



COMPANY PROFILE

With a fleet of 215 modern container ships and a total transport capacity of 1.6 TEU, Hapag-Lloyd is one of the world's leading liner shipping companies. The Company has around 12,000 employees and over 420 offices in 126 countries. Hapag-Lloyd has a container capacity of 2.3 million TEU – including one of the largest and most modern fleets of reefer containers. A total of 125 liner services worldwide ensure fast and reliable connections between more than 600 ports on all the continents. Hapag-Lloyd is one of the leading operators in the Transatlantic, Middle East, Latin America and Intra-America trades.

MANAGEMENT BOARD



Rolf Habben Jansen
CEO

Nicolás Burr
CFO

Anthony J. Firmin
COO

Thorsten Haeser
CCO

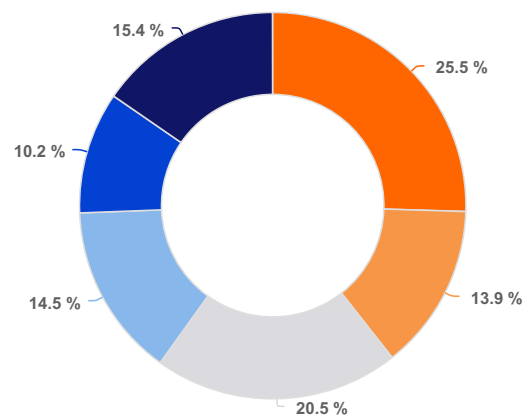
SUPERVISORY BOARD

- | | |
|---------------------------------------|-----------------------------------|
| › Michael Behrendt | › Christine Behle |
| › Oscar Eduardo Hasbún Martínez | › Turqi Abdulrahman A. Alnowaiser |
| › H.E. Sheikh Ali bin Jassim Al-Thani | › Jutta Diekamp |
| › Karl Gernandt | › Nicola Gehrt |
| › Annabell Kröger | › Joachim Kramer |
| › Dr. Rainer Klemmt-Nissen | › Sabine Nieswand |
| › José Francisco Pérez Mackenna | › Arnold Lipinski |
| › Uwe Zimmermann | › Klaus Schroeter |

FINANCIAL CALENDAR

Mar 28, 2018	Publication Financial Statement and Annual Report FY 2017
May 14, 2018	Publication Quarterly Financial Report Q1 2018
Aug 10, 2018	Publication Halfyear Financial Report H1 2018
Nov 08, 2018	Publication Quarterly Financial Report 9M 2018

SHAREHOLDER STRUCTURE



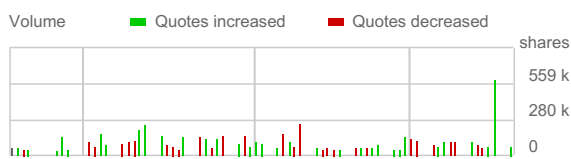
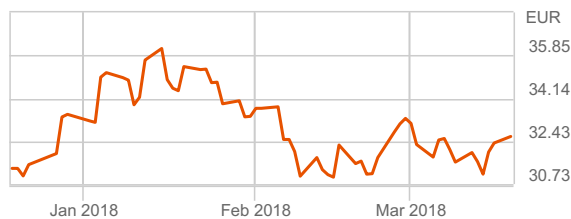
- CSAV Germany Container Holding GmbH
- HGV Hamburger Gesellschaft für Vermögens- und Beteiligungsmanagement mbH
- Klaus Michael Kühne (incl. Kühne Holding AG and Kühne Maritime GmbH)
- Qatar Investment Authority, through its subsidiary Qatar Holding LLC
- The Public Investment Fund on behalf of the Kingdom of Saudi Arabia
- Free float *

Percentages have been rounded

* The free float includes institutional shareholders with a shareholding of less than 5%

Status January 09, 2018

SHARE CHART



STOCK FUNDAMENTALS

ISIN	DE000HLAG475
WKN	HLAG47
Share type	Ordinary registered shares
Bloomberg Code	HLAG@GR
Ticker	HLAG
Branch	Container shipping
Index	SDAX
Segment	Prime Standard
No. of shares	175,760,293
Market Cap	EUR 5.73 bn
52 week high	40.20 EUR
52 week low	24.81 EUR
Stock exchanges	Xetra, Frankfurt, Hamburg
Rating	B+ / CreditWatch Negative (S&P), B2 / Stable (Moody's)



KEY FIGURES

KEY OPERATING FIGURES		Q3 2017	Q3 2016	% change	9M 2017	9M 2016	% change
Total vessels, of which		215	166	30%	215	166	30%
own vessels		105	70	50%	105	70	50%
leased vessels		14	3	n.m.	14	3	n.m.
chartered vessels		96	93	3%	96	93	3%
Aggregate capacity of vessels	TTEU	1,559	953	64%	1,559	953	64%
Aggregate container capacity	TTEU	2,336	1,531	53%	2,336	1,531	53%
Bunker price (MFO, average for the period) ¹⁾	USD/t	299	224	33%	300	195	54%
Bunker price (MDO, average for the period) ²⁾	USD/t	462	393	18%	468	379	23%
Freight rate (average for the period)	USD/TEU	1,065	1,027	4%	1,060	1,037	2%
Transport volume	TTEU	2,808	1,947	44%	7,029	5,650	24%
Revenue	million USD	3,268	2,152	52%	8,168	6,364	28%
Transport expenses	million USD	2,526	1,754	44%	6,598	5,315	24%
EBITDA	million USD	415	206	101%	808	425	90%
EBIT	million USD	202	73	177%	299	29	n.m.
Group profit / loss	million USD	56	9	n.m.	8	(149)	n.m.
Cash flow from operating activities	million USD	419	28	n.m.	751	254	196%
Investment in property, plant and equipment	million USD	78	115	32%	200	220	(9%)
KEY RETURN FIGURES							
EBITDA margin (EBITDA / revenue)		12.7%	9.6%	3.1 ppt	9.9%	6.7%	3.2 ppt
EBIT margin (EBIT / revenue)		6.2%	3.4%	2.8 ppt	3.7%	0.5%	3.2 ppt

		30.09.2017	31.12.2016	% change 30.09.2017 vs. 31.12.2016
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KEY BALANCE SHEET FIGURES				
Balance sheet total	million USD	18,687	11,965	56%
Equity	million USD	6,829	5,342	28%
Equity ratio (equity / balance sheet total)		36.5%	44.6%	-8.1 ppt
Borrowed capital	million USD	11,858	6,624	79%

KEY FINANCIAL FIGURES				
Financial debt	million USD	8,768	4,415	99%
Cash and cash equivalents	million USD	1,443	602	140%
Net debt (financial debt - cash and cash equivalents) ³⁾	million USD	7,254	3,793	91%
Gearing (net debt / equity)		106.2%	71.0%	35.2 ppt
Liquidity reserve	million USD	1,903	802	137%

NUMBER OF EMPLOYEES				
Employees at sea		1,646	1,389	19%
Employees on land		10,432	8,024	30%
Hapag-Lloyd total		12,078	9,413	28%

1) MFO = Marine Fuel Oil

2) MDO = Marine Diesel Oil

3) incl. Restricted Cash booked as other assets: (USD 67.7 million as of 30.09.2017, USD 19.7 as of 31.12.2016)

The UASC Group is included in the figures for the first half of 2017 as of the date of the change of control as of 24 May 2017. As such, key figures used can only be compared with those of previous year to a limited extent.

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