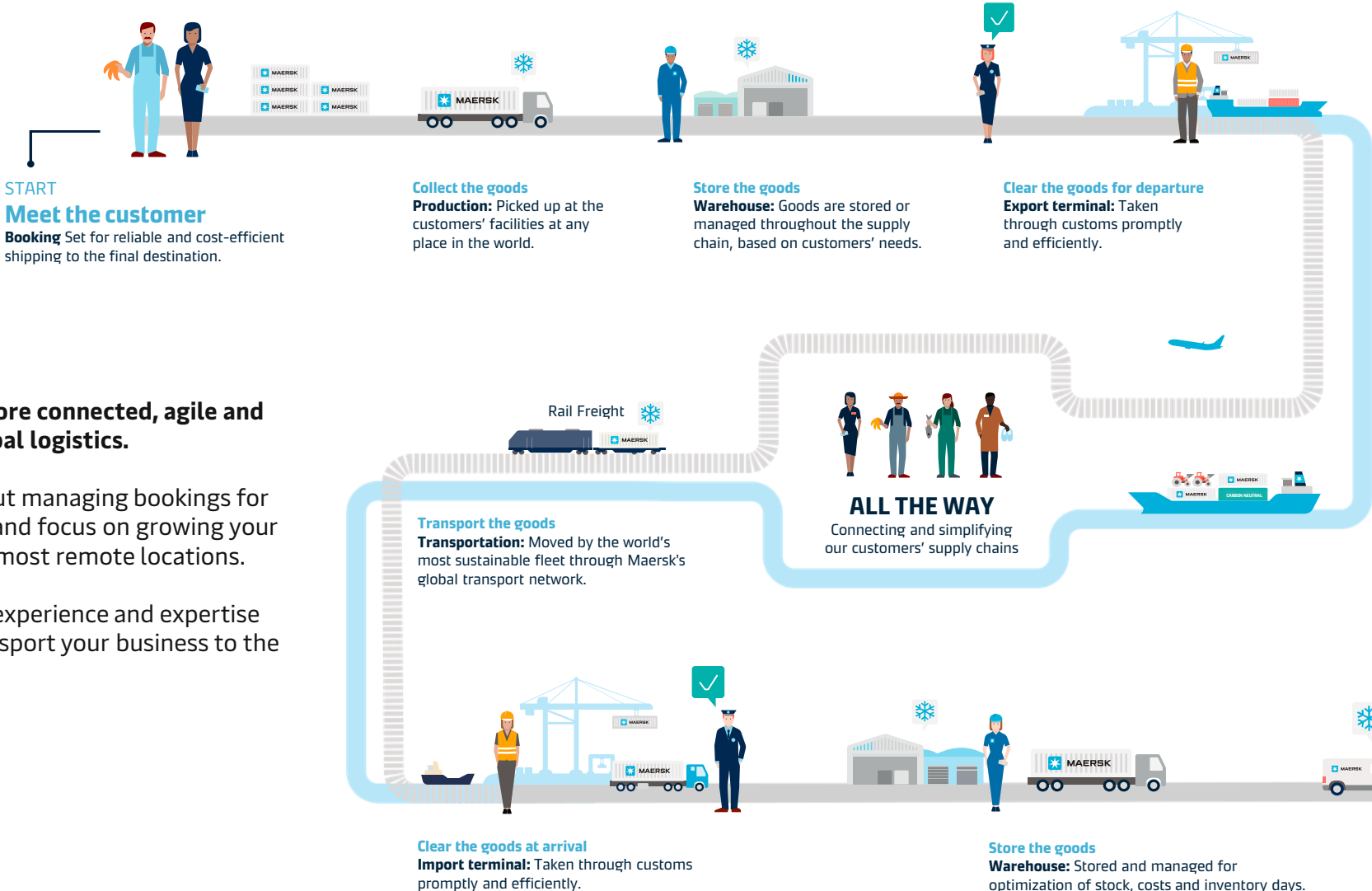




Development of container liner traffic to port of Vaasa Konttiliikenteen kehittäminen Vaasan satamaan

Karolina Kolehmainen Vaasa 14.05.2024

Improving life for all by **integrating the world**



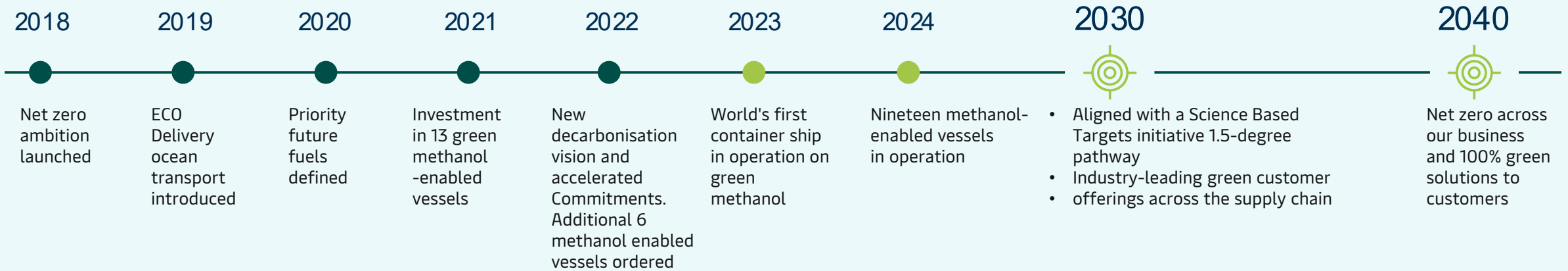
Our vision is to deliver a more connected, agile and sustainable future for global logistics.

We want you to forget about managing bookings for your ocean logistics needs and focus on growing your business to reach even the most remote locations.

Leverage our 120 years of experience and expertise with global logistics to transport your business to the future



Roadmap to deliver net zero by 2040



OUR DECARBONISATION COMMITMENTS



2030: Industry-leading green customer offerings across the supply chain

- Ocean: Min. 25% of cargo transported with green fuels.
- Air: Min. 30% of cargo transported with Sustainable Aviation Fuels.
- Contract logistics and cold chain: Min. 90% green operations (scope 1 and 2).
- Inland transportation: Min 20% of customer cargo moves on renewable electricity and/or green fuels.



2030: Aligned with a Science Based Targets initiative 1.5-degree pathway

- Ocean ~50% reduction in emission intensity (2020 baseline).
- Terminals ~70% absolute reduction of scope 1 and 2 emissions (2020 baseline).
- Natural Climate Solutions used above and beyond 1.5-degree target to sequester at least 5 million tonnes GHG in 2030.



2040: Net zero across our business and 100% green solutions to customers

- 100% green solutions to our customers.
- Net zero greenhouse gas emission across all scopes and businesses.
- Aligned with the Net Zero criteria of the Science Based Targets initiative and a pathway to limit global warming to 1.5 degree resulting in emissions reductions of at least 90% from 2020 levels.

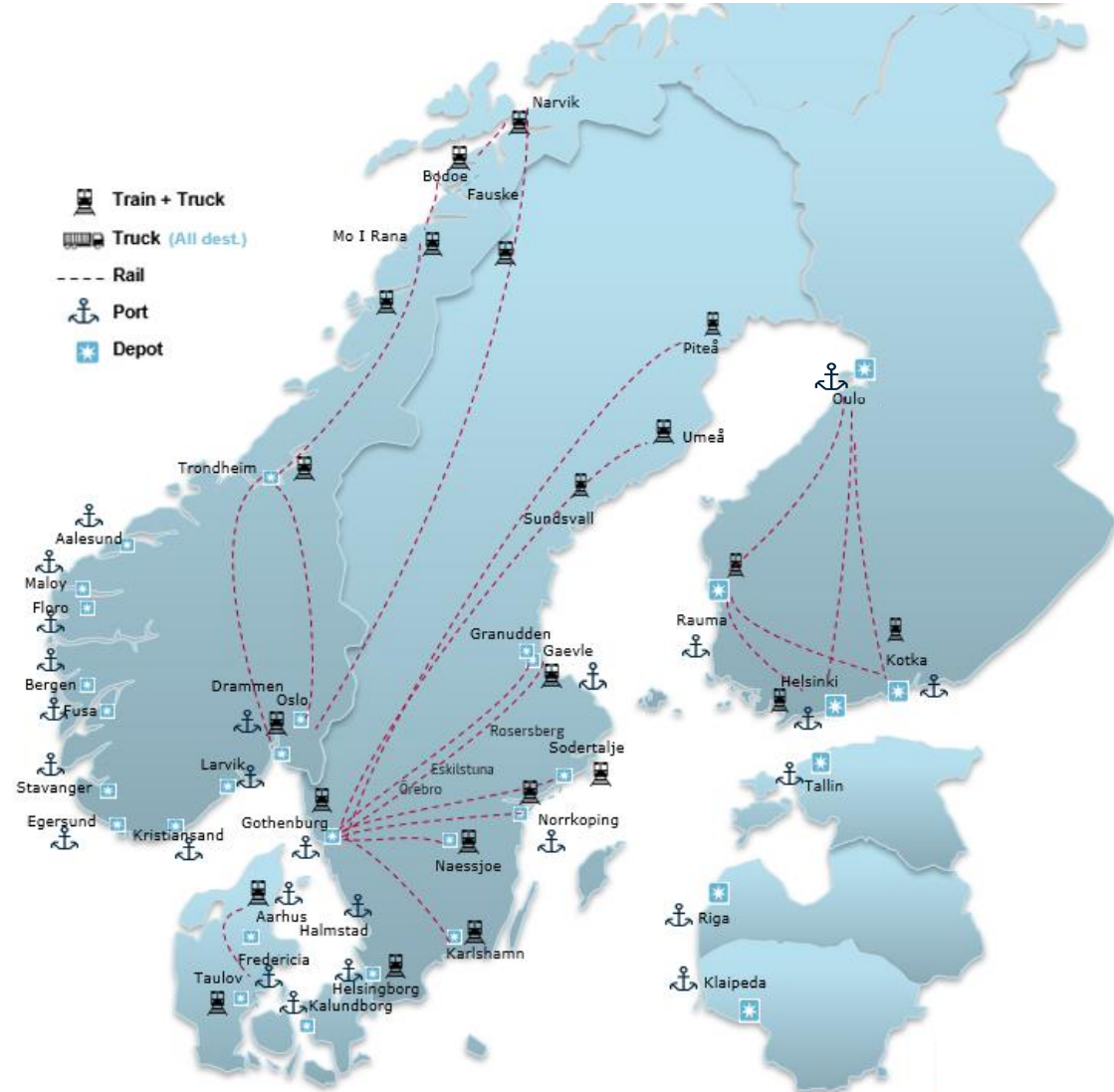
Our **customer commitment** to decarbonise their supply chains in time and...

...a **societal commitment** to act and drive impact in this decade



Feeder Network in the Nordics

- Current feeder network is subject to new business.
- Finland: One Departure per week per port
 - Kotka is called by Maersk own vessel
 - Helsinki and Rauma → Unifeeder
 - Oulu → Wallenius SOL
- Kotka and Helsinki connects with Bremerhaven
- Rauma with Bremerhaven and Hamburg
 - Transit Time 4-5 Days
- Oulu connects with Antwerp
 - Transit 6-7 Days
- Mother vessels calling Aarhus and Gothenburg



Evaluating a new port addition in the feeder network



STRATEGIC PLANNING

Identifying the market and the need for new service



COMMERCIAL PLAN

Forecasted income and the costs to operate

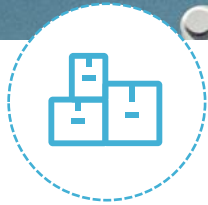


IMPLEMENTATION

Project plan to have new lane operational
Monitoring performance

Step 1: Strategic planning

Where to start?



ANALYSIS:

- Making a business case
- Identifying the Customers
- Is it new or existing business
- Investments in the area



CARGO TYPE AND VOLUME:

- Volume forecast from customers
- Seasonality of the shipments
- Import and export in balance
- Container types required
- Trade balance per equipment type
- 50 move counts/leg → VSA
- 100 move counts/leg → Own vessel
- For Break bulk and OOG, lost slots are calculated as one move count
- DG and refrigerated cargo



OPERATIONAL:

- Network engineering, type of vessel
- Transshipment port chosen to, efficiently utilize ocean vessels
- Review of existing network, should a new loop be added or extend an existing one
- Establishment of depot
- Efficiency in port (turnaround time)
- Crane capacity
- managing moves within the terminal



OTHER FACTORS:

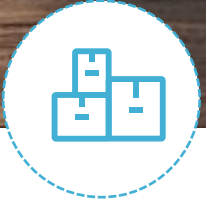
- Services needed in the port terminal
- Potential for VAS, Logistics and Services: Warehouse, LCL etc
- Right port infrastructure to seamlessly move cargo between different transport modes



Step 2: Commercial Plan



- OPERATIONAL COSTS**
- Operational costs for following elements;
 - Port charges, vessel operations, container management
 - Charges for container storage and terminal moves
 - Calculation of the total operating costs



- INCOME FORECAST:**
- Rates we will offer to Customers
 - Including an offer rate that considers transshipment costs in HUB port
 - Revenue generated from the volume forecast
 - Potential to reduce Emission but what if it comes with a premium rate?



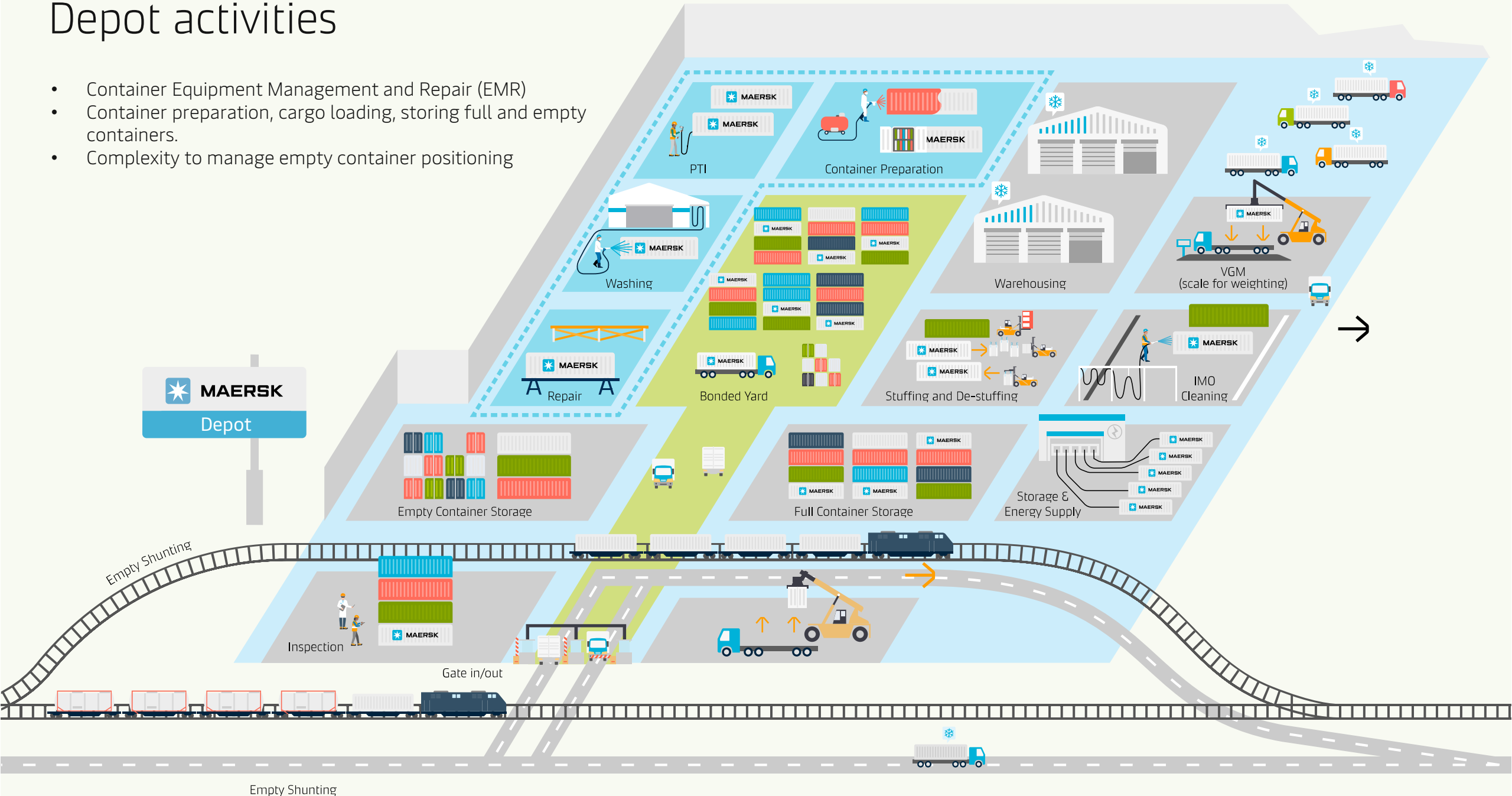
- DEPOT AND MAINTENANCE :**
- Full depot and maintenance service
 - Cost of ownership, need more containers in network to keep stock
 - Equipment positioning charges: 8 % of the total operational costs
 - 1 out of 3 containers are moved empty
 - Storage charges 5 % of operating costs(equ specific charges)



- OTHER COSTS:**
- Fairway charges that increase the ocean freight rate
 - Bunker charges (based on market and vessel speed/consumption)

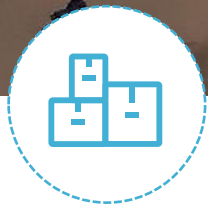
Depot activities

- Container Equipment Management and Repair (EMR)
- Container preparation, cargo loading, storing full and empty containers.
- Complexity to manage empty container positioning



Step 3: Implementation

How to operate?



DECISION MAKING:

- Review if the proposal is viable enough to be added to network .
- How does it affect the global network and utilization of ships
- Making sure we can provide a reliable schedule to client and increase global coverage with good lead times



OPERATIONAL PLAN:

- Firm project plan based on the strategic and commercial factors
- Timeline to establish first vessel call and depot
- Set up monitoring of container movements and positioning
- Internal system updates:
- Creating routing codes, Allocations, vessel schedules with update rates in our systems



AGREEMENTS AND AUTHORITIES:

- Choosing operational model: Own vessel or sharing agreement
- Commitment from clients
- Setting up cargo stowage planning-procedure and bayplan sending with terminal
- EDI connection with Customs for manifests and other mandatory reporting to authorities
- EDI with terminal for VGM submission and transmission of Gate in/Out moves.



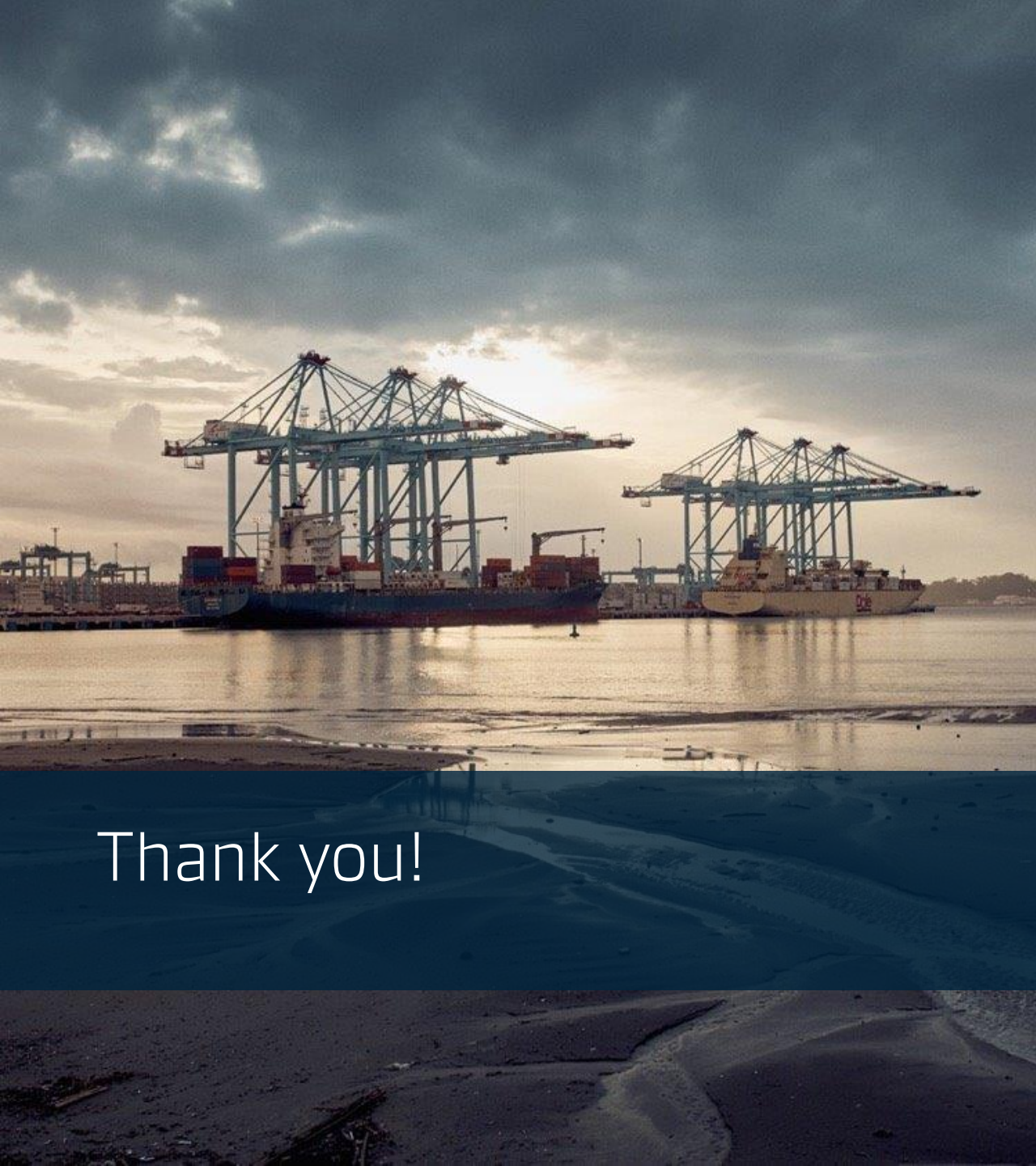
IMPLEMENTATION

- 2-3 months after decision
- Continuous performance monitoring



Planning for smooth sailing!

Maersk team monitoring the vessel traffic and prepared to make contingency plan ALL THE WAY in case of disruptions caused by Strikes, Wars, Pandemics, Suez / Panama Canal restrictions or other factors!



Thank you!

Please contact for further inquiries:

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