



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

TAKING THE NEXT STEP TOWARDS THE FUTURE



May 2022

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 of the last twelve-month period.



חברת הסכנות שמרוויחה כמו טסלה: צ״ם מציגה רווח רבעוני של 1.5 מיליארד דולר

הגאות בעסקי ההובלה הימית הזניקה את רווחי צ״ם לכ-3 מיליארד דולר מתחילת השנה • המנכ״ל גליקמן: "טסלה שווה טריליון דולר, וצ״ם 6 מיליארד דולר, תעשו את החישוב לאן צ״ם עוד יכולה לגדול" • "התחזית שלנו היא שהתוצאות ימשיכו להיות חזקות, כי השוק חזק"

TheMarker | שוק ההון

השיא החדש של צ״ם: רווח של 1.5 מיליארד דולר ברבעון אחד

ההימור של עידן עופר השתלם בענק: הגאות בשוק ההובלה הימית הביאה לעלייה של 38% בתעריף ההובלה הימית ברבעון השלישי - והקפיצה את ההכנסות של צ״ם ל-3.1 מיליארד דולר - ואת תזרים המזומנים ל-2 מיליארד דולר

השנה של צ״ם: רווח של 5 מיליארד דולר רווחי צ״ם גדלו ב-13% והגיעו ל-1.46 מיליארד דולר

הנתונים המרשימים באים על רקע הגאות בענף ההובלה הימית ■ החברה הובילה 884 אלף מכולות ברבעון השלישי ■ מחיר ההובלה הממוצע למכולה עמד על 3,226 דולר ■ בעלי המניות יקבלו דייוידנד במזומן בסך של כ-296 מיליון דולר

פי 10 מבשנה שעברה: רווח רבעוני ענק של 4.5 מיליארד שקל לצ״ם

אתמול פרסמה צ״ם את תוצאותיה לרבעון השלישי של שנת 2021. התוצאות מעוררות התפעלות. רמת הרווחיות כמעט בלתי נתפסת: שיעור רווח תפעולי של 59% ושיעור רווח תפעולי תזרימי (EBITDA) של 66%. צ״ם הוסיפה לערכה תוך שנה 3.3 מיליארד דולר והשאלה הגדולה היא כמה זמן כל הטוב הזה ימשך?

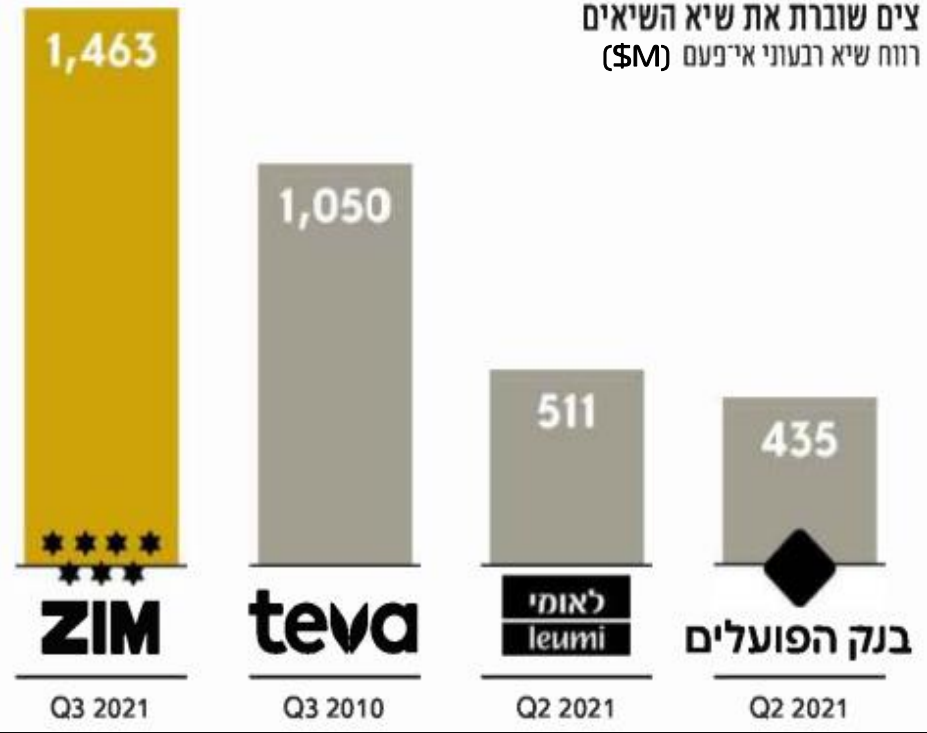
צ״ם של עידן עופר רושמת את הרווח הגדול בהיסטוריה של חברה ישראלית

רק 5 מניות עם תשואה חיובית למשקיעים. ההנפקות הישראליות בוול סטריט השנה:

תשואה מההנפקה	*הנתונים נכונים לשער הסגירה ב-18.12.21
-81%	טוקספייס (TALK)
-73%	היפו (HIPO)
-63%	ריסקפייס (RSKD)
-60%	קלטורה (KLTR)
-59%	רי (REE)
-43.50%	אינוונז (INVZ)
-35%	פיוניר (PAYO)
-35%	ווקמי (WKME)
-34%	פלייטיקה (PLTK)
-30%	אאוטברין (OB)
-25%	אינטרקור (INCR)
-25%	סימילחוב (SMWB)
-22%	טאבולה (TBLA)
-20%	אירון סורס (IS)
-20%	ואלנס (VLN)
-12.50%	סלברייט (CLBT)
-11.60%	אייסקיור (ICCM)
9.70%	ארבה (ARBE)
37%	סנטינל וואן (S)
88.50%	מאנדיי (MNDY)
132%	גלובל אי (GLBE)
240%	צ״ם (ZIM)

ההימור של עופר השתלם ובגדול: צ״ם הרוויחה 1.5 מיליארד דולר ברבעון אחד החברה הרווחית בישראל מכה שוב: צ״ם מציגה 1.5 מיליארד דולר ברבעון

צ״ם שוברת את שיא השיאים רווח שיא רבעוני אי פעם (\$M)



ZIM was honored by "Marine Money" as 2021 IPO deal of the year.

MARINE MONEY

2021 DEAL OF THE YEAR



JOC.com

The Journal of Commerce online

MAKING SENSE OF THE SUPPLY CHAIN



ZIM

\$218 Million Initial Public Offering and Secondary Offering

March 2022

Ocean carrier Zim, by far the largest U.S.-listed shipping company by market cap, just blew away the profit forecasts

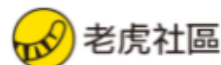
Seeking Alpha



ZIM Integrated Shipping beats estimates on higher margins, carried volume

DCN DAILY CARGO NEWS

THE WILTON BULLETIN



BENZINGA



capital.com



SEANEWS

Quotes from media



THE JERUSALEM POST

Shipping firm Zim registers 787% rise in profits in 2021

Cargo shipper ZIM blows past analyst expectations for 2021

BitcoinEthereumNews.com

BARRON'S

Nachrichten-Fabrik.de



Here Are the 11 Best-Performing IPOs of the Year

Strong Gainers

These companies all went public in the last year and produced high total returns compared to their IPO prices.

Company Name (As Reported)	Symbol	Offer Date	Offer Price (USD)	Total % Return From Offer Price
CureVac BV	CVAC.US	14-Aug-2020	16.00	596.75
Zim Integrated Shipping Services Ltd.	ZIM.US	27-Jan-2021	15.00	209.33
Academy Sports & Outdoors, Inc.	ASO.US	01-Oct-2020	13.00	181.00
Dream Finders Homes, Inc.	DFH.US	20-Jan-2021	13.00	144.38
BigCommerce Holdings, Inc.	BIGC.US	04-Aug-2020	24.00	126.63
MediaAlpha, Inc.	MAX.US	28-Oct-2020	19.00	122.74
Yalla Group Ltd.	YALA.US	30-Sep-2020	7.50	107.60
Li Auto, Inc.	LI.US	30-Jul-2020	11.50	102.61
CPG Newco LLC	AZEK.US	11-Jun-2020	23.00	89.26
Corsair Gaming, Inc.	CRSR.US	23-Sep-2020	17.00	83.65
Unity Software, Inc.	U.US	17-Sep-2020	52.00	81.65

Source: FactSet. Data as of May 29.

WTOT

Live. Local. Now.

Business Chief

ZIM reports record financial results for Q4 and full year 2021

THE JERUSALEM POST

Shipping firm Zim registers 787% rise in profits in 2021



ZIM Rides Rising Tide to Record Quarterly Profit

ZIM celebrates its debut year with a 787% increase in net profit

ZIM Reports Record Financial Results for the Fourth Quarter 2021



Zim results 'take the lead' among box lines, while it promises to serve forwarders

SHIPPINGWATCH

ZIM Achieves 'Historically Extraordinary Results' ZIM announces record 2021 numbers, bullish on 2022

Stockhouse

ZIM Reports 2021 Net Income Of \$4.65 Billion, Over Nine Times Higher Than 2020



Lloyd's List Folsom Local News

Zim Integrated Shipping Services, a company that was billions of dollars in debt just several years ago, is now one of the most profitable companies in Israel, according to financial results published on Wednesday.

ZIM transformation – how is it possible?

- Global rank #18
- Heavy debt burden
- Insolvency risk
- No employees' motivation
- “Red” bottom line



- Global rank #10
- Zero – debt Company
- Leading in profitability
- Record results!
- Highly motivated employees, fresh spirit

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ZIM Today





ZIM

IN NUMBERS



~4,000
Employees



~335
Ports of call



200+
Offices



90+
Countries served



~27,000
Customers



137

Vessels

5

Major routes

~77

Weekly lines



~415,000

of TEUs capacity on orderbook

~1.5%

Market share
(based on carried volume)

The new ZIM

Global-niche
strategy

Actively manage
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

Track record of exceptional financial & operational results

ADJUSTED EBITDA / EBIT MARGINS
(Q1 22)

68%/60%

SHAREHOLDERS EQUITY
(MARCH 22)

\$4.3 BN

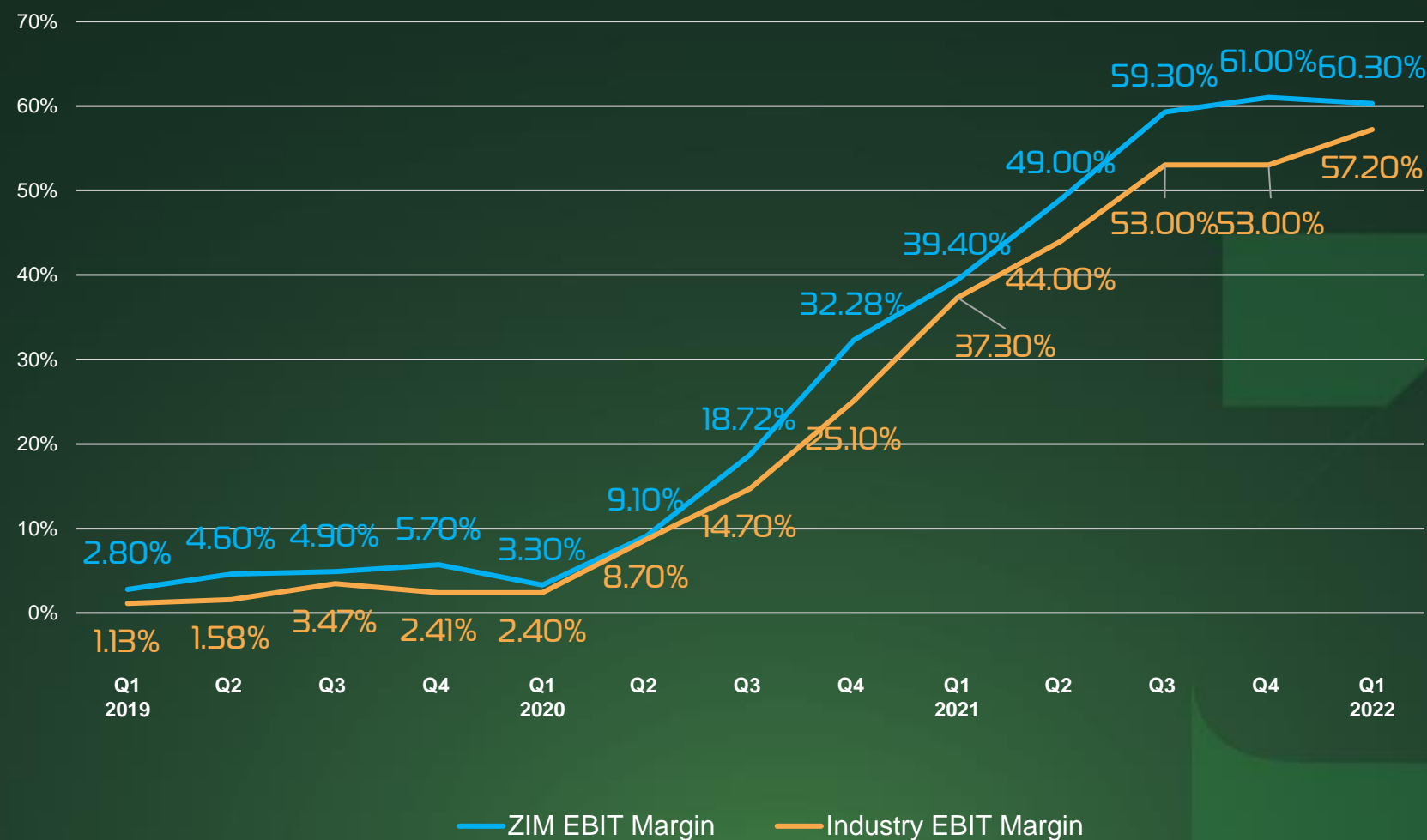
DIVIDEND DISTRIBUTIONS
SINCE IPO

\$2.8 BN

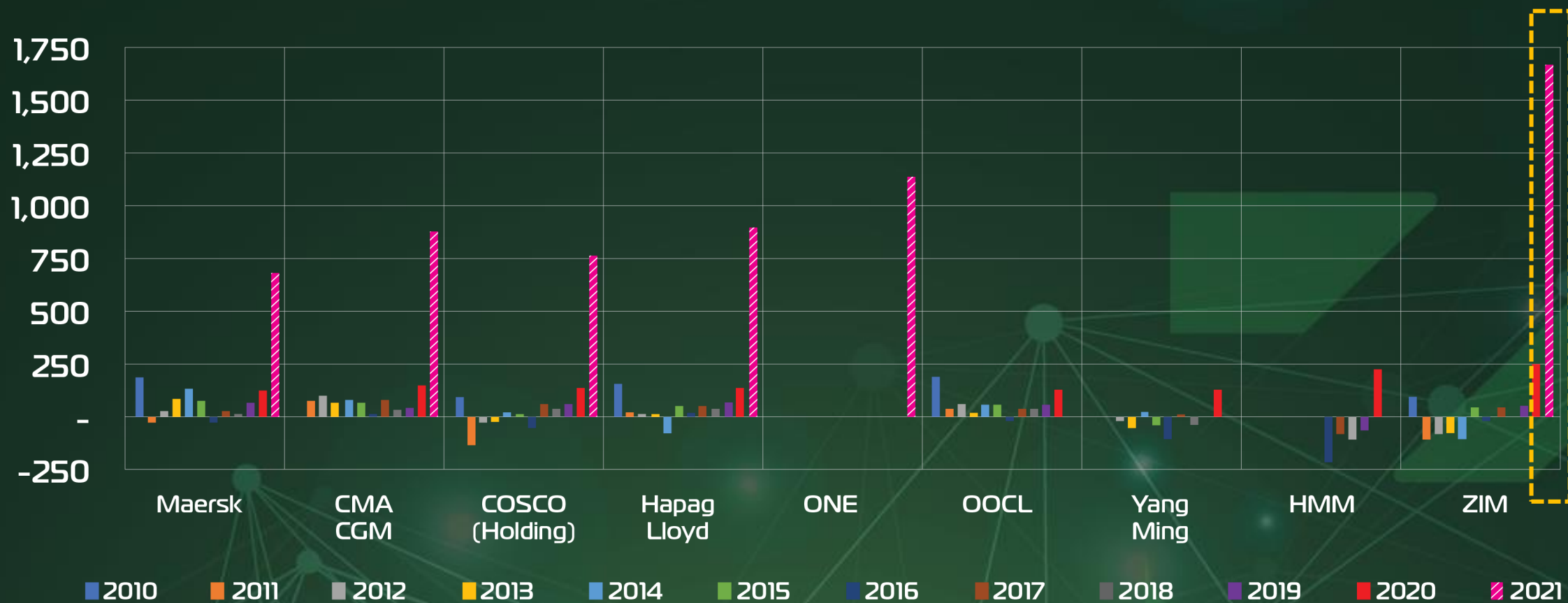
Consistent earnings growth and deleveraging,
delivering industry leading performance



Superior profitability – EBIT margins (2019–Q1 2022)

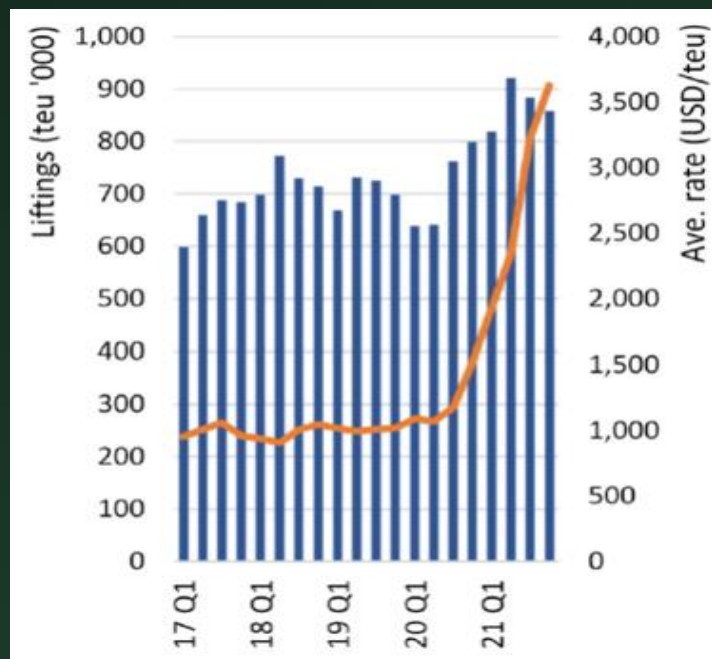


ZIM recorded the largest EBIT/TEU in 2021



ZIM shows greatest increase

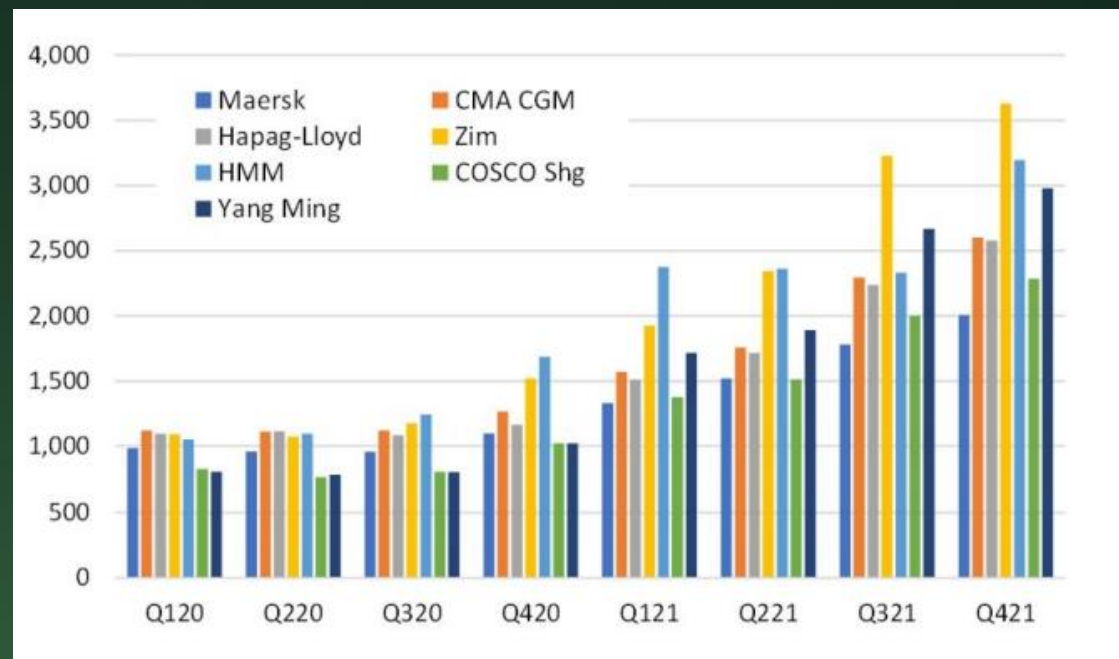
ZIM quarterly volume and average rate/TEU
2017-2021



ZIM's average loading rose from ~700K TEU per quarter in 2019 to 870K during 2021.

ZIM's expansion was combined with some of the highest per TEU rates in the market, reaching a peak of \$3,630 in the 4th quarter and an average of \$2,780 per TEU over the year.

Main carriers: average revenue per TEU by quarter
2020-2021



Average rates rose for all carriers again in Q4'21 although individual performances were mixed, reflecting carriers' exposure to key east-west trades and their proportion of spot business.

A majority of carriers earned over \$2,500 per TEU in the period, with ZIM breaching the \$3,500 per TEU mark for the first time.

The Turnaround



WE HAVE AN OUTSTANDING HISTORY



1945

ZIM was founded

1950'S

ZIM goes global
(Cargo & Shipping lines)

1960'S

ZIM expands to bulk carriers, refrigerated
vessels and tankers

1970'S

ZIM is moving to containers shipping
only

1980'S-90'S

ZIM is adding new routes and services,
adds presence in China

AND IN THE
LAST DECADE
**OUR
WORLD
HAS
ROCKED**



2008 CRISIS

Supply exceeded demand on a large scale, The global shipping industry couldn't absorb the costs of the huge volume of new ships ordered during the last decade and started to break down.

Shipping companies started merging and forming alliances to survive.



ZIM as others made orders for new vessels and couldn't hold the payments.

AND IN THE
LAST DECADE
**OUR
WORLD
HAS
ROCKED**

● 2009

FIRST RESTRUCTURING

Operational - cancellation of vessels
orders and payments arrangement for
future years

● 2014

SECOND RESTRUCTURING

Financial - the demand didn't recover; the
company is running out of liquidity and is under
risk of bankruptcy till the end of 2014

● 2016

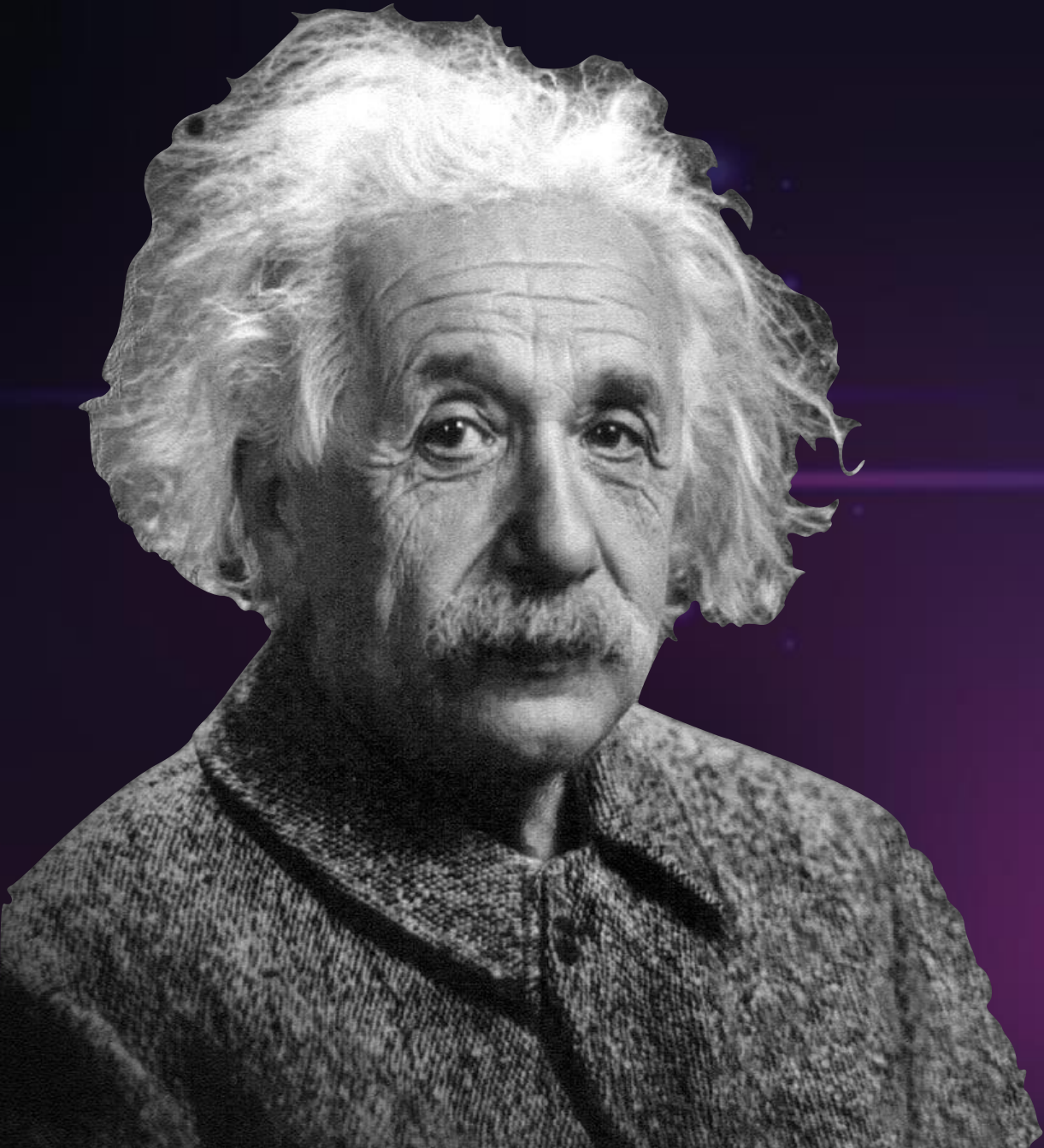
DEFERRAL ARRANGEMENT

The demand is still low, and heavy debt
payments bring the company to high risk. ZIM
makes additional arrangement to postpone the
payments



THEN CAME 2017

**BY IMPLEMENTING A NEW PERSPECTIVE,
NEW STRATEGY AND NEW CULTURE
WE HAVE SUCCESSFULLY MADE
A COMPANY TURNAROUND**



"IF YOU'RE DOING THE
SAME THING OVER AND
OVER AGAIN
DON'T EXPECT
DIFFERENT RESULTS"

Albert Einstein

2017-2020: Executed a successful turnaround

Changed the company's strategy and corporate culture

It's no longer how big you are.
It's how smart & agile you are.

By leveraging innovation and technology we created multiple new successful business growth engines

Delivered our best quarterly results in the Company's history⁽¹⁾

ZIM has demonstrated industry-leading EBIT margins for 20+ consecutive quarters⁽²⁾

Global-niche strategy – focused commercial approach

Global Seaborne Container Trade: ~219M TEU; Intra Far East ~94M TEU constitutes largest global trade (~43% of total)*



Maintain high flexibility to optimize operational efficiency and agile fleet deployment



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 18 x 7,000 TEU **LNG dual-fuel** vessels



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

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

Road to carbon zero as per our Sustainability/ESG core value – opportunity for ZIM

LNG: cleanest technology available

LNG fleet

10 x 15,000 TEU vessels

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

18 x 7,000 TEU vessels

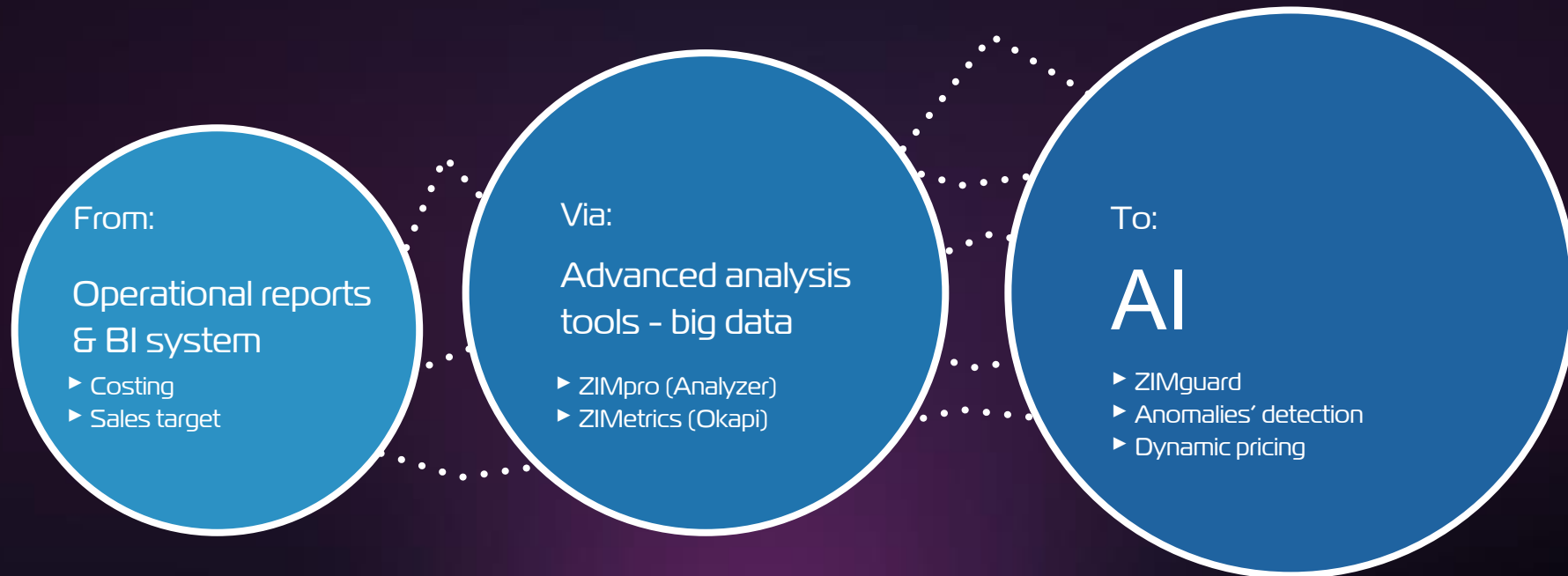
- Versatile, serve various global & regional trades
- Delivery: Q4 2023 through 2024

Reliance on chartered capacity =
no legacy fleet to replace

In 2024 approx. $\frac{1}{3}$ of operated fleet will be
LNG-fueled – a key commercial
differentiation

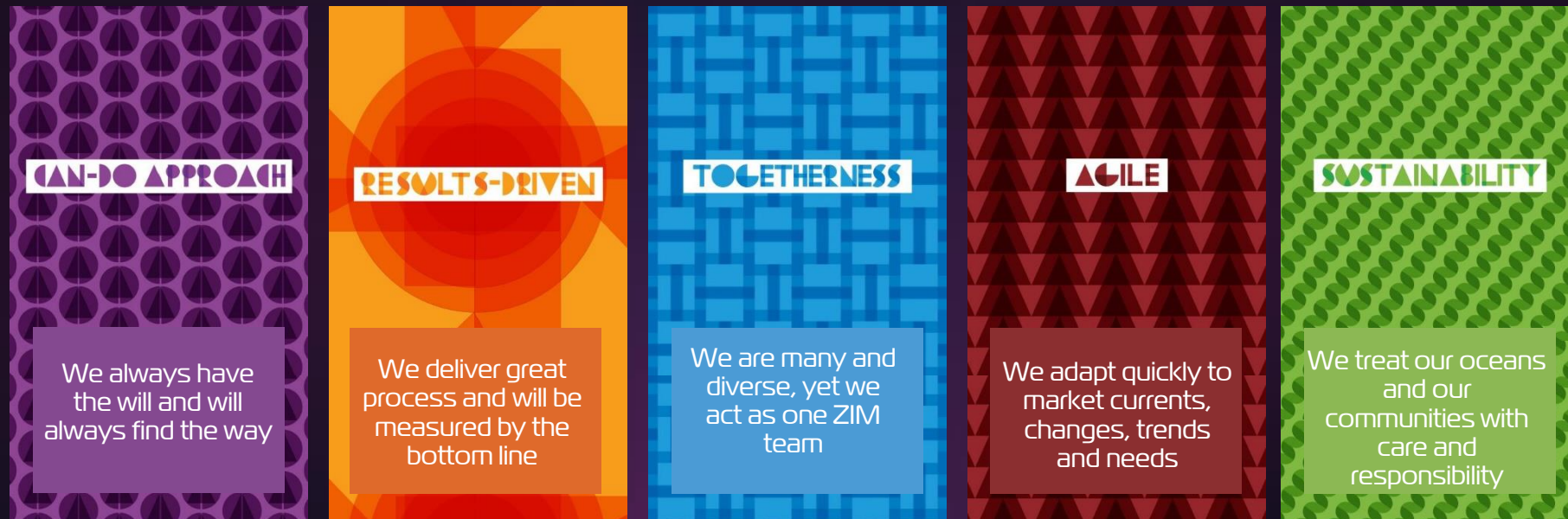
LNG fleet will position ZIM among the lowest carbon intensity operators
Assist customers in reducing carbon footprint

Revenue management – use BI, AI and data science to capture better cargo and customers mix



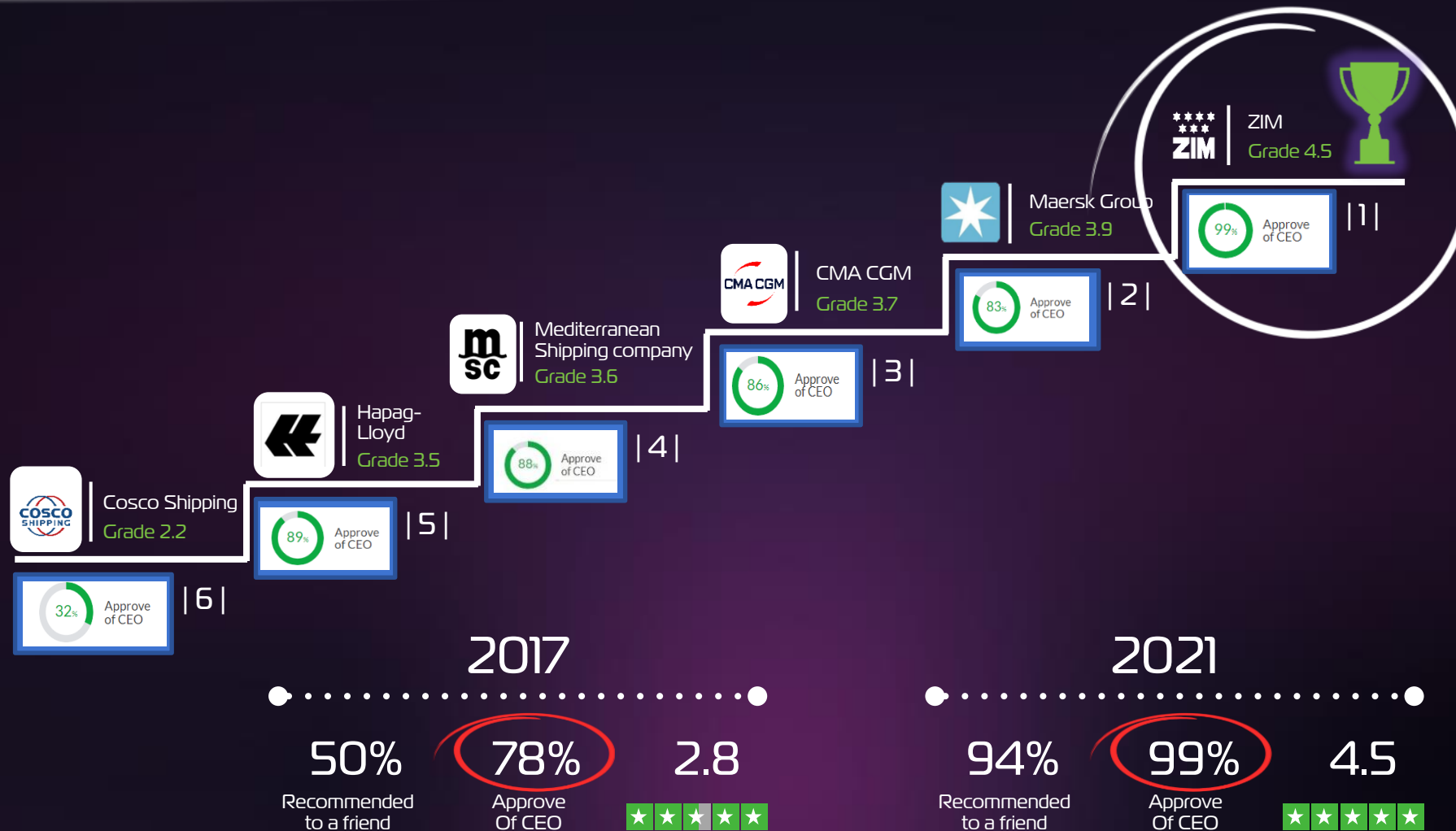
With our new & modernized development resources and skills, IT will continue enabling ZIM to achieve its commercial goals and contribute to the bottom line!

New values to transform corporate culture and invigorate workforce



DELIVERING INNOVATIVE SEABORNE SHIPPING SOLUTIONS

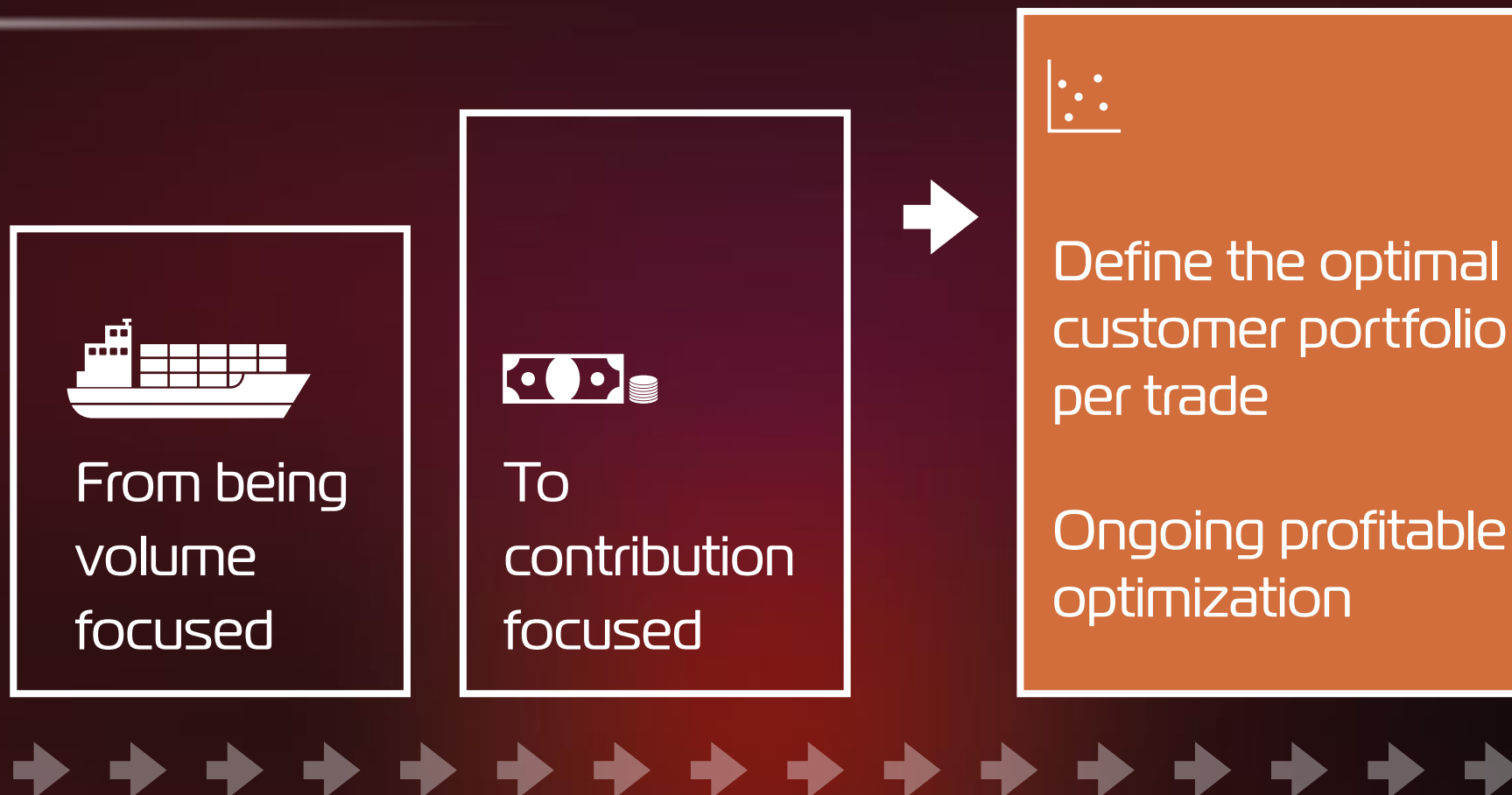
Glassdoor* – ZIM outranks all major peers



Develop multiple digital projects to improve customer experience and make it easier to do business with us



Use of Big data and BI through dynamic pricing and active portfolio management to advance commercial excellence and propel profitability



Digital initiatives and technological partnerships to promote disruptive innovation



Data science and AI to enhance operations and profitability



Digital freight forwarder



Next generation scanning technology



Cyber security consulting company



eB/L blockchain solution



Ecommerce shipping solution for large products

Launch new growth engines and strengthen commercial offering

Capitalized on
ecommerce boom



Launched “SPEEDY
ZIM” in response to
COVID-19
Expanded network to
other trades

Opened several new lines
since mid-2020

Extended collaboration with 2M
as equal partner



Formed
collaboration
with
Alibaba.com

Shanghai - 11 Days - Los Angeles

Speedy ZIM eCommerce Xpress ZCX



400-898-9979 *1

<https://www.zim.com/zcx>

Replace Air Service
with Speedy ZIM Service



We deliver!



Deliver consecutive record financial results & industry leading profitability



Grow volume significantly higher than market rate growth



Maintain high level of fleet flexibility despite changes in charter market



Secure 46 cost- and carbon-efficient newbuild vessels; of which 28 are dual-fuel LNG vessels (to be delivered 2023-24)



Extend collaboration with 2M as equal partners

Growth Engines



Engines of growth



Big Data, BI,
Commercial
Excellence

Lead to
Agreement

IT
Digital

ZIM Pulse

WAVE

ZIM Pro

Intra Asia
Services
Expansion

Logistics
Fraud
Detection

2M
Strategic
Cooperation

ZIMONITOR

Advanced
Customer
Service
Tools

Beneficial
Partnerships

ZIMGUARD

ZIM
Logistics

LADINGO

THE HIVE

Improving operational efficiency in logistics and transportation industries by combining technologies that allow to scan the marker from long distances and scan multiple markers simultaneously

The challenge



Logistics providers always seek to reduce costs



Containers, vehicles, and packages in warehouses require near physical contact to locate



Many of today's solutions are expensive to implement or maintain

The solution

A new initiative in cooperation with an early stage scanning technology company to drive operational efficiencies

A logistics platform that is cost effective and allows to easily manage inventory across industries by:

- Easily scanning many objects at once
- Scanning items from far distances
- Quickly locating items from a far distance

Add a small marker to the asset you are tracking



Scan using a smartphone, stationary camera, or drone, that is ZMarker enabled



The information is instantly transmitted to the **backend system**



ZIM – Bright Future Ahead



We are firing on all cylinders!



We continue to accelerate our growth, leveraging

GREAT MOMENTUM



Financial
stability



Clear vision &
purpose



The right
people
& culture



Investors
& partners
trust

Our mission

Outperform the market and lead in EBIT margin

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



Financials and Industry



Q1.2022 – continue to deliver strong results across all key operational and financial indicators*

Operational	Q1 2022	Cash flow	Q1 2022	Balance Sheet	March 31, 2022
Carried volume (K TEUs)	859 (+5%)	Free cash flow (\$ Mn)	1,483 (+838)	Total debt** (\$ Mn)	4,325 (+984)
Freight rate (\$/TEU)	3,848 (+100%)	Cash conversion rate	59% (-20%)	Cash, bank deposit and investment instruments (\$ Mn)	5,105 (+1,255)
Revenue (\$ Mn)	3,716 (+13%)			Net cash (\$ Mn)	780 (+271)
				Net leverage ratio	0.0X

Updated 2022 full-year guidance (provided May 2022)



Adjusted EBITDA

\$7.8 – 8.2 Bn



Adjusted EBIT

\$6.3 – 6.7 Bn



Average freight rates in 2022 higher than 2021; gradual decline of spot rates in 2H'22; contract rates – double vs. 2021 rates (higher than previously assumed)



Volume growth ~5%



Average bunker rates in 2022 higher than 2021



Charter rates remain stable in 2022; limited exposure to fluctuations in charter rates in 2022

Use of cash: strengthen commercial prospects & return capital to shareholders



Secure core fleet
Long-term charter agreements



**Investment
in equipment**



**M&A and
growth engines**



**Return capital to
shareholders***

Positive industry dynamics

Fundamental structural changes in container shipping



Consolidation



Operational
alliances



Vertical growth
strategies

Road to net zero carbon



Slow steaming to
meet 2023 IMO
carbon emission
regulation



Aging global
fleet

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