

FINANCIAL REPORT Q1 2015 INVESTOR PRESENTATION

28 April 2015



DONG
energy

Disclaimer

Certain statements in this presentation are based on the beliefs of our management as well as assumptions made by and information currently available to the management. Forward-looking statements (other than statements of historical fact) regarding our future results of operations, financial condition, cash flows, business strategy, plans and future objectives can generally be identified by terminology such as “targets”, “believes”, “expects”, “aims”, “intends”, “plans”, “seeks”, “will”, “may”, “anticipates”, “continues” or similar expressions.

These statements are not guarantees of future performance and involve certain risks and uncertainties. Therefore, actual future results and trends may differ materially from what is forecast in this annual report due to a variety of factors, including, but not limited to, changes in temperature and precipitation levels; the development in oil, gas, electricity, coal, CO₂, currency and interest rate markets; changes in legislation, regulation or standards; renegotiation of contracts; changes in the competitive environment in DONG Energy's markets; and security of supply.

We urge you to read our annual report available on our website at www.dongenergy.com for a discussion of some of the factors that could affect our future performance and the industry in which we operate.

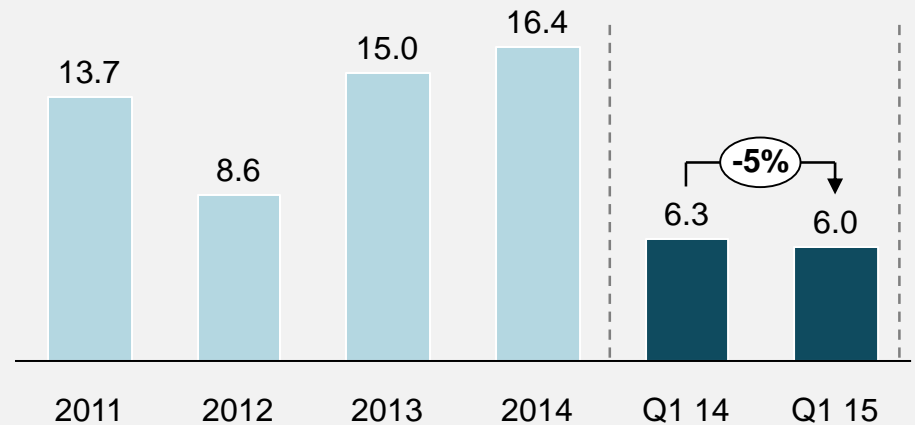
Should one or more of these risks or uncertainties materialise or should any underlying assumptions prove to be incorrect, our actual financial condition or results of operations could materially differ from that described herein as anticipated, believed, estimated or expected.

Solid start to the year

Highlights Q1 15

- Solid results despite low oil and gas prices
- EBITDA of DKK 6.0bn (down 5% y/y)
- Comparison y/y impacted by partial sale of London Array in Q1 14 (DKK 1.4bn impact)
- Positive impact in Q1 15 from settlement of insurance claims and gain from partial sale of Glenlivet
- Credit metrics supporting ratings (FFO/Adj. net debt of 32%)
- Net profit of DKK 1.7bn (up 9% y/y)

Group EBITDA (DKKbn)

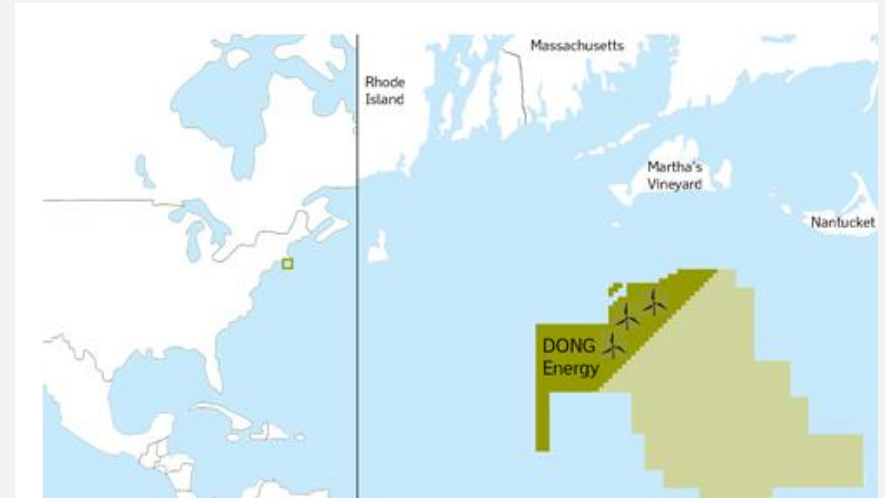


US offshore wind project rights

Securing project rights in Massachusetts

- Agreement to take over RES Americas +1GW newly assigned projects rights off the coast of Massachusetts (MA)
- First project entry outside the European market forming part of the pipeline post 2020
- US offshore wind market is currently at development stage, but potential to reach 20GW of installed capacity by 2030 according to US Department of Energy
- Site conditions in MA relatively similar to Northwest Europe and the project could be developed using well-known technology and logistics
- Regulatory framework yet not in place in MA, but a scheme is expected to be in place within the next 12-18 months

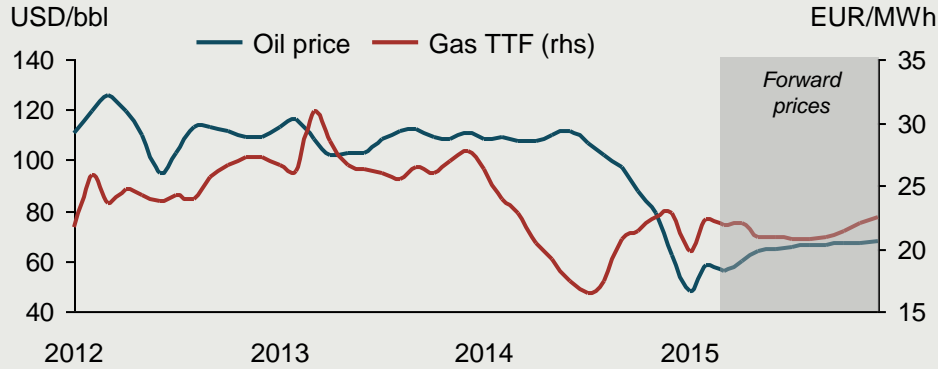
The Massachusetts lease (+1GW)



- Total size: 760 km²
- Distance to shore: 90 km
- Water depth: 40-50 meters

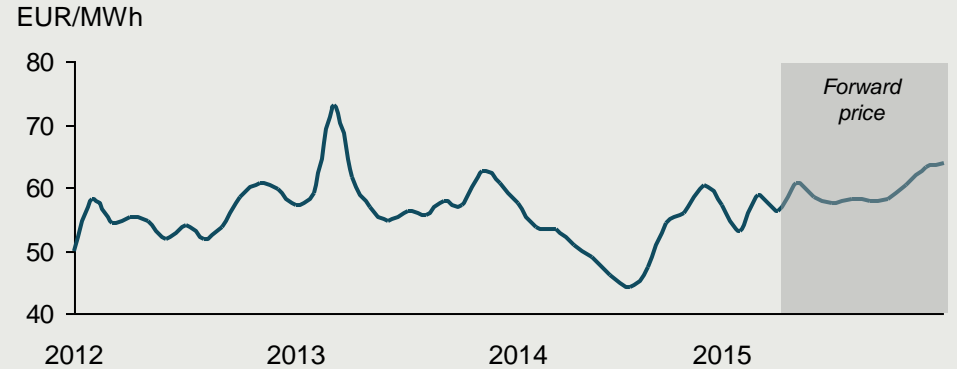
Market conditions and prices

OIL AND GAS PRICE



Source: Platts, Argus

UK POWER PRICE

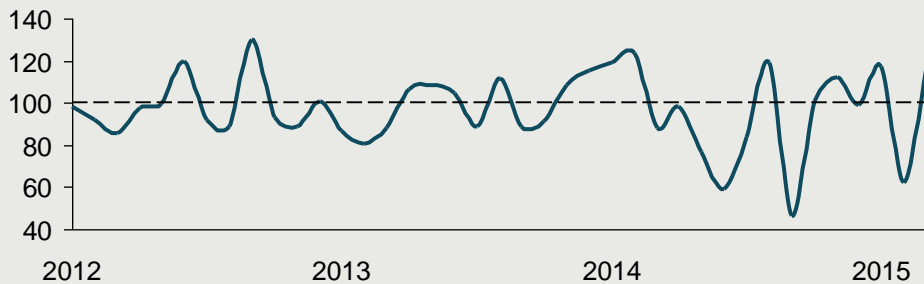


Source: LEBA

WIND ENERGY CONTENT

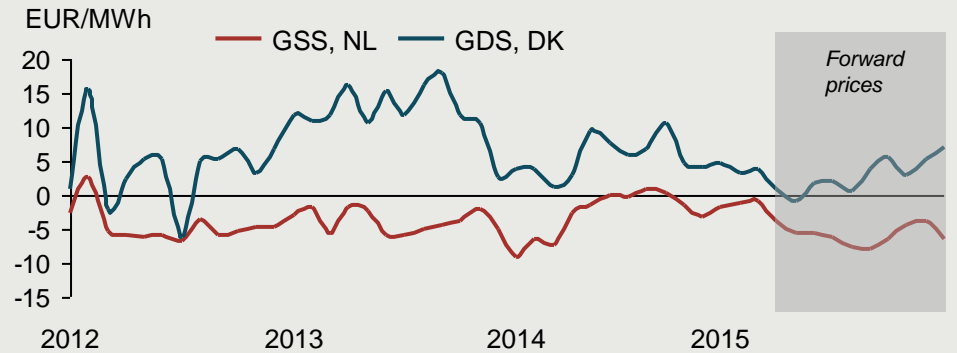
Wind index for DONG Energy's offshore wind farms

Index: Wind energy content vs. the normal wind energy of the month



Source: DONG Energy wind data

GREEN DARK SPREAD (DK) AND SPARK SPREADS (NL)



Source: APX, Argus, Nord Pool, ECX

Financial highlights Q1 2015

EBITDA – DKK 6.0bn (down 5% y/y)

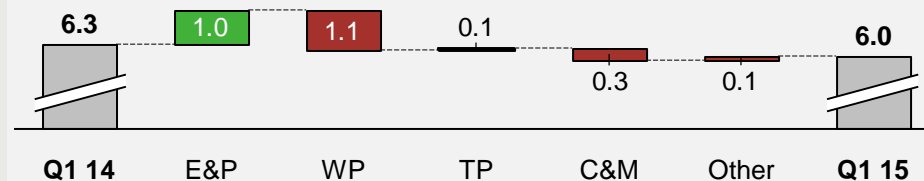
- ✓ Strong operational performance in WP and E&P
- ✓ Cost reductions in E&P
- ✓ Contribution from West of Duddon Sands
- ✓ Settlement of insurance claims
- ✓ Gain from partial sale of Glenlivet
- ✗ Declining gas and oil prices (hedging done after tax)
- ✗ Comparison impacted by gain on partial sale of London Array in Q1 14 (DKK 1.2bn) as well as lost production from sale (DKK 0.2bn)
- ✗ Negative time-lag effect on gas sourcing contracts

Operating cash flow – down 49% y/y

- ✗ Large working capital outflow (from extraordinary low level at EoY 2014)
- ✗ Higher paid tax due to extraordinary tax deduction in Q1 14 from Ormen Lange redetermination

Selected financials (DKKm)	Q1 14	Q1 15	FY2014
Revenue	20,192	19,267	67,048
EBITDA	6,334	6,001	16,389
Net finance costs	-722	-849	-1,710
Net profit	1,594	1,744	-5,284
Assets	167,143	160,346	149,914
Equity	67,603	62,937	61,533
Net debt	6,362	6,934	3,978
Operating cash flow	4,519	2,296	14,958
Gross investments	-3,794	-4,668	-15,359
Net investments	2,367	-4,611	-4,706
FFO/Adjusted net debt	44.4%	32.3%	36.1%
ROCE	2.0%	-7.9%	-8.0%
ROCE excl. oneoffs ¹	7.8%	4.1%	4.1%

EBITDA (DKKbn)



Note (1): Excluding impairments

Exploration & Production

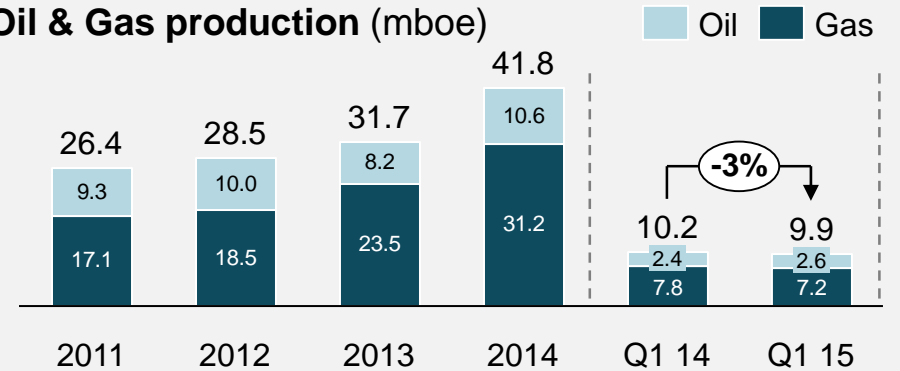
Operational highlights Q1 15

- Production down 3%
- ✗ Shorter shutdowns from maintenance and minor repair works at Norwegian fields
- ✓ Ordinary production from Siri and production increase in Syd Arne from buildout of phase 3

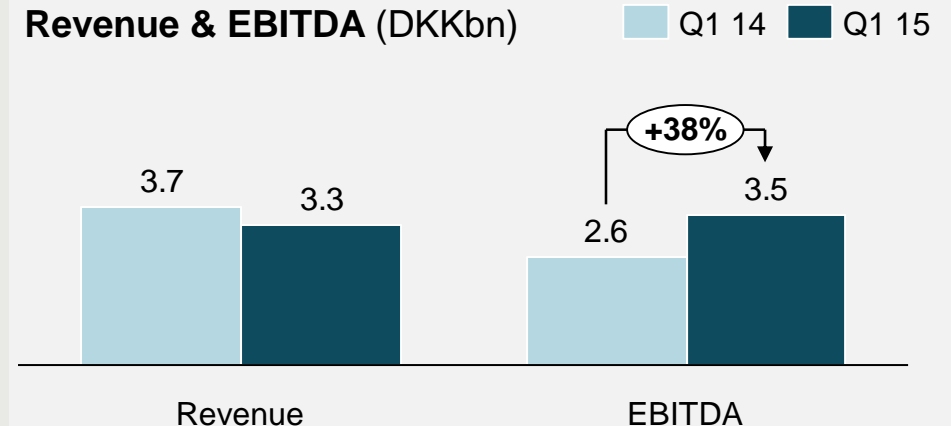
Financials highlights Q1 15 – EBITDA up 38% y/y

- ✓ Strong operational performance
- ✓ Settlement of insurance claim
- ✓ Gain from farm-down in Glenlivet
- ✓ Cost reductions
- ✗ Gas and oil prices fully hedged, but declining prices still impact EBITDA as hedging is conducted post hydrocarbon and corporate tax

Oil & Gas production (mboe)



Revenue & EBITDA (DKKbn)



Wind Power

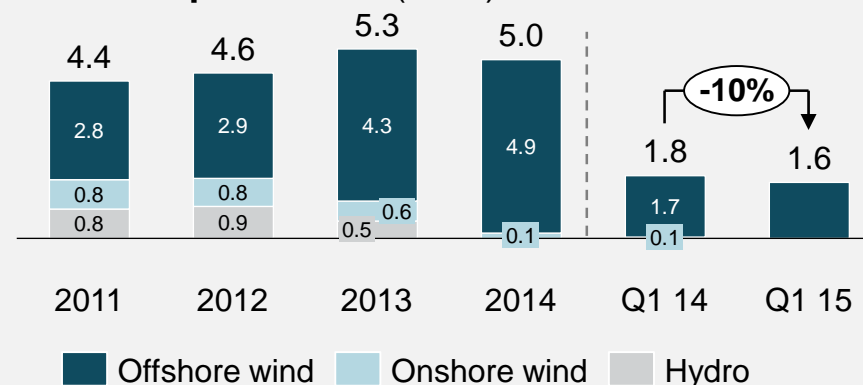
Operational highlights Q1 15

- Production down 10%
 - ✗ Lost production from partial London Array sale
 - ✗ Outage on Anholt due to cable failure (fully compensated by TSO)
 - ✓ Full production from West of Duddon Sands
- Acquisition of remaining shares in Hornsea project
- Securing US offshore wind project rights

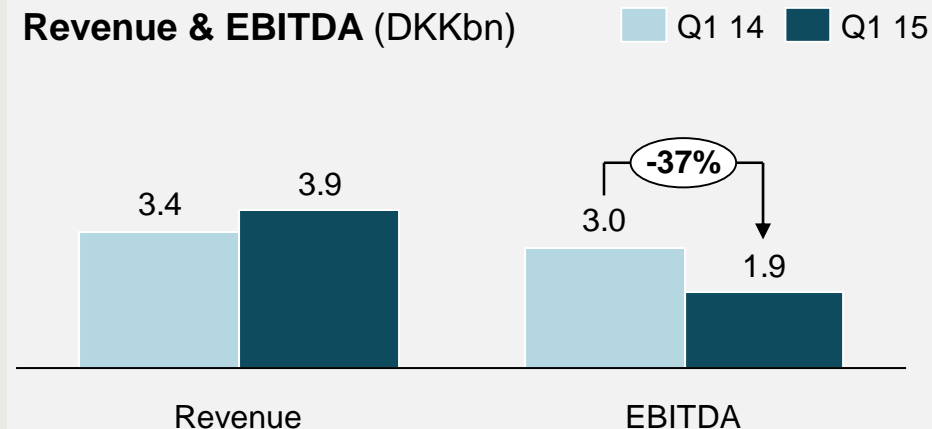
Financials highlights Q1 15 – EBITDA down 37% y/y

- ✗ Gain on partial sale of London Array in Q1 14 (DKK 1.2bn)
- ✗ Lost production from London Array sale (DKK 0.2bn)
- ✓ Strong operational performance
- ✓ Contribution from West of Duddon Sands

Renewable production (TWh)



Revenue & EBITDA (DKKbn)



Thermal Power

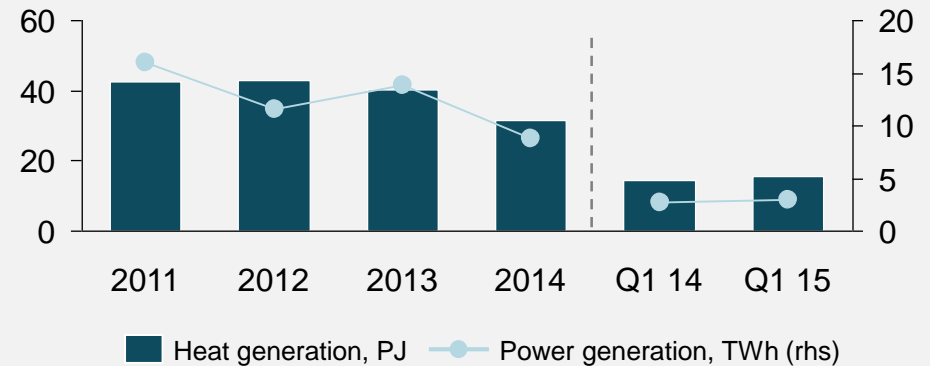
Operational highlights Q1 15

- ✓ Heat generation up 7% y/y primarily due to historically warm weather in Q1 14
- ✓ Power generation up 9% y/y from primarily higher generation at Enecogen due to somewhat improved market conditions
- Decision to convert remaining unit at Avedøre power station to firing with biomass

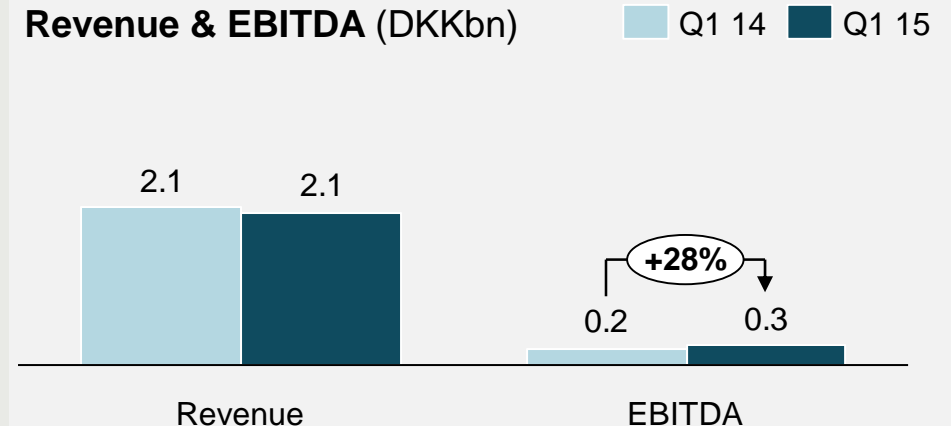
Financials highlights Q1 15 – EBITDA up 28% y/y

- ✓ Settlement of insurance claim
- ✗ Continued low spreads

Thermal heat and power production (PJ, TWh)



Revenue & EBITDA (DKKbn)



Customers & Markets

Operational highlights Q1 15

- ✗ Declining gas sales due to lower sales on UK exchanges
- ✗ Declining power sales due to lower sales of green certificates
- Signed contract for smart electricity meters to one million customers
- In April 2015, one renegotiation of long-term gas sourcing contact was completed in line with expectations

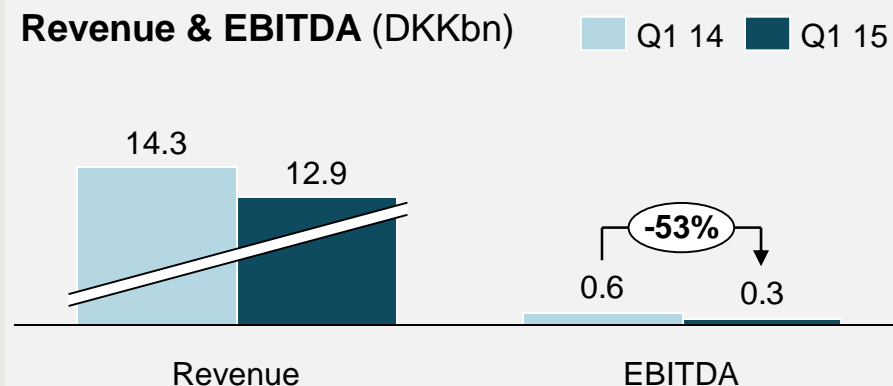
Financials highlights Q1 15 – EBITDA down 53% y/y

- ✗ Lower oil and gas prices
- ✗ Negative time-lag effect on oil-indexed gas sourcing contracts (impact from lower oil price feeding through with 6-12 months lag)

Operational figures

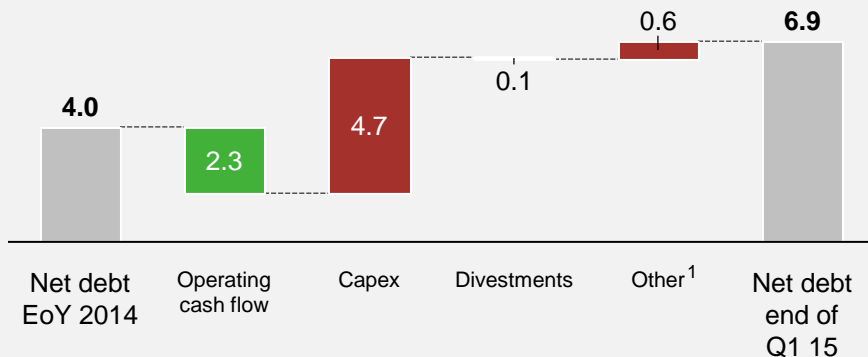
		Q1 14	Q1 15
Gas sales	TWh	36.6	32.0
Power sales	TWh	9.2	7.9
Distribution of gas	TWh	2.9	3.1
Distribution of power	TWh	2.3	2.3

Revenue & EBITDA (DKKbn)



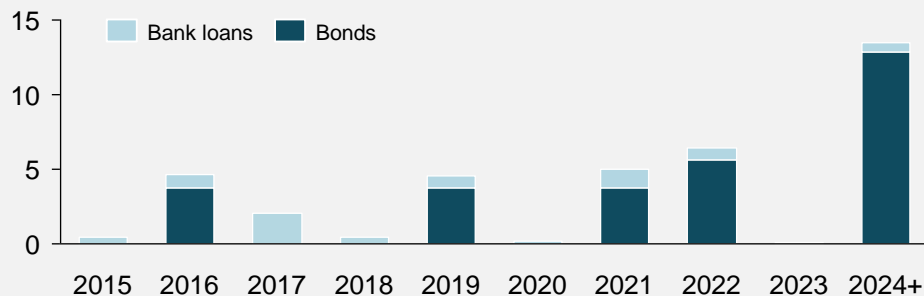
Debt overview

Net debt development Q1 15

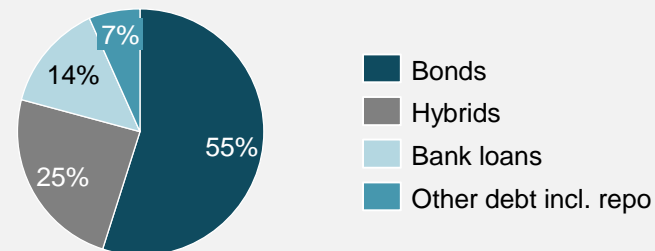


Note (1): Other include FX adjustments, hybrid coupons, dividend to minority shareholders etc.

Long term debt maturity schedule Q1 15 (DKKbn)



Gross debt and hybrids Q1 15



Key ratios loan portfolio²

	Q4 14	Q1 15
Duration (years)	7.7	7.8
Average time to maturity (years)	10.5	10.4
Average interest rate	4.2%	4.2%

Note (2): The key ratios refer to the end of period position and exclude hybrid capital

Liquidity reserves (DKKbn)

	Q4 14	Q1 15
Liquid assets (unrestricted) ³	28.5	24.1
Committed borrowing facilities	17.3	13.6 ⁴
Total	45.8	37.7

Note (3): Marketable securities in REPO transactions excluded (DKK 2.9bn in Q1 15)

Note (4): Four bilateral credit facilities terminated in Q1 15 (DKK 3.8bn)

Calling 3005 hybrid and intention to refinance

- Decision to call the 3005 hybrid (EUR 600m, 5.5%, issued in 2005) at first Par Call date on 29 June 2015
- Intention to refinance the 3005 hybrid during Q2 2015 with a new hybrid of similar size

Unchanged outlook

EBITDA

DKK 15.5-17.5bn in 2015

- Comments to guidance :
 - Hedging securing after tax result, not EBITDA
 - EBITDA for Q2 15 expected to be below corresponding quarter in 2014 where gain on sale in Wind Power was recognised

Net investments

DKK 35-40bn for 2015-2016

FFO/Adjusted net debt

Around 30% in 2015



Q&A

(to ask a question on the conference
call, press 01 on the telephone key pad)

APPENDIX

Market prices

(average)		Forwards as of 23 Apr. 2015 (rest of year)	Actual, Q1 15	Actual, Q1 14
Oil, Brent	USD/bbl	66	54	108
Gas, TTF	EUR/MWh	21	21	24
Gas, NBP	EUR/MWh	21	22	25
Electricity, Nord Pool system	EUR/MWh	25	28	30
Electricity, Nord Pool, DK ¹	EUR/MWh	29	28	29
Electricity, EEX	EUR/MWh	32	32	34
Electricity, UK	EUR/MWh	60	55	55
Coal, API 2	USD/tonne	57	61	78
CO ₂ , EUA	EUR/tonne	7.3	7.1	6.0
Green dark spread, DK ¹	EUR/MWh	3.6	2.2	2.5
Green spark spread, NL	EUR/MWh	(6.0)	(3.2)	(7.8)
USD exchange rate	DKK/USD	6.9	6.6	5.4
GBP exchange rate	DKK/GBP	10.4	10.0	9.0

Source: Platts, Argus, Nord Pool, LEBA, APX and ECX.

¹ Based on average prices in DK1 and DK2.

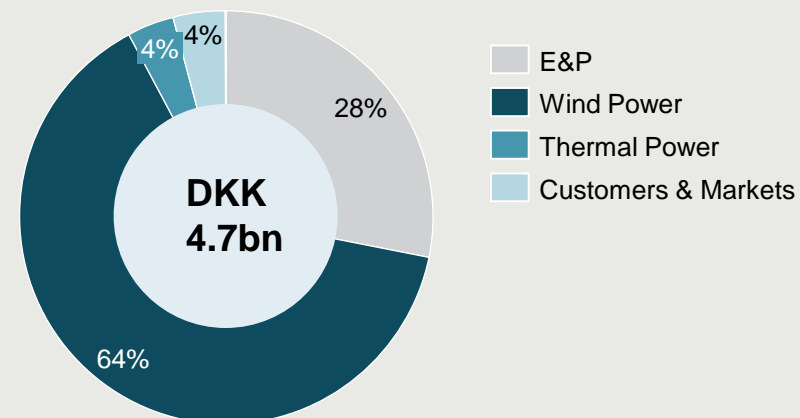
Investments

Investments in Q1 15

Cash flow from investing activities	- 5,806
Purchase and sale of securities (reversal)	1,163
Sale of assets and companies (reversal)	- 72
Other	47
Gross investments	- 4,668
Sale of assets and companies	72
Other	- 15
Net investments¹	- 4,611

Note (1): Net investments are defined as the effect on DONG Energy's net debt from investments and acquisitions and disposals of enterprises





Gross investments on Business Units in Q1 15



FFO/Adjusted net debt calculation

	LTM Q1 14	LTM Q1 15
EBITDA (Business Performance)	16.7	16.1
Reversal of recognised lease payment	0.4	0.6
Adjusted net interest expenses	-2.9	-2.4
<i>Net interest expenses</i>	-1.7	-1.1
<i>Capitalised interest</i>	-0.3	-0.4
<i>Interest element of decommission obligations</i>	-0.4	-0.4
<i>50% of hybrid coupons</i>	-0.3	-0.4
<i>Operating leases, interest element</i>	-0.2	-0.2
Current tax	-3.5	-4.9
Funds From Operations (FFO)	10.8	9.3
Accounting net debt	6.4	6.9
50% of hybrid capital	6.6	6.6
Restricted liquid assets (excluding REPO's)	1.8	4.5
Operating leases, PV (4.5% discount rate)	4.1	4.3
Decommissioning obligations	9.2	10.8
Deferred tax on decommissioning obligations	-3.7	-4.4
Adjusted net debt	24.3	28.8
FFO/Adjusted net debt	44.4%	32.3%

Financial targets by Business Units

ROCE	LTM Q1 15	Target 2016	Target 2020
Group	-7.9% (4.1% excl. writedowns)	>10%	>12%
 E&P	-30.5% (10.7%)	~12% on average for 2015-2020	
 WP	5.3% (5.3%)	6-8%	12-14%
 C&M	-8.9% (-3.2%)	>8%	>10%
 TP	Negative FCF ¹	Target 2018: Positive FCF ¹	

Note (1): Free Cash Flow (FCF) defined as Operating Cash Flow less Gross Investments