

HHLA Group - creating Business Opportunities for the Mediterranean Region and CEE

Koper the 25th of May 2022



Hamburger Hafen und Logistik AG (HHLA) is a leading European port and logistics company, listed since 2007.

The City of Hamburg holds 69% of shares in HHLA; the remaining 31% are in free float on the stock exchange.

The company's activity spans from the Port of Hamburg to many parts of Europe.



HHLA as a vertical integrated port and transport logistics company

Serving customers along the entire transport chain



Container

- Container throughput
- Container-related services (e.g. storage, repair)

€ 841.9 million revenue

€ 155.6 million EBIT

3,149 employees



Intermodal

- Container transport via rail and truck in the ports' hinterland
- Operation of inland terminals

€ 519.4 million revenue

€ 104.3 million EBIT

2,310 employees



Logistics

- Specialist handling of dry bulk, break bulk, vehicles, fruit, etc.
- Consulting and training

€ 71.3 million revenue

€ -3.0 million EBIT

253 employees



Real Estate

- DNA of HHLA and business card of the city
- Development and commercialization of Speicherstadt and Fischmarkt

€ 38.1 million revenue

€ 15.3 million EBIT

87 employees

all 2021 figures (not included Holding/Others)

HHLA international network of terminals

Combining strong terminal experience with intermodal and project logistics



HHLA | CTO

- Container terminal in Odessa, Ukraine
- Acquired in 2001, 100% owned by HHLA
- Largest terminal operator in Ukraine (> 300k TEU p.a.) and only common user terminal

HHLA | TK Estonia

- Container terminal in Muuga/Tallin, Estonia
- Acquired in March 2018, 100% owned by HHLA
- Largest container port operator in Estonia (> 200k TEU p.a.) as well as general cargo and Ro-Ro

HHLA | Project Logistics

- Freight forwarding company based in Poti (GE) with offices in Tbilisi (GE) and Baku (AZ)
- Owned 75% by HHLA since 2006
- Focusing on high and heavy transports in Georgia, Azerbaijan and the Caucasus

UIC

- Intermodal operator in Ukraine, offering rail services from the Odessa port to the Hinterland
- Established 2020, 100% owned by HHLA

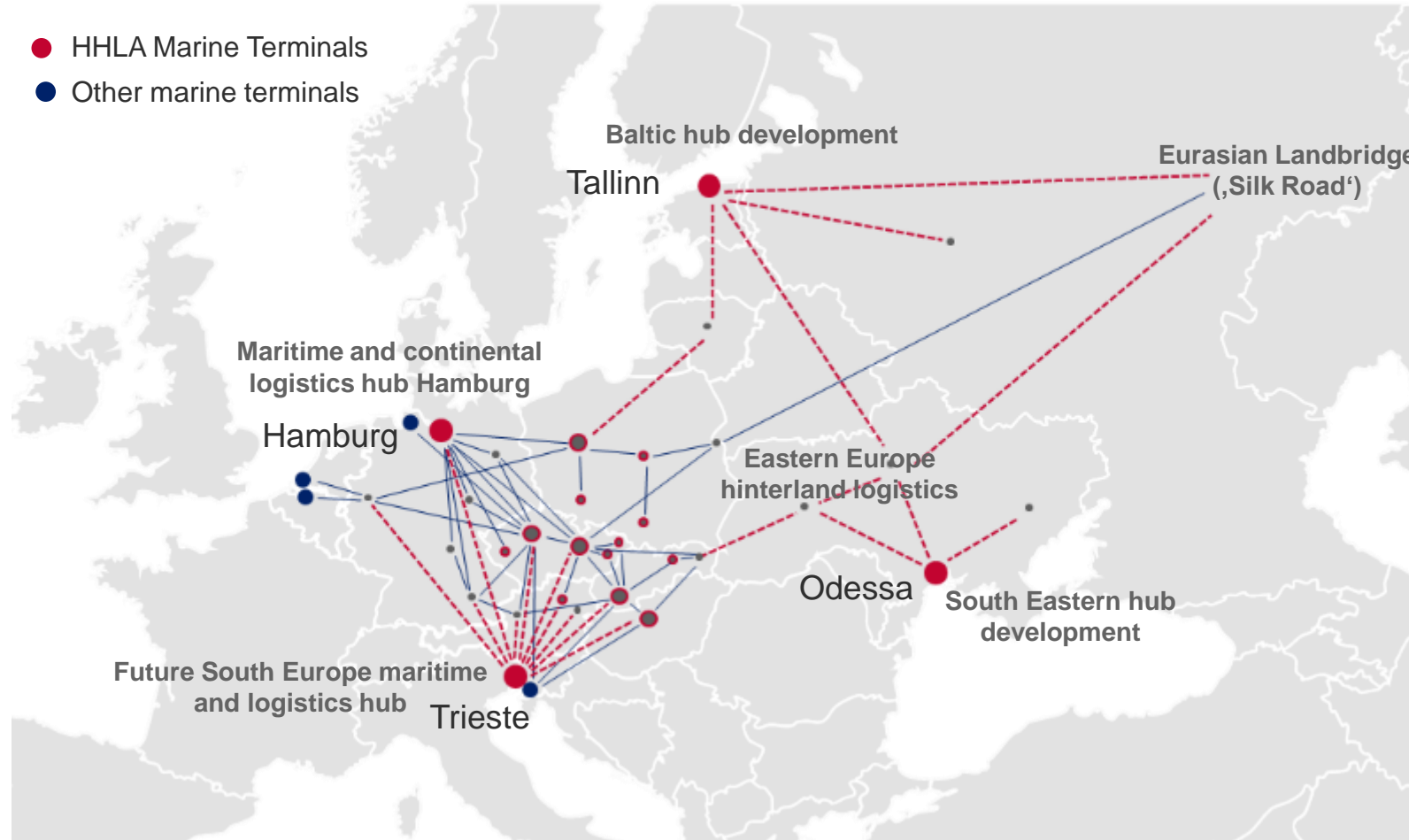
HHLA | PLT Italy

- New terminal in Trieste focusing on container and RoRo operations
- Acquired in 2021, 50.01% owned by HHLA

Synergies at work

Our vision: A pan-European seaport and intermodal network ensuring efficient supply chains

Integration of maritime and hinterland networks for efficient supply chains



- Focus on development of interlinked regional hubs to efficiently serve the European hinterland
- Both North – South flow as well as East – West flows
- Aiming to link the intermodal links of the different ports to create a network
- Strong believer in a Gateway (Hub) approach, ie. an efficient connecting point between maritime and land based transport
- In parallel, development of efficient data flows
- HHLA aims to provide Customers with unmatched service levels and unlock opportunities in combining sea and efficient intermodal transport

Central Eastern Europe – unlocking the landlocked engine of growth

Large population with expected highest GDP growth in 2022-2026

Map of Country Expected Real GDP Performance (CAGRs 2022-2026)*

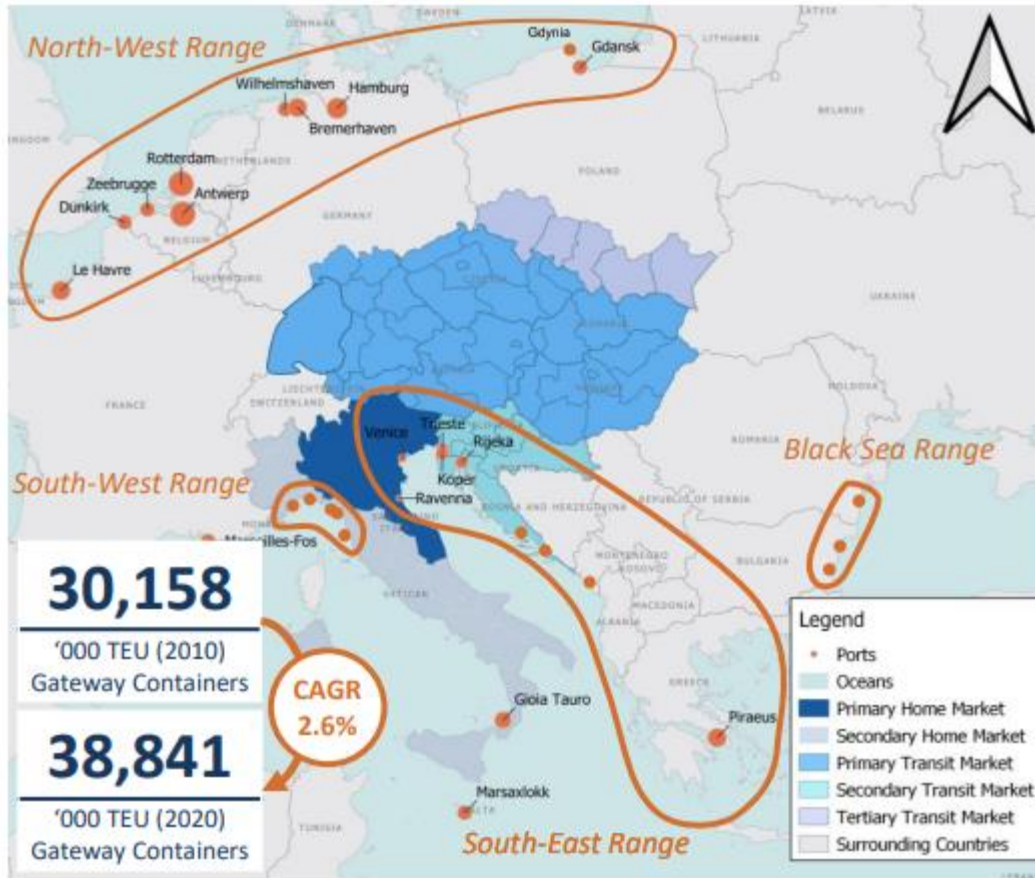


Source: MTBS Based on the IMF World Economic Outlook of October 2021; * GP growth rates do not yet consider the economic impact of the Russian-Ukrainian war on the Central-E. astern European regions.

- Central and Eastern Europe economies are expected to be resilient in crisis
- All landlocked countries need sea access either by North or the South gateways
- South and especially North Adria route means improved transit time and less Co2 emissions
- Combined with intermodal transport, create the most sustainable solutions for Customers in the region
- With strong ro-ro and container traffic, both intercontinental flows from Far East or Atlantic can be considered but also Mediterranean incl. Turkey and North Africa

North Adriatic container ports gateway to Central / Eastern Europe

Port of Trieste showing by far the highest CAGR in 2010-2020



NWR – North-West Range 23,908 30,252 2.4%

3. South-East Range (SER) – '000 TEU/pa

All Gateway Containers	2010	2020	CAGR
SER - ITA - Ravenna	183	195	0.6%
SER - ITA - Venice	394	529	3.0%
SER - ITA - Trieste	169	543	12.4%
SER - SVN - Koper	472	936	7.1%
SER - HRV - Rijeka	137	344	9.6%
SER - HRV - Ploce	20	34	5.4%
SER - HRV - Split	7	9	3.2%
SER - MNE - Bar	30	54	6.0%
SER - ALB - Durres	70	133	6.7%
SER - GRE - Pireaus	440	816	6.4%
SER - GRE - Thessaloniki	273	461	5.4%

NWR – North-West Range 2,194 4,053 6.3%

- North West Range Ports CAGR for 2010- 2020 is only **2,4%**
- South East Range Ports CAGR for the same period of time has been almost 3 times higher
- Port of Trieste recorded an exceptional growth level with CAGR of **12,4%**, 5 times higher than NWR Ports and 2 times higher than the average in SER ports NWR

North Adria attracting more on more traffic

Two alternatives to serve the CEE market



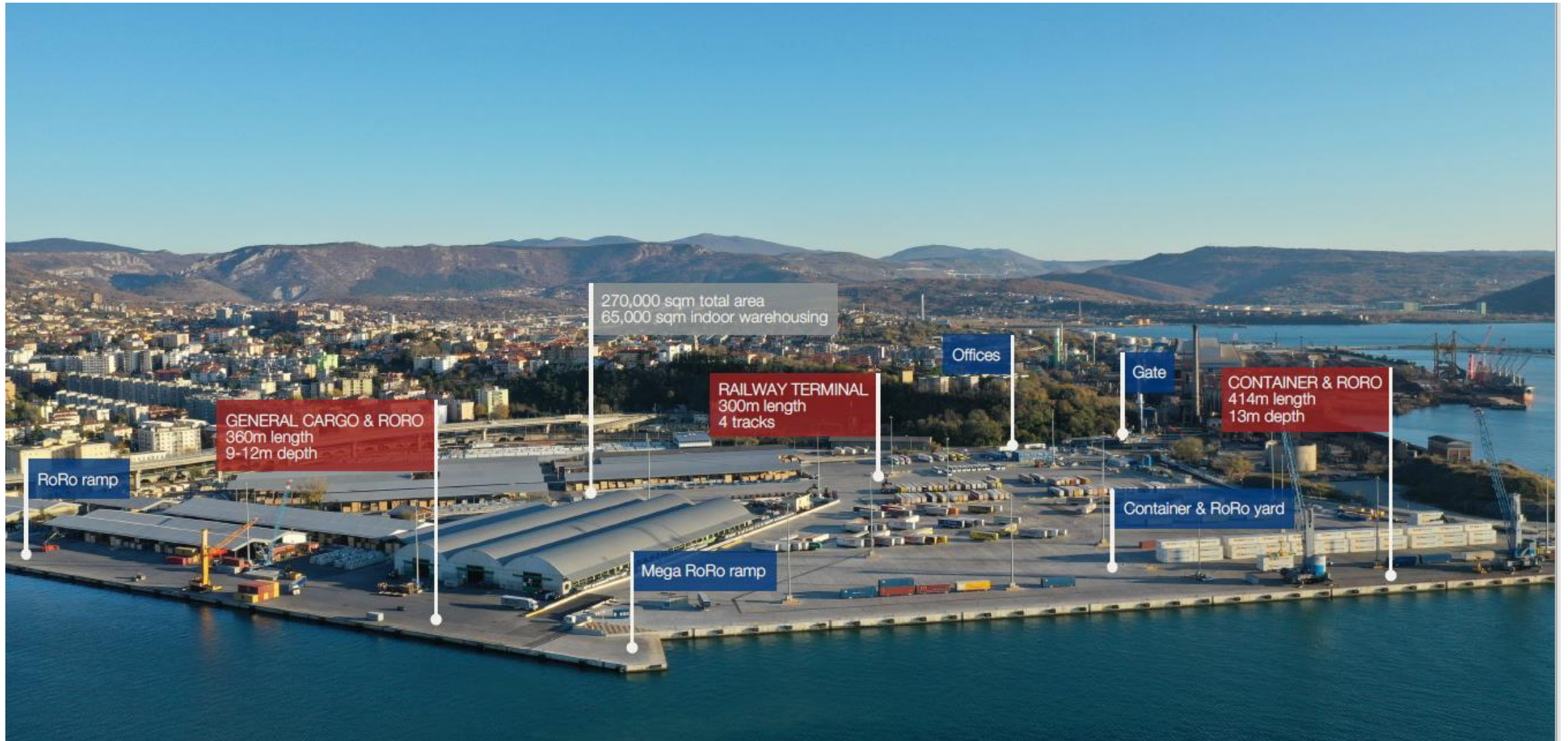
- Traditionally CEE was served by the Le Havre Hamburg range which is still attracts majority of the traffic
- In spite of demand, currently largest vessels to call North Adria ports are 15k TEU deployed on Far East service with other serviced in a range of 7k TEU
- Currently the main challenge is lack of available tonnage and infrastructure to cater for the 24k TEU vessels
- Recent order book spree by the Lines reaching record in Q1 2021 shows growing share of the largest 24k TEU class
- With shorter sea and land distance to final destinations within CEE, CO2 emissions are reduced in-between 26% and 33%**
- it is a matter of time when 24k TEU vessels will be deployed in Adria
- HHLA PLT is a future proof solution....

* Based on route Shanghai to Munich and Prague via Antwerp or Trieste comparison, MTBS study for HHLA PLT April 2022

** For 24k TEU vessels

HHLA PLT Italy today

Multipurpose terminal serving container, roro and general cargo Customers



HHLA PLT Italy today

The only independent and multipurpose terminal in Trieste serving container, roro and general cargo Customers

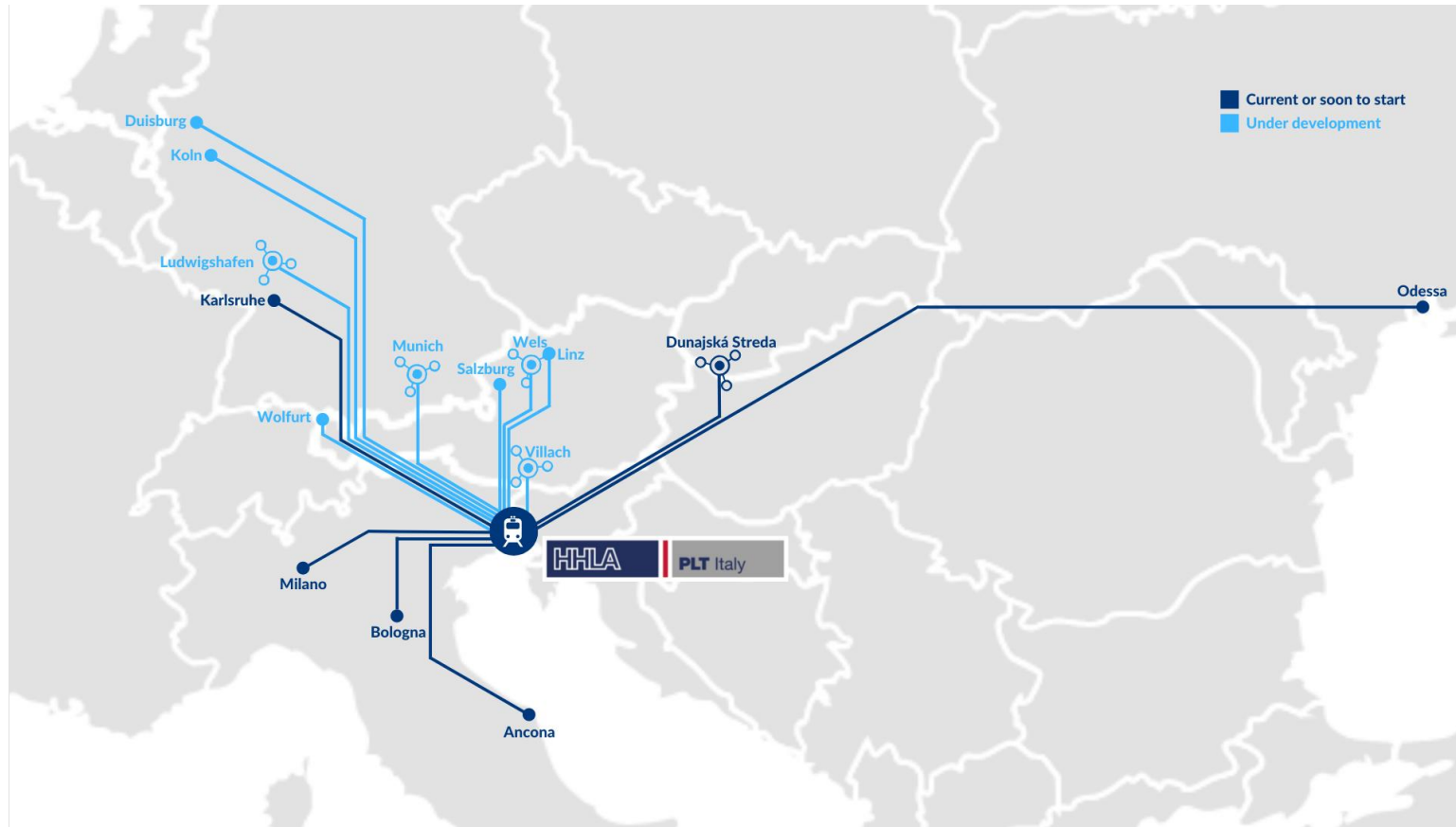
Current HHLA PLT Italy Terminal Layout



- HHLA PLT Italy consists of Container&Roro terminal and a dedicated General Cargo Terminal (GCT) which successfully handles various commodities (annual throughput 235k tons in 2021), such as:
 - Steel coils
 - Wood
 - Aluminum
- Container freight station for packing / unpacking services (15k TEU's yearly throughput)
- Combined terminal is utilized for:
 - Container handling, weekly services from ZIM (ADX) and CMA-CGM (TMX3)
 - RoRo handling, 5 services a week with DFDS and ULUSOY
 - Conventional general cargo
- Quay side operations performed by initially through mobile harbor cranes and yard operations for containers to be performed by reach stackers, potential expansion to STS and RTG operations in the future
- Ample reefer plug capacity to handle fruits and vegetables, veterinary inspection area soon to be established

HHLA PLT actively attracting intermodal solutions

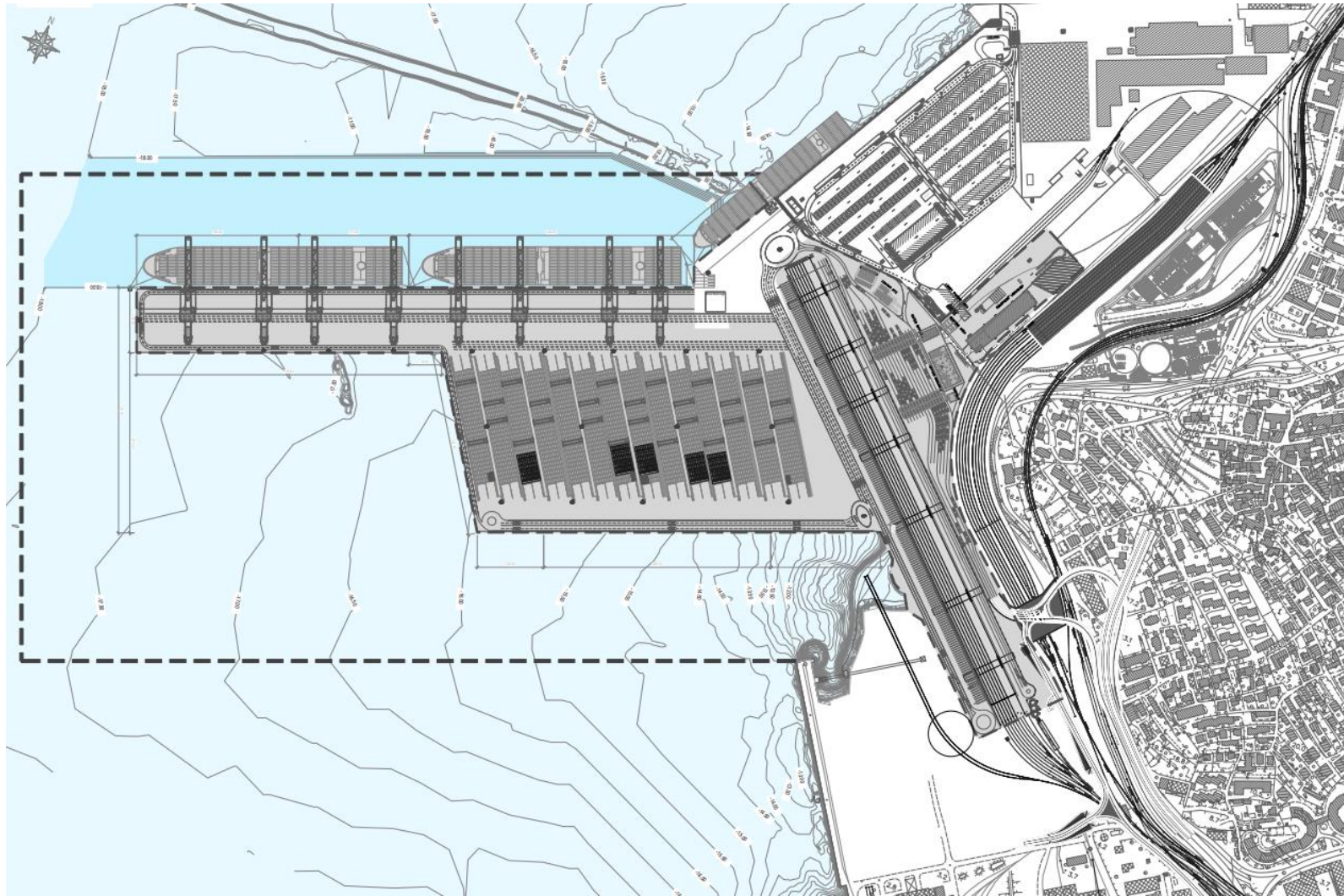
Developing sustainable transport solutions for Customers



- Trieste has established itself as the major intermodal hub both for container and roro traffic with 56% rail ratio
- Trieste has more than 90 weekly intermodal departures
- Destinations to both Central and Eastern Europe as well as Germany and Western Europe
- HHLA PLT actively promotes and supports intermodal solutions:
 - **Up to 3 times a week first regular intermodal block service between Odessa and Trieste**
 - 6 times a week intermodal semitrailer service to Karlsruhe
 - 1 time a week intermodal service to Dunajská Streda to fully unlock the potential of METRANS network starting May 2022
 - Multiple weekly services to Milano, Bologna and Ancona in Q3 2022

HHLA PLT tomorrow – new home for 24k TEU vessels

Preliminary layout of future proof automated design aimed to to efficiently serve largest vessels afloat



- New container terminal
 - Highly automated and emission neutral
 - Capable of serving largest container vessels of 24k TEU
 - Initial planned capacity of 900k TEU
- New rail terminal
 - Up to 9 tracks at 750 m allowing handling of longest allowed trains
 - Max. capacity > 40 / day = 280 trains / week
- New railway marshalling yard
 - 10 tracks dedicated to PLT terminal
 - Direct connection to the national rail network with > 50% capacity available
- New highway connection
 - direct connection by the highway towards Venice, Udine, Ljubljana and beyond
 - Highways around Trieste are not congested

Thank You!

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