





# **CSAV**



Solid 1Q22 – US\$1.401mn in profits driven by the positive performance of Hapag-Lloyd



**Positive Share Price Evolution** 



# Hapag-Lloyd, CSAV's main investment

- In 1Q22, strong demand continued. Therefore, revenues increased strongly due to higher freight rates (+84%yoy) and transported volume stayed relatively stable (0,4%yoy)
- Transport expenses increased as a result of sustained disruption of the global supply chain (21%yoy)
- Extraordinary 1Q22 EBIT 4.8 bn, 3,1x vs 1Q21
- **Covid-19** impacted China's port activities and logistic services
- Inorganic Africa Trades Growth:
  - ♣ NileDutch takeover is completed
  - ♣ Acquisitions in Wilhelmshaven are approved
  - → DAL (Deustche Afrika-Linen) will complement the service offering in the region
  - ♣ Joint Venture for a new terminal in the port of Damietta (Egypt)

#### Countermeasures to alleviate the system:

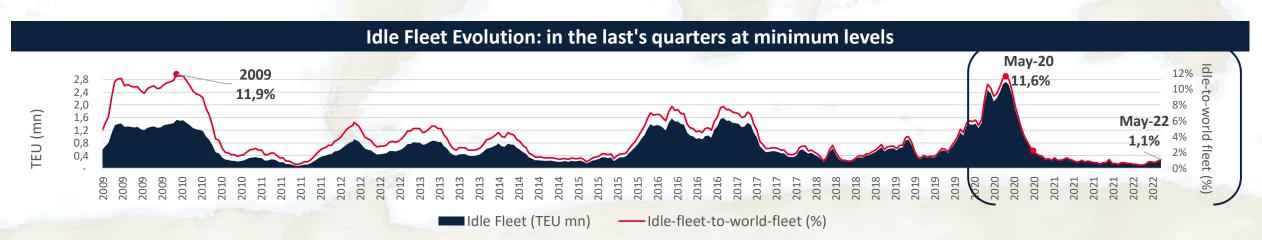
- ★ More People +5% yoy
- ♣ More Investments: in vessels, containers & acquisitions
- ♣ New vessels +350,000 TEU in 2022-2025
- ♣ New charters +200,000 TEU in 2022-2025
- ♣ New IT Capabilities / Operational Optimizations



#### **DEMAND EVOLUTION AMID COVID**

#### **VOLATILE DEMAND GROWTH DURING THE COVID PANDEMIC**



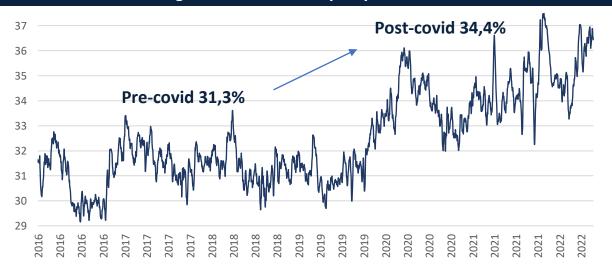


Source: Clarksons



#### **COUNTERMEASURES TO ALLEVIATE THE BOTTLENECKS**

#### Port Congestion Index 10% up vs pre-covid level

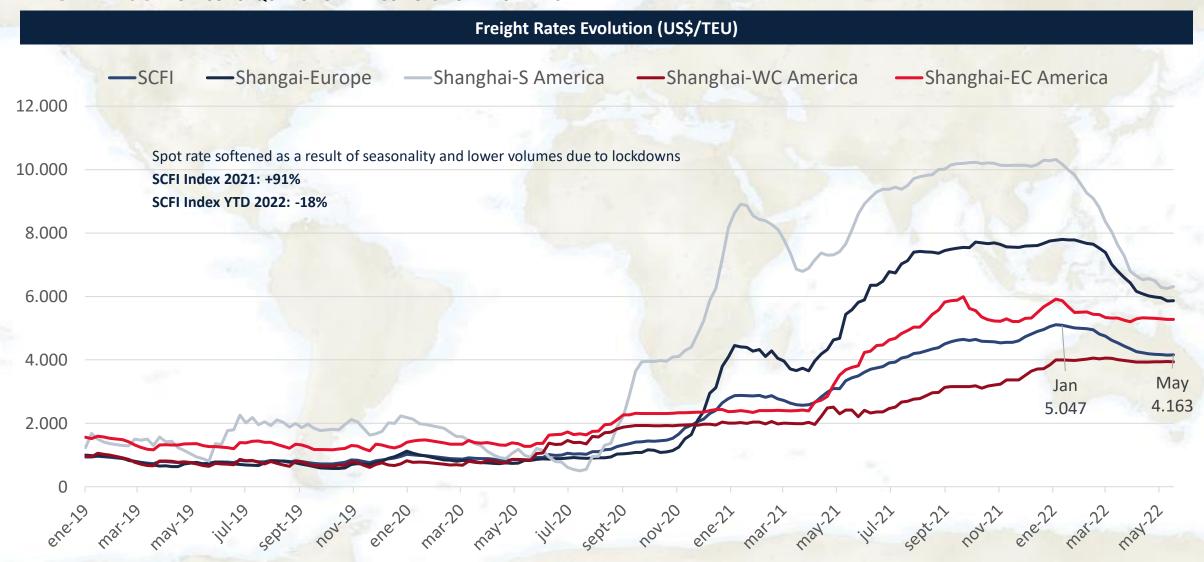


- Network Optimization and moving capacity to highdemand trades.
- Bypassing congested ports and re-routing of cargo to alternative gate-ways.
- More Vessels: second-hand tonnage, chartered additional vessels and deployed extra-loaders.
- Ordered additional containers and repair older ones
- Additional workforce, IT capacity, new digital solutions to improve customer satisfaction and quality.

- **Solution** Covid has negatively impacted inland productivity.
- Lack of personnel along the supply chain (ports, truckers, warehouses, etc.)
- **#** Third shift 24/7 limitations.
- **Higher costs related (specially handling and haulage).**
- **#** Higher dwell times outside of the ports.

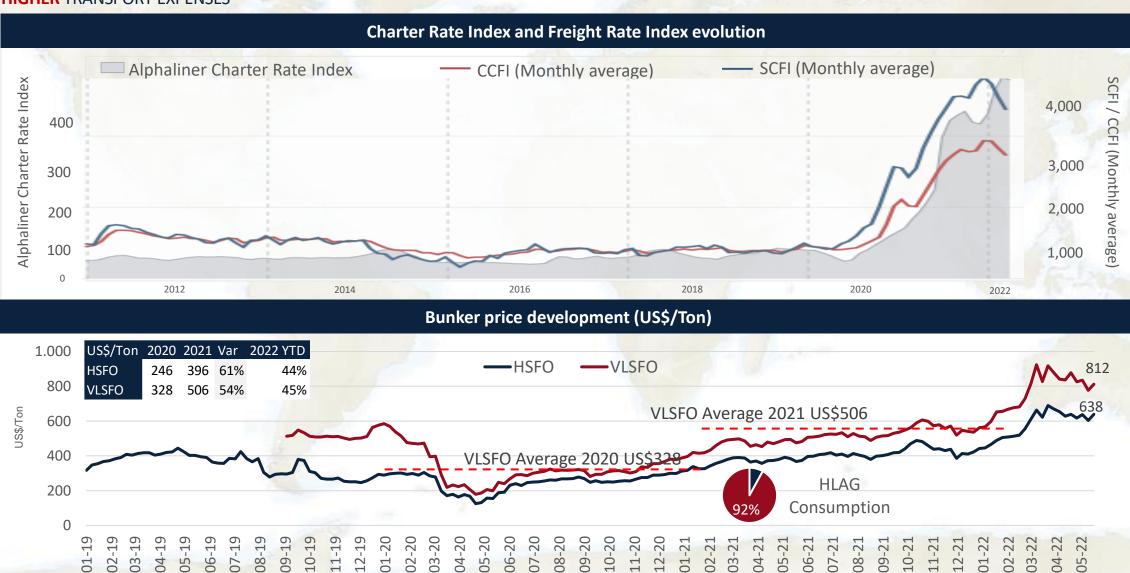


#### FREIGHT RATES UP AS A CONSEQUENCE OF THE CONGESTION PROBLEMS





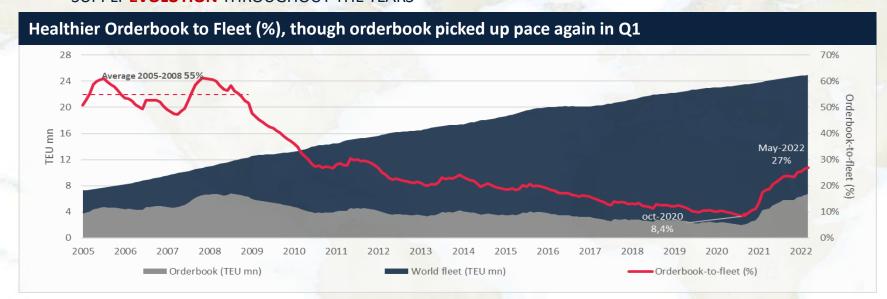
#### **HIGHER TRANSPORT EXPENSES**





#### **INDUSTRY**

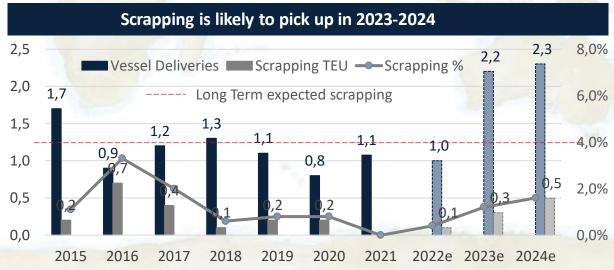
#### SUPPLY **EVOLUTION** THROUGHOUT THE YEARS



- + Overall Healthy Orderbook
- Demand and Supply will become more balanced in the coming years, helping to ease the current situation
- + Sustainable regulations may accelerate scrapping

#### 2022e is expected to be relatively balanced in terms of supply and demand

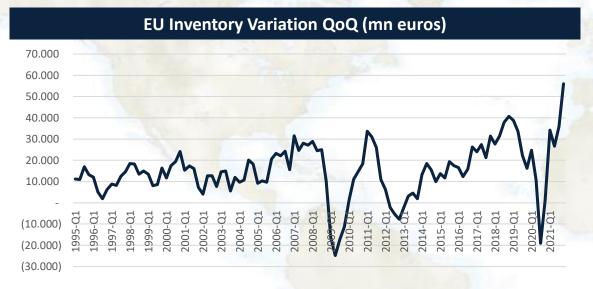


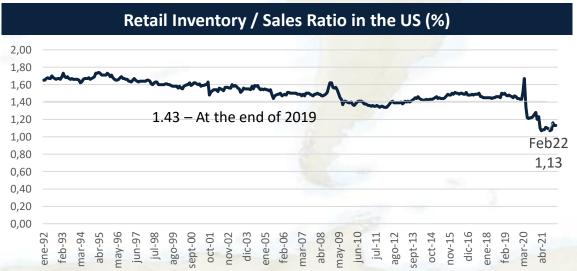


Notes:



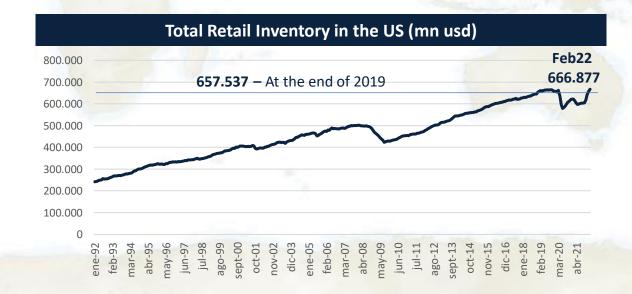
#### **INVENTORY STOCK LEVELS**







EU – normal inventory levels & US Inventory / Sales Ratio is still at a low point and a high demand for goods continues



Source: US bureau of statistics EU statistics



#### **EXTRAORDINARY** RESULTS MAINLY DUE TO FREIGHT RATES, PARTIALLY OFFSET BY COST PRESSURE



**SOLID** RESULT IN 1Q22 : EBITDA ALMOST TRIPLED

#### **Capacity**



248 Total vessels



1,750 TTEU
Vessels' aggregate
capacity



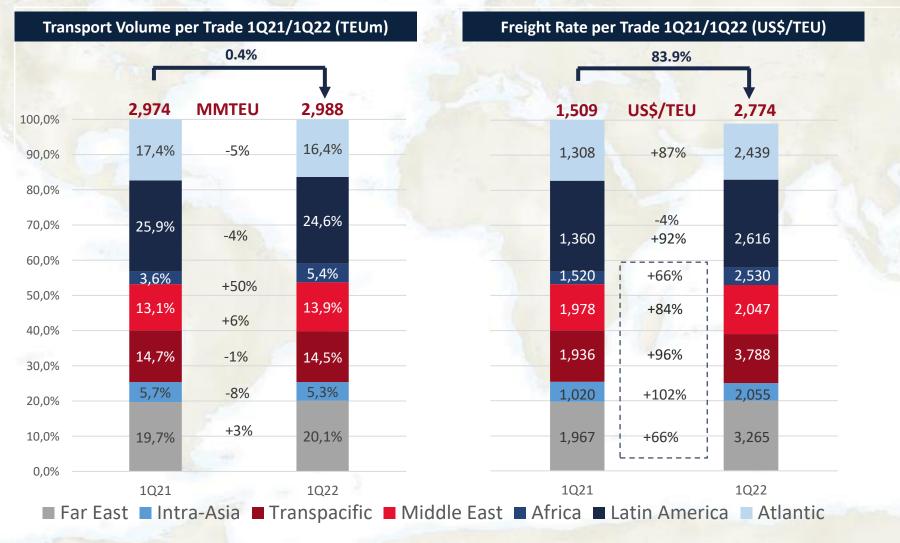
Containers' aggregate capacity

#### **Financial Results**

|  | 1Q22    | 1Q21    | Δ%   |   |
|--|---------|---------|------|---|
| Transported volume<br>(TTEU)           | 2,987   | 2,975   | 0%   | 1 |
| Average freight rate (USD/TEU)         | 2,774   | 1,509   | 84%  | 1 |
| Revenue (USD mn)                       | 8,956   | 4,903   | 83%  | 1 |
| Transport expenses + D,A & I (USD/TEU) | (1,282) | (1,044) | 23%  | 1 |
| Avg. bunker price<br>(USD/ton)         | 613     | 384     | 60%  | 1 |
| EBITDA (USD mn)                        | 5,307   | 1,909   | 178% | 1 |
| EBIT (USD mn)                          | 4,791   | 1,539   | 211% | 1 |
| Net profit (USD mm)                    | 4,684   | 1,451   | 223% | 1 |
|  |         |         |      |   |



#### **BALANCED MIX**



Source: Hapag-Lloyd Investor Report 1Q2022

Note: As part of the integration of NileDutch in the third quarter of 2021, the EMA trade (Europe – Mediterranean – Africa) was renamed the Africa trade. Transport volumes within Europe are now added to the Atlantic trade. The previous year's values have been adjusted accordingly.



# Since 2021 HLAG offer their customers multi-year contracts at fixed rates to secure allocation and improve efficiency

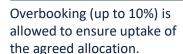
#### **QFP (QUALITY FREIGHT PRODUCT)**



#### **Fixed Price**

The freight rate is fixed during the contract period. Market fluctuations will be avoided.

#### **Secure Flexibility**



# Shipment & EQ Guarantee



The shipment is protected from any roll over from the initially booked vessel.

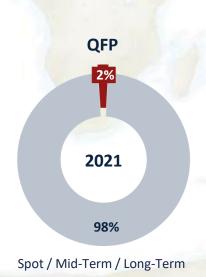
# 100% Mutual Commitment

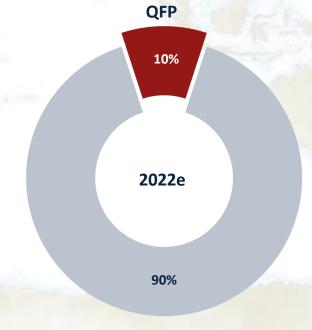


Compensation on the basis of not granting the commitment's base is in place for peace of mind.

#### **QFP AMBITION FOR 2022**



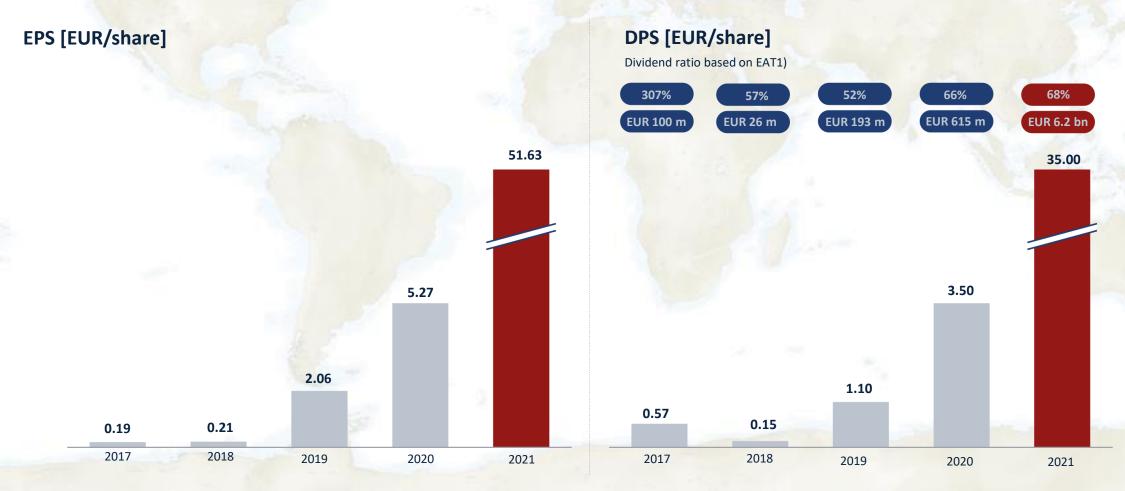




Spot / Mid-Term / Long-Term



# Based on the strong result in 2021, HLAG proposed to the AGM a dividend distribution of EUR 35 per share



Source: Hapag-Lloyd Investor Report 2021



#### **UPDATED UTLOOK FOR THE FULL YEAR 2022**

|      |                               | 2021          | Guidance<br>FY 2022 – Mar 22 (*) | Updated Guidance<br>FY 2022 – May 22 (*) |
|------|-------------------------------|---------------|----------------------------------|--|
|      | Transport volume              | 11,872 TTEU   | Increasing slightly              | On previous year's<br>level              |
| %    | Avg. freight rate             | 2,003 USD/TEU | Increasing moderately            | Increasing clearly                       |
|      | Avg. bunker consumption price | 475 USD/mt    | Increasing clearly               | Increasing slightly                      |
| (\$) | EBITDA                        | USD 12,842 m  | USD 12,000-14,000 m              | USD 14,500-16,500 m                      |
| (\$) | EBIT                          | USD 11,111 m  | USD 10.000 – 12.000 m            | USD 12,500-14,500 m                      |

<sup>(\*)</sup> In view of the ongoing COVID-19 pandemic and the current situation in Ukraine, the forecast is subject to considerable uncertainty.

Source: Hapag-Lloyd Investor Report



1Q22 vs 1Q21



#### **BALANCE SHEET 1Q22 vs 4Q21**

| ASSETS                        | As of March 31,<br>2021 | ·       |         | Change  |  |  |
|-------------------------------|-------------------------|---------|---------|---------|--|--|
|                               | MM US\$                 | MM US\$ | %       | MM US\$ |  |  |
| Current assets                | 17,9                    | 25,4    | (29,7%) | (7,5)   |  |  |
| Cash and cash equivalents     | 17,5                    | 23,7    | (26,1%) | (6,2)   |  |  |
| Other                         | 0,4                     | 1,7     | (79,5%) | (1,4)   |  |  |
| Non-current assets            | 7.434,1                 | 5.999,8 | 23,9%   | 1.434,3 |  |  |
| Equity method investments     | 7.170,2                 | 5.748,8 | 24,7%   | 1.421,4 |  |  |
| Deferred tax assets           | 251,4                   | 240,3   | 4,6%    | 11,0    |  |  |
| Investment property and Other | 12,5                    | 10,7    | 17,2%   | 1,8     |  |  |
| Total assets                  | 7.451,9                 | 6.025,2 | 23,7%   | 1.426,7 |  |  |

| LIABILITIES AND EQUITY             | As of March 31,<br>2021 | As of December 31,<br>2021 | Chai   | nge     |
|------------------------------------|-------------------------|----------------------------|--------|---------|
|                                    | MM US\$                 | MM US\$                    | %      | MM US\$ |
| Current liabilities                | 1.414,7                 | 987,9                      | 43,2%  | 426,8   |
| Financial liabilities, current     | 465,3                   | 460,9                      | 0,9%   | 4,4     |
| Other                              | 949,4                   | 527,0                      | 80,2%  | 422,4   |
| Non-current liabilities            | 154,5                   | 154,7                      | (0,1%) | (0,1)   |
| Financial liabilities, non-current | 134,4                   | 139,4                      | (3,5%) | (4,9)   |
| Other                              | 20,1                    | 15,3                       | 31,6%  | 4,8     |
| Total equity                       | 5.882,8                 | 4.882,7                    | 20,5%  | 1.000,1 |
| Total liabilities and equity       | 7.451,9                 | 6.025,2                    | 23,7%  | 1.426,7 |

#### Main reasons in MMUS\$

- + HLAG Stake (w/PPA): +1,402.3 mn
- + Other Reserves: +19.1mn
- + Effect due to the loan from CGHO (exch. Rate in receivables): +9.0mn
- + Others +2.0mn
- + Loans paid: -5.2mn
- + Accrued Interests & others: +4.6mn
- + Non-current to current: +5mn
- + 2021 Dividend provision: +963mn
- + 2021 Interim dividend paid: -450mn
- + 1Q22 Dividend provision: 420mn
- + Non-current to current: -5mn
- + Net Income of the period: +1,401,4mn
- + 1Q22 Dividend Provision: -420,4.0mn
- + Other Reserves: 19.1mn



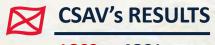
#### Main reasons in MMUS\$

| Statements of Cook Flour                                 | As of March 31, |       | Change | $\rightarrow$ | 2022:  |  |
|--|-----------------|-------|--------|---------------|--|--|
| Statements of Cash Flow                                  | 2022            | 2021  | Change |               | + G&A & HR expenses: -3.8mn<br><b>2021:</b>          |  |
| Cash and cash equivalents at the beginning of the period | 23,7            | 81,7  | (58,0) |               | + G&A & HR expenses: -2.6mn                          |  |
| Cash flows from operating activities                     | (3,8)           | (2,5) | (1,3)  |               | + Leases: +0.1mn                                     |  |
| Proceeds from operating activities                       | 0,0             | 0,1   | (0,1)  |               |  |  |
| Payments from operating activities                       | (3,8)           | (2,6) | (1,2)  |               |  |  |
| Income taxes and other                                   | (0,0)           | (0,0) | 0,0    |               | 2022:  |  |
| Cash flows from investing activities                     | 2,8             | 0,1   | 2,7 —  | <b>→</b>      | + Property & Equip.: -0.4mn<br>+ Asset sale: +3.2mn  |  |
| Payments to acquire interests in joint ventures          | 2,8             | 0,0   | 2,8    |               | 2021:  |  |
| Interest received and other                              | 0,0             | 0,1   | (0,1)  |               | + Interests on time deposits: +0.1mn                 |  |
| Cash flows from financing activities                     | (5,2)           | (5,4) | 0,2    | $\neg$        |  |  |
| Loans paid to non-related parties                        | (5,0)           | (5,0) | 0,0    |               |  |  |
| Interest paid and other payments                         | (0,2)           | (0,4) | 0,2    | $\rightarrow$ | 2022:  |  |
| Exchange rate effect                                     | 0,0             | (0,0) | 0,0    |               | + Loans & interests paid - Itaú: -5.2mn              |  |
| Increase (decrease) in cash and cash equivalents         | (6,2)           | (7,8) | 1,7    |               | <b>2021:</b> + Loans & interests paid - Itaú: -5.4mn |  |
| Cash and cash equivalents at the end of the period       | 17,5            | 73,8  | (56,3) |               |  |  |

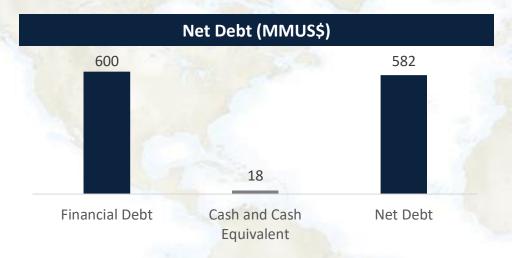


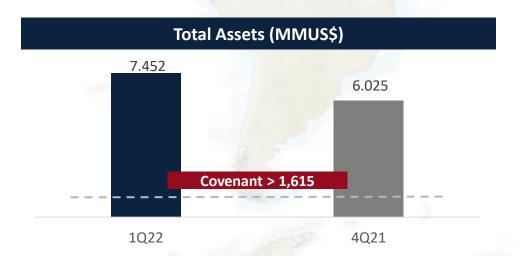
#### CSAV's Share Price 2017-2022 (CLP) 8,0 IPSA Vapores 7,0 2020 12% -11% 6,0 2021 152% 3% 5,0 YTD 48% 19% 4,0 3,0 2,0

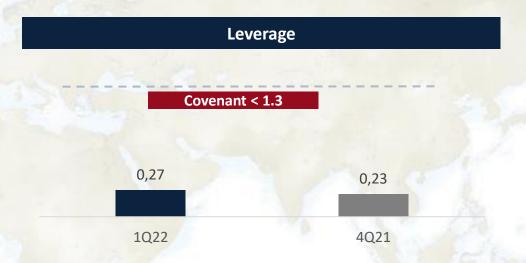


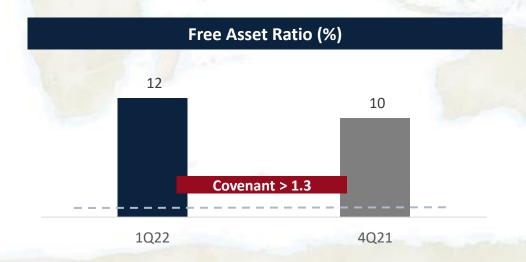


1Q22 vs 4Q21





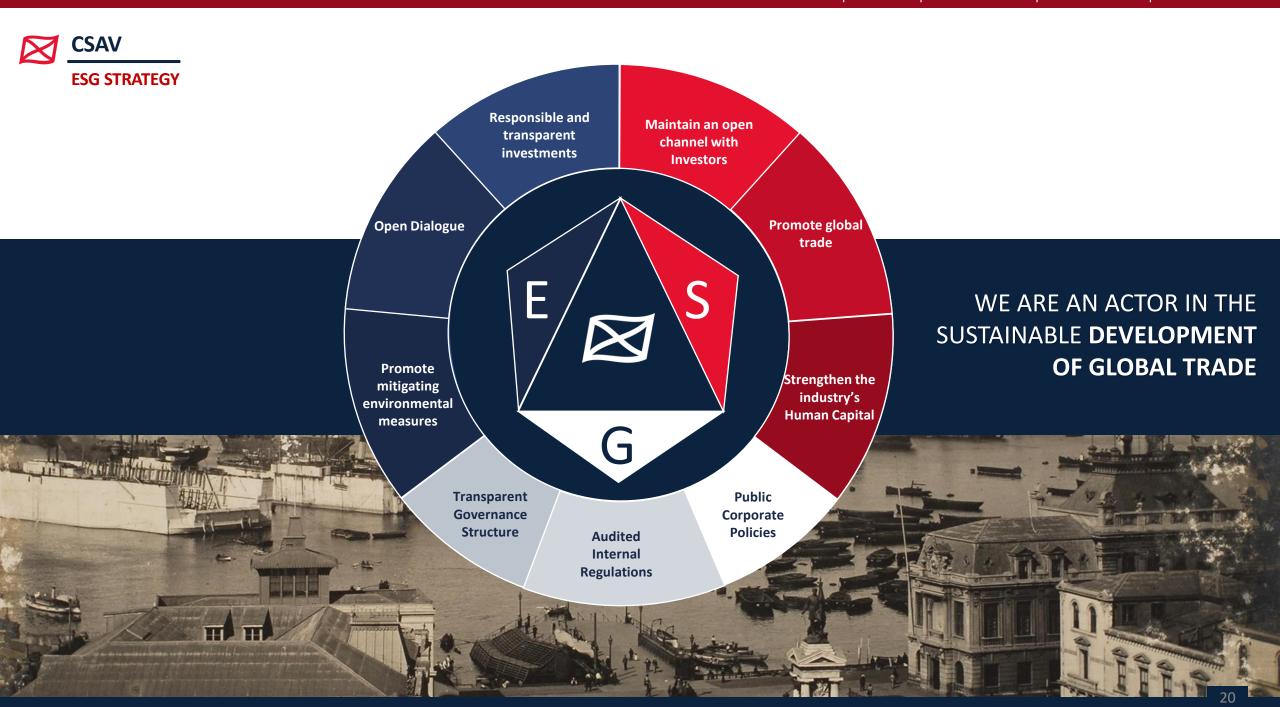




Notes

Leverage: Liabilities/Equity

Free Asset Ratio: Assets / Financial Liabilities





# WE ARE AN ACTOR IN THE SUSTAINABLE DEVELOPMENT OF GLOBAL TRADE





Integrity



**Passion** 



Excellence



**Adaptation** 



Human Capital Development

**Investor Relations** 

**Industry Promoter** 



**Environmental Policy** 



#### **SOCIAL**

**Supplier Policy** 

People Management Policy

**Donations Policy** 



#### **GOVERNANCE**

Investor Relations
Policy

Tax Policy

Risk Management

Ethics Code/CPM

#### **STAKEHOLDERS**





# **CSAV**



Efficient vehicle to invest in Hapag-Lloyd



Solid balance sheet and results

# Hapag-Lloyd, CSAV's main investment

- + Extraordinary results are expected for the year 2022
- + The current market situation is expected to remain in the short term
- + Newly long-term and multi-year contracts will offer some protection from falling spot rates









Figures in USD million

| Result   | 1Q22    | 1Q21  | Y-o-Y  |
|--|---------|-------|--------|
| Equity-accounted investees                           | 1,402.3 | 434.0 | 968.2  |
| SG&A and Other Op. Income                            | (3.7)   | (3.3) | (0.5)  |
| Operational Result (with equity-accounted investees) | 1,398.5 | 430.8 | 967.8  |
| Financial result & ex. rate diff.                    | (4.7)   | (2.9) | (1.8)  |
| Taxes  | 7.5     | 21.0  | (13.5) |
| Discontinued operations                              | 0.01    | (0.0) | (0.0)  |
| Net income   | 1,401.3 | 448.9 | 952.5  |

Record profits.

Results were driven by the good performance of Hapag-Lloyd.



#### SUSTAINABILITY AT THE CORE OF THE BUSINESS

#### **BE PROFITABLE**

We reached our financial and profitability targets earlier than expected, but we need to be vigilant when the freight rate environment settles.

#### **GLOBAL PLAYER**

We are a global player, but high industry profits enable smaller competitors to catch up and we need to strengthen our presence in a variety of growth markets.

#### **#1 FOR QUALITY**

We made good progress to improve quality and to deliver higher service levels, but the pandemic has set back our achievements and we need to address these challenges.

#### **SUSTAINABILITY**

We have met our environmental targets, but future challenges require a more holistic sustainability strategy and more ambitious greenhouse gas reduction goals.









#### Be Profitable

Prove we can earn our cost of capital through the cycle (ROIC > WACC), sustain a healthy capital structure while investing in the future of our business.

#### Global Player

Keep our global market share of > 10% in all our key trades (excl. Intra-Asia), reinforce our strongholds and expand further into selected growth markets.

#### #1 for Quality

Achieve best in class customer experience for our main customer segments, be customer-oriented, enhance reliability and create value for customers as well as for

#### Sustainability Accelerator

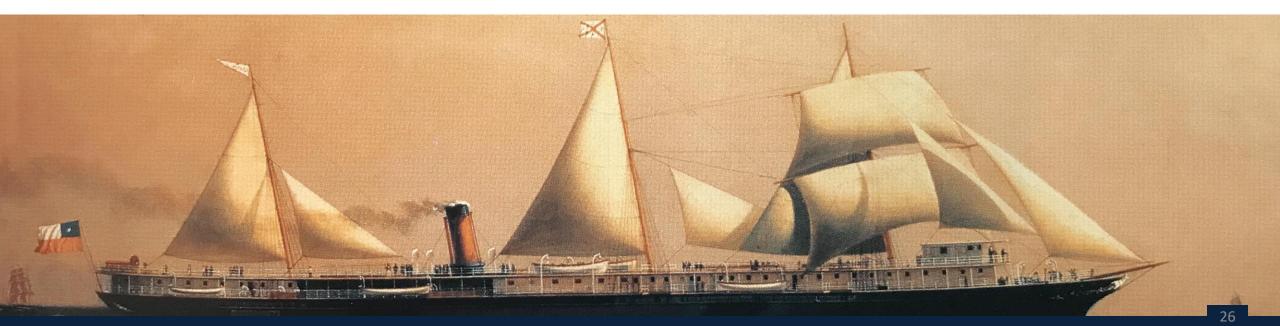
Drive decarbonization in the industry; reducing carbon intensity by 30%1 until 2030, reach 'net-zero carbon' by 2045.



## **Long – Term Financial targets and target achievement**

Source: HLAG 2021 CMD Presentation & 1Q22 Investor Report

|                      | Target                   | Actual               |
|----------------------|--------------------------|----------------------|
| Profitability        | ROIC > WACC              | 88.6% ROIC>7.0% WACC |
| Net Leverage         | ≤ 3x Net Leverage/EBITDA | Net Cash             |
| Liquidity            | ~ USD 1.1 bn             | USD 13.6 bn          |
| Equity               | > 45%                    | 66%                  |
| Dividend Policy 2021 | ≥ 30 % of EAT            | 68%                  |



**GLOBAL MARKET SHARE (EX-INTRA ASIA) OF 10%** 

#### 1. 10% Mkt Share excluding the Intra Asia trade

# 9,4% 10,0% 2021 2023 Target

#### 2. Expand in attractive growth markets (e.g. Africa & India)



#### 3. Invest in the expansion of special cargo and in the reefer segment



#### 1. 10 Quality Pledges have been formulated and gradually published

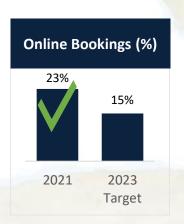


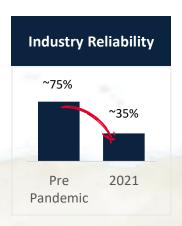
#### 2. Expanding Land-side Capabilities

#### 3. Best in-class web channel

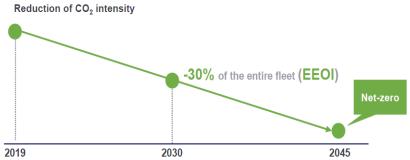
#### 4. Top 3rd Schedule Reliability











- Reduce CO<sub>2</sub> intensity of the entire fleet by 30% by 2030 EEOI vs. 2019; in line with reduction of 60% AER<sup>1</sup> vs. 2008
- Net-zero carbon by 2045
  Operate our ships in a climate-neutral manner using alternative fuels

#### **Profibality**

#### ROIC > WACC

Throughout the cycle Earn the cost of capital through the cycle

Now elevated by peak market

#### **Equity**

>45

**Equity Ratio** 

Strengthen resilence with a solid equity base

#### **Net Leverage**

≤ 3.0x

Net Debt/EBITDA Strengthen resilence With adequate leverage

Currently well below target

#### **Dividend Policy**

≥30%

Of Group EAT

Commitment to shareholder's participation

#### Liquidity

~USD 1.1bn

Liquidity reserve

**Retain sustainable liquidity** 

Now elevated by peak market

# **Investments**

**Sustainably invest** to increase the efficiency and quality of the assets

### ິດ **Net Promoter Score**

#### **Best in class**

Net Promoter Score (NPS)



Top 3rd

In terms schedule reliability



CO<sub>2</sub> reduction

-30%

CO<sub>2</sub> reduction (EEOI) until 2030vs 2019

# Sustainable

#### **Superior Landside**

40%

Share of transports with inland component

#### **Attractive Markets**

> 10%

Global market share in all key trades (excl.intra-Asia) growth in selected attactive markets





**NON-FINANCIAL TARGETS** 



#### **3 PILLARS TO ACHIEVE THE STRATEGIC TARGETS**

## **HLAG** has refined its priorities for the coming 2 years along 3 pillars

#### **SIMPLIFY**

Simplify customer segmentation & experience and reduce internal complexity

- + Simplify Network and optimize fleet
- + Consolidate hub and transshipment strategy
- + Reduce imbalance & depots

#### **STRENGTHEN**

**Double-down on our** ambition to become #1 in quality

- + Accelerate Digitization & invest in innovation and future proof core IT
- + Grow in Attractive Markets
- + Crack the code on Inland
- + Strengthen efforts on Sustainability & Decarbonization



#### **INVEST**

Invest in people, sustainable assets and longterm competitiveness

- Invest in people & capabilities
- Invest in eco-friendly vessels
- Invest in equipment & container innovations
- Equity investments and selective M&A

Source: HLAG 2021 Investor Presentation





