"We create port, terminal and transport solutions across Europe."
VISION

Bridging – Expanding – Leading
COOPERATION IS THE KEY

• The Øresundbridge was opened in 2000 – huge opportunities for the region
• CMP was founded in 2001 to meet the new market
• With two ports = better utilization factor (personnel, berths, terminal areas, cranes and other equipment
• Synergies (sell more on a larger market place – Øresundregion)
• Avoid “double investments”
• Economy of scale
• Improved market position – “Big is Beautiful”
• Strong economic platform
• Improved competitiveness
CMP is a private Swedish limited company with businesses in both Sweden and Denmark.

In total 21 owners whereof 19 private investors.

The corporate governance is primarily based on the Swedish Companies Act.

The ambition is to apply the code as far as possible but CMP is not formally covered by it.
CMP IN COPENHAGEN
CMP IN MALMÖ
CMP – A FULL SERVICE CORE PORT

- Two countries – two cities – one port
- Future expansion – new port facilities
- Largest hub for new cars in Scandinavia
- Leading cruise port in Northern Europe
- A designated Core Port in the European TEN network
Europe has over 1,200 ports
- 83 of which are designated as Core Ports
- Core Ports are very important in the development of European transport corridors
- Five Core Ports are located in Sweden: Luleå, Stockholm, Gothenburg, Malmö and Trelleborg
- Two Core Ports are located in Denmark: Copenhagen and Århus
- A Core Port has a strategic location and a modern infrastructure is crucial
EU’s TRANSPORT SYSTEM (TEN NETWORK)

- Within EU there are 9 transport corridors
- Striving to link all types of goods together
- Efficient ways of transporting goods are crucial for cost effective transports
- The ScanMed corridor is the longest
- ScanMed accounting for 27% of EU GDP
Ten markets around the Baltic Sea accessible via CMP
100 million consumers
One of the oldest and busiest trading routes in the world
Accounting for about 15% of global sea traffic
A dense port network, with approx. 250 ports
A strategic transport route for oil exports to the rest of Europe and beyond
Established logistics hub in the northern Europe Region

NYK Line
MOL Line
Wallenius Wilhelmsen Lines
K-Line

Deep Sea (Ro/Ro – PCTC):
1 call every week. All operators provide world wide transport solutions.

Short Sea:
KESS
EML
UECC
Finnlines
3 calls per week (RoRo)

Rail services:
Green Cargo
GEFCO
Daily Call
Weekly Call

Weekly service (RoRo)
weekly service (RoRo)
3 times per day (RoRo)
- trailers/mafi waggons etc
CRUISE SHIPS IN THE BALTIC
DEEPENING OF DROGDEN

- 40,000 – 45,000 ships annually in Öresund
- Some cruise ships must currently sail around Zealand (8 – 10 extra hours)
- Larger ships require deeper water
- Depth of water 8 m
- Can be deepened to 10 m

Level of investment
Depth of water 10 m: DKK 790 million
Depth of water 8 m: DKK 400 million
HOW TO TRANSPORT GOODS IN AN ENVIRONMENTALLY FRIENDLY WAY
SHIPPING IS A SUSTAINABLE SOLUTION

- Contributes to Sweden meeting its climate objectives
- The ports are investing in sustainable initiatives
- Sweden’s ports handle black and grey water
- The EU’s sulphur directive = marine fuel which is used in Northern Europe may contain a maximum of 0.1 % sulphur
- The sulphur directive was introduced in 2015
- Has delivered clear environmental improvements
- LNG-powered vessels – very efficient with low impact on the environment

REDUCTION SULPHUR DIOXIDE (ton SO₂)
Gothenburg region

<table>
<thead>
<tr>
<th>Year</th>
<th>Reduction SO₂ (ton)</th>
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</thead>
<tbody>
<tr>
<td>2014</td>
<td>330</td>
</tr>
<tr>
<td>2015</td>
<td>91</td>
</tr>
</tbody>
</table>
Mr. Glenn Edvardsen, CEO of UECC, cordially invites you to the Naming Ceremony of the world's 2nd Dual Fuel LNG PCTC -

**M/V AUTO ENERGY**

We would be honoured by your presence at the ceremony celebrating the naming of the most technically advanced PCTC ever built!

**Tuesday 7 February 2017**

Port of Malmö - Sweden

Grimsbygaten 21, 211 20 Malmö, Sweden

12:30 Naming Ceremony commences with traditional ship christening
13:30 Lunch inside the Cruise Terminal building
15:00 Guided tour of the remarkable AUTO ENERGY
16:30 Completion of the tour of the AUTO ENERGY: Ceremony concludes

Dress code: Business formal

**Kindly RSVP by 23rd January 2017**

For RSVP or more information, contact: Evie Khoo, Sales & Marketing Coordinator, ekh@uecc.com +47 9191 29 93
EQUAL CONDITIONS FOR DIFFERENT MODES OF TRANSPORT ARE NEEDED
FACTS, SHIPPING

- 95% of the Swedish trade is made possible via the Swedish ports
- Helps to streamline freight traffic
- Shipping significant for cross-border transports
- The Shipping industry has a huge potential to contribute in relieving the road network
  - Intermodal transport 3%
  - Road transport 97%
- The conditions within the transport market differ between different operators

DISTRIBUTION TYPES OF TRANSPORT
Concerns Malmö & Trelleborg

- Intermodal transport 3%
- Road transport 97%
THE ECSA REPORT 2016

• The European Community Shipowner’s Association (ECSA) has charted the differences between road and sea transport in terms of administrative handling
FREIGHT TRANSPORT FROM THE NETHERLANDS TO SWEDEN (BORÅS)

- Blue line shows the shipping route
- Orange line shows road transport
ADMINISTRATION - SHIPPING

1. Transport to port of loading – the driver issues a bill of lading
2. The sender declares the freight’s status
3. The shipping company registers the container in the common freight handling system in the port
4. The shipping company submits a bill of lading to the terminal and declares the freight’s status
5. The port terminal checks the freight declaration
6. The ship’s manifest (!) is updated by the shipping company with information about the freight’s status etc.
7. The ship issues mandatory IMO FAL forms to various Dutch authorities and Rotterdam’s port before departure
8. The ship submits details via the Swedish contact point (Single Window) before and after arrival to Gothenburg and on departure
9. The shipping company brings the container into the Swedish customs system by submitting the manifest
10. The shipping company declares the freight in Gothenburg’s port system
11. The port terminal checks the freight documentation
12. Transport from port of shipment – the driver issues a bill of lading
1. The driver issues a CMR letter, i.e. one bill of lading – applies all the way from the Netherlands to Sweden
HOW CAN THE PORTS AND THE SHIPPING MARKET CONTRIBUTE?

1. Shipping relieves the road network
   a) Less traffic
   b) Safer roads
   c) Less impact on the environment

2. The holistic perspective is important
   a) Efforts in one port is not enough, we all have to contribute to reduce the environmental impact

3. Attract the vessels to call at several ports on the same route – more efficient

4. A willingness and courage to invest for the future, examples:
   a) Infrastructure (road, rail a.s.o.)
   b) Drogden

5. Industrial symbiosis
• Our ambition is to increase freight via ships and relieve the road network from trucks
• With ship transportation the impact on the environment is less negative
THANK YOU FOR YOUR ATTENTION!