HHLA Key Figures

in € million	HHLA Group 1–9 | 2016	1–9 | 2015	Change
Revenue and earnings			
Revenue	871.0	868.9	0.2 %
EBITDA	218.4	214.4	1.9 %
EBITDA margin in %	25.1	24.7	0.4 pp
EBIT	126.9	123.9	2.4 %
EBIT margin %	14.6	14.3	0.3 pp
Profit after tax	83.3	77.4	7.6 %
Profit after tax and minority interests	60.9	55.9	9.0 %
Cash flow statement and investments			
Cash flow from operating activities	184.7	139.8	32.1 %
Investments	106.3	111.8	- 5.0 %
Performance data			
Container throughput in thousand TEU	4,924	5,027	- 2.1 %
Container transport in thousand TEU	1,055	996	5.9 %

in € million	30.09.2016	31.12.2015	Change
Balance sheet			
Balance sheet total	1,820.4	1,750.4	4.0 %
Equity	544.8	580.6	- 6.2 %
Equity ratio in %	29.9	33.2	- 3.3 pp
Employees			
Number of employees	5,462	5,345	2.2 %

	Port Logistics Subgroup[1, 2]			Real Estate Subgroup[1, 3]		
in € million	1–9 | 2016	1–9 | 2015	Change	1–9 | 2016	1–9 | 2015	Change
Revenue	847.5	845.6	0.2 %	28.0	27.5	1.8 %
EBITDA	203.1	198.0	2.6 %	15.3	16.4	- 6.6 %
EBITDA margin in %	24.0	23.4	0.6 pp	54.8	59.7	- 4.9 pp
EBIT	115.1	111.0	3.7 %	11.5	12.7	- 8.9 %
EBIT margin in %	13.6	13.1	0.5 pp	41.2	46.0	- 4.8 pp
Profit after tax and minority interests	53.8	49.3	9.2 %	7.1	6.6	7.6 %
Earnings per share in €[4]	0.77	0.70	9.2 %	2.61	2.43	7.6 %

1 *Before consolidation between subgroups*

2 *Listed Class A shares*

3 *Non-listed Class S shares*

4 *Basic and diluted*

Ladies and Gentlemen,

Hamburger Hafen und Logistik AG (HHLA) continued its stable performance in the last nine months. The Group's key performance indicators are now on par with the previous year. Revenue was up slightly year-on-year at € 871 million and the operating result (EBIT) was just above the prior-year figure at almost € 127 million. EBIT for the third quarter of 2016 included one-off income from the premature termination of a lease in the project and contract logistics business division. This income offset the one-off expense of almost € 15 million for the restructuring of the division as reported in our 2016 half-yearly financial report. HHLA turned in a satisfactory performance in view of persistently modest global economic growth, weak global trade, a further slowdown in global container throughput and continued infrastructure deficits.

At 4.9 million standard containers (TEU), container throughput was still around 2 percent lower than in the prior-year period. However, we see a positive trend in the Container segment over the year. Whereas volumes in the first half of 2016 were still significantly down on the previous year, the third quarter saw growth of almost 6 percent over the same period last year. This growth was largely driven by an increase in feeder traffic, particularly between Hamburg and Russia. There was also an encouraging increase in throughput of over 13 percent year-on-year at our Container Terminal Odessa in Ukraine. In addition, we succeeded in adapting our costs to volumes in this segment. Due to higher average revenue per container handled at the quayside, revenue declined more slowly than volumes at just over 1 percent to almost € 513 million. Consequently, the segment's operating result rose by around 4 percent to almost € 87 million.

The Intermodal segment once again recorded encouraging volume growth. Container transport at HHLA's Intermodal companies rose by almost 6 percent to around 1.1 million TEU. The segment's revenue grew in line with volumes and reached almost € 290 million. At € 50 million, the operating result was almost 14 percent higher than in the prior-year period and once again outpaced volume and revenue. This performance was mainly driven by our rail companies, which not only benefited from volume growth, but in particular from an improved import-export ratio and high train utilisation.

Klaus-Dieter Peters
Chairman of the Executive Board

> *HHLA turned in a satisfactory performance given the still subdued global economic growth, weak global trade, a further slowdown in global container throughput and continued infrastructure deficits.*

Based on the developments described above, the Executive Board has decided to elaborate on its forecast for the 2016 financial year. We continue to expect container throughput and revenue on par with the previous year, but now only anticipate a moderate increase in container transport and forecast Group EBIT in the range of € 150 million to € 160 million due to the offsetting one-off effects in the project and contract logistics business division.

We are confident that we can reach our targets by the end of the financial year and meet the expectations of our shareholders. Our successfully established and expanded Intermodal segment has become a dynamic earnings driver for our Group and will play a key role in this development.

Klaus-Dieter Peters
Chairman of the Executive Board

Financial Calendar

30 March 2017

Annual Report 2016
Press Conference, Analyst Conference

15 May 2017

Interim Statement January–March 2017
Analyst Conference Call

21 June 2017

Annual General Meeting

10 August 2017

Half-Year Financial Report January–June 2017
Analyst Conference Call

14 November 2017

Interim Statement January–September 2017
Analyst Conference Call

Imprint

Published by

Hamburger Hafen und Logistik AG
Bei St. Annen 1
20457 Hamburg
Phone +49 40 3088 – 0
Fax +49 40 3088 – 3355
info@hhla.de
www.hhla.de

Investor Relations
Phone +49 40 3088 – 3100
Fax +49 40 3088 – 55 3100
investor-relations@hhla.de

Corporate Communications
Phone +49 40 3088 – 3520
Fax +49 40 3088 – 3355
unternehmenskommunikation@hhla.de

Design and Implementation

nexxar gmbh, Vienna
Online annual reports and online sustainabilty reports
www.nexxar.com

This **Interim Statement** was published on **10 November 2016**.
→ http://report.hhla.de/interim-statement-q3-2016

The **2015 Annual Report** is available online at:
→ http://report.hhla.de/annual-report-2015

This Interim Statement, including its supplemental financial information, has to be read in conjunction with the 2015 Annual Report of Hamburger Hafen und Logistik Aktiengesellschaft (HHLA). You can find basic information about the Group and its consolidation, accounting and valuation principles in the HHLA 2015 Annual Report. This document also contains forward-looking statements that are based on the current assumptions and expectations of the HHLA management team. Forward-looking statements are indicated through the use of words such as expect, intend, plan, anticipate, assume, believe, estimate and other similar formulations. These statements are not guarantees that these predictions will prove to be correct. The future development and the actual results achieved by HHLA and its affiliated companies are dependent on a wide range of risks and uncertainties and may therefore deviate greatly from the forward-looking statements. Many of these factors are outside of HHLA's control and therefore cannot be accurately estimated, such as the future economic environment and the actions of competitors and others involved in the marketplace. HHLA neither plans nor undertakes any special obligation to update the forward-looking statements.