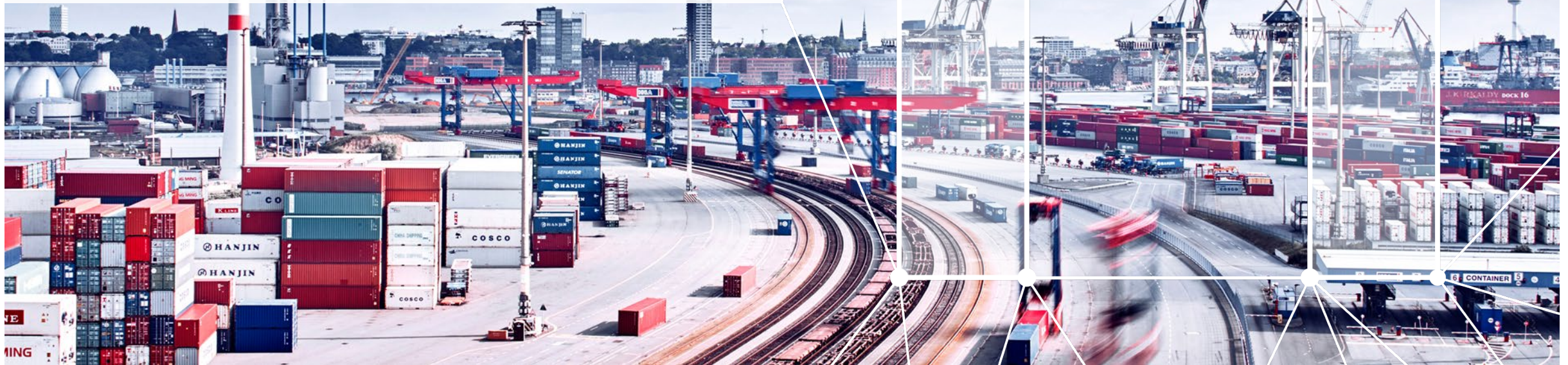


Investor presentation

April 2022



Agenda

01 HHLA at a glance

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02 Investment case

page 7

03 Financial performance 2021 and guidance 2022

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04 Fact book



Port Logistics

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Container segment

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Intermodal segment

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Logistics segment

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Hamburger Hafen und Logistik AG (HHLA) is a leading European logistics company. Listed on the stock exchange since 2007.

With a tight network of container terminals in Hamburg, Odessa, Tallinn and Trieste, excellent hinterland connections and well-connected intermodal hubs in Central and Eastern Europe, HHLA represents a logistics and digital hub along the transport streams of the future. Its business model is based on innovative technologies and is committed to sustainability.



One of Europe's leading logistics companies

Group is divided into two subgroups: Port Logistics and Real Estate

Group



Subgroups

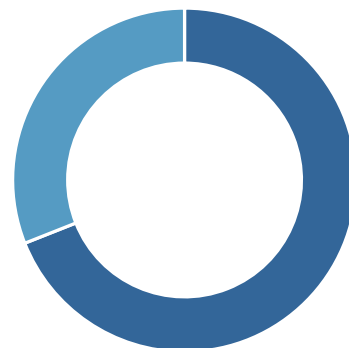
Port Logistics

Real Estate

Shareholder structure

Listed class A shares

- Free and Hanseatic City of Hamburg (FHH) holds 69.0 % of the listed class A shares
- Class A shares comprise all segments of the Port Logistics subgroup (Container, Intermodal, Logistics)
- Stock exchanges: Frankfurt am Main, Hamburg



69.0 %
Free and
Hanseatic City
of Hamburg

31.0 %
Free float

Non-listed class S shares



Segments



Container



Intermodal



Logistics



Real Estate

Executive Board

Experienced management with focus on strengthening the core business and future viability of HHLA

Executive Board



Angela Titzrath

First appointment October 2016

Chairwoman

- Corporate development
- Corporate communications
- Sustainability
- Container sales
- Intermodal segment
- Logistics segment



Dr. Roland Lappin

First appointment May 2003

Chief Financial Officer

- Finance and controlling (including organisation)
- Investor relations
- Internal audit
- Real Estate segment



Jens Hansen

First appointment April 2017

Chief Operating Officer

- Container operations
- Technology
- Information systems



Torsten Seibold

First appointment April 2019

Chief HR Officer

- Human resources
- Purchasing and materials management
- Health and safety in the workplace
- Legal and insurance

Port Logistics subgroup well positioned along vertical logistic chain services

State-of-the-art container throughput and transport services supported by specialised and new logistic activities



Container segment

- Three container terminals in Hamburg with a local market share of 75 %
- Terminals in Odessa (UKR) and Tallinn (EST); majority stake in Trieste (ITA)
- Container handling and transfer between modes of transport (ship, rail, truck)
- Container-related services (e.g. storage, maintenance, repair)



Intermodal segment

- Container transport via rail and truck in the ports' hinterland
- Loading and unloading of carriers
- Operation of five hub terminals and 12 inland terminals in CEE
- Around 450 regular train connections per week with own fleet



Logistics segment

- Specialist handling of dry bulk, general cargo, vehicles, fruit, etc.
- New business activities, such as additive manufacturing, airborne logistics services, etc.
- Consulting and training

Key figures 2021

Throughput	Revenue	Revenue share
6,943 k TEU	€ 841.9 m	59 %
EBIT	EBIT margin	
€ 155.3 m	18.4 %	

Transport	Revenue	Revenue share
1,690 k TEU	€ 519.4 m	36 %
EBIT	EBIT margin	
€ 104.3 m	20.1 %	

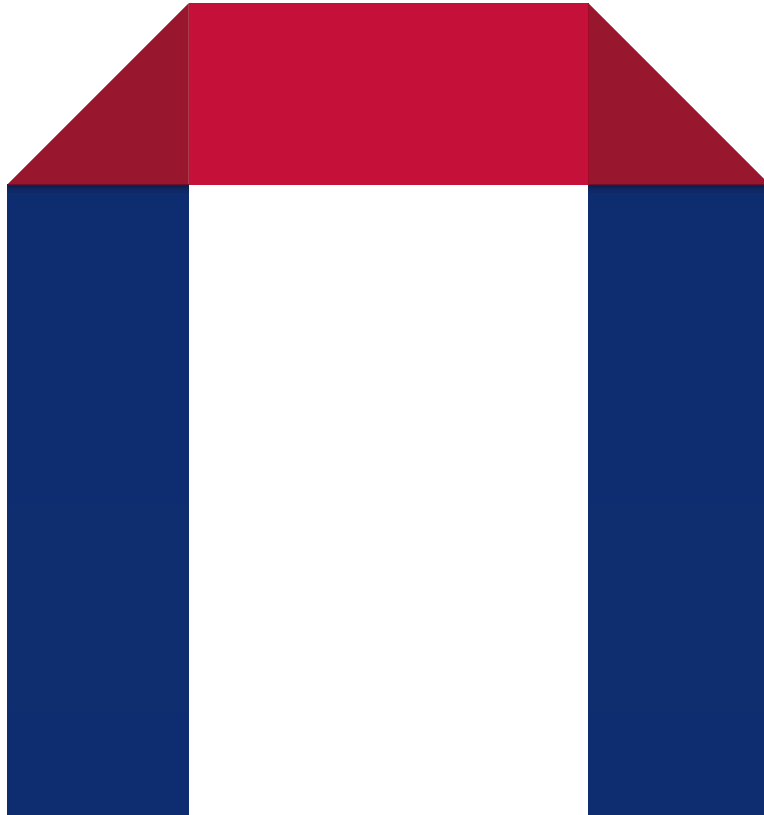
Revenue	EBIT	Revenue share
€ 71.3 m	€ -3.0 m	5 %
At-equity earnings	EBIT margin	
€ 3.9 m	€ - 4.2 %	

Investment Case



Investment case

At a glance



THE logistical and digitally innovative hub

Favourable geographical location in a market with solid growth outlook

Well-invested asset base with state-of-the-art technology

Solid financial foundation with strong cash flows

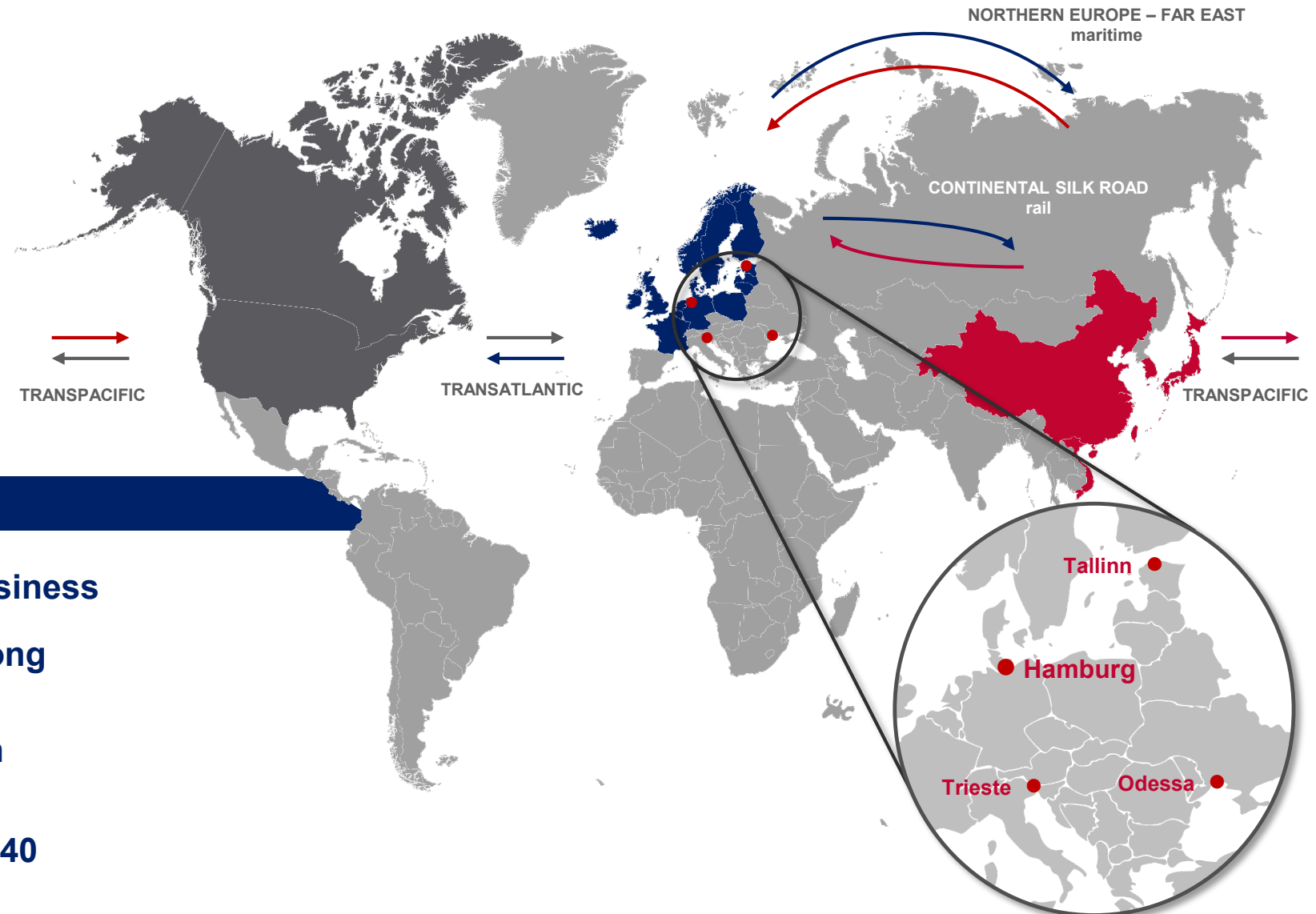
Balanced logistics – environmental protection and sustainability approach

Ambition 2025: Growth and efficiency as guiding principles

Local player well connected to Central Eastern Europe and Asia

Further internationalisation, digitalisation and automation will be main drivers for future growth

- **Internationalisation**
will continue with HHLA benefitting from new transport routes
- **Digitalisation & automation**
will open up further opportunities and HHLA will benefit from new and optimised logistic processes

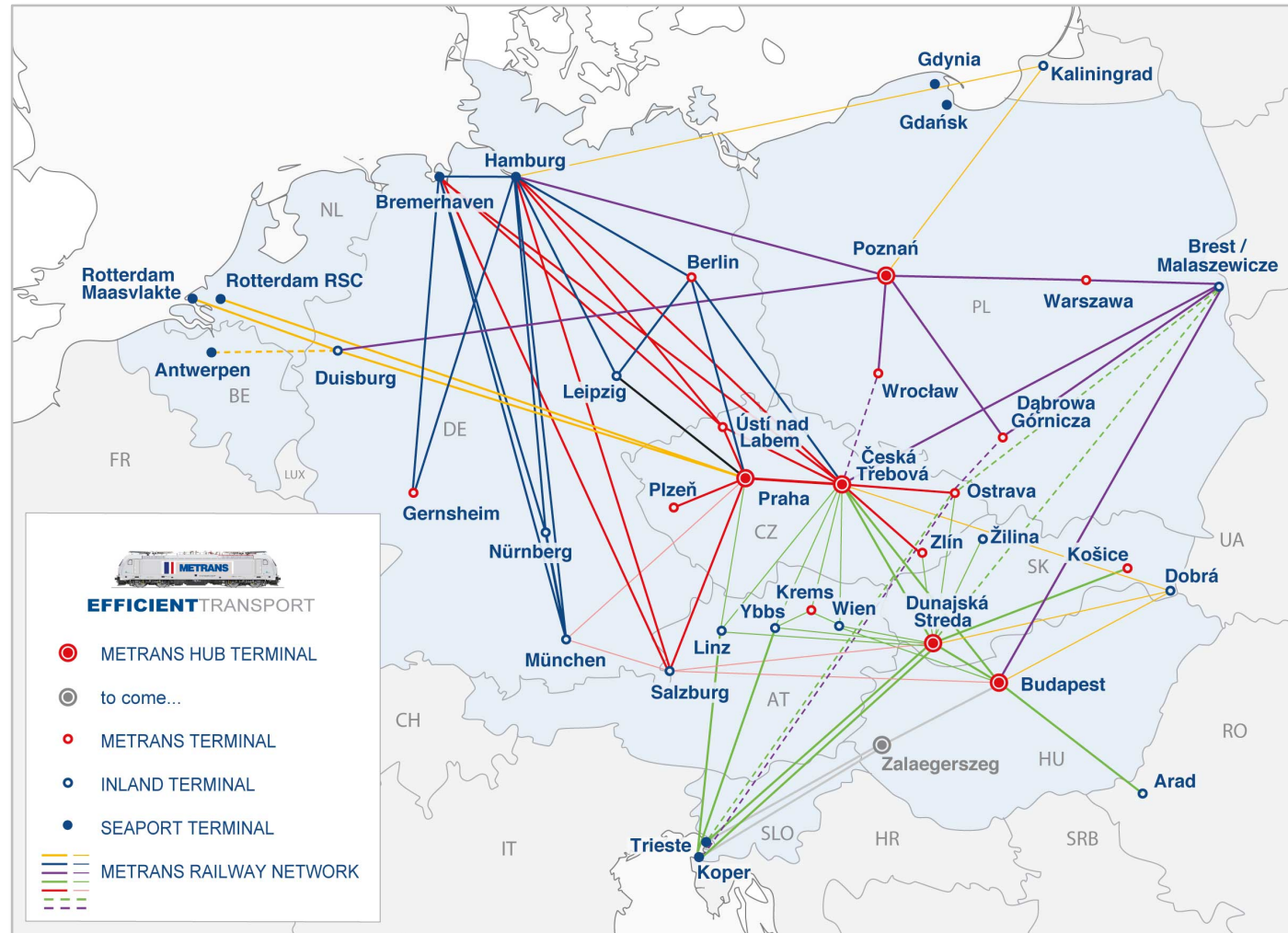


Strategic levers of HHLA

- **Strengthening the existing core business**
- **Exploiting growth opportunities along transport streams of the future**
- **Improving efficiency by automation and growing sustainably**
- **Striving for climate neutrality by 2040**

Dense rail network connect own port terminals within CEE and towards Asia

Favourable geographical location in markets with robust economies



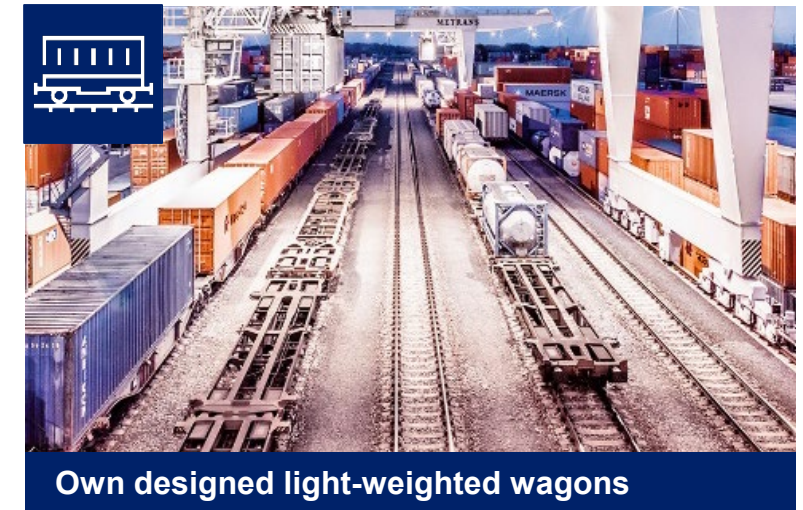
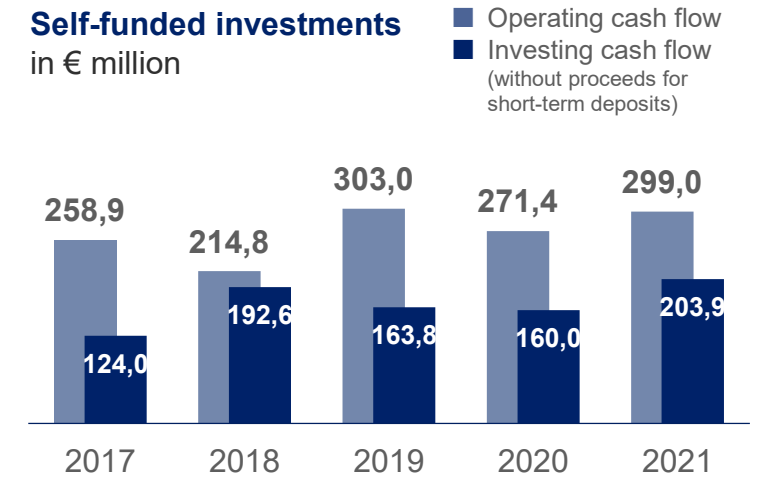
- Located at Germany's largest logistics hub with excellent hinterland
- Europe's largest railway port with a dense rail network in CEE and the west to the new silk road
- Owing 5 hubs and 12 hinterland terminals as well as more than 3,200 light-weighted railway wagons and 128 state-of-art locomotives
- Traction with cross-border transport solutions
- Offering climate friendly modes of transport

Well-invested asset base

Operations with state-of-the-art technology

- State-of-the-art handling technology, innovative IT systems and a high level of automation
- In line with client needs: Three fully equipped berths for mega carriers in operation at the container terminals Burchardkai (CTB) and Tollerort (CTT)
- Further rollout of additional automated block storage capacities at CTB
- On-dock railway stations at all facilities able to comply with future 740m block trains
- Optimised traffic coordination for an improved cargo flow and terminal access
- HHLA Pure: climate-neutral handling and transport from the port to the hinterland

Self-funded investments in € million



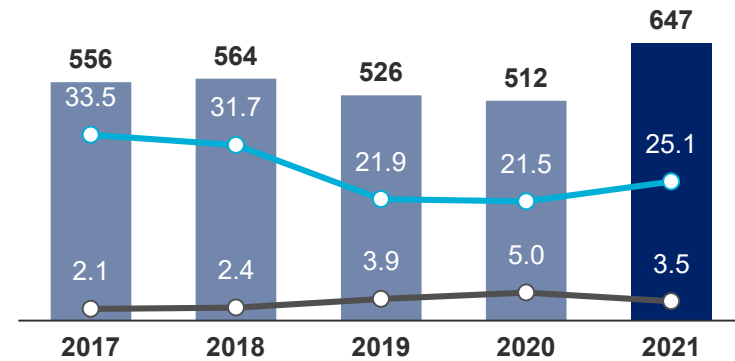
Solid financial track record with strong cash flows even in recent years ...

... with high market volatility that required exceptional operational flexibility due to Coronavirus pandemic

Equity development

in € million

—○— Equity ratio in % —○— Net debt / EBITDA

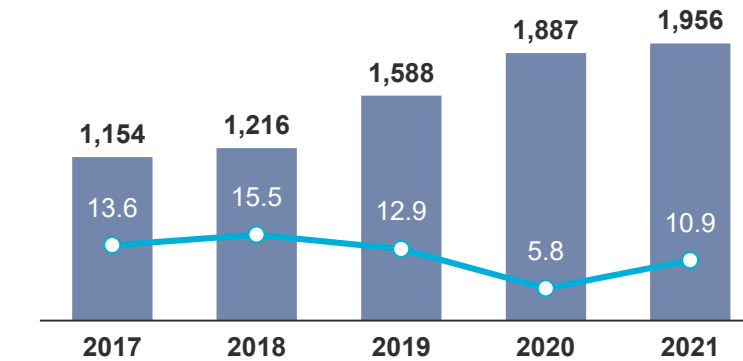


Ø Capital employed / ROCE

in € million

—○— ROCE in %

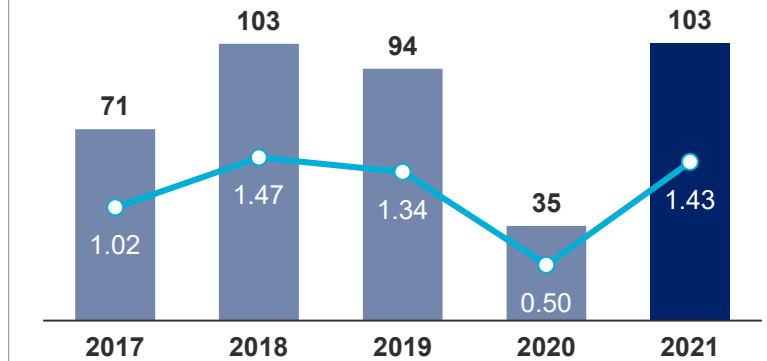
Since 2019:
Capital employed
including right of use
(IFRS16)



Profit after tax and minorities

in € million

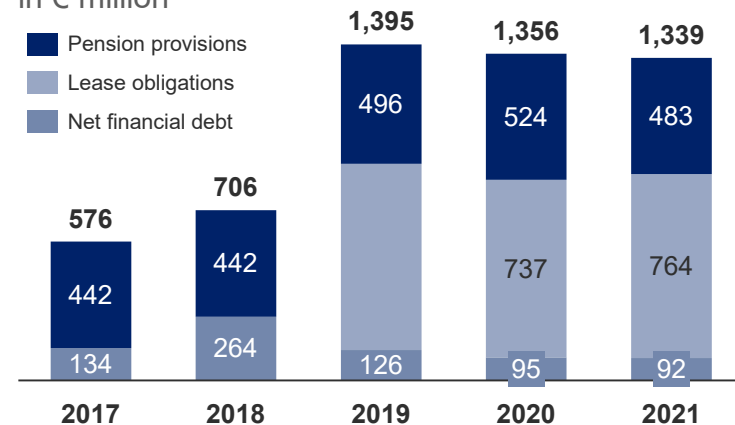
—○— EPS in €



Net debt

in € million

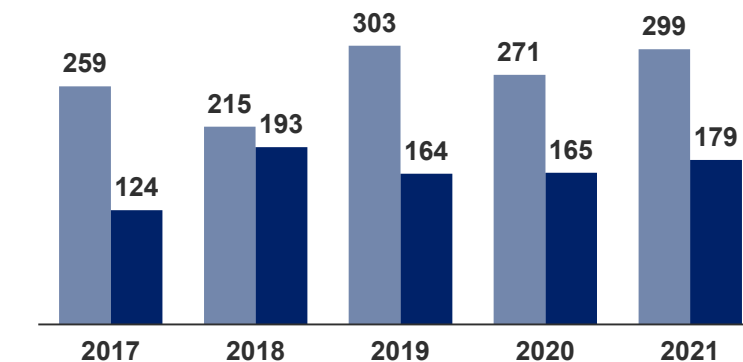
■ Pension provisions
■ Lease obligations
■ Net financial debt



Self-funded investments

in € million

■ Operating cash flow
■ Investing cash flow

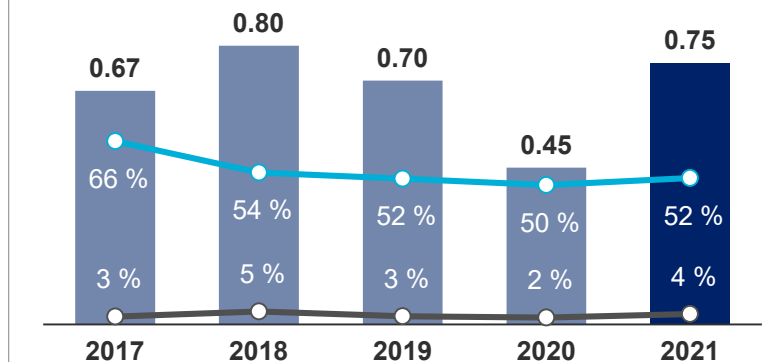


Investing cash flow without proceeds for short-term deposits

Dividend development

in €

—○— Payout ratio —○— Dividend yield as of 31.12.



2020: Pay out ratio adjusted by changes in net provisions

Sustainable management anchored in business model

Ambitious climate protection target supported by concrete measures



Excellent prerequisites for green infrastructure in the Port of Hamburg

- Europe's largest railway port with around 165 rail operators
- Efficient handling of around 200 freight trains per day with more than 5,000 wagons
- 2020: Up to 60,000 freight trains with up to 1.6 million wagons handled at the Port of Hamburg

**Reduction of
CO₂ emissions
by at least 50%
by 2030** (base 2018)

**Climate neutral
until
2040**

HHLA Pure: climate-neutral handling and transport from the port to the hinterland

- Extensive electrification and use of green electricity on the terminals
- Transport by Metrans with CO₂ optimized equipment (e.g. use of hybrid locomotives designed for heavy-duty shunting and use of light-weighted container wagons (30% lighter than normal equipment) and "whispering" brakes for 50% reduction of noise)
- Unavoidable CO₂ emissions are currently offset by certified development projects according to the highest international Gold standard
- Complete conversion of the diesel-powered AGV fleet to battery-powered AGV by 2021/22 >> reduction of around 15,500 tonnes a year once the system has been completed
- Certification of the climate-neutral container throughput and transport service by TÜV Nord

Committed to transparency and engaged in dialogue with stakeholders

Sustainability recognition

High standards for high transparency

- HHLA's commitment to sustainability is binding, transparent, measurable and comparable
- HHLA supports the Sustainable Development Goals (SDGs) adopted by the UN
- HHLA applies the Global Reporting Initiative (GRI 4 standard) guidelines on sustainability reporting
- First maritime company to issue a declaration of compliance with the German Sustainability Code (DNK)
- HHLA has reported on its carbon footprint regularly since 2008 as part of the international Carbon Disclosure Project (CDP)
- All major operating companies certified according to DIN 50001 (energy management)

More ESG information on our Sustainability Report





report.hhla.de/annual-report-2021/sustainability



Deutscher
NACHHALTIGKEITS
Kodex



ESG ratings

	Scale (high to low)	
MSCI 	AAA to CCC	A
ISS ESG 	A+ to D-	C-
S&P Global Ratings	100 to 0	<i>On the list, but not yet finally assessed</i>
CDP 	A to D-	B <i>Climate Change</i>
SUSTAINALYTICS 	0 to 100	59 <i>Average performer</i>

Several developments driving HHLA's transformation process

Advanced momentum through implementation of an efficiency programme in the Container segment

Structural sector developments

01 Ship size development

Increasing number of mega carriers demands more efficiency and operational flexibility as well as investments

02 Consolidation of shipping liners

Formation of alliances leads to increased price and performance pressure

03 Increasing degree of automation

Share of highly automated systems such as CTA is steadily increasing

04 Overcapacity in the North Range

Pressure on pricing due to fierce competition

05 Cooperation of port authorities

Consolidation of the port authorities in France, Belgium and the Netherlands to enhance efficiency

06 Dedicated terminals prevailed

Many shipping lines have established stakes in terminals, putting HHLA multi-user approach under pressure

Hamburg-specific topics

07 Nautical restrictions solved

Elbe dredging completed and fully approved

08 Infrastructure maintenance

Ongoing infrastructure maintenance and projects, i.e. replacement of Köhlbrandbrücke, are on track

HHLA's response: targets of the efficiency programme

Lean and sustainable organisational structure

Improved productivity in line with customer expectations

Expansion for mega carriers > 24,000 TEU

Laying groundwork for regaining market share

Reduction of emissions and energy consumption

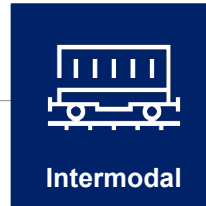
Focus on three profit sources to fuel our future success

Rationale for 2025



- Increase efficiency at Hamburg terminals by further automation
 - Targets 2025: Cost savings of € >120m p.a., unit costs reduction of € 30 per box, performance increase by ≥ 30 boxes/Cbh
 - Automation of block storages and horizontal transport from the quayside to yard via AGV
 - Further optimisation of the existing systems by using intelligent system control
- Growing EBIT contribution from international terminals

→ Striving for efficiency



- Expansion of rail terminals and hubs, i.e. Zalaegerszeg (Hungary), Malaszewicze (Poland)
- Expansion of hinterland rail network in Central and Eastern Europe by increasing frequency on existing connections and adding new connections, particularly in Southern and South-Eastern Europe
- Taking advantage of EU green deal

→ Growing EBIT contribution



- Moderate increase expected from at-equity earnings
- Strong top-line growth from new ventures anticipated from 2021 onwards
- Positive EBIT contribution from new ventures expected for 2023 onwards
- Clear commitment to invest in new technologies along future transport streams

→ Positioned for growth

Financial performance



Strong revenue and earnings development despite high pressure on operations

EBIT benefited from longer dwell times in the yards and increased container transport volume



Major achievements

- Efficiency programme: automation of block storage at CTB continued
- CSPL receives minority stake of 35 % in CTT (subject to approval of the relevant federal authorities)
- Multi-function terminal in Trieste went into operation
- Expansion of Intermodal network by further Hub terminal in Hungary



Market environment

- Persisting disruptions in worldwide trade flows due to a lack of empty containers and shipping space as a result of catch-up effects, accident in Suez Canal and shut downs at key export ports in China due to corona outbreaks
- Ongoing delays in sailing schedules led to high pressure on terminals and hinterland transport systems



Results

- Container throughput increased by 2.5 %; container transport grew by 10.0 %
- EBIT benefited from strong transport volumes as well as temporary increase in storage fees
- ROCE exceeds medium- and long-term target of 8.5 %
- Dividend proposal of € 0.75 per class A share

Port Logistics subgroup

FY 2021

Throughput
6,943 k TEU
2.5 %

Transport
1,690 k TEU
10.0 %

Revenue
€ 1,435.8 m
13.1 %

EBIT
€ 212.6 m
92.7 %

EBIT margin
14.8 %
6.1 pp

Profit after tax
and minorities
€ 103.1 m
192.3 %

ROCE
10.9 %
5.1 pp

Operating cash flow
€ 299.0 m
10.2 %

Temporary closure of CTO has no significant impact on the group

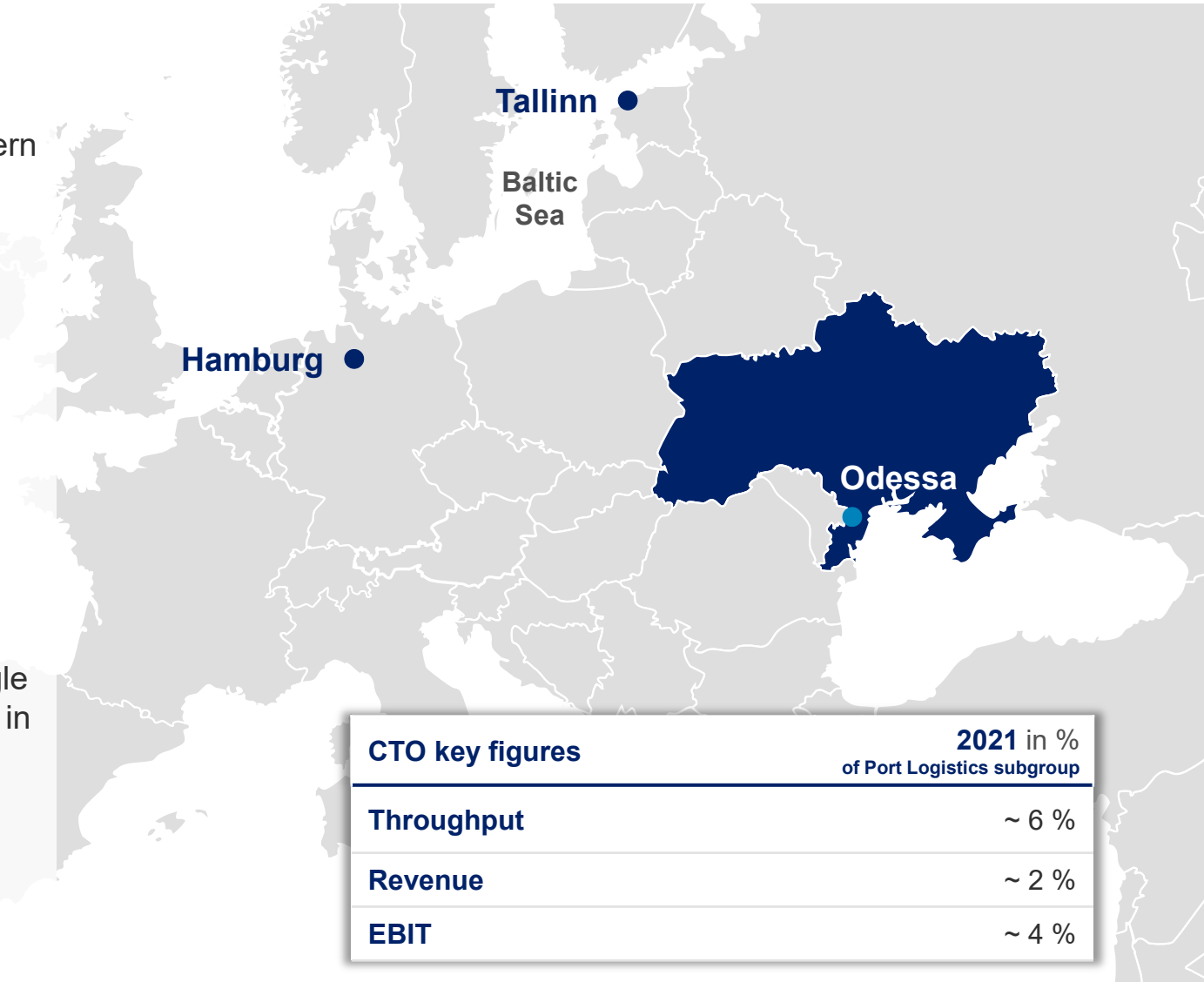
Direct ramifications of Russia-Ukraine war of aggression on HHLA's business activities

Container segment

- Container Terminal Odessa (CTO) is the largest and most modern container terminal in Ukraine operated by HHLA since 2001
- CTO equity (IFRS) as of 31.12.2021 at € 47 million (31.12.2020: € 44 million)
- HHLA insured CTO against political risks by taking out federal guarantees for direct investments abroad which cover a significant portion of the CTO's balance sheet assets
- Port Logistics subgroup equity includes € 73 million f/x-losses related to CTO (as of 31.12.2021)

Intermodal segment

- Ukrainian Intermodal Company (UIC) was founded in 2020 and is a new service provider, which organises block trains and single wagons transports between the Port of Odessa and other cities in Ukraine
- UIC was still in ramp up phase and has no own assets
- METRANS has no activities in the Ukraine



HHLA strictly comply with EU sanctions against Russia

Indirect ramifications on HHLA's business activities

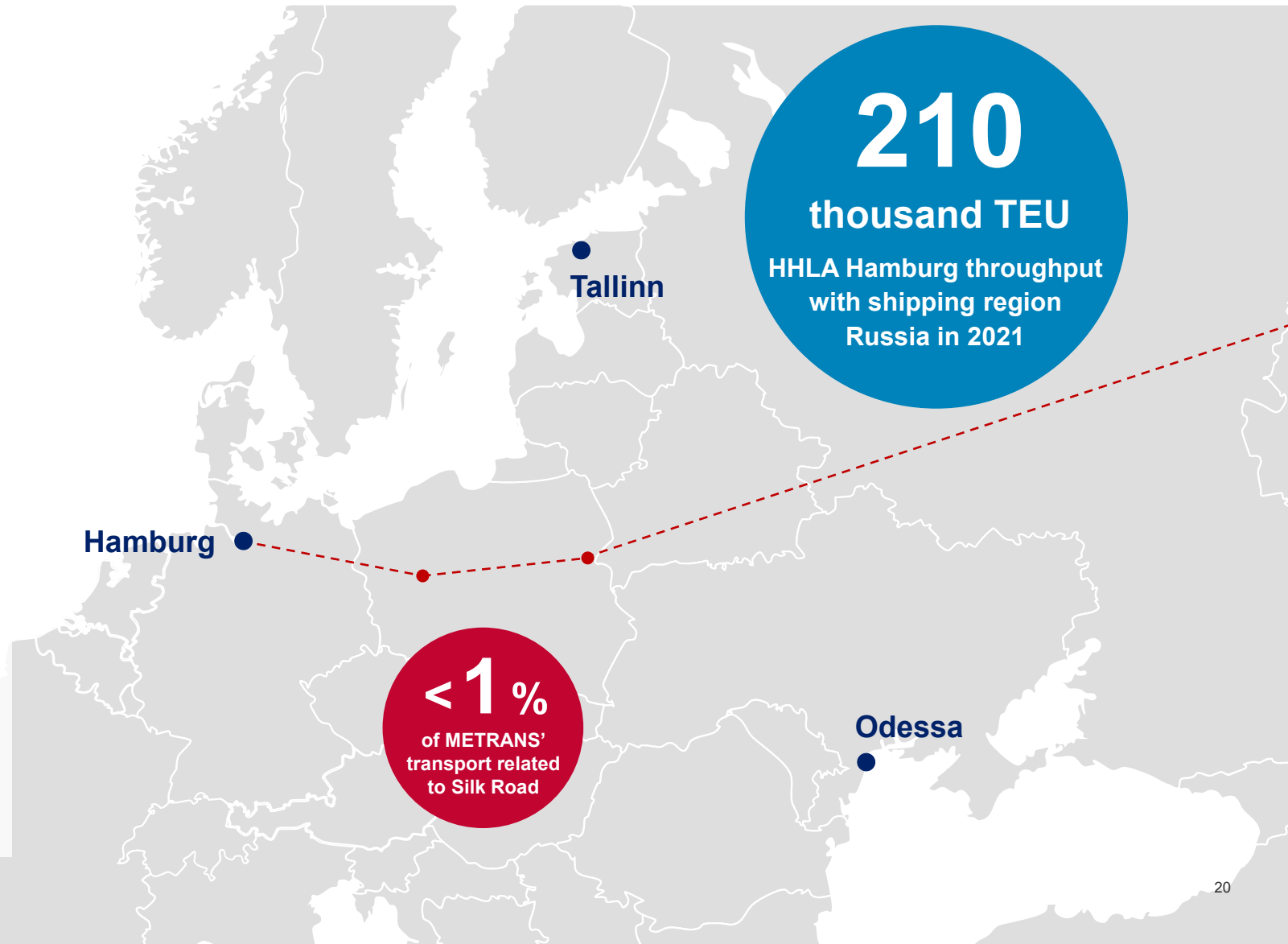
- HHLA's business partner screening process secures compliance with latest imposed EU sanctions against Russia
- HHLA will continue to handle containers at its terminals and hinterland terminals as long as they are not subject to EU sanctions list
- Responsibility for clearance process lies with the German customs and Federal office for Economic Affairs and Export control

Container segment

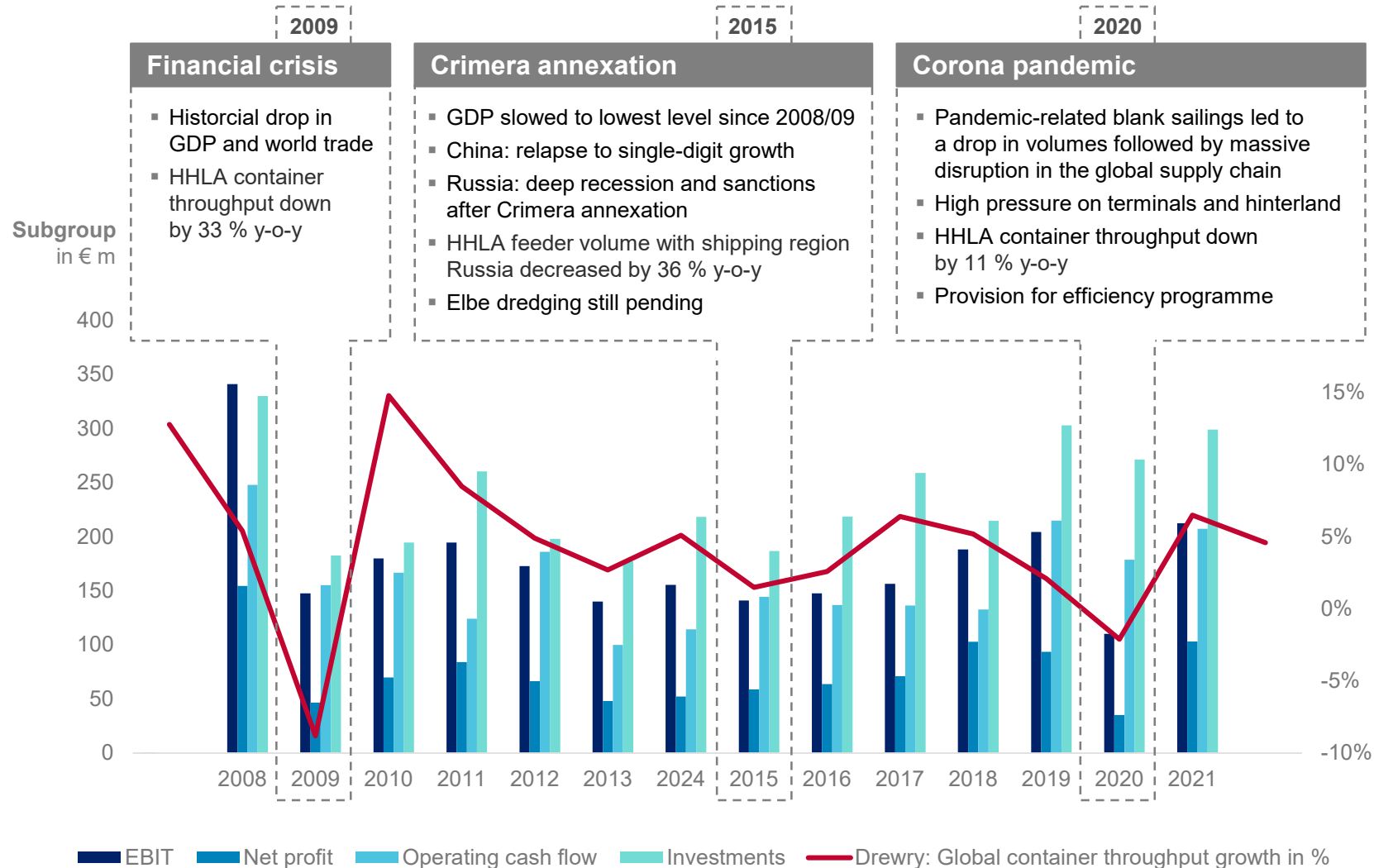
- HHLA container throughput will be impacted indirectly by EU sanctions as shipping liners already limit or cancel their calls on Russian ports

Intermodal segment

- METRANS transport volume from and to Russia is negligible
- EU sanctions will limit transit cargo via continental silk road; cargo is expected return to sea transport



Resilience of HHLA's business model has been proven several times

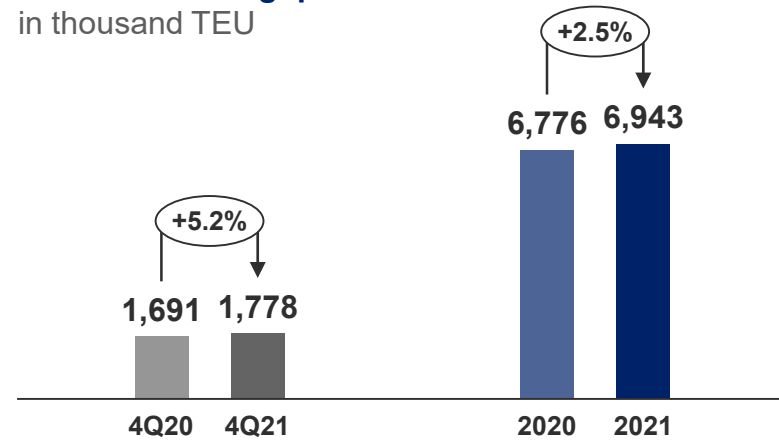


- HHLA was always able to generate positive EBIT and free cash flow despite adverse circumstances
- Strategic dividend payout ratio was confirmed at any time
- HHLA considered the scalability of its investments and is able to adjust these – where necessary – to future economic developments in order to safeguard the financial stability of the Group

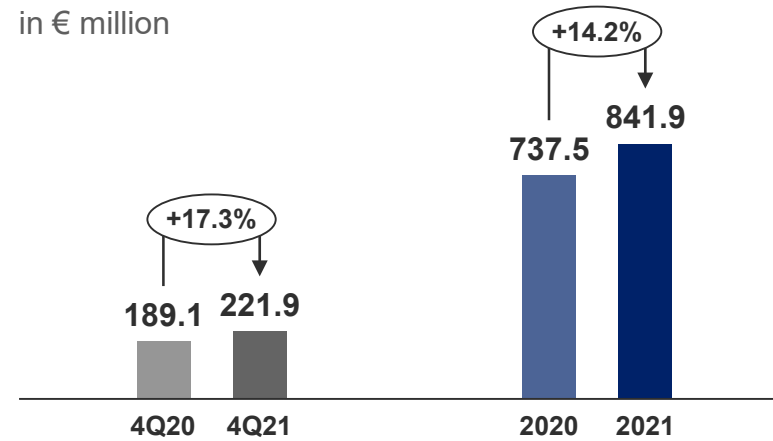


Revenue and EBIT benefited from temporary spike in storage fees as a result of longer container dwell times at HHLA terminals in Hamburg

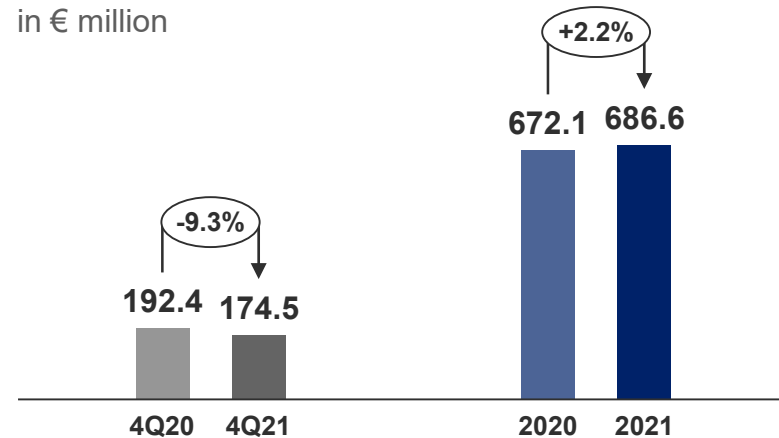
Container throughput in thousand TEU



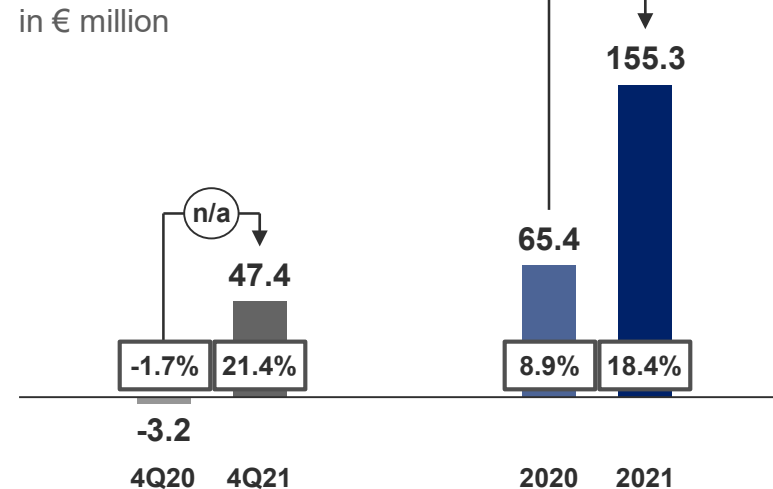
Revenue in € million



OpEx* in € million



EBIT and EBIT margin* in € million



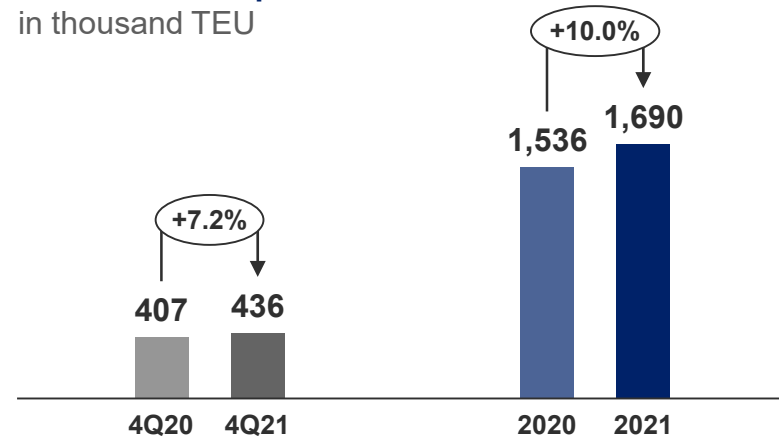
- Overall container throughput rose slightly
- Hamburg volumes up 2.2 %; growth in the Far East and Americas shipping regions offset the pandemic-related volume shortfalls in 2020 and the loss of a Far East service in May 2020
- Internationals significantly up 5.3 %, slightly above pre-pandemic level
- Average revenue per TEU + 11.4.% y-o-y supported by strong increase in storage fees and the first time consolidation of HHLA PLT Italy
- OpEx* up by 2.2 % mainly attributable to
 - strong increase in project expenses for the efficiency programme
 - increase use of both personnel and materials due to higher yard utilisation
- EBIT increased strongly; EBIT margin slightly above the pre-pandemic level

Favourable growth in rail transport volume led to EBIT margin above 20 %

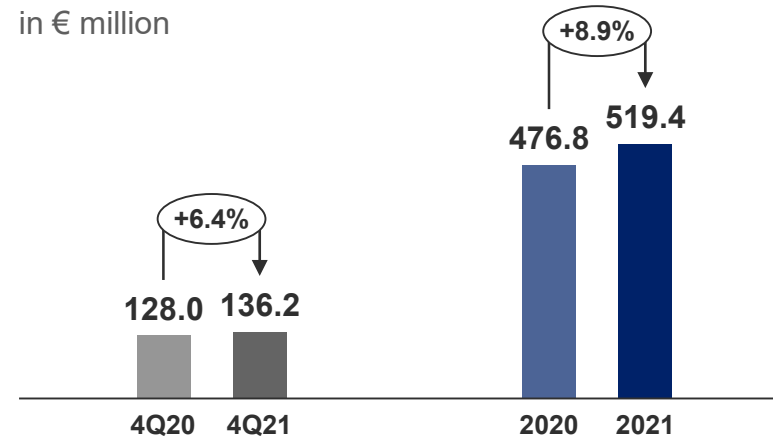


Intermodal

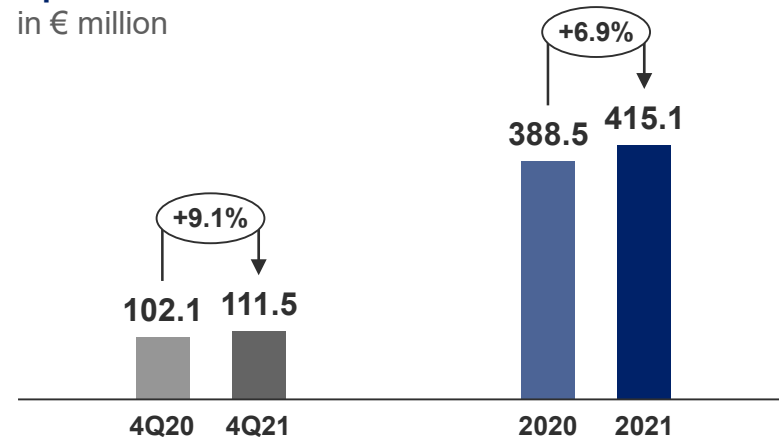
Container transport in thousand TEU



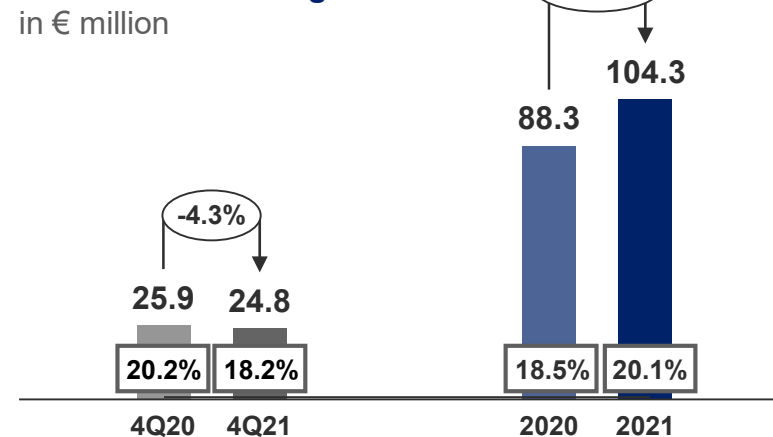
Revenue in € million



OpEx in € million



EBIT and EBIT margin in € million



- Significant increase in volumes with a rail share of 81.6 % of total intermodal transport
- Rail transport up strongly by 12.8 % to 1,379 thousand TEU mainly driven by traffic with the North European ports and a strong increase in continental transport
- Road transport came in almost on a par with previous year (-0.7% / 312 thousand TEU)
- Revenues up by 8.9 %; average revenue per TEU decreased as a result of unfavourable mix of short and long haul distance cargo loads
- EBIT rose by 18.2 % supported by higher subsidy for route prices of ~ € 11 million granted retroactively

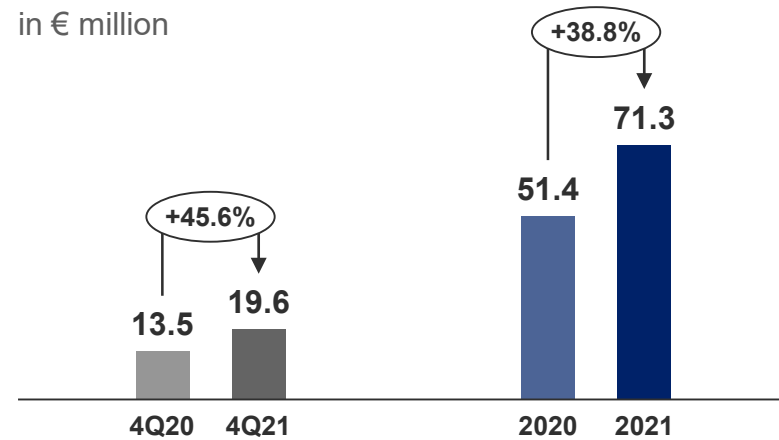


Strong top line growth driven by first-time consolidation of iSAM AG

Profitability burdend by start-up losses of new activities

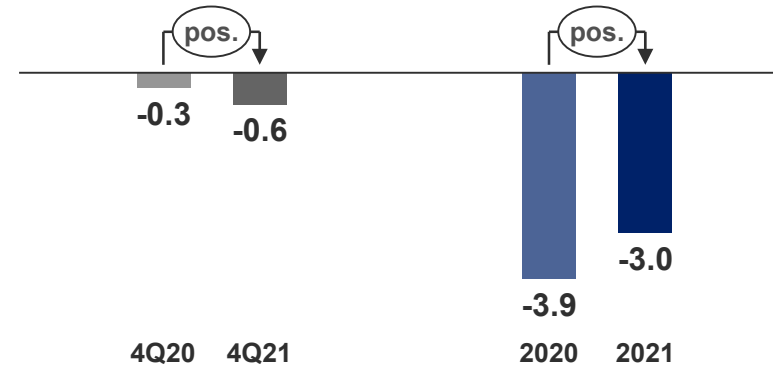
Revenue

in € million



EBIT

in € million

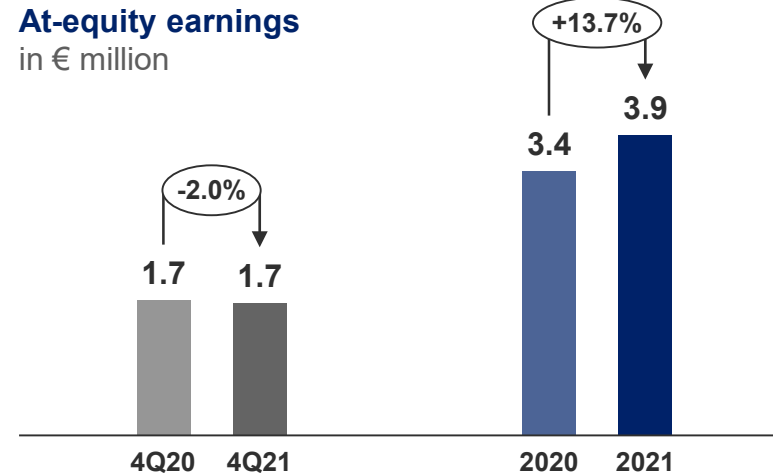


- Revenue from consolidated companies strongly up mainly due to
 - newly consolidated automation technology division iSAM AG
 - strong revenue growth in vehicle logistics
- EBIT recorded a loss due to start-up losses in connection with new activities while vehicle logistics division strongly improved its result
- At-equity earnings rise strongly



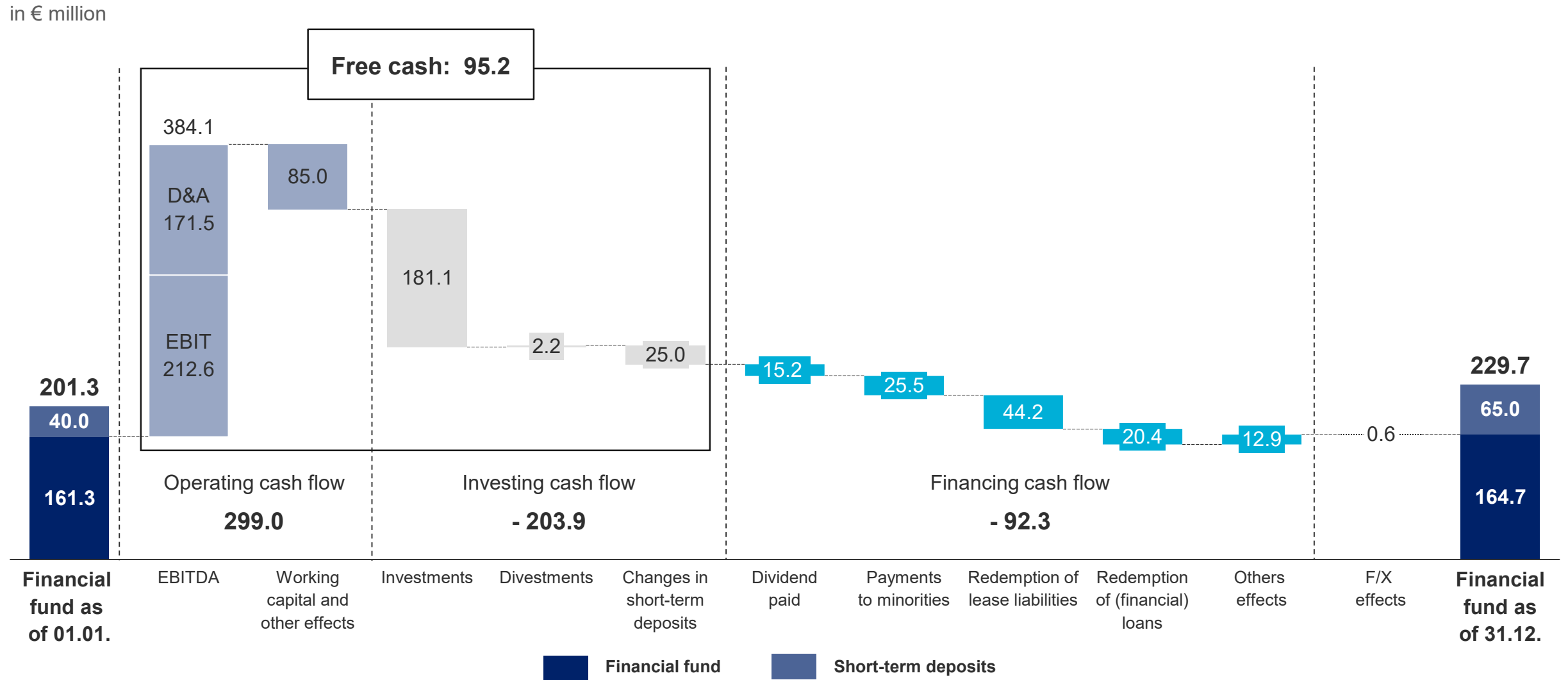
At-equity earnings

in € million



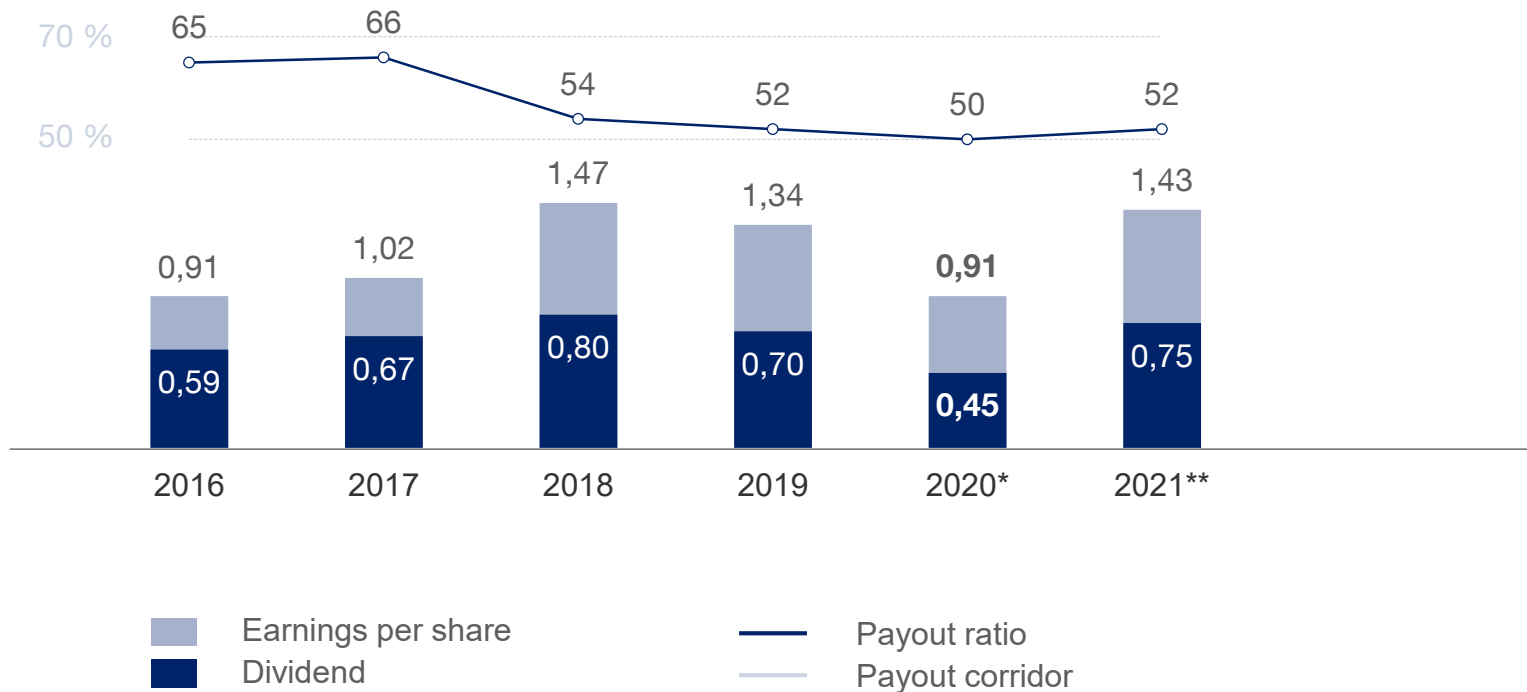
Comfortable liquidity position to meet payment obligations at all times

Cash flow development in line with business development



Attractive dividend proposal per class A share

HHLA confirms its strategic payout ratio in the range of 50 to 70 %



Dividend development

- Cash dividend of 75 cents per dividend-entitled class A share
- Strategic payout ratio confirmed

* 2020: For determination, result was adjusted by the change in the restructuring provision affecting net income in the amount of € 43 million

** 2021: Dividend proposal

Effective match of technological and sustainable innovation

Various examples of efforts to implement our sustainability strategy

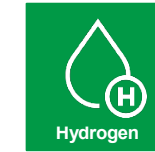
Climate-neutral
by
2040

Reduction of specific CO₂ emissions
by 2021 (against base year 2018)

27.0%

HHLA intends to have cut its total CO₂ emissions at least in half by 2030 against 2018, and be climate-neutral by 2040

HHLA Hydrogen Network project

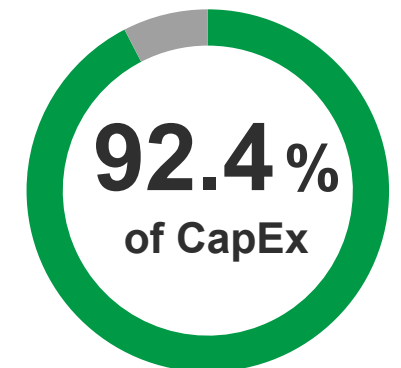
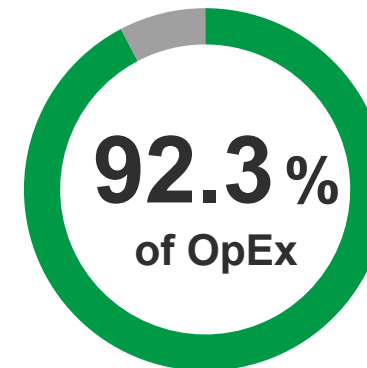
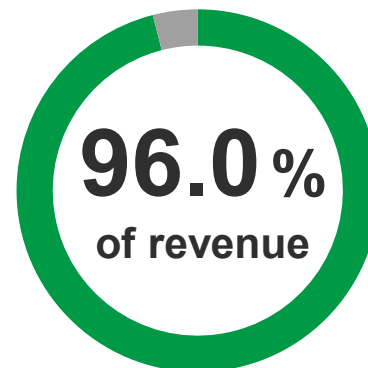


launched in 2021 to test new transportation technologies for **Green Hydrogen** and to make an active contribution to Germany's nationwide network for the development of hydrogen technology

HHLA's group wide business activities substantially contributing to climate change mitigation per **EU taxonomy** include

- Freight rail transport
- Freight transport services by road
- Infrastructure for rail transport
- Infrastructure enabling low carbon water transport
- Acquisition and ownership of buildings

High degree of taxonomy eligibility confirms sustainability of HHLA's business model



Guidance 2022

Persisting high unpredictability regarding intensity and timing of economic recovery

Research estimates for 2022

GDP development

World	+ 4.4 %
China	+ 4.8 %
Russia	+ 2.8 %
CEE	+ 3.5 %
World trade	+ 6.0 %

Throughput development

World	+ 4.6 %
China	+ 4.8 %
Europe	+ 6.0 %
NW Europe	+ 4.6 %
Scan. & Baltics	+ 7.6 %

Sources: IMF, January 2022 // Drewry Maritime Research, December 2021

Constraints of guidance 2022

- Russia-Ukraine war will have unforeseeable consequences for the economy in Europe and beyond; business activities at the directly affected CTO will cease at least for the time being. Potential effects on the valuation of assets at the CTO cannot be reliably measured at the moment.
- Anticipated volume and revenue trends are based on the currently foreseeable macroeconomic environment. Storage fees in the Container segment are expected to normalise gradually over the course of the H2/2022.
- **Due to the high uncertainty, the issuance of a reliable forecast is not possible.**

Guidance for the Port Logistics subgroup 2022

	2021	Guidance for 2022
Container throughput	6,943 k TEU	Moderate increase
Container transport	1,690 k TEU	Moderate increase
Revenue	€ 1,435.8 m	Moderate increase
EBIT	€ 212.6 m	in the range of € 160 to 195 million (strong decrease in Container segment, moderate increase in the Intermodal segment)
Capital expenditure	€ 207.4 m	in the range of € 270 to 320 million*
Liquidity	€ 229.7 m	sufficient to meet payment obligations at all times
Dividend per A class share	€ 1.43	commitment to pay out 50 to 70 % of net profit after minority interests

Factbook

HHLA Port Logistics subgroup

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Container segment

page 33

Intermodal segment

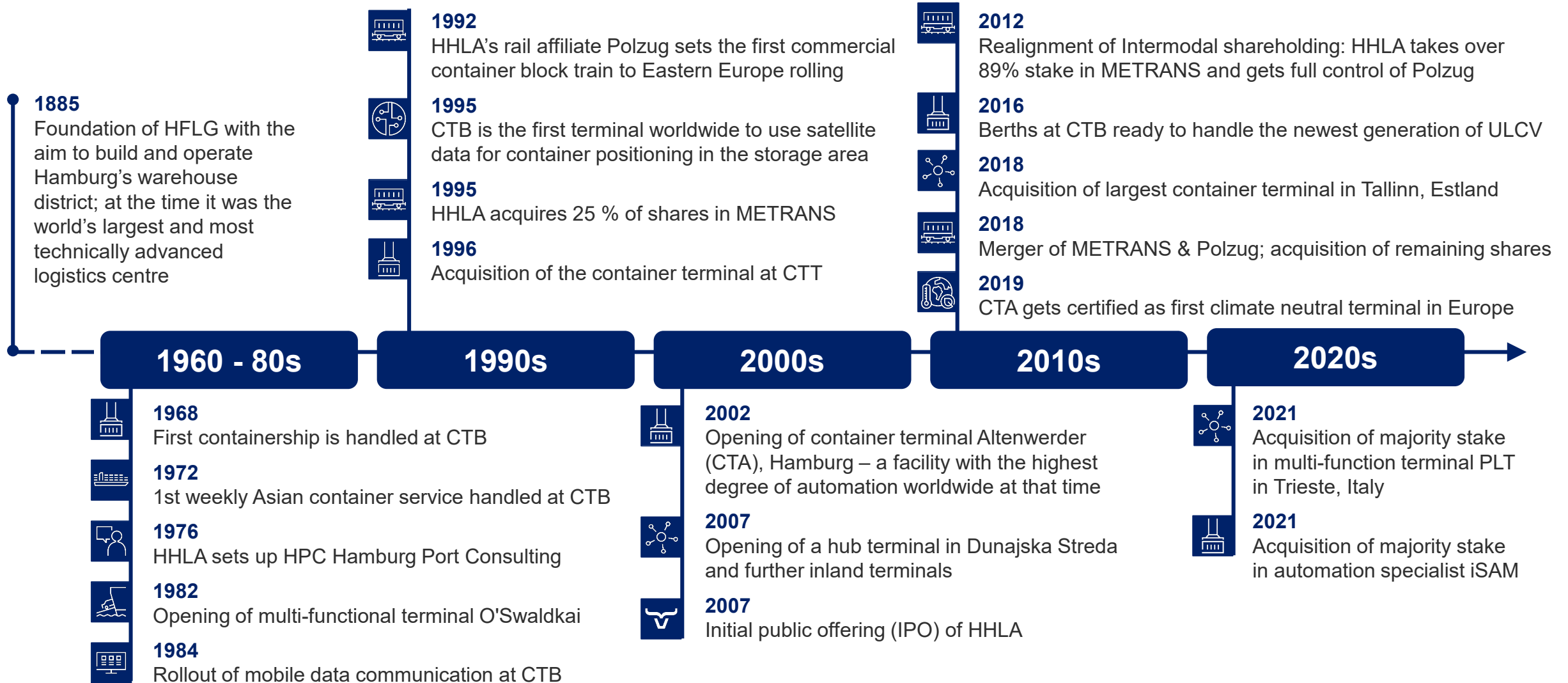
page 52

Logistics segment

page 65

HHLA's successful development since more than 135 years

From a port logistics operator to a globally vertical integrated service provider



Key figures

Port Logistics subgroup

in € million

	2017	2018	2019	2020	2021
Revenue	1,220.3	1,285.5	1,350.0	1,269.3	1,435.8
EBIT	156.6	188.4	204.4	110.3	212.6
Profit after tax and minorities	71.2	102.9	93.6	35.3	103.1
Earnings per share in €	1.02	1.47	1.34	0.50	1.43
ROCE in %	13.6	15.5	11.1	5.8	10.9
Free cash flow (excl. proceeds from short term deposits)	134.9	19.8	116.6	111.4	95.2
Capex (without Group internal transaction)	136.4	132.9	214.9	178.7	207.4

Balance sheet, assets and liabilities

Port Logistics subgroup

in € million

	2017	2018	2019	2020	2021
Balance sheet total	1,658.9	1,783.3	2,401.4	2,383.3	2,578.6
Non-current assets	1,184.6	1,280.5	1,936.6	1,953.4	2,081.2
Current assets	474.4	502.8	464.8	429.9	497.4
Equity	555.8	564.5	525.6	512.5	646.6
Pension provisions	442.1	442.1	496.3	523.9	483.0
Other non-current liabilities	430.8	545.1	1,111.8	1,068.0	1,123.1
Current liabilities	230.3	231.6	267.7	278.9	325.2

Key figures

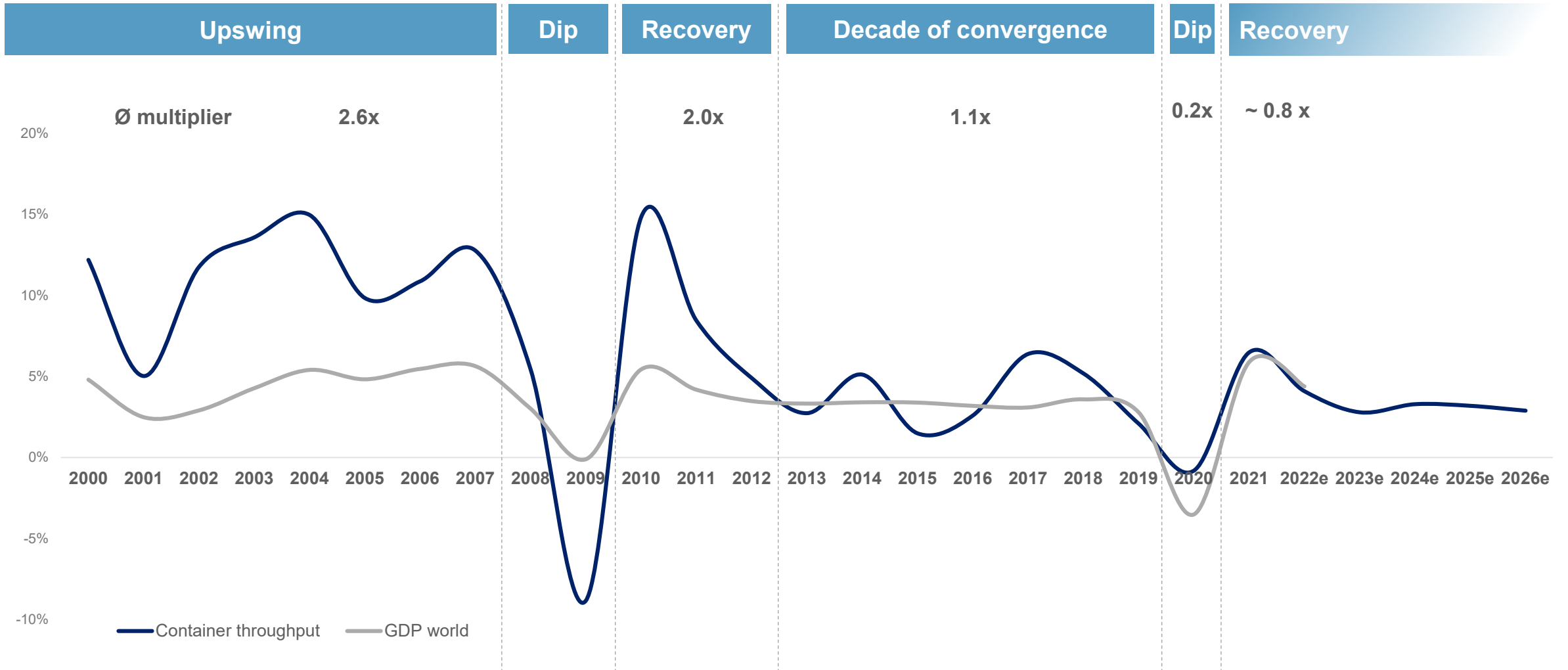
Container segment

in € million

	2017	2018	2019	2020	2021
Container throughput in thousand TEU	7,196	7,336	7,577	6,776	6,943
Revenues	746.6	758.9	799.7	737,5	841.9
EBITDA	194.7	209.8	240.2	160,4	256.7
EBITDA margin in %	26.1	27.6	30.0	21,7	30.5
EBIT	109.4	131.6	141.3	65,4	155.3
EBIT margin in %	14.7	17.3	17.7	8,9	18.4
Segment assets	810.8	888.9	1,295.6	1,282.6	1,381.8

Growth of global container throughput and GDP

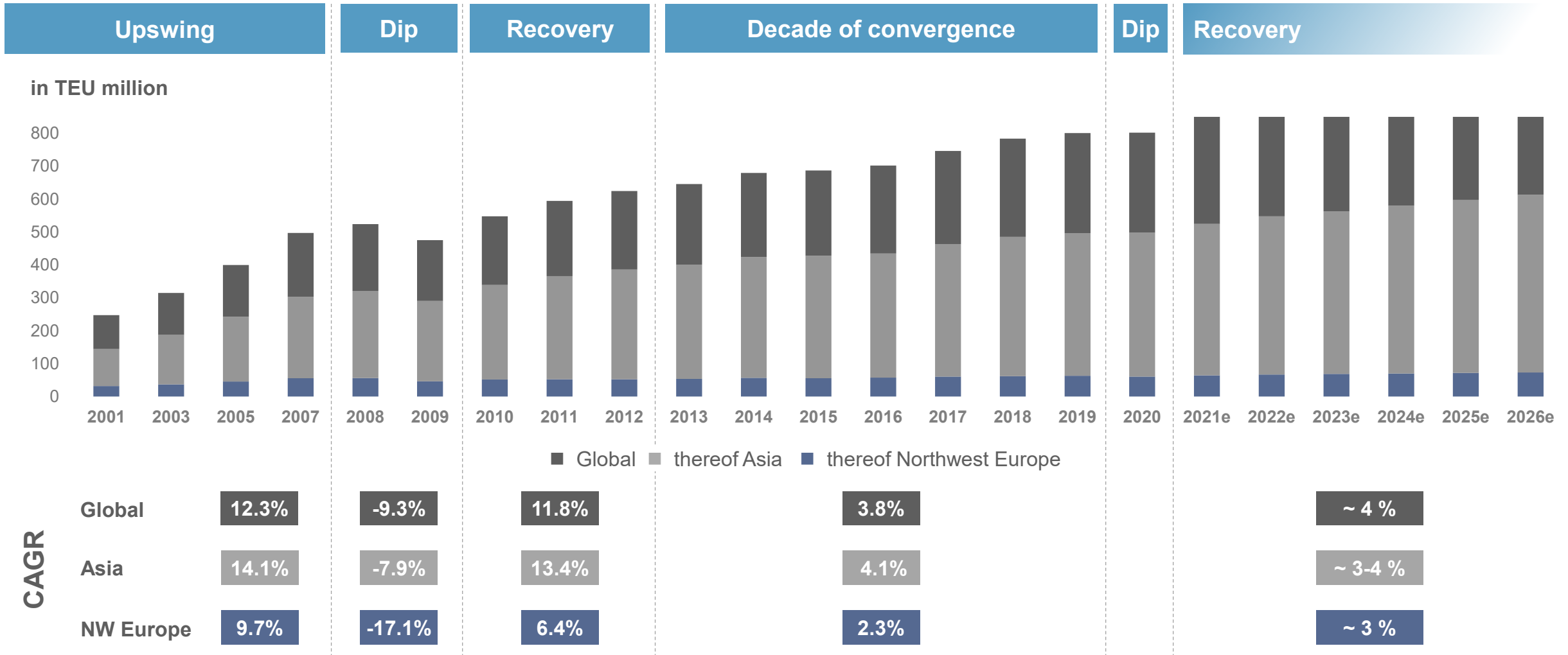
Slowdown of growth multiplier on GDP since 2012



Source: Drewry Maritime Research, Container Forecaster, March 2022 / IMF World Economic Outlook, January 2022

Ports are an investment opportunity in GDP growth

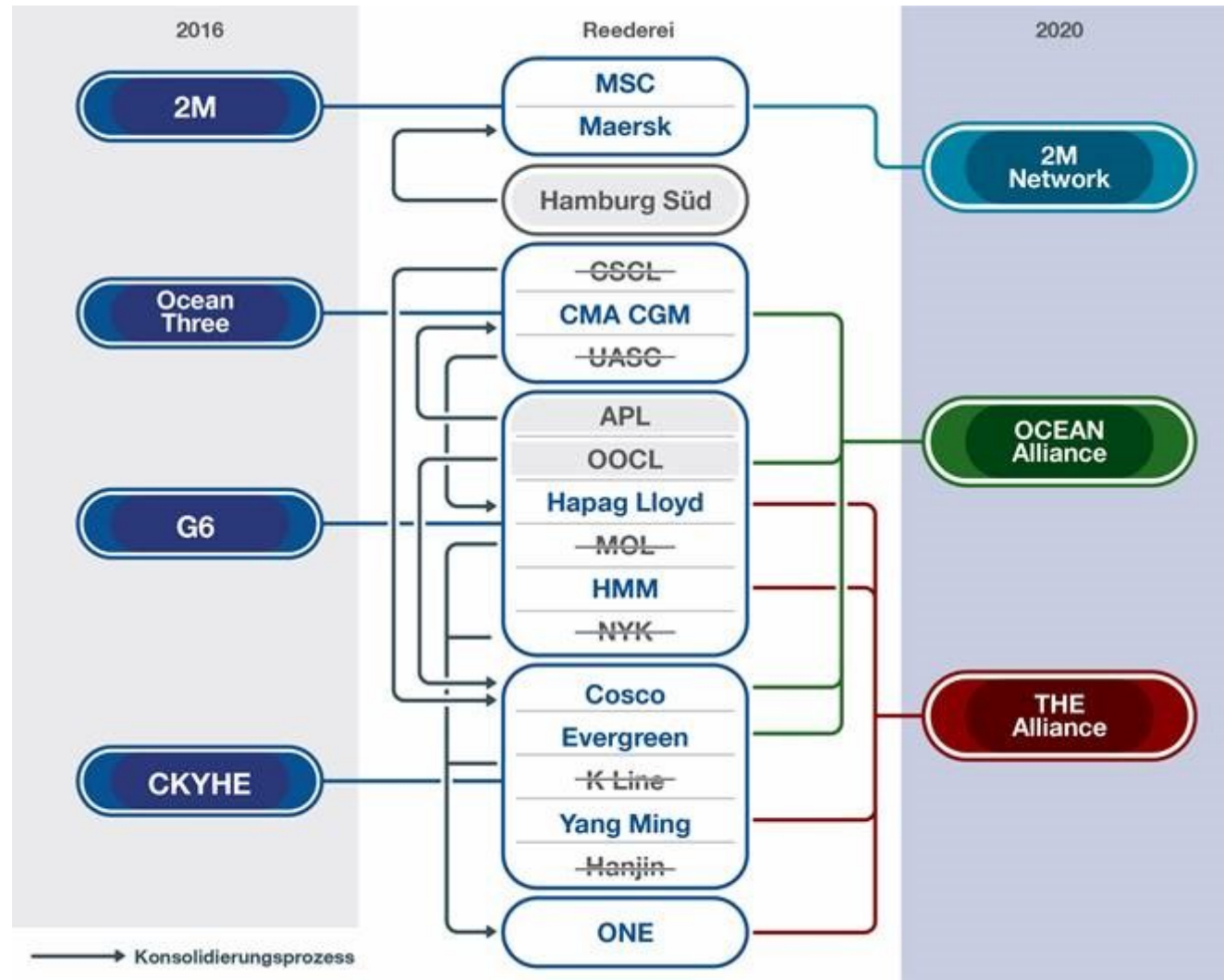
After a decade of convergence continued growth in line with GDP development expected



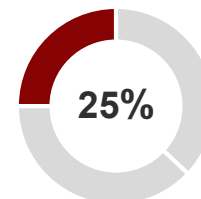
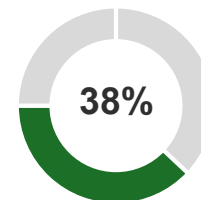
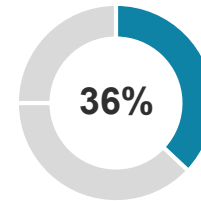
Source: Drewry Maritime Research, Container Forecaster, December 2021 / HHLA

Development of alliances in the Asia – Far East services

Concentration in the shipping industry substantially increased



Share
FE – Europe



Source: HHLA /
AXS Alphaliner Monthly
Monitor, March 2022

Main developments since 2016

- Acquisition of CSCL by COSCO
- Acquisition of APL by CMA CGM
- Insolvency of Hanjin
- Acquisition of Hamburg Süd by Maersk
- Integration of UASC in Hapag-Lloyd
- Acquisition of OOCL by COSCO
- Merger of Japanese carriers

Implications

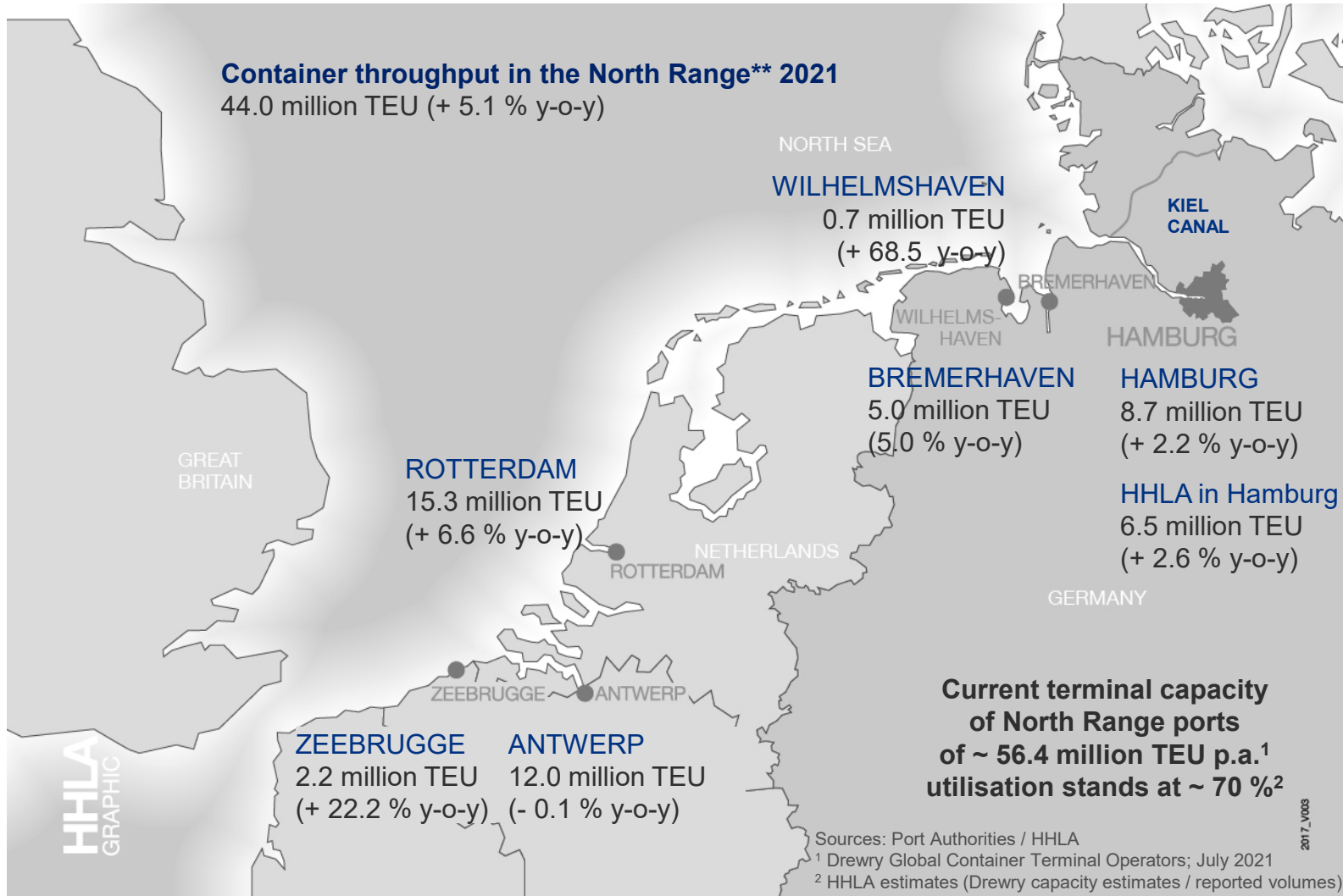
- Re-shaping of alliances and cooperation to improve load factor and slot costs
- Consolidation process in the shipping industry led to a highly concentrated market; only smaller changes expected

Perspectives

- Deployment of largest vessel sizes and focus on calls at gateway ports (hubs)

Competing ports of the North Range

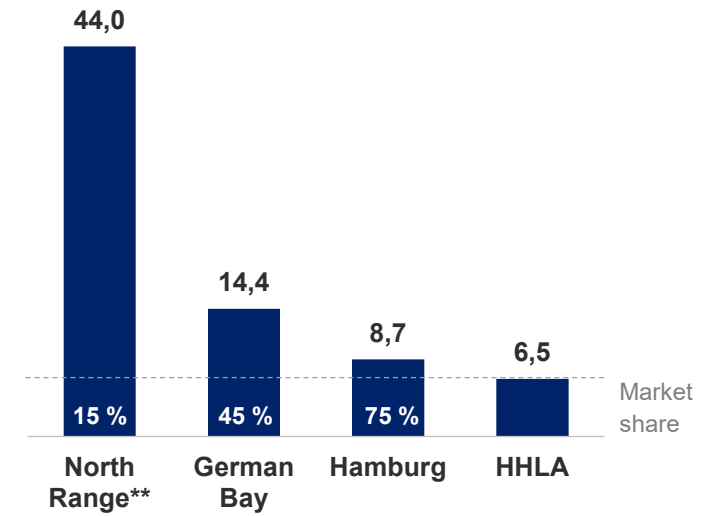
Container throughput and market share development



CAGR of HHLA throughput development



Throughput and market share of HHLA in 2021 in TEU million



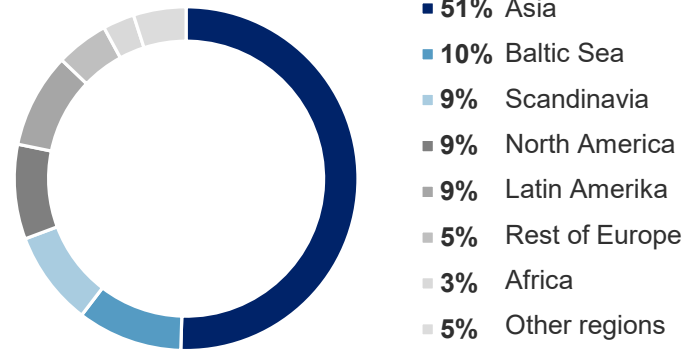
* CAGR: 2008-2021, ** North Range ports (Antwerp, Rotterdam, Zeebrugge, Hamburg, Bremerhaven / 2018 incl. Amsterdam / 2020 incl. Wilhelmshaven)

Favourable geographical location of Hamburg

Still a hub for the major economies of Asia and CEE



Sea-bound container throughput in Hamburg FY21 by region



Source: HHLA

Port of Hamburg: Hub with network

- Germany's largest logistics hub
- Europe's largest railway port with dense rail network to CEE and dense feeder network to the Baltics
- Cost advantages for shipping lines due to central location deep inland
- Attractive cargo mix
- Well balanced import/export flows

Challenges

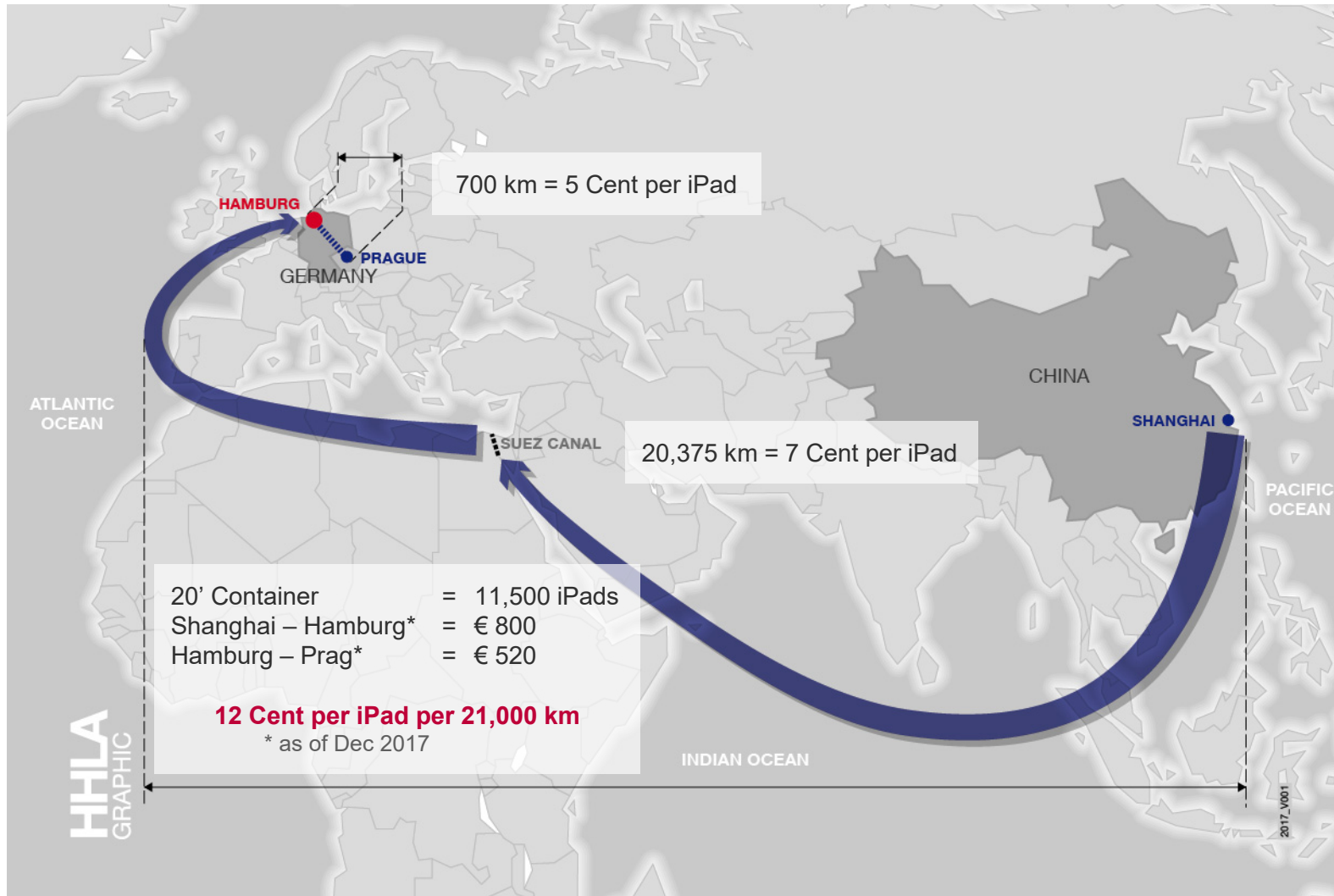
- Underutilized capacities in most North Range ports and formation of alliances leads to increased price
- Increasing number of mega carriers demands more efficiency and operational flexibility as well as investments
- EU sanctions against Russia limits feeder volume

Potential

- Elbe dredging already completed and fully approved > adjustment of the waterway enabling a higher load factor, extended time slots and more flexibility for handling of mega carriers
- CTT will become preferred hub for CSPL
- Ongoing infrastructure projects, i.e. replacement of Köhlbrandbrücke, are on track

Far East transport chain

Hamburg's location offers cost benefits compared to other North Range* ports



Shanghai <> Hamburg

(one-way: ~ 20,375 km)

- 60 % of costs for about 97 % of total distance
- No differentiation in freight rates between North Range** ports

Hamburg <> Prague

(one-way: ~ 700 km)

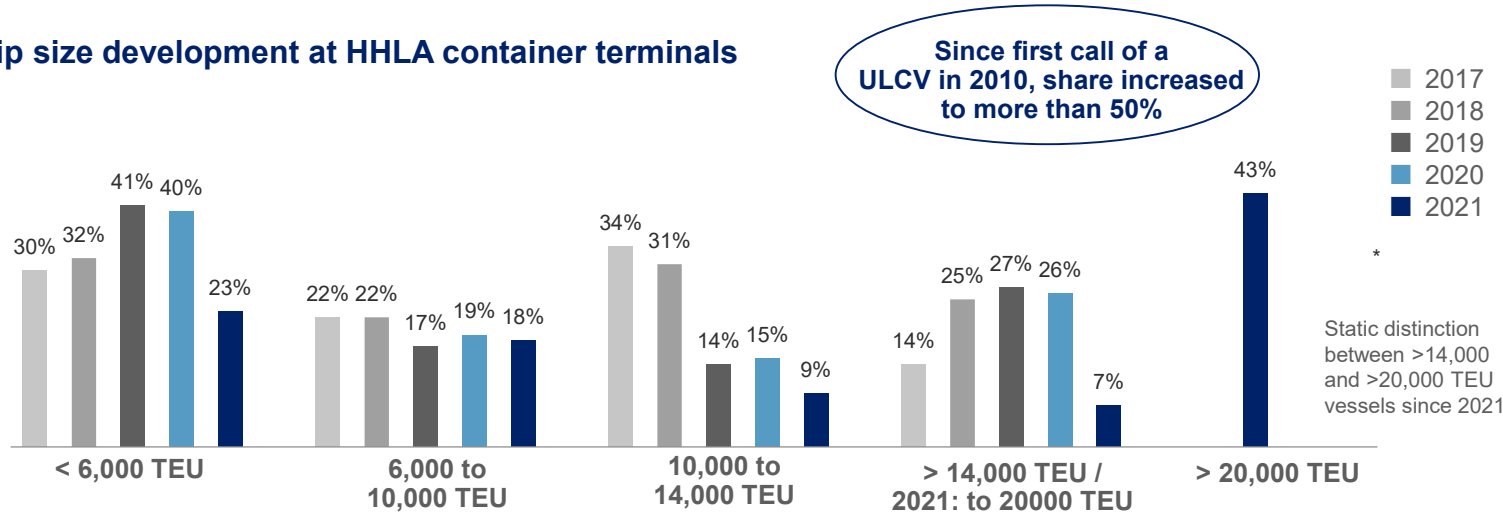
- 40 % of costs for about 3 % of total distance
- Clear differentiation between North Range* ports

** North Range ports (Antwerp, Rotterdam, Hamburg, Bremen Ports incl. Wilhelmshaven)

Handling of ultra large container vessels (ULCVs) require extra effort

Ongoing growth in ship sizes

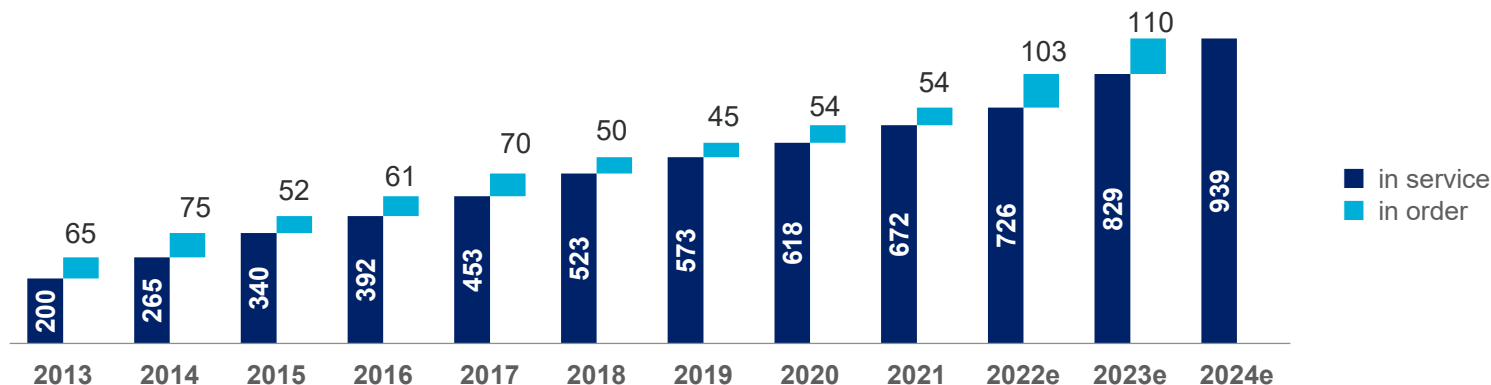
Ship size development at HHLA container terminals



Implications

- Nautical restrictions (solved in 2021) tightened by increasing number of mega carriers due to more width and draught
- Peak load conditions due to narrower time windows requires higher degree of automation
- Capex requirements (suitable quay walls, gantry cranes etc.)

ULCV (>10,000 TEU) fleet worldwide and order book until 2022



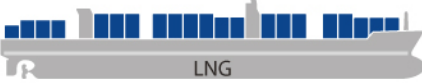

















Counteraction

- Enhancing service quality by continuous investment in technology and efficiency
- Proper equipment for ULCV's (quay walls, gantry cranes etc.)
- Optimising vessel calls within the port
- Raising attractiveness of HHLA terminals by expanding hinterland network

Ship size development

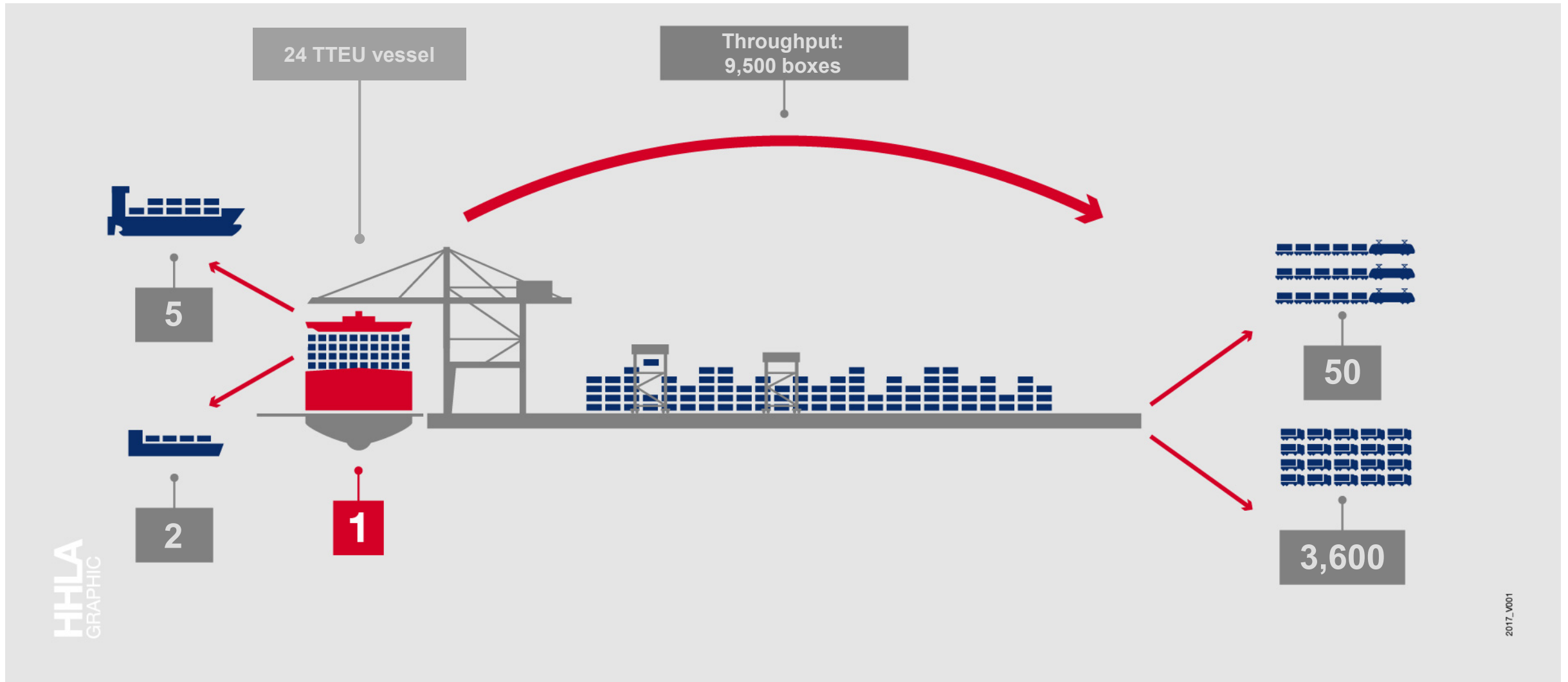
Mega carriers of > 24 thousand TEU have become standard on the Asia-North Europe route

			TEU tdw	LOA m	Breath m	Draft m	Containers rows across
HMM Algeciras 2020			24.000 TEU 233.000	400	61,0	16,5	24
CMA CGM Jacques Saade 2020			23.100 TEU 217.000	400	61,3	16,0	24
OOCL Hong Kong 2017			21.100 TEU 200.000	400	58,8	16,0	23
Maersk McKinney Møller 2013			18.270 TEU 200.000	400	59,0	16,0	23
CMA CGM Marco Polo 2012			16.020 TEU 180.000	395	53,6	16,0	21
Emma Maersk 2006			15.550 TEU 175.000	397	56,4	16,0	22
Gudrun Maersk 2005			9.500 TEU 115.700	367	42,8	15,0	17
Sovereign Maersk 1997			8.160 TEU 105.000	347	42,8	14,5	17
NYK Altair 1994			4.953 TEU 63.000	300	37,1	13,0	15

2021_V001

Mega carriers led to challenging peak load conditions

Example for the impact of a 24 TTEU vessel on all modes of transport and the block storage system



HHLA is ready for 24,000 TEU vessels

Measures for smooth container throughput on the waterside and in the hinterland



NTK: Nautische Terminal Koordination

- Coordination of arriving and departing vessels in the river Elbe already starting in the North Sea

FLZ: Feeder Logistik Zentrale

- Neutral platform and single point of contact for feeder vessel planning and terminal rotation coordination



Rail handling: Project "RaMoNa"

- Introduction of RAngierMOdells NOrdhafen (*Shunting model Northern port*)
- Reduction of shunting, increase of efficiency and reduction of turnaround times in rail traffic



Truck handling: Project "Fuhre 4.0" incl. slot booking *Tightening of the system in 2021*

- Reduce handling and waiting times for HGVs and distribute them evenly throughout the day.
- Increasing the capacity and efficiency of existing infrastructure (public transport network, transshipment companies, technical equipment)

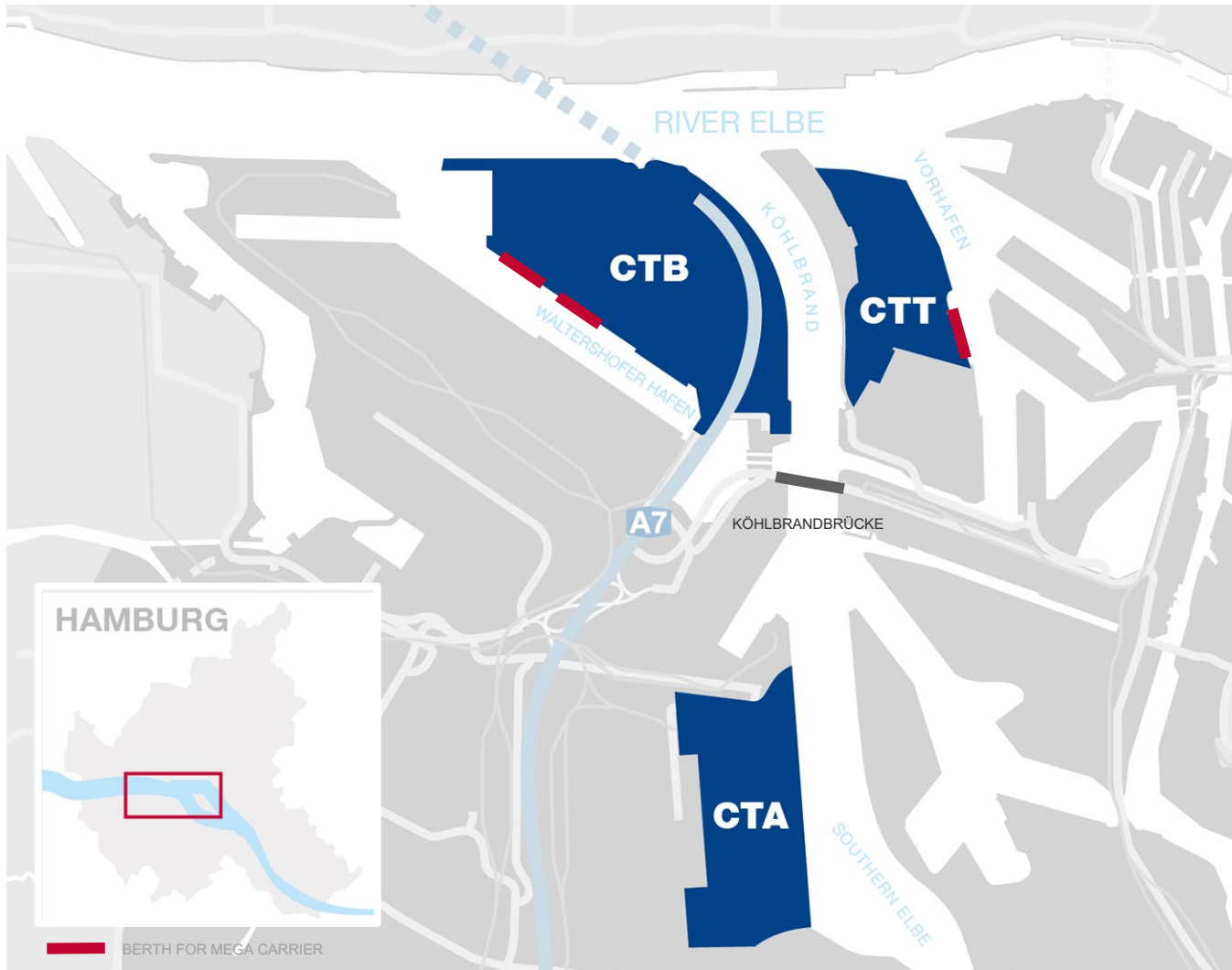


Terminal operation

- Implementation of a new terminal operating system from Navis
- Electrically operated storage blocks instead of sole use of VCs at CTB

Focus on client needs: mega carrier ready

Investments in terminal expansion and process optimisation continued at all terminals in Hamburg



Organisation

- Centralisation of planning and administration functions
- Set-up container operations with partly flexible allocation of workforce across terminals and integrated steering model
- Bundling of technical services including maintenance & repair

Automation

- Automation of horizontal transport and extension of storage crane systems at CTB
- Remote control / automation of railroad crane at CTA
- Automation of ship-to-shore cranes at CTA

Process optimisation and digitalisation

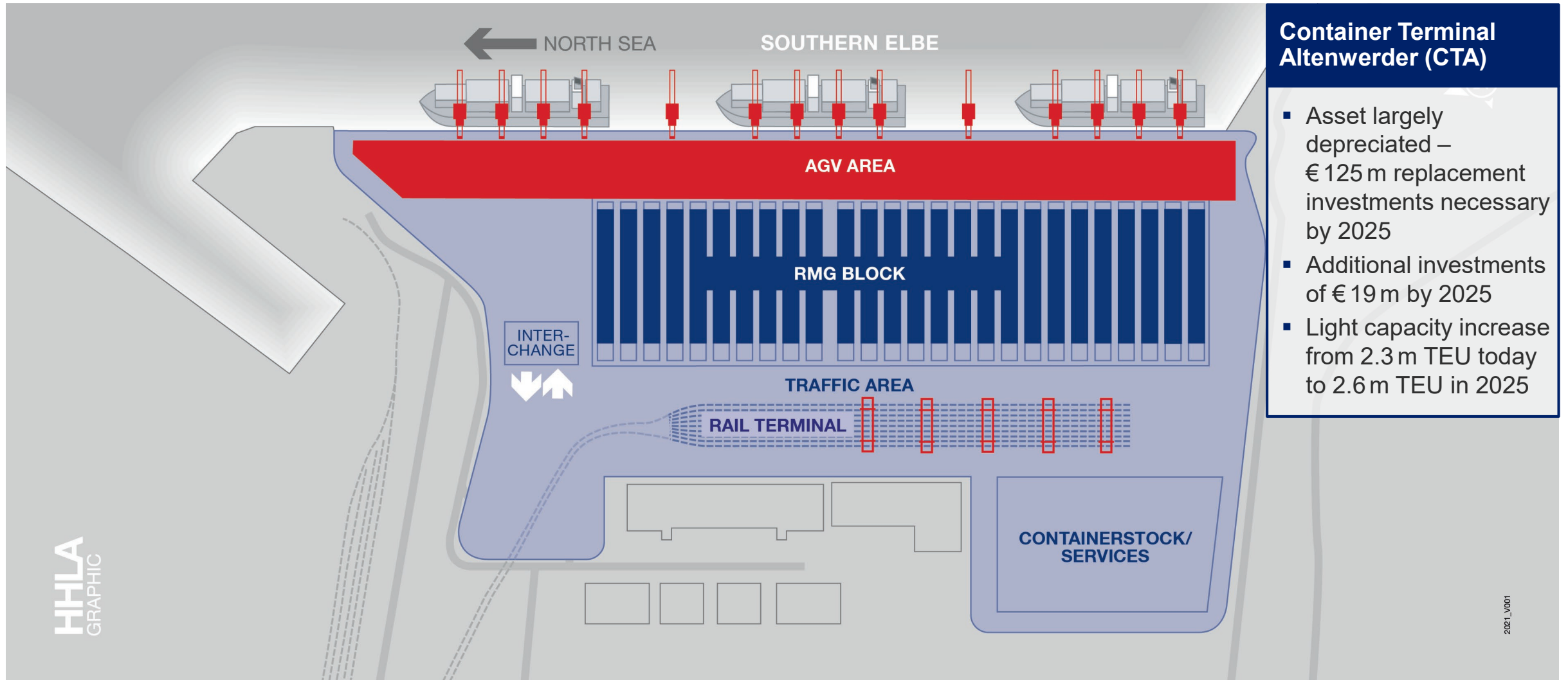
- Standardization and digitalisation in administrative and control functions enabled through N4
- New truck and train operations to enhance handling efficiencies
- AI-supported yard optimisation by forecasting dwell times and final destinations of containers

Cost optimisation

- Peak shaving to reduce energy costs
- Cross-terminal asset management
- Optimisation of internal and external services

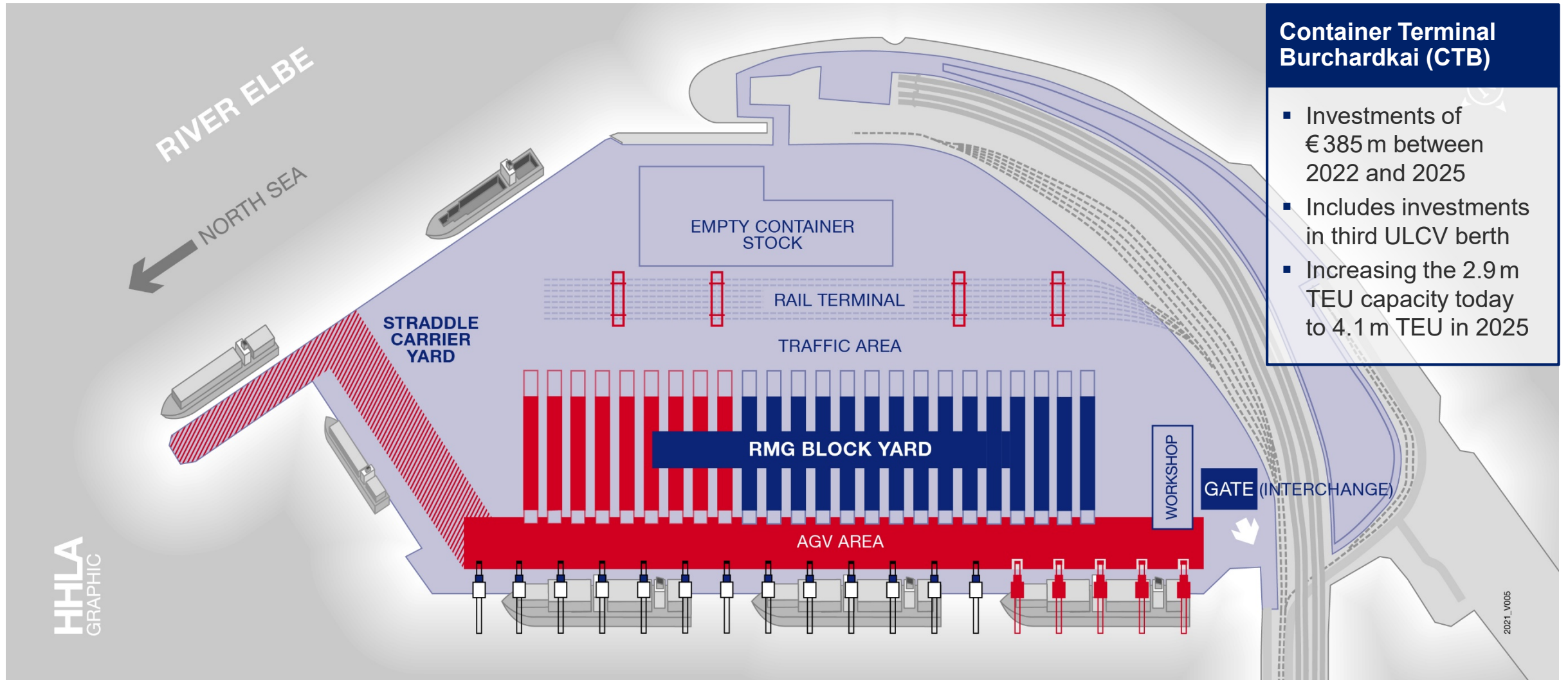
HHLA Container Terminal Altenwerder

CTA Terminal Layout 2025



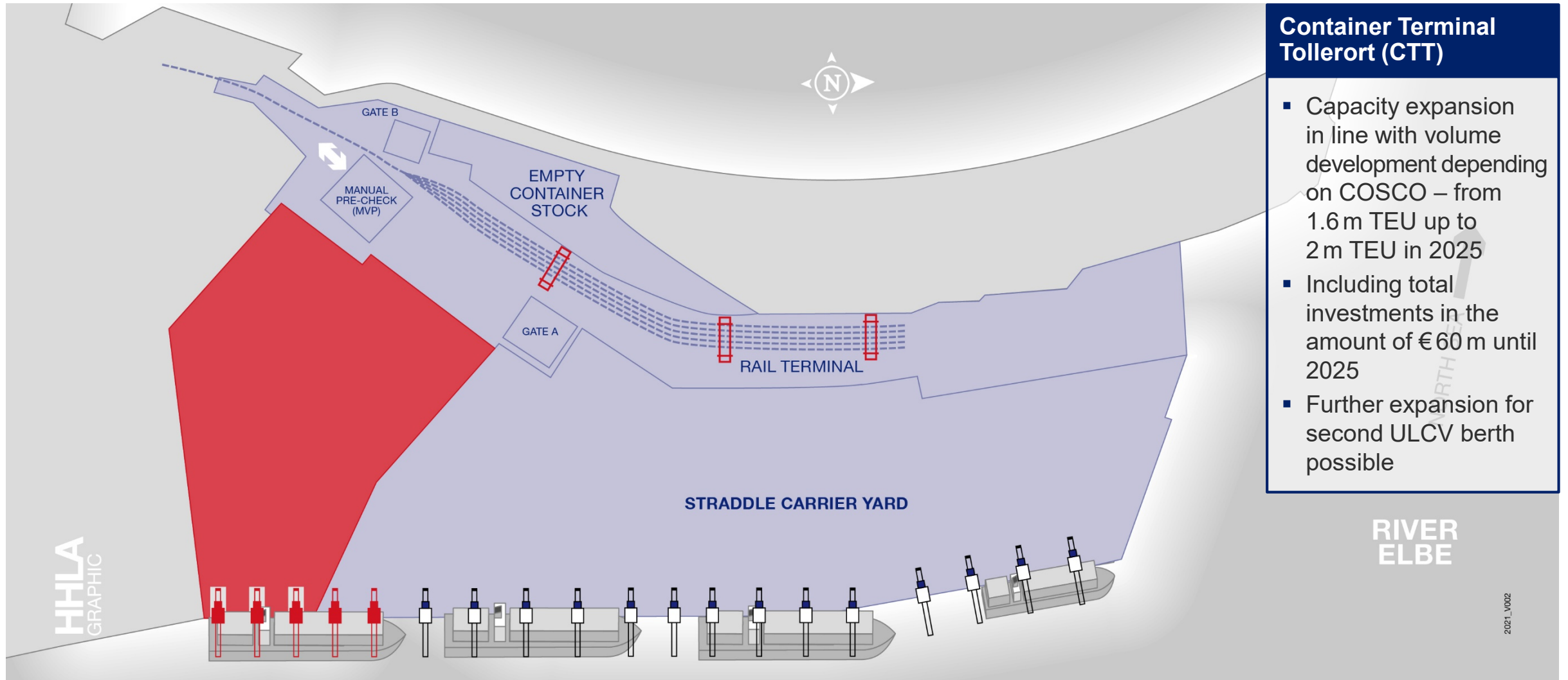
HHLA Container Terminal Burchardkai

CTB Terminal Layout 2025



HHLA Container Terminal Tollerort

CTT Terminal Layout 2025 ff.



High automation level with mega-carrier berths in operation

Advanced terminal technology

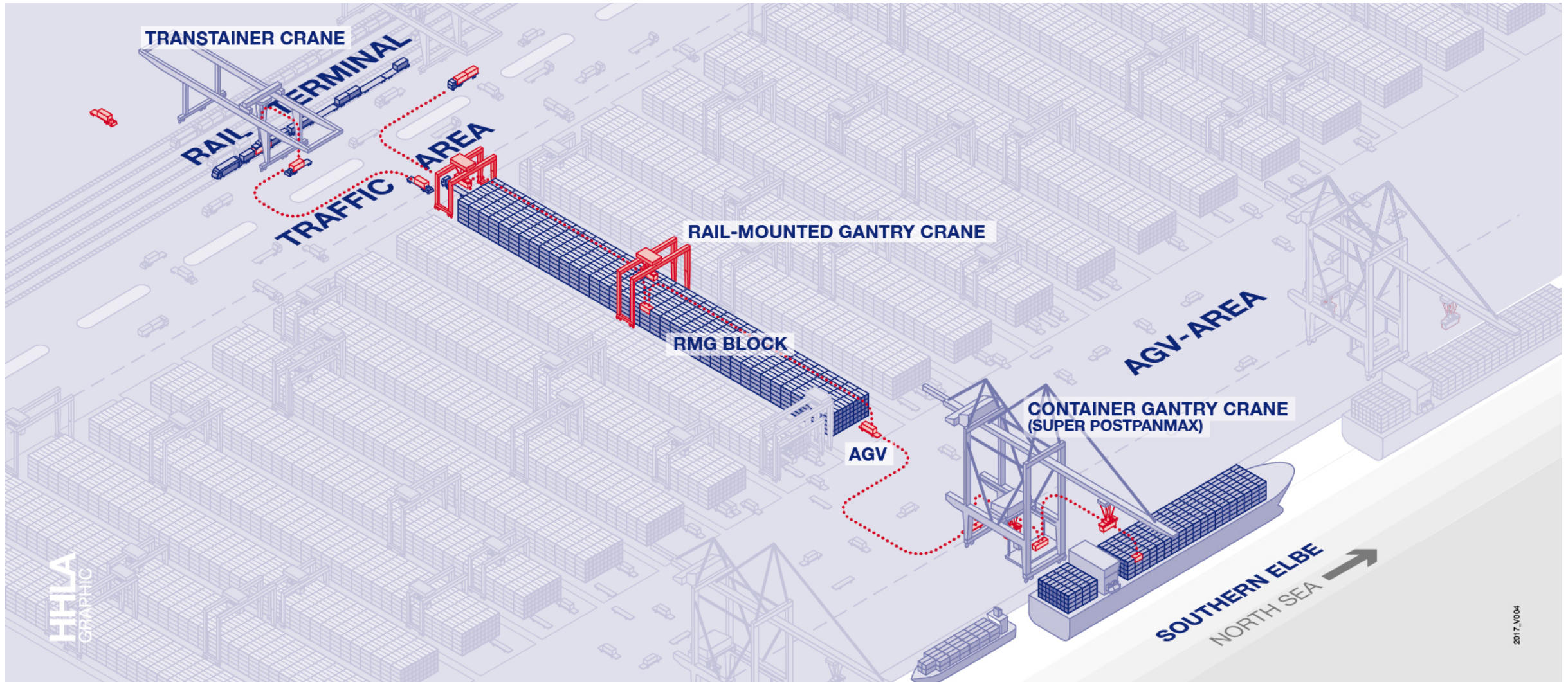


HHLA in the Port of Hamburg

- Market share of 75 % in Hamburg and 17 % in the North Range in 2020
- State-of-the-art handling technology, innovative IT systems and a high level of automation
- Three fully equipped berths for the latest generation of ULCV's already in operation at the container terminals Burchardkai (CTB) and Tollerort (CTT)
- Further rollout of additional automated block storage capacities at CTB
- On-dock railway stations at all facilities able to comply with future 740 metre block trains
- Optimised traffic coordination for an improved cargo flow and terminal access

State-of-the-art container handling at CTA

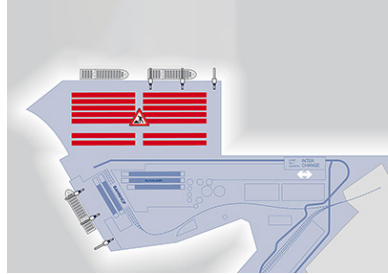
Maximum efficiency by high degree of automation and compact layout



HHLA
GRAPHIC

International container terminals

Port Logistics subgroup with international presence



Container terminal Odessa (CTO) operated by UIC, Odessa / Ukraine

- Largest and most modern container terminal in Ukraine
- Multipurpose terminal for containers and also bulk, general and project cargo
- Terminal was closed with the start of the Russian invasion of Ukraine in Feb 2022
- Significant part of the investments of € 170 million already been amortised by 2020
- Balance sheet equity of € 44 million

Since	Current capacity	Potential capacity
2001	850k TEU	1.2m TEU
Stake	Area	Length of quay wall
100 %	~ 35 ha	970 m



Terminal Muuga operated by HHLA TK Estonia, Muuga (close to Tallinn) / Estonia

- Market leader in Estonia
- Multipurpose terminal for break bulk, bulk and RoRo handling
- Geographic position links the Northern European market with the New Silk Road
- Location is developing into a multimodal hub as a result of regional infrastructural projects (such as the Rail Baltica project)

Since	Current capacity	Potential capacity
2018	300k TEU	800k TEU
Stake	Area	Length of quay wall
100 %	~ 35 ha	950 m



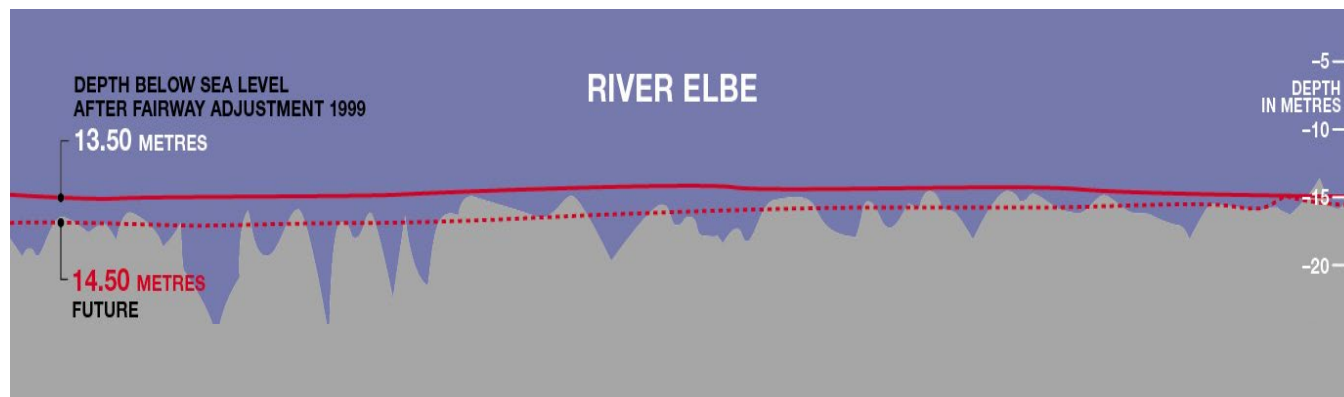
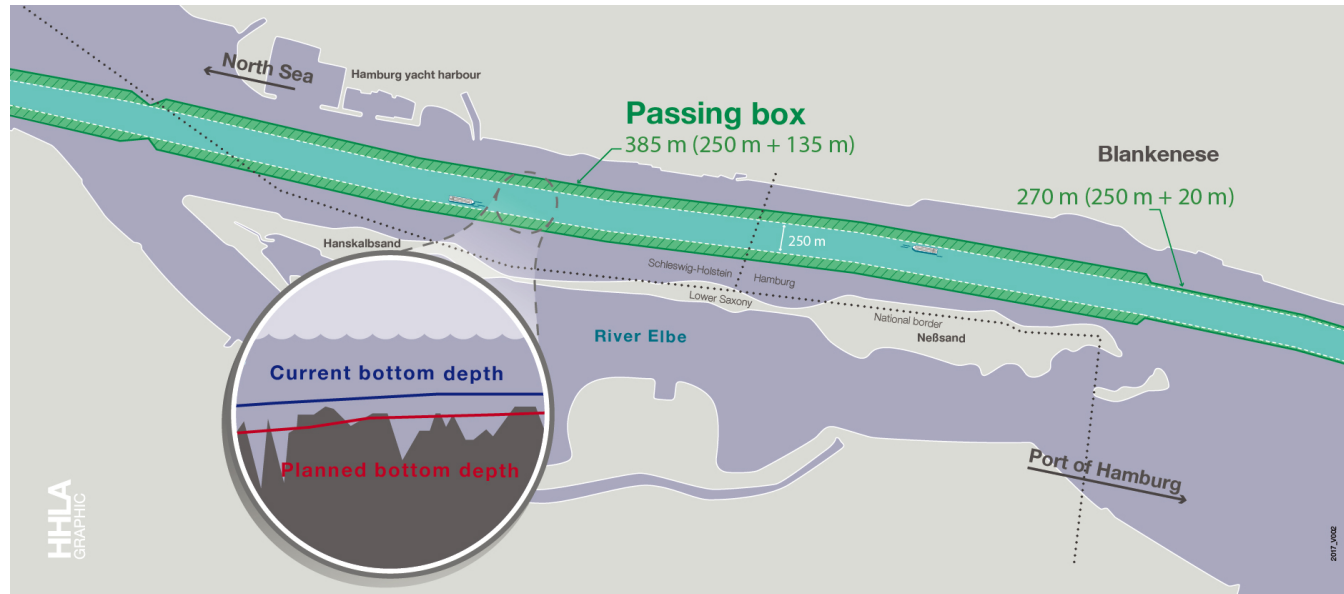
Piattaforma Logistica Trieste (PLT), Trieste / Italy

- Multipurpose terminal: Northern part is already handling general cargo transports, southern part is newly developed to handle container and RoRo cargo
- Operations and ramp-up have already started in the first quarter of 2021
- Favourable geographic location as the most northern port in the Mediterranean to serve CEE as southern gateway

Since	Current capacity	Potential capacity
2021	Ramp up	300k TEU
Stake	Area	
50.01 %	~ 28 ha	

Nautical restrictions of Elbe waterway solved

Arrivals and departures of large container ships are much more stable as a result



- ✔ **Passing boxes**
 for extended time slots and more flexibility to handle entrance and departure of mega-carriers
- ✔ **Cutting the peaks in the river bed**
 enables a higher load factor for mega-carriers
- ✔ **Frist stage approval**
 since May container ships can utilise about 50 % of the draught improvements; depending on ship size draughts increase by 0.3 m to 0.9 m
- ✔ **Final approval at the end of 2021**



Enabling a higher load factor, extended time slots and more flexibility for mega carriers

Key figures

Intermodal segment

in € million

	2017	2018	2019	2020	2021
Container transport in thousand TEU	1,480	1,480	1,565	1,536	1,690
Revenues	414.0	433.8	486.9	476.8	519.4
EBITDA	95.0	112.7	139.0	131.8	151.1
EBITDA margin in %	22.9	26.0	28.6	27.7	29.1
EBIT	69.9	89.1	99.2	88.3	104.3
EBIT margin in %	16.9	20.5	20.4	18.5	20.1
Segment assets	408.1	436.1	585.1	614.5	671.7

EBIT multiplied several times since realignment

Strategic decision to invest in own assets is a prerequisite to boost utilisation and efficiency

CAGR

2007* – 2021

7.6%

CAGR

2012 – 2021

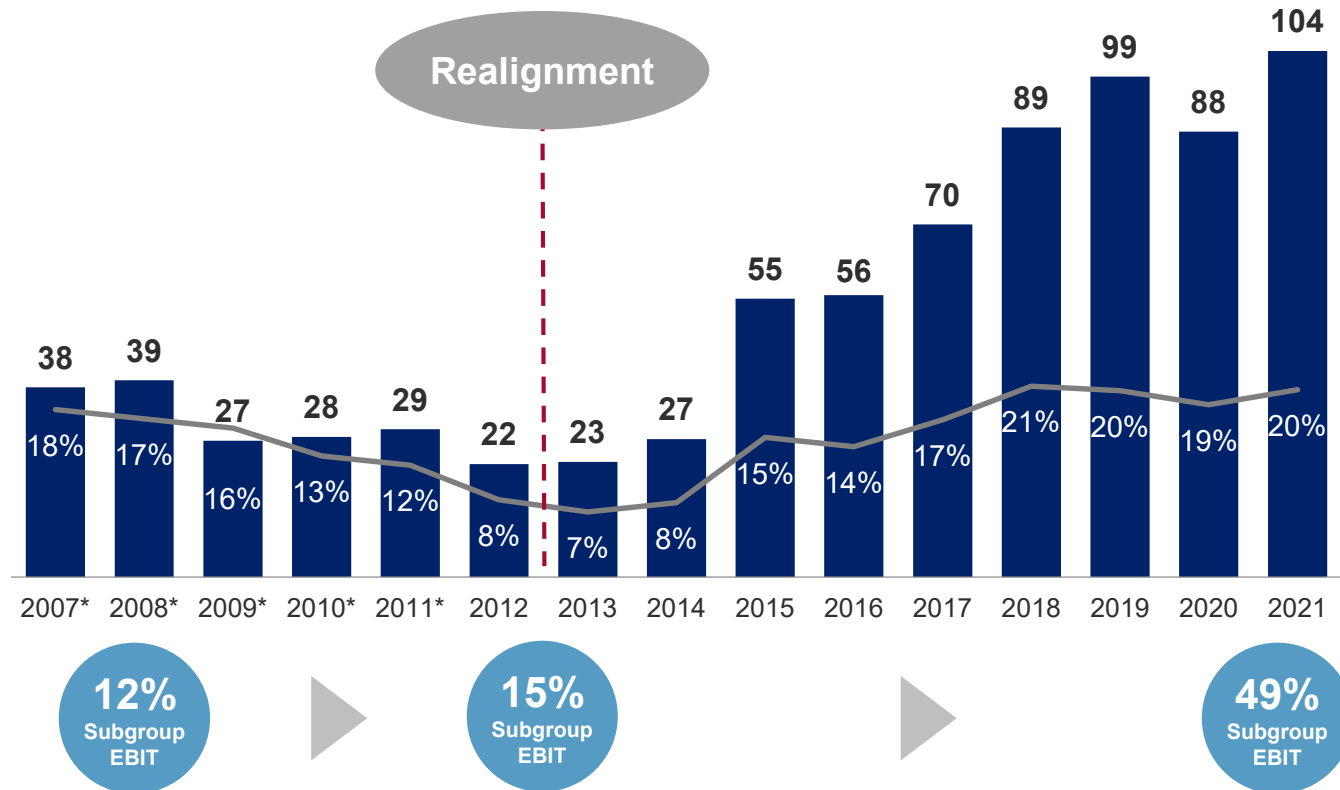
18.6%

CAGR

2019 – 2021

2.5%

EBIT & EBIT margin in million €



- Since realignment the operating result (EBIT) multiplied compared to prior years and significantly outperformed volume and revenue growth
- Strategic decision to invest in own assets is a prerequisite to boost utilization and efficiency

Outlook 2022

Moderate increase of transport volume

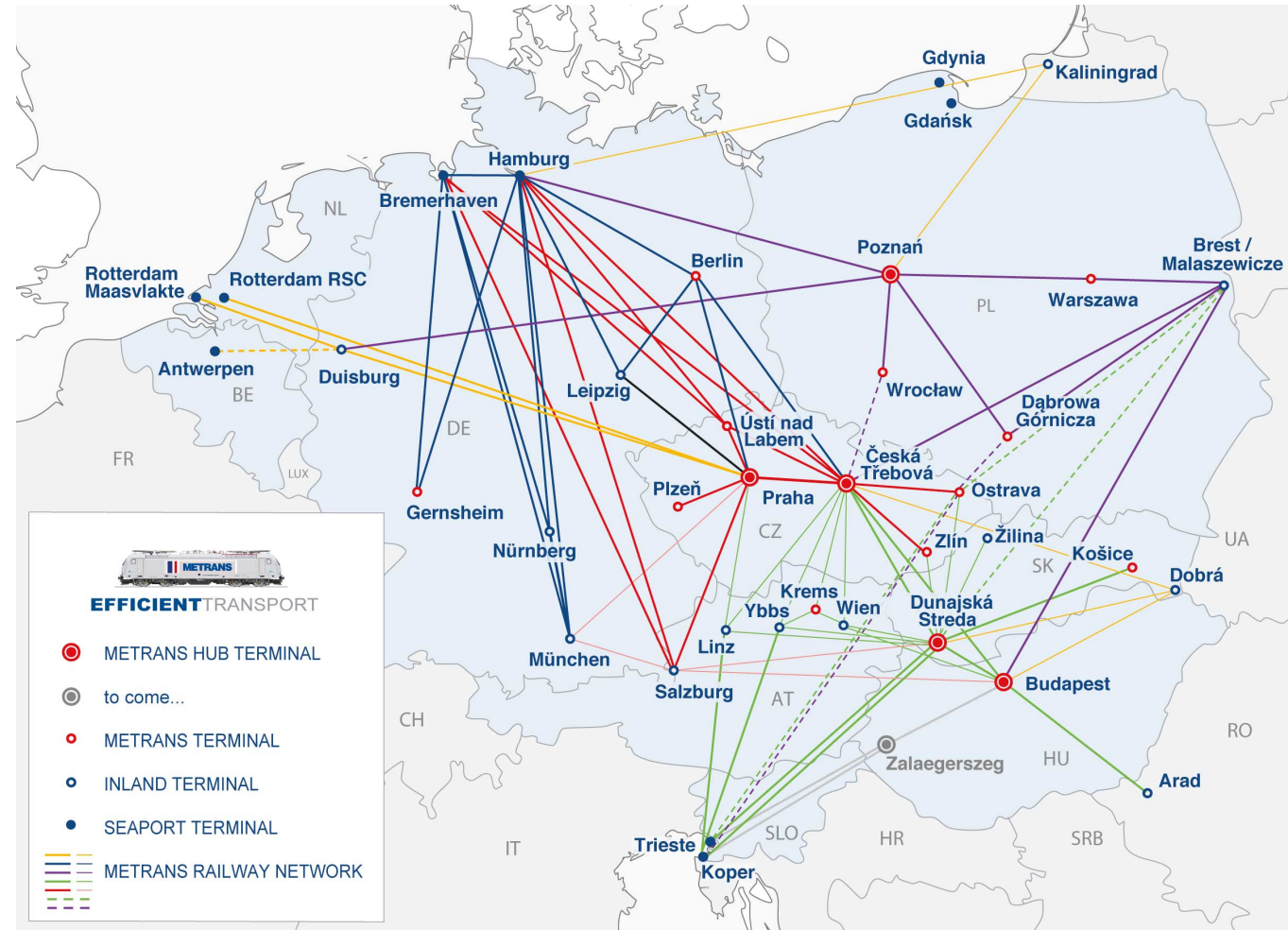
(2021: 1.7 million TEU)

* 2007-2011 pro forma: applying the ownership structure end of 2018

We have established more than 550 regular train connections per week

General overview of the METRANS network

From / to		trains per week
Hamburg	↔ Praha	54
Hamburg	↔ Ceska Trebova	32
Hamburg	↔ Dunajska Streda	14
Bremerhaven	↔ Praha	13
Bremerhaven	↔ Ceska Trebova	12
Bremerhaven	↔ Dunajska Streda	6
Rotterdam	↔ Praha	10
Duisburg	↔ Praha	6
Koper	↔ Dunajska Streda	35
Koper	↔ Budapest	28
Praha	↔ Ceska Trebova	28
Praha	↔ Salzburg	10
Praha	↔ Leipzig	1
Ceska Trebova	↔ Dunajska Streda	28
Ceska Trebova	↔ Kosice	4
Ceska Trebova	↔ Zlin	14
Ceska Trebova	↔ Ostrava	12
Ceska Trebova	↔ Krems	4
Ceska Trebova	↔ Linz	6
Dunajska Streda	↔ Kosice	12
Dunajska Streda	↔ Budapest	13
Dunajska Streda	↔ Krems	2
Hamburg	↔ Nürnberg	16
Hamburg	↔ München	16
Hamburg	↔ Leipzig	14
Bremerhaven	↔ Nürnberg	8
Bremerhaven	↔ München	8
Nürnberg	↔ München	8
Hamburg	↔ Berlin	10
Hamburg	↔ Gernsheim	6
Hamburg	↔ Gadki	18



Terminals

17

Train connections per week

> 550

Locomotives

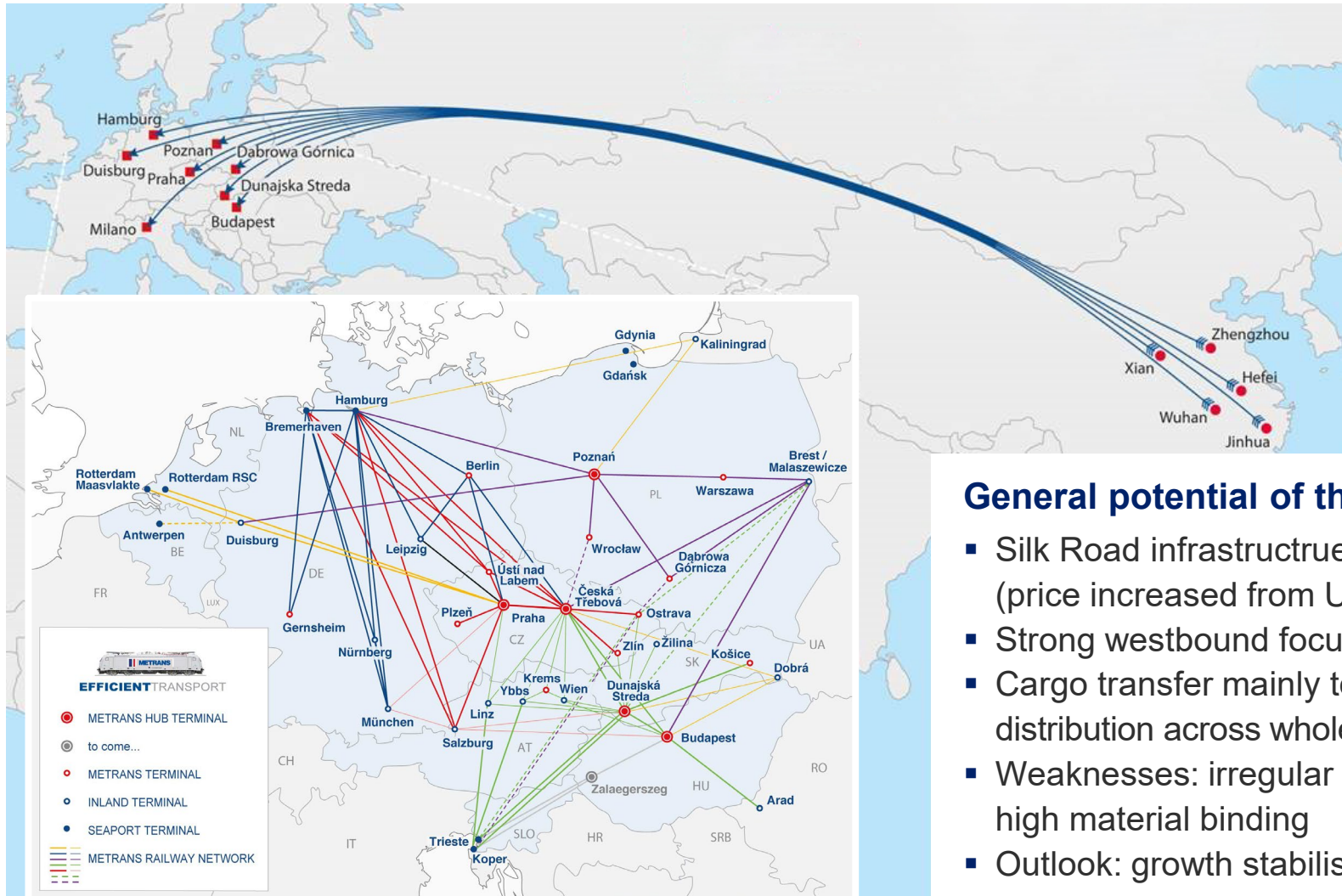
128

Wagons

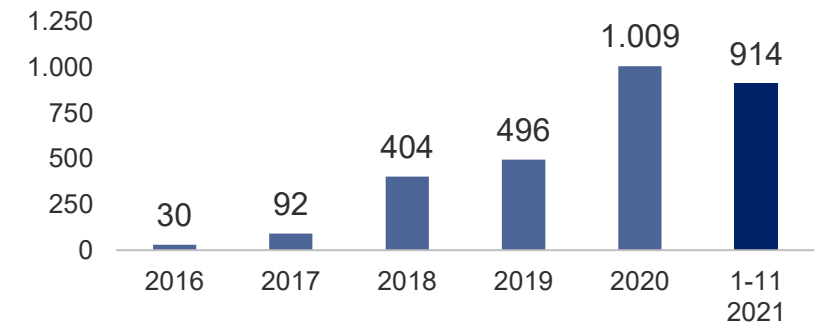
> 3,200

We are well connected to the new continental Silk Road

General overview of the METRANS network



Number of operated trains by METRANS that originated in or went to China



General potential of the new Silk Road

- Silk Road infrastructure project is economically viable (price increased from USD 5,000 to USD 15,000)
- Strong westbound focus (imbalance of 70:30)
- Cargo transfer mainly to Germany (Hamburg and Duisburg); distribution across whole Europe (key role of Poland as transit country)
- Weaknesses: irregular service, delays (transport, customs); high material binding
- Outlook: growth stabilisation

Focussed capex for higher value added

Approx. € 640 million investment in own assets since 2012

17 Hub and inland terminals in the hinterland



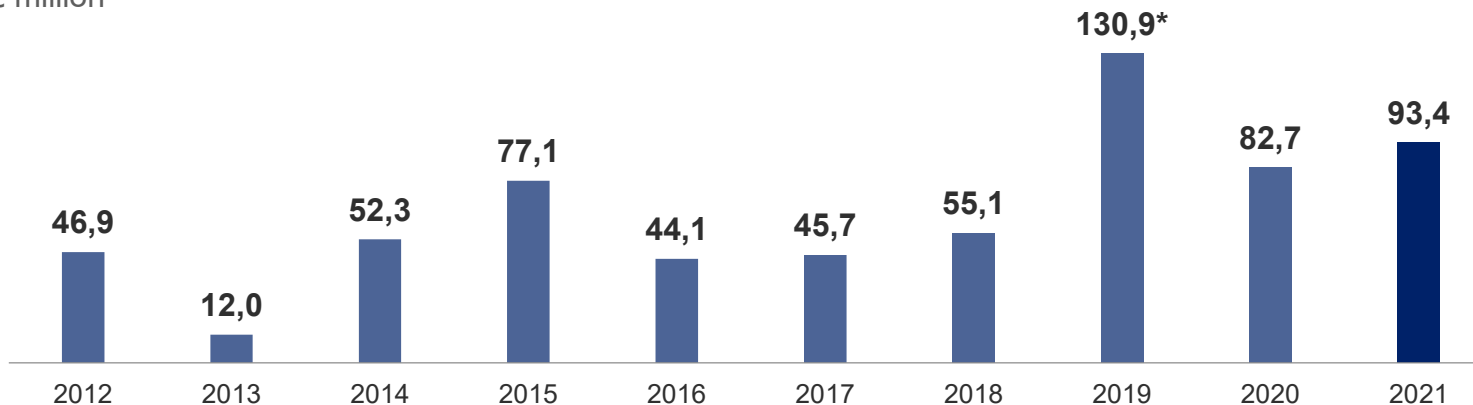
>120 Multi-system locomotives and shunting engines



>3,200 Own designed light-weighted wagons



Investments
in € million



Focus of investments
in 2022 on the renewal and
expansion of own transport and
handling capacities



Intermodal

The HHLA on-dock rail terminals

HHLA
CTA

- 9 sidings suitable for trains >700 m
- 4 RMGs (half-automated)
- Upgrading completed

Biggest container
rail terminal
in Europe


HHLA
CTB

- 10 sidings over 700 m long
- 4 RMGs
- Upgrading underway


HHLA
CTT

- 5 sidings over 700 m long
- 3 RMGs
- Upgrading according to needs

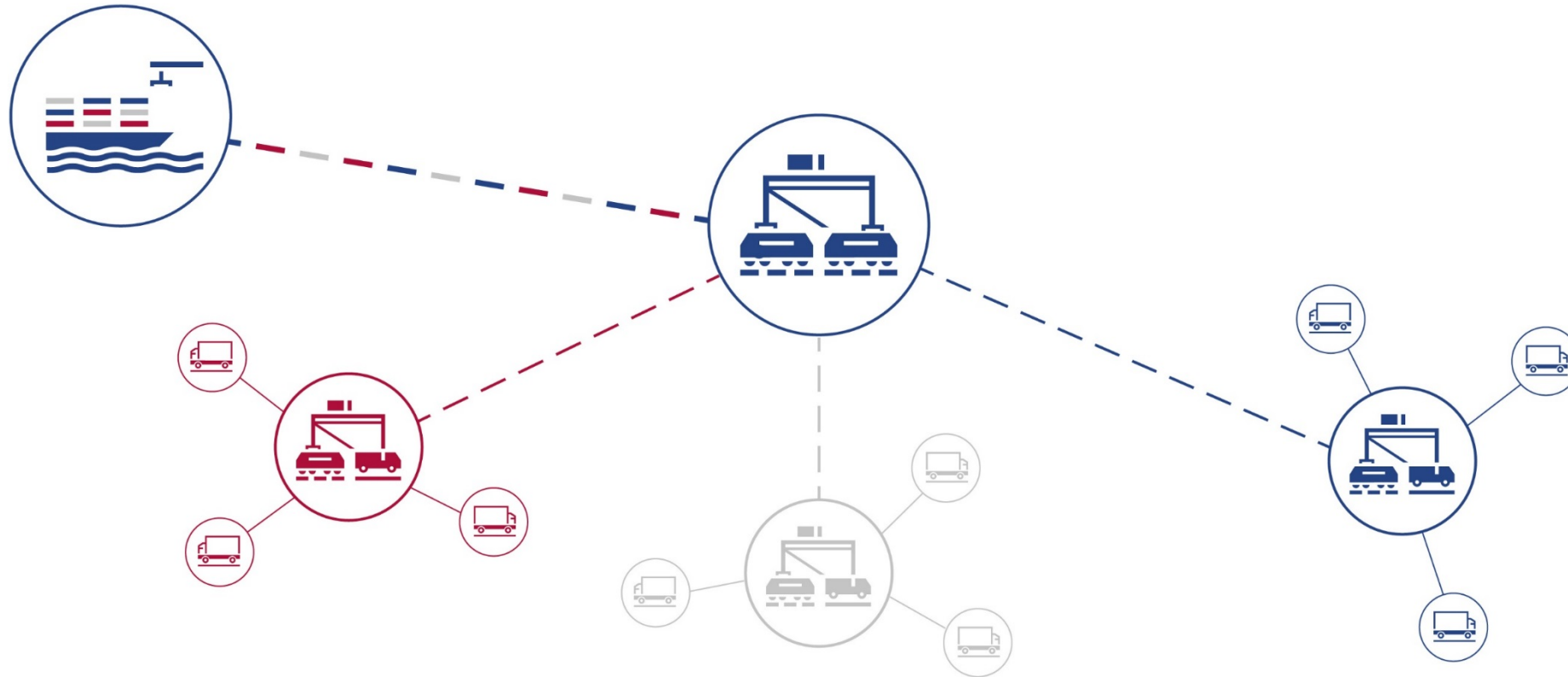




Intermodal

The hub and shuttle system

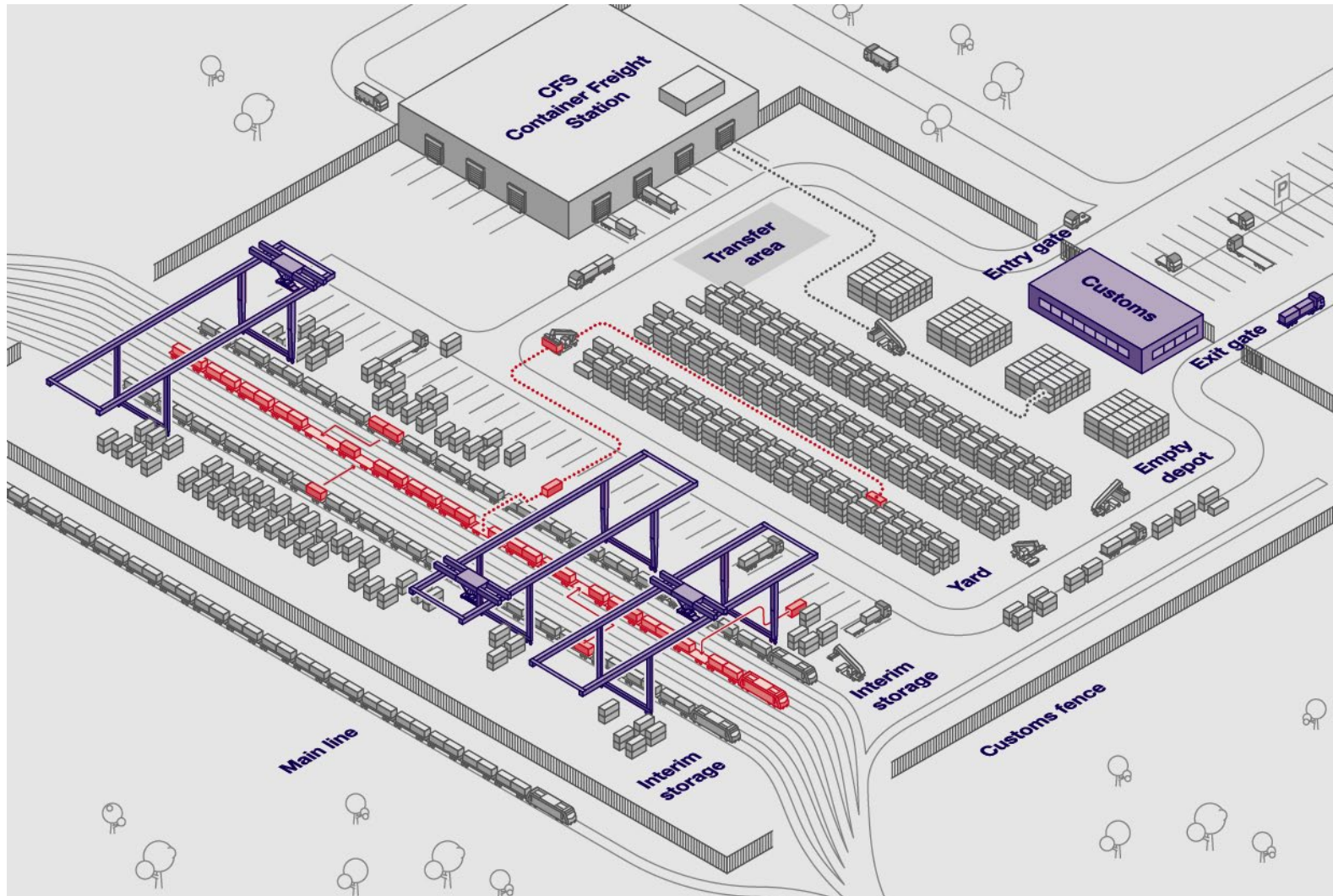
Every port is linked with a network of hubs and inland terminals



System success derives from a transport design that involves hinterland hubs and shuttle trains plus comprehensive monitoring of the transport and logistics chain between the seaport and the hinterland customer

Value drivers: Differentiating know-how and service excellence

Know-how and intelligent terminal layout to the customer's profit



- Innovative design of transport system and terminal layout that is customized on the special needs of container transportation
- Highly efficient terminal layout (e.g. 12 trains can be handled at the same time at the Prague terminal)
- CEE terminals operate 24/7/365
- High level of value added service like repair services for containers and on-site customs services
- Offices in the ports of Hamburg, Bremerhaven, Koper and Istanbul
- Experienced management with entrepreneurial passion and incentive structures
- Engaged and locally well connected sales force

Value drivers: Equipment

Own wagon design for customized container transportation

- Approx. 3,200 own container wagons
- Own design and development of light-weighted wagons with modern “whispering” braking system
- Optimal distribution
 - 92 containers fit on the standard maximum length of 610 m in CEE
 - 108 containers fit on the standard maximum length of 720 m in WE
- Overall weight of the container flat wagon is around 4,000 kilograms resp. approx. 30 % lighter than the conventional equipment in Europe

Own locomotives enhance the production quality and improve cost efficiency

- Metrans owns 40 TRAXX F140 MS locomotives from Bombardier
- Metrans operates 128 locomotives
- Multi-system locomotives can be deployed in up to seven different electricity grids used all over Europe since it can be operated using both alternating and direct current
- No locomotive changes at each border saves time and costs and ensures a high degree of reliability

Own shunting locomotives with state-of-the-art technology

- Next innovation driver: shunting locomotives with hybrid technology
- Depending on the assignment, shunting locomotives can run on battery power for between 50-70 % of the time it is in operation
- Reduction of fuel consumption by up to 50 %
- 50 % less CO₂ than conventional shunting locomotives

Strong position in Central and Eastern Europe

Markets and competitors

Germany

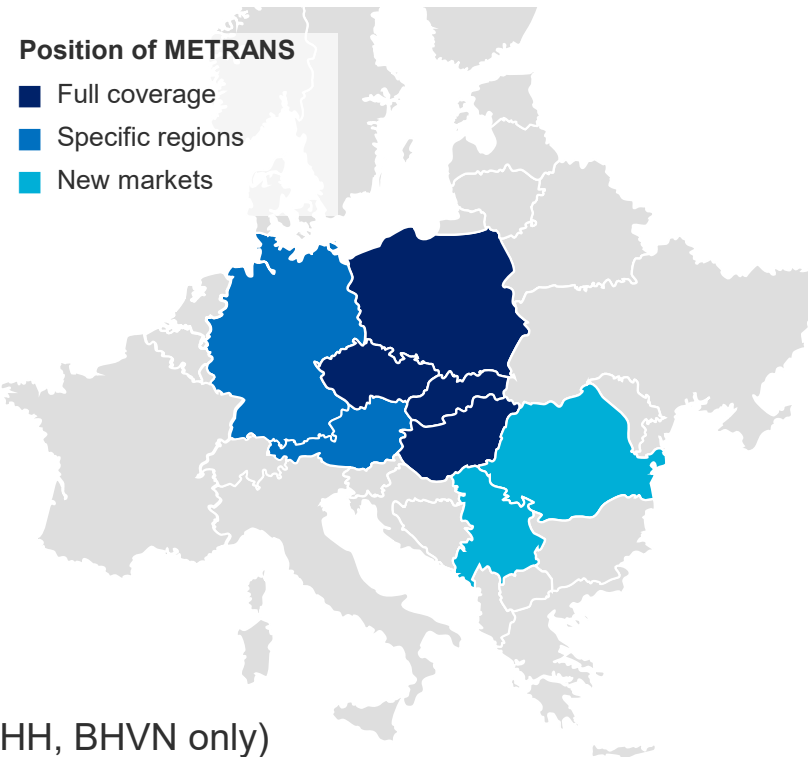
- Very competitive market
- High share of trucks
- METRANS serves specific regions (Munich, Nuremberg, Leipzig, Berlin)

Austria

- Very competitive market
- METRANS serves specific regions (Salzburg, Upper Austria, Lower Austria)

Poland

- Very competitive market
- High share of trucks
- METRANS covers whole country (focus HH, BHVN only)



Czech Republic

- Strong position of METRANS, serving whole country

Slovakia

- Strong position of METRANS, serving whole country

Hungary

- Strong position of METRANS, serving whole country

New markets

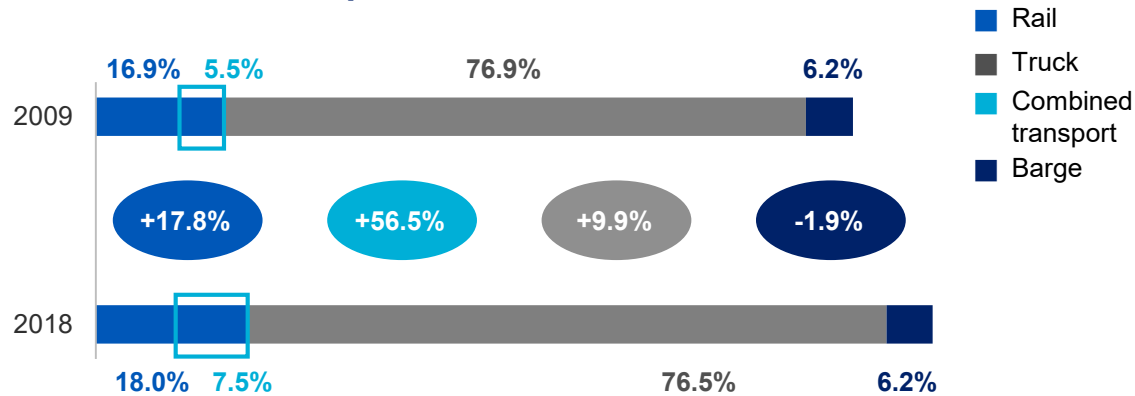
- Romania, Serbia

Competition



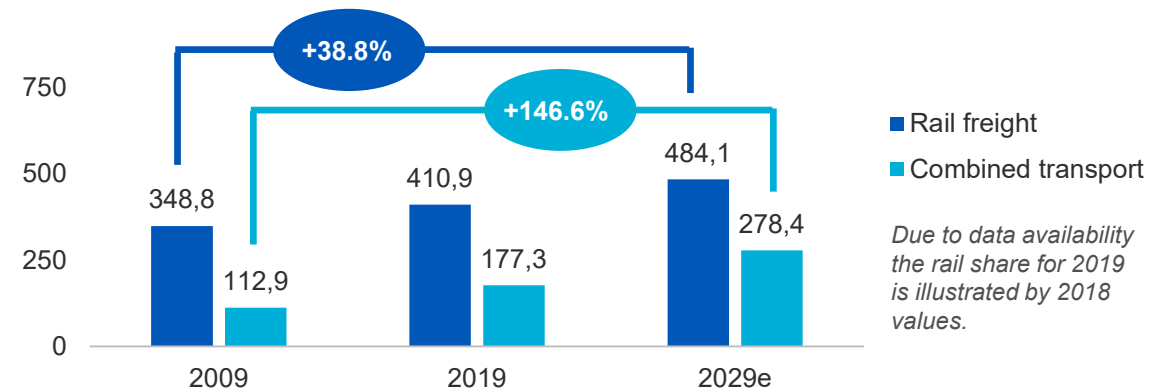
Combined transport is key driver to achieve significant increase in modal split

Share of intermodal and total rail freight in the overall modal split in million tkm



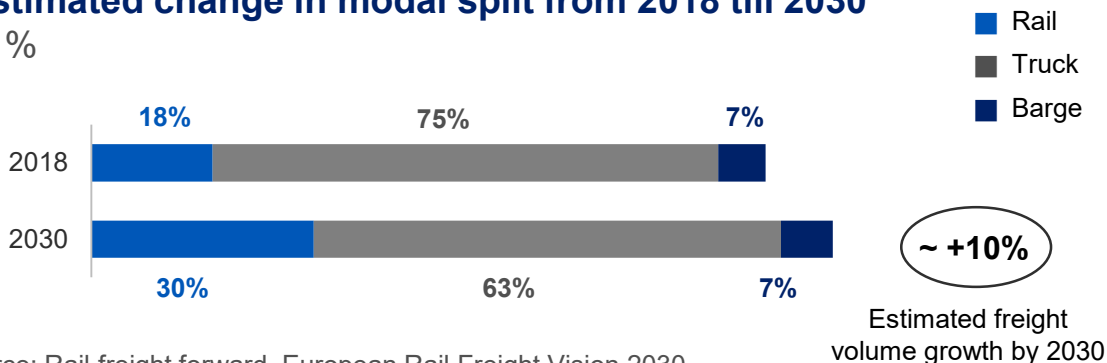
Source: UIRR / UIC presentation

Previous and expected combined transport and total rail freight volume growth in billion tkm



Source: UIRR / UIC presentation

Estimated change in modal split from 2018 till 2030 in %



Source: Rail freight forward, European Rail Freight Vision 2030

Economic importance of European combined transport

- Market volume of more than € 6 billion
- Important contribution to EU climate change target
- Reduced CO₂ emissions: 5 million tonnes p.a.
- Freight growth driver: + 50 % more tonnes within 10 years
- High investments in new technologies and digitalisation

Source: UIRR / UIC presentation

With HHLA Pure, we offer our clients CO₂-neutral handling and transport

Certified CO₂-neutrality for transportation from the port in Hamburg all the way to Europe's hinterland

Climate-neutral logistics chain



→ Product design

- Handling at the container terminals in Hamburg, esp. at Container Terminal Altenwerder, with widely electrified processes
- Transport and collection via METRANS with CO₂-optimised trains and wagons
- Any currently unavoidable CO₂ emissions are offset through certified development projects with the highest international standard (Gold)
- Confirmation of climate-neutral transports for customers

→ Process

- Certification of HHLA Pure by TÜV Nord
- Receiving customer-specific transport (volume / route)
- Offsetting and monitoring by TÜV Nord

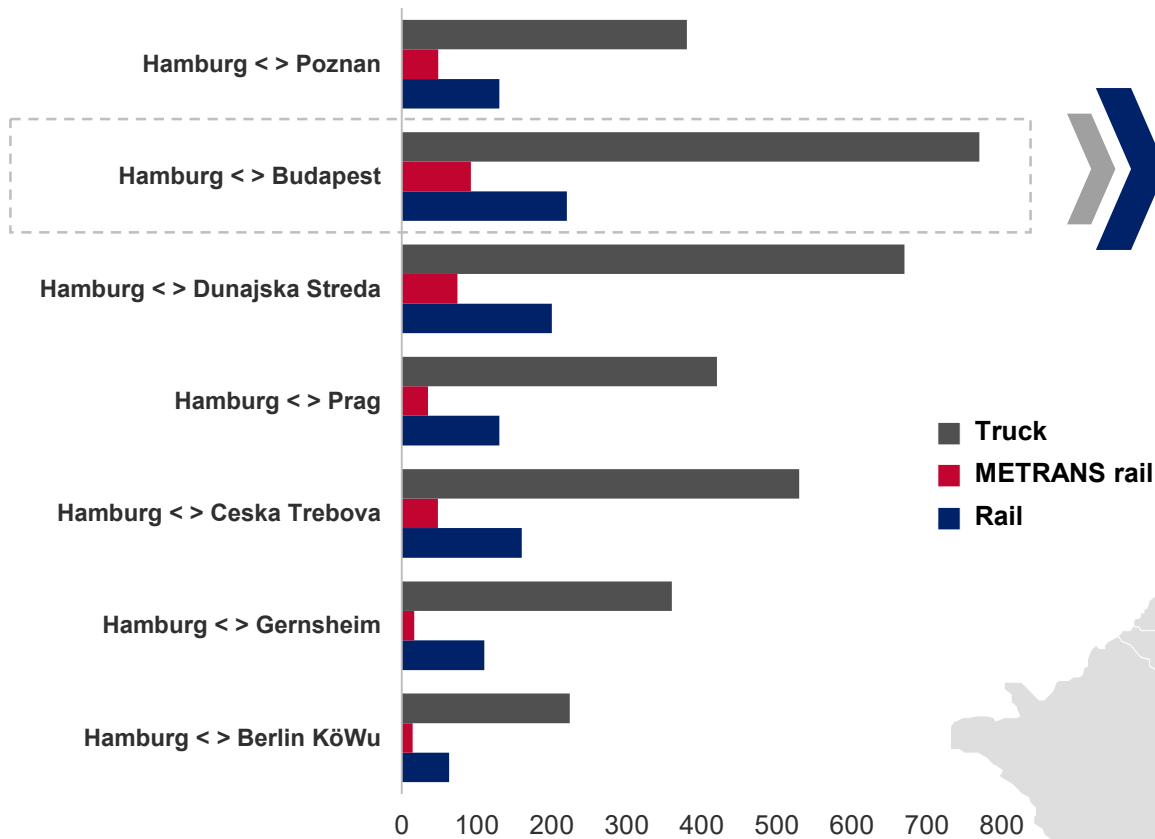
→ Course of action

- Modern hybrid and electric locomotives
- Electrification at the port container terminal with electric storage crane system, electric vehicles

Network and equipment enable massive savings in CO₂ emissions

CO₂ emissions on selected routes in the METRANS network

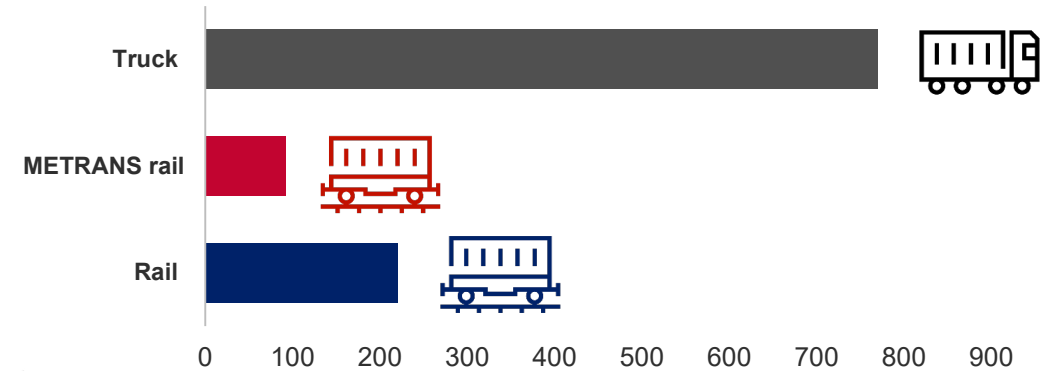
KG CO₂ per TEU



Truck and rail data based on EcoTransit calculator, an emission calculator for greenhouse gases and emissions. Data provided by METRANS is TÜV-certified.

CO₂ emissions on the Hamburg < > Budapest

KG CO₂ per TEU



-88%

METRANS savings compared to truck*

-58%

METRANS savings compared to rail*

* Hamburg < > Budapest

Key figures

Logistics segment

in € million

	2017	2018	2019	2020	2021
Revenues	50.8	59.8	59.0	51.4	71.3
EBITDA	6.9	10.0	8.5	6.9	9.3
EBITDA margin in %	13.7	16.7	14.3	13.4	13.0
EBIT	2.6	5.6	2.5	- 3.9	- 3.0
EBIT margin in %	5.0	9.4	4.3	- 7.5	- 4.2
At-equity earnings	3.9	4.4	3.0	3.4	3.9
Segment assets	40.9	42.0	55.8	51.7	67.2

Overview of the Logistics segment activities

HHLA continues a tradition leading the way in port innovations

Specialist handling



RoRo

- UNIKAI Lagerei- und Speditionsgesellschaft mbH, Hamburg
- ARS-UNIKAI GmbH, Hamburg *at equity*



Bulk

- Hansaport Hafenbetriebsgesellschaft mit beschränkter Haftung, Hamburg *at equity*



Fruits

- HHLA Frucht- und Kühl-Zentrum GmbH, Hamburg *at equity*
- Ulrich Stein Gesellschaft mit beschränkter Haftung, Hamburg *at equity*

Consulting services



Consulting

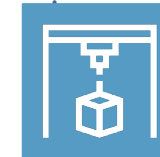
- HPC Hamburg Port Consulting GmbH, Hamburg



Automation technology

- iSAM AG, Mülheim an der Ruhr

Logistic services



Additive manufacturing

- Bionic Production GmbH, Lüneburg



Hyperloop transport system

- Hyperport Cargo Solutions GmbH i.G., Hamburg *at equity*



Digital solutions

- modility GmbH, Hamburg



Airborne solutions

- HHLA Sky GmbH, Hamburg
- Spherie UG(haftungsbeschränkt), Hamburg *at equity*
- Third Element Aviation GmbH, Bielefeld *at equity*

Examples for new business fields

HHLA continues a tradition leading the way in port innovations



Digital solutions modernity

- Corporate spin-off founded in 2020
- HHLA initiated the new booking portal with several partners from the transport and freight-forwarding sector
- **Business concept:** Booking and brokerage portal to connect intermodal operators' available transport capacities with the transport needs of freight forwarders; focus on combined road/rail transport in Europe
- **Benefits:** opportunity to gain easy access to intermodal transport offers while fostering new customer relationships; additionally, Intermodal transport will thus be further bolstered as an efficient, environmentally friendly transport system



Additive manufacturing Bionic Production

- Founded in 2015
- Independent provider of consultancy services for additive manufacturing
- **Business concept:** introduce 3D printing processes into industrial series production and employ bionic designs to suitable components and development of hardware and software components for 3D printing equipment
- **Benefits:** optimised components in line with bionic principles allow a production using minimal materials and energy



Airborne solutions HHLA Sky

- Founded in 2018
- **Business concept:** in-house developed industrial drones with a globally first scalable end-to-end drone system that enables drones to be operated safely beyond the visual line of sight (BVLOS)
- **Benefits:** Variety of assignments from civil and industrial safety at airports and industrial sites, to environmental monitoring and surveying grounds and buildings to collect specific data on behalf of customers or transmit real-time images using extremely powerful cameras

Financial calendar and contact

Financial calendar 2022

24 March 2022

Annual Report 2021
Analyst conference call

12 May 2022

Interim Statement
Analyst conference call

16 June 2022

Virtual Annual General Meeting

10 August 2022

Half-year Financial Report
Analyst conference call

14 November 2022

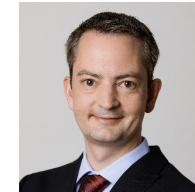
Interim Statement
Analyst conference call



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