

Investor Presentation

Preliminary Results 2019

Hamburg, 19 February 2020



Disclaimer

Forward-looking statements

This presentation contains forward-looking statements that involve a number of risks and uncertainties. Such statements are based on a number of assumptions, estimates, projections or plans that are inherently subject to significant risks, as well as uncertainties and contingencies that are subject to change. Actual results can differ materially from those anticipated in the Company's forward-looking statements as a result of a variety of factors, many of which are beyond the control of the Company, including those set forth from time to time in the Company's press releases and reports and those set forth from time to time in the Company's analyst calls and discussions. We do not assume any obligation to update the forward-looking statements contained in this presentation.

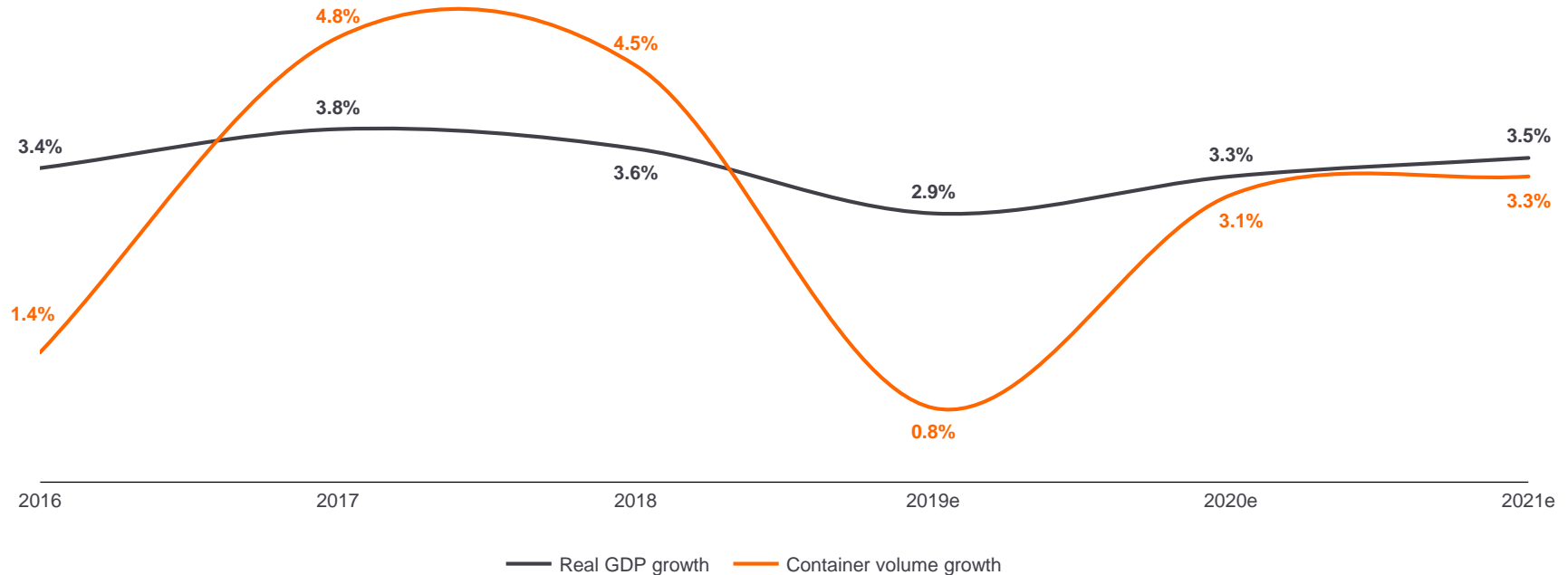
This presentation does not constitute an offer to sell or a solicitation or offer to buy any securities of the Company, and no part of this presentation shall form the basis of or may be relied upon in connection with any offer or commitment whatsoever. This presentation is being presented solely for your information and is subject to change without notice.

All information on FY 2019 financials is preliminary and unaudited.



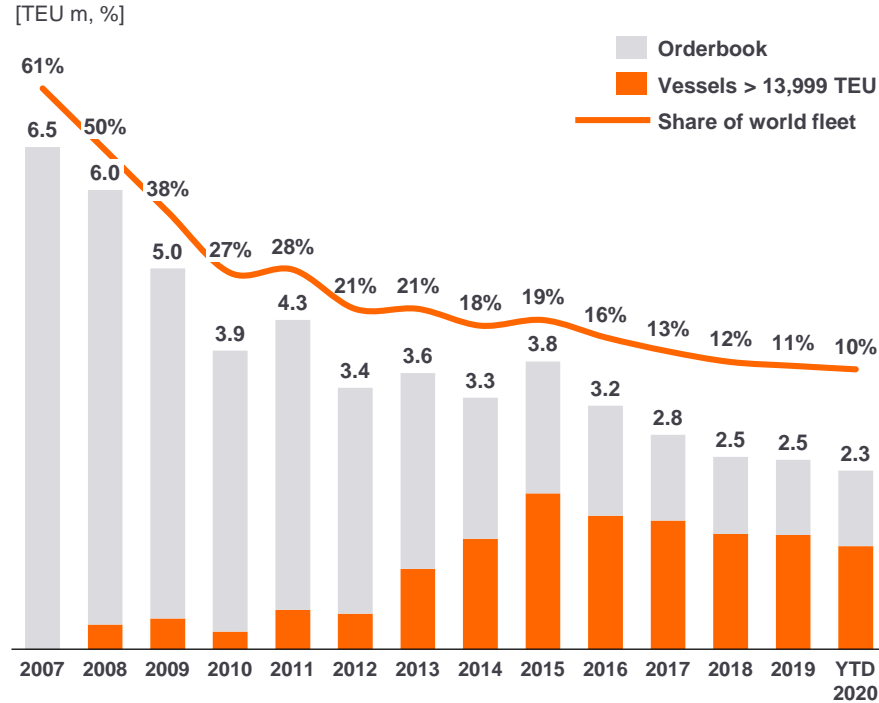
Stable market growth going forward...

Real GDP Growth vs. Global Container Volume Growth [%]

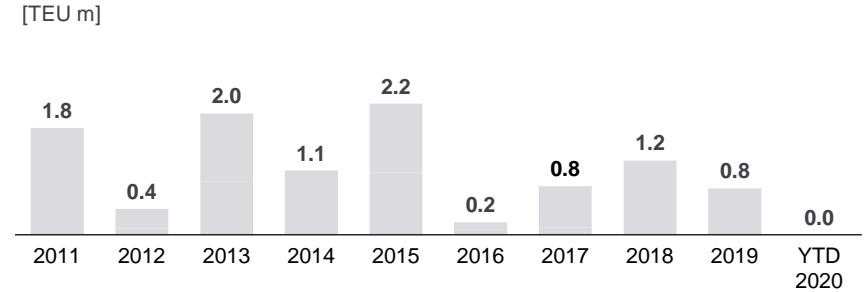


...and the historically low orderbook of only 10%...

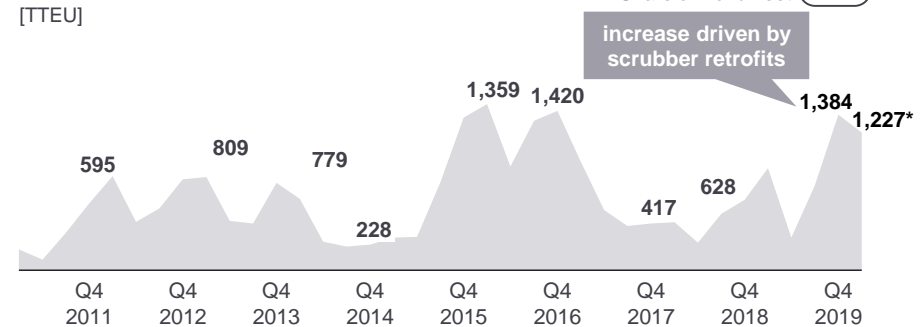
Orderbook-to-fleet



Newly placed orders

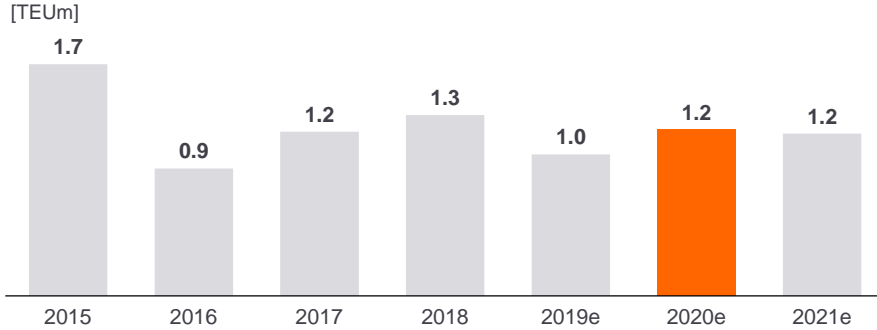


Idle fleet

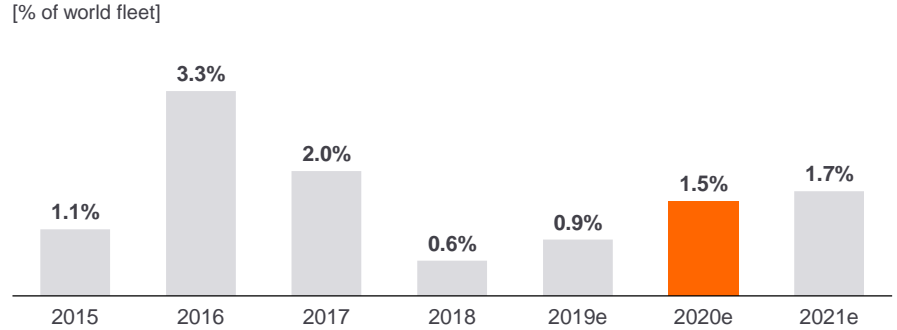


...combined with an expected increase in scrapping, further indicates a healthier outlook for the industry

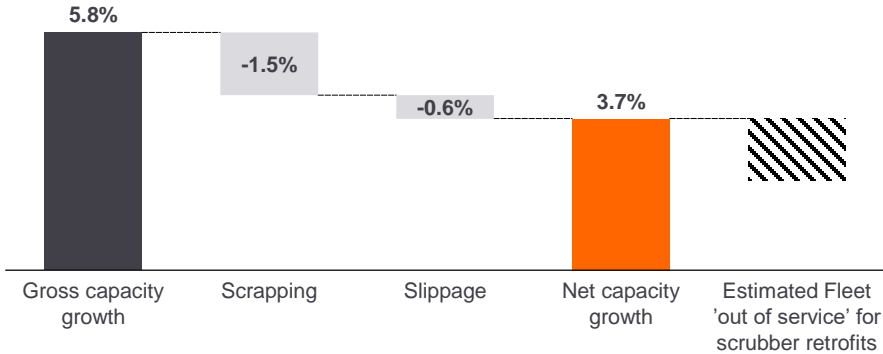
Scheduled vessel deliveries



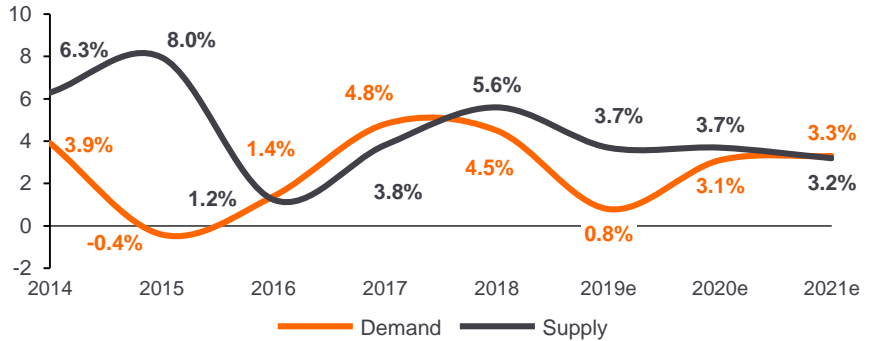
Scrapping



Net capacity growth in 2020e

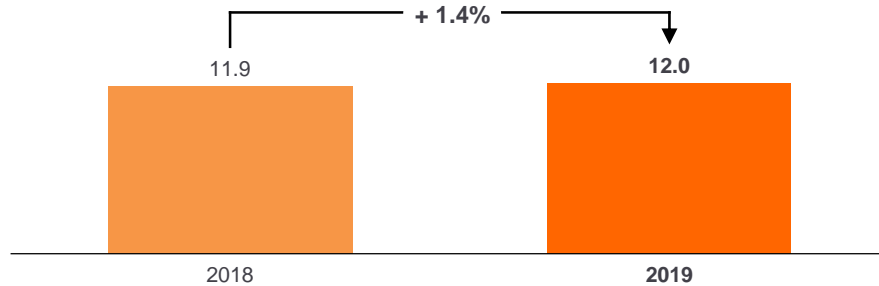


Supply / demand balance

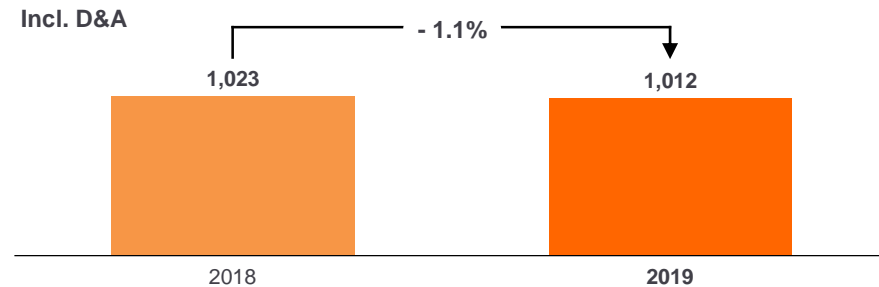


Transport volume and freight rates slightly increased YoY, while unit costs slightly below previous year's level

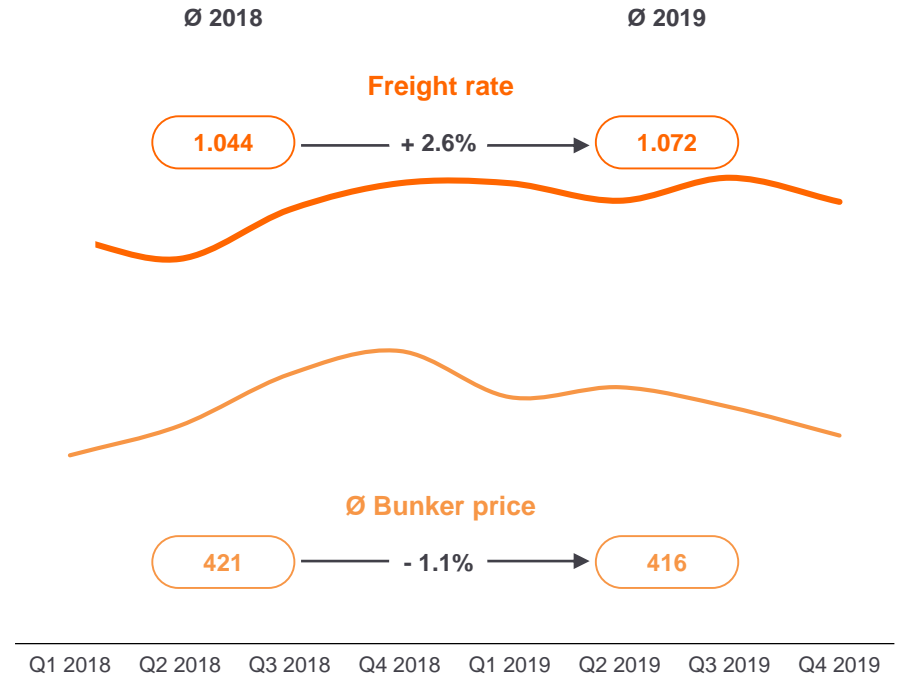
Transport volume [TEU m]



Transport expenses per TEU [USD/TEU]

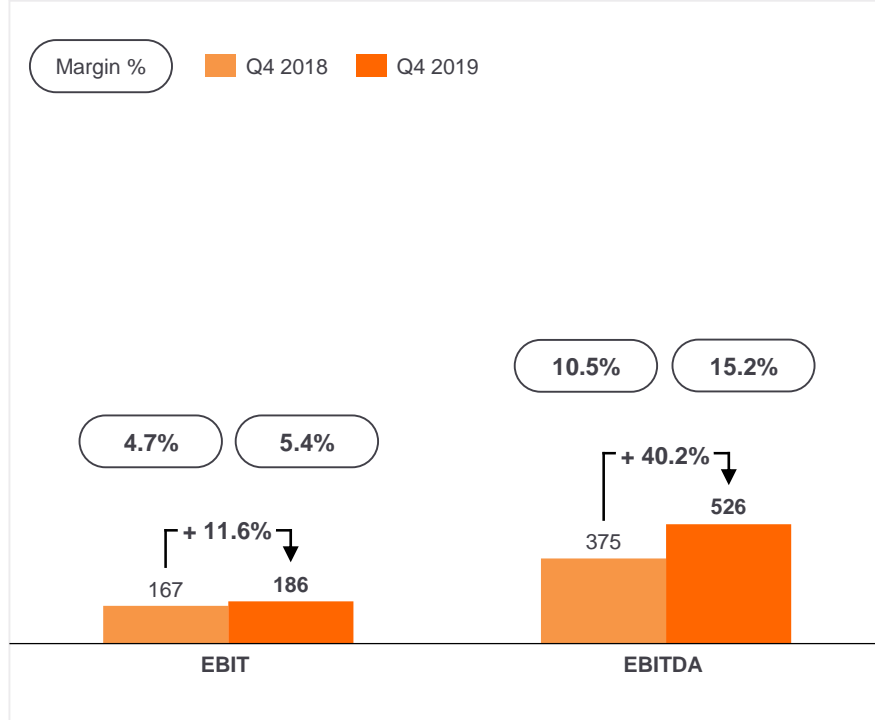


Freight rate [USD/TEU] vs. Bunker price [USD/mt]

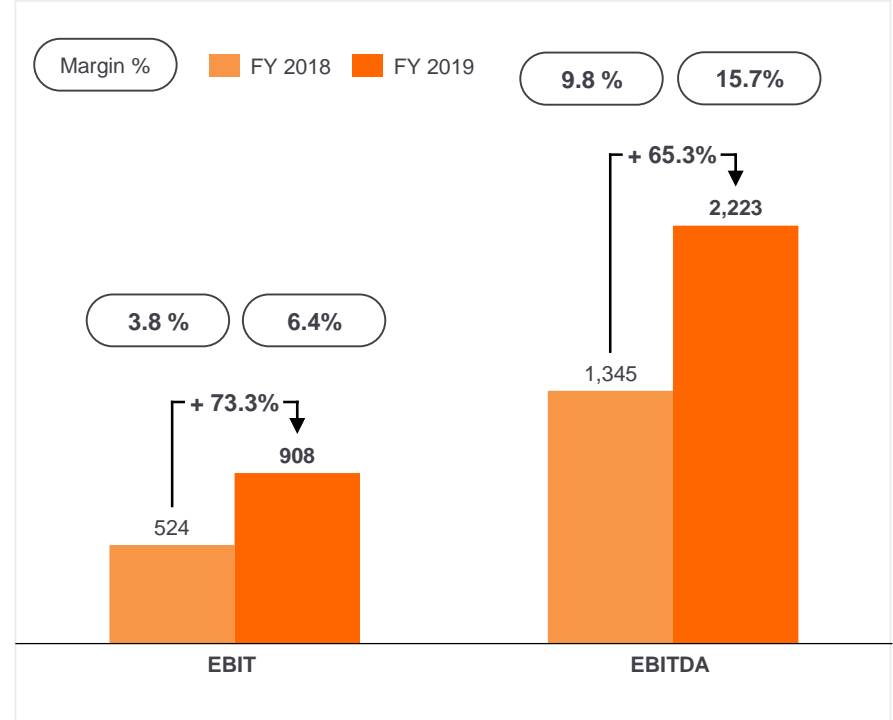


We substantially improved operational results and fulfilled our FY 2019 guidance

Q4 2019 vs. Q4 2018 [USD m]



FY 2019 vs. FY 2018 [USD m]



Major targets going forward continue to remain unchanged

-  Continue to **increase profitability** and further **deleverage our company**
-  Continuously proactively adjust to **changing market conditions**
-  Make sure to **pass on higher bunker costs** driven by IMO 2020
-  Think further and continue working on **reducing emissions from container shipping**
-  Continue to implement our “**Strategy 2023**” and create more value for our customers and shareholders as we strive to become number one for quality
-  Further develop and offer more **digitalized solutions** to our customers

Hapag-Lloyd Investor Relations

Ballindamm 25

20095 Hamburg

Tel: +49 (40) 3001-2896

ir@hlag.com

<https://www.hapag-lloyd.com/en/ir.html>

