

# Analyst conference call on the interim results January to September 2022

Hamburg, 14 November 2022



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Dr. Roland Lappin, CFO

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Angela Titzrath, CEO

Dr. Roland Lappin, CFO

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# Solid EBIT development in line with full-year guidance

Disrupted supply chains continue to determine operations at terminals and in hinterland traffic



## Market environment

- Persisting supply chain disruptions led to congestion at main European North Range ports
- Achievement of collective bargaining agreements for German ports (24 months)
- German government approves CSPL's minority stake in CTT subject to conditions



## Major events and achievements

- High storage utilisation restricted handling capacity at container terminals in Hamburg
- Efficiency programme: automation of block storage and development of AGV area at CTB continued
- Odessa (Ukraine): terminal still operational; hinterland transportation for essential goods running
- HHLA receives Sustainability Impact Award (SIA); pilot delivery of ammonia for future green hydrogen



## Results

- Container throughput down 5.7 %; container transport up slightly by 0.9 %
- EBIT benefited from increase in storage fees due to longer dwell times as well as further growth in rail share of total HHLA intermodal transport volumes
- ROCE well above medium- and long-term target of 8.5 %

## Port Logistics subgroup

1 – 9 | 2022

Throughput  
**4,869 k TEU**  
– 5.7 %

Transport  
**1,266 k TEU**  
+ 0.9 %

Revenue  
**€ 1,145.8 m**  
+ 8.3 %

EBIT  
**€ 145.3 m**  
– 4.0 %

EBIT margin  
**12.7 %**  
– 1.6 pp

Profit after tax  
and minorities  
**€ 61.3 m**  
– 16.1 %

ROCE  
**9.5 %**  
– 1.0 pp

Operating cash flow  
**€ 208.1 m**  
– 14.1 %

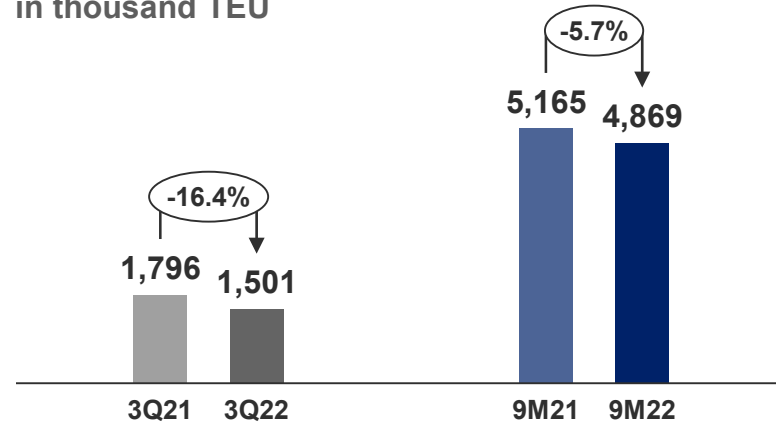




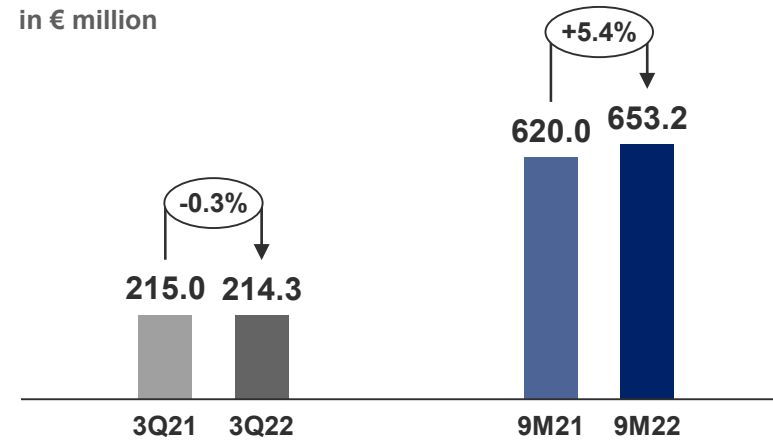
# Volumes declined due to high yard utilisation limiting capacity and closure of CTO

Revenue and EBIT grew significantly against the background of further increase in storage fees

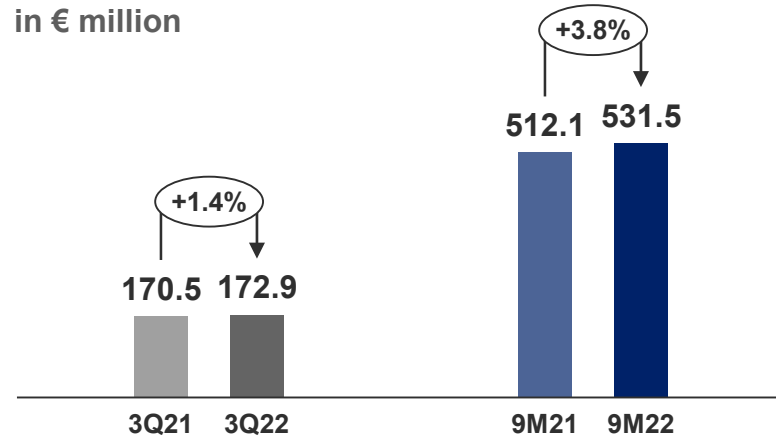
## Container throughput in thousand TEU



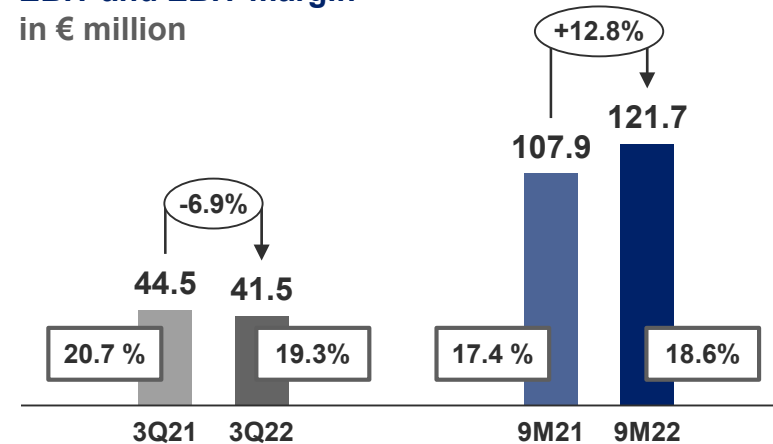
## Revenue in € million



## OpEx in € million



## EBIT and EBIT margin in € million



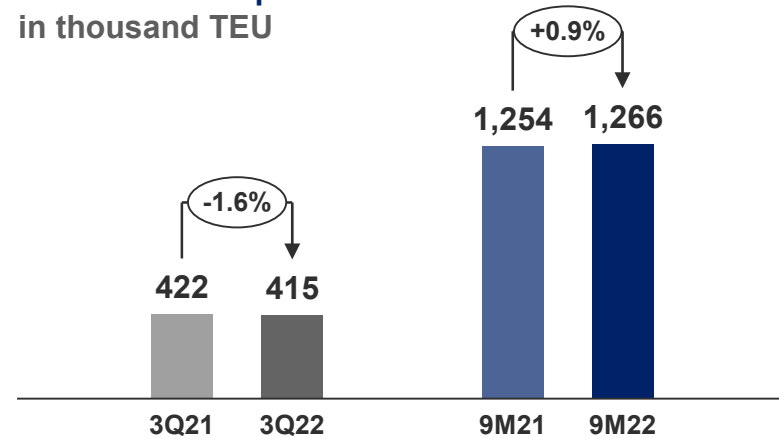
- Significant decline in container throughput
  - Hamburg volumes down 2.3 %; mainly driven by limited handling capacity as a result of high storage utilisation and volume decrease in the Far East shipping region (excl. China) and North American traffic
  - Internationals down 41.7 % due to closure of CTO (Ukraine) partly offset by strong volume gains in Tallinn and Trieste
- Rise in average revenue per TEU reflects further increase in storage fees; additional revenue from ro-ro and general cargo handling at PLT Italy
- OpEx rise of 3.8 % mainly attributable to
  - higher personnel expenses due to higher deployment and personnel cost following collective bargaining agreement in the third quarter of 2022
  - sharp increase in cost of materials and fuel prices
  - increase in service and consulting expenses for efficiency programme
- EBIT up strongly due to higher average revenue and volume gains in Tallinn and Trieste



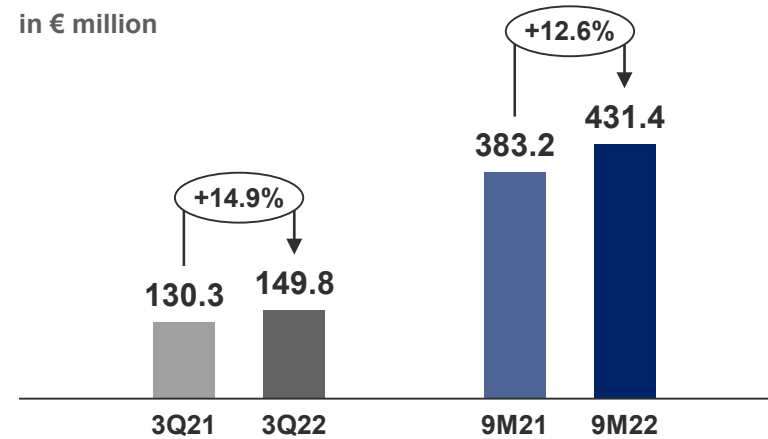
# Increase in rail share of total traffic had a positive impact on revenue

Operational performance burdened by disrupted transport chains and stressed rail infrastructure

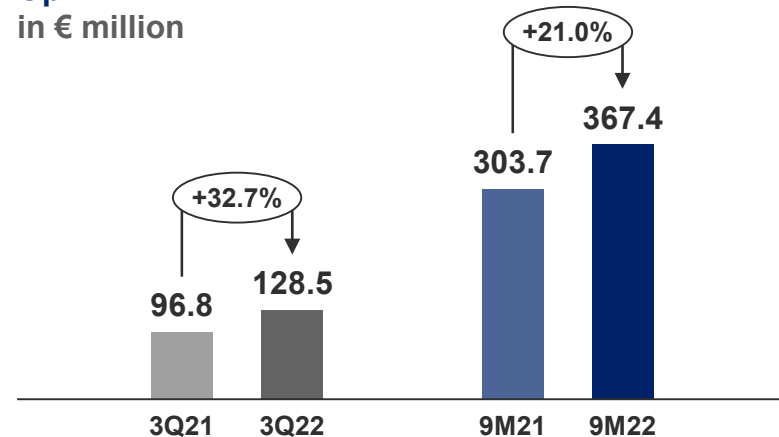
## Container transport in thousand TEU



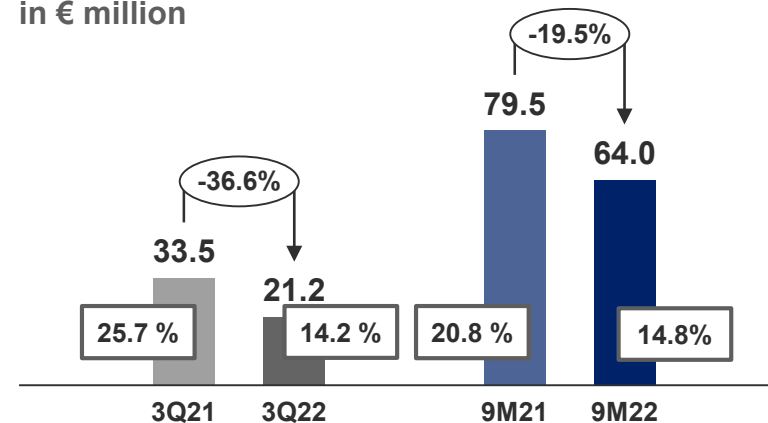
## Revenue in € million



## OpEx in € million



## EBIT and EBIT margin in € million



- Slight increase in transport volumes
  - Rail transport up 3.3 % to 1,054 k TEU mainly driven by traffic growth with the North German seaports, Poland and the DACH region while transports from the Adriatic seaports slightly down
  - Significant decline in road transport of 9.4 % to 211 k TEU
- Revenue increase of 12.6 % due to higher rail share as well as temporary surcharges to partially offset the spike in energy costs
- EBIT development harmed by
  - continuing disruptions to supply chains
  - sharp rise in energy costs, which could only be passed on to the market after some delay
  - previous year's figure includes a subsidy for route prices of € 11 million granted retroactively

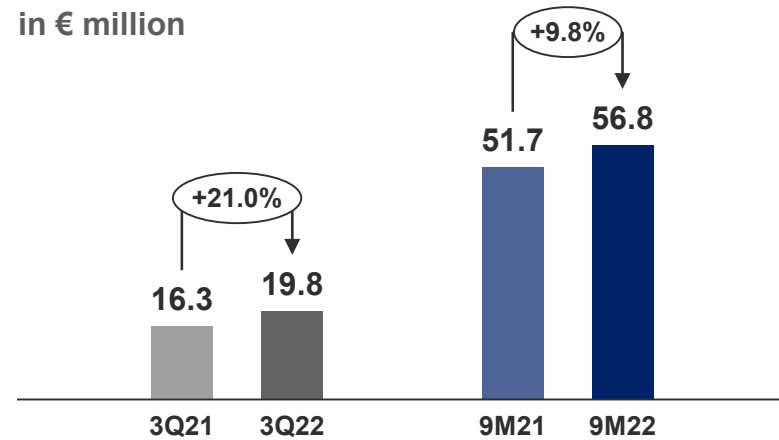
# Strong topline growth supported by consulting activities and vehicle logistics



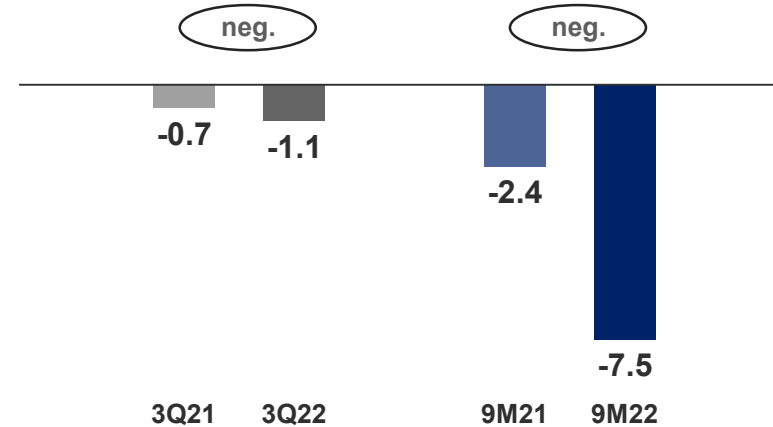
Logistics

Profitability impacted by an impairment within the new activities

**Revenue**  
in € million



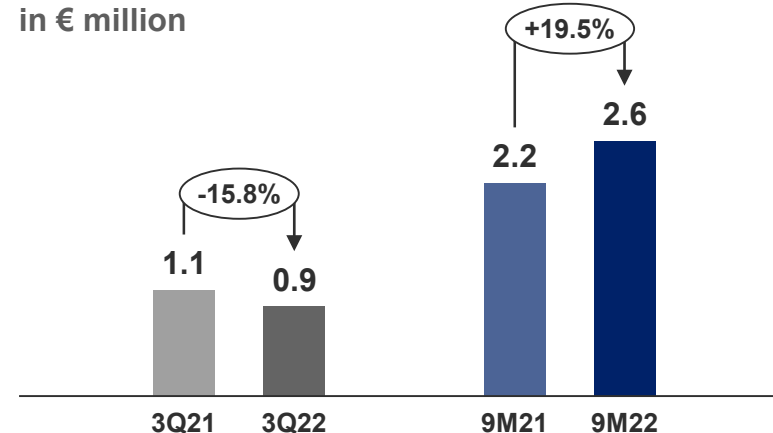
**EBIT**  
in € million



- Increased revenue from consolidated companies due mainly to strong development of consulting activities and vehicle logistics
- EBIT burdened in particular by an impairment in the area of new activities
- At-equity earnings remained positive, previous year affected by an impairment



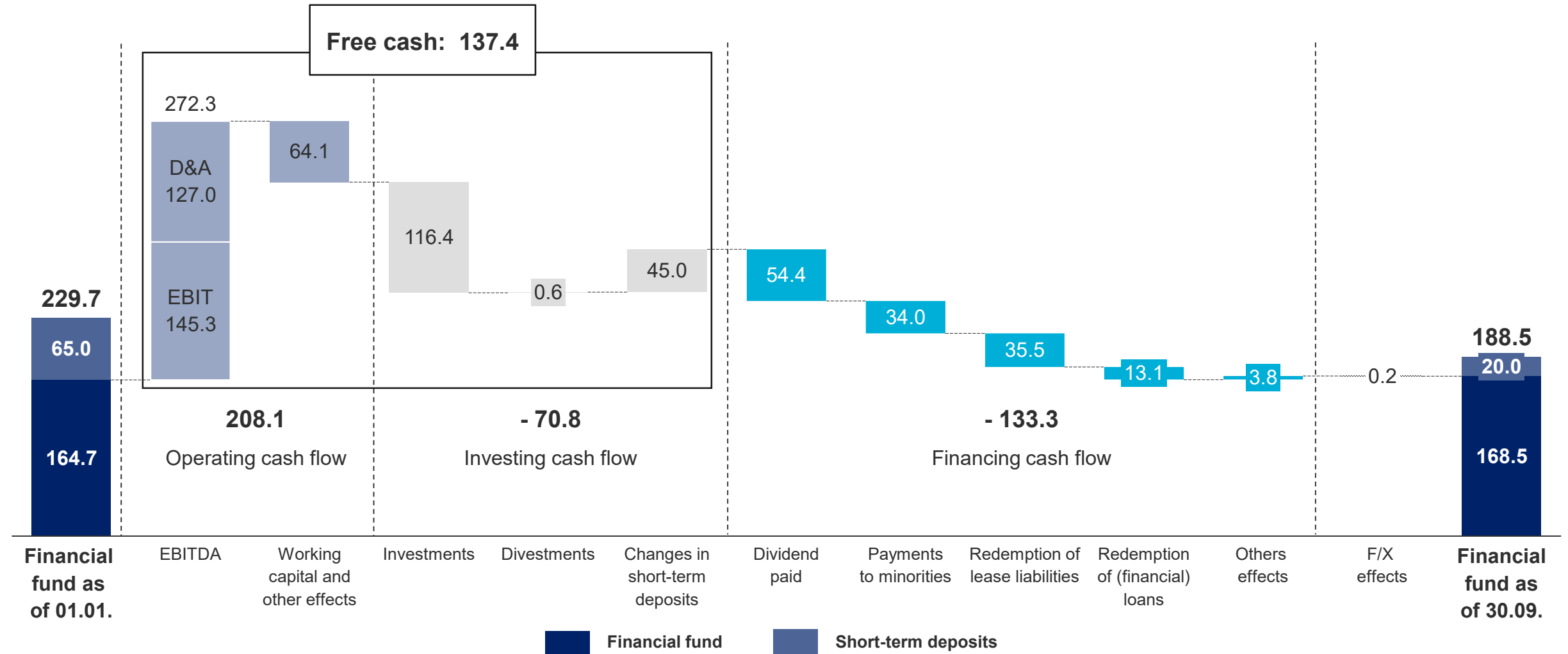
**At-equity earnings**  
in € million



# Comfortable liquidity position to meet payment obligations

Cash flow development in line with business development

in € million



# Guidance 2022: EBIT expectation confirmed

In the light of continuing supply chain disruptions, volume and revenue expectations adjusted

## Research estimates for 2022

### GDP development

World	+ 3.2 %	→
China	+ 3.2 %	→
Russia	- 1.4 %	↗
CEE	+/- 0.0 %	↗
World trade	+ 4.3 %	→

Sources: IMF, October 2022

### Throughput development

World	+ 1.5 %	↘
China	+ 2.5 %	→
Europe	+ 0.7 %	↘
NW Europe	- 1.0 %	↘
Scan. & Baltics	+ 0.9 %	↗

Sources: Drewry Maritime Research, September 2022

## Guidance for the Port Logistics subgroup 2022

	2021	1-9   2022	Guidance for 2022
<b>Container throughput</b>	6,943 k TEU	4,869 k TEU	<b>significant decrease</b> ↘
<b>Container transport</b>	1,690 k TEU	1,266 k TEU	<b>slight increase</b> ↘
<b>Revenue</b>	€ 1,435.8 m	€ 1,145.8 m	<b>significant increase</b> ↗ (Container: moderate increase, unchanged; Intermodal: strong increase, previously: moderate increase)
<b>EBIT</b>	€ 212.6 m	€ 145.3 m	<b>in the range of € 160 to 195 million</b> → (Container: on a par with previous year, previously: strong decrease; Intermodal: significant decrease, previously: on a par with previous year)
<b>Capital expenditure</b>	€ 207.4 m	€ 123.8 m	<b>in the range of € 180 to 230 million*</b> ↘
<b>Liquidity</b>	€ 229.7 m	€ 188.5 m	<b>sufficient to meet payment obligations at all times</b>
<b>Dividend per A class share</b>	€ 0.75		<b>commitment to pay out 50 to 70 % of net profit after minority interests</b>

\* HHLA considered the scalability of its investments and is able to adjust these to future economic developments in order to safeguard the financial stability of the Group  
Level of intensity: slight < moderate < significant < strong



# Q&A

**Recording will be available at**

<https://hhla.de/en/investors/publications/reports/conference-call>

# Financial calendar and contact

## Financial calendar 2023

**23 March 2023**

Annual Report 2022  
Analyst conference call

**15 May 2023**

Interim Statement  
Analyst conference call

**15 June 2023**

Annual General Meeting

**15 August 2023**

Half-year Financial Report  
Analyst conference call

**14 November 2023**

Interim Statement  
Analyst conference call



**Julia Hartmann** // Head of IR

Phone: +49 40 3088 3397

E-mail: hartmann-j@hhla.de



**Steffen Keim** // Manager

Phone: +49 40 3088 3100

E-mail: keim@hhla.de



**Interim Statement 1-9 | 2022**

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**Ute Neumann** // Manager

Phone: +49 40 3088 3613

E-mail: neumann-u@hhla.de