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#### Capital Markets Day

On 28 November at 9:00am CET we will host a capital markets day for our investors at our office in Gentofte, Denmark.

#### **CONFERENCE CALL**

In connection with the presentation of the interim financial report a conference call for investors and analysts will be held on Thursday 1 November 2018 at 10:00am CET:

Denmark: +45 3544 5583 International: +44 203 194 0544 USA: +1 855 269 2604

The conference call can be followed live at: orsted.eventcdn.net/20181101

Presentation slides will be available prior to the conference call at:

orsted.com/en/Investors/Reports-and-presentations/ Financial-reports-and-presentations

The interim financial report can be downloaded at: orsted.com/en/Investors/Reports-and-presentations/Financial-reports-and-presentations

#### **FURTHER INFORMATION**

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#### Language

At the general meeting on 8 March 2018 it was resolved that, as of the financial year 2018, Ørsted will present its financial statements and interim financial reports in English only.

## CEO's review — first nine months

### Solid growth in operating earnings and strengthened strategic platform

- Operating profit (EBITDA) increased by 14% and totalled DKK 10.8 billion.
- Operating profits from offshore wind farms in operation increased by 32%.
- Full-year operating profit guidance increased by DKK 0.5 billion to DKK 13-14 billion.
- Green share of generation increased from 59% to 71%.
- Borkum Riffgrund 2 in Germany expected to be commissioned ahead of schedule.
- Acquisition of the US onshore wind company Lincoln Clean Energy closed.
- Agreement to acquire US based offshore wind developer Deepwater Wind.
- Farm-down of 50% of Hornsea 1 signed.
- Decision in the Elsam-case in favour of Ørsted

#### Financial results

Operating profit (EBITDA) for the first nine months of the year increased by 14% and amounted to DKK 10.8 billion. The results were driven mainly by higher generation from our offshore wind farms in operation. The newly commissioned offshore wind farms, Race Bank and Walney Extension, contributed to a 32% increase in EBITDA from our sites.

Income from partnerships in Offshore Wind was slightly lower than in 9M 2017, which was positively affected by a deferred gain of DKK 1.4 billion from the 2016 Race Bank farmdown. Income from partnerships in 9M 2018 was mainly related to the construction of Walney Extension and Borkum Riffgrund 2.

Bioenergy also contributed to the positive development due to improved spreads and

the bioconversion of Skærbæk Power Station, which was inaugurated in Q4 2017. Operating profit in Customer Solutions decreased slightly. Slightly lower earnings in Distribution were offset by higher than expected performance in both the Markets and LNG business, mainly from the increasing gas prices. The positive effect from the increasing gas prices is to a large extent expected to reverse in 2019 or later this year.

Return on capital employed for the last 12 months increased from 15% in 9M 2017 to 23% in 9M 2018.

We have increased our EBITDA (business performance) guidance excluding new partnership agreements by DKK 0.5 billion to DKK 13-14 billion. The increase is primarily due to good progress on our offshore construction projects, which is expected to result in higher earnings on our construction agreements and a faster ramp-up of generation from Borkum Riffgrund 2 and higher than expected earnings in our gas portfolio and LNG business. The Lincoln Clean Energy acquisition will only have a limited impact on EBITDA in 2018.

Our full-year EBITDA for 2018, including the profit from the Hornsea 1 partnership, is expected to be significantly higher than the 2017 EBITDA level of DKK 22.5 billion.

On 8 October, we increased our gross investment guidance from DKK 16-18 billion to DKK 23-25 billion following the agreement to acquire Deepwater Wind. The guidance includes the acquisition price of Deepwater Wind, early investment commitments for the US offshore and onshore wind portfolio in Q4 2018, as well as increased spending in the

remaining construction portfolio due to timing across years.

#### Offshore Wind

Our offshore wind construction projects continue to progress according to plan.

We have had good progress with the construction of the German Borkum Riffgrund 2 wind farm and expect to have commissioned all turbines in the coming month, well ahead of schedule. The 450MW wind farm is located in the German part of the North Sea and will supply more than 450,000 German homes with green power.

In September, we signed an agreement to farm down 50% of Hornsea 1 to Global Infrastructure Partners, and we expect to close the transaction within the coming weeks. As part of the agreement, we will provide long-term operations and maintenance services (O&M) as well as a route to market for the power generated by Hornsea 1. The farm-down is one of the largest renewable energy M&A transactions of all time and included the largest single-project renewable energy financing to date. The valuation underpins the attractiveness of our offshore wind assets.

In October, The Crown Estate in the UK confirmed that we have satisfied the application criteria for the development of our Race Bank Extension Offshore Wind Farm, which expectedly will have a capacity of 573MW. The project will now be subject to a planlevel Habitats Regulations Assessment (HRA) undertaken by The Crown Estate over the next six to nine months. Subject to all necessary consents being granted, Race Bank Extension will be able to participate in future

auctions under the contracts for difference (CfD) scheme.

In Taiwan, we are working on maturing our projects in the Greater Changhua area, and we are entering into contracts with local suppliers on an ongoing basis. In October, we selected Siemens Gamesa Renewable Energy (SGRE) as exclusive supplier of approx. 112 8MW wind turbines. As part of the contractual agreement SGRE has committed to establishing a local nacelle assembly facility at Taichung Harbour by 2021. Subject to final investment decision, expectedly in March 2019, the 900MW project comprising Changhua 1 & 2a is expected to be operational by late 2021.

In the US, we submitted a bid in the clean energy auction in Connecticut in September together with our partner Eversource Energy. The auction caters to all zero-carbon technologies, including nuclear, and it is as such uncertain how much, if any, capacity will be allocated to offshore wind. We expect to receive the outcome of the auction before the end of the year.

On 8 October 2018, we announced that we have entered into an agreement to acquire Deepwater Wind at a price of USD 510 million (enterprise value of USD 700 million). The transaction is subject to clearance by the US competition authorities and is expected to close before the end of 2018. Deepwater Wind is the leading US-based offshore wind developer with an attractive and geographically diverse portfolio of projects along the US East Coast. The total potential capacity of approx 3.3GW consists of 30MW in operation, 810MW of offshore wind development

## CEO's review — first nine months continued

projects with long-term revenue contracts in place or under negotiation, and approx 2.5GW which potentially can be developed in three awarded lease greas.

Ørsted's current US offshore wind portfolio has a total capacity of approx 5.5GW comprising up to 2GW of development rights at the Bay State Wind site off the coast of Massachusetts, up to 3.5GW of development rights at the Ocean Wind site off the coast of New Jersey, and two 6MW wind turbines in Virginia for phase one of Dominion Energy's Coastal Virginia Offshore Wind Project. Ørsted has exclusive rights with Dominion Energy to discuss the potential development of up to 2GW of offshore wind capacity.

Deepwater Wind's and Ørsted's US-based assets and organisations will be merged into the leading US offshore wind platform with the most comprehensive geographic coverage and the largest pipeline of development capacity.

With the combined organisation and asset portfolio, Ørsted will be able to deliver clean energy to the eight states on the US East Coast that have already committed to build more than 10GW of offshore wind capacity by 2030.

#### **Utility business**

In June, we announced our plans to divest our Danish power distribution and residential customer businesses. We have seen good interest from the market and the preparations are progressing according to plan.

On 25 October, the Danish Appeals Permission Board ruled in favour of Ørsted and

decided that the Danish competition authorities will not be given permission to try the ruling by the High Court of Western Denmark on 24 May at the Supreme Court level. The High Court of Western Denmark found that Elsam, one of the six companies that merged into DONG Energy, now Ørsted, back in 2006, had not abused its dominant market position in 2005 and the first half of 2006. This decision is now final. We are pleased that we can put this court case behind us and move forward. We are now awaiting the development in the Elsam competition case for the period 2003 to 2004 and the related compensation case.

At the end of September, 545,000 smart meters installed by Radius and Kamstrup were in use at our power distribution customers. This is a significant milestone marking that we are now more than half-way through replacing the meters at all our customers by the end of 2019.

Our Customer Solutions business has signed a 15-year agreement with innogy to balance the power generation from innogy's 860MW offshore wind farm, Triton Knoll, in the UK. Under the agreement, Ørsted will sell the expected generation from the wind farm on the power market on a day-ahead basis and handle any deviations between the expected and actual generation the following day.

#### **Lincoln Clean Energy**

On 1 October, we closed the acquisition of the US-based onshore wind company, Lincoln Clean Energy (LCE).

Construction of the 300MW Tahoka wind farm is nearing completion. All wind turbines

have been installed and the project is currently being commissioned. By the end of the year, LCE will have an operational onshore wind capacity of 803MW. In addition, LCE has a portfolio of 700MW of capacity in advanced stages of development that can enter into construction during the coming year.

Onshore wind will be run and reported as a separate business unit within the Ørsted Group. At the same time, we have changed the names of our existing business units to Offshore Wind (formerly Wind Power), Bioenergy (formerly Bioenergy & Thermal Power) and Customer Solutions (formerly Distribution & Customer Solutions).

We remain very pleased with the operational and financial performance of the company as we continue to expand our position as a leading company in the global green energy industry.

#### 

On 8 October 2018 we announced that we have entered into an agreement to acquire Deepwater Wind. Deepwater Wind's and Ørsted's US based assets and organisations will be merged into the leading US offshore wind platform with the most comprehensive geographic coverage and the largest pipeline of development capacity.



feno

Henrik Poulsen
CFO and President

## At a glance — first nine months



Key figures (excluding capital employed) are for the continuing operations and include other activities/eliminations, <sup>2</sup>Last 12 months

## Outlook 2018

|   | Guidance    | Guidance    | Guidance    | Guidance     | Guidance            |               |
|---|-------------|-------------|-------------|--------------|---------------------|---------------|
| Outlook for 2018, DKK bn.                 | 1 Nov. 2018 | 8 Oct. 2018 | 9 Aug. 2018 | 20 Apr. 2018 | 2 Feb. 2018         | 2017 realised |
| EBITDA (without new partnerships)*        | 13-14       | 12.5-13.5   | 12.5-13.5   | 12.5-13.5    | 12-13               | 12.7          |
| Offshore Wind (without new partnerships)* | Higher      | Higher      | Higher      | Higher       | Higher              | 10.8          |
| Bioenergy                                 | Higher      | Higher      | Higher      | Higher       | Higher              | 0.2           |
| Customer Solutions                        | In line     | Lower       | Lower       | Lower        | Significantly lower | 2.1           |
| Gross investments                         | 23-25       | 23-25       | 16-18       | 16-18        | 16-18               | 17.7          |



Our EBITDA guidance for the Group is the prevailing guidance, whereas the directional earnings development per business unit serves as a means to support this. Higher/lower indicates the direction of the business unit's earnings relative to the results for 2017.

#### **EBITDA**

We have increased our EBITDA (business performance) guidance excluding new partnership agreements by DKK 0.5 billion to DKK 13-14 billion. The increase is primarily due to good progress on our offshore construction projects, which will result in higher earnings on our construction agreements and a faster ramp-up of generation from Borkum Riffgrund 2 and higher than expected performance in our gas portfolio and LNG business. The Lincoln Clean Energy acquisition will only have a limited impact on operating profit in 2018.

Furthermore, our full-year EBITDA for 2018, including the profit from the Hornsea 1 partnership, is expected to be significantly higher than the 2017 EBITDA level of DKK 22.5 billion.

#### **Gross investments**

On 8 October, we increased our gross investment guidance from DKK 16-18 billion to DKK 23-25 billion following the agreement to acquire Deepwater Wind. The guidance includes the acquisition price of Deepwater Wind, early investment commitments for the US offshore and onshore wind portfolio in Q4 2018, as well as increased spending in the remaining construction portfolio due to timing across years.

<sup>\*</sup> EBITDA excluding new partnership agreements closed later than 1 January 2018 (2017)

## Results Q3

#### **EBITDA**

Operating profit (EBITDA) totalled DKK 2.2 billion in Q3 2018 compared with DKK 1.8 billion in Q3 2017. The increase was driven by 31% higher earnings from offshore wind farms in operation relative to Q3 2017. This was due to ramp-up of the new offshore wind farms Walney Extension and Race Bank in the UK.

In addition, earnings from our Markets and LNG business also contributed positively to the results. Higher margins in LNG was mainly due to utilisation of location spreads and optimisation of physical positions. Our Markets business had higher earnings mainly as a result of higher gas prices in Q3 2018.

The increasing gas prices at the end of Q3 2018 led to an increase in the accounting value of our gas inventories and thus a positive EBITDA effect in Markets. All else being equal, this will lead to an offsetting negative effect in 2019 when we sell the gas. Furthermore, earnings in the Markets business in Q3 2018, was positively affected by the fact that the gas prices have increased since we hedged the price of the gas purchased in Q3. The gas was placed at our storage facilities with the intention to sell it in Q1 2019. The current gas prices (including forward prices for Q1 2019) are higher than both the hedged gas purchase prices in Q3 2018 and hedged gas sales prices in Q1 2019. This led to a gain in Q3 2018, when we bought the gas, and will expectedly lead to a loss in Q1 2019 when we sell the gas.

## Profit for the period from continuing operations

Profit for the period from continuing operations increased by DKK 0.2 billion to DKK 0.4

billion. The increase was mainly due to the higher EBITDA, partly offset by a negative effect from exchange rate adjustments and higher interest expenses. The latter was mainly due to a lower level of capitalised interests following the completion of the Walney Extension and Race Bank projects.

#### Cash flows from operating activities

Cash flow from operating activities totalled DKK -0.1 billion in Q3 2018 compared with DKK -1.1 billion in Q3 2017. The increase of DKK 1.0 billion was due to the higher EBITDA and less funds tied up in work in progress mainly due to received milestone payments from partners in Q3 2018. This was partly offset by higher receivables as a result of higher generation from our offshore wind farms and higher value of gas at storages due to the increasing gas prices.

#### **Gross investments**

Gross investments amounted to DKK 4.4 billion in Q3 2018, 84% of which concerned investments in Offshore Wind. The main investments related to Hornsea 1, Borssele 1 & 2 and Borkum Riffgrund 2.

#### **Divestments**

Divestments amounted to DKK 0.4 billion in Q3 2018 and related mainly to the divestment of our 50% ownership share in the Dutch gas-fired power plant Enecogen. Divestments in Q3 2017 concerned A2SEA and the receipt of a deferred payment related to the farm-down of Race Bank.

| Financial results, DKKm                             | Q3 2018 | Q3 2017 | %     |
|---|---------|---------|-------|
| Revenue   | 15,018  | 11,869  | 27%   |
| EBITDA  | 2,225   | 1,757   | 27%   |
| Depreciation  | (1,437) | (1,385) | 4%    |
| EBIT  | 788     | 372     | 112%  |
| Gain (loss) on divestment of enterprises            | 181     | (108)   | n.a.  |
| Profit (loss) from associates and joint ventures    | 2       | (7)     | n.a.  |
| Financial items, net                                | (436)   | 22      | n.a.  |
| Profit (loss) before tax                            | 535     | 279     | 92%   |
| Tax on profit (loss) for the period                 | (117)   | (70)    | 67%   |
| Taxrate   | 22%     | 25%     | (3%p) |
| Profit (loss) for the period, continuing operations | 418     | 209     | 100%  |
| Profit (loss) for the period, discont. operations   | (13)    | 2,931   | n.a.  |
| Profit (loss) for the period                        | 405     | 3.140   | (87%) |

| Cash flow and net debt, DKKm                   | Q3 2018 | Q3 2017 | %     |
|--|---------|---------|-------|
| Cash flows from operating activities           | (117)   | (1,095) | (89%) |
| EBITDA   | 2,225   | 1,757   | 27%   |
| Derivatives                                    | 741     | 304     | 144%  |
| Changes in provisions                          | (237)   | (50)    | 374%  |
| Reversal of gain (loss) on sale of assets      | 26      | 52      | (50%) |
| Other items                                    | 18      | (158)   | n.a.  |
| Interest expense, net                          | (304)   | 344     | n.a.  |
| Paid tax                                       | (14)    | (17)    | (18%) |
| Change in work in progress                     | (879)   | (2,153) | (59%) |
| Change in other working capital                | (1,693) | (1,174) | 44%   |
| Gross investments                              | (4,385) | (5,150) | (15%) |
| Divestments                                    | 380     | 1,882   | (80%) |
| Free cash flow                                 | (4,122) | (4,363) | (6%)  |
| Net debt, beginning of period                  | 4,603   | 10,332  | (55%) |
| Free cash flow from continuing operations      | 4,122   | 4,363   | (6%)  |
| Free cash flow from discontinued operations    | 1       | (4,010) | n.a.  |
| Dividends and hybrid coupon paid               | 138     | 289     | (52%) |
| Cash flow from assets held for sale            | 38      | 28      | 36%   |
| Interest bearing receivable re. O&G divestment | 0       | (1,014) | n.a.  |
| Exchange rate adjustments, etc.                | 55      | 272     | (80%) |
| Net debt, end of period                        | 8,957   | 10,260  | (13%) |

## **Results 9M**

#### Financial results

#### Revenue

Power generation from offshore wind increased by 20% to 6.7TWh in 9M 2018 due to the ramp-up of generation from Race Bank and Walney Extension. Thermal power generation was 17% lower than in 9M 2017 and amounted to 4.9TWh, while heat generation decreased by 3% to 6.0TWh in 9M 2018. Offshore wind power accounted for 58% of our total power generation, while the renewable energy share of our total heat and power generation accounted for 71% in 9M 2018 compared with 59% in the same period in 2017.

Revenue amounted to DKK 53.4 billion. The increase of 22% relative to 9M 2017 was primarily due to higher revenue from construction agreements due to high activity on construction of offshore wind farms for partners, higher revenue from wind farms in operation and higher gas and power prices in 9M 2018.

#### **EBITDA**

Operating profit (EBITDA) totalled DKK 10.8 billion compared with DKK 9.5 billion in 9M 2017. The 14% increase was driven by the higher generation from the offshore wind farms in operation.

Earnings from our Bioenergy business increased by DKK 0.3 billion due to higher spreads as well as the bioconversion of Skærbæk Power Station, which was inaugurated in Q4 2017.

Despite a high level of activity on the Walney Extension and Borkum Riffgrund 2 construction projects, earnings from construction agreements were DKK 0.3 billion lower than in 9M 2017. This was due to a deferred gain of DKK 1.4 billion in 9M 2017 related to the farmdown of 50% of Race Bank.

Earnings from Customer Solutions decreased by DKK 0.1 billion, mainly due to slightly lower earnings in Distribution from lower volumes transported as a result of the warm weather.

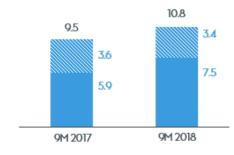
#### Financial results. DKKm 9M 2018 9M 2017 % Revenue 53.419 43.906 22% 14% **EBITDA** 10,823 9,487 (4,222)1% Depreciation (4,281)**EBIT** 24% 6,542 5,265 Gain (loss) on divestment of enterprises 155 (125)n.a. Profit (loss) from associates and joint ventures 4 (52)n.a. (1.235)(393)214% Financial items, net Profit before tax 5.466 4.695 16% Tax on profit (loss) for the period (1.140)(766)49% Tax rate 21% 16% 5%p Profit (loss) for the period, continuing operations 4,326 3,929 10% 6,841 Profit (loss) for the period, discont. operations\* (24)n.a. 10,770 Profit (loss) for the period 4,302 (60%)

\* Read more about discontinued operations in note 8.

#### EBITDA, DKK billion

EBITDA

Of which existing partnerships



EBITDA from Markets was slightly up compared to 9M 2017. The net increase was due to a one-off compensation awarded following the completion of an arbitration relating to a gas purchase contract in Q1 2018, higher gas prices and higher margins achieved in our UK power portfolio. The positive effect from the higher gas prices are expected to have an offsetting effect in 2019 when we sell the gas. In addition, there were higher margins in LNG mainly due to utilisation of location spreads and optimisation of physical positions. This was partly offset by the extraordinarily high earnings related to trading of our financial energy exposures in 9M 2017.

#### **EBIT**

EBIT increased by DKK 1.3 billion to DKK 6.5 billion in 9M 2018, primarily as a result of the higher EBITDA.

#### Business performance vs. IFRS

We use business performance as an alternative to the results prepared in accordance with IFRS. Business performance represents the underlying financial performance of the Group in the reporting period as results are adjusted for temporary fluctuations in the market value of contracts (including hedging transactions) relating to other periods. The difference between the two principles will be eliminated as the contracts expire. Apart from this, there is no difference between business performance and the IFRS results.

EBITDA in accordance with IFRS amounted to DKK 7.6 billion in 9M 2018 against DKK 10.3 billion in the same period in 2017. In accordance with the business performance principle, EBITDA was DKK 10.8 billion and DKK 9.5 billion, respectively. The difference between the two principles was thus DKK -3.3 billion in 9M 2018 against DKK 0.8 billion in 9M 2017.

| Business performance VS IFRS | 9M 2018 | 9M 2017 |
|------------------------------|---------|---------|
| EBITDA - BP                  | 10,823  | 9,487   |
| Adjustments                  | (3,246) | 776     |
| EBITDA - IFRS                | 7,577   | 10,263  |

In the presentation of the results according to IFRS, we have elected not to apply the provisions on hedge accounting of commodities and related currency exposures. The market value adjustments of these are continuously recognised in the income statement, which means that the IFRS results for the individual years are not comparable. IFRS results do not reflect the commercial risk hedging, according to which the business units and the Group are managed and evaluated. In the management's review, comments are made on business performance only.

## Results 9M continued

#### Financial income and expenses

Net financial income and expenses amounted to DKK -1.2 billion and were DKK 0.8 billion higher than the same period last year. The increase was due to a lower level of capitalised interests mainly at Walney Extension and Race Bank due to progress on the projects and negative effect from exchange rate adjustments (gain in 2017 and loss in 2018).

#### Tax and tax rate

Tax on profit for the period amounted to DKK 1.1 billion, which was DKK 0.4 billion higher than in 9M 2017. The effective tax rate was 21% against 16% in the prior-year period (22% adjusted for the tax-exempted part of the Race Bank farm-down gain and the A2SEA divestment).

### Profit for the period from continuing operations

Profit for the period from continuing operations totalled DKK 4.3 billion, DKK 0.4 billion higher than 9M 2017. The increase was primarily due to the higher EBIT partly offset by higher net finance cost and higher taxes.

## Cash flows and net debt Cash flows from operating activities

Cash flows from operating activities totalled DKK 2.8 billion in 9M 2018 compared with DKK -2.1 billion in 9M 2017. The increase of DKK 4.8 billion was due to the higher EBITDA, settlement of intra-group hedges related to the now divested oil and gas business having a negative effect in Q2 2017, and less funds tied up in work in progress and other working capital.

This was partly offset by higher paid tax in 9M 2018 as we chose to pay our taxes for 2018 on account in March instead of November. Paid taxes amounted to DKK 3.1 billion, including residual taxes of DKK 0.6 billion related to 2017.

Funds tied up in work in progress were DKK 2.9 billion lower than in 9M 2017. In 9M 2018, funds tied up in work in progress mainly related to the construction of Borkum Riffgrund 2 for partners and the offshore transmission asset at Hornsea 1, whereas we received milestone payments from partners related to the completion of Walney Extension, Race Bank and Borkum Riffgrund 2. In addition, we divested the transmission asset at Burbo Bank Extension. In 9M 2017, we tied up funds related to the construction of Burbo Bank Extension and Race Bank and offshore transmission assets at Walney Extension and Hornsea 1, whereas the milestone payments from partners came later in the year.

Less funds were tied up in other working capital due to more funds tied up in clearing accounts in 9M 2017 mainly as a result of the transfer of the ineffective hedges from the now divested oil and gas business. In addition, there was a positive effect from less funds tied up in accounts receivables in 9M 2018. This was partly offset by repayment of a VAT loan to the Danish tax authorities in Q1 2018.

#### Investments and divestments

Gross investments amounted to DKK 9.6 billion against DKK 11.9 billion in 9M 2017. The main investments in 9M 2018 were:

- offshore wind farms (DKK 7.9 billion), in-

| Cash flow and net debt, DKKm                   | 9M 2018 | 9M 2017  | %     |
|--|---------|----------|-------|
| Cash flows from operating activities           | 2,778   | (2,055)  | n.a.  |
| EBITDA   | 10,823  | 9,487    | 14%   |
| Derivatives                                    | 1,027   | (998)    | n.a.  |
| Changes in provisions                          | (156)   | (363)    | (57%) |
| Reversal of gain (loss) on sale of assets      | 90      | (1,367)  | n.a.  |
| Other items                                    | (6)     | (36)     | (83%) |
| Interest expense, net                          | (944)   | 172      | n.a.  |
| Paid tax                                       | (3,103) | (8)      | n.a.  |
| Change in work in progress                     | (3,049) | (5,936)  | (49%) |
| Change in other working capital                | (1,904) | (3,006)  | (37%) |
| Gross investments                              | (9,565) | (11,939) | (20%) |
| Divestments                                    | 1,201   | 2,107    | (43%) |
| Free cash flow                                 | (5,586) | (11,887) | (53%) |
| Net debt, beginning of period                  | (1,517) | 3,461    | n.a.  |
| Free cash flow from continuing operations      | 5,586   | 11,887   | (53%) |
| Free cash flow from discontinued operations    | 128     | (8,735)  | n.a.  |
| Dividends and hybrid coupon paid               | 4,462   | 3,312    | 35%   |
| Cash flow from assets held for sale            | 75      | 147      | (49%) |
| Interest bearing receivable re. O&G divestment | 0       | (1,014)  | n.a.  |
| Exchange rate adjustments, etc.                | 223     | 1,202    | (81%) |
| Net debt, end of period                        | 8,957   | 10,260   | (13%) |

- cluding Hornsea 1 and Walney Extension in the UK, Borkum Riffgrund 2 in Germany and Borssele 1 & 2 in the Netherlands
- power stations (DKK 0.9 billion), mainly biomass conversion of Asnæs Power Station.

Cash flows from divestments in 9M 2018 related to the receipt of deferred proceeds from the farm-down of 50% of Walney Extension late 2017 and proceeds related to the divestment of our 50% ownership share in the Dutch gas-fired power plant Enecogen in July. Divestments in 9M 2017 related to A2SEA and receipt of deferred proceeds from the Race Bank farm-down.

#### Interest-bearing net debt

Interest-bearing net debt totalled DKK 9.0 billion at the end of September 2018 against net cash of DKK 1.5 billion at the end of 2017. The DKK 10.5 billion increase was mainly due to dividend payment and paid hybrid coupon of DKK 4.5 billion and a negative free cash flow of DKK 5.6 billion.

#### **Equity**

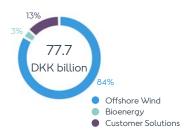
Equity was DKK 68.7 billion at the end of September 2018 against DKK 71.8 billion at the end of 2017. The decrease was due to the dividend payment, which was only partly offset by the profit for the period.

## Results 9M continued

#### Capital employed

Capital employed was DKK 77.7 billion at 30 September 2018 against DKK 70.3 billion at the end of 2017 and DKK 74.5 billion at the end of September 2017. Offshore Wind's share of capital employed was 84% at the end of 9M 2018.

#### Capital employed, %



## **Key ratios**Return on capital employed (ROCE)

Return on capital employed (ROCE, last 12 months) was 23% at the end of 9M 2018, up 8 percentage points compared to the same period last year. The increase was mainly attributable to the higher EBIT over the 12-month period, which was significantly impacted by the farm-down of Walney Extension and Borkum Riffgrund 2 at the end of 2017.

#### Credit metric (FFO/adjusted net debt)

The funds from operations (FFO)/adjusted net debt credit metric was 42% at the end of September 2018 against 27% in the same period last year. The increase was due to a higher FFO over the 12-month period.

#### Non-financial results

#### Green share of heat and power generation

The green share of heat and power generation amounted to 71% in 9M 2018, up 12 percentage points relative to the same period last year. The increase was due to a larger share of biomass-based generation as a result of the conversion of Skærbæk Power Station as well as increased generation from offshore wind farms.

#### **Carbon emissions**

Carbon emissions from our heat and power generation decreased to 153g  $\rm CO_2e/kWh$  in 9M 2018 against 172g  $\rm CO_2e/kWh$  in 9M 2017. The carbon emissions per kWh decreased for the same reasons as mentioned above.

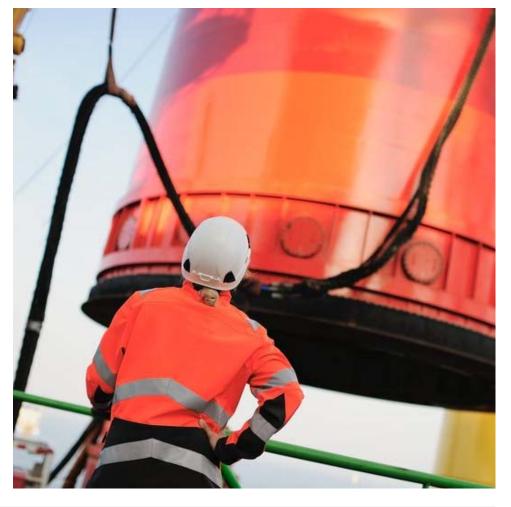
#### Safety

In 9M 2018, we have had 79 total recordable injuries (TRIs), divided between 45 contractor injuries and 34 own employee injuries. This was a decrease of 24 injuries in total compared to the same period last year.

Over the last 12 months, the total recordable injury rate (TRIR) decreased from 6.7 in 9M 2017 to 5.0 in 9M 2018.

| Key ratios, DKKm, %                | 9M 2018 | 9M 2017 | %     |
|------------------------------------|---------|---------|-------|
| ROCE <sup>1</sup>                  | 23.0%   | 15.0%   | 8.0%p |
| Adjusted net debt                  | 26,543  | 26,412  | 0%    |
| FFO/adjusted net debt <sup>1</sup> | 42%     | 27%     | 15%p  |

<sup>1)</sup>See page 29 in the annual report for 2017 for definitions.



## **Offshore Wind**

#### Highlights Q3 2018

- Borkum Riffgrund 2 in Germany expected to be commissioned ahead of schedule.
- We signed the farm-down of Hornsea 1 in the UK, one of the largest renewable energy M&A transactions of all time. We expect to close the transaction within the coming weeks.
- We received approval from The Crown Estate in the UK to progress with our Race Bank Extension Offshore Wind Farm project.
- We entered into an agreement to acquire the US-based offshore wind developer Deepwater Wind.

#### Financial results Q3 2018

Power generation was 12% higher than Q3 2017 and amounted to 1.9TWh. The increase was mainly due to ramp-up of generation from Race Bank and Walney Extension. This was only partly offset by slightly lower wind speed in the UK in Q3 2018 compared to Q3 2017.

Revenue totalled DKK 5.3 billion, 36% higher than in Q3 2017. Revenue from wind farms in operation increased by 26% due to the higher generation and a positive effect from new wind farms in the UK together with new O&M agreements, which was partly offset by slightly lower wind speed. The increasing UK power prices compared with Q3 2017, were to a large extent offset by hedges. Revenue from construction agreements increased due to a high level of activity at Borkum Riffgrund 2 in Q3 2018.

EBITDA was DKK 0.3 billion higher than in Q3

2017 and amounted to DKK 2.0 billion. The increase was mainly due to ramp-up of Walney Extension and Race Bank, which led to a 31% increase in EBITDA from wind farms in operation compared to Q3 2017. This was partly offset by increased project development costs (included in Other).

EBITDA from construction agreements increased by DKK 0.1 billion due to a high level of activity at Borkum Riffgrund 2 during the summer months of 2018, whereas Race Bank contributed in Q3 2017.

Cash flows from operating activities totalled DKK 0.6 billion in Q3 2018. The DKK 1.1 billion increase was due to higher EBITDA and less funds tied up in work in progress due to milestone payments on ongoing projects and high level of activity regarding construction of offshore transmission assets in the UK during Q3 2017. This was partly offset by higher receivables due to the higher generation.

Gross investments amounted to DKK 3.7 billion in Q3 2018. The largest investments related to the construction of Hornsea 1, Borkum Riffgrund 2 and Borssele 1 & 2.

Divestments in Q3 2017 were related to Race Bank and A2SEA. There were no new divestments in Q3 2018.

#### Financial results 9M 2018

Power generation increased by 20% relative to 9M 2017, primarily due to the ramp-up of generation from Race Bank, Walney Extension and to some extent Burbo Bank Extension. We commissioned Burbo Bank Extension

| Financial results                        |          | Q3 2018 | Q3 2017 | %      | 9M2018  | 9M 2017  | %      |
|--|----------|---------|---------|--------|---------|----------|--------|
| Business drivers                         |          |         |         |        |         |          |        |
| Decided (FID'ed) capacity, offshore wind | GW       | 8.9     | 8.9     | 0%     | 8.9     | 8.9      | 0%     |
| Installed capacity, offshore wind        | GW       | 5.1     | 3.8     | 34%    | 5.1     | 3.8      | 34%    |
| Generation capacity, offshore wind       | GW       | 2.9     | 2.3     | 26%    | 2.9     | 2.3      | 26%    |
| Wind speed                               | m/s      | 7.7     | 7.9     | (3%)   | 8.6     | 8.7      | (2%)   |
| Load factor                              | %        | 32      | 34      | (2%p)  | 39      | 40       | (1%p)  |
| Availability                             | %        | 92      | 92      | 0%p    | 93      | 93       | 0%p    |
| Power generation                         | TWh      | 1.9     | 1.7     | 12%    | 6.7     | 5.6      | 20%    |
| Denmark                                  |          | 0.4     | 0.5     | (20%)  | 1.5     | 1.7      | (12%)  |
| United Kingdom                           |          | 1.2     | 0.9     | 33%    | 4.1     | 2.8      | 46%    |
| Germany                                  |          | 0.3     | 0.3     | 0%     | 1.1     | 1.1      | 0%     |
| Power price, LEBA UK                     | GBP/MWh  | 69.5    | 49.7    | 40%    | 63.5    | 51.0     | 25%    |
| British pound                            | DKK/GBP  | 8.4     | 8.3     | 1%     | 8.4     | 8.5      | (1%)   |
| Financial performance                    |          |         |         |        |         |          |        |
| Revenue                                  | DKKm     | 5,304   | 3,913   | 36%    | 19,850  | 14,794   | 34%    |
| Sites, O&Ms and PPAs                     |          | 2,866   | 2,281   | 26%    | 9,503   | 7,471    | 27%    |
| Construction agreements*                 |          | 2,407   | 1,566   | 54%    | 10,289  | 7,056    | 46%    |
| Other incl. A2SEA                        |          | 31      | 66      | (53%)  | 58      | 267      | (78%)  |
| EBITDA                                   | DKKm     | 1,972   | 1,674   | 18%    | 9,018   | 8,004    | 13%    |
| Sites, O&Ms and PPAs                     |          | 1,989   | 1,521   | 31%    | 6,989   | 5,303    | 32%    |
| Construction agreements and divestmen    | nt gains | 651     | 504     | 29%    | 3,352   | 3,634    | (8%)   |
| Other incl. A2SEA and project developm   | ent      | (668)   | (351)   | 90%    | (1,323) | (933)    | 42%    |
| Depreciation                             | DKKm     | (1,072) | (979)   | 9%     | (3,189) | (3,039)  | 5%     |
| EBIT                                     | DKKm     | 900     | 695     | 29%    | 5,829   | 4,965    | 17%    |
| Cash flow from operating activities      | DKKm     | 555     | (549)   | n.a.   | 2,242   | (237)    | n.a.   |
| Gross investments                        | DKKm     | (3,691) | (4,611) | (20%)  | (7,853) | (10,479) | (25%)  |
| Divestments                              | DKKm     | (20)    | 1,838   | n.a.   | 767     | 1,927    | (60%)  |
| Free cash flow                           | DKKm     | (3,156) | (3,322) | (5%)   | (4,844) | (8,789)  | (45%)  |
| Capital employed                         | DKKm     | 65,719  | 64,892  | 1%     | 65,719  | 64,892   | 1%     |
| ROCE <sup>1</sup>                        | %        | 25.8    | 15.8    | 10.0%p | 25.8    | 15.8     | 10.0%p |

<sup>\*</sup> From 2018, the timing of recognition of revenue from construction of transmission assets has changed due to the implementation of IFRS 15, cf. note 1 to the consolidated financial statements. The implementation has no impact on EBITDA.

**(T)** 

O&Ms: Operation and maintenance agreements PPAs: Power purchase agreements

<sup>1)</sup> EBIT (last 12 months)/average capital employed

## Offshore Wind continued

in May 2017 and Race Bank in January 2018. Walney Extension started supplying power in October 2017 and was fully commissioned in May 2018.

Wind speeds were 2% lower than last year and averaged 8.6m/s. This was slightly below a normal wind year (8.7m/s). Availability was 93%, which was at the same level as last year.

Revenue from offshore wind farms in operation increased by 27% due to the abovementioned ramp-up from new offshore wind farms. Revenue from construction agreements increased by DKK 3.2 billion due to high activity on construction of the Borkum Riffgrund 2 and Walney Extension offshore wind farms for partners.

EBITDA from sites, O&Ms and PPAs amounted to DKK 7.0 billion, up DKK 1.7 billion compared to 9M 2017. Ramp-up of Walney Extension, Race Bank and to some extent Burbo Bank Extension contributed positively to the higher earnings, whereas the slightly lower wind speed contributed negatively.

EBITDA from construction agreements was DKK 0.3 billion lower than the same period last year, amounting to DKK 3.4 billion in 9M 2018. The high level of activity related to Walney Extension and Borkum Riffgrund 2 contributed positively in 9M 2018, whereas 9M 2017 was positively affected by construction progress on Race Bank and completion of Burbo Bank Extension and Gode Wind 1 & 2, as well as the recognition of a deferred farmdown gain on Race Bank.

Depreciation increased by 5% due to the

commissioning of new offshore wind farms in the UK.

Cash flows from operating activities amounted to DKK 2.2 billion in 9M 2018, up DKK 2.5 billion on 9M 2017. The net increase was due to the higher EBITDA, less funds tied up in work in progress due to higher milestone payments on ongoing projects and a VAT refund. This was partly offset by the previously mentioned early on-account tax payment for 2018 and payment of residual taxes regarding 2017.

Gross investments amounted to DKK 4.8 billion in 9M 2018. The largest investments related to the construction of Hornsea 1, Borkum Riffgrund 2, Borssele 1 & 2 and Walney Extension.

Cash flows from divestments in 9M 2018 related to the receipt of deferred proceeds from the farm-down of 50% of Walney Extension in late 2017. Divestments in 9M 2017 were related to Race Bank and A2SEA.

ROCE (last 12 months) increased by 10 percentage points to 26% and was particularly impacted by gains from the farm-downs of 50% of Walney Extension and Borkum Riffgrund 2 in Q4 2017.

#### Wind speed (m/s) for our offshore wind farms



**(** 

The wind speed indicates how many metres per second the wind has blown in the areas where we have offshore wind farms. The weighting is based on our generation capacity.

\* Indicates m/s for full year 2018 (if Q4 follows the normal wind year)

## **Bioenergy**

#### Highlights Q3 2018

- On 25 October the Danish Appeals Permission Board ruled in favour of Ørsted in the case concerning the former Elsam.
- Biomass share in heat and power generation increased to 53% compared to 40% in 9M 2017.
- Following the successful ramp-up of our newly commissioned biogas plant in Kalundborg we are continuously working on maturing our pipeline of additional biogas plants with corporate partners.

#### Financial results Q3 2018

Revenue decreased by DKK 0.1 billion to DKK 0.7 billion in Q3 2018. Heat revenue decreased by 28% as a result of the warm weather in Q3 2018. Power revenue decreased by 8%, driven by a 42% decrease in generation, also mainly due to the warm weather and the divestment of Enecogen, partly offset by higher power prices.

EBITDA was DKK 0.1 billion lower than the same period last year and amounted to DKK -0.2 billion. The decrease was due to the warm weather, higher maintenance costs and project development costs related to biogas and energy storage solutions.

Cash flows from operating activities increased by DKK 0.1 billion to DKK -0.2 billion. The increase was mainly due to a positive effect from lower receivables due to the lower generation in Q3 2018 and higher prepayments from heat customers in connection with biomass conversions.

#### Financial results 9M 2018

Revenue increased by DKK 0.4 billion to DKK 4.4 billion in 9M 2018.

Revenue from heat sales increased by 14% even though heat generation decreased by 3%. This was due to cold weather in Q1 2018, only partly offset by the warm weather in Q2 and Q3 2018. The new heat contracts for Skærbæk Power Station, where heat is generated from biomass also contributed to the increase. Revenue from power and ancillary services increased by 4% to DKK 2.4 billion, driven by an increase of 39% in power prices compared to last year.

EBITDA increased by DKK 0.3 billion and amounted to DKK 0.2 billion in 9M 2018. The increase was due to higher spreads in 9M 2018 as well as the bioconversion of Skærbæk Power Station, which was inaugurated in Q4 2017, partly offset by higher project development costs related to biogas and energy storage solutions.

EBITDA from ancillary services was DKK 0.1 billion higher than in 9M 2017.

Cash flows from operating activities amounted to DKK 0.5 billion and was DKK 0.5 billion higher than the same period last year. The increase was due to the higher EBITDA in 9M 2018, settlement of early intra-group on-account taxes for 2018 and residual taxes regarding 2017 and VAT. This was partly offset by lower prepayments from heat customers in connection with biomass conversions.

Gross investments amounted to DKK 0.9 billion in 9M 2018. The largest investments relations

| Financial results                   |         | Q3 2018 | Q3 2017 | %      | 9M 2018 | 9M 2017 | %      |
|-------------------------------------|---------|---------|---------|--------|---------|---------|--------|
| Business drivers                    |         |         |         |        |         |         |        |
| Degree days                         | Number  | 76      | 115     | (34%)  | 1,642   | 1,810   | (9%)   |
| Heat generation                     | TWh     | 0.3     | 0.7     | (57%)  | 6.0     | 6.2     | (3%)   |
| Power generation                    | TWh     | 0.7     | 1.2     | (42%)  | 4.9     | 5.9     | (17%)  |
| Power price, DK                     | EUR/MWh | 53.3    | 33.8    | 58%    | 43.3    | 31.2    | 39%    |
| Green dark spread, DK               | EUR/MWh | 5.2     | 1.3     | 300%   | 2.4     | (0.5)   | n.a.   |
| Green spark spread, DK              | EUR/MWh | (2.7)   | (0.6)   | 329%   | (7.0)   | (4.8)   | 46%    |
| Financial results                   |         |         |         |        |         |         |        |
| Revenue                             | DKKm    | 660     | 776     | (15%)  | 4,427   | 4,076   | 9%     |
| Heat                                |         | 201     | 278     | (28%)  | 2,011   | 1,757   | 14%    |
| Power, including ancillary services |         | 459     | 498     | (8%)   | 2,416   | 2,319   | 4%     |
| EBITDA                              | DKKm    | (204)   | (142)   | 44%    | 164     | (88)    | n.a.   |
| Heat                                |         | 71      | 84      | (15%)  | 520     | 460     | 13%    |
| Ancillary services                  |         | 78      | 65      | 20%    | 271     | 199     | 36%    |
| Power                               |         | (353)   | (291)   | 21%    | (627)   | (747)   | (16%)  |
| Depreciation                        | DKKm    | (163)   | (180)   | (9%)   | (487)   | (507)   | (4%)   |
| EBIT                                | DKKm    | (367)   | (322)   | 14%    | (323)   | (595)   | (46%)  |
| Cash flow from operating activities | DKKm    | (169)   | (244)   | (31%)  | 509     | (8)     | n.a.   |
| Gross investments                   | DKKm    | (389)   | (350)   | 11%    | (948)   | (971)   | (2%)   |
| Divestments                         | DKKm    | 400     | (4)     | n.a.   | 378     | 36      | 950%   |
| Free cash flow                      | DKKm    | (158)   | (598)   | (74%)  | (61)    | (943)   | (94%)  |
| Capital employed                    | DKKm    | 2,575   | 2,756   | (7%)   | 2,575   | 2,756   | (7%)   |
| ROCE <sup>1</sup>                   | %       | (10.0)  | (26.1)  | 16.1%p | (10.0)  | (26.1)  | 16.1%p |
|                                     |         |         |         |        |         |         |        |

1) EBIT (last 12 months)/average capital employed

ed to the bioconversion of Asnæs Power Station.

## **Customer Solutions**

#### Highlights Q3 2018

- The process to divest our Danish power distribution and residential customer business on track.
- At the end of September, the customers in our power distribution company, Radius, had taken 545,000 smart meters in use.
- We signed a PPA with innogy, under which we will balance the power for the Triton Knoll Offshore Wind Farm once operational in 2021.

#### Financial results Q3 2018

Revenue was up 24% and amounted to DKK 10.5 billion in Q3 2018, driven primarily by an average increase in gas and UK power prices of 52% and 40%, respectively, relative to Q3 2017. In addition, gas volumes sold were higher than in Q3 2017, whereas power volumes were lower than in Q3 2017.

EBITDA totalled DKK 0.5 billion, which was DKK 0.3 billion higher than in Q3 2017. The higher EBITDA was mainly due to higher earnings from our Markets and LNG business. Higher margins in LNG was mainly due to utilisation of location spreads and optimisation of physical positions. Our Markets business had higher than expected earnings mainly as a result of higher ags prices in Q3 2018.

The increasing gas prices at the end of Q3 2018 led to an increase in the accounting value of our gas inventories and thus a positive EBITDA effect in Markets. All else being equal, this will lead to an offsetting negative effect in 2019 when we sell the gas. Furthermore, earnings in the Markets business in Q3 2018, was positively affected by the fact that the

gas prices have increased since we hedged the price of the gas purchased in Q3. The gas was placed at our storage facilities with the intention to sell it in Q1 2019. The current gas prices (including forward prices for Q1 2019) are higher than both the hedged gas purchase prices in Q3 2018 and hedged gas sales prices in Q1 2019. This led to a gain in Q3 2018, when we bought the gas, and will expectedly lead to a loss in Q1 2019 when we sell the gas.

Cash flows from operating activities amounted to DKK -0.6 billion in Q3 2018, the same level as in Q3 2017. The higher EBITDA was offset by more funds tied up in gas storages due to the increasing gas prices and higher accounts receivables.

#### Financial results 9M 2018

Revenue was up 18% at DKK 35.1 billion in 9M 2018, driven primarily by an average increase in gas and UK power prices of 33% and 25%, respectively, relative to 9M 2017. In addition, gas volumes sold were higher than in 9M 2017, whereas power volumes were lower than in 9M 2017.

EBITDA amounted to DKK 1.8 billion in 9M 2018 which was DKK 0.1 billion lower than the year before.

EBITDA from Distribution was down DKK 0.1 billion, mainly due to a decrease in the volumes transported as a result of the warmerthan-average temperatures.

EBITDA from Markets was slightly up compared to 9M 2017 and amounted to DKK 0.9 billion. The increase was due to a one-off

| Financial results                       | Q3 2018 Q3 2017 |        |        | % 9M 2018 9M 2017 |        |         | %        |
|---|-----------------|--------|--------|-------------------|--------|---------|----------|
| Business drivers                        |                 |        |        |                   |        |         |          |
| Regulatory asset base (power)           | DKKm            | 10,957 | 10,623 | 3%                | 10,957 | 10,623  | 3%       |
| Degree days                             | Number          | 76     | 115    | (34%)             | 1,642  | 1,810   | (9%)     |
| Customer satisfaction (B2C—touch point) | Scale           | 75     | 76     | (1%)              | 75     | 76      | (1%)     |
| Gas sales                               | TWh             | 31.5   | 29.4   | 7%                | 108.1  | 99.2    | 9%       |
| Sales                                   |                 | 7.8    | 7.7    | 1%                | 29.4   | 30.0    | (2%)     |
| Markets (excl. volumes to Sales)        |                 | 23.7   | 21.7   | 9%                | 78.7   | 69.2    | 14%      |
| Power sales                             | TWh             | 6.6    | 8.2    | (20%)             | 24.9   | 27.1    | (8%)     |
| Sales                                   |                 | 3.5    | 2.8    | 25%               | 11.0   | 8.5     | 29%      |
| Markets (excl. volumes to Sales)        |                 | 3.1    | 5.4    | (43%)             | 13.9   | 18.6    | (25%)    |
| Power distribution                      | TWh             | 1.8    | 1.9    | (5%)              | 6.1    | 6.2     | (2%)     |
| Gas price, TTF                          | EUR/MWh         | 24.5   | 16.1   | 52%               | 22.2   | 16.7    | 33%      |
| Oil price, Brent                        | USD/boe         | 75.3   | 52.1   | 45%               | 72.1   | 51.9    | 39%      |
| US dollar                               | DKK/USD         | 6.4    | 6.3    | 2%                | 6.2    | 6.7     | (7%)     |
| British pound                           | DKK/GBP         | 8.4    | 8.3    | 1%                | 8.4    | 8.5     | (1%)     |
| Financial results                       |                 |        |        |                   |        |         |          |
| Revenue                                 | DKKm            | 10,505 | 8,441  | 24%               | 35,082 | 29,799  | 18%      |
| EBITDA                                  | DKKm            | 478    | 202    | 137%              | 1,814  | 1,903   | (5%)     |
| Distribution                            |                 | 216    | 294    | (27%)             | 899    | 1,027   | (12%)    |
| Sales                                   |                 | (32)   | 15     | n.a.              | (41)   | 11      | n.a.     |
| Markets                                 |                 | 82     | (95)   | n.a.              | 868    | 847     | 2%       |
| LNG                                     |                 | 212    | (12)   | n.a.              | 88     | 18      | 389%     |
| Depreciation                            | DKKm            | (192)  | (217)  | (12%)             | (572)  | (649)   | (12%)    |
| EBIT                                    | DKKm            | 286    | (15)   | n.a.              | 1,242  | 1,254   | (1%)     |
| Cash flow from operating activities     | DKKm            | (593)  | (598)  | (1%)              | 1,534  | (842)   | n.a.     |
| Gross investments                       | DKKm            | (236)  | (184)  | 28%               | (677)  | (478)   | 42%      |
| Divestments                             | DKKm            | (1)    | 29     | n.a.              | 47     | 102     | (54%)    |
| Free cash flow                          | DKKm            | (830)  | (753)  | 10%               | 904    | (1,218) | n.a.     |
| Capital employed                        | DKKm            | 10,243 | 10,044 | 2%                | 10,243 | 10,044  | 2%       |
| ROCE <sup>1</sup>                       | %               | 11.2   | 23.0   | (11.8%p)          | 11.2   | 23.0    | (11.8%p) |

1) EBIT (last 12 months)/average capital employed

## **Customer Solutions** continued

compensation awarded following the completion of an arbitration relating to a gas purchase contract in Q1 2018, higher gas prices and higher margins achieved in our UK power portfolio. The positive effect from the higher gas prices are expected to have an offsetting effect in 2019 when we sell the gas. This was partly offset by the extraordinarily high earnings related to trading of our financial energy exposures in 9M 2017.

EBITDA from LNG increased by DKK 0.1 billion to DKK 0.1 billion as a result of increased gas prices and utilisation of location spreads and optimisation of physical positions.

Cash flows from operating activities amounted to DKK 1.5 billion in 9M 2018. The increase of DKK 2.4 billion was primarily due to settlement of intra-group hedges related to the now divested oil and gas business having a negative effect in 2017, less funds tied up in clearing accounts toward trading partners, and lower gas inventory. This was partly offset by more funds tied up in ROC inventory due to higher offshore wind power generation and higher accounts receivables due to higher volumes sold.

Gross investments totalled DKK 0.7 billion in 9M 2018, relating mainly to maintenance of the power distribution grid and the installation of new smart meters.

ROCE (last 12 months) decreased by 12 percentage points to 11%. The period ending in 9M 2017 was positively impacted by one-off compensations as a result of renegotiation of gas purchase contracts.



## Performance highlights

Income statement

| income statement  |         |          |         |         |          |
|---|---------|----------|---------|---------|----------|
| (Business performance), DKKm                              | 9M 2018 | 9M 2017  |         | Q3 2017 | 2017     |
| Revenue   | 53,419  | 43,906   | 15,018  | 11,869  | 59,504   |
| EBITDA  | 10,823  | 9,487    | 2,225   | 1,757   | 22,519   |
| Offshore Wind   | 9,018   | 8,004    | 1,972   | 1,674   | 20,595   |
| Bioenergy   | 164     | (88)     | (204)   | (142)   | 152      |
| Customer Solutions  | 1,814   | 1,903    | 478     | 202     | 2,082    |
| Other activities  | (173)   | (332)    | (21)    | 23      | (310)    |
| Depreciation and amortisation                             | (4,281) | (4,222)  | (1,437) | (1,385) | (5,739)  |
| Impairment losses   | -       | -        | -       | -       | (545)    |
| Operating profit (loss) (EBIT)                            | 6,542   | 5,265    | 788     | 372     | 16,235   |
| Gain (loss) on divestment of enterprises                  | 155     | (125)    | 181     | (108)   | (139)    |
| Net financial income and expenses                         | (1,235) | (393)    | (436)   | 22      | (1,042)  |
| Share of profit (loss) from associates and joint ventures | 4       | (52)     | 2       | (7)     | (10)     |
| Profit (loss) before tax                                  | 5,466   | 4,695    | 535     | 279     | 15,044   |
| Tax   | (1,140) | (766)    | (117)   | (70)    | (1,765)  |
| Profit (loss) for the period from continuing operations   | 4,326   | 3,929    | 418     | 209     | 13,279   |
| Profit (loss) for the period from discontinued operations | (24)    | 6,841    | (13)    | 2,931   | 6,920    |
| Profit (loss) for the period                              | 4,302   | 10,770   | 405     | 3,140   | 20,199   |
| Balance sheet   | 4,002   | 10,770   | 400     | 0,140   | 20,177   |
| Assets  | 150,909 | 126,190  | 150,909 | 126,190 | 146,521  |
| Equity  | 68,701  | 64,203   | 68,701  | 64,203  | 71,837   |
| Shareholders in Ørsted A/S                                | 52,029  | 47,050   | 52,029  | 47,050  | 54,791   |
| Non-controlling interests                                 | 3,433   | 3,905    | 3,433   | 3,905   | 3,807    |
| Hybrid capital  | 13,239  | 13,248   | 13,239  | 13,248  | 13,239   |
| Interest-bearing net debt                                 | 8,957   | 10,260   | 8,957   | 10,260  | (1,517)  |
| Capital employed  | 77,658  | 74,462   | 77,658  | 74,462  | 70,320   |
| Additions to property, plant, and equipment               | 9,861   | 12,885   | 2,942   | 4,795   | 20,022   |
| Cash flow   | 7,001   | 12,000   | 2,7 .2  | 1,7.70  | 20,022   |
| Cash flow from operating activities                       | 2,778   | (2,055)  | (117)   | (1,095) | 1,023    |
| Gross investments   | (9,565) | (11,939) | (4,385) | (5,150) | (17,744) |
| Divestments   | 1,201   | 2,107    | 380     | 1,882   | 16,982   |
| Free cash flow  | (5,586) | (11,887) | (4,122) | (4,363) | 261      |
| Financial ratios  | (-//    | (,,      | ( .,,   | ( -)/   |          |
| Return on capital employed (ROCE) <sup>1,5</sup> , %      | 23.0    | 15.0     | 23.0    | 15.0    | 25.2     |
| FFO/adjusted net debt <sup>2,5</sup> , %                  | 41.7    | 26.5     | 41.7    | 26.5    | 50.3     |
| Number of outstanding shares, end of period, '000         | 420,155 | 420,155  | 420,155 | 420,155 | 420,155  |
| Share price, end of period, DKK                           | 436.3   | 360.4    | 436.3   | 360.4   | 338.7    |
| Market capitalisation, end of period, DKK billion         | 183.3   | 151.4    | 183.3   | 151.4   | 142.3    |
| Earnings per share (EPS) (BP), DKK                        | 9.7     | 24.7     | 1.1     | 7.1     | 46.4     |
| Income statement (IFRS)                                   |         | =        |         |         | '        |
| Revenue   | 49,355  | 44,998   | 12,798  | 11,647  | 59,709   |
| EBITDA  | 7,577   | 10,263   | 567     | 1,643   | 22,574   |
| Profit (loss) for the period from continuing operations   | 1,794   | 4,534    | (875)   | 120     | 13,321   |

| Business drivers   | 9M 2018 | 9M2017 | Q3 2018 | Q3 2017 | 2017   |
|--|---------|--------|---------|---------|--------|
| Offshore Wind  |         |        |         |         |        |
| Decided (FID'ed) capacity <sup>3</sup> , offshore wind, GW | 8.9     | 8.9    | 8.9     | 8.9     | 8.9    |
| Installed capacity, offshore wind, GW                      | 5.1     | 3.8    | 5.1     | 3.8     | 3.9    |
| Generation capacity, offshore wind, GW                     | 2.9     | 2.3    | 2.9     | 2.3     | 2.5    |
| Wind speed <sup>3</sup> , m/s                              | 8.6     | 8.7    | 7.7     | 7.9     | 9.3    |
| Load factor <sup>3</sup> , %                               | 39      | 40     | 32      | 34      | 44     |
| Availability <sup>3</sup> , %                              | 93      | 93     | 92      | 92      | 93     |
| Power generation, TWh                                      | 6.7     | 5.6    | 1.9     | 1.7     | 8.5    |
| Bioenergy  |         |        |         |         |        |
| Degree days <sup>3</sup> , number                          | 1,642   | 1,810  | 76      | 115     | 2,705  |
| Heat generation, TWh                                       | 6.0     | 6.2    | 0.3     | 0.7     | 9.0    |
| Power generation, TWh                                      | 4.9     | 5.9    | 0.7     | 1.2     | 8.2    |
| Customer Solutions   |         |        |         |         |        |
| Regulatory value of power distribution assets <sup>4</sup> | 10,957  | 10,623 | 10,957  | 10,623  | 10,623 |
| Customer satisfaction (B2C—touch point), scale             | 75      | 76     | 75      | 76      | 76     |
| Power distribution, TWh                                    | 6.1     | 6.2    | 1.8     | 1.9     | 8.4    |
| Power sales, TWh   | 24.9    | 27.1   | 6.6     | 8.2     | 37.7   |
| Gas sales, TWh   | 108.1   | 99.2   | 31.5    | 29.4    | 136.1  |
| People and environment                                     |         |        |         |         |        |
| Employees (FTE), end of period number                      | 5,882   | 5,641  | 5,882   | 5,641   | 5,638  |
| Total recordable injury rate (TRIR) <sup>5</sup>           | 5.0     | 6.7    | 5.0     | 6.7     | 6.4    |
| Fatalities, number   | 0       | 0      | 0       | 0       | 0      |
| Green share of heat and power generation, %                | 71      | 59     | 71      | 60      | 64     |
| Carbon emissions, g/kWh                                    | 153     | 172    | 212     | 203     | 151    |



#### Business performance vs. IFRS

Business performance represents the underlying financial performance of the Group in the reporting period as results are adjusted for temporary fluctuations in the market value of contracts (including hedging transactions) relating to other periods. Apart from this, there is no difference between business performance and IFRS results. Read more in note 2.

<sup>1)</sup> EBIT (last 12 months)/average capital employed.
<sup>2)</sup> Net debt including 50% of hybrid capital, cash and

securities not available for use (with the exception of repo transactions), present value of lease obligations, and decommissioning obligations less deferred tax.

<sup>&</sup>lt;sup>3)</sup> See definition on page 172 and note 9 in the annual report for 2017.

<sup>&</sup>lt;sup>4)</sup> The figures indicate values from the latest regulatory financial statements (updated in June).

<sup>5)</sup> Last 12 months.

## **Quarterly overview**

| Income statement                                   | Q3      | Q2      | Q1      | Q4      | Q3      | Q2      | Q1      | Q4      |
|--|---------|---------|---------|---------|---------|---------|---------|---------|
| (Business performance), DKKm                       | 2018    | 2018    | 2018    | 2017    | 2017    | 2017    | 2017    | 2016    |
| Revenue  | 15,018  | 18,593  | 19,808  | 15,598  | 11,869  | 15,540  | 16,497  | 15,678  |
| EBITDA   | 2,225   | 3,079   | 5,519   | 13,032  | 1,757   | 4,442   | 3,288   | 6,310   |
| Offshore Wind                                      | 1,972   | 3,090   | 3,956   | 12,591  | 1,674   | 4,191   | 2,139   | 5,054   |
| Bioenergy  | (204)   | (71)    | 439     | 240     | (142)   | (153)   | 207     | 115     |
| Customer Solutions                                 | 478     | 122     | 1,214   | 179     | 202     | 516     | 1,185   | 1,243   |
| Other activities                                   | (21)    | (62)    | (90)    | 22      | 23      | (112)   | (243)   | (102)   |
| Depreciation and amortisation                      | (1,437) | (1,462) | (1,382) | (1,517) | (1,385) | (1,541) | (1,296) | (1,602) |
| Impairment losses                                  | -       | -       | -       | (545)   | -       | -       | -       | -       |
| Operating profit (loss) (EBIT)                     | 788     | 1,617   | 4,137   | 10,970  | 372     | 2,901   | 1,992   | 4,708   |
| Gain (loss) on divestment of enterprises           | 181     | (16)    | (10)    | (14)    | (108)   | (6)     | (11)    | (80)    |
| Net financial income and expenses                  | (436)   | (504)   | (294)   | (649)   | 22      | (81)    | (334)   | (352)   |
| Share of profit (loss) from associates and         |         |         |         |         |         |         |         |         |
| joint ventures                                     | 2       | 4       | (2)     | 42      | (7)     | (2)     | (43)    | (3)     |
| Profit (loss) before tax                           | 535     | 1,101   | 3,830   | 10,349  | 279     | 2,812   | 1,604   | 4,273   |
| Tax  | (117)   | (225)   | (798)   | (999)   | (70)    | (306)   | (390)   | (285)   |
| Profit (loss) for the period from continuing       |         |         |         |         |         |         |         |         |
| operations   | 418     | 876     | 3,032   | 9,350   | 209     | 2,506   | 1,214   | 3,988   |
| Profit (loss) for the period from discontinued     |         |         |         |         |         |         |         |         |
| operations   | (13)    | (19)    | 8       | 79      | 2,931   | 2,484   | 1,426   | (473)   |
| Profit (loss) for the period                       | 405     | 857     | 3,040   | 9,429   | 3,140   | 4,990   | 2,640   | 3,515   |
| Balance sheet                                      |         |         |         |         |         |         |         |         |
| Assets   | 150,909 | 149,149 | 147,739 | 146,521 | 126,190 | 133,550 | 132,030 | 136,489 |
| Equity   | 68,701  |         | 70,823  | 71,837  |         | 62,160  | 58,112  | 57,500  |
| Shareholders in Ørsted A/S                         | 52,029  | 52,884  | 53,861  | 54,791  | 47,050  | 43,990  | 39,828  | 39,106  |
| Non-controlling interests                          | 3,433   |         | 3,723   | 3,807   | 3,905   | 4,922   | 5,036   | 5,146   |
| Hybrid capital                                     | 13,239  |         | 13,239  | 13,239  | 13,248  | 13,248  | 13,248  | 13,248  |
| Interest-bearing net debt                          | 8,957   |         | 4,331   | (1,517) | 10,260  | 10,332  | 6,523   | 3,461   |
| Capital employed                                   | 77,658  |         | 75,154  | 70,320  | 74,462  | 72,491  | 64,635  | 60,961  |
| Additions to property, plant, equipment            | 2,942   | 3,137   | 3,782   | 7,137   | 4,795   | 5,475   | 2,615   | 4,378   |
| Cash flow  |         |         |         |         |         |         |         |         |
| Cash flow from operating activities                | (117)   |         | (398)   | 3,078   | (1,095) | (1,848) | 888     | 1,752   |
| Gross investments                                  | (4,385) | (3,109) | (2,071) | (5,805) | (5,150) | (4,287) | (2,502) | (4,732) |
| Divestments  | 380     | (14)    | 835     | 14,875  | 1,882   | 160     | 65      | 5,013   |
| Free cash flow                                     | (4,122) | 170     | (1,634) | 12,148  | (4,363) | (5,975) | (1,549) | 2,033   |
| Financial ratios                                   |         |         |         |         |         |         |         |         |
| Return on capital employed (ROCE) <sup>1</sup> , % | 23.0    |         | 26.7    | 25.2    | 15.0    | 18.4    | 17.4    | 24.4    |
| FFO/adjusted net debt <sup>2,5</sup> , %           | 41.7    | 44.3    | 45.6    | 50.3    | 26.5    | 32.0    | 34.2    | 64.2    |
| Number of outstanding shares, end of period, '000  |         | 420,155 |         |         |         |         |         |         |
| Share price, end of period, DKK                    | 436.3   |         | 392.0   | 338.7   | 360.4   | 293.9   | 268.9   | 267.6   |
| Market capitalisation, end of period, DKK billion  | 183.3   |         | 164.7   | 142.3   | 151.5   | 123.5   | 113.0   | 112.5   |
| Earnings per share (EPS) (BP), DKK                 | 1.1     | 1.4     | 7.2     | 21.7    | 7.1     | 11.2    | 6.4     | 8.2     |
| Income statement (IFRS)                            |         |         |         |         |         |         |         |         |
| Revenue  | 12,798  | 16,859  | 19,698  | 14,711  | 11,647  | 15,925  | 17,426  | 13,396  |
| EBITDA   | 567     | 1,725   | 5,285   | 12,311  | 1,643   | 4,777   | 3,843   | 4,572   |
| Profit (loss) for the period from continuing       |         |         |         |         |         |         |         |         |
| operations   | (875)   | (180)   | 2,849   | 8,787   | 120     | 2,765   | 1,649   | 2,632   |

|   | Q3     | Q2     | Q1     | Q4     | Q3     | Q2     | Q1     | Q4     |
|---|--------|--------|--------|--------|--------|--------|--------|--------|
| Business drivers  | 2018   | 2018   | 2018   | 2017   | 2017   | 2017   | 2017   | 2016   |
| Offshore Wind   |        |        |        |        |        |        |        |        |
| Decided (FID'ed) capacity <sup>3</sup> , offshore wind, |        |        |        |        |        |        |        |        |
| GW  | 8.9    | 8.9    | 8.9    | 8.9    | 8.9    | 7.5    | 7.4    | 7.4    |
| Installed capacity, offshore wind, GW                   | 5.1    | 5.1    | 4.4    | 3.9    | 3.8    | 3.8    | 3.6    | 3.6    |
| Generation capacity, offshore wind, GW                  | 2.9    | 2.8    | 2.7    | 2.5    | 2.3    | 2.2    | 2.1    | 2.0    |
| Wind speed, m/s   | 7.7    | 7.9    | 10.3   | 11.0   | 7.9    | 8.5    | 9.9    | 9.4    |
| Load factor <sup>3</sup> , %                            | 32     | 31     | 55     | 54     | 34     | 38     | 50     | 49     |
| Availability <sup>3</sup> , %                           | 92     | 93     | 94     | 92     | 92     | 93     | 93     | 94     |
| Power generation, TWh                                   | 1.9    | 1.8    | 3.0    | 2.9    | 1.7    | 1.8    | 2.1    | 1.8    |
| Bioenergy   |        |        |        |        |        |        |        |        |
| Degree days <sup>3</sup> , number                       | 76     | 149    | 1,417  | 895    | 115    | 451    | 1,244  | 962    |
| Heat generation, TWh                                    | 0.3    | 0.9    | 4.8    | 2.8    | 0.7    | 1.3    | 4.2    | 3.1    |
| Power generation, TWh                                   | 0.7    | 0.9    | 3.3    | 2.3    | 1.2    | 1.5    | 3.2    | 3.0    |
| Customer Solutions                                      |        |        |        |        |        |        |        |        |
| Regulatory value of power distribution                  |        |        |        |        |        |        |        |        |
| assets <sup>4</sup>                                     | 10,957 | 10,957 | 10,623 | 10,623 | 10,623 | 10,623 | 10,648 | 10,648 |
| Customer satisfaction (B2C—touch point),                |        |        |        |        |        |        |        |        |
| scale   | 75     | 73     | 76     | 74     | 76     | 75     | 77     | 76     |
| Power distribution, TWh                                 | 1.8    | 1.9    | 2.4    | 2.2    | 1.9    | 2.0    | 2.3    | 2.3    |
| Power sales, TWh  | 6.6    | 6.8    | 11.5   | 10.6   | 8.2    | 8.8    | 10.1   | 9.2    |
| Gas sales, TWh  | 31.5   | 34.1   | 42.5   | 36.9   | 29.4   | 28.3   | 41.5   | 36.1   |
| People and environment                                  |        |        |        |        |        |        |        |        |
| Employees (FTE) end of period, number                   | 5,882  | 5,741  | 5,662  | 5,638  | 5,641  | 5,802  | 5,787  | 5,775  |
| Total recordable injury rate (TRIR) <sup>5</sup>        | 5.0    | 6.2    | 6.7    | 6.4    | 6.7    | 6.5    | 6.4    | 6.8    |
| Fatalities, number                                      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      |
| Green share of heat and power generation                | 71     | 80     | 68     | 76     | 60     | 64     | 56     | 56     |
| Carbon emissions, g CO₂e/kWh                            | 212    | 123    | 147    | 106    | 203    | 150    | 170    | 183    |
|   |        |        |        |        |        |        |        |        |



#### Business performance vs. IFRS

Business performance represents the underlying financial performance of the Group in the reporting period as results are adjusted for temporary fluctuations in the market value of contracts (including hedging transactions) relating to other periods. Apart from this, there is no difference between business performance and IFRS results. Read more in note 2.

- <sup>1)</sup> EBIT (last 12 months)/average capital employed.
- <sup>2)</sup> Net debt including 50% of hybrid capital, cash and securities not available for use (with the exception of repo transactions), present value of lease obligations, and decommissioning obligations less deferred tax.
- <sup>3)</sup> See definition on page 172 and note 9 in the annual report for 2017.
- <sup>4)</sup> The figures indicate values from the latest regulatory financial statements (updated in June)
- 5) Last 12 months.



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## **Income statement**

1 January - 30 September

|      |  |                         | 9M 2018     |                         |                         | 9M 2017     |                         |
|------|--|-------------------------|-------------|-------------------------|-------------------------|-------------|-------------------------|
| Note | Income statement, DKKm   | Business performance    | Adjustments | IFRS                    | Business<br>performance | Adjustments | IFRS                    |
| 4    | Revenue  | 53,419                  | (4,064)     | 49,355                  | 43,906                  | 1,092       | 44,998                  |
|      | Cost of sales  | (36,777)                | 818         | (35,959)                | (30,375)                | (316)       | (30,691)                |
|      | Other external expenses  | (3,991)                 | -           | (3,991)                 | (3,120)                 | -           | (3,120)                 |
|      | Employee costs   | (2,368)                 | -           | (2,368)                 | (2,428)                 | -           | (2,428)                 |
|      | Share of profit (loss) in associates and joint ventures  | (1)                     | -           | (1)                     | -                       | -           | -                       |
| 5    | Other operating income   | 725                     | -           | 725                     | 1,625                   | -           | 1,625                   |
| 5    | Other operating expenses   | (184)                   | -           | (184)                   | (121)                   | -           | (121)                   |
|      | Operating profit (loss) before depreciation,<br>amortisation and impairment losses (EBITDA)  | 10,823                  | (3,246)     | 7,577                   | 9,487                   | 776         | 10,263                  |
|      | Amortisation, depreciation and impairment losses on intangible assets and property, plant and equipment Operating profit (loss) (EBIT) | (4,281)<br><b>6,542</b> | (3,246)     | (4,281)<br><b>3,296</b> | (4,222)<br><b>5,265</b> | -<br>776    | (4,222)<br><b>6,041</b> |
|      | Gain on divestment of enterprises  | 155                     | -           | 155                     | (125)                   | -           | (125)                   |
|      | Share of profit (loss) in associates and joint ventures  | 4                       | -           | 4                       | (52)                    | -           | (52)                    |
| 9    | Financial income   | 1,641                   | -           | 1,641                   | 2,550                   | -           | 2,550                   |
| 9    | Financial expenses   | (2,876)                 | -           | (2,876)                 | (2,943)                 | -           | (2,943)                 |
|      | Profit (loss) before tax   | 5,466                   | (3,246)     | 2,220                   | 4,695                   | 776         | 5,471                   |
|      | Tax on profit (loss) for the period  | (1,140)                 | 714         | (426)                   | (766)                   | (171)       | (937)                   |
|      | Profit (loss) for the period from continuing operations  | 4,326                   | (2,532)     | 1,794                   | 3,929                   | 605         | 4,534                   |
| 8    | Profit (loss) for the period from discontinued operations  | (24)                    | -           | (24)                    | 6,841                   | (817)       | 6,024                   |
|      | Profit (loss) for the period   | 4,302                   | (2,532)     | 1,770                   | 10,770                  | (212)       | 10,558                  |
|      | Profit (loss) for the period is attributable to:   |                         |             |                         |                         |             |                         |
|      | Shareholders of Ørsted A/S   | 4,048                   | (2,532)     | 1,516                   | 10,379                  | (212)       | 10,167                  |
|      | Interests and costs after tax, hybrid capital owners of<br>Ørsted A/S<br>Non-controlling interests                                     | 231<br>23               |             | 231<br>23               | 401<br>(10)             |             | 401<br>(10)             |
|      | Profit (loss) per share, DKK:  |                         |             |                         |                         |             | ,                       |
|      | From continuing operations   | 9.7                     |             | 3.7                     | 8.4                     |             | 9.9                     |
|      | From discontinued operations   | (O.1)                   |             | (O.1)                   | 16.3                    |             | 14.3                    |
|      | Total profit (loss) per share  | 9.6                     |             | 3.6                     | 24.7                    |             | 24.2                    |

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#### Profit (loss) per share

The dilutive effect is less than 0.1%, and consequently ordinary and diluted profit (loss) per share are identical.



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#### Profit (loss) for the period for our continuing operations Our former Oil & Gas business, which was divested 29 September 2017 is presented as

discontinued operations.

#### Effective tax rate

The estimated average annual tax rate for ordinary business activities is 21% compared to 26% for the full year 2017.

#### **Accounting policies**

#### **Business performance**

The business performance principle is our alternative performance measure. According to IFRS, market value adjustments of energy contracts and related currency risk (including hedging) are recognised on an ongoing basis in the profit (loss) for the period, whereas under the business performance principle, they are deferred and recognised in the period in which the hedged exposure materialises. The difference between IFRS and business performance is specified in the 'Adjustments' column. Read more about the business performance principle in note 2 as well as note 1.1 in the annual report 2017.

#### Effective tax rate

The estimated average annual tax rate is separated based on regions and into two different categories: a) ordinary business activities and b) gain (loss) on divestments.

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## Statement of comprehensive income

1 January - 30 September

|   |                      | 9M 2018     |       | 9M 2017                 |             |         |  |
|---|----------------------|-------------|-------|-------------------------|-------------|---------|--|
| Statement of comprehensive income, DKKm                                     | Business performance | Adjustments | IFRS  | Business<br>performance | Adjustments | IFRS    |  |
| Profit (loss) for the period  | 4,302                | (2,532)     | 1,770 | 10,770                  | (212)       | 10,558  |  |
| Other comprehensive income:   |                      |             |       |                         |             |         |  |
| Cash-flow hedging:  |                      |             |       |                         |             |         |  |
| Value adjustments for the period  | (4,068)              | 3,615       | (453) | 1,377                   | (507)       | 870     |  |
| Value adjustments transferred to income statement                           | 123                  | (369)       | (246) | (1,281)                 | 778         | (503)   |  |
| Exchange rate adjustments:  |                      |             |       |                         |             |         |  |
| Exchange rate adjustments relating to net investment in foreign enterprises | (101)                | -           | (101) | (1,510)                 | -           | (1,510) |  |
| Value adjustment of net investment hedges                                   | 198                  | -           | 198   | 641                     | -           | 641     |  |
| Value adjustments and hedges transferred to income statement                |                      |             | -     | 695                     | -           | 695     |  |
| Tax:  |                      |             |       |                         |             |         |  |
| Tax on hedging instruments  | 821                  | (714)       | 107   | (10)                    | (59)        | (69)    |  |
| Tax on exchange rate adjustments  | (27)                 | -           | (27)  | 78                      | -           | 78      |  |
| Other comprehensive income  | (3,054)              | 2,532       | (522) | (10)                    | 212         | 202     |  |
| Total comprehensive income  | 1,248                | -           | 1,248 | 10,760                  | -           | 10,760  |  |
| Comprehensive income for the period is attributable to:                     |                      |             |       |                         |             |         |  |
| Shareholders in Ørsted A/S  |                      |             | 999   |                         |             | 10,486  |  |
| Interest payments and costs after tax, hybrid capital owners of Ørsted A/S  |                      |             | 231   |                         |             | 401     |  |
| Non-controlling interests   |                      |             | 18    |                         |             | (127)   |  |
| Total comprehensive income  |                      |             | 1,248 |                         |             | 10,760  |  |



## **Income statement**

1 July - 30 September

|      |  |                       | Q3 2018      |                         | Q3 2017                 |             |                       |  |
|------|--|-----------------------|--------------|-------------------------|-------------------------|-------------|-----------------------|--|
| Note | Income statement, DKKm   | Business performance  | Adjustments  | IFRS                    | Business<br>performance | Adjustments | IFRS                  |  |
| 4    | Revenue  | 15,018                | (2,220)      | 12,798                  | 11,869                  | (222)       | 11,647                |  |
|      | Cost of sales  | (10,545)              | 562          | (9,983)                 | (8,209)                 | 108         | (8,101)               |  |
|      | Other external expenses  | (1,629)               | -            | (1,629)                 | (1,046)                 | -           | (1,046)               |  |
|      | Employee costs   | (800)                 | -            | (800)                   | (833)                   | -           | (833)                 |  |
|      | Share of profit (loss) in associates and joint ventures  | (4)                   | -            | (4)                     | (1)                     | -           | (1)                   |  |
| 5    | Other operating income   | 222                   | -            | 222                     | 40                      | -           | 40                    |  |
| 5    | Other operating expenses   | (37)                  | -            | (37)                    | (63)                    | -           | (63)                  |  |
|      | Operating profit (loss) before depreciation, amortisation and impairment losses (EBITDA)   | 2,225                 | (1,658)      | 567                     | 1,757                   | (114)       | 1,643                 |  |
|      | Amortisation, depreciation and impairment losses on intangible assets and property, plant and equipment Operating profit (loss) (EBIT) | (1,437)<br><b>788</b> | -<br>(1,658) | (1,437)<br><b>(870)</b> | (1,385)<br><b>372</b>   | -<br>(114)  | (1,385)<br><b>258</b> |  |
|      | Gain on divestment of enterprises  | 181                   | -            | 181                     | (108)                   | -           | (108)                 |  |
|      | Share of profit (loss) in associates and joint ventures  | 2                     | -            | 2                       | (7)                     | -           | (7)                   |  |
| 9    | Financial income   | 215                   | -            | 215                     | 1,158                   | -           | 1,158                 |  |
| 9    | Financial expenses   | (651)                 | -            | (651)                   | (1,136)                 | -           | (1,136)               |  |
|      | Profit (loss) before tax   | 535                   | (1,658)      | (1,123)                 | 279                     | (114)       | 165                   |  |
|      | Tax on profit (loss) for the period  | (117)                 | 365          | 248                     | (70)                    | 25          | (45)                  |  |
|      | Profit (loss) for the period from continuing operations  | 418                   | (1,293)      | (875)                   | 209                     | (89)        | 120                   |  |
| 8    | Profit (loss) for the period from discontinued operations  | (13)                  | -            | (13)                    | 2,931                   | (223)       | 2,708                 |  |
|      | Profit (loss) for the period   | 405                   | (1,293)      | (888)                   | 3,140                   | (312)       | 2,828                 |  |
|      | Profit (loss) for the period is attributable to:   |                       |              |                         |                         |             |                       |  |
|      | Shareholders in Ørsted A/S   | 435                   | (1,293)      | (858)                   | 2,992                   | (312)       | 2,680                 |  |
|      | Interests and costs after tax, hybrid capital owners of Ørsted A/S Non-controlling interests   | (24)                  |              | (24)                    | 146<br>2                |             | 146<br>2              |  |
|      |  | (0)                   |              | (0)                     |                         |             |                       |  |
|      | Profit (loss) per share, DKK: From continuing operations   | 1.1                   |              | (2.0)                   | 0.1                     |             | 0.0                   |  |
|      | From discontinued operations   | (0.1)                 |              | (0.1)                   | 7.0                     |             | 6.4                   |  |
|      | Total profit (loss) per share  | 1.0                   |              | (2.1)                   | 7.1                     |             | 6.4                   |  |



#### Profit (loss) per share

The dilutive effect is less than 0.1%, and consequently ordinary and diluted profit (loss) per share are identical.



#### Profit (loss) for the period for our continuing operations Our former Oil & Gas business, which was divested 29 September 2017 is presented as

discontinued operations.

#### Effective tax rate

The estimated average annual tax rate for ordinary business activities is 22% compared to 26% for the full year 2017.

#### Accounting policies

#### **Business performance**

The business performance principle is our alternative performance measure. According to IFRS, market value adjustments of energy contracts and related currency risk (including hedging) are recognised on an ongoing basis in the profit (loss) for the period, whereas under the business performance principle, they are deferred and recognised in the period in which the hedged exposure materialises. The difference between IFRS and business performance is specified in the 'Adjustments' column. Read more about the business performance principle in note 2 as well as note 1.1 in the annual report 2017.

#### Effective tax rate

The estimated average annual tax rate is separated based on regions and into two different categories: a) ordinary business activities and b) gain (loss) on divestments.

## Statement of comprehensive income

1 July - 30 September

|  |              | Q3 2018     |              | Q3 2017      |             |              |  |
|--|--------------|-------------|--------------|--------------|-------------|--------------|--|
| Statement of comprehensive income, DKKm  | Business     | Adjustments | IFRS         | Business     | Adjustments | IFRS         |  |
| Profit (loss) for the period   | 405          | (1,293)     | (888)        | 3,140        | (312)       | 2,828        |  |
| Other comprehensive income:  |              |             |              |              |             |              |  |
| Cash-flow hedging:   |              |             |              |              |             |              |  |
| Value adjustments for the period   | (1,765)      | 1,926       | 161          | 74           | 254         | 328          |  |
| Value adjustments transferred to income statement  | 254          | (268)       | (14)         | (671)        | 145         | (526)        |  |
| Exchange rate adjustments:   |              |             |              |              |             |              |  |
| Exchange rate adjustments relating to net investment in foreign enterprises  Value adjustment of net investment hedges | (227)<br>120 | -<br>-      | (227)<br>120 | (489)<br>225 | -           | (489)<br>225 |  |
| Value adjustments and hedges transferred to income statement   |              |             |              | 695          | -           | 695          |  |
| Tax:   |              |             |              |              |             |              |  |
| Tax on hedging instruments   | 316          | (365)       | (49)         | 133          | (87)        | 46           |  |
| Tax on exchange rate adjustments   | (10)         | -           | (10)         | 39           | -           | 39           |  |
| Other comprehensive income   | (1,312)      | 1,293       | (19)         | 6            | 312         | 318          |  |
| Total comprehensive income   | (907)        | -           | (907)        | 3,146        | -           | 3,146        |  |
| Comprehensive income for the period is attributable to:  |              |             |              |              |             |              |  |
| Shareholders in Ørsted A/S   |              |             | (877)        |              |             | 2,998        |  |
| Interest payments and costs after tax, hybrid capital owners of Ørsted A/S   |              |             | (24)         |              |             | 146          |  |
| Non-controlling interests  |              |             | (6)          |              |             |              |  |
| Total comprehensive income   |              |             | (907)        |              |             | 3,146        |  |



## **Balance** sheet

| ote | Assets, DKKm                                     | 30 September<br>2018 | 31 December<br>2017 | 30 September<br>2017 |
|-----|--|----------------------|---------------------|----------------------|
|     | Intangible assets                                | 741                  | 689                 | 707                  |
|     | Land and buildings                               | 1,524                | 1,501               | 1,494                |
|     | Production assets                                | 64,947               | 60,603              | 55,860               |
|     | Fixtures and fittings, tools and equipment       | 355                  | 413                 | 409                  |
|     | Property, plant and equipment under construction | 15,023               | 13,328              | 20,211               |
|     | Property, plant and equipment                    | 81,849               | 75,845              | 77,974               |
|     | Investments in associates and joint ventures     | 462                  | 339                 | 376                  |
|     | Receivables from associates and joint ventures   | 63                   | 48                  | 31                   |
|     | Other securities and equity investments          | 208                  | 130                 | 135                  |
|     | Deferred tax                                     | 2,692                | 2,865               | 732                  |
|     | Other receivables                                | 2,025                | 1,955               | 1,999                |
|     | Other non-current assets                         | 5,450                | 5,337               | 3,273                |
|     | Non-current assets                               | 88,040               | 81,871              | 81,954               |
|     | Inventories                                      | 17,790               | 3,853               | 3,719                |
|     | Derivatives                                      | 7,509                | 4,870               | 5,909                |
|     | Contract assets                                  | 547                  | 10,817              | 11,031               |
|     | Trade receivables                                | 7,457                | 9,170               | 6,554                |
|     | Other receivables                                | 2,936                | 3,519               | 2,690                |
|     | Income tax                                       | 1,618                | 296                 | 898                  |
|     | Securities                                       | 20,333               | 25,280              | 7,521                |
|     | Cash   | 1,976                | 4,203               | 3,308                |
|     | Current assets                                   | 60,166               | 62,008              | 41,630               |
|     | Assets classified as held for sale               | 2,703                | 2,642               | 2,606                |
|     | Assets   | 150,909              | 146,521             | 126,190              |

| Equity and liabilities, DKKm                               | 30 September<br>2018 | 31 December<br>2017 | 30 September<br>2017 |
|--|----------------------|---------------------|----------------------|
| Share capital  | 4,204                | 4,204               | 4,204                |
| Reserves   | (2,041)              | (1,524)             | 20,537               |
| Retained earnings  | 49,866               | 52,111              | 22,309               |
| Equity attributable to shareholders in Ørsted A/S          | 52,029               | 54,791              | 47,050               |
| Hybrid capital   | 13,239               | 13,239              | 13,248               |
| Non-controlling interests                                  | 3,433                | 3,807               | 3,905                |
| Equity   | 68,701               | 71,837              | 64,203               |
| Deferred tax   | 1,782                | 2,128               | 2,640                |
| Provisions   | 11,431               | 10,840              | 9,510                |
| Bond and bank debt   | 23,505               | 25,715              | 21,764               |
| Contract liabilities                                       | 5,676                | -                   | -                    |
| Other payables   | 386                  | 5,714               | 6,961                |
| Non-current liabilities                                    | 42,780               | 44,397              | 40,875               |
| Provisions   | 561                  | 680                 | 634                  |
| Bond and bank debt   | 8,399                | 3,921               | 1,016                |
| Derivatives  | 11,325               | 4,374               | 3,084                |
| Contract liabilities                                       | 1,238                | 1,317               | -                    |
| Trade payables   | 12,218               | 11,499              | 10,435               |
| Other payables   | 4,787                | 6,368               | 4,295                |
| Income tax   | 272                  | 1,498               | 1,113                |
| Current liabilities  | 38,800               | 29,657              | 20,577               |
| Liabilities  | 81,580               | 74,054              | 61,452               |
| Liabilities relating to assets classified as held for sale | 628                  | 630                 | 535                  |
| Equity and liabilities                                     | 150,909              | 146,521             | 126,190              |



#### Contract assets and contract liabilities

The adoption of IFRS 15 has changed our presentation as we have introduced contract assets and contract liabilities. As we have implemented IFRS 15 after the modified retrospective method, we have not restated comparative figures. Our former 'Construction contracts' assets and liabilities are now classified as 'Contract assets' and 'Contract liabilities', respectively. Read more about the impact in note 1 'Basis of reporting'.



Assets classified as held for sale

Asses classified as held for sale' relate to our oil pipe system.

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## Statement of changes in equity

1 January - 30 September

| _   |                  |           |                   | 2                  | 018                                |                   |                                   |                |                    |           |                   | 2                  | 017                                |                   |                                   |                |
|---|------------------|-----------|-------------------|--------------------|------------------------------------|-------------------|-----------------------------------|----------------|--------------------|-----------|-------------------|--------------------|------------------------------------|-------------------|-----------------------------------|----------------|
| DKKm  | Share<br>capital | Reserves* | Retained earnings | Proposed dividends | Share-<br>holders in<br>Ørsted A/S | Hybrid<br>capital | Non-con-<br>trolling<br>interests | Total<br>Group | Share<br>capital I | Reserves* | Retained earnings | Proposed dividends | Share-<br>holders in<br>Ørsted A/S | Hybrid<br>capital | Non-con-<br>trolling<br>interests | Total<br>Group |
| Equity at 1 January                                     | 4,204            | (1,524)   | 48,328            | 3,783              | 54,791                             | 13,239            | 3,807                             | 71,837         | 4,204              | 20,218    | 12,162            | 2,522              | 39,106                             | 13,248            | 5,146                             | 57,500         |
| Comprehensive income for the period:                    |                  |           |                   |                    |                                    |                   |                                   |                |                    |           |                   |                    |                                    |                   |                                   |                |
| Profit (loss) for the period                            | -                | -         | 1,516             | -                  | 1,516                              | 231               | 23                                | 1,770          | -                  | -         | 10,167            | -                  | 10,167                             | 401               | (10)                              | 10,558         |
| Other comprehensive income:                             |                  |           |                   |                    |                                    |                   |                                   |                |                    |           |                   |                    |                                    |                   |                                   |                |
| Cash flow hedging                                       | -                | (699)     | -                 | -                  | (699)                              | -                 | -                                 | (699)          | -                  | 367       | -                 | -                  | 367                                | -                 | -                                 | 367            |
| Exchange rate adjustments                               | -                | 102       | -                 | -                  | 102                                | -                 | (5)                               | 97             | -                  | (57)      | -                 | -                  | (57)                               | -                 | (117)                             | (174)          |
| Tax on other comprehensive income  Total comprehensive  | -                | 80        | -                 | -                  | 80                                 | -                 | -                                 | 80             | -                  | 9         | -                 | -                  | 9                                  | -                 | -                                 | 9              |
| income  | -                | (517)     | 1,516             | -                  | 999                                | 231               | 18                                | 1,248          | -                  | 319       | 10,167            | -                  | 10,486                             | 401               | (127)                             | 10,760         |
| Transactions with owners:                               |                  |           |                   |                    |                                    |                   |                                   |                |                    |           |                   |                    |                                    |                   |                                   |                |
| Coupon payments, hybrid capital Tax on coupon payments, | -                | -         | -                 | -                  | -                                  | (326)             | -                                 | (326)          | -                  | -         | -                 | -                  | -                                  | (507)             | -                                 | (507)          |
| hybrid capital  | -                | -         | -                 | (7.707)            | - (7.701)                          | 95                | (770)                             | 95             | -                  | -         | -                 | (0.500)            | (2.522)                            | 106               | (207)                             | 106            |
| Dividends paid  | -                | -         | 2                 | (3,783)            | (3,781)                            | -                 | (378)                             | (4,159)        | -                  | -         | -                 | (2,522)            | (2,522)                            | -                 | (297)                             | (2,819)        |
| Share-based payment                                     | -                | -         | 18                | -                  | 18                                 | -                 | -                                 | 18             | -                  | -         | 11                | -                  | 11                                 | -                 | -                                 | 11             |
| Disposals, non-controlling interests                    | -                | -         | -                 | -                  | -                                  | -                 | -                                 | -              | -                  | -         | -                 | -                  | -                                  | -                 | (817)                             | (817)          |
| Other changes   | -                | -         | 2                 | -                  | 2                                  | -                 | (14)                              | (12)           | -                  | -         | (31)              | -                  | (31)                               | -                 | -                                 | (31)           |
| Total transactions with<br>owners                       | -                | -         | 22                | (3,783)            | (3,761)                            | (231)             | (392)                             | (4,384)        |                    | -         | (20)              | (2,522)            | (2,542)                            | (401)             | (1,114)                           | (4,057)        |
| Equity at 30 September                                  | 4,204            | (2,041)   | 49,866            | -                  | 52,029                             | 13,239            | 3,433                             | 68,701         | 4,204              | 20,537    | 22,309            | -                  | 47,050                             | 13,248            | 3,905                             | 64,203         |

<sup>\*</sup> See note 10 'Reserves' for more information about reserves.

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## Statement of cash flows

|      | Statement of cash flows  |           |                 |          |             |
|------|--|-----------|-----------------|----------|-------------|
| Note | DKKm   | 9M 2018   | 9M 2017         | Q3 2018  | Q3 2017     |
|      | Operating profit (loss) before depreciation, amortisation and impairment losses (EBITDA), IFRS | 7,577     | 10,263          | 567      | 1,643       |
| 2    | Change in derivatives, business performance adjustments  | 3,246     | (776)           | 1,658    | 114         |
|      | Change in derivatives, other adjustments   | 1,027     | (998)           | 741      | 304         |
|      | Change in provisions   | (156)     | (363)           | (237)    | (50)        |
|      | Reversal of gain (loss) on sale<br>of assets<br>Other items                                    | 90<br>(6) | (1,367)<br>(36) | 26<br>18 | 52<br>(158) |
|      | Changes in work in progress  | (3,049)   | (5,936)         | (879)    | (2,153)     |
|      | Changes in other working capital   | (1,904)   | (3,006)         | (1,693)  | (1,174)     |
|      | Interest received and similar items  | 2,167     | 2,947           | 454      | 1,037       |
|      | Interest paid and similar items  | (3,111)   | (2,775)         | (758)    | (693)       |
|      | Income tax paid  | (3,103)   | (8)             | (14)     | (17)        |
|      | Cash flows from operating activities   | 2,778     | (2,055)         | (117)    | (1,095)     |



#### Changes in work in progress

Charles and of anoly flavore

'Changes in work in progress' consist of elements in contract assets, contract liabilities and construction management gareements related to construction of offshore wind farms and construction of offshore transmission assets as well as the related trade payables.



#### Statement of cash flows

Our supplementary statement of gross and net investments appears from note 6 'Gross and net investments' and free cash flows (FCF) from note 3 'Segment information'.

| property, plant and equipment  | (9,365)  | (11,867) | (4,201) | (5,135) |
|--|----------|----------|---------|---------|
| Sale of intangible assets and property, plant and equipment                    | 840      | 1,460    | (26)    | 1,343   |
| Divestment of enterprises  | 376      | 597      | 403     | 537     |
| Purchase of other equity investments   | (77)     | -        | (61)    | -       |
| Divestment of other equity investments   | -        | 23       | -       | 6       |
| Purchase of securities   | (20,245) | (512)    | (8,211) | -       |
| Sale/maturation of securities  | 24,869   | 9,120    | 12,643  | 2,988   |
| Change in other non-current assets   | 7        | (7)      | 7       | -       |
| Transactions with associates and joint ventures Dividends received and capital | (144)    | (95)     | (126)   | 9       |
| reduction  | 25       | 13       | 24      | -       |
| Cash flows from investing activities   | (3,714)  | (1,292)  | 452     | (276)   |
| Proceeds from raising of loans   | 6,158    | 904      | 2,159   | 904     |
| Instalments on loans   | (3,743)  | (2,361)  | (3,637) | (2,148) |
| Coupon payments on hybrid capital  | (326)    | (507)    | -       | (182)   |
| Dividends paid to shareholders in Ørsted A/S                                   | (3,783)  | (2,522)  | -       | -       |
| Transactions with non-controlling interests                                    | (366)    | (362)    | (160)   | (209)   |
| Change in other liabilities  | 1,042    | (12)     | 463     | 4       |
| Cash flows from financing activities   | (1,018)  | (4,860)  | (1,175) | (1,631) |
| Cash flows from continuing operations  | (1,954)  | (8,207)  | (840)   | (3,002) |
| Cash flows from discontinued operations  | (128)    | 8,594    | (1)     | 5,052   |
| Total net change in cash and<br>cash equivalents for the period                | (2,082)  | 387      | (841)   | 2,050   |

3,891

(2,082)

(75)

5

1,740

2,628

387

(147)

195

(63)

3,000

9M 2018

9M 2017

Q3 2018

Q3 2017

Statement of cash flows

Purchase of intangible assets and

Cash and cash equivalents at the beginning of the period

Total net change in cash and cash equivalents for the period

classified as held for sale

and cash equivalents

at 30 September

Cash and cash equivalents

equivalents

Other change in cash and cash

Cash flows for the period from assets

Exchange rate adjustments of cash

Note DKKm

2,628

(841)

(38)

(10)

1,740

900

2,050

(25)

86

(11)

3,000

## 1. Basis of reporting

This section provides an overview of our principal accounting policies and new and amended IFRS standards and interpretations.

#### **Accounting policies**

Ørsted is a listed public company domiciled in Denmark.

This interim financial report includes Ørsted and its subsidiaries (the Group).

The interim financial report has been presented in accordance with IAS 34 'Interim Financial Reporting' as adopted by the EU and further requirements in the Danish Financial Statements Act (Årsregnskabsloven)

The interim financial report does not contain all the information required in the annual report and should therefore be read together with the annual report for 2017.

No interim report has been prepared for the parent company.

Except for the sections below regarding implementation of new accounting standard and changed accounting policy, the accounting policies remain unchanged from the annual report for 2017 to which reference is made.

Definitions of performance highlights can be found on page 78 of the annual report for 2017.

## Implementation of new or changed accounting standards and interpretations

Effective from 1 January 2018, we have implemented the following new or changed accounting standards (IAS and IFRS) and interpretations:

- IFRS 15 'Revenue from Contracts with Customers' including amendments and clarifications. See separate section below.
- Amendment to IFRS 2 'Share-based

Payments': the amendment addresses the accounting for cash-settled awards that include a 'net settlement' feature in respect of withholding tax.

- IFRIC 22 on foreign currency transactions and advance consideration.
- Annual improvements to IFRSs 2014-2016: improvements to IFRS 1 'First-time Adoption of IFRS' and IAS 28 'Investments in Associates and Joint Ventures' which entered into force on 1 January 2018.

Besides the impact from IFRS 15, the adoption of the new and changed standards has not affected our interim financial report and is not expected to impact the consolidated financial statements for 2018.

In the following section, you can read more about the impact on recognition and measurement from IFRS 15 'Revenue from Contracts with Customers'. The new

reporting standard has an insignificant impact on profit (loss) for the year and diluted profit (loss) per share. The equity and the consolidated statement of cash flows are not affected.

#### Implementation of IFRS 15

On 1 January 2018, we implemented IFRS 15, 'Revenue from Contracts with Customers', which replaces IAS 11, IAS 18 and associated interpretations.

We have implemented IFRS 15 with retrospective effect. However, we use the relief from restating comparative figures (modified retrospective method).

The most important changes resulting from IFRS 15 compared to IAS 11 and IAS 18 can be summarised as follows:

 the model for recognition of revenue is changed from having been based on the



## 1. Basis of reporting (continued)

transfer of the risks and rewards of ownership of a product or service to being based on the transfer of control of the goods or services transferred to the customer

- more detailed guidelines for how elements in a contract of sale are identified, and how the individual components will be recognised and measured
- more detailed guidance for recognition of revenue over time.

#### The impact of IFRS 15 on Ørsted

In the UK, we offer construction agreements for offshore transmission assets. When construction of the offshore transmission assets is completed, they are sold to an offshore transmission owner (OFTO) through a regulated sales process. The UK energy regulator 'Office of Gas and Electricity Markets' (Ofgem) manages the sales process, determines the final transfer value and appoints the buyer.

Under the new standard, a customer relationship does not exist between Ørsted and a final buyer when the construction of the offshore transmission assets commences. Therefore, we have deferred revenue recognition on offshore transmission assets from commencement of construction to the date of entering into a contract with a customer.

In other words, the recognition of revenue begins when we sell a share of the offshore transmission asset under construction to a partner and takes place upon such partner joining the project. We recognise the remaining part of the offshore transmission asset when we find that control has passed to the OFTO.

#### Impact on accounting

In previous reporting periods, offshore transmission assets were recognised in step with the construction based on the completion degree of the asset (over time). Under IFRS 15, revenue from offshore transmission assets are recognised at a later point in time.

The change in policy does not affect the Group's cash flows or results, but only the timing of when income and costs are recognised in the consolidated financial statements.

Historically, we have not had, and we do not expect, a significant contribution margin relating to the sale of offshore transmission assets to partners and OFTOs. The Group's EBITDA, balance sheet total and equity will therefore remain unchanged in all material respects as a consequence of the changed accounting policies.

The implementation of the terminology in IFRS 15 had the following effects on the presentation of the construction contracts, receivables and other payables in the balance sheet:

- construction of offshore transmission assets are classified as inventory
- construction agreements other than offshore transmission assets are presented as contract assets and liabilities
- Construction agreements related to offshore transmission assets are presented as contract assets and liabilities
- receivables related to ongoing services or in other ways where the receivable is not unconditional are presented as contract assets
- other payables related to prepayments

|  |                                  | l January 2018                                 | 3                           | 30 September 2018                |  |                             |  |  |
|--|----------------------------------|--|-----------------------------|----------------------------------|--|-----------------------------|--|--|
| Extract<br>Impact of adoption, DKKm  | Previous<br>accounting<br>policy | Effect of<br>change in<br>accounting<br>policy | New<br>accounting<br>policy | Previous<br>accounting<br>policy | Effect of<br>change in<br>accounting<br>policy | New<br>accounting<br>policy |  |  |
| Assets   |                                  |  |                             |                                  |  |                             |  |  |
| Current assets   |                                  |  |                             |                                  |  |                             |  |  |
| Inventories  | 3,853                            | 10,468   | 14,321                      | 4,159                            | 13,631   | 17,790                      |  |  |
| Construction contracts   | 10,817                           | (10,817) 1,2                                   | -                           | 14,178                           | (14,178)                                       | -                           |  |  |
| Contract assets  | -                                | 1,693 2  | 1,693                       | -                                | 547  | 547                         |  |  |
| Trade receivables  | 9,170                            | (1,344) 2                                      | 7,826                       | 7,457                            | -  | 7,457                       |  |  |
| Assets   | 146,521                          | -  | 146,521                     | 150,909                          | -  | 150,909                     |  |  |
| Equity and liabilities   |                                  |  |                             |                                  |  |                             |  |  |
| Share capital  | 4,204                            | -  | 4,204                       | 4,204                            | -  | 4,204                       |  |  |
| Reserves   | (1,524)                          | -  | (1,524)                     | (2,041)                          | -  | (2,041)                     |  |  |
| Retained earnings  | 52,111                           | -  | 52,111                      | 49,866                           | -  | 49,866                      |  |  |
| Equity attributable to<br>shareholders in Ørsted A/S                                     | 54,791                           | -  | 54,791                      | 52,029                           | -  | 52,029                      |  |  |
| Liabilities  |                                  |  |                             |                                  |  |                             |  |  |
| Non-current liabilities  |                                  |  |                             |                                  |  |                             |  |  |
| Contract liabilities   | -                                | 5,327 <sup>2</sup>                             | 5,327                       | -                                | 5,676  | 5,676                       |  |  |
| Other payables   | 5,714                            | (5,327) <sup>2</sup>                           | 387                         | 6,062                            | (5,676)  | 386                         |  |  |
| Current liabilities  |                                  |  |                             |                                  |  |                             |  |  |
| Construction contracts   | 1,317                            | (1,317) 2                                      | -                           | 429                              | (429)  | -                           |  |  |
| Contract liabilities   | -                                | 1,455 2  | 1,455                       | -                                | 1,237  | 1,238                       |  |  |
| Other payables   | 6,368                            | (138) <sup>2</sup>                             | 6,230                       | 5,595                            | (808)  | 4,787                       |  |  |
| Equity and liabilities   | 146,521                          | -  | 146,521                     | 150,909                          | -  | 150,909                     |  |  |
| Income statement H1, IFRS  |                                  |  |                             |                                  |  |                             |  |  |
| Revenue  |                                  |  |                             | 52,920                           | (3,565)  | 49,355                      |  |  |
| Cost of sales  |                                  |  |                             | (39,524)                         | 3,565  | (35,959)                    |  |  |
| Operating profit (loss) before depreciation, amortisation and impairment losses (EBITDA) |                                  |  |                             | 7,577                            | _  | 7,577                       |  |  |
| Profit (loss) for the period   |                                  |  |                             | 1,770                            | -  | 1,770                       |  |  |
|  |                                  |  |                             |                                  |  |                             |  |  |

<sup>1)</sup> Effect of change to timing of revenue recognition from transmission assets in profit (loss)

(1

Comparatives for the 2017 financial year are not restated as we have applied the modified retrospective method. The effects of change in accounting policy are identical for business performance profit (loss).

<sup>2)</sup> Effect of changed presentation of certain amounts in the balance sheet to reflect the terminology of IFRS 15

## 1. Basis of reporting (continued)

and deferred revenue as such are presented certificates or Renewable Obligation as contract liabilities. Certificates (ROCs), and feed-in tariffs

In summary, the following adjustments were made to the amounts recognised in the balance sheet at the date of initial application (1 January 2018). See table on previous page.

#### Change in accounting policy

On 1 January 2018, we changed our accounting policy with respect to subsidies received under the Renewable Obligation schemes in the UK, known as green

certificates or Renewable Obligation Certificates (ROCs), and feed-in tariffs in Germany under the EEG2014 (the German Renewable Energy Sources Act).

We now apply IAS 20 'Accounting for Government Grants and Disclosure of Government Assistance', under which subsidies are recognised when there is a reasonable assurance that the grant will be received.

Prior to this change in policy, we applied IAS 18 'Revenue' to ROCs and feed-in tariffs in

Germany, while we applied IAS 20 to feed-in tariffs in Denmark and Contracts for Difference (CfDs) in the UK.

We believe the new policy is preferable as it aligns our accounting of all subsidies received for our renewable power generation and allows comparability between years.

This voluntary change in accounting policy did not result in any impact on the current year or any years included within these consolidated financial statements. The recognition, measurement, timing and

presentation of ROCs and feed-in tariffs are unchanged.

Profit (loss), the equity and the consolidated statement of cash flows are therefore not affected by the change in accounting policy.

#### New standards and interpretations

Below we have disclosed how IFRS 16 will be implemented and what our expectations are in respect of the financial impact.

As described below there is still uncertainty about the impact.

| Standard            | Expected effect   | Commencement                                   | Transitional provision   |
|---------------------|---|--|--|
| IFRS 16 -<br>Leases | The lease obligation to be recognised in the balance sheet as of 1 January 2019 is expected to be significantly lower than indicated in the Annual Report for 2017. The lower obligation is primarily due to the expected closing of the farm-down of 50% of Hornsea 1 in Q4 2018. The Hornsea 1 project includes a significant seabed lease obligation of which 50% will be transferred to our partner. Lease obligations related to Lincoln Clean Energy (acquisition closed 1 October) and Deepwater Wind (agreement signed 8 October) have not yet been determined, but will have a counter effect. The analysis hereof is in progress. | IFRS 16 will be implemented at 1 January 2019. | The standard will be implemented with retrospective effect, and the comparative figures will not be restated. The requirements of the standard therefore only apply to ongoing and/or leases commencing at 1 January 2019. |
|                     |   |  | For all leases, we will measure the lease asset at the same amount as the lease debt, adjusted by the amount of prepayments and accrued lease payments as of 1 January 2019.   |

## 2. Business performance

| Specification of the difference between EBITDA according  |         |         |         |         |
|---|---------|---------|---------|---------|
| to business performance and according to IFRS, DKKm   | 9M 2018 | 9M 2017 | Q3 2018 | Q3 2017 |
| EBITDA - business performance   | 10,823  | 9,487   | 2,225   | 1,757   |
| Business performance adjustments in respect of revenue for the period   | (4,064) | 1,092   | (2,220) | (222)   |
| Business performance adjustments in respect of cost of sales for the period   | 818     | (316)   | 562     | 108     |
| EBITDA - IFRS   | 7,577   | 10,263  | 567     | 1,643   |
| Total business performance adjustments for the period comprise:   |         |         |         |         |
| Value adjustments for the period of hedging contracts that relate to future periods   | (3,615) | 507     | (1,926) | (254)   |
| Reversal of gains (losses) relating to hedges deferred from prior periods where the hedged production or trading is recognised in business performance EBITDA for this period | 369     | 269     | 268     | 140     |
| Total adjustments   | (3.246) | 776     | (1.658) | (114)   |
| rotat aajastiileitts  | (3,240) | //0     | (1,030) | (114)   |



The table shows the difference between the income statement according to business performance and according to IFRS, which is shown in the adjustments column in the income statement.

The main reason for the difference between Business Performance and IFRS EBITDA in 2018 are losses on power hedges, due to the increase in power prices in 2018.

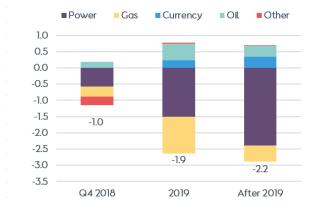
#### Financial impact of hedging

Our hedging of market risks is based on a number of different accounting principles, depending on the type of exposure being hedged.

In the business performance result, the value of hedging contracts concerning energy and related currencies is deferred for recognition in the period in which the hedged exposure materialises.

Exposure from the proceeds from partial sales of new offshore wind farms, among other things, is hedged as cash-flow hedging in accordance with the IFRS principles and is transferred to both IFRS and business performance EBITDA in the period in which the hedged exposure materialises.

### **Expected value for recognition in business performance EBITDA,** DKKbn





The figure shows the time of the transfer of the market value of hedging contracts in business performance EBITDA for both business performance and IFRS hedges.



## 3. Segment information







|   |               |           |           |            | Other        |             |             |          |
|---|---------------|-----------|-----------|------------|--------------|-------------|-------------|----------|
| 9M 2018   |               |           | Customer  | Reportable | activities/  | Business    |             |          |
| Income statement, DKKm                                  | Offshore Wind | Bioenergy | Solutions | segments   | eliminations | performance | Adjustments | IFRS     |
| External revenue  | 14,689        | 4,820     | 33,952    | 53,461     | (42)         | 53,419      | (4,064)     | 49,355   |
| Intra-group revenue                                     | 5,161         | (393)     | 1,130     | 5,898      | (5,898)1     | -           | -           | -        |
| Revenue   | 19,850        | 4,427     | 35,082    | 59,359     | (5,940)      | 53,419      | (4,064)     | 49,355   |
| Cost of sales   | (7,632)       | (3,184)   | (31,722)  | (42,538)   | 5,761        | (36,777)    | 818         | (35,959) |
| Employee costs and other external expenses              | (3,704)       | (1,097)   | (1,567)   | (6,368)    | 9            | (6,359)     | -           | (6,359)  |
| Additional other operating income and expenses          | 584           | 16        | 34        | 634        | (3)          | 631         | -           | 631      |
| Gain (loss) on disposal of non-current assets           | (77)          | -         | (13)      | (90)       | -            | (90)        | -           | (90)     |
| Share of profit (loss) in associates and joint ventures | (3)           | 2         | -         | (1)        | -            | (1)         | -           | (1)      |
| EBITDA  | 9,018         | 164       | 1,814     | 10,996     | (173)        | 10,823      | (3,246)     | 7,577    |
| Depreciation and amortisation                           | (3,189)       | (487)     | (572)     | (4,248)    | (33)         | (4,281)     | -           | (4,281)  |
| Impairment losses                                       | -             | -         | -         | -          | -            | -           | -           | -        |
| Operating profit (loss) (EBIT)                          | 5,829         | (323)     | 1,242     | 6,748      | (206)        | 6,542       | (3,246)     | 3,296    |
| Key ratios  |               |           |           |            |              |             |             |          |
| Property, plant and equipment and intangible assets     | 62,376        | 7,977     | 11,929    | 82,282     | 308          | 82,590      | -           | 82,590   |
| Equity investments and non-current receivables          | 242           | 44        | 329       | 615        | 814          | 1,429       | -           | 1,429    |
| Net working capital, work in progress                   | 10,140        | -         | -         | 10,140     | -            | 10,140      | -           | 10,140   |
| Net working capital, capital expenditures               | (3,407)       | (197)     | -         | (3,604)    | -            | (3,604)     | -           | (3,604)  |
| Net working capital, other items                        | 1,455         | (3,397)   | 870       | (1,072)    | 161          | (911)       | -           | (911)    |
| Derivatives, net  | (1,856)       | (176)     | (1,724)   | (3,756)    | (57)         | (3,813)     | -           | (3,813)  |
| Assets classified as held for sale, net                 | -             | -         | 2,075     | 2,075      | -            | 2,075       | -           | 2,075    |
| Decommissioning obligations                             | (4,109)       | (722)     | (574)     | (5,405)    | -            | (5,405)     | -           | (5,405)  |
| Other provisions  | (1,905)       | (833)     | (3,005)   | (5,743)    | (844)        | (6,587)     | -           | (6,587)  |
| Tax, net  | 2,754         | (138)     | 342       | 2,958      | (702)        | 2,256       | -           | 2,256    |
| Other receivables and other payables, net               | 29            | 17        | 1         | 47         | (559)        | (512)       | -           | (512)    |
| Capital employed at 30 September                        | 65,719        | 2,575     | 10,243    | 78,537     | (879)        | 77,658      | -           | 77,658   |
| Of which capital employed for discontinued operations   |               |           |           |            |              | (156)       | -           | (156)    |
| Of which capital employed for continuing operations     |               |           |           |            |              | 77,814      | -           | 77,814   |
| Return on capital employed (ROCE) %                     | 25.8          | (10.0)    | 11.2      | -          | -            | 23.0        | -           | -        |
| Cash flow from operating activities                     | 2,242         | 509       | 1,534     | 4,285      | (1,507)      | 2,778       | -           | 2,778    |
| Gross investments                                       | (7,853)       | (948)     | (677)     | (9,478)    | (87)         | (9,565)     | -           | (9,565)  |
| Divestments   | 767           | 378       | 47        | 1,192      | 9            | 1,201       | -           | 1,201    |
| Free cash flow (FCF)                                    | (4,844)       | (61)      | 904       | (4,001)    | (1,585)      | (5,586)     | -           | (5,586)  |



Profit (loss) and cash flows are shown only for continuing operations.

The column 'Other activities/eliminations' covers primarily the elimination of intersegment transactions. Also included are income and costs, assets and liabilities, investment activity, taxes, etc., handled at group level.

Including the elimination of other activities, the total elimination of intra-group revenue amounts to DKK 7,556 million.

## 3. Segment information (continued)







|   |               |           |           |            | Other        |             |             |          |
|---|---------------|-----------|-----------|------------|--------------|-------------|-------------|----------|
| 9M 2017   |               |           | Customer  | Reportable | activities/  | Business    |             |          |
| Income statement, DKKm                                  | Offshore Wind | Bioenergy | Solutions | segments   | eliminations | performance | Adjustments | IFRS     |
| External revenue  | 11,261        | 3,918     | 28,948    | 44,127     | (221)        | 43,906      | 1,092       | 44,998   |
| Intra-group revenue                                     | 3,533         | 158       | 851       | 4,542      | (4,542)1     | -           | -           | -        |
| Revenue   | 14,794        | 4,076     | 29,799    | 48,669     | (4,763)      | 43,906      | 1,092       | 44,998   |
| Cost of sales   | (5,138)       | (3,153)   | (26,556)  | (34,847)   | 4,472        | (30,375)    | (316)       | (30,691) |
| Employee costs and other external expenses              | (3,118)       | (1,025)   | (1,362)   | (5,505)    | (43)         | (5,548)     | -           | (5,548)  |
| Additional other operating income and expenses          | 103           | 11        | 21        | 135        | 2            | 137         | -           | 137      |
| Gain (loss) on disposal of non-current assets           | 1,363         | 3         | 1         | 1,367      | -            | 1,367       | -           | 1,367    |
| Share of profit (loss) in associates and joint ventures | -             | -         | -         | -          | -            | -           | -           | -        |
| EBITDA  | 8,004         | (88)      | 1,903     | 9,819      | (332)        | 9,487       | 776         | 10,263   |
| Depreciation and amortisation                           | (3,039)       | (507)     | (649)     | (4,195)    | (27)         | (4,222)     | -           | (4,222)  |
| Impairment losses                                       | -             | -         | -         | -          | -            | -           | -           | -        |
| Operating profit (loss) (EBIT)                          | 4,965         | (595)     | 1,254     | 5,624      | (359)        | 5,265       | 776         | 6,041    |
| Key ratios  |               |           |           |            |              |             |             |          |
| Property, plant and equipment and intangible assets     | 59,784        | 7,182     | 11,408    | 78,374     | 307          | 78,681      | -           | 78,681   |
| Equity investments and non-current receivables          | 194           | 41        | 302       | 537        | 710          | 1,247       | -           | 1,247    |
| Net working capital, work in progress                   | 9,801         | -         | -         | 9,801      | -            | 9,801       | -           | 9,801    |
| Net working capital, capital expenditures               | (3,580)       | (145)     | -         | (3,725)    | -            | (3,725)     | -           | (3,725)  |
| Net working capital, other items                        | 585           | (3,228)   | (1,099)   | (3,742)    | (17)         | (3,759)     | -           | (3,759)  |
| Derivatives, net  | 2,628         | (121)     | 431       | 2,938      | (114)        | 2,824       | -           | 2,824    |
| Assets classified as held for sale, net                 | -             | -         | 2,072     | 2,072      | -            | 2,072       | -           | 2,072    |
| Decommissioning obligations                             | (3,066)       | (699)     | (200)     | (3,965)    | -            | (3,965)     | -           | (3,965)  |
| Other provisions  | (1,771)       | (750)     | (2,392)   | (4,913)    | (1,266)      | (6,179)     | -           | (6,179)  |
| Tax, net  | 178           | 476       | (556)     | 98         | (2,222)      | (2,124)     | -           | (2,124)  |
| Other receivables and other payables, net               | 139           | -         | 78        | 217        | (628)        | (411)       | -           | (411)    |
| Capital employed at 30 September                        | 64,892        | 2,756     | 10,044    | 77,692     | (3,230)      | 74,462      | -           | 74,462   |
| Of which capital employed for discontinued operations   |               |           |           |            |              | (84)        | -           | (84)     |
| Of which capital employed for continuing operations     |               |           |           |            |              | 74,546      | -           | 74,546   |
| Return on capital employed (ROCE) %                     | 15.8          | (26.1)    | 23.0      | -          | -            | 15.0        | -           | -        |
| Cash flow from operating activities                     | (237)         | (8)       | (842)     | (1,087)    | (968)        | (2,055)     | -           | (2,055)  |
| Gross investments                                       | (10,479)      | (971)     | (478)     | (11,928)   | (11)         | (11,939)    | -           | (11,939) |
| Divestments   | 1,927         | 36        | 102       | 2,065      | 42           | 2,107       | -           | 2,107    |
| Free cash flow (FCF)                                    | (8,789)       | (943)     | (1,218)   | (10,950)   | (937)        | (11,887)    | -           | (11,887) |



Up until the divestment, the discontinued operations in the divested Oil & Gas business were included in assets classified as held for sale and in discontinued operations.

Including the elimination of other activities, the total elimination of intra-group revenue amounts to DKK 6,076 million.

We have implemented IFRS 15 after the modified retrospective method. See note 1 'Basis of reporting' and note 4 'Revenue'.

## 3. Segment information (continued)







|   |               |           |           |           | Other        |             |             |         |
|---|---------------|-----------|-----------|-----------|--------------|-------------|-------------|---------|
| Q3 2018   |               |           | Customer  | Reporting | activities/  | Business    |             |         |
| Income statement, DKKm                                  | Offshore Wind | Bioenergy | Solutions | segments  | eliminations | performance | Adjustments | IFRS    |
| External revenue  | 3,925         | 862       | 10,134    | 14,921    | 97           | 15,018      | (2,220)     | 12,798  |
| Intra-group revenue                                     | 1,379         | (202)     | 371       | 1,548     | (1,548)1     | -           | -           | -       |
| Revenue   | 5,304         | 660       | 10,505    | 16,469    | (1,451)      | 15,018      | (2,220)     | 12,798  |
| Cost of sales   | (2,087)       | (432)     | (9,434)   | (11,953)  | 1,408        | (10,545)    | 562         | (9,983) |
| Employee costs and other external expenses              | (1,422)       | (433)     | (597)     | (2,452)   | 23           | (2,429)     | -           | (2,429) |
| Additional other operating income and expenses          | 209           | -         | 4         | 213       | (1)          | 212         | -           | 212     |
| Gain (loss) on disposal of non-current assets           | (27)          | -         | -         | (27)      | -            | (27)        | -           | (27)    |
| Share of profit (loss) in associates and joint ventures | (5)           | 1         | -         | (4)       | -            | (4)         | -           | (4)     |
| EBITDA  | 1,972         | (204)     | 478       | 2,246     | (21)         | 2,225       | (1,658)     | 567     |
| Depreciation and amortisation                           | (1,072)       | (163)     | (192)     | (1,427)   | (10)         | (1,437)     | -           | (1,437) |
| Impairment losses                                       | -             | -         | -         | -         | -            | -           | -           | -       |
| Operating profit (loss) (EBIT), continuing operations   | 900           | (367)     | 286       | 819       | (31)         | 788         | (1,658)     | (870)   |



Including the elimination of other activities, the total elimination of intra-group revenue amounts to DKK 2,135 million.

We have implemented IFRS 15 after the modified retrospective method. See note 1 'Basis of reporting' and note 4 'Revenue'.

|   |               |           |           |           | Other        |             |             |         |
|---|---------------|-----------|-----------|-----------|--------------|-------------|-------------|---------|
| Q3 2017   |               |           | Customer  | Reporting | activities/  | Business    |             |         |
| Income statement, DKKm                                  | Offshore Wind | Bioenergy | Solutions | segments  | eliminations | performance | Adjustments | IFRS    |
| External revenue  | 2,865         | 724       | 8,224     | 11,813    | 56           | 11,869      | (222)       | 11,647  |
| Intra-group revenue                                     | 1,048         | 52        | 217       | 1,317     | (1,317)1     | -           | -           | -       |
| Revenue   | 3,913         | 776       | 8,441     | 13,130    | (1,261)      | 11,869      | (222)       | 11,647  |
| Cost of sales   | (1,177)       | (556)     | (7,779)   | (9,512)   | 1,303        | (8,209)     | 108         | (8,101) |
| Employee costs and other external expenses              | (1,030)       | (366)     | (463)     | (1,859)   | (20)         | (1,879)     | -           | (1,879) |
| Additional other operating income and expenses          | 24            | 2         | 2         | 28        | 1            | 29          | -           | 29      |
| Gain (loss) on disposal of non-current assets           | (55)          | 2         | 1         | (52)      | -            | (52)        | -           | (52)    |
| Share of profit (loss) in associates and joint ventures | (1)           | -         | -         | (1)       | -            | (1)         | -           | (1)     |
| EBITDA  | 1,674         | (142)     | 202       | 1,734     | 23           | 1,757       | (114)       | 1,643   |
| Depreciation and amortisation                           | (979)         | (180)     | (217)     | (1,376)   | (9)          | (1,385)     | -           | (1,385) |
| Impairment losses                                       | -             | -         | -         | -         | -            | -           | -           | -       |
| Operating profit (loss) (EBIT), continuing operations   | 695           | (322)     | (15)      | 358       | 14           | 372         | (114)       | 258     |



Up until the divestment, the discontinued operations in the divested Oil & Gas business were included in 'assets classified as held for sale' and in discontinued operations.

<sup>1</sup>Including the elimination of other activities, the total elimination of intra-group revenue amounts to DKK 1,832 million.

## 4. Revenue

|  | <b>(</b>      |                 |                       |                             |          |
|--|---------------|-----------------|-----------------------|-----------------------------|----------|
|  |               |                 |                       | Other                       |          |
| Devenue 0M 2018 DI/I/m                             | Offshore Wind | Diagnasas       | Customer<br>Solutions | activities/<br>eliminations | 9M total |
| Revenue 9M 2018, DKKm<br>Sale of gas               | Offshore wind | Bioenergy<br>34 | 18,191                | (683)                       | 17,542   |
| Generation and sale of                             | -             | 34              | 10,191                | (003)                       | 17,542   |
| power  | 3,625         | 2,098           | 14,192                | (5,096)1                    | 14,819   |
| Revenue from construction                          | .,.           | ,               | ,                     | (-,,                        | ,        |
| of offshore wind farms                             | 10,266        | -               | -                     | -                           | 10,266   |
| Generation and sale of heat and steam              |               | 2,011           |                       | _                           | 2,011    |
| Distribution and transmission                      |               | 2,011           | 1.942                 | (22)                        | 1,920    |
| Other revenue                                      | 1.087         | 179             | 371                   | 58                          | 1,695    |
| Total revenue from                                 | 1,007         | 179             | 3/1                   | 30                          | 1,093    |
| customers, IFRS                                    | 14,978        | 4,322           | 34,696                | (5,743)                     | 48,253   |
| Government grants                                  | 5,124         | 382             | -                     | -                           | 5,506    |
| Economic hedging                                   | (2,866)       | (332)           | 957                   | 302                         | (1,939)  |
| Other revenue                                      | -             | 165             | (2,779)               | 149                         | (2,465)  |
| Total revenue, IFRS                                | 17,236        | 4,537           | 32,874                | (5,292)                     | 49,355   |
| Adjustments  | 2,614         | (110)           | 2,208                 | (648)                       | 4,064    |
| Total revenue,<br>business performance             | 10.850        | 4 427           | 75.000                | (F.040)                     | E7 410   |
| business performance                               | 19,850        | 4,427           | 35,082                | (5,940)                     | 53,419   |
| Timing of revenue recognition from customers, IFRS |               |                 |                       |                             |          |
| At a point in time                                 | 1,024         | 2,185           | 21,504                | (342)                       | 24,371   |
| Over time  | 13,954        | 2,137           | 13,192                | (5,401)                     | 23,882   |
| Total revenue from customers, IFRS                 | 14,978        | 4,322           | 34,696                | (5,743)                     | 48,253   |



The timing of transfer of goods or services to customers is categorised as follows:

'At a point in time' mainly comprises:

- sale of gas or power in the market, e.g.
   North Pool, TTF, NBP
- transmission assets for offshore wind farms.

'Over time' mainly comprises:

- construction agreements of offshore wind farms and transmission assets
- long-term contracts with customers to deliver gas, power or heat.

#### Revenue

Revenue increased by 22% in 9M 2018 compared to 9M 2017. The increase was mainly due to higher revenue from construction agreements due to high activity on construction of offshore wind farms for partners, higher revenue from offshore wind farms in operation and higher gas and power prices in 2018.

In 9M 2018, revenue according to IFRS increased by 10% relative to the same period in 2017.

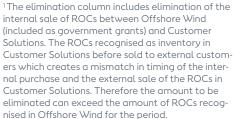






|  |               |            | C t                   | Other                       |          |
|--|---------------|------------|-----------------------|-----------------------------|----------|
| Revenue 9M 2017, DKKm                            | Offshore Wind | Bioenergy  | Customer<br>Solutions | activities/<br>eliminations | 9M total |
|  | Offshore wind | bioeriergy |                       |                             |          |
| Sale of gas                                      | -             | -          | 14,087                | (1,168)                     | 12,919   |
| Generation and sale of                           |               |            |                       |                             |          |
| power  | 6,473         | 2,280      | 14,059                | (3,793)                     | 19,019   |
| Revenue from construction of offshore wind farms | 7,056         | -          | -                     | -                           | 7,056    |
| Generation and sale of heat and steam            | -             | 1,757      | -                     | -                           | 1,757    |
| Distribution and transmission                    | · -           | -          | 1,919                 | (22)                        | 1,897    |
| Other revenue                                    | 1,690         | 207        | 80                    | 373                         | 2,350    |
| Total revenue, IFRS                              | 15,219        | 4,244      | 30,145                | (4,610)                     | 44,998   |
| Adjustments                                      | (425)         | (168)      | (346)                 | (153)                       | (1,092)  |
| Total revenue,                                   |               |            |                       |                             |          |
| business performance                             | 14,794        | 4,076      | 29,799                | (4,763)                     | 43,906   |





We have implemented IFRS 15 after the modified retrospective method. Therefore, we have not

restated comparative figures.

In 2017, we presented revenue from green certificates, mainly ROCs, as generation and sale of power. From 1 January 2018, this revenue is now being presented as government grants.

## 4. Revenue (continued)

|  | ( <u>1</u> )  |           |                       |                             |          |
|--|---------------|-----------|-----------------------|-----------------------------|----------|
|  |               |           |                       | Other                       |          |
| Revenue Q3 2018, DKKm                              | Offshore Wind | Bioenergy | Customer<br>Solutions | activities/<br>eliminations | Q3 total |
| Sale of gas  | -             | 12        | 5,940                 | (159)                       | 5,793    |
| Generation and sale of power                       | 1,262         | 461       | 3,659                 | (1,246) <sup>1</sup>        | 4,136    |
| Revenue from construction of offshore wind farms   | 2,384         | -         | -                     | -                           | 2,384    |
| Generation and sale of heat and steam              | -             | 201       | -                     | -                           | 201      |
| Distribution and transmission                      | -             | -         | 604                   | (19)                        | 585      |
| Other revenue                                      | 379           | 38        | 140                   | 10                          | 567      |
| Total revenue from customers, IFRS                 | 4,025         | 712       | 10,343                | (1,414)                     | 13,666   |
| Government grants                                  | 1,431         | 37        | -                     | -                           | 1,468    |
| Economic hedging                                   | (1,223)       | 16        | 344                   | 136                         | (727)    |
| Other revenue                                      | -             | (46)      | (1,655)               | 92                          | (1,609)  |
| Total revenue, IFRS                                | 4,233         | 719       | 9,032                 | (1,186)                     | 12,798   |
| Adjustments  | 1,071         | (59)      | 1,473                 | (265)                       | 2,220    |
| Total revenue,                                     |               |           |                       | (5.450)                     | 17.010   |
| business performance                               | 5,304         | 660       | 10,505                | (1,451)                     | 15,018   |
| Timing of revenue recognition from customers, IFRS |               |           |                       |                             |          |
| At a point in time                                 | -             | 465       | 6,436                 | (80)                        | 6,821    |
| Over time  | 4,025         | 247       | 3,907                 | (1,334)                     | 6,845    |
| Total revenue from<br>customers, IFRS              | 4,025         | 712       | 10,343                | (1,414)                     | 13,666   |

|  |               |           |                       | Other                       |          |
|--|---------------|-----------|-----------------------|-----------------------------|----------|
| Revenue Q3 2017, DKKm                            | Offshore Wind | Bioenergy | Customer<br>Solutions | activities/<br>eliminations | Q3 total |
| Sale of gas                                      | -             | -         | 3,524                 | (256)                       | 3,268    |
| Generation and sale of power                     | 2,003         | 577       | 3,873                 | (1,108)                     | 5,345    |
| Revenue from construction of offshore wind farms | 1,566         | -         | -                     | -                           | 1,566    |
| Generation and sale of heat and steam            | -             | 278       | -                     | -                           | 278      |
| Distribution and transmission                    | -             | -         | 624                   | (7)                         | 617      |
| Other revenue                                    | 92            | (54)      | 425                   | 110                         | 573      |

801

(25)

8,446

8,441

(5)

(1,261)

(1,261)

11,647

11,869

222

3,661

252

3,913



Total revenue, IFRS

business performance

Adjustments **Total revenue,** 

<sup>1</sup>The elimination column includes elimination of the internal sale of ROCs between Offshore Wind (included as government grants) and Customer Solutions. The ROCs are put on inventory in Customer Solutions before sold to the external customers which creates a mismatch in timing of the internal purchase and the external sale of the ROCs in Customer Solutions. Therefore the amount to be eliminated can exceed the amount of ROCs recognised in Offshore Wind for the period.

# 5. Other operating income and expenses

| Other operating income, DKKm     | 9M 2018 | 9M 2017 | Q3 2018 | Q3 2017 |
|----------------------------------|---------|---------|---------|---------|
| Gain on divestment of assets     | 2       | 1,449   | -       | 7       |
| Compensations                    | 344     | 126     | 145     | 25      |
| Miscellaneous operating income   | 379     | 50      | 77      | 8       |
| Total other operating income     | 725     | 1,625   | 222     | 40      |
|                                  |         |         |         |         |
| Other operating expenses, DKKm   | 9M 2018 | 9M 2017 | Q3 2018 | Q3 2017 |
| Loss on divestment of assets     | 92      | 82      | 27      | 59      |
| Miscellaneous operating expenses | 92      | 39      | 10      | 4       |
| Total other operating expenses   | 184     | 121     | 37      | 63      |

#### Other operating income

Compensations were mainly received from transmission system operators (TSOs).

The gain on divestment of assets in 9M 2017 primarily consisted of contingent consideration relating to the farm-down of Race Bank (UK) in 2016.

## 6. Gross and net investments

| Gross and net investments, DKK million                                     | 9M 2018 | 9M 2017  | Q3 2018 | Q3 2017 |
|--|---------|----------|---------|---------|
| Cash flow from investing activities  | (3,714) | (1,292)  | 452     | (276)   |
| Dividends received and capital reduction, reversed                         | (25)    | (13)     | (24)    | -       |
| Purchase and sale of securities, reversed                                  | (4,624) | (8,608)  | (4,432) | (2,988) |
| Loans to associates and joint ventures, reversed                           | 14      | 31       | (4)     | (6)     |
| Sale of non-current assets, reversed                                       | (1,216) | (2,057)  | (377)   | (1,880) |
| Total gross investments  | (9,565) | (11,939) | (4,385) | (5,150) |
| Transactions with non-controlling interests in connection with divestments | (15)    | 50       | 3       | 2       |
| Sale of non-current assets   | 1,216   | 2,057    | 377     | 1,880   |
| Total cash flows from divestments  | 1,201   | 2,107    | 380     | 1,882   |
| Total net investments  | (8,364) | (9,832)  | (4,005) | (3,268) |



The table shows gross and net investments based on cash flows from investing activities.



## 7. Assets classified as held for sale

| Assets classified as held for sale, DKKm | 30 September<br>2018 | 31 December<br>2017 | 30 September<br>2017 |
|--|----------------------|---------------------|----------------------|
| Intangible assets                        | 18                   | 20                  | 21                   |
| Property, plant and equipment            | 2,123                | 2,119               | 2,127                |
| Inventories                              | 16                   | 16                  | 16                   |
| Trade receivables                        | 127                  | 73                  | 40                   |
| Other receivables                        | 370                  | 368                 | 353                  |
| Income tax                               | 49                   | 46                  | 49                   |
| Cash                                     | -                    | -                   | -                    |
| Total assets classified as held for sale | 2,703                | 2,642               | 2,606                |
| Deferred tax                             | 99                   | 99                  | 67                   |
| Provisions                               | 368                  | 359                 | 280                  |
| Trade payables                           | 94                   | 80                  | 136                  |
| Other payables                           | 62                   | 92                  | 51                   |
| Income tax                               | 5                    | -                   | 1                    |

## 8. Discontinued operations

#### **Discontinued operations**

Discontinued operations comprise our Oil & Gas business, which we sold to INEOS on 29 September 2017.

#### **Financial results**

Profit (loss) for the period amounted to DKK -24 million.

Cash flows amounted to DKK -128 million and mainly concerned the payment of fees for exiting Oil & Gas insurance activities. This fee was provided for at the time of the divestment in Q3 2017.

#### **Capital employed**

Our capital employed in discontinued operations mainly consisted of provisions relating to the sale (tax indemnifications and payments related to the Fredericia stabilisation plant) as well as a conditional payment (receivable selling price) which does not carry interest.

In addition, we have interest-bearing receivables of USD 150 million (not part of capital employed), which will be received in the 2018-2020 period. The first payment was received 1 October 2018.



The table shows assets and liabilities which have been put up for sale and, therefore, are not expected to contribute to our future earnings.

Net assets classified as held for sale

Total liabilities relating to assets classified as held for sale

#### Assets classified as held for sale

628

2,075

At 30 September 2018, assets classified as held for sale comprised our oil pipe system in Denmark, which is to be sold to the Danish transmission system operator, Energinet.

At 30 September 2017, assets classified as held for sale comprised our oil pipe system.

630

2,012

On 29 September 2017, we divested our Oil & Gas business to INEOS. Until the divestment, we presented our Oil & Gas business as assets classified as held for sale and as discontinued operations.

| 9M 2018 | 9M 2017 | Q3 2018               | Q3 2017                   |
|---------|---------|-----------------------|---------------------------|
| -       | 7,149   | -                     | 1,389                     |
| (24)    | 4,662   | (13)                  | 752                       |
| (128)   | 8,594   | (1)                   | 5,052                     |
|         | (24)    | - 7,149<br>(24) 4,662 | - 7,149 - (24) 4,662 (13) |

| <b>Capital employed, discontinued operations</b> DKKm                            | 30 September<br>2018 | 31 December<br>2017 |
|--|----------------------|---------------------|
| Equity investments and non-current receivables  Net working capital, other items | 732<br>(92)          | 691                 |
| Derivatives, net   | (43)                 | -                   |
| Other provisions Tax, net  | (805)                | (935)<br>(3)        |
| Other receivables and other payables, net  | 48                   | 11                  |
| Total  | (156)                | (236)               |

535

2,071

# 9. Financial income and expenses

## 10. Reserves

| Net financial income and expenses, DKKm  | 9M 2018 | 9M 2017 | Q3 2018 | Q3 2017 |
|--|---------|---------|---------|---------|
| Interest expenses, net                   | (836)   | (259)   | (318)   | (58)    |
| Interest element of provisions, etc.     | (294)   | (324)   | (103)   | (111)   |
| Value adjustments of derivatives, net    | 7       | (25)    | 72      | 35      |
| Exchange rate adjustments, net           | (11)    | 202     | (62)    | 66      |
| Value adjustments of securities, net     | (125)   | (79)    | (49)    | (13)    |
| Other financial income and expenses, net | 24      | 92      | 24      | 103     |
| Net financial income and expenses        | (1,235) | (393)   | (436)   | 22      |



The table shows net financial income and expenses, corresponding to our internal reporting. Exchange rate adjustments and hedging contracts entered into to hedge currency risks are presented net under the item 'Exchange rate adjustments, net'.

#### **Financial income and expenses**

The increase in interest expenses net in 2018 compared with 2017 is mainly driven by lower capitalised interest and higher interest expenses on cross currency swaps used for hedging purposes. Exchange rate adjustments, net have decreased mainly due to gains on NOK positions in 2017.

| Total reserves at 30 September          | (1,904)                 | (137)   | -                | (2,041)  |
|---|-------------------------|---------|------------------|----------|
| Comprehensive income for the period     | (79)                    | (438)   | -                | (517)    |
| Tax on hedging and currency adjustments | 17                      | 63      | -                | 80       |
| Tax:                                    |                         |         |                  |          |
| Financial income and expenses           | -                       | 73      | -                | 73       |
| Revenue                                 | -                       | (319)   | -                | (319)    |
| Value adjustments transferred to:       |                         |         |                  |          |
| Value adjustments of hedging            | -                       | (255)   | -                | (255)    |
| Exchange rate adjustments               | (96)                    | -       | -                | (96)     |
| Reserves at 1 January 2018              | (1,825)                 | 301     | -                | (1,524)  |
| Reserves 2018, DKKm                     | reserve                 | reserve | reserve          | reserves |
|   | currency<br>translation | Hedging | Share<br>premium | Total    |
|   | Foreign                 |         | Cl               |          |

| for the period Total reserves at 30 September | (583)   | 902<br>1,399       | 21,279                      | 319<br>20,537     |
|---|---|--------------------|-----------------------------|-------------------|
| Comprehensive income                          | (505)   |                    |                             |                   |
| Tax on hedging and currency adjustments       | 248   | (239)              | -                           | 9                 |
| Tax:  |   |                    |                             |                   |
| Profit (loss) from discontinued operations    | 562   | (311)              | -                           | 251               |
| Financial income and expenses                 | -   | 191                | -                           | 191               |
| Revenue                                       | -   | (250)              | -                           | (250)             |
| Value adjustments transferred to:             |   |                    |                             |                   |
| Value adjustments of hedging                  | -   | 1,511              | -                           | 1,511             |
| Exchange rate adjustments                     | (1,393)                                       | -                  | -                           | (1,393)           |
| Reserves at 1 January 2017                    | (1,558)                                       | 497                | 21,279                      | 20,218            |
| Reserves 2017, DKKm                           | Foreign<br>currency<br>translation<br>reserve | Hedging<br>reserve | Share<br>premium<br>reserve | Total<br>reserves |

### 11. Market risks

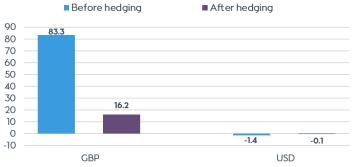
#### Market risks

The management of market risks is to ensure stable and robust financial ratios that support our growth strategy.

We hedge prices for up to five years to reduce cash flow fluctuations. Prices are not hedged in the medium to long term, and our long-term market risks are therefore determined by our strategic decisions on investments in new assets, the conclusion of long-term contracts as well as any divestment of assets.

Our energy and currency exposures for the next five years are shown below.

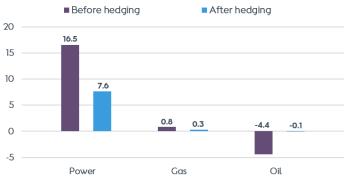
#### Currency exposure 1 October 2018 - 30 September 2023, DKKbn



**E** 

Our gross currency exposure totalled DKK 84.7 billion before hedging and gross DKK 16.3 billion after hedging at the end of September 2018.

#### Energy exposure 1 October 2018 - 30 September 2023, DKKbn



**←** Ou

Our gross energy exposures totalled DKK 21.7 billion before hedging and gross DKK 8.0 billion after hedging at the end of September 2018.

## 12. Fair value measurement

|                            |            | Equity and liabilities |                   |             |
|----------------------------|------------|------------------------|-------------------|-------------|
| Fair value hierarchy, DKKm | Securities | Derivatives            | Other receivables | Derivatives |
| 9M 2018                    |            |                        |                   |             |
| Level 1                    | -          | -                      | -                 | -           |
| Level 2                    | 20,333     | 7,054                  | -                 | 11,046      |
| Level 3                    | -          | 455                    | 107               | 279         |
| Total 2018                 | 20,333     | 7,509                  | 107               | 11,325      |
| 9M 2017                    |            |                        |                   |             |
| Level 1                    | 5,379      | 795                    | -                 | 635         |
| Level 2                    | 2,142      | 4,493                  | -                 | 1,769       |
| Level 3                    | -          | 621                    | 105               | 680         |
| Total 2017                 | 7,521      | 5,909                  | 105               | 3,084       |

#### Valuation principles and key assumptions

In order to minimise the use of subjective estimates or modifications of parameters and calculation models, it is our policy to determine fair values based on external information that most accurately reflects the fair values.

 $\bigcirc$ 

Securities are now considered as level 2 due to a change in valuation input provider.

#### **Accounting policies**

Level 1 comprises quoted securities and derivatives that are traded in active markets.

Level 2 comprises derivatives, for which valuation models with observable inputs are used to measure fair value.

Level 3 derivatives comprises primarily long-term contract on the purchase/sale of, in particular, power and gas.

The fair values are based on assumptions concerning the long-term prices of, in particular, power, gas, coal, USD, EUR, volatilities as well as risk premiums in respect of liquidity and market risks. Since there are no active markets for the long-term prices of power, oil and gas, the fair value has been determined through an estimate of the future prices. The

most important parameter resulting in commodity contracts being classified as level 3 is the power price. Normally, the price can be observed for a maximum of five years in the power market, after which an active market no longer exists. Beyond the five-year horizon, the energy price is thus projected on the basis of the observable forward price for year one to five. As the forward price of power develops stably during the five-year period, the projection over a small number of years is not deemed to be associated with any material risk.

In connection with the divestment of our Oil & Gas business, we will receive USD 100 million if the Rosebank field is developed. This payment is recognised at fair value in level 3 under other receivables.

All assets and liabilities measured at fair value are measured on a recurring basis.

## 13. Interest-bearing debt and FFO

| <b>Interest-bearing debt and interest-bearing assets,</b> DKKm | 30 September<br>2018 | 31 December<br>2017 | 30 September<br>2017 |
|--|----------------------|---------------------|----------------------|
| Interest-bearing debt comprises:                               |                      |                     |                      |
| Bank debt  | 8,135                | 2,069               | 2,983                |
| Bond debt  | 23,770               | 27,567              | 19,797               |
| Total bond and bank debt                                       | 31,905               | 29,636              | 22,780               |
| Liabilities classified as held for sale                        | -                    | -                   | -                    |
| Other interest-bearing debt                                    | 1,171                | -                   | -                    |
| Total interest-bearing debt                                    | 33,076               | 29,636              | 22,780               |
| Interest-bearing assets comprises:                             |                      |                     |                      |
| Securities   | 20,333               | 25,280              | 7,521                |
| Cash   | 1,975                | 4,203               | 3,308                |
| Receivables from associates and joint ventures                 | 63                   | 48                  | 31                   |
| Other receivables  | 750                  | 647                 | 646                  |
| Receivables in connection with divestments                     | 998                  | 975                 | 1,014                |
| Assets classified as held for sale                             | -                    | -                   | -                    |
| Total interest-bearing assets                                  | 24,119               | 31,153              | 12,520               |
| Total interest-bearing net debt                                | 8,957                | (1,517)             | 10,260               |

|     | _ | _            |  |
|-----|---|--------------|--|
| _/  |   | $\mathbf{a}$ |  |
| - ( | 4 | ١,           |  |
| ١.  |   | J            |  |
|     | _ | _            |  |

Interest-bearing net debt totalled DKK 8.957 million as of 30 September 2018, which is an increase of DKK 10.474 million relative to 31 December 2017.

The increase was driven by a decrease in interestbearing assets totalling DKK 7,034 million, of which DKK 4,947 million were related to securities and cash. In addition, interest-bearing debt increased by DKK 2,269 million, which relates to short-term repo loans. Other interest-bearing debt relates to cash collateral received for derivatives with a positive fair value.

#### Market value of bond and bank debt

The market value of bond and bank debt amounted to DKK 28,075 million and DKK 8,190 million, respectively, at 30 September 2018.

| <b>Funds from operations (FFO) LTM¹</b> DKKm                                  | 30 September<br>2018 | 31 December<br>2017 | 30 September<br>2017 |
|---|----------------------|---------------------|----------------------|
| EBITDA - business performance   | 23,855               | 22,519              | 15,796               |
| Interest expenses, net  | (1,206)              | (629)               | (543)                |
| Reversal of interest expenses<br>transferred to assets<br>Interest element of | (439)                | (754)               | (659)                |
| decommissioning obligations   | (197)                | (194)               | (173)                |
| 50% of coupon payments on hybrid capital                                      | (230)                | (320)               | (320)                |
| Calculated interest paid on operating lease obligations                       | (267)                | (234)               | (273)                |
| Adjusted interest expenses, net   | (2,339)              | (2,131)             | (1,968)              |
| Reversal of gain (loss) on divestment of assets                               | (9,378)              | (10,835)            | (4,062)              |
| Reversal of recognised operating lease payment in profit (loss)               |                      |                     |                      |
| for the year  | 796                  | 885                 | 887                  |
| Total current tax   | (1,868)              | (2,447)             | (3,667)              |
| Funds from operations (FFO)   | 11,066               | 7,991               | 6,986                |
| <sup>1</sup> Last 12 months   |                      |                     |                      |

| <b>Funds from operations (FFO) LTM</b> <sup>1</sup><br>DKKm    | 30 September<br>2018 | 31 December<br>2017 | 30 September<br>2017 |
|--|----------------------|---------------------|----------------------|
| BITDA - business performance                                   | 23,855               | 22,519              | 15,796               |
| nterest expenses, net  | (1,206)              | (629)               | (543)                |
| Reversal of interest expenses ransferred to assets             | (439)                | (754)               | (659)                |
| nterest element of<br>decommissioning obligations              | (197)                | (194)               | (173)                |
| 50% of coupon payments on<br>nybrid capital                    | (230)                | (320)               | (320)                |
| Calculated interest paid on operating lease obligations        | (267)                | (234)               | (273)                |
| Adjusted interest expenses, net                                | (2,339)              | (2,131)             | (1,968)              |
| Reversal of gain (loss) on divestment of assets                | (9,378)              | (10,835)            | (4,062)              |
| Reversal of recognised operating ease payment in profit (loss) |                      |                     |                      |
| or the year  | 796                  | 885                 | 887                  |
| Total current tax  | (1,868)              | (2,447)             | (3,667)              |
| funds from operations (FFO)                                    | 11,066               | 7,991               | 6,986                |

| <b>Adjusted interest-bearing net debt</b> DKKm  | 30 September<br>2018 | 31 December<br>2017 | 30 September<br>2017 |
|---|----------------------|---------------------|----------------------|
| Total interest-bearing net debt   | 8,957                | (1,517)             | 10,260               |
| 50% of hybrid capital   | 6,619                | 6,619               | 6,624                |
| Cash and securities not available for distribution, excluding repo loans Present value of operating lease | 1,041                | 749                 | 784                  |
| payments  | 5,428                | 6,095               | 5,429                |
| Decommissioning obligations   | 5,404                | 4,751               | 3,965                |
| Deferred tax on decommissioning obligations   | (908)                | (797)               | (650)                |
| Total adjusted interest-bearing net debt  | 26,541               | 15,900              | 26,412               |
| Funds from an avaitions (FFO)/  | 70.0                 |                     | 70.5                 |

| Funds from operations (FFO)/ adjusted interest-bearing net debt Funds from operations (FFO)/ | 30 September | 31 December | 30 September |
|--|--------------|-------------|--------------|
|  | 2018         | 2017        | 2017         |
| adjusted interest-bearing net debt   | 41.7%        | 50.3%       | 26.5%        |



The table shows which items are included in funds from operations. FFO is calculated for the continuing operations.



The table shows which items are included in the adjusted interestbearing debt as well as FFO relative to adjusted interestbearing debt.

# Statement by the Executive Board and the Board of Directors

The Board of Directors and the Executive Board have today considered and approved the interim report of Ørsted A/S for the period 1 January - 30 September 2018.

The interim report, which has not been audited or reviewed by the company's independent auditors, has been prepared in accordance with IAS 34 'Interim Financial Reporting' as adopted by the EU and

Skærbæk, 1 November 2018

additional requirements in the Danish Financial Statements Act (*Årsregnskabsloven*). Apart from the implementation of IFRS 15 and the changed accounting policy for subsidies, the accounting policies remain unchanged from the annual report for 2017.

In our opinion, the interim financial report gives a true and fair view of the Group's assets, liabilities and financial position at 30 September 2018 and of the results of the Group's operations and cash flows for the period 1 January - 30 September 2018. Furthermore, in our opinion the management's review gives a fair presentation of the development in the Group's operations and financial circumstances, of the results for the period, and of the overall financial position of the Group as well as a description of the most

significant risks and elements of uncertainty facing the Group.

Over and above the disclosures in the interim financial report, no changes in the Group's most significant risks and uncertainties have occurred relative to the disclosures in the annual report for 2017.

#### **Executive Board**

Henrik Poulsen

President and CEO

Board of Directors

**Thomas Thune Andersen** 

Chairman

Lene Skole

Deputy Chairman

Marianne Wiinholt

CFO

Lynda Armstrong

Pia Gjellerup

Jørgen Kildahl

Peter Korsholm

Benny D. Loft

**Dieter Wemmer** 

Hanne Sten Andersen\*

Poul Dreyer\*

Benny Gøbel\*

\*Employee representative

#### Forward-looking statements

This report contains certain forward-looking statements, including but not limited to, the statements and expectations contained in the 'Outlook' section of this report (p. 6). Statements herein, other than statements of historical fact, regarding our future results of operations, financial condition, cash flows, business strategy, plans and future objectives are forward-looking statements. Words such as 'targets', 'believe', 'expect', 'aim', 'intend', 'plan', 'seek', 'will', 'may', 'should' 'anticipate', 'continue', 'predict' or variations of these words, as well as other statements regarding matters that are not historical fact or regarding future events or prospects, constitute forward-looking statements.

We have based these forward-looking statements on our current views with respect to future events and financial performance. These views involve a number of risks and uncertainties, which could cause actual results to differ materially from those predicted in the forward-looking statements and from our past performance. Although, we believe that the estimates and projections reflected in the forward-looking statements are reasonable, they may prove materially incorrect and actual results may materially differ due to a variety of factors. These factors include, but are not limited to market risks, development and construction of assets, changes in temperature, wind conditions and precipitation, regulatory risks, operation of offshore wind farms, cost of electricity for offshore wind power, changes in the competitive environment in our markets, security of supply and cable break-downs or other disruptions. As a result, you should not rely on these forward-looking statements. Please also refer to the overview of risk factors in 'Risk and risk management' on pp 47-50 of the Annual Report 2017 available at www.orsted.com.

Unless required by law, we are under no duty and undertake no obligation to update or revise any forward-looking statement after the distribution of this report, whether as a result of new information, future events or otherwise.