



FIRST QUARTER 2015 FINANCIAL RESULTS

22 May 2015

EIMSKIP
COOL CHOICE IN LOGISTICS

HIGHLIGHTS

EIMSKIP
INTEGRATED LOGISTICS



EIMSKIP
Flytjandi



KEY HIGHLIGHTS FOR Q1 2015

Q1 2015 compared to Q1 2014

- ✓ Total revenue EUR 112.7 million, up by 8.1%
- ✓ EBITDA EUR 5.8 million compared to EUR 6.0 million
- ✓ Net earnings EUR 1.5 million, up by EUR 2.3 million
- ✓ Results affected by currency exchange gain
- ✓ Volume in liner services down by 3.2%, due to volumes in Norway
- ✓ Volume in reefer forwarding services up by 4.1%



KEY HIGHLIGHTS

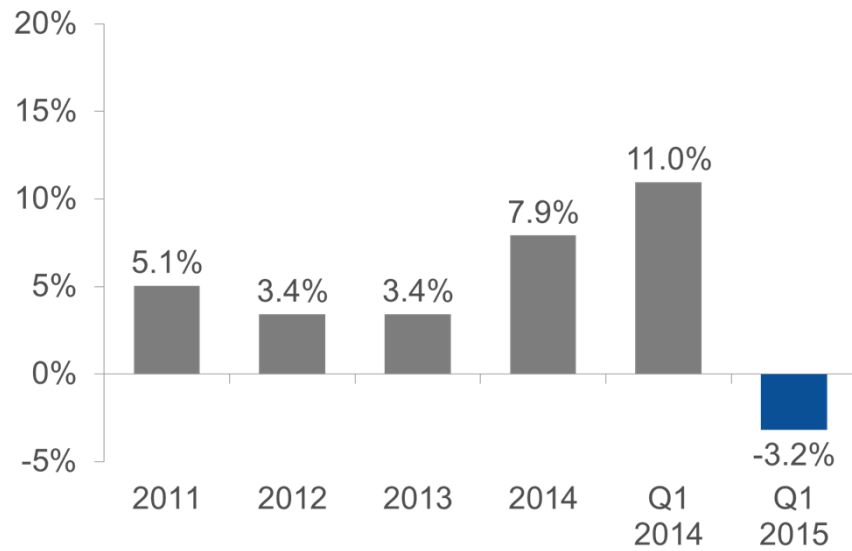
First quarter 2015

- Transported volume in the company's North Atlantic liner services decreased by 3.2% from Q1 2014
 - Decreased volumes from Norway due to lower fish catch in the first quarter
 - *Discharge of cod was down by 23% compared to Q1 2014*
 - Growth in volumes to and from Iceland
 - Volumes from the Faroe Islands remained strong
- Transported volume in the company's reefer forwarding services grew by 4.1% from Q1 2014
 - Margin affected by less Norway/Asia volume due to less fish catch

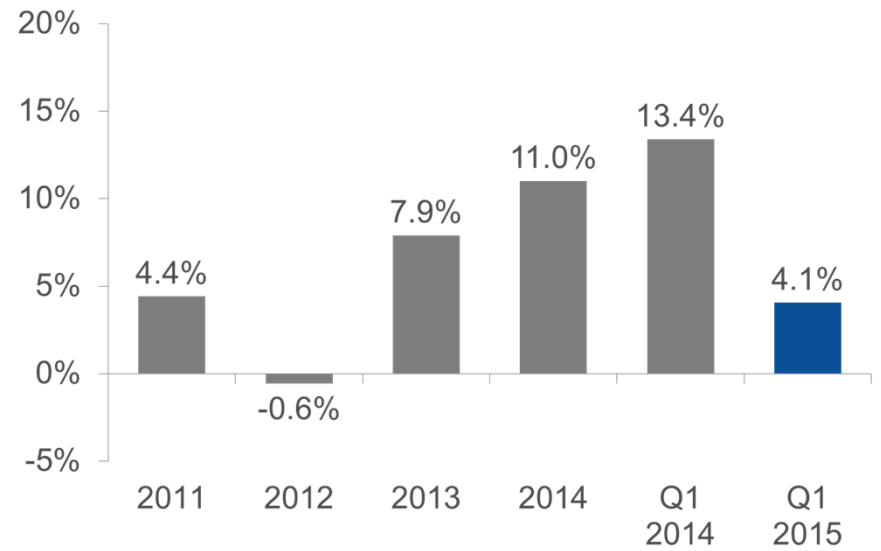
TRANSPORTED VOLUME 2011 TO 2015

Changes from previous year

Liner services



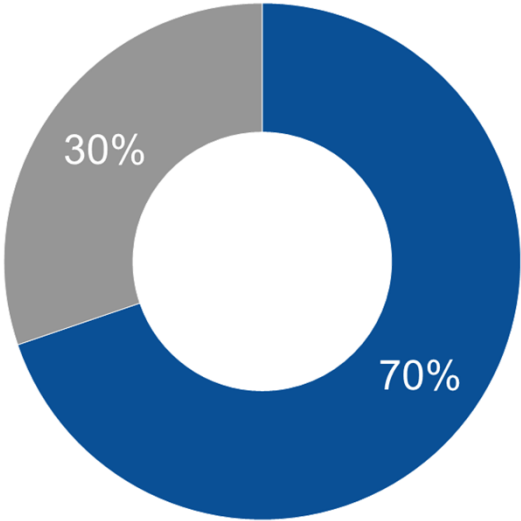
Reefer forwarding



OPERATING REVENUE BY SEGMENT

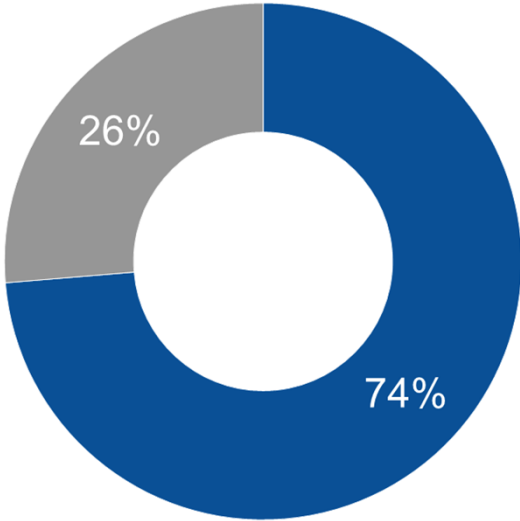
Liner services and forwarding services

Q1 2015



■ Liner services ■ Forwarding services

Q1 2014

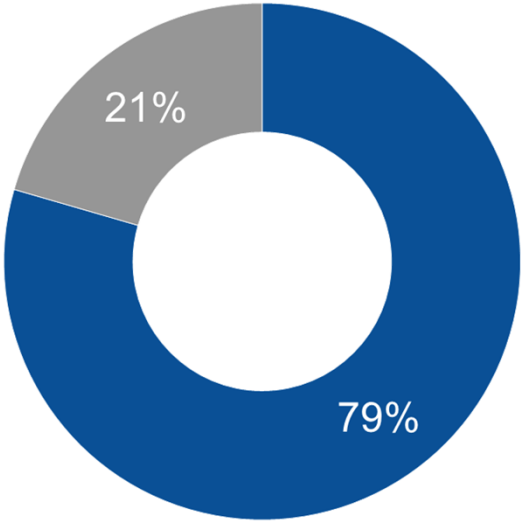


■ Liner services ■ Forwarding services

EBITDA BY SEGMENT

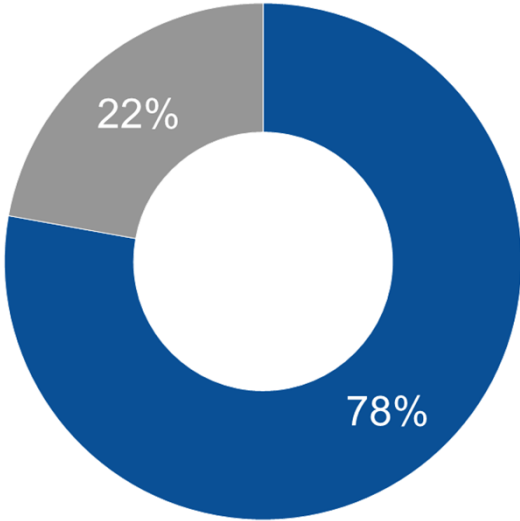
Liner services and forwarding services

Q1 2015



■ Liner services ■ Forwarding services

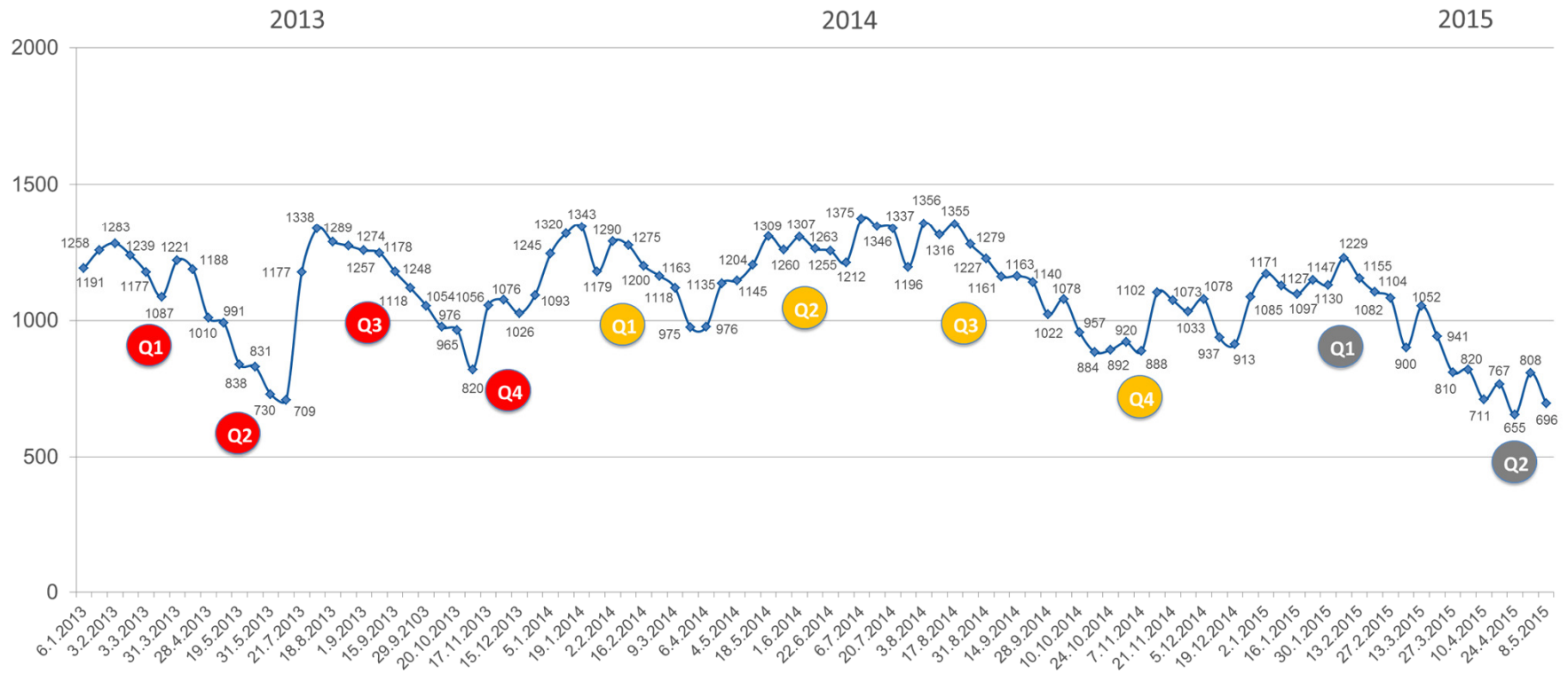
Q1 2014



■ Liner services ■ Forwarding services

FREIGHT INDEX CHINA - EUROPE

Fluctuations in pricing from the deep sea carriers 2013 to 2015



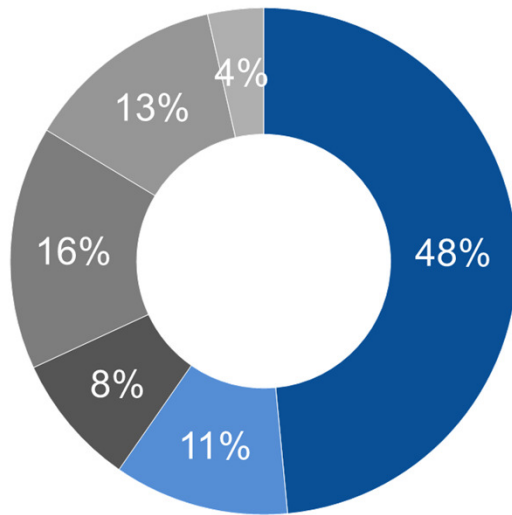
Source: www.shippingchina.com



GEOGRAPHICAL SPLIT OF OPERATING REVENUE

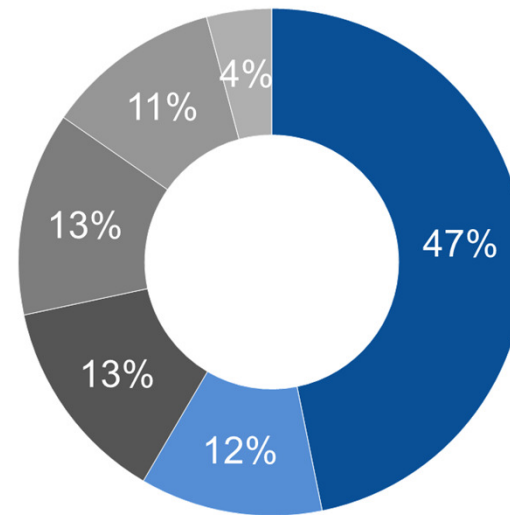
Less than half of operating revenue is related to Iceland

Q1 2015



■ Iceland
■ Faroe Islands
■ Norway
■ Europe
■ Asia
■ Other

Q1 2014



■ Iceland
■ Faroe Islands
■ Norway
■ Europe
■ Asia
■ Other

FIRST QUARTER 2015 FINANCIAL RESULTS



INCOME STATEMENT

First quarter results affected by currency exchange fluctuations

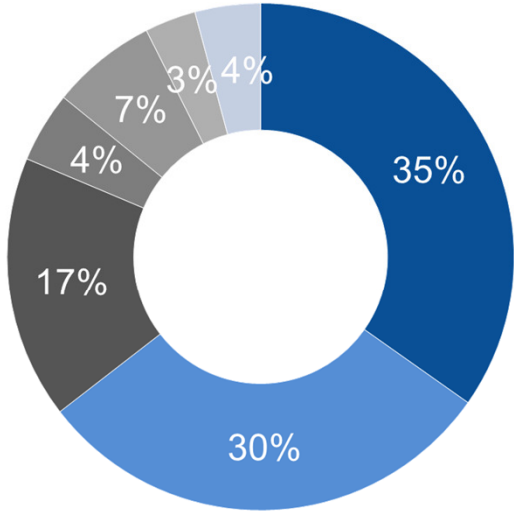
EUR thousands	Q1 2015	Q1 2014	Change	%
Operating revenue	112,663	104,200	8,463	8.1%
Operating expenses	106,879	98,182	8,697	8.9%
EBITDA	5,784	6,018	(234)	(3.9%)
Depreciation and amortization	(5,735)	(5,656)	(79)	(1.4%)
EBIT	49	362	(313)	(86.5%)
Net finance income (expense)	2,170	(856)	3,026	-
Share of earnings (loss) of associated companies	92	(27)	119	-
Net earnings (loss) before income tax	2,311	(521)	2,832	-
Income tax	(787)	(272)	(515)	(189.3%)
Net earnings (loss) for the period	1,524	(793)	2,317	-

- Q1 2015 operations affected by the following
 - Operating revenue up by 8.1%, affected by rates, volume, cargo combination and currency exchange rates
 - Currency exchange rates towards EUR
 - USD +18%
 - RMB +16%
 - ISK +4%
 - The company faced various operational challenges due to adverse weather conditions
 - Vessels were out of schedule
 - Additional overtime and fuel cost and cost related to accidents on sea and roads
- Net finance income of the quarter affected by EUR 2.9 million currency exchange gain this year compared to EUR 0.2 million currency exchange loss in Q1 2014

SALES AND EXPENSES BY CURRENCY 2014

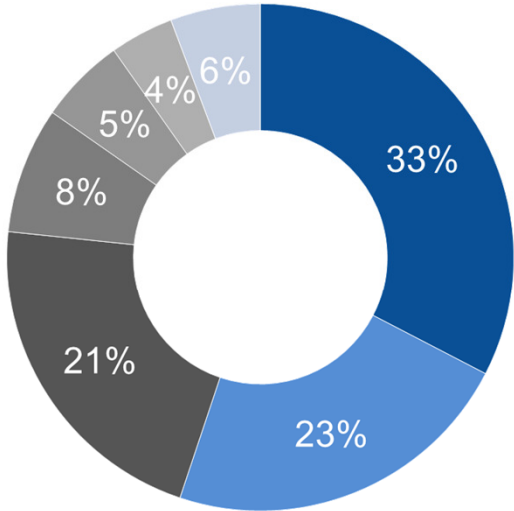
Results affected by currency fluctuations

Sales



- EUR & DKK
- USD
- ISK
- GBP
- NOK
- CNY
- Other

Expenses



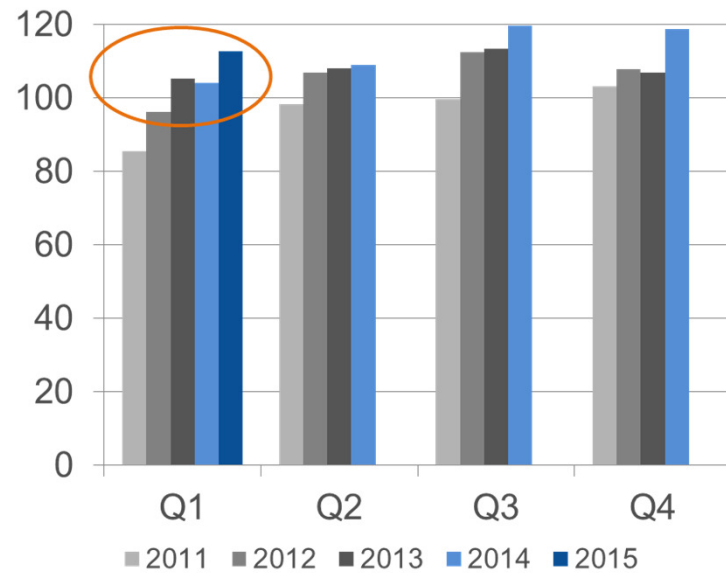
- EUR & DKK
- USD
- ISK
- GBP
- NOK
- CNY
- Other

OPERATING REVENUE AND EBITDA 2011 TO 2015 BY QUARTER

Adjusted for one-off items in 2011 and 2012

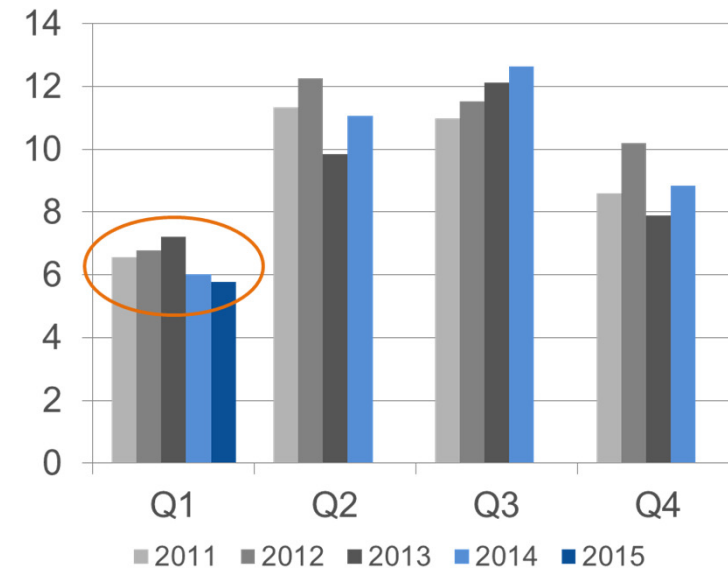
Operating revenue

EUR million



EBITDA

EUR million



BALANCE SHEET

Remains strong and stable

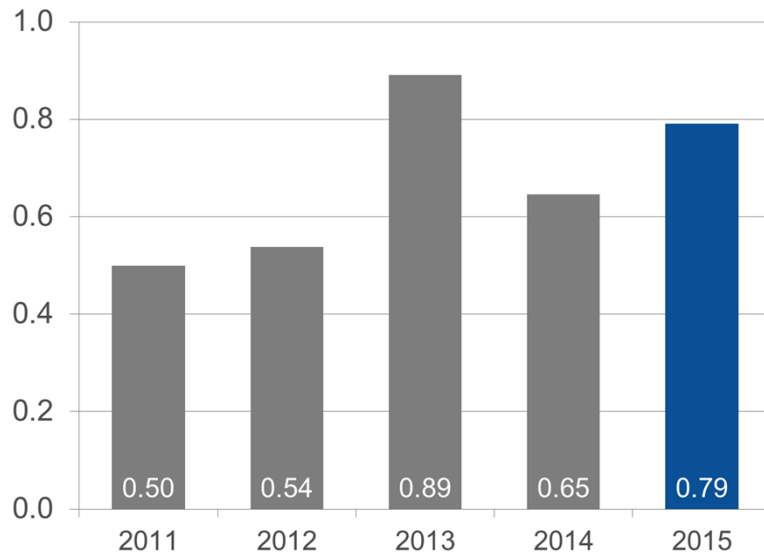
- Equity ratio was 62.9% at the end of first quarter 2015 compared to 65.2% at the end of 2014
- Current liabilities amounted to EUR 83.9 million, an increase of 18.2 million from year-end 2014
 - Mostly explained by dividend amounting to EUR 6.3 million to be paid in April and EUR 7.6 million bridge loan due to the vessel constructions that is payable in Q1 2016
- Total interest-bearing debt amounted to EUR 64.7 million at the end of March compared to EUR 64.4 million at year-end 2014
- Net debt amounted to EUR 30.3 million at the end of March compared to EUR 24.9 million at year-end 2014
 - Cash and cash equivalents decreased by EUR 5.1 million

EUR thousands	31.3.2015	31.12.2014	Change	%
Non-current assets	221,322	214,278	7,044	3.3%
Current assets	120,216	117,762	2,454	2.1%
Total assets	341,538	332,040	9,498	2.9%
Total equity	214,879	216,472	(1,593)	(0.7%)
Non-current liabilities	42,761	49,904	(7,143)	(14.3%)
Current liabilities	83,898	65,664	18,234	27.8%
Total liabilities	126,659	115,568	11,091	9.6%
Total equity and liabilities	341,538	332,040	9,498	2.9%

FINANCIAL RATIOS 2011 TO 2015

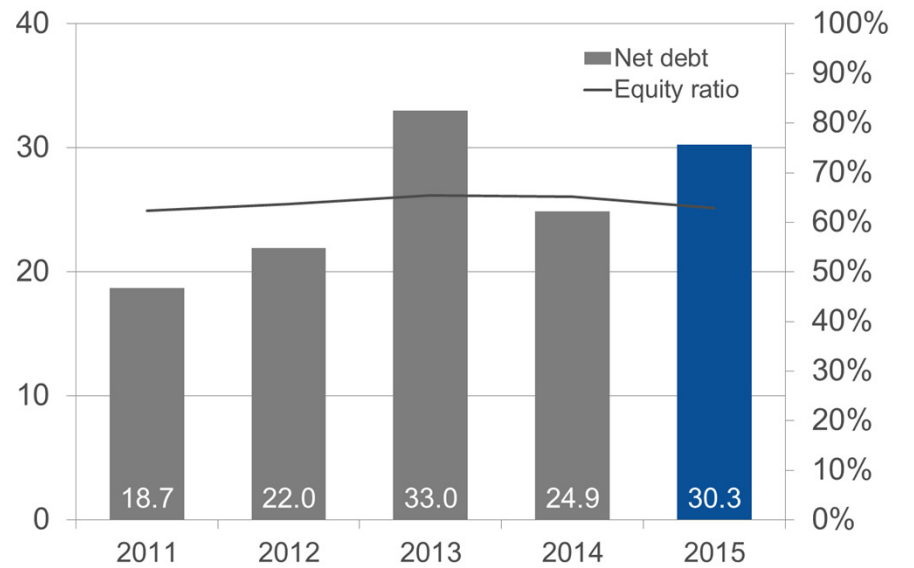
Net debt / EBITDA (adjusted)

EUR million



Net debt and equity ratio

EUR million



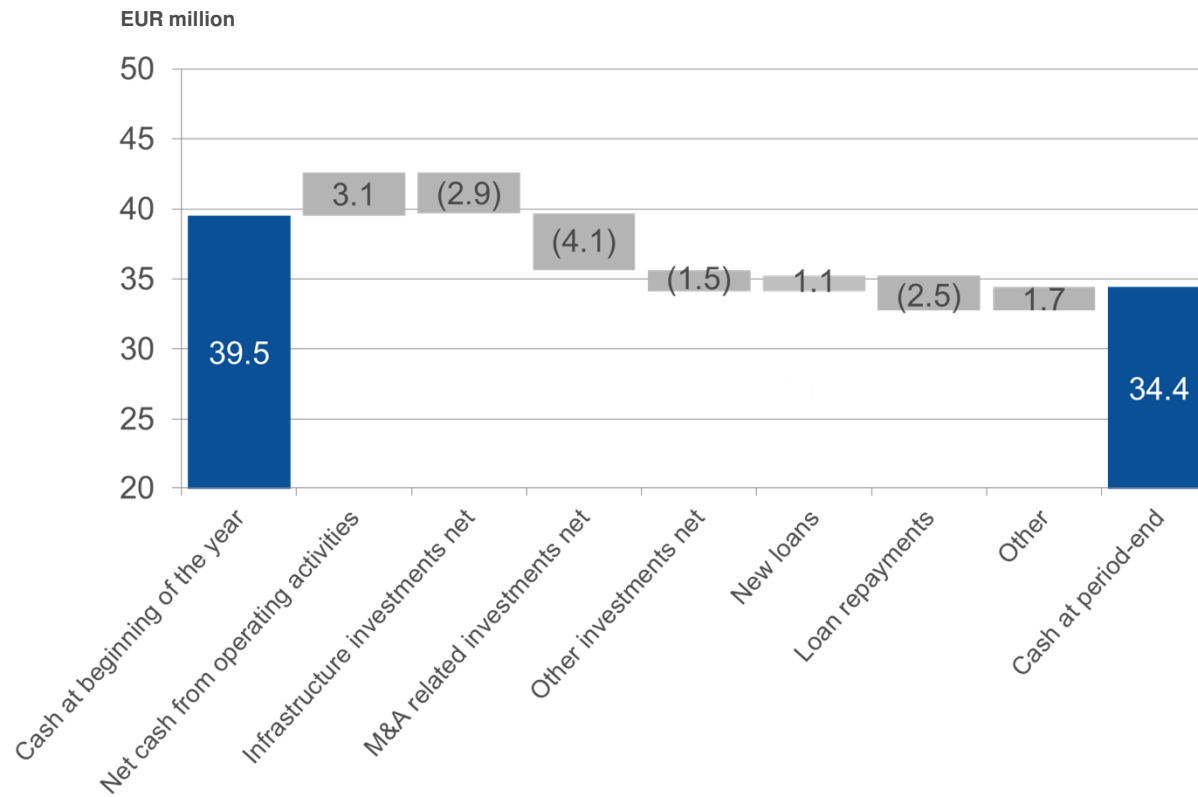
STRONG CASH FLOW AND CASH POSITION

Decreased cash from year-end 2014 due to investments in infrastructure and M&A projects

EUR thousands	Q1 2015	Q1 2014	Change	%
Cash flows from operations	3,083	5,697	(2,614)	(45.9%)
Investing activities	(8,495)	(2,824)	(5,671)	(200.8%)
Financing activities	(1,367)	(1,844)	477	25.9%
Changes in cash and cash equivalents	(6,779)	1,029	(7,808)	-
Cash at the beginning of the period	39,539	26,370	13,169	49.9%
Exchange rate fluctuations	1,666	88	1,578	-
Cash at the end of period	34,426	27,487	6,939	25.2%

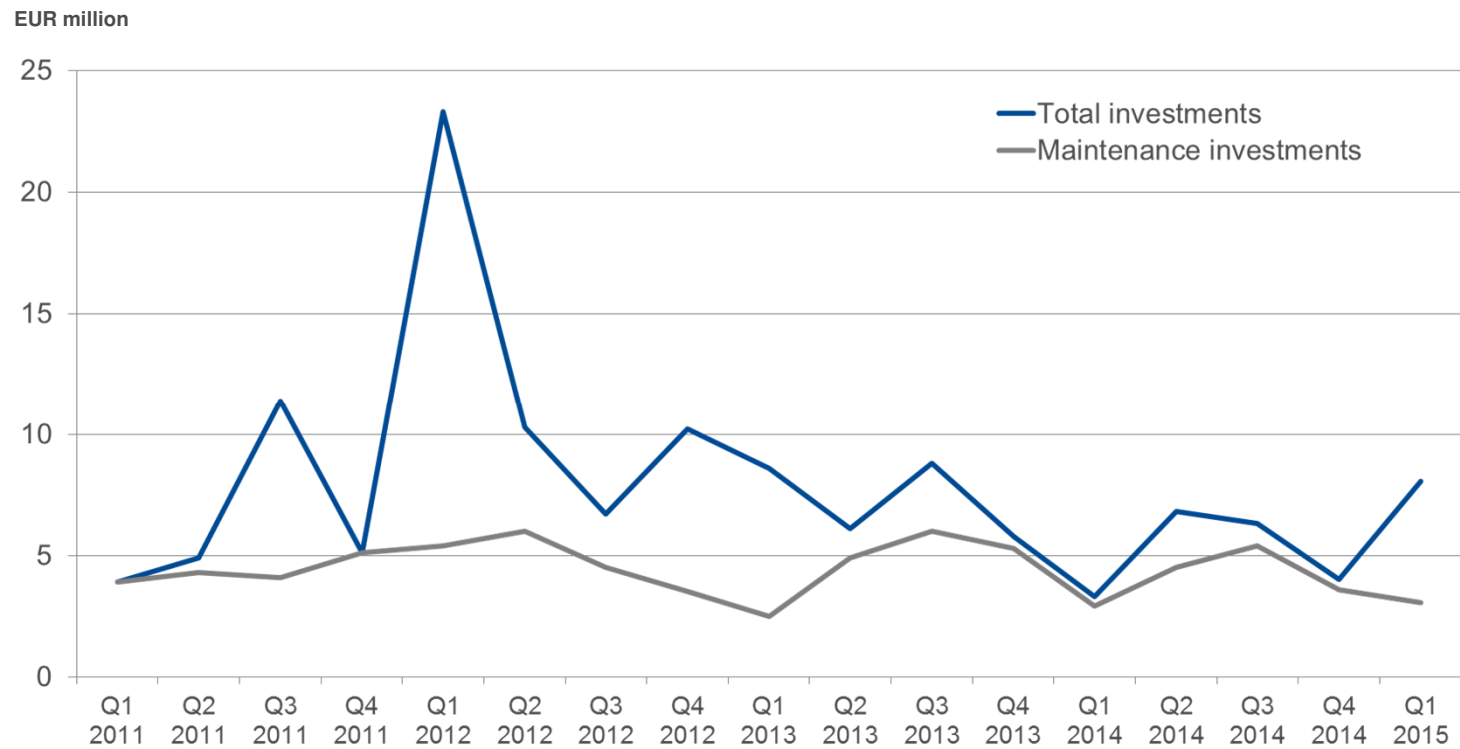
CASH FLOW BRIDGE Q1 2015

Cash decreased by EUR 5.1 million



CAPEX 2011 TO 2015

Total CAPEX EUR 8.0 million in Q1 2015, thereof maintenance CAPEX EUR 3.0 million



M&A AND JOINT VENTURE



GROWTH IN LINE WITH STRATEGY

Through acquisitions and joint ventures

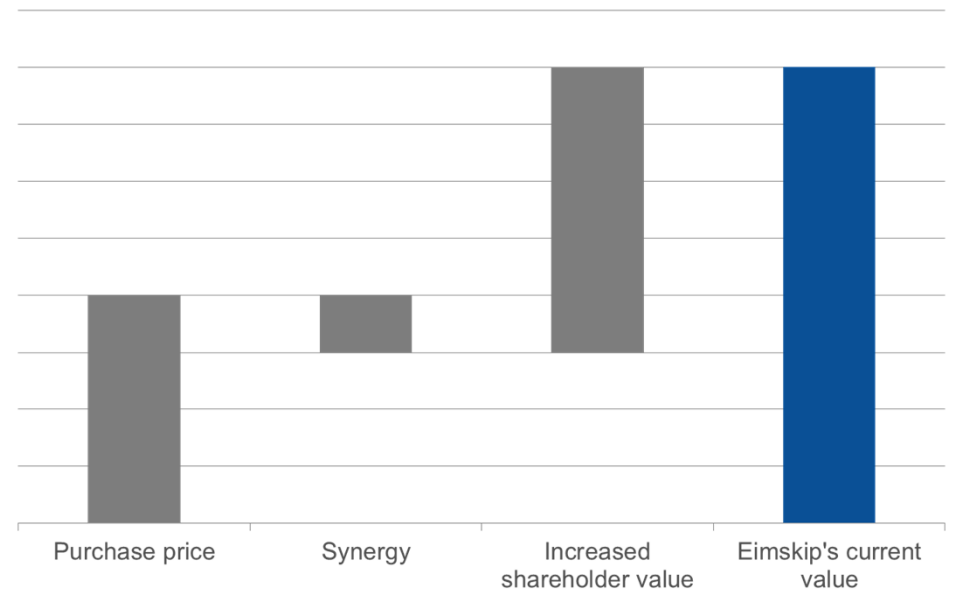
- Eimskip's plans for external growth are, in line with current vision and strategy, to make accretive acquisitions that create synergies, strengthen the company's performance and increase shareholder value
- Reasonably sized acquisitions and joint venture projects
 - Container liner operations
 - Reefer and dry vessel operations
 - Terminal operations
 - Port located cold storages with strong connection to the seafood industry
 - Trucking to serve Eimskip's needs and third-party
 - Custom clearance / freight forwarding companies
 - Continued focus on opening new offices supporting the existing network



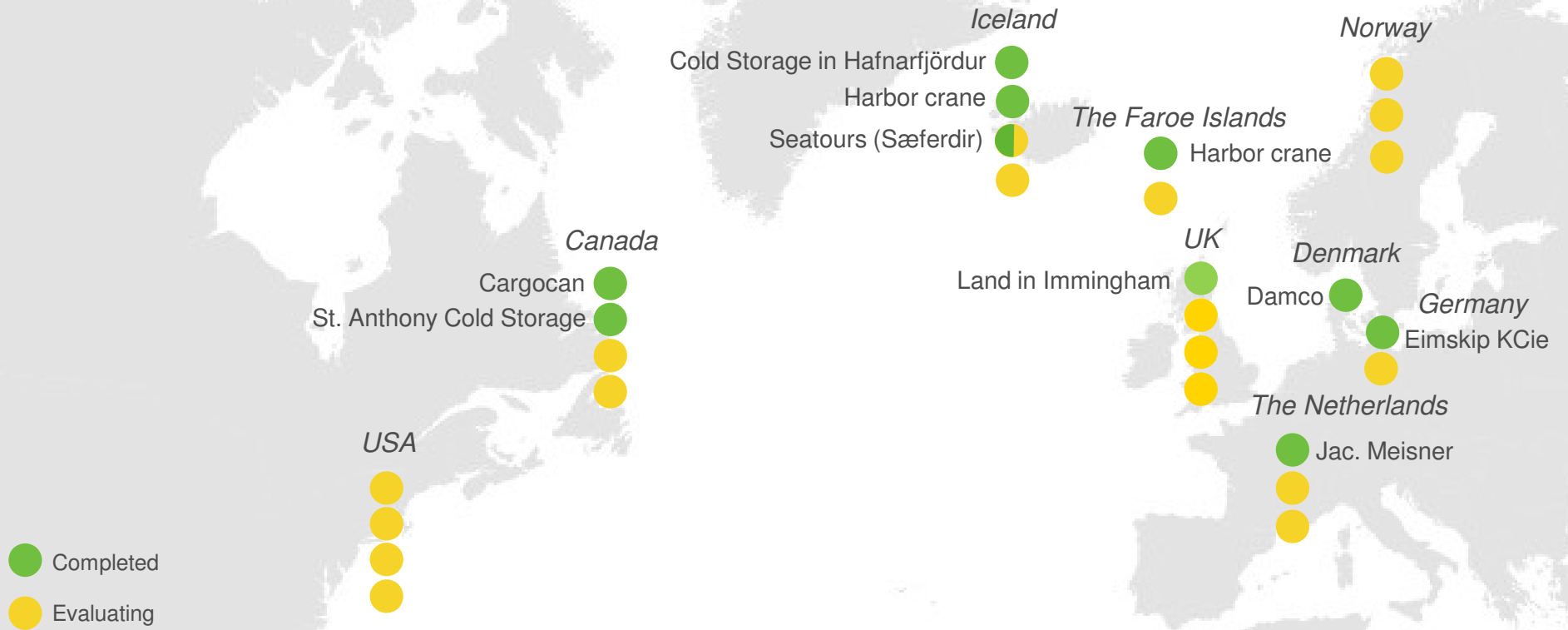
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SUITABLE INVESTMENTS CREATE SHAREHOLDER VALUE

- Eimskip's financial strength allows for M&A investments
- It is important to be selective in potential transactions with the following criteria in mind
 - In line with Eimskip's current vision and strategy
 - Investments that create synergy
 - Investments that create shareholder value
 - Companies with strong management
- Eimskip is currently analyzing about 20 potential projects



M&A TARGETS, JOINT VENTURES AND INFRASTRUCTURE PROJECTS



DUAL LISTING

Depending on various factors

- Shareholders' approval to issue up to 100 million new shares
- The Central Bank of Iceland has approved Eimskip's application for dual listing with certain restrictions
- Influencing factors on the process
 - Potential large investment projects
 - Market conditions
 - Capital controls in Iceland
 - The investigation of the Icelandic Competition Authority
- OSLO Shipping Index May 2014 to May 2015



Source: www.oslobors.no



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LOAN AGREEMENTS

Investment financing and renegotiation of terms

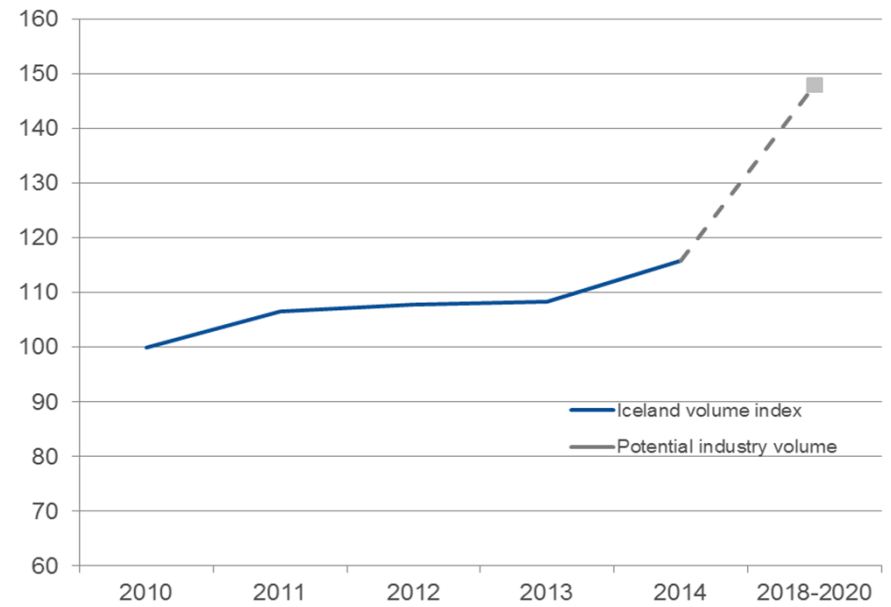
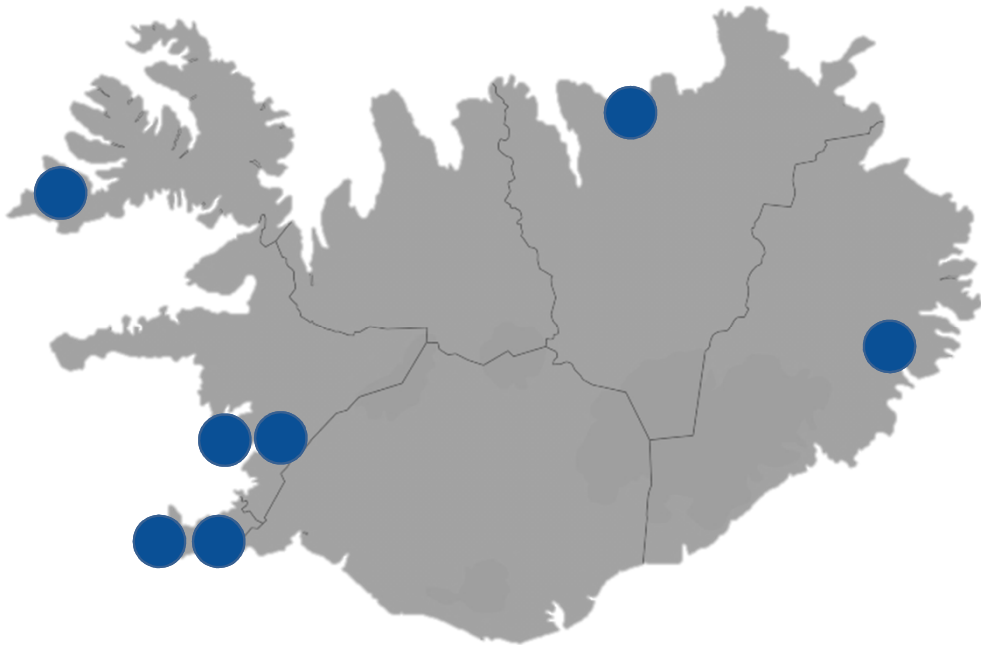
- In April, Eimskip and Íslandsbanki signed a EUR 10 million long-term loan agreement for the construction of the company's new 10,000 ton cold storage facility in Hafnarfjörður, Iceland
- In addition, a credit line in the amount of EUR 12 million was signed in order to support further investment projects
- Eimskip has also renegotiated the interest terms of a total of EUR 45 million mortgage loans with Icelandic banks

OUTLOOK



PLANNED LARGE SCALE PROJECTS IN ICELAND

Volume increase in container traffic may increase by 30-35% in the coming years



DYNAMIC SAILING SYSTEM

Flexible system meeting customer requirements

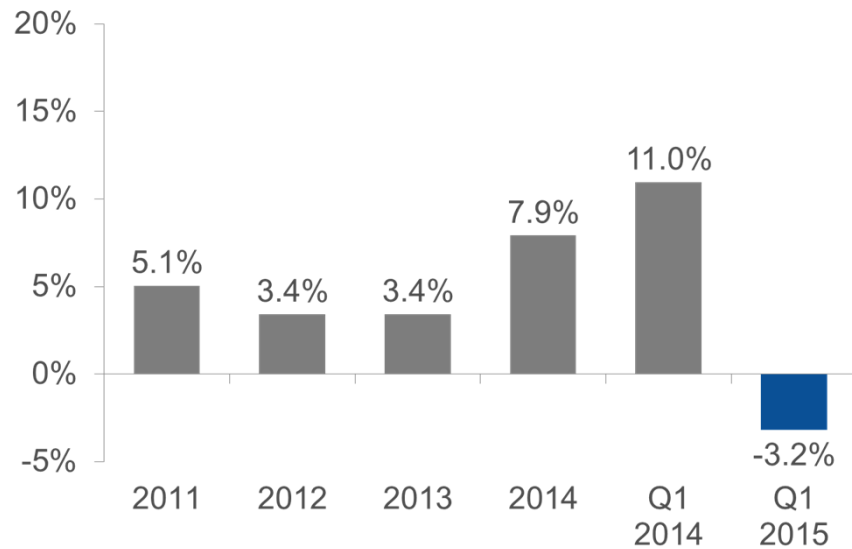
- In April 2015, both the Blue Line and the Yellow Line started calling Hamburg every other week
- The Yellow Line started calling Vlissingen in the Netherlands to pick up anodes for the aluminum industry in Iceland
- In 2015, the Gray Line, serving between the Faroe Islands and Scotland, has three times been routed to mainland Europe to increase the company's capacity due to overbookings from Europe
- In April, an additional vessel was chartered in for one round to increase capacity on the Europe route



EXPECTED VOLUME CHANGES IN LINER SERVICES IN Q2 2015

The first six weeks of Q2 2015 compared to the same period 2014

Liner services

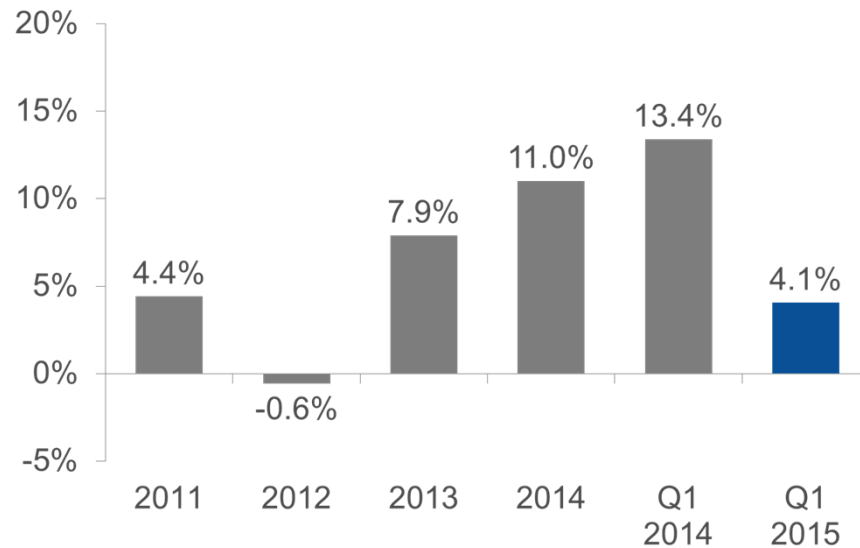


- Total volumes in liner services the first six weeks of Q2 are up by 4.5% compared to the same period 2014
- Volumes to and from Iceland have been growing
- Volumes to and from the Faroe Islands are slightly down
- Volumes in Norway have been picking up after a difficult first quarter
- Transatlantic volumes are growing

EXPECTED VOLUME CHANGES IN REEFER FORWARDING IN Q2 2015

The first four weeks of Q2 2015 compared to the same period 2014

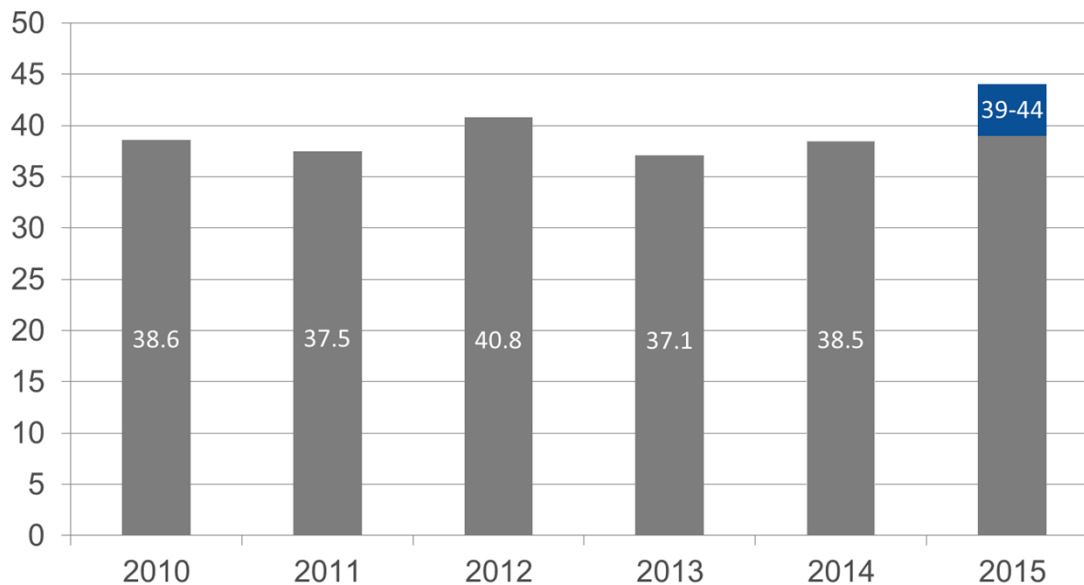
Reefer forwarding



- Total volumes in reefer forwarding the first four weeks of Q2 are up by 11.0% compared to the same period 2014
- Reefer forwarding from Norway is picking up
- New companies acquired in Q1 will have positive impact
- Focus on new commodities and new markets

UNCHANGED EBITDA FORECAST FOR 2015

In the range of EUR 39 to 44 million



Assumptions

- Continued growth in volumes to and from Iceland
- Good mackerel season this summer
- Growth to and from the Faroe Islands
- Growth expected in Norway, but uncertainty regarding volumes from Norway to China
- Growing transport between North America and Europe
- Growth in international reefer forwarding
- Increased earnings related to the merger and acquisitions which have already been announced

Uncertainty

- Uncertainty regarding possible labor strikes in Iceland and conclusion of general wage agreements in the Icelandic labor market
- General uncertainty regarding volumes, rates, fuel costs and competition

Q & A



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