HHLA Key Figures

in € million	HHLA Group 2015	2014	Change
Revenue and Earnings			
Revenue	1,141.8	1,199.6	- 4.8 %
EBITDA	281.4	294.2	- 4.3 %
EBITDA margin in %	24.6	24.5	0.1 pp
EBIT	156.5	169.3	- 7.5 %
EBIT margin in %	13.7	14.1	- 0.4 pp
Profit after tax	95.8	90.6	5.8 %
Profit after tax and minority interests	66.7	58.9	13.2 %
Cash flow statement and Investments			
Cash flow from operating activities	195.3	233.4	- 16.3 %
Investments	145.5	138.4	5.1 %
Performance data			
Container throughput in thousand TEU	6,561	7,480	- 12.3 %
Container transport in thousand TEU	1,318	1,283	2.7 %

in € million	31.12.2015	31.12.2014	Change
Balance sheet			
Balance sheet total	1,750.4	1,788.1	- 2.1 %
Equity	580.6	546.7	6.2 %
Equity ratio in %	33.2	30.6	2.6 pp
Employees			
Number of employees	5,345	5,194	2.9 %

	Port Logistics Subgroup[1, 2]			Real Estate Subgroup[1, 3]		
in € million	2015	2014	Change	2015	2014	Change
Revenue	1,111.0	1,171.2	- 5.1 %	36.5	33.5	9.0 %
EBITDA	261.2	276.2	- 5.5 %	20.2	17.9	12.7 %
EBITDA margin in %	23.5	23.6	- 0.1 pp	55.4	53.6	1.8 pp
EBIT	141.1	155.6	- 9.3 %	15.2	13.4	13.2 %
EBIT margin in %	12.7	13.3	- 0.6 pp	41.5	40.0	1.5 pp
Profit after tax and minority interests	58.9	52.3	12.8 %	7.7	6.7	16.3 %
Earnings per share in €[4]	0.84	0.75	12.8 %	2.86	2.46	16.3 %
Dividend per share in €[5]	0.59	0.52	13.5 %	1.75	1.50	16.7 %

1 Before consolidation between subgroups
2 Listed Class A shares
3 Non-listed Class S shares
4 Basic and diluted
5 Dividend proposal for 2015

HHLA Multi-Year Overview

in € million	2012	2013	2014	2015
Revenue				
Port Logistics subgroup	1,101.2	1,110.1	1,171.2	1,111.0
Real Estate subgroup	32.4	33.1	33.5	36.5
Consolidation	- 5.0	- 5.1	- 5.1	- 5.7
HHLA Group	**1,128.5**	**1,138.1**	**1,199.6**	**1,141.8**
EBITDA				
Port Logistics subgroup	290.1	257.0	276.2	261.2
Real Estate subgroup	17.1	17.8	17.9	20.2
Consolidation	0	0	0	0
HHLA Group	**307.2**	**274.8**	**294.2**	**281.4**
EBITDA margin in %	27.2	24.1	24.5	24.6
EBIT				
Port Logistics subgroup	172.8	140.2	155.6	141.1
Real Estate subgroup	12.8	13.3	13.4	15.2
Consolidation	0.3	0.3	0.3	0.3
HHLA Group	**186.0**	**153.9**	**169.3**	**156.5**
EBIT margin in %	16.5	13.5	14.1	13.7
Profit after tax	**111.7**	**80.4**	**90.6**	**95.8**
Profit after tax and after minority interests	**72.3**	**54.3**	**58.9**	**66.7**
Cash Flow/Investments/Depreciation and Amortisation				
Cash flow from operating activities	210.5	185.1	233.4	195.3
Cash flow from investing activities	- 160.9	- 106.5	- 114.5	- 130.2
Cash flow from financing activities	- 155.9	- 116.8	- 79.0	- 82.7
Investments	196.5	112.7	138.4	145.5
Depreciation and amortisation	121.2	120.9	124.9	124.9
Assets and Liabilities				
Non-current assets	1,323.7	1,284.6	1,308.1	1,305.8
Current assets	443.9	431.4	480.0	444.6
Equity	563.8	600.1	546.7	580.6
Equity ratio in %	31.9	35.0	30.6	33.2
Pension provisions	384.2	364.4	443.6	415.6
Other non-current assets	493.6	462.5	475.3	563.6
Current liabilities	326.0	289.0	322.5	190.6
Dynamic gearing ratio	2.6	2.6	2.7	2.8
Total assets	**1,767.6**	**1,716.0**	**1,788.1**	**1,750.4**
Employees				
Employees as of 31.12.	4,915	4,924	5,194	5,345
Performance Data				
Container throughput in million TEU	7.2	7.5	7.5	6.6
Container transport in million TEU	1.0	1.2	1.3	1.3

Restated figures: 2012 from application of IAS 19 (revised 2011) / 2013 from application of IFRS 11

HHLA Segments

Container

€ 675.2 million
Revenue

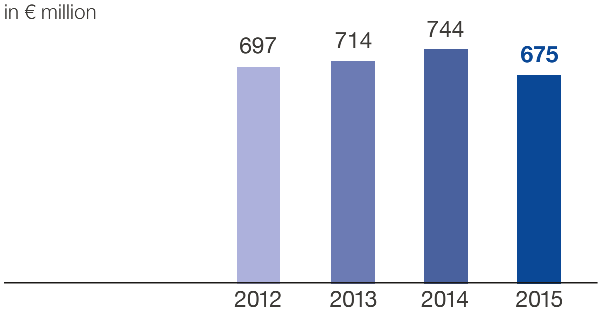
59 %
Share of revenue

HHLA's container terminals link ships, rail networks and trucks create an efficient transport chain. The terminals in Hamburg form the most important European hub between Asia and Central/Eastern Europe. HHLA also operates a container terminal in the Ukrainian city of Odessa.

Key Figures

in € million	2015	2014	Change
Revenue	675.2	743.7	- 9.2 %
EBITDA	195.8	247.1	- 20.8 %
EBITDA margin in %	29.0	33.2	- 4.2 pp
EBIT	110.6	156.1	- 29.1 %
EBIT margin in %	16.4	21.0	- 4.6 pp
Container throughput in thousand TEU	6,561	7,480	- 12.3 %

Revenue
in € million



Logistics

€ 65.1 million
Revenue

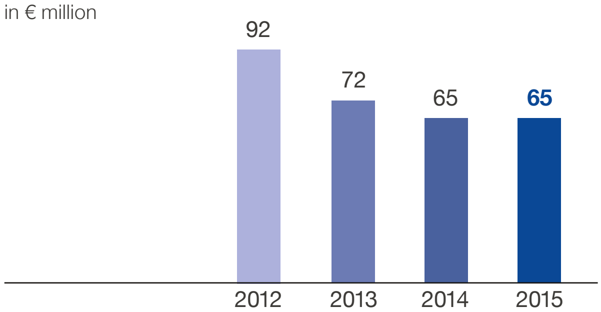
6 %
Share of revenue

In this segment, HHLA pools a wide range of port-related services such as dry bulk, vehicle and fruit logistics, as well as project and contract logistics. HHLA also handles cruise ships in Hamburg and markets its expertise in infrastructure and project development internationally.

Key Figures

in € million	2015	2014	Change
Revenue	65.1	65.4	- 0.4 %
EBITDA	4.6	0.5	pos.
EBITDA margin in %	7.0	0.8	6.2 pp
EBIT	- 0.8	- 0.7	- 26.1 %
EBIT margin in %	- 1.3	- 1.0	- 0.3 pp
At-equity earnings	3.0	4.3	- 30.2 %

Revenue
in € million



Intermodal

€ 364.0 million
Revenue

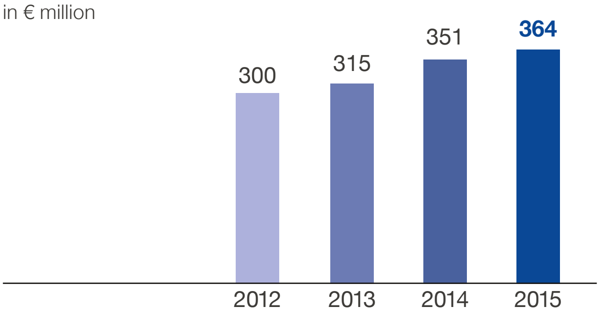
32 %
Share of revenue

HHLA's rail companies operate a comprehensive transport and terminal network for container transportation and connect ports on the North and Baltic seas, as well as the northern Adriatic, with their hinterland. Transshipments by truck within the Port of Hamburg round off the service portfolio.

Key Figures

in € million	2015	2014	Change
Revenue	364.0	351.5	3.6 %
EBITDA	78.8	47.8	64.8 %
EBITDA margin in %	21.7	13.6	8.1 pp
EBIT	55.2	27.3	101.9 %
EBIT margin in %	15.2	7.8	7.4 pp
Container transport in thousand TEU	1,318	1,283	2.7 %

Revenue
in € million



Real Estate

€ 36.5 million
Revenue

3 %
Share of revenue

Following the sustainable renovation of Hamburg's landmarked Speicherstadt historical warehouse district to create an exemplary redeveloped quarter, HHLA is committed to intelligent site development and preserving the city's fishing tradition with the Hamburg-Altona fish market.

Key Figures

in € million	2015	2014	Change
Revenue	36.5	33.5	9.0 %
EBITDA	20.2	17.9	12.7 %
EBITDA margin in %	55.4	53.6	1.8 pp
EBIT	15.2	13.4	13.2 %
EBIT margin in %	41.5	40.0	1.5 pp

Revenue
in € million