

Business Development

Course of Business and Economic Situation

Key Figures

in € million	1–9 2018	1–9 2017	Change
Revenue	964.2	942.8	2.3 %
EBITDA	241.2	245.3	- 1.7 %
EBITDA margin in %	25.0	26.0	- 1.0 pp
EBIT	156.1	155.2	0.6 %
EBIT margin in %	16.2	16.5	- 0.3 pp
Profit after tax and minority interests	84.1	79.3	6.1 %
ROCE in %	15.3	15.7	- 0.4 pp

Significant Events and Transactions

During the reporting period, HHLA increased its level of investment in METRANS a.s., Prague, Czech Republic, and now holds 100 % of shares in the company. On 26 March 2018, HHLA also signed an agreement to acquire 100 % of shares in HHLA TK Estonia AS (formerly: Transiidikeskuse AS), a terminal operator based in Tallinn, Estonia. Upon fulfilment of the conditions precedent, HHLA acquired control on 27 June 2018.

There were no other particular events or transactions during the period under review, neither in HHLA's operating environment nor within the Group, that had a significant impact on its results of operations, net assets and financial position. Both the available key economic indicators and HHLA's actual economic performance were largely in line with the performance forecast in the 2017 Annual Report. ► See Earnings Position, page 4, Financial Position, page 5

Earnings Position

HHLA posted mixed performance data in the first three quarters of 2018. **Container throughput** rose slightly by 1.0 % year-on-year to 5,507 thousand TEU (previous year: 5,453 thousand TEU). This was mainly attributable to a sustained positive development in Far East volumes, as well as the takeover of the container terminal in Tallinn. By contrast, there was a slight decline in **container transport** of 2.5 % to 1,098 thousand TEU (previous year: 1,126 thousand TEU). This development is linked to the planned realignment of POLZUG activities and a decrease in road transport.

The HHLA Group's **revenue** rose slightly by 2.3 % to € 964.2 million during the reporting period (previous year: € 942.8 million). This was due in part to the increase in container throughput mentioned above, a slight rise in the rail share and longer transport distances in intermodal traffic.

In its Container, Intermodal and Logistics segments, the listed Port Logistics subgroup increased its revenue by 2.2 % to € 939.9 million in the reporting period (previous year: € 919.4 million). At € 29.3 million, revenue at the non-listed Real Estate subgroup climbed by 3.9 % year-on-year (previous year: € 28.2 million).

Other operating income amounted to € 26.9 million (previous year: € 28.7 million).

The 2.4 % increase in **operating expenses** to € 840.3 million (previous year: € 820.7 million) was in line with revenue growth. This was partly attributable to the higher headcount due to the integration of HHLA TK Estonia AS and the operation of the terminal in Budapest, which opened in the previous year. Moreover, the increased operating expenses reflect wage increases, greater use of employees from Gesamthafenbetriebs-Gesellschaft (GHB) at the Hamburg terminals and a rise in external maintenance services.

The **operating result (EBIT)** of the HHLA Group and of the subgroups remained stable at the previous year's level during the reporting period. The Group's EBIT margin amounted to 16.2 % (previous year: 16.5 %).

EBIT

in € million	1–9 2018	1–9 2017	Change
Group	156.1	155.2	0.6 %
Port Logistics Subgroup	143.6	142.5	0.7 %
Real Estate Subgroup	12.3	12.4	- 0.5 %

Net expenses from the **financial result** increased by € 1.6 million, or 17.8 %, to € 10.6 million (previous year: € 9.0 million). This was chiefly due to an expense from exchange rate effects of € 0.9 million (previous year: proceeds of € 1.6 million). By contrast, interest paid to financial institutions fell by € 1.1 million.

Profit after tax and minority interests was up considerably on the previous year at € 84.1 million (previous year: € 79.3 million). **Earnings per share** amounted to € 1.16 (previous year: € 1.09). The listed Port Logistics subgroup achieved earnings per share of € 1.09 (previous year: € 1.03). Earnings per share of the non-listed Real Estate subgroup were up on the prior-year figure at € 2.79 (previous year: € 2.64). **Return on capital employed (ROCE)** reached 15.3 % (previous year: 15.7 %).

Financial Position

Balance Sheet Analysis

Compared with year-end 2017, the HHLA Group's **balance sheet total** grew by a total of € 23.4 million to € 1,858.7 million as of 30 September 2018 (31 December 2017: € 1,835.3 million).

Balance Sheet Structure

in € million	30.09.2018	31.12.2017
Assets		
Non-current assets	1,422.3	1,348.0
Current assets	436.4	487.3
	1,858.7	1,835.3
Equity and liabilities		
Equity	613.3	602.4
Non-current liabilities	1,018.7	993.8
Current liabilities	226.7	239.1
	1,858.7	1,835.3

On the assets side of the balance sheet, non-current **assets** rose by € 74.3 million to € 1,422.3 million (31 December 2017: € 1,348.0 million). The increase is mainly attributable to the first-time consolidation of HHLA TK Estonia AS (formerly: Transiidikeskuse AS) and the associated increase in property, plant and equipment of € 62.3 million, as well as an increase in intangible assets (including goodwill) of € 19.3 million. Capital expenditure was offset by the scheduled depreciation of property, plant and equipment. Current assets decreased by € 50.9 million to € 436.4 million (31 December 2017: € 487.3 million). The decline in cash and short-term deposits of € 96.4 million (largely due to the acquisition of HHLA TK Estonia AS and the takeover of the remaining shares in METRANS a.s.) was offset by an increase in trade receivables of € 23.0 million, as well as an increase in other financial receivables of € 16.1 million.

On the liabilities side, **equity** rose by € 10.9 million to € 613.3 million compared to the year-end figure (31 December 2017: € 602.4 million). Net profit in the reporting period of € 108.8 million contributed to the increase. There was an opposing effect from payments of € 49.9 million to acquire the remaining shares in METRANS a.s. and the payment of dividends totalling € 52.6 million. The equity ratio increased to 33.0 % (31 December 2017: 32.8 %).

Non-current **liabilities** rose by € 24.9 million to € 1,018.7 million (31 December 2017: € 993.8 million). The increase is mainly due to a rise in non-current financial liabilities of € 20.5 million to € 325.2 million, as well as the development of pension provisions (€ 6.9 million increase). Current liabilities decreased by € 12.4 million to € 226.7 million (31 December 2017: € 239.1 million), due primarily to the decrease in current financial liabilities of € 31.9 million and the reduction in other current provisions of € 10.3 million. There was an opposing effect from the increase in other liabilities of € 17.5 million, as well as from an increase in trade liabilities of € 15.2 million.

Investment Analysis

Capital expenditure in the first nine months of 2018 totalled € 86.3 million and thus fell below last year's figure of € 90.2 million, which was characterised by postponed investments from previous years.

The procurement of wagons and locomotives at METRANS a.s. accounted for a major share of capital expenditure. Investments were also made in expanding infrastructure at the HHLA container terminals in the Port of Hamburg and in large-scale equipment for horizontal transport, as well as the migration of a new terminal operating system. In addition, a downpayment was made for new container gantry cranes at the Container Terminal Burchardkai (CTB). The Speicherstadt historical warehouse district was also developed further during the reporting period.

Liquidity Analysis

Cash flow from operating activities declined by € 43.8 million to € 177.8 million as of 30 September 2018 (previous year: € 221.6 million). This was largely due to an increase in trade receivables and other financial receivables.

Investing activities led to cash outflows of € 127.2 million (previous year: € 89.4 million). The increase in payment volumes of € 37.8 million was primarily attributable to the acquisition of all shares in HHLA TK Estonia AS, which totalled € 72.0 million excluding acquired cash and cash equivalents. This was offset by reduced investments in property, plant and equipment, as well as increased proceeds from short-term deposits.

Cash flow from financing activities was dominated by dividend payments, the acquisition of all minority interests in METRANS a.s., Czech Republic, and new loans.

Financial funds totalled € 183.8 million as of 30 September 2018 (30 September 2017: € 255.7 million). Including all short-term deposits, the Group's available liquidity at the end of the third quarter of 2018 amounted to € 183.8 million (30 September 2017: € 275.7 million).

Liquidity Analysis

in € million	1–9 2018	1–9 2017
Financial funds as of 01.01.	255.5	232.4
Cash flow from operating activities	177.8	221.6
Cash flow from investing activities	- 127.2	- 89.4
Free cash flow	50.6	132.2
Cash flow from financing activities	- 122.4	- 107.8
Change in financial funds	- 71.7	23.3
Financial funds as of 30.09.	183.8	255.7
Short-term deposits	0.0	20.0
Available liquidity	183.8	275.7

Container Segment

Key Figures

in € million	1–9 2018	1–9 2017	Change
Revenue	571.2	563.6	1.3 %
EBITDA	161.5	167.8	- 3.8 %
EBITDA margin in %	28.3	29.8	- 1.5 pp
EBIT	102.9	105.2	- 2.2 %
EBIT margin in %	18.0	18.7	- 0.7 pp
Container throughput in thousand TEU	5,507	5,453	1.0 %

A total of 5,507 thousand standard containers (TEU) were handled at the HHLA container terminals in the first nine months of 2018, corresponding to a year-on-year increase of 1.0 % (previous year: 5,453 TEU). **Container throughput** at HHLA's three container terminals fell slightly by 0.5 % to 5,215 thousand TEU (previous year: 5,241 thousand TEU). Despite the loss of a South American service in the first half of 2018, cumulative volumes in overseas traffic increased by 0.9 %. This was driven by the sustained positive development in Far East volumes. However, the year-on-year decline of 4.7 % in feeder traffic could not be fully offset. The feeder ratio fell by 1.0 percentage point to 23.9 % (previous year: 24.9 %). Container throughput at HHLA's international container terminals in Odessa (Ukraine) and Tallinn (Estonia) amounted to 292 thousand TEU (previous year: 212 thousand TEU). However, the prior-year figures are only comparable to a limited extent, as the container terminal in Tallinn was incorporated into HHLA's consolidated group at the end of the second quarter of 2018.

The growth in volumes led to an increase in **revenue**, of 1.3 % over the first nine months of 2017 to € 571.2 million (previous year: € 563.6 million). The slightly disproportional increase in relation to volume is mainly attributable to the lower feeder ratio. This trend was also supported by occasional increases in handling rates. Furthermore, the share of local cargo increased, especially higher-margin, rail-dependent throughput. Storage fees, which were very high last year due to the realignment of service structures, fell strongly. The average revenue per container handled at the quayside rose by 0.3 % year-on-year.

The segment's EBIT costs increased by 2.2 %, and thus faster than throughput volume. The main driver was increased personnel expenses, due in part to the rise in headcount following the integration of HHLA TK Estonia AS. Peak loads connected with the handling of mega-ships, as well as ship delays in the first quarter, resulted in an increased use of employees from Gesamthafenbetriebs-Gesellschaft (GHB) at the Hamburg terminals. Tariff increases in June 2018 also impacted personnel costs. In addition, there was a significant increase in energy costs due to the current high diesel prices. The **operating result (EBIT)** therefore fell slightly by 2.2 % year-on-year to € 102.9 million (previous year: € 105.2 million). The EBIT margin decreased accordingly to 18.0 % (previous year: 18.7 %).

Intermodal Segment

Key Figures

in € million	1–9 2018	1–9 2017	Change
Revenue	324.0	311.8	3.9 %
EBITDA	82.6	73.9	11.8 %
EBITDA margin in %	25.5	23.7	1.8 pp
EBIT	65.3	55.4	17.7 %
EBIT margin in %	20.1	17.8	2.3 pp
Container transport in thousand TEU	1,098	1,126	- 2.5 %

Due to the planned realignment of POLZUG activities, HHLA's transport companies posted a decline of 2.5 % in the highly competitive market for container traffic in the hinterland of major seaports in the first nine months of 2018. **Transport volume** declined from 1,126 thousand standard containers (TEU) in the corresponding period last year to 1,098 thousand TEU. Whereas road transport continued to decrease, rail transport was able to return to the prior-year level due to a strong performance in the third quarter. Compared with the previous year, rail transport rose marginally by 0.3 % to 864 thousand TEU (previous year: 861 thousand TEU). Due to a significant decrease in freight volume in the greater Hamburg area, road transport fell by 11.7 % year-on-year to 234 thousand TEU (previous year: 265 thousand TEU).