

**MOVING  
ENERGY  
FORWARD**



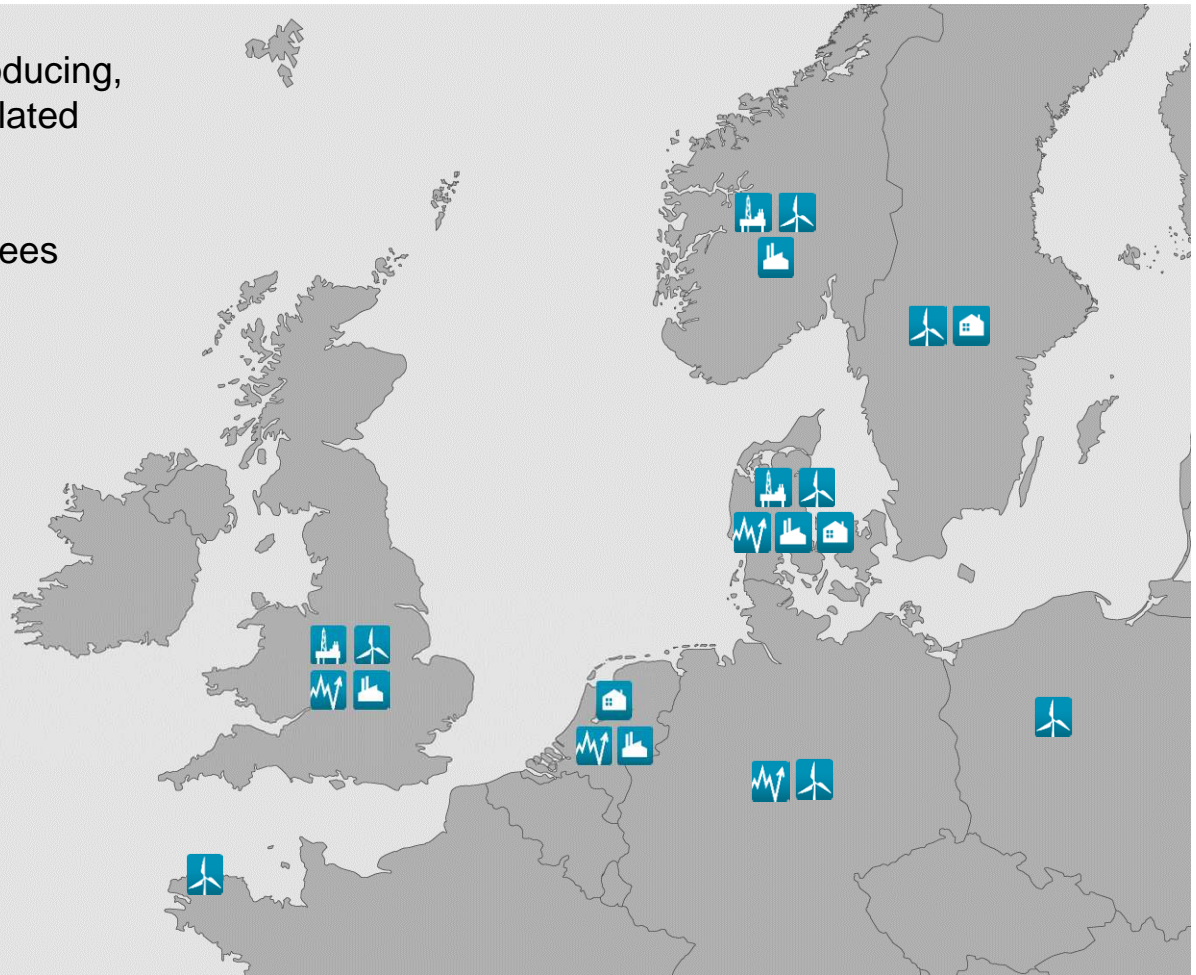
**DONG**  
energy

# DONG Energy is one of the leading energy groups in Northern Europe

Our business is based on procuring, producing, distributing and trading in energy and related products in Northern Europe.

DONG Energy has nearly 7,000 employees and is headquartered in Denmark.

-  Exploration & Production
-  Wind Power
-  Thermal Power
-  Customers & Markets

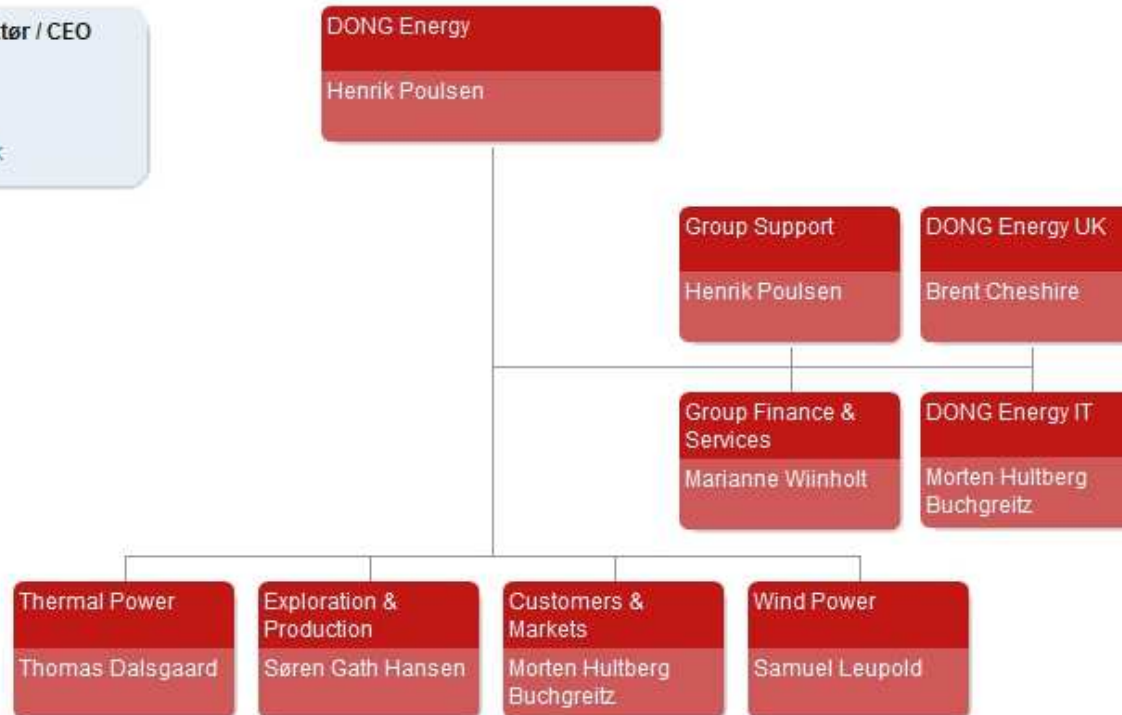


# Organization

DONG Energy



**Administrerende direktør / CEO**  
Henrik Poulsen  
ESK  
[henpo@dongenergy.dk](mailto:henpo@dongenergy.dk)



# Customers & Markets

## Principal activity

- Sales of electricity and gas in the wholesale and retail markets and optimisation and hedging of the Group's overall energy portfolio

## Market position

- Leading Danish electricity and gas distributor with market shares of 26% and 28% respectively
- Active player in the wholesale energy market in North West Europe
- Retail sales in Denmark, Sweden and the UK
- Electricity and gas positions in Denmark, the UK, Germany and the Netherlands

## Business drivers

- Customer service
- Changes in energy prices
- Regulatory framework and distribution tariffs
- Market liquidity
- Renegotiation of long-term gas contracts
- Cost efficiency

## ROCE targets

- 2013: 4.8%
- 2016: >8%
- 2020: >10%

## Strategic targets for 2020

- Quadrupling energy savings among Danish customers
- Among the best in Europe in terms of handling energy exposures

1 The percentages indicate the proportion of the Group that each business unit represented in 2013.  
2 Intragroup revenue means that the business units' combined revenue exceeds consolidated revenue.

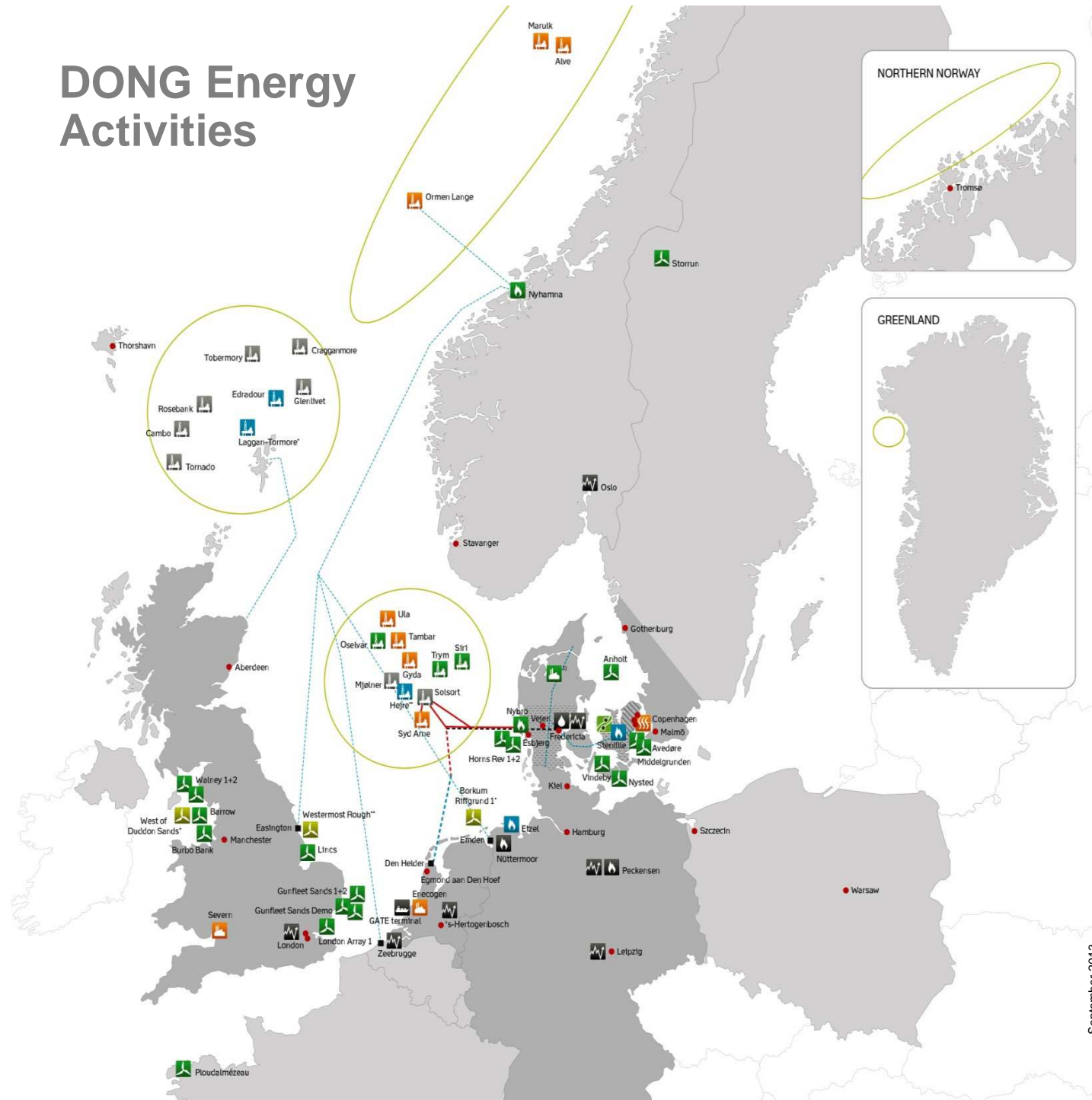


## CUSTOMERS & MARKETS

Revenue, DKK billion (%) <sup>1,2</sup>	49.7	(59%)
EBITDA, DKK billion (%) <sup>1</sup>	2.3	(16%)
Gross investments, DKK billion (%) <sup>1</sup>	1.4	(7%)
Employees, FTE (%) <sup>1</sup>	1,639	(25%)



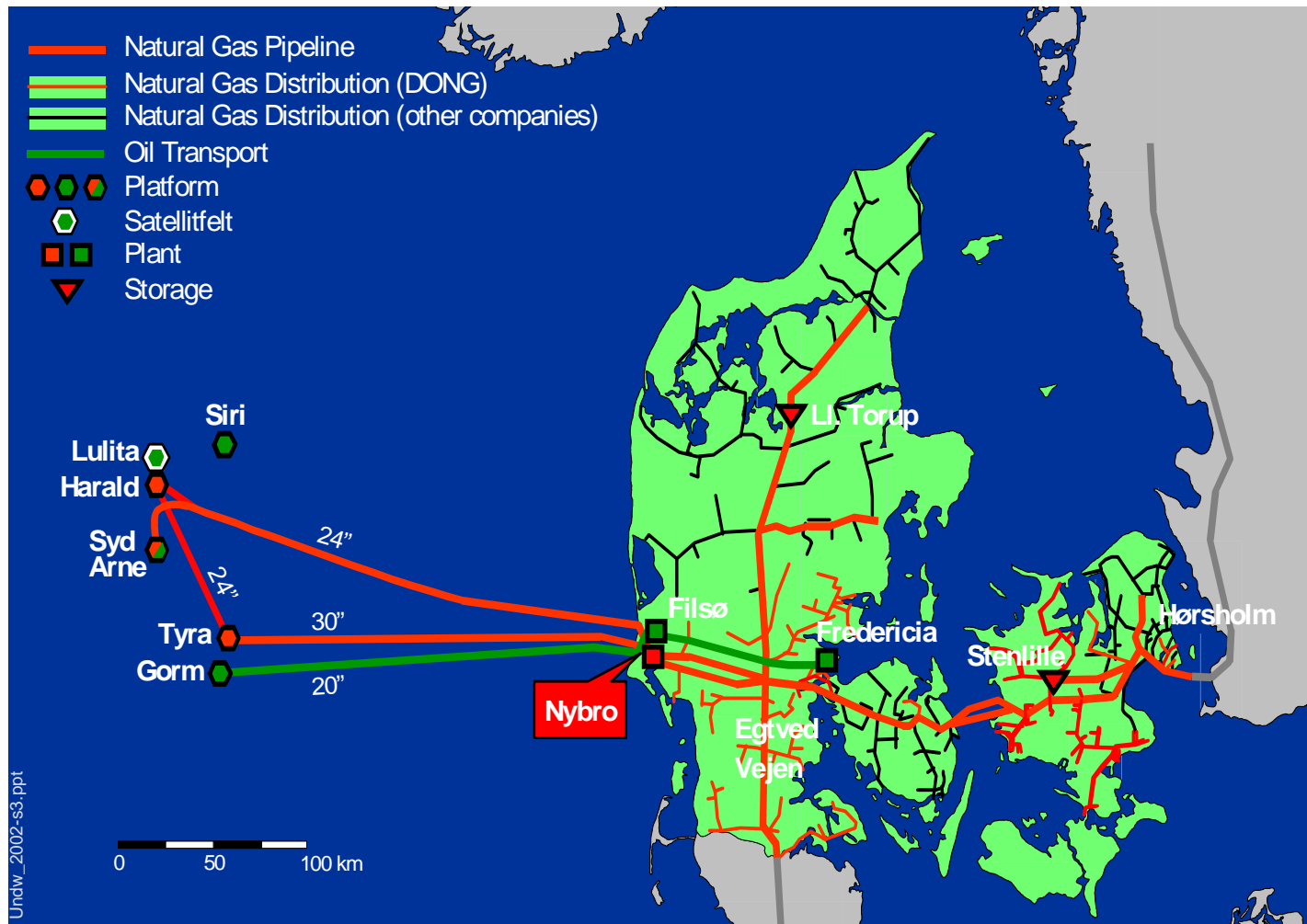
# DONG Energy Activities



- Current geographic focus area for exploration and production of oil and natural gas
  - Natural gas pipeline owned by DONG Energy
  - Natural gas pipeline owned by third parties
  - Natural gas pipeline partly owned by DONG Energy
  - Gassled, natural gas transmission system partly owned by DONG Energy
  - Oil pipeline owned by DONG Energy
  - Oil processing plant
  - Gas and/or electricity sales
  - Electricity distribution
  - Natural gas distribution
  - Natural gas storage facility
  - Leased natural gas storage facility
  - Natural gas treatment plant
  - Gas receiving facility
  - Heat and electricity generation
  - Electricity generation, gas-fired power station
  - Wind in operation
  - Wind project under development and/or construction
  - Generation of geothermal heat
  - Energy hub or exchange
  - DONG Energy office
  - GATE terminal. Liquefied natural gas (LNG) terminal, import capacity
  - Producing oil/gas field. DONG Energy is a licence partner
  - Producing oil/gas field. DONG Energy is the licence operator
  - Oil/gas field under development
  - Oil/gas field under evaluation
  - Inbicon bioethanol plant
- \* Expected on stream in 2014
- \*\* Expected on stream in 2015
- 1) 12 central power stations and small-scale CHP plants in Denmark

September 2013

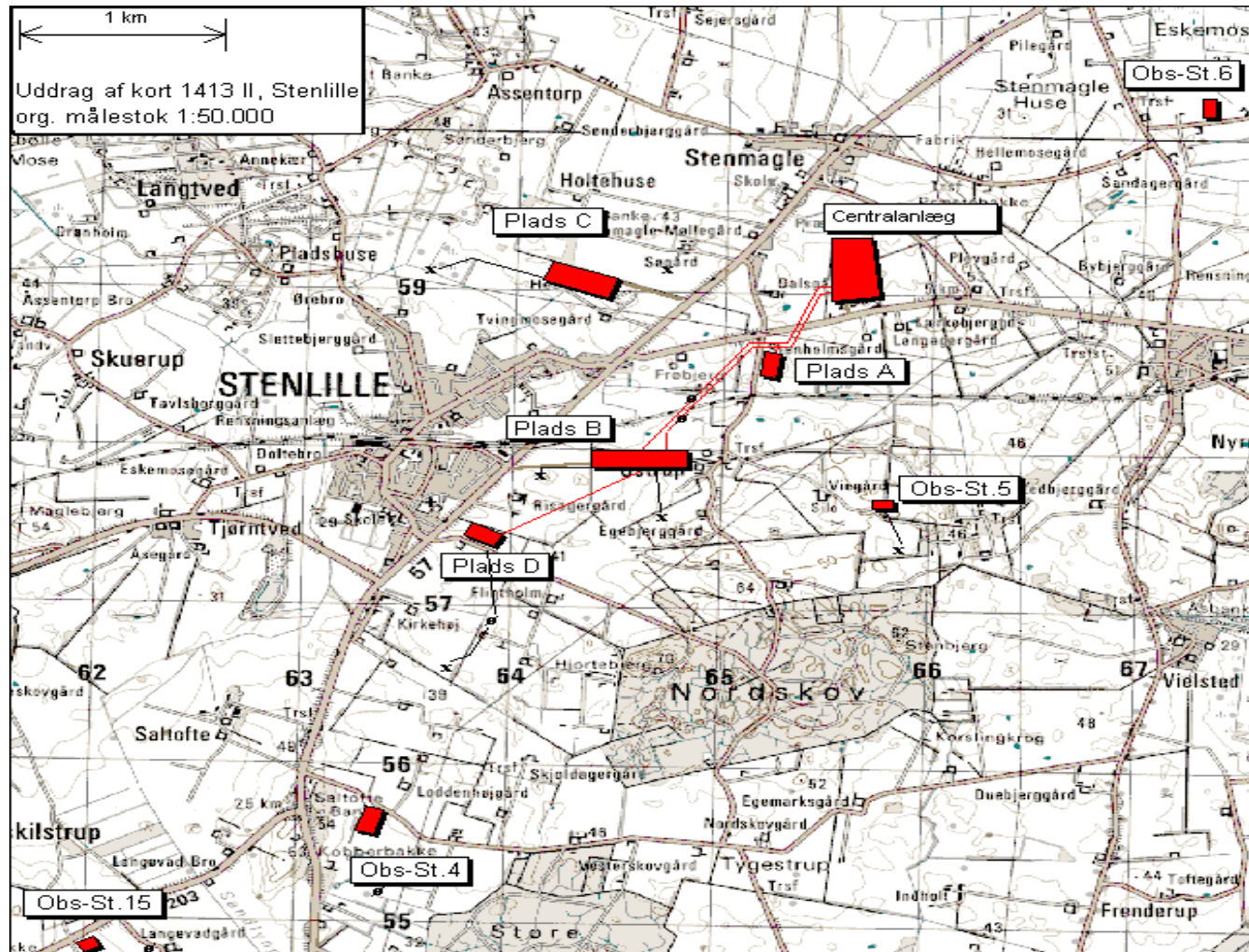
# Infrastructure Overview



# Stenlille Gaslager – Central Facilities



# NATURAL GAS STORAGE IN STENLILLE – OVERVIEW





# Stenlille Gas Storage

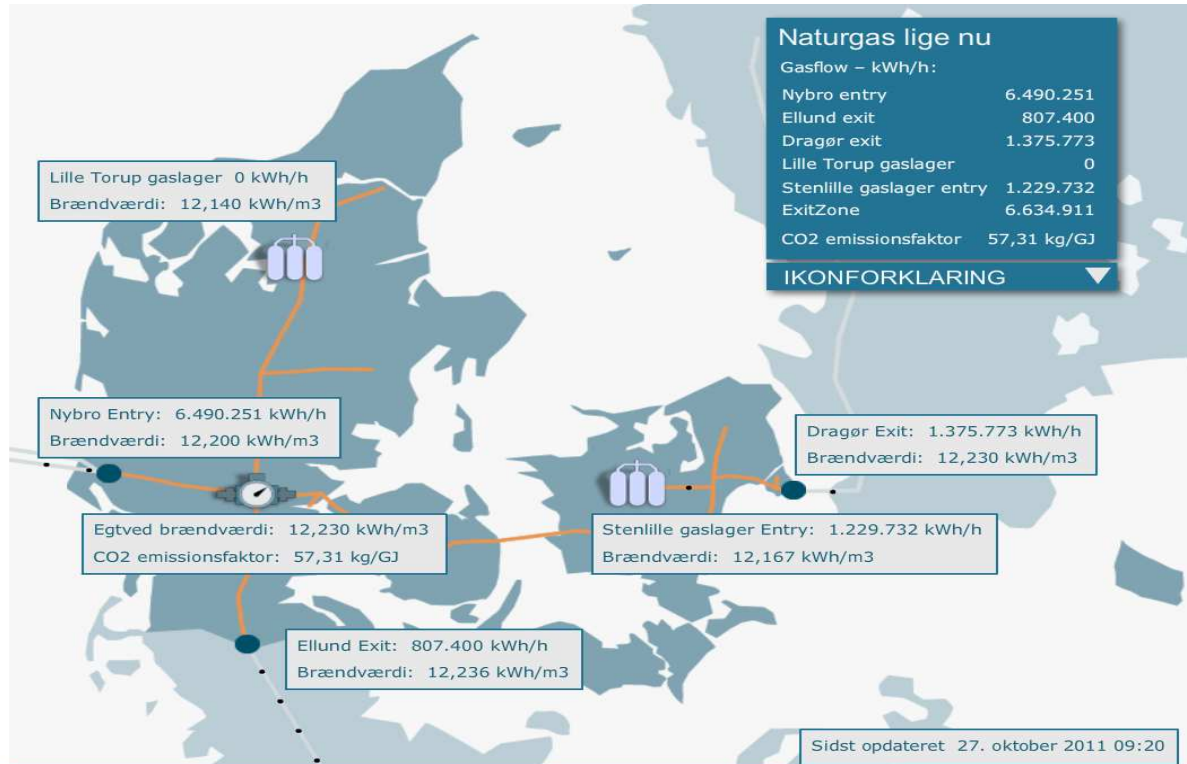


## NATURAL GAS STORAGE IN STENLILLE – SPECIFICATIONS

Total gas volume in Storage:	1.900 mio. Nm <sup>3</sup>
Working Gas volume:	Appr. 700 mio. Nm <sup>3</sup>
Max. injection pressure: (underground limitation)	150 bar
Max. production: (Well capacity)	450.000 Nm <sup>3</sup> /h
Injections rate: (Total about. 5,8 mio. Nm <sup>3</sup> /day)	2 x 30.000 Nm <sup>3</sup> /h 1 x 60.000 Nm <sup>3</sup> /h
Production rate: (Total about 10,8 mio. Nm <sup>3</sup> /døgn)	2 x 150.000 Nm <sup>3</sup> /h 1 x 250.000 Nm <sup>3</sup> /h
Transmissions system pressure:	65 - 77 bar
Well pressure at surface:	120 - 140 bar

# Overview of gas supply in Denmark - homepage:

[http://energinet.dk/Flash/Forside/index.html?target=gas\\_now](http://energinet.dk/Flash/Forside/index.html?target=gas_now)



Or download the App – "Energisystemet lige nu"  
(By Energinet.DK)

Thank You for your attention

Questions ?