



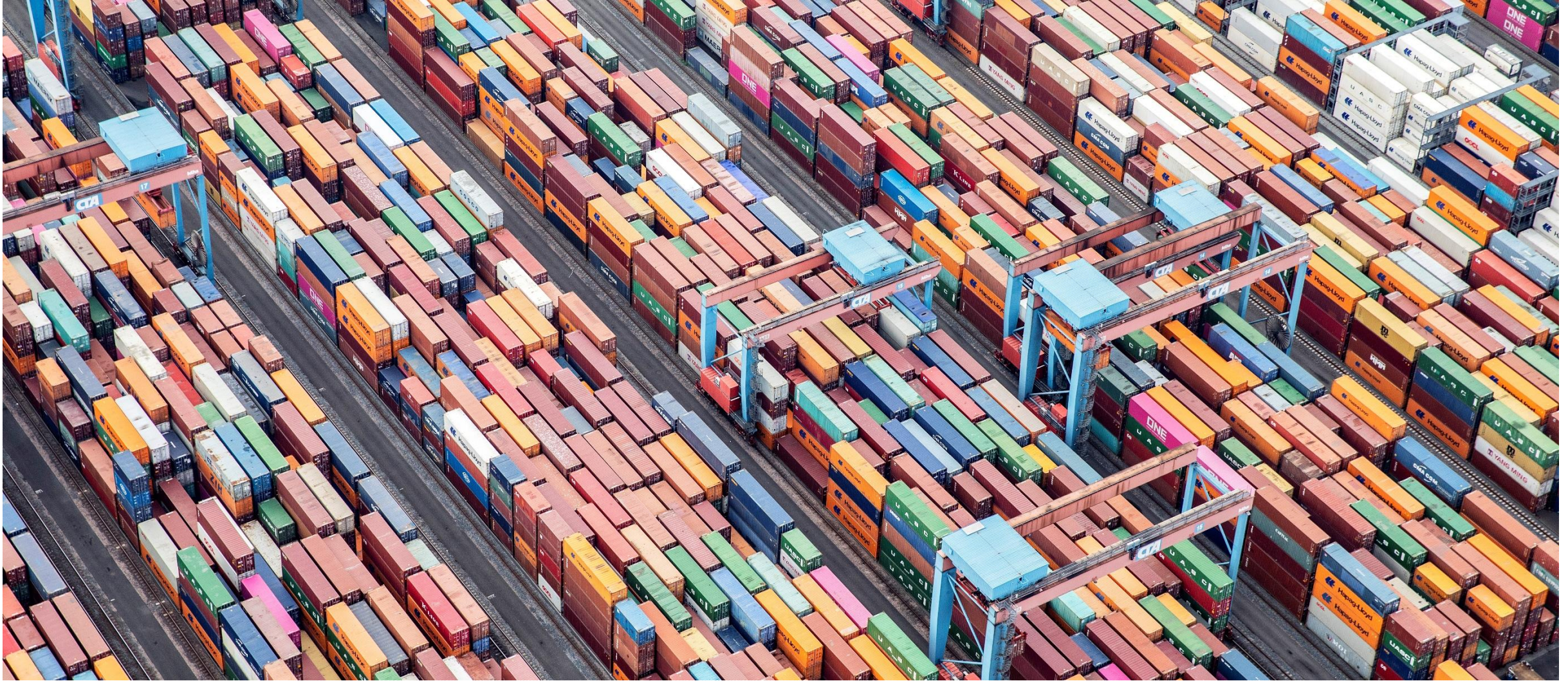
DAS TOR ZUR
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Annual General Meeting of HHLA

Angela Titzrath, CEO

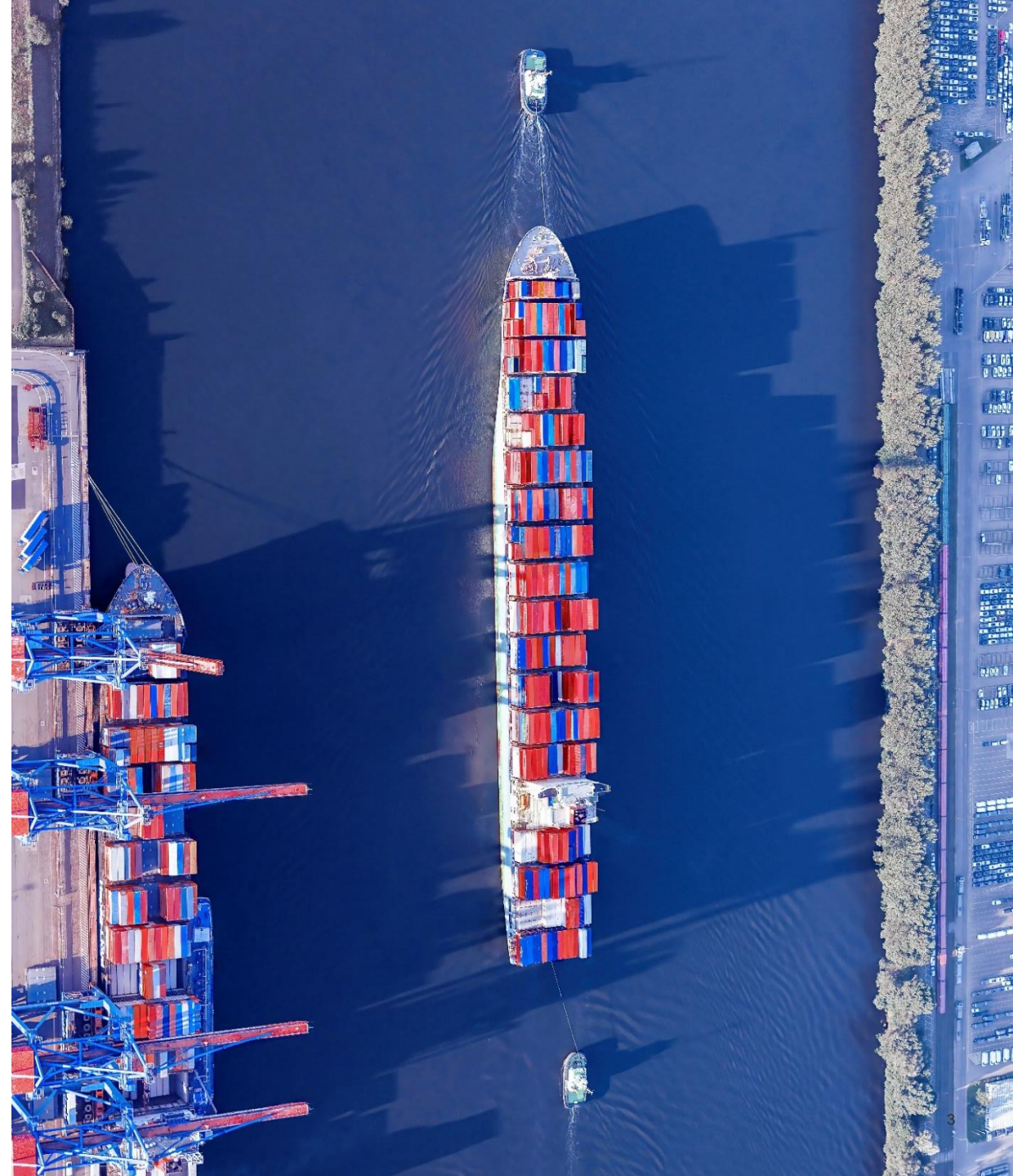
Virtual Annual General Meeting
15 June 2023

HHLA faces up to a new reality



HHLA maintains its course in challenging times

- In challenging times, HHLA has once again proven its capability and resilience.
- HHLA makes a major contribution towards the security of supply of companies and consumers.
- Together with its clients, HHLA is forging the future of sustainable logistics.



Strengthening future viability: Investment by COSCO SHIPPING Ports Ltd. in HHLA Container Terminal Tollerort



New significance of ports

- Today, ports are more than junctions in global supply chains.
- Ports safeguard the supply of companies and consumers.
- Ports play a decisive role in the fight against climate change.



HHLA achieves a good result in 2022 despite challenging times



In 2022, HHLA once again demonstrated its resilience and efficiency



In 2022, HHLA once again demonstrated its resilience and efficiency



Container

€ 864.2 million revenue

€ 157.3 million EBIT

- Positive revenue development due to increase in storage fees



Intermodal

€ 595.4 million revenue

€ 95.3 million EBIT

- Increase in revenue and volume of rail transport despite ongoing disruptions in hinterland traffic



Logistics

€ 77.6 million revenue

€ - 6.9 million EBIT

- Vehicle logistics and consultancy services have a positive influence on revenue development



Real Estate

€ 44.1 million revenue

€ 18.4 million EBIT

- Positive trend with nearly full occupancy

Shareholders participate in good result for 2022

Dividend proposal

75 cents per dividend-entitled class A share



Challenging start to financial year 2023



The Group-wide outlook for 2023 is subject to a high degree of uncertainty

Container throughput

Slight increase

Container transport

Moderate increase

Revenue

Slight increase

EBIT

Within a range between
€ 160 and 190 million

Capital expenditure

Within a range between
€ 250 and 300 million

Liquidity

Sufficient to meet
payment obligations
whenever required

Against the backdrop of the ongoing war in Ukraine and further geopolitical tensions, as well as the impact of high inflation, the outlook is subject to uncertainty.

HHLA invests in the innovative, sustainable logistics of the future



More efficiency!

- Targeted implementation of efficiency programme in the Container segment in Hamburg
- Investments in innovative technologies to boost efficiency
- HHLA Next is positioning its first products successfully on the market.





More sustainability!

- **Consistent implementation of the sustainability strategy with the aim of achieving climate-neutral production by 2040**
- **CO₂ emissions reduced by nearly 30 percent compared with 2018**
- **Testing hydrogen as a fuel source with the Clean Port & Logistics cluster**

More connectivity!

Further growth through strategic investments in Europe:

- **HHLA PLT Italy is becoming a central hub for the Adriatic.**
- **HHLA TK Estonia forms a major Baltic hub in HHLA's network.**
- **Metrans is continuing to expand its network of terminals and rail connections.**





HHLA is maintaining its course and continuing to consistently implement its strategy!



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Thank you very much!

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