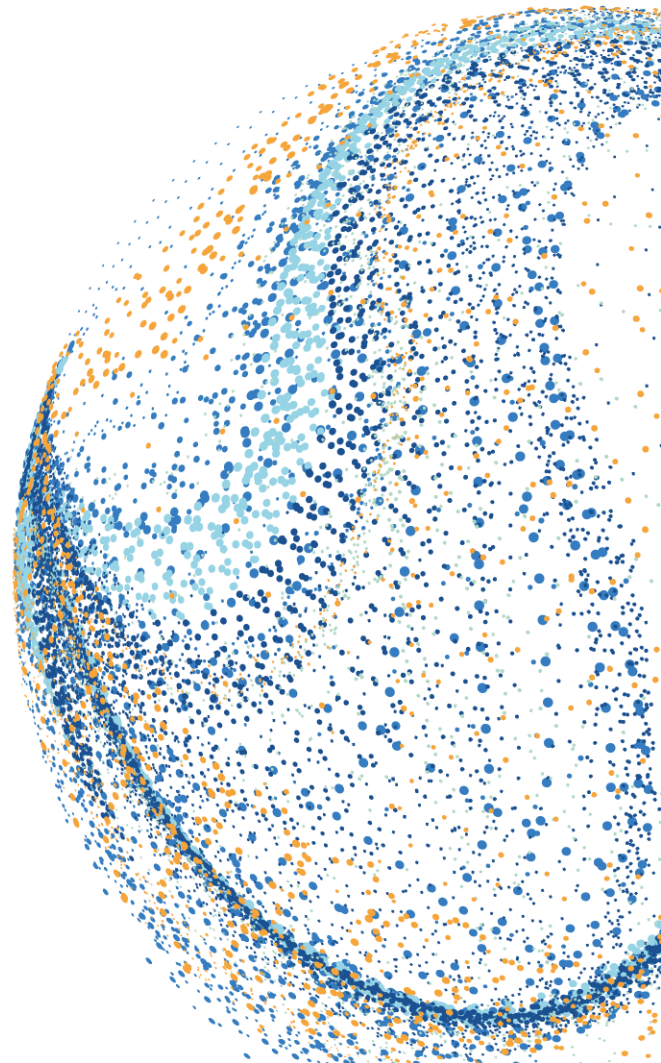


# Wilh. Wilhelmsen Holding ASA

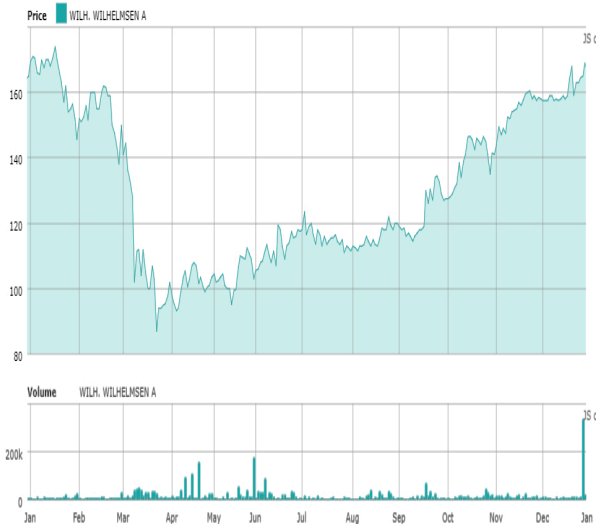
## Fourth quarter and full year 2020

February 2021

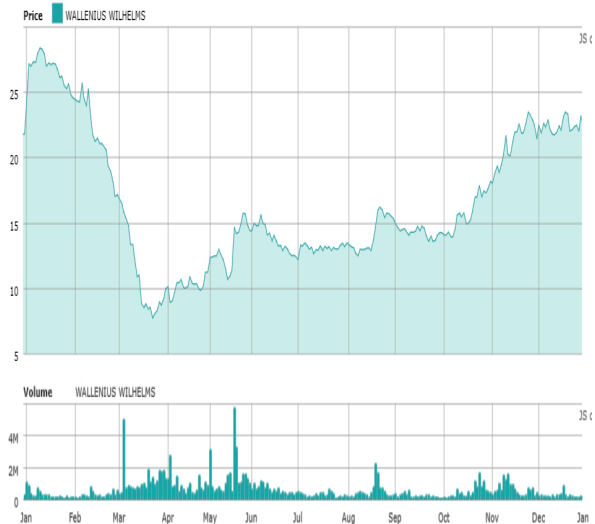


# Summary of 2020 – Strong recovery after challenging start

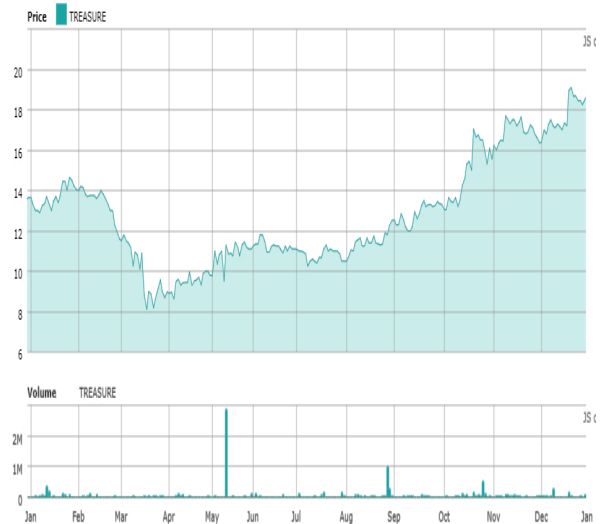
**Wilh. Wilhelmsen Holding ASA**  
(WWIA)



**Wallenius Wilhelmsen ASA**  
(WAWI)



**Treasure ASA**  
(TRE)



# Summary of 2020 – Strong year despite Covid-19

- 
- ↓ Generally, the pandemic impacted our businesses negatively first half, but recovered somewhat second half
  - ↓ High volatility in underlying volumes and share price in Wallenius Wilhelmsen
  - ↓ Ships service revenue down due to lower activities, mainly cruise markets
  - ↑ Hyundai Glovis with strong value recovery
  - ↑ NorSea – O&G remains strong, energy transition opportunities and diversification
  - ↑ Realising values – sold 1% of Hyundai Glovis
  - ↑ Renewable investment - acquired 25% of Edda Wind
  - ↑ Ship management achieved significant fleet growth from 50% Ahrenkiel acquisition

# ESG continued focus in 2020

## Milestones – partnerships – future possibilities

### Wilhelmsen awarded Cluster Partner of the Year 2020

10TH DECEMBER 2020 | IN NEWS | BY CHRIS JØRGEN RØDLAND

#### HySHIP: inside Europe's flagship hydrogen ship demonstrator project

Julien Turner | 22 December 2020 (Last updated December 8th, 2020 12:35)

Led by global shipping firm Wilhelmsen, the HySHIP project plans to build a zero-emission prototype vessel running on liquid green hydrogen, which it aims to promote as a viable maritime fuel option in Europe. We get the lowdown from Wilhelmsen VP special projects Per Britschmann.



Mongstad, the site of a potential new liquid hydrogen production plant, is also the location of Equinor's refinery (Image: Øyvind Hagen)

#### Norway picks site for potential liquid hydrogen production plant for maritime

12 May 2020 by Riviera News

Mongstad Industrial Park in Norway has been selected as the location for a potential liquid hydrogen production plant serving the maritime market as part of a wider project involving Equinor, Bergenshalvøens Kommunale Kraftselskap (BKK), Air Liquide, Wilhelmsen and NorSea



Yara Birkeland will undergo a series of tests before it begins commercial operations at the end of 2021 (source: Yara)

#### Zero-emission, autonomous ships: vital links in the sustainable logistics chain

10 Dec 2020 by John Snyder

#### Skal bli store i fornybarsegmentet

Wih. Wilhelmsen blir Øststensjø's partner i satsingen på maritime tjenester til vindkraft- og fornybarsektorene offshore. Prisen er hemmelig.



Det kan bli eit heilt nytt industri-eventyr på Berakvam



#### MOU for Partnership on Gas & Hydrogen Initiatives in Shipping

HYUNDAI GLOVIS

September 2, 2020

Wilhelmsen



#### Oil base companies will invest in salmon farming

NorSea wants to enter the aquaculture industry. Initially salmon. In the next round there may be kelp.



# Transaction completed



**Wilhelmsen Ahrenkiel**  
Ship Management

Wilhelmsen Ahrenkiel Ship Management is a technical ship manager for container vessels based in Hamburg, Germany, and in Rhon, the Netherlands.



# Edda Wind 25% transaction completed



Major step within offshore wind

# Outlook



## Maritime services:

- Gradual increase in general activity level
- Cruise remains below pre-pandemic levels first half 2021

## Supply services:

- Seasonality will continue to impact offshore activities

## Holding and investments:

- Car/ro-ro supply-demand balance expected to improve
- Volatile financial markets

The spread of Covid-19 and the measures undertaken to contain it will continue to impact global economic activity. The extent of the future impact on operating income and result and on asset prices remains uncertain. Wilhelmsen retains its robustness and capacity to meet this uncertainty.

## Reduced EBITDA, further increase in financial asset values

USD mill			Q-on-Q	Y-o-Y	
- unless otherwise indicated	Q4'20	Q3'20	Change	Q4'19	Change
<b>Total income</b>	<b>202</b>	<b>198</b>	2 %	<b>224</b>	-10 %
- of which operating revenue	199	199	0 %	225	-11 %
- of which gain/(loss) on sale of assets	2	(1)		(1)	
<b>EBITDA</b>	<b>29</b>	<b>37</b>	-23 %	<b>31</b>	-9 %
<b>Operating profit/EBIT</b>	<b>9</b>	<b>21</b>	-57 %	<b>12</b>	-28 %
<b>Share of profit from associates</b>	<b>29</b>	<b>3</b>		<b>12</b>	
<b>Change in fair value financial assets</b>	<b>215</b>	<b>164</b>		<b>(25)</b>	
<b>Other financial income/(expenses)</b>	<b>23</b>	<b>10</b>		<b>3</b>	
<b>Profit before tax/EBT</b>	<b>275</b>	<b>198</b>	39 %	<b>2</b>	>500%
<b>Tax income/(expenses)</b>	<b>(23)</b>	<b>(4)</b>		<b>(9)</b>	
<b>Profit/(loss) for the period</b>	<b>253</b>	<b>193</b>	31 %	<b>(6)</b>	neg.
<b>Profit to equity holders of the company</b>	<b>198</b>	<b>146</b>	36 %	<b>2</b>	>500%
<b>EPS (USD)</b>	<b>4,45</b>	<b>3,27</b>	36 %	<b>0,05</b>	>500%
<b>Other comprehensive income</b>	<b>78</b>	<b>17</b>		<b>33</b>	
<b>Total comprehensive income</b>	<b>330</b>	<b>211</b>	57 %	<b>26</b>	>500%
<b>Total comp. inc. equity holders of the company</b>	<b>273</b>	<b>163</b>	67 %	<b>33</b>	>500%



## EBITDA down, net loss associates, strong increase financial assets

USD mill	01.01- 31.12.20	01.01- 31.12.19	Y-o-Y Change
- unless otherwise indicated			
<b>Total income</b>	<b>812</b>	<b>850</b>	<b>-5 %</b>
- of which operating revenue	807	836	-4 %
- of which gain on sale of assets	5	14	-64 %
<b>EBITDA</b>	<b>138</b>	<b>149</b>	<b>-7 %</b>
<b>Operating profit/EBIT</b>	<b>60</b>	<b>78</b>	<b>-23 %</b>
<b>Share of profit/(loss) from associates</b>	<b>(50)</b>	<b>49</b>	
<b>Change in fair value financial assets</b>	<b>192</b>	<b>34</b>	
<b>Other financial income/(expenses)</b>	<b>2</b>	<b>(17)</b>	
<b>Profit before tax/EBT</b>	<b>205</b>	<b>144</b>	<b>42 %</b>
<b>Tax income/(expenses)</b>	<b>(27)</b>	<b>(15)</b>	
<b>Profit/(loss) for the period</b>	<b>178</b>	<b>130</b>	<b>37 %</b>
<b>Profit to equity holders of the company</b>	<b>117</b>	<b>114</b>	<b>3 %</b>
<b>EPS (USD)</b>	<b>2,63</b>	<b>2,46</b>	<b>7 %</b>
<b>Other comprehensive income</b>	<b>23</b>	<b>(3)</b>	
<b>Total comprehensive income</b>	<b>200</b>	<b>127</b>	<b>58 %</b>
<b>Total comp. inc. equity holders of the company</b>	<b>141</b>	<b>111</b>	<b>27 %</b>

## Maritime services

# Gradual recovery in income; dip in operating margin

### USD 137 million total income

- Down 9% y-o-y.
- Sale of marine products and revenue from agency services continued the gradual recovery from the second quarter lows but remained well below pre-pandemic levels mainly due to low cruise activities.
- Ship management income up, mainly from offshore wind.

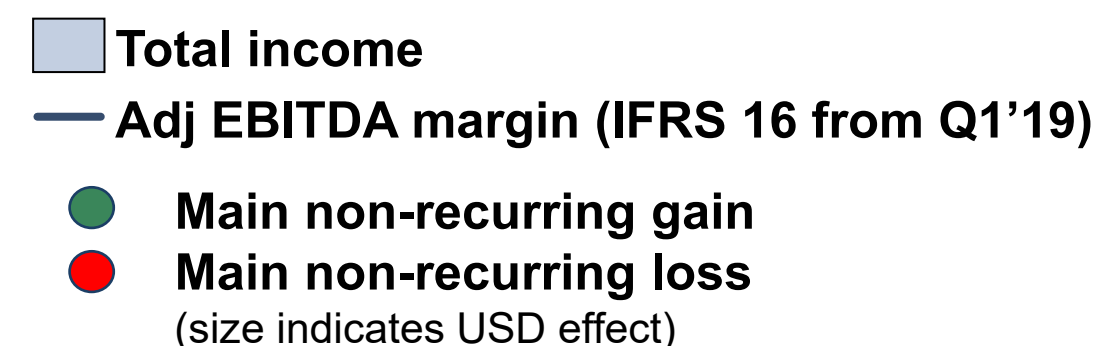
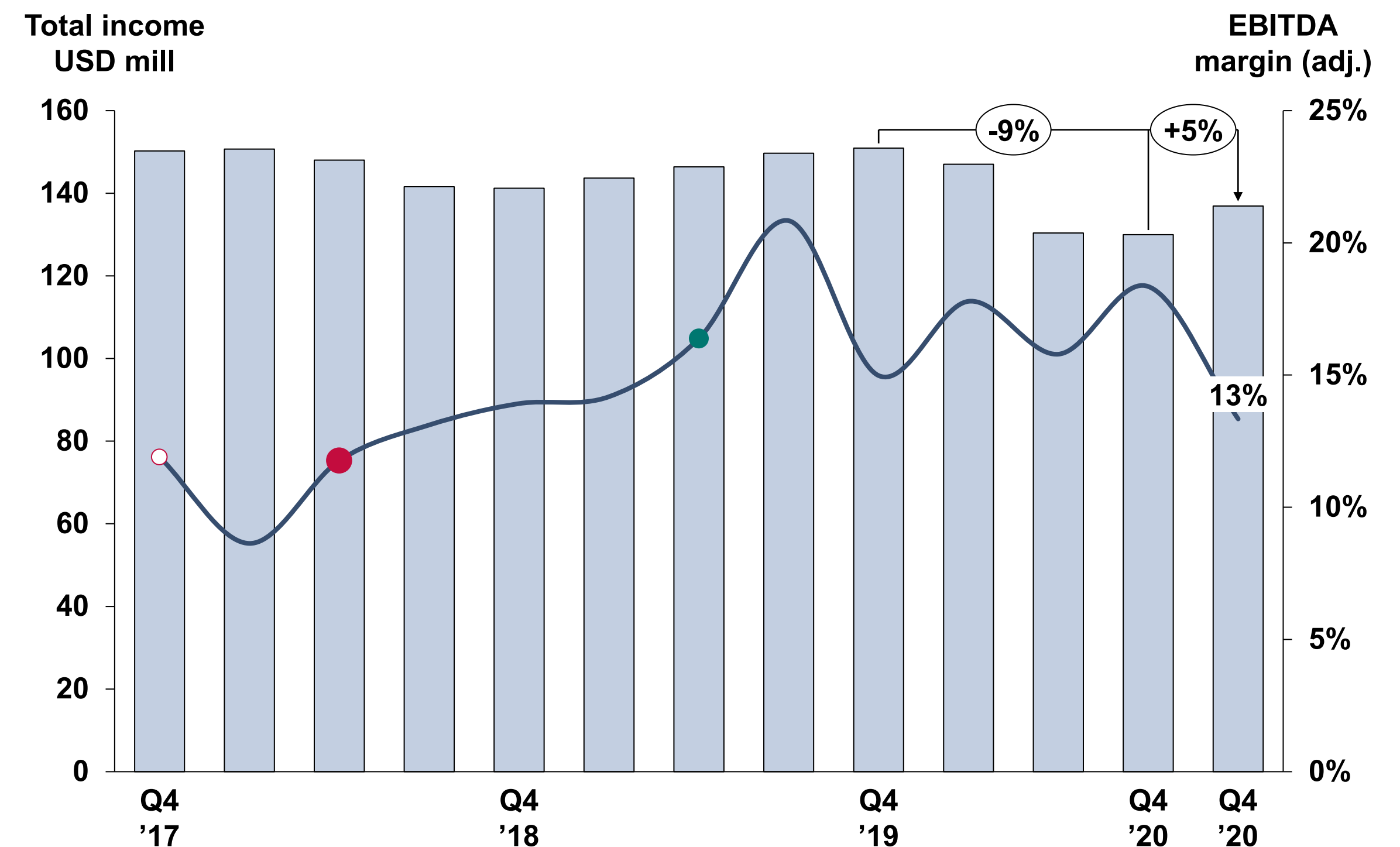
### USD 18 million EBITDA

- Down 19% y-o-y.
- EBITDA margin of 13%.

### Acquisition of 50% in Ahrenkiel completed

- Rebranded Wilhelmsen Ahrenkiel Ship Management.
- Currently manage a fleet of 72 container ships.

### Total income and adjusted EBITDA margin <sup>\*)</sup>



\*) Margin adjusted for main non-recurring items:  
 Q1'17-Q2'18: Drew acquisition cost  
 Q2'19 Property sales gain



## Supply services

# Continued high activity level

### USD 64 million total income

- Down 10% y-o-y
- Stable supply base activities adjusted for seasonality
- Reduced other activities, partly provided on pass-through basis

### USD 13 million EBITDA

- Up 7% y-o-y.
- EBITDA margin of 20%.

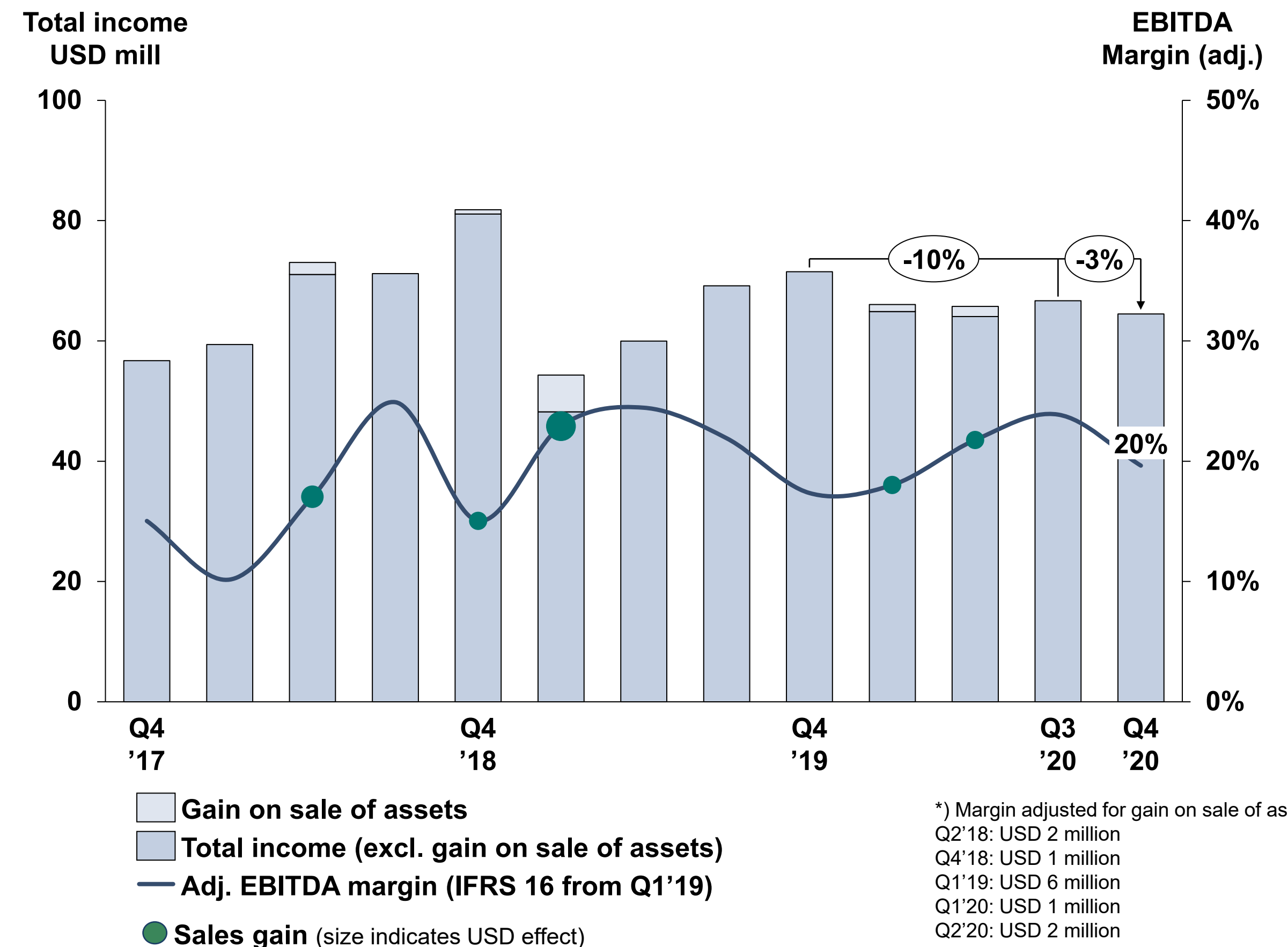
### USD 5 million share of profit from associates

- Including a sales gain

### Declared option to acquire 66% of Olavsvern Group AS

- Transaction completed in February 2021

### Total income and adjusted EBITDA margin \*)



# Further recovery in financial asset values from first quarter low

## USD 24 million profit from associates

- Solid development in Wallenius Wilhelmsen’s ocean volumes and for landbased, offset by reduced ocean margin.

## USD 215 million gain on change in fair value financial assets

- Hyundai Glovis value up USD 205 million.
- Hyundai Glovis ownership reduced from 12.0% to 11.0%, with net proceeds of USD 63 million.

## USD 9 million other financial income

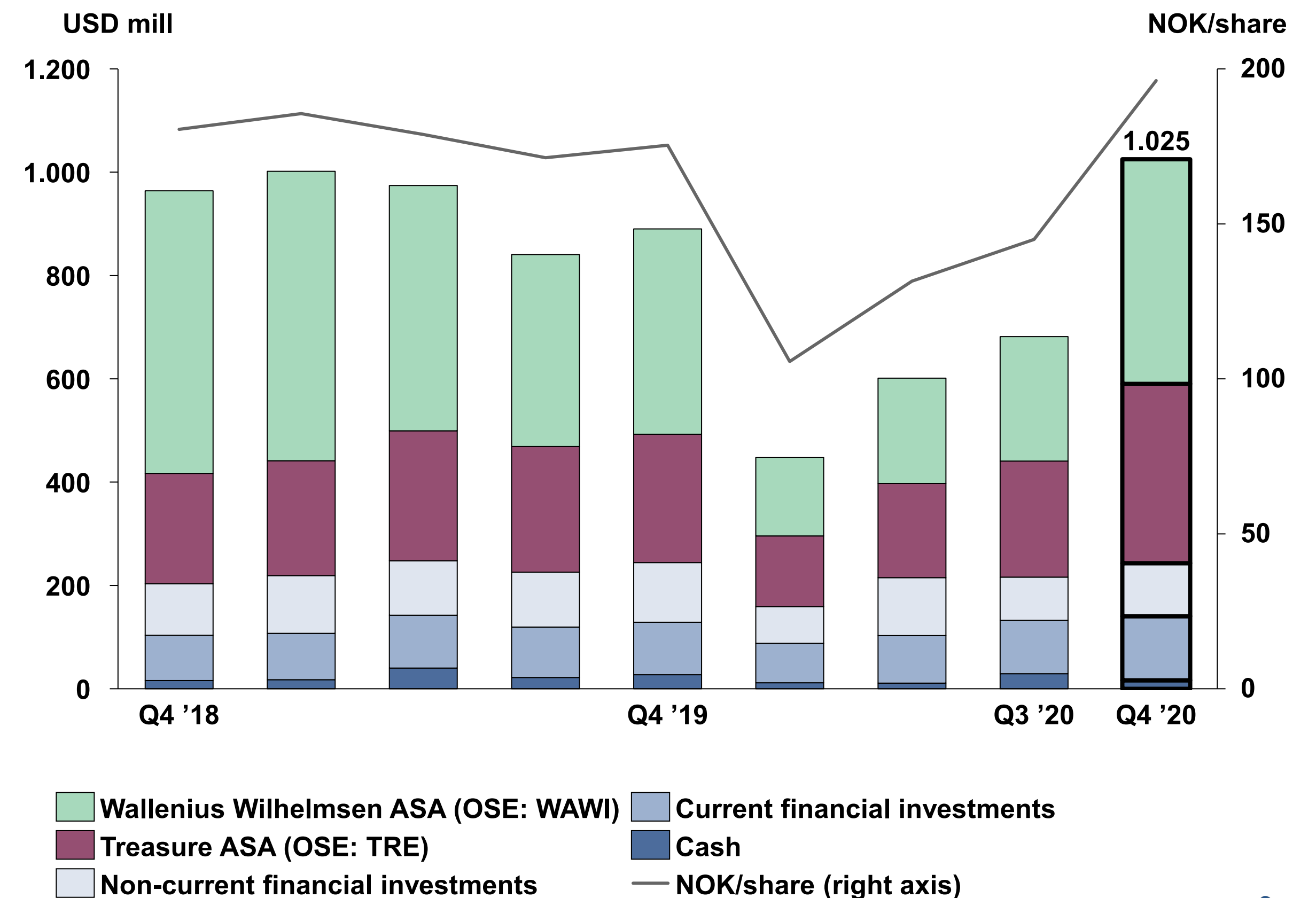
- Investment portfolio gain.

## Acquisition of 25% in Edda Wind

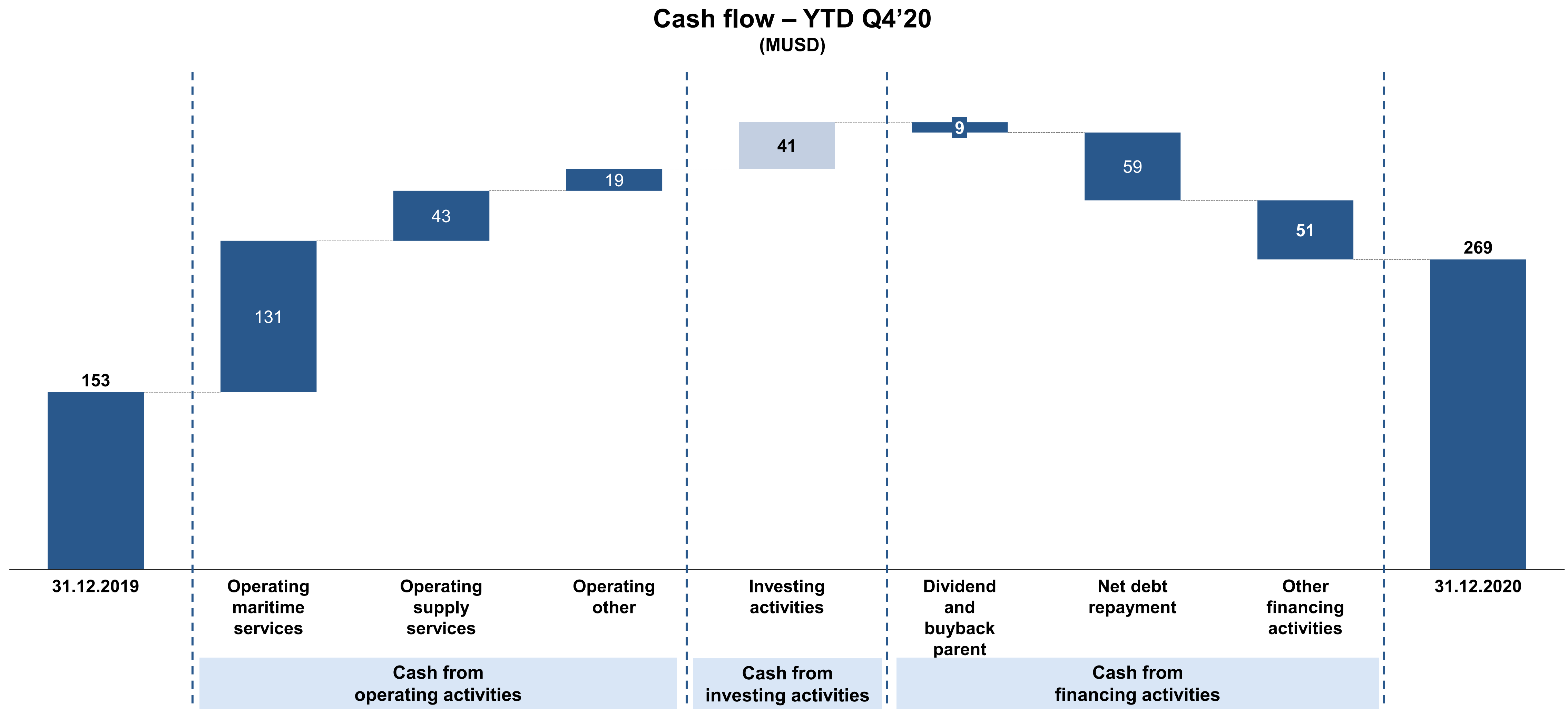
- Transaction completed in October.

## Direct investments – Value adjusted

(WAWI and TRE based on share price, other financial investments based on account value)

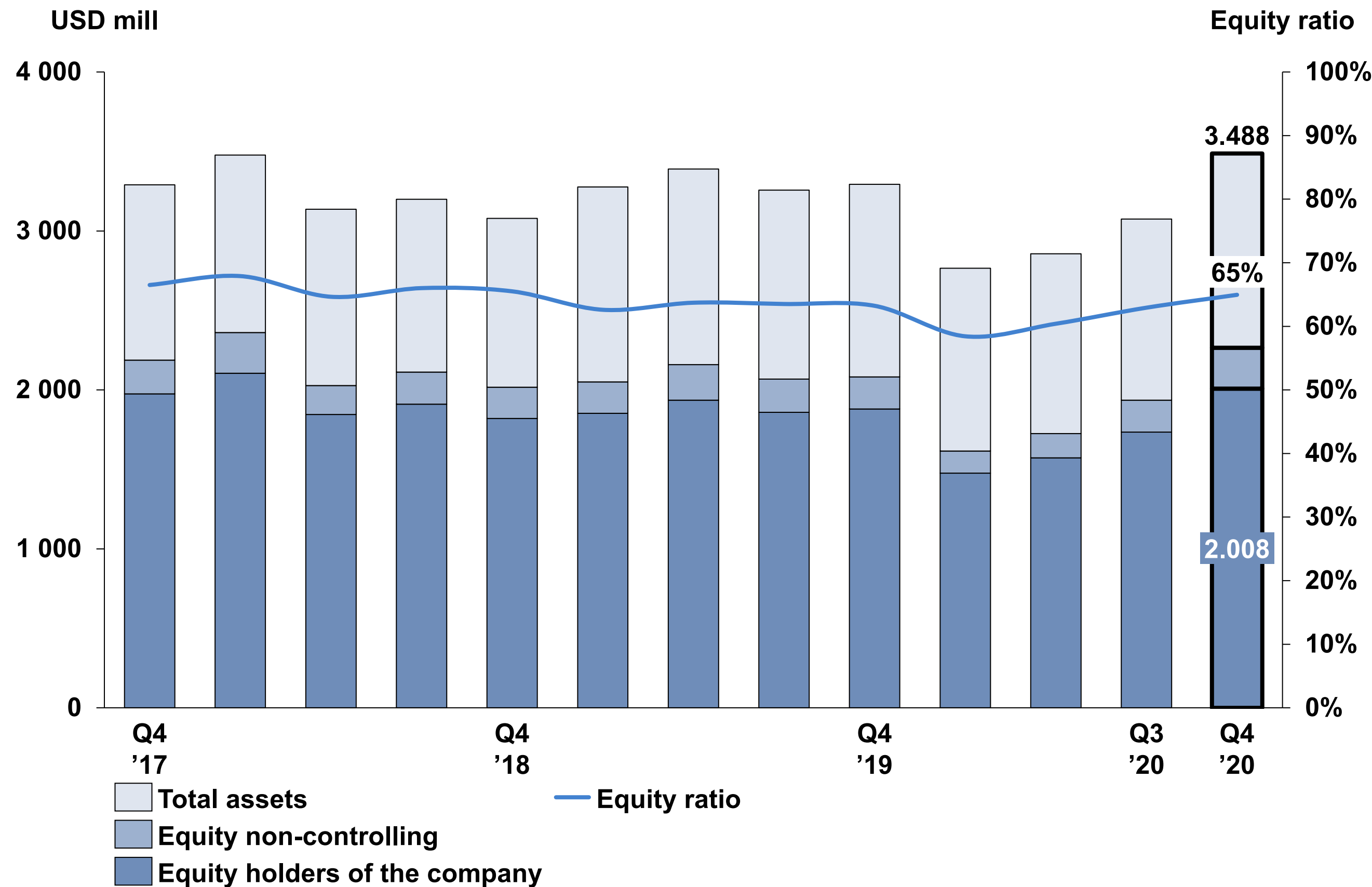


# Steady cash flow from operating activities

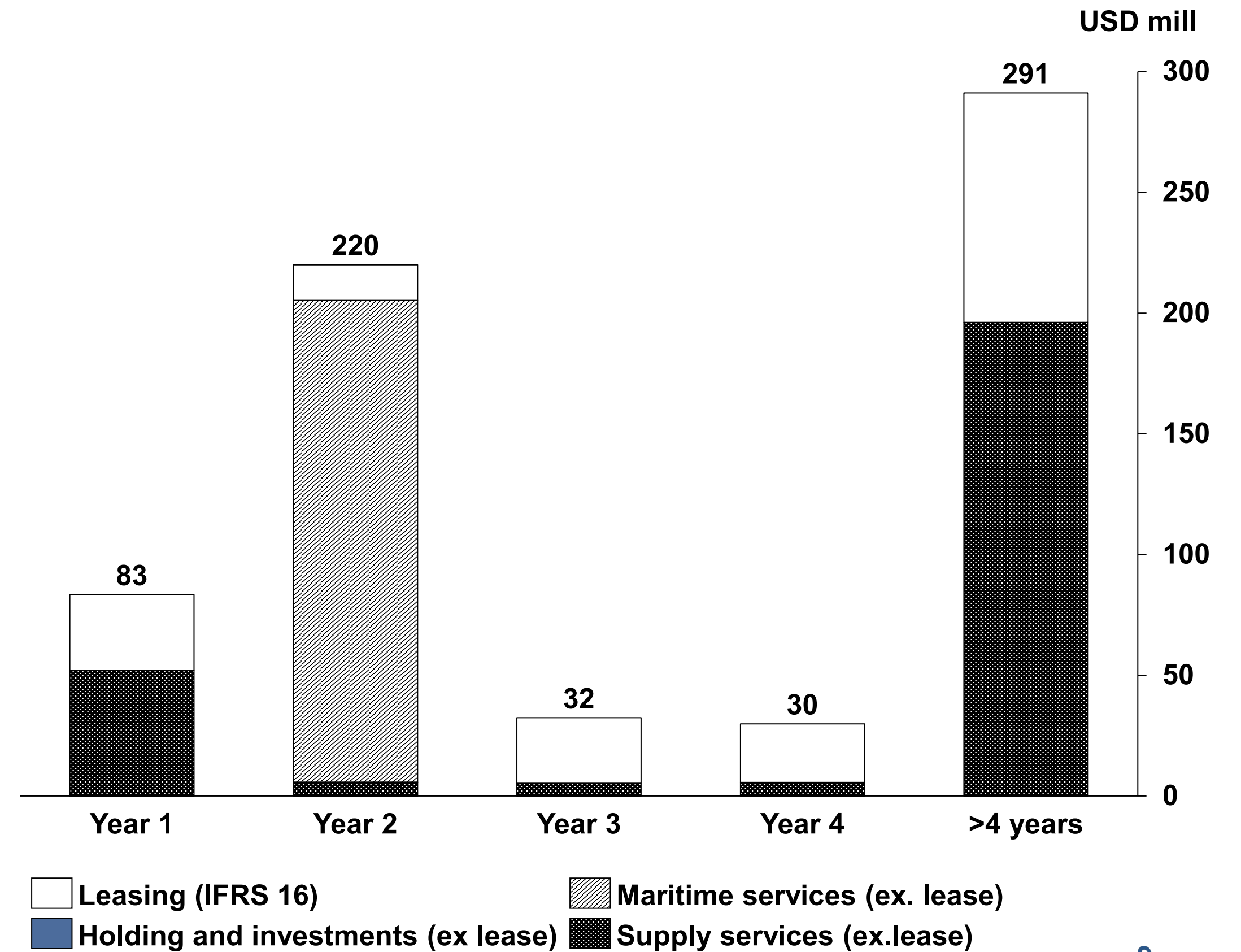


# Balance sheet remains solid and with long-term debt maturity profile

Wilhelmsen group total assets and equity ratio



Debt maturity profile

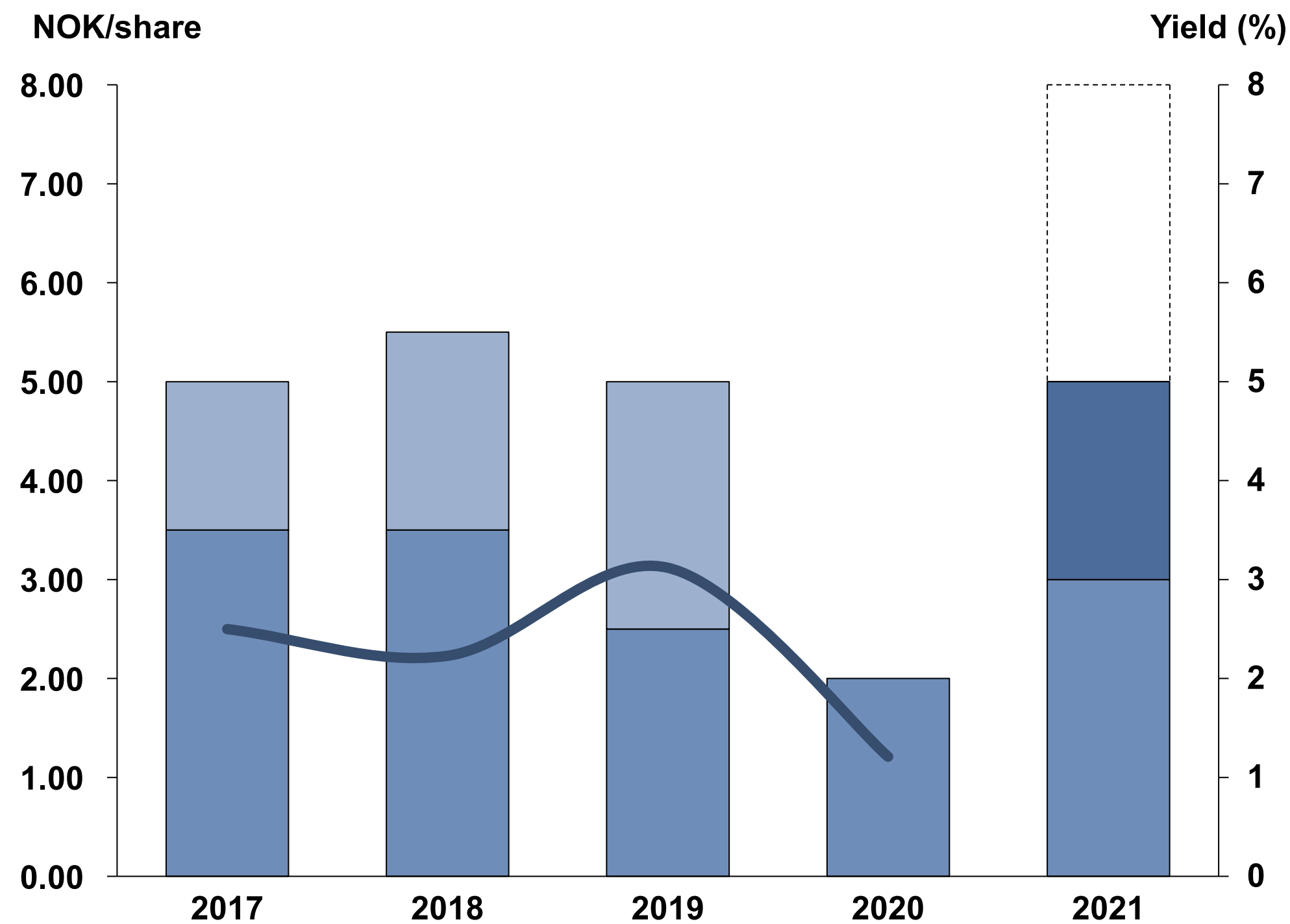


# Board proposes first dividend of NOK 5.00 per share

Including NOK 2.00 in extraordinary dividend due to reduced dividend in 2020

Potential second dividend of up to NOK 3.00 per share

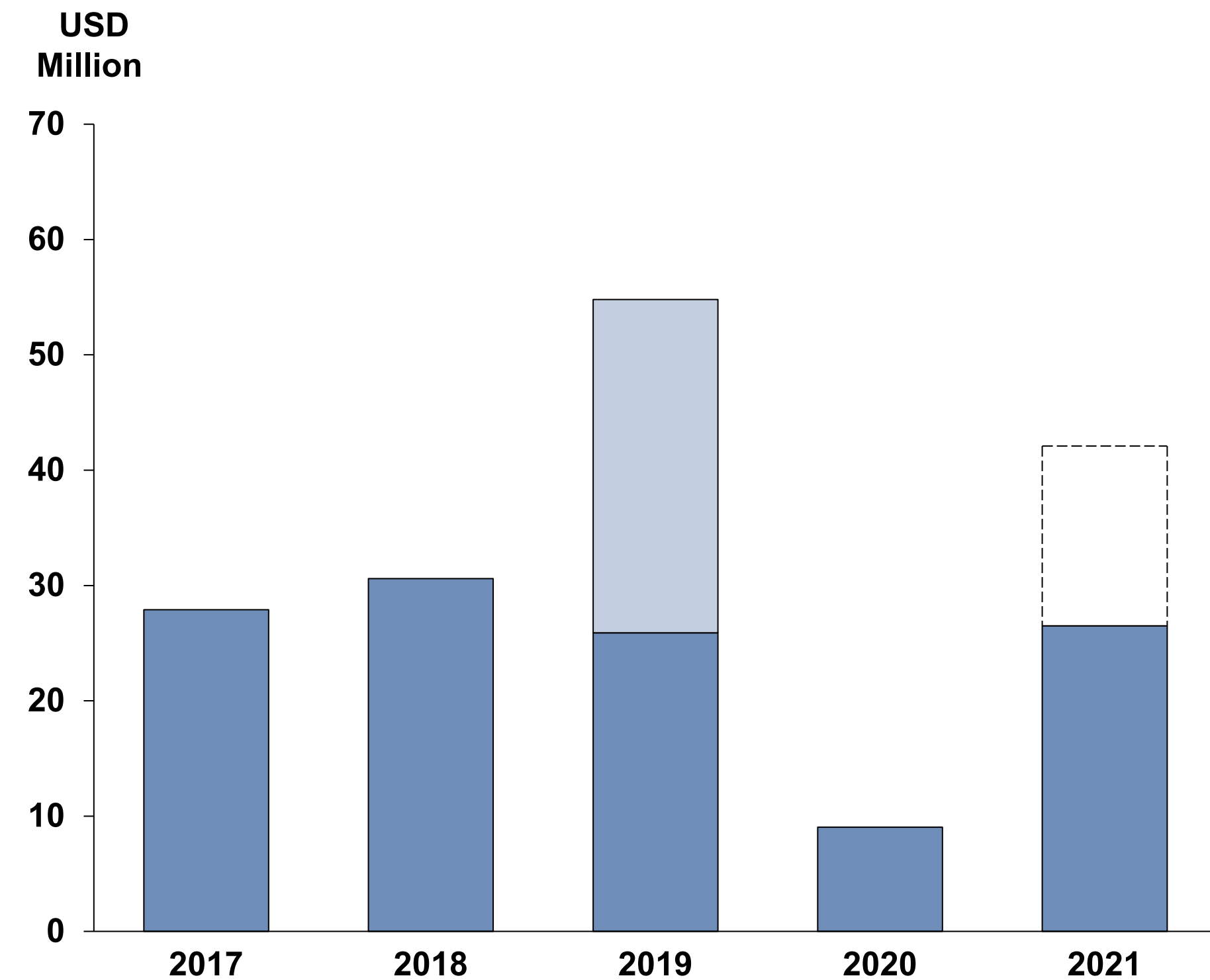
### Dividend payments <sup>1)</sup>



- Board authority - 2nd payment
- 2nd payment
- 1st payment - extraordinary
- 1st payment
- Dividend yield (right axis)

1) Yield calculated based on previous year median closing price for WWI and WWIB share

### Cash to shareholders



- Potential 2nd dividend
- Buy back
- Dividend

2) 2021 payments based on FX USD/NOK of 8.60



*Supplementary slides – Fourth quarter 2020*

## **Maritime services**

Ships service

Ship management

## **Supply services**

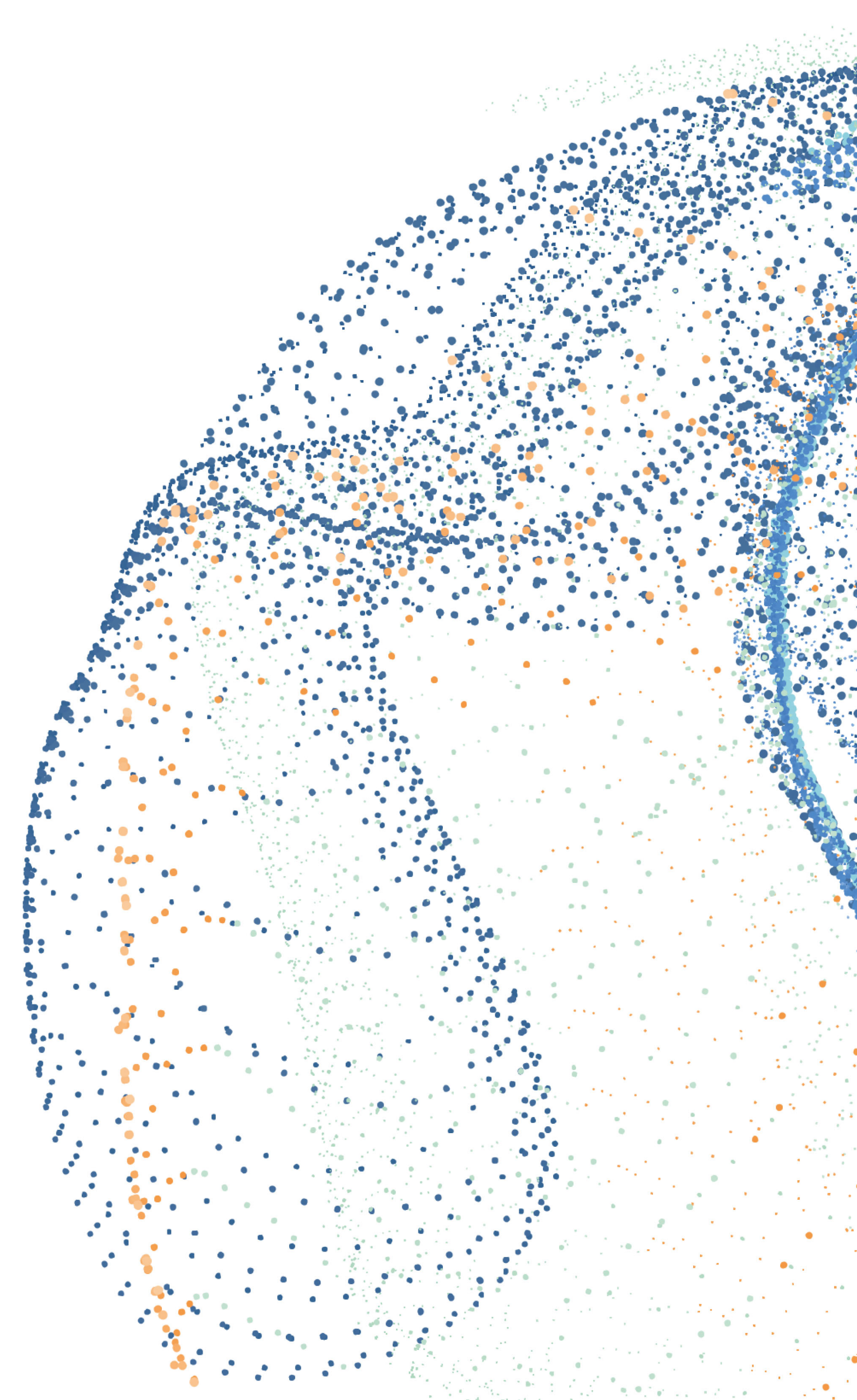
NorSea Group

## **Holding and investments**

Wallenius Wilhelmsen ASA

Treasure ASA

Financial investments





# Ships service

Wilhelmsen Ships Service is a global provider of standardised product brands and service solutions to the maritime industry, focusing on marine products, maritime logistics and ships agency. Ships service is fully owned by Wilhelmsen.

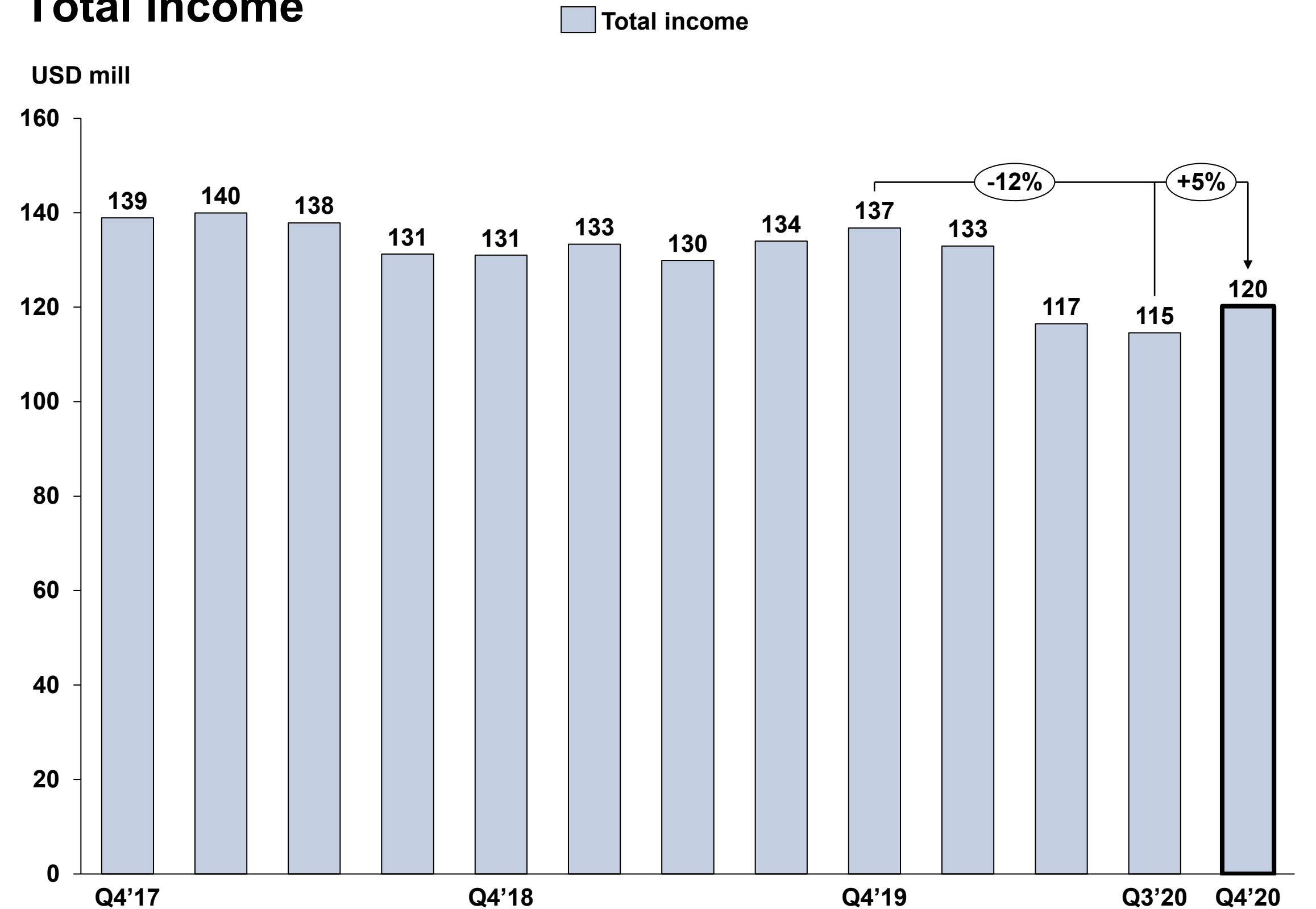
## Q4'20 highlights

- Total income was USD 120 million, down 12% from the corresponding period previous year but up 5% from the third quarter. Sale of marine products and revenue from agency services continued the gradual recovery from the second quarter lows but remained well below pre-pandemic levels mainly due to low cruise activities. Non-marine income was down for the quarter.
- EBITDA was down both when compared with the previous year and compared with the third quarter, partly due to a write down of inventories.



Wilhelmsen Marine Products

## Total income



# Ship management

Wilhelmsen Ship Management provides full technical management, crewing and related services for all major vessel types, and includes 50% of NorSea Wind. Ship management is fully owned by Wilhelmsen.

## Q4'20 highlights

- Total income was USD 16 million, up 13% from the corresponding period last year and up 8% from the third quarter. The increase was mainly due to further growth in offshore wind activities.
- EBITDA was in line with previous year and the third quarter.
- Acquisition of a 50% stake in Ahrenkiel completed in October. The company, which is renamed Wilhelmsen Ahrenkiel Ship Management, currently manages a fleet of 72 container ships.

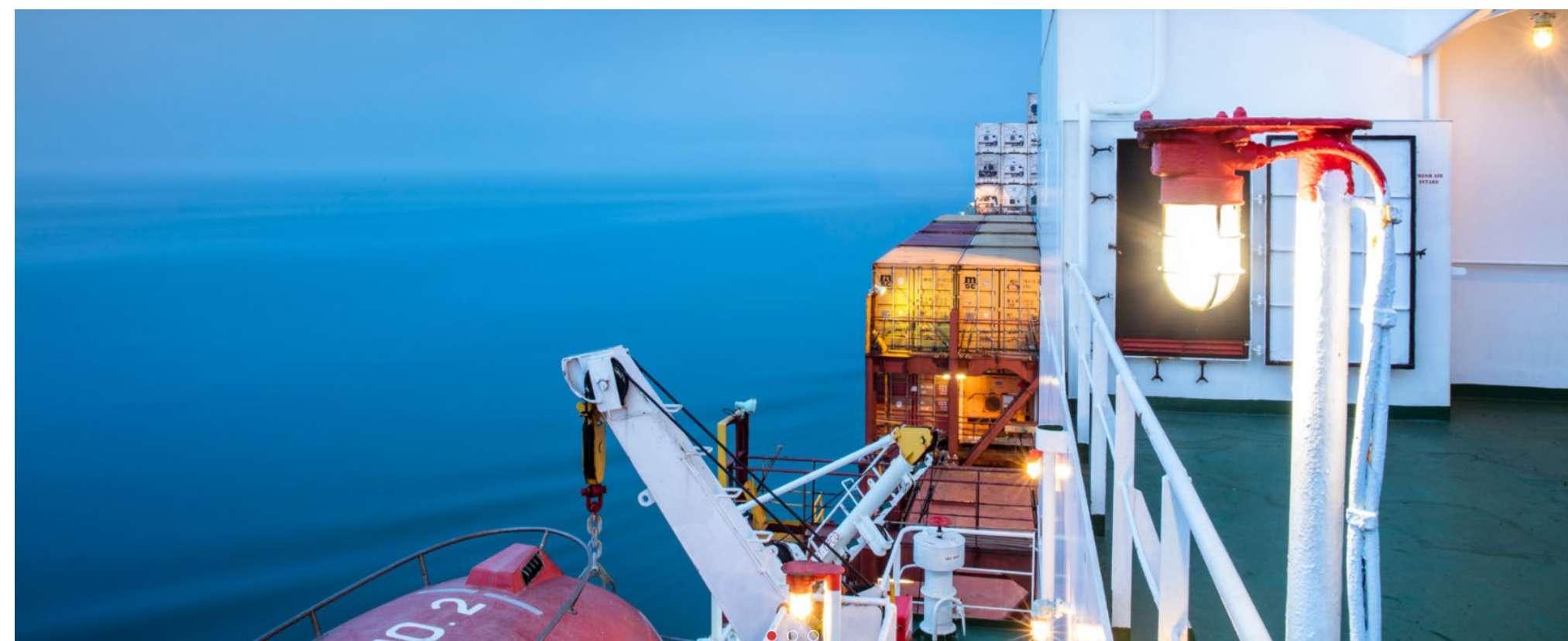
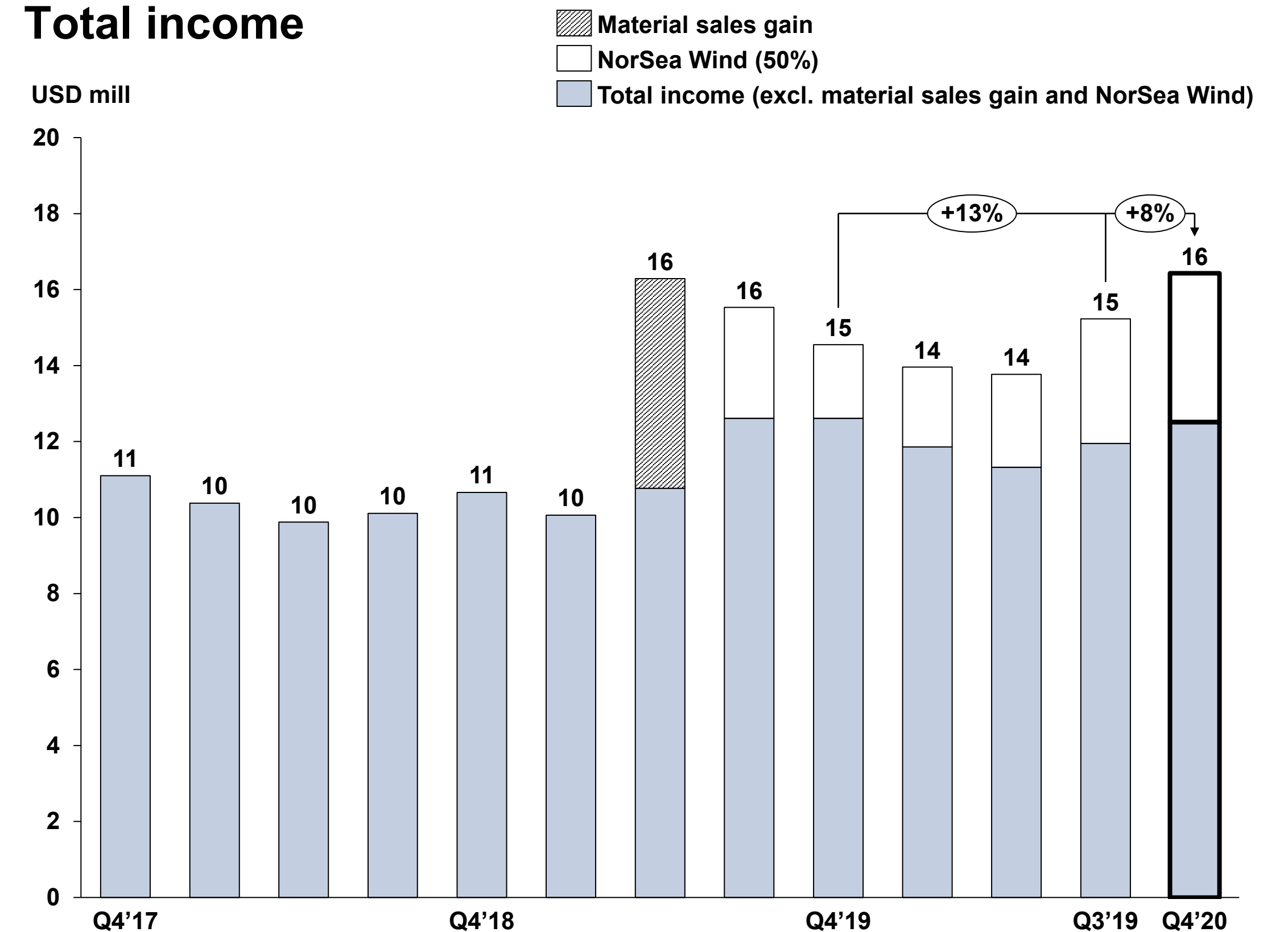


Photo: Wilhelmsen Ahrenkiel Ship Management

## Total income



# NorSea Group

NorSea Group provides supply bases and integrated logistics solution to the offshore industry.  
Wilhelmsen owns ~75,2% of NorSea Group (as per 31 December 2020).

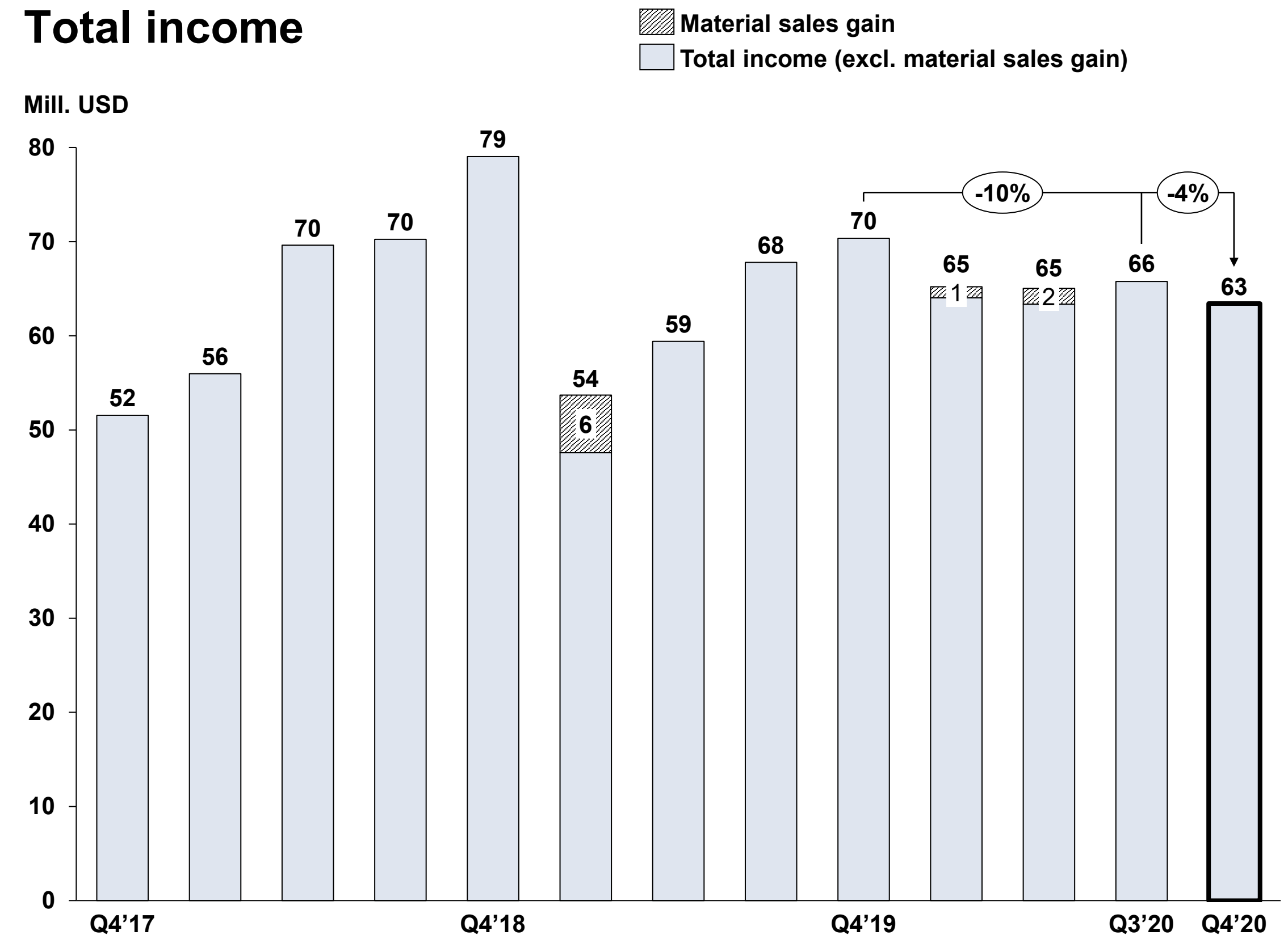
## Q4'20 highlights

- Total income was USD 63 million, down 10% from one year earlier and down 4% from the third quarter. Supply base activities were stable when adjusted for the normal seasonal slowdown towards the end of the year. For other activities, partly provided on a pass-through basis, income was down.
- EBITDA was up from the previous year but down from the third quarter partly due to increased bad debt accruals.



Mongstad Industrial Park has been selected as the location for what could become Norway's first production plant for liquid hydrogen serving the maritime market.  
Photo: Øyvind Hagen, Equinor Mongstad.

## Total income



# Wallenius Wilhelmsen ASA

Wallenius Wilhelmsen ASA is a global provider of shipping and logistics services towards car and ro-ro customers and is listed on Oslo Børs. Wilhelmsen owns ~37,8% of Wallenius Wilhelmsen ASA (as per 31 December 2020).

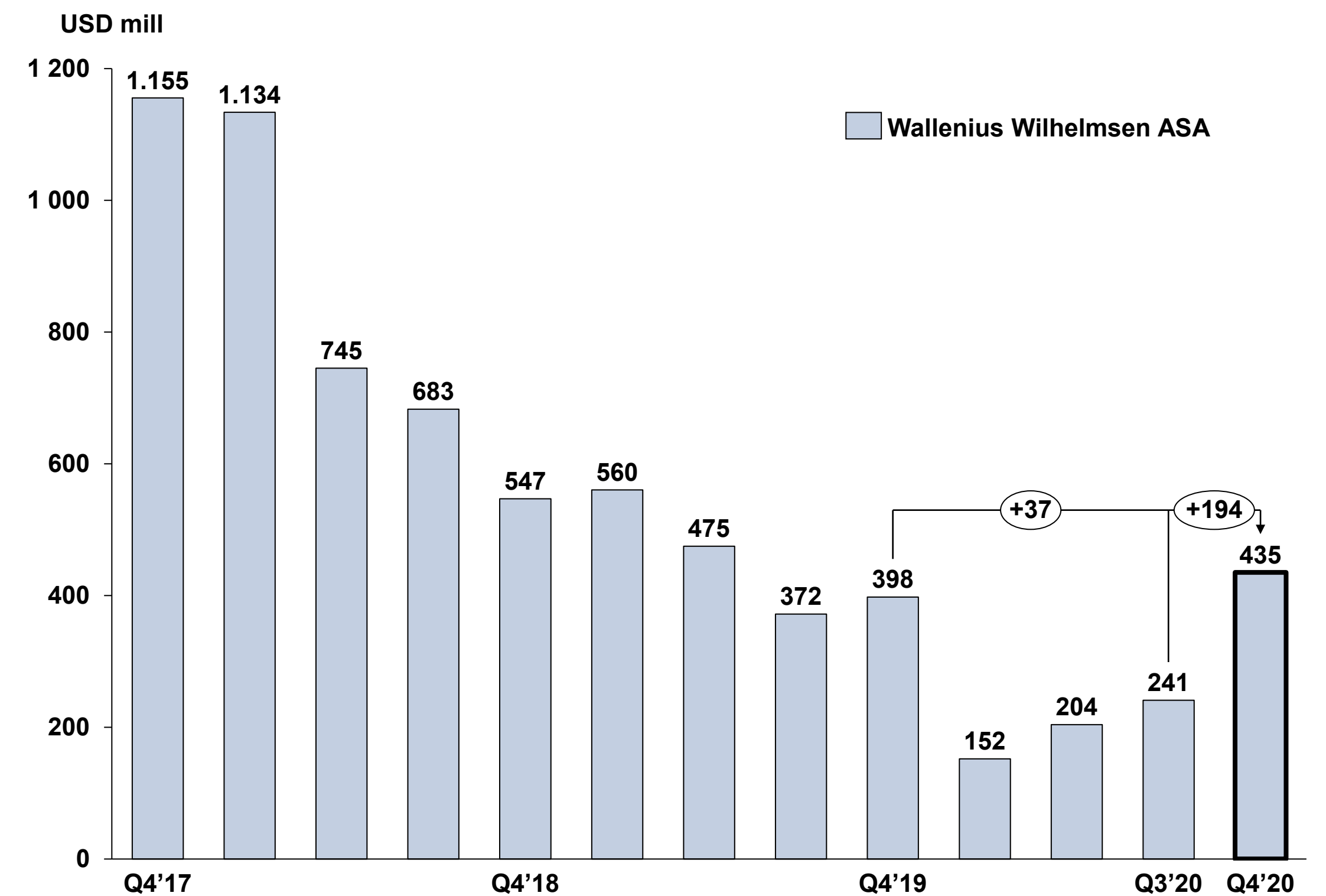
## Q4'20 highlights

- Total income for Wallenius Wilhelmsen ASA was USD 822 million, down 12% from the corresponding period last year but up 18% from the third quarter
- EBITDA was USD 150 million, down 7% from the previous year and on par with the third quarter.
- Net profit of USD 47 million.



Photo: Wallenius Wilhelmsen

## Market value of Wilhelmsen's investment in Wallenius Wilhelmsen ASA



# Treasure ASA

Treasure ASA holds a 11.0% ownership interest in Hyundai Glovis and is listed on Oslo Børs.  
Wilhelmsen owns ~73.5% of Treasure ASA (as per 31 December 2020, not adjusted for shares held by the company).

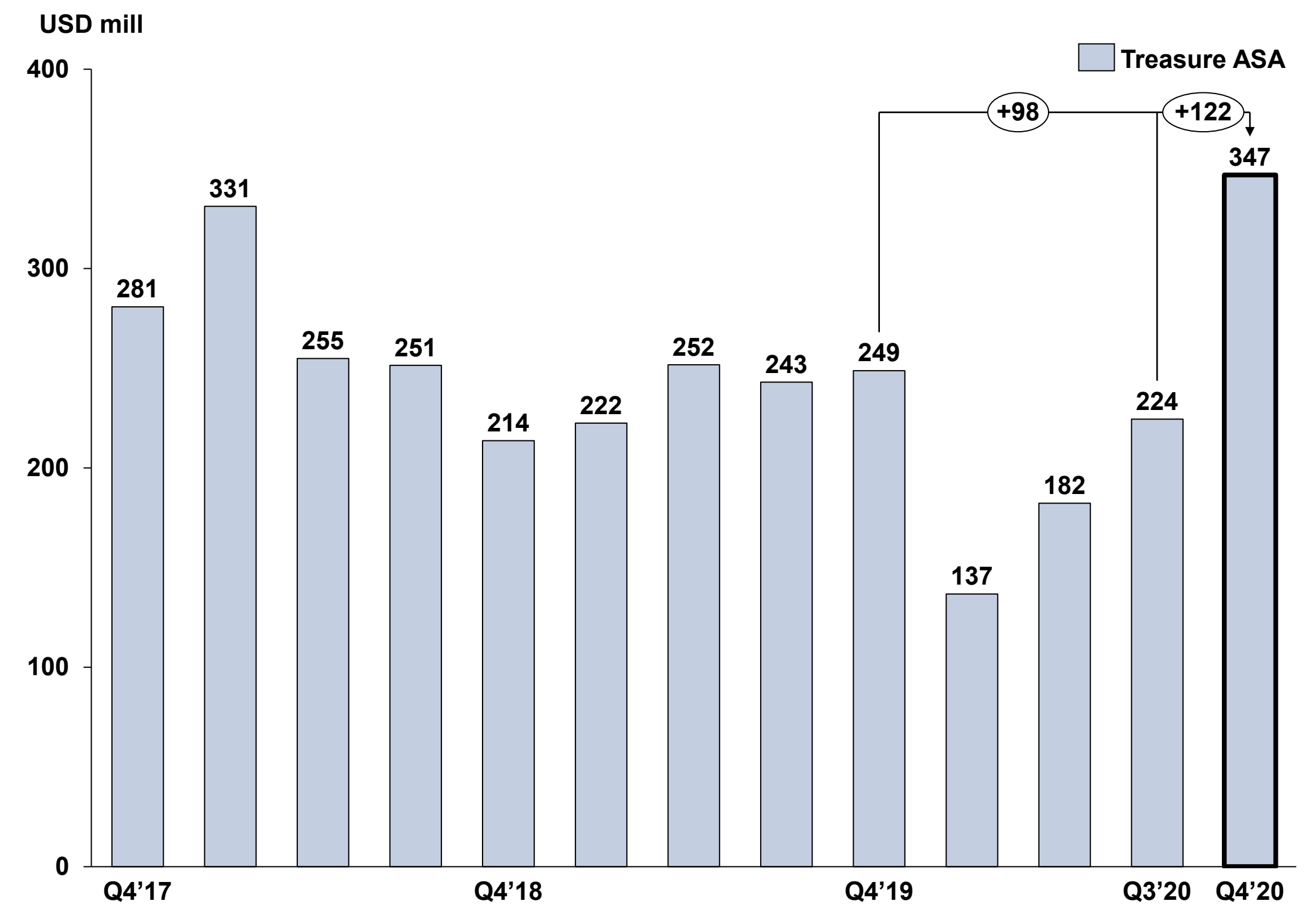
## Q4'20 highlights

- In December, Treasure ASA sold 1.04% of its shares in Hyundai Glovis, reducing ownership from 12.04% to 11.0%. Net proceeds from the sale were USD 63 million.
- USD 205 million gain from change in fair value of Hyundai Glovis.
- Market value of investment in Hyundai Glovis was USD 699 million at end of fourth quarter.



Photo: Hyundai Glovis

## Market value of Wilhelmsen's investment in Treasure ASA



# Financial investments

Financial investments include cash and cash equivalents, current financial investments and financial assets held by the parent and fully owned subsidiaries reported under the holding and investments segment.

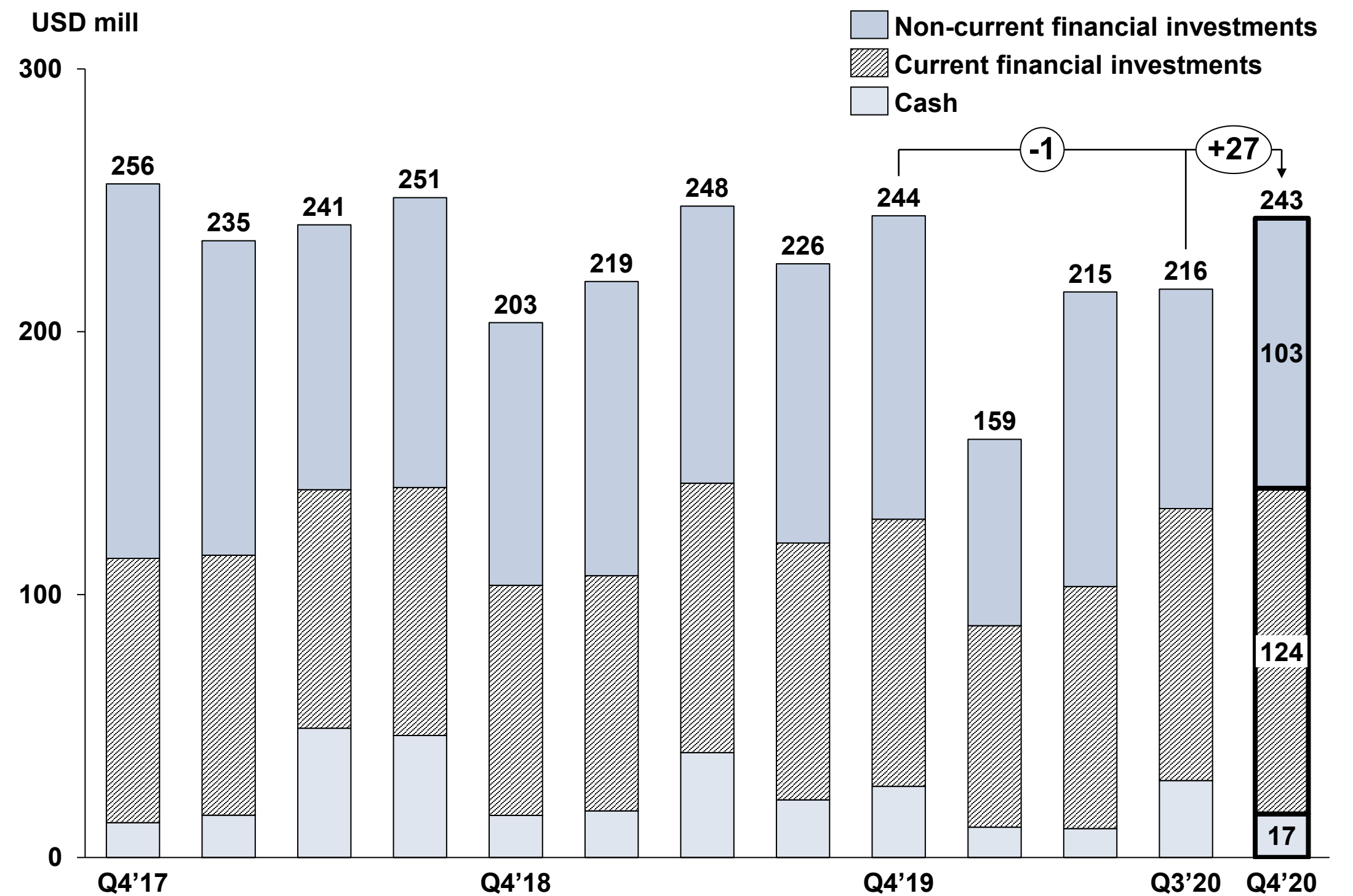
## Q4'20 highlights

- USD 10 million in fair value gain from financial assets. \*)
- USD 9 million gain from investment management. \*\*)
- The market value non-current financial assets at the end of the fourth quarter was USD 103 million. \*\*\*)
- The market value of the current financial investment portfolio was USD 124 million by the end of the fourth quarter.



## Financial assets, investment portfolio, and cash

(Holding and investment segment excluding Treasure ASA / Hyundai Glovis)



\*) Excluding currency gain/(loss) reported under comprehensive income, and gain/(loss) from Hyundai Glovis reported under Treasure ASA

\*\*\*) Excluding Hyundai Glovis



