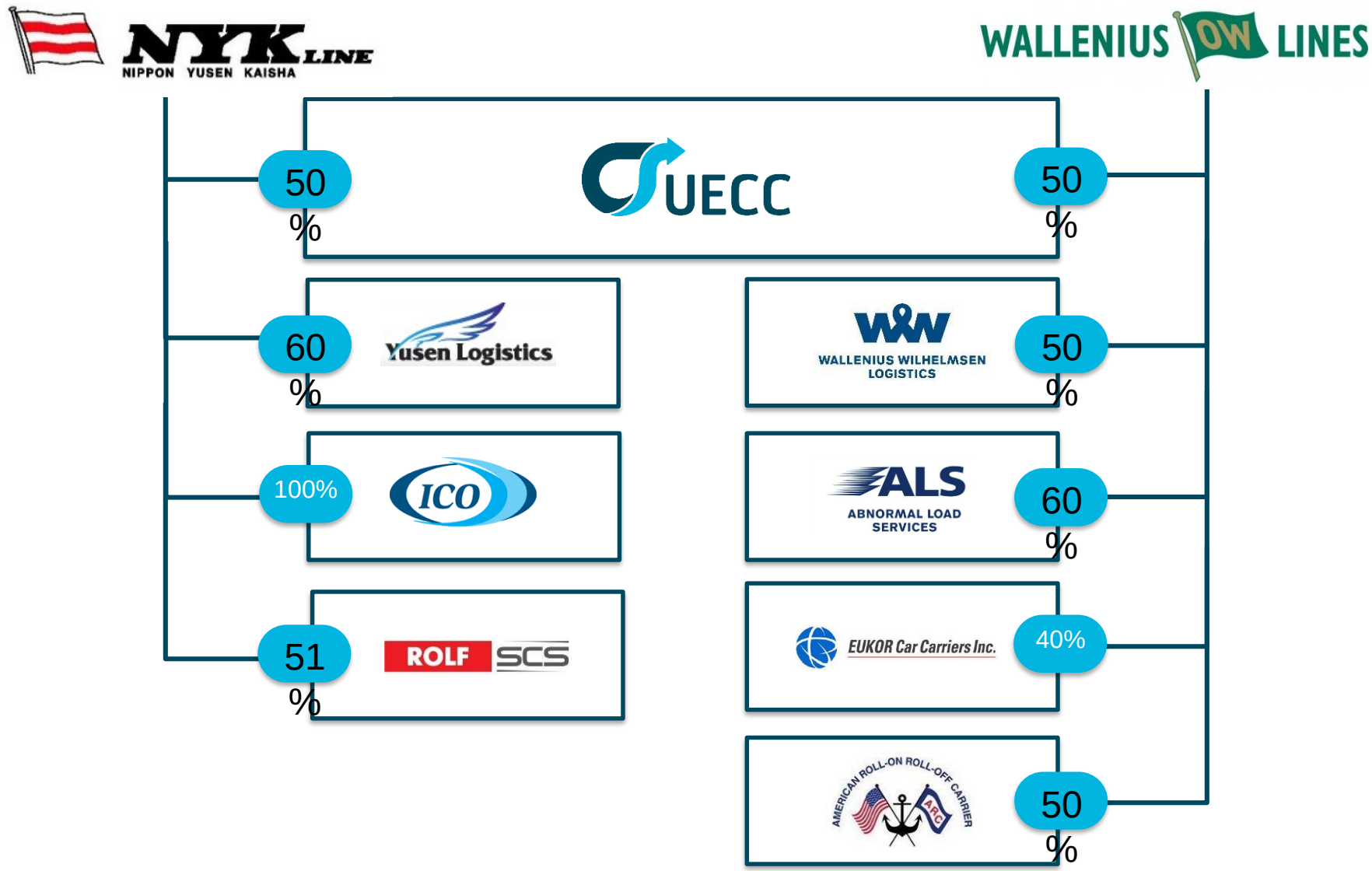
SSS Conference

Barcelona 29/30 September 2016

«The leading provider of short sea RoRo transportation in Europe»

Our FAMILY TREE

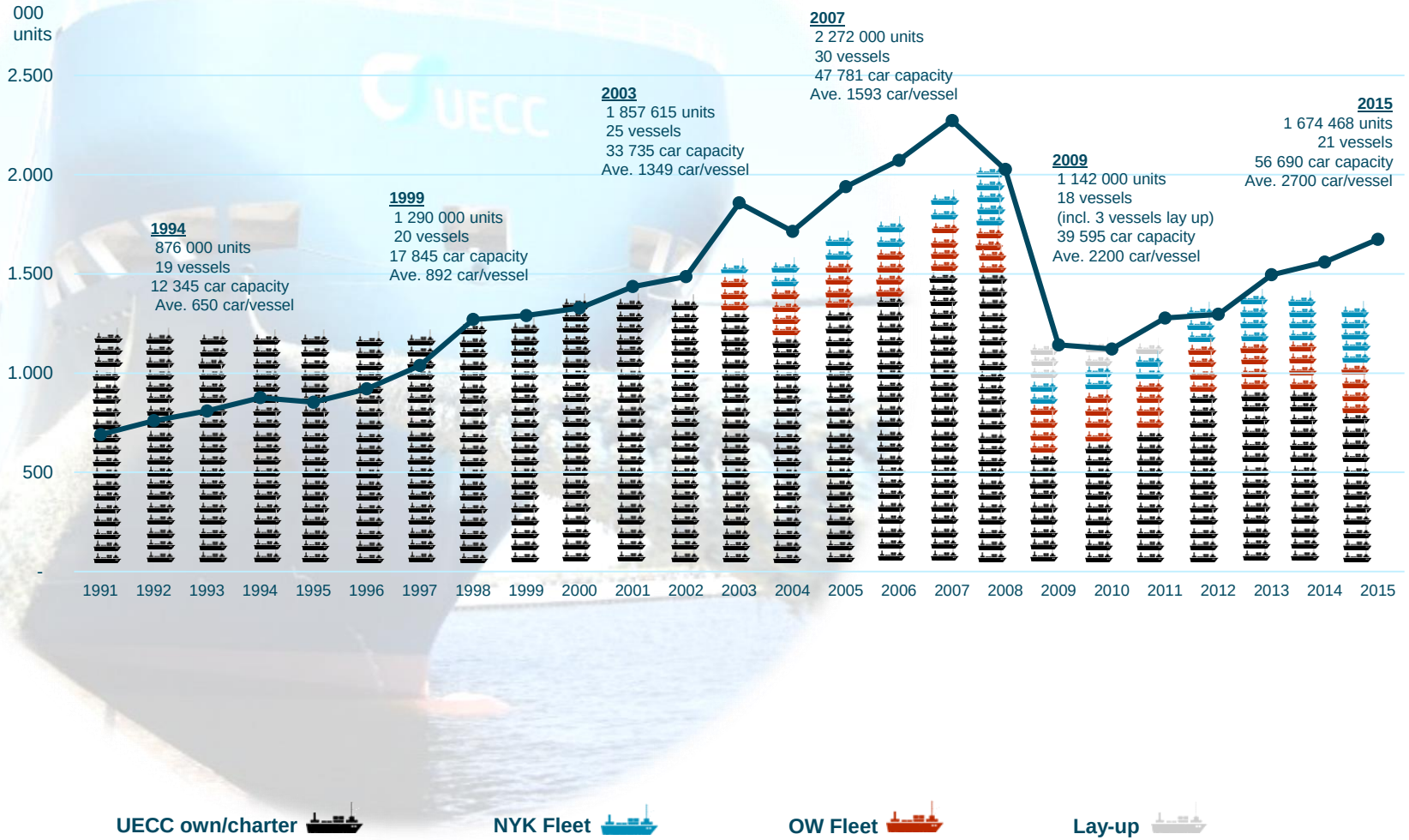
Reaching common goals


NYK LINE
NIPPON YUSEN KAISHA
WALLENIUS OW LINES
UECC
50 %
50 %
Yusen Logistics
60 %
WALLENIUS WILHELMSEN LOGISTICS
50 %
ICO
100%
ALS
ABNORMAL LOAD SERVICES
60 %
ROLF SCS
51 %
EUKOR Car Carriers Inc.
40%
AMERICAN ROLL-ON ROLL-OFF CARRIER
ARC
50 %

Our HISTORY

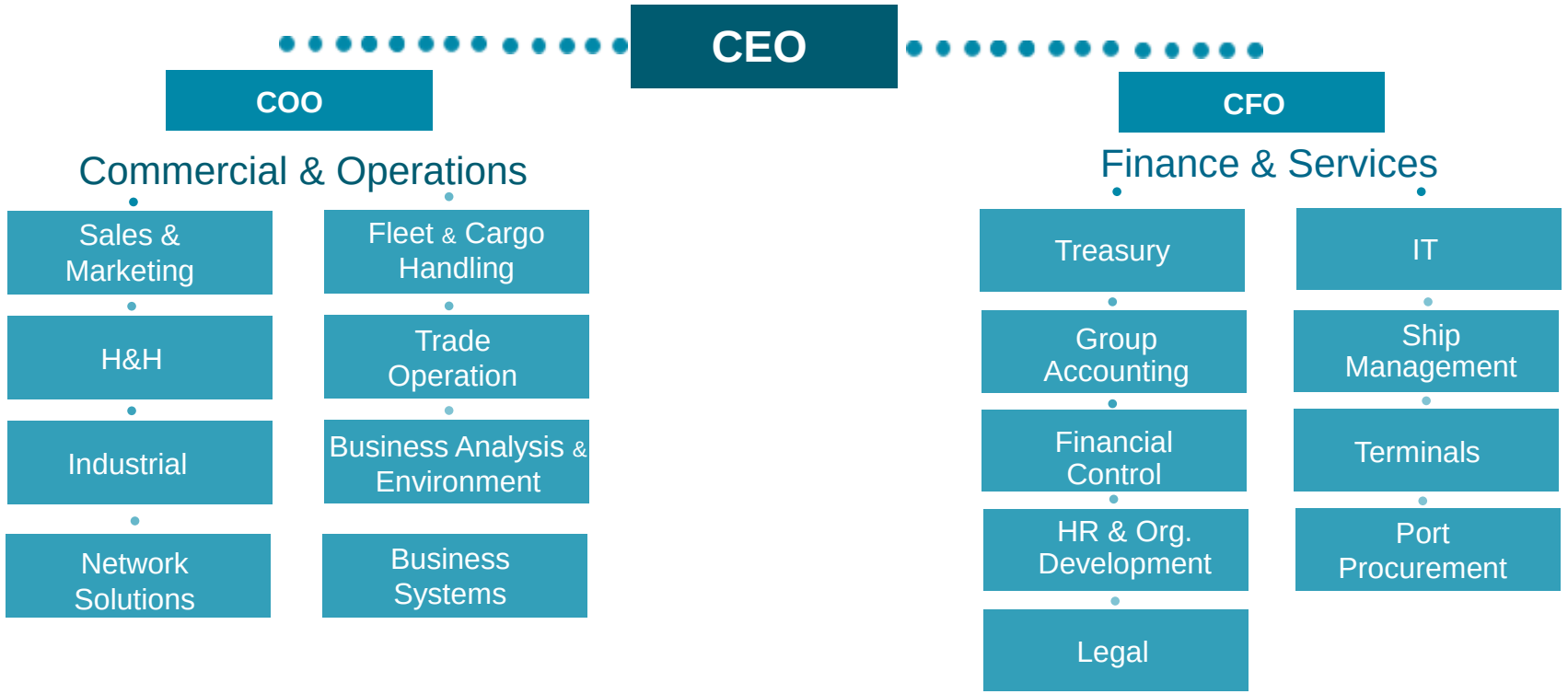
From a small family-owned company to an industrial carrier

VOLUMES & VESSELS during the past 25 years



Our ORGANISATION

A group of dedicated professionals



***307* Employees**

111 *Shore-based*

196 *Seagoing personnel*

Our FLEET

The competitive edge

UECC FLEET

UECC VESSELS

	Built	RT Cap	SQM Cap	Ice Class
M/V AUTOSUN	2000	2 080	16 870	1A
M/V AUTOSKY	2000	2 080	16 870	1A
M/V AUTOSTAR	2000	2 080	16 870	1A
M/V AUTOPRESTIGE	1999	1 220	9 890	1A
M/V AUTOPROGRESS	1998	1 220	9 890	1C
M/V AUTOPRIDE	1997	1 220	9 890	1C
M/V AUTOPREMIER	1997	1 220	9 890	1C
TBN M/V AUTO ECO new LNG vessel, delivery - 30th Sept 2016	2016	4 000	31 900	1A Super
TBN M/V AUTO ENERGY new LNG vessel, delivery - 28th Nov 2016	2016	4 000	31 900	1A Super

Chartered Vessels

	Built	RT Cap	SQM Cap	Ice Class
M/V SPICA LEADER	2012	3 930	36 432	-
M/S VICTORY LEADER	2010	4 750	41 055	-
M/V EMERALD LEADER	2007	4 750	41 055	-
M/V OPAL LEADER	2007	4 750	41 055	-
M/V CORAL LEADER	2006	4 750	41 055	-
M/S VEGA LEADER	2000	5 190	45 301	-
M/V AUTO BANK	1998	1 619	13 339	1A Super
M/V AUTO BAY	1997	1 619	13 339	1A Super
M/V ASIAN BREEZE	1983*	3 242	28 615	1C
M/V AEGEAN BREEZE	1983*	3 242	28 615	-
M/V ARABIAN BREEZE	1983*	3 242	28 615	1C
M/V BALTIC BREEZE	1983*	3 242	28 615	-
M/V VIKING CONSTANZA	2009	2000	16 125	-
M/V VIKING ODESSA	2009	2000	16 125	-

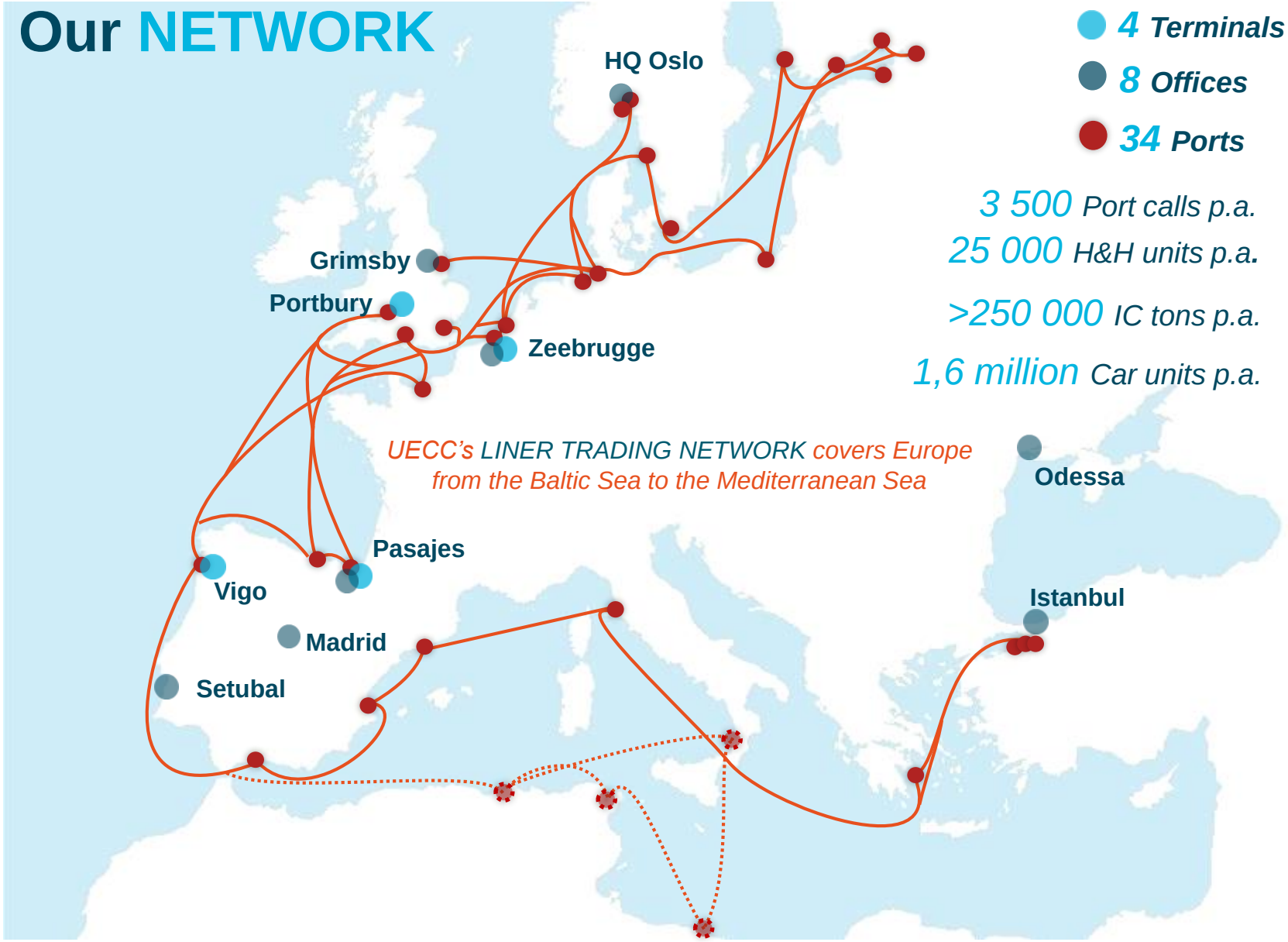
* All Breeze vessels were converted between 2007 and 2009 and enhanced for longer operational lives

- Current fleet of 21 purpose-built pure car and truck carriers (PCTCs)
- TBN M/V AUTO ECO and M/V AUTO ENERGY (delivery in 2016):
  - Two new Dual Fuel LNG PCTC's 4 000 RT with 1A super Finnish / Swedish Ice Class

Our PRODUCTS

Delivering reliable sea transportation services

Our NETWORK



UECC's LINER TRADING NETWORK covers Europe from the Baltic Sea to the Mediterranean Sea

- ***4 Terminals***
- ***8 Offices***
- ***34 Ports***

3 500 Port calls p.a.

25 000 H&H units p.a.

>250 000 IC tons p.a.

1,6 million Car units p.a.

UECC Service Network Plan

Baltic	Vessel	Route	Frequency
	B.Class x2	*Bremerhaven - (Cuxhaven) - Southampton -Zeebrugge - (Kotka) - St.Petersburg - Hanko - Uusikaupunki ↻ Bremerhaven*	14 days Loop

Norway	Vessel	Route	Frequency
	P.Class	*Bremerhaven - Oslo - Bremerhaven - Oslo – Drammen ↻Bremerhaven*	Weekly

North Sea	Vessel	Route	Frequency
	Breeze	*Southampton - Zeebrugge - Bremehaven - Malmo - Gdynia - (Ust Luga) - Cuxhaven ↻ Southampton*	14 days Loop
	Breeze	*Southampton - Zeebrugge - Bremehaven - Drammen - Malmo - Walhamn - Gdynia – Cuxhaven ↻ Southampton*	
	P.Class	*Zeebrugge - Drammen - Cuxhaven - Immingham - Bremehaven - Drammen - Walhamn - Cuxhaven – Immingham ↻ Zeebrugge*	Weekly

Biscay	Vessel	Route	Frequency
	S.Class	*Pasajes - Rotterdam - Zeebrugge ↻ Santander*	Weekly (For each vessel/rotation)
	S.Class	*Santander - Pasajes - Zeebrugge - Southampton ↻ Santander*	
	Viking Odessa	*Santander - Zeebrugge - Portbury ↻ Santander*	
	P.Classes	*Santander /Pasajes - Zeebrugge ↻ Santander / Pasajes*	
	Breeze	*Santander - Zeebrugge ↻ Santander*	
	Viking Constanza	*Santander - Le Havre - Southampton - Le Havre ↻ Santander*	
	Space Charter	*Santander – Southampton / Zeebrugge ↻ Santander*	

Atlantic	Vessel	Route	Frequency
	Spica Leader	*Vigo - Le Havre - Zeebrugge - Sheerness ↻ Vigo*	7/8 days

Bristol	Vessel	Route	Frequency
	S.Class	*Pasajes - Portbury ↻ Pasajes*	5-6 sailings / month

North / South	Vessel	Route	Frequency
	Emerald Leader, Opal Leader, Coral Leader, Victory Leader, Vega Leader	Southbound: *Bremerhaven - (Flushing) - Zeebrugge - Portbury - Vigo – (Malaga) - Sagunto - Tarragona - Livorno - Piraeus - Autoport*	Weekly
		Northbound: *Autoport - Yenikoy - Borusan – Vigo – Bremerhaven - (Flushing) - Zeebrugge*	

Liner TRADING NETWORK

Port-to-port sea transportation services

Defined, stable trade routes with fixed sailing days

Weekly schedule published

Capacity scaled in accordance with customer forecasts

Diversified fleet to continue operating even in the most severe winter

Capability to offer inducement calls and ad-hoc solutions

THE LNG VESSELS ARE COMING!

TBN M/V AUTO ECO
Delivery date: 30th Sept 2016
Namegiving Ceremony: 21st Nov 2016

TBN M/V AUTO ENERGY:
Delivery date: 28th Nov 2016
Namegiving Ceremony: TBA

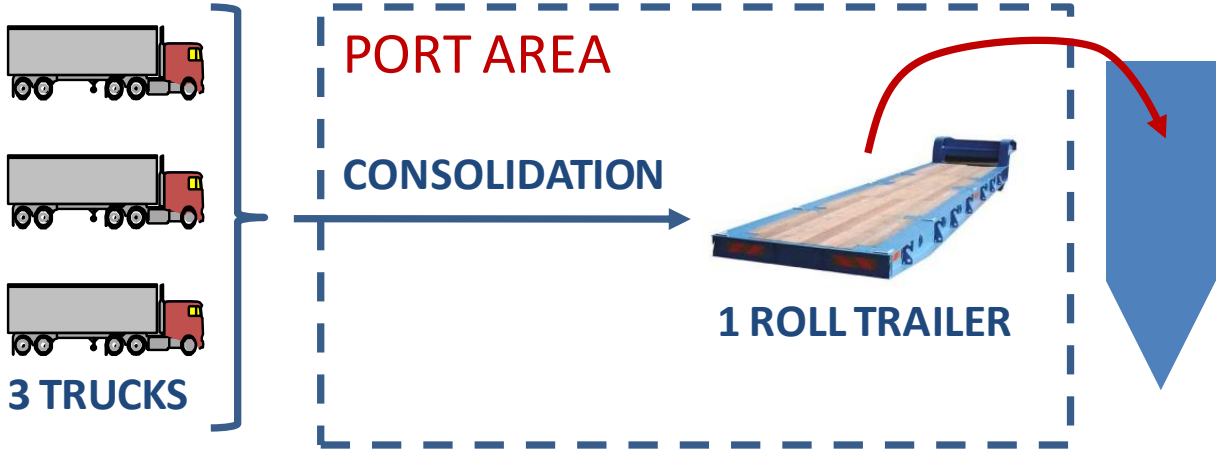
TBN M/V AUTO ECO and M/V AUTO ENERGY: Driving Cleaner PCTC Operations

IC PRODUCT

Marco Polo II Call 2012: MPO/12/033 ”OPTICARGO I”

IC Business Model

- The inland model is based on the transportation of High Density Cargo on Roll Trailers which can be consolidated up to 3 FTL per mafi (Roll Trailer) with a maximum height of 3 mts. included the RT height, so car panels can still be used.



- When used for empty legs, with no space restrictions, the RT can be used also for Industrial cargo (Timber Russia/France) over the 3 mts.

OPTICARGO I

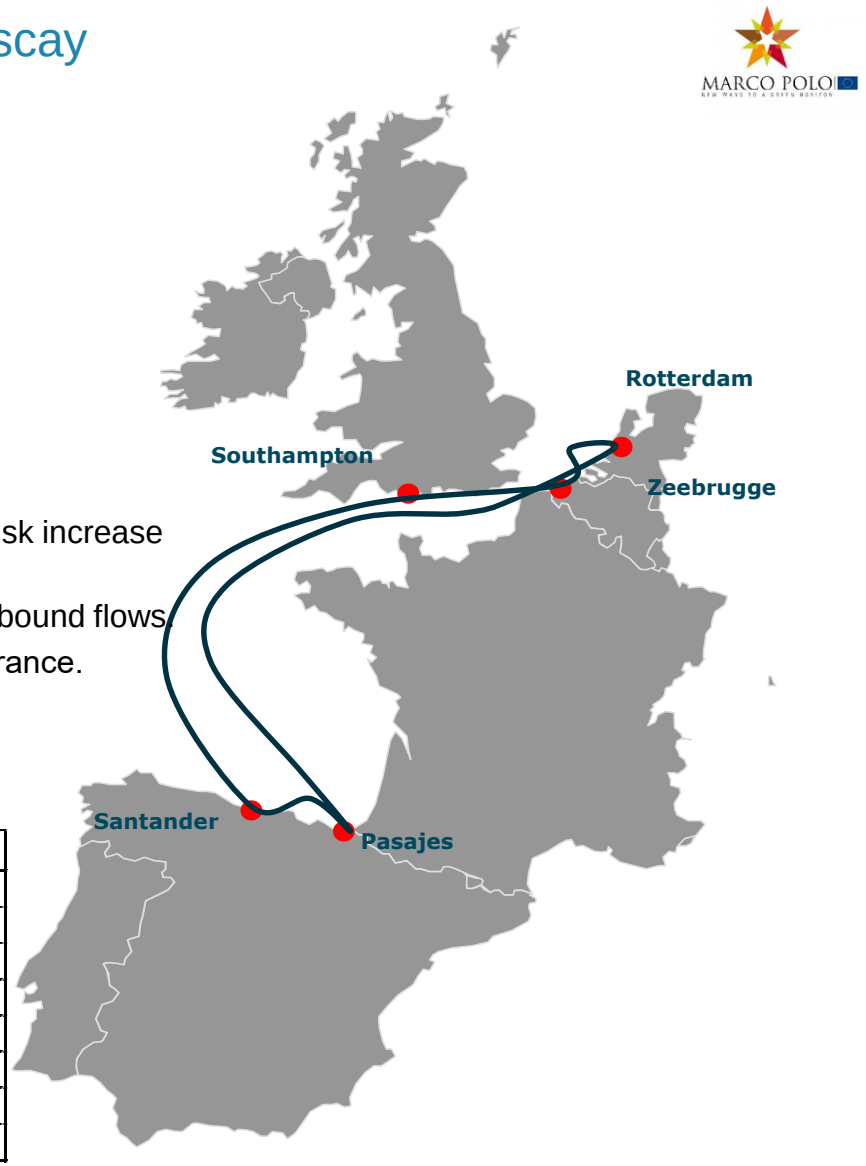
Project Parameters

- Marco Polo Action: Shifting from Road to See
- Period: 01/10/2013 – 30/09/2016
- Planned Modal Sifting: > 700M tons/km
- Actual Modal Sifting: < 500M tons/km
- Planned Environmental/Social Benefit: € 7,8M
- Actual Environmental/Social Benefit: € 6,4M
- Planned Environmental Efficiency: 2,8 / € 0,011 tons/kmt.
- Actual Environmental Efficiency: 3,2 / € 0,013 tons/kmt.

Mayor Problems

- Resistance from customers to cargo handling with potential risk increase on cargo damage.
- Lack of return cargoes, so main cargoes are related to north bound flows.
- The suspension on the application of the “Euro-vignette” in France.
- The Gasoil price dropped considerably.
- The general collapse on the steel market.
- SECA increase on our services.

Commodities	
Natural Stones	Roofing Slates, Granite, others
Steel Long	Bars, H Frames, Wire Rods
Stainless Steel	Bars, Blooms, Billets
Wood & Paper	Plywood, Timber, Books
Steel products	Nails, Pipes
Constructions products	Bricks, Ceramic Tiles
Metals & Minerals	Ferro Alloys, Cooper, Alluminium, Magnesite, Mica
Foundry parts	Automotive industry



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