

Investor Presentation

Q1 2022 Results

Hamburg, 12 May 2022



Opening Remarks

1 | CURRENT SITUATION

- Russia-Ukraine war put further strain on already disrupted global supply chains
- Severe wave of COVID-19 in China impacted port activities and other logistics of container shipping
- Spot rates ex-China softened as result of seasonality and lower volumes due to lockdowns

2 | FINANCIALS

- Q1 2022 earnings increased further above expectations
- Peak freight rates more than offset significantly increased operational expenses
- All financial KPIs remain on an exceptional level

3 | MARKET UPDATE

- Volume growth expected to soften as high inflation and geopolitical risks weigh on consumer spending
- Strong order activity continued in Q1, pushing orderbook-to-fleet ratio above 25%
- The current market situation is not expected to improve until 2nd half of the year at the earliest

4 | WAY FORWARD

- FY 2022 outlook raised as second quarter performance should also exceed previous expectations
- Newly concluded long-term and multi-year contracts will offer some protection from falling spot rates
- We will focus on our Simplify, Strengthen & Invest measures in line with our Strategy 2023 targets

We made further progress along our strategic goals to Simplify, Strengthen & Invest

FLEET

- Roll-out of **Fleet Upgrade Program** started with propeller refit to increase fuel efficiency
- Active management of our charter vessel portfolio and **purchase of 2nd hand vessels**
- Order of **real-time tracking devices for 1.4 million dry containers** in order to provide full visibility of any container movement worldwide

SERVICES

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



M&A

- **Acquisition of Deutsche Afrika-Linien** (DAL) signed on 11 March 2022 – deal closing and integration preparation is ongoing
- Regulatory **approval for JadeWeserPort** participation received
- Signing of „Damietta Alliance“ JV to develop and operate a **new container terminal in Damietta (Egypt)**

HUMANITARIAN INITIATIVES

- We are working closely with international organizations and our logistics partners by transporting **relief goods** and **supporting refugees** as well as our **local employees in Ukraine**

Exceptional profitability level with positive impact on all financial KPIs



OPERATIONAL KPIs

Volume **2,987** » Transport volume remained at the previous year's level
TTEU PY: 2,975 (0.4% YoY) as a result of the strained supply chains

Rate **2,774** » Average freight rate increased by 84% YoY due to high
USD/TEU PY: 1,509 demand and tight capacity availability

Bunker **613** » Average bunker consumption price increased by
USD/mt PY: 384 229 USD/mt due to higher bunker market prices



BALANCE SHEET¹⁾

Assets **34,790** » Total assets increased by USD 4.6 bn vs. 31 Dec 2021 due
USD m PY: 30,236 to higher investments, more cash and higher receivables

Fin. Debt **5,995** » Financial debt fell slightly as higher IFRS 16 lease
USD m PY: 6,222 liabilities were more than offset by redemption payments

Liquidity **12,920** » Liquidity reserve increased significantly by USD 4.2 bn vs.
USD m PY: 8,741 31 Dec 2021 driven by a strong cash flow generation



P&L EFFECTS

Revenue **8,956** » Revenue increased by USD +4.1 bn,...
USD m PY: 4,903

EBITDA **5,307** » ...EBITDA by USD +3.4 bn and ...
USD m PY: 1,909

EAT **4,684** » ...net profit by USD +3.2 bn mainly due to higher freight
USD m PY: 1,451 rates



FINANCIAL KPIs

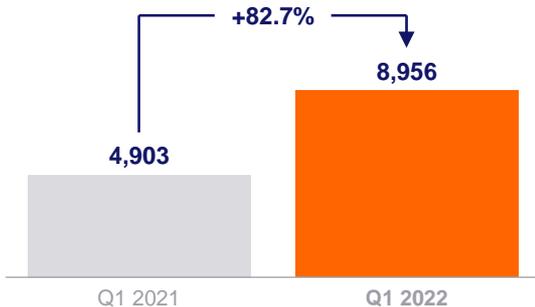
FCF **4,628** » Free Cash Flow generation turned out significantly
USD m PY: 1,554 higher than in the first quarter of 2021

Leverage **<0x** » Net liquidity increased further to USD 6.9 bn
PY: 1.0x

ROIC **118%** » Return on Invested Capital remained on exceptional level
% PY: 43%

Q1 2022 earnings clearly above PY – Peak freight rates more than offset significantly increased operational expenses

REVENUE [USD m]



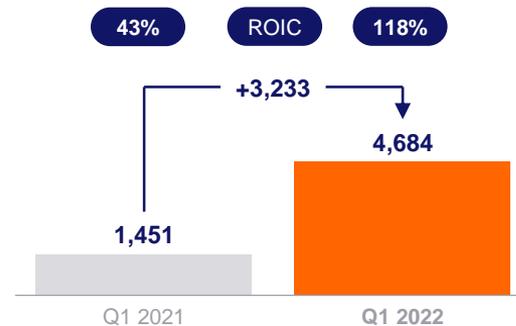
EBITDA [USD m]



EBIT [USD m]

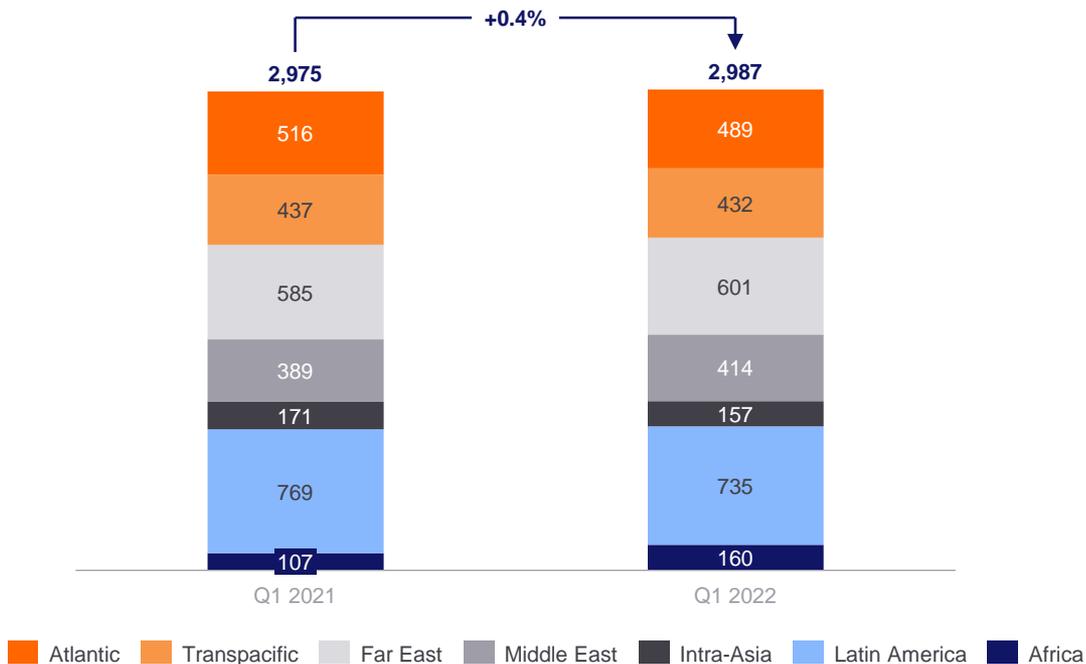


GROUP PROFIT [USD m]



Despite strong demand, transport volumes were flat as a result of strained supply chains

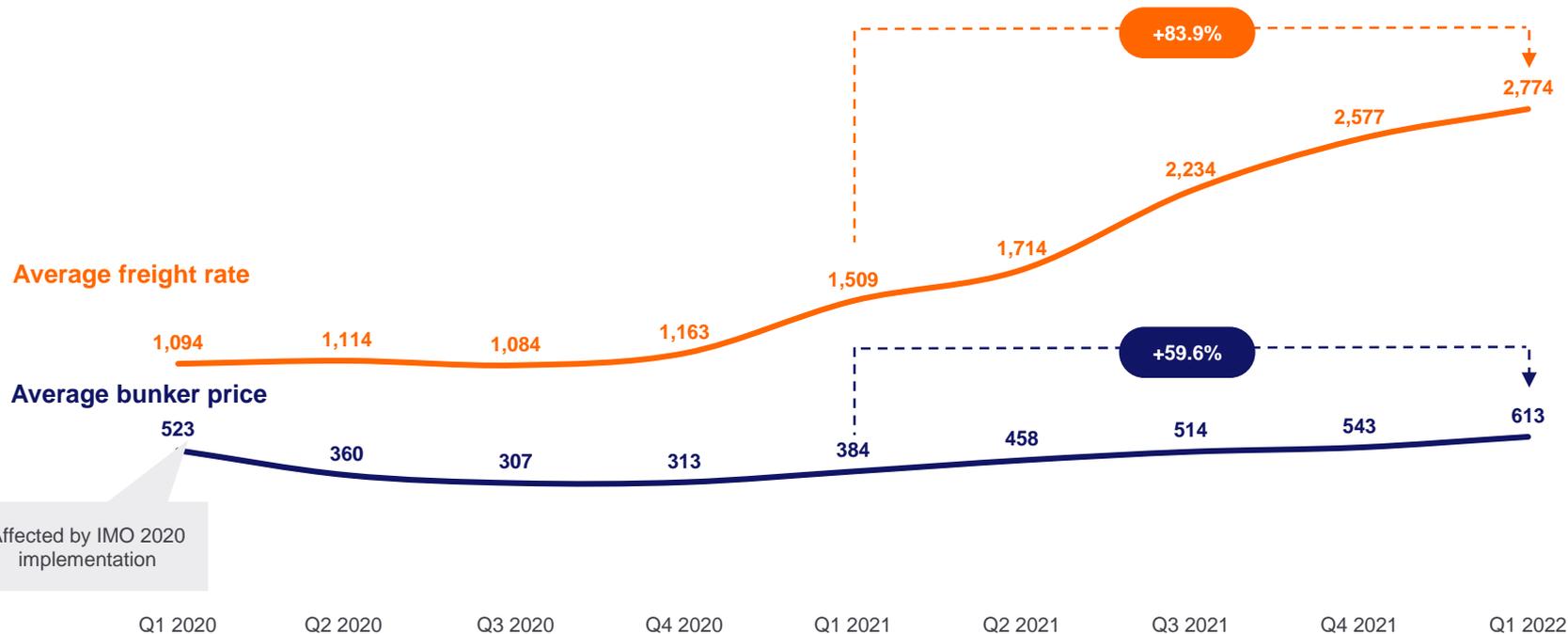
TRANSPORT VOLUME DEVELOPMENT BY TRADE [TTEU]



- The strong demand for exported goods from Asia led to an increase in transport volumes on the Middle East and Far East trades.
- On the Africa trade, the transport volume increased primarily due to the integration of Nile Dutch.
- The lower transport volume on the Intra-Asia and Latin America trade was essentially due to the optimised repositioning of containers to other trades.
- Despite high demand on the Atlantic and Transpacific trades, the congestion of local port infrastructure led to a decline in transport volumes.

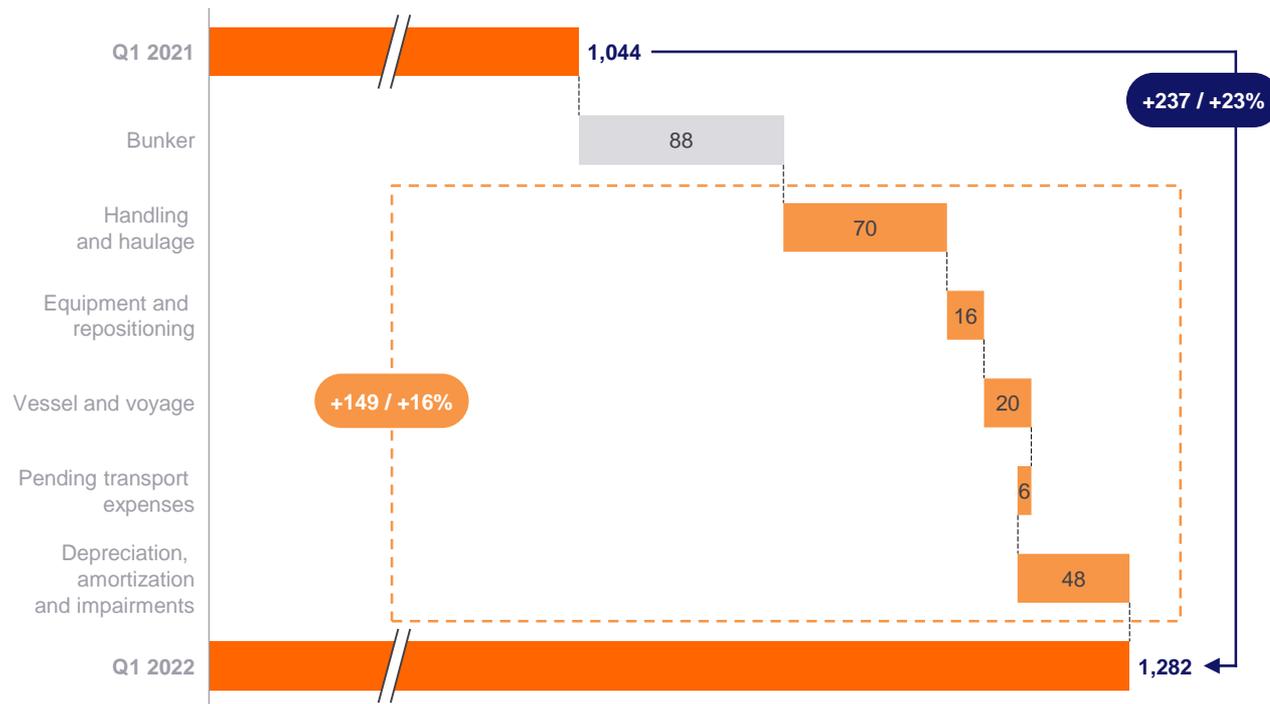
Freight rates increased strongly by ~84% YoY – bunker costs were also considerably up

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



Transport expenses increased further due to clearly higher bunker prices and ongoing operational challenges

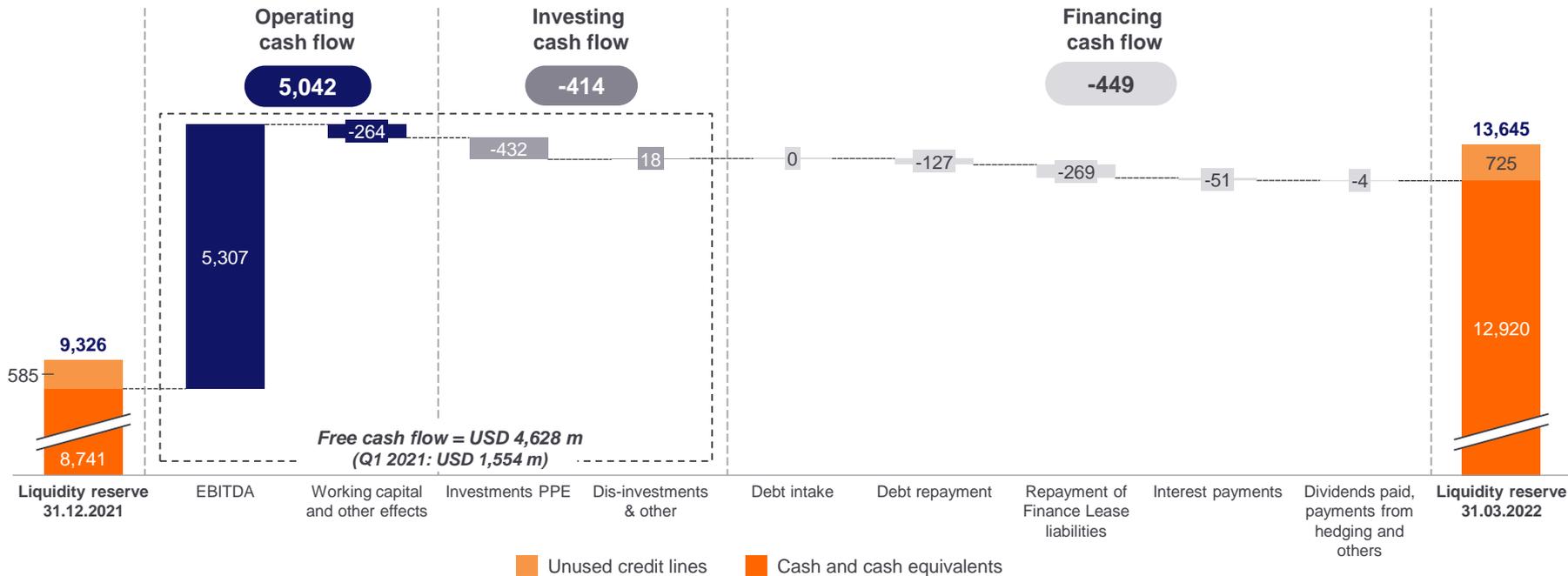
TRANSPORT EXPENSES PER UNIT [USD/TEU]



- “Bunker” expenses (+68%) increased on the back of higher average bunker consumption prices
- “Handling and Haulage” (+14%) and “Equipment and Repositioning” (+14%) expenses were up due to higher storage and hinterland transportation costs
- “Vessels and voyage” expenses (+11%) increased due to higher operating expenses for chartered vessels and rising slot charter costs on 3rd party vessels
- “Depreciation and amortization” expenses (+39%) were up primarily due to the rise in the percentage of vessels chartered in on a medium-term basis at simultaneously higher charter rates

Strong cash generation continued in Q1 2022 - Liquidity reserve now at 13.6 USD bn

CASH FLOW Q1 2022 [USD m]

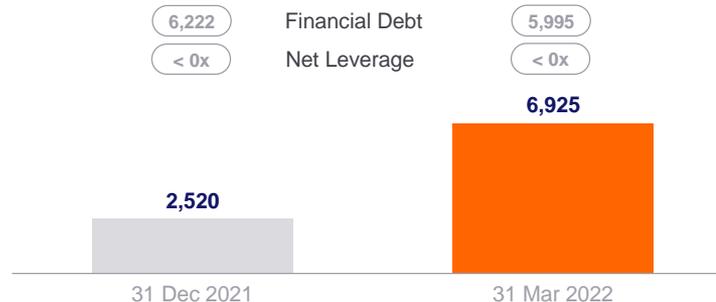


Net cash position further expanded to USD 6.9 bn

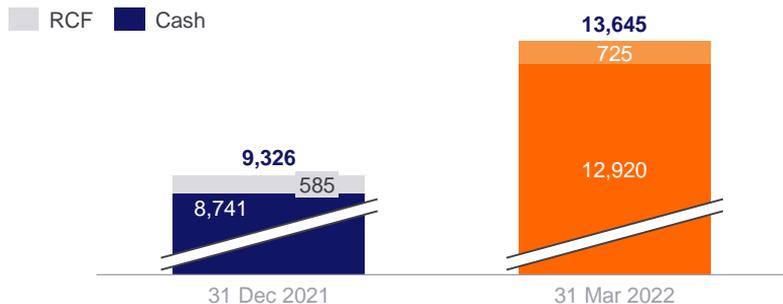
EQUITY [USD m]



NET CASH [USD m]



LIQUIDITY RESERVE [USD m]



COMMENTS

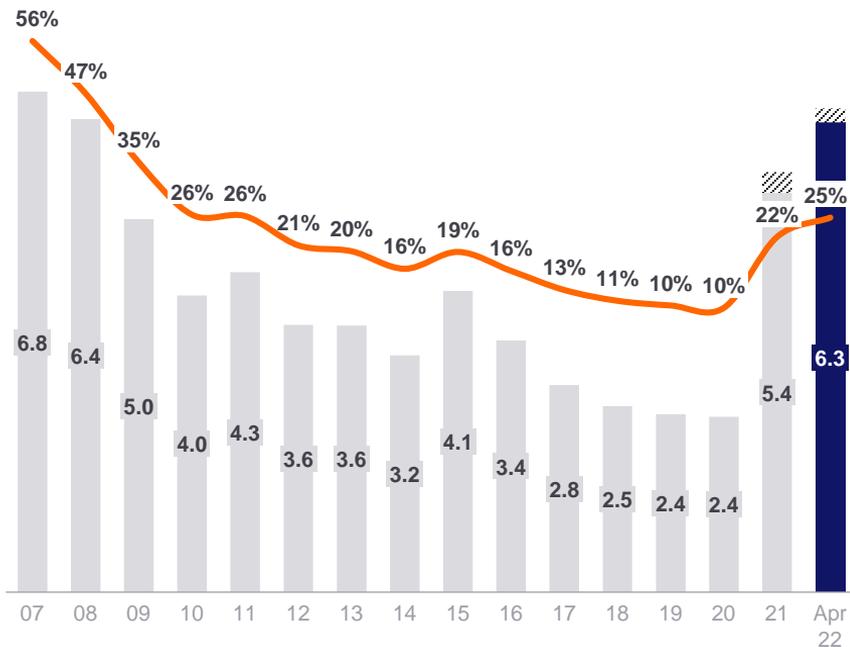
- Equity increased substantially due to high profitability level
- Equity ratio now above 66%
- Financial debt was slightly reduced while net cash position increased clearly due to higher cash
- RCF volume partly expand and extend
- S&P upgraded our credit rating the 3rd time in two years now to BB+

Order activity picked up pace again in Q1 – Tight vessel availability reflected in low level of idle fleet

GLOBAL ORDERBOOK

[TEU m; % of world fleet]

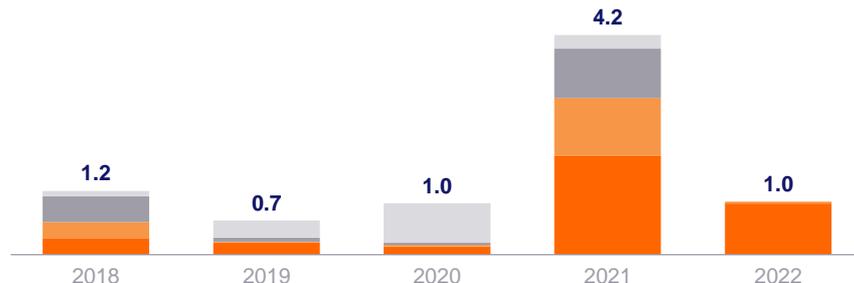
Orderbook Share of world fleet



NEWLY PLACED ORDERS

[TEU m]

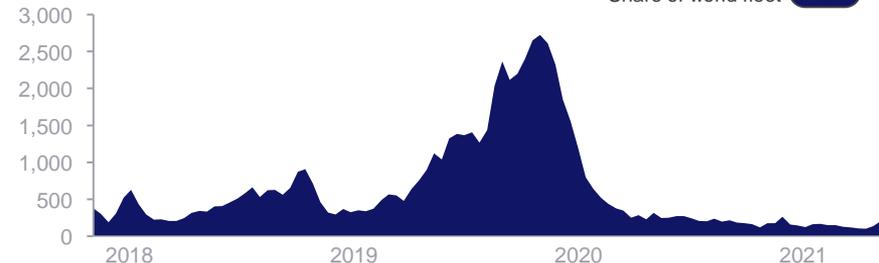
Q4 Q3 Q2 Q1



IDLE FLEET

[TTEU]

Share of world fleet 0.8%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 to become more balanced in the years to come

Based on continuously strong results expected for H1 2022, we have updated our earnings outlook on 28 April 2022

	FY 2021	FY 2022 Outlook	Updated FY 2022 Outlook	RATIONALE
 TRANSPORT VOLUME	11,872 TTEU	Increasing slightly	On previous year's level	<ul style="list-style-type: none"> Strong operational performance above expectations recorded in first quarter Based on current business performance, the second quarter should also exceed previous expectations The newly concluded long-term and multi-year contracts should offer some protection from falling spot rates In view of the ongoing COVID-19 pandemic and the war in Ukraine, the forecast is subject to considerable uncertainty
 BUNKER CONSUMPTION PRICE	475 USD/mt	Increasing clearly	Increasing clearly	
 FREIGHT RATE	2,003 USD/TEU	Increasing moderately	Increasing clearly	
 EBITDA	USD 12,842 m	USD 12 – 14 bn EUR 10.7 – 12.4 bn	USD 14.5 – 16.5 bn EUR 13.6 – 15.5 bn	
 EBIT	USD 11,111 m	USD 10 – 12 bn EUR 8.9 – 10.7 bn	USD 12.5 – 14.5 bn EUR 11.7 – 13.6 bn	

Our focus for 2022 and beyond: Simplify, Strengthen & Invest

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

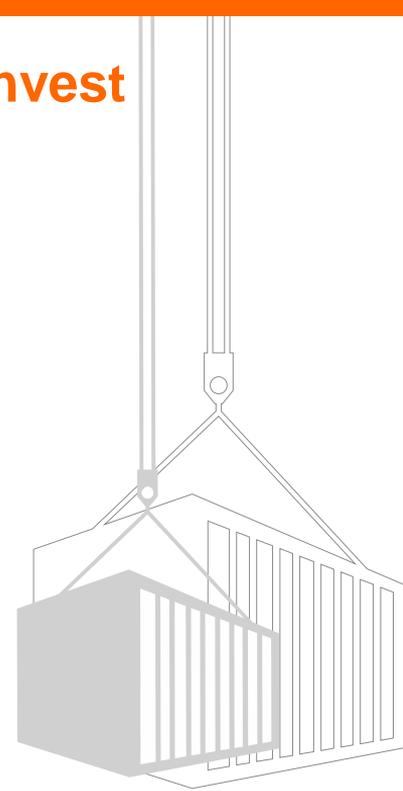
Invest in **fleet** and competitive **cost base**

Seamless **integration** of **Deutsche Afrika-Linien**

Continue to follow a **prudent financial policy**

Strengthen efforts on **Sustainability & Decarbonization**

Take care of our people and invest in their capabilities





Appendix

Hapag-Lloyd with an equity ratio of 66.2% and a gearing of below 0

BALANCE SHEET [USD M]

million USD	31.3.2022	31.12.2021
Assets		
Non-current assets	17,206.9	17,298.4
of which fixed assets	17,098.2	17,208.5
Current assets	17,583.1	12,937.1
of which cash and cash equivalents	12,920.4	8,741.4
Total assets	34,789.9	30,235.5
Equity and liabilities		
Equity	23,039.5	18,292.2
Borrowed capital	11,750.4	11,943.3
of which non-current liabilities	4,931.2	5,199.7
of which current liabilities	6,819.2	6,743.6
of which financial debt and lease liabilities	5,995.1	6,221.7
of which non-current financial debt and lease liabilities	4,484.0	4,684.0
of which current financial debt and lease liabilities	1,511.1	1,537.7
Total equity and liabilities	34,789.9	30,235.5

FINANCIAL POSITION [USD M]

million USD	31.3.2022	31.12.2021	31.3.2021
Financial debt and lease liabilities	5,995.1	6,221.7	6,255.2
Cash and cash equivalents	12,920.4	8,741.4	1,894.1
Net debt	-6,925.2	-2,519.7	4,361.1
Unused credit lines	725.0	585.0	585.0
Liquidity reserve	13,645.4	9,326.4	2,479.1
Equity	23,039.5	18,292.2	9,726.5
Gearing (net debt / equity) (%)	-30.1	-13.8	44.8
EBITDA	5,306.8	12,841.9	1,909.5
Net debt to EBITDA¹	<0	<0	1.0x
Equity ratio (%)	66.2	60.5	47.9

Hapag-Lloyd with strong net profit of USD 4,683.5 m in Q1 2022

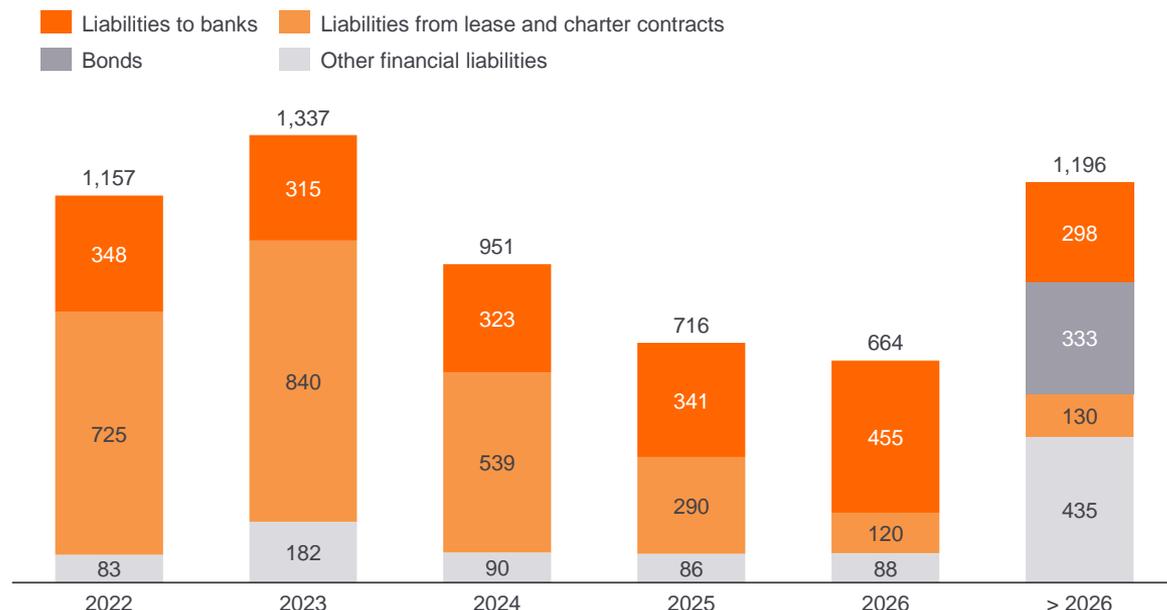
INCOME STATEMENT [USD M]

million USD	Q1 2022	Q4 2021	Q1 2021	QoQ Change	YoY change
Revenue	8,956.1	8,411.0	4,903.2	6.5%	82.7%
Transport expenses	-3,313.1	-3,320.6	-2,737.0	-0.2%	21.0%
Personnel expenses	-235.7	-321.6	-198.1	-26.7%	19.0%
Depreciation, amortisation and impairment	-516.0	-506.1	-370.0	1.9%	39.4%
Other operating result	-113.3	-100.9	-60.2	12.4%	88.4%
Operating result	4,778.0	4,161.9	1,538.0	14.8%	210.7%
Share of profit of equity-accounted investees	12.9	12.2	1.5	5.8%	749.9%
Result from investments	0.0	-0.9	-0.0	n.m.	n.m.
Earnings before interest and tax (EBIT)	4,790.9	4,173.1	1,539.5	14.8%	211.2%
Interest result	-53.9	-54.8	-77.5	-1.6%	-30.5%
Other financial items	-34.8	2.7	2.1	n.m.	n.m.
Income taxes	-18.7	-25.6	-13.3	-27.0%	40.4%
Group profit / loss	4,683.5	4,095.5	1,450.7	14.4%	222.8%

Well balanced maturity structure of financial liabilities

FINANCIAL DEBT PROFILE AS PER 31 MARCH 2022¹⁾, [USD M]

Facility	31 March 2022 [USD m]
Vessel Financings	1,879
Container Financings	1,077
Total Vessel & Container	2,956
EUR Bond 2024	333
Total Bonds	333
Corporate secured	78
Corporate unsecured	10
Total corporate	88
Pre IFRS 16 Leases	29
New IFRS 16 Leases	2,614
Total Finance Leases	2,644
Total financial liabilities	6,021²⁾³⁾



Note: Rounding differences may occur

1) Deviation from the total financial debt as shown in the balance sheet as per 31.03.2021 consists of transaction costs and accrued interest

2) Liabilities from lease and charter contracts consist of USD 29 million liabilities from former finance lease contracts and USD 2,614 USD million from lease contracts presented as on-balance financial liability due to first-time application of IFRS 16

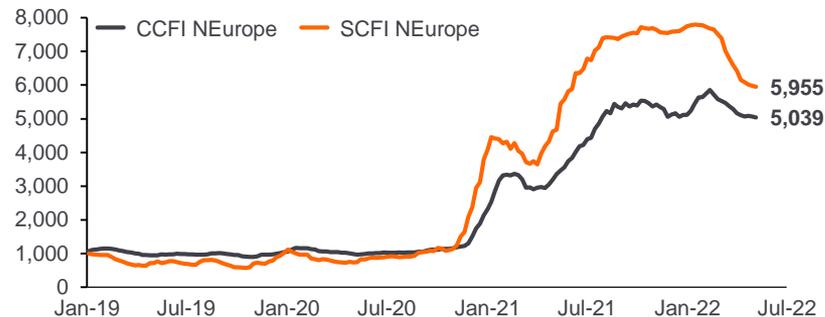
3) Repayment amounts based on contractual debt as per 31 March 2021

Freight rate development

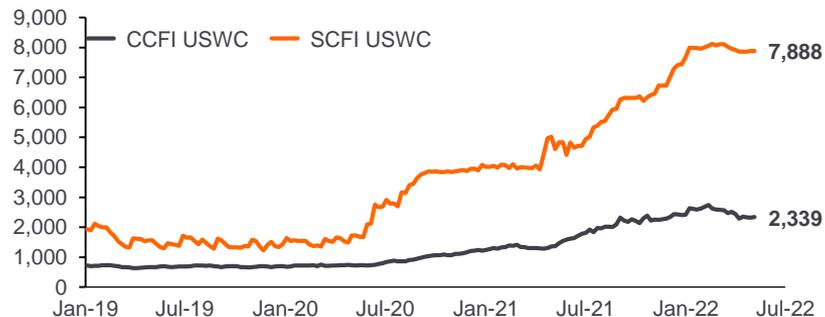
COMPREHENSIVE INDEX [USD/TEU]



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



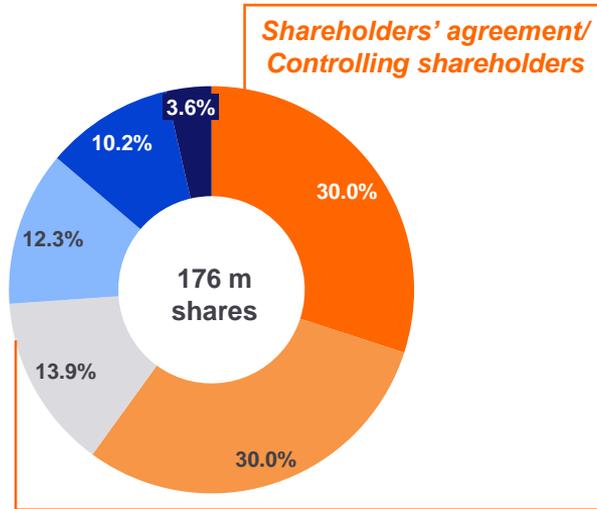
Stock Exchange	Frankfurt Stock Exchange / Hamburg Stock Exchange
Market segment	Regulated market (Prime Standard)
ISIN / WKN	DE000HLAG475 / HLAG47
Ticker Symbol	HLAG
Primary listing	6 November 2015
Number of shares	175,760,293

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

25 May 2022	Virtual Annual General Meeting 2022
11 August 2022	Half-year Financial Report 2022
10 November 2022	Quarterly Financial Report 9M 2022

Disclaimer

Forward-looking statements

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