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2009 Preliminary Results  
Wednesday 24 March 2010

## 2009 Successes

- Volume performance ahead of the market
- Terminal productivity increased leading to improvements in market share
- Industry utilization of 74% across our consolidated portfolio which ,when excluding new terminals was 78%
- Removed in excess of 7% from fixed costs in 2009; eliminated between 3-4% of costs going forward
- Underlying <sup>(1)</sup>EBITDA margins improved in the second half of the year
- Successful opening of new terminals and continued investment in developments

*(1) Underlying reflects financial results normalized for new terminal additions and currency movements.*



## Impact of the Global Crisis

- Non-container revenue has declined 29% - whilst this is as a result of the decline in real estate projects in the UAE it has a significant impact on EBITDA
- Some markets reported significant declines in volumes which will take some time to come back
- Developed countries have reported lower margins, mitigated in part by proactive management of costs



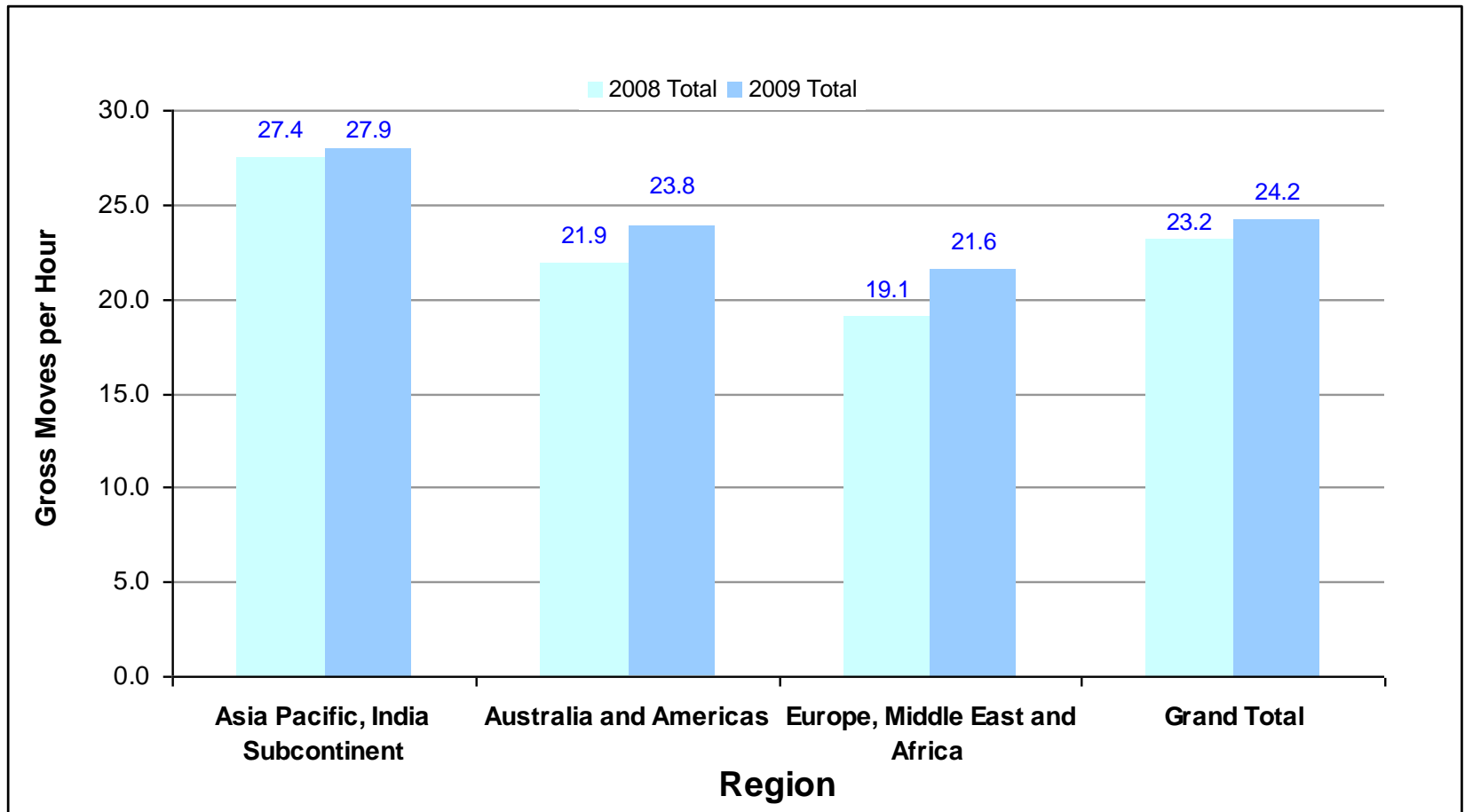
## Management Focus in 2009

**“Reduce, Eliminate, Postpone, Enhance”  
“Cash Retention”**

1. Improving terminal efficiency
2. Revenue generation
3. Cost reduction
4. Capital expenditure reductions

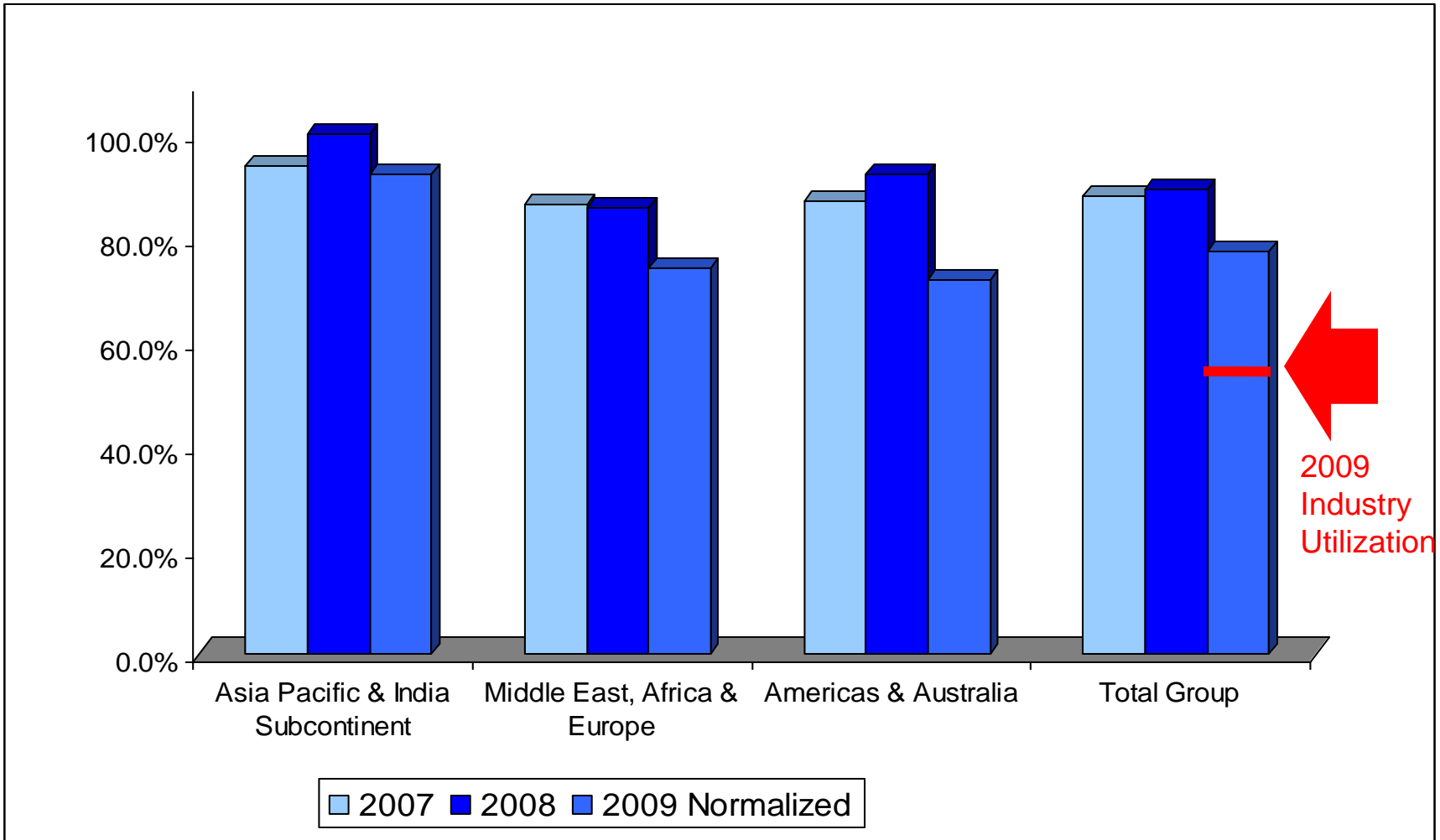


# Improving Terminal Efficiency





# Utilization Rates – Consolidated Portfolio



*Normalized is adjusted for new terminals.*

## Successful Cost Reductions

- \$240 million of cost reductions in 2009 partly from volume decline, partly from proactive cost reductions and favorable currency translation
- Increase in variable costs to 61% and decrease in fixed costs to 39%
- Underlying <sup>(1)</sup> costs reduced 11%; this compares to the reduction in underlying container volumes of 10%
- In excess of 7% fixed cost reductions versus our target of 3%
- 3-4% of costs permanently eliminated

*(1) Underlying reflects financial results normalized for new terminal additions and currency movements.*

## Reductions in our total cost base

2009 Top 5 Costs	Changes 2009
Payroll (Terminal) (44% total cost base)	↓ <b>4%</b>
Terminal rent and concession <sup>(1)</sup> (20% total cost base)	↑ <b>3%</b>
Corporate and regional office overhead (6.5% total cost base)	↓ <b>22%</b>
R&M (7% total cost base)	↓ <b>11%</b>
Fuel (4% of total cost base)	↓ <b>41%</b>

*(1) Terminal rent and concessions have increased inline with concession terms and new terminals joining the portfolio in 2009*

## 2009 H2 v 2009 H1

	2009 H1	2009 H2
Throughput	12.3 million TEU	13.3 million TEU
Revenue	\$1,384 million	\$1,437
Profit from JV and Associates	\$33 million	\$38 million
EBITDA	\$535 million	\$537 million
EBITDA margins	39%	37%

The benefit of cost reductions has not mitigated the impact of the reduction in non-container cargo on margins; however excluding the UAE all regions have reported EBITDA margin improvement in the second half.

## Capacity Investment

	2008	2009	2010 (phased capacity)	2011 (phased capacity)	2012 onwards
Consolidated Capacity	31 million TEU	34 million TEU	Peru (800,000)  Vallarpadam (800,000)	Karachi (800,000)	London Gateway Turkey Kulpi

- In 2009 new capacity has come from the completion of Jebel Ali, Doraleh and Saigon
- Investment has been focused on terminals nearing completion in 2010 including Peru and Vallapardam as well as Karachi which is planned for next year

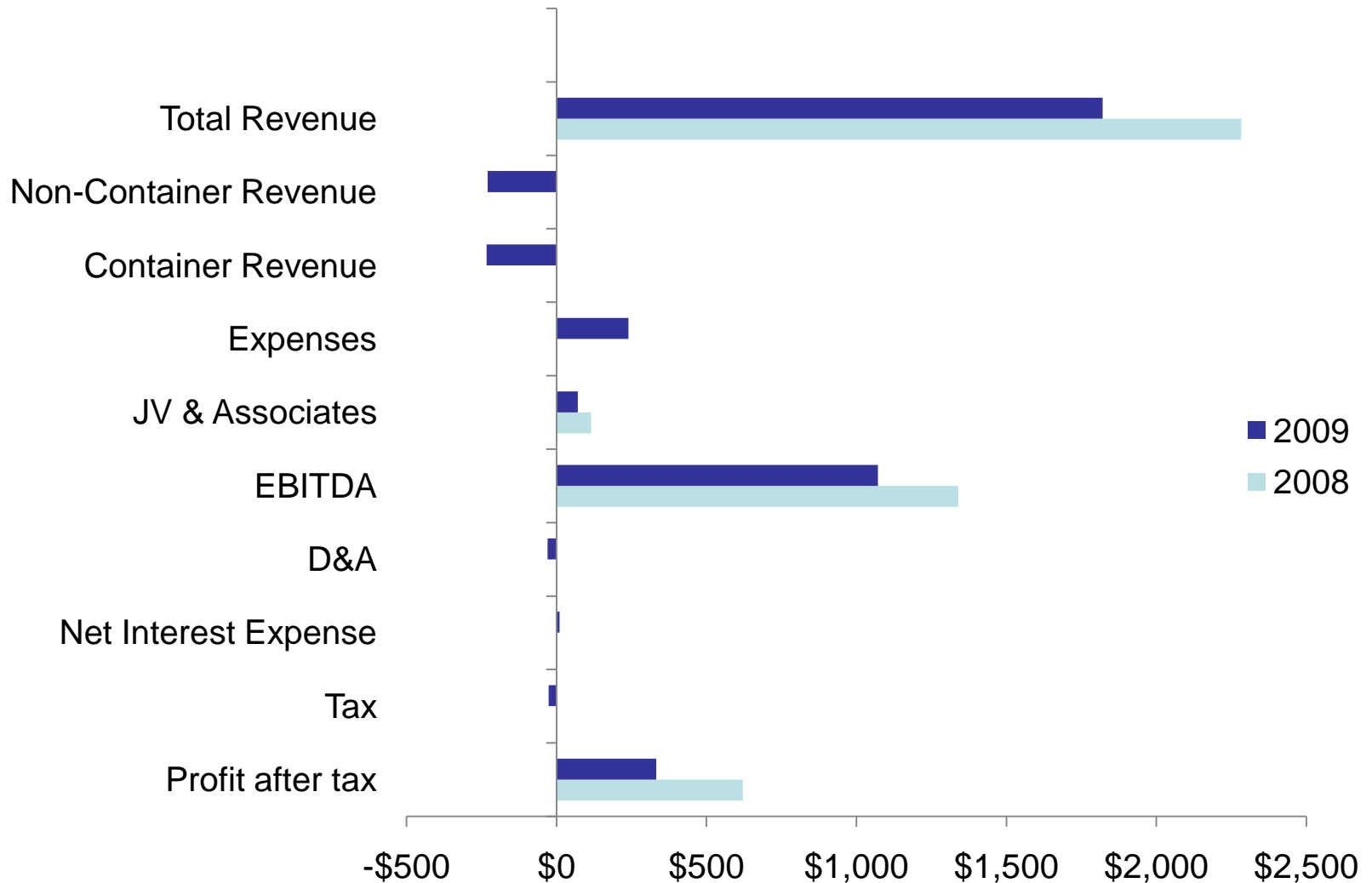


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**Yuvraj Narayan – Chief Financial Officer**

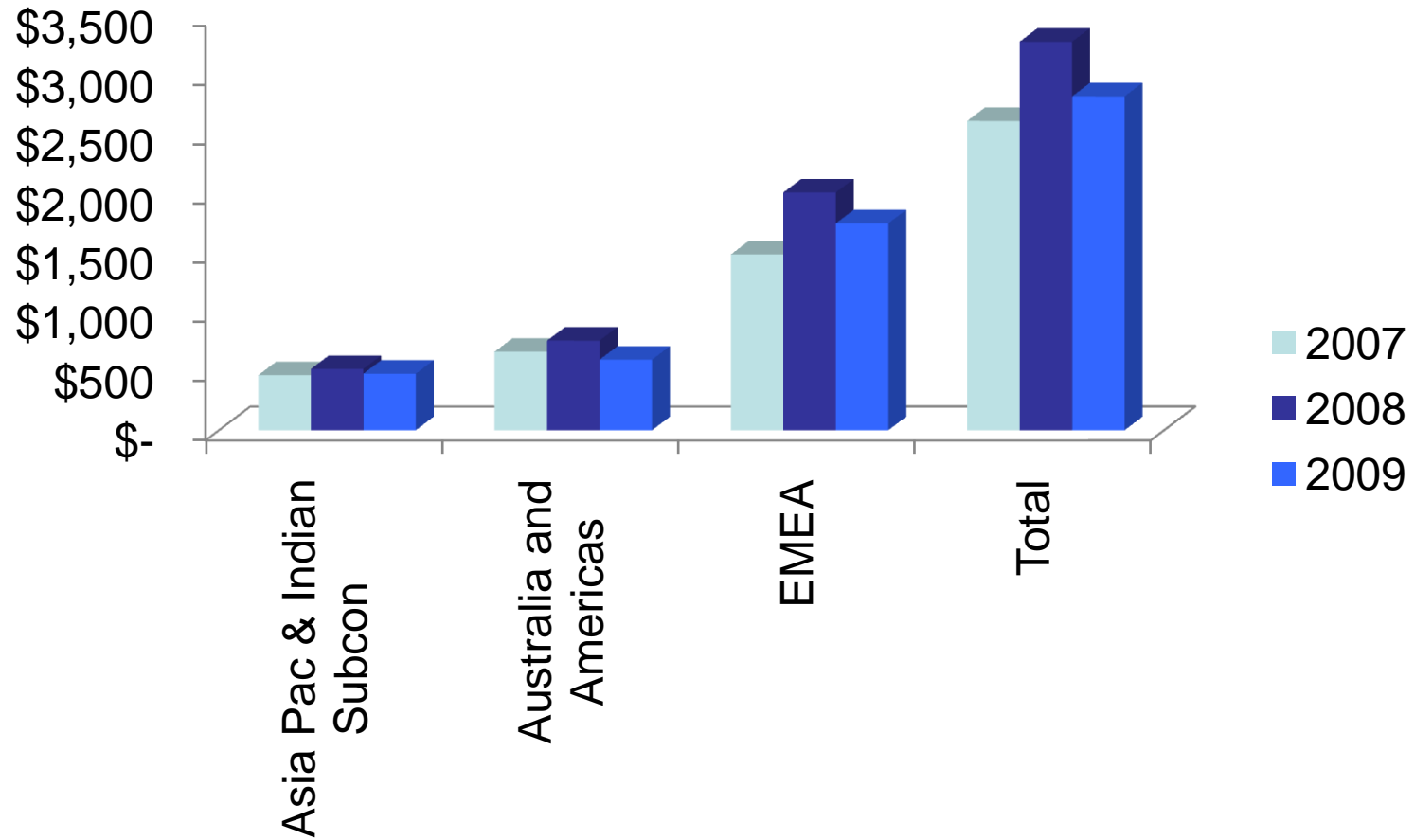


## 2009 Results





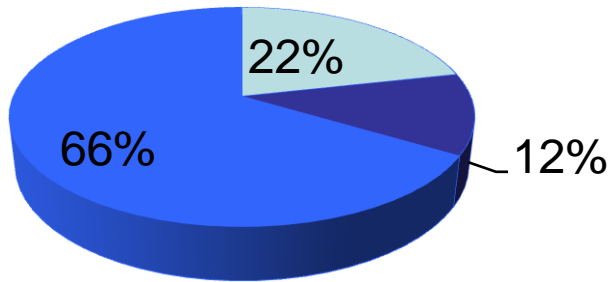
# Revenue





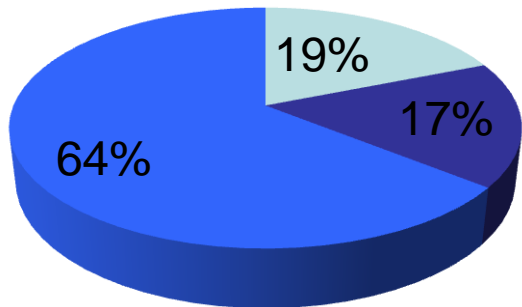
# EBITDA

## 2009 EBITDA

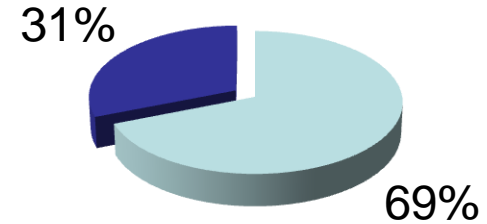


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## 2008 EBITDA

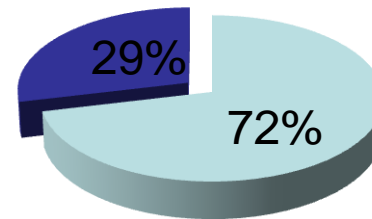


## 2009

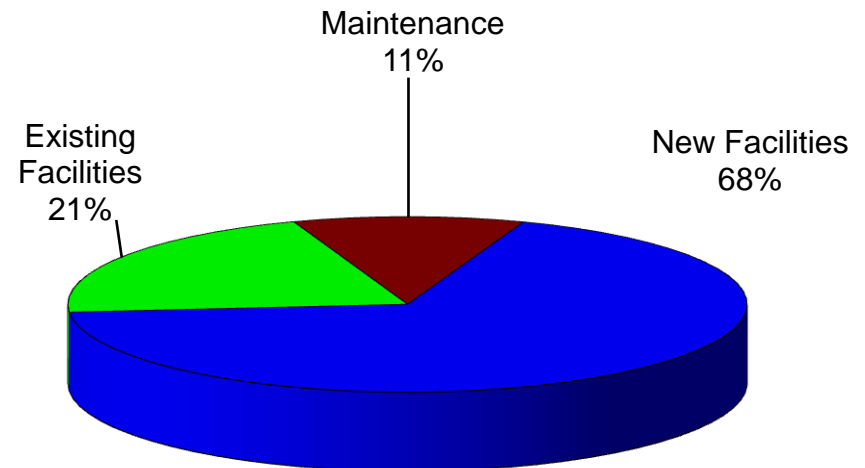
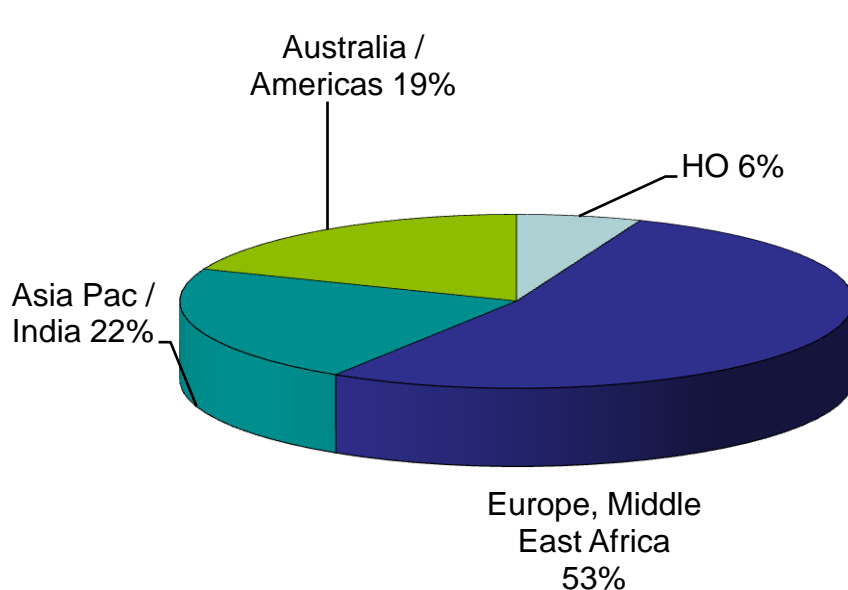


Top 5 Terminals  
Rest of Portfolio

## 2008



## 2009 Capex \$967 million



- Maintenance capex reduced to 11% from 15%
- Significant proportion of our capex into new facilities opening in 2009 or 2010



## Investment in New Capacity

	2006 Capacity (TEU)	2009 Capacity (TEU)	% Increase in capacity
Gross Capacity	48.6 million 42 terminals	59.7 million 49 terminals	23%
Consolidated Capacity	20.3 million 23 terminals	34.4 million 27 terminals	70%

2007 - 2009	Acquisitions / New Developments / Privatizations	Improved Utilization and expansion of existing terminals
Gross Capacity	4 million TEU	7 million TEU
Consolidated Capacity	3 million TEU	11 million TEU

## Debt Position

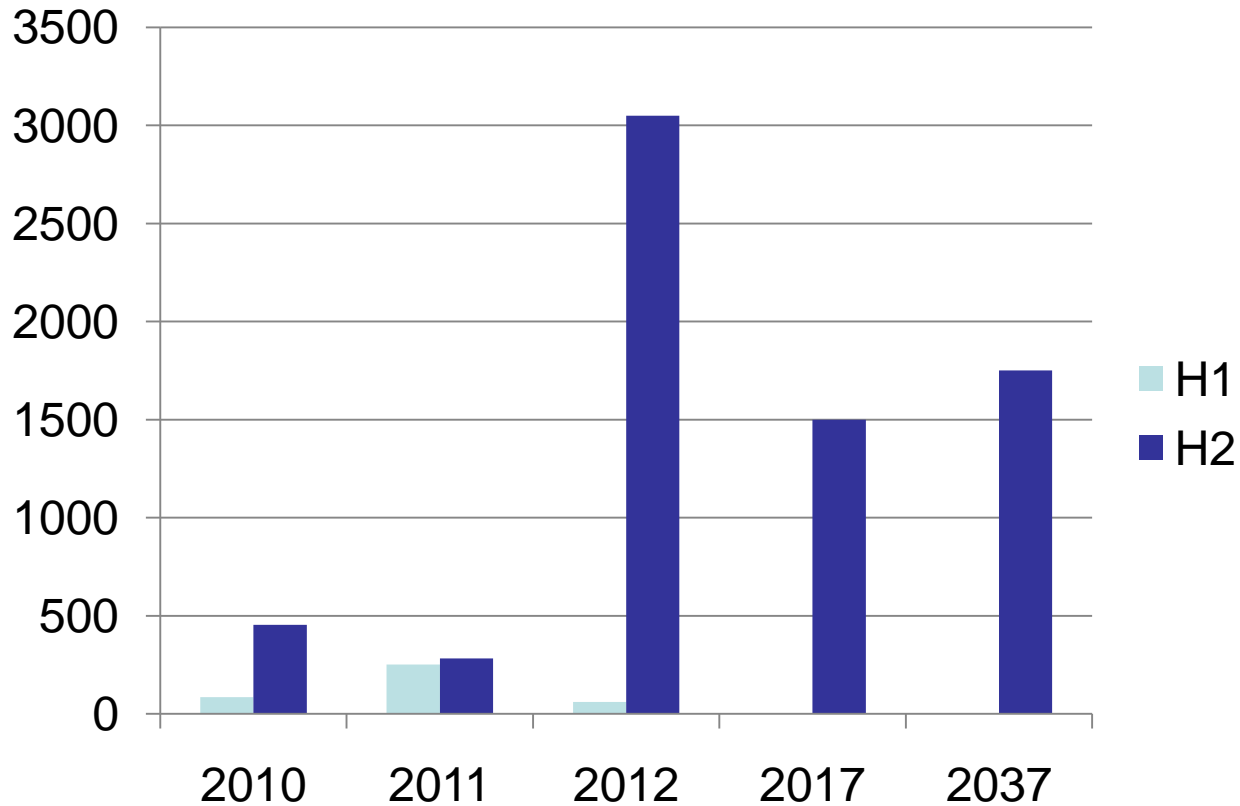
<b>(US\$'000)</b>	<b>As at 31 December 2009</b>	As at 31 December 2008
Total debt	<b>7,969</b>	5,419
Cash balance	<b>2,910</b>	1,204
<b>Net debt</b>	<b>5,059</b>	4,215

- Gross cash generation from operations of \$992 million
- Net debt / EBITDA 4.7 times
- Interest cover increased to almost 3.8 times <sup>(1)</sup>

*(1) Interest cover is calculated using EBITDA and net interest expense*



## Debt Maturity Profile



- 2010 H2 bullet repayment is cash backed



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Looking to 2010 and Beyond

## 2010 and Beyond

- In the first two months of 2010 we have seen 4% consolidated volume growth across our portfolio
- Improvement in EBITDA margins from the final quarter of 2009
- We are seeing positive signs of recovery
- We are confident about the long term outlook for the container terminal industry and believe the challenges and our initiatives implemented in 2009 will position DP World in a far stronger position as we move into the future.

## London Listing

- DP World is seeking a premium listing on the London Stock Exchange – resulting in a dual primary/premium listing between London Stock Exchange and NASDAQ Dubai
- The London Listing will be by way of depository interests
- Fully fungible between NASDAQ Dubai and London Stock Exchange
- We remain committed to listing our shares on the London Stock Exchange and are focused on completing the process as soon as possible.



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Appendix

## Asia Pacific, Indian Subcontinent

Category	2008 FY	2009 H1	2009 H2	2009 FY
Consolidated Throughput (TEU)	6.0 million	2.7 million	2.8 million	5.5 million
Revenue	\$517 million	\$249 million	\$228 million	\$477 million
Profit from JV and Associates	\$57 million	\$20 million	\$28 million	\$48 million
EBITDA	\$272 million	\$127 million	\$121 million	\$248 million
EBITDA Margin	53%	51%	53%	52%

• **Note:** *The above financials are before Separately Disclosed Items*

## Australia and Americas

Category	2008 FY	2009 H1	2009 H2	2009 FY
Consolidated Throughput (TEU)	4.1 million	1.6 million	1.9 million	3.5 million
Revenue	\$757 million	\$268 million	\$328 million	\$596 million
Profit from JV and Associates	\$29 million	\$13 million	\$11 million	\$24 million
EBITDA	\$241 million	\$59 million	\$79 million	\$138 million
EBITDA Margin	32%	22%	24%	23%

• **Note:** The above financials are before Separately Disclosed Items

## Europe, Middle East and Africa

Category	2008 FY	2009 H1	2009 H2	2009 FY
Consolidated Throughput (TEU)	17.8 million	7.9 million	8.6 million	16.5 million
Revenue	\$2,009 million	\$867 million	\$881 million	\$1,748 million
Profit from JV and Associates	\$31 million	\$1 million	(\$2)million	(\$1.0)million
EBITDA	\$922 million	\$391 million	\$374 million	\$765 million
EBITDA Margin	46%	45%	42%	44%

• **Note:** The above financials are before Separately Disclosed Items



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Questions