Logistics moving forward

WW group Capital Markets Day
Lysaker, 4 September 2008
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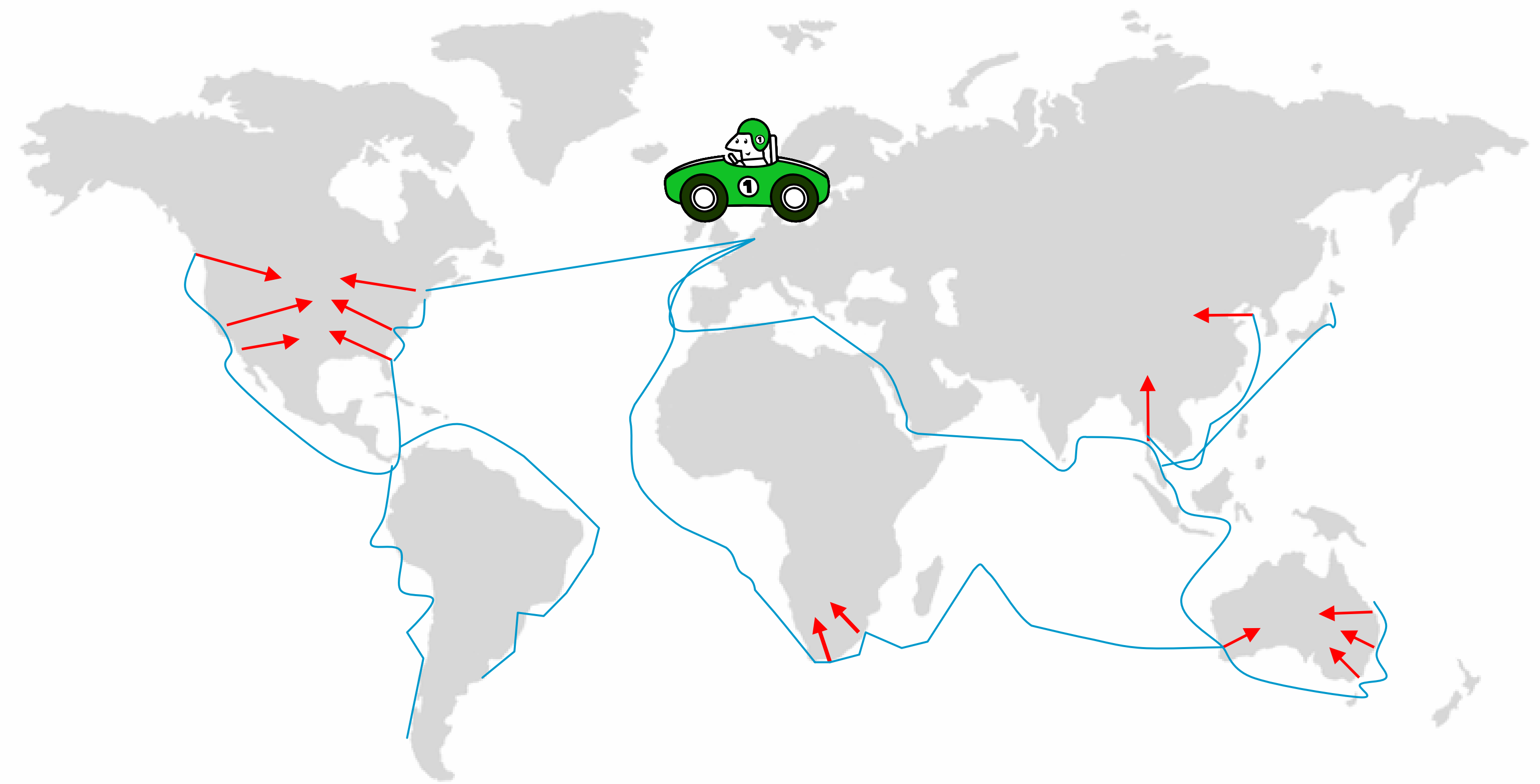
Agenda

- Logistics services
- Revenue breakdown and growth estimations
- Key business drivers
- Success criteria
- Summary

Have you ever wondered…



14 million cars are moved across the oceans to dealers around the world annually

Strategic base – “From factory to dealer”

- Providing value adding services to key ocean customers
- Expanding customer relationship and integration
- Continuously improving the quality and productivity of our services

Assembly → In-plant operation → Transport → Compound → Transport → Compound (PDI etc.) → Transport → Dealer

Four logistics products

SUPPLY CHAIN MANAGEMENT

- Management and optimisation of the flow from factory to dealer, or parts thereof

TERMINALS

- Pre-shipment preparation
- Cargo prioritisation
- Custom clearance
- Freight forwarding
- On carriage
- Storage

TECHNICAL SERVICES

- Storage maintenance
- Mechanical repairs/ rectification
- Processing
- Special vehicle fittings
- In plant handling

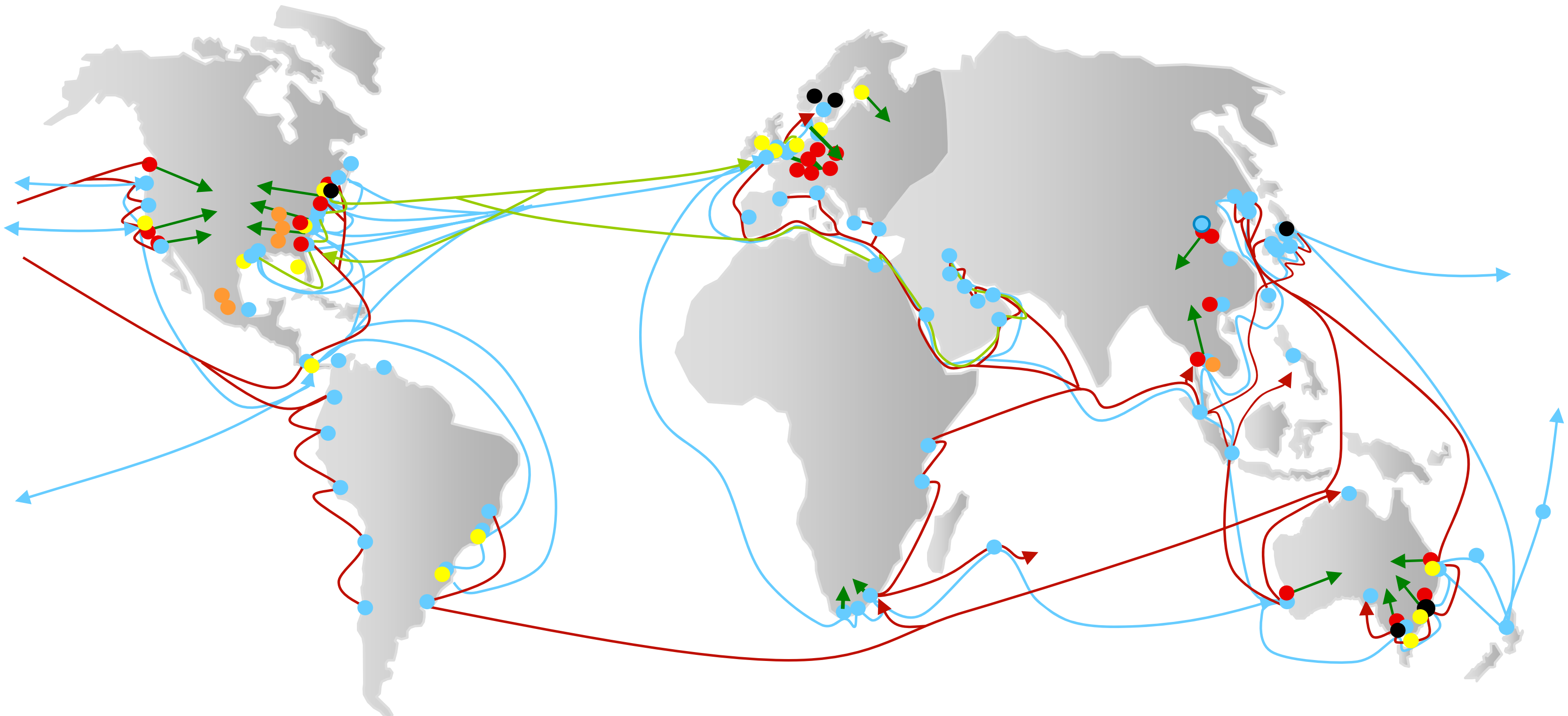
INLAND DISTRIBUTION

- Management and procurement of services:
  - Multimodal transport
  - Rail
  - Truck
  - Barge

OCEAN TRANSPORTATION

- Cars
- High and heavy cargo
- Non-containerized cargo

Service differentiation through a seamless network



- Central and regional offices
- Terminals
- Technical sites (VPCs)
- Technical sites (Plant VPCs)
- WWL Ocean routes
- Main ports
- EUKOR Ocean routes
- Inland distribution
- ARC Ocean routes

Milestones

2004
Revenue MUSD 526.3
EBIT MUSD 2.2

- Glovis share acquisition

2005
Revenue MUSD 531.0
EBIT MUSD 14.5

- Glovis listed on the Korean Stock Exchange
- Acquired VSA (from Nissan)

2006
Revenue MUSD 386.2
EBIT MUSD - 5.6

- Disengagement from CAT/GAL
- WWL South Africa Joint Venture

2007
Revenue MUSD 250.9
EBIT MUSD 40.0

- Wallenius Wilhelmsen Terminal Holding established
- Kaplan Investment (22.5%)
- WWL VSA entered Mexico

2008 Q2 YTD
Revenue MUSD 186.9
EBIT MUSD 23.4

Logistics entities

WALLENIUS WILHELMSEN

- Extending WWL's service beyond ocean transportation
- Diversified customer base covering major manufacturers

ASL
American Shipping & Logistics Group

- US government cargo focus

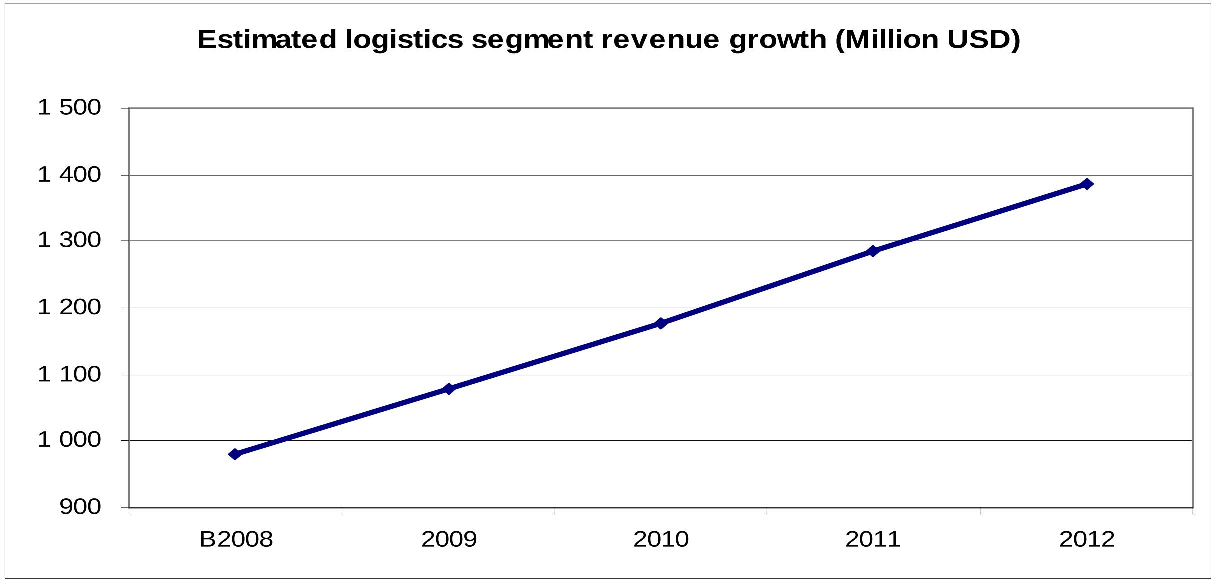
Kaplan Consortium

- Building prescence in Australia through terminal and stevedoring services
- Securing port infrastructure for group ocean services

GLOVIS

- Expanding our business relationship with Hyundai Motor Group
- Synergy and partnership opportunities

Growth expectations towards 2012

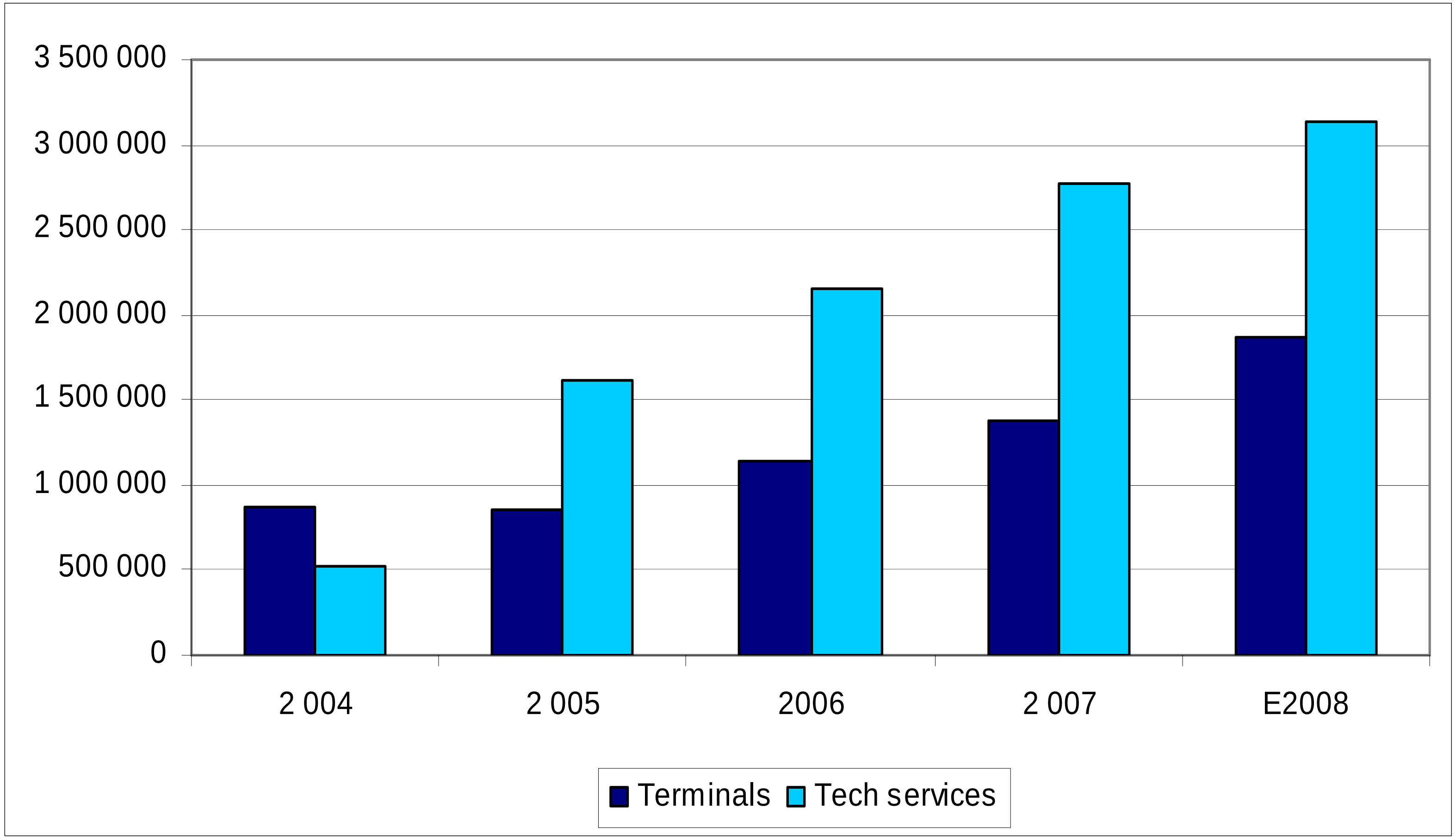


- Growth potential in all segments
- WWL terminal and technical services growth remains strong
- Emerging market growth for WWL
- Glovis continues expansion, following new factory expansion by Hyundai and Kia
- Kaplan investment: Growth continues, driven by the growth in the Australian mining sector

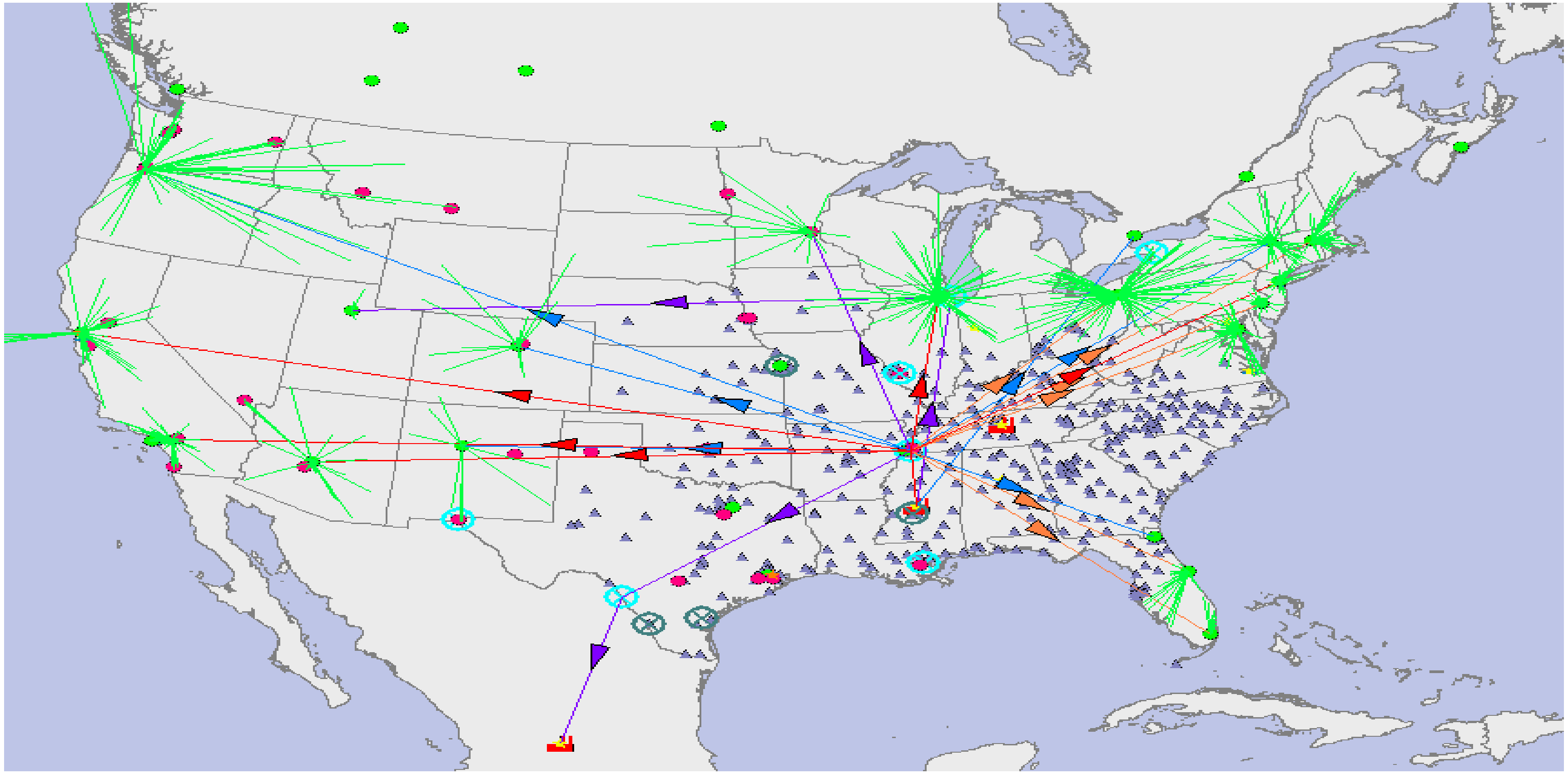
CMD
Logistics

WWL - An example of growth

Terminals and technical services throughput (number of cars processed)



North-American inland distribution network



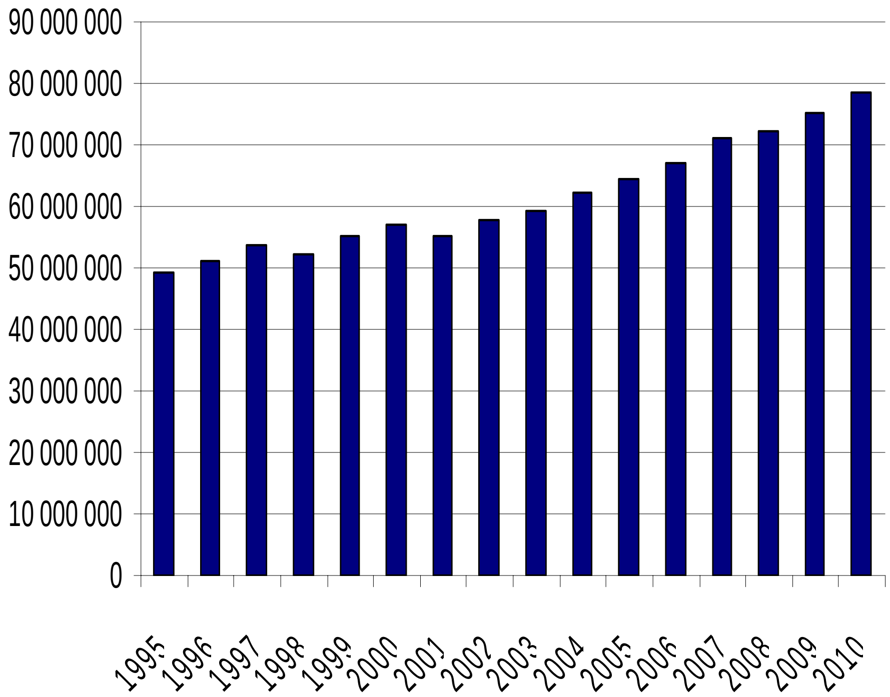
Our comprehensive logistics networks form a good basis for volume and services expansion

Business drivers

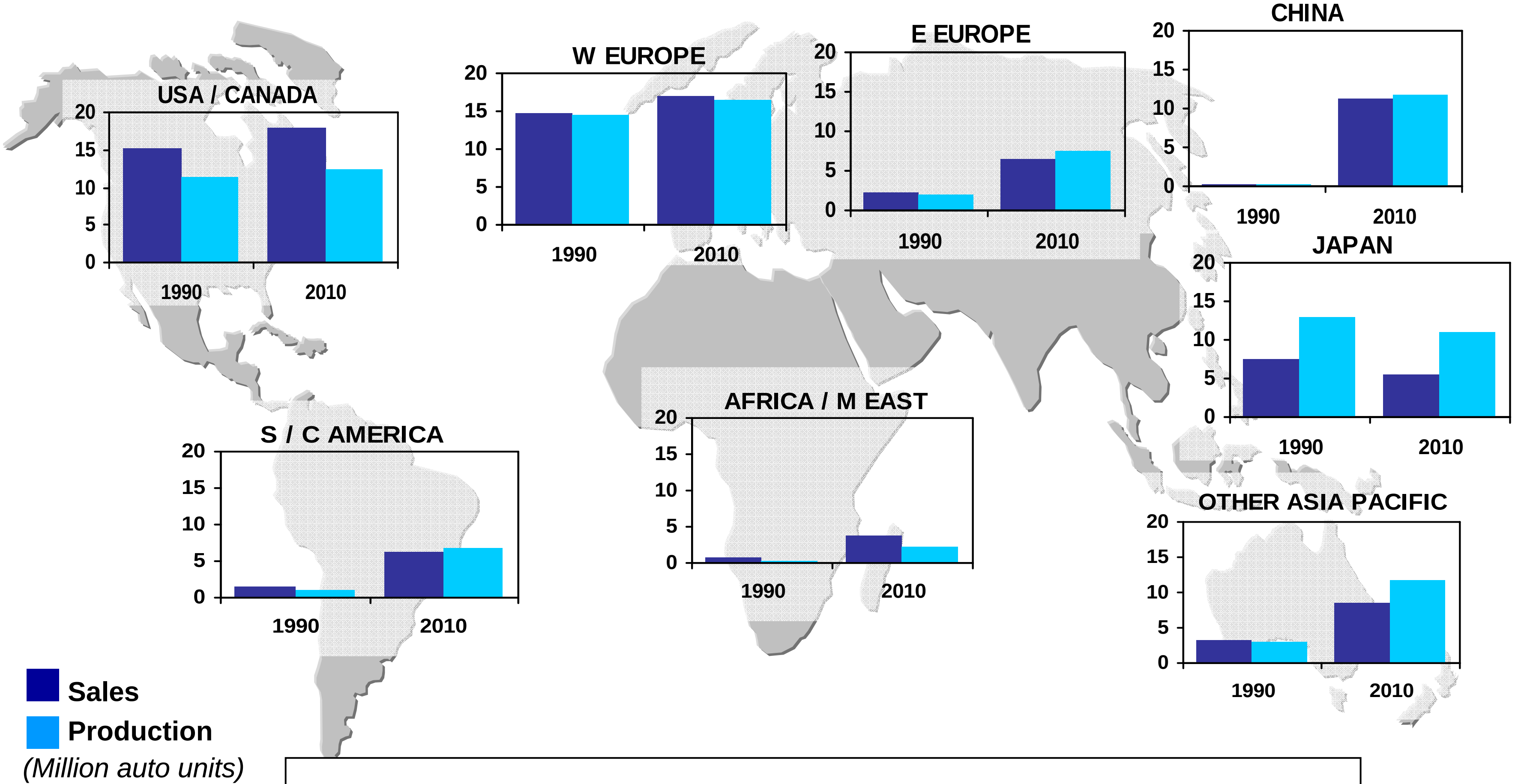
Drivers

- Production and shipping of cars, high and heavy and NCC cargoes
- New factory expansion
- Strong growth in emerging markets:
  - East-Europe/Russia, Brazil, India, Africa, Middle-East, South East Asia
- Service excellence
- Productivity through best practices

Light vehicle productions (units). Source: Global Insight



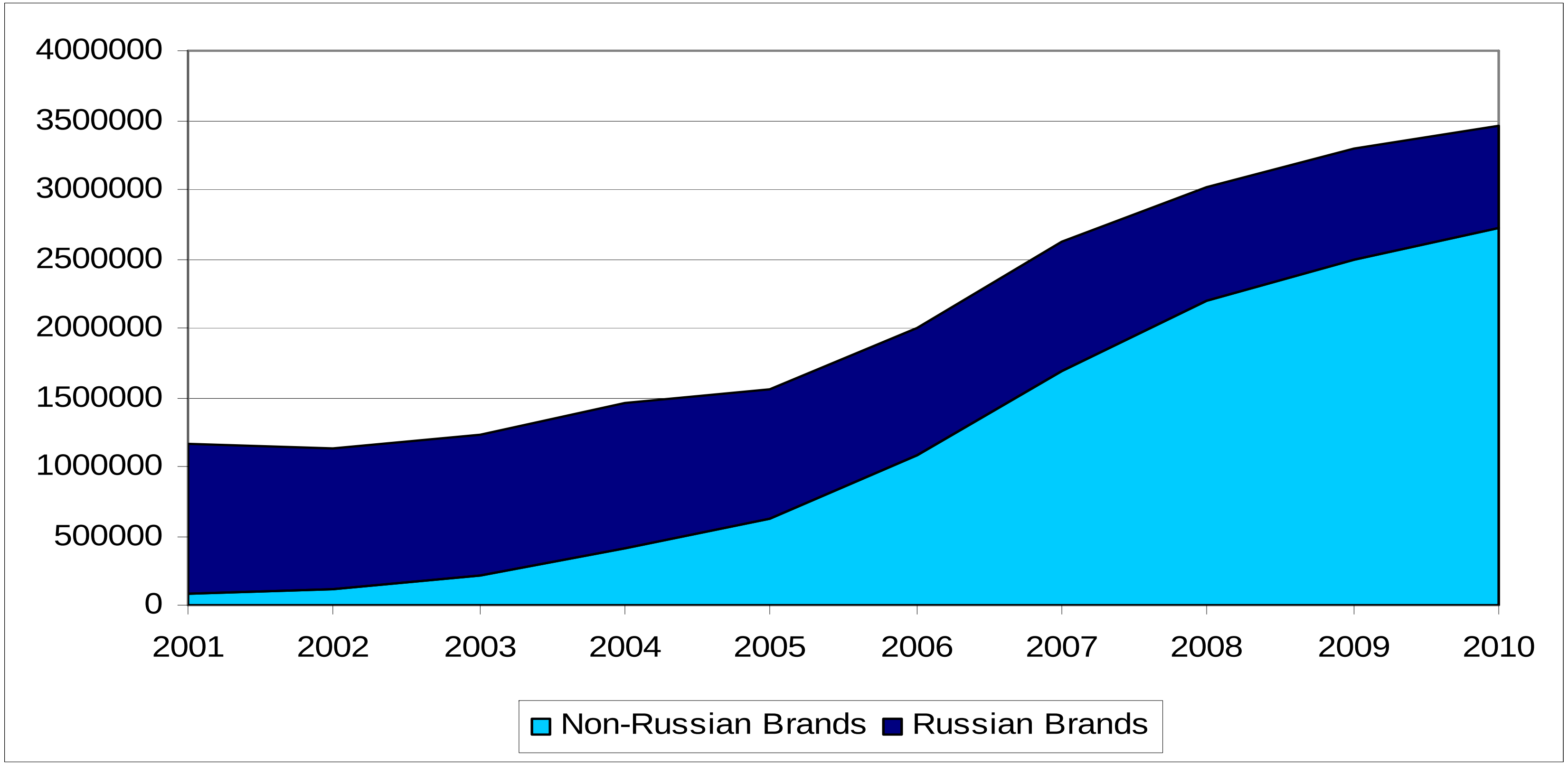
Changing auto sales and production patterns



By 2010, mature markets will only account for around 50%

Source: WWL Global Market Intelligence Dept

Russian light vehicle sales – foreign brands dominate



Source: Global Insight

Emerging markets like Russia offer significant opportunities

Success criteria

- Ensure service excellence
- Maintain our competitive edge through competence development
- Build on best practices
- Expand our terminal and technical services activities
- Develop logistics infrastructure in emerging markets
- Utilise our global network

Summary

- A seamless value chain from factory to dealer
- Closely linked to our ocean business
- Expanded customer relationships
- Develop our terminal and technical services network in line with ocean trade patterns.
- Secure port infrastructure
- Well positioned to support the group's entry into emerging markets

The leading provider of door-to-door logistics services for automotive and high and heavy cargoes

The leading global supplier
of maritime services

Thank you for your attention

For more information: www.wilhelmsen.com