

Investor Presentation

H1 2022 Results

Hamburg, 11 August 2022



Opening Remarks

1 | CURRENT SITUATION

- Supply chain disruptions have further intensified during the first half of 2022
- Transport volumes are hampered by continuous congestion and softer backhaul trades
- Spot rates remain on a high level despite recent downturn

2 | FINANCIALS

- H1 2022 earnings increased further above expectations
- Transport expenses rose by 22%, but were offset by strong freight rate development
- Following the USD 6.6 bn dividend distribution in May, net liquidity position stands at USD 4.5 bn

3 | MARKET UPDATE

- Effective capacity remains tight, which is reflected in low level of idle fleet and high chartering cost
- Influx of ordered tonnage should ease the tight capacity situation from 2023 onwards
- Economic growth likely to soften as high inflation and geopolitical risks weigh on consumer spending

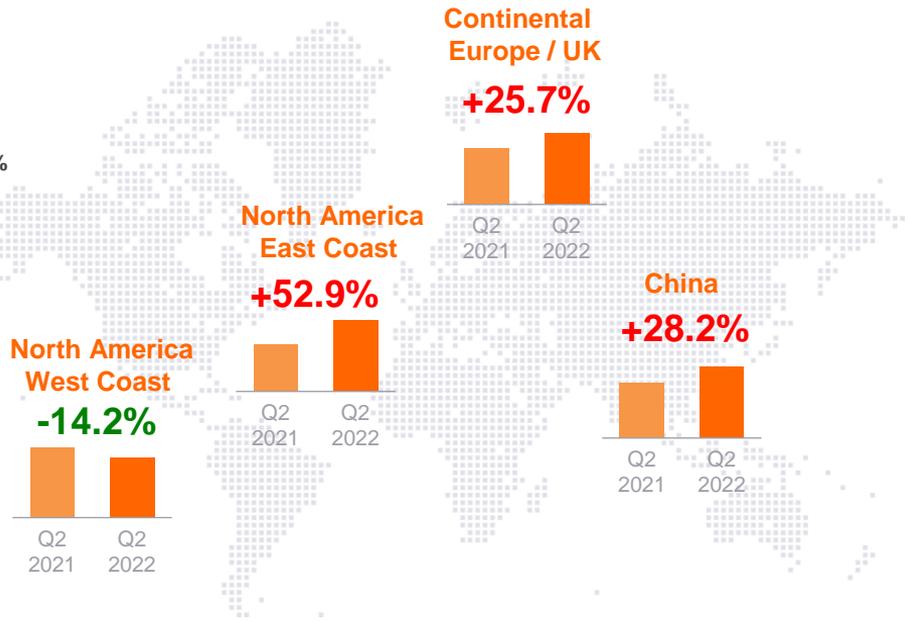
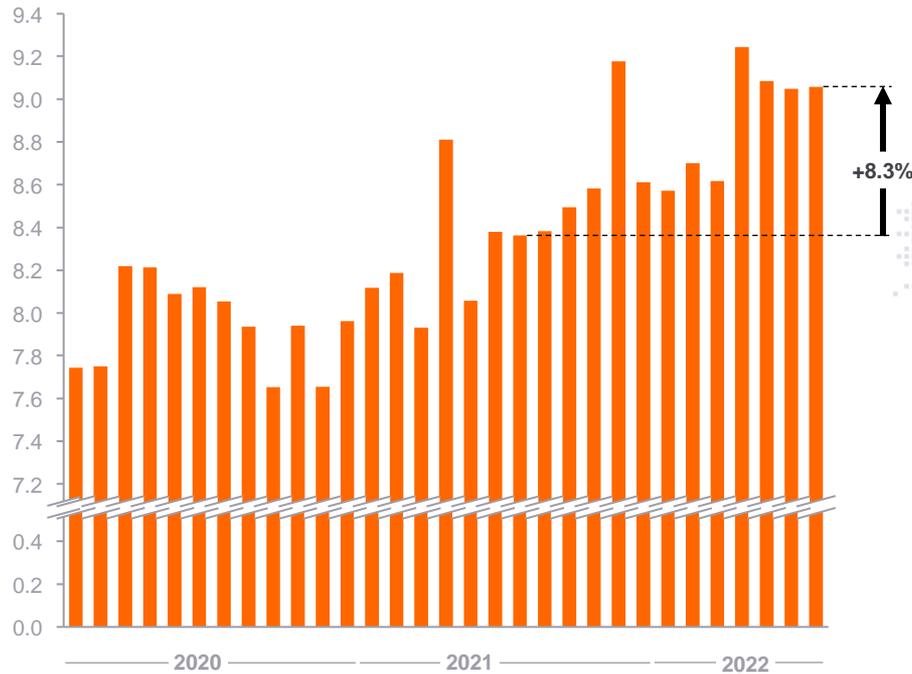
4 | WAY FORWARD

- FY 2022 outlook raised as H2 2022 performance should also exceed previous expectations
- Strong cash flow generation allows us to further execute on our Simplify, Strengthen & Invest measures in line with Strategy 2023 strategic targets

Congestion remains on very high level – Situation in China, North Europe and NA EC offsetting improvement in NA WC ports

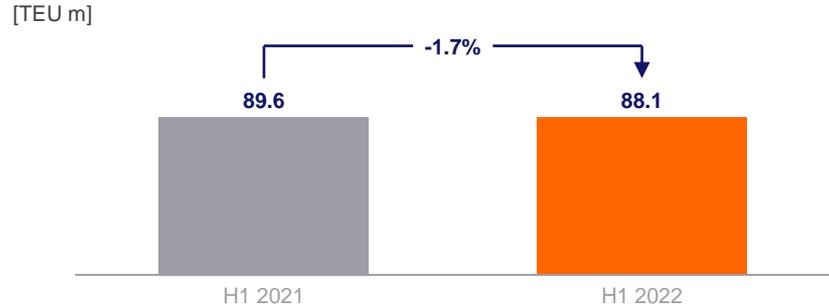
GLOBAL PORT CONGESTION INDEX

[TEU m, 7dma]

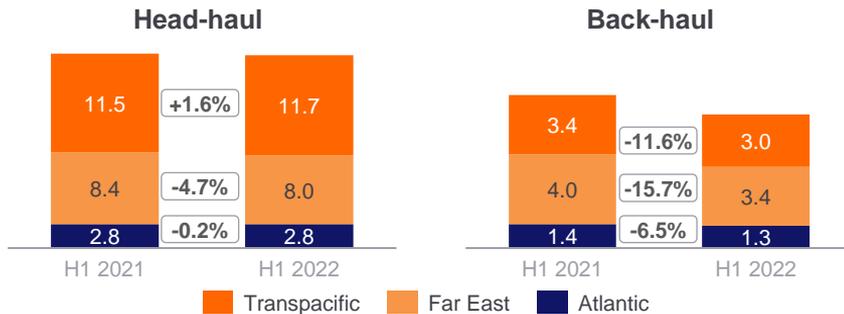


Global transport volume declined slightly – Spot freight rates weakened but still on a high level

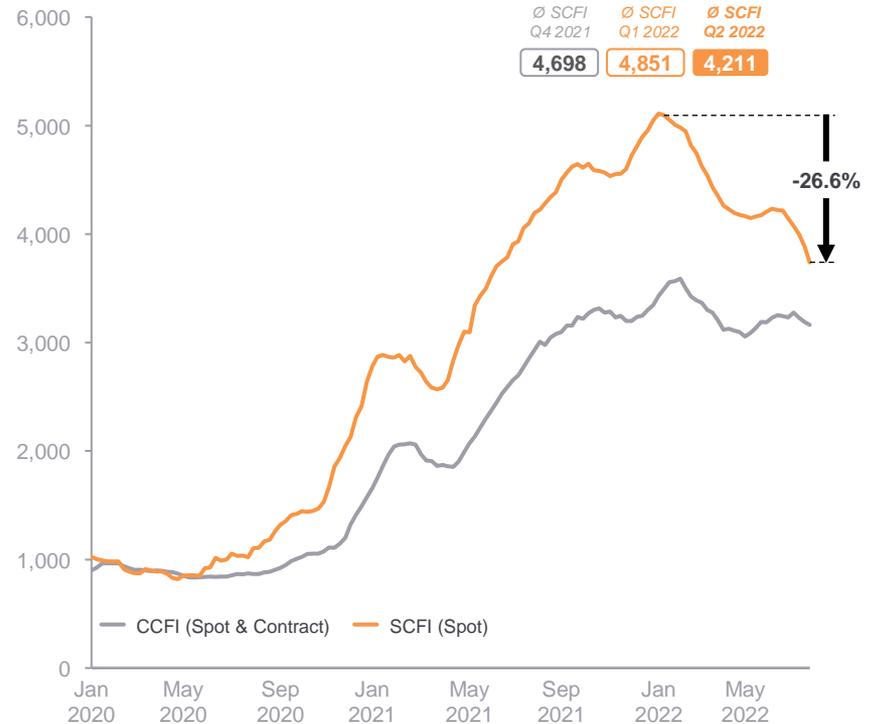
GLOBAL TRANSPORT VOLUME DEVELOPMENT



TRANSPORT VOLUME ON SELECTED TRADES



SHANGHAI CONTAINERIZED FREIGHT INDEX [USD/TEU]



We made further progress along our strategic goals and strengthened our market position in Africa

FLEET

- Roll-out of **Fleet Upgrade Program** to increase fuel efficiency
- Active management of our charter vessel portfolio and **purchase of 2nd hand vessels**
- Started to equip **1.4 million dry containers** with **real-time tracking devices**

SERVICES

- **Update of THE Alliance network** to ensure a comprehensive port coverage
- Launch of **new services** (CGX, TEX, MSW)

M&A

- Successful **closing of the acquisition of Deutsche Afrika-Linien (DAL)** on 1 June 2022

HUMANITARIAN INITIATIVES

- Initiated further humanitarian programs in H1 2022, such as the **clean water initiative** in India, **Support for Ukraine** and other local initiatives supporting children



Hapag-Lloyd

Exceptional freight rate environment led to a strong earnings performance in the first six months of 2022



OPERATIONAL KPIs

Volume TTEU **6,012** PY: 6,004 » Transport volume remained at the previous year's level (0.1% YoY) as a result of the strained supply chains

Rate USD/TEU **2,855** PY: 1,612 » Average freight rate increased by 77% YoY due to good demand and tight capacity availability

Bunker USD/mt **703** PY: 421 » Average bunker consumption price increased by 282 USD/mt due to higher bunker market prices



P&L EFFECTS

Revenue USD m **18,562** PY: 10,551 » Revenue increased by USD +8.0 bn,...

EBITDA USD m **10,942** PY: 4,240 » ...EBITDA by USD +6.7 bn and ...

EAT USD m **9,466** PY: 3,284 » ...net profit by USD +6.2 bn mainly due to higher freight rates



BALANCE SHEET¹⁾

Assets USD m **33,040** PY: 30,236 » Total assets increased by USD 2.8 bn vs. 31 Dec 2021 due to higher investments (incl. RoU additions), more cash and higher receivables

Fin. Debt USD m **5,927** PY: 6,222 » Financial debt fell slightly as higher IFRS 16 lease liabilities were more than offset by redemption payments

Liquidity USD m **10,394** PY: 8,741 » The cash balance increased significantly by USD 1.7 bn vs. 31 Dec 2021 driven by a strong cash flow generation



FINANCIAL KPIs

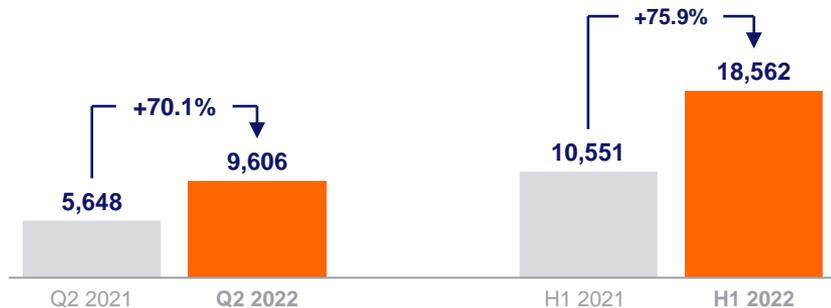
FCF USD m **9,486** PY: 3,371 » Free Cash Flow generation turned out significantly higher than in the first half of 2021

Leverage **<0x** PY: <0x » Net leverage remained unchanged due to strong result performance

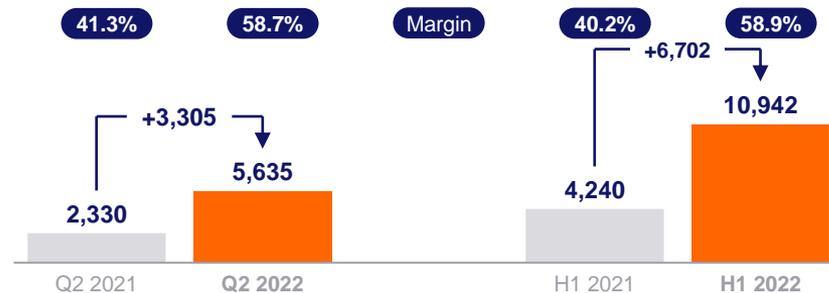
ROIC % **117%** PY: 47% » Return on Invested Capital remained on exceptional level

On the back of a sharp rise in revenues, group profit increased significantly YoY

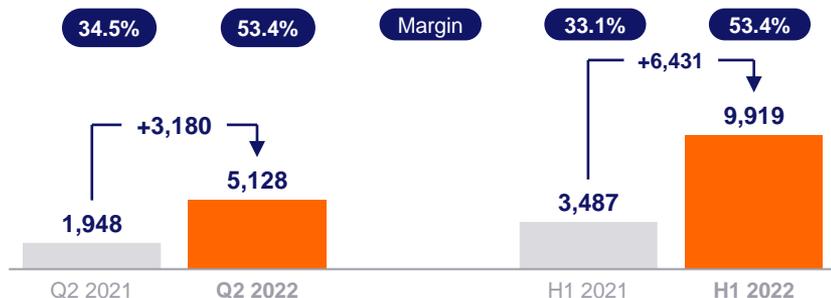
REVENUE [USD m]



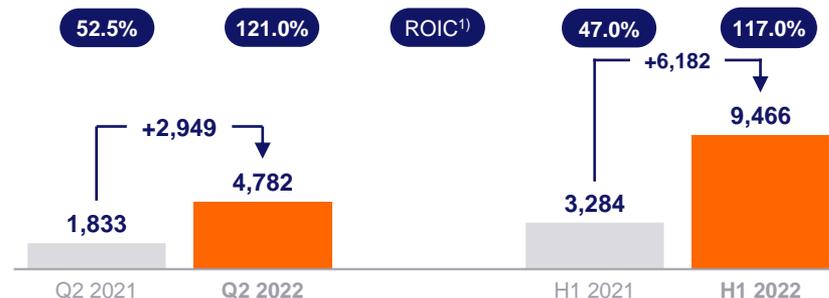
EBITDA [USD m]



EBIT [USD m]

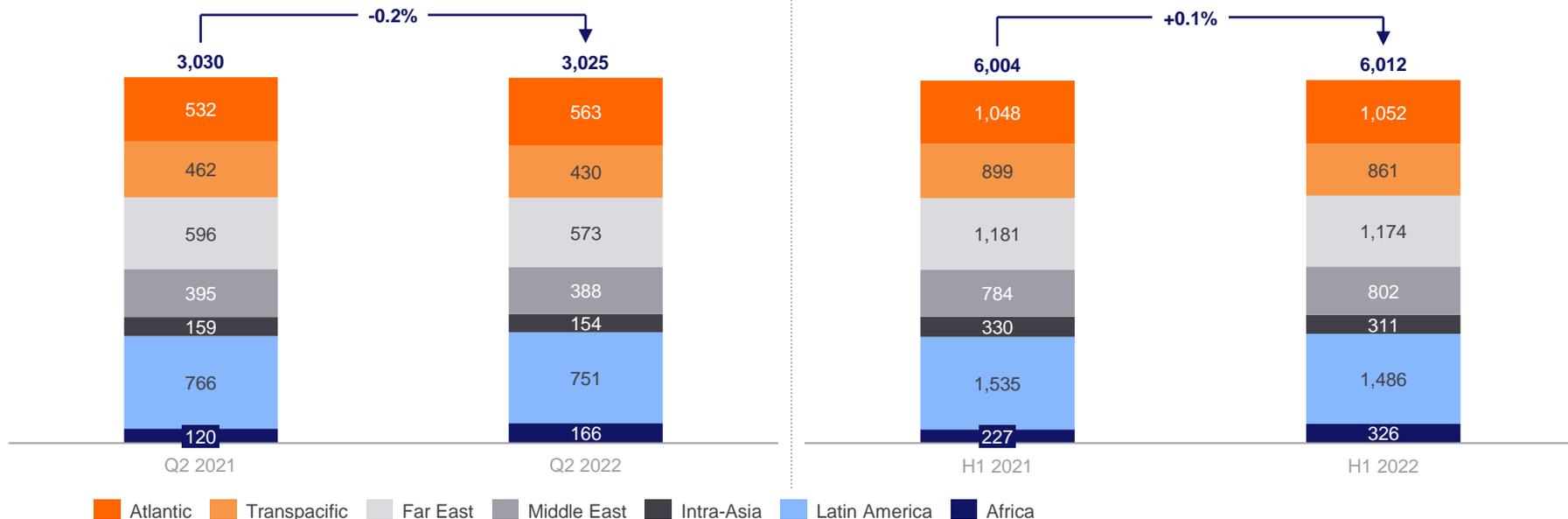


GROUP PROFIT [USD m]



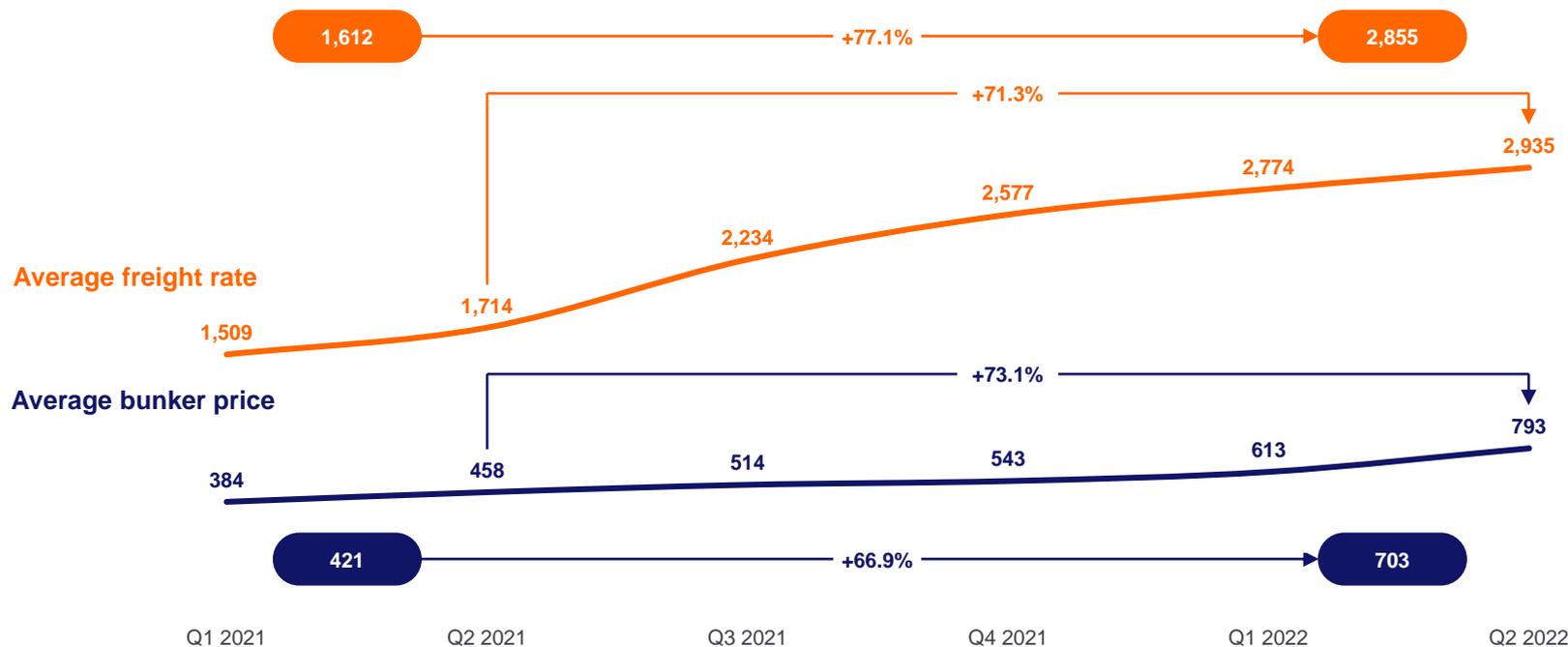
As a result of longer round voyage times, transport volume remained on previous year's level – despite good demand

TRANSPORT VOLUME DEVELOPMENT BY TRADE [TTEU]



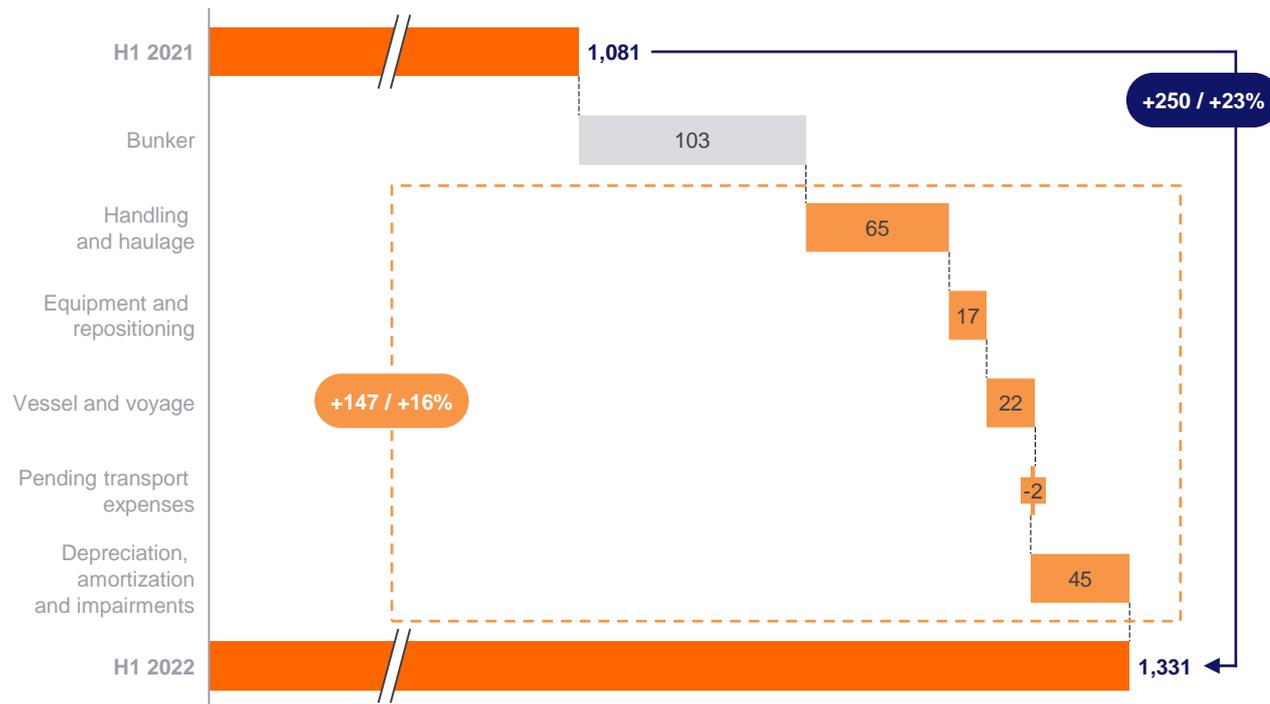
Average freight rate increased mainly driven by stronger long-term rates while spot rates started to decline since its peak in January

FREIGHT RATE [USD/TEU] VS. BUNKER PRICE DEVELOPMENT [USD/MT]



Transport expenses continued to increase due to higher energy prices, congestion and higher vessel charter rates

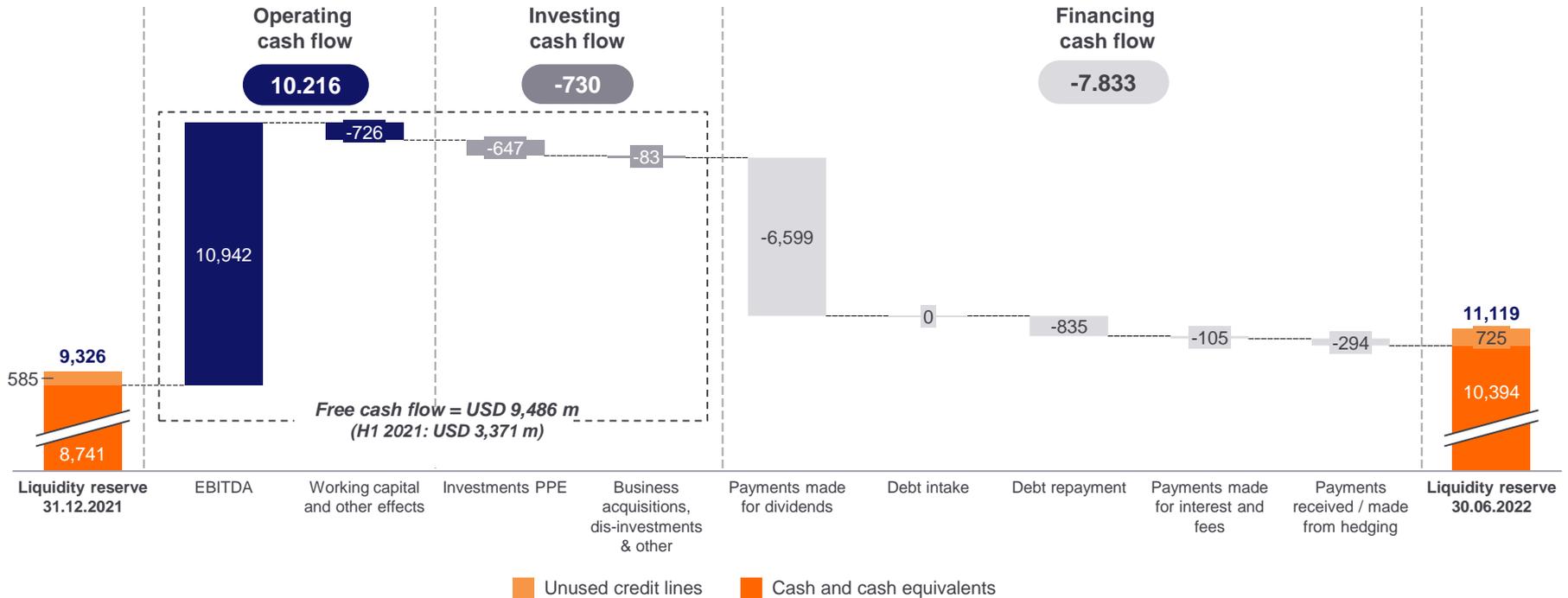
TRANSPORT EXPENSES PER UNIT [USD/TEU]



- “Bunker” expenses (+71%) increased on the back of higher average bunker consumption prices
- “Handling and Haulage” (+13%) and “Equipment and Repositioning” (+15%) expenses were up due to higher storage and hinterland transportation costs
- “Vessels and voyage” expenses (+12%) increased due to rise in percentage of ships chartered in on a medium-term basis and the resulting operating expenses
- “Depreciation and amortization” expenses (+36%) were up primarily due to the rise in the percentage of vessels chartered in on a medium-term basis at simultaneously higher charter rates and the resulting increase in right of use

Strong cash generation in H1 2022, leading to a free cash flow of USD 9.5 bn – Liquidity reserve now at 11.1 USD bn

CASH FLOW H1 2022 [USD m]

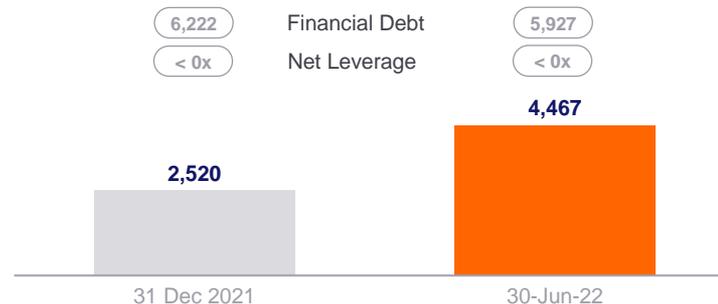


Despite the payment of a dividend of USD 6.6 bn in May 2022, net liquidity increased by USD 1.9 billion to USD 4.5 billion

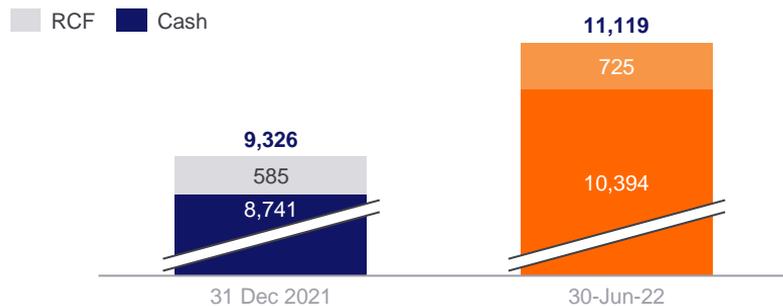
EQUITY [USD m]



NET CASH [USD m]



LIQUIDITY RESERVE [USD m]



COMMENTS

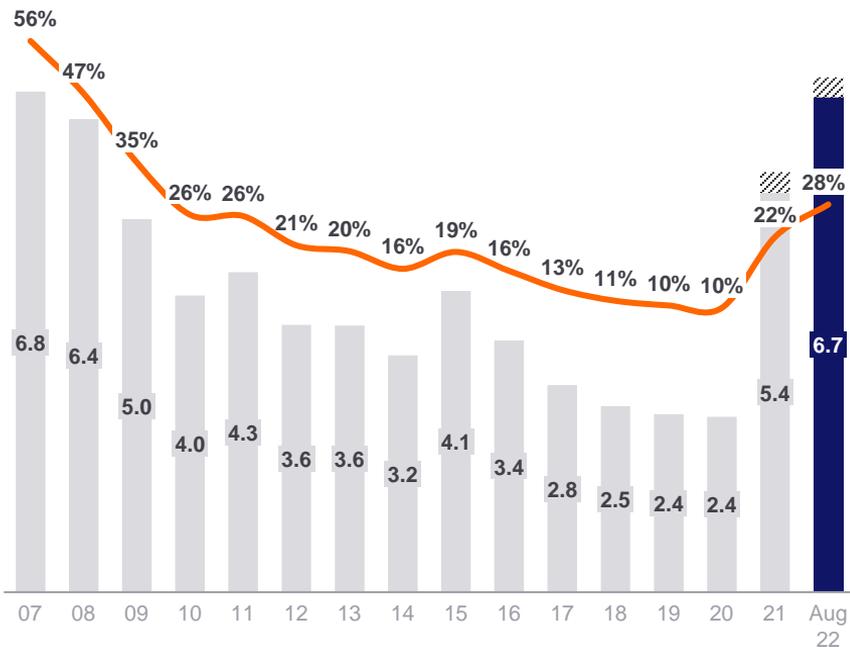
- Equity increased substantially due to high profitability level
- Equity ratio now at ~65%
- Financial debt was slightly reduced while net cash position increased clearly due to higher cash
- Volume of RCF increased and term prolonged

Order activity remains on a high level – Tight vessel availability is reflected in low level of idle fleet

GLOBAL ORDERBOOK

[TEU m; % of world fleet]

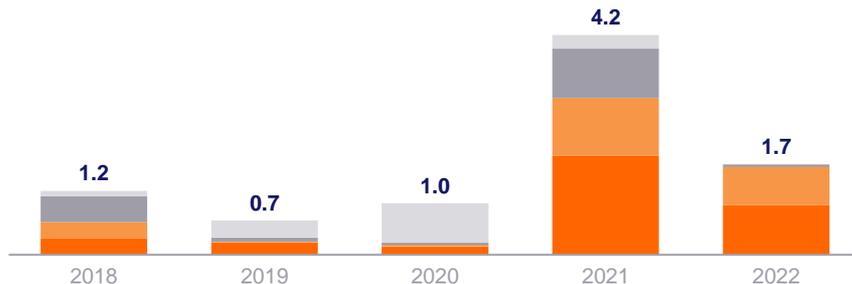
Orderbook Share of world fleet



NEWLY PLACED ORDERS

[TEU m]

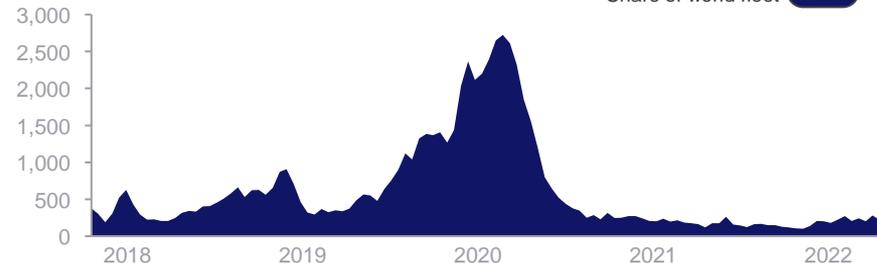
Q4 Q3 Q2 Q1



IDLE FLEET

[TTEU]

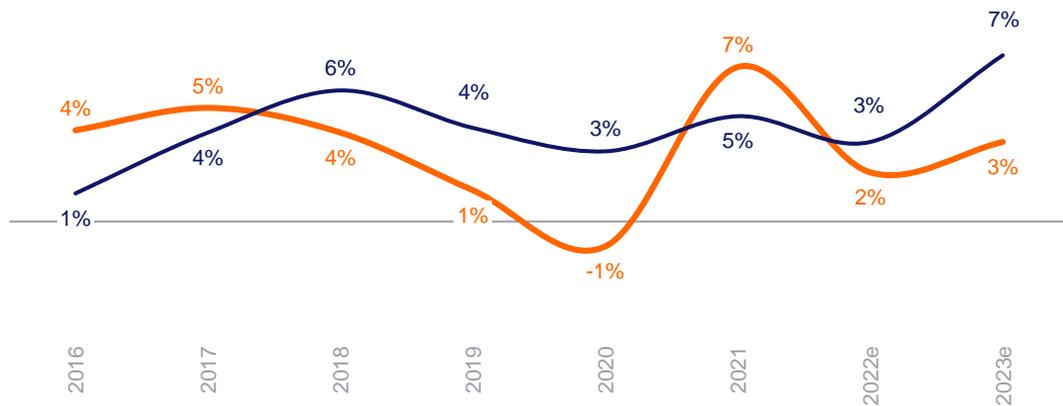
Share of world fleet 1.0%¹⁾



Slower expected demand growth and influx of additional tonnage from 2023 onwards should ease tight capacity situation

SUPPLY/DEMAND BALANCE

[TEU m, %]



— Global Container Volume Growth [%] — Global Fleet Supply Growth [%]

Note: Global Container Trade Growth: CTS data until 2021; Seabury for 2022e onwards.



Demand growth is expected to slow down to more sustainable levels



Capacity influx will increase from 2023 onwards to cater for higher demand



Sustainability efforts might accelerate scrapping



Demand/supply fundamentals expected to normalize in the years to come

H2 earnings should exceed previous expectations – FY 2022 outlook raised on July 28, 2022

	FY 2021	FY 2022 Previous Outlook	FY 2022 Updated Outlook
 Transport volume	11,872 TTEU	On previous year's level	Increasing slightly
 Bunker consumption price	475 USD/mt	Increasing clearly	Increasing clearly
 Freight rate	2,003 USD/TEU	Increasing clearly	Increasing clearly
 EBITDA	12,842 USD m	USD 14.5 – 16.5 bn EUR 13.6 – 15.5 bn	USD 19.5 – 21.5 bn EUR 18.2 – 20.1 bn
 EBIT	11,111 USD m	USD 12.5 – 14.5 bn EUR 11.7 – 13.6 bn	USD 17.5 – 19.5 bn EUR 16.3 – 18.2 bn

- » **Strong operational performance** above expectations recorded in H1
- » Based on current business performance, the **H2 2022** should also **exceed previous expectations**
- » Against this background, the Executive Board of **Hapag-Lloyd AG** has **raised its earnings outlook for the current financial year** on July 28, 2022
- » In view of the war in Ukraine, the continuing disruptions to global supply chains, and the effects of the COVID-19 pandemic, the **forecast is subject to considerable uncertainty**

Our focus for 2022 and beyond remains unchanged

Focus on **service quality** and **customer satisfaction**

Invest in **fleet** and **competitive cost base**

Seamless integration of Deutsche Afrika-Linien

Continue to follow a **prudent financial policy**

Strengthen efforts on **Sustainability** and **Decarbonization**

Take care of our people and invest in their capabilities





Appendix

Hapag-Lloyd with an equity ratio of 64.6% and a gearing of below zero

BALANCE SHEET [USD M]

million USD	30.6.2022	31.12.2021
Assets		-
Non-current assets	17,492.3	17,298.4
of which fixed assets	17,378.6	17,208.5
Current assets	15,547.3	12,937.1
of which cash and cash equivalents	10,393.9	8,741.4
Total assets	33,039.7	30,235.5
		-
Equity and liabilities		-
Equity	21,349.5	18,292.2
Borrowed capital	11,690.1	11,943.3
of which non-current liabilities	4,712.3	5,199.7
of which current liabilities	6,977.8	6,743.6
of which financial debt and lease liabilities	5,926.9	6,221.7
of which non-current financial debt and lease liabilities	4,387.8	4,684.0
of which current financial debt and lease liabilities	1,539.1	1,537.7
Total equity and liabilities	33,039.7	30,235.5

FINANCIAL POSITION [USD M]

million USD	30.6.2022	31.12.2021	30.6.2021
Financial debt and lease liabilities	5,926.9	6,221.7	6,296.1
Cash and cash equivalents	10,393.9	8,741.4	2,391.5
Net debt	-4,467.0	-2,519.7	3,904.6
Unused credit lines	725.0	585.0	585.0
Liquidity reserve	11,118.9	9,326.4	2,976.5
Equity	21,349.5	18,292.2	10,805.9
Gearing (net debt / equity) (%)	-20.9	-13.8	36.1
EBITDA	10,941.6	12,841.9	4,239.7
Net debt to EBITDA¹	<0	<0	0.6x
Equity ratio (%)	64.6	60.5	49.3

Hapag-Lloyd with strong net profit of USD 9,465.7 m in H1 2022

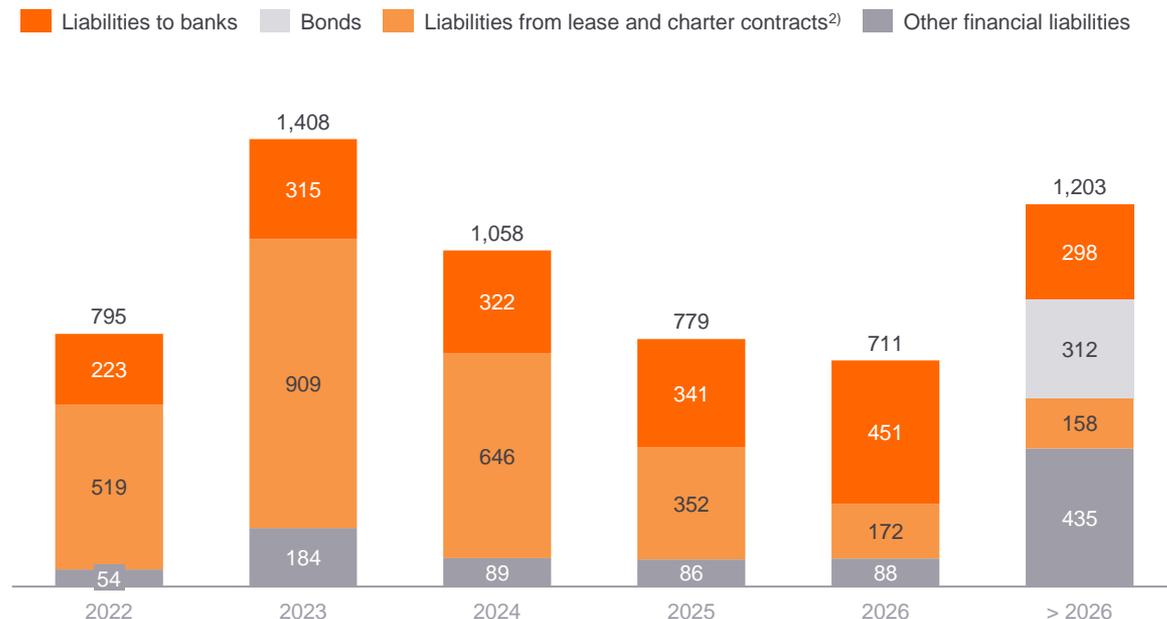
INCOME STATEMENT [USD M]

million USD	Q2 2022	Q1 2022	Q2 2021	QoQ Change	YoY change	H1 2022	H1 2021	Change
Revenue	9,605.7	8,956.1	5,648.1	7.3%	70.1%	18,561.8	10,551.3	75.9%
Transport expenses	-3,663.3	-3,313.1	-2,999.4	10.6%	22.1%	-6,976.4	-5,736.4	21.6%
Personnel expenses	-231.3	-235.7	-232.6	-1.9%	-0.6%	-467.0	-430.7	8.4%
Depreciation, amortisation and impairment	-507.1	-516.0	-382.4	-1.7%	32.6%	-1,023.1	-752.4	36.0%
Other operating result	-143.1	-113.3	-98.6	26.3%	45.2%	-256.5	-158.7	61.6%
Operating result	5,060.9	4,778.0	1,935.1	5.9%	161.5%	9,838.9	3,473.1	183.3%
Share of profit of equity-accounted investees	62.6	12.9	12.8	387.0%	390.5%	75.5	14.3	428.6%
Result from investments	4.1	0.0	0.0	n.m.	n.m.	4.2	-0.0	n.m.
Earnings before interest and tax (EBIT)	5,127.7	4,790.9	1,947.9	7.0%	163.2%	9,918.5	3,487.3	184.4%
Interest result	-39.1	-53.9	-95.0	-27.5%	-58.8%	-92.9	-172.5	-46.1%
Other financial items	-284.2	-34.8	-4.4	n.m.	n.m.	-319.0	-2.2	n.m.
Income taxes	-22.2	-18.7	-15.3	19.1%	45.2%	-40.9	-28.6	43.0%
Group profit / loss	4,782.2	4,683.5	1,833.2	2.1%	160.9%	9,465.7	3,284.0	188.2%

Well balanced maturity structure of financial liabilities

FINANCIAL DEBT PROFILE AS PER 30 JUNE 2022¹⁾, [USD M]

Facility	30 June 2022 [USD m]
Vessel Financings	1,809
Container Financings	996
Total Vessel & Container	2,805
EUR Bond 2024	312
Total Bonds	312
Corporate secured	72
Corporate unsecured	9
Total corporate	81
Pre IFRS 16 Leases	26
New IFRS 16 Leases	2,730
Total Finance Leases	2,756
Total financial liabilities	6,021¹⁾

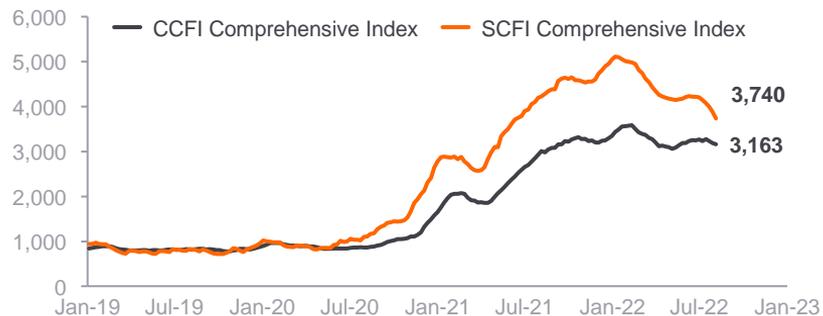


Note: Rounding differences may occur

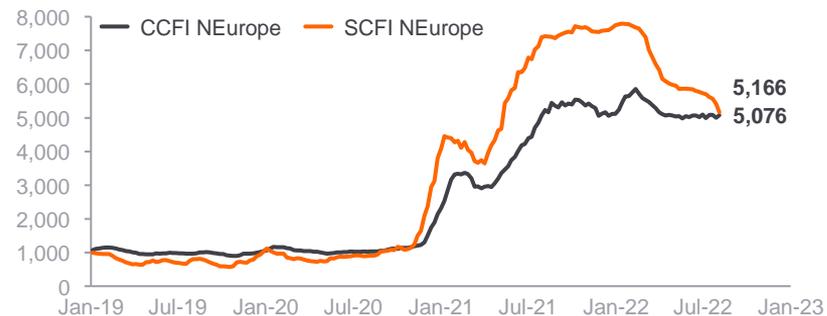
1) Repayment amounts based on contractual debt as per 30 June 2022 2) Liabilities from lease and charter contracts consist of USD 26 million liabilities from former finance lease contracts and USD 2,730 USD million from lease contracts presented as on-balance financial liability due to first-time application of IFRS 16

Freight rate development

COMPREHENSIVE INDEX [USD/TEU]



SHANGHAI – NORTH EUROPE [USD/TEU]



SHANGHAI – USA WEST COAST [USD/FEU]



SHANGHAI – LATIN AMERICA [USD/TEU]



Share price development

PERFORMANCE SINCE 1 JANUARY 2021

Indexed Price



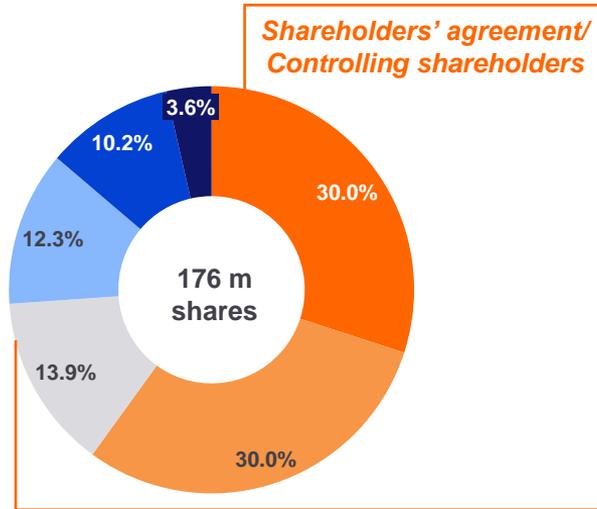
Stock Exchange	Frankfurt Stock Exchange / Hamburg Stock Exchange
Market segment	Regulated market (Prime Standard)
ISIN / WKN	DE000HLAG475 / HLAG47
Ticker Symbol	HLAG
Primary listing	6 November 2015
Number of shares	175,760,293

Bond trading

	EUR Bond 2028
Listing	Open market of the Luxembourg Stock Exchange (Euro MTF)
Volume	EUR 300 m
ISIN / WKN	XS2326548562
Maturity Date	April 15, 2028
Redemption Price	as of 15 April 2024: 101.375% as of 15 April 2025: 100.688% as of 15 April 2026: 100%
Coupon	2.500%



Shareholder structure



- Kühne Maritime GmbH / Kühne Holding AG
- CSAV Germany Container Holding GmbH
- HGV Hamburger Gesellschaft für Vermögens- und Beteiligungsmanagement mbH
- Qatar Holding Germany GmbH
- The Public Investment Fund on behalf of the Kingdom of Saudi Arabia
- Free Float

Financial Calendar 2022

10 November 2022

Quarterly Financial Report 9M 2022

Disclaimer

Forward-looking statements

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