UK AND IRISH SHORT SEA FREIGHT RORO AND LOLO MARKETS

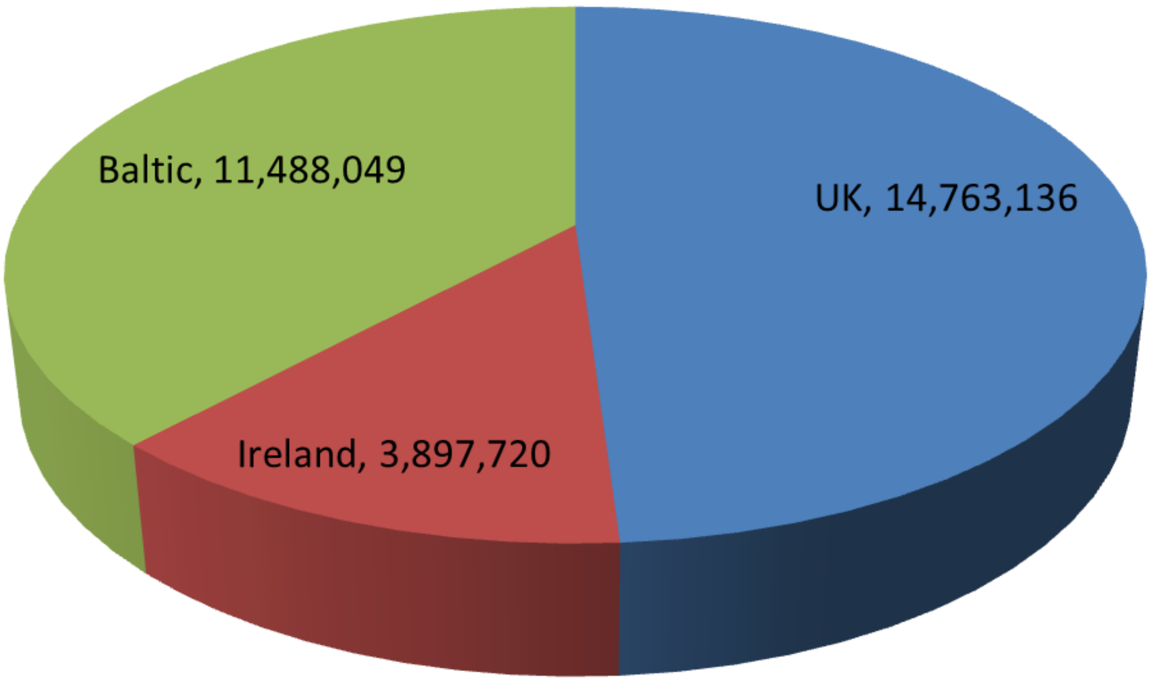
Analysis of Capacity developments

14th March 2013

Presentation Overview

- Short Sea market capacity indications
- The measure of Capacity – why use it?
- UK and Irish Market Capacity breakdown – Routes, operators, modes, ports
- Capacity Concentrations in the UK and Irish markets
- UK Capacity development 2000 to 2013
- Short Sea route development:
  - ✓ UK / Iberia
  - ✓ North East England & Scotland / Continent
  - ✓ Ireland / Continent

Market Capacity indications



Capacity as unit of measurement

- On a route by route basis – Pax, Ropax, RoRo, Channel Tunnel and container
- Vessel capacities (accompanied trailers equivalents, unaccompanied trailer equivalents, forty foot equivalent container units) x Annual number of sailings
- Consistent unit of measurement enables direct comparisons between routes and services and groups of routes and services

UK and Irish market breakdown

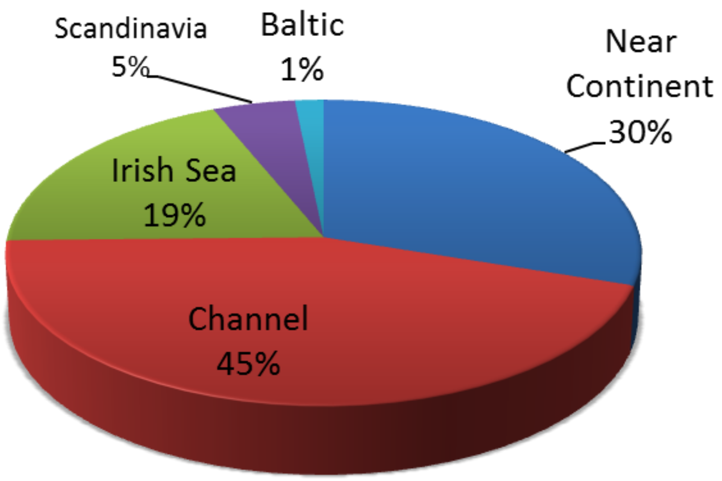
UK Short Sea Freight RoRo and LoLo market:

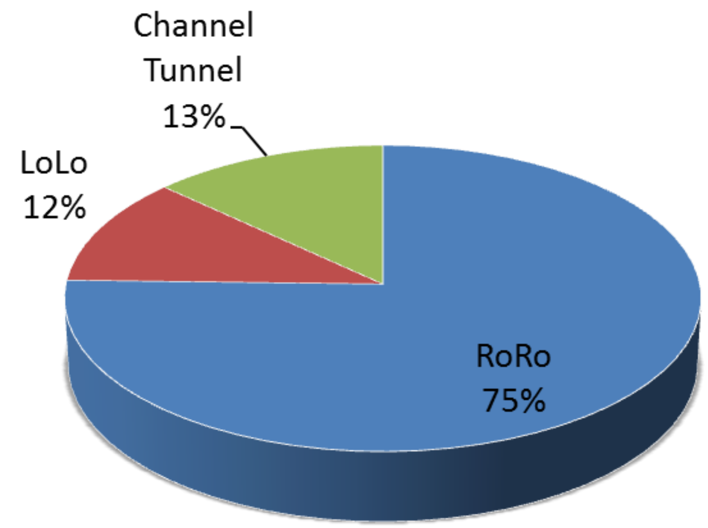
- 137 routes
- 38 operators
- 34 UK mainland ports

Irish Freight RoRo and LoLo market:

- 59 routes
- 22 operators
- 8 Irish ports

UK Market concentrations 2012/13

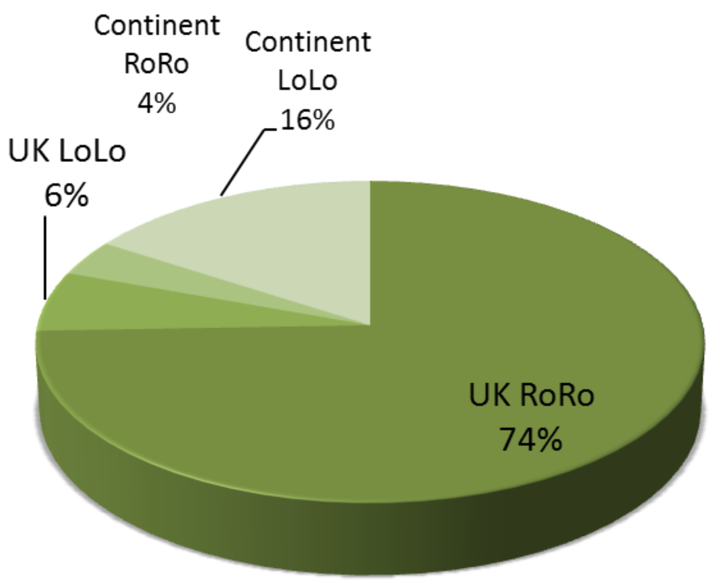


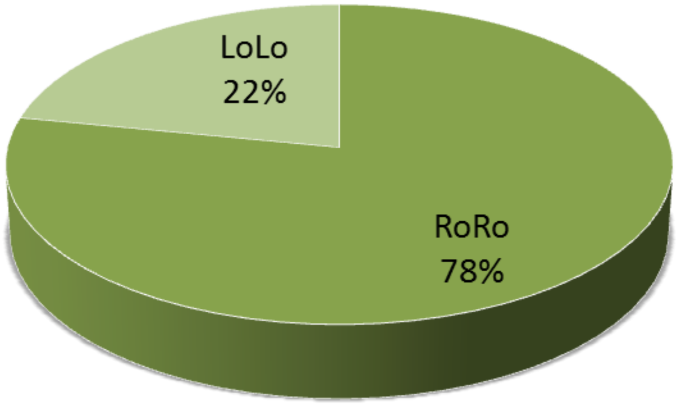


UK Market leaders (2012/13)

Sector	Operator	Share	Port	Share
Near Continent	Cobelfret Ferries	25.7%	Killingholme	14.3%
Channel	P&O Ferries	32.0%	Dover	59.2%
Irish Sea	Stena Line	45.2%	Ciarnryan	27.9%
Scandinavia	DFDS Seaways	68.3%	Immingham	64.6%
Baltic	Containerships	41.6%	Teesport	35.2%
Total	P&O Ferries	23.6%	Dover	26.4%

Irish Market concentrations 2010

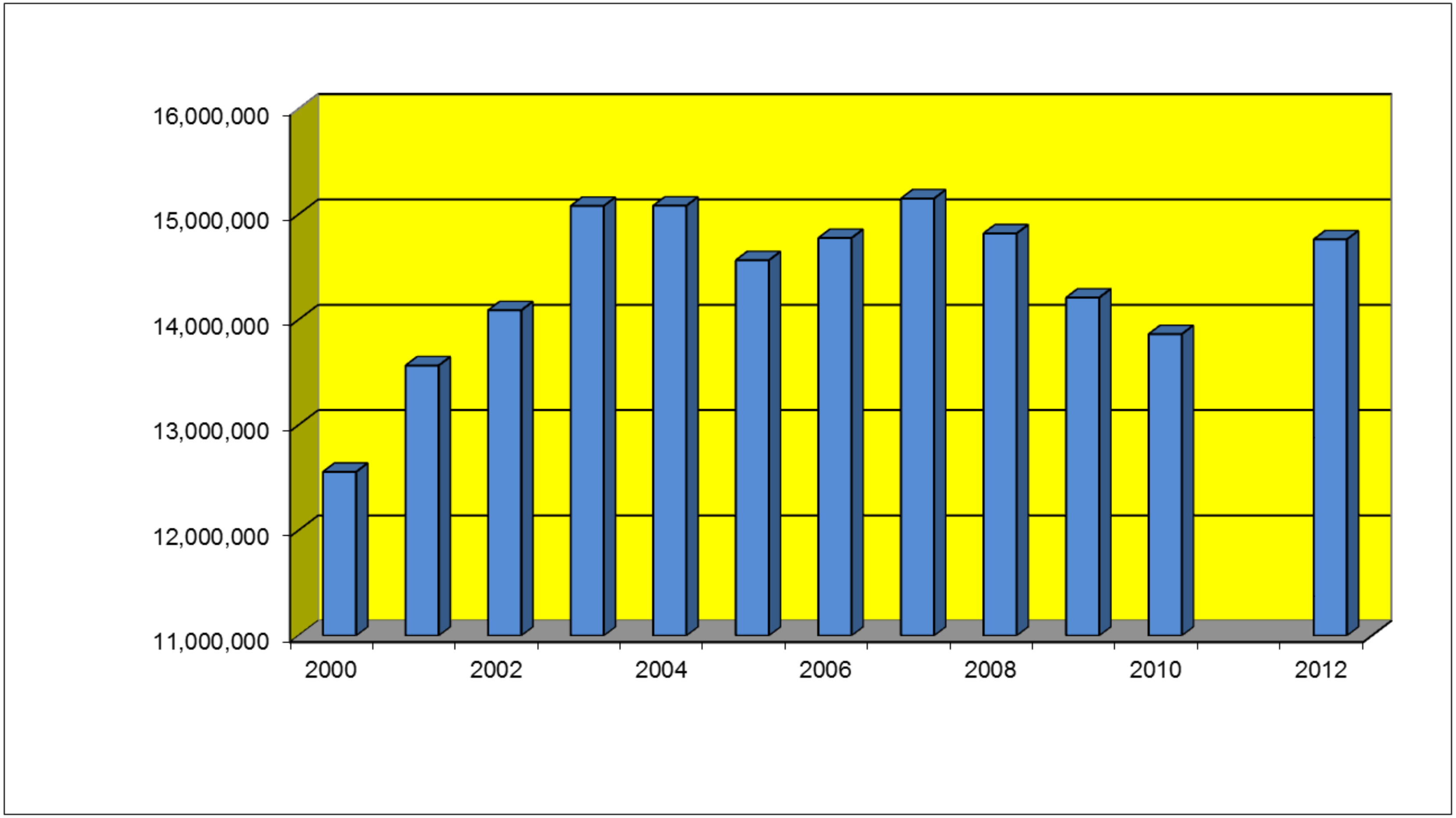




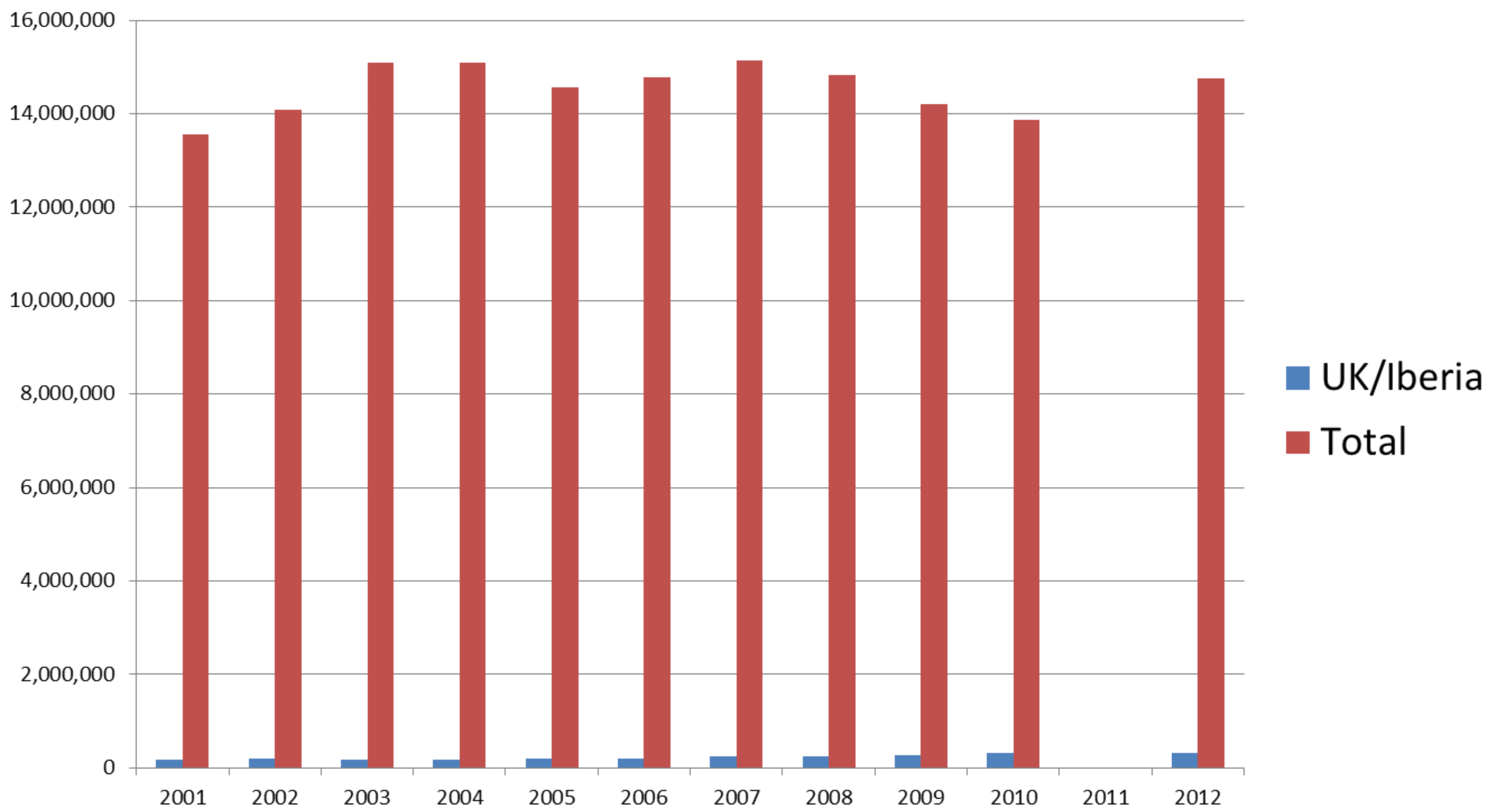
Irish Market leaders 2010

Sector	Operator	Share	Port	Share
UK RoRo	Stena Line	30.6%	Dublin	44.4%
UK LoLo	Coastal Container Line	34.4%	Dublin	50.4%
Continent RoRo	CLdN roro (Cobelfret)	57.5%	Dublin	57.5%
Continent LoLo	Eucon	22.6%	Dublin	51.3%
Total	Stena Line	22.8%	Dublin	46.3%

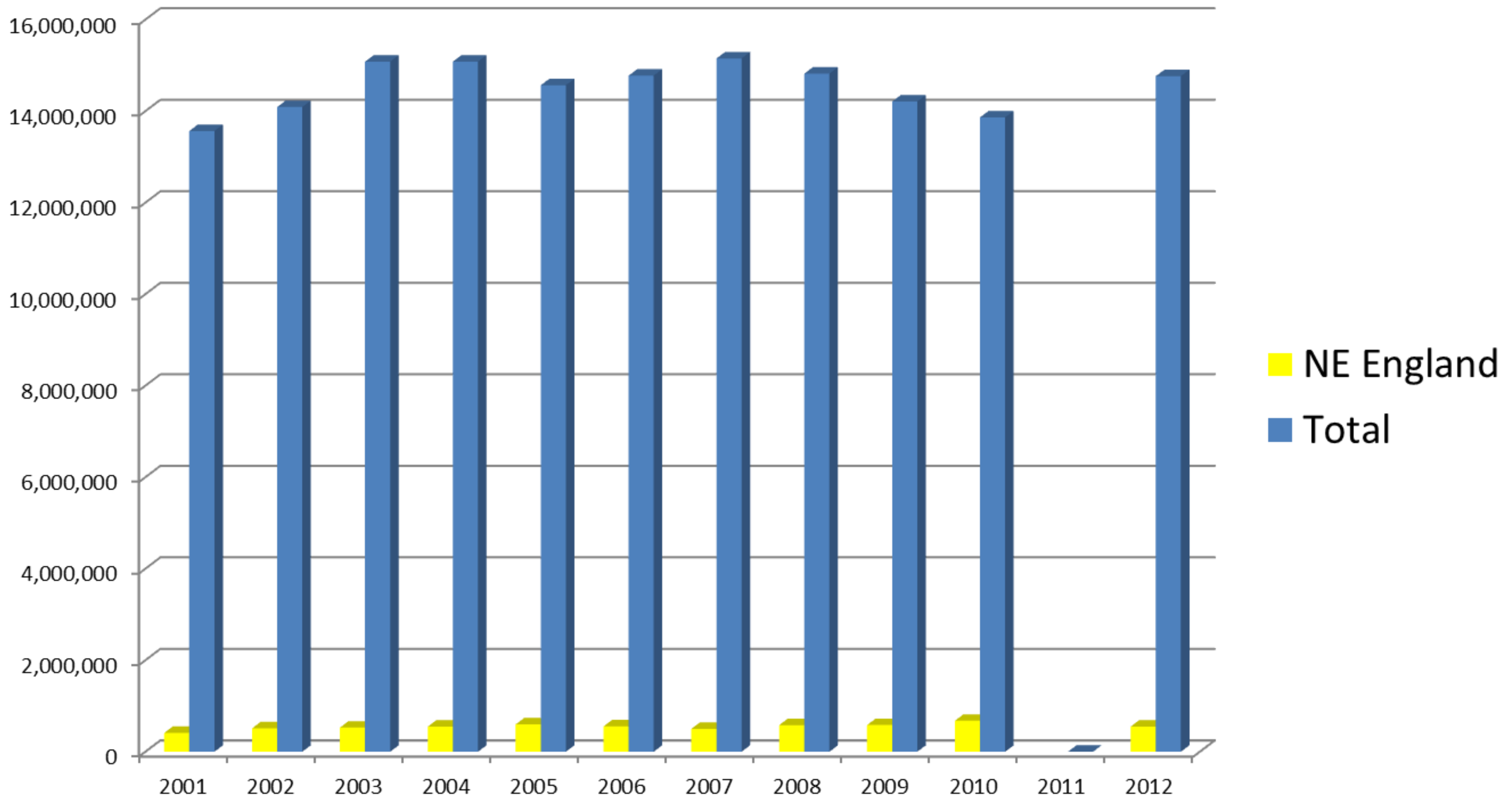
UK Market development



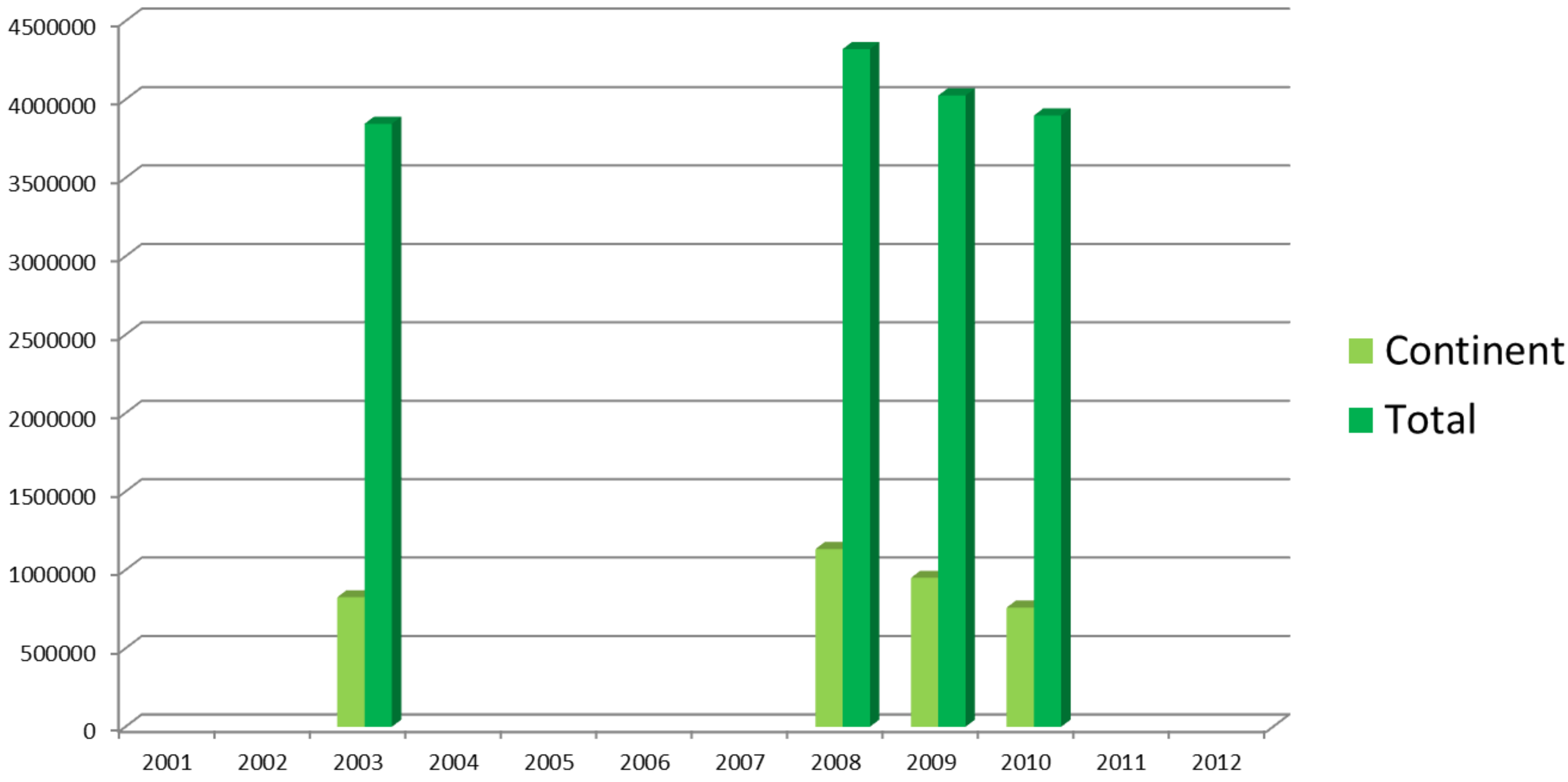
UK / Iberia RoRo and LoLo Capacity development



North East England and Scotland / Continent RoRo and LoLo capacity development



Ireland / Continent direct capacity development



Conclusions

- Lack of development on longer direct ferry and container routes between UK north east and Continent and between UK and Iberia
- Relatively low proportion of direct service links between Ireland and Continent, but with growing CLdN roro capacity
- Growing capacity provision on short ferry and Channel Tunnel links between Dover and Calais regions – increasing amount of accompanied trailer traffic on UK roads

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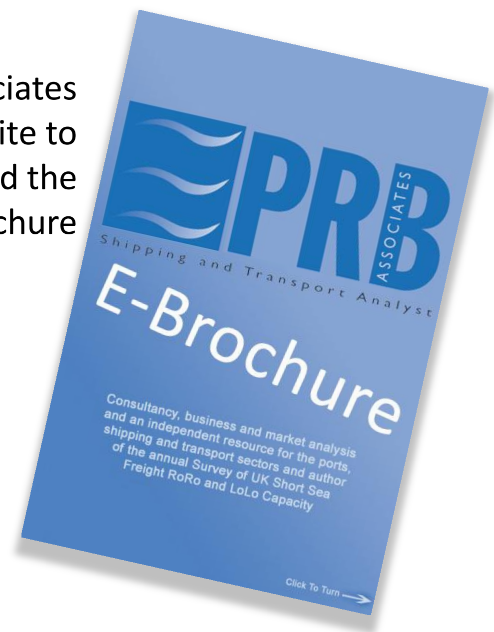

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