

## DFDS ENTERS INTO STRATEGIC PORT AGREEMENT IN GOTHENBURG

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**Gothenburg is an important hub in DFDS' North European route network. Taking over terminal operations in this location strengthens DFDS' co-operation with Nordic industrials and transport companies**

DFDS A/S has in co-operation with C.Ports S.A. entered into a 25 year agreement with Port of Gothenburg concerning operation of ro-ro port terminals. C.Ports S.A. is a part of the Luxembourg based freight shipping and ports group CLdN.

Through a joint company, of which DFDS A/S owns 65% and C.Ports S.A. 35%, the company Älvsborg Ro/Ro AB is acquired for a price of SEK 48 million. This company has entered into a 25 year concession agreement concerning the operation of the ro-ro port terminals Älvsborg and Arendal in Gothenburg. The acquisition of Älvsborg Ro/Ro AB is expected to be completed in January 2011. The transaction is subject to approval by the competition authorities.

Älvsborg Ro/Ro AB has 320 employees and revenues for 2010 are expected to be SEK 450 million of which around 50% concerns DFDS. As part of the company, cargo carrying and terminal equipment is also taken over.

According to the concession agreement the maintenance of the harbour and quay infrastructure will continue to be the responsibility of Port of Gothenburg, while Älvsborg Ro/Ro AB is responsible for maintaining the surface of the terminal area.

The port terminal has seven ro-ro berths and the total terminal area is 463.000 m<sup>2</sup>. The three most important shipping customers of the terminal is today DFDS Seaways, Cobelfret S.A. (a subsidiary of CLdN) and Transatlantic. The latter two shipping companies provide shipping services to Stora Enso Logistics.

DFDS and CLdN will in the coming years seek to attract new customers from both the North Sea and the Baltic based on the port terminal's central geographical location in Northern Europe. The competencies of both parties within port terminal operations will furthermore be applied to streamline operations to improve the terminal company's earnings, which today is not satisfactory.

Today, DFDS operates 11 port terminals which support the sea-based transport network. CLdN operates 8 ro-ro port terminals.

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*DFDS – Northern Europe's leading sea-based transport network*

*DFDS has 6,000 employees and employs a fleet of around 63 ships.*

*DFDS was founded in 1866 and is quoted on NASDAQ OMX Copenhagen.*