



Wilh. Wilhelmsen Holding ASA

Second Quarter 2014

Thomas Wilhelmsen – group CEO and Nils P Dyvik – group CFO



August 2011

7th August 2014



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Agenda

1. Highlights for the quarter
2. Prospects
3. Financials – Nils P. Dyvik, group CFO

WWH group

Highlights for the quarter



Mixed markets

Total income increased

- up 3% y-o-y, up 6% q-o-q

EBIT up q-o-q

- restructuring cost and sales gain

Increased financial expenses

- “non cash” items

EPS down



WW ASA group

Highlights for the quarter

Improved shipping income / EBIT

- Increased shipping volumes
- Unfavourable trade and cargo mix
- Restructuring cost

Mixed logistics

- Improved results in WWL
- Higher contribution from Hyundai Glovis
- Reduced ASL activity following loss of contract

Ongoing antitrust investigation



WMS group

Highlights for the quarter

Continued growth in total income y-o-y

- Stable development for ships service and ship management
- Continued growth in technical solutions

Slight reduction in EBIT margin

- Less favourable product mix
- USD 4 mill. sales gain (WMF)

Cautious market sentiment

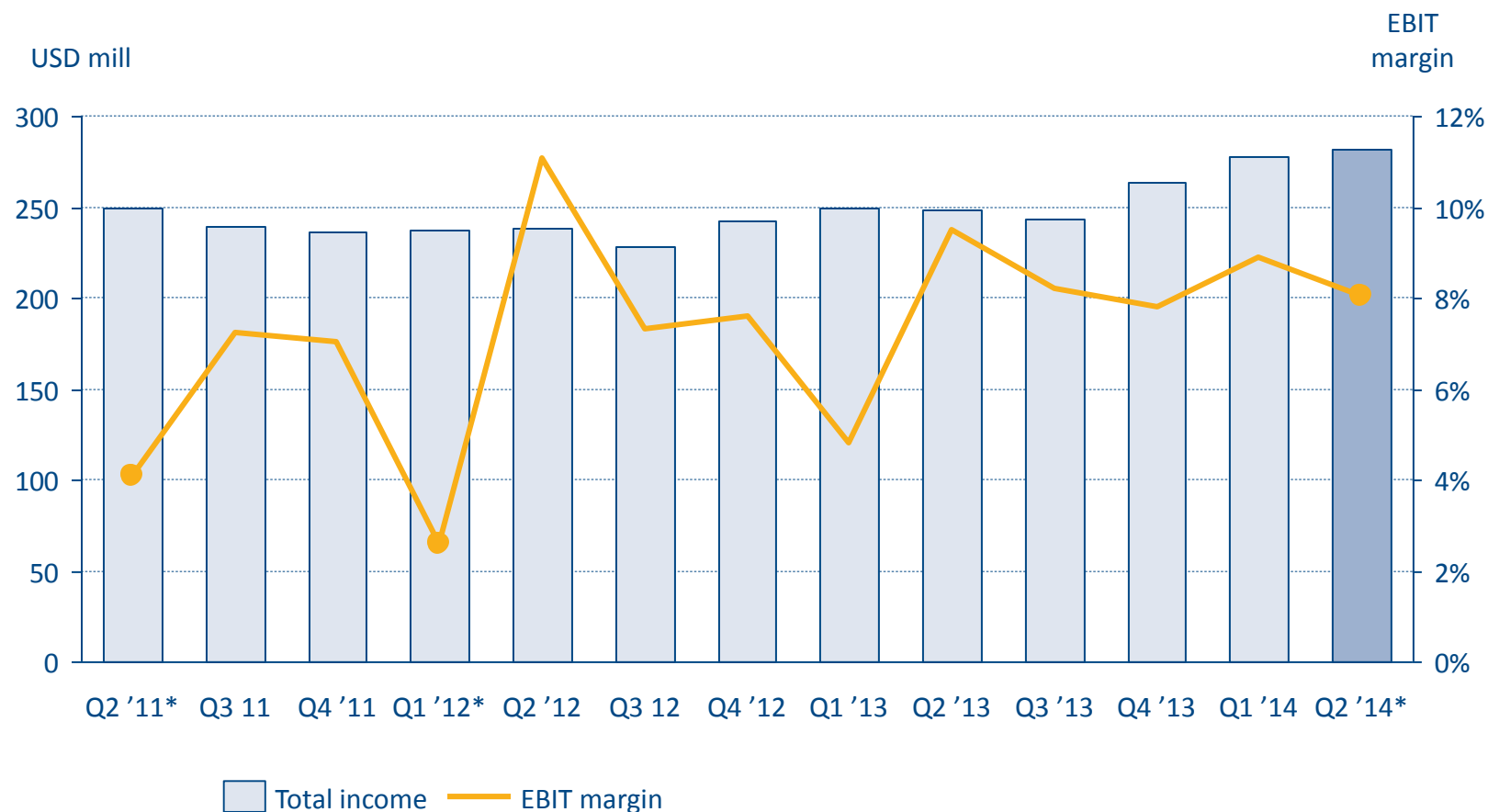
- Weaker shipping markets
- Reduced newbuild ordering activity





WMS group

Total income and EBIT margin



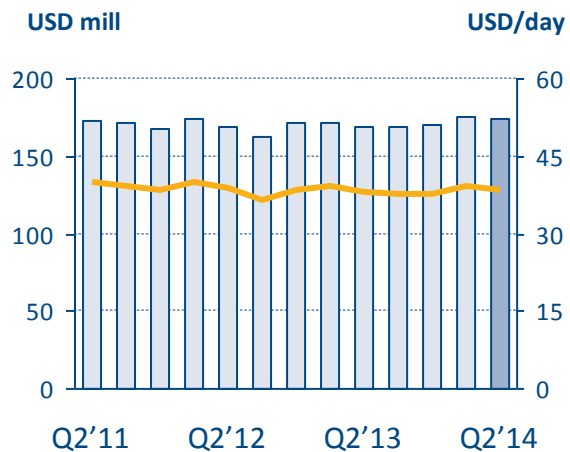
*Main "one-offs":

- Q2'11: Profit improvement plan
- Q1'12: Recall of UBWTS
- Q2'14: Sales gain

WMS group

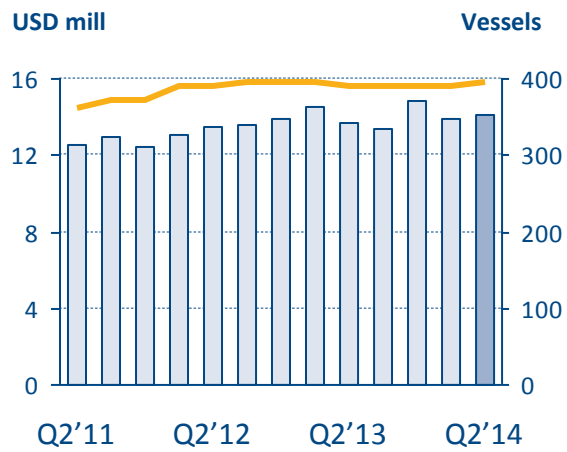
Ships service

Total income and daily income per vessel



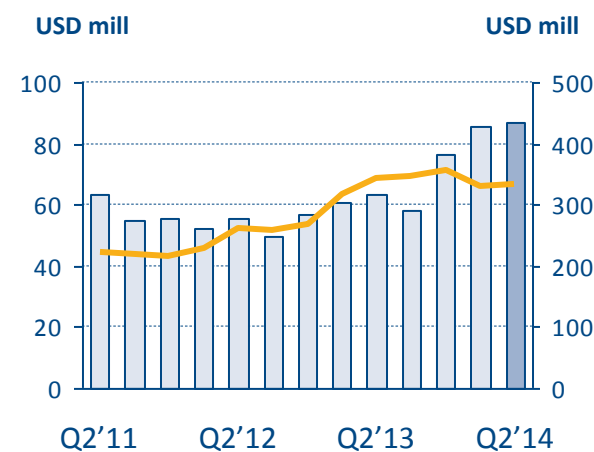
Ship management

Total income and vessels served



Technical solutions

Total income and order reserve



■ Total income

— Daily sales pr merchant vessel (right scale)

■ Total income

— Vessels served (right scale)

■ Total income

— Order reserve (right scale)

WWS global fleet penetration:

50,25% in Q2'14 (50,0% Q1'14)

WMS group

Portfolio review



Wilhelmsen Technical Solutions

- J/V discussions with FSN Capital terminated
- Review of business portfolio and strategy

Wilhelmsen Marine Fuels

- Sale to OW Bunker completed end June
- USD 4 million sales gain

UNITOR



Callenberg

TiGroup



Rune Kongsten (WMF), Götz Lehsten (OW), Dag Schjerven (WMS)

Holding and Investments

Highlights for the quarter

Strong contribution from NorSea Group

- Seasonality
- Danbor acquisition in April
- WWH shareholding increased to 40%

Stable development in Qube

- Moorebank (Sydney) terminal project entering joint development phase

Investment portfolio

- Further gains on Nordic equities



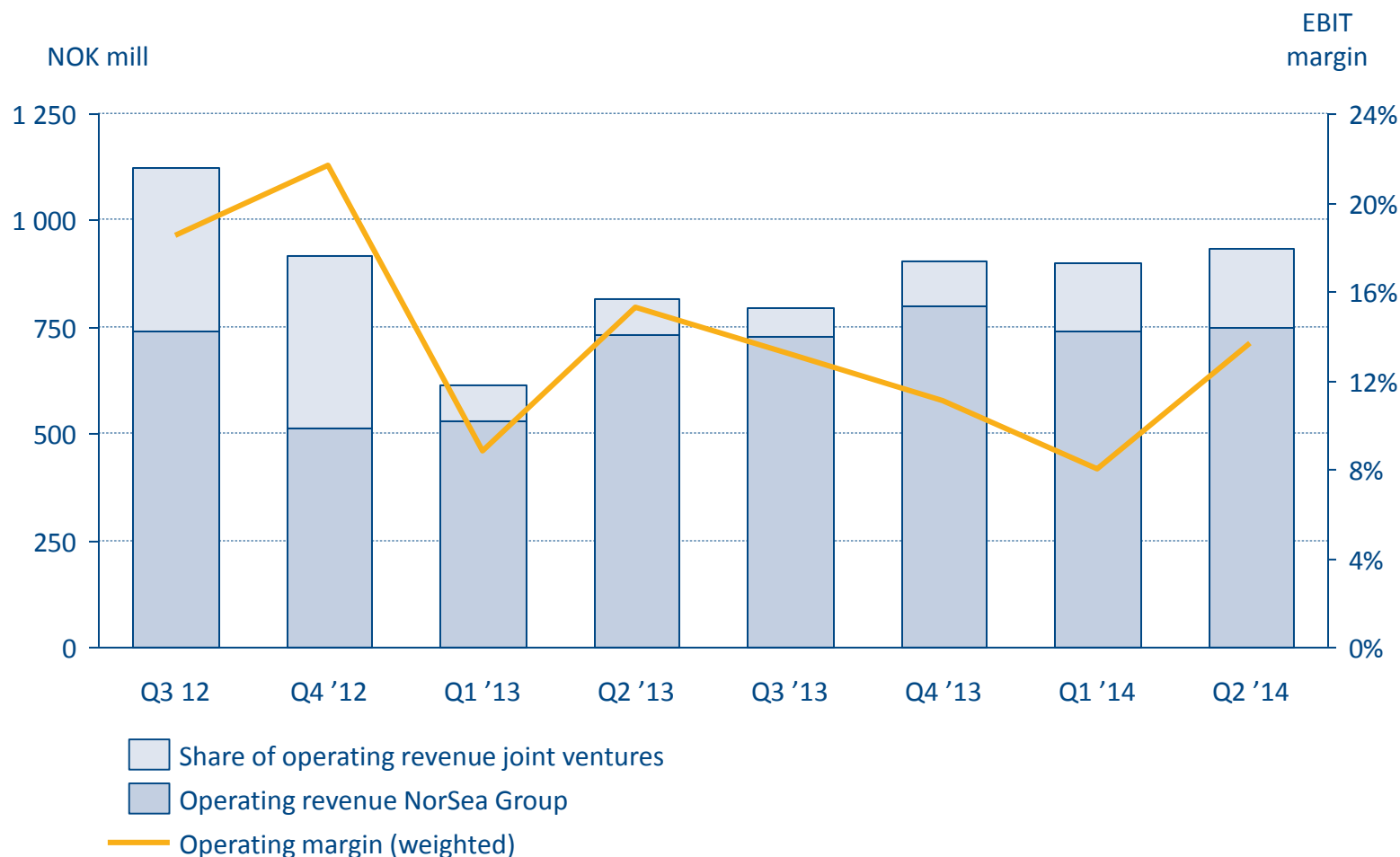
*Vestbase AS supply base in Kristiansund, Norway
Source: NorSea Group*



*Moorebank "whole of precinct" proposal, Sydney, NSW
Source: Qube*

NorSea Group

Operating revenue and operating margin *)



*) Excluding share of profit from associates and gain on sale of assets



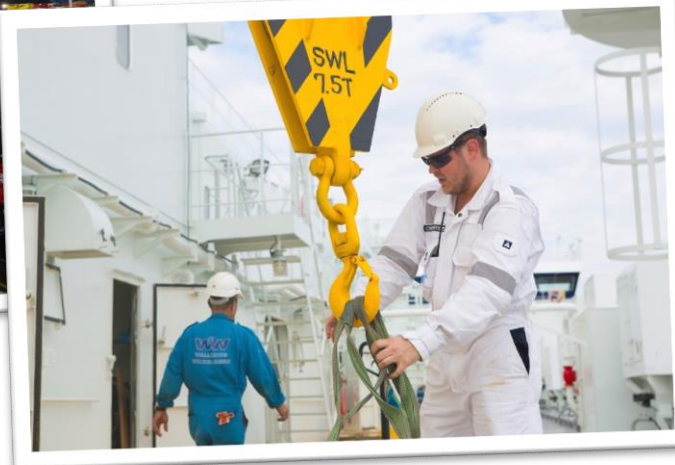
WWH group prospects

Adjusted for seasonality the board expects the group's underlying performance in the third quarter to be in line with the second quarter.

Wilh. Wilhelmsen Holding ASA

Second quarter 2014 – Financials

Nils Petter Dyvik – group CFO





WWH group

Key financial figures

Total income (q-o-q)

- 6% increase in total income
- WW ASA increase 7%
- WMS stable

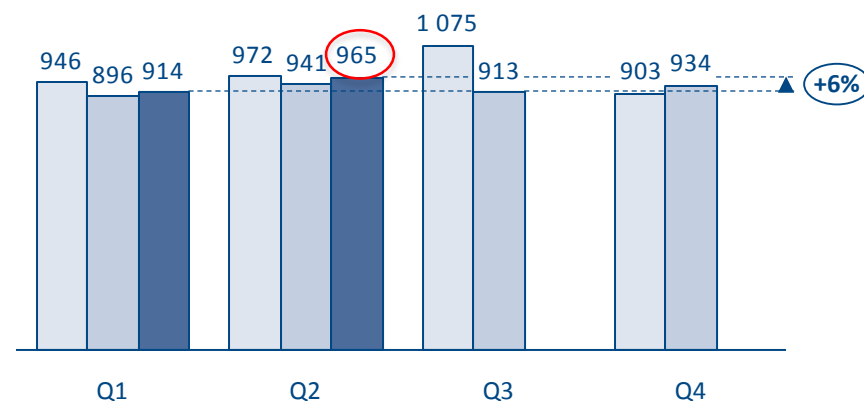
EBIT (q-o-q)

- 5% increase in reported EBIT
- 29% increase adjusted for WWASA restructuring and WMF sales gain
- WWASA up; WMS down

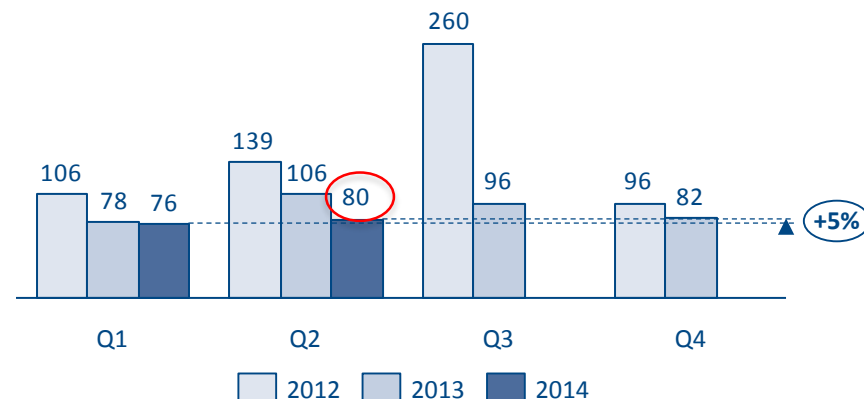
EPS (q-o-q)

- Down 23% to USD 0.65

Total income (USD mill)



EBIT (USD mill)





WWH group

Key segment information

USD mill	WWASA group			WMS group			Holding and Investments			Total		
	Q2'14	Q1'14	Q2'13	Q2'14	Q1'14	Q2'13	Q2'14	Q1'14	Q2'13	Q2'14	Q1'14	Q2'13
Total income	682	637	689	281	277	248	10	8	10	965	914	941
Operating profit	57	54	82	23	25	24	0	-2	1	80	76	106
<i>Financial income/(expenses)</i>	-31	-16	22	-13	-3	-4	4	3	2	-40	-16	19
<i>Tax income/(expense)</i>	0	-6	-12	-2	-6	-5	1	1	-3	-2	-11	-20
Profit/(loss)	26	32	92	7	16	14	6	2	-1	39	49	106
<i>Minority interests</i>	8	9	25	1	1	5	0	0	0	8	10	27
Profit/(loss) after minority interests	18	23	67	6	15	13	6	2	-1	30	39	79
Total equity	1 658	1 669	1 633	363	380	362	343	310	291	2 365	2 359	2 286
<i>Minority</i>	453	455	419	3	4	5				456	460	424
Equity after minority interests	1 205	1 214	1 214	360	376	357	343	310	291	1 909	1 899	1 862

Improved results in WWASA – adjusted operating profit USD 79M

Lower results in WMS – adjusted operating profit USD 19M

Improved Holding and Investments



WWH group

Financial income/(expenses)

USD mill	Q2'14	Q1'14	Q2'13
Net financial items	5	9	4
<i>Investment management</i>	5	1	1
<i>Interest income</i>	2	3	2
<i>Other financial items</i>	-2	-5	1
Interest expenses	-24	-18	-19
Interest rate derivatives - realised	-9	-2	-8
Interest rate derivatives - unrealised	-6	-6	37
Net financial - currency	-6	1	7
Net financial derivatives bunkers	0	0	-1
Financial income/(expense)	-40	-16	19

1. Positive contribution from investment management (equity/bonds)
2. Accounting loss on interest rate derivatives (reduced long term interest rates)
3. Negative net financial currency



WWH group

Balance sheet (Equity method)

USD mill	30.06.2014		31.03.2014		31.12.2013	
Assets						
Non current assets	3 795	74 %	3 740	74 %	3 728	75 %
Current assets (excl liquid funds)	570	11 %	547	11 %	484	10 %
Liquid funds	749	15 %	741	15 %	734	15 %
Total assets	5 114	100 %	5 029	100 %	4 946	100 %
Equity & liabilities						
Equity	2 364	46 %	2 359	47 %	2 286	46 %
Interest-bearing debt	1 876	37 %	1 854	37 %	1 852	37 %
Other non current liabilities	379	7 %	361	7 %	355	7 %
Other current liabilities	495	10 %	455	9 %	454	9 %
Total equity and liabilities	5 114	100 %	5 029	100 %	4 946	100 %
Capital employed	4 240		4 213		4 137	

46% book equity ratio



WWH group

Cash flow (Equity method)

USD mill	Q2'14	Q1'14	Q2'13
Cash from operations	37	20	67
Dividend received from joint ventures and associates	35	1 0	32
Net cash provided by operating activities	71	20	99
Investments in fixed assets	(39)	(15)	(32)
Net financial investments	7	(9)	(120)
Sale of assets/ Other	(5)	12	6
Net cash flow from investing activities	(37)	(12)	(146)
Net repayment of debt	38	2 (7)	17
Dividend to shareholders and minorities	(35)	1 (1)	(72)
Interest payment/other	(25)	(16)	(20)
Net cash flow from financing activities	(21)	(24)	(75)
Net increase in cash and cash equivalents	13	(16)	(122)

1. Cash flow reflecting regular second quarter dividend received and paid
2. Debt uptake mainly supporting WMS growth

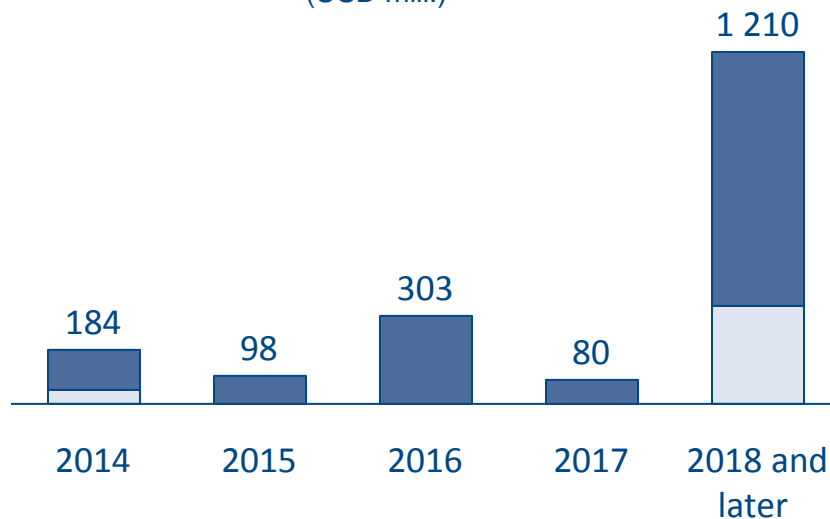
WWH group

Interest bearing debt (Equity method)

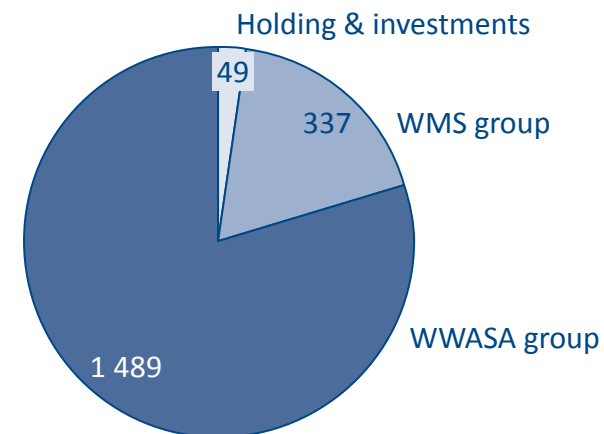
Maturity profile

- WWH debt maturing in 2017
- WWHI debt maturing 2H 2014 – refinancing in progress
- WMS debt refinanced – new maturity 2019
- WWASA mixed maturity – new bonds maturing in 2019
 - In July: 3 ship loans extended from 2016 to 2023/'24

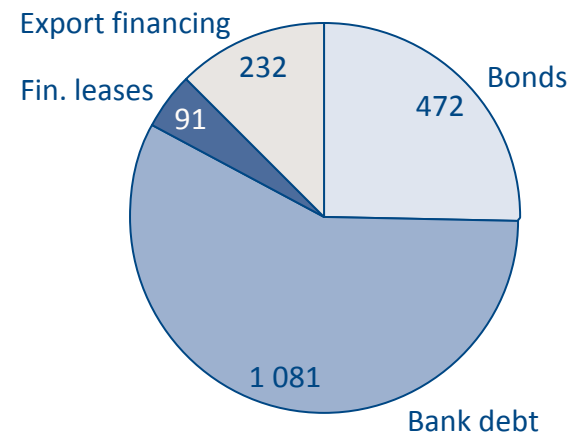
Maturity profile
(USD mill.)



Split by business segment (USD mill)



Split by source (USD mill)

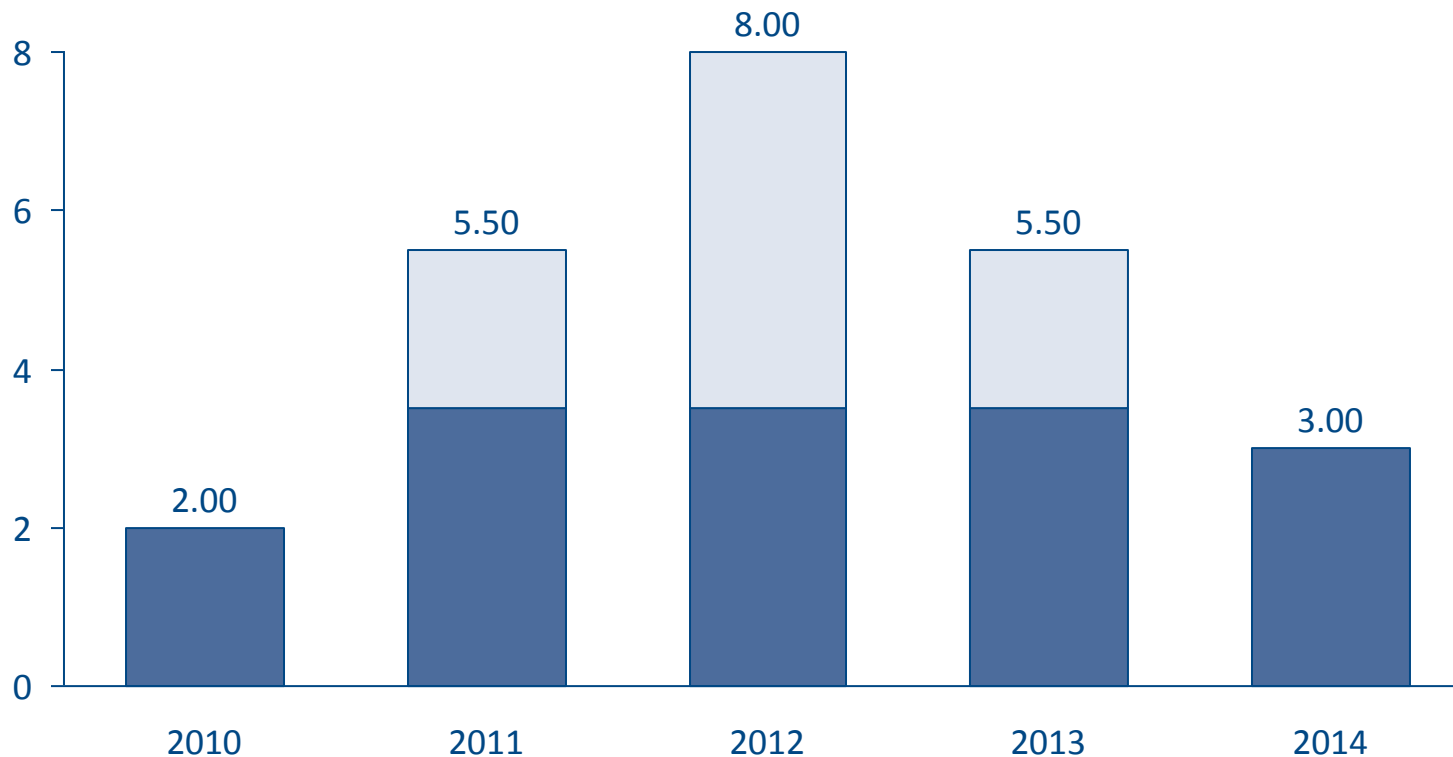




WWH ASA

Dividend per share

NOK/share



- Dividend of 3.00 NOK per share was paid in May 2014
- Board authorized to approve further dividend of up to maximum NOK 2.50 per share (following changes to Norwegian Companies Act)



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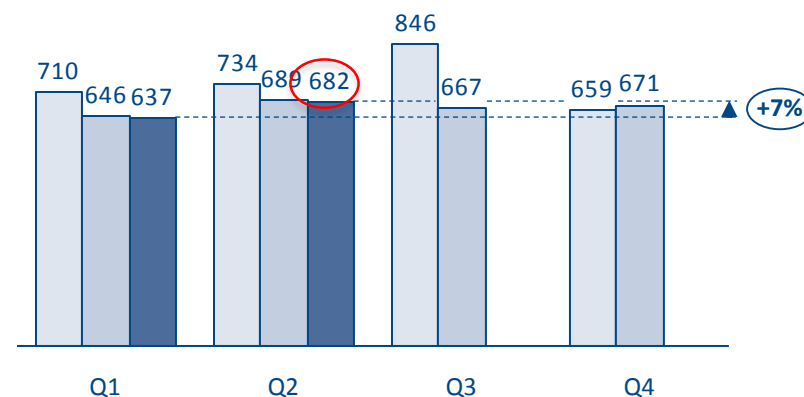
WWASA group

Key financial figures

Total income (q-o-q)

- Improved shipping volumes
- Volume growth in all trades
- Logistics slightly better

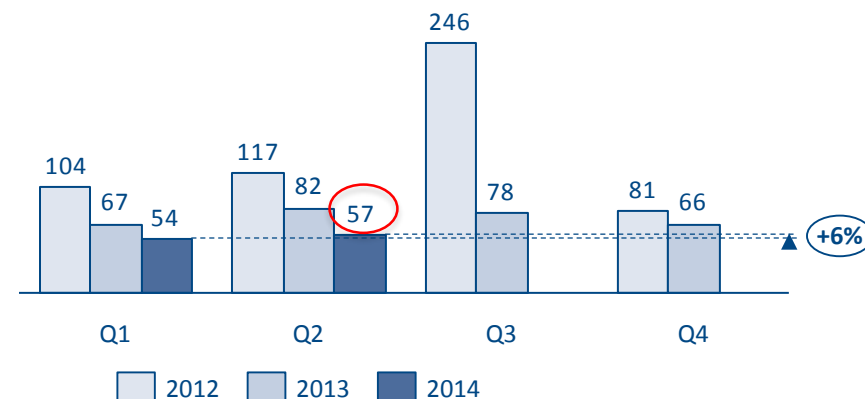
Total income (USD mill)



EBIT (q-o-q)

- 6% increase in reported EBIT
- 46% increase in adjusted EBIT
 - USD 22 mill non recurring items related to restructuring in WWL and reduction of Scandinavian seafares

EBIT (USD mill)





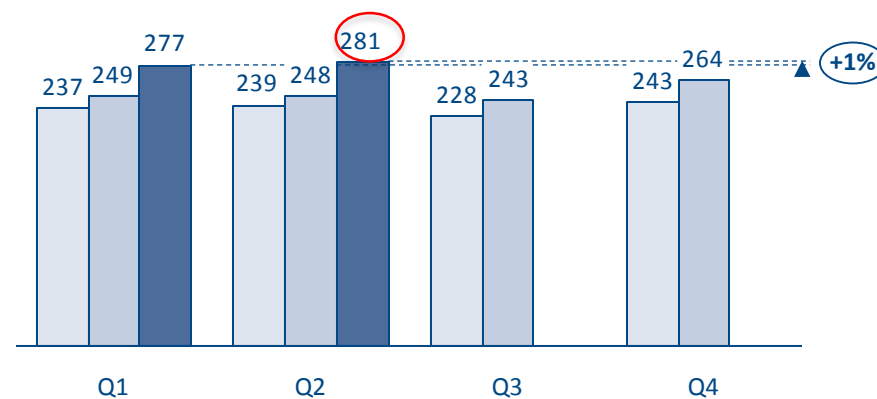
WMS group

Key financial figures

Total income (q-o-q)

- Total income stable
- WSS slightly down
- WSM slightly up
- WTS up 2%

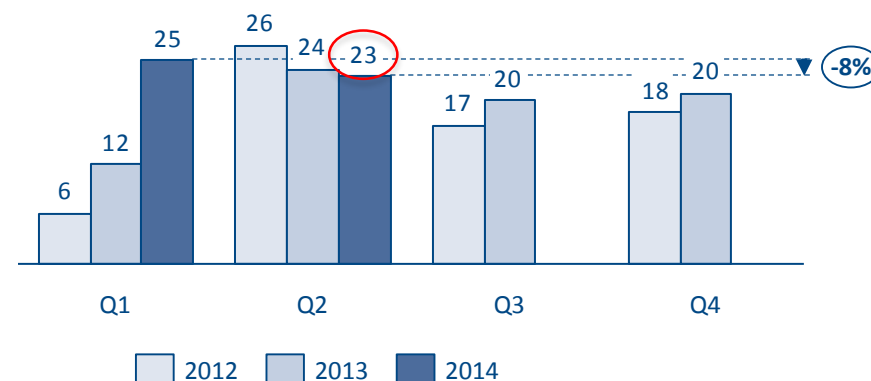
Total income (USD mill)



EBIT (q-o-q)

- Negative development
- WSS down
- WSM up
- WTS up
- Sales gain of USD 4M

EBIT (USD mill)





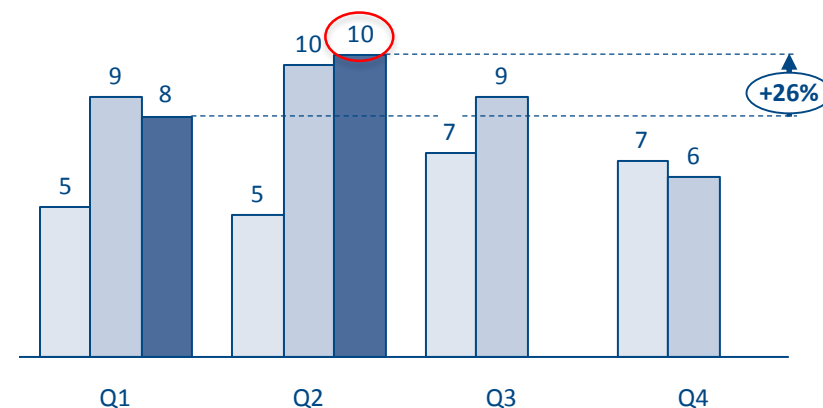
Holding and Investments

Key financial figures

Total income (q-o-q)

- Increased NorSea Group contribution

Total income (USD mill)



Net profit (q-o-q)

- Good contribution from financial investments

Net profit after minority (USD mill)

