

# EFFICIENT FULL SERVICE LOGISTICS WITH A CLEAN VISION

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CONTAINERSHIPS

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A stylized map of Europe and surrounding regions, including North Africa and the Middle East. The map uses various shades of blue for water and light green for land. The text is overlaid on the map.

# **WE CONNECT EUROPE**

**THROUGH THE NORTH-, THE BALTIC-,  
AND THE MEDITERRANEAN SEA**



# 100 %

FAMILY  
OWNED



HEADQUARTERED IN  
**HELSINKI**  
 **FINLAND**

**2017**  
HERE TO STAY

FOUNDED IN  
**1966**



**OVER  
50  
YEARS**  
OF EXPERIENCE  
IN LOGISTICS



**3,300 customers**

**EUR 200 million in revenues**



**CONTAINERSHIPS**



WITH 600 PROFESSIONALS  
**READY TO**  
SERVE YOU





**PROVIDING**  
**COST-EFFICIENT AND ENVIRONMENTAL**  
**DOOR-TO-DOOR**  
**SHORTSEA LOGISTICS**  
**AS ALTERNATIVE TO**  
**CONVENTIONAL “SINGLE MODALITY” SERVICES**



CONTAINERSHIPS

**OWN  
EQUIPMENT**



**600**  
PROFESSIONALS  
READY TO HELP YOU!

IN 2016  
**95%**  
OF OUR DELIVERIES  
 **WERE  
ON TIME**

**21**  
LOCAL  
OFFICES



IN EUROPE, RUSSIA AND  
EASTERN MEDITERRANEAN

**WE TAKE  
CARE**



**FREQUENT  
CONNECTIONS**  
AND FAST LEAD TIMES



**CONTAINERSHIPS**

**INVESTING  
300 M€**

INTO LNG-TECHNOLOGY  
OVER THE NEXT 5 YEARS

**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

**4 NEW  
LNG-  
VESSELS**

STARTING FROM 2018

**REDUCING  
EMISSION WITH  
LNG**

(LIQUEFIED NATURAL GAS):

- THE CLEANEST FOSSIL FUEL ON THE MARKET
- 100 % SULPHUR-FREE, NON-TOXIC & NON-CORROSIVE, SAFE TO USE
- REDUCES CO2 EMISSIONS BY 25 % AND NOX EMISSIONS BY 85 %.

# MOST ECO- FRIENDLY TRANSPORT SOLUTION

SOME DECIDE TO WAIT AND SEE,  
WE DECIDED TO DO AND LEARN.

**LNG  
POWERED  
TRUCK FLEET**



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# Company' current performance and plan 2017

Key Figures, IFRS					
Meur	1-9/2016	1-9/2015	B2016	A2015	B2017
Net Sales	147,3	148,6	198	199,6	217,2
EBITDA	10,1	6,0	13,1	8,3	16,3
% of Net Sales	6,9 %	4,0 %	6,6 %	4,2 %	7,5 %
EBIT	4,0	-0,5	4,9	-6,7	7,8
% of Net Sales	2,7 %	-0,3 %	2,5 %	-3,4 %	3,6 %

- **Significant result Improvement during 2016**
- **Strong Investment path towards four new LNG-vessels and additional LNG trucks**
- **Annual report to be published in March 15, 2017**



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# Why LNG?

## Significant financial benefits

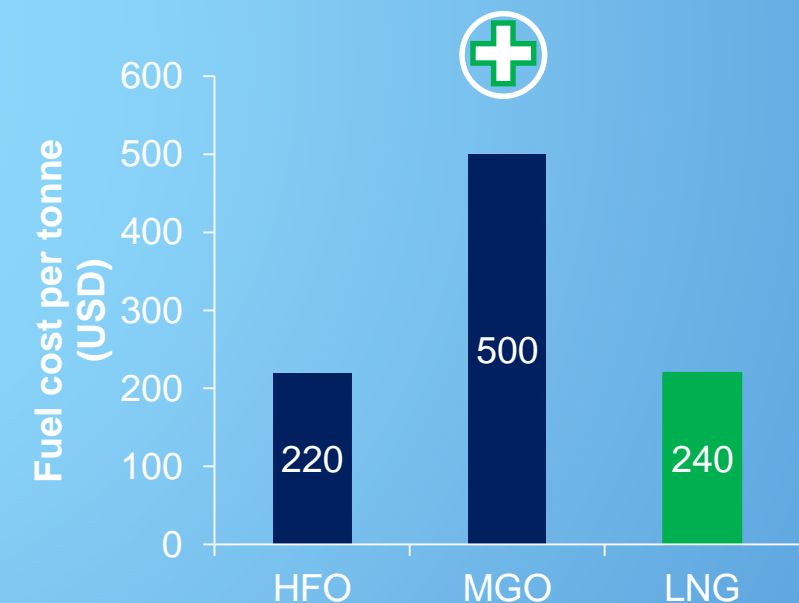
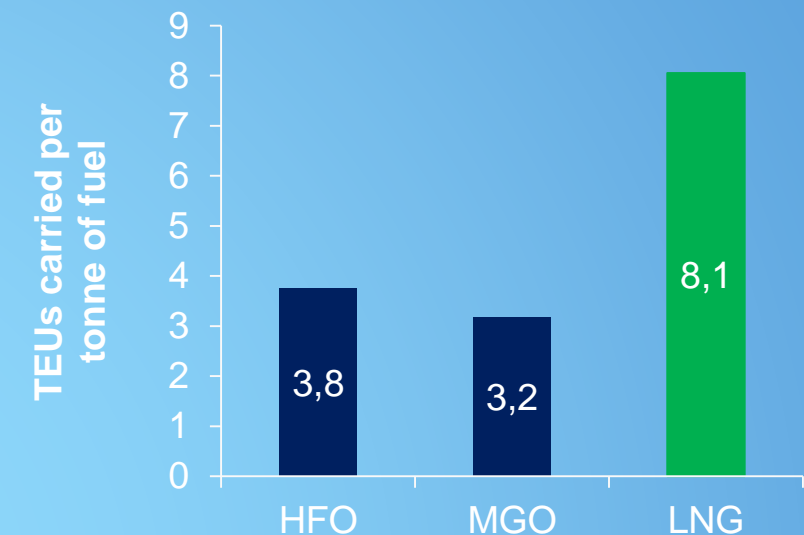
- Greater mileage per tonne
- Lower price per tonne
- More TEUs per tonne

## Significant environmental benefits

- Significant reduction of emissions
- Complies with all known & anticipated regulations

## Containerships leads the change

- Necessary infrastructure already in place
  - Distribution network of LNG in process
- Proven technology and readily available
- Containerships to be the first European operator to utilise LNG multi-modal logistics services



(1 LNG vessel = 2 MGO vessels) x  
50% cost of fuel  
→ EUR 5-6 million savings

# Containerships – achieved goals 2015-16

## *Implementation of SECA*

- Existing vessels equipped with SECA-compliant solutions in 2015

## *LNG – Company's future solution*

- Company's whole operational network will use LNG as a main fuel solution on sea and land operations

## *Vessel and truck fleet commitments*

- 4 new LNG vessels in pipeline – 1<sup>st</sup> in operation Q1/2018
- Own truck fleet to be renewed in FI, UK, RU and West Europe → 200 LNG-fuelled trucks in 4 years
- EU grant of 10M€ for LNG vessels

## *LNG supply agreement with SHELL*

- Contract signed 2015
- LNG bunker barge ready H2/2017

## *BOND*

- Financial structure was changed to support the strategic change and the growth
- Issued April 2015
- 50,5M€



# STRATEGY AND VISION 2020

Expand **Growth and Market Presence**



- #1 short sea E2E operator in the Northern Europe including Russia
- Leading E2E container operator between Turkey and North Africa

Develop Multimodal E2E **Service Offering**



- Time and environmental based E2E product offering and catalogue
- Best reliability and customer experience within our industry

Execute **Strategical Asset**: LNG in whole E2E chain



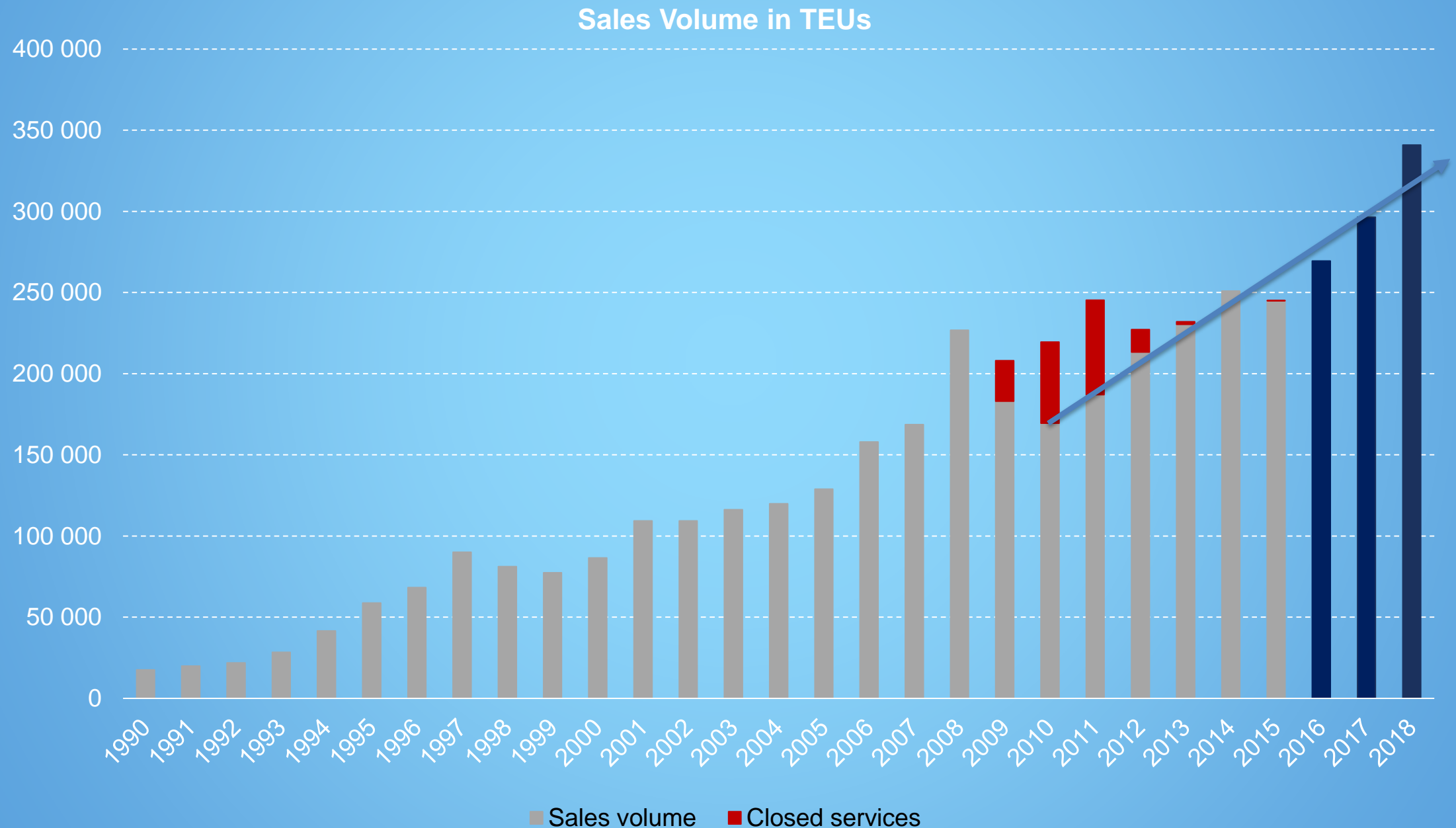
- #1 short sea E2E operator utilizing LNG powered vessel
- #1 short sea E2E operator utilizing LNG powered truck fleet

Deploy Best-in-Class **Operational Processes** and Efficiency

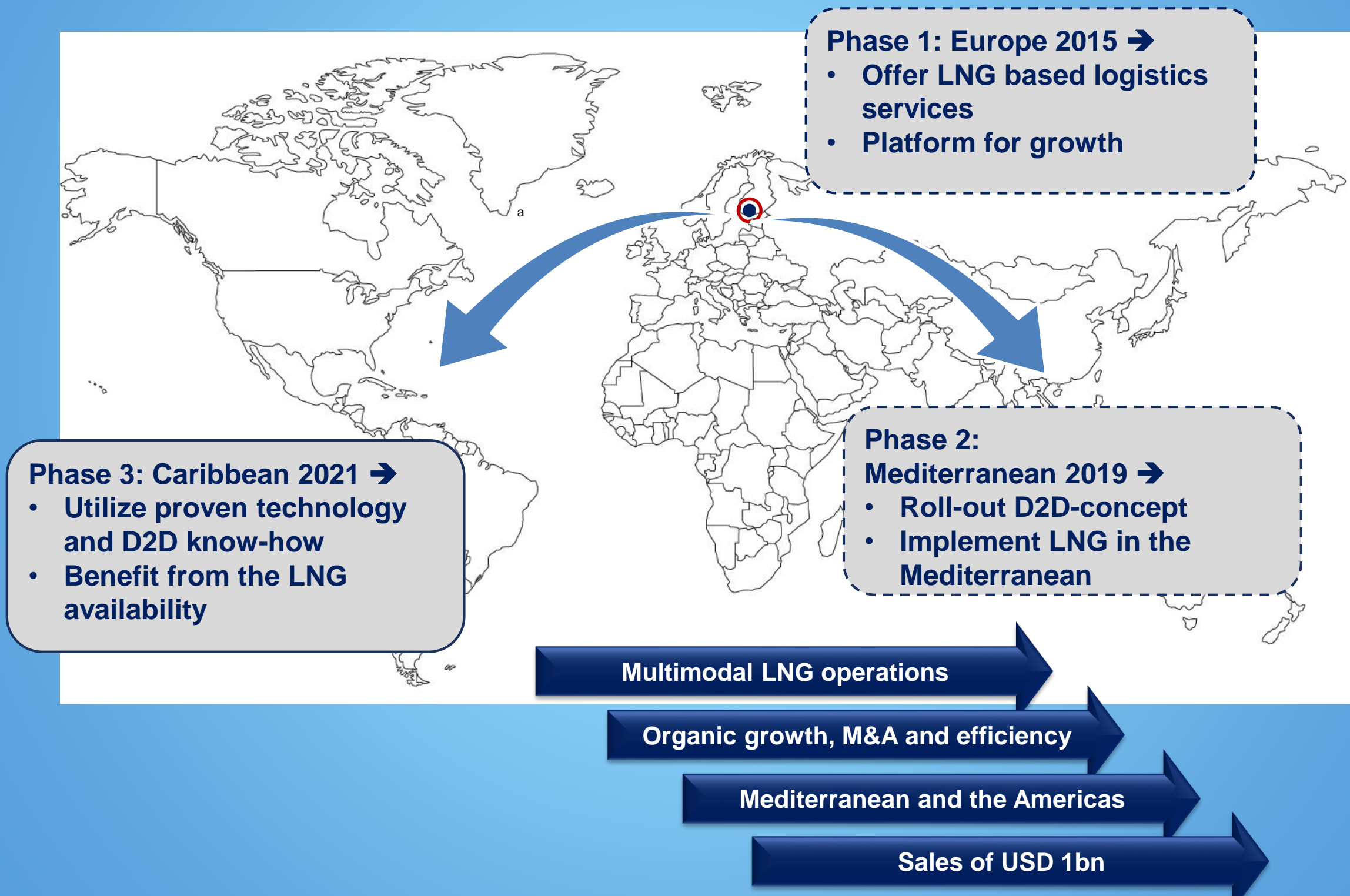


- Best-in-class fleet utilization of containers, vessels and trucks
- Best efficiency and scalability of operational and support processes in our industry

# To continue the proven historic growth of 10-15%



# And the story does not end here . . .





**THANK  
YOU!**



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