

FINANCIALS 2011 FULL YEAR RESULTS

12 March 2012



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.

A number of different factors may cause the actual performance to deviate significantly from the forward-looking statements in this presentation including but not limited to general economic developments, changes in temperature and precipitation, changes in market prices (e.g. oil, gas, power, coal, CO₂, currency), changes in the competitive environment, developments in the financial markets and changes in legislation or case law.

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.

Agenda



- **DONG Energy highlights**
- Financials
- Outlook
- Appendix

Highlights full year 2011

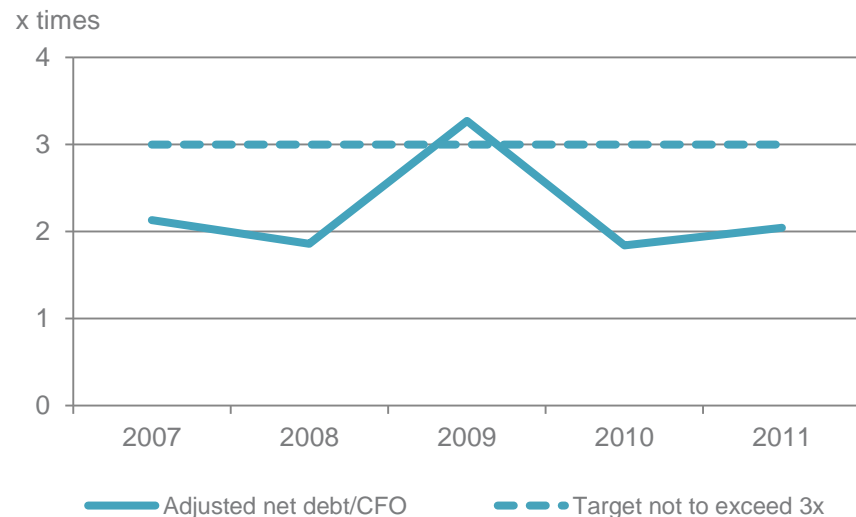
Highlights¹

- Revenue of DKK 56.8bn (up 4% y/y)
- EBITDA of DKK 13.8bn (down 3% y/y)
- Net debt of DKK 23.6bn (DKK 22.1 at Q4 10)
- Adjusted net debt/CFO at 2.0x (1.8x in 2010)
- Net result at DKK 2.9bn (DKK 4.5bn in 2010)
- Proposed dividends of DKK 1.5bn

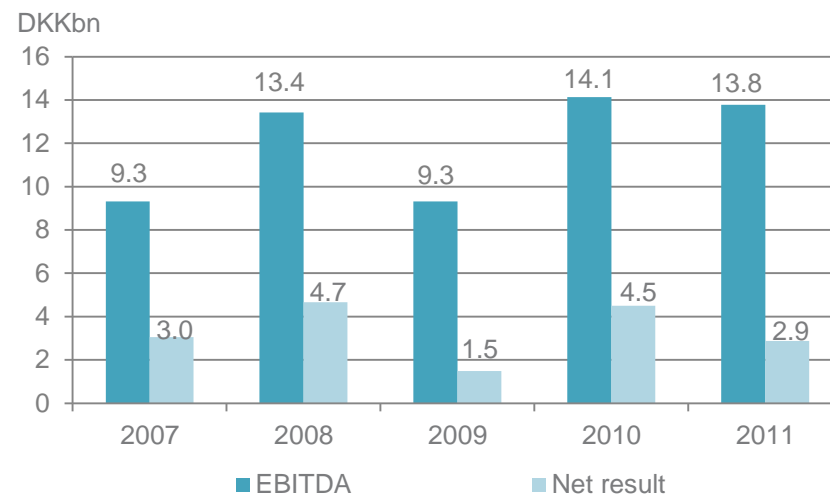
Outlook:

- EBITDA 2012 expected to be in line with 2011

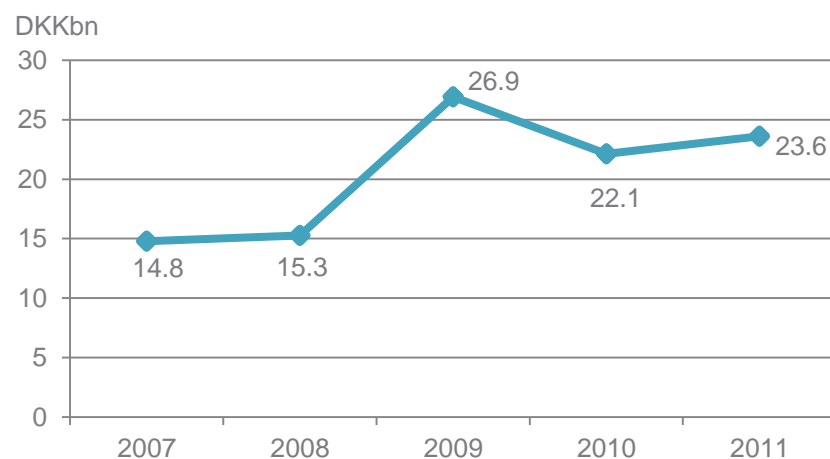
Capital structure



Key figures



Net debt



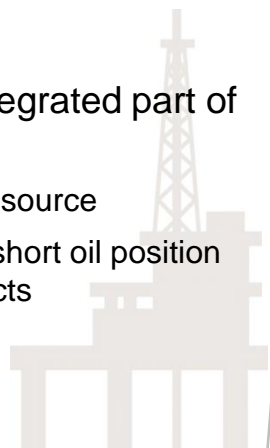
Gas & Oil

NATURAL HEDGES FROM INTEGRATED POSITIONS

Gas and Oil production

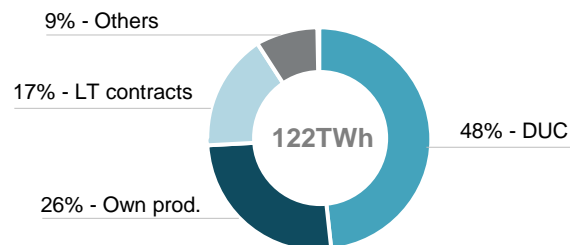
E&P strategy

- North Sea diversified asset portfolio and prospect
 - Support long term business sustainability
 - Limited country risk exposure
- Deliver robust growth and adding value
 - Reserve/Production ratio of 17 years
- Gas & Oil production integrated part of group's value chain
 - Equity gas – a significant source
 - Oil production mitigating short oil position from gas sourcing contracts



Gas sourcing and gas sales

Diversified sourcing portfolio (2011 volumes)



Increasing gas flexibility



LNG

- Rotterdam Gate LNG terminal operational at the end of 2011
- DONG Energy owns 5% of Terminal



Gas storage

- Ownership and lease of storage facilities (eg. Etzel in Germany)
- Adds flexibility to gas sourcing

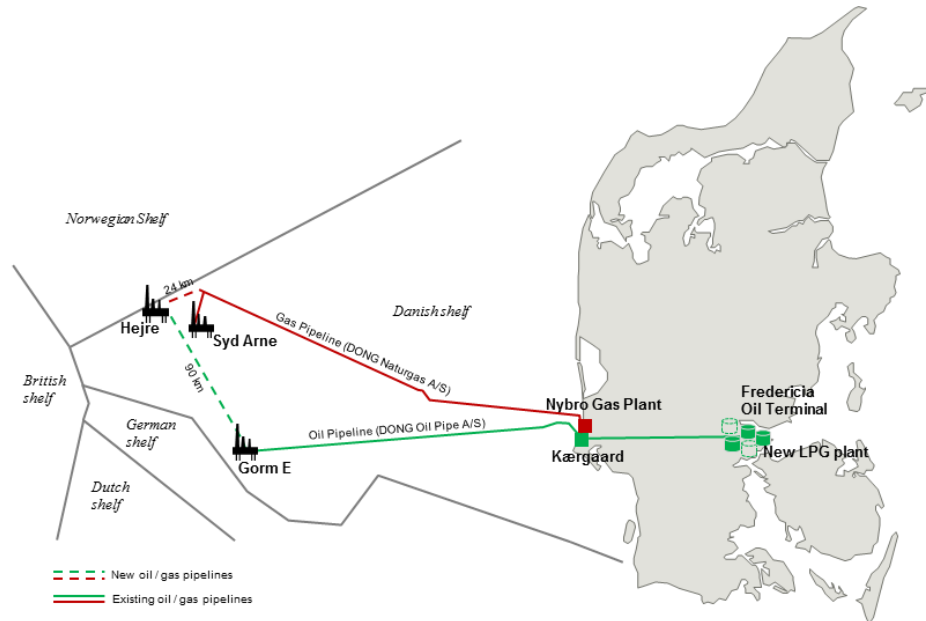
Hejre field development decision in the North Sea

■ The investment in Hejre

- Increases and diversifies DONG Energy's Oil & Gas production
- Significantly contributes to the Danish shelf supply of oil and gas
- Materially mitigates the short oil position stemming from oil-indexed gas contracts
- Creates attractive value

Key facts about the Hejre field

Location	Danish North Sea
Reserves	~ 170m boe (DONG Energy's share ~ 100m boe)
Ownership	DONG Energy 60% (operator) Bayerngas 40%
Production start	End of 2015
Capex	DONG Energy's total capex: DKK 9.2bn <ul style="list-style-type: none"> • Field: DKK 7.3bn (DONG Energy's share) • Oil Terminal: Approx. DKK 2bn

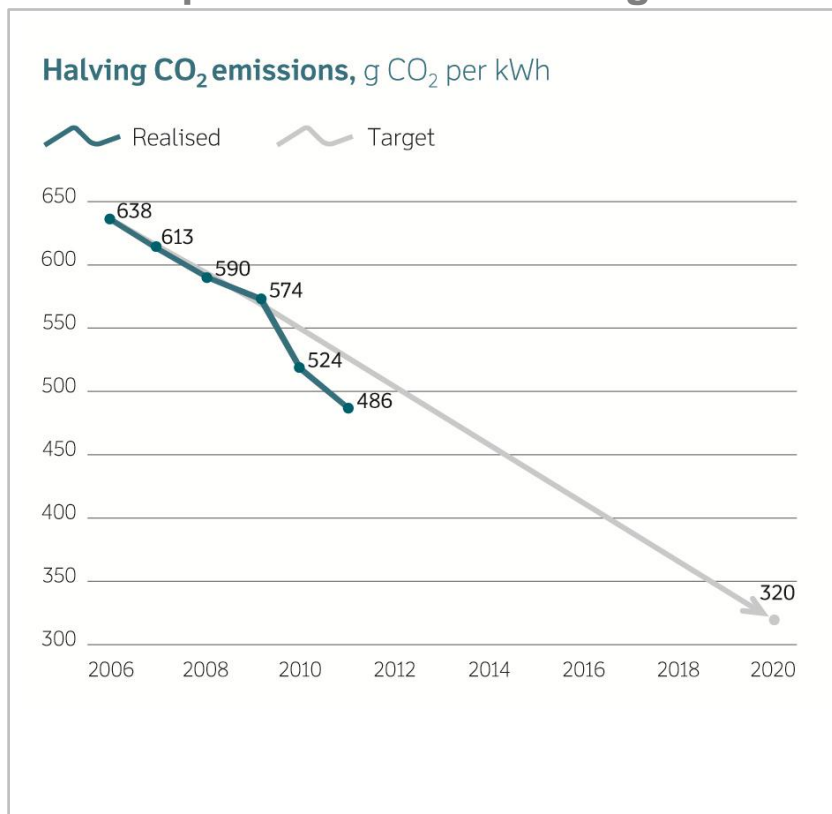


Power

STRATEGIC THEMES AND RECENT SELECTED EVENTS



Thermal power – Decarbonising



Thermal power – Selected events

- **Denmark**
 - Transition to biomass
 - Adaption of central capacity to evolving market conditions
 - ✓ Mothballed 1.4 GW since 2008
 - ✓ Mothball a further 0.9 GW in 2013
 - Divestment of small size plants
 - ✓ 5 De-central power plants sold in 2011/2012
- **North Western Europe**
 - New gas-fired generation improves geographical diversification and robustness

Power

STRATEGIC THEMES AND RECENT SELECTED EVENTS

Decarbonise **85/15**

Stabilise



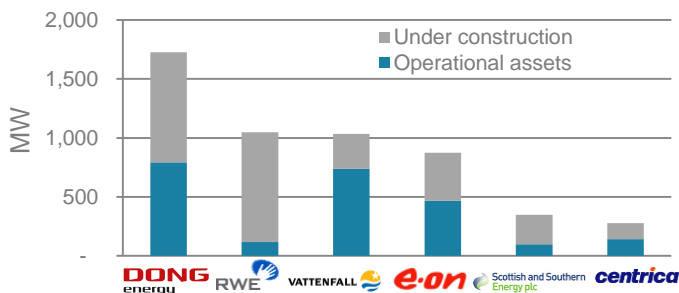
Diversify



Wind Power – strategic themes

- **Market leader** (*Offshore wind*)
 - Industrialisation concept
 - New investments & maturing pipeline

In operation & under construction, end 2011



- **Capital effective & Robust**
 - Partnerships and divestments
 - Diversify across regulatory regimes and markets

Wind Power – selected events

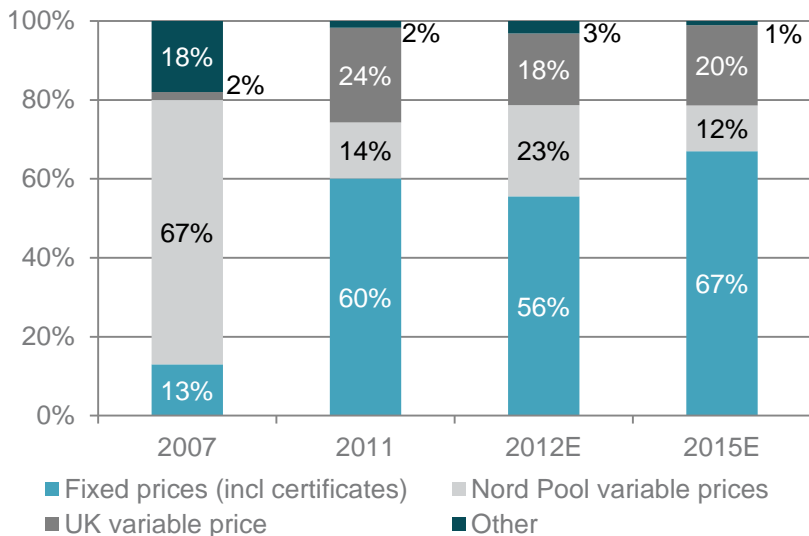
- **Strengthened supply chain & logistics**
 - Acquisition of CT offshore
 - Investment in special purpose vessel
- **Continued decisions to construct**
 - Borkum Riffgrund 1
 - West of Duddon Sands
- **Expanded pipeline for future projects**
 - Horns Sea, Borkum Riffgrund West
- **Divestments**
 - Borkum Riffgrund 1
 - Anholt
 - Gunfleet Sands



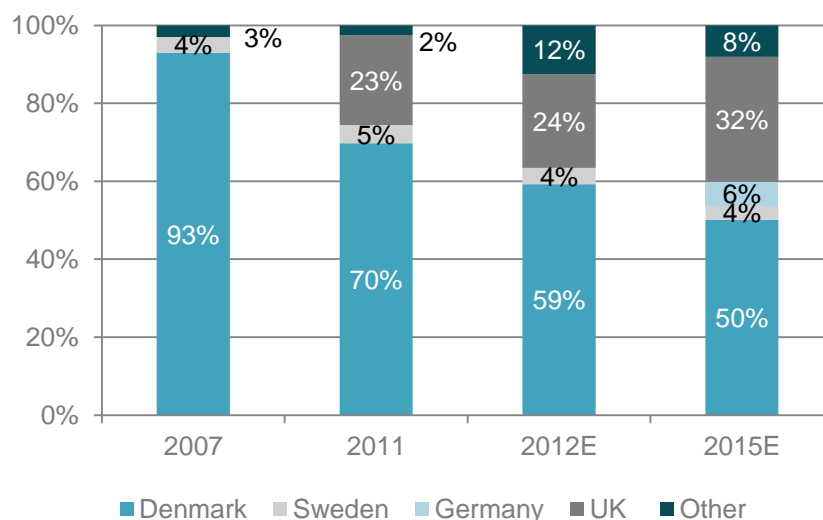
Power

INCREASING DIVERSIFICATION AND ROBUSTNESS

Reducing market price risk
power production (relative value)

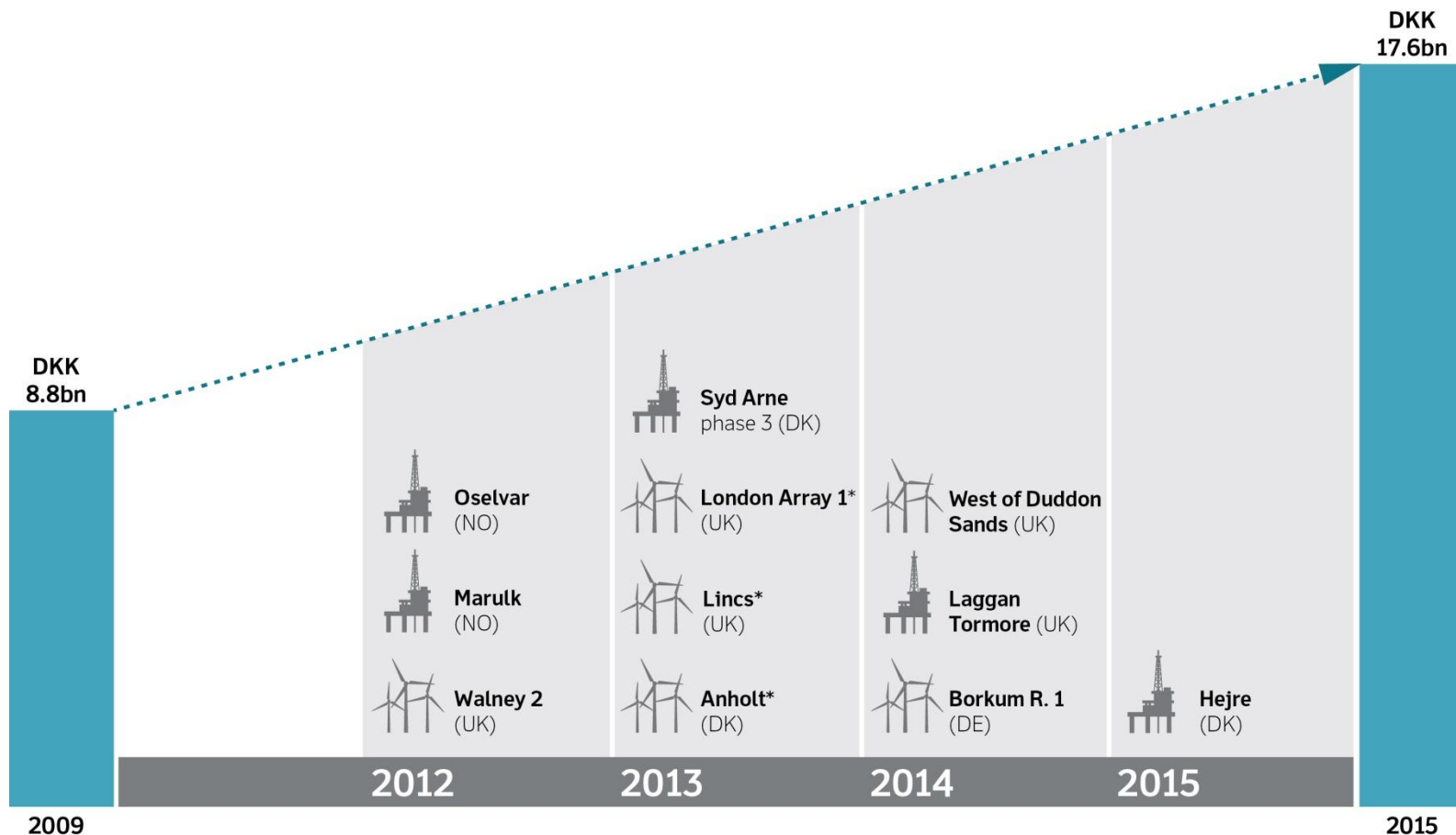


Continued geographic diversification
power production (volume)



On target to double EBITDA in 2015 compared to 2009

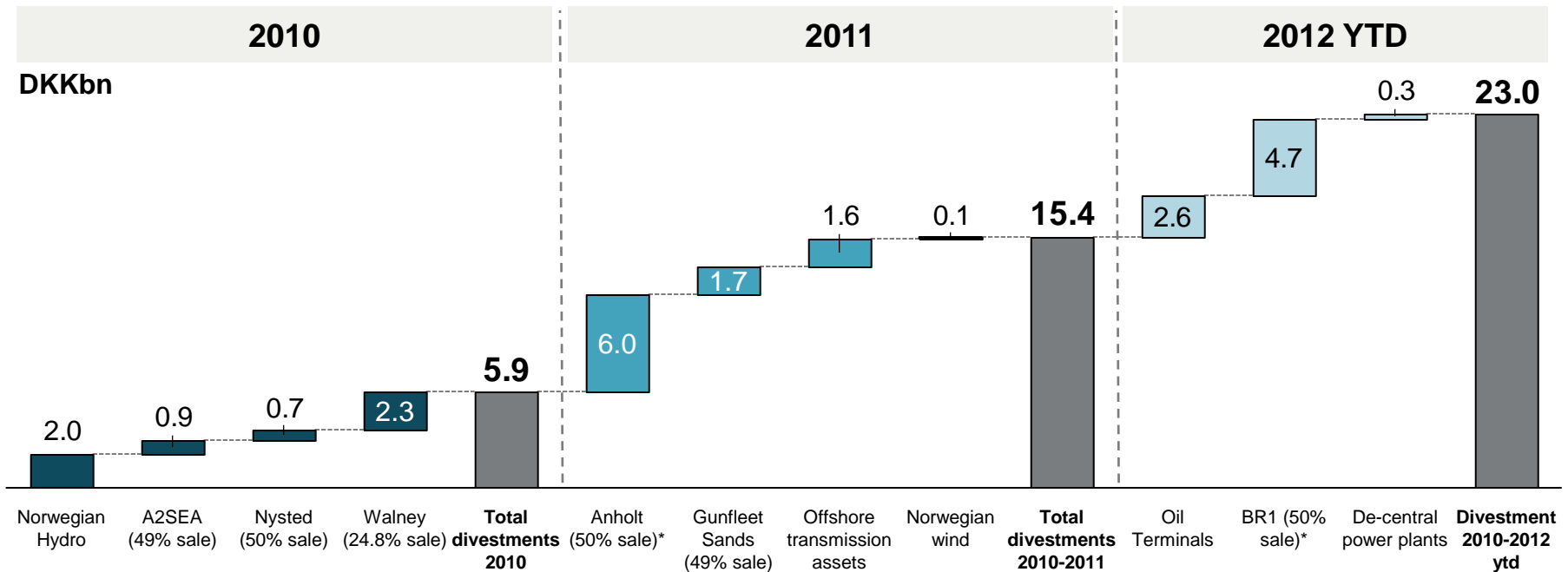
STATUS ON INVESTMENT PLAN



Note: Start year for wind farms refers to Commercial Operating Date
 *: First power in 2012

Divestments increasing robustness

- **Sizeable divestments in recent years in order to:**
 - Focus on core activities
 - Balance investment in new assets
 - Diversify risks
- **Divestments partly through strategic partnerships with financial & industrial investors as well as foundations**



*: Proceeds from divestment occur during construction phase

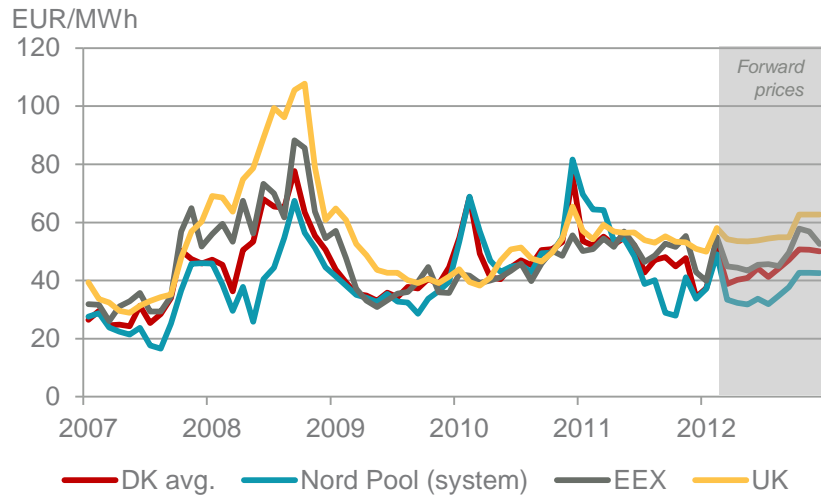
Agenda



- DONG Energy highlights
- **Financials**
- Outlook
- Appendix

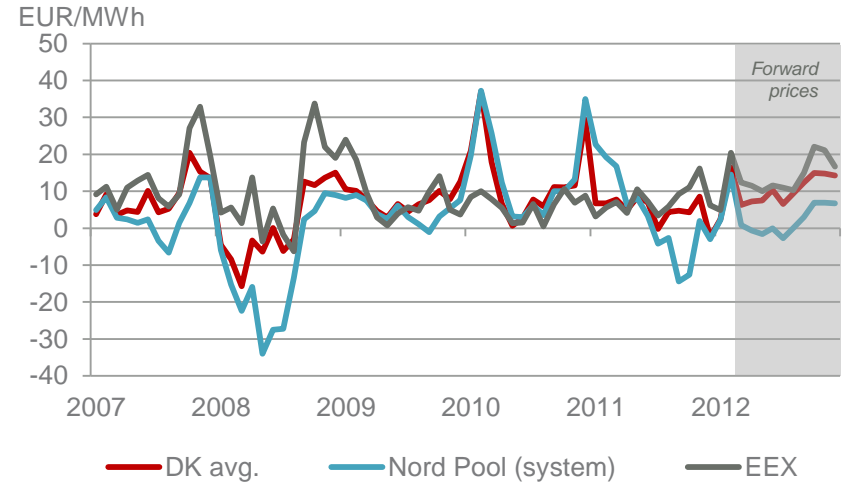
Market prices

Power prices (monthly average)



Source: Argus, Heren, Nord Pool

Green Dark Spread (monthly average)



Source: Argus, Nord Pool

Gas/Oil Spread: Gas hub price - Oil indexed gas price (BAFA)



Source: BAFA, Argus and own calculations

Selected Financial Figures

Business Performance

DKK million	2011	2010
Revenue	56,842	54,616
EBITDA	13,770	14,135
Financial items, net	-282	-1,595
Profit after tax	2,882	4,499
Assets	154,073	137,339
Equity incl. hybrid	57,740	51,308
Net debt	23,615	22,139
FFO	11,706	12,498
CFO	12,624	14,214
Adjusted net debt ¹ /EBITDA	1.9x	1.9x
Adjusted net debt ¹ /CFO	2.0x	1.8x
FFO/Net debt	50%	56%

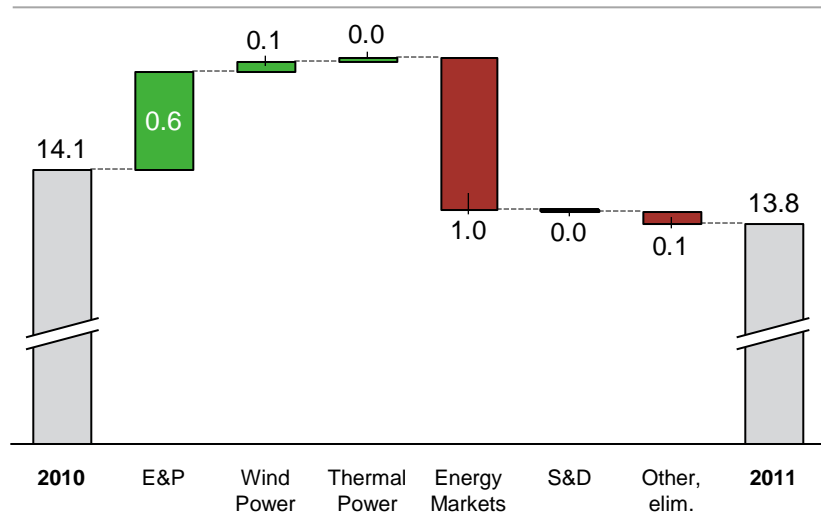
Note (1): Net debt plus 50% of outstanding hybrid capital due 3005 and 0% of hybrid capital due 3010

- **EBITDA** decreased to DKK 13.8bn (down 3% y/y)
 - ✓ Higher oil and gas production
 - ✓ Renegotiation of gas contracts
 - ✗ Lower margin on gas sales
 - ✗ Higher fixed costs due to increased activities
 - ✗ Cost related to Siri repair (DKK 0.8bn)
- **Net financials items** declining to DKK 0.3bn
 - ✓ Conversion of part of loan portfolio from fixed to floating
 - ✓ Positive MV adjustment to marketable securities and certain FX adjustments
- **Cash flow from operations** at DKK 12.6bn (down 11% y/y)
 - ✗ Higher paid taxes in Norway
 - ✓ Lower paid interest
- **Net debt** at DKK 23.6bn (up 7% vs. year end 2010)
- **Strong credit metrics maintained**
 - Adjusted net debt to CFO at 2.0x (1.8x in 2010)
 - Adjusted net debt to EBITDA at 1.9x (1.9x in 2010)²

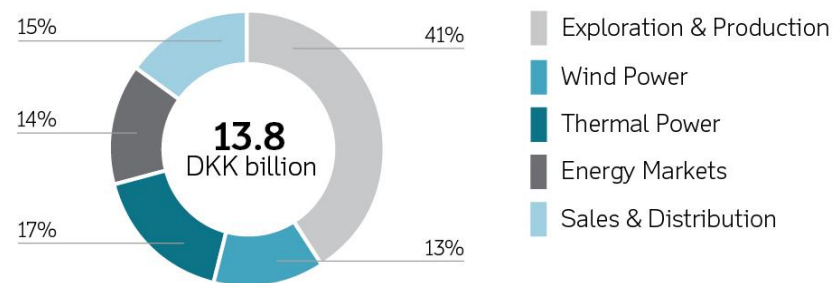
Note (2): See further on slide 16

EBITDA development on Business Units

EBITDA development (DKKbn)



EBITDA distribution 2011



E&P

- ✓ Rising Oil & Gas prices and higher production (up 8% y/y)
- ✗ Cost related to Siri repair of DKK 0.8bn

Wind Power

- ✓ Higher production (up 11% y/y)
- ✗ Higher costs from increased operations

Thermal Power

- ✓ Full-year impact from Severn and Mongstad
- ✗ Lower production and lower Green Dark Spread

Energy Markets

- ✓ Renegotiation of gas contracts (DKK 1bn)
- ✗ Lower margin on gas sales

Sales & Distribution

- ✓ Lower cost level
- ✗ Reduced volumes due to intensifying competition and milder weather

Adjusting capital structure target

Adjusting the capital structure target – rationale:

- Align to DONG Energy overriding financial steering figure EBITDA
 - With Business Performance EBITDA captures DONG Energy's underlying performance (better than CFO)
- Align to industry practise

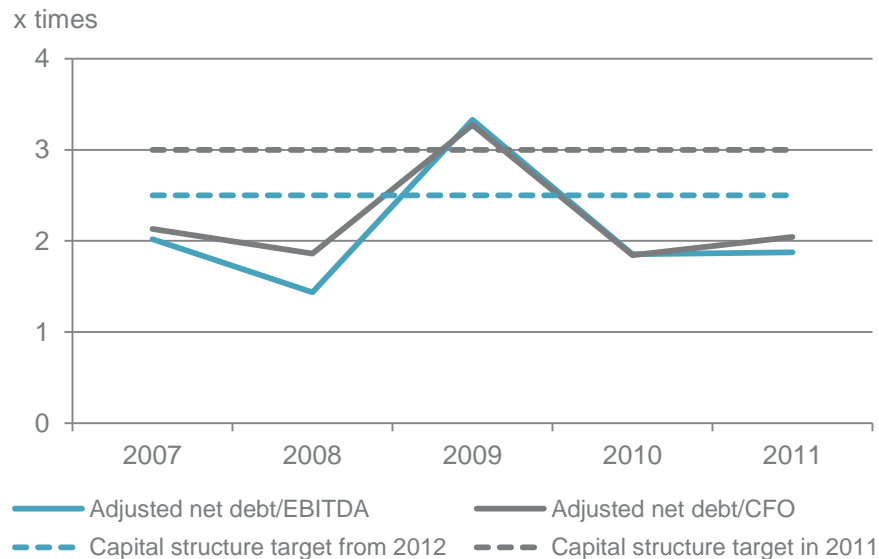
New:

Adjusted net debt up to 2.5 times EBITDA

Previous:

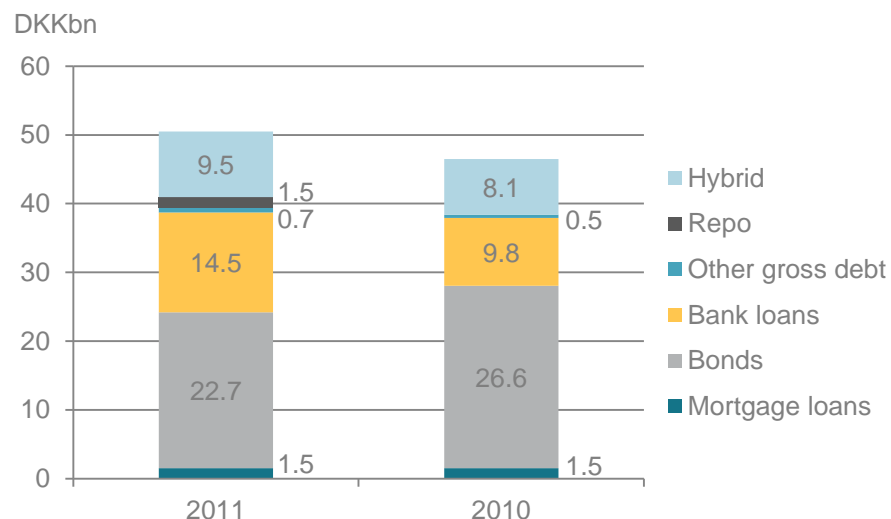
Adjusted net debt of up to 3.0 times the cash flows from operating activities

- The new target and lower level underlines DONG Energy's strong focus on capital structure
- Unchanged definition of adjusted net debt



Debt overview

Gross interest-bearing debt (incl. hybrid capital)



Net debt: 23.6bn

22.1bn

Key ratios gross loan portfolio (incl. hybrid capital)

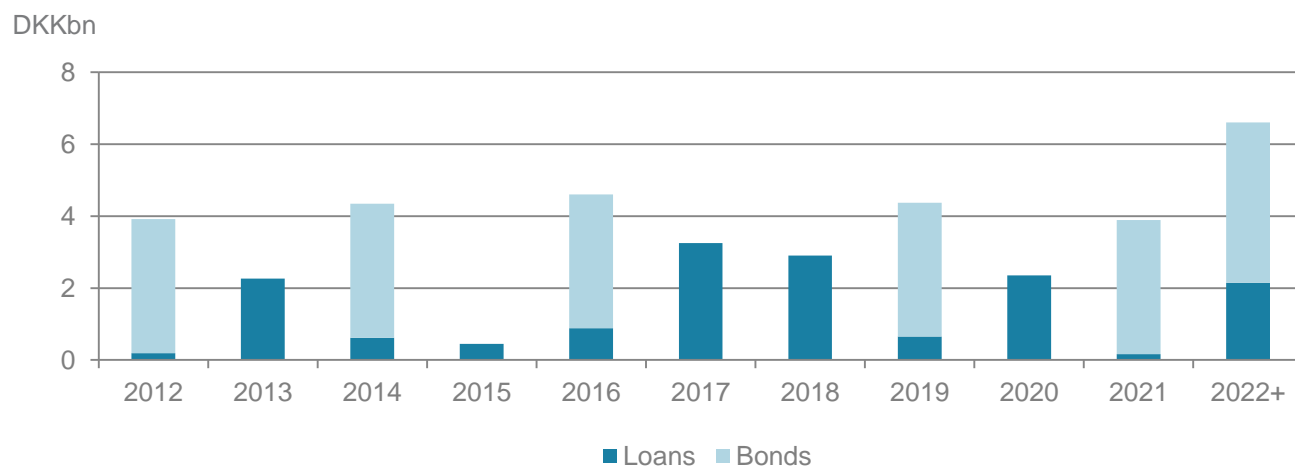
	2011	2010
Share of fixed rate ¹	92%	90%
Duration (years)	7.6	5.5
Average time to maturity (years) ²	9.6	9.1
Average interest rate ²	4.1%	4.7%

Note (1): Weighted average of loans until matured

Note (2): Calculated excluding hybrid capital

Liquidity reserves (DKKbn)	2011	2010
Liquid assets (unrestricted)	9.7	11.1
Committed borrowing facilities	13.4	12.6
Total	23.1	23.7

Long term debt maturity schedule at December 31, 2011 (excluding hybrid capital)

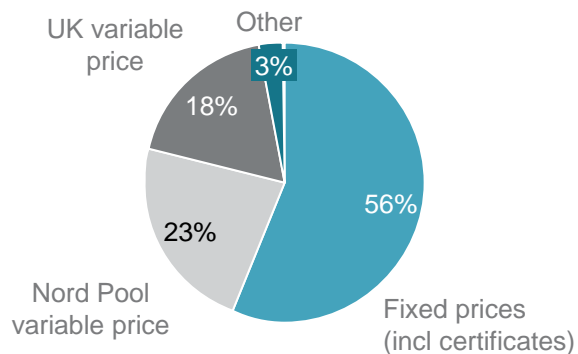


New bond issue in Jan. 2012

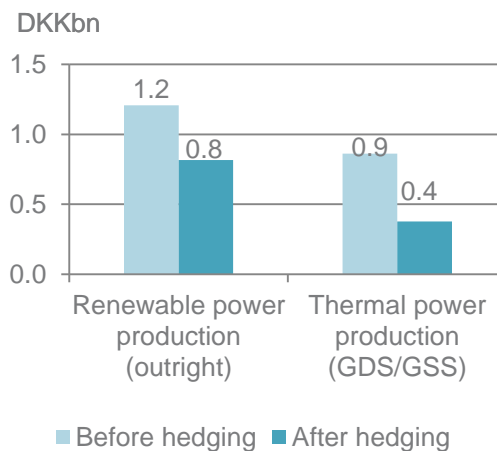
- Size GBP 750m
- Maturity 2032
- Coupon: 4.875%

Hedging – Limited price exposure

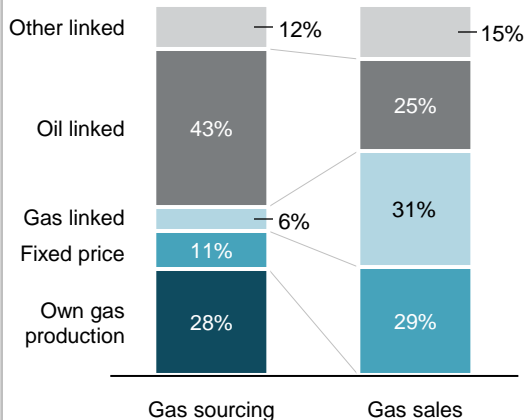
Relative value of power prod. 2012



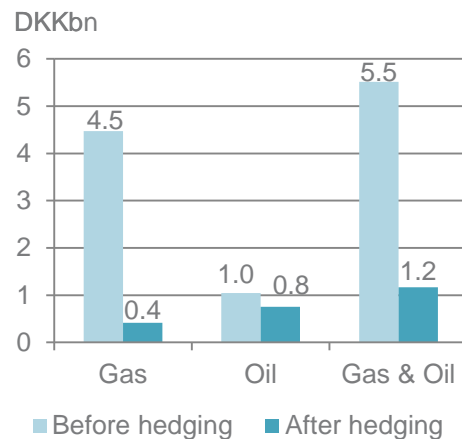
Exposure Power 2012 (DKKbn)



Indexation of gas contracts (2012 volumes)



Exposure Gas & Oil 2012 (DKKbn)



Impact in 2012 from 10% change

Market price	Impact (DKKm)
Oil & Gas	DKK 117m*
Renewable power	DKK 82m
Thermal power (GDS/GSS)	DKK 38m

*: Impact after hydrocarbon tax

Agenda



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- **Outlook**
- Appendix

Outlook

EBITDA outlook

EBITDA 2012 expected to be in line with 2011

- ✓ New oil & gas fields Oselvar and Marulk
- ✓ Full ownership of the Siri field
- ✓ New wind farms London Array, Lincs and Anholt
- ✓ Full year contribution from Walney wind farm

- ✗ Negative impact from Siri platform repair
- ✗ Renegotiation of gas contracts impacting 2011 positively with around DKK 1bn not repeated in 2012
- ✗ Decline in EBITDA within Thermal Power

Net investment outlook

Outlook

DKK 40bn for 2011-2013

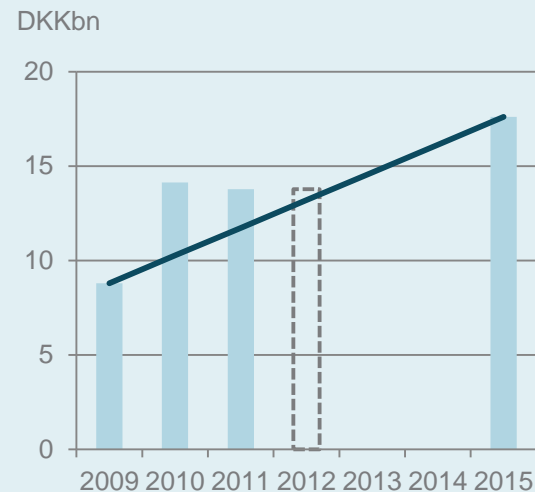
Targets

EBITDA target

Target to:

Double EBITDA from 2009 to 2015 (double to DKK 17.6bn)

- **EBITDA in 2013 expected to be significantly above 2012**
 - ✓ Full year effect from Anholt, London Array and Lincs
 - ✓ Full year effect from Oselvar and Marulk
 - ✓ Positive impact from start up of the oil & gas field Syd Arne phase 3



Capital structure targets

Targets

Adjusted net debt up to 2.5 times EBITDA

Minimum rating of BBB+/Baa1

Q&A



For further information please visit our website

dongenergy.com/EN/Investor/

Outlook Market Prices

Market prices

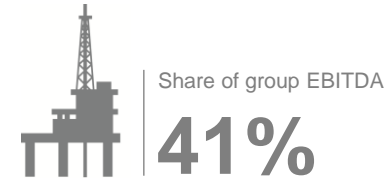
(average)		Estimate 2012	2011
Oil, Brent	USD/bbl	105	111
Gas, TTF	EUR/MWh	23	23
Gas, NBP	EUR/MWh	23	22
Electricity, Nord Pool system	EUR/MWh	37	47
Electricity, Nord Pool, DK ¹	EUR/MWh	46	49
Electricity, EEX	EUR/MWh	52	51
Electricity, UK	EUR/MWh	53	55
Coal, API 2	USD/tonne	112	122
CO ₂ , EUA	EUR/tonne	7.1	13.3
Green dark spread, DK ¹	EUR/MWh	8.2	5.0
Green spark spread, UK	EUR/MWh	4.6	7.8
Green spark spread, NL	EUR/MWh	2.5	4.0
USD exchange rate	DKK/USD	5.7	5.4

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

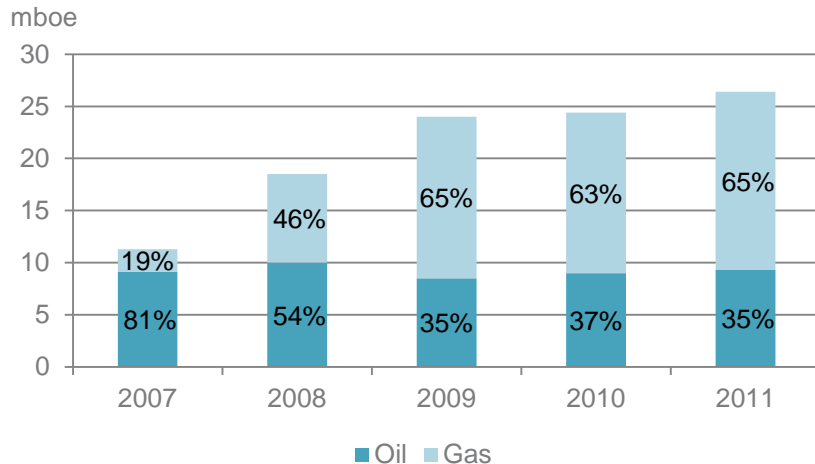
¹ Based on average prices in DK1 and DK2

Exploration & Production

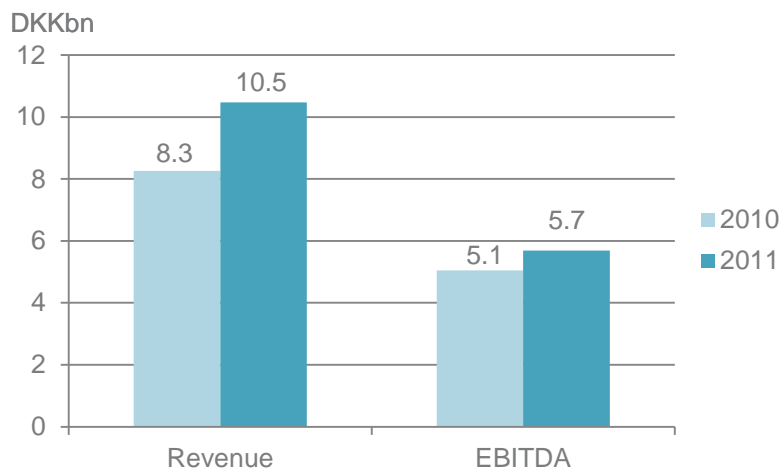
Higher oil and gas prices



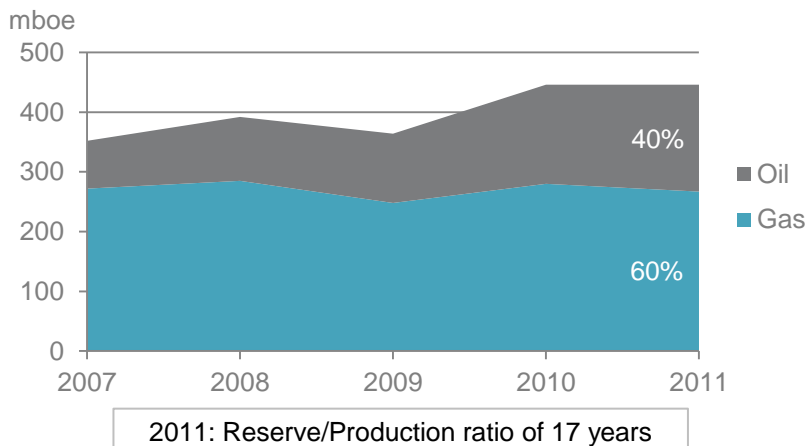
Operational figures



Financial development



Reserves (2P)



Highlights

- EBITDA increased 13% to DKK 5.7bn
 - ✓ Rising oil and gas prices
 - ✓ Increased oil and gas production (up 8% y/y)
 - ✗ Negative impact from oil hedging (due to rising oil prices) and higher exploration costs
 - ✗ Costs related to Siri repair of DKK 0.8bn

Wind Power (formerly Renewables)

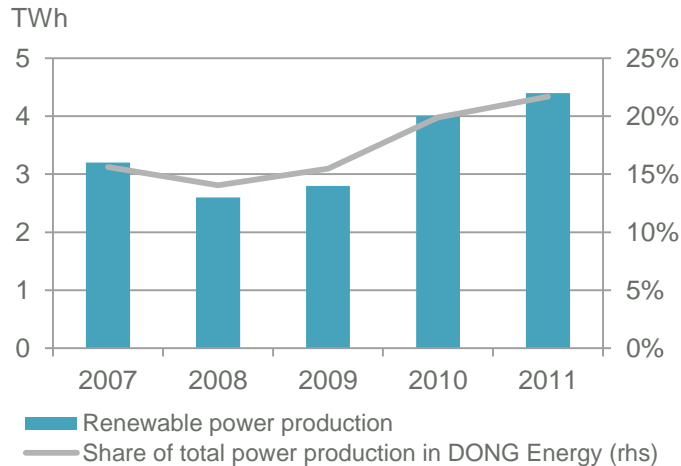
Contribution from new assets



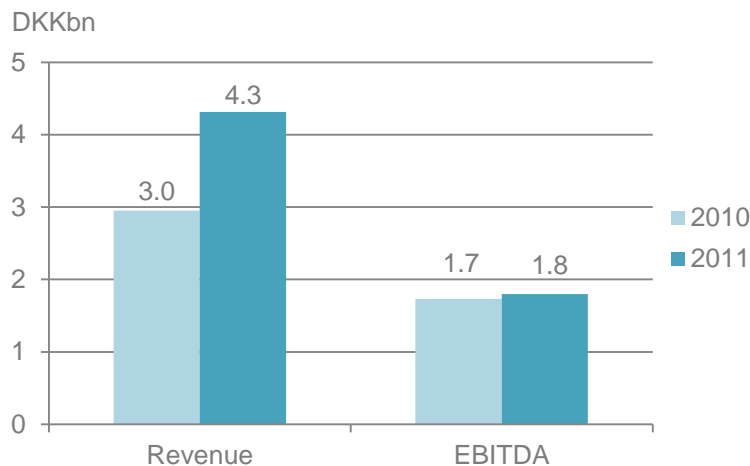
Share of group EBITDA

13%

Operational figures



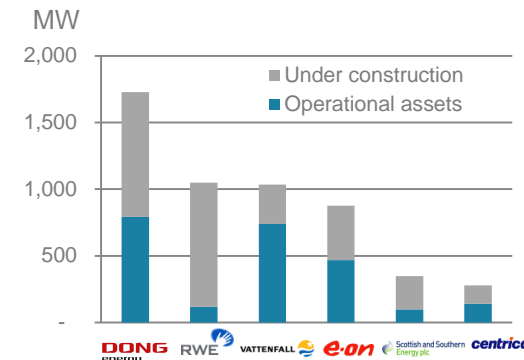
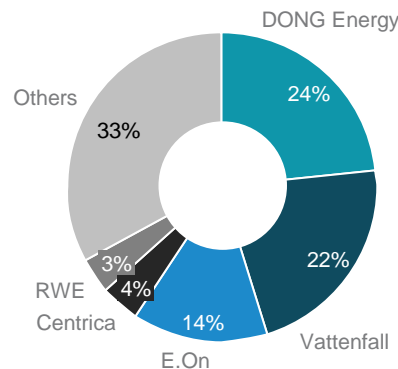
Financial development



Offshore wind – Market share Europe

In operation, end 2011

In operation & under construction, end 2011

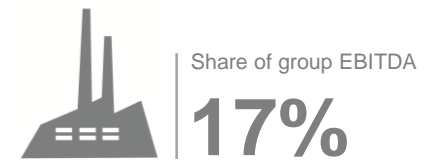


Highlights

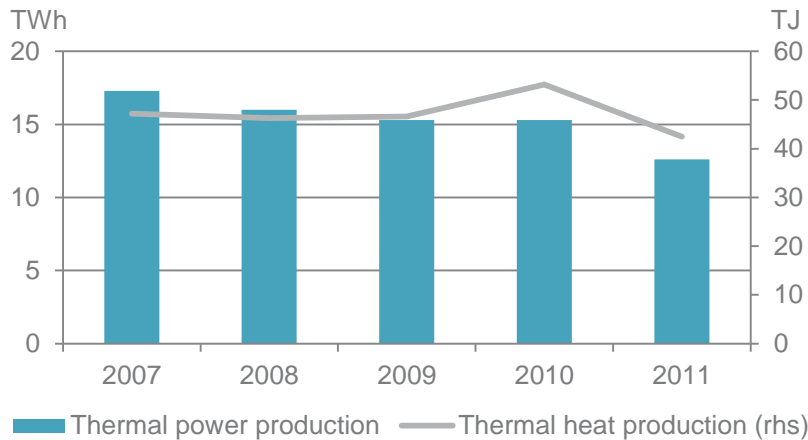
- EBITDA increased 4% to DKK 1.8bn
- ✓ Higher production (up 11% y/y)
- ✗ Increased costs to expand offshore pipeline
- ✗ Organisational build-out to facilitate further growth
- In February 2012, 50% share of Borkum Riffgrund 1 was sold at a price of DKK 4.7bn
- Pipeline of 3.3GW

Thermal Power (formerly Generation)

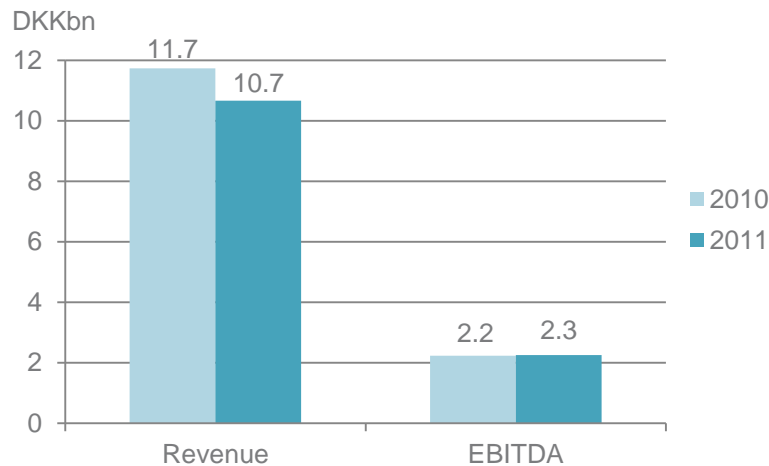
Lower production



Operational figures

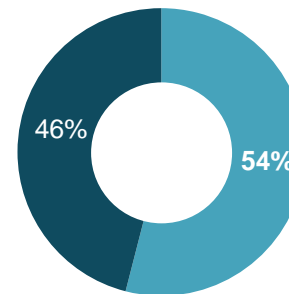


Financial development



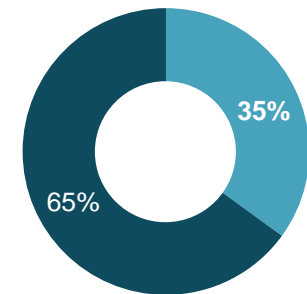
Market share 2011

Thermal power production



■ DONG Energy ■ Other

Heat production



■ DONG Energy ■ Other

Highlights

- Stable EBITDA at DKK 2.3bn
 - ✓ Positive full year impact from new gas-fired power stations (Severn and Mongstad)
 - ✓ Increased sales of system services to Energinet.dk
 - ✗ Weather not as cold and dry as 2010
 - Lower power and heat production
 - Lower Green Dark Spread
- Severn – one unit is back in production, the other unit is expected to start production in H1 12

Energy Markets

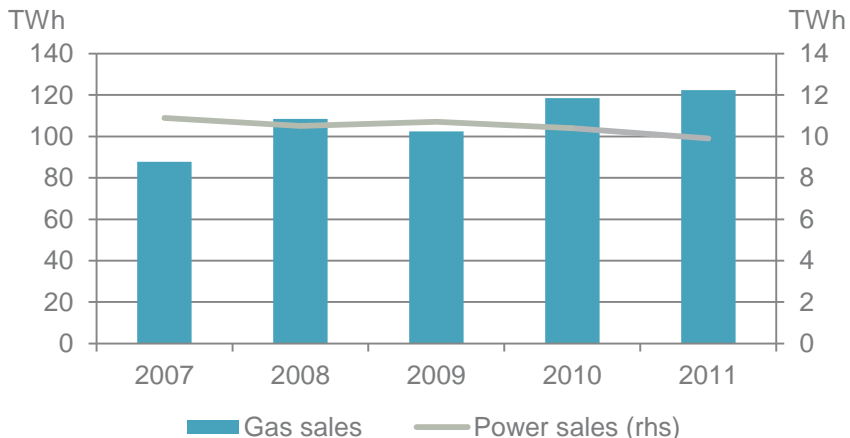
Lower earnings from gas sales



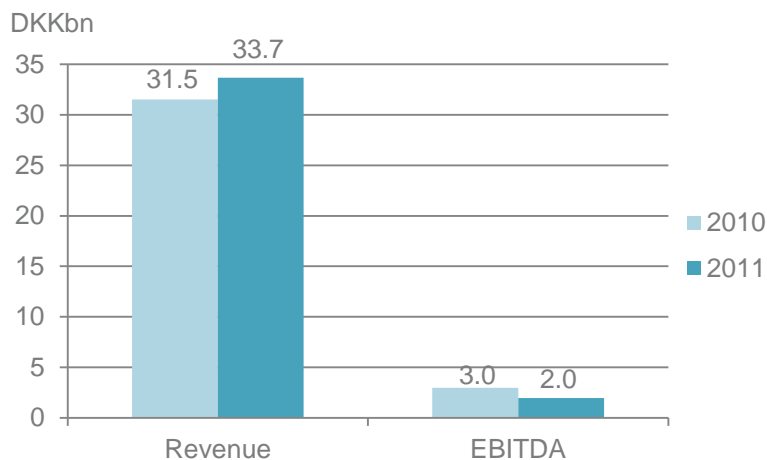
Share of group EBITDA

14%

Operational figures



Financial development



Gas sourcing

- Volumes from legacy DUC contracts declining
- Going forward, DONG Energy's gas sourcing will be increasingly diversified through:
 - Own gas production
 - L-T purchase contracts with international suppliers
 - LNG supply agreement
 - Residual purchases on gas hubs
- This creates robustness and security of supply – however with a negative impact on profitability

Highlights

- EBITDA decreased 34% to DKK 2.0bn
 - ✗ Lower contribution margin on fixed price and oil indexed gas sales
 - ✗ Low green spark spreads negatively impacting Severn and Enecogen (neutral effect on group basis)
 - ✓ Positive effect from renegotiation of gas contracts (around DKK 1bn)

Sales & Distribution

Stable earnings



Share of group EBITDA

15%

Operational figures

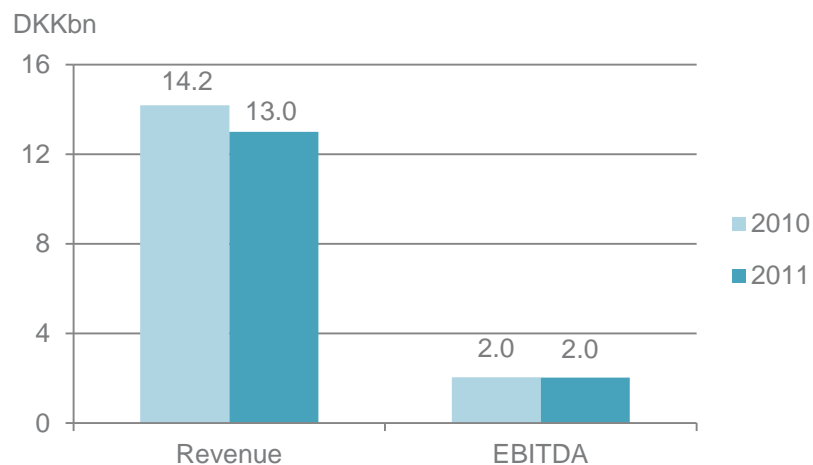
		2011	2010
Gas sales	TWh	20.3	24.2
Distribution of gas	TWh	9.9	11.4
Power sales	TWh	7.6	8.2
Distribution of power	TWh	8.8	9.1
Transport of oil	Mbbl	72	78

Market shares 2011

Sales	Power	Gas
Denmark	20%	29%
Sweden	-	22%
Holland	1%	1%

Distribution	Power	Gas
Denmark	28%	29%

Financial development



Highlights

- Stable EBITDA at DKK 2.0bn
 - ✓ Positive impact from lower cost level
 - ✗ Reduced sales and distributed volumes from increased competition on the Danish market and milder weather
- Acquisition of UK downstream B2B gas sales company Shell Gas Direct (market share of 11% of B2B Industrial & Commercial segment)

Business Performance – 2011

- In 2011, the difference between Business Performance and IFRS amounted to DKK 1.8bn
- The difference was primarily related to two effects:

Criteria for the own use exemption in IFRS no longer met



Initial recognition of certain physical fixed-price electricity and gas contracts

Cease to apply hedge accounting



MtM of financial and physical hedging contracts relating to other periods

Business Performance EBITDA	DKK 13.8bn
Adjustments	DKK 1.8bn
<i>Initial recognition of certain fixed-price physical electricity and gas contracts</i>	<i>DKK -1.8bn</i>
<i>MtM of financial and physical hedging contracts relating to other periods</i>	<i>DKK 3.3bn</i>
<i>Deferred losses/gains relating to financial and physical hedging contracts where the hedged production or trading is recognised in the reporting period</i>	<i>DKK 0.4bn</i>
IFRS EBITDA	DKK 15.6bn

Business Performance

Results deferred for subsequent recognition in the Business Performance results

DKK million	Deferred for subsequent recognition end-2011	Expected transfer to business performance results	
		2012	Other years
Oil	361	114	247
Gas	1,188	1,032	156
Electricity	(134)	(78)	(56)
Coal	(103)	(30)	(73)
Currency	(946)	(177)	(769)
Interest	(848)	(6)	(842)
Total derivative financial instruments	(482)	855	(1,337)


Commodities and currency are recognised in revenue and cost of sales.
Interest is recognised in net finance costs.

Dividend, Funding and Rating

Long term capital structure target

- Maintain a minimum rating of BBB+ / Baa1
- Adjusted net interest-bearing debt ⁽¹⁾ up to 2.5 times EBITDA

Dividend policy

- The payout policy stipulates a distribution of DKK 7.75 per share in 2011. The annual dividend is to increase by DKK 0.25 per share (DKK 73m) in the subsequent years.
 - The payout ratio⁽²⁾ may however not exceed 60% and not to be below 40% of net profit after tax
- 
- The proposed dividend for 2011, to be paid in 2012, is DKK 1.5bn (DKK 2.2bn)

Note (1): Net interest-bearing debt plus 50% of outstanding hybrid capital due 3005 and 0% of hybrid capital due 3010

Note (2): The payout ratio is calculated less coupon after tax to holders of hybrid capital and minority interests' share of profit for the year

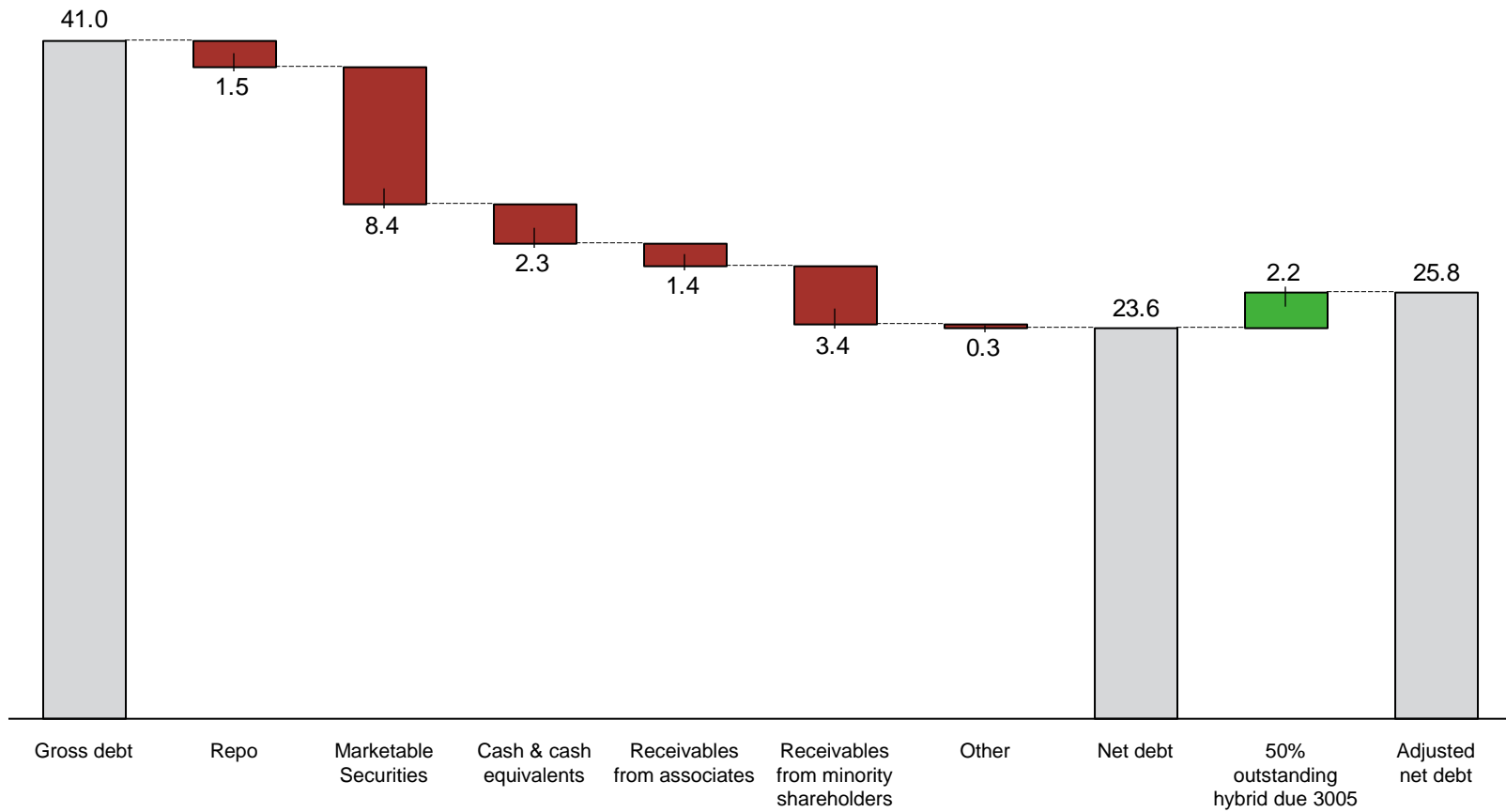
Funding strategy and Debt Programmes

- External funding primarily to be carried out through parent company – to avoid structural subordination
- EMTN programme with a total amount of EUR 5bn

Credit ratings

	Standard & Poor's	Moody's
Corporate	A-	Baa1
Senior bonds	A-	Baa1
Hybrid capital	BBB and BB+	Baa3
Outlook	Stable	Stable
Last Update	December 2011	January 2012

Net debt calculation 2011



Investments

Investments in 2011

Cash flow from investing activities	-19.3bn
Purchase of securities (add back)	2.1bn
Transactions with non-controlling interests	3.4bn
Loans to jointly controlled entities (add back)	0.9bn
Net investments¹	-13.1bn
Sale of assets and companies	-2.0bn
Transactions with non-controlling interests	-3.4bn
Gross investments	-18.5bn

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

Main gross investments in 2011

Wind activities:	DKK 10.9bn
▪ Walney	DKK 4.8bn
▪ London Array:	DKK 3.6bn
▪ Lincs:	DKK 0.9bn
▪ Anholt	DKK 0.2bn
▪ Borkum Riffgrund 1	DKK 0.2bn
Gas and oil fields:	DKK 5.6bn
▪ Oselvar:	DKK 1.0bn
▪ Laggan-Tormore	DKK 0.9bn
▪ South Arne phase 3	DKK 0.7bn
▪ Ormen Lange:	DKK 0.5bn
▪ Marulk:	DKK 0.5bn
▪ Trym:	DKK 0.4bn
Thermal activities:	DKK 0.7bn
▪ Enecogen	DKK 0.4bn
Power distribution net	DKK 0.5bn

Larger decided construction projects

Larger projects with production start in 2012-2015							
Project	Type of project	Country	MW ⁽¹⁾	Commercial operation date ⁽²⁾	Own share of project	Announced capex ⁽³⁾	Spent capex ⁽⁴⁾
Oselvar	Oil/Gas field	NO	n.a.	2012	55%	DKK 2.3bn	DKK 1.9n
Marulk	Oil/gas field	NO	n.a.	2012	30%	DKK 1.1bn	DKK 0.8bn
Sea Installer	Installation vessel	n.a.	n.a.	2012	50%	USD 70m	USD 51m
London Array ⁽⁵⁾	Offshore wind farm	UK	315MW	2013	50%	DKK 8.2bn	DKK 3.4bn
Anholt	Offshore wind farm	DK	200MW	2013	50%	DKK 5bn	DKK 0.8bn
Lincs ⁽⁵⁾	Offshore wind farm	UK	67.5MW	2013	25%	DKK 1.5bn	DKK 0.8bn
Syd Arne phase 3	Oil/gas field	DK	n.a.	2013	36.8%	DKK 2.7bn ⁽⁶⁾	DKK 0.4bn
Laggan-Tormore	Oil/gas field	UK	n.a.	2014	20%	DKK 4.3bn	DKK 1.4bn
Borkum Riffgrund 1	Offshore wind farm	DE	139MW	2014	50%	EUR 0.6bn	DKK 0.1bn
West of Duddon Sands ⁽⁵⁾	Offshore wind farm	UK	194.5MW	2014	50%	DKK 5.7bn	DKK 0.2bn
Hejre	Oil/gas field & Terminal	DK	n.a.	2015	60%	DKK 9.2bn	DKK 0.2bn

Note (1): DONG Energy's share of MW.

Note (2): Commercial Operation Date (COD). First power may occur up to one year prior to COD.

Note (3): DONG Energy's share of capex

Note (4): DONG Energy's share of capex as at 31 December 2011

Note (5): Expected proceeds from sale of transmission assets subtracted from capex

Note (6): Additional capex following acquisition of Noreco's share in South Arne field is added (DKK 0.2bn)