

INVESTOR PRESENTATION

FULL YEAR & Q4 2022 FINANCIAL RESULTS

March 13, 2023

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 2021 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.

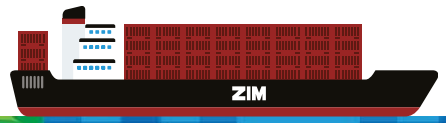
Net debt

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

Net leverage ratio

Net debt (defined above) divided by Adjusted EBITDA for the last twelve-month period.

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



Record Full Year Operational Results*; Strong Balance Sheet

Revenue
$12.6 Bn
(+17%)

Adj EBITDA
$7.5 Bn
(+14%)

Adj EBIT
$6.1 Bn
(+6%)

Operating cash flow
$6.1 Bn
(+2%)

Total equity
(12.31. 2022)
$5.9 Bn

Margins

Adj EBITDA
60%

Margins

Adj EBIT
49%

* In terms of Adj. EBITDA, Adj. EBIT and operating cash flow; FY'22 net income totaled $4.63Bn compared to FY'21 net income of $4.65Bn; income tax for 2022 was $1.4Bn vs. $1.0Bn in 2021

Building Resilience for Future Growth

Operational	Commercial	Growth engines
Cost structure Agility Excellence	Diversification Customer centric Digital innovation	Disruptive technologies Early-stage Strategic partners
Secure core newbuild fleet – 46 vessels (5 delivered)	Adapt network to market conditions	SHIP4WD POWERED BY ZIM 40seas SODYC ZIMARK WAVE BL hoopo
LNG capacity (28 vessels) – reduced carbon footprint	Expand car carrier business	
Improved cost structure and fuel efficiency	Improve local representation in growth markets	
	Focus on high paying cargo	

Focus on profitability

Capital allocation to ensure growth

Build and secure financial resilience

Building Long Term Shareholder Value

2023 Guidance

Adjusted EBITDA
$1.8 – 2.2 billion

Adjusted EBIT
$100 - 500 million

Dividend

Q4 dividend $6.40/share;
($769 million)

2022 total payout
44% of 2022 net income
$16.95/share
($2.04 billion)

Strong Results Across Key Operational and Financial Indicators*

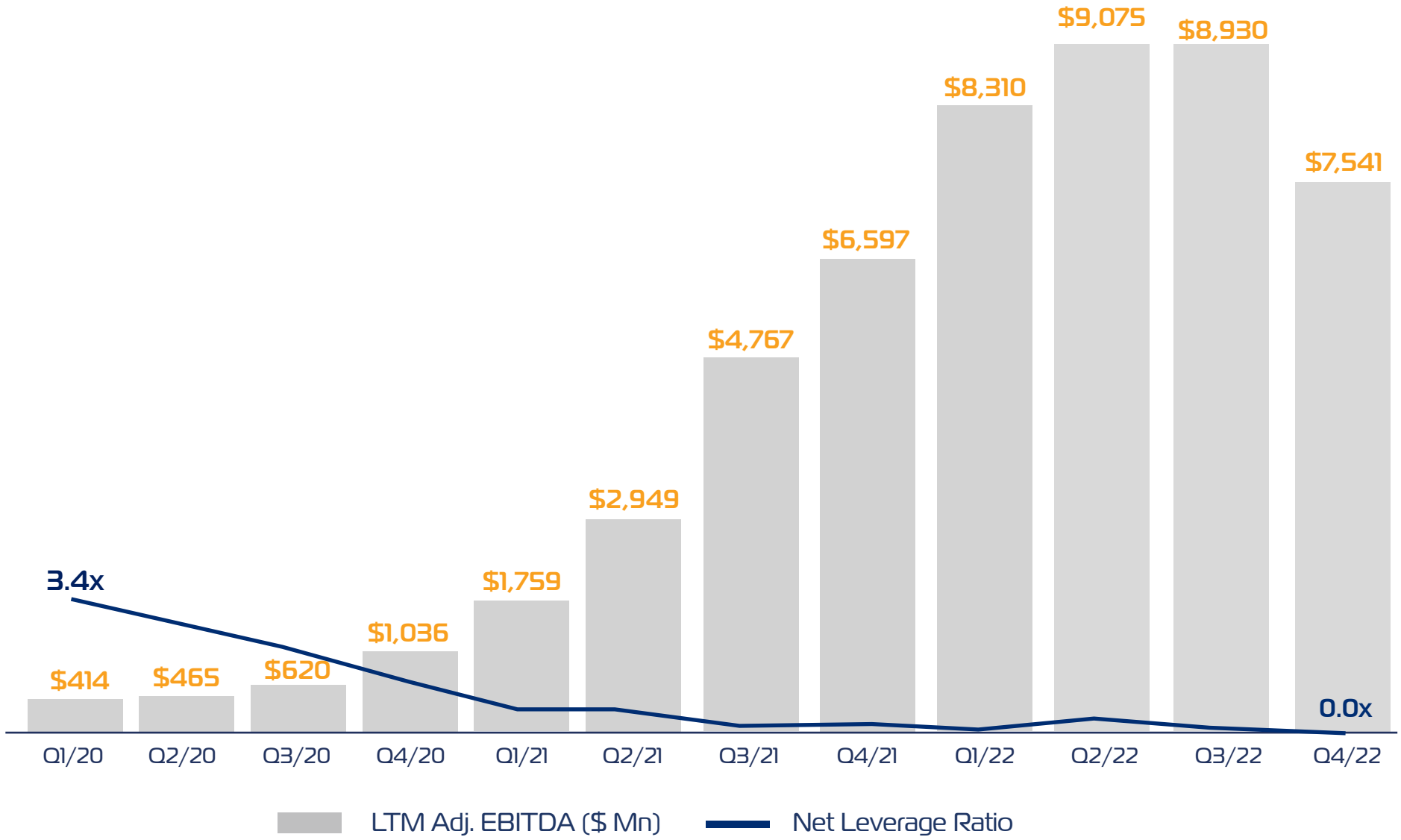
Operational	Q4-22	2022
Carried volume (K TEUs)	823 (-4%)	3,380 (-3%)
Freight rate ($/TEU)	2,122 (-42%)	3,240 (+16%)
Revenue ($ Mn)	2,189 (-37%)	12,562 (+17%)

Cash flow	Q4-22	2022
Free cash flow ($ Mn)	1,048 (-613)	5,796 (+919)
Cash conversion rate	108% (+38%)	77% (+3%)

Balance Sheet	31-12-22
Total debt** ($ Mn)	4,332 (+991)
Cash, bank deposit and investment instruments ($ Mn)	4,611 (+761)
Net cash (Net debt) ($ Mn)	279 (-230)
Net leverage ratio	0.0x

* Operational and cash flow metrics – figures in parentheses reflect comparison to the same period prior year
Balance sheet metrics – figure in parentheses reflect comparison to year-end 2021
** Face value

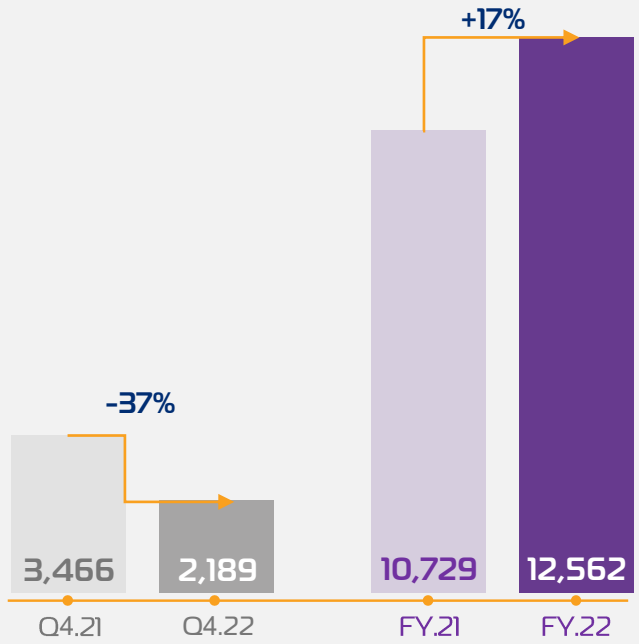
Maintaining Strong Earnings and Low Leverage Ratio



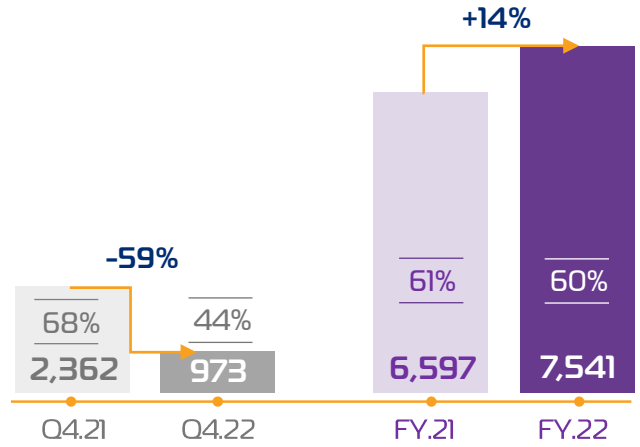
Solid Execution Support Strong Results and Profitability

XX% - margin

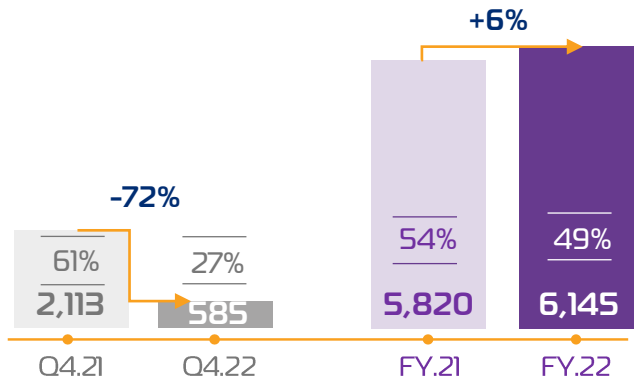
Revenue ($Mn)



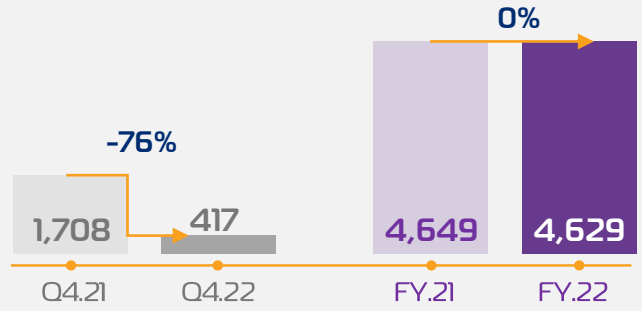
Adjusted EBITDA ($Mn)



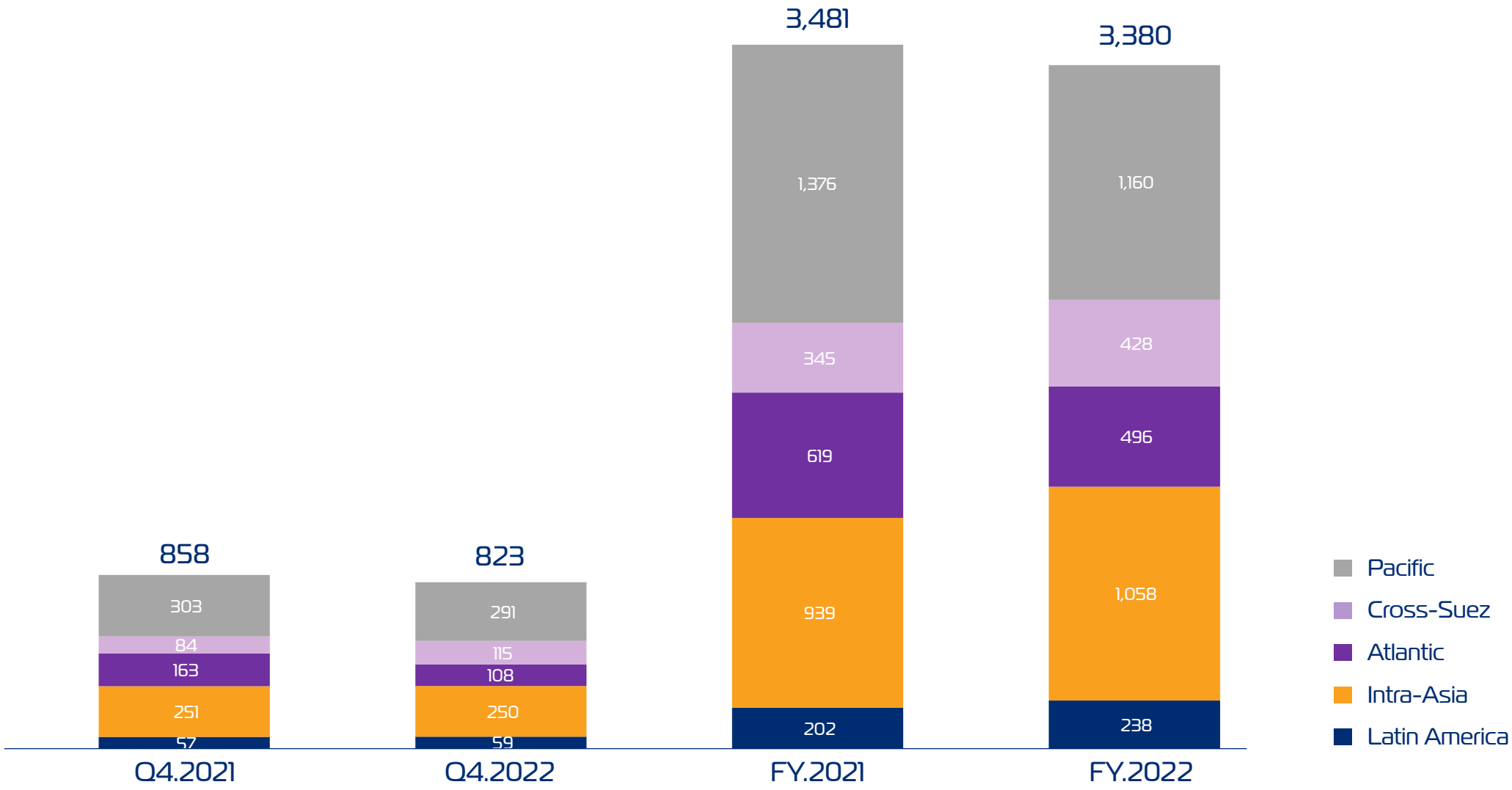
Adjusted EBIT ($Mn)



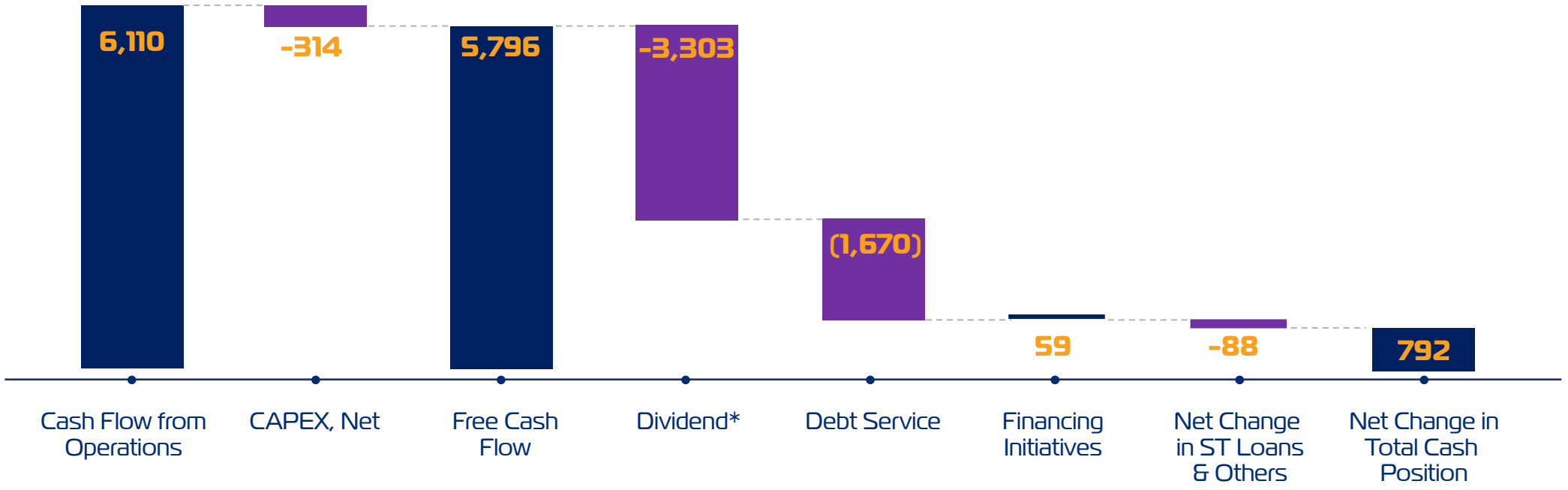
Net Income ($Mn)



Volume Breakdown By Geographic Trade Zone (K TEU)



Cash Flow 2022 Highlights ($m)

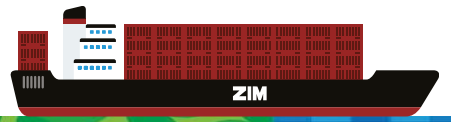


Full year 2022 cash flow bridge ($ Mn)

* Includes final 2021 dividend paid in April 2022; excludes final 2022 dividend payable in April 2023

2023 Full Year Guidance

Adjusted EBITDA	Adjusted EBIT	Average freight rates	Carried volume	Bunker rates
$1.8 – 2.2 Bn	$100 – 500 Mn	Significantly lower	Higher	Slightly lower



2022 Dividend

$2.85/share

Q1 2022

interim dividend

(20% of Q1 2022 net income)

$4.75/share

Q2 2022

interim dividend

($3.33 – 30% of Q2 2022 net income + $1.42 – onetime "catch up", 10% of Q1 net income)

$2.95/share

Q3 2022

interim dividend

(30% of Q3 2022 net income)

$6.40/share

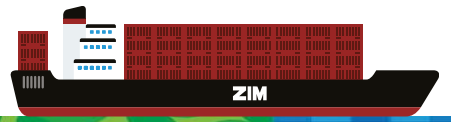
Q4 2022

dividend*

(30% of Q4 2022 net income + "catch up" to 44% of 2022 net income)

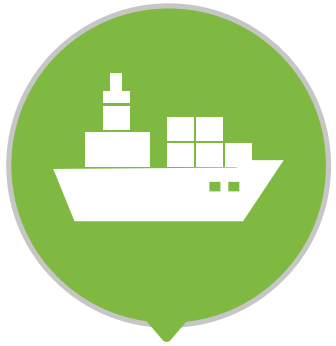
$16.95/share

Total 2022 payout
44% of 2022 net income

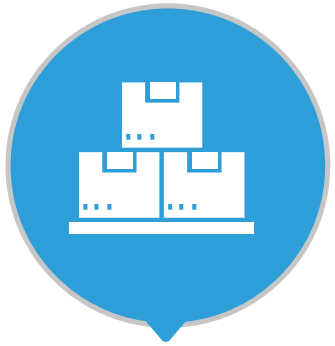


* Record date – March 24, 2023; ex-dividend date – April 4, 2023; payout date – April 3, 2022

Capital Allocation Priorities for 2023 (and Beyond)



Capacity
prepayment for LNG vessels



Equipment
renew container fleet; reefer fleet



M&A
focus on SEA and LATAM

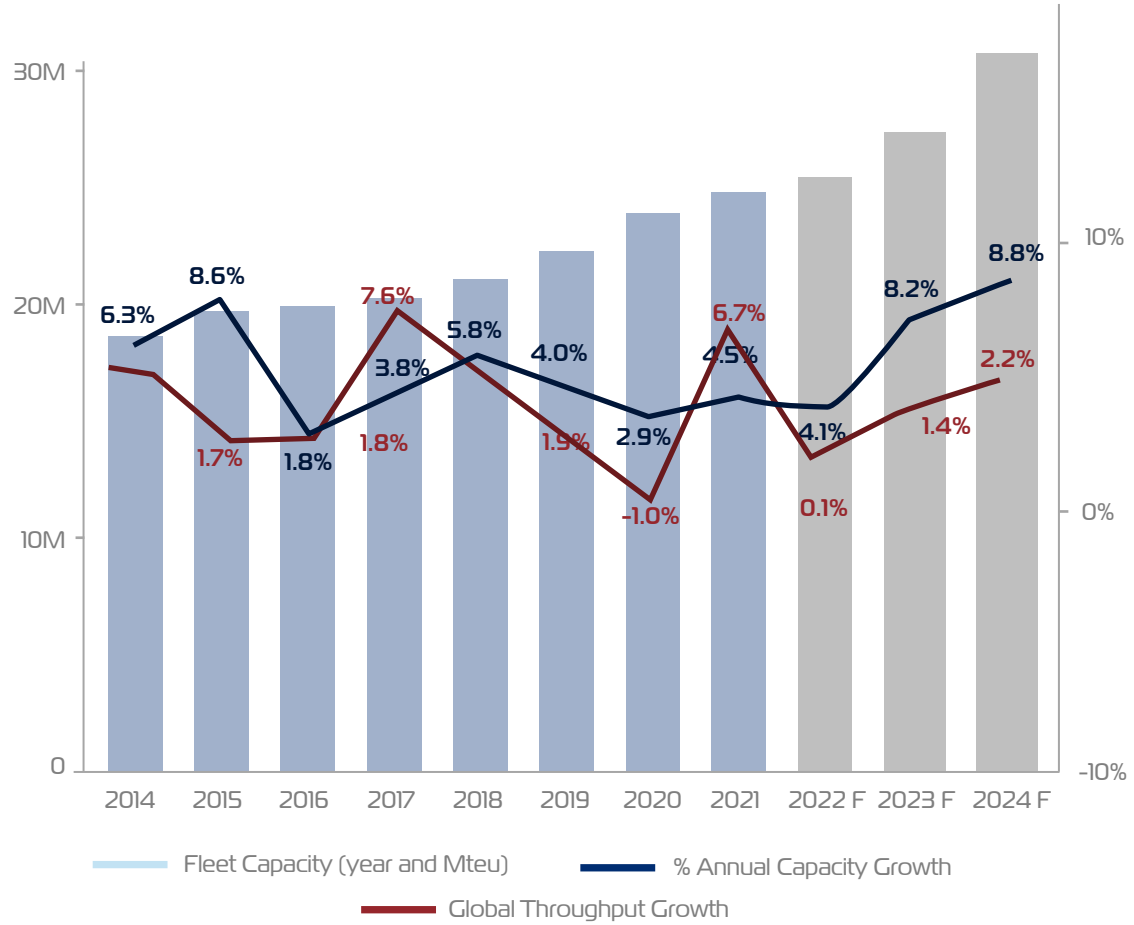


Return capital to shareholders



Supply/Demand Balance is a Threat; Potential Mitigating Factors are Possible

Supply/Demand Balance



Source: Alphaliner Monthly Monitor, Februaryy 2023

- Scrapping
- Restocking
- Slippage
- IMO2023



Q&A SESSION

Solid Foundation for Any Market

- Diversified commercial presence
- Competitive cost structure
- Growth engines
- Significant LNG "green" capacity
- Strong balance sheet



APPENDIX

Reconciliation of Net income to Adjusted EBITDA and Adjusted EBIT

($ in Mn)	2022	2021	2020
RECONCILIATION OF NET INCOME TO ADJUSTED EBIT			
Net income	**4,629**	**4,649**	**524**
Financial expenses, net	109	157	181
Income taxes	1,398	1,010	17
Operating income (EBIT)	**6,136**	**5,816**	**722**
Non-cash charter hire expenses [1][2]	0	2	8
Capital gain, beyond the ordinary course of business	(1)	0	0
Impairment losses (recoveries) of assets	0	0	(4)
Expenses related to legal contingencies	10	2	3
Adjusted EBIT	**6,145**	**5,820**	**729**
RECONCILIATION OF NET INCOME TO ADJUSTED EBITDA			
Net income	**4,629**	**4,649**	**524**
Financial expenses, net	109	157	181
Income taxes	1,398	1,010	17
Depreciation and amortization	1,396	780	314
EBITDA	**7,532**	**6,596**	**1,036**
Non-cash charter hire expenses [1][2]	0	(1)	1
Capital gain, beyond the ordinary course of business	(1)	0	0
Impairment losses (recoveries) of assets	0	0	(4)
Expenses related to legal contingencies	10	2	3
Adjusted EBITDA	**7,541**	**6,597**	**1,036**

Notes: (1) Mainly related to amortization of deferred charter hire costs, recorded in connection with the 2014 restructuring. (2) Following the adoption of IFRS 16 on January 1, 2019, part of the adjustments are recorded as amortization of right-of-use assets.