



INVESTOR PRESENTATION Q3 2021 FINANCIAL RESULTS



November 17, 2021

Today's presenters:



Eli Glickman

President & Chief Executive Officer



Xavier Destriau

*Executive Vice President,
Chief Financial Officer*



Disclaimer



Forward-Looking Statements

This presentation contains or may be deemed to contain forward-looking statements (as defined in the U.S. Private Securities Litigation Reform Act of 1995 and the Israeli Securities Law, 1968). In some cases, you can identify these statements by forward-looking words such as “may,” “might,” “will,” “should,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “potential” or “continue,” the negative of these terms and other comparable terminology. These forward-looking statements, which are subject to risks, uncertainties and assumptions about the Company, may include projections of the Company’s future financial results, its anticipated growth strategies and anticipated trends in its business as well as its intended dividend policy. These statements are only predictions based on the Company’s current expectations and projections about future events or results. There are important factors that could cause the Company’s actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied by the forward-looking statements. Factors that could cause such differences include, but are not limited to: market changes in freight, bunker, charter and other rates or prices, new legislation or regulation affecting the Company’s operations, new competition and changes in the competitive environment, the outcome of legal proceedings to which the Company is a party, and other risks and uncertainties detailed from time to time in the Company’s filings with the U.S. Securities and Exchange Commission, including under the caption “Risk Factors” in its 2020 Annual Report.

Although the Company believes that the expectations reflected in the forward-looking statements contained herein are reasonable, it cannot guarantee future results, level of activity, performance or achievements. Moreover, neither the Company nor any other person assumes responsibility for the accuracy and completeness of any of these forward-looking statements. The Company assumes no duty to update any of these forward-looking statements after the date hereof to conform its prior statements to actual results or revised expectations, except as otherwise required by law.

The Company prepares its financial statements in accordance with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB).

Use of non-IFRS financial measures

The Company presents non-IFRS measures as additional performance measures as the Company believes that it enables the comparison of operating performance between periods on a consistent basis. These measures should not be considered in isolation, or as a substitute for operating income, any other performance measures, or cash flow data, which were prepared in accordance with Generally Accepted Accounting Principles as measures of profitability or liquidity. Please note that Adjusted EBITDA does not take into account debt service requirements, or other commitments, including capital expenditures, and therefore, does not necessarily indicate the amounts that may be available for the Company’s use. In addition, Non-IFRS financial measures, as those presented by the Company, may not be comparable to similarly titled measures reported by other companies, due to differences in the way these measures are calculated.

Adjusted EBITDA: net income (loss) adjusted to exclude financial expenses (income), net, income taxes, depreciation and amortization in order to reach EBITDA, and further adjusted to exclude impairment of assets, non-cash charter hire expenses, capital gains (losses) beyond the ordinary course of business and expenses related to legal contingencies.

Adjusted EBIT: net income (loss) adjusted to exclude financial expenses (income), net and income taxes, in order to reach our results from operating activities, or EBIT, and further adjusted to exclude impairment of assets, non-cash charter hire expenses, capital gains (losses) beyond the ordinary course of business and expenses related to legal contingencies.

Free cash flow: net cash generated from operating activities minus capital expenditures, net.

Total cash position: includes cash and cash equivalents and investments in bank deposits and other investment instruments.

Net debt: face value of short- and long-term debt, minus cash and cash equivalents, bank deposits and other investment instruments..

Net leverage ratio: net debt (defined above) divided by Adjusted EBITDA of the last twelve-month period.

See the reconciliation of net income to Adjusted EBITDA and Adjusted EBIT below.





Record quarterly results & Q3.21 highlights



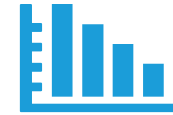
Revenues **\$3.1 billion**

EBITDA **\$2.1 billion**

Net profit **\$1.5 billion**



Operating cash flow
of **\$2.0 billion**



Adjusted EBITDA
and EBIT margins
of **66%** and **59%**,
respectively;
Continue to deliver
industry leading margins



Shareholder equity
in excess
of **\$3.1 billion**



Raise 2021 full-year guidance

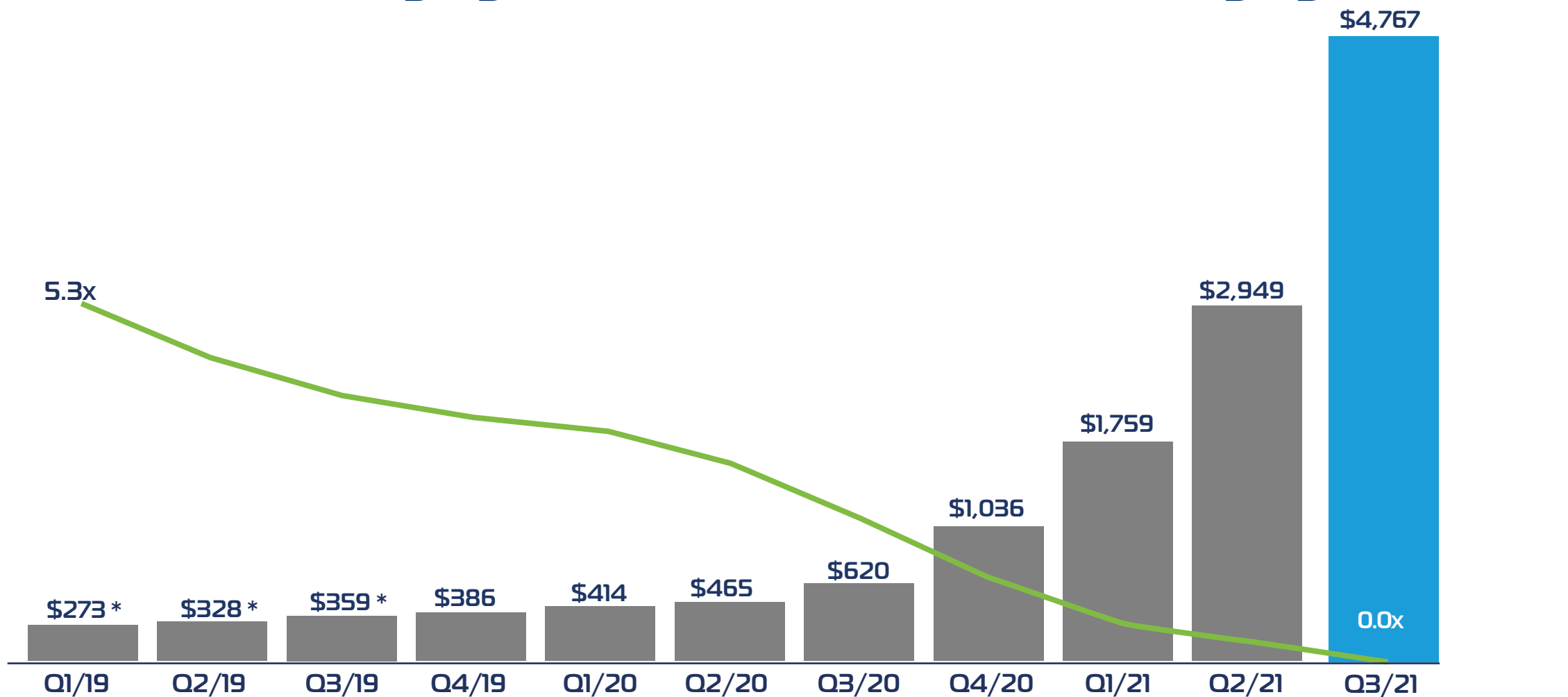


Announce new dividend policy





Consistent earnings growth and continued deleveraging



* LTM Adjusted EBITDA was adjusted to simulate IFRS 16 impact during periods prior to January 1, 2019, based on actual IFRS 16 impact in periods following its implementation





Strong execution – remain focused on profitability

Operational agility

Currently operating

113 

Secure capacity: Purchase of second-hand vessels

8 

Commercial agility



Maintain high level of fleet flexibility

Operational excellence



Expand LNG-fueled fleet
25 vessels



Invest in container fleet
Total fleet ~1 Mn TEUs



Strengthen in-person and digital capabilities to support customers

Digitalization and innovation



Launch SHIP4WD - a new digital freight forwarder





Improvement across key operational and financial indicators

Operational	Q3'21 vs. Q3'20	9M'21 vs. 9M'20
Carried volume (K TEUs)	884 762 > 16%	2,623 2,042 > 28%
Freight rate (\$/TEU)	3,226 1,176 > 174%	2,510 1,116 > 125%
Revenue (\$ Mn)	3,136 1,013 > 210%	7,262 2,631 > 176%

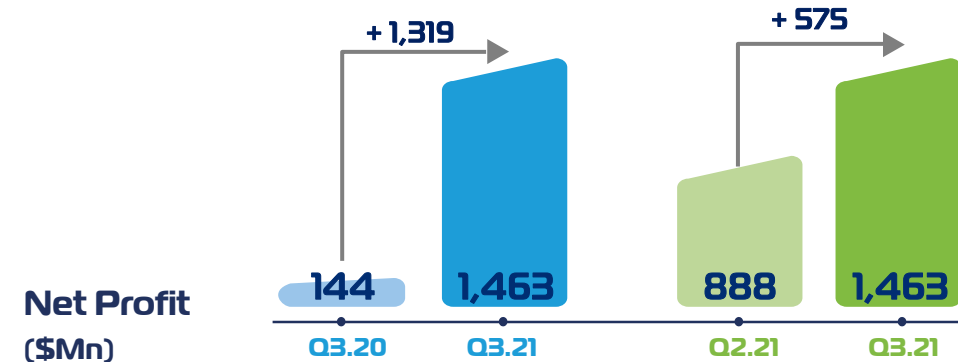
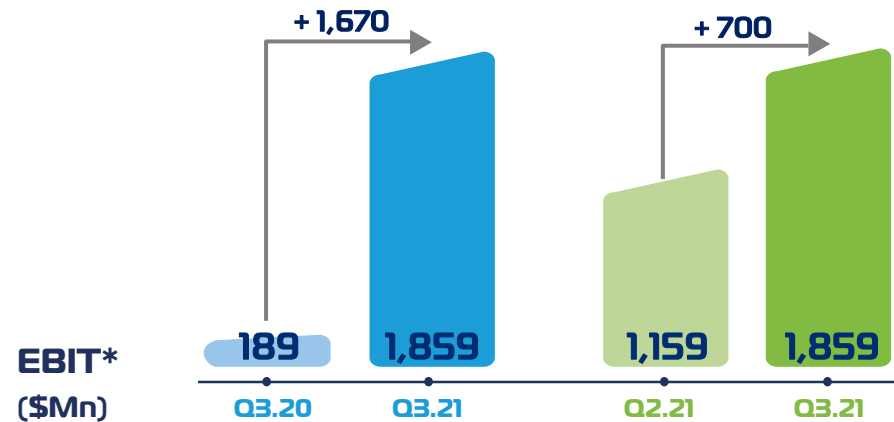
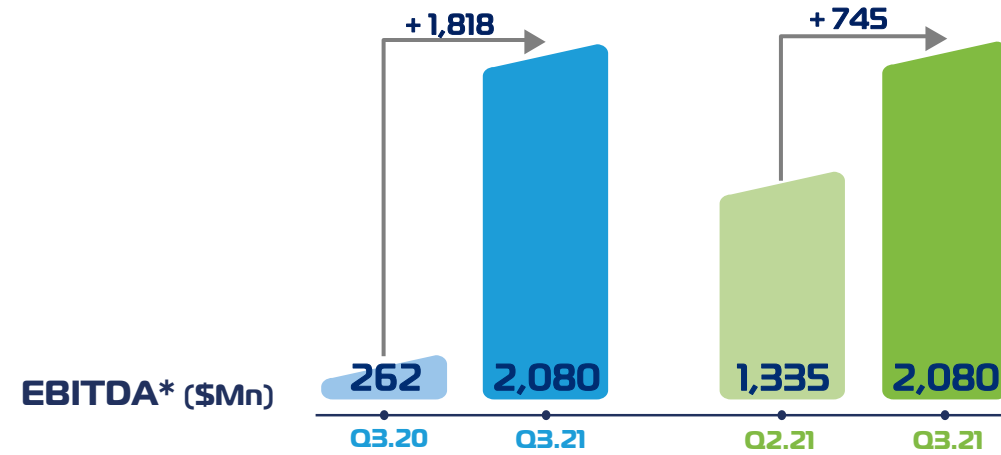
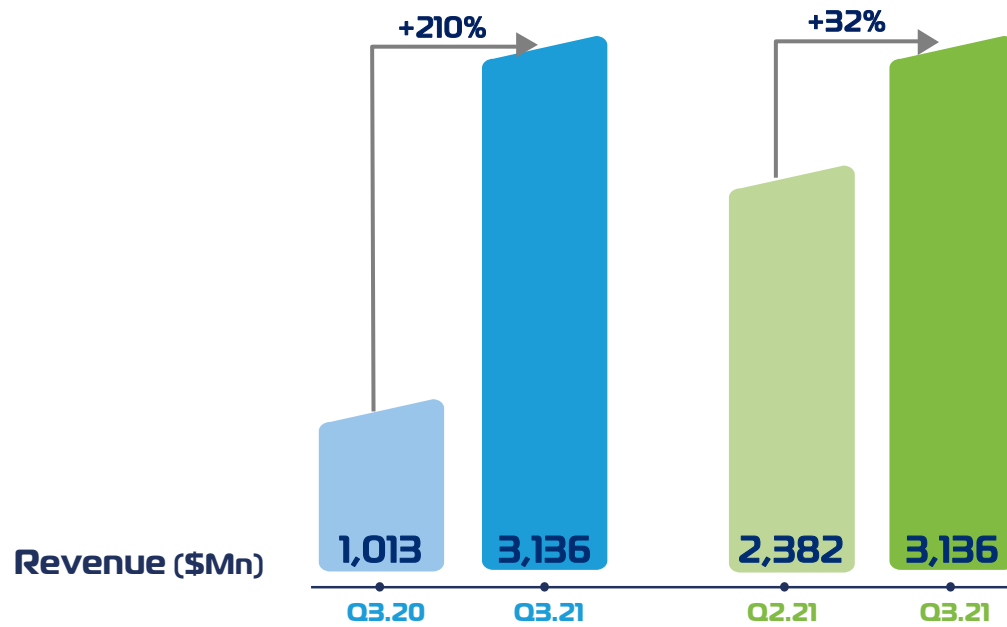
Cash flow	Q3'21 vs. Q3'20	9M'21 vs. 9M'20
Free cash flow (\$ Mn)	1,720 237 > 1,483	3,216 454 > 2,762
Cash conversion rate	83% 90% > -7%	76% 90% > -14%

Balance Sheet	Q3'21 vs. Q4'20
Total debt* (\$ Mn)	2,819 1,862 > 957
Cash, bank deposit and investment instruments (\$ Mn)	2,797 626 > 2,171
Net debt (\$ Mn)	22 1,236 > -1,214
Net leverage ratio	0.0X 1.2X > -100%

** Face value

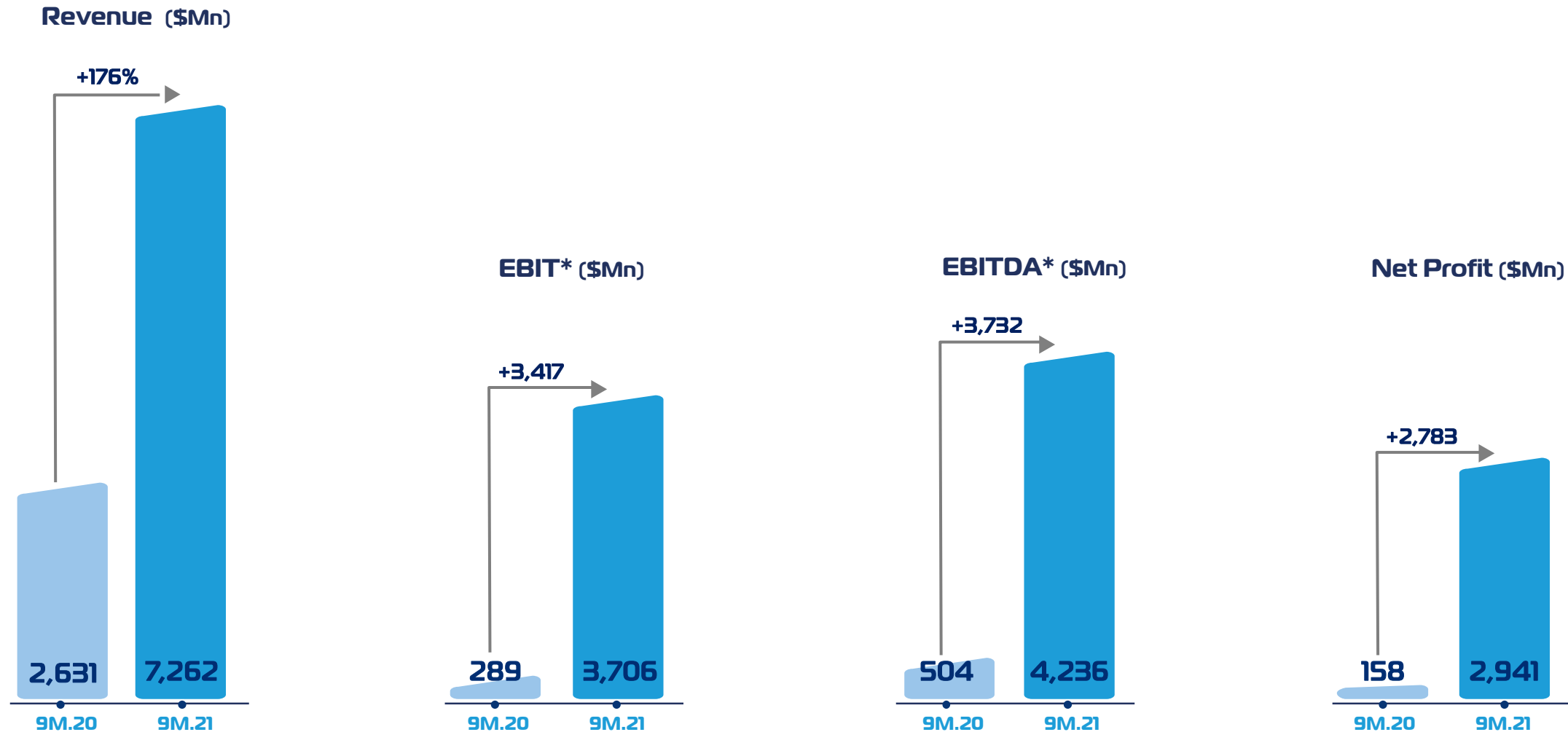


Significant improvement in all metrics: Q3 YOY & Q3.21 vs. Q2.21





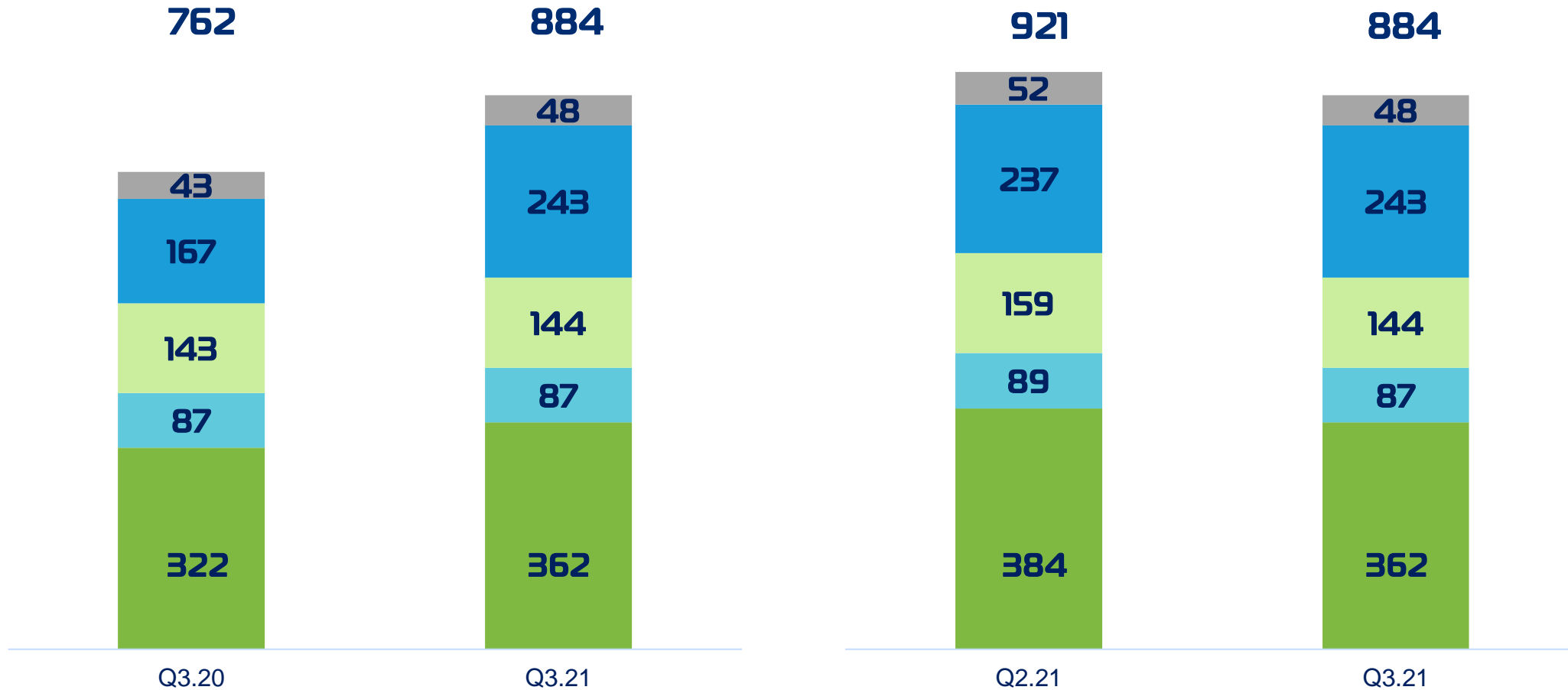
Significant improvement in all metrics: 9M.21 vs. 9M.20





ZIM 16% growth vs. overall market growth of ~1.6%* (Q3 YoY)

Volume breakdown by geographic trade zone (K TEU)



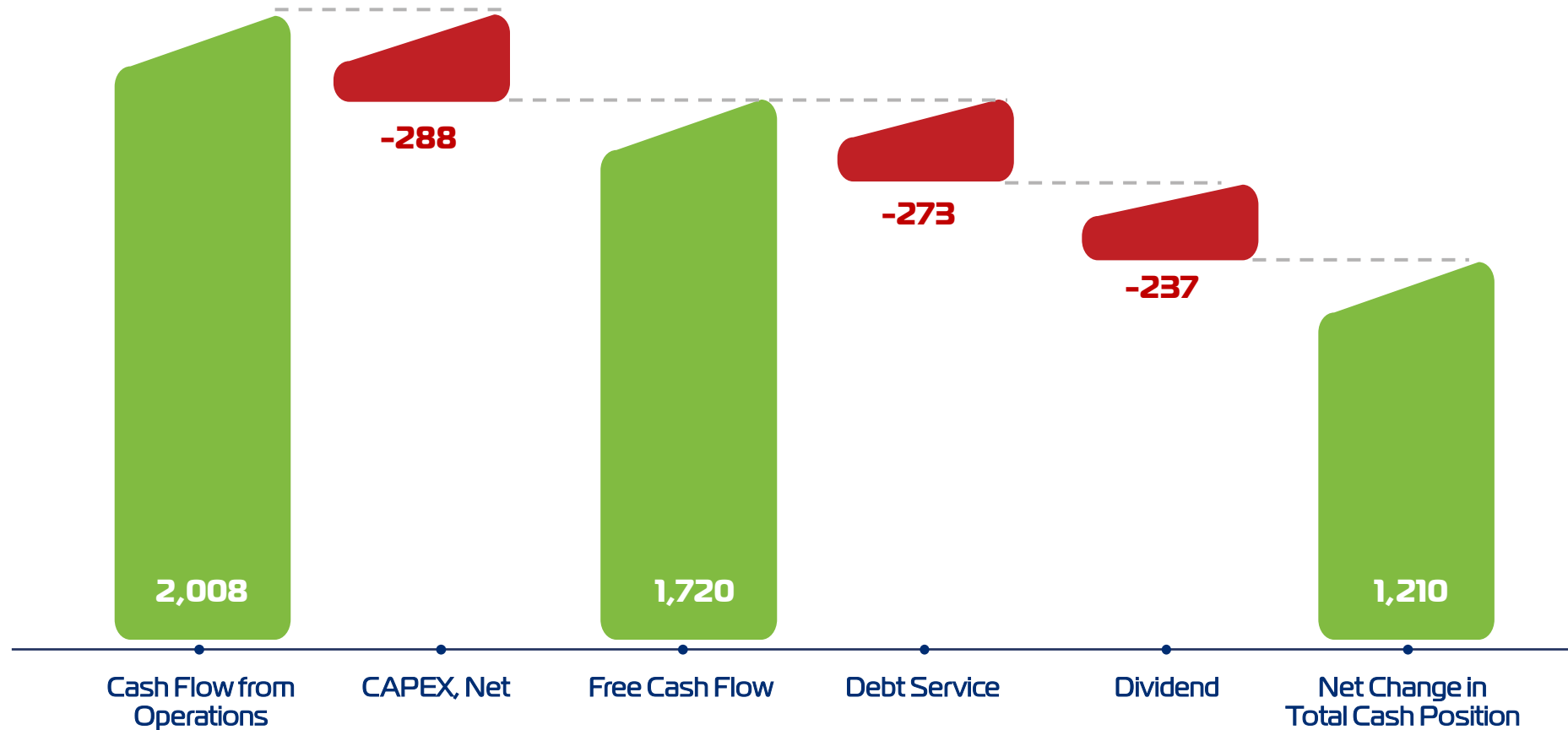
* Source: Container Trade Statistics

■ Pacific
 ■ Cross-Suez
 ■ Atlantic
 ■ Intra-Asia
 ■ Latin America



Continued strong cash generation (\$ Mn)

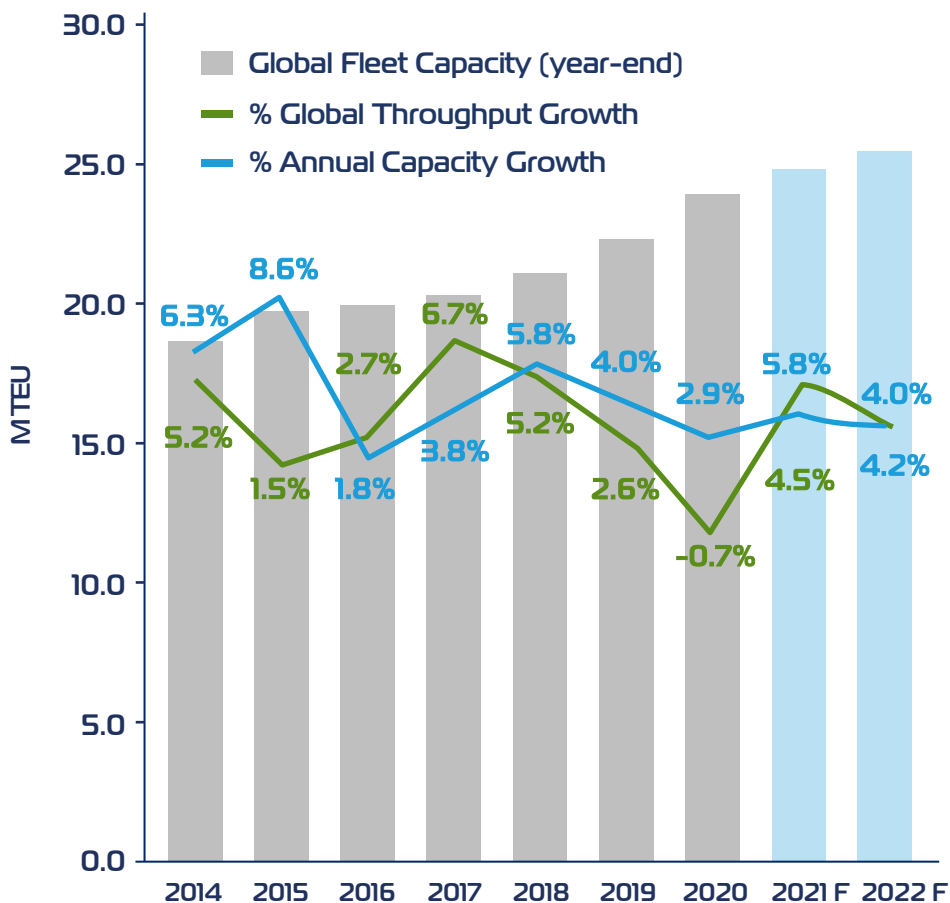
Q3 2021 Cash Flow Bridge





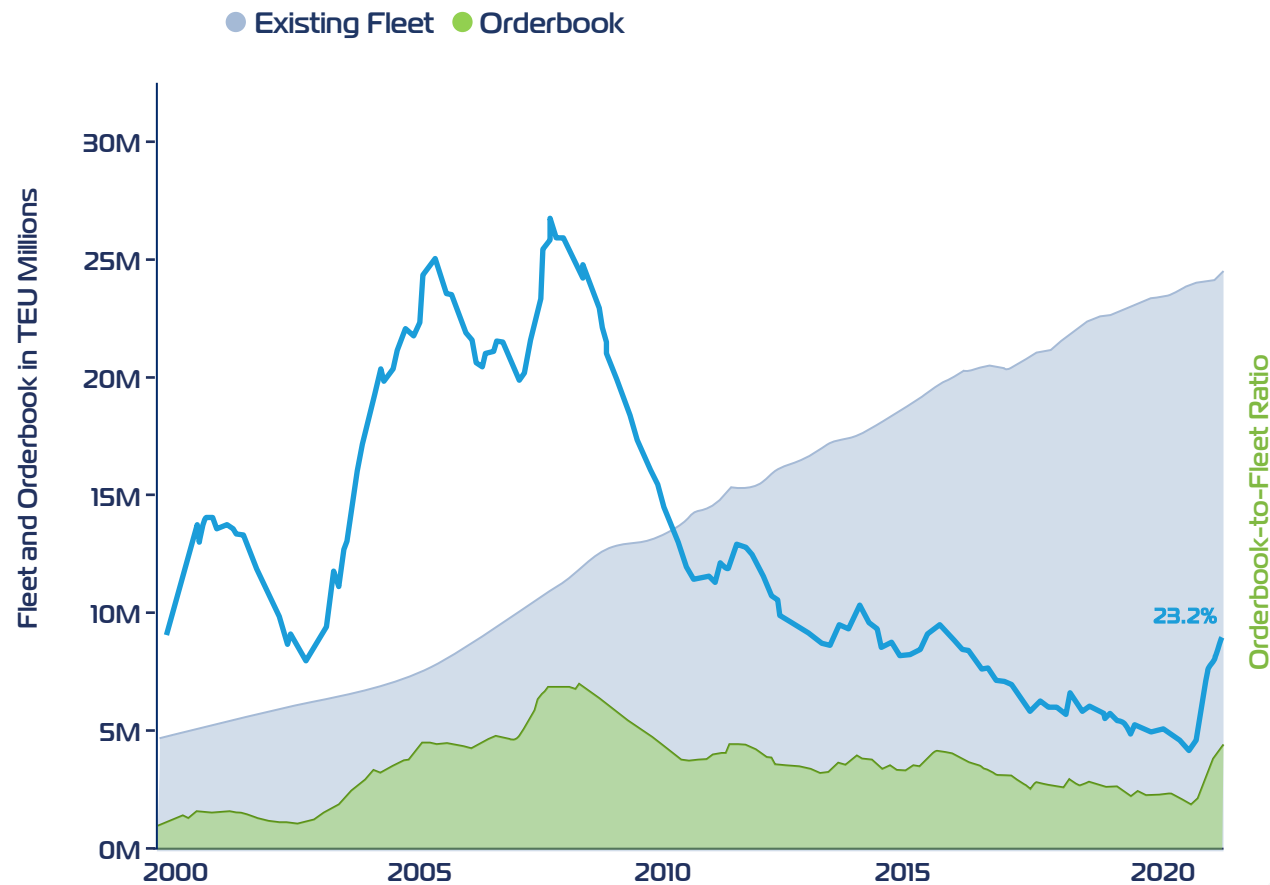
Supply/demand potential improved alignment in 2022 subject to scrapping level; ramped up orderbook expected to be offset with land-side bottlenecks and decarbonization efforts

Supply/Demand Balance



Source: Alphaliner Monthly Monitor, October 2021

Orderbook-to-Fleet



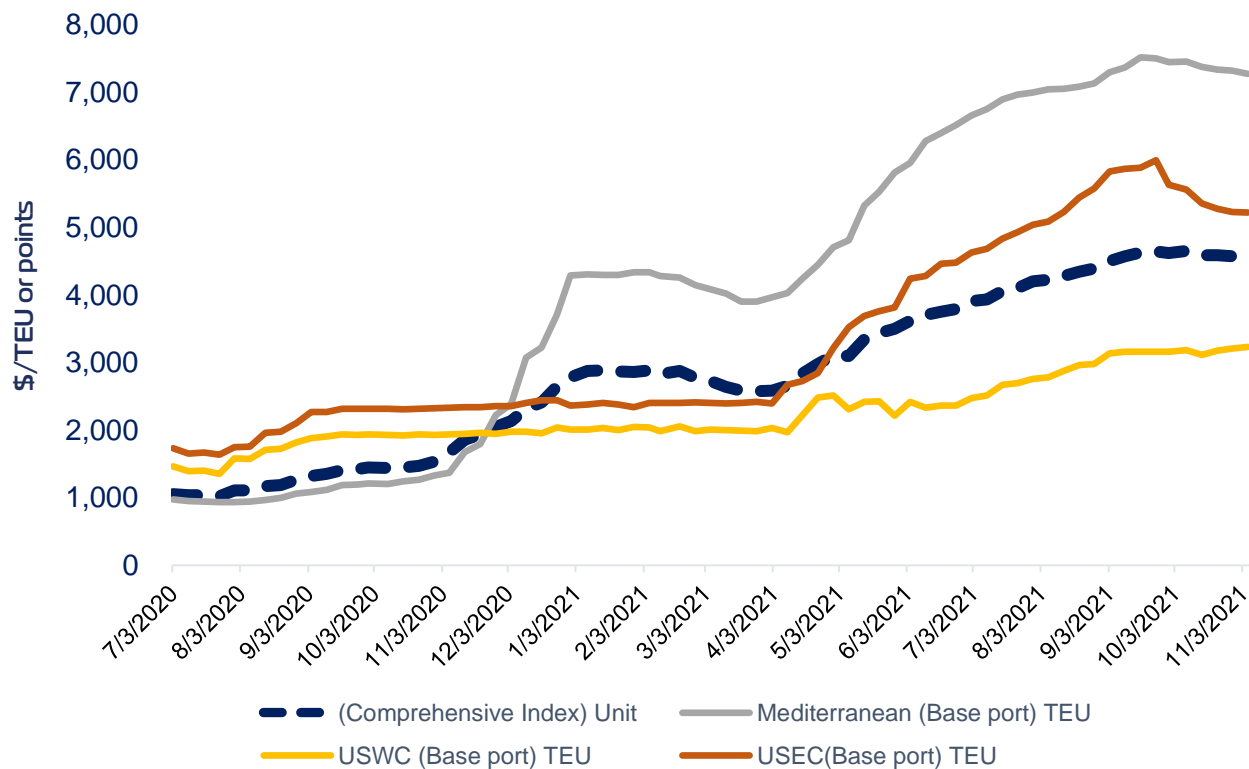
Source: Alphaliner Monthly Monitor, October 2021





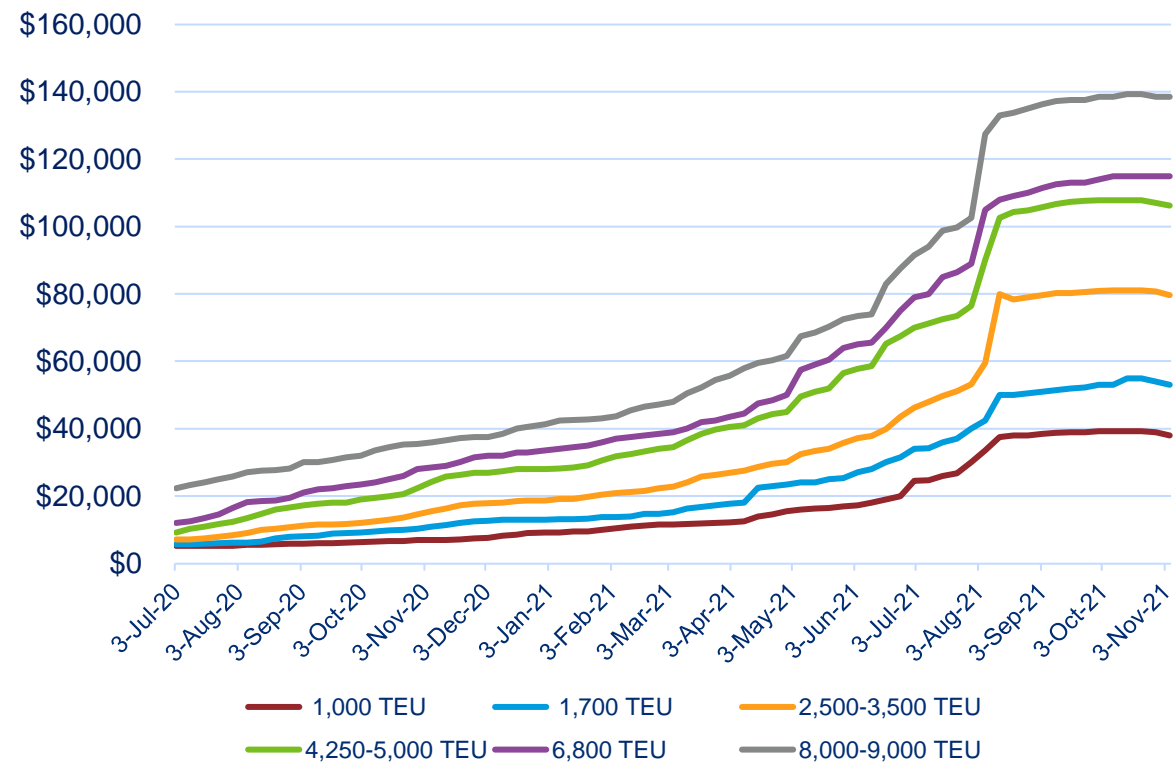
Elevated freight rates driven by high demand coupled by supply chain challenges; charter hire trend correlates with freight trend, seem to plateau

Shanghai Container Freight Index Development



Source: Shanghai Container Freight Index

Clarksons' Rates of Charter Hire



Source: Clarksons Platou

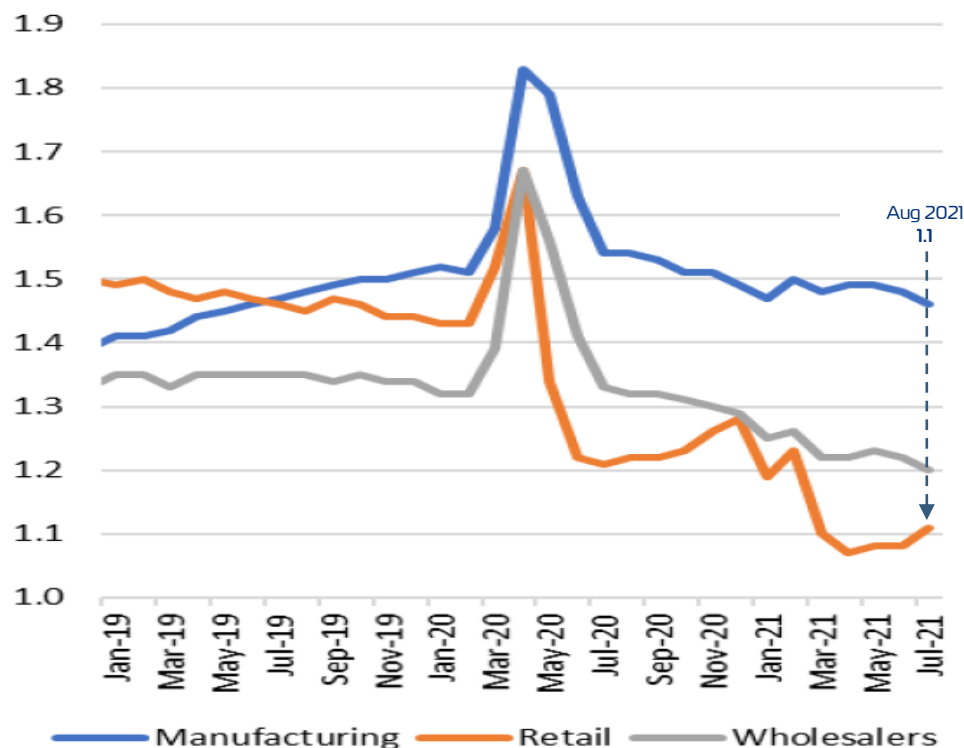


Pressure on the containerized supply chain into the US not expected to ease in the near-term

Oil prices recover to pre-COVID level: strong demand worldwide as economies recover from COVID induced slumps



US Inventory/Sales Ratio by Category



Bunker Price Development

Singapore Bunker Price: IFO30 vs VLSFO \$/ton





Source: Sea-Intelligence Sunday Spotlight, October 24, 2021

Source: Alphaliner Monthly Monitor, July 2021, ClearlynxIQ





2021 full-year guidance

	Previous Guidance 8.2021	Updated Guidance 11.2021
 Adjusted EBITDA	\$4.8 - 5.2 Bn	\$6.2 - 6.4 Bn
 Adjusted EBIT	\$4.0 - 4.4 Bn	\$5.4 - 5.6 Bn





New dividend policy*

Previous Policy

Annual dividend of

30-50%
of annual net income



New Policy

Interim **quarterly** dividends

~20%
of quarter's net income

Fourth quarter dividend at a rate that the **cumulative annual amount** will total

30-50%
of annual net income

Expected distribution April 2022*

Implementation

Declared
Q3.21 quarterly dividend

\$2.50/share

~20% of Q3.21 net income

Payable in December 2021





ZIM – well-positioned to continue outperforming

Proven operational and
commercial agility

Differentiated strategy

- Global-niche strategy
- Chartered-in capacity
- Digitalization & innovation

Effective capital
allocation

Poised to continue delivering top industry margins
and long-term shareholder value



APPENDIX



Reconciliation of net income to Adjusted EBITDA and Adjusted EBIT

(\$ in Mn)

RECONCILIATION OF NET INCOME TO ADJUSTED EBIT

	Q3'21	Q3'20	Q3'19
Net income	1,463	144	5
Financial expenses, net	38	41	38
Income taxes	358	4	3
Operating income (EBIT)	1,859	189	46
Non-cash charter hire expenses ⁽¹⁾⁽²⁾	0	1	2
Capital gain (loss), beyond the ordinary course of business	0	0	(7)
Impairment losses (recoveries) of assets	0	(1)	1
Expenses related to legal contingencies	0	0	(1)
Adjusted EBIT	1,859	189	41

RECONCILIATION OF NET INCOME TO ADJUSTED EBITDA

Net income	1,463	144	5
Financial expenses, net	38	41	38
Income taxes	358	4	3
Depreciation and amortization	221	74	68
EBITDA	2,080	263	114
Capital gain (loss), beyond the ordinary course of business	0	0	(7)
Impairment losses (recoveries) of assets	0	(1)	1
Expenses related to legal contingencies	0	0	(1)
Adjusted EBITDA	2,080	262	107