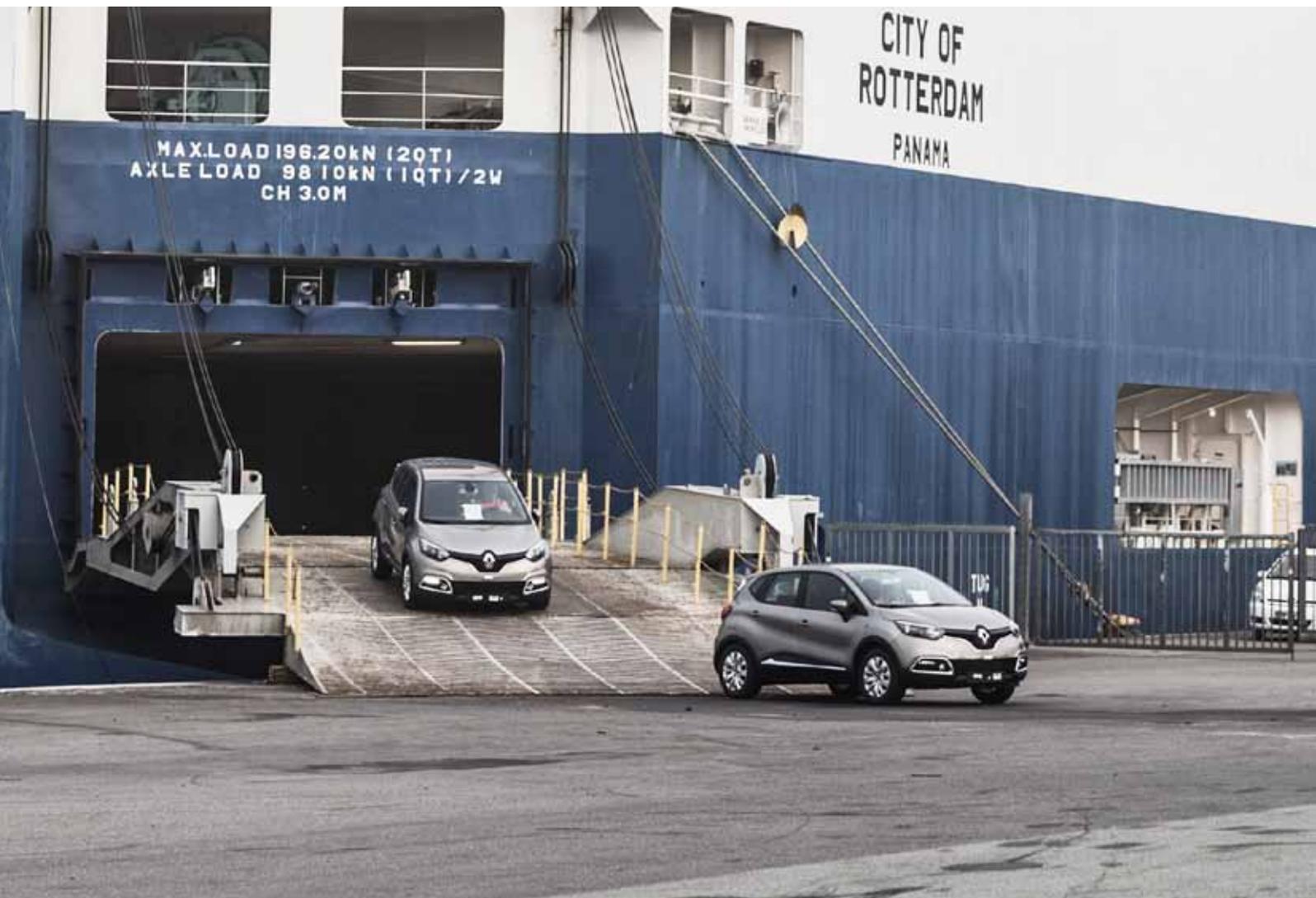


2014 in brief



INTRODUCTION

Strong performance in 2014 lifts prospects for the Port of Esbjerg

Looking back at 2014, the first year of the Port of Esbjerg's new ten-year strategy, gives us an indication of whether we have charted the right course for the port.



Judging by the financial statement we just released, we have done just that. The high level of activity at the Port of Esbjerg in 2014 has resulted in the highest-ever operating profit in our company's history.

Oil prices plunged in 2014, and, although the slump seems to have been contained, the price of oil remains at less than USD 60 per barrel. Obviously, this affects the general economy and hurts everyone in the oil and gas industry value chain, including the companies operating at the Port of Esbjerg. This is a challenge we are quite concerned about. There is a great deal at stake: thousands of jobs, important national tax revenue, the

reliability of supply, and the oil and gas industry that has been a driving force for the Port of Esbjerg since Denmark became an oil-producing nation in the early 1970s.

Fortunately, I see no indication that the partnership between the Port of Esbjerg and the oil and gas industry is at risk. Esbjerg's business community has a history of resilience and adaptability to change. And with the Hejre field and the seventh licensing round this past autumn, which attracted 25 applications from 15 different companies, it looks as though the high level of activity is set to continue.

For offshore wind, it is quite a different story. Almost 1000 MW of offshore wind turbines were shipped from the Port of Esbjerg in 2014. That performance strongly underpins Esbjerg's position as the world's leading wind energy port, a position that we in no way take for granted. The competition in attracting offshore wind projects has intensified, and the fight is on to secure local jobs. However, given the investments made to develop the Port of Esbjerg over the past ten years, we believe that we are well-positioned to continue playing a major role in the offshore wind market of the future. We have the space and the facilities the wind farms need to achieve economies of scale. Also, there are prospects of considerable growth in the service and maintenance of existing North Sea wind farms.

The RoRo business also performed well in 2014. The level of RoRo transport activity rose during the year, confirming Esbjerg's status as an inter-modal hub. The budding economic recovery and prospects for increased consumer spending are setting the stage for continued growth in RoRo transport.

Looking ahead to the coming years, there is no denying that we live in a time of change. We can expect growing international and domestic competition, and we must keep in mind that there are many uncertainties that could affect us. However, we remain fundamentally optimistic, as the economy is basically trending up, not down. And let's not forget that this is Esbjerg: When the waves get choppy, we find our strength.

Flemming N. Enevoldsen
Chairman of the Board, Port of Esbjerg

ANNUAL REPORT 2014

The Port of Esbjerg delivers historic operating profit

It was yet another solid year for the Port of Esbjerg, as operating profit rose by 17%. A high level of activity in the wind turbine industry, a marked increase in the number of ship calls, growth in RoRo transport and strong demand for port areas made this a very busy year.

With a net profit for the year of EUR 10.43 million, the Port of Esbjerg continued its strong performance from 2013, when profits reached EUR 10.46. This, however, included EUR 2.4 million in non-recurring income from the sale of land to the Municipality of Esbjerg. The numbers reflect a strong improvement in EBIT, which rose from EUR 11.60 million in 2013 to EUR 13.54 million in 2014, an increase of 17%.

Revenue was up by 5% to EUR 30.17 million, driven by a rise in the number of ship calls, increased transport activity – especially from liquid bulk and RoRo traffic – and more wind projects.

Pause in capex spending

Total capital expenditure amounted to EUR 5.21 million, well below the level of previous years. The slowdown reflects the completion of a huge investment in the Østhavn area. The Port of Esbjerg is ready to continue expanding and developing its port areas as soon as the need arises. Over the past six years, the Port of Esbjerg has invested more than EUR 100 million in developing new and existing facilities.

ROAIC (return on average invested capital) increased

from 8.3% in 2013 to 9.3% in 2014, and the equity ratio was 49.1% in 2014, against 45.1% in 2013.

Depreciation charges for the year amounted to EUR 7.0 million, much in line with the previous year's EUR 6.92 million. Staff costs amounted to EUR 4.38 million, a 4% increase over 2013.

New record for ship calls and strong demand for port areas

It was a busy year at the Port of Esbjerg, with the number of ship calls growing by 21%, reaching a total of 5,930 (not counting the Fanø ferry traffic). This is the fifth consecutive year of growth in the number of ships at the port.

The main reason for the many ship calls in 2014 was the high level of activity in the wind turbine industry and frequent calls by operations and maintenance vessels servicing the North Sea wind farms. The weekly calls by the hotel ships that house the wind farm crews while they are offshore also added to the number.

The amount of leased space in the port area remains high: As of 31 December 2014, a total of 2,337,000 m² had been let out at the Port of Esbjerg, compared with the year-ago figure of 2,313,000 m².

Financial and key figures

Mio. EUR				Index
	2012	2013	2014	13/14
Turnover	23.15	28.87	30.17	105
Other expenses	-4.01	-6.17	-5.25	85
Gross profit	19.14	22.71	24.92	110
Staff costs	-4.02	-4.20	-4.38	104
Depreciation	-4.76	-6.92	-7.00	101
Operating profit, EBIT	10.36	11.60	13.54	117
Net financials	-2.31	-3.27	-3.11	95
Ordinary profit	8.06	8.32	10.43	125
Extraordinary income	0	2.13	0	0
Net profit	8.06	10.46	10.43	100
Total assets	145.03	170.05	177.27	104
Tangible fixed assets	137.60	148.16	146.47	99
Equity	66.22	76.68	87.10	114
Capital expenditures	44.44	17.49	5.21	30
Key figures (%):				
Return on equity	13.0	14.6	12.7	-
ROAIC	9.2	8.3	9.3	-
Solvency ratio	45.7	45.1	49.1	-

Same volume of goods transported despite structural changes

A total of 4.5 million tonnes of goods passed through the Port of Esbjerg in 2014, a slight drop (2.2%) from 4.6 million tonnes in 2013.

Among the most-discussed events at the Port of Esbjerg in 2014 was the closure of the Esbjerg-Harwich route. Despite the closure of this passenger and goods route, the Port of Esbjerg managed to keep the volume of goods passing through the port at a level similar to that of 2013.

The number of containers fell from 20,446 in 2013 to 18,013 in 2014, whereas the number of trailers grew from 87,556 in 2013 to 89,339 in 2014.

The many wind-power-related activities at the Port of Esbjerg were reflected in its goods transport statistics: wind turbines accounted for 416,000 tonnes, a 44% increase on 2013.

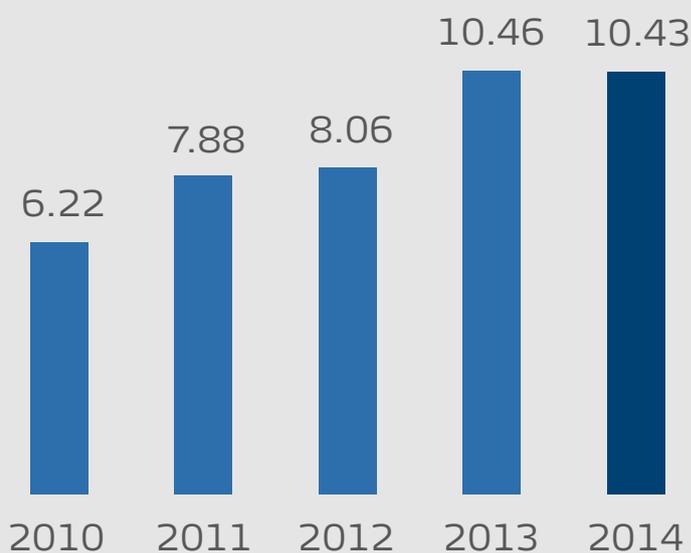
The opening of a new car ferry service between Esbjerg and Zeebrügge triggered a sharp increase in car imports at Esbjerg. A total of 39,152 cars passed through the Port of Esbjerg in 2014, more than double the 2013 figure of 16,246.

Cargo development

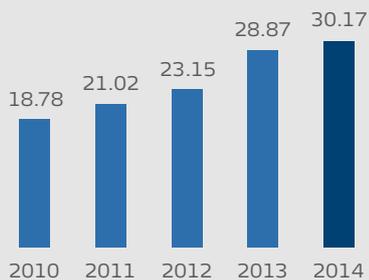
1,000 tonnes			Index
	2013	2014	
Liquid Bulk	512	689	135
Bulk	1,729	1,301	75
Container	278	265	95
RoRo	1,653	1,671	101
Wind turbines	289	416	144
Project cargo	143	161	113
Total	4,604	4,503	98

Facts and key figures 2014

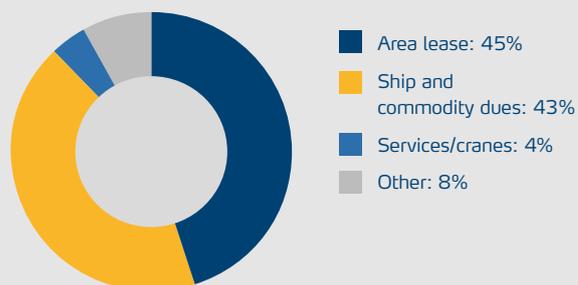
Net profit



Turover

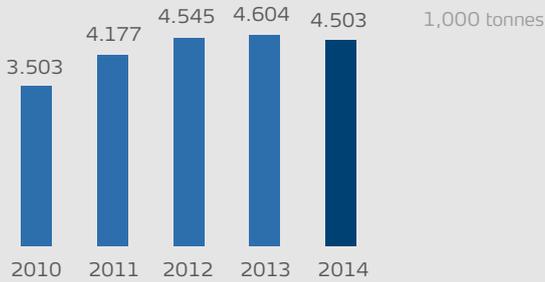


Turnover

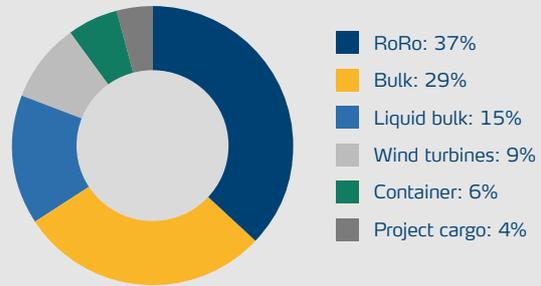


Cargo turnover

 **4.5** mio. tonnes

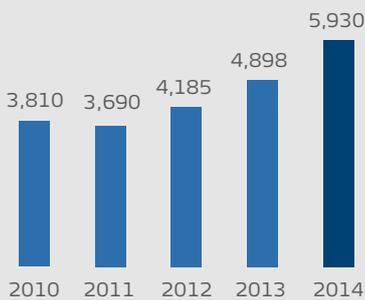


Cargo by type



Ship calls

 **5,930**



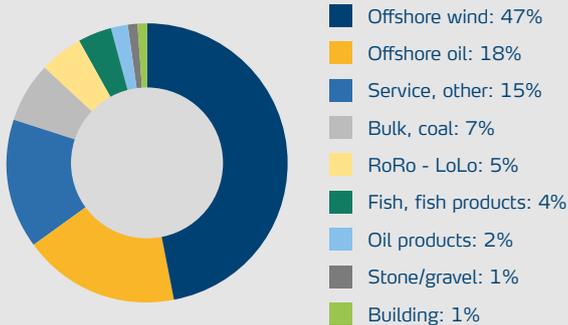
Offshore wind turbines (MW) shipped in 2014



998.4 MW

Contracted areas

 by type



Investments

 **5.21** mio. EUR





Board of Directors

Chairman

Flemming N. Enevoldsen,
Group Executive Vice President

Vice Chairman

Johnny Søtrup, Mayor

Board members

Hans Erik Møller, Town Councillor
Helle Vingolf Larsen, Managing Director

Flemming Just, Managing Director
Finn Strøm Madsen, Managing Director
John Veje Olesen, Managing Director
Freddy Hansen, Service Assistant
(employee representative)
Thorleif Jensen, Service Assistant
(employee representative)

Management

Port Director Ole Ingrisch



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