



POWERED BY  
**LNG**

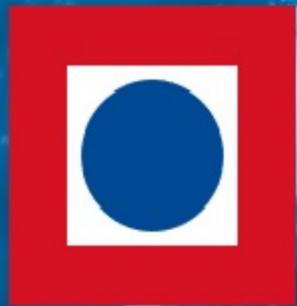


**CONTAINERSHIPS**

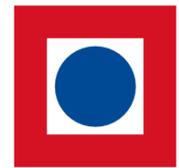
***PARETO CONFERENCE 07.03.2018***



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LNG

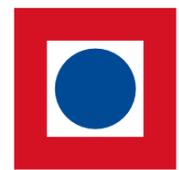


# CONTAINERSHIPS



# CONTENT

- Containerships – Company Overview
- Performance and the plan 2018
- Newbuild-project status



# FINNISH FAMILY OWNED

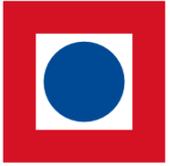
## COMPANY WITH A CLEAN VISION

We take care of your logistic needs – door to door. We connect the coasts of the Baltic, North Sea and Mediterranean with efficient short sea logistics and offer reliable multimodal transport solutions to the hinterlands.

We are the first European operator to use LNG as the main fuel source in the whole end-to-end service including sea and land.

Operating since 1966 – Head office located in Finland.





# Containerships' value proposition

Complete intermodal door-to-door deliveries and services across the value chain



Containerships' ownership of operations

Full
  High
  Partial

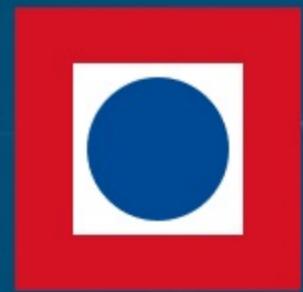
Land operations  
37% of net sales

Sea operations  
42% of net sales

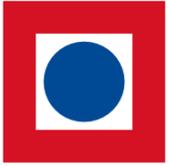
Terminals  
21% of net sales



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**OLNG**



# WE CONNECT EUROPE



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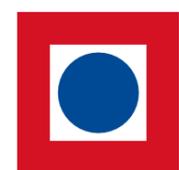


 **CONTAINERSHIPS**



# **SUCCESS WITH OUR FLEET**

**OWN FLEET OF TRUCKS**  
**13 VESSELS - CAPACITY FROM 600 TO 1100 TEU**  
**OVER 15 000 OWN CONTAINERS**



# RELIABLE PARTNER

**600**  
PROFESSIONALS

**2000+**  
CUSTOMERS

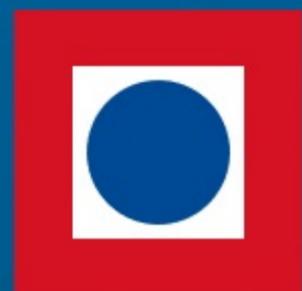
**300000**  
TEUS IN 2017

**21**  
LOCAL OFFICES

**15000+**  
CONTAINERS

MEUR **227**  
NET SALES IN 2017

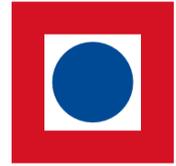




# PERFORMANCE

# 2017





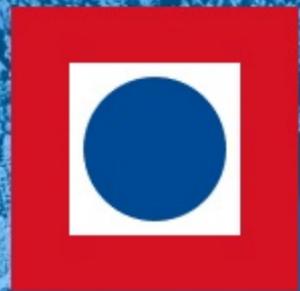
# Performance and plan 2018



Key Figures, IFRS - unaudited			
M€	2016	2017	B2018
Net Sales	197,9	226,7	248
EBITDA	13,9	15,2	18,5
% of Net Sales	7,0 %	6,7 %	7,5 %
EBIT	5,9	7,8	10,5
% of Net Sales	3,0 %	3,4 %	4,2 %

- Growth of 14,5% during 2017
- Result improvement continued 2017
- Outlook for 2018:
  - To continue on the growth path; Poland and Norway
  - 1st stage of LNG investment fulfilled

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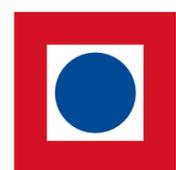



**POWERED BY  
THE FUTURE**

# POWERED BY LNG

**CONTAINERSHIPS** is the first short-sea container operator in Europe to use **LNG** as the main fuel source in the whole end-to-end service including sea and land.

POWERED BY  
**LNG**



# CLEANER VISION

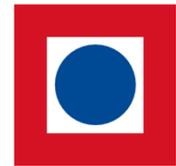
**We are committed to reduce our emissions and making our transport solutions the most eco-friendly in Europe.**

Our investments in LNG technology reach up to MEUR 200. This includes four new LNG vessels, LNG powered truck fleet and infrastructure.

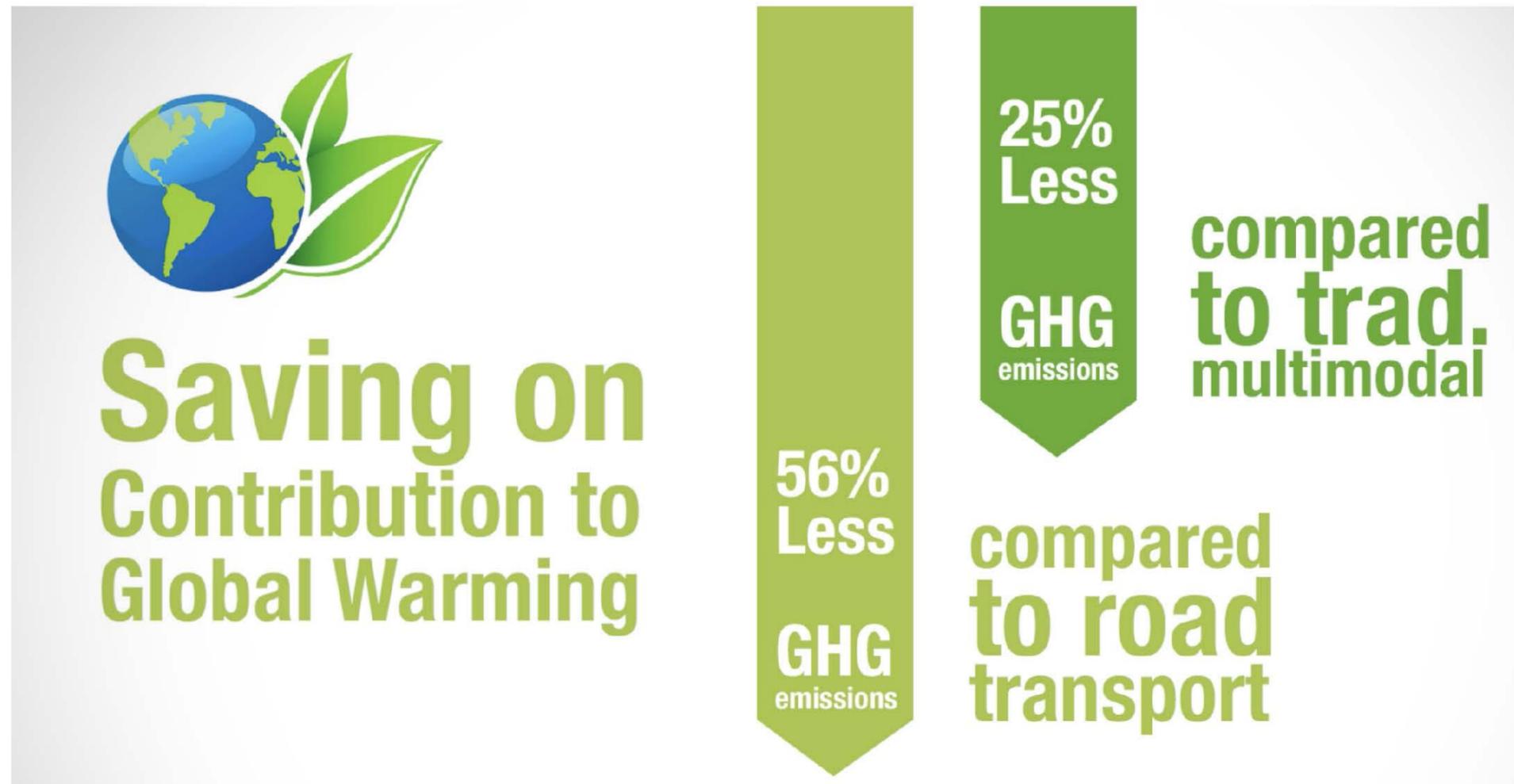
Our whole door-to-door supply chain, including sea and overland transport, can be refuelled with LNG in 2018.



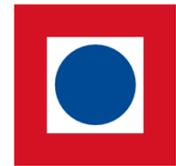
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## ECO-FRIENDLY LNG



45' container transported from Tuusula to Düsseldorf utilising LNG fuelled container vessel and LNG fuelled trucks

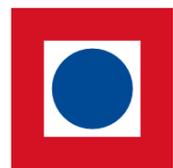


# ENVIRONMENTAL COMPARISON

## HOW LNG AFFECTS

- Emissions for 33 euro pallets from BE-Brussels to RU-Moscow

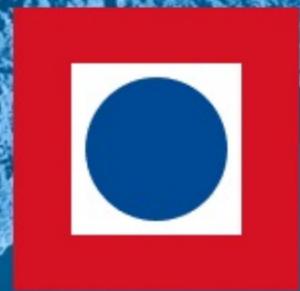
	Road	Multimodal: Vessel with scrubber	Multimodal POWERED BY LNG	Road POWERED BY LNG
Carbon Dioxide (CO2)	2154,9	2205,3	1207,2	1832,0
Methane (CH4)	0,5	3,3	165,7	2,5
Nitrous oxide (N2O)	17,4	12,7	4,6	1,0
<b>Total Contribution to Global Warming (kg)</b>	<b>2172,8</b>	<b>2221,3</b>	<b>1377,5</b>	<b>1835,5</b>
<b>Saving on Contribution to Global Warming</b>			<b>37%</b>	<b>16%</b>
<b>Saving on Nox emissions to Road</b>			<b>50%</b>	<b>85%</b>
<b>Saving on Sulphur emissions to Road</b>			<b>50%</b>	<b>99%</b>



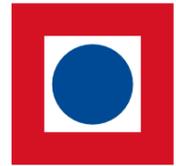
# CONTAINERSHIPS REFUELLING STATION

## UNIQUE SOLUTION

Containerships' refuelling station is a unique concept designed particularly for the company. It is a fully mobile station utilising the transportable 40'ISO tank as the storage tank for LNG. When close to empty, the tank is simply exchanged for a full one, a quick process that reduces the transfer and handling of LNG and ensures seamless and efficient refuelling at the station.



# SHIP BUILDING PROJECT STATUS



# PROJECT UPDATE 2018

- **Building of the new LNG fuelled vessels commenced with the construction of the first one in December 2016**
- **The first vessel, M/S Containerships Nord, was launched 4<sup>th</sup> of November 2017. The shipbuilding work continues now on an outfitting pier where interior of the vessel is installed**
- **The construction of the second LNG vessel started in March, and her launching was on 29<sup>th</sup> January 2018**
- **The steel cutting of the third LNG vessel took place in May, and first pre-erected block was located on the slipway 30<sup>th</sup> of January**
- **The fourth LNG vessel's steel cutting started in September**
- **First vessel to be delivered during the first half of 2018, followed by one vessel every eight weeks after the previous one**
- **More trucks will be converted to LNG dual fuel in the UK in 2017-2019**



CONTAINERSHIPS NORD

CONTAINERSHIPS

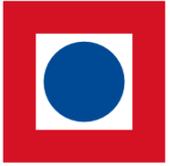
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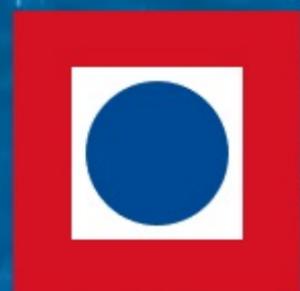
安全生产 平安



# Roll-out and replacement plan

New vessels will replace existing vessels currently on short-term charters, thus adding limited new capacity

Vessel	Status	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Containerships VII	Owned	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 2	Chartered	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 3	Chartered	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 4	Chartered	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 5	Chartered	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 6	Chartered	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 7	Chartered	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 8	Chartered	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 9	Chartered	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Vessel 10	To be chartered								Active	Active	Active	Active	Active
5510	Sale-and-leaseback						Active	Active	Active	Active	Active	Active	Active
5511	Sale-and-leaseback							Active	Active	Active	Active	Active	Active
5512	Sale-and-leaseback								Active	Active	Active	Active	Active
5513	Sale-and-leaseback											Active	Active
<b>Total active vessels</b>		<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>9.5</b>	<b>9</b>	<b>9.5</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>



**THANK YOU**