




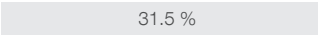



# HAMBURGER HAFEN UND LOGISTIK AG

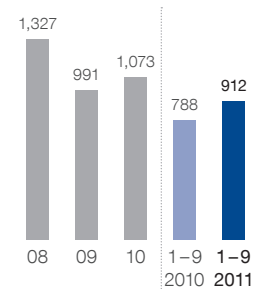
## Fact Sheet

Hamburger Hafen und Logistik AG (HHLA) is one of the leading port logistics groups in the European North Range. With its **Container**, **Intermodal** and **Logistics** segments HHLA is positioned vertically along the transport chain. Efficient container terminals, high-performance transport systems and a full range of logistics services form a complete network between the overseas port and its European hinterland. Since it was founded, HHLA has also developed and let properties in Hamburg.

Group				
Subgroups	<b>Port Logistics</b>			<b>Real Estate</b>
Segments	<b>Container</b> 	<b>Intermodal</b> 	<b>Logistics</b> 	<b>Real Estate</b> 
Main Services	<ul style="list-style-type: none"> <li>Container handling</li> <li>Container transfer between modes of transport (ship, rail, truck)</li> <li>Container-related services (e.g. storage, maintenance, repair)</li> </ul>	<ul style="list-style-type: none"> <li>Rail- and road-bound transport services in the ports' hinterland</li> <li>Loading and unloading of carriers</li> <li>Operating of hinterland terminals</li> </ul>	<ul style="list-style-type: none"> <li>Special handling of bulk goods, fruits, vehicles, etc.</li> <li>Consulting and training</li> <li>Warehousing and contract logistics</li> </ul>	<ul style="list-style-type: none"> <li>Management of real estate in Hamburg's Speicherstadt historical warehouse district and Fischmarkt Hamburg-Altona GmbH</li> <li>Development</li> <li>Lending</li> <li>Facility management</li> </ul>
Shareholder Structure	<i>Listed Class A shares</i> 		<i>Non-listed Class S shares</i> 	
	Free float		Free and Hanseatic City of Hamburg	

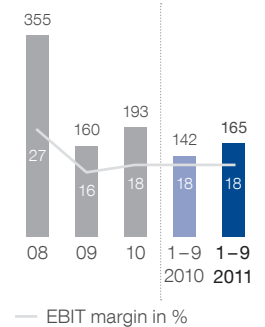
### Revenue

in €million



### EBIT

in €million



## Basic Data HHLA Share

SIC	A0S848
ISIN	DE000A0S8488
Symbol	HHFA
Segment	Regulated market / Prime Standard
Stock exchanges	Frankfurt/Main, Hamburg
First listing	2 November 2007
Indices	MDAX, MSCI Germany Mid & Small Cap, Haspax
Type of shares	No-par-value registered shares
Share capital	72,679,826.00 €, divided up into 69,975,326 Class A shares <sup>1</sup> (listed) 2,704,500 Class S shares <sup>2</sup> (non-listed)

<sup>1</sup> Port Logistics subgroup. <sup>2</sup> Real Estate subgroup.

## Financial Calendar

30 March 2012  
ANNUAL REPORT FINANCIAL YEAR 2011

15 May 2012  
INTERIM REPORT JANUARY – MARCH 2012

14 June 2012  
ANNUAL GENERAL MEETING

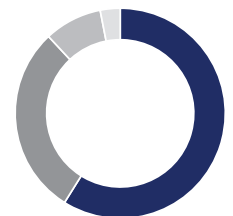
14 August 2012  
INTERIM REPORT JANUARY – JUNE 2012

13 November 2012  
INTERIM REPORT JANUARY – SEPT. 2012

► The financial calendar of HHLA with other events can be found on [www.hhla.de/financial-calendar](http://www.hhla.de/financial-calendar)

### Revenue Split

by Segments in %



- 58 % Container
- 29 % Intermodal
- 9 % Logistics
- 4 % Holding/Other & Real Estate

# HHLA KEY FIGURES 1–9 | 2011



in € million	HHLA Group		
	1–9   2011	1–9   2010	Change
<b>Revenue and Earnings</b>			
Revenue	912.5	788.1	15.8%
EBITDA	254.4	222.6	14.3%
EBITDA margin in %	27.9	28.2	- 0.3pp
EBIT	164.5	141.5	16.2%
EBIT margin in %	18.0	18.0	0.0pp
Profit after tax	97.3	82.1	18.5%
Profit after tax and minority interests	65.4	55.5	17.9%
<b>Cash Flow Statement and Investments</b>			
Cash flow from operating activities	200.1	164.4	- 21.7%
Investments	105.7	102.5	3.1%
<b>Performance data</b>			
Container throughput in thousand TEU	5,305	4,252	24.8%
Container transport <sup>1</sup> in thousand TEU	1,425	1,261	13.0%
	30.09.2011	31.12.2010	Change
<b>Balance Sheet</b>			
Total assets	1,837.1	1,715.1	7.1%
Equity	629.6	567.0	11.0%
Equity ratio in %	34.3	33.1	1.2pp
<b>Employees</b>			
Number of employees	4,778	4,679	2.1%

in € million	Port Logistics Subgroup <sup>2,3</sup>			Real Estate Subgroup <sup>2,4</sup>		
	1–9   2011	1–9   2010	Change	1–9   2011	1–9   2010	Change
Revenue	892.7	769.3	16.0%	23.6	22.1	7.0%
EBITDA	242.2	209.5	15.6%	12.2	13.1	- 7.1%
EBITDA margin in %	27.1	27.2	- 0.1pp	51.6	59.4	- 7.8pp
EBIT	155.3	131.3	18.3%	9.0	10.0	- 10.4%
EBIT margin in %	17.4	17.1	0.3pp	38.1	45.4	- 7.3pp
Profit after tax and minority interests	61.4	50.8	20.7%	3.9	4.4	- 13.2%
Earnings per share in € <sup>5</sup>	0.88	0.73	20.7%	1.49	1.71	- 13.0%

<sup>1</sup> The transport volume was fully consolidated.

<sup>2</sup> Before consolidation between subgroups.

<sup>3</sup> Listed A shares.

<sup>4</sup> Non-listed S shares.

<sup>5</sup> Basic and diluted.