

Q3 2012 DFDS GROUP

HEADWIND ON NORTH SEA

15 November 2012

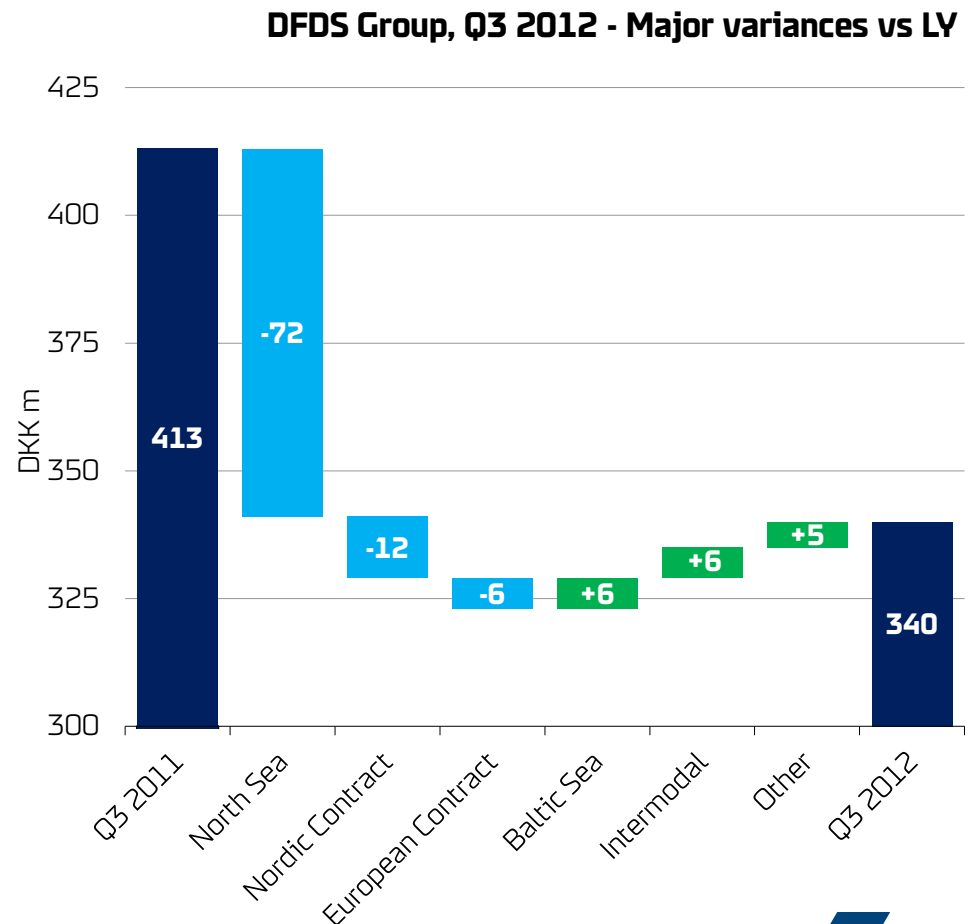


Q3 2012 HIGHLIGHTS

- **Q3 Revenue** of DKK 3.2bn was 1.9% above 2011
- **Q3 EBITDA** before special items was DKK 503m, down by 10% from DKK 546m
- A **reasonable result** in an **increasingly tough market** environment
- Earnings **increased or maintained** in most business units but overshadowed by 66% lower earnings in North Sea
- **North Sea's freight shipping** activities impacted by declining demand in Europe and a capacity increase in the Sweden-UK market
- **UK Competition ruling** on Channel expected April 2013
- Continued **focus** on costs and efficiencies and improving customer satisfaction
- Full-year **profit expectation** maintained at **lower end of interval**

MAIN DRIVERS OF EBIT BEFORE SPECIAL ITEMS IN Q3

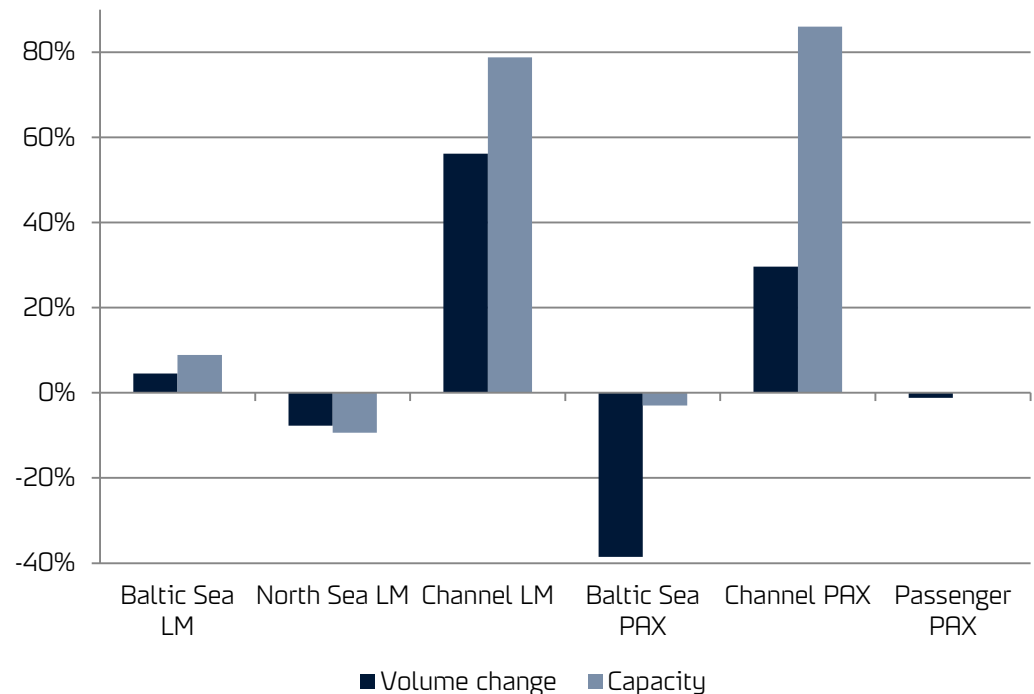
- Lower earnings on North Sea of DKK 72m drives entire decrease in DFDS Group EBIT of DKK 73m
- EBIT for two other business areas, Nordic Contract and European Contract, have decreased – partly structurally driven
- Other business areas have improved or maintained earnings, partly supported by efficiency and improvement projects, and contingency measures
- Weakening demand in most areas



VOLUMES & CAPACITY

- **Baltic Sea** freight volumes up by 4.5% and 6.2% adjusted for structural changes – support from restrictions on Polish haulage licenses weakened towards end of quarter
- **North Sea** freight volumes down by 7.7% and 2.8% adjusted for structural route changes. Overall capacity reduced by 9.4%
- **Channel** freight & pax volume increase driven by added capacity on Dover-Calais
- Reduction in **Baltic Sea pax** volume due to termination of Polferries charter. New route Paldiski-Kapellskär also more freight dominant
- **Passenger** pax volume down by 1.2% due to fewer pax on Ams-New

Shipping Q3 2012: Volumes & capacity vs LY

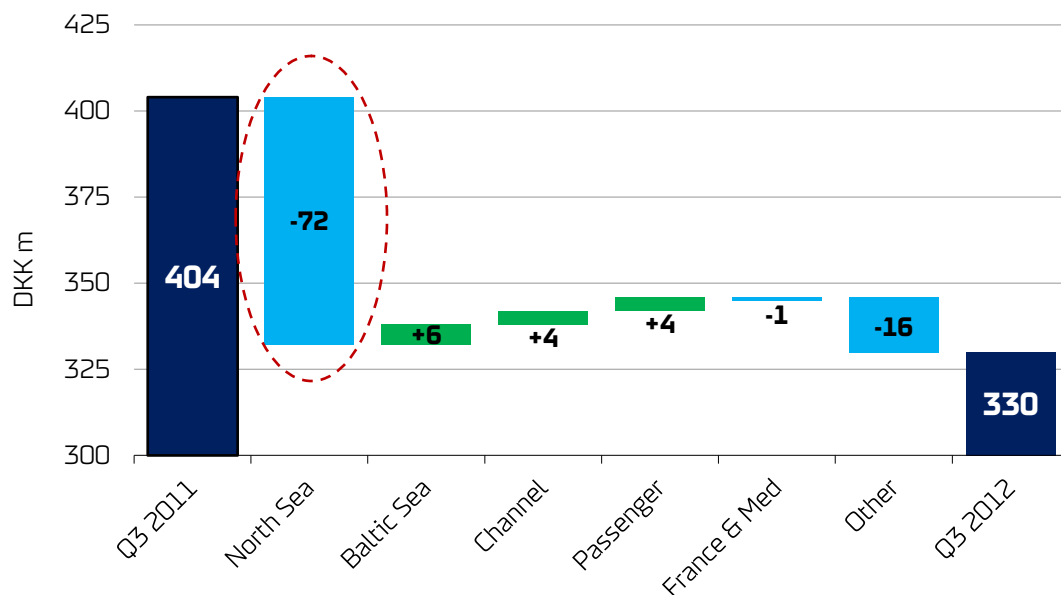


SHIPPING DIVISION

- EBIT before special items reduced by 18% to DKK 330m (DKK 404m) driven by North Sea freight activities
- North Sea EBIT down by DKK 72m driven by overcapacity and reduced volumes:
 - Sweden-UK routes DKK -30m
 - UK/Sweden-Continent routes DKK -26m
 - Terminals/agencies DKK -16m
- Baltic Sea volume growth was resilient in Q3 and result for two Russian routes improved, of which one route was started in Q2 2011
- Channel freight volumes overall in line with expectations
- Passenger boosted by higher onboard sales on Cph-Oslo
- Negative variance of DKK 10m due to profit from sale of assets in 2011 included in Other

DKK m.	2012 Q3	2011 Q3	Δ	2012 Q1-Q3	2011 Q1-Q3	Δ
Revenue	2.232	2.160	72	6.009	5.889	120
EBITDA before special items	472	533	-61	818	1.112	-294
Share of profit/loss of associates	2	0	2	2	0	2
Profit/loss on sale of assets	-1	9	-10	1	10	-9
Depreciation and impairment	-143	-138	-5	-429	-429	0
EBIT before special items	330	404	-74	392	693	-301
EBIT margin, %	14,8	18,9	-4	6,5	11,8	-5
Special items, net	-2	-11	9	-6	112	-118
EBIT	328	393	-65	386	805	-419
Invested capital, average	8.600	8.881	-281	8.711	9.056	-345
ROIC p.a., %	15,3	16,8	-1,5	5,9	9,1	-3,2
Lanemetres, '000	6.194	5.360	834	18.051	16.068	1.983
Passengers, '000	1.866	1.613	253	4.019	3.484	535

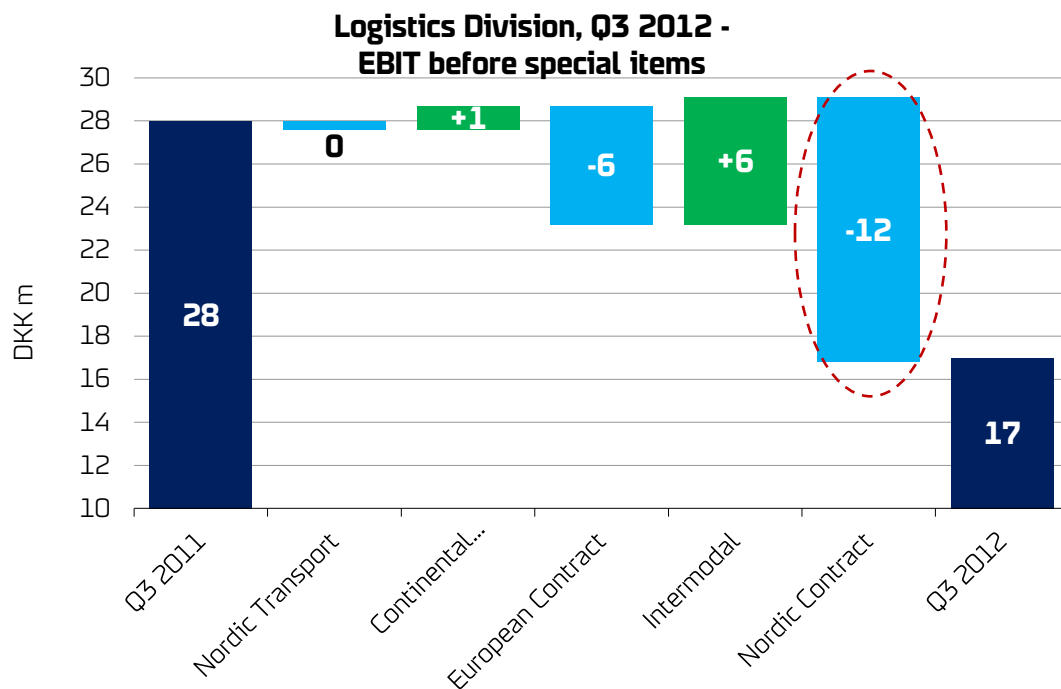
Shipping Division, Q3 2012 - EBIT before special items



LOGISTICS DIVISION

- EBIT before special items reduced by DKK 11m to DKK 17m (DKK 28m) driven by Nordic Contract as total EBIT for other business areas are on a level with LY
- Variance vs LY turned negative in Q3 after improved earnings in H1 2012 vs LY
- Nordic Contract was impacted by lower paper volumes, including bankruptcy in Q2 2012 of major customer Peterson Paper
- European Contract's Belfast operations have lower earnings due to margin pressure caused by imbalances of trade flows in Q3
- Intermodal continues to improve earnings on the back of capacity adjustments and restructuring
- As of 1 January 2013, Logistics Division's business areas will be consolidated to 3 regional business areas from 5 business areas today

DKK m.	2012 Q3	2011 Q3	Δ	2012 Q1-Q3	2011 Q1-Q3	Δ
Revenue	1.082	1.064	18	3.231	3.329	-98
EBITDA before special items	32	40	-8	111	115	-4
Share of profit/loss of associates	0	2	-2	0	2	-2
Profit/loss on sale of assets	1	4	-3	5	5	0
Depreciation and impairment	-16	-18	2	-50	-53	3
EBIT before special items	17	28	-11	66	69	-3
EBIT margin, %	1,6	2,6	-1	2,0	2,1	0
Special items, net	-1	-3	2	-80	-11	-69
EBIT	16	25	-9	-14	58	-72
Invested capital, average	831	896	-65	873	924	-51
ROIC p.a., %	5,8	10,6	-4,8	-1,6	7,6	-9,2
Tons, '000	176	243	-67	599	880	-281
Units, '000	83	85	-2	248	264	-17



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KEY FIGURES

- Revenue increase of 1.9% driven by start of Dover-Calais route in Q1 2012 Channel
- EBITDA before special items decreased by 10% reflecting structural events on North Sea and market weakness
- Special items Q3 2012 include:
 - DKK 25m one-off costs related to the cancellation of two contracts for newbuildings
 - DKK 5m of Customer Focus cost
- Positive variance of DKK 30m on Finance due to 2011 currency losses
- Increase in tax provision of DKK 19m due to provision for tax on currency gain on Swedish IC receivable

DFDS Group - Key Figures

DKKm	Q3 12	Q3 11	Change %	Change
REVENUE	3.170	3.110	1,9	60
EBITDA BEFORE SPECIAL ITEMS	503	561	-10,3	-58
margin, %	15,9	18,0	n.a.	-2
Depreciations	-166	-163	2,3	-4
EBIT BEFORE SPECIAL ITEMS	340	414	-17,7	-73
margin, %	10,7	13,3	n.a.	-3
Special Items	-30	-14	n.a.	-16
EBIT	310	399	-22,3	-89
Finance	-38	-68	-44,5	30
PRE-TAX PROFIT BEFORE SPECIAL ITEMS	303	346	-12,5	-43
PRE-TAX PROFIT	273	332	-17,8	-59
Tax	-22	-2	n.a.	-19
NET PROFIT	251	329	-23,8	-78
EMPLOYEES avg., no.	5.026	5.181	-3,0	-155
SOLVENCY, %	52,0	52,9	-1,7	-0,9
FREE CASH FLOW	443	118	275,4	325
ROIC, %	13,2	15,3	-13,7	-2,1

Q3 REVENUE GROWTH

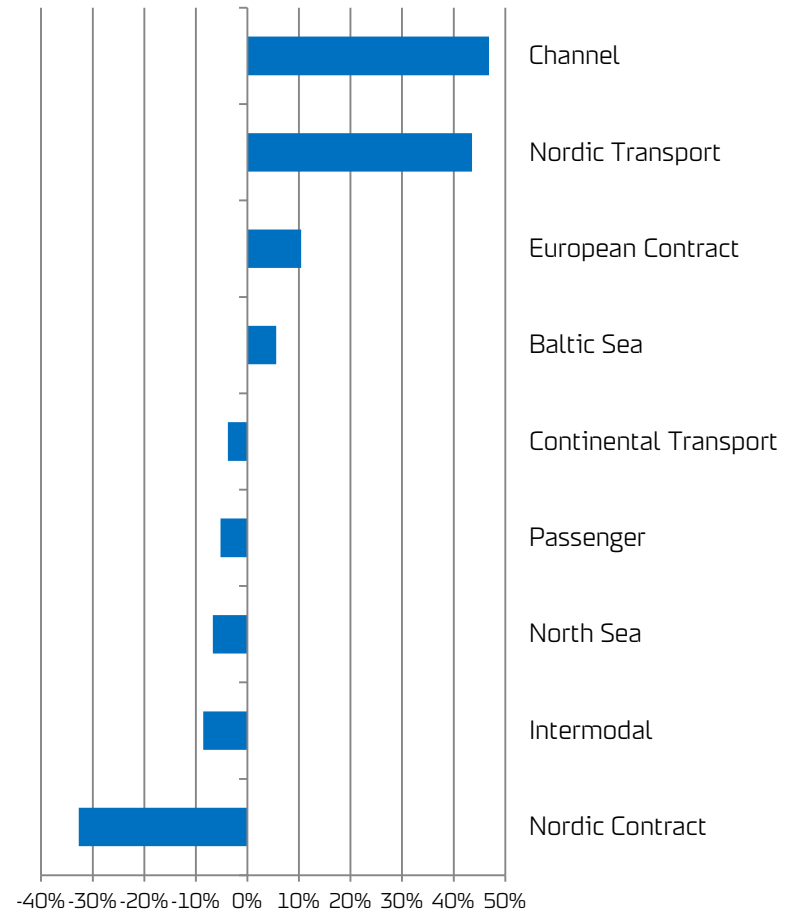
- **Revenue growth:**

- **Channel:** Dover-Calais opened in Q1 2012
- **Nordic Transport:** New customers DK-UK, S-UK and development of Baltic traffics (revenue in Q3 includes corrections to previous months)
- **European Contract:** Activities with existing customers expanded, except for Belfast
- **Baltic Sea:** Revenue growth on main routes. New routes offset termination of Polferries charter and rail agreement on Sassnitz-Klaipeda

- **Lower revenue:**

- **North Sea:** Structural issues include new competitor Sweden-UK and termination of major automotive contract Germany-UK end of 2011. Weaker volumes UK-Continent
- **Intermodal:** Container capacity adapted to lower demand through vessel sharing agreements
- **Nordic Contract:** Impact from closing of Chartering (dry bulk) in Q3 2011 and lower paper volumes incl. bankruptcy of Peterson Paper

Q3 2012 revenue growth vs LY per BU



CAPITAL AND CASH FLOW

- PPE (tangible assets) reduced by 8.3% to DKK 8.5bn from Q3 2011, partly driven by cancellation of newbuildings
- Net interest-bearing debt reduced by DKK 658m from Q3 2011
- NIBD/EBITDA reduced to 1.7
- Cash flow yield of 20,7% based on market value end of Q3 2012

DFDS Group - Key Figures

DKKm	Q3 12	Q3 11	Change %	Change
ASSETS & GEARING	13.298	12.970	2,5	329
Property, plant and equipment	8.468	9.238	-8,3	-771
Cash funds	1.237	977	26,6	260
Equity	6.881	6.862	0,3	19
Interest-bearing debt	3.900	3.733	4,5	167
Net interest-bearing debt	1.997	2.655	-24,8	-658
NIBD/EBITDA	1,7	1,8	n.a.	-0,2
CASH FLOW & YIELD				
Cash flow from operations	403	372	8,5	32
Cash flow from investments	-53	-289	n.a.	235
Cash flow from financing	-150	-776	n.a.	626
Net cash flow	200	-693	-128,9	893
Cash flow yield, MV	20,7%	21,7%	n.a.	-1,0%

GUIDANCE 2012 – MARKET OUTLOOK

- Freight volumes in the **North Sea markets are expected to remain soft** driven by weakening demand in the UK and the Continent
- Freight volume **growth is expected to level out in the Baltic region** (Russia, Baltics, Germany, Sweden), due to declining support from restrictions on supply of Polish haulage licenses to Russian hauliers
- **Passenger** market demand soft in UK and Holland, otherwise **flat volume growth expected**
- **Pricing** is overall expected to remain stable, however with pockets of increasing price pressure

GUIDANCE 2012 – SPECIAL ITEMS & INVESTMENTS REVISED

- **No changes on items before special items**
- **Profits expected at lower end of intervals**
- **Special items** increased by a cost of DKK 25m due to one-off costs related to cancellation of two newbuilding contracts
- **Net investments of DKK 300m** are now expected reduced from previously DKK 650m due to cancellation of newbuildings

DKK m	Profit expectation 2012	Changes
Revenue	Level with 2011 (11.625)	n.a.
EBITDA before special items	1.150-1.200	n.a.
EBIT before special items	450-500	n.a.
Finance	-150	n.a.
PTP before special items	300-350	n.a.
Special items	-75	-100
PTP after special items	225-275	200-250

GUIDANCE 2012 – STRATEGIC PRIORITIES

- **Performance** of new activities in business unit Channel
- Focus on **customers (retention and customer acquisitions)**
- Meeting increased North Sea **competition & overcapacity**
- Execution of contingency, **improvement and efficiency** projects
- Proactive pursuit of **growth** opportunities

Q&A

15 November 2012



APPENDIX – BU OVERVIEW

Shipping Division, DKK m	Q3 2011	Q3 2012	Δ 12/11
Revenue	2.160	2.233	73
North Sea	854	797	-57
Baltic Sea	374	395	21
Irish Sea	0	0	0
Channel	301	442	141
France & Mediterranean	n.a.	1	n.a.
Passenger	598	567	-31
Non-allocated items	52	63	11
Eliminations	-19	-32	-13
EBITDA before special items	533	472	-61
EBIT before special items	404	330	-74
North Sea	109	37	-72
Baltic Sea	87	93	6
Irish Sea	0	0	0
Channel	45	49	4
France & Mediterranean	n.a.	-1	n.a.
Passenger	143	147	4
Non-allocated items	20	5	-15
EBITDA-margin, %	24,7	21,1	-3,5
EBIT-margin, %	18,7	14,8	-3,9

Logistics Division, DKK m	Q3 2011	Q3 2012	Δ 12/11
Revenue	1.064	1.072	8
Nordic Transport	163	234	71
Continental Transport	346	333	-13
European Contract	221	244	23
Intermodal	269	246	-23
Nordic Contract	110	74	-36
Non-allocated items	23	16	-7
Eliminations	-68	-65	3
EBITDA before special items	40	32	-8
EBIT before special items	28	17	-11
Nordic Transport	4	4	0
Continental Transport	2	3	1
European Contract	13	7	-6
Intermodal	-2	4	6
Nordic Contract	12	0	-12
Non-allocated items	0	0	0
EBITDA-margin, %	3,8	3,0	-0,8
EBIT-margin, %	2,6	1,6	-1,0