**PRESENTATION TO INVESTORS AND ANALYSTS** 14 MARCH 2019

#### **2018 PRELIMINARY RESULTS PRESENTATION**

FOR THE YEAR END 31 DECEMBER 2018



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#### The following references appear throughout the presentation

Financial results are as reported in the financial statements and include

- □ Revenue from divested consolidated terminals up until disposal
- □ Share of profit from divested terminals up until disposal (if applicable)

**Before separately disclosed items** primarily excludes non-recurring items. Further details can be found in Note 9 of the audited accounts.

**Like-for-like at constant currency** is without the new additions at Berbera (Somaliland), Limassol (Cyprus), Drydocks World (UAE), Dubai Maritime City (UAE), CWC (India), Mina Rashid Marina (UAE), Kigali (Rwanda), Cosmos Agencia Marítima (Peru), Reyser (Spain), Unifeeder (Denmark); the discontinuation of Doraleh (Djibouti), Saigon (Vietnam), ISS (Pakistan); and normalizes for the consolidation of DP World Santos (Brazil).

#### DP WORLD INTRODUCTION

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Sultan Ahmed Bin Sulayem Group Chairman and Chief Executive Officer

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# **Overview of 2018 Financial Results**



Results before separately disclosed items <sup>(1)</sup> unless otherwise stated USD million	2018	2017	As reported % change	% change Like-for-like at constant currency <sup>(2)</sup>
Gross throughput <sup>(3)</sup> (TEU '000)	71,419	70,079	1.9%	2.9%
Consolidated throughput <sup>(4)</sup> (TEU '000)	36,760	36,476	0.8%	1.4%
Revenue	5,646	4,715	19.8%	4.2%
Share of profit from equity-accounted investees	165	124	33.6%	17.3%
Adjusted EBITDA <sup>(5)</sup>	2,808	2,469	13.7%	6.6%
Adjusted EBITDA margin <sup>(6)</sup>	49.7%	52.4%	-	54.1% <sup>(7)</sup>
Profit for the period	1,333	1,363	(2.2%)	1.8%
Profit for the period attributable to owners of the Company	1,270	1,209	5.1%	7.6%
Profit for the period attributable to owners of the Company after separately disclosed items	1,297	1,177	10.2%	-
Basic earnings per share attributable to owners of the Company (US cents)	153.0	145.6	5.1%	7.6%
Ordinary dividend per share (US Cents)	43.0	41.0	4.9%	-

1 Before separately disclosed items (BSDI) primarily excludes non-recurring items. DP World reported separately disclosed items of a gain of \$24.8 million.

2 Like-for-like at constant currency is without the new additions at Berbera (Somaliland), Limassol (Cyprus), Drydocks World (UAE), Dubai Maritime City (UAE), CWC (India), Mina Rashid Marina (UAE), Kigali (Rwanda), Cosmos Agencia Marítima (Peru), Reyser (Spain), Unifeeder (Denmark); the discontinuation of Doraleh (Djibouti), Saigon (Vietnam), and normalizes for the consolidation of DP World Santos (Brazil).

3 Gross throughput is throughput from all consolidated terminals plus equity-accounted investees.

4 Consolidated throughput is throughput from all terminals where the group has control as per IFRS.

5 Adjusted EBITDA is Earnings before Interest, Tax, Depreciation & Amortisation but including share of profit from equity-accounted investees before separately disclosed items.

6 The adjusted EBITDA margin is calculated by dividing adjusted EBITDA by revenue.

7 Like-for-like adjusted EBITDA margin.

#### Introduction

#### Regional Overview



## **Global Trade Enabler**

DP WORLD



- Extending the core business to play a wider role in the supply chain
- Container terminal operator to trade enabler
- Connecting directly with cargo owners & aggregators of demand
- Providing technology led solutions to remove inefficiencies
- Improve quality of earnings and drive returns

- Talk to cargo owners to understand painpoints
- On the ground presence to identify inefficiencies and opportunities
- Maintain financial discipline on acquisitions
- Enhance ROCE on existing assets

# **DP** World India Overview



#### DP World is one of the largest trade enablers in South Asia.



DP World has created a wide network of logistics assets in India including CFSs, ICD PFTs, Cold chain facilities, road and rail transportation networks.

**India Transportation Growth Forecasts** □ India Container Terminal CAGR 8-10% **Container Freight Station (CFS) and Inland Container Depot** (ICD) CAGR 10-12%

□ Private Freight terminal CAGR 30-35%



Free Trade
Warehousing

Zones



Container Freight **Stations** 



**Cold Chain Facilities** (Winter Logistics)



**Inland Container Depots/ Private Freight Stations** 



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#### DP WORLD FINANCIAL REVIEW

Yuvraj Narayan Group Chief Financial Officer

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## Strong Performance in 2018



Continued revenue and EBITDA growth	<ul> <li>Reported revenue growth of 19.8% driven by acquisition of Drydocks World, DMC, Cosmos, CWC and Santos consolidation.</li> <li>Like-for-like revenue increased by 4.2% driven by a 6.3% increase in containerized revenue.</li> <li>Adjusted EBITDA grew 13.7% and achieved an EBITDA margin for the full year of 49.7%.</li> <li>Like-for-like adjusted EBITDA margin was at 54.1%.</li> </ul>
Strong balance sheet and cash generation	<ul> <li>Cash from operating activities stood at \$2,161 million.</li> <li>Free cash flow (post cash tax maintenance capital expenditure and pre-dividends) amounted to \$1,811 million.</li> <li>Successfully executed multi tranche bond transaction to raise approximately \$3.3bn</li> <li>Leverage (Net Debt to adjusted EBITDA) at 2.8 times.</li> </ul>
Continued investment in high quality long-term assets	<ul> <li>Acquisitions of approximately \$2.5bn as we execute on our strategy to play a wider role in supply chain</li> <li>Capital expenditure of \$908 million invested across the portfolio during the year, below the Group's guidance of approximately \$1,400 million in 2018.</li> <li>In 2018, gross global capacity was at 90.8 million TEU. Consolidated capacity was at 49.7 million TEU</li> <li>We expect capital expenditure in 2019 to be up to \$1.4 billion with investment planned mainly into UAE, Posorja (Ecuador), Berbera (Somaliland), Dakar (Senegal) and Sokhna (Egypt).</li> </ul>
Strong earnings growth, investment partnership and consolidation	<ul> <li>Strong adjusted EBITDA growth resulted in a 5.1% increase in profit attributable to owners of the Company before separately disclosed items on a reported basis and 7.6% growth on a like-for-like basis at constant currency.</li> <li>Ordinary dividend increased by 4.9% to 43 US cents to reflect earnings growth in 2018.</li> <li>The acquisitions of Drydocks, DMC, CWC, Cosmos Agencia and Unifeeder are performing in line with expectations and we have seen increased contribution to our revenue line.</li> </ul>

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#### **Revenue Breakdown**





- Revenue growth of 19.8% driven by acquisition of Drydocks World, Dubai Maritime City (DMC), Cosmos Agencia Maritima, Continental Warehousing Corporation (CWC) and Santos consolidation.
- □ Like-for-like revenue increased by 4.2% driven by a 6.3% increase in total containerized revenue.
- □ Non-container revenue growth driven by acquisitions
- \* Like-for-like at constant currency

## 2018 Revenue and EBITDA by Segment





Outlook

## **EBITDA Margins**



\$ million	2018	2017	As reported % change	% change Like-for-like at constant currency <sup>(1)</sup>
Share of profit from equity-accounted investees	165	124	33.6%	17.3%
Adjusted EBITDA (including share of profit from equity-accounted investees)	2,808	2,469	13.7%	6.6%
Adjusted EBITDA margin	49.7%	52.4%	-	54.1% <sup>(2)</sup>

□ Adjusted EBITDA margin was at 49.7% reflecting the mix change in our new businesses.

□ Like-for-like adjusted EBITDA margin was at 54.1% highlighting the strength of our existing portfolio.

- 1 Like-for-like normalises for monetisations, new developments and currency impact.
- 2 Displays adjusted EBITDA margin on a like-for-like basis rather than % change.



## Continued investment in growth





EMEA
Asia Pac/India
Australia/Americas
Corporate

- □ \$908 million capital expenditure invested in our portfolio during 2018.
- □ Globally we added approximately 2.6 million TEU of gross capacity in 2018 to take our total gross global capacity to 90.8 million TEU.
- □ Consolidated capacity was at 49.7 million TEU.
- □ In 2019, we expect capital expenditure to be up to \$1.4 billion with investment planned mainly into UAE Posorja (Ecuador), Berbera (Somaliland), Dakar (Senegal) and Sokhna (Egypt).



New FacilitiesExisting Facilities

Maintenance

## Profit after Tax *before* separately disclosed items



\$ million	2018 Before SDI	2017 Before SDI	As reported % change	% change like-for-like at constant currency <sup>(1)</sup>
EBITDA	2,808	2,469	13.7%	6.6%
Depreciation & Amortisation	(817)	(632)	(29.2%)	(5.5%)
Net finance costs	(434)	(330)	(31.7%)	(11.1%)
Profit before tax	1,556	1,507	3.3%	6.1%
Тах	(224)	(144)	(54.8%)	(40.5%)
Profit for the year	1,333	1,363	(2.2%)	1.8%
Non-controlling interests (minorities)	63	154	(59.3%)	(85.0%)
Profit for the year attributable to owners of the Company	1,270	1,209	5.1%	7.6%
Earnings per share (US cents)	153.0	145.6	5.1%	7.6%

□ Profit for the year attributable to owners of the Company increased by 5.1% on a reported basis and 7.6% on a like-for-like basis.

1 Like-for-like normalises for monetisations and new developments as well as currency impact plus consolidation of Santos.

## **Return on Capital Employed**



#### **Return on Capital Employed**



- □ Return on Capital Employed (ROCE) was at 8.4% slightly decreasing from 8.8% in 2017 mostly due to the timing of our acquisitions increasing the asset base in 2H2018.
- ROCE is impacted by the very young age profile of our portfolio and the upfront capital investment required.
- The average life of our port concessions is approximately 37 years.
- □ Capex of \$908 million adding 2.6 million TEU of gross global capacity in 2018.
- Approximately 25% of our capacity is less than five years old.
- We expect our ROCE to continue to increase as our portfolio matures

## 2018 Return on Capital Employed





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\$ million	31 Dec 2018	<b>31 Dec 2017</b>
Total debt	10,553	7,739
Cash balance	2,614	1,484
Adjusted Net debt	7,805	6,104
Net debt/adjusted EBITDA	2.8x	2.5x
Interest cover	6.5x	7.5x

- □ Well matched debt profile with long-term debt to meet long-term nature of our business.
- □ Successfully executed multi-tranche bond transaction to raise \$3.3bn of long term finance
- □ Highly cash generative business generating cash from operations of \$2,161 million and a cash balance of \$2,614 million.
- □ Leverage of 2.8 times (adjusted net debt to adjusted EBITDA) below the guidance range of 4 times.

### **Debt Maturity Profile**





Sukuk MTN Convertible Bank loans & Others Convertible (puttable in 2021)

#### DP WORLD REGIONAL OVERVIEW

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Sultan Ahmed Bin Sulayem Group Chairman and Chief Executive Officer

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# Middle East, Europe and Africa



\$ million before separately disclosed items	2018	2017	As reported % change	% change Like-for-like at constant currency <sup>(1)</sup>
Consolidated throughput (TEU '000)	22,585	22,889	(1.3%)	2.1%
Revenue	3,852	3,284	17.3%	1.2%
Share of profit from equity-accounted investees	33	21	57.6%	60.2%
Adjusted EBITDA	2,014	1,918	5.0%	(0.9%)
Adjusted EBITDA margin	52.3%	58.4%	-	56.5% <sup>(2)</sup>
Profit after Tax	1,429	1,491	(4.2%)	(3.1%)

- Market conditions in the Middle East, Europe and Africa (EMEA) region, excluding UAE, were strong with double digit like-for-like volume growth driven by Europe and Africa. London Gateway (UK) and Yarimca (Turkey) continued to ramp up while Dakar (Senegal) and Sokhna (Egypt) delivered a strong performance due to robust regional economic growth.
- Performance in the UAE was soft due to the loss of lower margin throughput, with our main focus on profitable cargo.
- Revenue in the region grew 17.3% to \$3,852 million on a reported basis, benefitting from the acquisition of Drydocks World and Dubai Maritime City. Adjusted EBITDA was \$2,014 million, up 5.0% compared to 2017.
- We invested \$566 million of capital expenditure in the region, which was mainly focused on Jebel Ali port (UAE), Jebel Ali Free Zone (UAE), Drydock World (UAE), London Gateway (UK) and Sokhna (Egypt).

1 Like-for-like normalises for monetisations and new developments as well as currency impact 2 Displays adjusted EBITDA margin on like-for-like basis rather than % change

# Asia Pacific and Indian Subcontinent



\$ million before separately disclosed items	2018	2017	As reported % change	% change Like-for-like at constant currency <sup>(1)</sup>
Consolidated throughput (TEU '000)	10,019	10,020	0.0%	0.5%
Revenue	833	668	24.7%	21.6%
Share of profit from equity-accounted investees	129	117	9.7%	8.6%
Adjusted EBITDA	592	435	36.1%	38.4%
Adjusted EBITDA Margin	71.0%	65.1%	-	76.3% <sup>(2)</sup>
Profit after Tax	486	333	45.8%	48.3%

Asia Pacific and Indian Subcontinent region market conditions were broadly positive. Strong performance in Asia Pacific was partially offset by more moderate growth in India due to our high levels of utilisation at key locations. Overall, container volume growth was flat.

- □ Reported Revenue growth of 24.7% to \$833 million was due to the acquisition of Continental Warehousing Corporation (CWC).
- Our share of profit from equity-accounted investees (joint ventures) increased 9.7% from \$117 million in 2017 to \$129 million in 2018 due to a stronger performance in Manila (Philippines) and Surabaya (Indonesia).
- Capital expenditure in this region during the year was \$42 million, which was invested in capacity expansions at Pusan (South Korea) and Karachi (Pakistan).

1 Like-for-like normalises for monetisations and new developments as well as currency impact

2 Displays adjusted EBITDA margin on like-for-like basis rather than % change

## **Australia and Americas**

\$ million before separately disclosed items	2018	2017	As reported % change	% change Like-for-like at constant currency <sup>(1)</sup>
Consolidated throughput (TEU '000)	4,157	3,567	16.5%	(0.1%)
Revenue	961	762	26.1%	1.7%
Share of profit from equity-accounted investees	3	(15)	120.0%	585.5%
Adjusted EBITDA	340	292	16.7%	(8.7%)
Adjusted EBITDA Margin	35.4%	38.2%	-	<b>40.5%</b> <sup>(2)</sup>
Profit after Tax	223	197	12.9%	(14.0%)

- Market conditions in the Australia and Americas region were mixed, with strong volume growth in Prince Rupert (Canada), Callao (Peru) and Santos consolidation offset by weakness in Buenos Aires (Argentina).
- □ Revenues rose 26.1% to \$961 million and adjusted EBITDA increased by 16.7% to \$340 million due to the consolidation of Santos (Brazil).
- □ On a like-for-like basis, revenue rose 1.7% and adjusted EBITDA decreased 8.7% year on year due to weakness in Argentina.
- Profit from equity-accounted investees, which recorded a gain of \$3 million compared to a loss of \$15 million in 2017, was due to the consolidation of Santos (Brazil).
- U We invested \$257 million of capital expenditure in the region, mainly in our terminal Posorja (Equador) and Prince Rupert (Canada).

1 Like-for-like normalises for monetisations and new developments as well as currency impact and consolidation of Santos. 2 Displays adjusted EBITDA margin on like-for-like basis rather than % change.

## Update on Free Zone

DP WORLD



□ Trading remains in line with expectations.

 Over 534 new companies registered in 2018 and total number of companies exceeds 7,600.



#### **Occupancy rates of Jebel Ali Free Zone**

	Dec-12	Dec-13	Dec-14	Dec-15	Dec-16	Dec-17	Dec-18
Land	77%	80%	83%	89%	90%	90%	89%
Warehouse	90%	94%	95%	94%	84%	80%	77%
Office	87%	92%	95%	85%	66%	67%	84%
On-Site Residential	84%	87%	100%	99%	95%	90%	95%

Note: Warehouses include showrooms

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Sultan Ahmed Bin Sulayem Group Chairman and Chief Executive Officer DP WORLD

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# Update on key developments in 2018



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Acquisition of DMC & Drydocks	<ul> <li>DP World acquired Dubai Maritime City (DMC) and Drydocks World (Drydocks) in Dubai (UAE).</li> <li>These new assets further enhance the Group's position as a leading maritime service provider</li> </ul>
Investment partnership with NIIF	<ul> <li>DP World has partnered with the National Investment and Infrastructure Fund (NIIF) to create an investment platform of up to \$3 billion to acquire assets and develop projects in the ports, transportation and logistics sector in India.</li> <li>The partnership will look at opportunities beyond sea ports such as river ports and transportation, freight corridors, special economic zones, inland container terminals, and logistics infrastructure including cold storage.</li> </ul>
Continental Warehousing Corporation (CWC)	<ul> <li>DP World and NIIF joint venture Hindustan Infralog Private Limited (HIPL) acquired 90% stake in Continental Warehousing Corporation (CWC).</li> <li>Leading multi-modal logistics operator</li> </ul>
Free Trade Warehousing Zone (FTWZ) in Mumbai	<ul> <li>DP World and NIIF win concession to build Free Trade Warehousing Zone (FTWZ) at JNPT Mumbai for \$78m.</li> <li>The FTWZ comes with a long-term concession of 60 years and will be developed across 18 hectares at JNPT's Special Economic Zone (SEZ).</li> </ul>
Cosmos Agencia Marítima S.A.C. (CAM)	<ul> <li>Acquisition of Cosmos Agencia Marítima S.A.C. (CAM) for \$315.7 million.</li> <li>CAM owns a fully integrated logistics service business (Neptunia S.A and Triton Transport S.A) that offers end-to-end solutions to its customers.</li> <li>In addition, Cosmos Group also has a 50% stake in Terminales Portuários Euroandinos in the Port of Paita (Peru), which is the second largest container terminal in the country.</li> </ul>
Mali Logistics Hub (MLH)	<ul> <li>Signed a 20- year concession with an automatic 20-year extension to build and operate a 1,000-hectare modern logistics hub, Mali Logistics Hub (MLH).</li> <li>The first phase, with estimated initial investment of \$50 million. Construction is expected to start in 2019 and will take approximately 18 months to complete</li> </ul>
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# Continuation - Update on key developments DP WORLD®

Unifeeder	<ul> <li>□ Acquisition of 100% of the Unifeeder Group for €660 million</li> <li>□ Unifeeder operates the largest and most densely connected common user container feeder and an important and growing shortsea network in Europe, serving both deep-sea container hubs and the intra-Europe container freight market.</li> <li>□ The acquisition will further enhance DP World's presence in the global supply chain and broaden our product offering</li> </ul>
Port of Banana (Democratic Republic of Congo)	<ul> <li>Won a 30-year concession with an option of a further 20-year extension for the management and development of a greenfield multi-purpose port project at Banana, Democratic Republic of the Congo (DRC).</li> <li>The first phase, with an estimated initial investment of \$350 million. Construction is expected to start in 2019 and is expected to take approximately 24 months to complete.</li> </ul>
Chile (Puerto Central + Puerto Lirquen)	<ul> <li>DP World has acquired two leading ports in Chile for a consideration of \$502mn.</li> <li>Puertos y Logística S.A. ("Pulogsa"), a leading port operator in Chile with two terminals; Puerto Central ("PCE") and Puerto Lirquén ("PLQ").</li> <li>Serve cargo owners at five key gateways on the west coast of South America in Posorja (Ecuador), Callao and Paita (Peru) and San Antonio and Lirquen (Chile).</li> </ul>
Australia	<ul> <li>DP World has raised its 25% holding in DP World Australia (DPWA) to 60%.</li> <li>We were able to acquire a controlling stake at an attractive price.</li> <li>Australia remains a stable market with an opportunity to grow in logistics.</li> </ul>
P&O Ferries	<ul> <li>Acquisition of P&amp;O Ferries Group for GBP 322million. 2017 Enterprise value/EBITDA multiple of 6.1x.</li> <li>P&amp;O Ferries is a pan-European integrated logistics business consisting of a market leading roll-on roll-off (Ro-Ro) ferries. operation and a European transportation and logistics solutions provider (P&amp;O Ferrymasters).</li> <li>P&amp;O Ferries handles over 2.5mn freight units per year which accounts for approximately 75% of group revenues.</li> </ul>
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## **Key Capacity Additions**

	2018 Year End Capacity	New Developments and major expansions	2019 Year End Forecast
Consolidated Capacity	49.7m TEU	<ul> <li>Posorja (Equador) – 0.8m TEU</li> <li>Karachi (India) – 0.1m TEU</li> <li>Australia consolidation</li> </ul>	Approx. 54.4m TEU
Gross Capacity (Consolidated plus equity-accounted investees)	90.8m TEU	As above plus:	Approx. 91.2m TEU

□ Many of our existing portfolio of terminals have the ability to increase capacity as utilization rates and customer demand increases.

- □ 2018 new consolidated capacity: Maputo (Mozambique) 0.2m TEU; DPW Santos (Brazil) 1.2m TEU
- □ 2019 expected new capacity: Posorja (Equador) 0.8m TEU; Karachi (India) 0.1m TEU; Australia consolidation





Global trade expected to grow despite uncertainty with trade war.

- Geopolitical headwinds pose a challenge in some regions.
- We continue to focus on maintaining our disciplined approach to investment to ensure we remain the trade partner of choice as well as strengthening our product offering to play a wider role in the global supply chain as a trade enabler.
- The business remains well positioned to grow in the medium to long term, and we are confident that ROCE will continue to expand in the medium term.
- In 2019, we expect to deliver growth and see increased contributions from our new developments and acquisitions.

#### **DP WORLD** APPENDIX

**Result Announcement** for the full year ended 31 December 2018

Presentation to Investors and Analysts 14 March 2019



وانئ دبي العالم

## Full Year 2018 Financial Results at a Glance (BSDI) DP WORLD®

\$ million	Asia Pacific and Indian Subcontinent	Australia and Americas	Middle East, Europe and Africa	Head Office	Total
Total Gross Throughput (TEU'000)	32,904	9,040	29,475	-	71,419
Consolidated Throughput (TEU'000)	10,019	4,156	22,585	-	36,760
Revenue	833	961	3,852	-	5,646
Profit from equity-accounted investees	129	3	33	-	165
Adjusted EBITDA	592	340	2,014	(138)	2,808
Depreciation & Amortisation	(106)	(117)	(585)	(9)	(817)
Profit after Tax before SDI	486	223	1,429	(805)	1,333

## **DP World Key Financial Metrics**



\$ million	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Gross Throughput (TEU mn)	43.4	49.6	54.7	56.1	55.0	59.9	61.7	63.7	70.1	71.4
Consolidated Throughput (TEU mn)	25.6	27.8	27.5	27.1	26.1	28.3	29.1	29.2	36.4	36.8
Revenue	2,821	3,078	2,978	3,121	3,073	3,411	3,968	4,163	4,715	5,646
EBITDA	1,072	1,240	1,307	1,404	1,414	1,588	1,928	2,263	2,469	2,808
EBITDA margin	38.0%	40.3%	43.9%	45.0%	46.0%	46.6%	48.6%	54.4%	52.4%	49.7%
Leverage (Net Debt / EBITDA)	4.7	4.2	2.7	2.0	1.7	1.3	3.2	2.8	2.5	2.8
PAT	332.7	450.1	531.7	624.8	674.2	756.7	969.9	1,259.5	1,362.5	1,332.8
EPS (USD cents)	35.6	45.0	55.3	65.7	72.8	81.4	106.3	135.7	145.6	153
ROCE %	3.8%	4.4%	6.0%	6.8%	6.7%	7.1%	7.9%	9.5%	8.8%	8.4%
Interest cover x	3.8	4.4	4.5	4.7	5.0	5.6	5.0	6.7	7.5	6.5
Сарех	967	1,129	481	685	1,063	807	1,389	1,298	1,090	908
Acquisition & Monetisation	142	0	(1,504)	(374)	(637)	83	4,100	174	300	2,500
Consolidated Terminal Capacity (TEU mn)	34.4	35.1	33.6	34.7	35.2	37.9	40.1	42.4	49.7	49.7
Gross Capacity (TEU mn)	59.7	64.1	69.4	69.7	70.7	76.1	79.6	84.6	88.2	90.8
Gross Capacity Utilisation	72.7%	77.3%	78.8%	80.4%	77.8%	78.7%	77.5%	75.2%	79.5%	78.7%

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