



MAY 2023



## **OPENING REMARKS**

# CSAV



- 1Q23 – US\$598 mn in profits driven by the performance of Hapag-Lloyd
- US\$ 0,03252 app per share is the dividend approved (app. 26 CLP/share)
  - Ex-dividend date: May 20

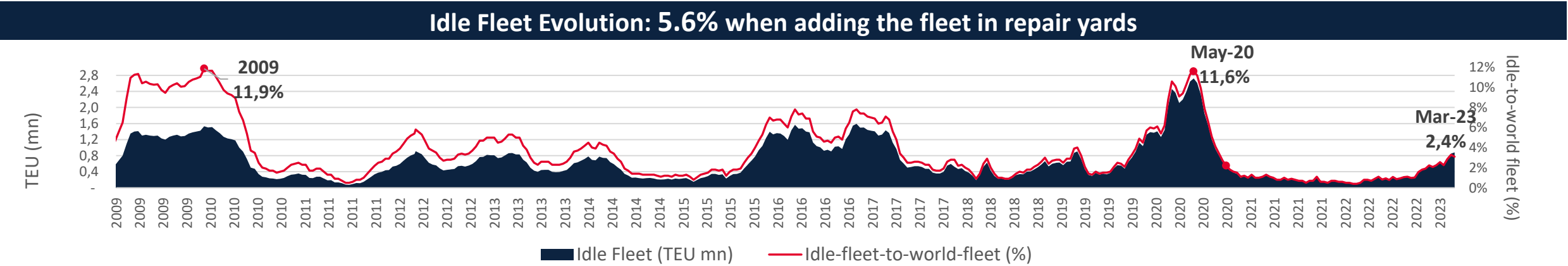
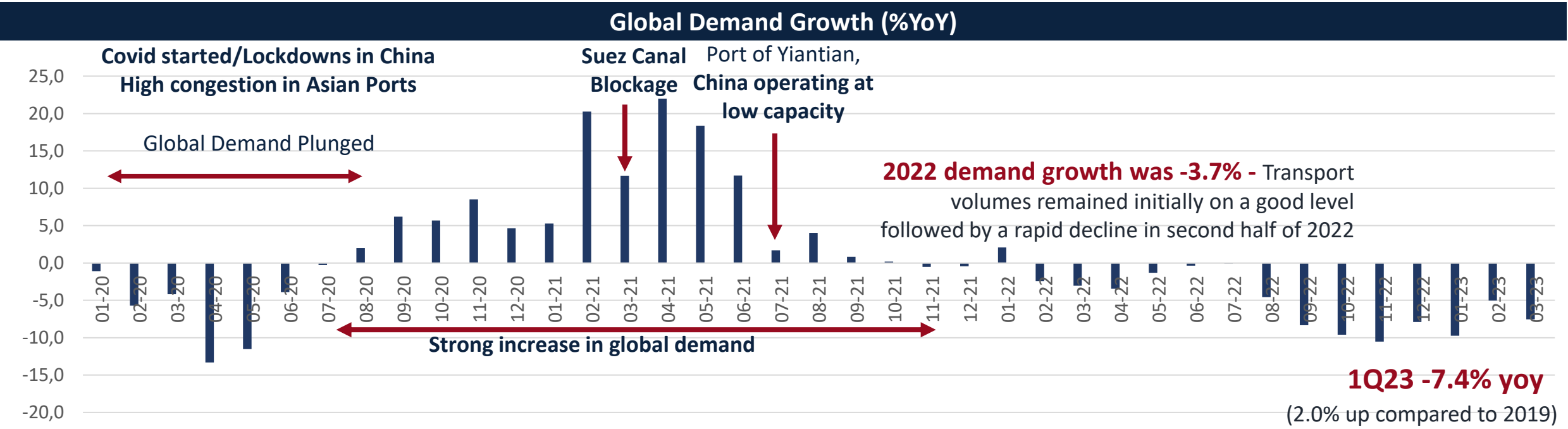


## Hapag-Lloyd, CSAV's main investment

- + Good start of 2023, considering a market normalization process. Revenues decreased (-33%yoy) due to lower freight rates (-28%yoy) and lower volumes (-5%yoy)
- + Transport expenses in 1Q23 decreased (-2%yoy) as a result of lower volume, but increased in a cost per TEU basis (3.4%yoy)
- + Spot rates have been declining since the second half of 2022, reflecting a weakening in demand, ease of congestion and more vessel deliveries. In 1Q23 spot has stabilized.
- + Financial KPIs remained on an exceptional level in 1Q23 despite challenging market environment
- + According to the HLAG Strategy 2023, the purchase of 40% of JM Baxi, a company with terminals and logistics infrastructure in India was approved.
- + 2023 Outlook confirmed: Earnings normalization expected due to fundamentally different market conditions

# DEMAND EVOLUTION 2020-2023

**VOLATILE DEMAND GROWTH** DURING THE COVID PANDEMIC

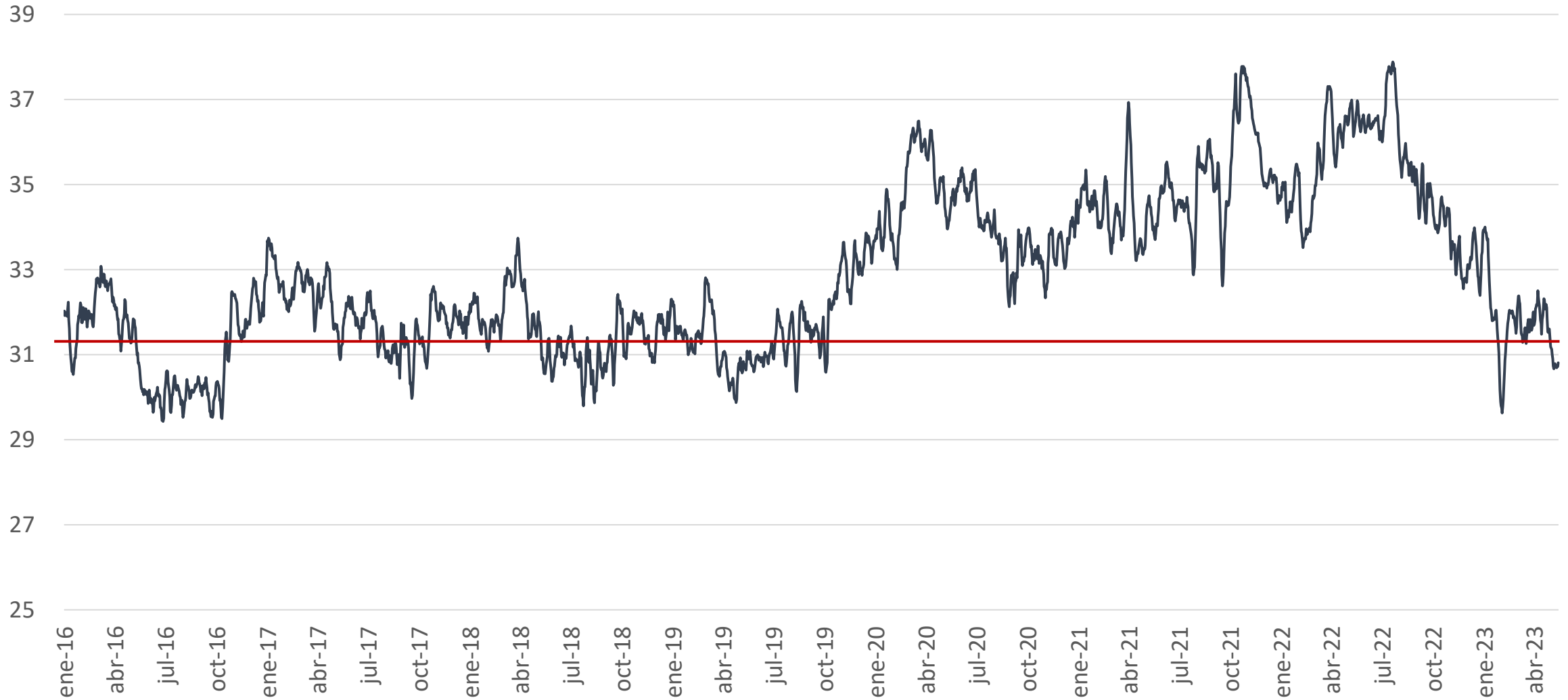




# INDUSTRY

## CONGESTION HAS DISSIPATED

Port Congestion Index (fleet outside ports)



Source: Clarksons Research (MaY 2023)

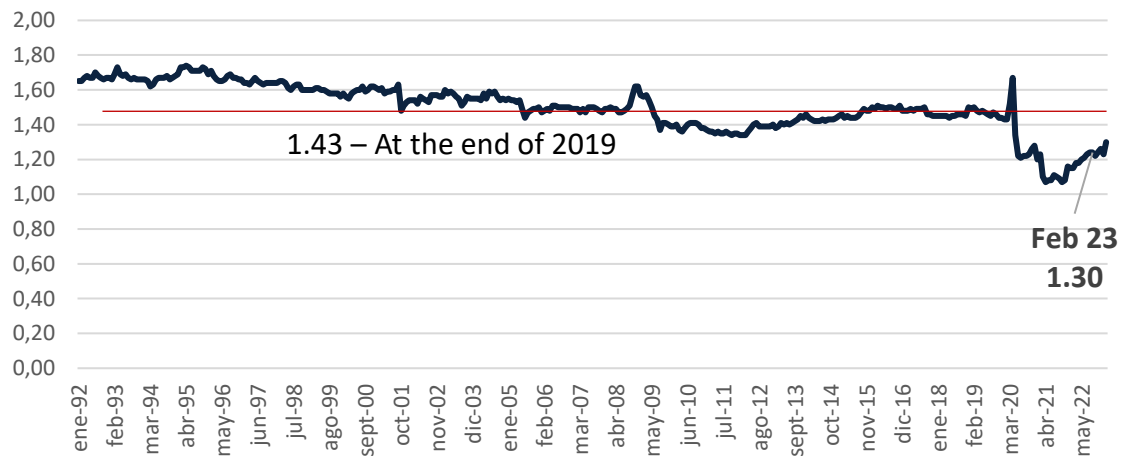
 **INDUSTRY**

**INVENTORY STOCK LEVELS**

**EU Inventory Variation QoQ (mn euros)**



**Retail Inventory / Sales Ratio in the US (%)**

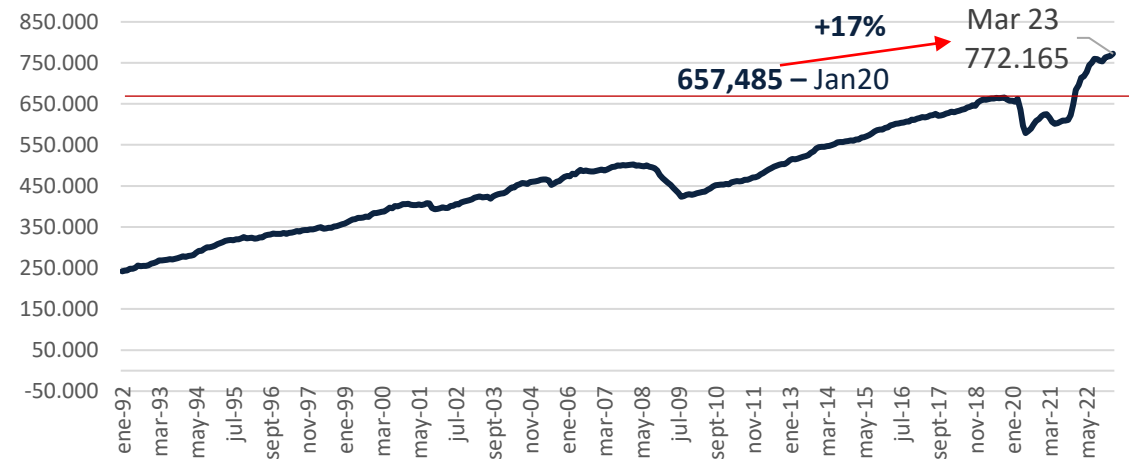


Source: US bureau of statistics EU statistics



**Demand for container transport remained on a low level in Q1 2023 as a result of inventory de-stocking**

**Total Retail Inventory in the US (mn usd)**

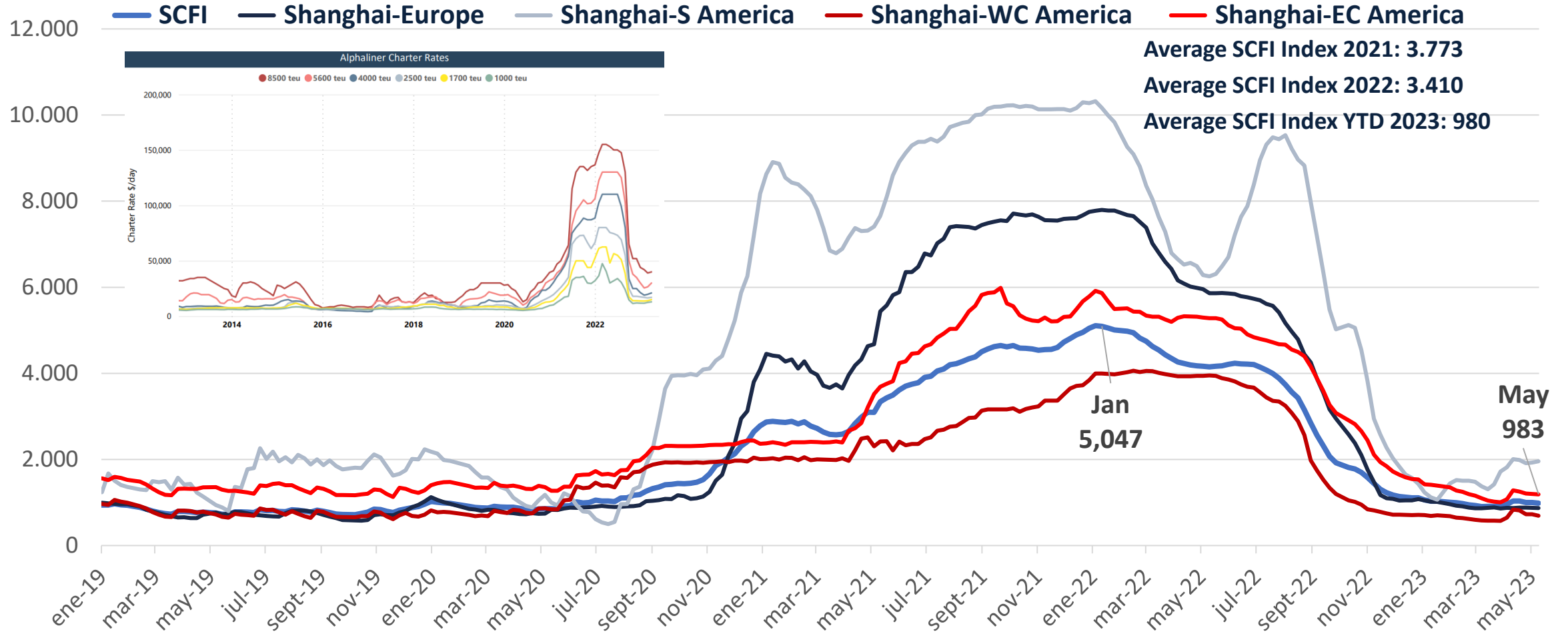




# INDUSTRY

**FREIGHT RATES STABLE, YET BELOW THE LONG-TERM EQUILIBRIUM**

## Freight Rates Evolution (US\$/TEU)



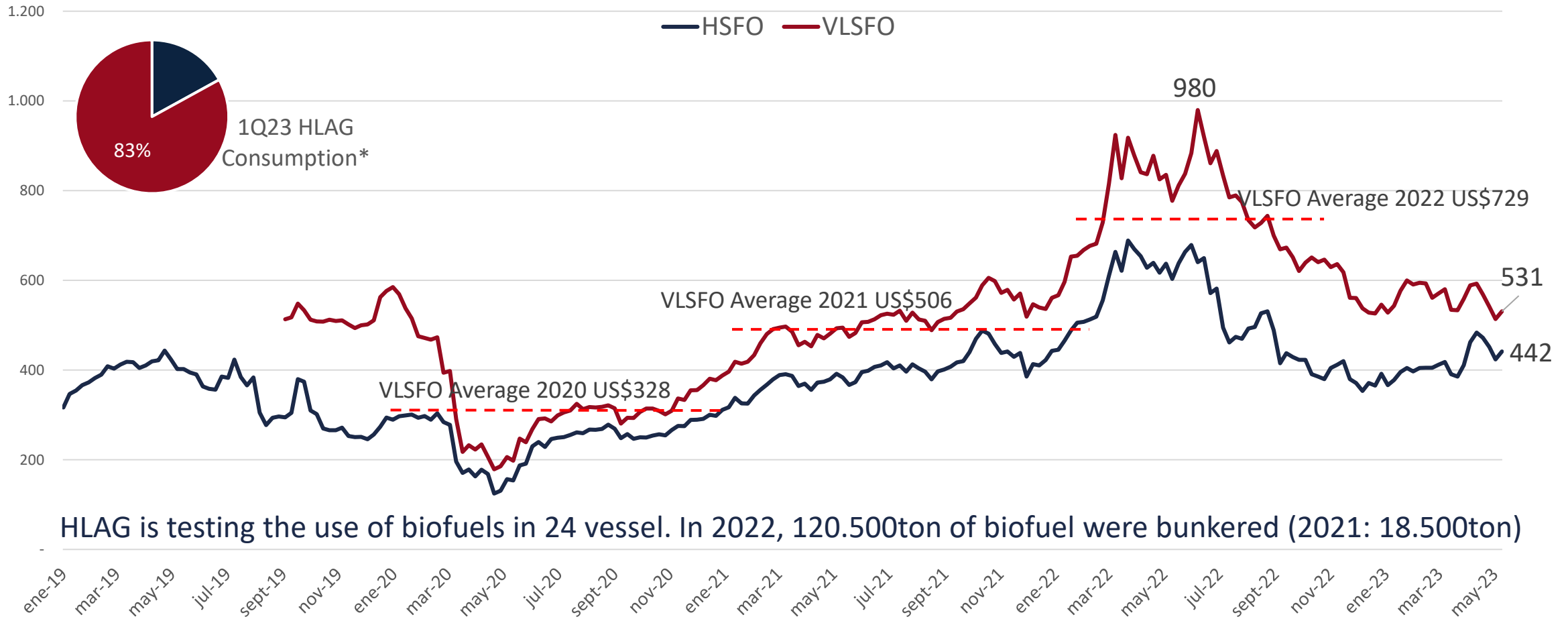
Source: Clarksons Research (May 2022)



# INDUSTRY

**HIGHER** BUNKER COSTS COMPARED TO 1Q22 (lower than 4Q22)

## Bunker price development (US\$/Ton)

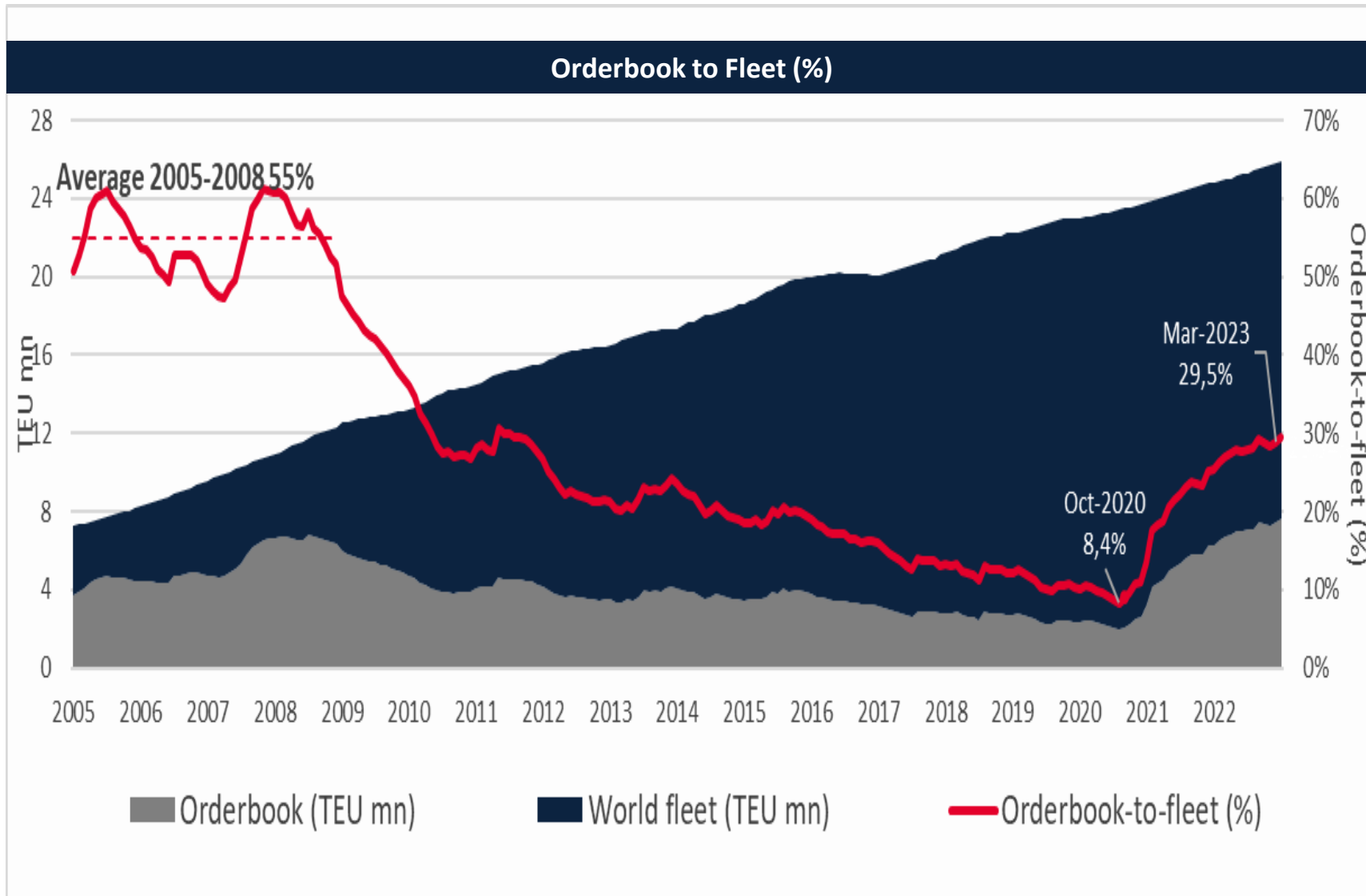


HLAG is testing the use of biofuels in 24 vessel. In 2022, 120.500ton of biofuel were bunkered (2021: 18.500ton)



# INDUSTRY

## SUPPLY **EVOLUTION** THROUGHOUT THE YEARS



- + Demand will likely remain subdued until destocking cycle is completed
- + New capacity will likely exceed demand in the next quarters
- + Scrapping, slippage and slow steaming might offset strong newbuild supply partly

Notes:  
 (1) Assumes a useful life of 25 ~ 33 years for vessels

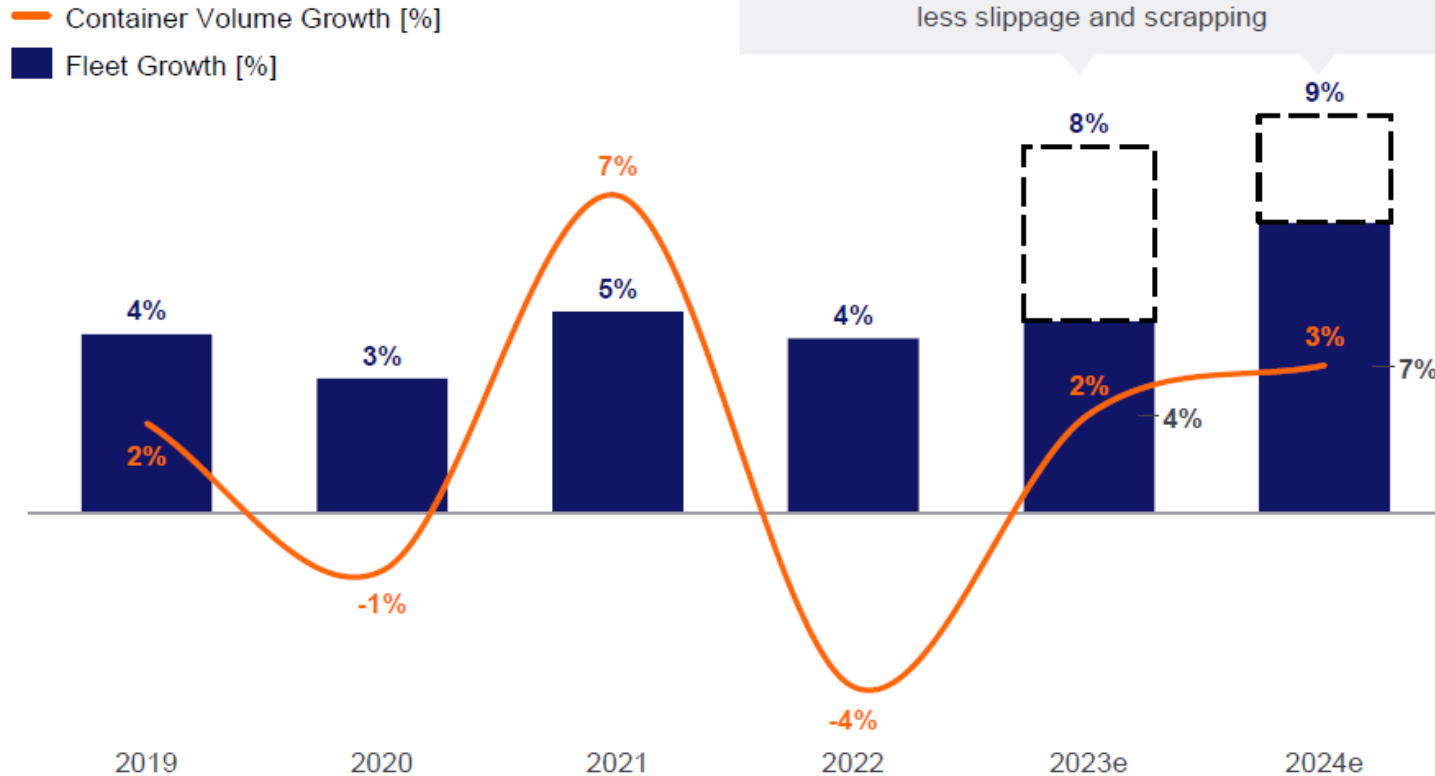




# INDUSTRY

## ZOOM TO THE SUPPLY/DEMAND BALANCE

### Supply & Demand Balance



### Effective Capacity Growth

#### Capacity growth

	2023
Schedule deliveries	10%
Less slippage to following years	-2% to -4%
Less scrapping	-1% to -3%

#### Nominal fleet growth

Ease of port congestion	+7% to 8%
CII Effect	-5% to -7%

#### Effective capacity growth

**3 to 10%**

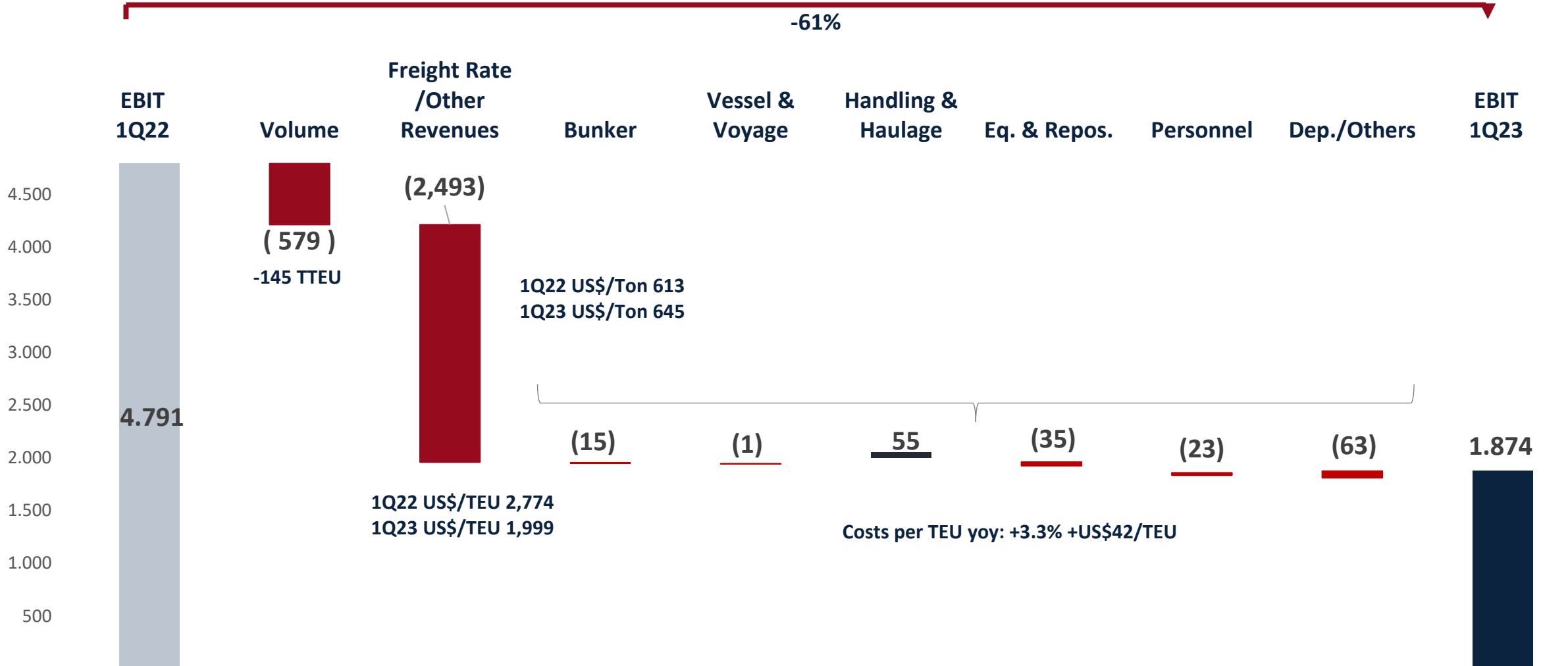
### Average Speed








# HLAG'S RESULTS

RESULTS ARE DECLINING AFTER THE COVID PERIOD

## 1Q22 EBIT vs 1Q23 EBIT MMUS\$



OUTLOOK FOR THE FULL YEAR **2023 WAS CONFIRMED AND CONSIDERS A GRADUAL NORMALIZATION OF EARNINGS**

	FY 2022	Guidance FY 2023 (*)
 <b>Transport volume</b>	11,843 TTEU	Increasing slightly
 <b>Avg. freight rate</b>	2,863 USD/TEU	Decreasing clearly
 <b>Avg. bunker consumption price</b>	753 USD/mt	Decreasing clearly
 <b>EBITDA</b>	USD 20,474 m	USD 4,300-5,500 m
 <b>EBIT</b>	USD 18,467 m	USD 2,100-4,300 m

(\*) In view of the ongoing COVID-19 pandemic, the current situation in Ukraine, and the current inflation the forecast is subject to considerable uncertainty.

# HLAG – RECENT ACQUISITION

JM BAXI 40% STAKE – OPERATION APPROVED



Continue to build a terminal portafolio to enable quality and cost improvement

JM Baxi:

- Operates 5 container terminals + 2 new won concessions
- 1.4 MTEU container throughput p.a.
- Hinterland logistics
- India: fast growing economy



# HLAG CONTINUES UPGRADING ITS FLEET, DIGITISING ITS BUSINESS AND IMPROVING ITS PRODUCT OFFERS

## SHIP GREEN Emissions Avoidance

- With "Ship Green", customers can opt for up to 100% emission-free sea transport of their cargo in the future
- By using biofuel, CO2 emissions can be further reduced in a targeted manner



## NEWBUILDINGS



High Reefer

**10 x 13k TEU**

delivery 07/22 – 09/24

Dual-Fuel LNG

**12 x 23,5 + k TEU**

delivery 06/23 – 04/25

## FLEET UPGRADE PROGRAM



**6 – 7%**  
Fuel savings

**70 – 100 TTEU**  
Capacity increase

**USD 750 m**  
Σ Investments in 2022 - 2027

## CONTAINER TRACKING



Equipment of **all containers** with **tracking devices** by the end of 2024

## DIGITALISATION



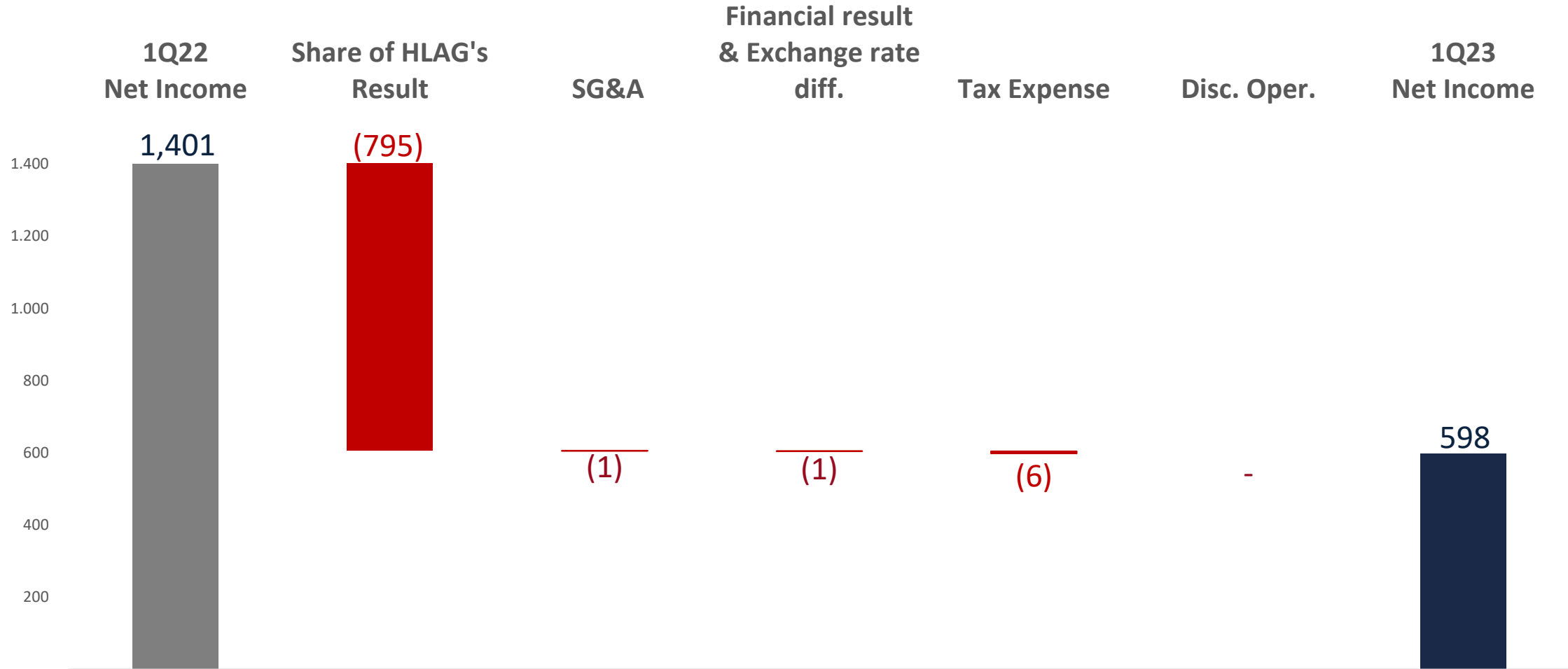
More than **20 digital products** available online  
**Renewal** and expansion of **Hapag-Lloyd IT infrastructure** worldwide



# CSAV's RESULTS

1Q22 vs 1Q23

## Net Income 1Q22 vs 1Q23





# CSAV's RESULTS

## BALANCE SHEET 1Q23 vs 4Q22

### Main reasons in MMUS\$

ASSETS	As of March 31,	As of December 31,	Change	
	2023	2022	%	MM US\$
	MM US\$	MM US\$		
<b>Current assets</b>	<b>605,7</b>	<b>611,4</b>	<b>(0,9%)</b>	<b>(5,7)</b>
Cash and cash equivalents	84,0	97,2	(13,5%)	(13,2)
Current tax assets	521,4	513,8	1,5%	7,5
Other	0,3	0,4	(21,1%)	(0,1)
<b>Non-current assets</b>	<b>10.293,0</b>	<b>9.685,2</b>	<b>6,3%</b>	<b>607,8</b>
Equity method investments	9.775,1	9.169,7	6,6%	605,4
Deferred tax assets	504,6	502,3	0,5%	2,3
Investment property and Other	13,3	13,3	0,1%	0,0
<b>Total assets</b>	<b>10.898,6</b>	<b>10.296,6</b>	<b>5,8%</b>	<b>602,1</b>

LIABILITIES AND EQUITY	As of March 31,	As of December 31,	Change	
	2023	2022	%	MM US\$
	MM US\$	MM US\$		
<b>Current liabilities</b>	<b>2.456,0</b>	<b>2.272,0</b>	<b>8,1%</b>	<b>184,0</b>
Financial liabilities, current	569,4	560,9	1,5%	8,5
Commercial and others, current	11,8	17,7	(33,1%)	(5,9)
Tax Liabilities, current	10,0	9,8	1,4%	0,1
Other	1.864,9	1.683,6	10,8%	181,2
<b>Non-current liabilities</b>	<b>111,2</b>	<b>110,1</b>	<b>1,0%</b>	<b>1,2</b>
Financial liabilities, non-current	99,6	99,6	0,0%	0,0
Other	11,6	10,5	10,7%	1,1
<b>Total equity</b>	<b>8.331,4</b>	<b>7.914,5</b>	<b>5,3%</b>	<b>416,9</b>
<b>Total liabilities and equity</b>	<b>10.898,6</b>	<b>10.296,6</b>	<b>5,8%</b>	<b>602,1</b>

+ Higher cash needs – explanation on next slide

+ EUR/US\$ effect over tax credits to be recovered for withholding of 26.375% of the dividend received from HLAG

+ HLAG profit @30%: +607.1 mn  
+ Other Reserves: -1.7mn

+ Expenses from the period

+ Itaú loan paid: -5.2mn  
+ Accrued Interests & others: +7.9mn  
+ Mark-to-market CCS: +5.8

+ Employee tax paid: -3.3mn  
+ Director's fee: -2.3mn

+ 1Q23 Minimum Dividend provision : 179.4mn

+ Net Income of the period: +598.0mn  
+ 1Q23 Dividend Provision: -179.4mn  
+ Other reserves: -1.6mn



# CSAV's RESULTS

## CASH FLOW 1Q23 vs 1Q22

Statements of Cash Flow	As of March 31,		Change	
	2023	2022		
Cash and cash equivalents at the beginning of the period	97,2	23,7	310,3%	73,5
<b>Cash flows from operating activities</b>	<b>(9,1)</b>	<b>(3,8)</b>	<b>138%</b>	<b>(5,2)</b>
Payments from operating activities	(9,1)	(3,8)	138%	(5,2)
Income taxes and other	0,0	(0,0)	(100%)	0,0
<b>Cash flows from investing activities</b>	<b>0,9</b>	<b>2,8</b>	<b>(69%)</b>	<b>(2,0)</b>
Purchase (sale) of property, plant and equipment, net	(0,0)	2,8	(101%)	(2,8)
Interest received and other	0,9	0,0	8710%	0,9
<b>Cash flows from financing activities</b>	<b>(5,2)</b>	<b>(5,2)</b>	<b>1%</b>	<b>(0,0)</b>
Loans paid to non-related parties	(5,0)	(5,0)	0%	0,0
Interest paid and other payments	(0,2)	(0,2)	15%	(0,0)
Exchange rate effect	0,3	0,0	1145%	0,3
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(13,2)</b>	<b>(6,2)</b>	<b>113%</b>	<b>(7,0)</b>
Cash and cash equivalents at the end of the period	84,0	17,5	380%	66,5

### Main reasons in MMUS\$

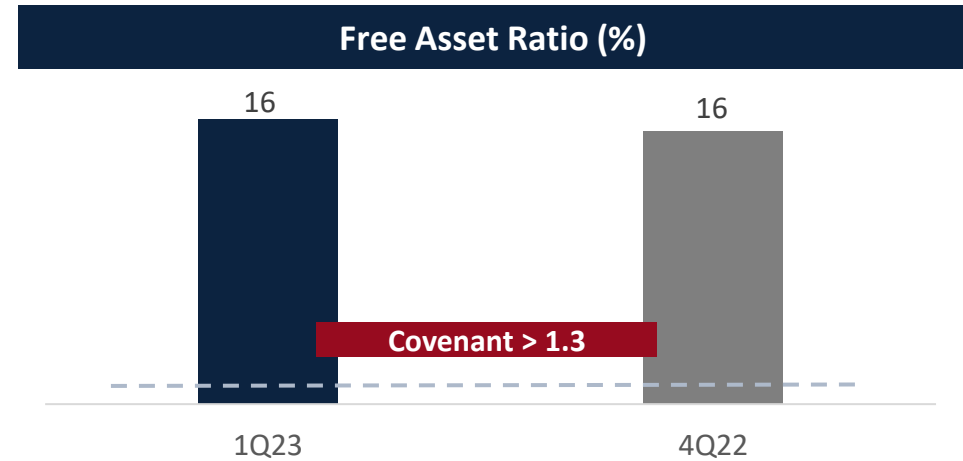
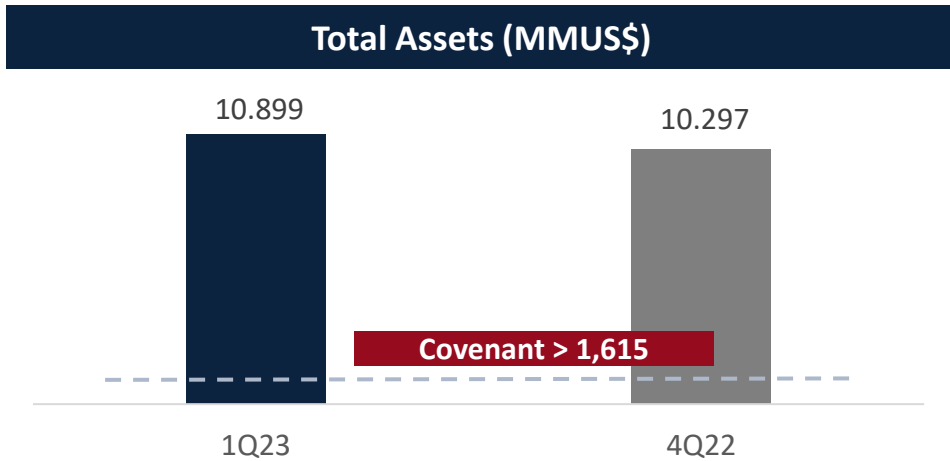
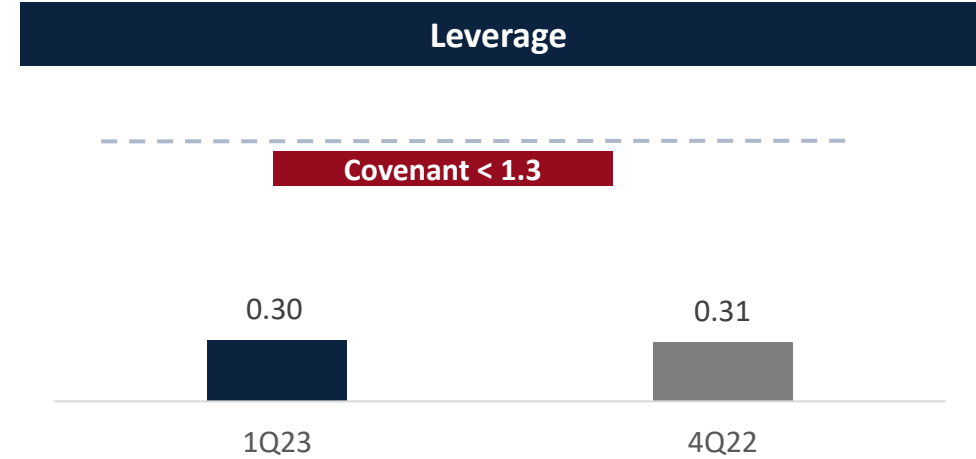
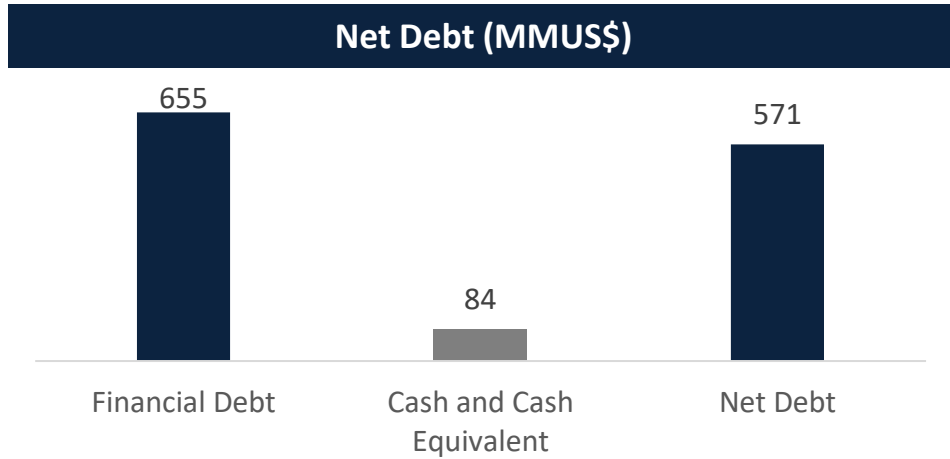
**1Q23:**  
 + G&A & HR expenses: -6.9mn  
 + Pending Board Member Fee: -2.2mn  
**1Q22:**  
 + G&A & HR expenses: -3.8mn

**1Q23:**  
 + Interests on time deposits: +0.9mn  
**1Q22:**  
 + Net Asset Sale: +2.8mn

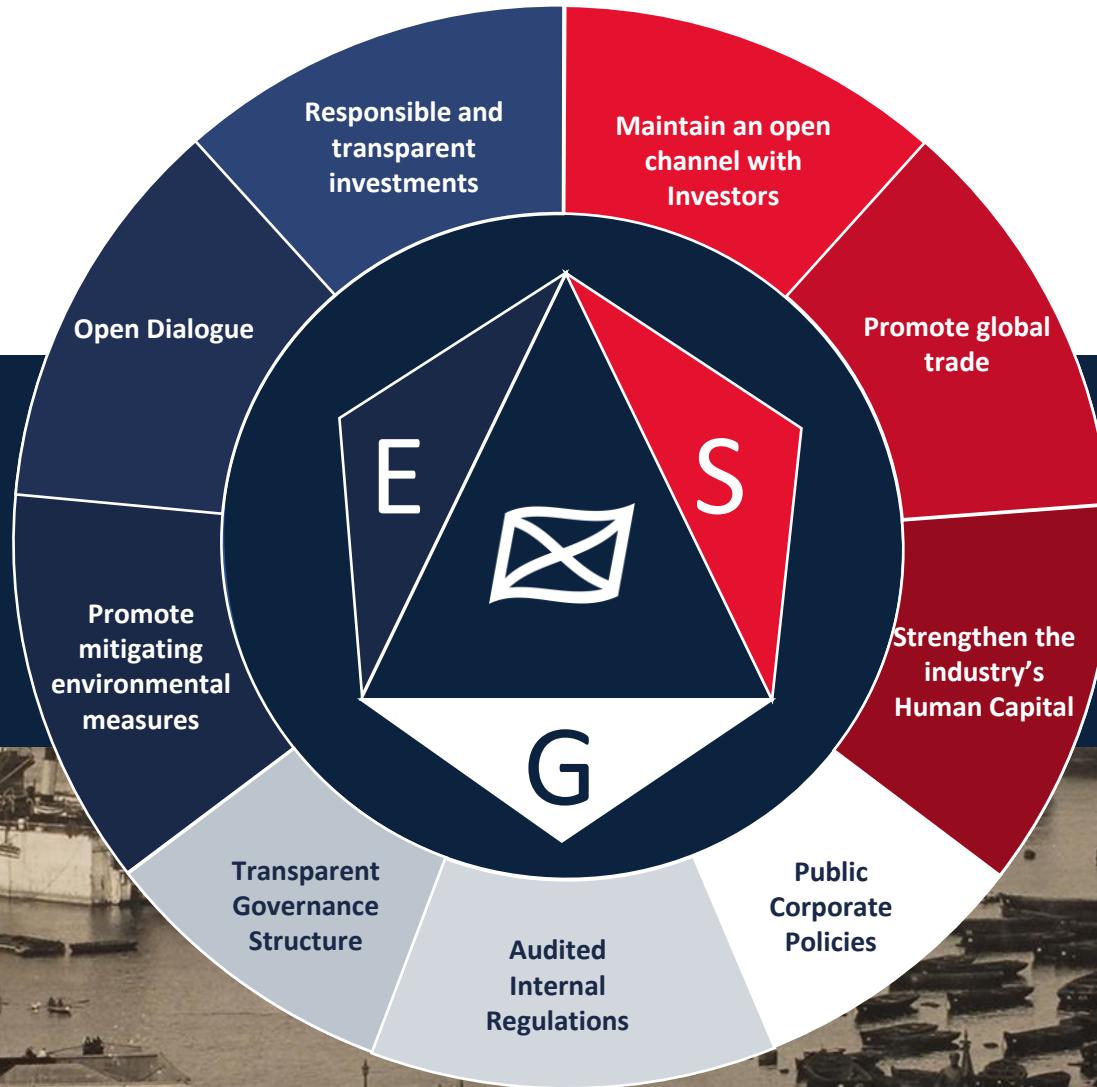
**1Q23:**  
 + Loans & interests paid: -5.2mn  
**1Q22:**  
 + Loans & interests paid: -5.2mn



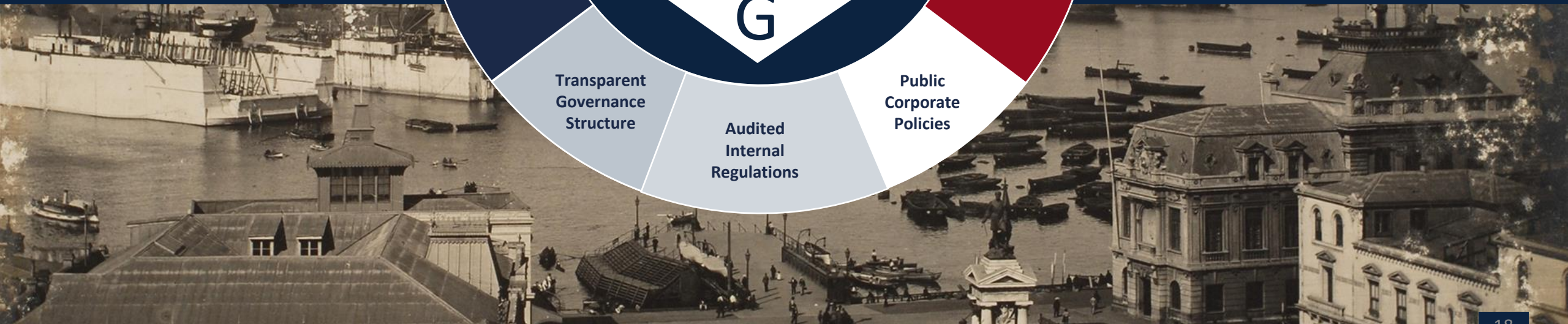
**CSAV's RESULTS**  
**KPI's 1Q23 vs 4Q22**



Notes  
 Leverage: Liabilities/Equity  
 Free Asset Ratio: Assets / Financial Liabilities



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SUSTAINABLE DEVELOPMENT  
OF GLOBAL TRADE





## CLOSING REMARKS

# CSAV



- Efficient vehicle to invest in Hapag-Lloyd



- Solid balance sheet
- Decreasing results due to a market normalizing



## Hapag-Lloyd, CSAV's main investment

- + Demand for container transport remained on a low level in Q1 2023 as a result of inventory de-stocking
- + Spot rate declining since August. Congestion dissipated.
- + 2023 Outlook confirmed: Earnings normalization expected due to fundamentally different market conditions

IR TEAM CONTACT - [investor@csav.com](mailto:investor@csav.com)



150 años



ANNEXES

# HLAG'S RESULTS

**1Q23 MARKET NORMALIZATION:** EBITDA 55% DOWN

## Capacity



**250**  
Total  
vessels



**1,818 TTEU**  
Vessels' aggregate  
capacity



**2,892 TTEU**  
Containers' aggregate  
capacity

## Financial Results

	1Q23	1Q22	Δ%
Transported volume (TTEU)	2,842	2,987	-5%
Average freight rate (USD/TEU)	1,999	2,774	-28%
Revenue (USD mn)	6,028	8,956	-33%
Transport expenses + D,A & I (USD/TEU)	(1,324)	(1,282)	-3%
Avg. bunker price (USD/ton)	645	613	5%
EBITDA (USD mn)	2,379	5,307	-55%
EBIT (USD mn)	1,874	4,791	-61%
Net profit (USD mm)	2,031	4,684	-57%



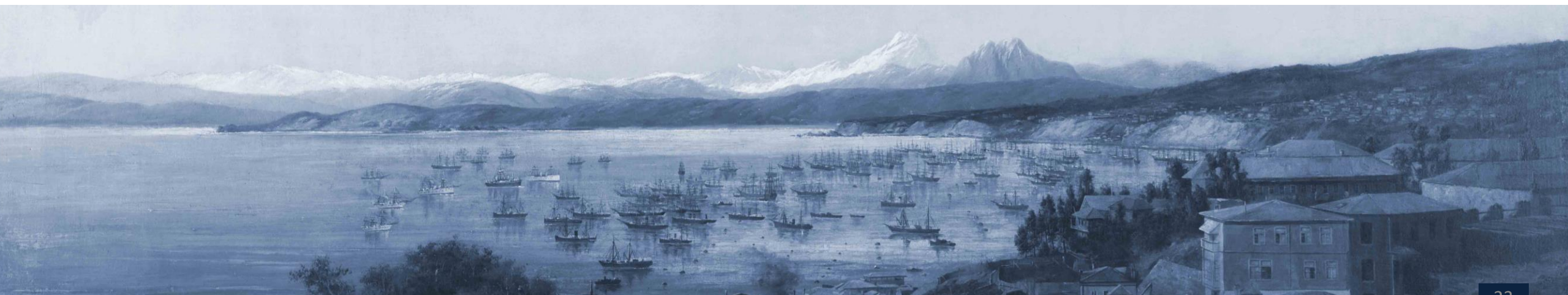
Note:  
Hapag-Lloyd Investor Report 1Q23


**CSAV's RESULTS**  
**1Q23 vs 1Q22**

*Figures in USD million*

Result	1Q23	1Q22	Y-o-Y
Equity-accounted investees	607.1	1.402,3	(795.2)
SG&A and Other Op. Income	(4.8)	(3.7)	(1.1)
<b>Operational Result (with equity-accounted investees)</b>	<b>602.3</b>	<b>1,398.5</b>	<b>(796.3)</b>
Financial result & ex. rate diff.	(5.6)	(4.7)	(0.9)
Taxes	1.3	7.5	(6.2)
Discontinued operations	0.0	(0.0)	0.0
<b>Net income</b>	<b>598.0</b>	<b>1,401.3</b>	<b>(803.4)</b>

*Results were driven by the good performance of Hapag-Lloyd in market which is normalizing.*





## ANNEX

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### DIVIDEND FLOW FROM HLAG TO CSAV

+ HLAG – 100% Dividend

+ 26.375% Retention (1.6% Tax – 24.775% to be refunded)

+ CSAV Germany – 73.625% Dividend

+ 26.375% Retention (15.8% WHTax – 10.575% to be refunded)

+ CSAV 54.21% Dividend



# WE ARE AN ACTOR IN THE SUSTAINABLE DEVELOPMENT OF GLOBAL TRADE

## ESG STRATEGY



**Integrity**



**Passion**



**Excellence**



**Adaptation**



### ENVIRONMENTAL

Environmental Policy



### SOCIAL

- Supplier Policy
- People Management Policy
- Donations Policy



### GOVERNANCE

- Investor Relations Policy
- Tax Policy
- Risk Management
- Ethics Code/CPM

### STAKEHOLDERS



Human Capital Development  
Investor Relations  
Industry Promoter