

Hapag-Lloyd at the Agriculture Transportation Coalition



Hapag-Lloyd
CSAV | **better.**
together.
mejor juntos

Wolfgang Freese •
San Francisco • June 25th 2015

A. Hapag-Lloyd and CSAV – What's New?

B. Selected Product Enhancements



...we have been building one of the world's leading container lines



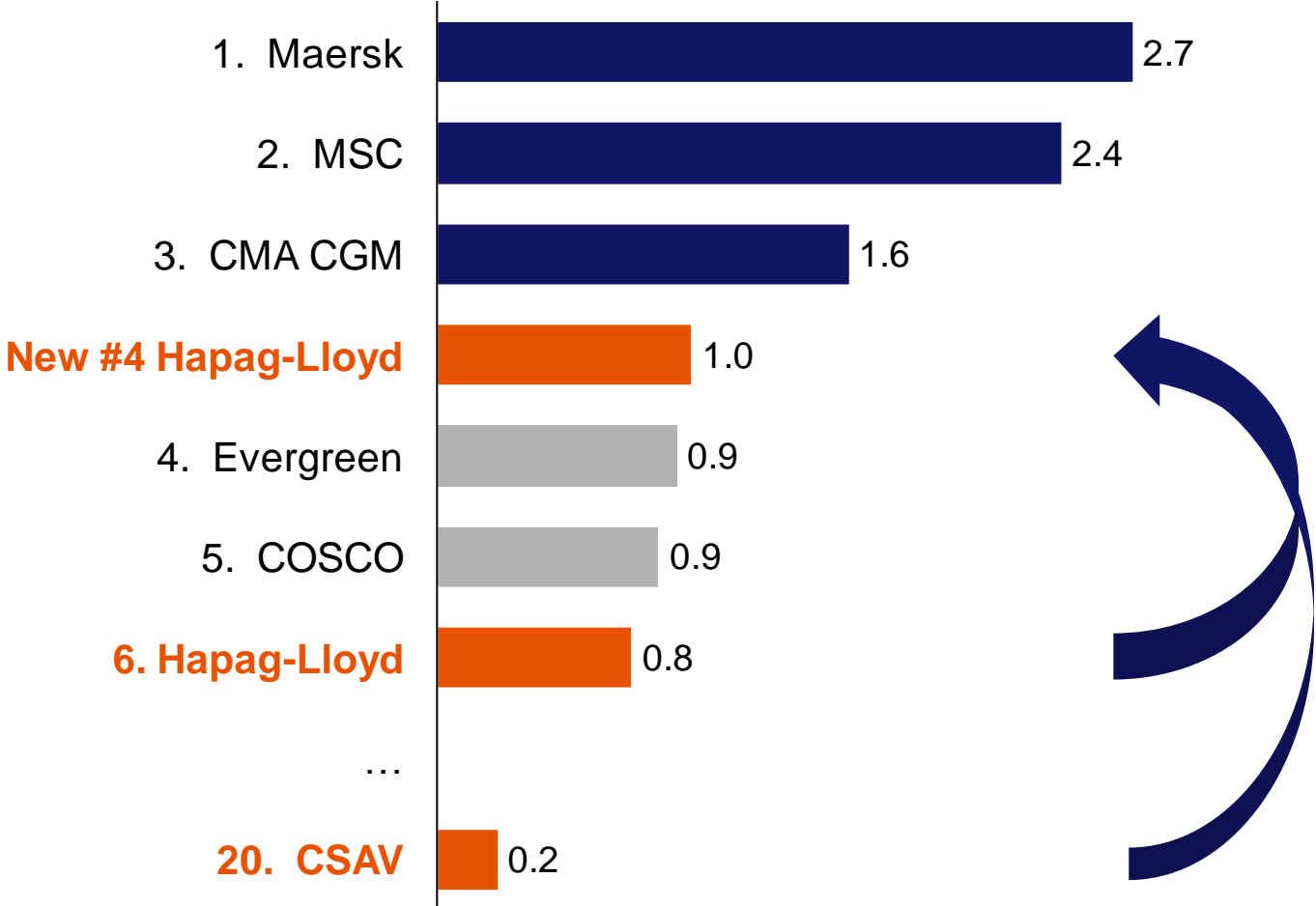
- Two shipping companies with more **than 300 years of experience**
 - Hapag-Lloyd's roots go as far back as 1847
 - CSAV was established in 1872
- The combined fleet comprises **190 container ships** and an overall capacity of around one million standard containers
- Container stock with a capacity of **approx. 1.6 million TEU** including one of the world's largest and most modern reefer container fleet
- Worldwide network of **125 liner services**
- Motivated staff in almost **600 sales offices in 113 countries**



Container
Shipping

		New Hapag-Lloyd	
Turnover 2013	~6,5 bn EUR	8.5 bn EUR	~2.0 bn EUR
Transport Vol. 2013	5.5 Mio. TEU	7.4 Mio. TEU	1.9 Mio. TEU
Vessels	147 (760 TTEU)	191 (1 Mio. TEU)	44 (238 TTEU)
Average Fleet Age	8.7 years	7.8 years	5.0 years
Staff	~7,000	~11,000	~4,000
Container Fleet	~1,2 Mio. TEU	~1,7 Mio. TEU	~500,000 TEU
Founded	1847	>300 Years Experience	1872

New #4 in Global Carrier Ranking (TEU million, Pre-Merger)



Operational KPIs

	Q1 2015	Q1 2014 ²⁾	Δ
Transport volume [TTEU]	1,774	1,399	375
Freight rate [USD/TEU]	1,331	1,422	-91
Bunker price [USD/t]	377	595	-218
Exchange rate [EUR/USD]	1.13	1.37	-0,24
Revenue [EUR m]	2,302	1,554	748
EBIT [EUR m]	174	-81	255
EAT [EUR m]	128	-119	247
Investments [EUR m] ¹⁾	285	60	225

1) Investments in property, plant and equipment

2) Hapag-Lloyd standalone

Hapag-Lloyd and CSAV: New Region North America



A. Hapag-Lloyd and CSAV – What's New?

B. Selected Product Enhancements



Enhanced Network of Hapag-Lloyd Services



125 Services

**Europe – North America
(incl. IRT North Europe): 19 Services**

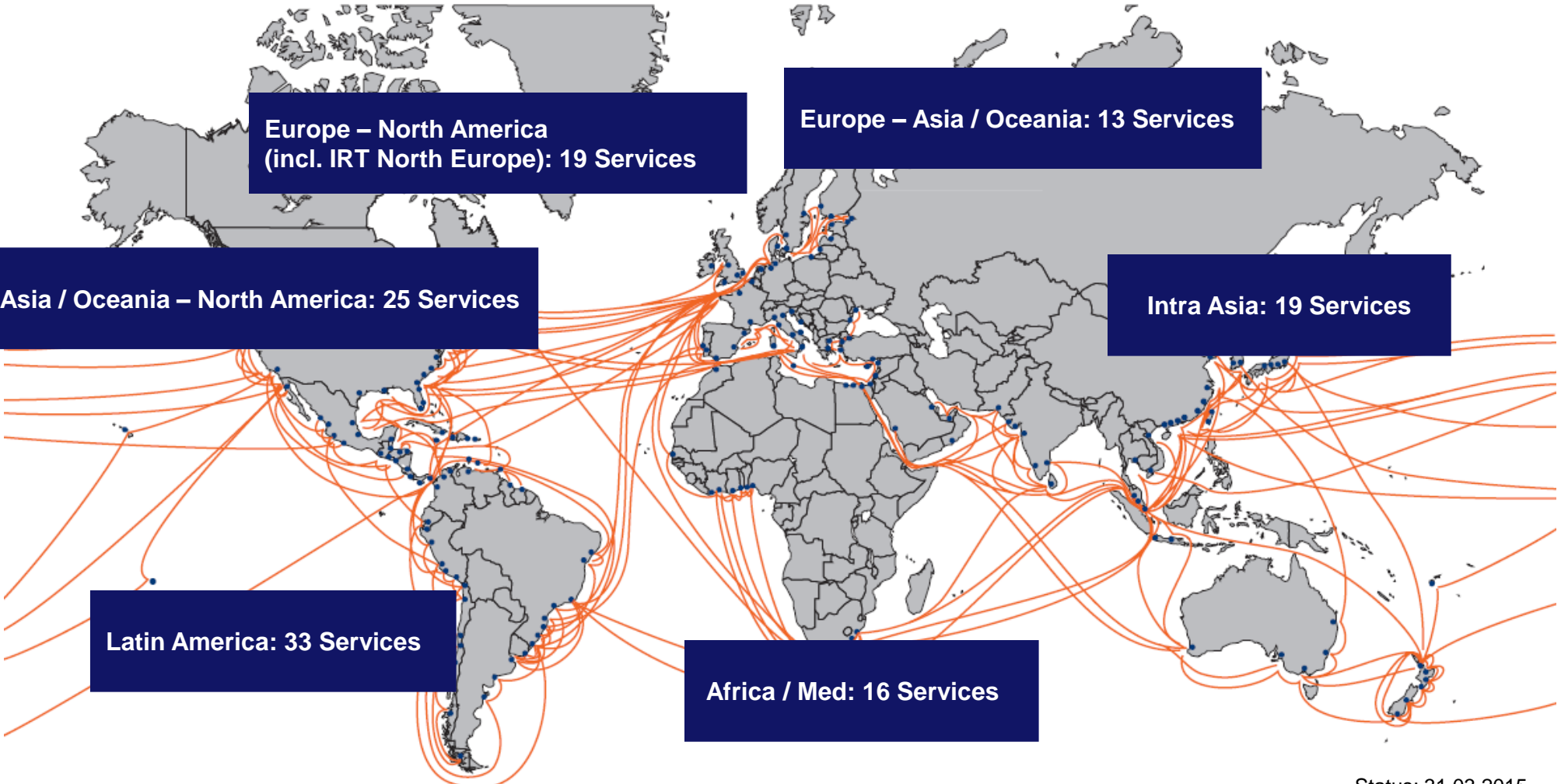
Europe – Asia / Oceania: 13 Services

Asia / Oceania – North America: 25 Services

Intra Asia: 19 Services

Latin America: 33 Services



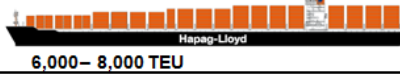


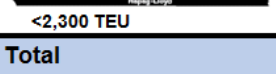
Africa / Med: 16 Services



- As of 31.12.2014 Hapag-Lloyd's fleet comprised 191 container ships
- In total TEU capacity of Hapag-Lloyd's container ship fleet amounted to approx. 1,009 TTEU
- Average vessel size within the fleet: 5,271 TEU
- Placing of 10 new „Hamburg Express“ class vessels completed in April 2014
- A total of 7 vessels ordered for CSAV's container shipping activities, each with a capacity of 9,300 TEU
 - Two vessels delivered in 4Q 2014
 - Five vessels to be placed into service by June 2015

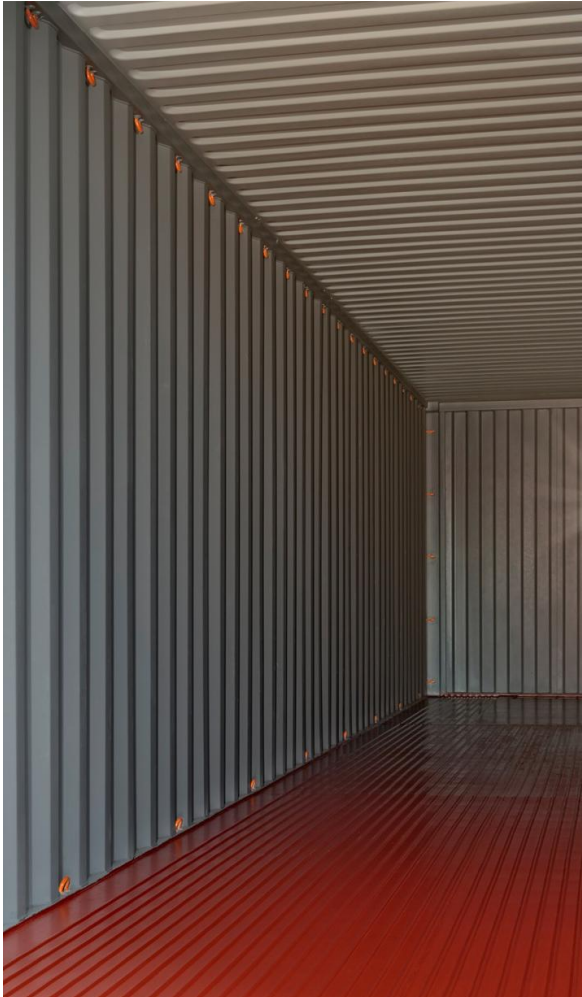
Latest Information

- Five new 10,500 TEU container ships ordered
- Mainly for use in the South American trades
- 2,100 Reefer Plugs
- Delivery of newbuildings in 2016 / 2017

	Number of Vessels	Capacity	% of Total
 >10,000 TEU	10	131,674	13%
 >8,000 – 10,000 TEU	34	293,050	29%
 6,000 – 8,000 TEU	15	102,483	10%
 4,000 – 6,000 TEU	70	332,266	33%
 2,300 – 4,000 TEU	36	104,368	10%
 <2,300 TEU	25	40,915	4%
Total	190*	1,004,756*	

* incl. 2 vessels chartered out

The ECO-Friendly Hapag-Lloyd Innovation



- The steel floor container is the youngest member of the Hapag-Lloyd container fleet
 - It is an optimal complement to the wooden floor units
 - Steel is a more environmentally sustainable production resource than tropical woods
- Developed by Hapag-Lloyd in close contact with our customers
- Extensively tested and certified by Germanischer Lloyd (DNV•GL)

Benefits of the new Reefer Product

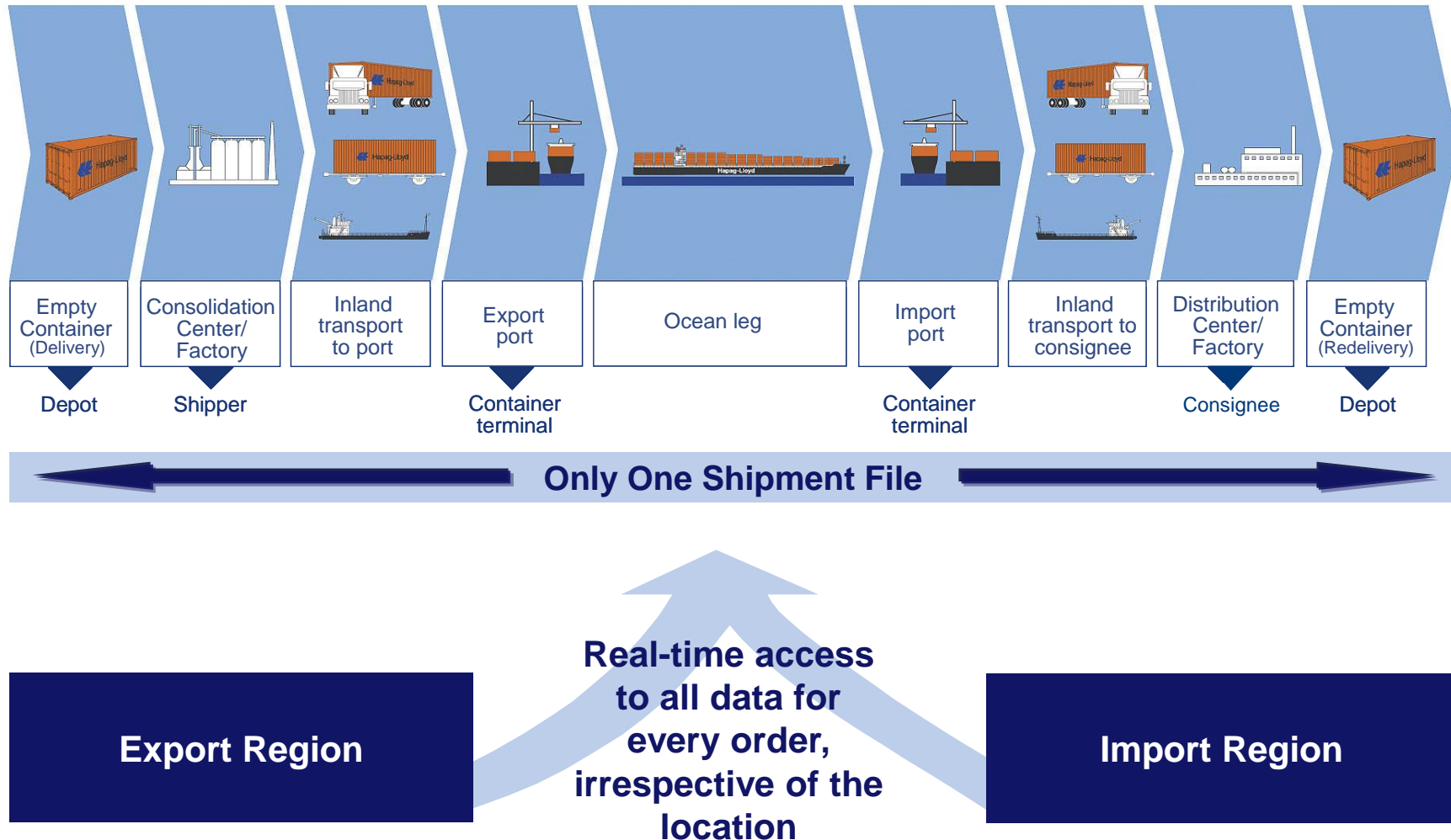
- **One of the world's leading reefer carriers**
- Hapag-Lloyd has a reefer fleet of around 144,000 TEU; consisting of 20' and 40' reefer containers (Status Dec 2014)
- **Global team of experts**
 - Dedicated Global Reefer Management to steer and coordinate business priorities
 - Dedicated reefer points of entry in areas
 - Technical expertise throughout the organization
- Food grade reefer containers
- Global expertise and processes to handle your high value reefer shipments

Continuous Investment in new Container Technologies

- Controlled Atmosphere designed to preserve fruit and vegetable product quality
- Controls the ripening of fruits and vegetables
- Our technology: Everfresh and ExtraFresh
- **Benefits**
 - Enabling long distance transports
 - Supports development of new markets



„New Hapag-Lloyd“ - Working with One Global Operational IT System



All Water Services serving US-Westcoast and Canada

3 Services
USA/Canada Westcoast - Asia

7 Services
USA Westcoast - Asia

1 Service
North America Westcoast - Med

1 Service
Asia – USWC – USEC – North Europe

1 Service
USA / Canada WC - Oceania

1 Service
US Westcoast - Oceania



Backup Services in case of WC Congestion



4 Services
US Eastcoast – Asia via Med / ME

2 Services
US Eastcoast – Asia via Central Am.

2 Services
North America East/Westcoast - Asia

1 Service
US Eastcoast - Asia

1 Service
US Eastcoast - Oceania

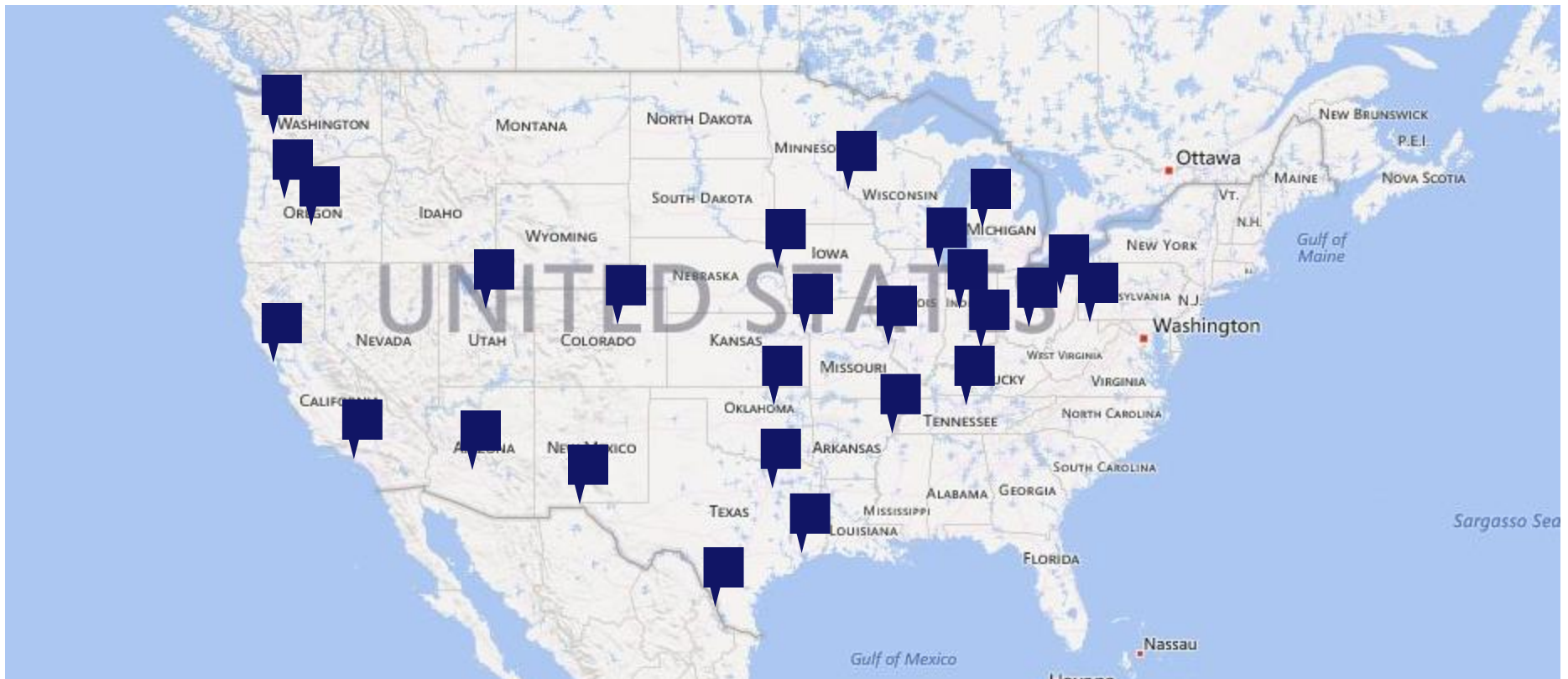
7 Servicea
North America EC – North Europe

3 Service
North America EC – Mediterranean

Equipment Location in Gulf, Midwest and Pacific

USA Depot locations with available clean and empty:

- 20' & 40' Standard Containers
- 40' High Cube Containers
- 20' & 40' Reefer Containers



Working Better

- Booking turn time and space confirmation.
- Export documentation
- Rate quotation turn-around
- Equipment at interior points

Room to Improve

- Schedule reliability
- Trucking and door management
- Rail Operations



Thank You for Your Attention!

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