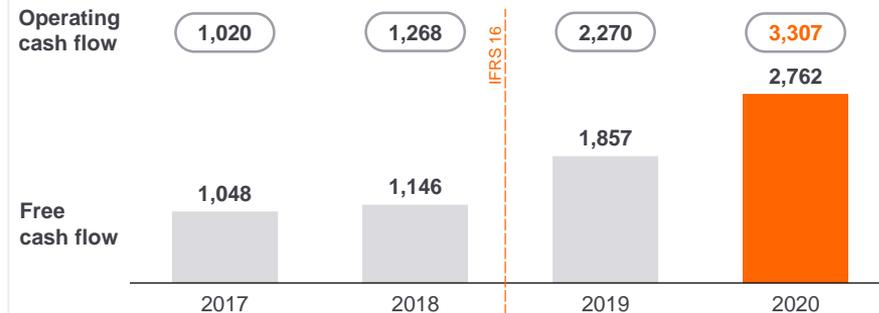


# Over the past years we have continuously improved our financial KPIs...

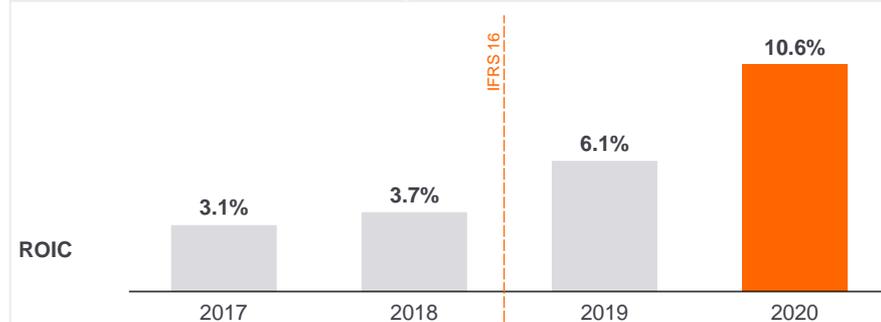
## EBITDA [USD m]



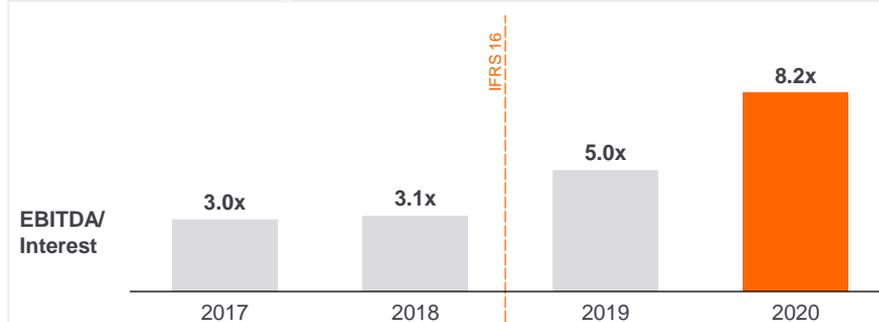
## Free cash flow [USD m]



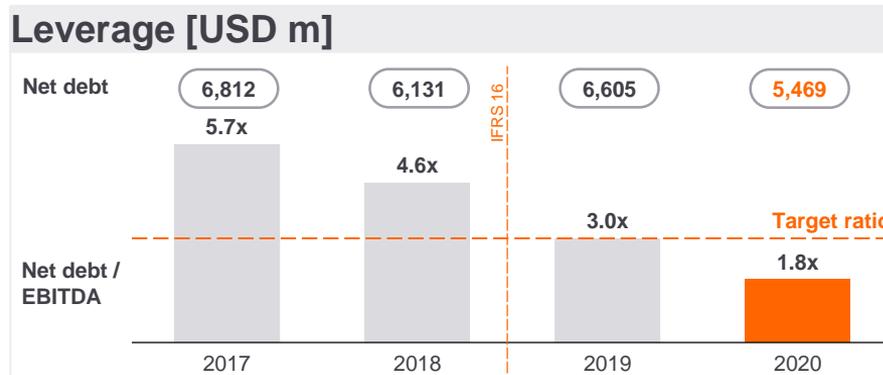
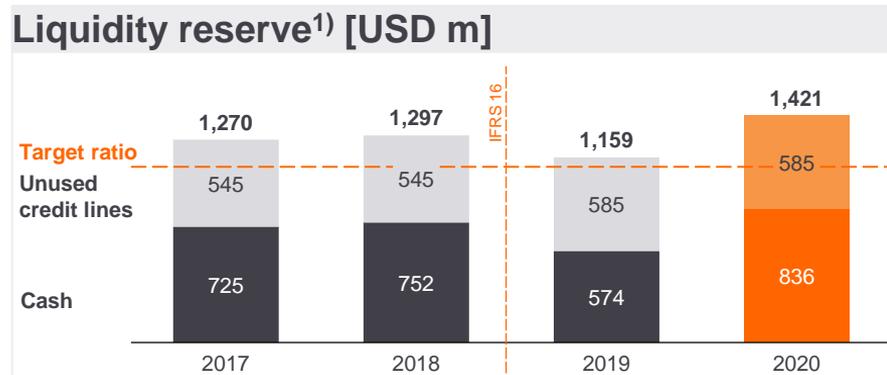
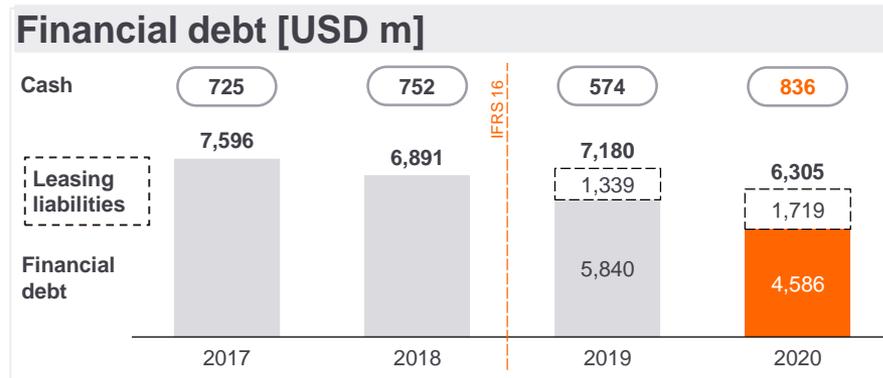
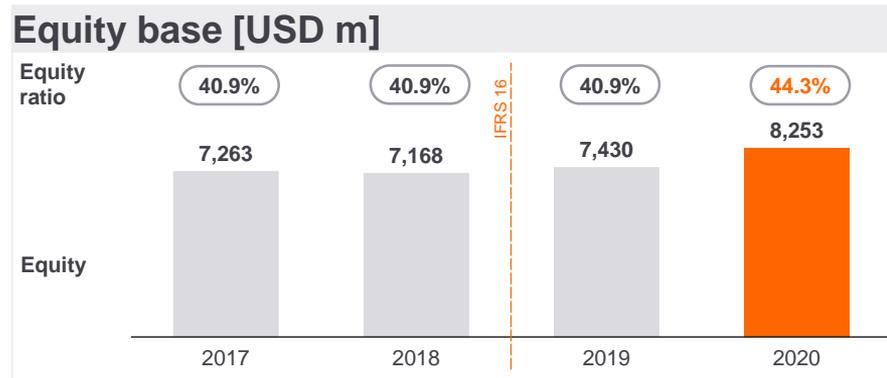
## Return on invested capital



## Interest coverage<sup>1)</sup>

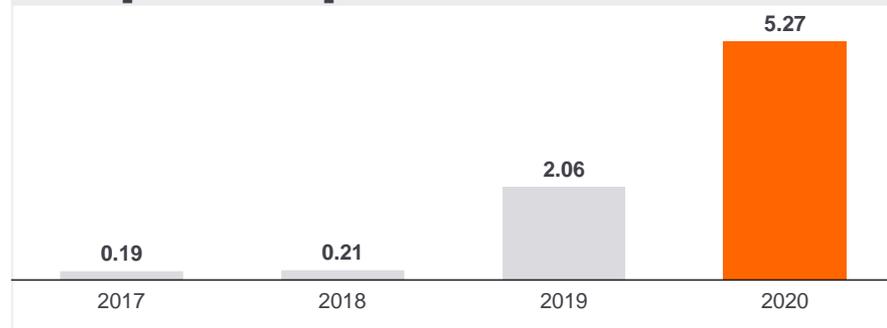


## ...and further strengthened our balance sheet



## Based on the strong result in 2020, we propose a dividend of EUR 3.50 per share, while maintaining a prudent financial policy

### EPS<sup>1)</sup> [EUR/share]

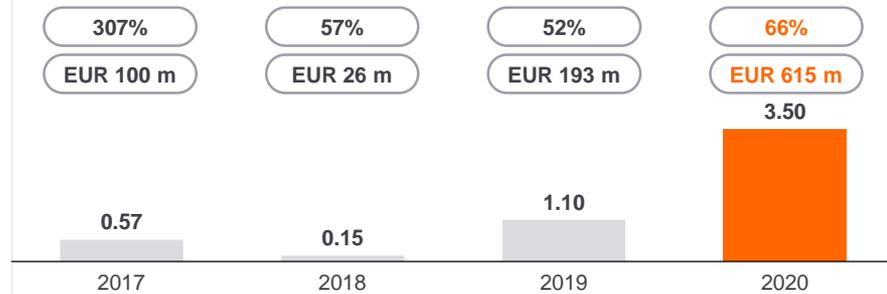


### Dividend policy

- In general, we intend to distribute at least 30 % of the consolidated profit (IFRS)
- On the basis of the strong result in 2020 and even better prospects for 2021 as well as the very low leverage ratio, the Executive Board has decided to distribute a large portion of earnings
- At the same time, we remain cautious and are willing to maintain our prudent financial policy

### DPS [EUR/share]

Dividend ratio based on EAT<sup>1)</sup>



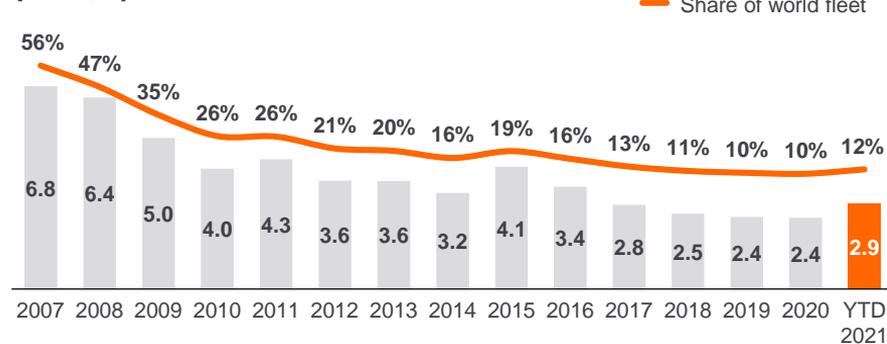
### Financial policy

- Maintain financial solidity by keeping the right balance between shareholder participation, debt repayment, and additional investments
- Strong focus on cash, liquidity & cost management
- Strong M&A track record, with clear focus on our core competencies (pure play container liner)

# Market fundamentals remain favorable in the mid-term – Supply and Demand are expected to be fairly balanced in 2021/2022

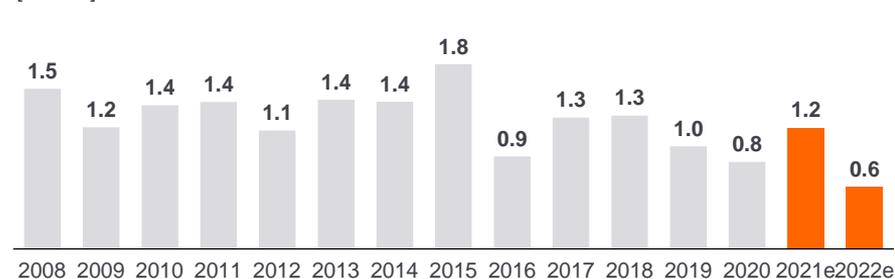
## Global orderbook

[TEU m, %]

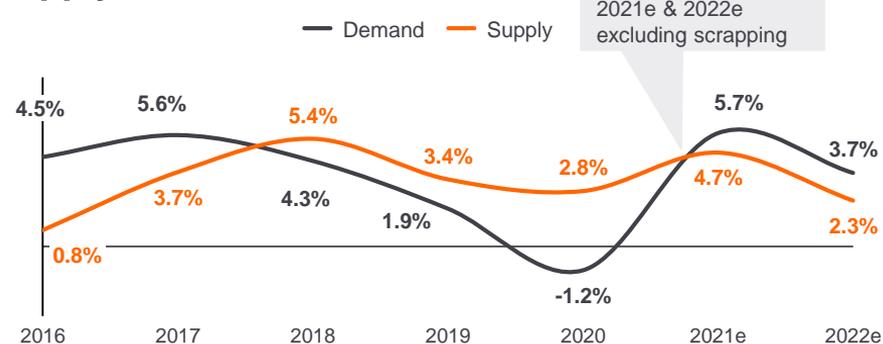


## [Scheduled] vessel deliveries

[TEU m]



## Supply / Demand balance



- Recent order activity mainly driven by replacement needs (current orders will not be delivered before mid-2023)
- Expected supply growth (excl. scrapping) for 2021 and beyond will be limited and in line with demand growth
- Future scrapping is expected to increase
- Scheduled vessel deliveries in 2022 to be at a historical low
- Fleet modernization required to reduce carbon footprint

## Thanks to ongoing exceptionally strong demand for container transports, we expect a strong earnings growth in 2021

	FY 2020	Guidance for FY 2021		
 Transport volume	11,838 TTEU	Increasing slightly		
 Bunker consumption price	379 USD/mt	Increasing clearly		
 Freight rate	1,115 USD/TEU	Increasing clearly	Q1 2020	Guidance for Q1 2021
 EBITDA	USD 3,082 m	Increasing clearly	USD 0.5 bn	> USD 1.8 bn
 EBIT	USD 1,501 m	Increasing clearly	USD 0.2 bn	> USD 1.5 bn

- The forecast for the year is subject to considerable uncertainty due to a number of factors, including:
  - the above average volatility of freight rates at this time;
  - operational challenges caused by existing infrastructural bottlenecks, among other things;
  - and the inability to predict the further course or economic impacts of the coronavirus pandemic.
- Unlike in previous years, a large proportion of the 2021 earnings will already be generated in the first one or two quarters of the year.

## Our focus for 2021 and beyond:

Deliver on our  
**Strategy 2023**

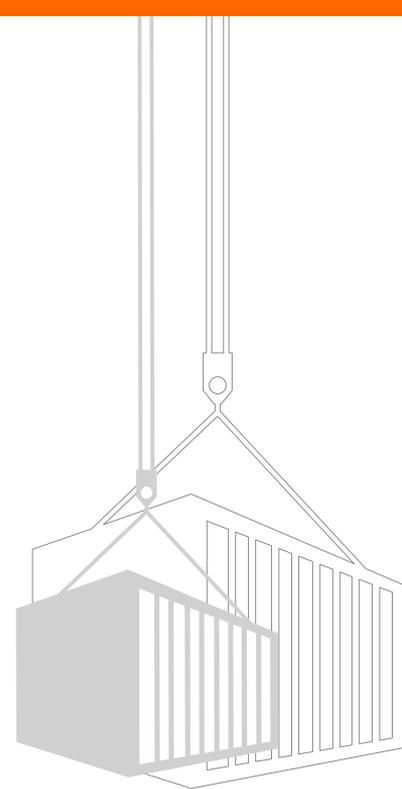
Focus on our  
**customers' needs**

Prepare for a  
**seamless integration  
of NileDutch**

Continue to **follow a  
prudent financial  
policy**

Reduce our  
**CO<sub>2</sub> footprint**

Consider selective  
**investment  
opportunities**





# Appendix

# Hapag-Lloyd with an equity ratio of 44.3% and a gearing of 66.3%

## Balance sheet [USD m]

million USD	31.12.2020	31.12.2019
<b>Assets</b>		
Non-current assets	15,508.3	15,501.0
of which fixed assets	15,413.3	15,393.6
Current assets	3,131.9	2,680.7
of which cash and cash equivalents	836.4	574.1
<b>Total assets</b>	<b>18,640.2</b>	<b>18,181.7</b>
<b>Equity and liabilities</b>		
Equity	8,252.8	7,430.3
Borrowed capital	10,387.4	10,751.4
of which non-current liabilities	5,731.3	6,269.4
of which current liabilities	4,656.1	4,482.0
of which financial debt and lease liabilities	6,305.1	7,179.6
of which non-current financial debt and lease liabilities	5,119.6	5,786.6
of which current financial debt and lease liabilities	1,185.5	1,393.0
<b>Total equity and liabilities</b>	<b>18,640.2</b>	<b>18,181.7</b>

## Financial position [USD m]

million USD	31.12.2020	31.12.2019
Financial debt and lease liabilities	6,305.1	7,179.6
Cash and cash equivalents	836.4	574.1
Restricted Cash	–	–
<b>Net debt</b>	<b>5,468.8</b>	<b>6,605.4</b>
Unused credit lines	585.0	585.0
Liquidity reserve	1,421.4	1,159.1
Equity	8,252.8	7,430.3
<b>Gearing (net debt / equity) (%)</b>	<b>66.3</b>	<b>88.9</b>
<b>Net debt to EBITDA</b>	<b>1.8x</b>	<b>3.0x</b>
<b>Equity ratio (%)</b>	<b>44.3</b>	<b>40.9</b>

# Hapag-Lloyd with positive EBIT of USD 1,501 m in FY 2020

## Income statement [USD m]

million USD	Q4 2020	Q3 2020	Q4 2019	QoQ Change	YoY change	FY 2020	FY 2019	Change
<b>Revenue</b>	<b>4,052.5</b>	<b>3,519.4</b>	<b>3,460.4</b>	<b>15.1%</b>	<b>17.1%</b>	<b>14,577.1</b>	<b>14,114.5</b>	<b>3.3%</b>
Transport expenses	-2,735.7	-2,486.1	-2,679.6	10.0%	2.1%	-10,431.7	-10,867.0	-4.0%
Personnel expenses	-203.5	-201.1	-197.4	1.2%	3.1%	-779.5	-764.0	2.0%
Depreciation, amortisation and impairment	-502.3	-354.6	-339.7	41.7%	47.8%	-1,580.9	-1,314.7	20.2%
Other operating result	-82.4	-86.5	-65.5	4.8%	-25.8%	-319.2	-300.9	-6.1%
<b>Operating result</b>	<b>528.6</b>	<b>391.1</b>	<b>178.1</b>	<b>35.2%</b>	<b>196.7%</b>	<b>1,465.9</b>	<b>867.8</b>	<b>68.9%</b>
Share of profit of equity-accounted investees	8.7	10.6	8.6	-17.8%	1.0%	36.6	39.7	-7.9%
Result from investments	-1.2	0.1	-0.7	n.m.	74.7%	-1.4	0.7	n.m.
<b>Earnings before interest and tax (EBIT)</b>	<b>536.1</b>	<b>401.7</b>	<b>186.1</b>	<b>33.4%</b>	<b>188.1%</b>	<b>1,501.0</b>	<b>908.3</b>	<b>65.3%</b>
Interest result	-58.6	-93.9	-86.9	-37.6%	-32.5%	-377.2	-444.1	-15.1%
Other financial items	-2.2	-4.8	-0.5	-54.2%	n.m.	-4.0	1.8	n.m.
Income taxes	-12.5	-12.8	-14.0	-2.1%	-10.9%	-52.3	-48.1	8.8%
<b>Group profit / loss</b>	<b>462.8</b>	<b>290.3</b>	<b>84.6</b>	<b>59.4%</b>	<b>446.9%</b>	<b>1,067.6</b>	<b>417.9</b>	<b>155.4%</b>

# Hapag-Lloyd with an equity ratio of 44.3% and a gearing of 66.3%

## Balance sheet [million EUR]

million EUR	31.12.2020	31.12.2019
<b>Assets</b>		
Non-current assets	12,633.0	13,811.8
of which fixed assets	12,555.8	13,716.1
Current assets	2,551.2	2,388.6
of which cash and cash equivalents	681.3	511.6
<b>Total assets</b>	<b>15,184.3</b>	<b>16,200.4</b>
<b>Equity and liabilities</b>		
Equity	6,722.7	6,620.6
Borrowed capital	8,461.6	9,579.8
of which non-current liabilities	4,668.7	5,586.2
of which current liabilities	3,792.9	3,993.6
of which financial debt and lease liabilities	5,136.2	6,397.2
of which non-current financial debt and lease liabilities	4,710.4	5,156.0
of which current financial debt and lease liabilities	965.7	1,241.2
<b>Total equity and liabilities</b>	<b>15,184.3</b>	<b>16,200.4</b>

## Financial position [million EUR]

million EUR	31.12.2020	31.12.2019
Financial debt and lease liabilities	5,136.2	6,397.2
Cash and cash equivalents	681.3	511.6
Restricted Cash	–	–
<b>Net debt</b>	<b>4,454.9</b>	<b>5,885.6</b>
Unused credit lines	476.5	521.3
Liquidity reserve	1,157.8	1,032.8
Equity	6,722.7	6,620.6
<b>Gearing (net debt / equity) (%)</b>	<b>66.3</b>	<b>88.9</b>
<b>Net debt to EBITDA</b>	<b>1.8x</b>	<b>3.0x</b>
<b>Equity ratio (%)</b>	<b>44.3</b>	<b>40.9</b>

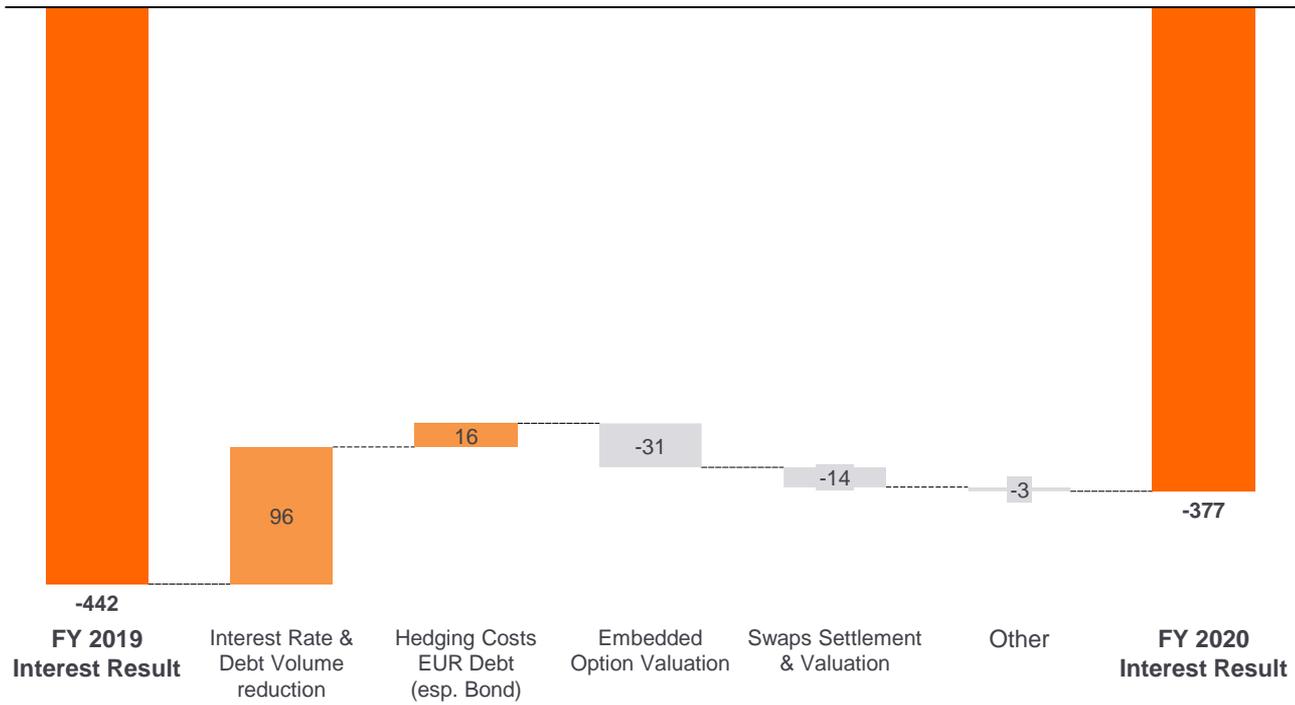
# Hapag-Lloyd with positive EBIT of 935 million EUR in FY 2020

## Income statement [million EUR]

million EUR	FY 2020	FY 2019	Change
<b>Revenue</b>	<b>12,772.4</b>	<b>12,607.9</b>	<b>1.3%</b>
Transport expenses	-9,140.2	-9,707.0	-5.8%
Personnel expenses	-683.0	-682.5	0.1%
Depreciation, amortisation and impairment	-1,385.2	-1,174.4	4.0%
Other operating result	-279.7	-268.8	-4.1%
<b>Operating result</b>	<b>1,284.4</b>	<b>775.2</b>	<b>65.7%</b>
Share of profit of equity-accounted investees	32.1	35.5	-9.7%
Result from investments	-1.2	0.7	n.m.
<b>Earnings before interest and tax (EBIT)</b>	<b>1,315.2</b>	<b>811.4</b>	<b>62.1%</b>
Interest result	-330.5	-396.7	-16.7%
Other financial items	-3.5	1.6	n.m.
Income taxes	-45.8	-42.9	6.7%
<b>Group profit / loss</b>	<b>935.4</b>	<b>373.4</b>	<b>150.5%</b>

# Interest burden clearly reduced – extraordinary valuation effects weigh on financial result

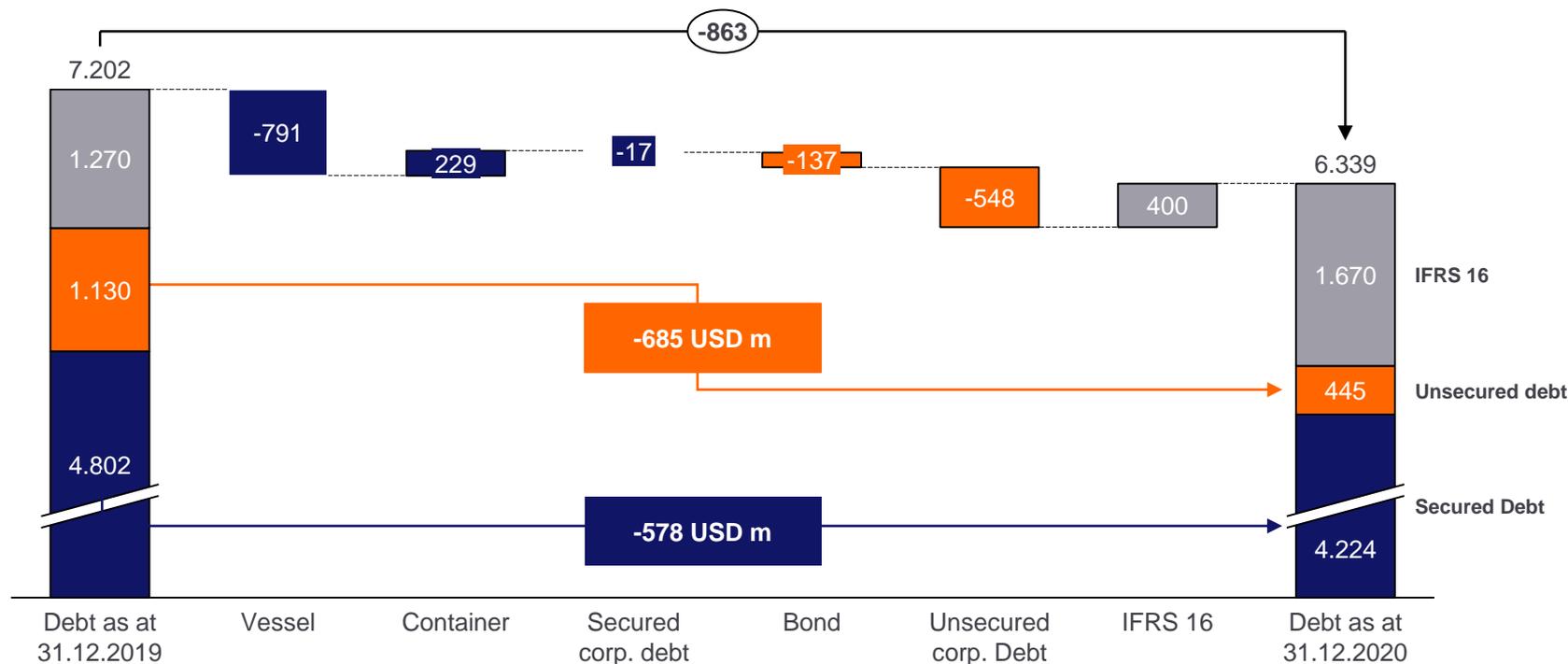
Extraordinary interest result items [USD m]



- The interest result has significantly improved in 2020
- This was driven by substantial deleveraging efforts
- Additionally, a lower USD interest environment helped lower interest cost
- Valuation effects from embedded options and interest rate hedge negatively impacted the interest result compared to 2019

# Secured and unsecured debt reduced by USD 1.3 bn – IFRS 16 debt increased due to “less for longer” vessel charter renewals

Debt reduction<sup>1)</sup> [USD m]

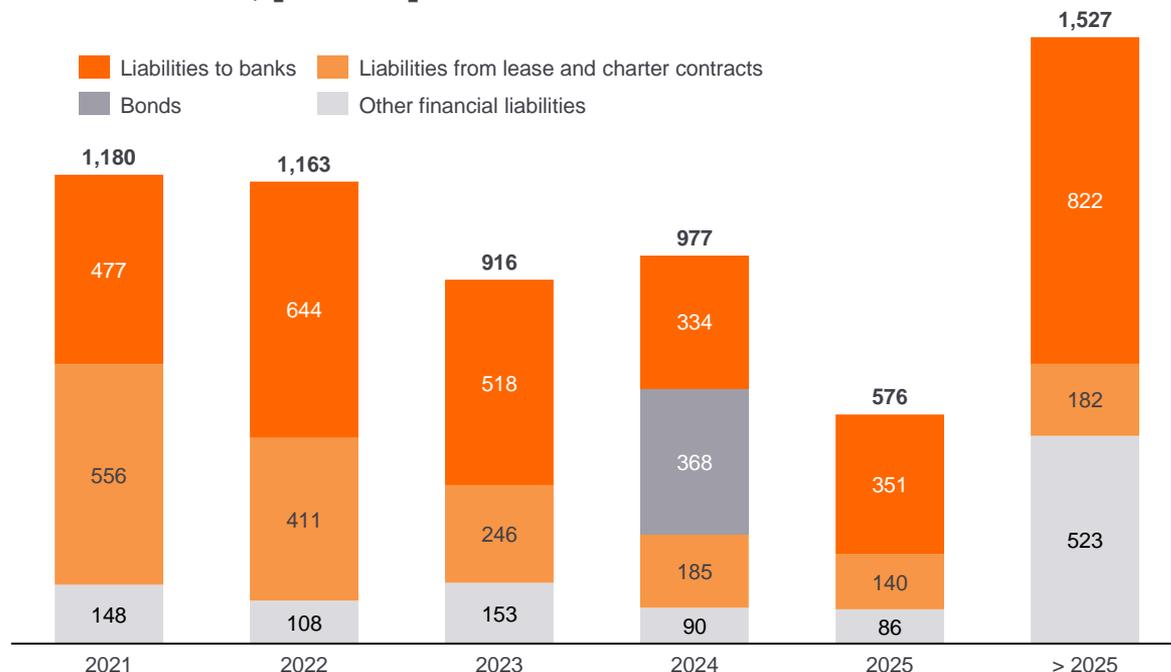


1) Repayment amounts based on contractual debt as per 31.12.2020. Deviation from the total financial debt as shown in the balance sheet as per 31.12.2020 consists of transaction costs and accrued interest  
 Note: Rounding differences may occur

# Well balanced maturity structure of financial liabilities

## Financial Debt Profile as per 31 December 2020<sup>1)</sup>, [USD m]

Facility	31 December 2020 [USD m]
Vessel Financings	2,541
Container Financings	1,443
<b>Total Vessel &amp; Container</b>	<b>3,984</b>
EUR Bond 2024	368
<b>Total Bonds</b>	<b>368</b>
Corporate secured	190
Corporate unsecured	77
<b>Total corporate</b>	<b>267</b>
Pre IFRS 16 Leases	49
New IFRS 16 Leases	1,670
<b>Total Finance Leases</b>	<b>1,719</b>
<b>Total financial liabilities</b>	<b>6,339<sup>2)3)4)</sup></b>



1) As of January 2018 financial debt profile has been changed to the statement of repayment amounts. Deviation from the total financial debt as shown in the balance sheet as per 31.12.2020 consists of transaction costs and accrued interest 2) Liabilities from lease and charter contracts consist of USD 49 million liabilities from former finance lease contracts and USD 1,670 USD million from lease contracts presented as on-balance financial liability due to first-time application of IFRS 16 3) Repayment amounts based on contractual debt as per 31.12.2020 4) Total financial liabilities without Finance Leases at 4,668 USD m Note: Rounding differences may occur

## Outlook & sensitivities

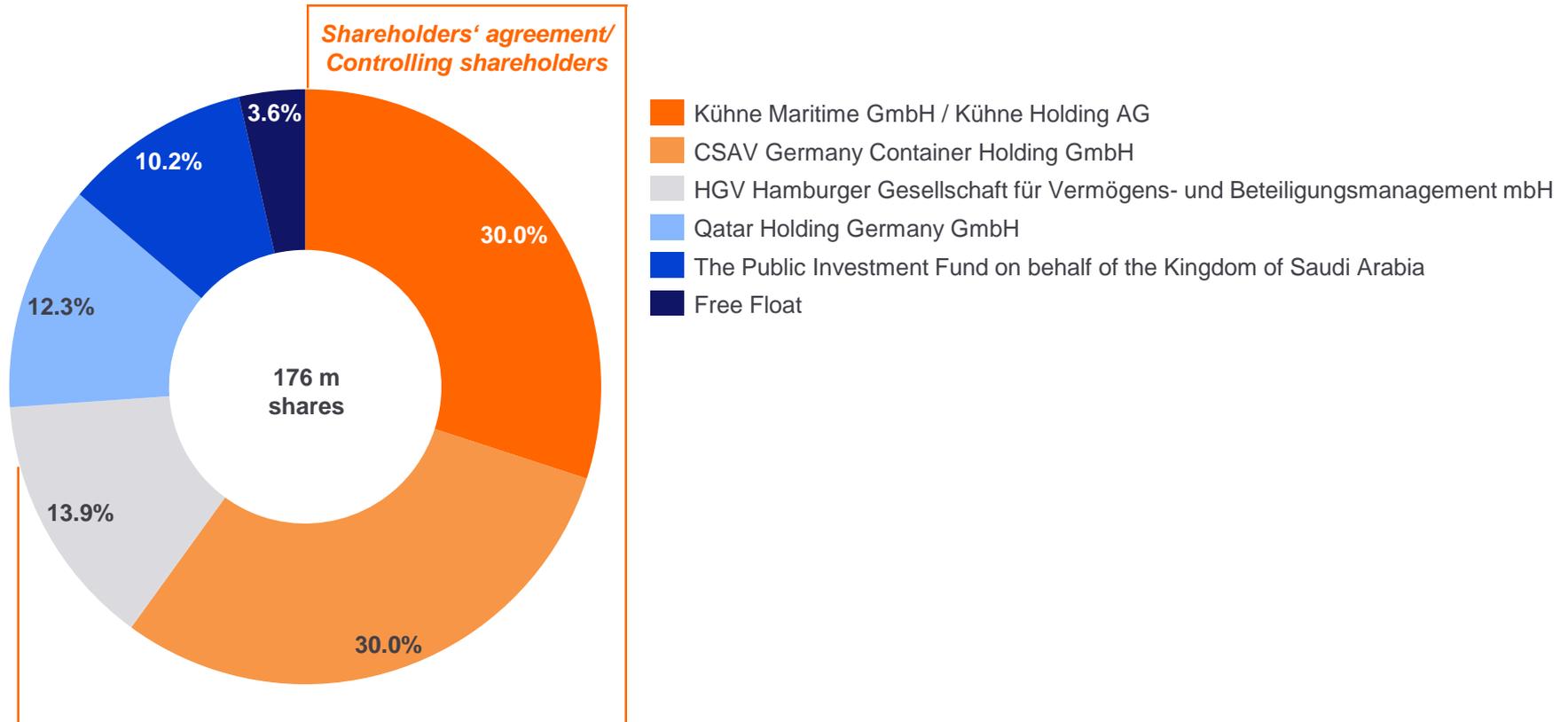
### Hapag-Lloyd sensitivities for 2020

Transport volume	+/- 100 TTEU	+/- USD ~0.1 bn
Bunker price	+/- 50 USD/mt	+/- USD ~0.3 bn
Freight rate	+/- 50 USD/TEU	+/- USD ~0.5 bn
Exchange Rate [USD/EUR]	+/- 0.05 USD/EUR	+/- USD <0.1 bn

### Market forecasts for 2021

Global economic growth (IMF, Jan 2021)	5.5%
Increase in global trade (IMF, Jan 2021)	8.1%
Increase in global container transport volume (Seabury, Nov 2020)	4.8 %

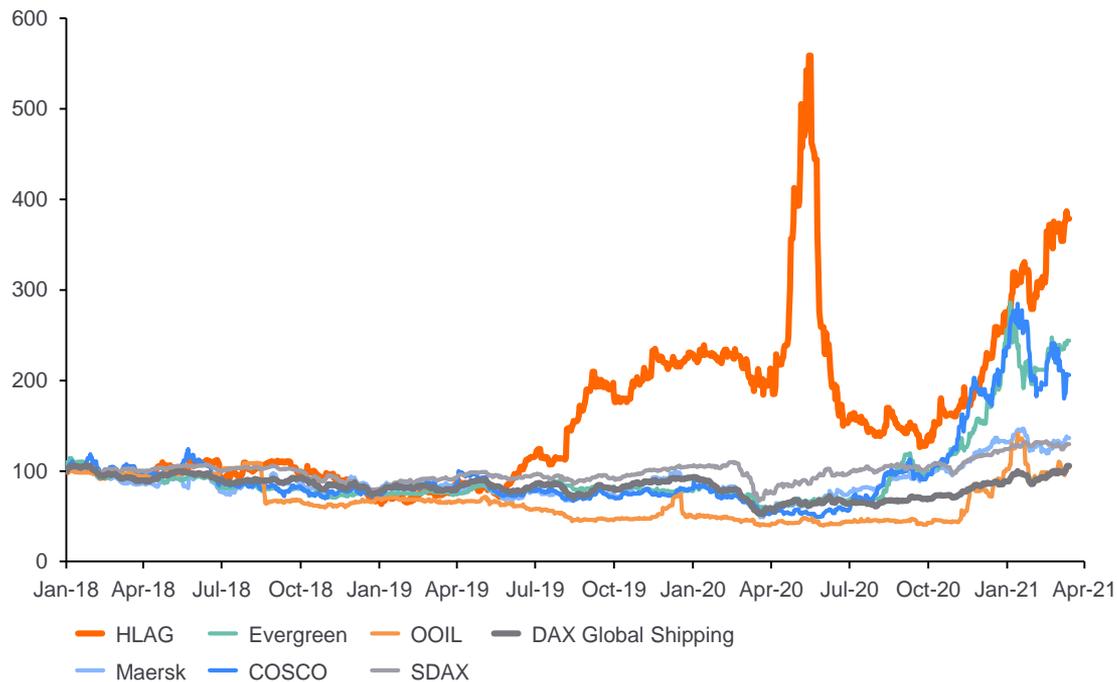
# Hapag-Lloyd's shareholder structure



# Share price development

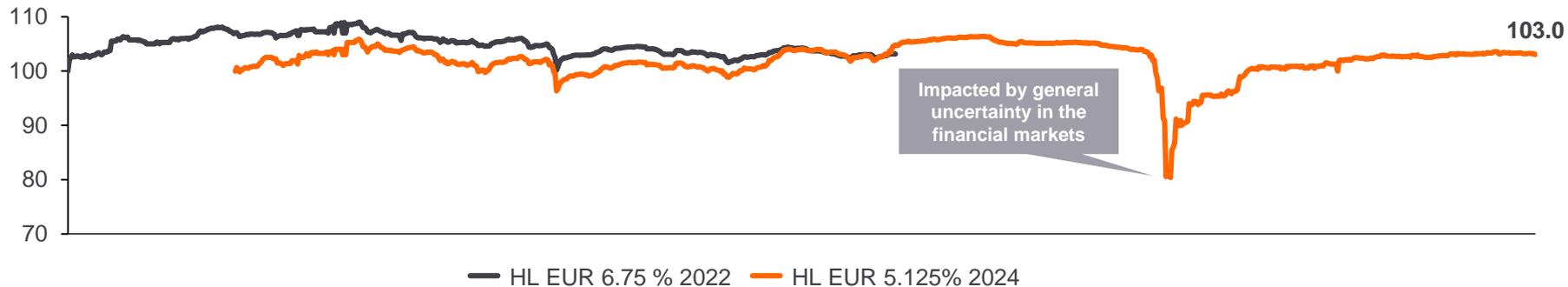
## Performance since 1 January 2018

Indexed Price



<b>Stock Exchange</b>	Frankfurt Stock Exchange / Hamburg Stock Exchange
<b>Market segment</b>	Regulated market (Prime Standard)
<b>ISIN / WKN</b>	DE000HLAG475 / HLAG47
<b>Ticker Symbol</b>	HLAG
<b>Primary listing</b>	6 November 2015
<b>Number of shares</b>	175,760,293

# Bond trading



	EUR Bond 2024	EUR Bond 2022
Listing	Open market of the Luxembourg Stock Exchange (Euro MTF)	
Volume	EUR 300 m	EUR 450 m
ISIN / WKN	XS1645113322	XS1555576641 / A2E4V1
Maturity Date	Jul 15, 2024	Feb 1, 2022
Redemption Price	as of July 15, 2020:102.563%; as of July 15, 2021:101.281%; as of July 15, 2022:100%	as of Feb 1, 2019: 103.375%; as of Feb 1, 2020: 101.688%; as of Feb 1, 2021: 100%
Coupon	5.125%	6.75%

# Financial Calendar 2021

<b>27 January 2021</b>	Preliminary Financials 2020
<b>18 March 2021</b>	Annual Report 2020
<b>12 May 2021</b>	Quarterly Financial Report Q1 2021
<b>28 May 2021</b>	(virtual) Annual General Meeting 2021
<b>12 August 2021</b>	Half-year Financial Report 2021
<b>12 November 2021</b>	Quarterly Financial Report 9M 2021

# Disclaimer

## Forward-looking statements

This presentation contains forward-looking statements that involve a number of risks and uncertainties. Such statements are based on a number of assumptions, estimates, projections or plans that are inherently subject to significant risks, as well as uncertainties and contingencies that are subject to change. Actual results can differ materially from those anticipated in the Company's forward-looking statements as a result of a variety of factors, many of which are beyond the control of the Company, including those set forth from time to time in the Company's press releases and reports and those set forth from time to time in the Company's analyst calls and discussions. We do not assume any obligation to update the forward-looking statements contained in this presentation.

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