



# INVESTOR PRESENTATION



December 2021

# 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.

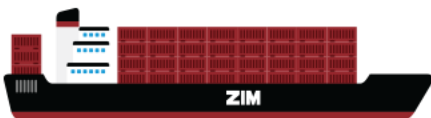
**Free cash flow:** net cash generated from operating activities minus capital expenditures, net.

**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.

The Z Factor



## Outperform the market and lead in EBIT margin

By delivering innovative shipping to loyal customers with outstanding digital service and a personal touch



# | The New ZIM



Global-niche  
strategy

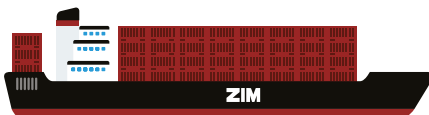
Actively managing  
capacity to optimize  
operational  
efficiency and  
advance  
commercial strategy

Innovation and  
digitalization

Leverage Big Data,  
BI and AI to propel  
profitability and  
establish growth  
engines

Customer-centric  
approach  
“Powered by our  
Customers”

Focus on  
ESG as  
core value





# Differentiated Global-Niche Strategy

## With Leading Presence on Select Trade Routes

TRADE EXPOSURE BY  
CARRIED TEU  
( JAN-SEPT 2021)

 TRANSPACIFIC 41%

 ATLANTIC 17%

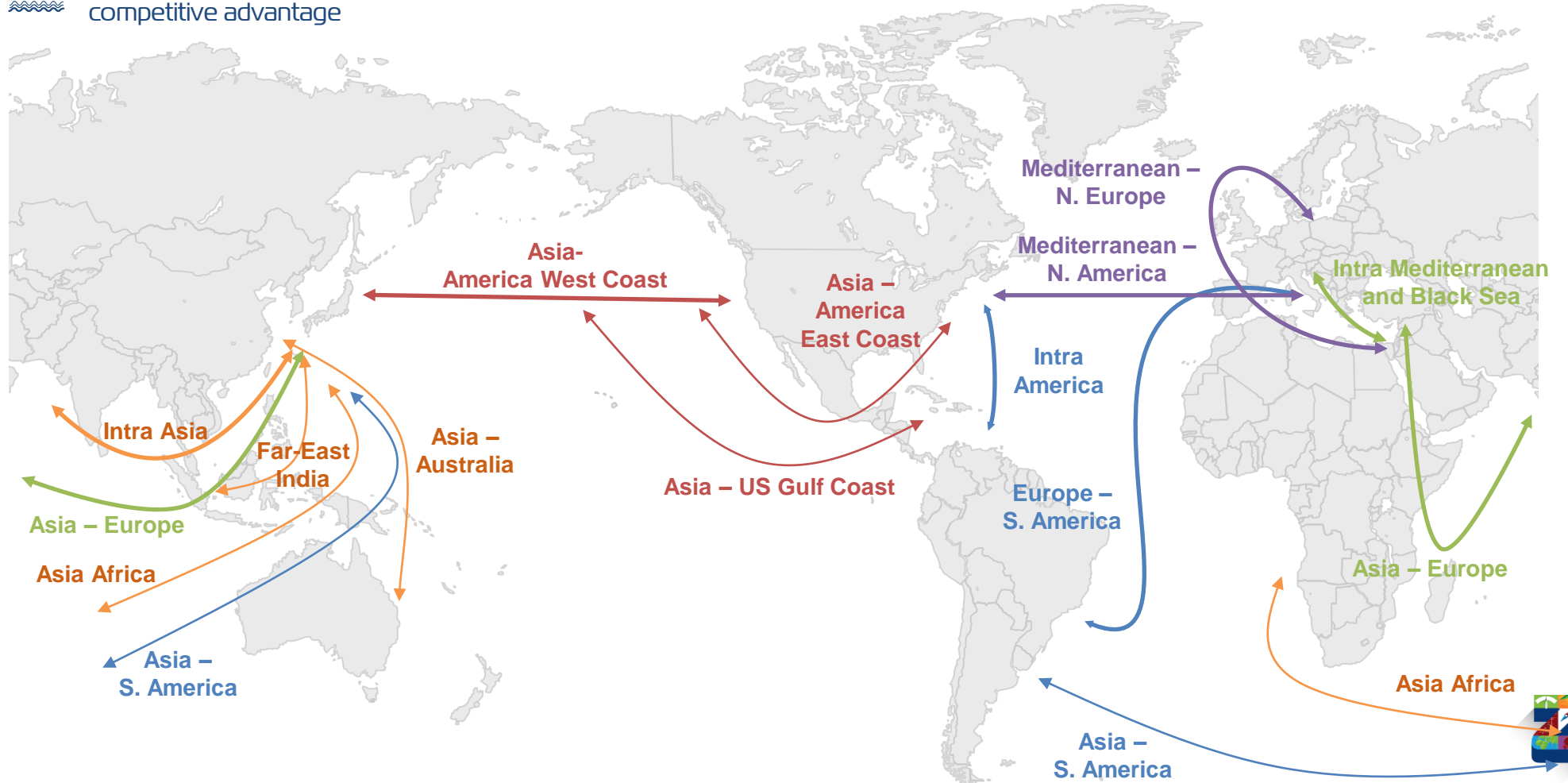
 CROSS SUEZ 10%

 INTRA-ASIA 26%

 LATIN AMERICA 6%



ZIM operates on a global scale (established operations in 100+ countries) with a strong focus on select markets where it holds a competitive advantage



# | Fleet Management Strategy to Optimize Operational Efficiency and Agile Fleet Deployment

Approach supports flexible business model and allows to swiftly capture emerging opportunities



Rely primarily on **chartered-in capacity** to actively manage fleet capacity and maintain **flexibility**



Opportunistically **source** capacity in **secondhand market** to complement **chartered-in** strategy



Secure **eco-friendly** core capacity: long-term charter of 10 x 15,000 TEU and 15 x 7,000 TEU **LNG dual-fuel** vessels



Enhance **commercial offering** through **collaborations** to improve **scope and efficiencies**

# Innovation and Digitization

## Leverage Big Data & AI to Improve Profitability and Establish New Growth Engines



Front-end and back-end platforms and applications to propel profitability by supporting ease of doing business and optimizing cargo mix; leveraging technology to enable operational and commercial excellence



**ZIMPulse**

Online KPI analytics tool



**Hive**

Yield management platform enabling instant cargo selection and booking acceptance



**ZIMPro**

Cloud based analytics tool to focus on more profitable customers in specific trades



**Lead-to-Agreement**

Manages commercial agreements and streamlines communications internally and with customers

**WAVE BL**  
eB/L blockchain solution

**ZIMGuard™**  
AI system to detect possible misdeclarations of dangerous cargo

Digital initiatives and technological partnerships fueled by Israeli start-ups to promote disruptive innovation within the industry eco-system; leverage core assets to serve as growth engines

**SHIP4WD**  
POWERED BY ZIM

Digital freight forwarder

**Cyberstar**  
For a Secure World

Cyber security consulting company

**ZIMARK**

New generation scanning technology



# | Focus on ESG as a Core Value

## Reducing Environmental Impact of Operations & Activities

2 strategic long-term **charter** agreements

### 10 x 15,000 TEU vessels

- Ideally designed to serve on the Asia to US East Coast trade
- Delivery: Feb 2023 through Jan 2024

### 15 x 7,000 TEU vessels

- Versatile, serve various global & regional trades
- Delivery: Q4 2023 through 2024

Investment in “green” LNG dual-fuel vessels

- **Cleanest technology available**
- Significant benefits compared to existing fossil fuels:

**Up to 25%**  
less CO<sub>2</sub>  
emissions

**99% less**  
Sulphur  
emissions (SOX)

**85% less**  
Nitrogen oxides  
emissions (NOX)

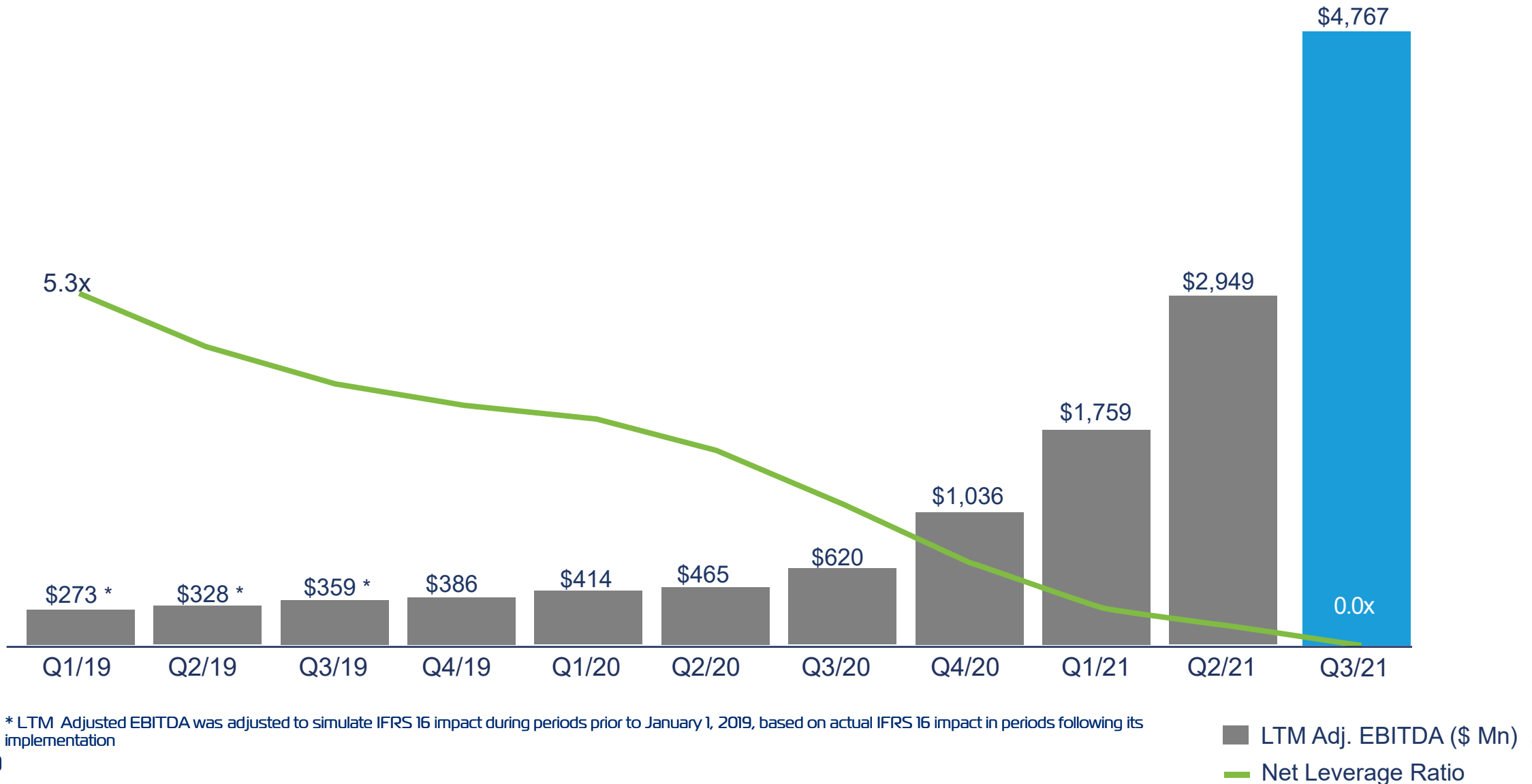


In 2024 – over **40%** of operated **fleet** will be **LNG-fueled**

**ZIM** aspires to be the **lowest carbon intensity operator** among global players



# Consistent Earnings Growth and Continued Deleveraging

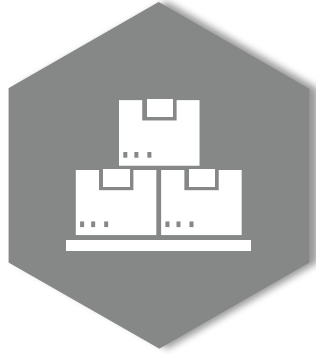


# | Capital Allocation Strategy



## Secure core fleet

Long-term charter agreements



## Investment in equipment



## Targeted M&A

Focus on growth markets in Southeast Asia and LATAM



## Return capital to shareholders

Transition to quarterly dividend distributions with total annual payout of 30-50% of annual net income\*

1<sup>st</sup> dividend distributed– special dividend of \$2/share (on top of 2021 annual payout)

\* See next slide for detail on dividend policy



# | 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**



# | 2021 Full-Year Guidance (provided on November 17, 2021)



Adjusted EBITDA

\$6.2 – 6.4Bn



Adjusted EBIT

\$5.4 – 5.6Bn



# | Major Milestones Since IPO (January 2021)





# | Why ZIM – Investment Highlights



Operational  
Agility and Global  
Niche Model



Multiple  
Attractive Growth  
Engines



Powerful Data  
Science and AI  
Capabilities



Best-in-Class  
EBIT Margins



Favourable  
Industry  
Fundamentals



Significant Post-  
IPO Execution



Returning Capital  
to Shareholders



ESG as Core  
Value



Disciplined  
Capital  
Allocation



Robust Balance  
Sheet





**WE DREAM.  
WE DARE.  
WE DELIVER.**

