




# General Annual Meeting of HHLA

Angela Titzrath, CEO

General Annual Meeting  
13 June 2024

The background of the slide is a photograph of several European Union flags waving on tall poles against a clear blue sky. A white semi-transparent rectangular box is overlaid on the upper part of the image, containing the main text. A white geometric network of lines and dots is overlaid on the entire image, creating a modern, digital aesthetic.

As a **European** logistics company, HHLA stands for **freedom, democracy and diversity.**



HHLA continues to operate in a **difficult market environment** and has adapted to this “**new normal**” with its strategy.



We are making HHLA's existing core **fit for the future.**



We develop **profitable growth areas.**



We are aligning our **corporate organization and culture** with the future.



We focus our **investments and results on sustainable, profitable growth.**

HHLA is a leading European logistics company – **internationally connected, digitalized & sustainable.**

# Clear strategic focus: We shape logistic value creation in Europe



- Consistent focus on expanding the **European HHLA network**
- **Integrated link** along the entire value chain - water, rail and road
- **Innovation driver** for **digital solutions** in logistics

# We continue to invest in modernization and increasing the efficiency of our terminals

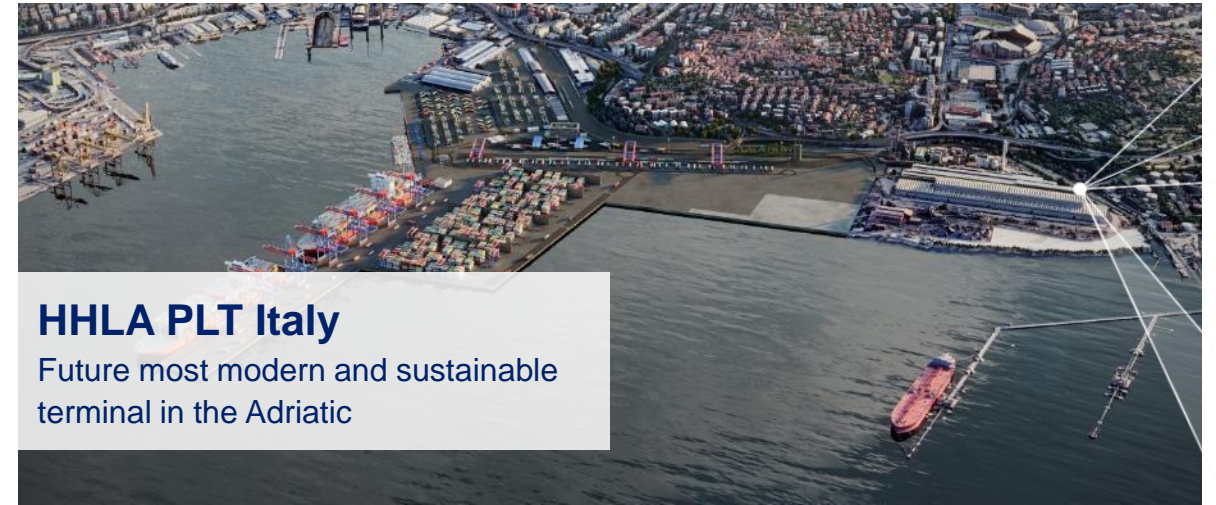


» Hamburg terminals: Extensive transformation program

» Investments of over one billion euros in port logistics\*

» Major renovation at Burchardkai is progressing

# We are focusing on the further expansion of the European HHLA network





Container Terminal Tollerort as  
the **preferred logistics  
hub** for COSCO





**Container Terminal Odessa**  
continues to be in operation and  
plays a key role in **supplying**  
Ukraine.

# We play an active key role in the sustainable transformation of industry



➤ On the way to **climate neutrality**:  
CO<sub>2</sub> emissions reduced by  
around **40 %** since 2018

➤ **HHLA Pure** enables our customers to  
handle and transport their goods in a  
**climate-friendly** way

➤ **E-trucks** for HHLA  
freight forwarder CTD

# We develop digital solutions for the future of logistics



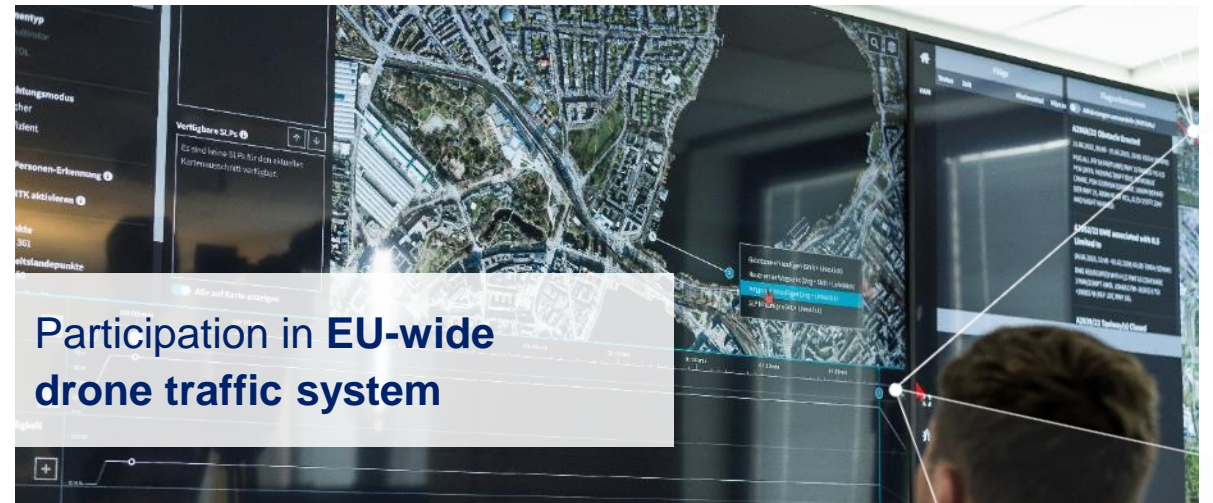
passify for digital truck handling



Automation of rail cranes with iSAM



Development of mobile robotics for rail handling



Participation in EU-wide drone traffic system

# Review of the 2023 financial year



Revenue FY 2023

**€ 1,447 million**

- 8.3 % versus previous year

Container throughput

**5,917 thousand TEU**

- 7.5 % versus previous year

EBIT FY 2023

**€ 109 million**

- 50.4 % versus previous year

Container transport

**1,602 thousand TEU**

- 5.4 % versus previous year



## Container

€ 708.8 million revenue

€ 47.2 million EBIT



## Intermodal

€ 620.5 million revenue

€ 72.9 million EBIT



## Logistics

€ 78,2 million revenue

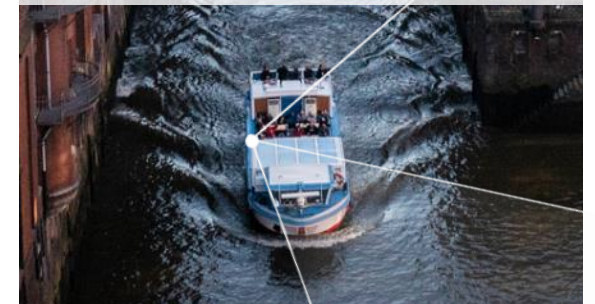
€ 0,6 million EBIT



## Real Estate

€ 46,5 million revenue

€ 16,1 million EBIT



An aerial photograph of a narrow canal in Hamburg, Germany. The canal is flanked by tall, multi-story brick buildings with many windows and balconies. A small blue and white boat is moving down the canal, leaving a wake. In the background, more city buildings and a church spire are visible under a clear sky. A semi-transparent white box with a network pattern overlay is positioned over the top half of the image, containing the text.

# Dividend proposal:

8 cents per dividend-entitled A share

# Planned participation of MSC





# HHLA has reached agreement with the City of Hamburg and MSC on the content of the Business Combination Agreement



- » Confirmation of **HHLA business model**
- » Continuation of **investment program** as part of the existing HHLA strategy (€ 1.2 billion), irrespective of further equity commitments by shareholders
- » Additional **equity** (€ 450 million)
- » Long-term **volume commitment** from MSC for HHLA's container terminals Hamburg
- » Securing the **neutrality** of HHLA's business model
- » Continuation of the **growth strategy** in the Intermodal segment
- » Safeguarding the **employees**

# Outlook for the **2024 financial year**



**Container throughput**

Significant increase

**Container transport**

Moderate increase

**Revenue**

Moderate increase

**EBIT**

Within the range between  
€ 85 to 115 million

**Capital expenditure**

Within the range between  
€ 400 bis 450 million

**Liquidity**

Sufficient to meet  
payment obligations  
whenever required

Against the backdrop of a persistently **volatile environment** and **changes in the industry**, the outlook is subject to uncertainty.



We are continuing to make HHLA for the future and are **investing** in:

- » our **terminals**,
  - » our **network**,
  - » **digital** and **sustainable** logistics solutions
- as the basis of our **strategic direction**.



# Thank you!

We look forward to your questions.