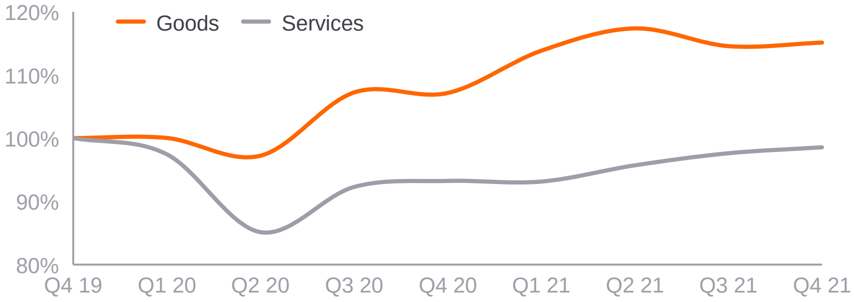
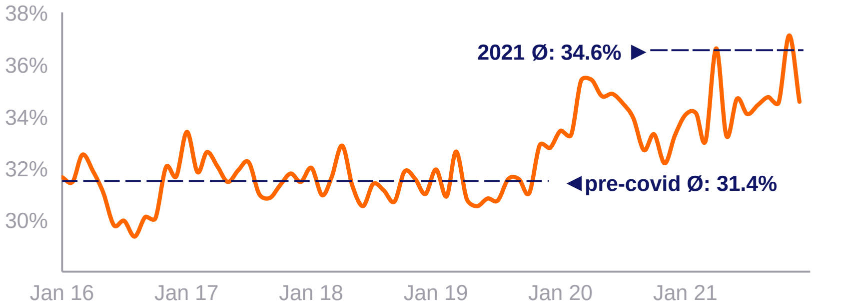
The shift in demand has outlined the vulnerability of global supply chains

US CONSUMPTION EXPENDITURES



PORT CONGESTION INDEX



PRESSURE ON SUPPLY CHAINS

COVID-19 pandemic has **shifted consumer behavior** from services to more consumer goods mainly produced in Asia

High demand and COVID related labor shortages led to **supply chain disruptions**

The **service quality** in the entire industry was under heavy pressure

Operational costs went up clearly due to rising charter rates, longer storage durations and lack of hinterland transport capacity

Source: U.S: Bureau of Economic Analysis; Clarksons

Since 2021 we offer our customers multi-year contracts at fixed rates to secure allocation and improve efficiency

QFP (QUALITY FREIGHT PRODUCT)

Fixed Price

The freight rate is fixed during the contract period. Market fluctua-tions will be avoided.

Shipment & EQ Guarantee

The shipment is protected from any roll over from the initially booked vessel.

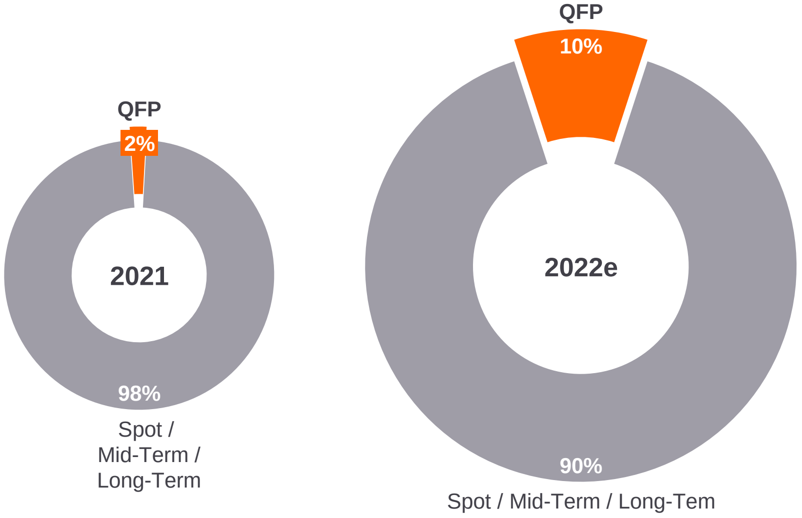
Secure Flexibility

Overbooking (up to 10%) is allowed to ensure uptake of the agreed allocation.

100% Mutual Commitment

Compensation on the basis of not granting the commitment's base is in place for peace of mind.

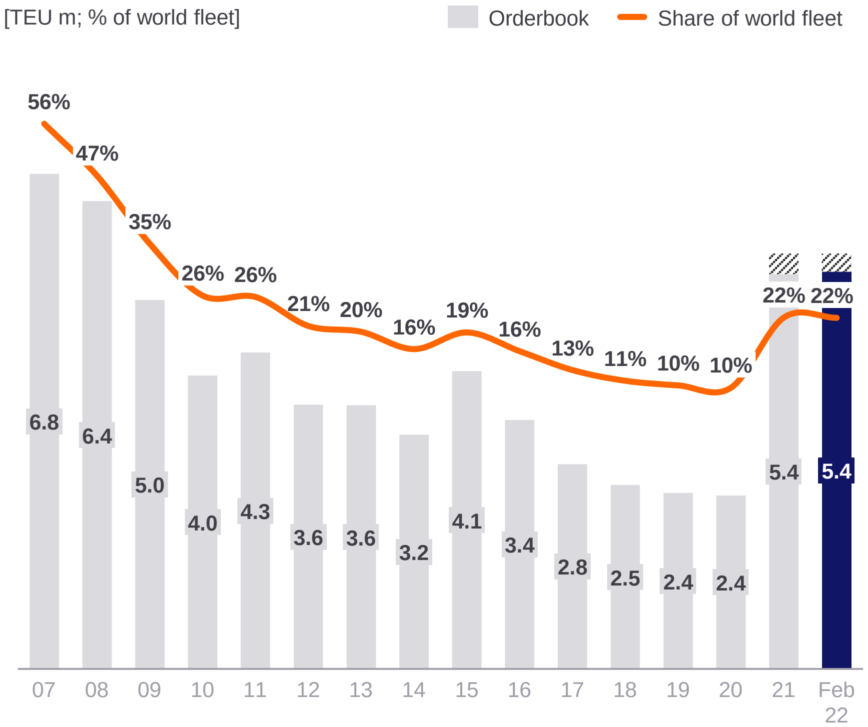
QFP AMBITION FOR 2022



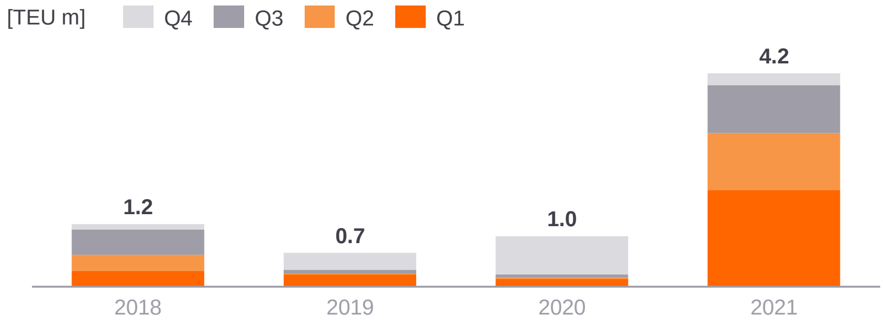
Hapag-Lloyd

Strong demand led to increased order activity…

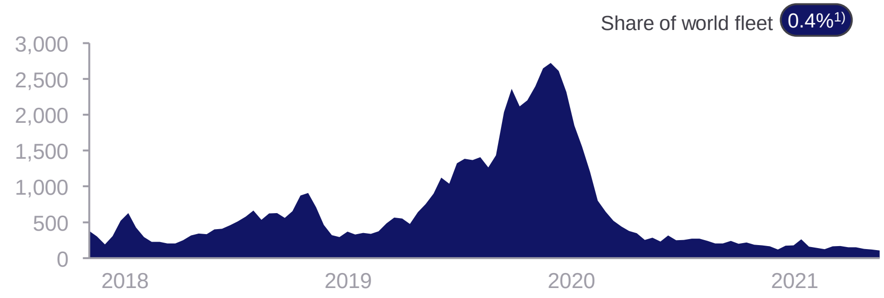
GLOBAL ORDERBOOK



NEWLY PLACED ORDERS



IDLE FLEET



Source: MDS Transmodal (various years), Clarksons (January 2021), Alphaliner (various issues), Drewry (4Q Forecaster)

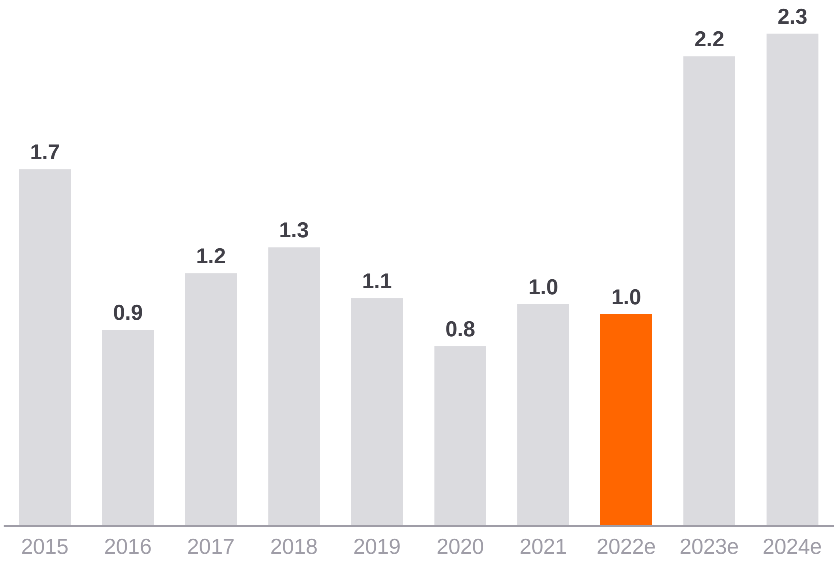
1) As of 31 January 2022

Hapag-Lloyd

…while the majority of newly ordered capacity will only be delivered from 2023 onwards

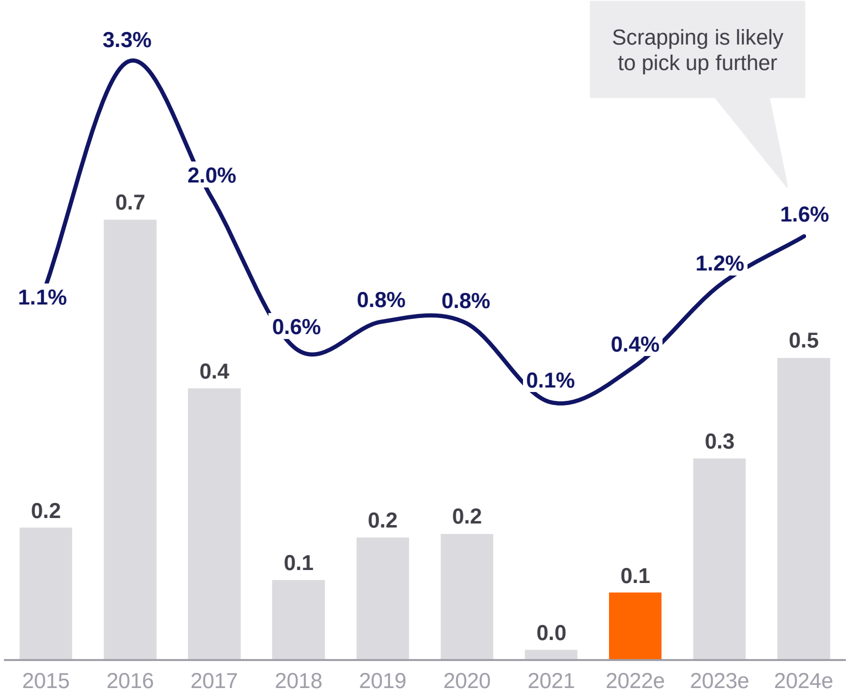
[SCHEDULED] VESSEL DELIVERIES

[TEU m]



[EXPECTED] SCRAPPING

[TEU m; % of world fleet]

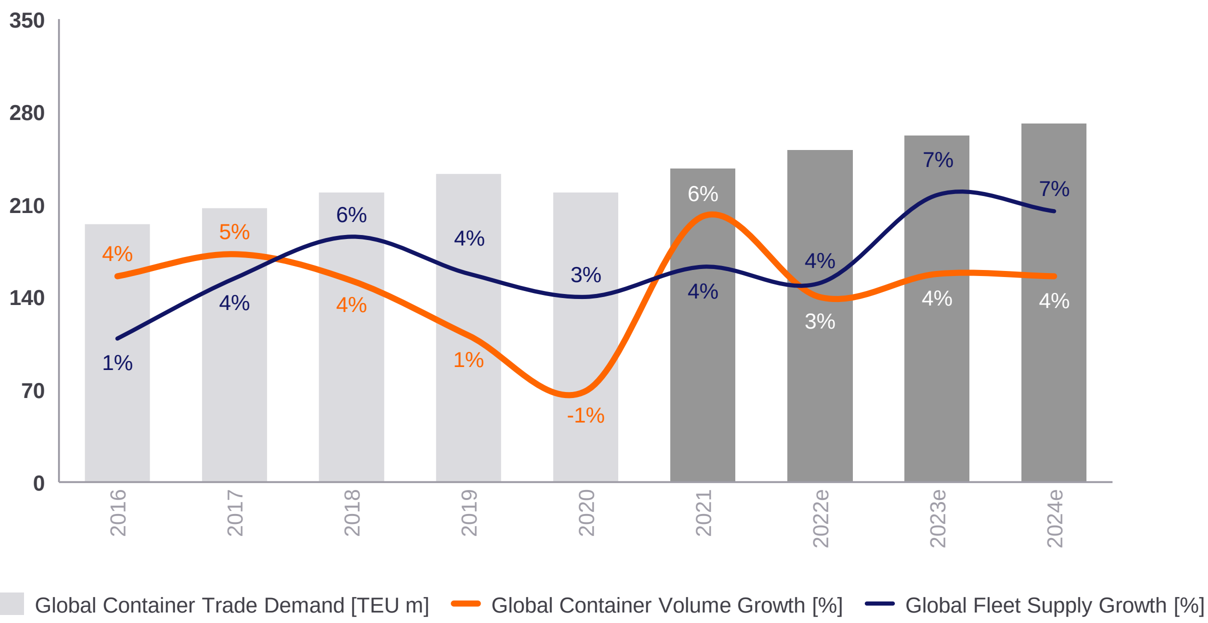


Source: MDS Transmodal (various years), Clarksons (January 2021), Alphaliner (various issues), Drewry (4Q Forecaster)

Demand has rebounded strongly since the end of 2020 and supply is expected to converge in the coming years

SUPPLY/DEMAND BALANCE

[TEU m, %]



Demand is expected to remain robust

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

Sustainability efforts might accelerate scrapping

Demand/supply fundamentals to become more balanced in the years to come

Note: Global Container Trade Growth: CTS data until 2021; average calculation based on Alphaliner, Clarksons & Seabury for 2022e onwards.

Source: Alphaliner (January 2022), Clarksons (January 2022), CTS (February 2022), Drewry (various issues), Seabury (December 2021)