

HHLA Key Figures

in € million	HHLA Group		
	2017	2016	Change
Revenue and Earnings			
Revenue	1,251.8	1,177.7	6.3 %
EBITDA	295.8	286.4	3.3 %
EBITDA margin in %	23.6	24.3	- 0.7 pp
EBIT	173.2	164.0	5.6 %
EBIT margin in %	13.8	13.9	- 0.1 pp
Profit after tax	105.9	105.1	0.8 %
Profit after tax and minority interests	81.1	73.0	11.0 %
Cash flow statement and Investments			
Cash flow from operating activities	275.5	234.6	17.4 %
Investments	142.6	138.3	3.1 %
Performance data			
Container throughput in thousand TEU	7,196	6,658	8.1 %
Container transport in thousand TEU	1,480	1,408	5.2 %

in € million	31.12.2017	31.12.2016	Change
Balance sheet			
Balance sheet total	1,835.3	1,812.9	1.2 %
Equity	602.4	570.8	5.5 %
Equity ratio in %	32.8	31.5	1.3 pp
Employees			
Number of employees	5,581	5,528	1.0 %

in € million	Port Logistics Subgroup ^{1,2}			Real Estate Subgroup ^{1,3}		
	2017	2016	Change	2017	2016	Change
Revenue	1,220.3	1,146.0	6.5 %	37.9	37.7	0.6 %
EBITDA	274.5	265.3	3.5 %	21.3	21.1	0.9 %
EBITDA margin in %	22.5	23.2	- 0.7 pp	56.2	56.0	0.2 pp
EBIT	156.6	147.6	6.1 %	16.3	16.0	1.5 %
EBIT margin in %	12.8	12.9	- 0.1 pp	43.0	42.6	0.4 pp
Profit after tax and minority interests	71.2	63.7	11.7 %	9.9	9.3	5.9 %
Earnings per share in € ⁴	1.02	0.91	11.7 %	3.65	3.44	5.9 %
Dividend per share in € ⁵	0.67	0.59	13.6 %	2.00	2.00	0.0 %

¹ Before consolidation between subgroups

² Listed Class A shares

³ Non-listed Class S shares

⁴ Basic and diluted

⁵ Dividend proposal for 2017

Letter to the Shareholders

Angela Titzrath
Chairwoman of the
Executive Board

📺 Video statement



” *Cargo finds its own way.
To ensure that it continues to
pass through Hamburg, we
constantly invest in our facilities.*

Ladies and gentlemen,

It takes an average of between five and six minutes to walk 400 metres. This gives you an idea of the scale of the ships which the container terminals operated by Hamburger Hafen und Logistik AG (HHLA) will have to deal to a greater extent. And these 400-metre-long vessels will become an increasingly frequent sight for the Port of Hamburg. In June 2017, we successfully handled our first ship of this size with a capacity of 20,000 standard containers (TEU). At present, the ships still cannot come to Hamburg fully loaded due to the depth of the river Elbe's navigation channel. However, now that the legal dispute surrounding the dredging of the navigation channel has been resolved, we expect the excavation work to begin soon. This will provide greater planning certainty for HHLA and its clients and strengthen the Port of Hamburg's competitive position. For 2018, we are therefore confident that HHLA will be able to build on its highly successful financial year 2017 – also in view of the positive forecasts for the global economy and world trade.

External conditions such as economic trends and the nautical accessibility of the port are important for HHLA's business. However, these alone are no guarantee of success. The crucial factor is how we as a company maintain and expand our market

position. In the past year, we held numerous talks with our customers around the world and conducted extensive sales activities. In the wake of new syndicate structures, it was important to consolidate our existing business relationships with shipping companies. Cargo finds its own way. To ensure that it continues to pass through Hamburg, we constantly invest in our facilities. We have purchased state-of-the-art gantry cranes and storage technology to ensure we are well equipped to handle ships with capacities of more than 20,000 TEU. However, our considerations on processes and workflows are not restricted to the quayside, but comprise the entire logistical value chain. Digitisation offers us new, wide-ranging opportunities to improve our efficiency and further enhance our performance. We aspire to be the driving force behind the digital transformation of the port. HHLA embraced innovative IT solutions long before the digital age began. We have a wealth of in-house experience and expertise in this field, as the largely automated Container Terminal Altenwerder still proves 15 years after opening.

This increased emphasis on networked structures in thought and deed also applies to our hinterland activities. Our Intermodal subsidiaries Metrans and Polzug once again made a significant contribution to HHLA's earnings. In the past year, we merged Metrans and Polzug to help us successfully maintain our leading position in a highly competitive environment. By getting freight off the road and onto rail, we are making an important contribution to climate protection.

Our strong business performance also benefits you, our shareholders. At the Annual General Meeting on 12 June 2018, the Executive and Supervisory Boards of HHLA will propose a dividend of € 0.67 (previous year: € 0.59) per entitled Class A share for the listed shares in the Port Logistics subgroup and € 2.00 for the non-listed Class S shares in the Real Estate subgroup. For the 2018 financial year, we expect volumes in both container throughput and container transport to remain largely unchanged. At Group level, this means that revenue would be on par with the previous year. However, the Executive Board anticipates a significant year-on-year increase in the Group's operating result (EBIT).

Yours,

Angela Titzrath
Chairwoman of the Executive Board

The Executive Board

Angela Titzrath Chairwoman (CEO)	Heinz Brandt Chief Human Resources Officer (CHRO)	Jens Hansen Chief Operating Officer (COO)	Dr. Roland Lappin Chief Financial Officer (CFO)
Economist (MA) First appointed: 2016	Legal assessor First appointed: 2009	Fully qualified engineer and business administration manager First appointed: 2017	Fully qualified industrial engineer First appointed: 2003
Responsibility Corporate Development Corporate Communications Sustainability Container Sales Intermodal Segment Logistics Segment	Responsibility Human Resources Purchasing and Materials Management Health and Safety in the Workplace Legal and Insurance (including Compliance)	Responsibility Container Operations Container Engineering Information Systems	Responsibility Finance and Controlling Investor Relations Internal Audit Real Estate Segment



The Executive Board (f.l.t.r.)

Jens Hansen
Heinz Brandt
Angela Titzrath
Dr. Roland Lappin

Dear shareholders,

In the 2017 financial year, the Supervisory Board dutifully fulfilled the responsibilities entrusted to it by law, the company's articles of association and rules of procedure, and the German Corporate Governance Code. The Supervisory Board continuously monitored the Executive Board's management of business, provided advice on the company's further strategic development as well as on important individual measures, and ensured that the firm was managed lawfully, properly and appropriately. It also constantly monitored the organisation of the company and the Group, the risk management system and the economic viability of management activities, and was satisfied that all of them were fit for purpose.

Working Relationship between the Supervisory Board and the Executive Board

The Supervisory Board was involved in all decisions of major significance for HHLA and the Group. The Executive Board provided the Supervisory Board with regular, prompt and comprehensive information on all major developments, especially the situation of HHLA and the Group, corporate planning, fundamental issues of company policy and strategy, investment plans and personnel. All measures for which the approval of the Supervisory Board or one of its committees was required by law, the articles of association or the Executive Board's rules of procedure were submitted on time. After conducting their own examination and in-depth discussions with the Executive Board, the Supervisory Board or Supervisory Board committees approved all such measures. The Chairman of the Supervisory Board was also regularly in touch with the Executive Board between meetings and was informed about planning and strategy, the current business situation, significant transactions, the risk position, risk management and compliance.

The Work of the Supervisory Board

The Supervisory Board held four routine meetings and two special meetings in the 2017 financial year.

At routine meetings, the Supervisory Board regularly looks at the current revenue, earnings and liquidity trend and the current business situation of the company, the Group and the individual segments, including the risk position, risk management and compliance. During the meetings, the Executive Board informed the Supervisory Board about the economic, financial and strategic position of the company and the Group, the company's strategy in Germany and abroad, as well as significant developments and events. The other focal points of the meetings during the reporting period can be summarised as follows:

At the **special meeting on 23 February 2017** – following in-depth preparations by the Personnel Committee – the Supervisory Board discussed the appointment of Mr. Hansen as Dr. Behn's successor and appointed Mr. Hansen to the Executive Board for an initial period of three years with effect as of 1 April 2017.

The financial statements meeting held on 24 March 2017

focused on the auditing and approval of HHLA's Annual Financial Statements, including the individual divisional financial statements for the A and S divisions, the Consolidated Financial Statements including the subgroup financial statements, the Combined Management Report of HHLA and the Group, the Supervisory Board report as well as the reports on transactions with related parties and on the relationship between the A and S divisions for the 2016 financial year. Representatives of the auditors were present at the meeting. They reported on the main results of their audit and were available to answer questions. In addition to this, the Supervisory Board discussed HHLA's strategy and the Container segment's operating environment in depth at this meeting. Other topics covered at the meeting were the responsibilities within the Executive Board and the agenda for the Annual General Meeting 2017, including the Executive Board's proposal on the appropriation of profit, the candidates proposed for the Supervisory Board re-elections and the Audit Committee's recommendation for the election of the auditor for the 2017 financial year.

At the second routine **meeting on 16 June 2017**, the Supervisory Board primarily dealt with measures to streamline internal organisation and the restructuring of the Polzug Group – in particular the acquisition of key Polzug Group activities by the Metrans Group – and approved the restructuring following an extensive discussion.

The second **special meeting on 21 June 2017**, which followed the Annual General Meeting, served to constitute the newly formed Supervisory Board.

At its **meeting on 29 September 2017**, the Supervisory Board examined two investment proposals – in particular the acquisition of additional locomotives by the Metrans Group – and approved these proposals. We also looked at the new requirements pertaining to corporate governance, annual reporting and auditing at this meeting. After this meeting, a training session on various legal issues was held for the Supervisory Board due to the re-elections.

Finally, at our **meeting on 18 December 2017**, we looked closely at the position and strategic alignment of the company and the Group, the budget for 2018 and the medium-term planning for 2019 to 2022, each in relation to the Group and the Port Logistics and Real Estate subgroups, along with the findings of the risk and opportunity inventory. At this meeting, we further approved an investment in an accelerator programme in the logistics sector and the granting of a guarantee in connection with the restructuring of the Polzug Group. In addition, we once again examined the new requirements in relation to annual reporting and auditing, especially the non-financial reporting obligation introduced with Sections 289b et seqq. and Section 315b et seq. of the German Commercial Code (HGB). To increase the frequency with which our reports are examined, we resolved to have the combined non-financial report for HHLA and the Group checked by an external auditor with in-depth knowledge of the subject based on their auditing work. This is also standard market practice. Finally, we aligned the Supervisory Board's rules of procedure with the new legal requirements and recommendations of the German Corporate Governance Code and approved both a role specification for the Supervisory Board and a diversity concept for the Executive Board.

As a general rule, Supervisory Board meetings are attended by all of its members and – provided Executive Board matters or internal Supervisory Board topics are not discussed – the members of the Executive Board as well. The average attendance at the meetings of the Supervisory Board and its committees in the reporting period was approximately 89 %. With the exception of Ms. Petersen and Ms. Schwiegershausen-Güth, who have only held Supervisory Board seats since the re-elections in June 2017, no member of the Supervisory Board attended half or fewer of the meetings of the Supervisory Board and the committees to which they belong. No conflicts of interest regarding members of the Executive Board or the Supervisory Board arose in the reporting period. The Supervisory Board does not include any former members of the company's Executive Board.

Committee Work

The Supervisory Board has set up a total of six committees: the Finance Committee, the Audit Committee, the Real Estate Committee, the Personnel Committee, the Nomination Committee and the Arbitration Committee. Following any committee work, the chairs report to the Supervisory Board about the committees' activities. With the exception of the Nomination Committee, all of the committees include an equal number of shareholder and employee representatives. ► see also Note 49 in the Notes to the Consolidated Financial Statements, Board Members and Mandates, page 143

Prof. Dr. Rüdiger Grube

Chairman of the Supervisory Board



The **Finance Committee** and the **Audit Committee** each held four meetings in the 2017 financial year, convening in March, June, September and December 2017.

At its meetings, the **Finance Committee** regularly looks at the Group's financial results as well as its general financial and earnings position. During the reporting period, the Finance Committee also examined various investments, in particular the acquisition of additional locomotives by the Metrans Group, investments in two accelerator programmes and the granting of two guarantees by HHLA in connection with expansion projects, subsidised measures and the restructuring of the Polzug Group. Finally, the December meeting focused on a detailed preliminary review of the budget for 2018 and the medium-term planning for 2019 to 2022.

The **Audit Committee's** work regularly focuses on overseeing accounting, the accounting process and the audit. This includes monitoring the effectiveness of the audit, the internal control system, the risk management system, the internal audit system and compliance, along with the compliance management system. Furthermore, the Audit Committee oversees the choice of the auditing firm and its qualifications, efficiency and independence in addition to the reliability of any additional services provided by the auditor (non-audit services). To assist with this, the Audit Committee has adopted a catalogue listing approved non-audit services by type and scope. Other key issues at the various meetings during the reporting period included a detailed discussion and examination of HHLA's Annual Financial Statements, the Consolidated Financial Statements and the Combined Management Report for the 2016 financial year (March meeting). This was followed by an in-depth consideration of the six-monthly financial report for 2017 and its review (August meeting). At both meetings, representatives of the auditors reported on the results of the audit or review and were available to answer questions. During the period under review, the committee also concentrated on the interim statements for the first and third quarters, the work performed by Internal Audit and the various new requirements relating to annual reporting and auditing. At its last meeting, the Audit Committee concentrated primarily on the focus areas for the audit of the Annual and Consolidated Financial Statements for the 2017 financial year, the findings of the 2017 risk and opportunity inventory, the planning of the 2018 audit, prepar-

ing the declaration of compliance with the German Corporate Governance Code and the Annual Report by the Compliance Officer.

In addition to the respective committee members, the meetings of both the Finance Committee and the Audit Committee are regularly attended by the Chairwoman of the Executive Board and the Chief Financial Officer. HHLA's Compliance Officer also regularly attends the meetings of the Audit Committee, where he speaks about his role, keeps the committee abreast of current developments, and is available to answer questions. Other participants such as representatives of the auditors or Internal Audit attend meetings as necessary. The Chairman of the Audit Committee is also regularly in touch with the auditors and the Chief Financial Officer between meetings.

The **Real Estate Committee** held two meetings in the reporting period. It focused on the general development of business, along with the discussion and audit of HHLA's Annual Financial Statements – including the separate financial statements of the S division – as well as the Consolidated Financial Statements, the Combined Management Report and the Separate Financial Statements of the real estate companies for the 2016 financial year (March meeting), each in relation to the Real Estate subgroup (S division). The committee also dealt with the budget for 2018, the medium-term planning for 2019 to 2022 and approving the conclusion of various lease agreements (December meeting).

The **Nomination Committee** convened twice in the 2017 financial year to prepare election proposals for the Supervisory Board relating to the selection of shareholder representatives at the scheduled Supervisory Board re-elections during the Annual General Meeting on 21 June 2017. When searching for and selecting suitable candidates, the Supervisory Board took into account the requirements of the German Stock Corporation Act, the German Corporate Governance Code, the Supervisory Board's rules of procedure and the targets agreed by the Supervisory Board regarding its make-up.

The **Personnel Committee** met a total of seven times in the 2017 financial year. These meetings focused on preparing personnel decisions to be taken by the Supervisory Board, namely the selection of a successor for Dr. Behn, who left the Executive Board with effect as of 31 March 2017.

There was no reason for the **Arbitration Committee** to convene in the year under review.

Corporate Governance

The annual declaration of compliance with the German Corporate Governance Code in accordance with Section 161 of the German Stock Corporation Act (AktG) was prepared together with the Executive Board at the **Audit Committee meeting on 12 December 2017** and adopted by the Supervisory Board at its **meeting on 18 December 2017**. The current declaration and the declarations of compliance relating to previous years can be viewed by the public on HHLA's website at ► www.hhla.de/corporategovernance at any time. In addition to this, the current declaration of compliance and further information about corporate governance can be found in the Corporate Governance section of the Management Report. ► see also Corporate Governance, page 46

Audit of Financial Statements

The Annual General Meeting on 21 June 2017 elected PricewaterhouseCoopers Aktiengesellschaft Wirtschaftsprüfungsgesellschaft, Hamburg, to conduct the audit of the Individual and Consolidated Financial Statements for the 2017 financial year and to conduct the review of the Condensed Financial Statements and the Interim Management Report of the Group for the first half of the 2017 financial year. In line with the legal requirements and the recommendations of the German Corporate Governance Code – especially those relating to the auditors' independence – the Audit Committee then negotiated the audit assignment, defined the focus areas of the audit and awarded the contract. For the first time, the audit complied with the requirements of the EU Audit Regulation (Regulation [EU] No. 537/2014 of the European Parliament and of the Council of 16 April 2014), the amended Audit Directive (Directive 2014/56/EU of the European Parliament and of the Council of 16 April 2014) and the accompanying implementation rules.

The auditors carried out an audit of HHLA's Annual Financial Statements for the 2017 financial year as provided by the Executive Board, including the divisional financial statements for the A division (Port Logistics subgroup) and the S division (Real Estate subgroup) presented as part of the Notes, in line with the provisions of the German Commercial Code (HGB), the Consolidated Financial Statements for the 2017 financial year including the subgroup financial statements for the A and S divisions in accordance with the International Financial Reporting Standards (IFRS) that apply in the European Union and the additional requirements of German commercial law pursuant to Section 315e HGB, and the Combined Management Report for HHLA and the Group for the 2017 financial year. They issued an unqualified opinion with respect to each of the foregoing.

The auditors also audited the report prepared by the Executive Board on company transactions with related parties for the 2017 financial year in line with Section 312 of the German Stock Corporation Act (AktG), delivered a written report on their findings and, having no objections to make, gave the Report the following unqualified opinion:

“On the basis of our audit and in our professional opinion we confirm that (1) the factual statements in the report are correct, (2) the consideration paid by the company for the transactions mentioned was not inappropriately high, and (3) the measures detailed in the report give us no grounds to reach a substantially different opinion to that of the Executive Board.”

Finally, the auditors audited the report prepared by the Executive Board in line with Article 4 (5) of the articles of association applied analogously to Section 312 of the German Stock Corporation Act (AktG) on the relationship between the A division and the S division for the 2017 financial year, delivered a written report on their findings and, having no objections to make, gave the report the following unqualified opinion:

“On the basis of our audit and in our professional opinion we confirm that (1) the factual statements in the report are correct, (2) the consideration paid by the company for the transactions mentioned was not inappropriately high.”

Finally, the auditors reviewed the combined non-financial report in line with Section 289b et seqq. and Section 315b et seq. of the German Commercial Code (HGB) and reported their findings to the Supervisory Board. The audit did not lead to any reservations.

Each of the above-mentioned financial statements and reports along with the corresponding audit reports was distributed to all members of the Supervisory Board as soon as it had been compiled and checked. The documents were subsequently explained by the Executive Board at the relevant meetings of the Audit and Real Estate Committees on 19 March 2018 and at the Supervisory Board's financial statements meeting held on 23 March 2018 before being discussed in detail by the committees and the Supervisory Board as a whole. Representatives of the auditors were present at the meetings, where they reported on the scope, focal points and key findings of the audit and were available to answer questions. The representatives of the auditors paid particular attention to the key audit matters described in the certificate along with the audit procedures used and the conclusions regarding the accounting-related internal control and risk management system. Finally, the auditors also reported on the nature and extent of the other services they had provided.

As part of the preliminary review, the Audit and Real Estate Committees closely examined the course of the audit, the auditors' reports, the findings and – in particular – the key audit matters described in the certificate. Once they had completed their examination, they recommended that the Supervisory Board as a whole approve the financial statements and reports. Following a detailed plenary examination of the auditors' reports and findings and the findings of the committees' preliminary review, and based on our own review, we approved the findings of the audit. Following our review, we had no objections to make to the Annual Financial Statements including the divisional financial statements, the Consolidated Financial Statements including the subgroup financial statements, and the Combined Management Report for the 2017 financial year. Accordingly, we approved the Annual Financial Statements, the Consolidated Financial Statements and the Combined Management Report at our **meeting on 23 March 2018**. HHLA's Annual Financial Statements for the 2017 financial year have therefore been adopted. Following our review, we also had no objections to make to the Executive Board's statements on related parties and on the relationship between the A and S divisions. Finally, following our review, we had no objections to make to the combined non-financial report for the 2017 financial year.

The Executive Board's proposal for appropriation of the distributable profit was analysed in detail and discussed with the Executive Board at the meetings of the Audit Committee – for the A division – and the Real Estate Committee – for the S division – on 19 March 2018 and at the Supervisory Board's meeting on 23 March 2018. Following our own review, which paid particularly close attention to earning trends, financial planning and shareholders' interests, we endorsed the Executive Board's proposal for appropriation of the distributable profit. Together with the Executive Board, the Supervisory Board will propose to the Annual General Meeting that a dividend of € 0.67 per dividend-entitled Class A share and € 2.00 per dividend-entitled Class S share be distributed from distributable profit for the 2017 financial year.

Personnel Changes

Dr. Behn left the Executive Board with effect as of 31 March 2017. Following preparations by the Personnel Committee, the Supervisory Board appointed Mr. Jens Hansen to the Executive Board as Chief Operating Officer to succeed Dr. Behn for an initial period of three years as of 1 April 2017.

Scheduled Supervisory Board re-elections were held in the year under review. At the re-elections of shareholder representatives by the Annual General Meeting on 21 June 2017, existing members Petra Bödeker-Schoemann, Dr. Rolf Bösing, Dr. Norbert Kloppenburg and Dr. Sibylle Roggencamp were elected for a further term of office. Prof. Dr. Peer Witten and Dr. Bernd Egert left the Supervisory Board when their terms of office ended on 21 June 2017. The Annual General Meeting elected Prof. Dr. Rüdiger Grube and Michael Westhagemann to the Supervisory Board in their place. At its constitutive meeting, the Supervisory Board subsequently appointed Prof. Dr. Rüdiger Grube as Chairman of the Supervisory Board and Berthold Bose as Vice Chairman. Following the re-elections, there were also a number of changes to the make-up of the Supervisory Board committees. ► see also Note 49 of the Notes to the Consolidated Financial Statements, Board Members and Mandates, page 143 The Supervisory Board would like to thank Prof. Dr. Witten and Dr. Egert for their good work and dedication to the Supervisory Board.

Finally, on behalf of the Supervisory Board, I would like to thank the members of the Executive Board and all Group employees for their hard work in the 2017 financial year, and our shareholders and business partners for the trust they have placed in us.

Hamburg, 23 March 2018

The Supervisory Board



Prof. Dr. Rüdiger Grube
Chairman of the Supervisory Board

Members of the Supervisory Board

Prof. Dr. Rüdiger Grube

Chairman of the Supervisory Board

Managing Partner of Rüdiger Grube International Business Leadership GmbH, Hamburg

Berthold Bose

Vice Chairman

Head of ver.di Hamburg

Petra Bödeker-Schoemann

Managing Director of HGV Hamburger Gesellschaft für Vermögens- und Beteiligungsmanagement mbH

Dr. Rolf Bösing

State Secretary at the Hamburg Ministry for the Economy, Transport and Innovation

Dr. Norbert Kloppenburg

International investments and financing consultant

Thomas Lütje

Director of Sales at HHLA

Thomas Mendrzik

Chairman of the works council of CTA

Norbert Paulsen

Chairman of the joint works council of HHLA

Sonja Petersen

Clerical employee at CTB

Dr. Sibylle Roggencamp

Head of the Office for Asset and Investment Management at the Hamburg Ministry of Finance

Maya Schwiegershausen-Güth

Trade union secretary, ver.di

Michael Westhagemann

Management consultant for innovation and technology

► For current and former members, as well as members of the committees during the reporting period, see also Note 49 in the Notes to the Consolidated Financial Statements, Board Members and Mandates, page 143

The HHLA Share

Key Figures HHLA Share

in €, Class A shares, Xetra	2017	2016
Closing price	23.67	17.70
Performance in %	33.7	25.9
Highest price	28.23	17.88
Lowest price	16.80	11.95
Average daily trading volume	117,313	43,143
Dividend per Class A share ¹	0.67	0.59
Dividend yield as of 31.12. in %	2.8	3.3
Number of listed Class A shares in thousand	70,048.8	70,048.8
Market capitalisation as of 31.12. in € million	1,658.1	1,239.9
Price-earnings-ratio as of 31.12.	23.2	19.5
Earnings per share	1.02	0.91

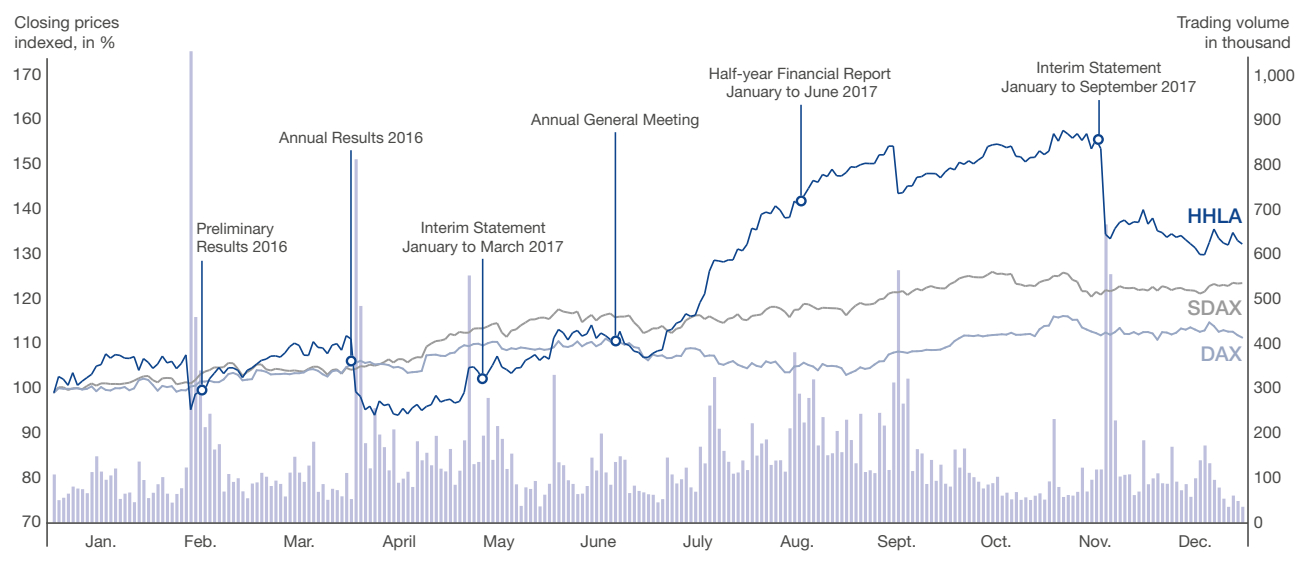
¹ Dividend proposal for 2017

Stock Markets Up in 2017 with Strong Year-End

Germany's leading index put in a strong performance over the course of the year. Driven by the positive economic trend, the DAX achieved significant growth in 2017 against a backdrop of low interest rates. At the beginning of the year, the leading indices continued the upward trend of late 2016 and got off to a strong start. In the first quarter, share prices were particularly affected by changing expectations for the US economy, which fluctuated between optimism and political concern. However, the leading indices were kept on track by strong economic data, a weak euro and healthy earnings reported by German companies. As a result, the DAX closed the quarter just short of its all-time high. The markets were sluggish in April. Only after Macron's victory in the French elections did the DAX start

a record recovery, briefly interrupted by the Russia scandal in mid-May with alleged contact between US President Trump and the Russian government. This resulted in a brief consolidation phase in the second half of May. Nevertheless, the DAX began to approach the 13,000 mark in mid-June. This upswing was tempered, however, by falling oil prices. Further gains for the leading indices were also prevented by speculation about a possible tightening of monetary policy by the European Central Bank. In the subsequent summer months, the strong euro remained a burden on the benchmark indices. The escalating conflict between the USA and North Korea in late August unsettled the capital markets further. It took until the beginning of the fourth quarter for the DAX to break out of its sideways trend and record modest growth again. The general election in Germany on 24 September had little impact on market sentiment. It was not until the European Central Bank announced plans to reduce its monthly bond purchases in late October that the DAX gained further momentum. As a result, Germany's leading index reached its all-time high of 13,479 points on 3 November. However, the DAX was unable to establish itself permanently above the 13,000 mark and remained volatile around this level. Germany's stock markets were only briefly impacted by the failure to form a new government and the announcement of US tax reforms. The DAX was thus ultimately unable to maintain 13,000 points and closed the year at 12,918. This corresponds to a year-on-year increase of 12.5 % – a strong performance that was doubled by the SDAX, which grew by 24.9 % in the course of the year. The small cap index finished at 11,887 points.

Share Price Development 2017



Source: Datastream

HHLA Share Price Rises by Approximately 34 %

The HHLA share got off to a very strong start in 2017 and was able to outperform the leading indices until 9 February, when the Federal Administrative Court announced its decision regarding dredging of the river Elbe. Following the announcement, the share price dropped by 15 % for a period as a number of strongly differing interpretations circulated on the market. Once the verdict had been clarified – a decision in favour of dredging the river under certain conditions – the share rallied and finished the quarter just under the € 20 mark. After the figures for 2016 were published on 30 March, including guidance for the 2017 financial year, the share price dropped by more than 10 % in one day. Considering the positive results achieved in 2016, the capital markets had expected a more bullish forecast and were therefore hesitant. In April, the share stabilised around € 17 and remained in line with the markets. It picked up in early May with the improved outlook for volume and earnings in the Container segment for 2017, following successful negotiations with the shipping companies. Buoyed by the positive results of the first quarter, published in the Interim Statement on 12 May, the share price gathered momentum and passed the € 20 mark for the first time in early June. Following the dividend payment adopted by the Annual General Meeting on 21 June 2017, the share traded at a corresponding discount. At the end of the first half-year, positive throughput data from Asia and technical indicators in chart analyses strengthened the share's dynamic upward trend. The positive guidance update for 2017 published with the first-half results in mid-August lifted the share price above the € 25 mark, where it remained. The share had last traded at this price in March 2012. In the second half of August, various analysts raised their upside targets and helped fuel market demand. However, a sell recommendation in mid-September led to a noticeable fall in the share price. By the beginning of October, however, it had recovered again and stabilised at around € 27. In the run-up to the publication of the nine-month results on 14 November, the share price picked up again and passed the € 28 mark in early November. HHLA confirmed its guidance for the financial year. The sell recommendation of one financial analyst on 16 November led to profit-taking by numerous investors and prompted a 10 % decline. The share price subsequently stabilised at around € 24. In view of the outstanding hearings for appeals against the dredging of the river Elbe, the capital market remained cautious. Once the Federal Administrative Court had dismissed the last appeals against the dredging of the river Elbe on 18 December, the HHLA share soared to a month-high of € 24.27. It closed the year at € 23.67. Over the year as a whole therefore, the HHLA share price was up by 33.7 % in total.

Basic Data HHLA Class A Share

Type of shares	No-par-value registered shares
ISIN / SIC	DE000A0S8488 / A0S848
Symbol	HHFA
Stock exchanges	Frankfurt am Main, Hamburg
Segment	Prime Standard
Sector	Transport & Logistics
Index affiliation	SDAX
Ticker symbol Bloomberg / Reuters	HHFA:GR / HHFGn.de

Shareholder Base Still Widely Spread

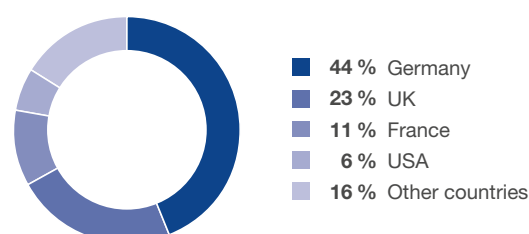
HHLA's shareholder base remained largely stable in 2017. In terms of the listed Class A shares, the Free and Hanseatic City of Hamburg remained the company's largest shareholder with an unchanged stake of 68.4 %. The free float portion amounted to 31.6 %. According to the voting rights notifications submitted to HHLA as of the end of 2017, no single investor held more than 3 % of the remaining free float shares at this time. In the course of the year, the US investor First Eagle Investment Management fell below the 5 % reporting threshold in mid-August and below the 3 % reporting threshold in October. Among daily traded shares, ownership shifted slightly in favour of institutional investors. They continued to hold the majority of free floating shares at year-end, accounting for 22.9 % of all shares (previous year: 22.2 %). Meanwhile, 8.0 % of share capital was held by private investors (previous year: 8.7 %). Overall, HHLA's share capital remained widely distributed among some 26,000 registered shareholders. In regional terms, the largest free float shareholders were based primarily in Germany, the USA, the UK and other countries in continental Europe.

Dialogue with Capital Market Maintained

Rapid reaction times, an ability to provide comprehensive information and an open dialogue with financial analysts and investors remained key to HHLA's investor relations (IR) activities in 2017, given the persistently volatile industry environment. In order to serve the needs of both institutional and private investors, HHLA attended a number of investor conferences as well as the "Börsentag Hamburg" stock exchange event. These initiatives were supplemented by roadshows in major European

Coverage of IR Activities

Contact with Investors by Region in 2017



cities. Investors were also invited to a large number of meetings at the company's headquarters in Hamburg. There was considerable interest in the opportunities offered for discussion. Furthermore, the Executive Board provided details on business developments during quarterly conference calls. For the first time, the Executive Board invited financial analysts to a capital market day at the hinterland terminal in Prague in mid-November to report in depth on developments in the Intermodal segment.

With its proactive approach to communications, the Investor Relations department maintains a close dialogue with shareholders and potential investors. In addition to informing interested members of the public, the team also responds to issues of particular relevance to investors. In the 2017 financial year, HHLA's investors showed a keen interest in the verdict on the dredging of the river Elbe and the current status of the supplementary planning order. The formation of new shipping alliances and the consequences for both capacity utilisation at HHLA and the company's negotiating position were also discussed at length. Volumes at Hamburg Süd following its takeover by the shipping company Maersk also proved to be a key topic for the capital market in the second half of the year.

HHLA has been offering a full HTML version of its Annual Report in addition to existing services such as the IR website and Twitter updates since 2016. The switch from print to online enables all stakeholders to navigate information interactively, search for content in a targeted manner and compile this information as desired.

HHLA Share Still of Interest for Analysts

HHLA places great value on broad and well-informed coverage of its share by financial analysts as this enhances investors' understanding of the company's business model and ensures a comprehensive range of sentiments. HHLA therefore remains in close contact with all financial analysts and constantly strives to expand the number of independent studies conducted.

As in the previous year, a total of 17 financial analysts covered HHLA's business development and issued reports and recommendations concerning the share. This means that the HHLA

share has above-average coverage for an SDAX company. More than half of the analysts recommend buying or holding the share. They particularly emphasise the successful Intermodal business and growth potential resulting from the forthcoming dredging of the navigation channel. Meanwhile, following the share's strong performance in the past year, analysts with sell recommendations primarily highlight the risks arising from the as yet uncompleted dredging of the river Elbe, limited cost flexibility and increasingly fierce competition among the North Range ports.

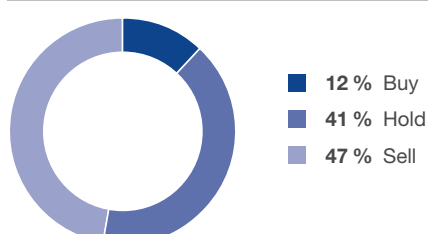
Higher Dividend Proposal

The tenth Annual General Meeting since HHLA's initial public offering was held in Hamburg on 21 June 2017. Around 850 shareholders or 83 % of the nominal capital were represented (previous year: 84 %). The resolutions proposed by the Supervisory Board and the Executive Board were all adopted by the shareholders present with large majorities. These included a motion to distribute a dividend of € 0.59 per entitled share of the listed Port Logistics subgroup (Class A share). HHLA thus distributed dividends totalling € 41.3 million, as in the previous year. This corresponded to a payout ratio of approximately 65 % of the Port Logistics subgroup's net profit after minority interests for the year. The dividends were paid out to the shareholders on 26 June 2017. Based on its closing price of € 22.99 on the day of the Annual General Meeting, the HHLA share achieved a dividend yield of 2.6 %, putting it in the top 15 of the SDAX.

On the basis of the earnings achieved in 2017, the Executive Board and Supervisory Board will propose a dividend of € 0.67 per Class A share at the Annual General Meeting to be held on 12 June 2018. A total of € 46.9 million would therefore be distributed (previous year: € 41.3 million). In an external comparison, the payout ratio would remain high at 66 %. HHLA would therefore continue to pursue its dividend policy of distributing between 50 and 70 % of the Port Logistics subgroup's relevant net profit for the year to its shareholders.

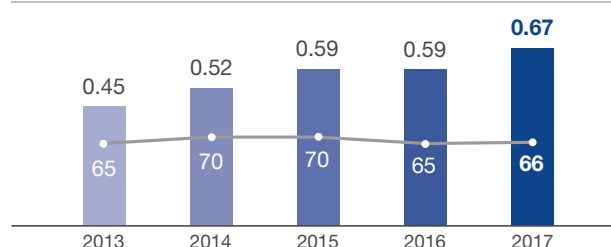
Recommendations by Financial Analysts

as of 31.12.2017



Development of Dividend and Payout Ratio

per Listed Class A Share in € / Payout Ratio in %



2017: Dividend proposal