



Wilh. Wilhelmsen Holding ASA

Third Quarter 2014

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



August 2011

11th November 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



Seasonal slowdown

Total income decreased

- Down 4% q-o-q, up 1% y-o-y

Reported EBIT up q-o-q

- Down adjusted for one offs

Reduced financial expenses

EPS up



WW ASA group

Highlights for the quarter

Reduced shipping income

- Seasonal decline in shipping volumes
- Unfavourable trade and cargo mix
- Challenging market



Mixed logistics

- Slight reduction from WWL
- One-off gain in Hyundai Glovis
- Reduction in ASL activity
 - impairment and restructuring costs



Ongoing antitrust investigation

WMS group

Highlights for the quarter

Continued growth in total income y-o-y

- Underlying income stable q-o-q

Reduction in EBIT margin

- Unfavourable product mix

Challenging market conditions

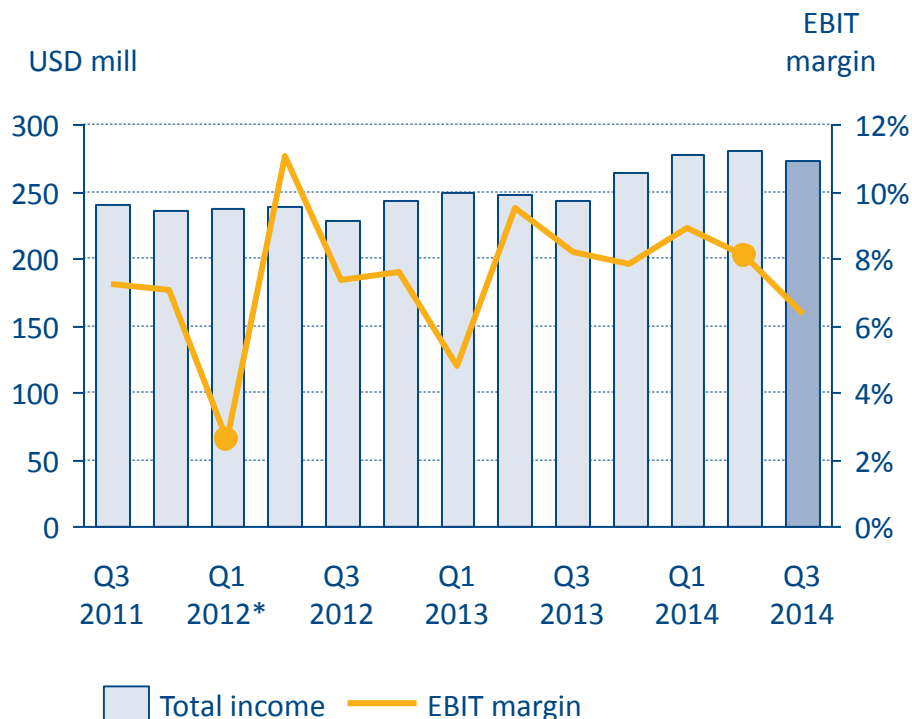
Restructuring of WTS ongoing



WMS

Performance influenced by challenging market conditions

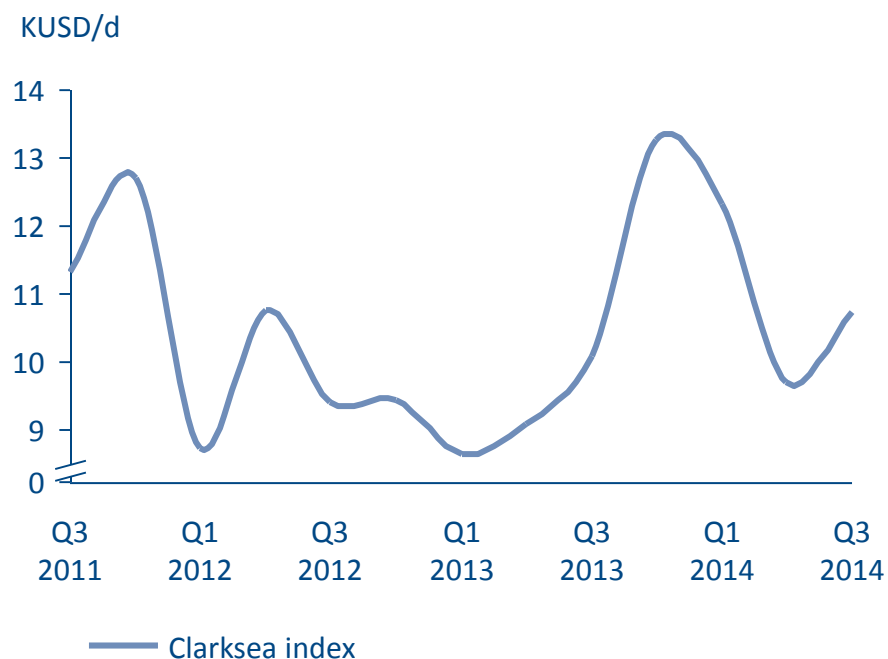
WMS group – Total income and EBIT margin



*Main "one-offs":

- Q1'12: Recall of UBWTS
- Q2'14: Sales gain

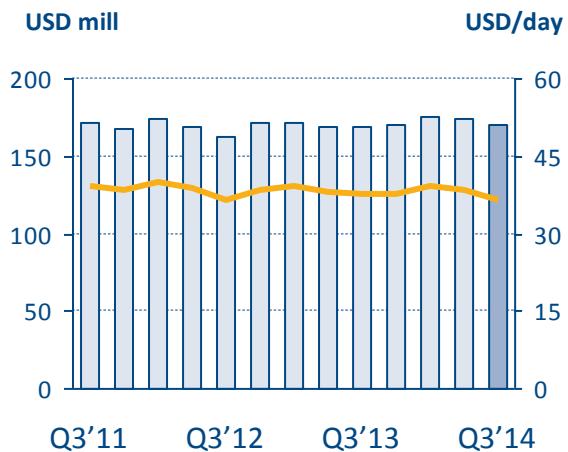
Clarksea Index**



WMS group

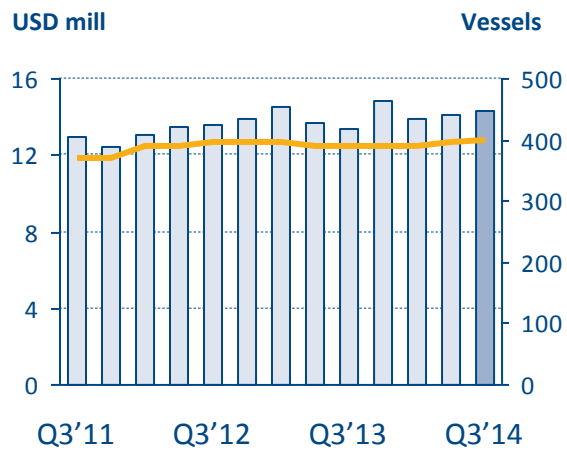
Ships service

Total income and daily income per vessel



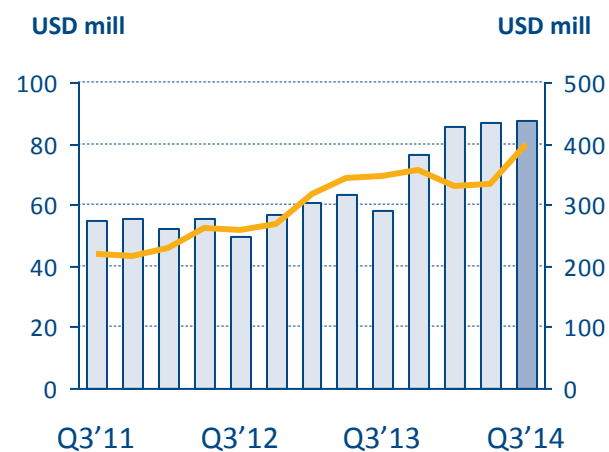
Ship management

Total income and vessels served



Technical solutions

Total income and order reserve



■ Total income

— Daily sales per merchant vessel (right scale)

■ Total income

— Vessels served (right scale)

■ Total income

— Order reserve (right scale)

WSS global fleet penetration:

50,09% in Q3'14 (50,25% Q2'14)

Holding and Investments

Highlights for the quarter

Steady development in NorSea Group

- Total income up
 - Full impact of Danbor acquisition
- Contribution down q-o-q

Continued growth in Qube

- Strong full year results (FY 2013/14)
- Share price further up
- WWHI lock up expired September

Gain from investment portfolio

- Steady performance above benchmark



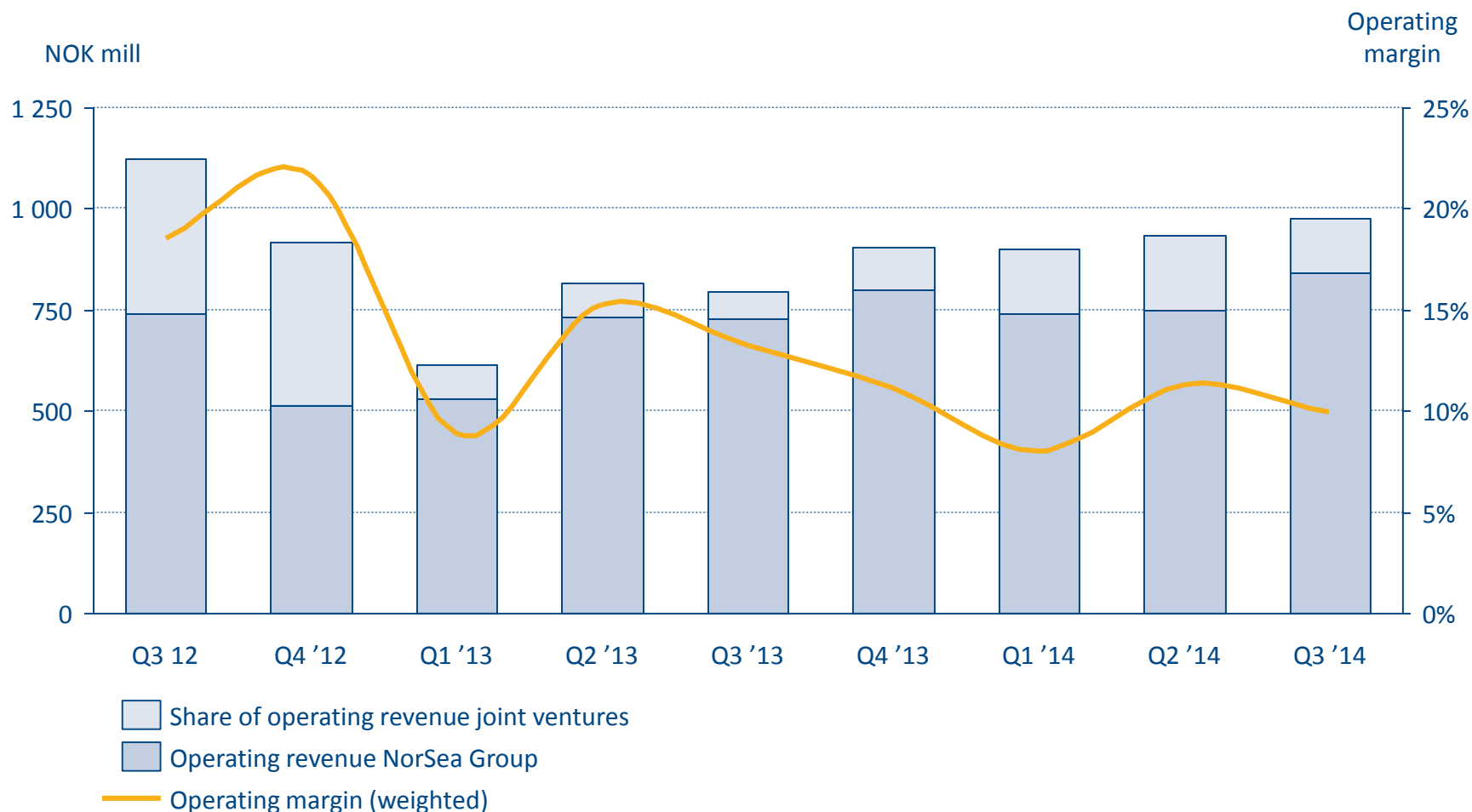
*Dusavik base, Norway
Source: NorSea Group*



*Heavy lift operation, Dampier, Western Australia
Source: Qube*

NorSea Group

Operating revenue and operating margin *)



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



WWH group prospects

The board expects the market sentiment to remain challenging for the group's main activities. However, the group's underlying performance is anticipated to improve in the fourth quarter.

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Third quarter 2014 – Financials

Nils Petter Dyvik – group CFO





WWH group

Key financial figures

Total income (q-o-q)

- 4% decrease in total income
- WWASA down 5%
- WMS down 3%

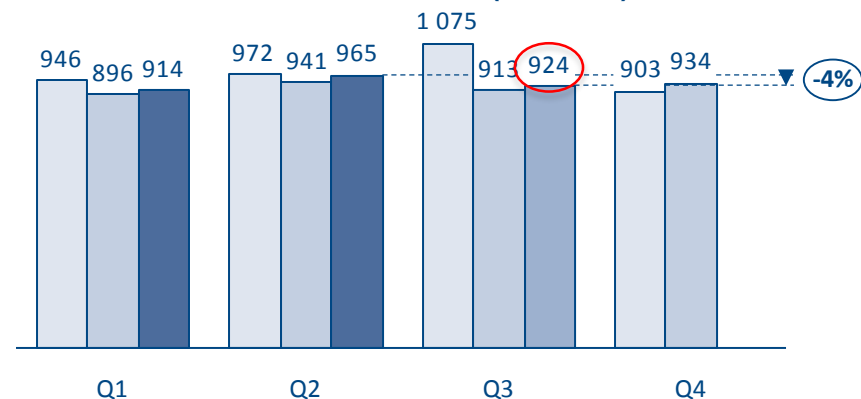
EBIT (q-o-q)

- 3% increase in reported EBIT
- WWASA up; WMS down
- 18% decrease adjusted for one-offs

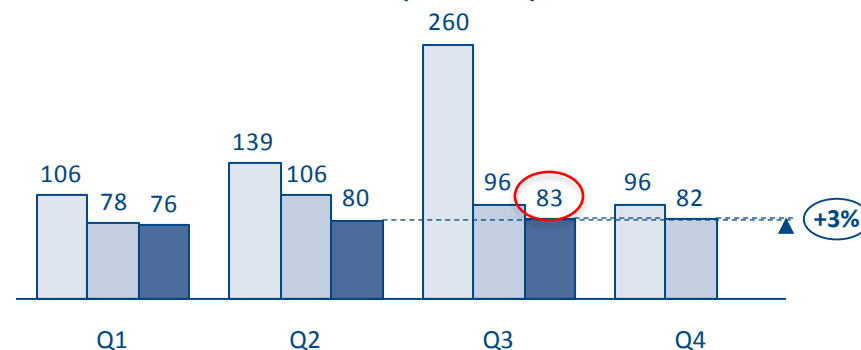
EPS (q-o-q)

- Up 52% to USD 0.99

Total income (USD mill)



EBIT (USD mill)



2012 2013 2014



WWH group

Key segment information

USD mill	WWASA group			WMS group			Holding and Investments			Total		
	Q3'14	Q2'14	Q3'13	Q3'14	Q2'14	Q3'13	Q3'14	Q2'14	Q3'13	Q3'14	Q2'14	Q3'13
Total income	650	682	667	273	281	243	9	10	9	924	965	913
Operating profit	66	57	78	17	23	20	-1	0	-1	83	80	96
<i>Financial income/(expenses)</i>	-9	-31	-14	-9	-13	-2	1	4	9	-17	-40	-7
<i>Tax income/(expense)</i>	-3	0	-4	-2	-2	-5	0	1	1	-4	-2	-8
Profit/(loss)	55	26	60	6	7	13	1	6	8	62	39	81
<i>Minority interests</i>	15	8	17	1	1	2	0	0	0	16	8	18
Profit/(loss) after minority interests	39	18	43	5	6	11	1	6	8	46	30	63
Total equity	1 709	1 658	1 600	348	363	362	338	343	287	2 395	2 365	2 249
<i>Minority</i>	466	453	436	4	3	6				470	456	442
Equity after minority interests	1 243	1 205	1 164	344	360	356	343	343	287	1 926	1 908	1 807

Operating profit in WWASA impacted by one-offs, decline in underlying contribution

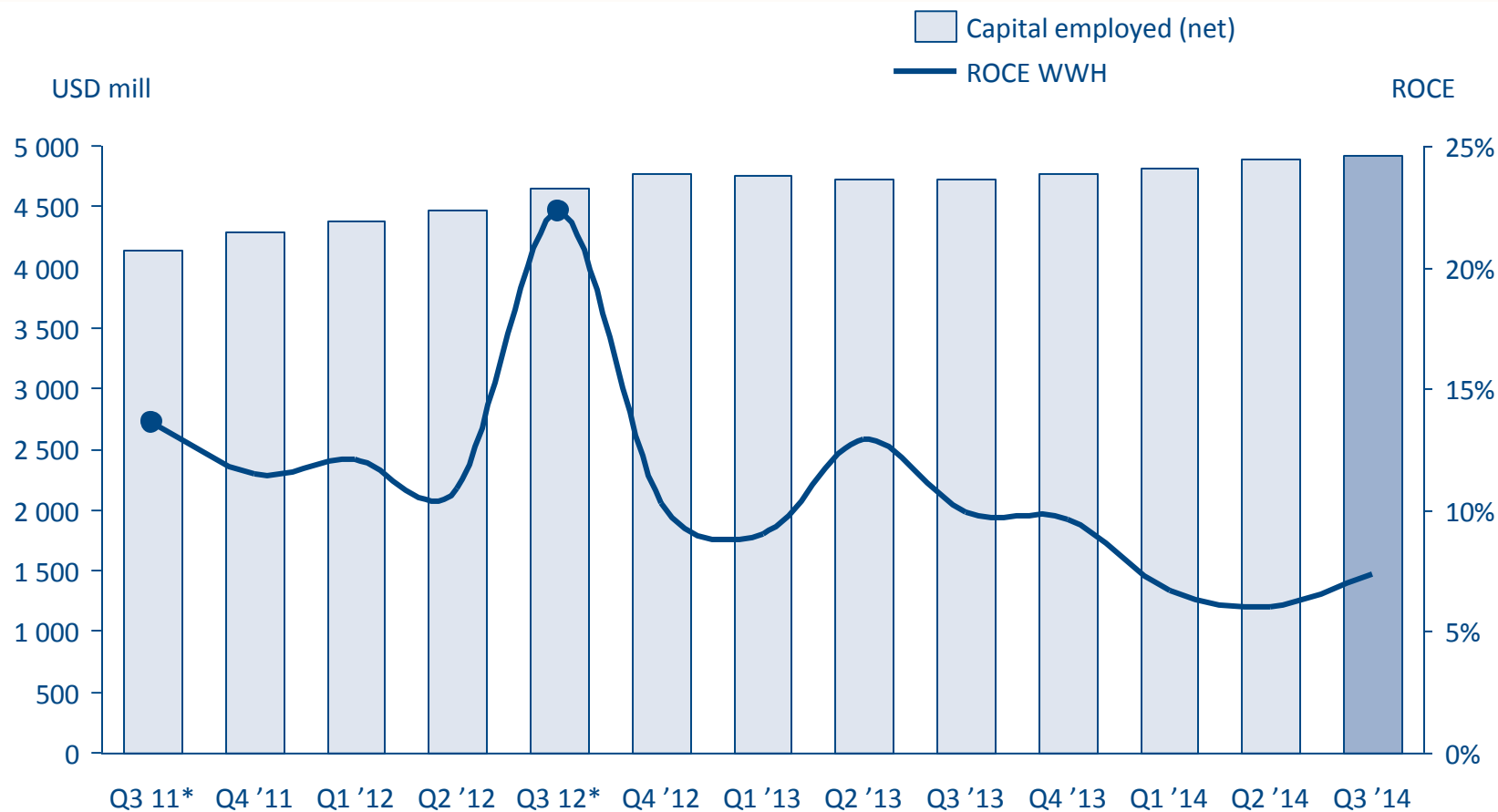
Reduced operating profit in WMS

Slight reduction in operating profit from Holding and Investments



WWH group

Return on capital employed **)



*Main "one-offs":

- Q3'11: Gain Qube restructuring
- Q3'12: Sales gain Hyundai Glovis

**Based on proportionate method

- Capital employed: Equity plus interest bearing debt
- ROCE: EBT plus interest expenses / average capital employed

WWH group

Financial income/(expenses)

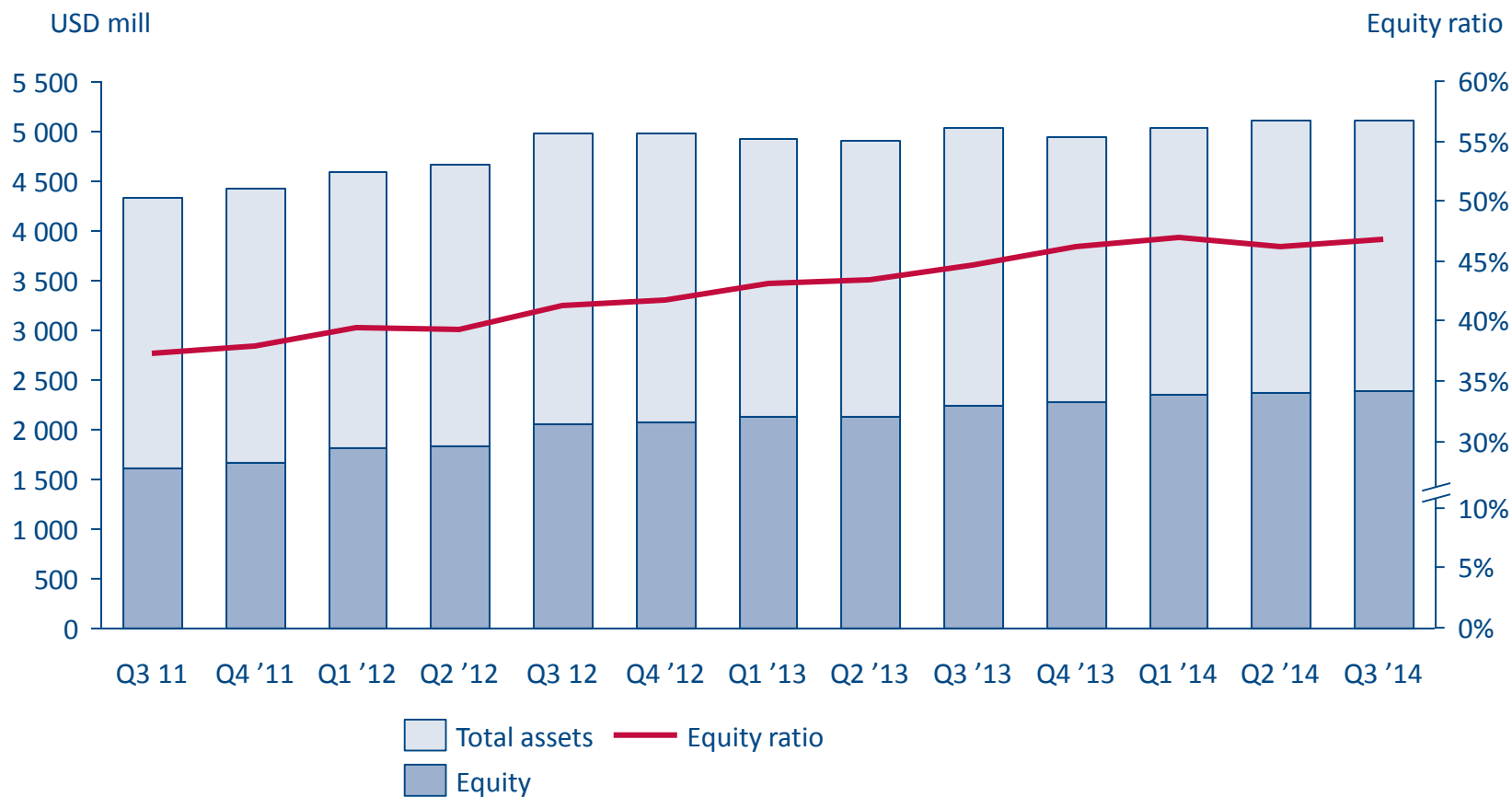
USD mill	Q3'14	Q2'14	Q3'13
Net financial items	0	5	19
<i>Investment management</i>	2	1	14
<i>Interest income</i>	2	2	2
<i>Other financial items</i>	-3	-2	3
Interest expenses	-16	2	-20
Interest rate derivatives - realised	-9	-9	-9
Interest rate derivatives - unrealised	10	-6	2
Net financial - currency	-2	-6	1
Net financial derivatives bunkers	0	0	-1
Financial income/(expense)	-17	-40	-7

1. Positive contribution from investment management (equity/bonds)
2. Reduced interest expenses (one-off cost Q2'14)



WWH group

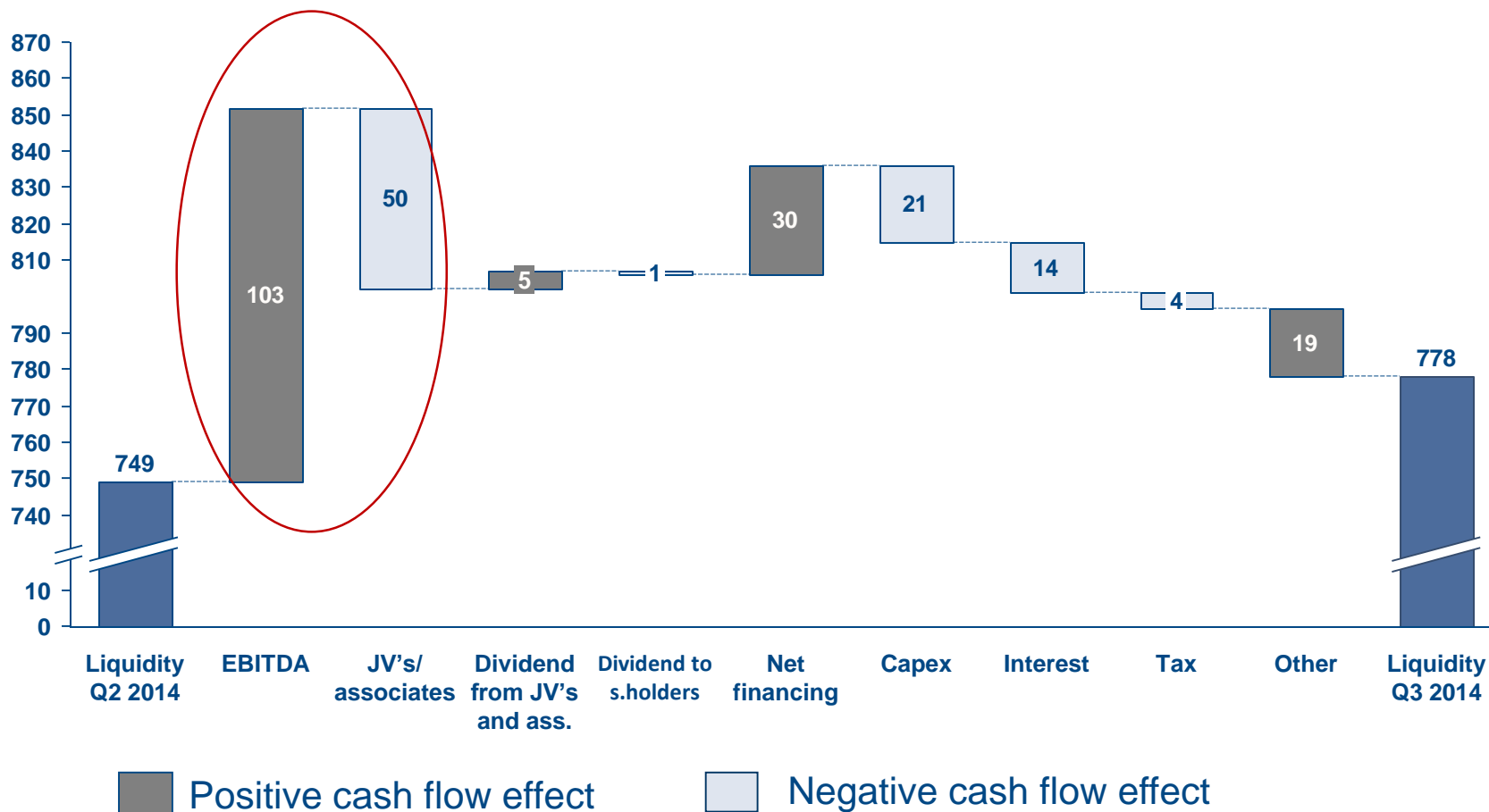
Equity ratio *)



*)Equity ratio: Equity in percent of total assets

WWH group – Liquidity development

(Equity method)





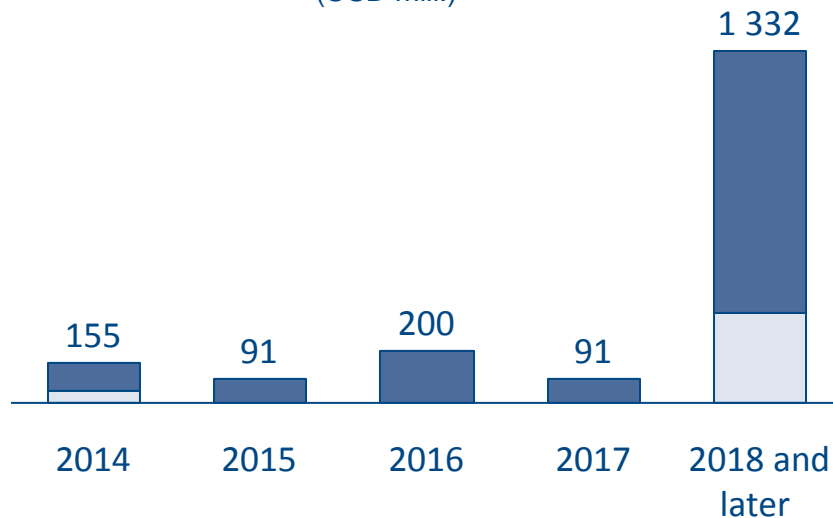
WWH group

Interest bearing debt (Equity method)

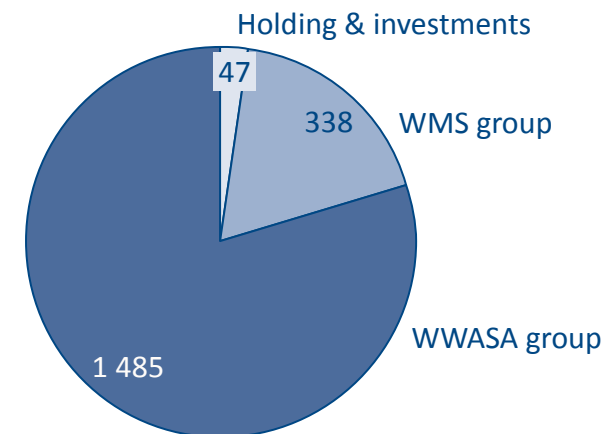
Maturity profile

- WWH facilities maturing in 2017
- WMS facilities maturing in 2019
- WWHI facility refinanced in October, new maturity 2017
- WWASA mixed maturity

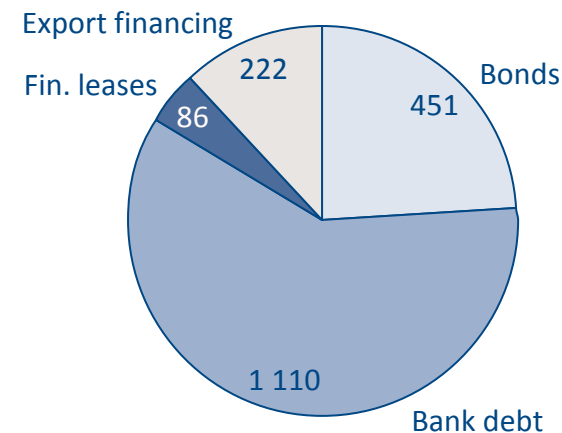
Maturity profile
(USD mill.)



Split by business segment (USD mill)



Split by source (USD mill)

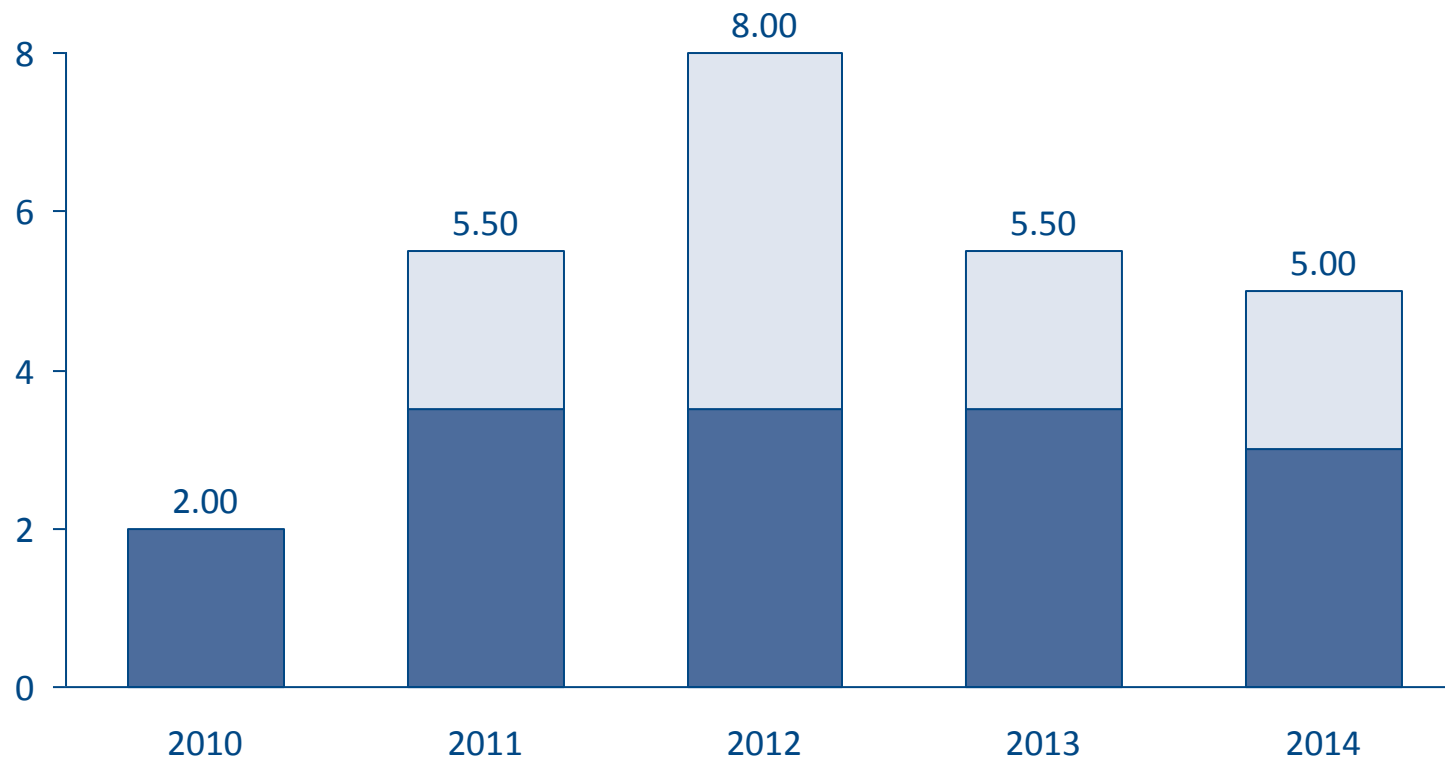




WWH ASA

Dividend per share

NOK/share



- Second dividend of NOK 2.00 per share to be paid on or about 27 November
- First dividend of NOK 3.00 per share was paid in May 2014



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the MARITIME INDUSTRY

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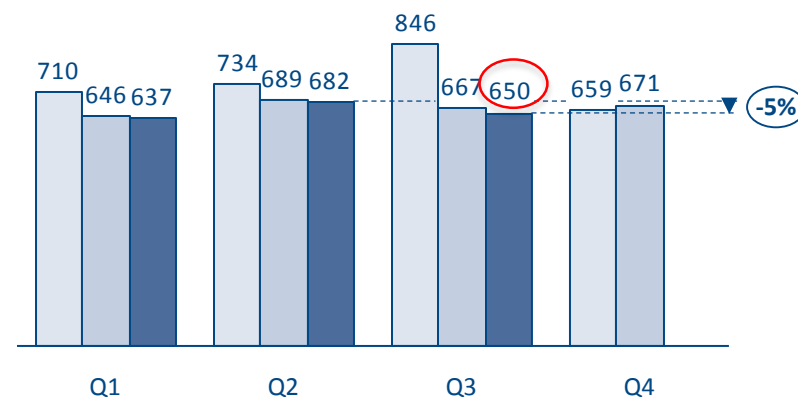
WWASA group

Key financial figures

Total income (q-o-q)

- Reduced shipping volumes
- Volume decline in most trades
- Decline in logistics

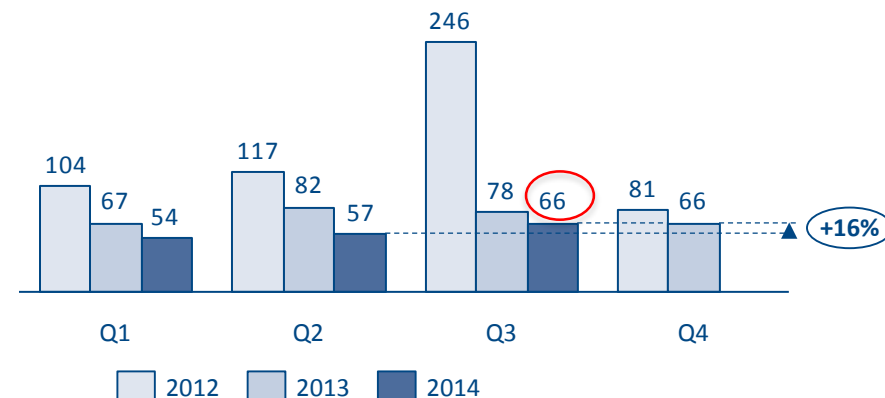
Total income (USD mill)



EBIT (q-o-q)

- 16% increase in reported EBIT
- 19% decrease in adjusted EBIT

EBIT (USD mill)





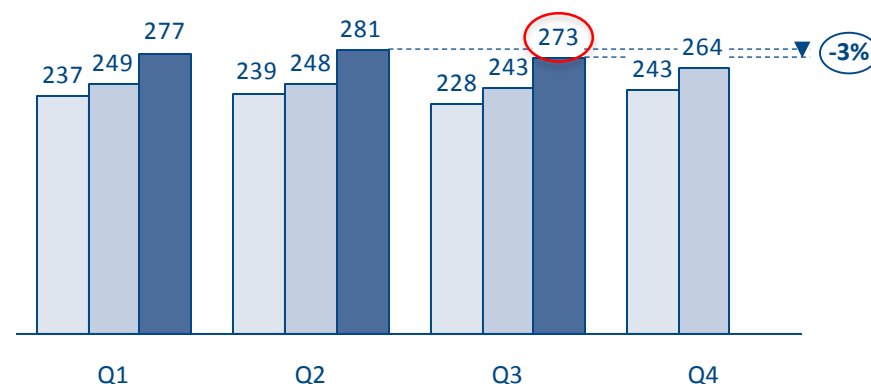
WMS group

Key financial figures

Total income (q-o-q)

- Total income slightly down
- WSS slightly down
- WSM stable
- WTS stable

Total income (USD mill)



EBIT (q-o-q)

- Negative development
- WSS down
- WSM slightly down
- WTS stable

EBIT (USD mill)





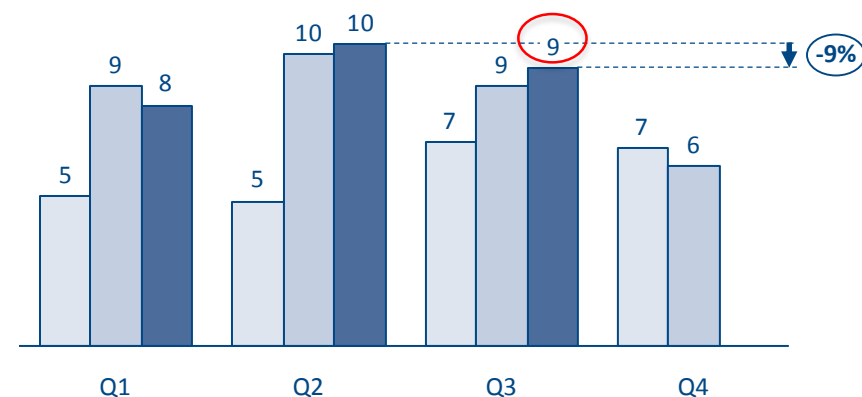
Holding and Investments

Key financial figures

Total income (q-o-q)

- Lower contribution from NorSea Group

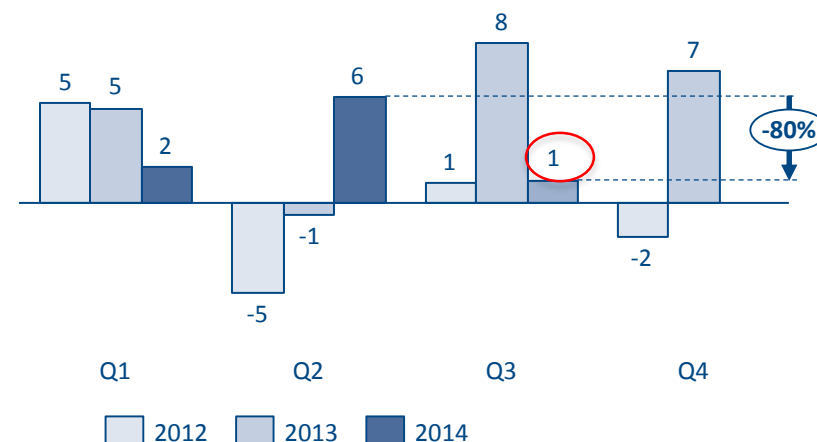
Total income (USD mill)



Net profit (q-o-q)

- Reduction in contribution from financial investments

Net profit after minority (USD mill)





WWH group

Balance sheet (Equity method)

USD mill	30.09.2014		30.06.2014		31.12.2013	
Assets						
Non current assets	3 797	74 %	3 795	74 %	3 728	75 %
Current assets (excl liquid funds)	542	11 %	570	11 %	484	10 %
Liquid funds	778	15 %	749	15 %	734	15 %
Total assets	5 117	100 %	5 114	100 %	4 946	100 %
Equity & liabilities						
Equity	2 395	47 %	2 364	46 %	2 286	46 %
Interest-bearing debt	1 869	37 %	1 876	37 %	1 852	37 %
Other non current liabilities	382	7 %	379	7 %	355	7 %
Other current liabilities	471	9 %	495	10 %	454	9 %
Total equity and liabilities	5 117	100 %	5 114	100 %	4 946	100 %
Capital employed	4 265		4 240		4 137	

47% book equity ratio