

Short Sea: Partner for the automotive Industry

Shipping view

April 2011

Some Facts & Figures

- Ownership is 50% NYK and 50% Wallenius Lines
- Company formed in 1990 - over 20 years trading
- Approx. 1.2 million cars & vans transported annually
- In excess of 10,000 high & heavy units a year, including mafi cargo
- Over 4,000 port calls in 2010 involving 80 different European ports
- A current fleet of 21 purpose-built pure car and truck carriers (PCTCs)
- Vessel loading capacities from 1000 to 5000 cars
- 250 employees (78 shore-based and 172 seagoing personnel)
- Headquarters in Oslo + 7 other locations
- Terminal operations in 5 ports
 - 1.1 M vehicles handled



M/V Baltic
Breeze



High &
Heavy



Oslo HQ

UECC Offices & Terminals



Zeebrugge



Pasajes



UECC Service Network

Norway

Vessel: **AutoBank**
 Frequency: Twice weekly
Bremerhaven - Oslo - Drammen ↻ Bremerhaven

Baltic

Vessels: **Arabian Breeze, Asian Breeze**
 Frequency: Weekly
*Southampton - Zeebrugge - Bremerhaven - Malmø - Wallhamn - Gdynia -
 Hanko - Kotka - St. Petersburg (i) - Ust Luga ↻ Southampton*

Vessel: **Vinni**
 Frequency: 10-day service
Bremerhaven - Wallhamn - St. Petersburg ↻ Bremerhaven

Biscay

Vessel: **AutoStar**
 Frequency: Weekly
Zeebrugge - Santander - Pasajes - Flushing ↻ Zeebrugge

Vessel: **AutoSky**
 Frequency: Weekly
Zeebrugge - Santander - Pasajes - Southampton ↻ Zeebrugge

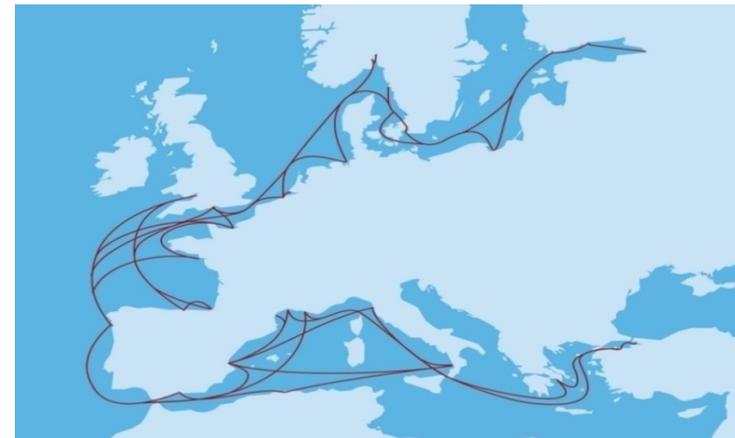
Vessel: **AutoPride**
 Frequency: Weekly
Pasajes - Hamburg ↻ Pasajes

Iberica

Vessel: **AutoBay**
 Frequency: Weekly
St. Nazaire - Vigo - Le Havre ↻ St. Nazaire

Vessel: **AutoBaltic**
 Frequency: Twice weekly
St. Nazaire - Vigo ↻ St. Nazaire

(w) - weekly, (f) - fortnightly, (i) - on inducement



Bristol

Vessel: **AutoSun**
 Frequency: 5-7 sailings / month
Pasajes - Portbury ↻ Pasajes

North / South

Vessels: **Baltic Breeze, Aegean Breeze, Traviata, Opal Leader, Coral Leader**
 Frequency: Weekly

Southbound: *Bremerhaven - Zeebrugge - Portbury - Vigo - Malaga (f) - Sagunto - Tarragona - Livorno - Piraeus - Derince - Borusan*
Northbound: *Derince - Borusan - Yenikoy - Marseilles - Vigo - Bremerhaven - Zeebrugge - Portbury*

Intramed & North Africa

Vessel: **AutoProgress**
 Frequency: 14-15 days
Gioia Tauro - Fos - Sagunto - Djen Djen - Casablanca (i) - Vigo - Djen Djen ↻ Gioia Tauro

Vessel: **AutoRunner**

Regular sailings serving the Mediterranean & North African ports including:

Gioia Tauro, Sagunto, Fos, Vigo, Djen Djen, Tripoli & Piraeus

UECC Fleet

Owned Vessels

Name	Car Cap. (RT)	Loading Cap.
M/V AUTOSUN	2 080	16,870 Sqm
M/V AUTOSKY	2 080	16,870 Sqm
M/V AUTOPROGRESS	1 220	9,890 Sqm
M/V AUTOPRIDE	1 220	9,890 Sqm
M/V AUTOSTAR	2 080	16,870 Sqm
M/V AUTOPRESTIGE	1 220	9,890 Sqm
M/V AUTOPREMIER	1 220	9,890 Sqm
M/V AUTORACER	1 060	8,480 Sqm
M/V AUTORUNNER	1 060	8,480 Sqm

Chartered Vessels

Name	Car Cap. (RT)	Loading Cap.
M/V AEGEAN BREEZE	3 175	27,658 Sqm
M/V ARABIAN BREEZE	3 175	27,658 Sqm
M/V ASIAN BREEZE	3 175	27,658 Sqm
M/V BALTIC BREEZE	3 175	27,658 Sqm
M/V CORAL LEADER	4 750	41,055 Sqm
M/V OPAL LEADER	4 750	41,055 Sqm
M/V AUTO BALTIC	1 525	13,115 Sqm
M/V AUTO BANK	1 525	13,115 Sqm
M/V AUTO BAY	1 525	13,115 Sqm
M/V TRAVIATA	4 579	40,340 Sqm
M/V VINNI	1 975	17,917 Sqm
M/V VIKING DRIVE	3 500	30,803 Sqm



M/V Autosun

19 vessels currently in operation
2 vessels in lay-up

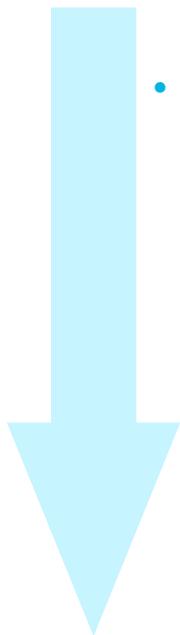
Market development



UECC adaptation

Market

Tramp

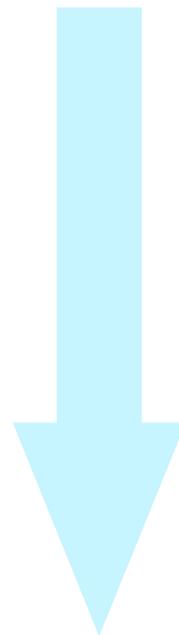


Liner

- Higher customer demands
 - Frequency
 - Transit time
 - Reliability
 - Environmental Sustainability
 - Complementary Activities

UECC Strategy

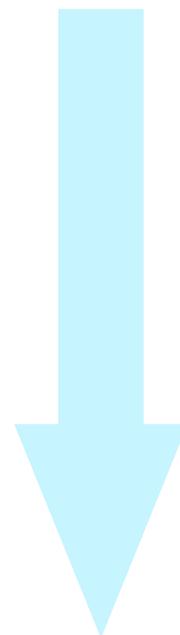
100% Car



70% Car/30% HH

UECC Fleet

PCC's



PCTC's

Market development



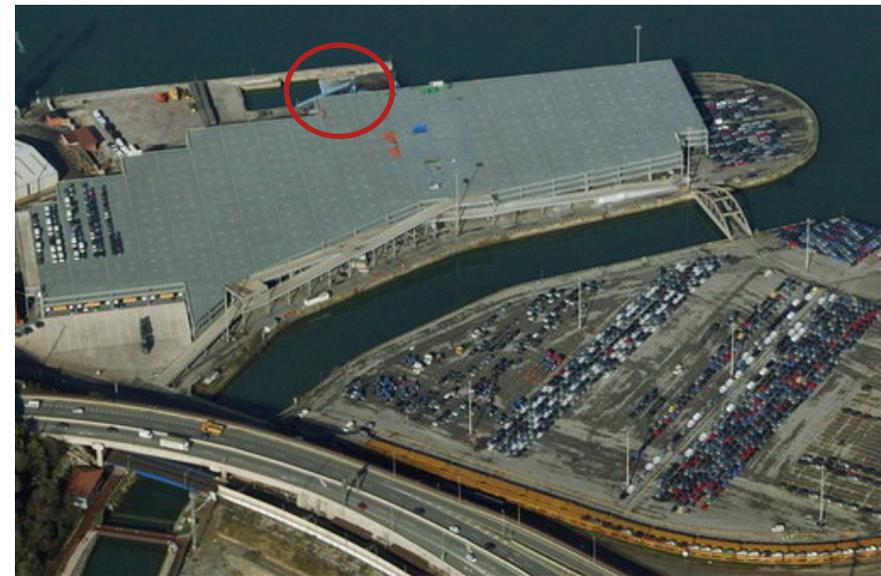
UECC adaptation

Customer's demands

UECC response

Reduce Transit time

- *Vessel's speed : 20/21 knots*
- *Capacity optimization*
- *Reduce time at port by:*
 - *Flexible port labor*
 - *Interface vessel / Berth (Link spans)*
 - *Speed up Cargo documents process*



Market development

><

UECC adaptation

Customer's demands

UECC response

Reliability & Predictability

- *Create cargo corridors*
- *Fixed liner services with fixed loading and discharging dates*
- *Increase Customer's interaction*
 - *Weekly forecast*
 - *Transparency*
 - *Process improvements*

Bristol Line



Iberia



Biscay



Market development

Customer's demands

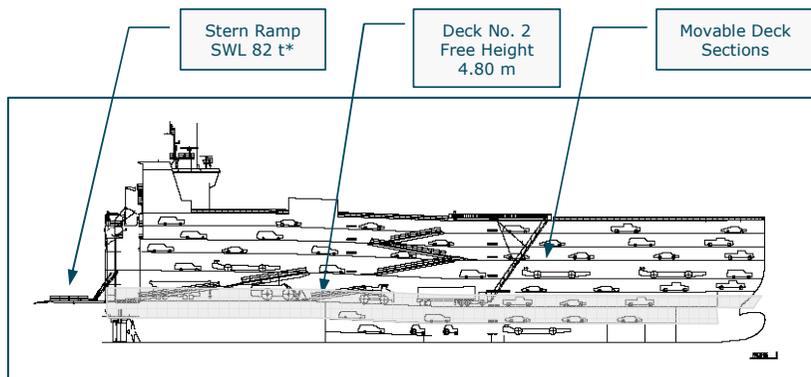


UECC adaptation

UECC response

Higher Frequency

- **Increase complimentary volume & cargo mix (Empty Legs)**
 - **HH Ro-Ro Cargo**
 - **Construction Equipment**
 - **Agricultural equipment**
 - **Abnormal / Project cargo**
 - **Trailers**
 - **Mafi / FTL**
- **Fixed space allocation HH**
- **Fleet adaptation to new cargo mix**
 - **replacing PCC -> PCTC**
 - **Stronger Ramps**
 - **Stronger and Higher Decks**
 - **Flexible vessel's configuration by movable section decks**



M/V Autosky, Deck Plan



Market development



UECC adaptation

Customer's demands

UECC response

Environmental Sustainability

- *Comply with all international regulations*
 - *Low sulfur bunkers*
 - *Waste disposal regulations*
- *Proactively work towards future standards*

IMO

- International Maritime Organization
- MARPOL

HELCOM

- The Helsinki Commission
- The Baltic Strategy

EU
Regulations

- EU directives and Regulations
- TBT in antifouling
- Inland waterways



Market development



UECC adaptation

Customer's demands

UECC response

Complementary Activities

- *Inland Solutions*
 - *Segregation (sold/unsold)*
 - *PDI*
 - *Pre/On Carriage (Road-Rail)*



Market development



UECC adaptation

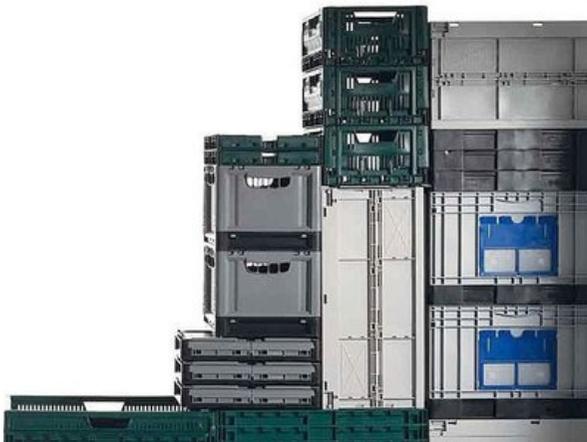


Partnership: New Challenges



Inbound logistics

- **1st Stage:**
 - *Raw material*
 - *Steel coils and plates*
 - *Foundry parts*
 - *Empty packaging*
- **Next stage:**
 - *Components to the assembly chain*



Thank you very much for your attention

