HHLA Key Figures

in € million	HHLA Group 2016	2015	Change
Revenue and Earnings			
Revenue	1,177.7	1,141.8	3.1 %
EBITDA	286.4	281.4	1.8 %
EBITDA margin in %	24.3	24.6	- 0.3 pp
EBIT	164.0	156.5	4.8 %
EBIT margin in %	13.9	13.7	0.2 pp
Profit after tax	105.1	95.8	9.6 %
Profit after tax and minority interests	73.0	66.7	9.5 %
Cash flow statement and Investments			
Cash flow from operating activities	234.6	195.3	20.1 %
Investments	138.3	145.5	- 4.9 %
Performance data			
Container throughput in thousand TEU	6,658	6,561	1.5 %
Container transport in thousand TEU	1,408	1,318	6.8 %

in € million	31.12.2016	31.12.2015	Change
Balance sheet			
Balance sheet total	1,812.9	1,750.4	3.6 %
Equity	570.8	580.6	- 1.7 %
Equity ratio in %	31.5	33.2	- 1.7 pp
Employees			
Number of employees	5,528	5,345	3.4 %

	Port Logistics Subgroup[1, 2]			Real Estate Subgroup[1, 3]		
in € million	2016	2015	Change	2016	2015	Change
Revenue	1,146.0	1,111.0	3.1 %	37.7	36.5	3.2 %
EBITDA	265.3	261.2	1.6 %	21.1	20.2	4.4 %
EBITDA margin in %	23.2	23.5	- 0.3 pp	56.0	55.4	0.6 pp
EBIT	147.6	141.1	4.7 %	16.0	15.2	5.9 %
EBIT margin in %	12.9	12.7	0.2 pp	42.6	41.5	1.1 pp
Profit after tax and minority interests	63.7	58.9	8.1 %	9.3	7.7	20.2 %
Earnings per share in €[4]	0.91	0.84	8.1 %	3.44	2.86	20.2 %
Dividend per share in €[5]	0.59	0.59	0.0 %	2.00	1.75	14.3 %

1 Before consolidation between subgroups
2 Listed Class A shares
3 Non-listed Class S shares
4 Basic and diluted
5 Dividend proposal for 2016

HHLA Multi-Year Overview

in € million	2013	2014	2015	2016
Revenue				
Port Logistics subgroup	1,110.1	1,171.2	1,111.0	1,146.0
Real Estate subgroup	33.1	33.5	36.5	37.7
Consolidation	- 5.1	- 5.1	- 5.7	- 6.0
HHLA Group	**1,138.1**	**1,199.6**	**1,141.8**	**1,177.7**
EBITDA				
Port Logistics subgroup	257.0	276.2	261.2	265.3
Real Estate subgroup	17.8	17.9	20.2	21.1
Consolidation	0.0	0.0	0.0	0.0
HHLA Group	**274.8**	**294.2**	**281.4**	**286.4**
EBITDA margin in %	24.1	24.5	24.6	24.3
EBIT				
Port Logistics subgroup	140.2	155.6	141.1	147.6
Real Estate subgroup	13.3	13.4	15.2	16.0
Consolidation	0.3	0.3	0.3	0.3
HHLA Group	**153.9**	**169.3**	**156.5**	**164.0**
EBIT margin in %	13.5	14.1	13.7	13.9
Profit after tax	**80.4**	**90.6**	**95.8**	**105.1**
Profit after tax and after non-controlling interests	**54.3**	**58.9**	**66.7**	**73.0**
Cash Flow/Investments/Depreciation and Amortisation				
Cash flow from operating activities	185.1	233.4	195.3	234.6
Cash flow from investing activities	- 106.5	- 114.5	- 130.2	- 48.9
Cash flow from financing activities	- 116.8	- 79.0	- 82.7	- 122.4
Investments	112.7	138.4	145.5	138.3
Depreciation and amortisation	120.9	124.9	124.9	122.4
Assets and Liabilities				
Non-current assets	1,284.6	1,308.1	1,305.8	1,329.0
Current assets	431.4	480.0	444.6	483.9
Equity	600.1	546.7	580.6	570.8
Equity ratio in %	35.0	30.6	33.2	31.5
Pension provisions	364.4	443.6	415.6	460.5
Other non-current assets	462.5	475.3	563.6	567.6
Current liabilities	289.0	322.5	190.6	214.0
Dynamic gearing ratio	2.6	2.6	2.7	2.6
Total assets	**1,716.0**	**1,788.1**	**1,750.4**	**1,812.9**
Employees				
Employees as of 31.12.	4,924	5,194	5,345	5,528
Performance Data				
Container throughput in million TEU	7.5	7.5	6.6	6.7
Container transport in million TEU	1.2	1.3	1.3	1.4

HHLA Segments

Container

€ 694.6 million
Revenue

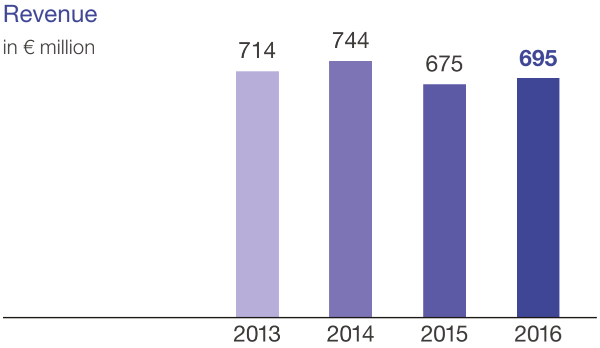
59 %
Share of revenue

HHLA's container terminals link ships, rail networks and trucks to 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	2016	2015	Change
Revenue	694.6	675.2	2.9 %
EBITDA	201.5	195.8	2.9 %
EBITDA margin in %	29.0	29.0	0 pp
EBIT	117.8	110.6	6.5 %
EBIT margin in %	17.0	16.4	0.6 pp
Container throughput in thousand TEU	6,658	6,561	1.5 %

Revenue
in € million



Logistics

€ 55.0 million
Revenue

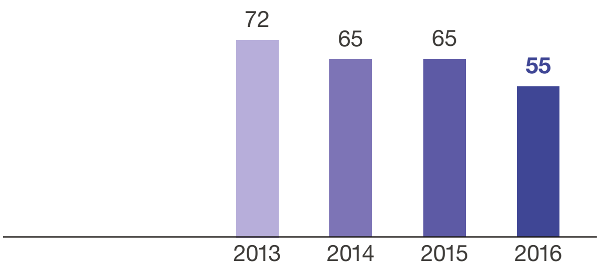
5 %
Share of revenue

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

Key Figures

in € million	2016	2015	Change
Revenue	55.0	65.1	- 15.6 %
EBITDA	2.4	4.6	- 48.2 %
EBITDA margin in %	4.3	7.0	- 2.7 pp
EBIT	- 1.7	- 0.8	neg.
EBIT margin in %	- 3.1	- 1.3	- 1.8 pp
At-equity earnings	3.7	3.0	23.6 %

Revenue
in € million



Intermodal

€ 390.1 million
Revenue

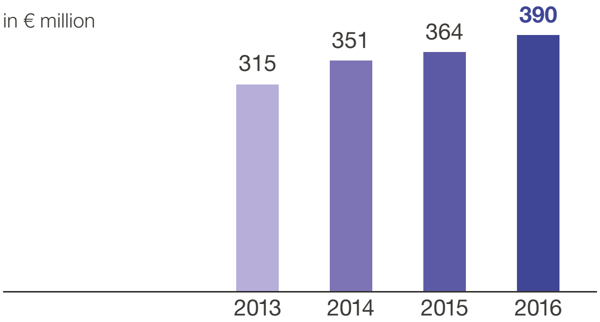
33 %
Share of revenue

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	2016	2015	Change
Revenue	390.1	364.0	7.2 %
EBITDA	79.6	78.8	1.0 %
EBITDA margin in %	20.4	21.7	- 1.3 pp
EBIT	55.9	55.2	1.2 %
EBIT margin in %	14.3	15.2	- 0.9 pp
Container transport in thousand TEU	1,408	1,318	6.8 %

Revenue
in € million



Real Estate

€ 37.7 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	2016	2015	Change
Revenue	37.7	36.5	3.2 %
EBITDA	21.1	20.2	4.4 %
EBITDA margin in %	56.0	55.4	0.6 pp
EBIT	16.0	15.2	5.9 %
EBIT margin in %	42.6	41.5	1.1 pp

Revenue
in € million