



## COMPANY PROFILE

With a fleet of 222 modern container ships and a total transport capacity of 1.6 million TEU, Hapag-Lloyd is one of the world's leading liner shipping companies. The Company has around 12,000 employees and 394 offices in 127 countries. Hapag-Lloyd has a container capacity of approximately 2.6 million TEU – including one of the largest and most modern fleets of reefer containers. A total of 120 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

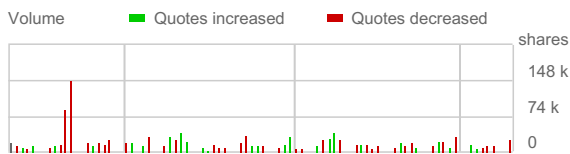
**Anthony J. Firmin**  
COO

**Joachim Schlotfeldt**  
CPO

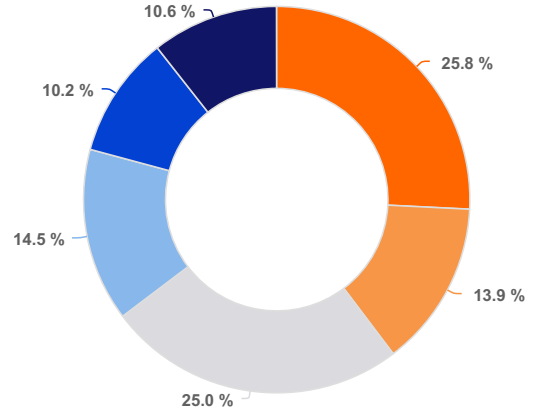
## SUPERVISORY BOARD

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

## SHARE CHART



## 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 November 8, 2018

## 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
Last Dividend	0.57 (for 2017)
No. of shares	175,760,293
Market Cap	EUR 4.72 bn
52 week high	38.20 EUR
52 week low	26.76 EUR
Stock exchanges	Xetra, Frankfurt, Hamburg
Rating	B+ / CreditWatch Negative (S&P), B2 / Stable (Moody's)



## KEY FIGURES

KEY OPERATING FIGURES		Q3 2018	Q3 2017	% change	9M 2018	9M 2017	% change
Total vessels, of which		222	215	3%	222	215	3%
own vessels		95	105	(10%)	95	105	(10%)
leased vessels		17	14	21%	17	14	21%
chartered vessels		110	96	15%	110	96	15%
Aggregate capacity of vessels	TTEU	1,596	1,559	2%	1,596	1,559	2%
Aggregate container capacity	TTEU	2,553	2,336	9%	2,553	2,336	9%
Bunker price (MFO, average for the period) <sup>1)</sup>	USD/t	432	299	44%	392	300	31%
Bunker price (MDO, average for the period) <sup>2)</sup>	USD/t	643	462	39%	599	468	28%
Bunker price (combined MFO/ MDO, average for the period)	USD/t	446	308	45%	406	311	31%
Freight rate (average for the period) <sup>3)</sup>	USD/TEU	1,055	1,073	(2%)	1,032	1,068	(3%)
Transport volume	TTEU	3,052	2,807	9%	8,900	7,029	27%
Revenue	million USD	3,542	3,268	8%	10,072	8,168	23%
Transport expenses <sup>4)</sup>	million USD	2,821	2,565	10%	8,245	6,596	25%
EBITDA <sup>5)</sup>	million USD	457	412	11%	972	809	20%
EBIT <sup>5)</sup>	million USD	252	200	26%	359	300	20%
Group profit / loss <sup>5)</sup>	million USD	137	53	157%	15	9	69%
Cash flow from operating activities	million USD	374	419	(11%)	872	751	16%
Investment in property, plant and equipment	million USD	47	122	(61%)	260	328	(21%)
<b>KEY RETURN FIGURES</b>							
EBITDA margin (EBITDA / revenue) <sup>5)</sup>		12.9%	12.6%	0,3 ppt	9.7%	9.9%	-0,3 ppt
EBIT margin (EBIT / revenue) <sup>5)</sup>		7.1%	6.1%	1,0 ppt	3.6%	3.7%	-0,1 ppt

		30.09.2018	31.12.2017	% change 30.09.2018 vs. 31.12.2017
<b>KEY BALANCE SHEET FIGURES</b>				
Balance sheet total	million USD	17,487	17,777	(2%)
Equity	million USD	7,171	7,263	(1%)
Equity ratio (equity / balance sheet total)		41.0%	40.9%	0,2 ppt
Borrowed capital	million USD	10,316	10,514	(2%)
<b>KEY FINANCIAL FIGURES</b>				
Financial debt	million USD	7,272	7,596	(4%)
Cash and cash equivalents	million USD	694	725	(4%)
Net debt (financial debt - cash and cash equivalents <sup>6)</sup> )	million USD	6,535	6,812	(4%)
Gearing (net debt / equity)		91.1%	93.8%	-2,7 ppt
Liquidity reserve	million USD	1,164	1,270	(8%)
<b>NUMBER OF EMPLOYEES</b>				
Employees at sea		2,088	2,136	(2%)
Employees on land		10,573	8,024	32%
Hapag-Lloyd total		12,661	9,413	35%

1) MFO = Marine Fuel Oil; 2) MDO = Marine Diesel Oil; 3) For the financial year 2018, revenues for additional services in Latin America and Turkey were included in the calculation of freight rates. The previous year's figures have been adjusted accordingly; 4) The previous year's figures have been adjusted due to the retrospective application of the rules for designation of option contracts. This improved the previous year's transport expenses by USD 1.1 million; 5) Due to the retrospective application of the provisions for designating options, the previous year's values have been adjusted. This increased the annual profit after taxes for the first nine month of 2017 by USD 1.1 million. Retained earnings as at 31 December 2017 increased by USD 0.8 million and cumulative other equity dropped by USD 1.2 million. Equity remained unchanged overall; 6) Incl. Restricted Cash booked as other assets: USD 42.6 million as of 30.09.2018, USD 58.6 million as of 31.12.2017

## Hapag-Lloyd AG

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