

Press Release



Vopak reports on 2018 financial results

Rotterdam, the Netherlands, 13 February 2019

Q4 2018	Q3 2018	Q4 2017	In EUR millions	2018	2017	Δ
317.0	311.4	324.5	Revenues	1,254.5	1,305.9	- 4%
Results -excluding exceptional items-						
180.7	182.7	192.7	Group operating profit before depreciation and amortization (EBITDA)	734.3	763.2	- 4%
110.6	116.0	123.0	Group operating profit (EBIT)	463.3	490.4	- 6%
78.8	70.5	76.2	Net profit attributable to holders of ordinary shares	289.5	287.4	1%
0.62	0.55	0.59	Earnings per ordinary share (in EUR)	2.27	2.25	1%
Results -including exceptional items-						
183.0	204.7	100.9	Group operating profit before depreciation and amortization (EBITDA)	754.8	695.3	9%
110.8	138.0	31.2	Group operating profit (EBIT)	481.7	422.5	14%
80.4	36.7	-0.2	Net profit attributable to holders of ordinary shares	254.5	235.4	8%
0.63	0.28	0.00	Earnings per ordinary share (in EUR)	1.99	1.85	8%
Cash Flow from operating activities (gross)				687.0	713.8	- 4%
Cash Flow from investing and divesting activities				-589.4	-320.6	84%
Additional performance measures						
10.8%	11.8%	12.2%	Return on Capital Employed (ROCE)	11.6%	12.0%	
85%	86%	89%	Occupancy rate subsidiaries	86%	90%	
37.0	36.7	35.9	Storage capacity end of period (in million cbm)	37.0	35.9	
Average capital employed				4,005.7	4,101.7	
1,825.0	1,676.3	1,533.9	Net interest-bearing debt	1,825.0	1,533.9	
2.49	2.22	2.02	Senior net debt : EBITDA	2.49	2.02	

Highlights for full year and Q4 2018 -excluding exceptional items-:

- EBITDA of EUR 734 million (2017: EUR 763 million). Adjusted for currency translation effects of EUR 19 million, EBITDA was EUR 10 million lower than prior year as a result of oil market conditions partly compensated by the cost efficiency program
- EBIT of EUR 463 million (2017: EUR 490 million). Adjusted for currency translation effects of EUR 14 million, EBIT was EUR 13 million lower than prior year
- Occupancy rate of 86% (2017: 90%) reflected market conditions at oil hub terminals whereas other product-market segments were stable
- Return on Capital Employed of 11.6% (2017: 12.0%)
- Net profit attributable to holders of ordinary shares of EUR 290 million (2017: EUR 287 million) resulting in higher earnings per ordinary share (EPS) of EUR 2.27 (2017: EUR 2.25)
- Q4 EBITDA of EUR 181 million included net one-off cost items of EUR 7 million mainly relating to the Europe & Africa and China & North Asia divisions
- Our worldwide storage capacity measured on a 100% basis increased by 1.1 million cbm in 2018. Our growth portfolio will add a further 2.1 million cbm of storage capacity to our global network in 2019
- Vopak's strategic review and testing of the market value of its terminals in Algeciras, Amsterdam, Hamburg and Tallinn, as announced in the Q2 2018 press release, is in progress and on schedule.

A dividend of EUR 1.10 (2017: EUR 1.05) per ordinary share, payable in cash, will be proposed during the Annual General Meeting on 17 April 2019.

Looking ahead:

- Given our 3.2 million cbm expansion program over 2018 and 2019, with high commercial coverage, in conjunction with the cost efficiency program, Vopak has the potential to significantly improve the 2019 EBITDA, subject to market conditions and currency exchange movements. At the end of Q4 2018, 1.1 million cbm was commissioned and 2.1 million cbm will be delivered over the course of 2019
- Our efficiency program to support margin development and reduce Vopak's future cost base was increased to EUR 40 million by the end of 2019. As a result the cost base for 2019 including EUR 15 million additional cost from growth projects, is expected to be below the 2017 reported operating expenses of EUR 676 million subject to currency exchange movements, activity levels and portfolio decisions.

Exceptional items 2018 (before tax):

- Vopak formalized the agreement regarding a new pension plan in the Netherlands, resulting in a gain of EUR 19.1 million on the settlement of the Dutch Pension Plan
- As a result of the deconsolidation of our wholly-owned terminal in Venezuela, the income statement includes the effect of recycling historical unrealized currency translation losses from equity to the income statement, reducing the reported net income with EUR 51.0 million, mainly in the net finance expenses, with a neutral effect to total shareholders' equity and no effect on cash
- An exceptional gain of EUR 4.8 million was recognized in connection with a reversal of impairment at Vopak Vietnam. This gain was offset by a partial impairment of EUR 4.6 million at our terminal in India.

For a full overview of the exceptional items, reference is made to Enclosure 4g.

Subsequent events:

- On 23 January 2019, Vopak acquired an additional share of 15% in the associate Engro Elengy Terminal (LNG Division), bringing the total share in this joint venture to 44%. This LNG import facility consists of an LNG jetty and high-pressure gas pipeline and holds a 15 year Floating Storage and Regasification Unit (FSRU) time charter
- On 25 January 2019, Vopak acquired an additional 35% share in Vopak Terminal Ningbo (China & North Asia division), bringing the total share in this chemicals terminal to 85%. By means of this transaction, Vopak obtained control over the terminal and the interest held in the terminal was at that date classified as a subsidiary and no longer as a joint venture
- On 13 February 2019, Vopak announced that it will expand its terminal in Vietnam (China & North Asia division) with 20,000 cbm for the storage and handling of chemicals. The additional storage capacity is expected to be commissioned in Q1 2020
- On 13 February 2019, Vopak announced that it will expand its terminal in Veracruz in Mexico with 110,000 cbm for the storage and handling of clean petroleum products. Mexico is a deficit market which has opened. This expansion already has high commercial coverage and is expected to be fully commissioned in Q4 2020.

For an overview of the (estimated) effects of the initial application of IFRS 16 'Leases' as per 2019, reference is made to note 9.10 of the 2018 Consolidated Financial Statements.

CEO statement

- **Solid results in 2018, on track for 2019**
- **Well positioned for future opportunities**

Eelco Hoekstra, Chairman of the Executive Board and CEO of Royal Vopak commented:

“Given the market conditions in 2018, we delivered solid financial results and increased earnings per share by remaining focussed on business opportunities. The execution of our strategy is well on track. To meet the increasing global demand for the products we store, we made significant progress in shifting the portfolio and realizing our digital transformation.

We are excited that we have been able to announce significant expansion projects in the last years, meeting new consumer demands. The execution of this strategy is leading to a further shift in our portfolio towards industrial terminals and terminals for chemicals, LNG, LPG and chemical gases. Expansion projects in these areas are currently underway in Malaysia, Indonesia, Canada, Brazil, and the Netherlands.

We acquired a share in Pakistan’s LNG import facility, commissioned the first phase of our new industrial terminal in Pengerang and expanded our chemical presence in Houston. End 2018, we delivered 1.1 million cbm of our 3.2 million cbm expansion program towards end 2019. In addition, we commenced major service improvement projects to strengthen our chemical storage positions globally and initiated investments in our oil hub terminals in preparation for the IMO 2020 bunker fuel regulations.

One more reason for excitement is the progress that we have made in our digital transformation. Our new unique cloud-based digital terminal management system is now in place at the first terminals in Americas and Asia. We strengthened our cybersecurity program. We believe that our digital transformation is key to growing our competitive edge and capturing the opportunities of the digital era.

For 2019 and beyond, we continue to focus on delivery of short-term performance and seizing long-term opportunities, delivering value today and creating value for tomorrow for all stakeholders. We take pride in storing vital products with care for a growing world population.”

Business and other highlights

2018 events:

- On 16 February, Vopak and its partner PT AKR Corporindo announced to expand their import-distribution terminal in the Port of Jakarta, Indonesia. The expansion will add 100,000 cbm of storage capacity for clean petroleum products and biofuels supporting customers to comply with Indonesia's biofuel blending mandate regulations
- On 16 February, Vopak announced to expand its Sebarok terminal in Singapore with 67,000 cbm. The expansion mainly caters for storage and handling of marine gas oil to strengthen the position of our Sebarok terminal with the flexibility of handling multiple fuels following the implementation of the International Marine Organization's global sulphur cap as of 1 January 2020
- On 18 April, Vopak announced that it will expand its wholly-owned Botlek terminal which is located in the Port of Rotterdam, the Netherlands. The expansion will add 15 new stainless steel tanks with a capacity of 63,000 cbm for styrene and other chemical products
- In July 2018, Vopak formalized the agreement regarding a new pension plan in the Netherlands effective per 1 January 2018, including a cash contribution by Vopak of EUR 18.0 million. Going forward Vopak has the sole obligation to pay a contribution based on a fixed percentage of the pensionable salary
- On 17 August 2018, Vopak announced that it will expand its chemical terminal in Merak, Indonesia, with 50,000 cbm to 131,000 cbm
- On 17 August 2018, Vopak announced to invest in its Europoort terminal in Rotterdam, the Netherlands, to support 0.5% low sulphur fuel oil bunkering. This investment is supported by customer commitments and will be completed in the second half year of 2019
- On 17 August 2018, Vopak announced it will further strengthen its global chemical storage positions. A new jetty will be constructed at Vopak Terminal Linkeroever in Antwerp, Belgium, enabling planned future growth. Furthermore, a major service improvement project will commence at Vopak Terminal Penjuru in Singapore, to service the chemical market in Singapore
- On 17 August 2018, Vopak announced that it would conduct a strategic review and test the market value of its terminals in Algeciras, Amsterdam, Hamburg and Tallinn
- In September 2018, Vopak deconsolidated its wholly-owned terminal in Venezuela, reflecting that the Group no longer has control from an accounting perspective
- On 5 November 2018, Vopak and its partner Reatile announced that they will further expand their activities in South Africa by investing in a new LPG import and distribution terminal with an initial capacity of 15,000 cbm in Richards Bay, subject to final conditions. This investment facilitates further imports of a cleaner energy source into South Africa
- On 5 November 2018, Vopak announced that it will expand its wholly-owned gas terminal in Vlissingen (the Netherlands) by 9,200 cbm of capacity for LPG and chemical gases to serve the Northwest European market
- On 14 December 2018, Vopak announced that it has approved an update of its dividend policy. Vopak's dividend policy targets to pay an annual stable to rising cash dividend in balance with a management view on a payout ratio range of 25-75% of the net profit excluding exceptional items attributable to holders of ordinary shares and subject to market circumstances
- On 22 December, Vopak completed the earlier announced acquisition of an initial 29% share in the LNG import facility Engro Elengy Terminal Pakistan (capacity of 151,000 cbm).

Financial performance

Operating results

Revenues

In 2018, Vopak generated revenues of EUR 1,254.5 million, a decrease of EUR 51.4 million (-4%) compared to EUR 1,305.9 million in 2017. Excluding the negative currency translation effect of EUR 29.7 million, the decrease amounted to EUR 21.7 million, reflecting lower rented capacity and pricing effects at the oil hub terminals in the Netherlands and Singapore caused by a less favorable fuel oil market for storage. This effect was partly offset by higher revenues from chemicals, vegetable oils and gases.

The average occupancy rate for Vopak's subsidiaries (excluding joint ventures and associates) for 2018 decreased to 86% compared to 90% in 2017. This movement was for a large part attributable to the oil hub terminals.

Vopak's worldwide storage capacity increased with 1.1 million cbm from 35.9 million cbm per the end of 2017 to 37.0 million cbm per the end of 2018.

Expenses

Personnel expenses

In 2018, personnel expenses -excluding exceptional items- amounted to EUR 336.3 million, a decrease of EUR 1.7 million (-1%) compared to EUR 338.0 million in 2017. Excluding the positive currency translation effect of EUR 6.2 million, the increase amounted to EUR 4.5 million and can mainly be attributed to increased business development activities and investment projects.

During 2018, Vopak employed, in FTEs, an average of 4,063 employees (2017: 4,046), excluding joint ventures and associates. This comprises 3,710 own employees (2017: 3,630) and 353 temporary employees (2017: 416). The increase in the average number of employees is primarily related to investments as part of our digital transformation and its related IT/OT and innovation projects.

Including exceptional items, total personnel expenses for 2018 amounted to EUR 317.2 million compared to EUR 338.0 million in 2017. An exceptional gain of EUR 19.1 million is related to the settlement of the defined benefit pension plan in the Netherlands.

Other operating expenses

In 2018, other operating expenses -excluding exceptional items- amounted to EUR 329.7 million, which represents a decrease of EUR 8.2 million (-2%) compared to EUR 337.9 million in 2017. Excluding the positive currency translation effect of EUR 6.9 million, the decrease amounted to EUR 1.3 million.

An exceptional loss of EUR 0.9 million in 2018 is related to the deconsolidation of our terminal in Venezuela (2017: no exceptional items).

The Group's other operating expenses -including exceptional items- for 2018 amounted to EUR 330.6 million compared to EUR 337.9 million in 2017.

Result of joint ventures and associates

In 2018, the result of joint ventures and associates -excluding exceptional items- amounted to EUR 113.9 million, an increase of EUR 2.6 million (2%) compared to EUR 111.3 million in 2017. Excluding the negative currency translation effect of EUR 2.3 million, the increase amounted to EUR 4.9 million. This increase was mainly due to good performance at the joint ventures of the LNG division and the resuming of operations at our Haiteng terminal (China & North Asia division), including a settlement of a part of the historical positions of this terminal that were previously not recognized, while negotiations on the remaining balance is still ongoing. These increases were to a large extent offset by the lower results of the joint ventures and associates of the Asia & Middle East division in connection with market conditions at the oil terminals.

In 2018, no exceptional items were recognized in the result of joint ventures and associates (2017: EUR 67.2 million loss).

Group operating profit before depreciation and amortization

Group operating profit before depreciation and amortization (EBITDA) -excluding exceptional items- and including the net result of joint ventures and associates for 2018, amounted to EUR 734.3 million, which is EUR 28.9 million (-4%) lower compared to EUR 763.2 million in 2017. Excluding the negative currency translation effect of EUR 19.2 million, the decrease amounted to EUR 9.7 million. The decrease in revenue was to a large extent offset by the increase in other income primarily in connection with settlements of legal and commercial positions in the Asia & Middle East division.

Including exceptional items, Group operating profit before depreciation and amortization (EBITDA) for 2018 amounted to EUR 754.8 million compared to EUR 695.3 million in prior year.

ROCE -excluding exceptional items- of 11.6% compared to 12.0% in 2017 reflected lower EBIT.

Cash flows from operating activities and working capital

Cash flow from operating activities (gross) amounted to EUR 687.0 million in 2018 (2017: EUR 713.8 million). This decrease of EUR 26.8 million was mainly related to the decrease of the EBITDA and the one-off payment of EUR 18.0 million related to the settlement of the defined benefits pension plan in the Netherlands.

Strategic investments and divestments

Cash flows from investing activities

In 2018 cash flows from investing activities amounted to a net cash outflow of EUR 589.4 million (2017: net cash outflow of EUR 320.6 million). Total investments amounted to EUR 614.1 million (2017: EUR 448.5 million), of which EUR 504.0 million was invested in property, plant and equipment (2017: EUR 319.1 million). Investments in joint ventures and associates, including acquisitions, amounted to EUR 81.8 million (2017: EUR 23.3 million).

Vopak continued to strengthen its global network of terminals, pursuing its long-term growth strategy, and invested EUR 341.0 million in the expansion of existing terminals and the construction of new terminals in 2018 (2017: EUR 127.4 million).

As part of the strategic direction for the period 2017-2019, Vopak has decided to invest approximately EUR 100 million in the period 2017-2019 in new technology and innovation programs as well as replacing its IT systems. In 2018 EUR 28.3 million (2017: EUR 27.4 million) was invested in IT projects.

Vopak's sustaining and service improvement capex budget of EUR 750 million for the period 2017-2019 includes the budget for major service improvement projects and the expected investment of EUR 40 million in our fuel oil network to convert capacity to the desired flexibility and cubic meters to profitably serve the bunker market. Service, maintenance and compliance capex for 2018 amounted to EUR 237.3 million (2017: EUR 208.4 million).

Divestments

During 2018 no divestments occurred. In 2017, one business development project was divested and the Group partially divested its investment in the joint venture Vopak Terminal Eemshaven in 2017.

Depreciation and amortization

Depreciation and amortization expenses -excluding exceptional items- amounted to EUR 271.0 million in 2018, a decrease of EUR 1.8 million (-1%) compared to EUR 272.8 million in prior year. Of these total expenses, EUR 15.9 million (2017: EUR 12.4 million) related to amortization of intangible assets. Excluding the positive currency translation effect of EUR 5.2 million, the total increase of depreciation and amortization amounted to EUR 3.4 million. This increase primarily related to the IT projects that were taken in use during the year.

Impairments

In 2018, the total net gain from (reversal of) impairments (including impairments of joint ventures and associates) amounted to EUR 0.2 million (2017: net loss of EUR 93.9 million). An exceptional gain of EUR 4.8 million was recognized in connection with a reversal of impairment at Vopak Vietnam. This gain was offset by a partial impairment of EUR 4.6 million at our terminal in India.

Capital structure

Equity

The equity attributable to holders of ordinary shares increased by EUR 202.8 million to EUR 2,682.8 million (31 December 2017: EUR 2,480.0 million). This increase resulted mainly from the addition of the net profit for the year of EUR 254.5 million and the Other comprehensive income of EUR 80.3 million, partially offset by the dividend payments in cash of EUR 134.0 million.

Net debt

The net interest-bearing debt increased to EUR 1,825.0 million compared to EUR 1,533.9 million at year-end 2017. Excluding the upward currency translation effect of EUR 63.2 million, the increase amounted to EUR 227.9 million.

Repayments of interest-bearing loans and short-term borrowings during 2018 amounted to EUR 107.5 million. Proceeds from interest-bearing loans amounted to EUR 286.5 million. The Revolving Credit Facility of EUR 1 billion was utilized for the amount of EUR 200 million as at year-end 2018 (2017: nil).

During 2019, regular repayments of long-term loans will amount to EUR 90.5 million.

As at 31 December 2018, an equivalent of EUR 1,512.4 million (2017: EUR 1,464.0 million) was drawn under private placement programs with an average remaining term of 7.3 years (2017: 7.9 years) in addition to EUR 63.9 million (SGD 100 million) funded by banks at the level of Vopak Terminals Singapore, with an average remaining term of 1.7 years.

The Senior net debt : EBITDA ratio amounted to 2.49 at year-end 2018 compared to 2.02 at year-end 2017. This increase is mainly caused by the capital expenditures during the year.

Net finance costs

In 2018, the Group's net finance costs -excluding exceptional items- amounted to EUR 82.4 million, a decrease of EUR 16.1 million (-16%) compared to EUR 98.5 million in 2017. The main drivers of this decrease were the lower interest expenses due to debt repayments in the second half of 2017, together with higher capitalized interest expenditures in connection with the construction projects, of which the majority will be commissioned during 2019.

The Group's net finance costs -including exceptional items- amounted to EUR 132.6 million (2017: EUR 122.0 million). This amount contained an exceptional loss of EUR 50.1 million related to the recycling of historical unrealized currency translation losses from equity to the income statement resulting from the deconsolidation of Vopak Venezuela. In 2017, an exceptional loss was recognized of EUR 23.5 million, primarily related to the make-whole payment of EUR 17.2 million relating to the voluntary early repayment of the USPP 2007 loan.

The average interest rate over the reporting period was 4.1% (2017: 4.4%). The fixed-to-floating ratio of the long-term interest-bearing loans, including interest rate swaps, amounted to 85% versus 15% at year-end 2018, compared to 94% versus 6% in prior year.

Cash flows from financing activities

Cash flows from financing activities amounted to a net cash outflow of EUR 97.5 million (2017: net cash outflow of EUR 538.8 million). This amount consisted mainly of dividend payments of EUR 171.6 million to ordinary shareholders and non-controlling interests, interest payments of EUR 90.5 million and the net proceeds of borrowings of EUR 179.0 million.

Income taxes

Income tax expenses -excluding exceptional items- amounted to EUR 55.4 million in 2018, a decrease of EUR 9.3 million (-14%) compared to EUR 64.7 million in 2017. The effective tax rate -excluding exceptional items- was 14.5% compared to 16.5% in 2017. The main drivers behind the overall decrease was a lower average statutory tax rate and the effects of the change in corporate income tax rates in the Netherlands.

Income tax expenses -including exceptional items- amounted to EUR 58.6 million in 2018, an increase of EUR 33.3 million (132%) compared to EUR 25.3 million in 2017. The effective tax rate -including exceptional items- was 16.8% compared to 8.4% in 2017. This increase was mainly due to the non-deductible character of the Venezuela deconsolidation results and the effects of the changes in the corporate income tax rates in the United States and Belgium accounted for in 2017.

Net profit attributable to holders of ordinary shares

Net profit attributable to holders of ordinary shares -excluding exceptional items- amounted to EUR 289.5 million, an increase of EUR 2.1 million (1%) compared to EUR 287.4 million in 2017. Earnings per ordinary share -excluding exceptional items- amounted to EUR 2.27 in 2018, which was 1% higher compared to EUR 2.25 in 2017.

Net profit attributable to holders of ordinary shares -including exceptional items- amounted to EUR 254.5 million compared to EUR 235.4 million in 2017. Earnings per ordinary share -including exceptional items- amounted to EUR 1.99 (2017: EUR 1.85).

Joint ventures and associates:

Joint ventures and associates are an important part of the Group for which equity accounting is applied. In Enclosure 5 to this report the effects of non-IFRS proportionate consolidation on the statement of financial position and statement of income of the Group are presented.

Dividend proposal

Vopak's dividend policy targets to pay an annual stable to rising cash dividend in balance with a management view on a payout ratio range of 25-75% of the net profit excluding exceptional items attributable to holders of ordinary shares and subject to market circumstances. The net profit excluding exceptional items that forms the basis for dividends to be declared may be adjusted for instance for the financial effects of one-off events, changes in accounting policies, acquisitions and divestments.

A dividend of EUR 1.10 per ordinary share (2017: EUR 1.05), payable in cash, will be proposed to the Annual General Meeting of 17 April 2019. Excluding exceptional items, the payout ratio will amount to 48% of earnings per ordinary share (2017: 47%).

Sustainability review

People

	Total Injury Rate		Lost Time Injury Rate		Process Safety Event Rate	
	2018	2017	2018	2017	2018	2017
Europe & Africa	0.97	1.25	0.43	0.56	0.34	0.63
Asia & Middle East	0.12	0.13	0.04	0.01	0.09	0.19
China & North Asia	0.18	0.32	0.09	0.09	–	0.05
Americas	0.17	0.18	0.03	0.04	0.06	0.09
LNG	0.29	–	0.29	–	–	0.27
Global HQ	–	–	–	–	–	–
Total Vopak	0.30	0.38	0.12	0.14	0.12	0.26

Regrettably, we were not able to deliver on our safety promise in terms of personal safety in 2018. Two contractors lost their lives as a result of two tragic incidents.

In order to improve our safety performance, we launched the global ‘Trust and Verify’ program. Taking personal responsibility and demonstrating leadership on safety should help us prevent severe incidents from occurring and enable us to ensure a safe working environment for everyone at all times. Vopak’s success is ultimately realized by the commitment and dedication of our people.

From a statistical perspective, the personal safety performance in 2018, measured through the Total Injury Rate, improved compared to 2017 and met the target of 0.31 set for 2018. The Process Safety Event Rate improved significantly and met the target of 0.23 set for 2018.

Planet

Vopak is keen to stay relevant to society by storing vital products with care. Products that people need today and new products that people want tomorrow. We will therefore continue to seek opportunities to reduce our environmental footprint. The largest effect of our operations are the emissions of volatile organic compounds (VOCs). We initiated projects, with an investment value of over EUR 40 million, to reduce vapor emissions at various locations with the aim to meet new legislation and reduce the societal impact of our VOC emissions.

We set steps to deliver on the four United Nations Sustainable Development Goals (SDGs) that we embraced last year: SDG 7 - Affordable and clean energy, SDG 8 - Decent work and economic growth, SDG 9 - Industry, innovation, and infrastructure and SDG 12 - Responsible consumption and production. We are continuing our dialogue with stakeholders on how we can create more value for all our stakeholders.

We expressed our support to the Task Force on Climate-related Financial Disclosures (TCFD) and started applying the principles of the framework in 2018. We assessed that our strategy adequately addresses the current risks and opportunities emerging from the physical and transitional effects of climate change. We will continue to engage with stakeholders to improve disclosures on climate-related risks and opportunities, taking into consideration the recommendations of the TCFD and other relevant organizations.

Terminal portfolio and storage capacity developments

	End 2017	Net change 2018	Divestment	End 2018	Under development	End 2019
Subsidiaries	19.6	0.1	- 0.1	19.6	0.8	20.4
Joint ventures and associates	12.5	1.0	-	13.5	1.3	14.8
Operatorships	3.8	0.1	-	3.9	-	3.9
Total capacity	35.9	1.2	- 0.1	37.0	2.1	39.1

During 2018, our worldwide capacity increased by 1.1 million cbm, to a total of 37.0 million cbm as at year-end 2018. The associate industrial terminal PT2SB in Malaysia commissioned in 2018 approximately 743,000 cbm of capacity. The remainder of the 1.5 million cbm of capacity of this terminal will be commissioned before the end of Q3 2019, in line with plan. Furthermore, the full remaining capacity of our associate terminal Chemtank in Saudi Arabia was commissioned and the expansion at our Deer Park terminal in Houston was commissioned at the end of December 2018. Finally, in December 2018, a 29% share in the LNG import facility Engro Elengy Terminal Pakistan was acquired.

Upon completion, projects currently under development will add 2.1 million cbm of storage capacity to our global network (on a 100% basis) in 2019.

Other terminal portfolio developments

In addition to the announced growth capacity developments, Vopak is investing in other projects with the following highlights:

Vopak is investing in its Europoort terminal in Rotterdam to create a dedicated 0.5% sulphur bunkering point. This investment is supported by customer commitments and will be completed in the second half year of 2019.

In addition, Vopak is strengthening its global chemical storage positions. A new jetty is being constructed at Vopak Terminal Linkeroever in Antwerp, enabling future growth. A service improvement project is carried out at Vopak Terminal Penjuru in Singapore, to maintain our leading position in the chemical market in Singapore.

Vopak has set up business development joint ventures with the aim to develop LNG import facilities in Germany and in China.

Vopak deconsolidated its wholly-owned terminal in Venezuela, reflecting that the Group no longer has control from an accounting perspective. Vopak remains the 100% shareholder in the entity and will continue to operate the company in line with Vopak standards. For more information, reference is made to note 3.1 of the 2018 Consolidated financial statements.

For more details on the capacity developments reference is made to Enclosure 2.

Annual report 2018 and financial statements

The Annual Report 2018 and financial statements, prepared by the Executive Board and approved by the Supervisory Board and to be presented to the Annual General Meeting of 17 April 2019 for adoption, are published on Vopak's website (<http://www.vopak.com/investors/reports-and-presentation>).

Home member state

Vopak announces that the Netherlands is its Home Member State for the purposes of the EU Transparency Directive.

Forward-looking statements

This document contains 'forward-looking statements' based on currently available plans and forecasts. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future, and Vopak cannot guarantee the accuracy and completeness of forward-looking statements. These risks and uncertainties include, but are not limited to, factors affecting the realization of ambitions and financial expectations, developments regarding the potential capital raising, exceptional income and expense items, operational developments and trading conditions, economic, political and foreign exchange developments and changes to IFRS reporting rules.

Statements of a forward-looking nature issued by the company must always be assessed in the context of the events, risks and uncertainties of the markets and environments in which Vopak operates. These factors could lead to actual results being materially different from those expected, and Vopak does not undertake to publicly update or revise any of these forward-looking statements.

Financial calendar

17 April 2019	Publication of 2019 first-quarter interim update
17 April 2019	Annual General Meeting
23 April 2019	Ex-dividend quotation
24 April 2019	Dividend record date
26 April 2019	Dividend payment date
31 July 2019	Publication of 2019 half-year results
04 November 2019	Publication of 2019 third-quarter interim update
12 February 2020	Publication of 2019 annual results

About Royal Vopak

Royal Vopak is the world's leading independent tank storage company. We operate a global network of terminals located at strategic locations along major trade routes. With over 400 years of history and a strong focus on safety and sustainability, we ensure safe, clean and efficient storage and handling of bulk liquid products and gases for our customers. By doing so, we enable the delivery of products that are vital to our economy and daily lives, ranging from chemicals, oil, gases and LNG to biofuels and vegoils. Vopak is listed on the Euronext Amsterdam stock exchange and is headquartered in Rotterdam, the Netherlands. Including our joint ventures and associates, we employ an international workforce of over 5,700 people. As of 12 February 2019, Vopak operates 68 terminals in 25 countries with a combined storage capacity of 37.0 million cbm, with currently another 2.4 million cbm under development.

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The analyst presentation will be given via an on-demand audio webcast on Vopak's corporate website www.vopak.com, starting at 11:00 am CET on 13 February 2019.

Auditor's involvement

This press release is based on the 2018 financial statements. The financial statements are published in accordance with statutory provisions. The auditor has issued an unqualified auditor's report on the Financial Statements.

This press release contains inside information as meant in clause 7 of the Market Abuse Regulation.

Enclosures:

1. Key figures
2. Growth perspective
3. Notes to the results by division
4. Consolidated financial statements
 - a. Consolidated Statement of Income
 - b. Consolidated Statement of Comprehensive Income
 - c. Consolidated Statement of Financial Position
 - d. Consolidated Statement of Changes in Equity
 - e. Consolidated Statement of Cash Flows
 - f. Segmentation
 - g. Overview of exceptional items
5. Non-IFRS proportionate financial information
6. Vopak key results fourth quarter

Enclosure 1: Key figures

	2018	2017	Δ
Sustainability			
Total Injury Rate (TIR) per 200,000 hours worked for own personnel and contractors	0.30	0.38	
Lost Time Injury Rate (LTIR) per 200,000 hours worked for own personnel and contractors	0.12	0.14	
Process Safety Events Rate (PSER) per 200,000 hours worked for own personnel and contractors	0.12	0.26	
Results (in EUR millions)			
Revenues	1,254.5	1,305.9	- 4%
Group operating profit before depreciation and amortization (EBITDA)	754.8	695.3	9%
Group operating profit before depreciation and amortization (EBITDA) -excluding exceptional items-	734.3	763.2	- 4%
Group operating profit (EBIT)	481.7	422.5	14%
Group operating profit (EBIT) -excluding exceptional items-	463.3	490.4	- 6%
Net profit attributable to holders of ordinary shares	254.5	235.4	8%
Net profit attributable to holders of ordinary shares -excluding exceptional items-	289.5	287.4	1%
Cash flows from operating activities (gross)	687.0	713.8	- 4%
Capital employed (in EUR millions)			
Total investments	614.1	448.5	37%
Average gross assets	7,164.7	7,018.0	2%
Average capital employed	4,005.7	4,101.7	- 2%
Capital and financing (in EUR millions)			
Equity attributable to owners of parent	2,682.8	2,480.0	8%
Net interest-bearing debt	1,825.0	1,533.9	19%
Ratios (excluding exceptional items)			
Return On Capital Employed (ROCE)	11.6%	12.0%	- 0.4pp
Return On Equity (ROE)	11.2%	11.8%	- 0.6pp
EBITDA margin excluding result of joint ventures and associates	48.2%	49.1%	- 0.9pp
Senior net debt : EBITDA	2.49	2.02	
Interest cover (EBITDA : net finance costs)	8.5	6.4	
Key figures per ordinary share (in EUR)			
Basic earnings	1.99	1.85	8%
Basic earnings -excluding exceptional items-	2.27	2.25	1%
Diluted earnings	1.99	1.84	8%
Diluted earnings -excluding exceptional items-	2.27	2.25	1%
(Proposed) dividend	1.10	1.05	5%
Company data			
Number of employees end of period subsidiaries (in FTE)	3,663	3,639	1%
Number of employees end of period joint ventures and associates (in FTE)	2,070	2,091	- 1%
Total number of employees end of period (in FTE)	5,733	5,730	-
Storage capacity end of period subsidiaries (in million cbm)	19.6	19.6	-
Storage capacity end of period joint ventures and associates (in million cbm)	13.5	12.5	8%
Storage capacity end of period operatorships (in million cbm)	3.9	3.8	3%
Occupancy rate subsidiaries (average rented storage capacity in %)	86%	90%	- 4pp
Contracts > 3 years (in % of revenues)	51%	44%	7pp
Contracts > 1 year (in % of revenues)	85%	79%	6pp
Information on proportionate basis			
Group operating profit before depreciation and amortization (EBITDA) -excluding exceptional items-	821.6	852.6	- 4%
Occupancy rate subsidiaries, joint ventures and associates	84%	90%	- 6pp
Net interest bearing debt	2,592.4	2,339.8	11%
Number of shares outstanding			
Basic weighted average	127,659,039	127,541,590	
Weighted average including dilutive effect	127,782,646	127,686,590	
Total including treasury shares end of period	127,835,430	127,835,430	
Treasury shares end of period	170,597	190,000	
Exchange rates (per EUR 1.00)			
Average US dollar	1.18	1.13	
US dollar end of period	1.14	1.19	
Average Singapore dollar	1.59	1.56	
Singapore dollar end of period	1.56	1.60	

Enclosure 2: Growth perspective

Storage capacity Development					
Country	Terminal	Vopak's ownership	Products	Capacity (cbm)	Commissioned
Storage capacity per 31 December 2017				35.9	
New and existing terminals					
Saudi Arabia	Chemtank Jubail	25%	Chemicals	74,000	Q2 2018
Malaysia	PT2SB (Pengerang)	29.7%	Chemicals/oil products/LPG	743,000	Q3 2018
Pakistan	Elengy Terminal Pakistan	29% ¹	LNG	151,000	Q4 2018
United States	Deer Park	100%	Chemicals	138,000	Q4 2018
Net change for the period as per 31 December 2018				1.1 million cbm	
Total Storage capacity per 31 December 2018				37.0 million cbm	

Total storage capacity including announced developments up to and including 2019: 39.1 million cbm

Announced storage capacity developments					
Country	Terminal	Vopak's ownership	Products	Capacity (cbm)	Expected
Existing terminals²					
Malaysia	Pengerang Independent Terminals (PITSB)	44.1%	Oil products	430,000	Q2 2019
Brazil	Alemoa	100%	Chemicals/oil products	106,000	Q3 2019
Singapore	Sebarok	69.5%	Oil products	67,000	Q3 2019
South Africa	Durban	70%	Oil products	130,000	Q4 2019
Indonesia	Jakarta	49%	Oil products	100,000	Q4 2019
Mexico	Veracruz	100%	Chemicals/oil products	110,000	Q4 2019-Q4 2020
Indonesia	Merak	95%	Chemicals	50,000	Q1 2020
Vietnam	Vopak Vietnam	100%	Chemicals	20,000	Q1 2020
Netherlands	Rotterdam Botlek	100%	Chemicals	63,000	Q2 2020
Netherlands	Vlissingen	100%	LPG and chemical gases	9,200	Q2 2020
New terminals					
Malaysia	PT2SB (Pengerang)	29.7%	Chemicals/oil products/LPG	753,000	Q1 2019-Q3 2019
Panama	Panama Atlantic	100%	Oil products	360,000	Q1 2019-Q3 2019
Canada	Ridley Island Propane Export Terminal	30%	LPG	96,000	Q2 2019
South Africa	Lesedi	70%	Oil products	100,000	Q2 2019
South Africa	Richards Bay ³	70%	LPG	15,000	Q2 2020

¹ In January 2019 Vopak expanded its share in this associate terminal with 15%, bringing the total equity participation to 44%.

² In January 2019, Vopak acquired an additional 35% equity share in Vopak Terminal Ningbo (China) bringing the total share in equity to 85% and effectively obtaining control.

³ On 5 November 2018, Vopak and its partner Reatile announced that they will invest in a new LPG import and distribution terminal in Richards Bay, subject to final conditions

Note: 'Storage capacity' is defined as the total available storage capacity (jointly) operated by the Group at the end of the reporting period, being storage capacity for subsidiaries, joint ventures, associates (with the exception of Maasvlakte Olie Terminal in the Netherlands, which is based on the attributable capacity), and other (equity) interests and operatorships, and including currently out of service capacity due to maintenance and inspection programs.

Enclosure 3: Notes to the results by division

Europe & Africa

In EUR millions	2018	2017	Δ
Revenues	626.1	647.9	- 3%
<i>Results -excluding exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	302.8	326.7	- 7%
Group operating profit (EBIT)	149.4	173.5	- 14%
<i>Results -including exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	317.0	297.2	
Group operating profit (EBIT)	163.6	144.0	
Average gross assets	3,535.5	3,422.3	3%
Average capital employed	1,830.1	1,885.1	- 3%
Occupancy rate subsidiaries	85%	91%	- 6pp
Storage capacity end of period (in million cbm)	13.7	13.7	-

Revenues of the Europe & Africa division amounted to EUR 626.1 million in 2018, a decrease of EUR 21.8 million (-3%) compared to the same period prior year (EUR 647.9 million). The currency translation effect was immaterial. The decrease was for the larger part due to a less favorable oil market structure, which was partly compensated by higher revenues at the chemical and vegoil terminals in the ARA region.

The average occupancy rate for the division was 85% versus 91% in 2017.

Group operating profit -excluding exceptional items- decreased by EUR 24.1 million (-14%) to EUR 149.4 million (2017: EUR 173.5 million). This decrease was mainly caused by lower revenues and slightly higher operating expenses mainly due to environmental provisions.

Additional capacity of 0.3 million cbm in total is currently under construction.

Asia & Middle East

In EUR millions	2018	2017	Δ
Revenues	312.9	340.0	- 8%
<i>Results -excluding exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	256.0	279.8	- 9%
Group operating profit (EBIT)	204.0	225.3	- 9%
<i>Results -including exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	251.4	279.8	
Group operating profit (EBIT)	199.4	225.3	
Average gross assets	1,884.0	1,881.3	0%
Average capital employed	1,074.3	1,070.6	0%
Occupancy rate subsidiaries	86%	91%	- 5pp
Storage capacity end of period (in million cbm)	14.1	13.3	6%

Revenues of the Asia & Middle East division decreased by EUR 27.1 million (-8%) to EUR 312.9 million (2017: EUR 340.0 million). Excluding the negative currency translation effect of EUR 10.9 million, the decrease amounted to EUR 16.2 million. This was mainly related to the oil terminals in Singapore,

caused by a less favorable oil market structure. This effect was partly offset by higher revenues from the chemical terminals.

The average occupancy rate for the division was 86% versus 91% in 2017.

Group operating profit -excluding exceptional items- decreased by EUR 21.3 million (-9%) to EUR 204.0 million (2017: EUR 225.3 million). Excluding a negative currency translation effect of EUR 6.5 million, the decrease amounted to EUR 14.8 million. This was primarily caused by the lower revenues, largely offset by positive settlements of legal and commercial positions of EUR 9.8 million and lower operating expenses due to the cost efficiency program. At the same time, the results from joint ventures decreased by EUR 22.4 million, primarily related to the lower performance of the oil joint venture terminals.

Additional capacity of 1.4 million cbm in total is currently under construction.

China & North Asia

In EUR millions	2018	2017	Δ
Revenues	33.2	30.2	10%
<i>Results -excluding exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	53.4	23.2	130%
Group operating profit (EBIT)	44.3	13.9	219%
<i>Results -including exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	58.2	-15.2	
Group operating profit (EBIT)	49.1	-24.5	
Average gross assets	522.2	533.3	- 2%
Average capital employed	378.4	435.9	- 13%
Occupancy rate subsidiaries	75%	70%	5pp
Storage capacity end of period (in million cbm)	4.2	4.2	-

In the China & North Asia division, the revenues for 2018 increased by EUR 3.0 million (10%) to EUR 33.2 million (2017: EUR 30.2 million). Excluding the negative currency translation effect of EUR 0.8 million, the revenues increased by EUR 3.8 million compared to prior year.

The average occupancy rate for the division was 75% versus 70% in 2017.

Group operating profit -excluding exceptional items- increased by EUR 30.4 million (219%) to EUR 44.3 million (2017: EUR 13.9 million). Excluding the negative currency translation effect of EUR 0.5 million, the increase amounted to EUR 30.9 million. This increase was mainly caused by the resuming of normal operations at the associate Vopak Terminal Haiteng in June 2018 and a settlement of historical positions at this terminal that is currently being negotiated, while at the same time the operating expenses showed a decrease.

Additional capacity of 20.000 cbm in Vietnam is currently under construction. On 25 January 2019, an additional share of 35% share in Vopak Terminal Ningbo was acquired, bringing the total share the Group has in the equity of the terminal to 85%. By means of this transaction the Group obtained control over the terminal at that date.

Americas

In EUR millions	2018	2017	Δ
Revenues	281.3	286.0	- 2%
<i>Results -excluding exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	129.0	129.9	- 1%
Group operating profit (EBIT)	85.6	83.4	3%
<i>Results -including exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	128.1	129.9	
Group operating profit (EBIT)	84.7	83.4	
Average gross assets	940.0	949.0	- 1%
Average capital employed	477.9	509.5	- 6%
Occupancy rate subsidiaries	89%	89%	-
Storage capacity end of period (in million cbm)	4.0	3.9	3%

In the Americas division, the revenues in 2018 of EUR 281.3 million were EUR 4.7 million (-2%) lower than the revenues of the same period prior year (2017: EUR 286.0 million). However, excluding the negative currency translation effect of EUR 17.0 million, the revenues increased by EUR 12.3 million. This increase was mainly related to the US and Brazil terminals.

The average occupancy rate for the division of 89% was equal to that of prior year.

Group operating profit -excluding exceptional items- increased by EUR 2.2 million (3%) to EUR 85.6 million (2017: EUR 83.4 million). Excluding the negative currency translation effect of EUR 6.1 million, the increase amounted to EUR 8.3 million. This increase was primarily caused by the higher revenues, partially offset by higher operating expenses.

Additional capacity of 0.7 million cbm in total is currently under construction.

LNG

In EUR millions	2018	2017	Δ
<i>Results -excluding exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	34.9	33.1	5%
Group operating profit (EBIT)	34.9	33.1	5%
<i>Results -including exceptional items-</i>			
Group operating profit before depreciation and amortization (EBITDA)	34.9	33.1	
Group operating profit (EBIT)	34.9	33.1	
Average gross assets	196.9	171.0	15%
Average capital employed	196.3	169.6	16%
Storage capacity end of period (in million cbm)	1.0	0.8	25%

The LNG activities consist of the joint venture results of Gate Terminal (the Netherlands) and Altamira LNG Terminal (Mexico) and costs related to our LNG divisional activities. Group operating profit -excluding exceptional items- from global LNG activities amounted to EUR 34.9 million, which is EUR 1.8 million (5%) higher than prior year (2017: EUR 33.1 million). This increase is primarily related to the higher results at the joint ventures.

The acquisition of a 29% share in Engro Elengy Terminal in Pakistan was completed in December 2018, and added 151,000 cbm capacity to the network. In January 2019, an additional 15% share was acquired bringing the total share in this associate to 44%.

Global functions, corporate activities and others

The global operating costs increased by EUR 16.1 million (41%) to EUR 54.9 million (2017: EUR 38.8 million). The increase related to a large extent to higher costs in connection with business development, IT activities and higher LTIP costs, together with the net effect of the cost allocations to and from divisions, which can differ per period.

Enclosure 4: Consolidated financial statements

4a - Consolidated Statement of Income

In EUR millions	2018	2017
Revenues	1,254.5	1,305.9
Other operating income	31.9	23.3
Total operating income	1,286.4	1,329.2
Personnel expenses	317.2	338.0
Depreciation and amortization	273.1	272.8
Impairment	- 2.3	2.1
Other operating expenses	330.6	337.9
Total operating expenses	918.6	950.8
Operating profit	367.8	378.4
Result of joint ventures and associates	113.9	44.1
Group operating profit (EBIT)	481.7	422.5
Interest and dividend income	9.4	12.6
Finance costs	- 142.0	- 134.6
Net finance costs	- 132.6	- 122.0
Profit before income tax	349.1	300.5
Income tax	- 58.6	- 25.3
Net profit	290.5	275.2
Non-Controlling interests	- 36.0	- 39.8
Net profit attributable to holders of ordinary shares	254.5	235.4
Basic earnings per ordinary share (in EUR)	1.99	1.85
Diluted earnings per ordinary share (in EUR)	1.99	1.84

4b - Consolidated Statement of Comprehensive Income

In EUR millions	2018	2017
Net profit	290.5	275.2
Exchange differences on translation of foreign operations	17.5	- 165.8
Net investment hedges	- 22.7	73.2
Effective portion of changes in fair value of cash flow hedges	14.0	4.2
Use of exchange rate differences on translation of foreign operations and use of net investment hedges	52.9	- 1.5
Use of effective portion of cash flow hedges to statement of income	- 2.1	- 0.5
Share in other comprehensive income of joint ventures and associates	- 2.1	14.2
Other comprehensive income that may be reclassified to statement of income in subsequent periods	57.5	- 76.2
Fair value change other investments	9.4	-
Remeasurement of defined benefit plans	15.5	45.4
Other comprehensive income that will not be reclassified to statement of income in subsequent periods	24.9	45.4
Other comprehensive income, net of tax	82.4	- 30.8
Total comprehensive income	372.9	244.4
<i>Attributable to:</i>		
Holders of ordinary shares	334.8	213.0
Non-controlling interests	38.1	31.4
Total comprehensive income	372.9	244.4

Items are disclosed net of tax.

4c - Consolidated Statement of Financial Position

In EUR millions	31-dec-18	31-dec-17
ASSETS		
Intangible assets	155.9	148.8
Property, plant and equipment	3,736.3	3,488.1
- Joint ventures and associates	1,081.7	968.7
- Finance lease receivable	27.9	29.2
- Loans granted	25.1	19.8
- Other financial assets	11.2	0.9
Financial assets	1,145.9	1,018.6
Deferred taxes	7.6	4.8
Derivative financial instruments	23.4	16.3
Other non-current assets	23.8	24.8
Total non-current assets	5,092.9	4,701.4
Trade and other receivables	288.9	253.7
Loans granted	-	8.8
Prepayments	27.2	17.9
Derivative financial instruments	28.4	2.7
Cash and cash equivalents	77.5	130.0
Total current assets	422.0	413.1
Total assets	5,514.9	5,114.5
EQUITY		
- Issued capital	63.9	63.9
- Share premium	194.4	194.4
- Treasury shares	- 7.3	- 8.0
- Other reserves	- 124.5	- 189.3
- Retained earnings	2,556.3	2,419.0
Equity attributable to owners of parent	2,682.8	2,480.0
Non-controlling interests	161.5	155.9
Total equity	2,844.3	2,635.9
LIABILITIES		
Interest-bearing loans	1,731.1	1,551.4
Derivative financial instruments	19.5	83.8
Pensions and other employee benefits	49.4	111.3
Deferred taxes	207.7	183.0
Provisions	32.0	23.8
Other non-current liabilities	20.5	24.2
Total non-current liabilities	2,060.2	1,977.5
Bank overdrafts and short-term borrowings	81.9	107.1
Interest-bearing loans	89.5	5.4
Derivative financial instruments	22.6	15.5
Trade and other payables	338.6	287.3
Taxes payable	47.0	49.5
Pensions and other employee benefits	1.3	1.4
Provisions	29.5	34.9
Total current liabilities	610.4	501.1
Total liabilities	2,670.6	2,478.6
Total equity and liabilities	5,514.9	5,114.5

4d - Consolidated Statement of Changes in Equity

In EUR millions	Equity attributable to owners of parent					Total	Non-con- trolling interests	Total equity
	Issued capital	Share premium	Treasury shares	Other reserves	Retained earnings			
Balance at 31 December 2016	63.9	194.4	- 13.2	- 121.5	2,276.1	2,399.7	159.3	2,559.0
Net profit	-	-	-	-	235.4	235.4	39.8	275.2
Other comprehensive income, net of tax	-	-	-	- 67.8	45.4	- 22.4	- 8.4	- 30.8
Total comprehensive income	-	-	-	- 67.8	280.8	213.0	31.4	244.4
Dividend paid in cash	-	-	-	-	- 133.9	- 133.9	- 38.9	- 172.8
Capital injection	-	-	-	-	-	-	4.1	4.1
Purchase treasury shares	-	-	- 1.6	-	-	- 1.6	-	- 1.6
Sale treasury shares	-	-	3.2	-	-	3.2	-	3.2
Measurement of equity-settled share-based payment arrangements	-	-	-	-	- 0.4	- 0.4	-	- 0.4
Vested shares under equity-settled share- based payment arrangements	-	-	3.6	-	- 3.6	-	-	-
Total transactions with owners	-	-	5.2	-	- 137.9	- 132.7	- 34.8	- 167.5
Balance at 31 December 2017	63.9	194.4	- 8.0	- 189.3	2,419.0	2,480.0	155.9	2,635.9
Net profit	-	-	-	-	254.5	254.5	36.0	290.5
Other comprehensive income, net of tax	-	-	-	64.8	15.5	80.3	2.1	82.4
Total comprehensive income	-	-	-	64.8	270.0	334.8	38.1	372.9
Dividend paid in cash	-	-	-	-	- 134.0	- 134.0	- 37.6	- 171.6
Capital injection	-	-	-	-	-	-	5.1	5.1
Purchase treasury shares	-	-	-	-	-	-	-	-
Measurement of equity-settled share-based payment arrangements	-	-	-	-	2.0	2.0	-	2.0
Vested shares under equity-settled share- based payment arrangements	-	-	0.7	-	- 0.7	-	-	-
Total transactions with owners	-	-	0.7	-	- 132.7	- 132.0	- 32.5	- 164.5
Balance at 31 December 2018	63.9	194.4	- 7.3	- 124.5	2,556.3	2,682.8	161.5	2,844.3

4e - Consolidated Statement of Cash Flows

In EUR millions	2018	2017
Cash flows from operating activities (gross)	687.0	713.8
Interest received	4.1	5.9
Dividend received	0.9	0.9
Income tax paid	- 52.4	- 51.7
Cash flows from operating activities (net)	639.6	668.9
<i>Investments:</i>		
Intangible assets	- 20.7	- 23.9
Property, plant and equipment - growth capex	- 259.2	- 104.1
Property, plant and equipment - service, maintenance, compliance and IT capex	- 244.8	- 215.0
Joint ventures and associates	- 48.0	- 7.4
Loans granted	- 7.5	- 82.0
Other non-current assets	- 0.1	- 0.2
Acquisitions of joint ventures and associates	- 33.8	- 15.9
Total investments	- 614.1	- 448.5
<i>Disposals and repayments:</i>		
Property, plant and equipment	0.8	1.3
Joint ventures and associates	23.9	-
Loans granted	8.9	63.2
Finance lease receivable	4.7	4.9
Assets held for sale/divestments	-	48.5
Total disposals and repayments	38.3	117.9
Cash flows from investing activities (excluding derivatives)	- 575.8	- 330.6
Settlement of derivatives (net investment hedges)	- 13.6	10.0
Cash flows from investing activities (including derivatives)	- 589.4	- 320.6
<i>Financing:</i>		
Proceeds from interest-bearing loans	286.5	6.8
Settlement of derivative financial instruments	- 19.5	20.2
Proceeds and repayments in short-term financing	- 21.0	79.7
Repayment of interest-bearing loans	- 86.5	- 334.9
Finance costs paid	- 90.5	- 143.5
Dividend paid in cash	- 134.0	- 133.9
Dividend paid to non-controlling interests	- 37.6	- 38.9
Capital addition non-controlling interest	5.1	4.1
Sale/purchase treasury shares	-	1.6
Cash flows from financing activities	- 97.5	- 538.8
Net cash flows	- 47.3	- 190.5
Exchange differences	- 0.6	- 4.4
Net change in cash and cash equivalents due to deconsolidation	- 0.4	-
Net change in cash and cash equivalents (including bank overdrafts)	- 48.3	- 194.9
Net cash and cash equivalents (including bank overdrafts) at 1 January	102.9	297.8
Net cash and cash equivalents (including bank overdrafts) at 31 December	54.6	102.9

4f - Segmentation

Effective per 1 January 2018, Vopak streamlined its divisional structure, resulting in a situation where the Group comprises five divisions. The comparative figures have been updated to reflect this change in segmentation.

Statement of income

In EUR millions	Revenues		Result of joint ventures and associates		EBITDA		Group operating profit (EBIT)	
	2018	2017	2018	2017	2018	2017	2018	2017
Europe & Africa	626.1	647.9	2.7	1.1	302.8	326.7	149.4	173.5
<i>of which Netherlands</i>	444.8	471.6	1.1	1.8	231.0	249.2	122.1	140.3
Asia & Middle East	312.9	340.0	34.6	57.1	256.0	279.8	204.0	225.3
<i>of which Singapore</i>	242.2	264.2	0.7	0.8	169.8	191.8	131.3	151.5
China & North Asia	33.2	30.2	35.7	15.4	53.4	23.2	44.3	13.9
Americas	281.3	286.0	1.0	1.1	129.0	129.9	85.6	83.4
<i>of which United States</i>	171.0	167.1	0.8	0.7	82.5	82.3	59.4	57.4
LNG	-	-	39.7	36.5	34.9	33.1	34.9	33.1
Global functions, corporate activities and others	1.0	1.8	0.2	0.1	-41.8	-29.5	-54.9	-38.8
Total excluding exceptional items	1,254.5	1,305.9	113.9	111.3	734.3	763.2	463.3	490.4
<i>Exceptional items:</i>								
Europe & Africa							14.2	-29.5
Asia & Middle East							-4.6	-
China & North Asia							4.8	-38.4
Americas							-0.9	-
LNG							-	-
Global functions, corporate activities and others							4.9	-
Total including exceptional items							481.7	422.5
<i>Reconciliation consolidated net profit</i>								
Group operating profit (EBIT)							481.7	422.5
Net finance costs							-132.6	-122.0
Profit before income tax							349.1	300.5
Income tax							-58.6	-25.3
Net profit							290.5	275.2
<i>Occupancy rate subsidiaries</i>								
							2018	2017
Europe & Africa							85%	91%
Asia & Middle East							86%	91%
China & North Asia							75%	70%
Americas							89%	89%
Vopak							86%	90%

EBITDA and Group operating profit of the divisions includes the net-effects of the company-wide cost allocations. Costs that cannot be allocated to the divisions are part of the 'Global functions, corporate activities and others'. The actual allocated costs can differ per reporting period.

Statement of financial position

In EUR millions	Assets of subsidiaries		Joint ventures and associates		Total assets		Total liabilities	
	31-dec-18	31-dec-17	31-dec-18	31-dec-17	31-dec-18	31-dec-17	31-dec-18	31-dec-17
Europe & Africa	2,308.5	2,197.4	19.8	19.4	2,328.3	2,216.8	270.9	254.7
<i>of which Netherlands</i>	1,536.3	1,480.4	2.2	1.8	1,538.5	1,482.2	118.9	108.5
Asia & Middle East	904.3	895.7	449.5	449.4	1,353.8	1,345.1	249.2	251.1
<i>of which Singapore</i>	632.9	634.6	1.2	1.3	634.1	635.9	210.0	211.0
China & North Asia	174.3	158.3	263.7	251.7	438.0	410.0	24.3	22.7
Americas	870.6	706.8	101.5	67.5	972.1	774.3	200.5	176.6
<i>of which United States</i>	357.7	309.2	46.4	42.6	404.1	351.8	111.3	97.4
LNG	3.2	0.4	246.7	181.4	249.9	181.8	1.4	1.9
Global functions, corporate activities and others	172.3	187.2	0.5	-0.7	172.8	186.5	1,924.3	1,771.6
Total	4,433.2	4,145.8	1,081.7	968.7	5,514.9	5,114.5	2,670.6	2,478.6

4g - Overview of exceptional items

In EUR millions	2018	2017
Gains on assets held for sale/divestments	-	1.4
Personnel expenses	19.1	-
Impairments / Reversal impairments	2.3	- 2.1
Depreciation	- 2.1	-
Deconsolidation Venezuela	- 0.9	-
Operating profit	18.4	- 0.7
Impairments joint ventures and associates	-	- 91.8
Exceptional items included in Result joint ventures and associates	-	24.6
Group operating profit	18.4	- 67.9
Finance costs	- 50.2	- 23.5
Profit before income tax	- 31.8	- 91.4
Tax on the above-mentioned items	- 3.2	4.8
Deferred tax release US and Belgium	-	34.6
Total effect on net profit	- 35.0	- 52.0

Enclosure 5: Non-IFRS proportionate financial information

Basis of preparation

Vopak provides non-IFRS proportionate financial information -excluding exceptional items- in response to requests by multiple investors to provide additional operational performance insights on a comparable basis for subsidiaries, joint ventures and associates. In this disclosure, the joint ventures and associates and the subsidiaries with non-controlling interests are consolidated based on the economic ownership interests of the Group in these entities.

In the tables in this section, we provide the proportionate financial information for the statement of income, the statement of financial position, and the segment information for each of our reportable segments. Where applicable, we show a reconciliation with our IFRS figures in order to create comparability with the proportionate information. Other information is based on the same principles as applied for the proportionate financial information.

Proportionate information

In EUR millions	2018				2017			
	IFRS	Exclusion	Effects	Proportionate consolidated	IFRS	Exclusion	Effects	Proportionate consolidated
	figures	exceptional items	proportionate consolidation		figures	exceptional items	proportionate consolidation	
Revenues	1,254.5	–	286.9	1,541.4	1,305.9	–	293.6	1,599.5
Net operating expenses	- 615.9	18.2	- 85.7	- 719.8	- 652.6	1.4	- 92.9	- 746.9
Results of joint ventures and associates	113.9	–	- 113.9	–	44.1	- 67.2	- 111.3	–
Impairment	2.3	2.3	–	–	- 2.1	- 2.1	–	–
Group operating profit before depreciation and amortization (EBITDA)	754.8	20.5	87.3	821.6	695.3	- 67.9	89.4	852.6
Depreciation and amortization	- 273.1	- 2.1	- 68.1	- 339.1	- 272.8	–	- 70.4	- 343.2
Group operating profit (EBIT)	481.7	18.4	19.2	482.5	422.5	- 67.9	19.0	509.4
Net finance costs	- 132.6	- 50.2	- 25.2	- 107.6	- 122.0	- 23.5	- 34.8	- 133.3
Income tax	- 58.6	- 3.2	- 30.0	- 85.4	- 25.3	39.4	- 24.0	- 88.7
Net profit	290.5	- 35.0	- 36.0	289.5	275.2	- 52.0	- 39.8	287.4
Non-controlling interests	- 36.0	–	36.0	–	- 39.8	–	39.8	–
Net profit owners of parent	254.5	- 35.0	–	289.5	235.4	- 52.0	–	287.4

In EUR millions	31-dec-18			31-dec-17		
	IFRS	Effects	Proportionate consolidated	IFRS	Effects	Proportionate consolidated
	figures	proportionate consolidation		figures	proportionate consolidation	
Non-current assets (excl. joint ventures and associates)	4,011.2	1,804.6	5,815.8	3,732.7	1,706.8	5,439.5
Joint ventures and associates	1,081.7	- 1,081.7	–	968.7	- 968.7	–
Current assets	422.0	340.6	762.6	413.1	276.2	689.3
Total assets	5,514.9	1,063.5	6,578.4	5,114.5	1,014.3	6,128.8
Non-current liabilities	2,060.2	963.4	3,023.6	1,977.5	988.9	2,966.4
Current liabilities	610.4	261.6	872.0	501.1	181.3	682.4
Total liabilities	2,670.6	1,225.0	3,895.6	2,478.6	1,170.2	3,648.8
Equity attributable to owners of parent	2,682.8	–	2,682.8	2,480.0	–	2,480.0
Non-controlling interests	161.5	- 161.5	–	155.9	- 155.9	–
Total equity	2,844.3	- 161.5	2,682.8	2,635.9	- 155.9	2,480.0

Other information

	2018	2017
EBITDA margin -excluding exceptional items-	52.4%	52.9%
Occupancy rate subsidiaries, joint ventures and associates	84%	90%
Service, maintenance, compliance and IT capex (in EUR million)	279.6	245.2

Segment information	Revenues		EBITDA		Group operating profit (EBIT)	
	2018	2017	2018	2017	2018	2017
In EUR millions						
Europe & Africa	642.1	674.6	301.5	327.6	147.8	167.1
of which Netherlands	448.0	476.6	232.0	249.7	122.5	140.2
Asia & Middle East	372.7	403.9	256.3	266.4	182.3	196.4
of which Singapore	169.7	184.9	117.4	132.7	91.0	105.0
China & North Asia	122.7	112.3	84.1	64.6	54.2	32.7
Americas	284.4	288.1	128.2	129.2	84.5	82.3
of which United States	171.0	167.1	81.5	81.4	58.2	56.2
LNG	118.5	118.8	93.3	92.9	68.7	68.8
Global functions, corporate activities and others	1.0	1.8	- 41.8	- 28.1	- 55.0	- 37.9
Total excluding exceptional items	1,541.4	1,599.5	821.6	852.6	482.5	509.4

Revenue per Product Type per Reporting Segment

In EUR millions	Oil Products		Chemical Products		Vegoils & Biofuels		Gas Products		Other Services		Total	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Europe & Africa	332.3	382.0	185.4	176.6	69.9	64.0	32.7	28.0	21.8	24.0	642.1	674.6
Asia & Middle East	165.7	206.6	174.8	167.4	2.6	3.3	8.5	8.4	21.1	18.2	372.7	403.9
China & North Asia	4.4	11.8	117.3	99.1	-	-	0.4	0.3	0.6	1.1	122.7	112.3
Americas	83.2	84.6	147.5	135.7	35.9	53.0	-	-	17.8	14.8	284.4	288.1
LNG	-	-	-	-	-	-	118.5	118.8	-	-	118.5	118.8
Global functions, corporate activities and others	-	-	-	-	-	-	-	-	1.0	1.8	1.0	1.8
Total	585.6	685.0	625.0	578.8	108.4	120.3	160.1	155.5	62.3	59.9	1,541.4	1,599.5

In EUR millions	31-dec-18	31-dec-17
Non-current portion of interest-bearing loans	2,583.7	2,427.2
Current portion of interest-bearing loans	168.6	88.3
Total interest-bearing loans	2,752.3	2,515.5
Short-term borrowings	67.0	84.0
Bank overdrafts	22.9	27.1
Cash and cash equivalents	- 249.8	- 286.8
Net interest-bearing debt	2,592.4	2,339.8

Enclosure 6: Vopak key results fourth quarter

Statement of income quarterly

In EUR millions	Revenues			Result of joint ventures and associates			EBITDA			Group operating profit (EBIT)		
	Q4 2018	Q3 2018	Q4 2017	Q4 2018	Q3 2018	Q4 2017	Q4 2018	Q3 2018	Q4 2017	Q4 2018	Q3 2018	Q4 2017
Europe & Africa	158.2	155.8	165.8	0.7	0.6	- 0.1	70.3	77.2	84.9	31.3	38.9	45.3
<i>of which Netherlands</i>	112.0	110.4	120.6	0.3	0.1	0.2	57.5	57.9	63.3	29.5	30.7	35.2
Asia & Middle East	79.1	77.2	81.8	10.7	6.6	12.5	65.9	59.6	66.3	52.4	46.9	53.1
<i>of which Singapore</i>	61.1	60.0	63.1	0.1	0.2	0.1	41.6	43.0	47.2	31.4	33.6	37.3
China & North Asia	8.3	7.9	7.3	14.5	8.7	3.1	19.0	13.6	4.7	16.6	11.3	2.5
Americas	71.1	70.3	69.3	0.2	0.2	0.3	28.5	33.4	30.3	16.9	23.5	18.9
<i>of which United States</i>	44.4	43.2	40.5	0.3	0.2	0.2	19.8	22.1	21.0	13.3	17.1	14.9
LNG	-	-	-	10.5	10.6	8.1	10.2	6.8	6.7	10.2	6.8	6.7
Global functions, corporate activities and others	0.3	0.2	0.3	-	0.2	- 0.1	- 13.2	- 7.9	- 0.2	- 16.8	- 11.4	- 3.5
Total excluding exceptional items	317.0	311.4	324.5	36.6	26.9	23.8	180.7	182.7	192.7	110.6	116.0	123.0
<i>Exceptional items:</i>												
Europe & Africa										-	17.0	- 52.0
Asia & Middle East										- 4.6	-	-
China & North Asia										4.8	-	- 39.8
Americas										-	- 0.9	-
LNG										-	-	-
Global functions, corporate activities and others										-	5.9	-
Total including exceptional items										110.8	138.0	31.2
Net finance costs										- 24.7	- 69.2	- 46.5
Income Tax										3.0	- 22.8	24.9
Net profit										89.1	46.0	9.6
Non-controlling interests										- 8.7	- 9.3	- 9.8
Net profit holders of ordinary shares										80.4	36.7	- 0.2
Occupancy rate subsidiaries												
<i>In percentage</i>										Q4 2018	Q3 2018	Q4 2017
Europe & Africa										85%	86%	90%
Asia & Middle East										85%	85%	88%
China & North Asia										73%	73%	70%
Americas										89%	89%	89%
Vopak										85%	86%	89%