



SHIPPING
LOGISTICS
MARITIME
SERVICES



Pursuing opportunities

WW group Capital Markets Day

Lysaker, 4 September 2008

Group Chief Executive Officer, Ingar Skaug





> Disclaimer

The presentations during this Capital Markets Day will contain forward-looking expectations which are subject to risks and uncertainties related to i.a. economic and market conditions in relevant markets, oil prices, currency exchange fluctuations etc. Wilh. Wilhelmsen group undertake no liability and make no representation or warranty for the information and expectations given in the presentations.



>: Agenda

- Historical back-drop
- Wilh. Wilhelmsen today
- Corporate value creation in WW
- Emerging markets
- Environment is good business

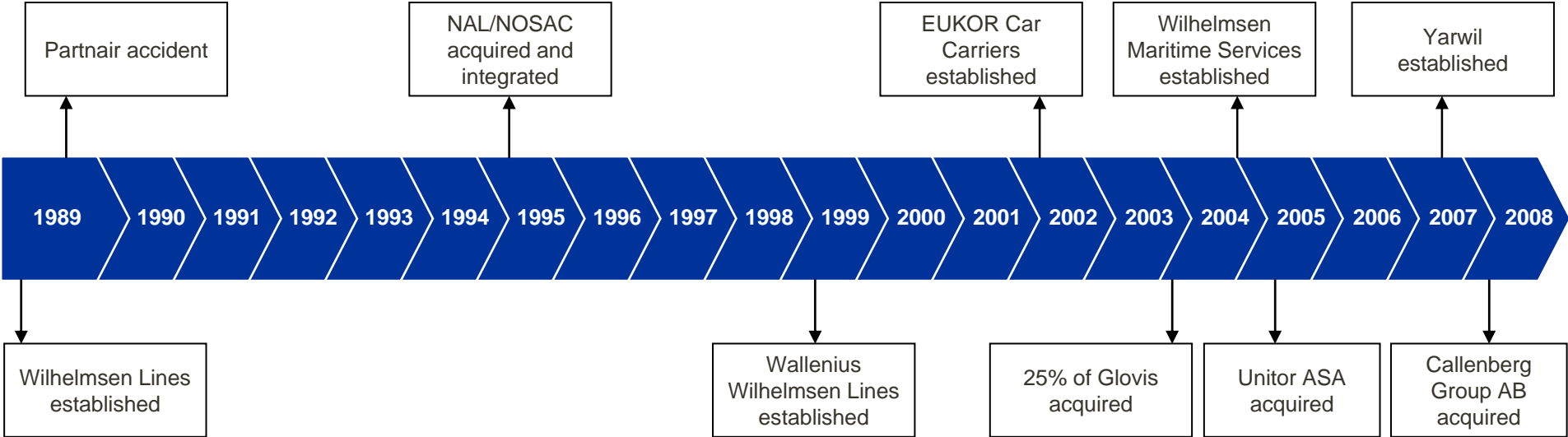


The Wilh. Wilhelmsen group is the leading global provider of maritime services





> Major milestones over the last 20 years





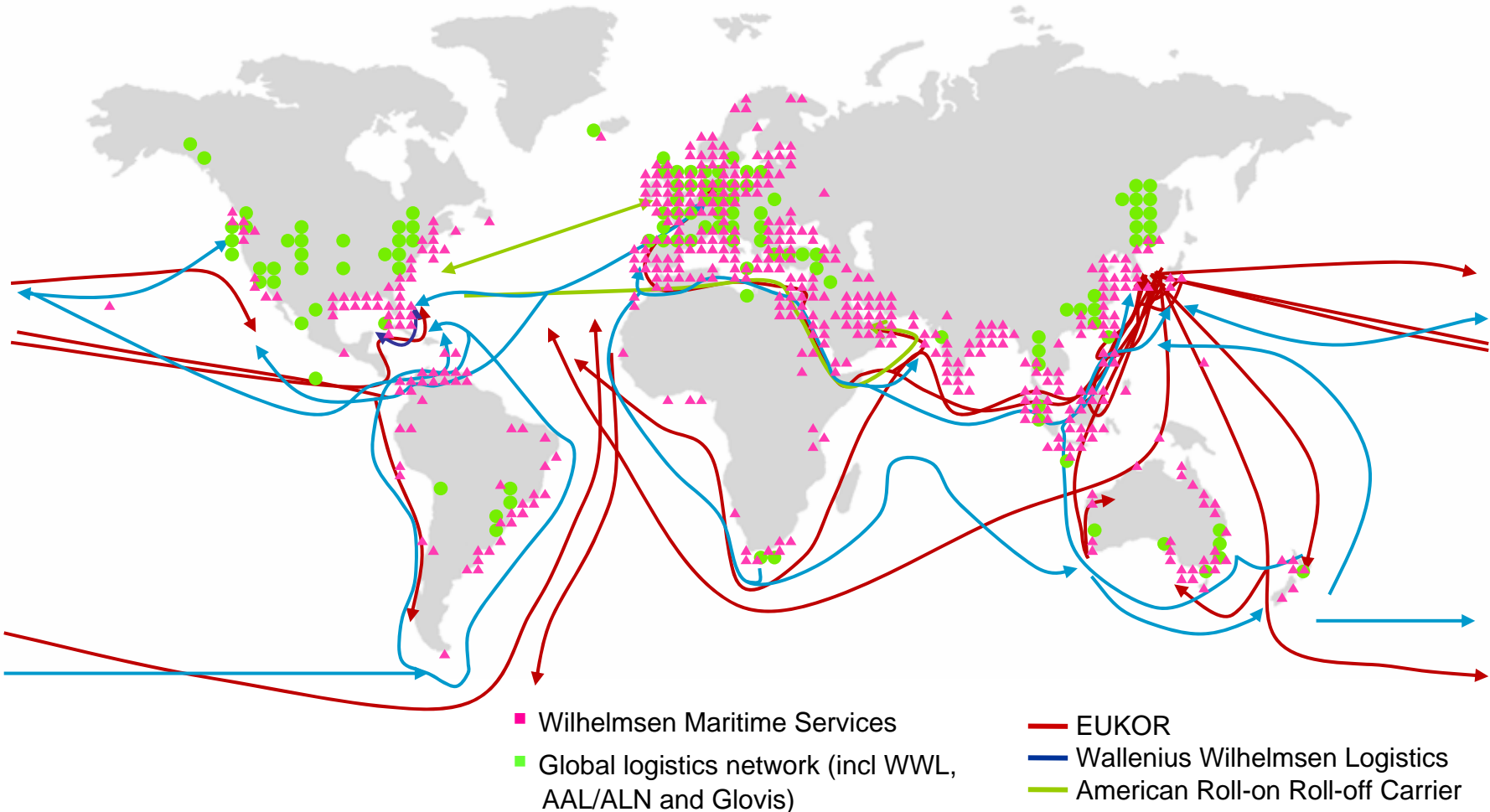
> WW around the world in 1990 – 9 vessels



- Wilhelmsen Lines routes
- Owned agency offices
- Associated agency offices



➤ WW around the world as of 2008 – ~160 vessels

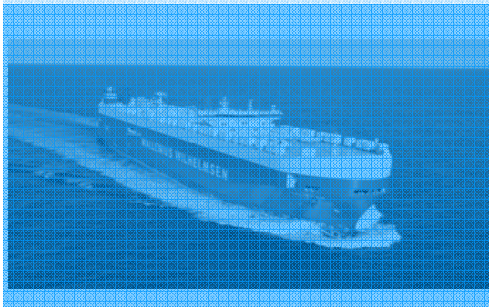




> Three business segments

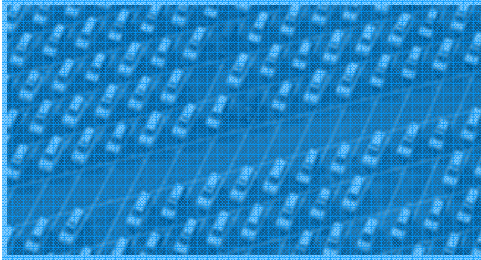
SHIPPING SERVICES

- Car
- Ro-Ro
- Project cargo
- Other shipping



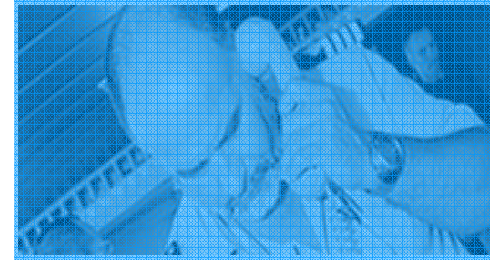
LOGISTIC SERVICES

- Supply chain management
- Terminals
- Technical services
- Inland distribution



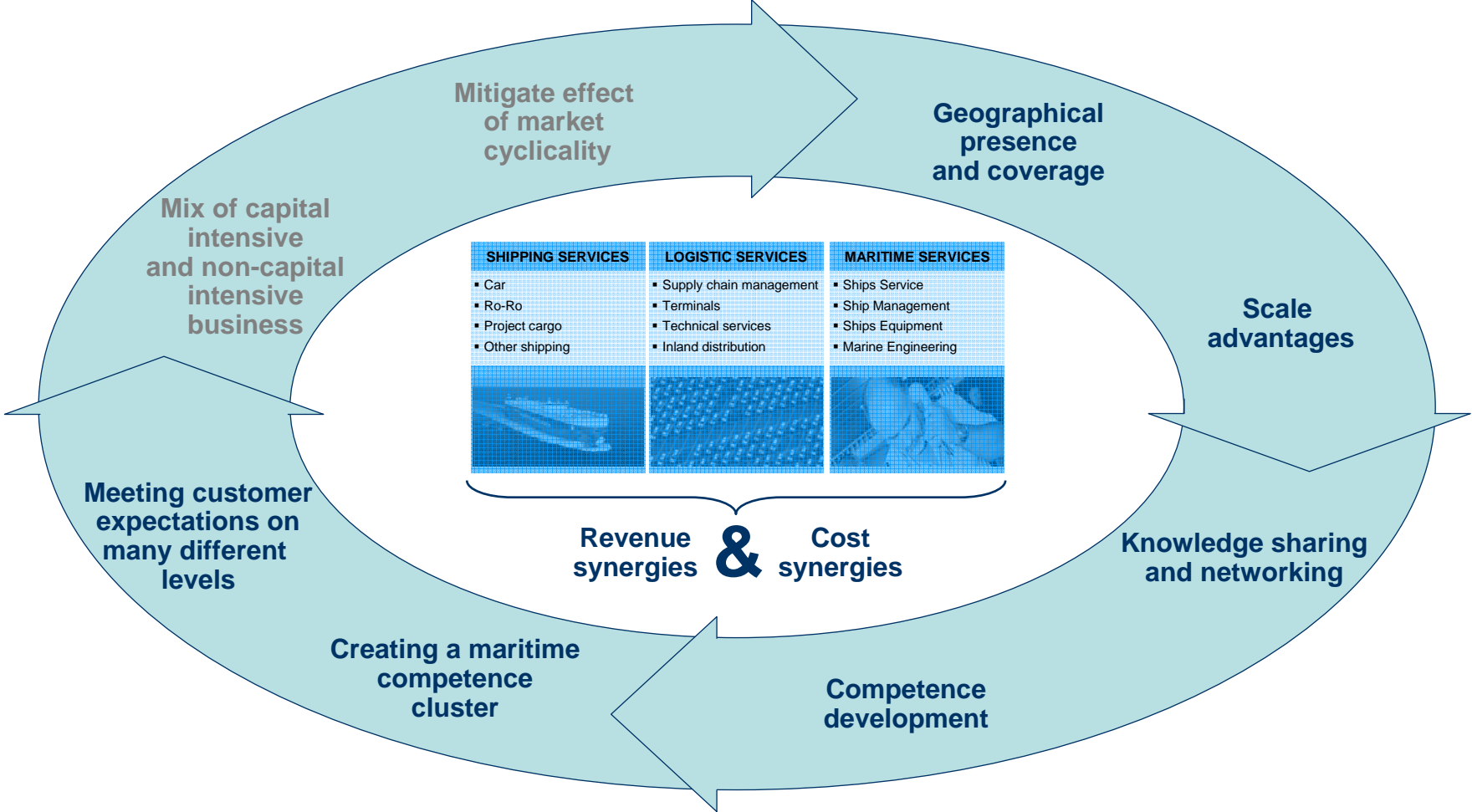
MARITIME SERVICES

- Ships Service
- Ship Management
- Ships Equipment
- Marine Engineering



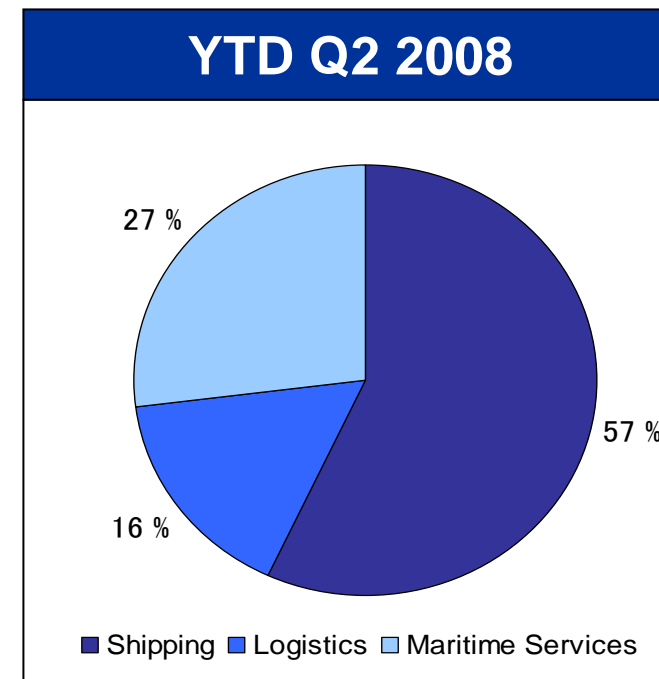
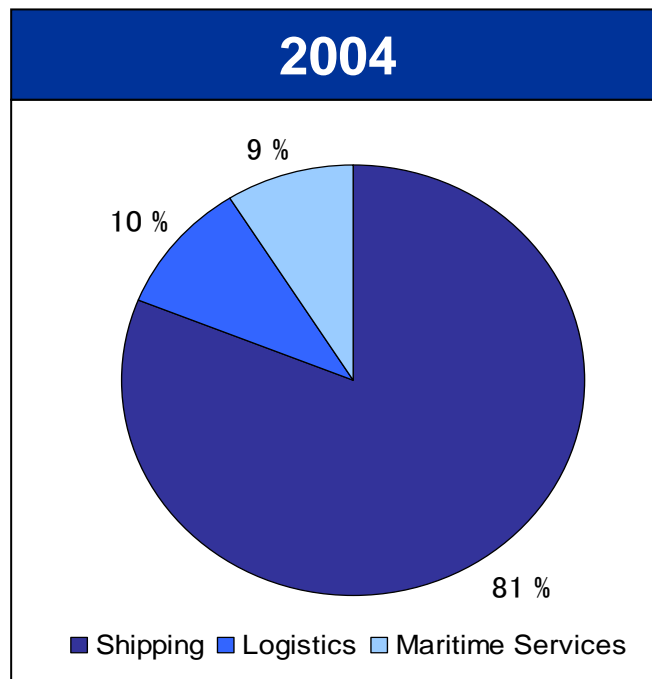


> Strategic rationale behind the business segments





> EBIT* contribution from segments

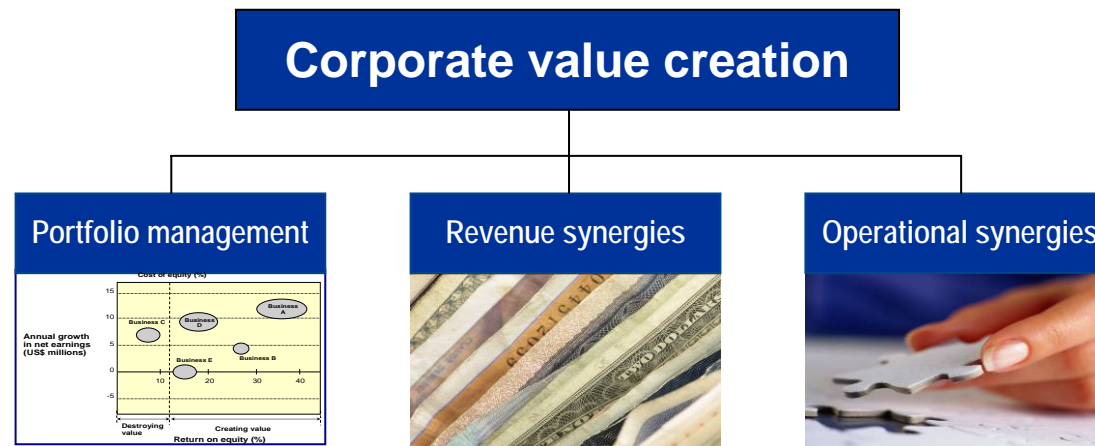
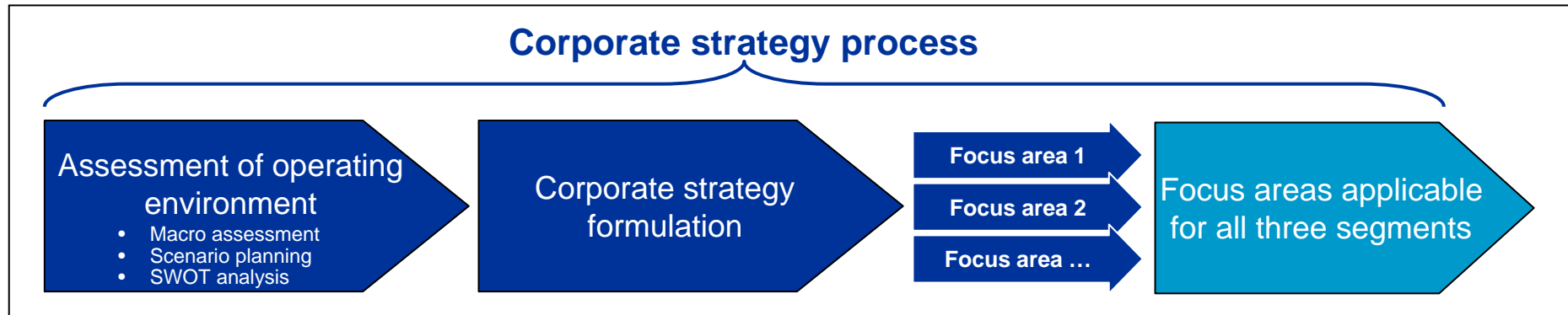


The Logistics and Maritime Services segments have increased their relative importance for the group, in line with the corporate strategic ambition from 2003-2004.

* in % relative size, excluding Holding



> Strategy planning and corporate value creation in WW





> Critical success factors

Foresee and adapt to changing trends, conditions and requirements in the market

Wallenius Wilhelmsen Logistics

From traditional shipping




To global logistics provider




Wilhelmsen Maritime Services

From fragmented service providers



To integrated maritime services supplier





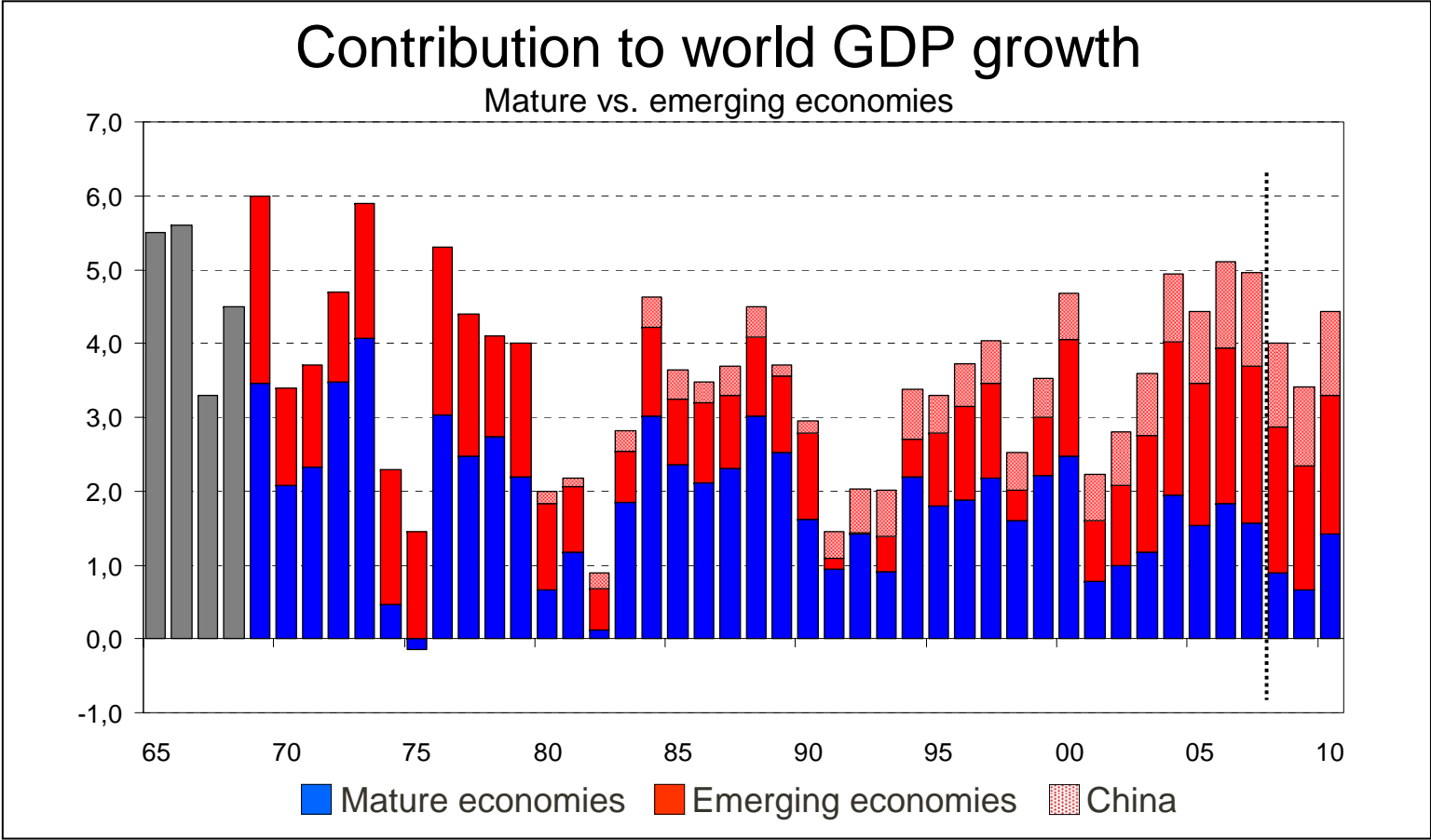
> Focus on values and continuous learning

WW regards competent employees as the competitive advantage





> The global economic growth is slowing down



Source: EcoWin, First Securities



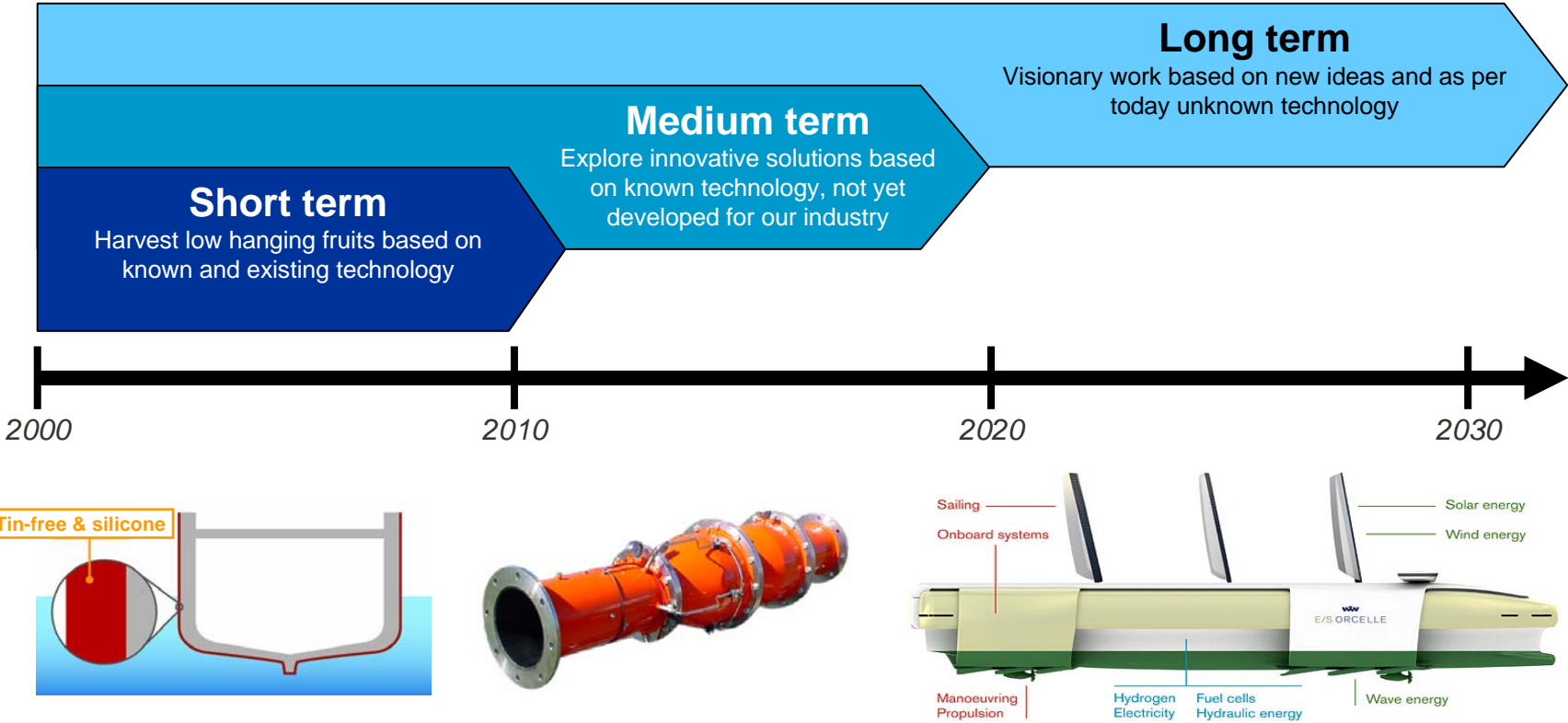
> The importance of emerging markets



Our presence in emerging markets balance the exposure towards the mature markets



> Environmental solutions – from low hanging fruits to vision





> Environment is good business



- ➔ Cut fuel consumption
- ➔ Reduce CO₂ emissions
- ➔ Reduction of NO_x emissions
- ➔ Reduction of SO_x emissions
- ➔ Ballast water treatment
- ➔ Recycle waste



>: Fleet renewal is an important contribution to emission reduction

	Mark I 1979	Mark V 2011
Capacity (m ²)	58,000	82,000
Fuel consumption (tonne/day)	90	76
Speed (knots)	19.5	20.0

Mark V is **40%** more efficient than Mark I in terms of fuel consumption per cargo unit carried, adjusted for speed.

	Terrier 1982	Torrens 2004
Capacity (RT43)	5,537	6,353
Fuel consumption (tonne/day)	60	53
Speed (knots)	18.5	19.3

Torrens is **25%** more efficient than Terrier in terms of fuel consumption per cargo unit carried, adjusted for speed.



The leading global supplier
of maritime services

Thank you for your attention

For more information: www.wilhelmsen.com