



IRISH CONTINENTAL GROUP

Irish Continental Group plc

Half Year to 30 June 2015



ICG Business Units



IRISH CONTINENTAL GROUP

1. Ferries Division

Irish Ferries, the leading ferry company operating between the UK/Continent and the Republic of Ireland.

2. Container Division

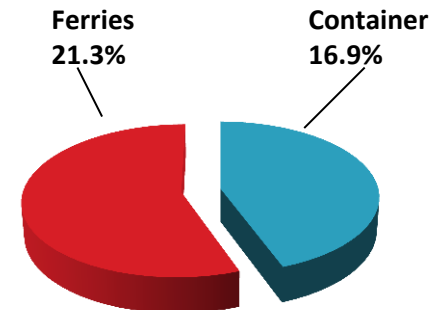
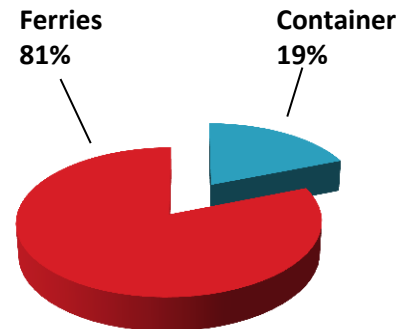
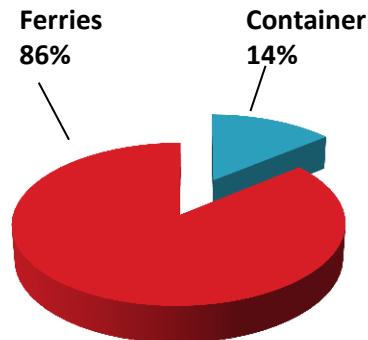
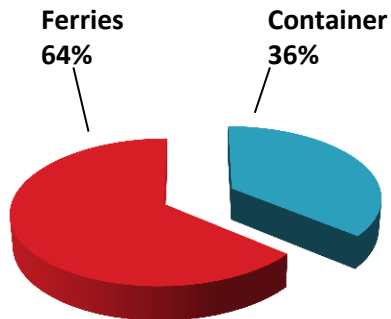
Eucon, the leading container shipping operator between Ireland and the N.W. Continent. Dublin Ferryport Terminals (DFT) and Belfast Container Terminal (BCT) strategically located container terminals in Dublin and Belfast.

Turnover

Operating Profit

Capital Employed

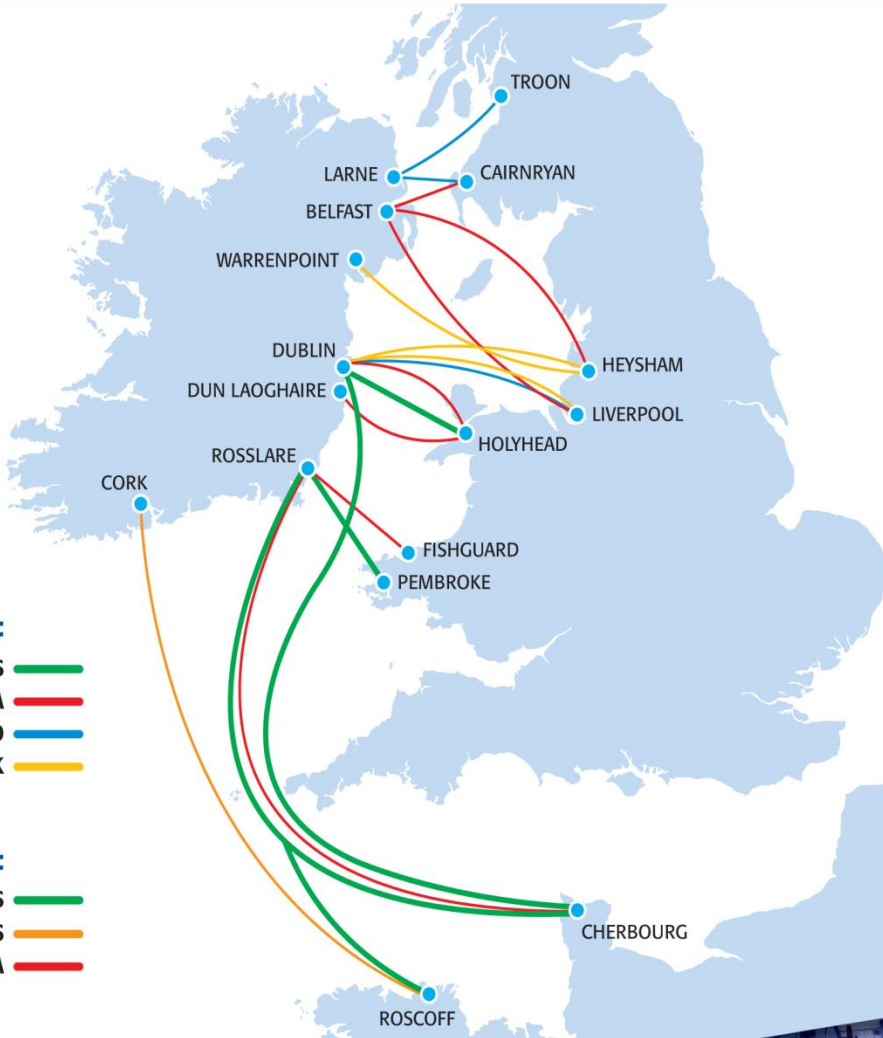
ROACE



Ferries Division Routes



IRISH CONTINENTAL GROUP



WEEKLY SAILINGS

Dublin - Holyhead

Ulysses	28
Jonathan Swift	28
Epsilon	18
Total	74

Rosslare - Pembroke

Isle of Inishmore	28
Total Ireland - UK	102

Ireland - France

Oscar Wilde	7
Epsilon	2
Total	9

TOTAL	111
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IRISH SEA:

- IRISH FERRIES
- STENA
- P&O
- SEATRUCK

IRELAND-FRANCE:

- IRISH FERRIES
- BRITTANY FERRIES
- STENA



Ferries Revenues 2014

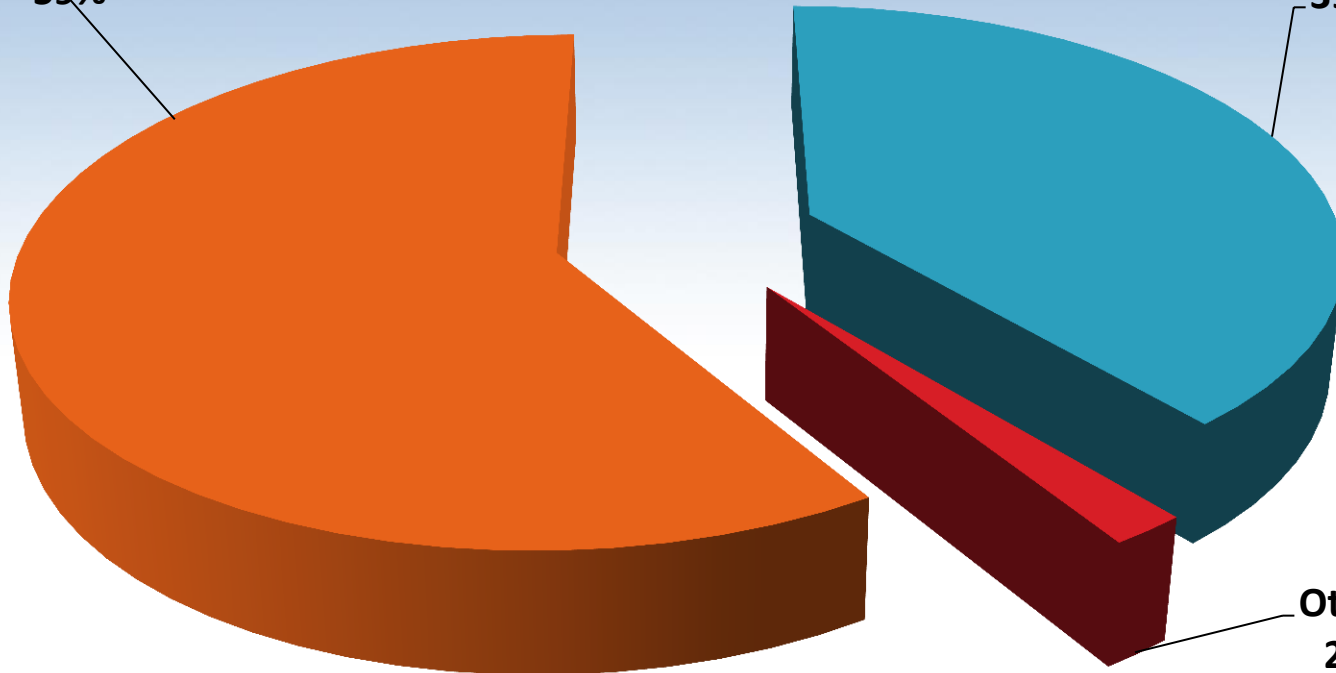


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Cars & Passengers
59%

Freight
39%

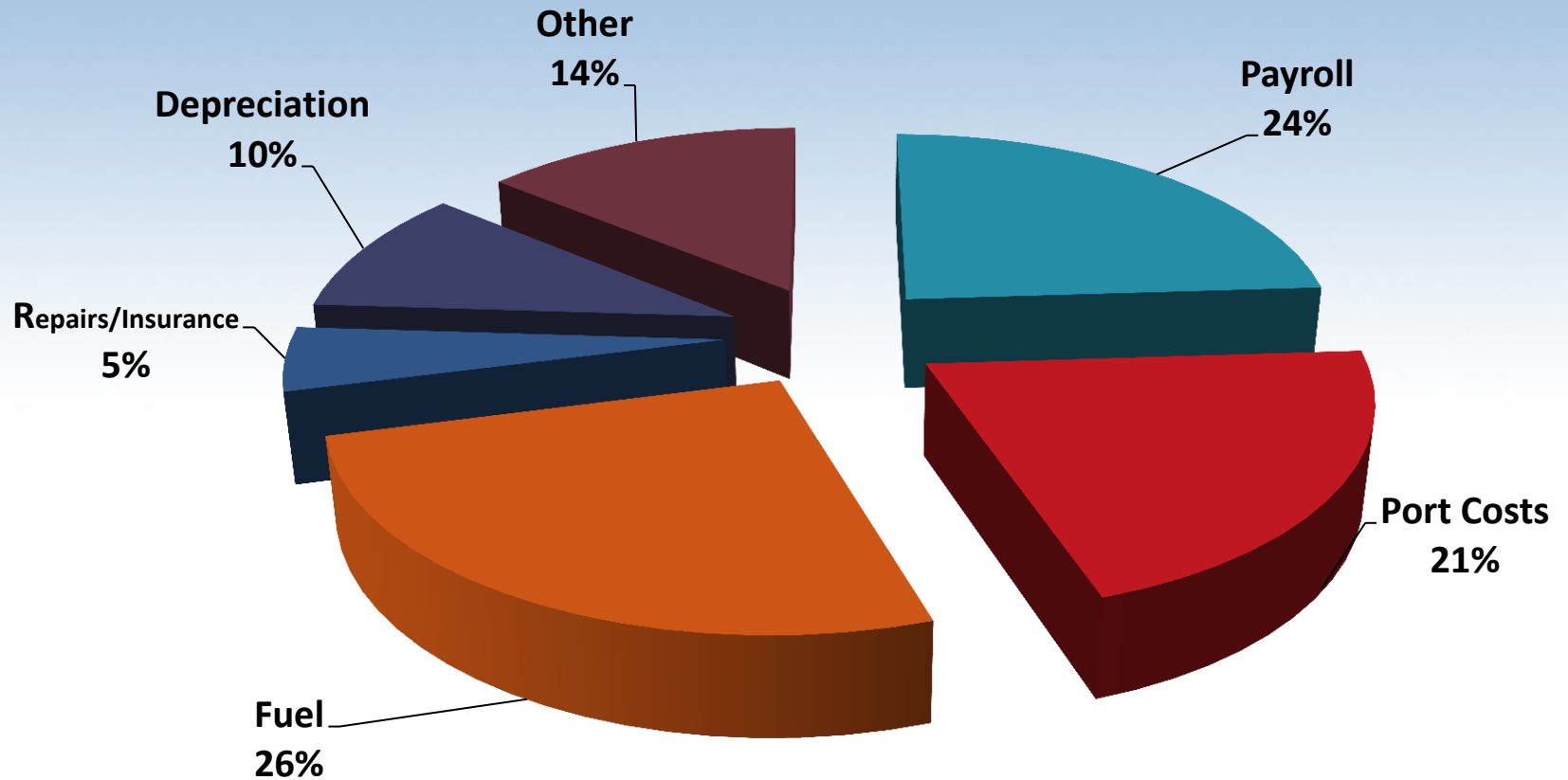
Other
2%



Ferries Costs 2014



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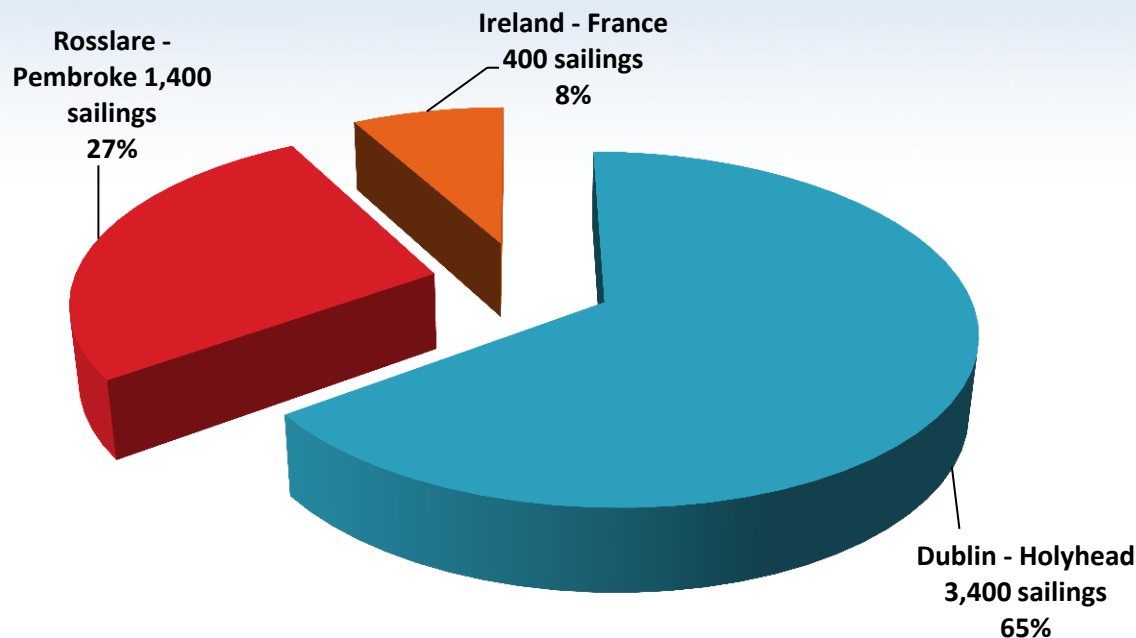


Ferries Division



IRISH CONTINENTAL GROUP

- Brand: Irish Ferries
- 4 Conventional combined Car/RoRo ferries
- 1 fast car carrying ferry, light freight
- 1 ferry on charter to Kiwi Rail (New Zealand) to June 2017



IrishFerries.com™



Distribution



IRISH CONTINENTAL GROUP

IrishFerries.com™

MUST END SOON

KIDS GO FREE
ALL SUMMER LONG



BOOK NOW >

Car Bookings

On-Line	82%
Telephone	14%
Ports	<u>6%</u>
	100%

irishferries.com - 2014

- 5.5m visits
- 215,000 Bookings

ONLY
€99
EACH WAY

IrishFerries.com™

OFFER MUST END JUNE 2ND

FRANCE FOR 2
TWICE THE FUN!

BOOK NOW >

Passenger Market

CAGR (Volumes)

	YTD 2015	July/ Aug	H1 2015	1 Year 2014	3 Year 2011 - 2014	7 Year 2007 - 2014	15 Years 1992 - 2007
Irish Ferries	+2%	+1%	+3%	+5%	+3%	+1%	1%
Republic of Ireland			-1%	+3%	0%	-2%	0%
All Ireland			-1%	+2%	0%	-1%	0%

IrishFerries.com™



Car Market



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CAGR (Volumes)

	YTD 2015	July/ Aug	H1 2015	1 Year 2014	3 Year 2011 - 2014	7 Year 2007 - 2014	15 Years 1992 - 2007
Irish Ferries	+6%	+4%	+7%	+9%	+3%	-1%	4%
Republic of Ireland			+1%	+4%	-1%	-2%	2%
All Ireland			-1%	+2%	-2%	-2%	2%

IrishFerries.com™



RoRo Market

CAGR (Volumes)

	YTD 2015	July/ Aug	H1 2015	1 Year 2014	3 Year 2011 – 2014	7 Year 2007 – 2014	15 Year 1992 – 2007
Irish Ferries	+11%	+8%	+12%	+21%	+8%	-1%	+12%
Republic of Ireland			+6%	+7%	+3%	-1%	+10%
All Ireland			+4%	+3%	+1%	-1%	+6%

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Ferries Division

	H1 2015 €m	H1 2014 €m	Change	FY 2014 €m
Revenue	86.5	77.7	+11.3%	184.3
Operating Costs	<u>(66.5)</u>	<u>(67.4)</u>	-1.3%	<u>(141.2)</u>
EBITDA	20.0	10.3	+94.2%	43.1
Depreciation/Amortisation	<u>(7.7)</u>	<u>(7.5)</u>	+2.7%	<u>(15.1)</u>
Operating Profit	12.3	2.8	+339.3%	28.0

- Passenger, Car & On Board revenue up 14% at €47.4m
- RoRo Freight revenue up 10% at €37.2m
- Other operating costs up €4.2m (9%)



Container & Terminal Division



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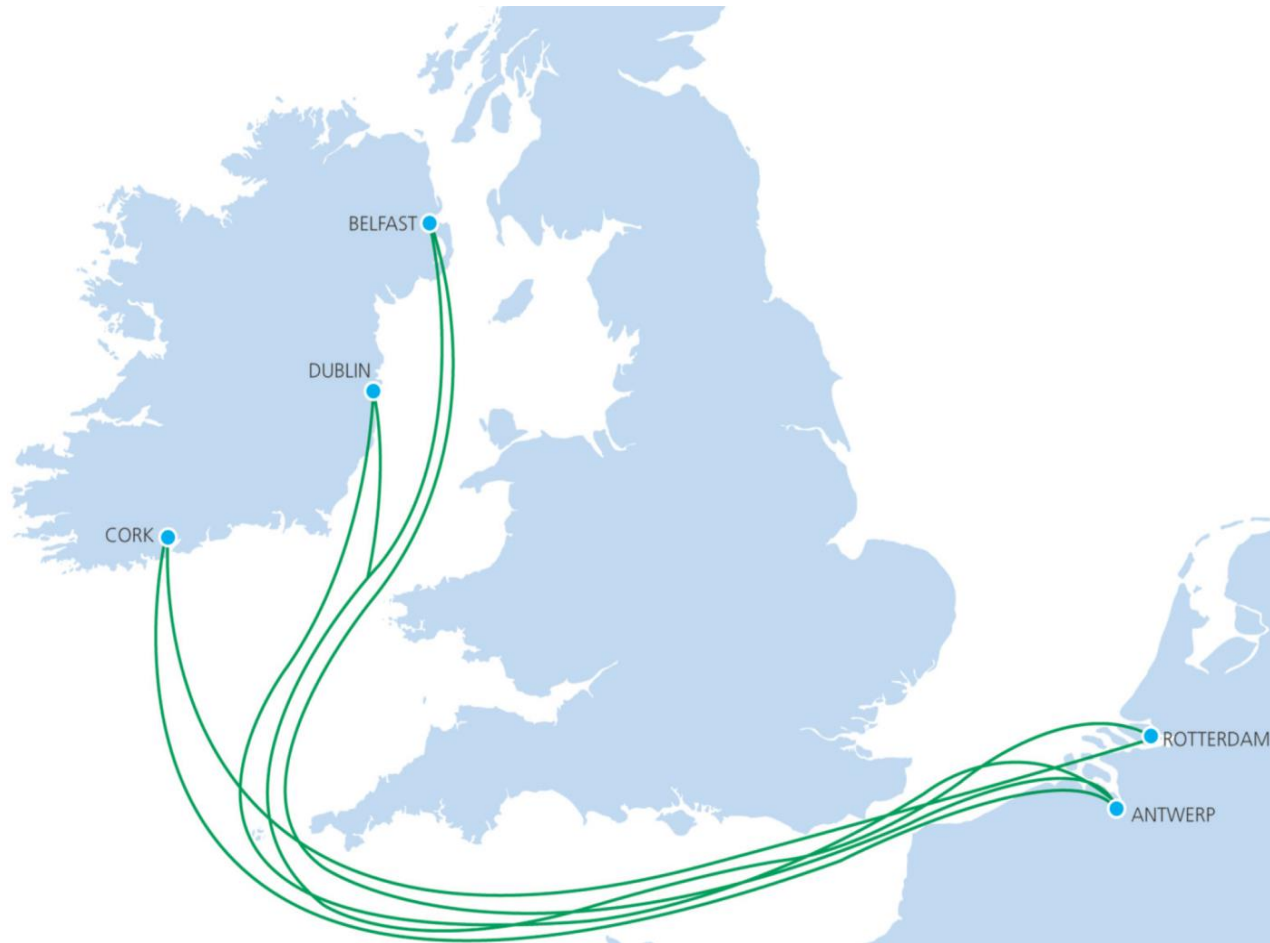
- 5 chartered vessels
- 3,000 owned and leased containers, 5,800 teu (20ft, 40ft, 45ft, reefers, flats, curtain siders)
- Operating between the ports of Dublin, Cork and Belfast, Rotterdam and Antwerp
- Door to Door (55%) Transport plus Quay to Quay (45%) (feeder)
- Owned and operated DFT Terminal in Dublin - Principal terminal in Ireland
- BCT operating the VT3 Terminal in Belfast under concession from Belfast Harbour Commissioners



Eucon Container Routes



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Terminals

2 strategically located container handling terminals at Dublin and Belfast.



- Annual throughput in 2014 of 151,900 lifts
- Design Capacity of 260,000 lifts
- 3 Gantry Cranes and 8 Rubber Tyre Gentries (RTG's)
- Largest and most modern container terminal in Ireland
- 5 minutes from motorway network



- Operating both the BCT and VT3 container terminals in Belfast
- By the end of autumn volumes will be consolidated at VT3 terminal which will be operated under concession from Belfast Harbour Commissioners and will be the only LoLo handling facility in Belfast Port
- Annual throughput expected on consolidated terminal of 125,000 lifts
- Design capacity of 150,000 lifts



Container & Terminal Division

	H1 2015 €m	H1 2014 €m	Change	FY 2014 €m
Revenue	57.2	53.7	+6.5%	107.0
Operating Costs	<u>(51.7)</u>	<u>(50.0)</u>	+3.4%	<u>(99.6)</u>
EBITDA	5.5	3.7	+48.6%	7.4
Depreciation/Amortisation	<u>(1.4)</u>	<u>(1.3)</u>	+7.7%	<u>(2.7)</u>
Operating Profit	4.1	2.4	+70.8%	4.7

- Container volumes down 0.4% at 142,200 teu
- Terminal volumes up 11.9% at 103,700 lifts



Container Handling



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CAGR

	H1 2015	1 Year	3 Year	5 Year
ICG	12%	6%	0%	3%
All Ireland	6%	9%	2%	0%





ICG - Group Results

	H1 2015	H1 2014	Change	FY 2014
Revenue	€143.1m	€130.7m	+9.5%	€290.1m
Operating Costs (exc. Dep)	€117.6m	€116.7m	+0.8%	€239.6m
EBITDA	€25.5m	€14.0m	+82.1%	€50.5m
Operating Profit	€16.4m	€5.2m	+215.4%	€32.7m
Non-Trading Items	-	-		€28.7m
Finance Costs	€1.5m	€2.5m	-40.0%	€4.7m
PBT	€14.9m	€2.7m	+451.9%	€56.7m
Basic EPS	7.8c	1.3c	+500.0%	30.4c
Adjusted EPS	7.9c	1.7c	+364.7%	15.5c
Dividend Per Share	3.638c	3.465c	+5.0%	10.5c
Net Debt	€33.7m	€71.9m	-53.1%	€61.3m





ICG Fuel Costs

	H1 2015	H1 2014	Change	FY 2014
Consumption (000 tons)				
Heavy Fuel Oil	33.2	44.0	-25%	92.3
Marine Diesel	<u>18.7</u>	<u>7.5</u>	+149%	<u>15.1</u>
	51.9	51.5	+1%	107.4
Price (€ per ton)				
Heavy Fuel Oil	€318	€475	-33%	€452
Marine Diesel	€516	€684	-25%	€665
<i>Brent Crude (guide)</i>	\$59.41/€53.24	\$108.77/€79.37		\$99.6/€74.9
Total Cost (inc. lubs)	€20.8m	€26.4m	-21%	€53.0m
% of Operating Costs (exc. Dep)	18%	23%		22%



ICG Cash Flow



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	H1 2015	H1 2014	FY 2014
EBITDA	25.5	14.0	50.5
Working Capital Movement	22.7	11.4	(2.2)
Pension Payments in excess of service costs	(1.4)	(1.0)	(3.9)
Other	<u>0.1</u>	<u>0.1</u>	-
Cash Generated from Operations	46.9	24.5	44.4
Interest (net)	(1.3)	(1.8)	(3.5)
Tax	(0.3)	(0.8)	(1.1)
Capex	<u>(7.4)</u>	<u>(6.7)</u>	<u>(8.0)</u>
Free Cash Flow	37.9	15.2	31.8
Asset Sales	-	-	0.1
Payments received on finance lease receivable	-	17.8	17.8
Dividends	(13.1)	(12.4)	(18.8)
Share Issues	<u>2.8</u>	<u>0.9</u>	<u>1.2</u>
Net Flows	27.6	21.5	32.1
Opening Net Debt	(61.3)	(93.4)	(93.4)
Translation/Other	-	-	-
Closing Net Debt	(33.7)	(71.9)	(61.3)



Dividend / Share Buybacks

Cash Returned to Shareholders 2007 - 2015

Year	Dividend/Redemption Interim (Cent)	Final (Cent)	Total (Cent)	€m	Buyback/ Tender Offer €m
2007	Nil	10.0c	10.0c	24.5	
2008	Nil	10.0c	10.0c	24.6	
2009	Nil	10.0c	10.0c	25.0	
2010	Nil	10.0c	10.0c	25.1	
2011	3.3c	6.7c	10.0c	24.9	4.0
2012	3.3c	6.7c	10.0c	20.3	10.1 111.5
2013	3.3c	6.7c	10.0c	18.5	
2014	3.465c	7.035c	10.5c	19.5	
2015	3.638c (declared)			<u>6.8</u>	<u> </u>
				<u>189.2</u>	<u>125.6</u>
Total				314.8	

Group Pension Funds

Company Sponsored Funds	June 2015 €m	Dec 2014 €m	Dec 2013 €m	Dec 2012 €m	Dec 2011 €m
Assets	273.1	256.5	230.5	213.5	193.5
Liabilities (IAS 19 basis)	<u>271.4</u>	<u>279.2</u>	<u>265.2</u>	<u>268.1</u>	<u>215.2</u>
Surplus/(deficit)	1.7	(22.7)	(34.7)	(54.6)	(21.7)
Discount Rate € / £	2.40% / 3.65%	2.0% / 3.65%	3.6% / 4.35%	3.8% / 4.4%	5.3% / 4.9%

- Recovery plan agreed with Trustees and submitted to Pensions Authority October 2014. Annual deficit payments of €1.5m plus €0.5m into escrow for 10 years or until deficit is eliminated, if earlier.

Merchant Navy Officer Pension Fund (MNOFF)	June 2015 €m	Dec 2014 €m	Dec 2013 €m	Dec 2012 €m	Dec 2011 €m
ICG allocated share of deficit	(1.0)	(1.4)	(2.0)	(0.0)	(10.8)

- Multi employer scheme with 400 employers, joint and several liability for employers.





Current Trading / Outlook

General

- Irish economy continues to grow (ESRI GDP forecast 4.4% (2015) and 3.7% (2016))
- Fuel tailwind
- Stronger £ Sterling

Tourism

- Passenger numbers up 2% YTD, with Summer volumes up 1%
- Car numbers +6% YTD, with Summer volumes up 4%

Freight

- RoRo volumes up 11% YTD, with Summer volumes up 8%
- LoLo volumes up 1% YTD
- Terminal volumes up 20% YTD (underlying up 5% excluding the new terminal in Belfast)



Disclaimer



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This presentation may contain certain forward-looking statements. These statements are made by the Directors in good faith based on the information available to them up to the time of their approval of this presentation. These Forward-looking statements should be treated with caution due to the inherent uncertainties, including both economic and business risk factors, underlying any such forward-looking information.



Ferries - Fleet



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Ulysses



Year Built	2001
Cost	€106m
GT	50,900 tons
PAX	1875
Cars	1342
Lane Meters	4.1km
Speed	22 knots
Route	Dublin/ Holyhead

Jonathan Swift



Year Built	1999
Cost	€38m
GT	6,000 tons
PAX	800
Cars	200
Speed	39 knots
Route	Dublin/Holyhead

Ferries - Fleet



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Isle of Inishmore



Year Built	1997
Cost	€81m
GT	34,000 tons
PAX	2200
Cars	855
Lane Meters	2.1km
Speed	21.5 knots
Route	Rosslare/Pembroke

Oscar Wilde



Year Built	1987
Purchased in 2007 - plus upgrade	€51m
GT	32,000 tons
PAX	1458
Beds	1376
Cars	580
Lane Meters	1.2km
Speed	21.5 knots
Route	Rosslare/France

Ferries - Fleet



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Epsilon



Year Built	2011
GT	26,375 tons
PAX	500
Beds	272
Lane Meters	2.8km
Speed	23 knots
Route	Dublin/Holyhead Dublin/France

Kaitaki



Year Built	1995
Cost	€62m
GT	22,300 tons
PAX	1650
Beds	274
Cars	600
Lane Meters	1.7km
Speed	19 knots
Route	Chartered Out