

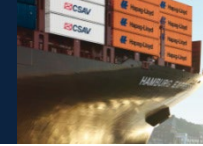


# Investor Presentation

2020 Results

March, 2021





## CSAV

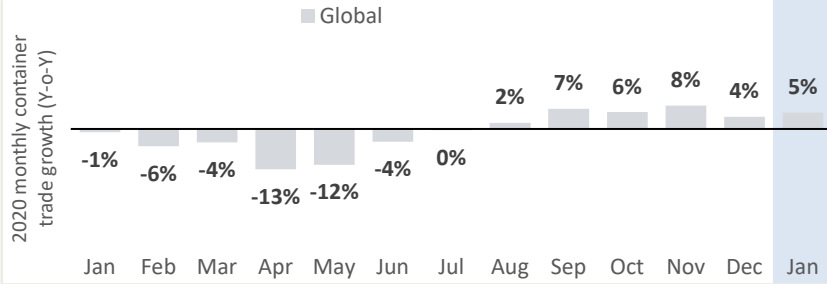
- Net income of US\$ 222.1 million for 2020
- Dividends distribution proposal of US\$ 170 million
- Capital increase for US\$ 350 million completed successfully
- Complete focus on its investment in Hapag-Lloyd

## Hapag-Lloyd, CSAV's main investment

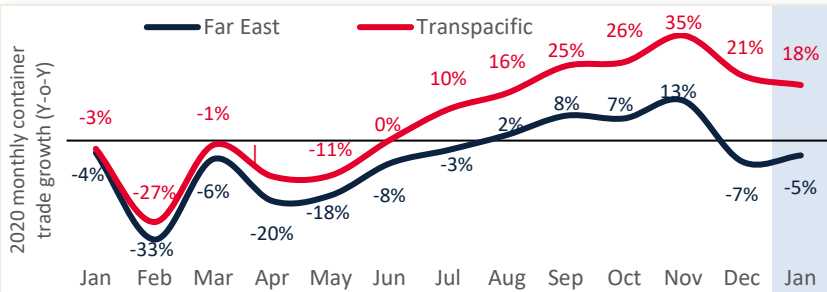
- Net income of around US\$ 1.1 billion for 2020
- EUR 615 million will be proposed for dividend distribution
- Solid free cash flow and improved debt ratios
- Newly placed order for 6X23,500 dual-fuel LNG vessels
- Strong operating performance and lower debt led to historic risk rating



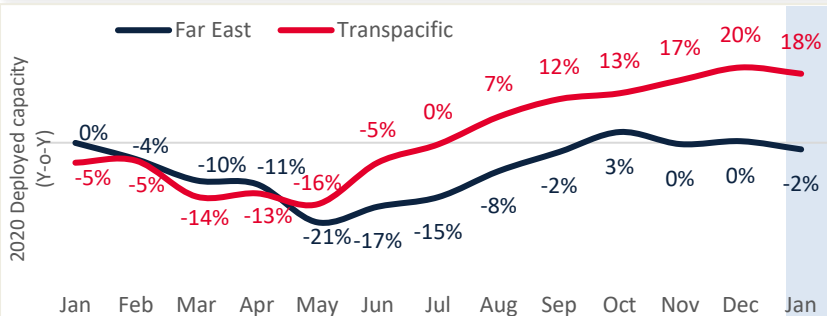
### Heavy demand fluctuations in global demand...



### ...and in major traffics



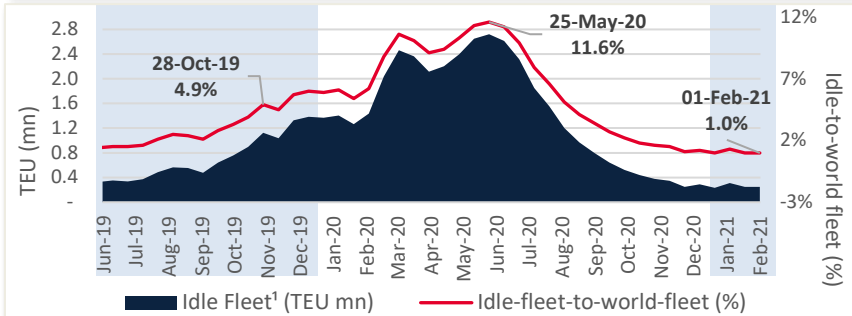
### Capacity adjusted to better deal with demand variation



### Demand explosion in H2 2020 spilling over into 2021

- Noticeable decrease in transport demand and available stocks during H1, mainly due to a drop in sales globally
- Lockdowns and other protection measures redirected consumers' behaviour from services to goods acquisition
- Expectations arisen from vaccines plus fiscal policies applied on different economies drove the demand upwards during H2
- Industry has been vigilant to demand fluctuations, adapting supply effectively throughout the pandemic

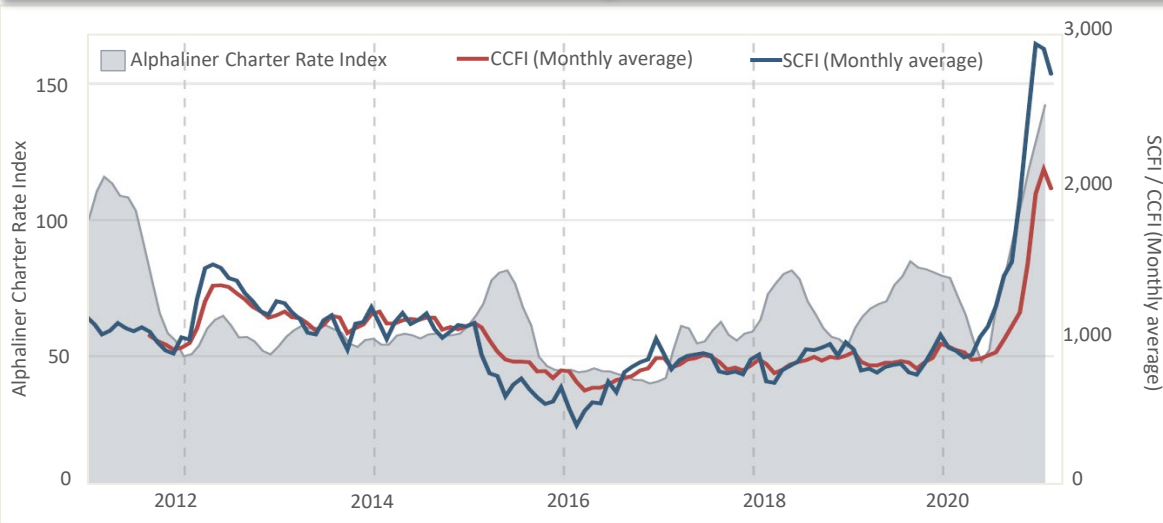
### Idle Fleet decreased on H2 2020 to service demand recovery



Sources: Clarksons Research (March 2021), Alphaliner Monthly Monitor (February 2021)

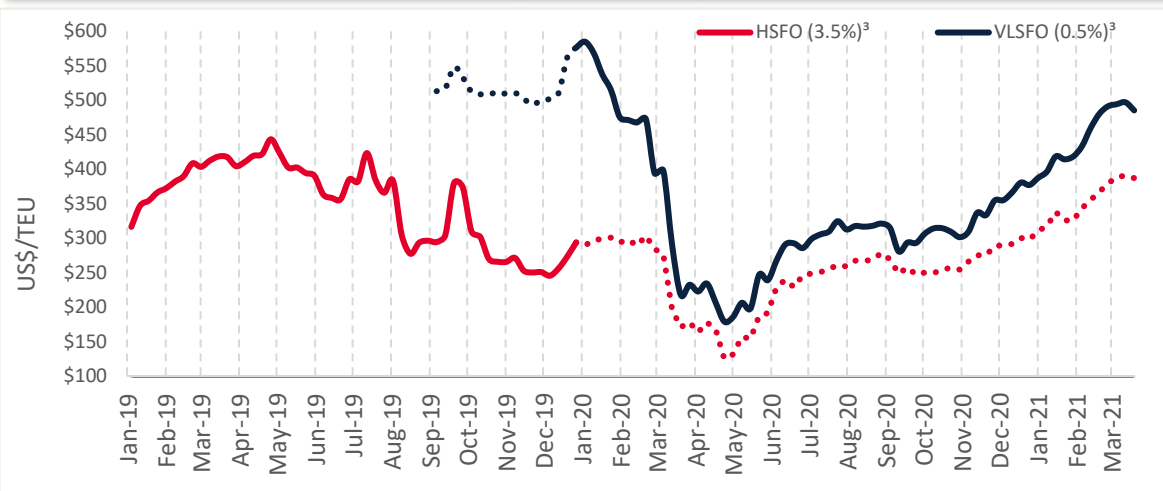


### Charter Rate Index and Freight Rate Indices evolution

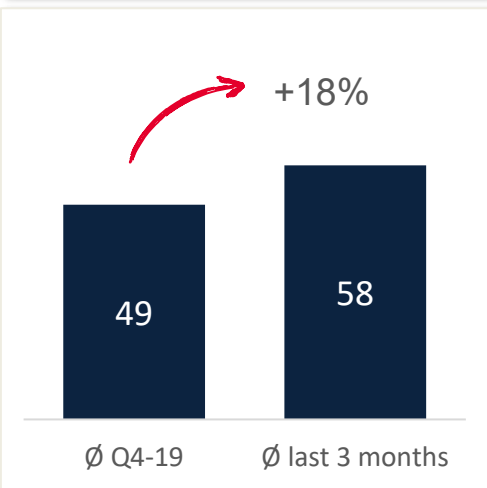


- Operational bottlenecks: mainly on terminals and Inland transport
- Volatile imbalances plus slower turn times causing container shortages

### Bunker price development



### HLAG increasing container usage time [days]

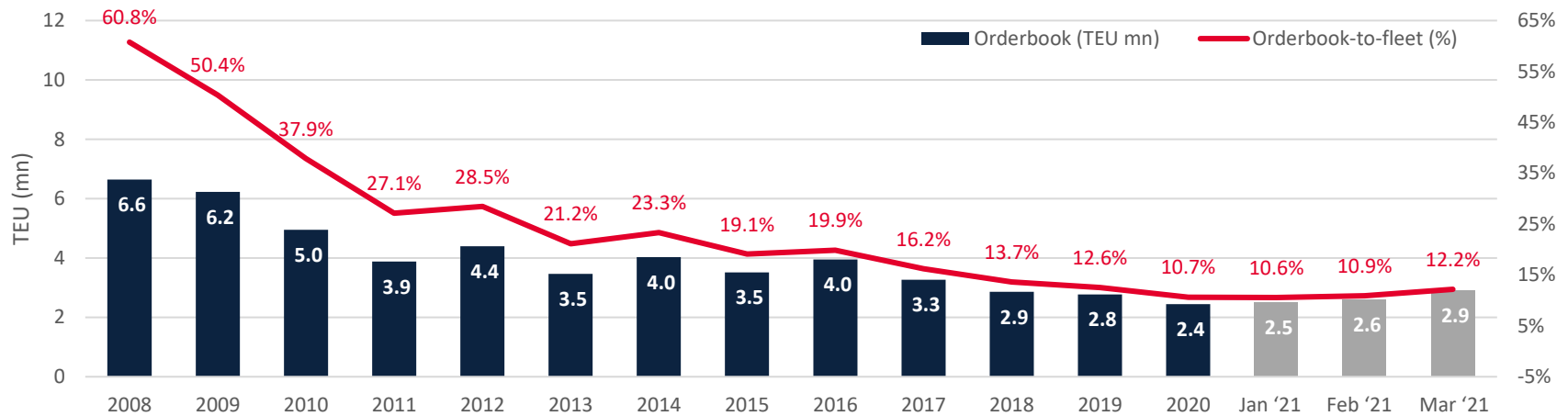


# Industry

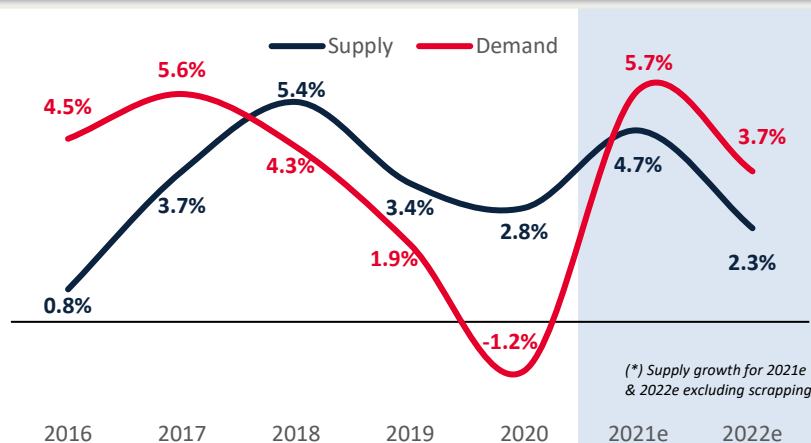
## Supply evolution throughout the years



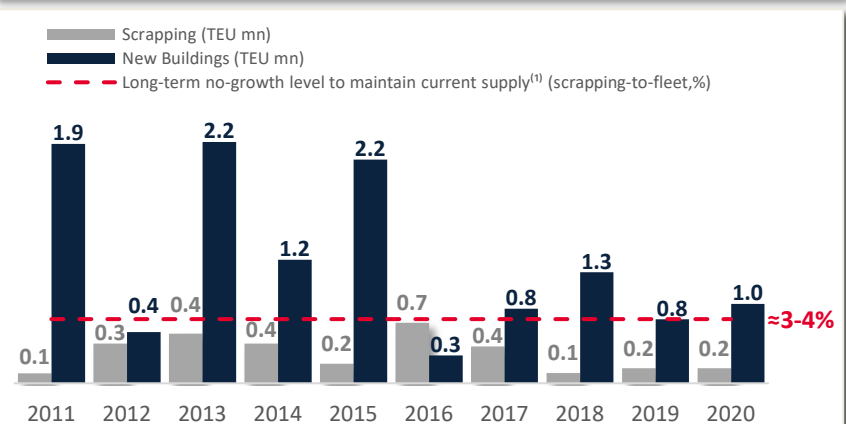
### Record low Orderbook during H1 2020, improving towards Q4 and back to pre-pandemic levels by Q1 2021



### Supply and demand expected to be 'fairly balanced' by mid-term



### 76% of new orders for 2020 placed on Q4, scrapping still at low levels



Source: Clarksons Research (March 2021), Hapag-Lloyd's FY 2020 Results Investor Presentation (March 2021)




Notes:

(1) Assumes a useful life of 25 ≈ 33 years for vessels

# Hapag Lloyd's results

Full Year 2020



FY 2020 Capacity		Financial result FY 2020			
 <b>237</b> Total vessels	 <b>1,719 TTEU</b> Vessels' aggregate capacity		FY 2020	FY 2019	Δ%
		Transported volume (TTEU)	11,838	12,037	(2%) ↓
		Average freight rate (USD/TEU)	1,115	1,072	4% ↑
		Revenue (USD mm)	14,577	14,115	3% ↑
		Transport expenses + D,A & I (USD/TEU)	(1,015)	(1,012)	0% ↑
		Avg. bunker price (USD/ton)	379	416	(9%) ↓
		EBITDA (USD mn)	3,082	2,223	39% ↑
		EBIT (USD mn)	1,501	908	65% ↑
		Net profit (USD mm)	1,068	418	156% ↑
	 <b>2,704 TTEU</b> Containers' aggregate capacity				

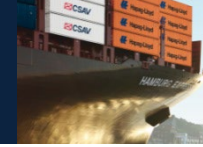


*Figures in USD million*

Result	FY 2020	FY 2019	Y-o-Y
Equity-accounted investees	312.3	147.8	164.5
SG&A	-9.6	-7.8	-1.8
<b>EBITDA (with equity-accounted investees)</b>	<b>302.8</b>	<b>140.1</b>	<b>162.7</b>
Financial result & ex. rate diff.	-24.5	-9.6	-14.9
Taxes	-55.5	-0.1	-55.4
Discontinued operations	-0.6	-5.7	5.1
<b>Net income</b>	<b>222.1</b>	<b>124.6</b>	<b>97.5</b>

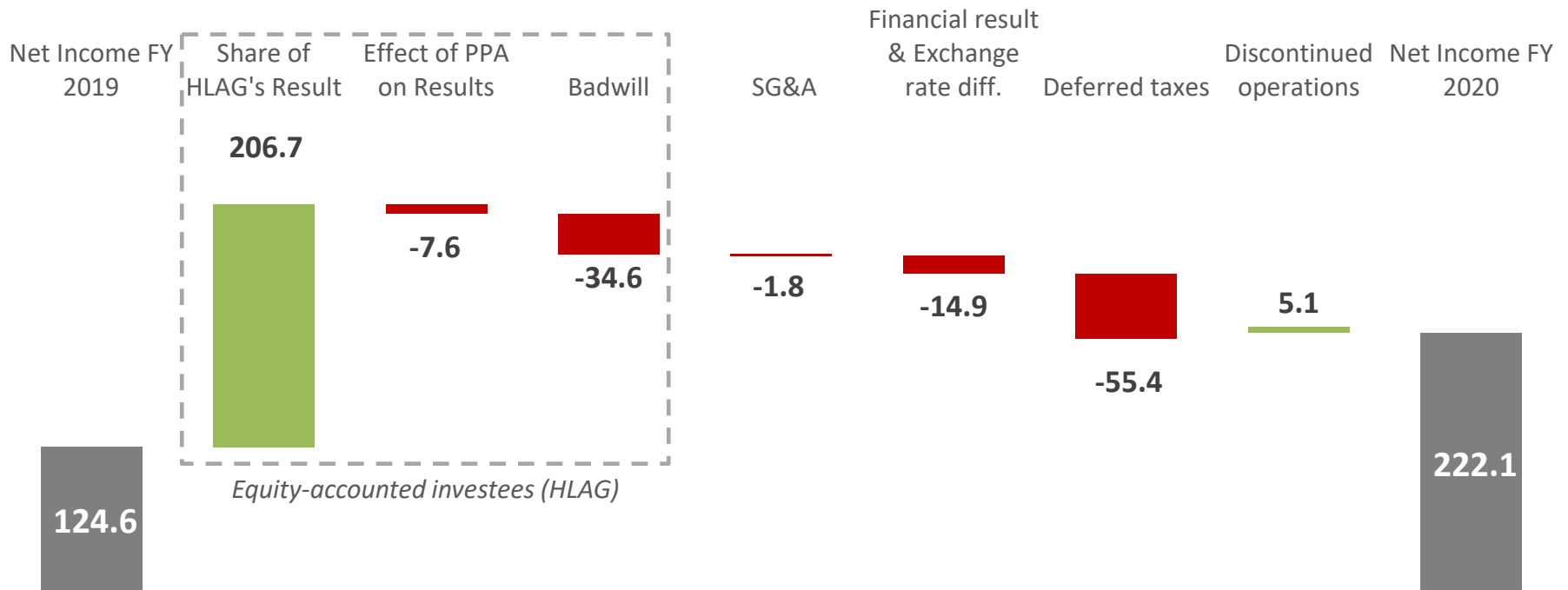
Note:

EBITDA = Equity-accounted investees - Operating loss + Depreciation + Amortization



## CSAV's Net Income 2019 vs 2020

Figures in USD million

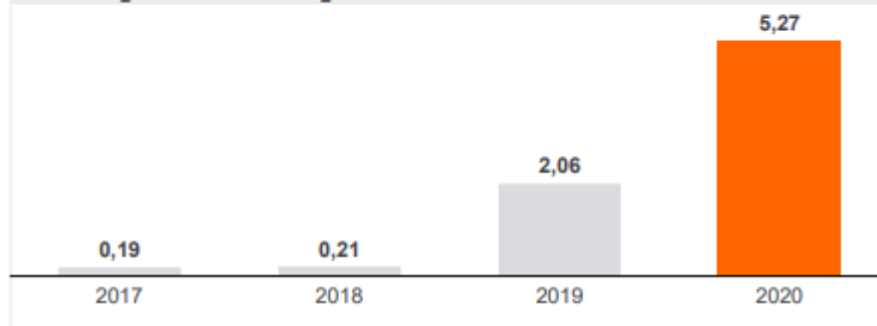






### Based on the strong result in 2020, we propose a dividend of EUR 3.50 per share, while maintaining a prudent financial policy

#### EPS<sup>1)</sup> [EUR/share]

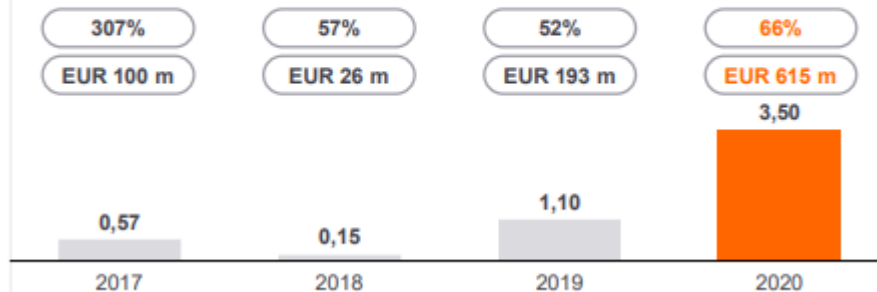


#### Dividend policy

- In general, we intend to distribute at least 30 % of the consolidated profit (IFRS)
- On the basis of the strong result in 2020 and even better prospects for 2021 as well as the very low leverage ratio, the Executive Board has decided to distribute a large portion of earnings
- At the same time, we remain cautious and are willing to maintain our prudent financial policy

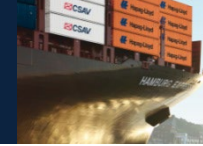
#### DPS [EUR/share]

Dividend ratio based on EAT<sup>1)</sup>

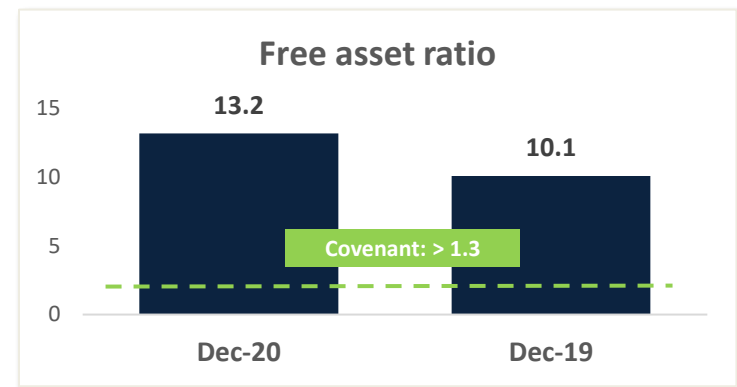
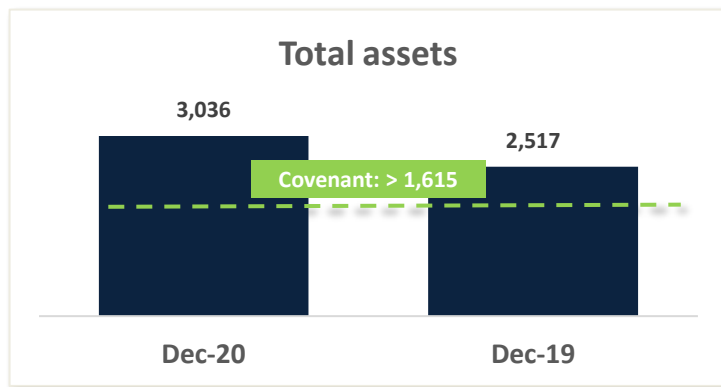
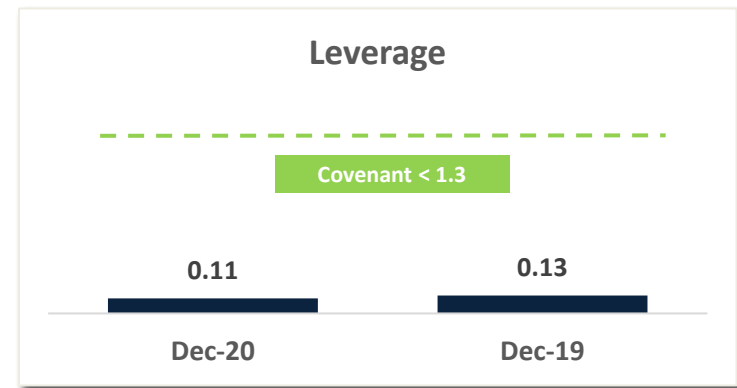
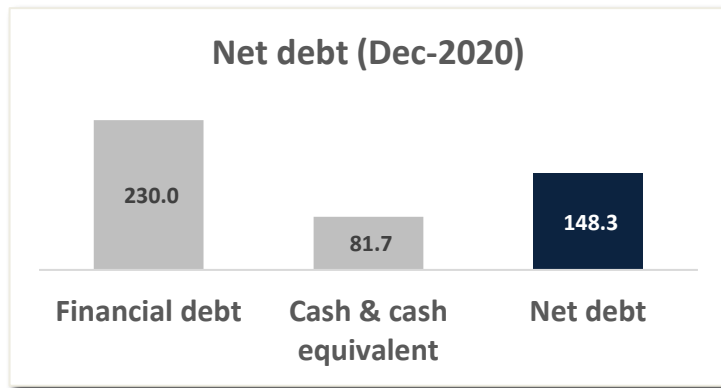


#### Financial policy

- Maintain financial solidity by keeping the right balance between shareholder participation, debt repayment, and additional investments
- Strong focus on cash, liquidity & cost management
- Strong M&A track record, with clear focus on our core competencies (pure play container liner)



Figures in USD million





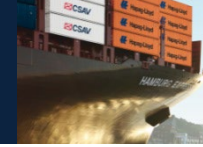
## HLAG's 2021 guidance: strong earnings growth expected

	2020	Guidance for FY 2021 (*)		
 <b>Transport volume</b>	11,838 TTEU	Increasing slightly		
 <b>Avg. freight rate</b>	1,115 USD/mt	Increasing clearly		
 <b>Avg. bunker consumption price</b>	379 USD/mt	Increasing clearly	Q1 2020	Guidance for Q1 2021
 <b>EBITDA</b>	USD 3,082 m	Increasing clearly	USD 0.5 bn	> USD 1.8 bn
 <b>EBIT</b>	USD 1,501 m	Increasing clearly	USD 0.2 bn	> USD 1.5 bn

(\*) Subject to considerable uncertainty due to a number of factors, including:

- the above average volatility of freight rates at this time;
- operational challenges caused by existing infrastructural bottlenecks, among other things;
- and the inability to predict the further course or economic impacts of the coronavirus pandemic.

Unlike in previous years, a large proportion of the 2021 earnings will already be generated in the first one or two quarters of the year.



- CSAV has kept an exclusive focus on its stake in Hapag-Lloyd aiming to be an efficient pass-through vehicle to obtain exposure in Hapag-Lloyd.
- The CSAV Annual Shareholders Meeting will take place on April 23<sup>rd</sup> and due to the pandemic, it will be conducted remotely. Shareholders will vote on the proposed dividend distribution, after 10 years without dividends.
- The entire supply chain is facing challenging times because of the pandemic, and although the Shipping industry has made a visible effort in deploying its full capacity, there are still evident issues in terms of volume left unserved (explosive demand increase) and the consequent fluctuation in freight rates.
- As for the foreseeable future, demand and supply looks fairly balanced, although there are still some uncertainty due to Covid-19 backlashes.
- Once this, What happens in the future will have a significant impact both in transport volumes growth and freight rates (which has been on the rise due to the demand volatility).
- Hapag-Lloyd expects a very strong Q1 and FY 2021 thanks to strong demand projections, however, remains cautious given the still considerable uncertainty from the pandemic.
- After distributing a large portion of the 2020 earnings for the dividend distribution, Hapag-Lloyd is focused on maintaining its solid financials balancing shareholder participation, debt repayment, and additional investments, while continuing to focus on active cost management, cash and liquidity.
- Hapag-Lloyd's Strategy 2023 within the company's priorities for 2021