



# First Quarter 2015 Results

May 2015





# Agenda

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1. Highlights
2. Market Situation
3. First Quarter Results
4. Cash Position
5. Outlook



# 1. Highlights

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## Highlights

- For the period ended March 31, 2015, CSAV reported a profit of MMUS\$ 71, an improvement of MMUS\$ 137 compared with the same period in 2014 when the company posted a net loss of MMUS\$ 66
- This positive result is mainly explained by the profit recorded by Hapag-Lloyd AG (HLAG) for the first quarter of 2015, which has an impact of MMUS\$ 59 in CSAV's first quarter 2015 result. CSAV's container shipping operations reported a loss of MMUS\$ 76 for Q1 2014 (restated as discontinued operations in the current financial statements)
- In the remaining operational activities, CSAV continues to face a very challenging market environment, particularly in the car carrier industry. Nonetheless, the company was able to absorb most of these negative impacts thanks to reductions in operational costs
- On February 3, 2015, CSAV successfully concluded a capital increase, raising a total of MMUS\$ 398. The proceeds were mainly used to subscribe the €259 million committed by CSAV during the capital increase process carried out by HLAG in December 2014



## 2. Market Situation

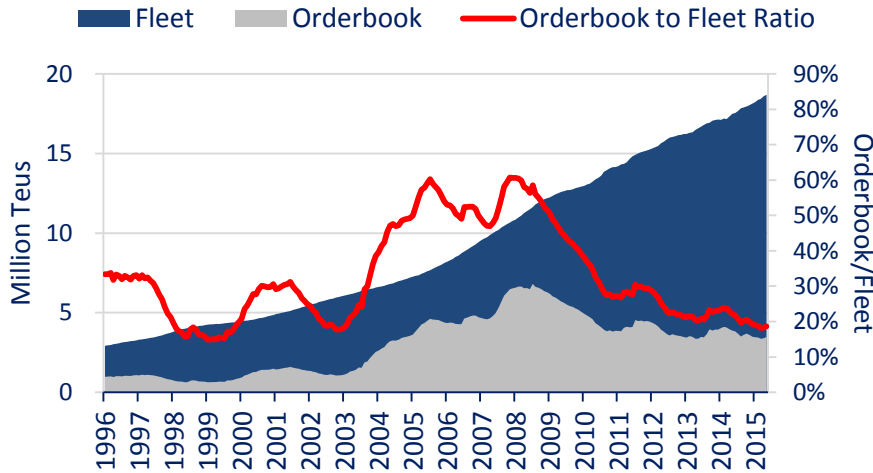
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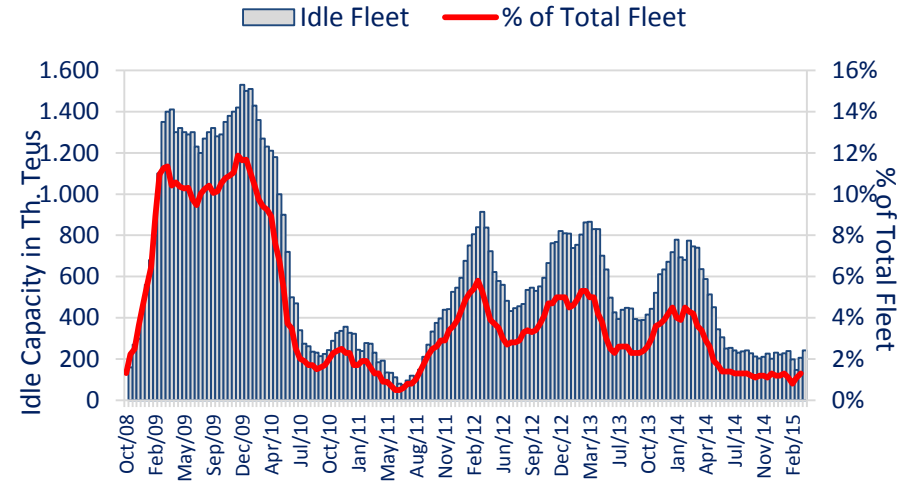
# Containership Fleet

**Graph 1: Orderbook / Fleet: 18.6% (May 2015)**



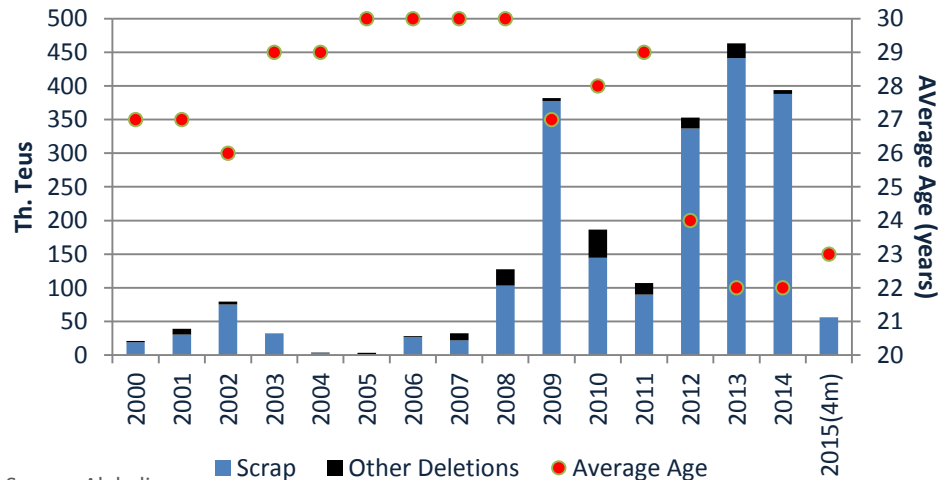
Source: Clarkson

**Graph 2: Idle Fleet: 348,000 TEU or 1.8% (May 2015)**



Source: Alphaliner

**Graph 3: Scrap Evolution (April 2015)**

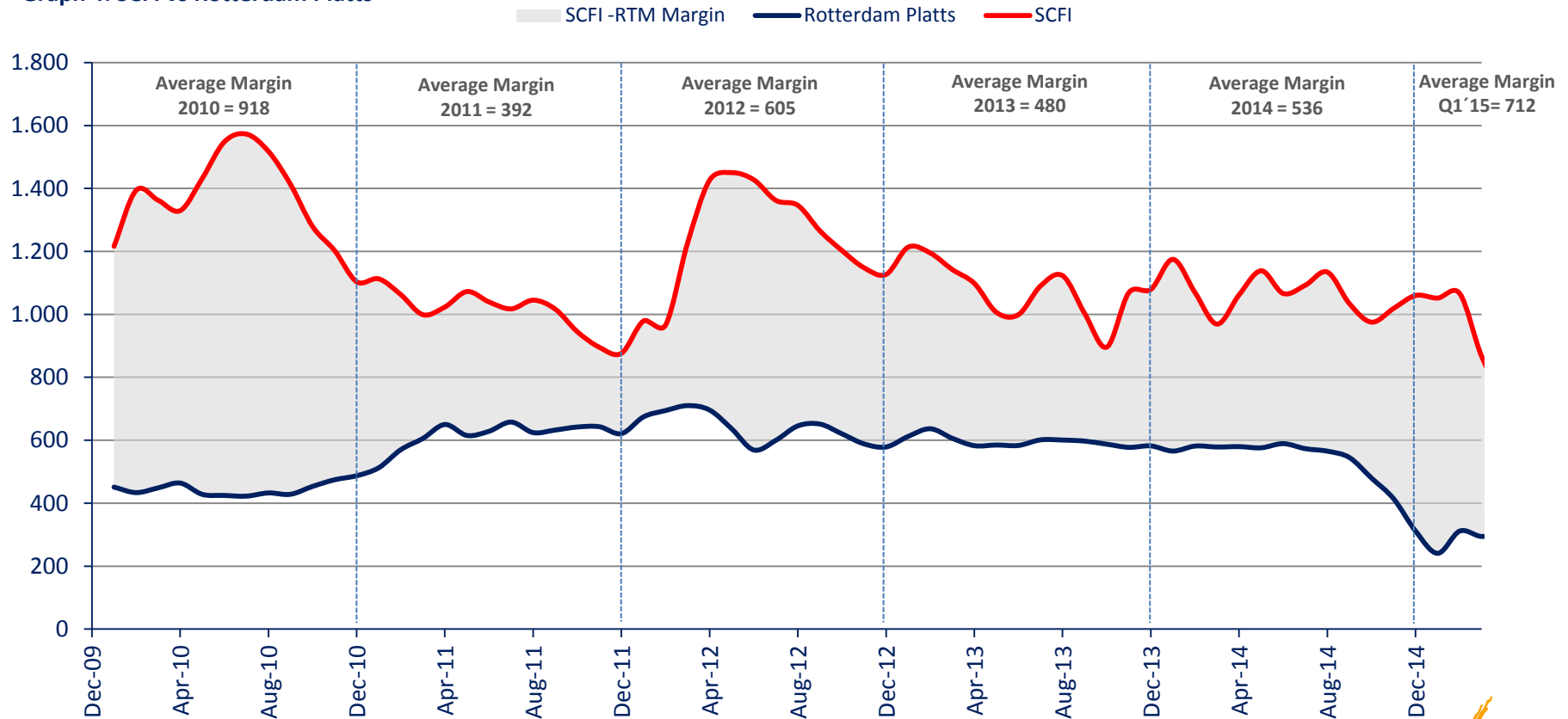


Source: Alphaliner



# Market Evolution

Graph 4: SCFI vs Rotterdam Platts

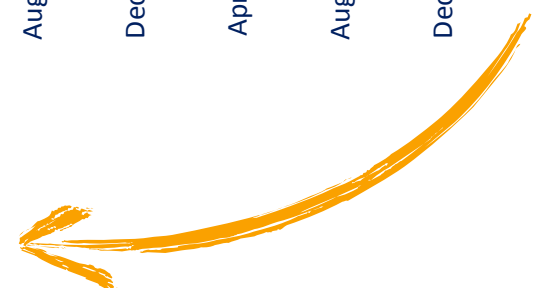


Notes:

- (1) SCFI – RTM Margin is only referential since fuel oil consumption per TEU may vary depending on the trade and on the vessel efficiency
- (2) The SCFI index includes: Spot rates for Main Haul trades exports from Shanghai

Source: SCFI, Platts.

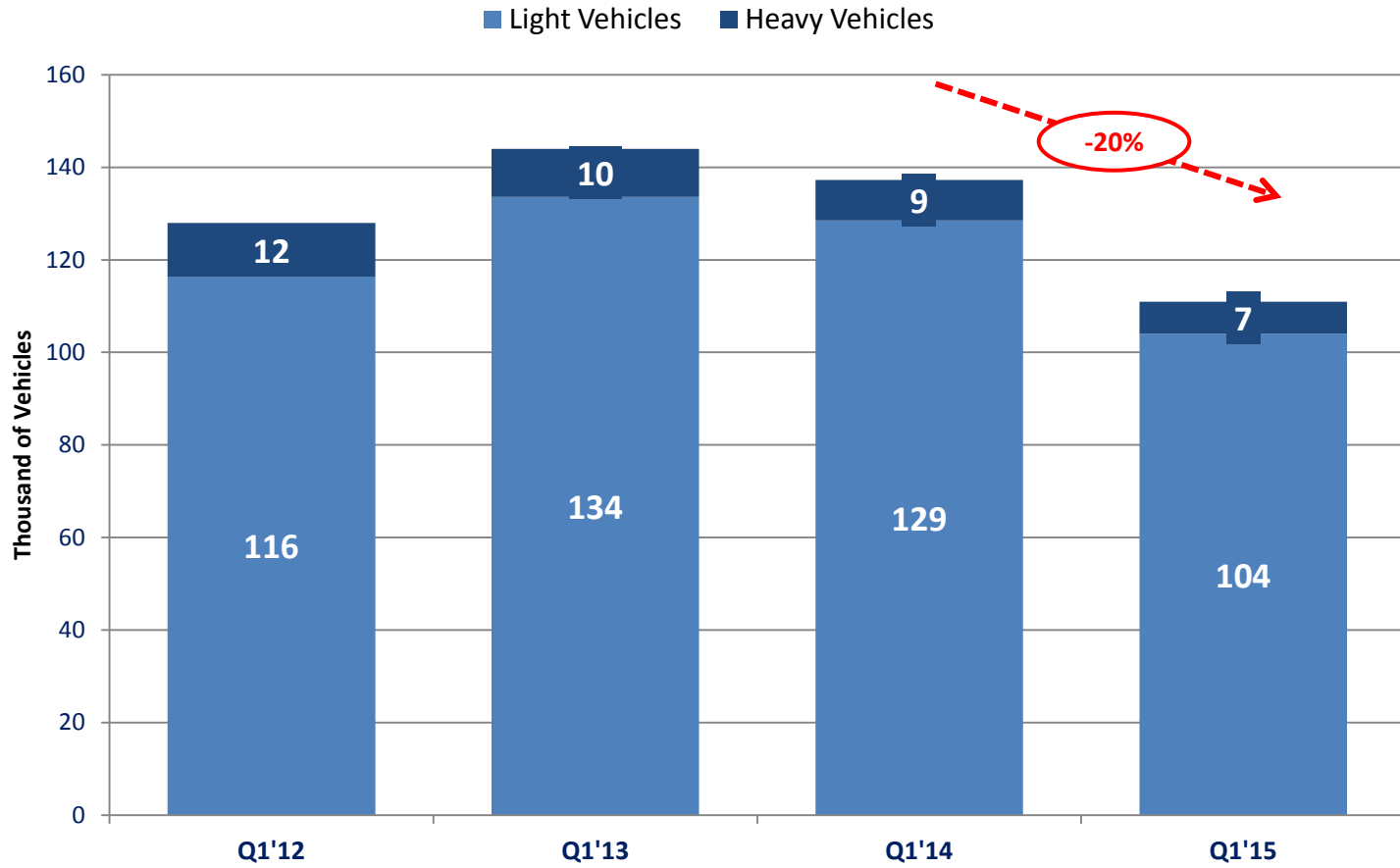
Margin	Jan-Mar
2010	879
2011	495
2012	364
2013	565
2014	496
<b>2015</b>	<b>712</b>





# Market Evolution

Graph 5: Vehicles Sales Evolution (Chile and Perú)



Source: ANAC (Chile) and ARAPER (Perú)





## 4. First Quarter Results

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## CSAV First Quarter 2015 Result

USD million	2015	2014*	Δ	Δ%
Operating Revenue	72	98	(26)	-27%
Operating Cost	(71)	(91)	20	-22%
<b>Gross Margin</b>	<b>1</b>	<b>7</b>	<b>(6)</b>	<b>-86%</b>
SG&A and Others	(4)	(5)	2	-30%
Other Gains	(0)	0	(0)	-
<b>Operational Result</b>	<b>(3)</b>	<b>1</b>	<b>(4)</b>	<b>n/a</b>
Financial Result	1	1	(0)	-3%
Share of Profit (loss) of equity-accounted investees	59	(3)	62	n/a
Taxes	13	11	2	20%
Minority Interest	1	(0)	1	n/a
<b>Result before discontinuing activities</b>	<b>71</b>	<b>10</b>	<b>61</b>	<b>598%</b>
Discontinuing activities result	0	(76)	76	n/a
<b>Final Result</b>	<b>71</b>	<b>(66)</b>	<b>137</b>	<b>n/a</b>

\* Q1 2014 Income Statement has been restated to make it comparable with the current P&L format



## Hapag-Lloyd Q1 2015 Result<sup>(\*)</sup>

### Strategic Highlights

- The integration process is on track, and a portion of the cost savings generated by these synergies has already been achieved in the first quarter of 2015
- Project OCTAVE, which aims at improving efficiency and optimizing costs, showed initial success and contributed to the positive development in Q1
- Structural improvements: The new management is set-up with clear responsibilities and dedication.
- Hapag-Lloyd further optimizes its competitive fleet
  - Fleet renewal: divestment of “Old Ladies” and delivery of remaining 9,300 TEU ships by July
  - Order of five new 10,500 TEU ships placed
- Hapag-Lloyd will increase cooperation on the North-South trades with Hamburg Süd and CMA CGM

(\*) Quotes from HLAG's Q1 2015 Investor Report.

For further information visit [http://www.hapag-lloyd.com/en/investor\\_relations/overview.html](http://www.hapag-lloyd.com/en/investor_relations/overview.html)



# Hapag-Lloyd significantly increased its EBITDA to USD 319 m (EBITDA margin: 12.3%) in the first three months of 2015

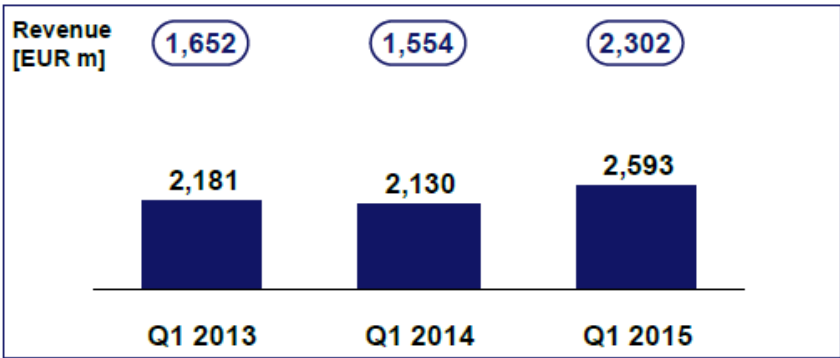


## Operational KPIs

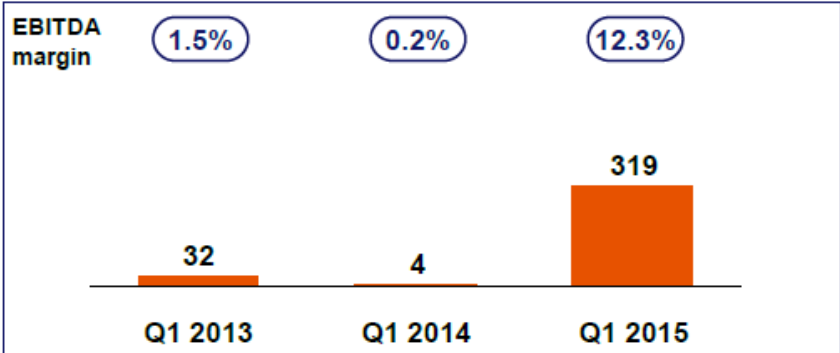
	Q1 2015	Q1 2014	Δ
Transport volume [TTEU]	1,774	1,399	375
Freight rate [USD/TEU]	1,331	1,422	-91
Bunker price [USD/t]	377	595	-218
Exchange rate [EUR/USD]	1.13	1.37	-0.24
<b>Revenue [USD m]</b>	<b>2,593</b>	<b>2,130</b>	<b>463</b>
<b>EBITDA [USD m]</b>	<b>319</b>	<b>4</b>	<b>315</b>
<b>EBIT adjusted [USD m]</b>	<b>181</b>	<b>-87</b>	<b>267</b>
<b>EAT [USD m]</b>	<b>144</b>	<b>-163</b>	<b>247</b>
<b>Investments [USD m]<sup>1)</sup></b>	<b>321</b>	<b>82</b>	<b>225</b>

1) Investments in PPE

## Revenue [USD m]



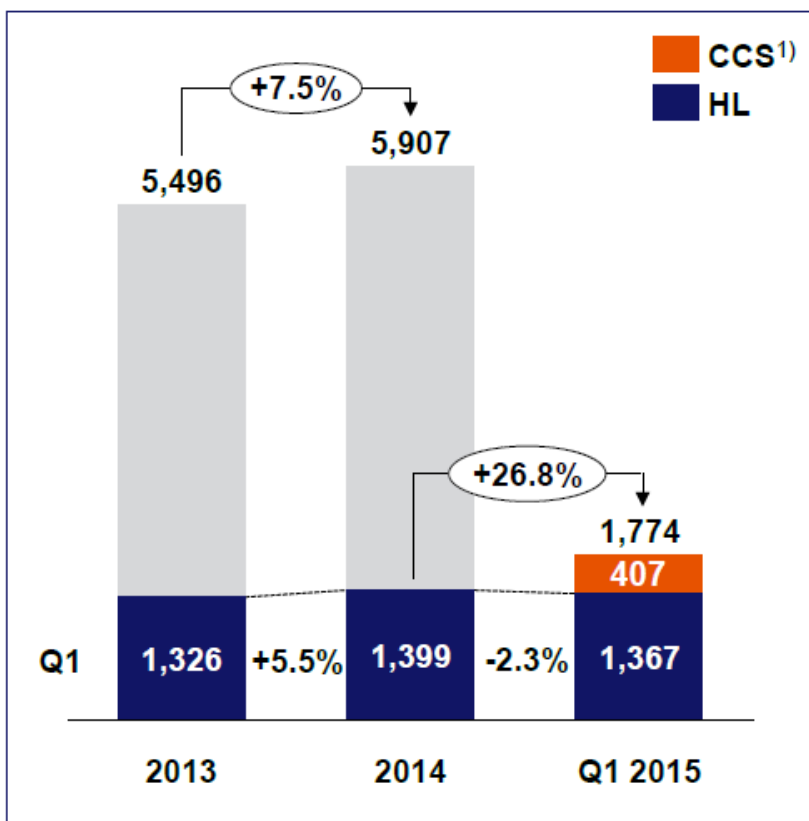
## EBITDA [USD m]





# Transport volumes increased 26.8% due to the CCS integration

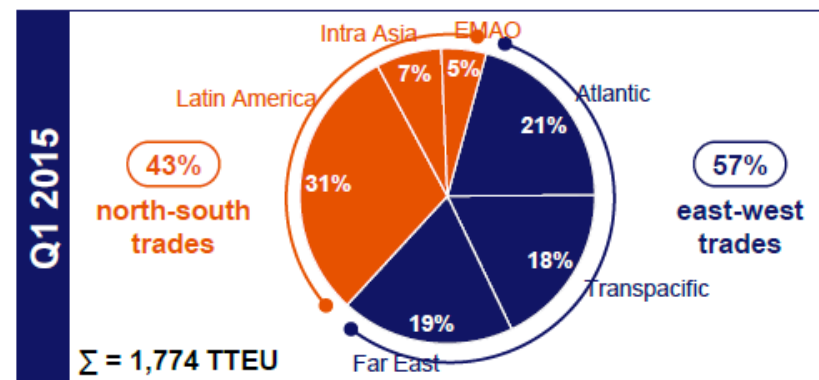
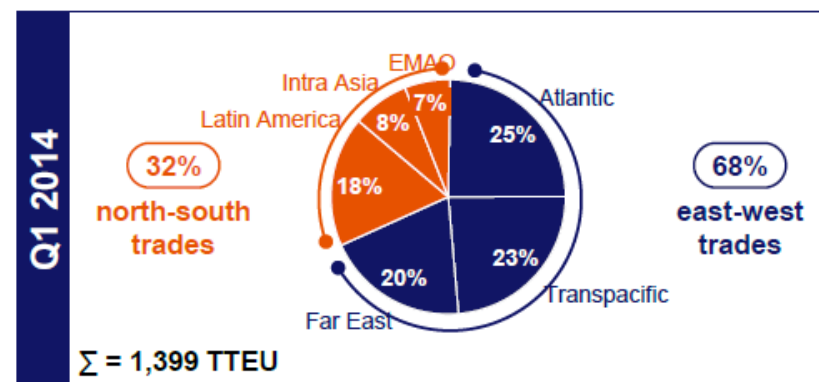
## Transport volume [TTEU]



1) CSAV container shipping activities

Source: Company information

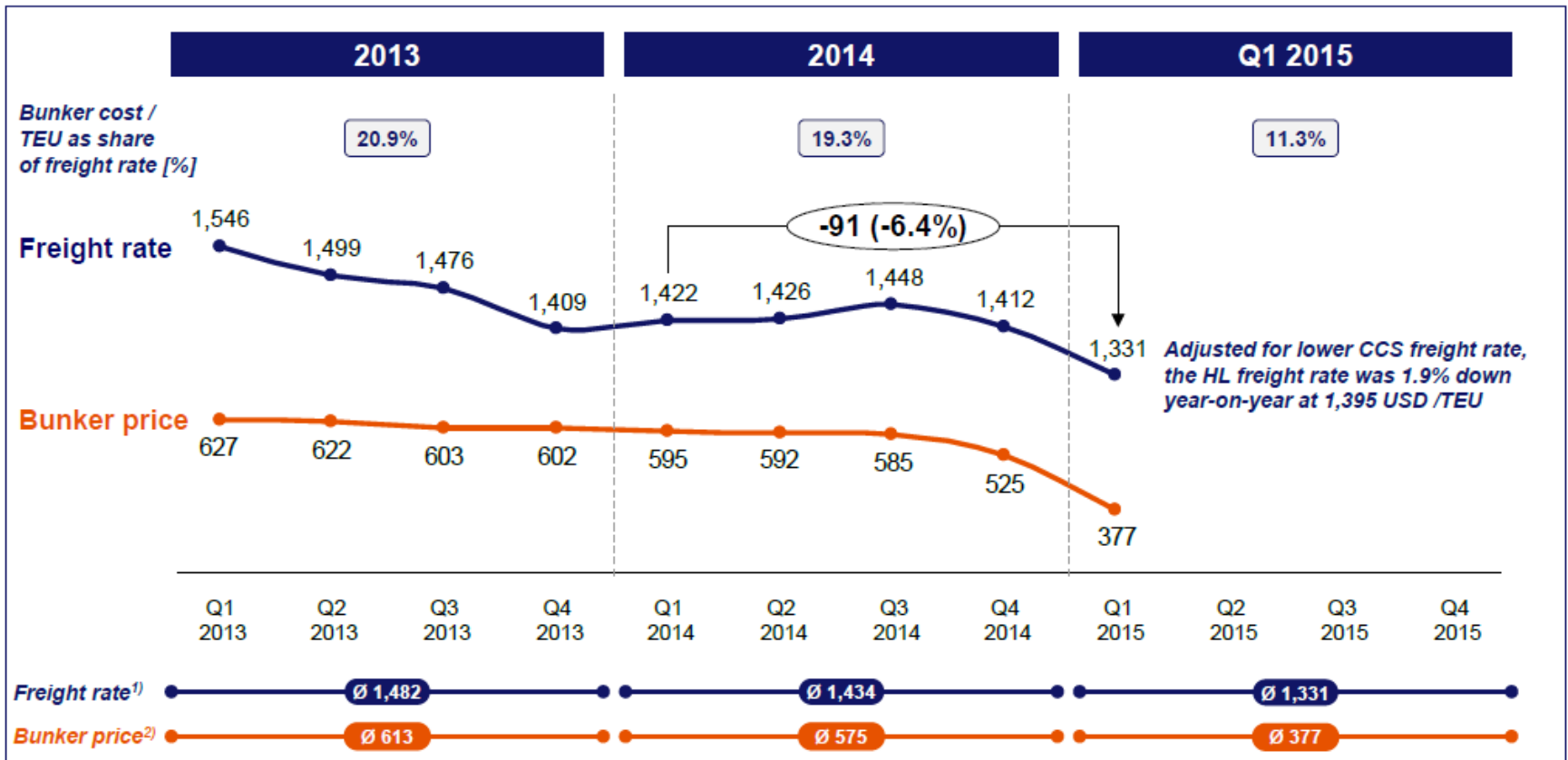
## Breakdown by trade [TTEU]





# Average freight rate decreased by -91 USD/TEU mainly driven by the structurally lower CCS freight rate

Freight rate<sup>1)</sup> [USD/TEU] vs. bunker price<sup>2)</sup> [USD/t]



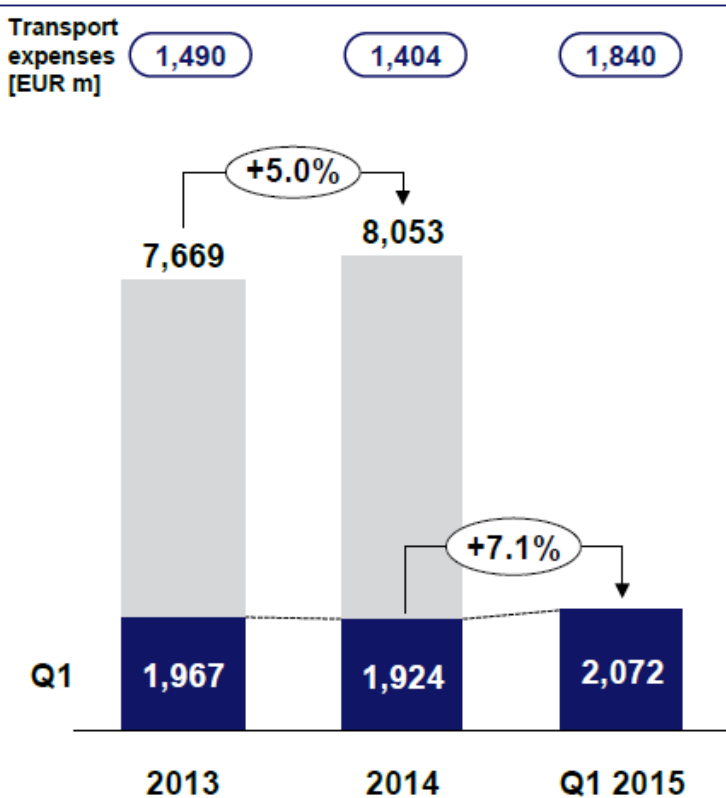
1) Hapag-Lloyd average freight rate per year

2) Hapag-Lloyd average consumption price per year

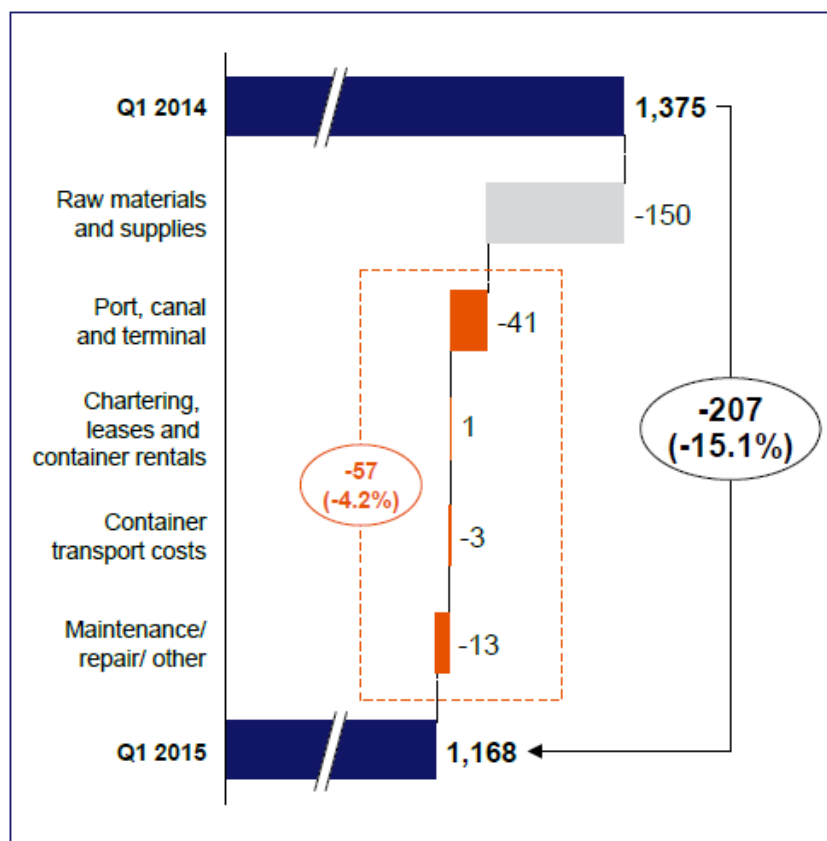


# Transport expenses per TEU decreased by -207 USD/TEU driven by lower bunker costs and initial cost synergies

**Transport expenses [USD m]**



**Transport expenses per TEU [USD/TEU]**





## 4. Cash Position

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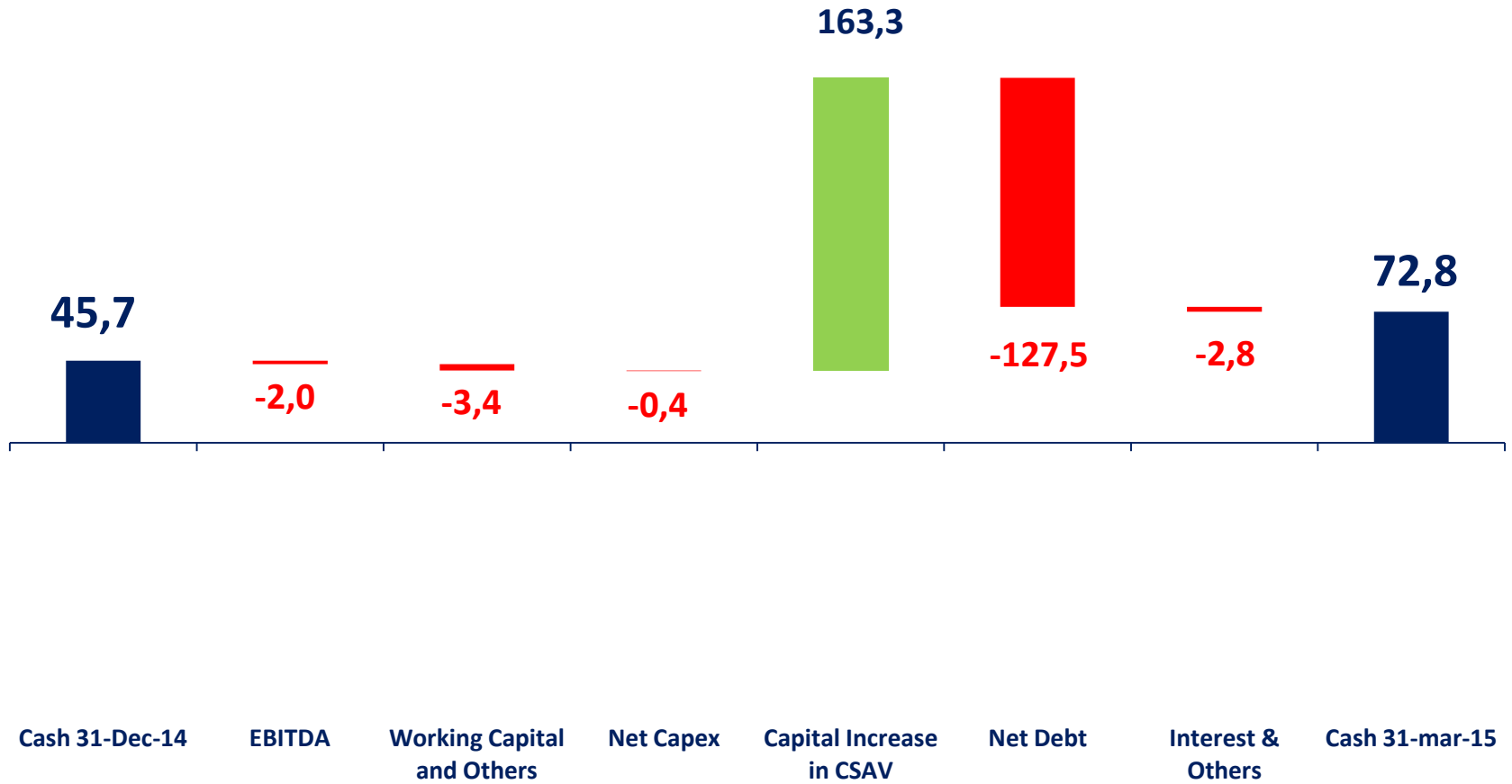






# Cash Position

Graph 6: Cash Position (USD million)





## 5. Outlook

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## On the basis of Q1 2015, Hapag-Lloyd expects a significant improvement in profitability in 2015



Guidance for 2015	
<b>Transport volume</b>	Largely unchanged
<b>Freight rate</b>	Decreasing moderately
<b>EBITDA</b>	Clearly increasing
<b>Operating result<sup>1)</sup></b>	Clearly positive
<b>Liquidity reserve</b>	Remaining adequate

1) EBIT adjusted

Comments
<ul style="list-style-type: none"> <li>■ Guidance for 2015 based on pro-forma inclusion of CCS for 2014 – however, one-off volume and rate effects not taken into account in the guidance               <ul style="list-style-type: none"> <li>• CCS transport volume in 2014 at 1,924 TTEU</li> <li>• CCS avg. freight rate 2014 at 1,174 USD/TEU</li> </ul> </li> <li>■ In the 2014 consolidated financial statements CCS only included from 2 Dec 2014 (i.e. one month)</li> </ul>

Sensitivities for 2015		
<b>Transport volume</b>	+/- 100 TTEU	+/- USD <0.1 bn
<b>Freight rate</b>	+/- 50 USD/TEU	+/- USD ~0.4 bn
<b>Bunker price</b>	+/- 100 USD/t	+/- USD ~0.3 bn
<b>EUR / USD</b>	+/- 0.1 EUR/USD	+/- USD <0.1 bn

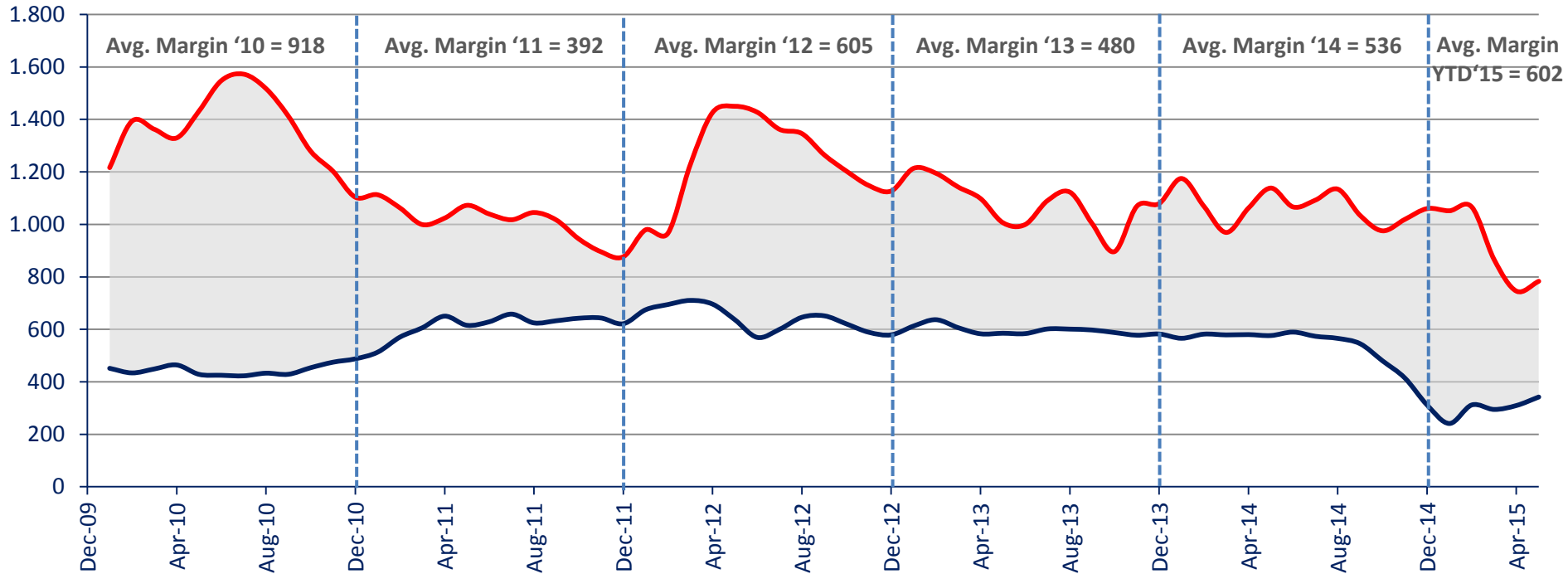
CCS = CSAV container shipping activities



# Outlook

**Graph 7: SCFI vs Rotterdam Platts**

SCFI - RTM Margin    Rotterdam Platts    SCFI



**Notes:**

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- (2) The SCFI index includes: Spot rates for Main Haul trades exports from Shanghai

Margin	Jan-May		
2010	901		
2011	463	Jan-15	811
2012	527	Feb-15	754
2013	526	Mar-15	571
2014	506	Apr-15	436
<b>2015</b>	<b>602</b>	May-15	441





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