



1

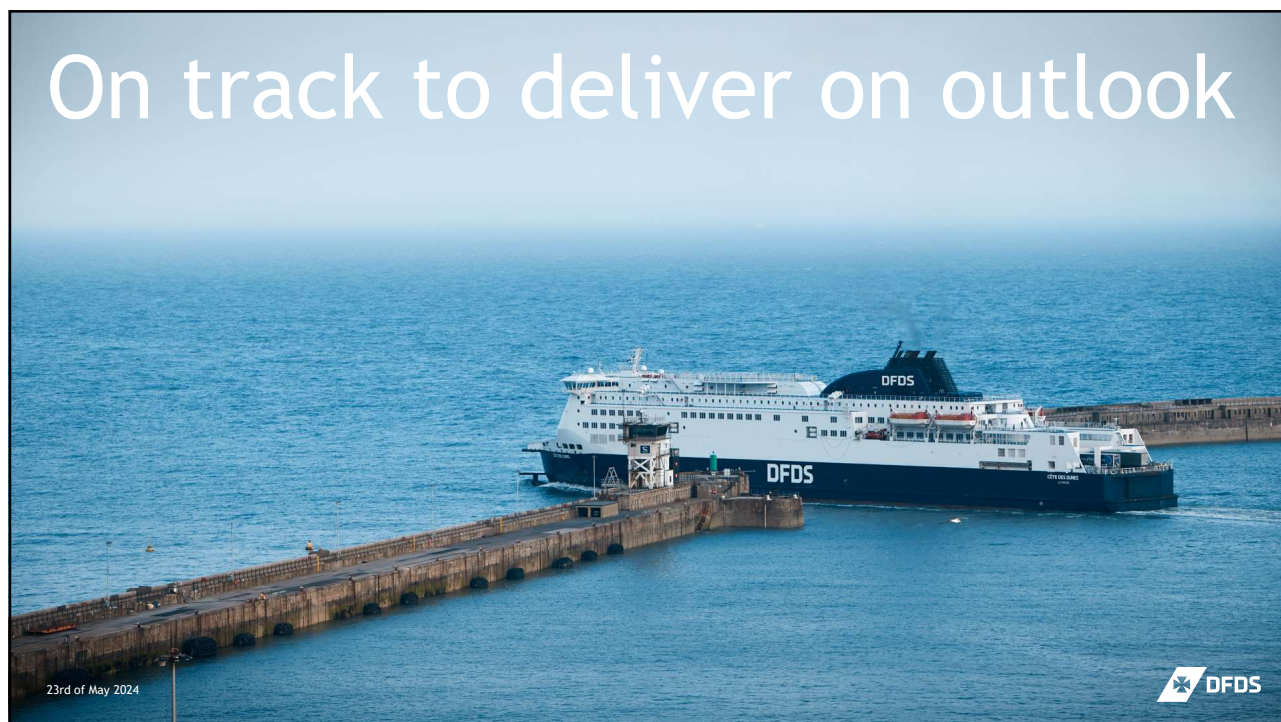


2

Jesper Hartvig Nielsen  
Head of Fleet Management  
DFDS Seaways

3

On track to deliver on outlook



4

# Agenda

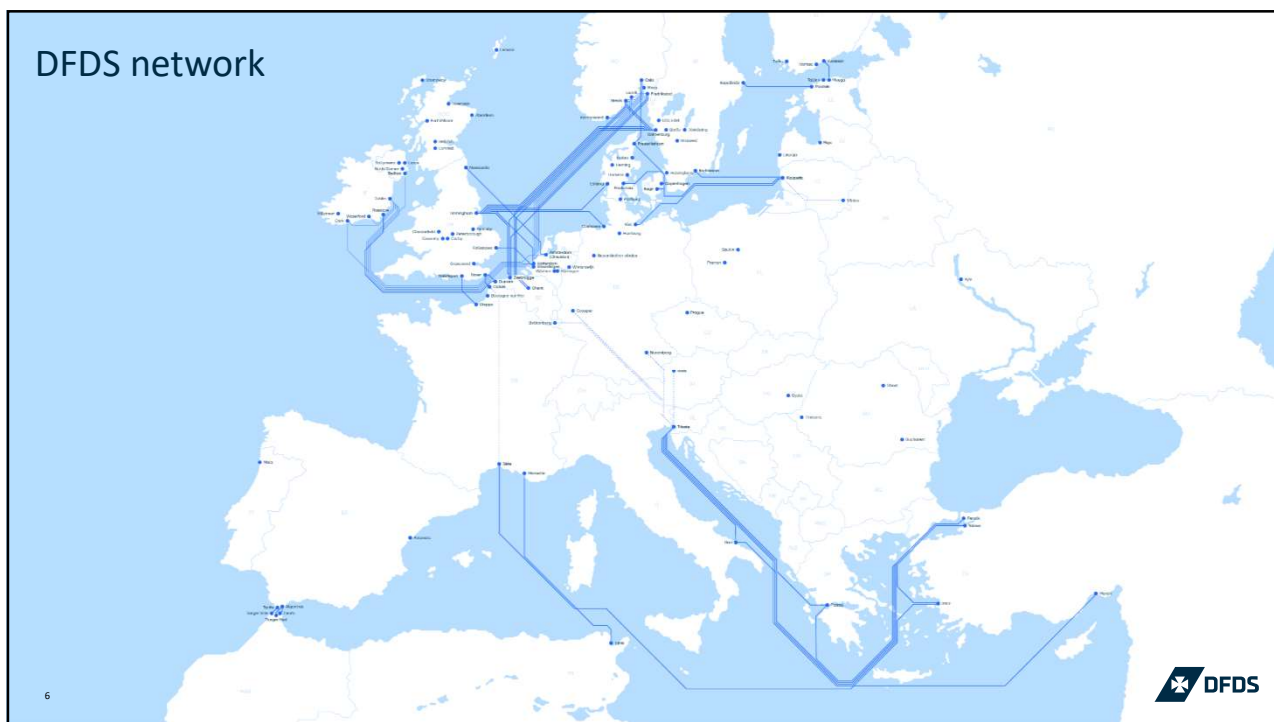
- DFDS at a glance
- Market
- Outlook
- Moving to green

5



5

## DFDS network



6

6

## Market: Q1 result ahead of expectations in challenging market environment

### Overcapacity impacting amid good results

Freight ferry volume pick-up in several areas

Freight ferry pricing pressure rising in overcapacity areas

Passenger result improved

More vessels, both RoRo and RoPax are now open in the market

### Gradual market recovery expected

Mixed demand picture – gradual recovery is still base case scenario

Continued overcapacity expected in Channel and Baltic Sea ferry markets

Mediterranean market under pressure but expected to recover

### Network expanded

Strait of Gibraltar routes added to ferry network from 10 January

Agreement to acquire Ekol Logistics' international transport network – closing expected Q4 2024

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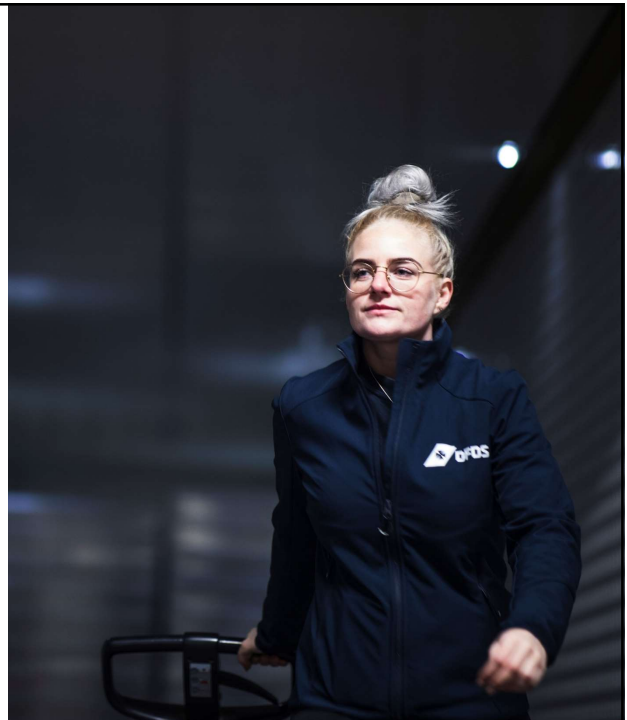
DFDS

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## Outlook: 2024 still based on overall flat market environment

- **European** growth still expected to rebound slightly rest of year
- **Freight** markets mixed picture – overall flattish expectation
- **Turkish** growth expected to increase in second half of 2024
- **Passenger** market still expected to benefit from pockets of recovery

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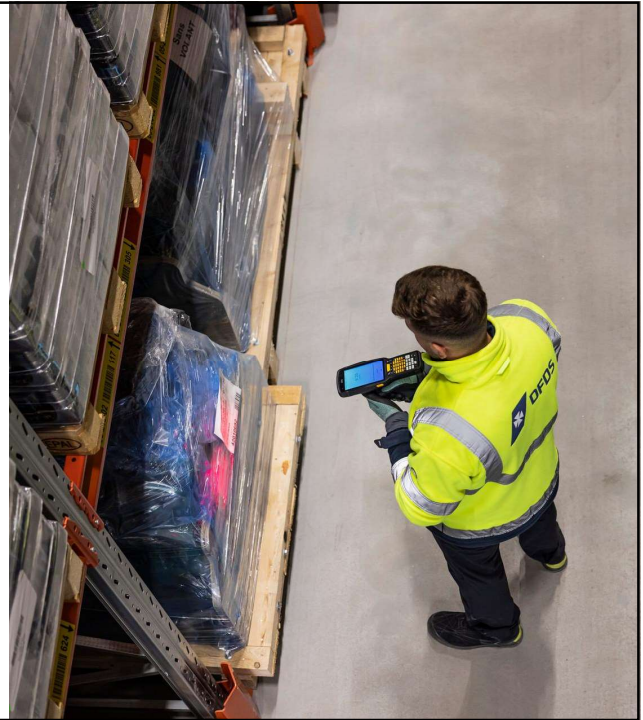


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## Outlook: Key priorities for 2024 – unlocking value

- **Organic growth** focus
- **Operational efficiencies** – drive improvement in select areas
- **Green transition** – deliver on short- and long-term targets
- **Strait of Gibraltar** integration
- **Ekol Logistics** integration preparation

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## Moving to green: Our greenhouse gas reduction targets

2030



45% reduction  
in CO<sub>2</sub> intensity  
from ferries<sup>1</sup>



75% reduction  
in GHG intensity  
from road transport,  
terminals & warehousing<sup>2</sup>

2050

Net zero



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1. Scope 1, TtW CO<sub>2</sub> reduction from 20082. Scopes 1 & 2, WtW CO<sub>2</sub>e reduction from 2022 – percentage intensity depends on growth rate

DFDS

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## Moving to green: Progress across green targets

- **Ferry CO2** emission intensity reduced 3% across route network in Q1 2024
- New **shore-power** facility in Vlaardingen port terminal – 2.1-2.3k tons CO2e annual decrease
- **Green RoRo** corridor project – capex/opex funding application submitted to EU
- **E-trucks:** another 100 ordered bringing total (ordered) fleet to 225 – 105 deployed end Q1

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## Moving to green: **Vessels of Tomorrow:** Ferry transition to 2030 and beyond fuelled by low and zero-emission fuels

● 2026 ————— 2026-30 ————— 2028-29 ————— 2029-30 ————— 2029-30 —————>



**Ghent green**  
Electrical barge



**Methanol-fuelled**  
Ro-Ro Conversion



**Methanol-fuelled**  
Ro-Pax newbuilds



**Channel electrification**  
Battery-powered newbuilds



**Ammonia-fuelled**  
Ro-Ro newbuilds



- Collaboration with authorities on the risk-based approval process
- Collaboration with ports on bunker standards, procedures and safety aspects
- Collaboration with equipment suppliers, monitoring and sourcing of new fuels and technologies

DFDS

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Henrik Tidblad  
Chartering Manager  
Stena RoRo

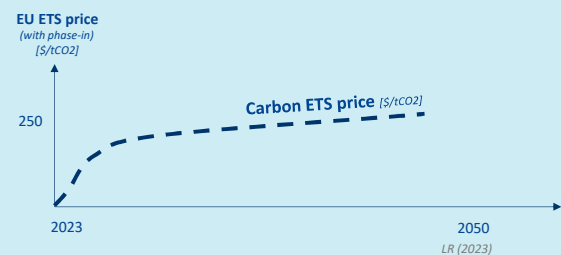
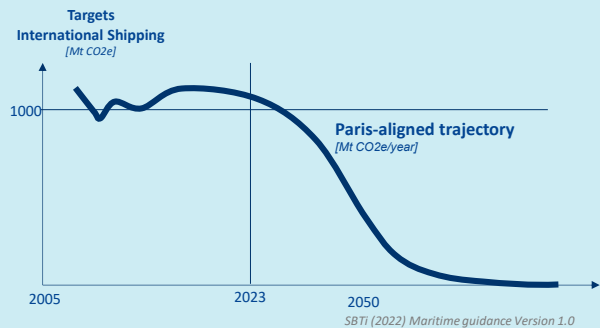
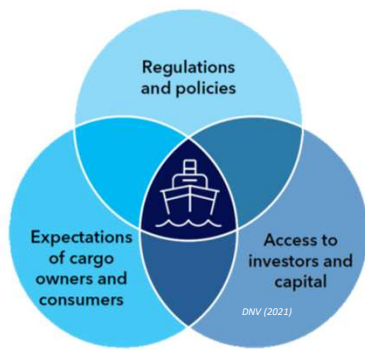
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## The Climate Challenge

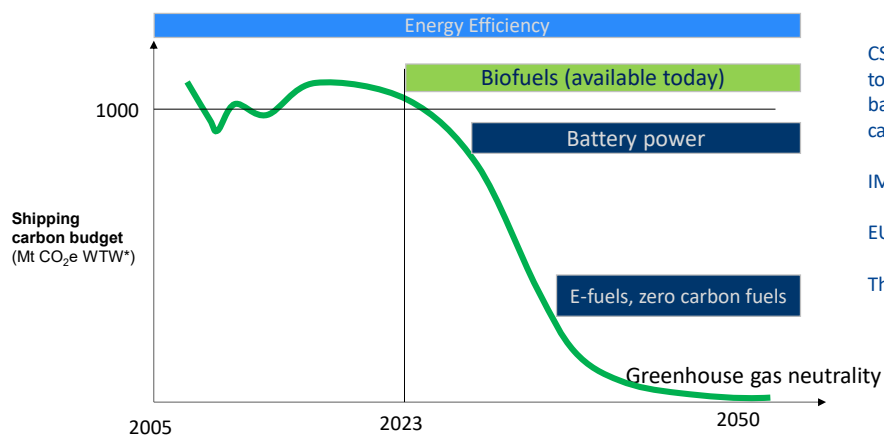
Shipping to be net-zero by/around 2050 (IMO Revised Ambition), along with increasing cost of emitting fossil carbon.



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## To reach global GHG emission targets, sea transport must move away from fossil fuels

Science Based Targets Initiative (2022) Maritime guidance. Plot represents a 1.5°C-aligned trajectory



\*WTW = Well-To-Wake, from extraction of raw materials to fuel use onboard.

CSDD – EU directive requires companies to disclose how to align with science-based targets (Paris Agreement) – carbon offsetting not accepted.

IMO GHG strategy revision MEPC 80

EU ETS for shipping 2024

The cost of emitting is here !!

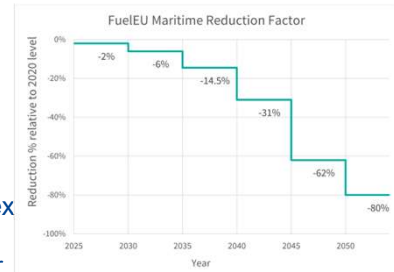
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## Regulatory Perspective EU

*EU is taking the lead – but the landscape is complex!*

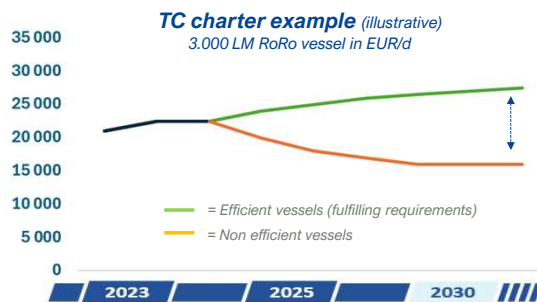
- **Fit for 55** – increased ambitions for EU
  - EU target for climate neutrality by 2050
  - **EU ETS** for shipping 2024
  - Revised plan of the **Energy Taxation Directive**
  - **FuelEU** annual reduction targets for shipping
  - **Renewable Energy Directive (RED)** →
- → **RED - revised transportation targets by 2030 EU (RED III Annex IX B)**
  - **7% cap on food and feed crops** of the energy for transportation for each member state
  - **1.7% waste oil cap** (no cap for aviation in ReFuelEU – will divert UCO and animal fat from biodiesel to SAF)
  - **Target 5.5% advanced biofuel & hydrogen.**
  - **Multipliers:** renewable electricity will count 4 times its energy content (road and rail), non-food renewables will count 1.2 times for shipping.
- **EU penalizing first generation (crop-based) fuel**
  - Energy taxation directive treats crop-based fuel as fossil fuel.
  - RED is setting a cap for first generation.
- **IMO & UK are following**



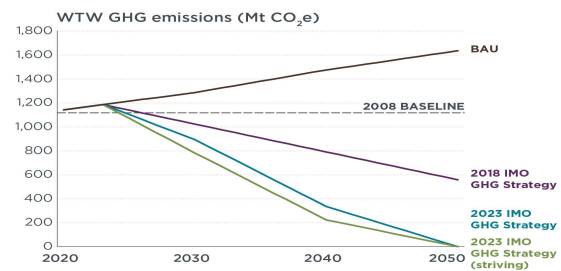
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## New regulations will create a "two tier" market

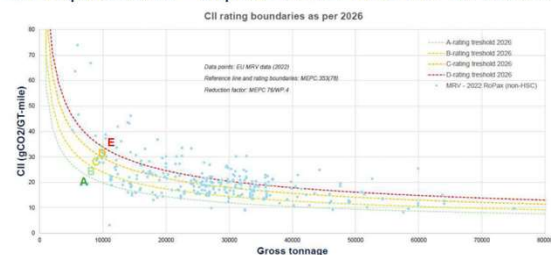
Due to new regulation few vessels will remain competitive without significant investments or use of alt fuels



Emission Reduction Targets	<b>CII</b> An IMO directive requiring increased operational efficiency	<b>FuelEU Maritime</b> A framework to increase the share of renewable and low-carbon fuels in the fuel mix of international maritime transport	<b>IMO Target</b> 40% reduction in carbon intensity relative to 2008
	<b>EEI</b> An IMO directive requiring significant energy efficiency improvements in the existing fleet		<b>EU Target</b> 55% reduction in emissions compared to 1990 levels
	<b>EU ETS</b> Shipping to be included in the EU emissions trading system		<b>US Target</b> 50-52% reduction compared to 2005 levels

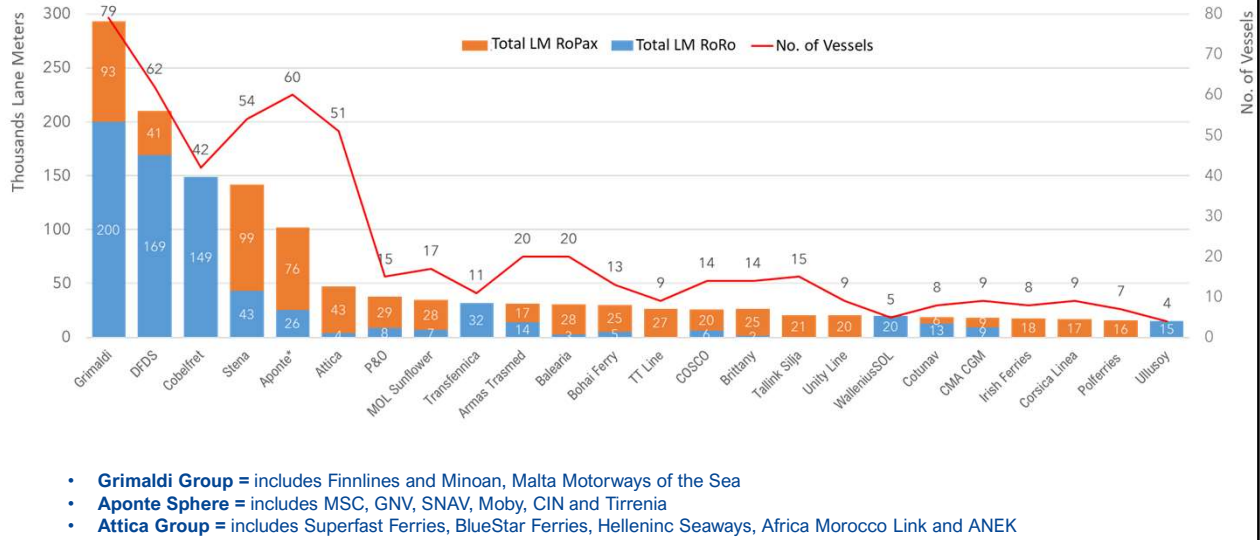


## CII requirements – impact on non-HSC RoPax vessels



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## RORO and ROPAX Operators, ranked in size (LM)

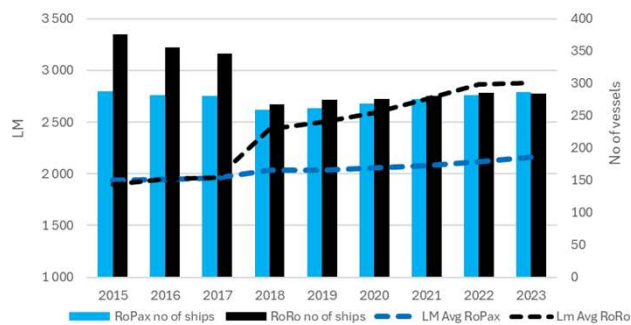


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## RORO and ROPAX Market

*The trend which has been established for several years continue to apply i.e. smaller ships are removed and larger ships are added. This is resulting in a reduction of the total number of ships over time. However, the total lane meter capacity of the fleet remains intact or increasing.*

	Number of ships	Total Lanemeters
<b>RoRo:</b>	284	817,674
<b>RoPax:</b>	286	617,717



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## ROPAX Market - Operators & Owners of vessels

*Minimal scrapping but older ferries tend to be replaced by new/modern RoPax vessels.  
All new ships delivered are large i.e above 3.000 LM*

### Top 3 Players:

#### 1. Stena Line

- 14 Vessels 53.900 LM

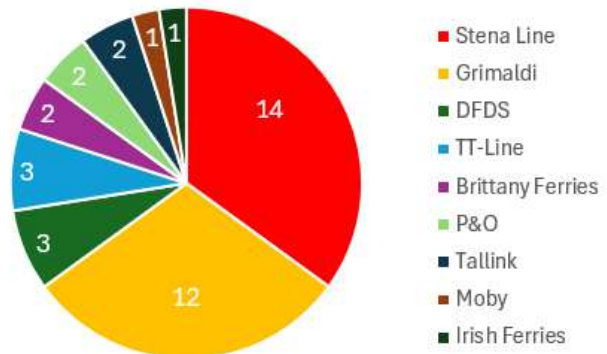
#### 2. Grimaldi

- 12 Vessels 45.100 LM

#### 3. DFDS

- 3 Vessels 12.100 LM

### Vessel size +3.000 LM Approx 40 vessels in the market



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## RORO Market - Operators & Owners of vessels

*Many newbuilds were deployed in the market during 2020 to 2022. All new ships delivered are large i.e + 4.000 LM.  
The control of ships have been even more concentrated to Grimaldi, DFDS, CLdN, especially on the larger ships,  
These large ships together with strategic routes can be characterized as "entry barriers".*

### Top 3 Players:

#### 1. Grimaldi

- 32 Vessels 164.700 LM

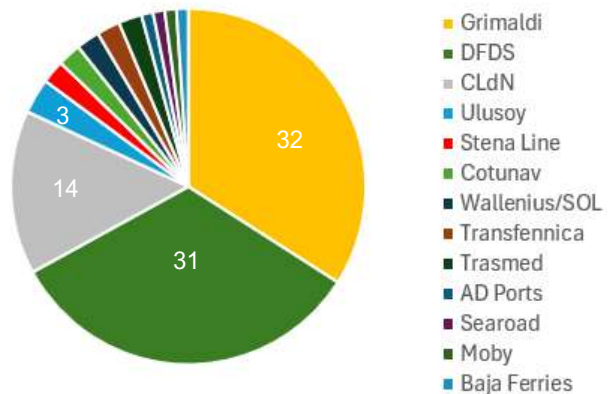
#### 2. DFDS

- 31 Vessels 141.300 LM

#### 3. CLdN

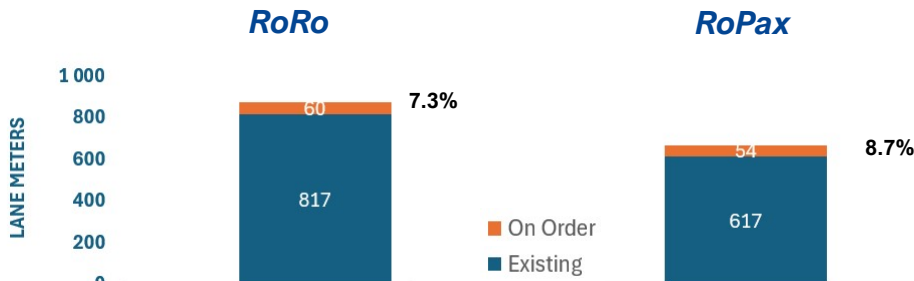
- 14 Vessels 73.000 LM

### Vessel size +3.000 LM Approx 90 vessels in the market



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### Modest orderbook in near term 2024-2026



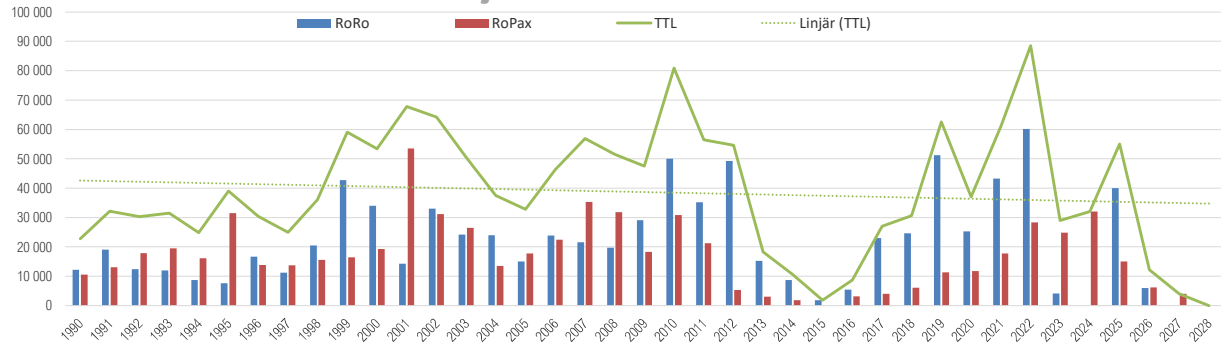
- CLdN, Grimaldi & Stena represents 60% of orderstock
- Stenas share 10%  
(2 NewMax for Stena Line)
- Average size 4.300 LM
- Mixed number of operators have placed orders
- Stenas share 19%  
(2xE-Flex BF, 1xE-Flex MAI, 1xE-Flex Corsica Linea)
- Average size 3.000 LM

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### History delivered LM

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
RoRo	12,223	19,106	12,414	11,954	8,680	7,585	16,655	11,245	20,471	42,704	34,035	14,295	32,978	24,183	23,932	15,036	23,862	21,559	19,692	29,147	50,055	35,222	49,299	15,240	8,750	1,800	5,460	23,000	24,600	51,200	25,300	43,300	60,200	4,100
RoPax	10,545	13,065	17,921	19,557	16,119	31,469	13,783	13,765	15,569	16,431	19,338	53,486	31,191	26,452	13,525	17,810	22,450	35,300	31,840	18,340	30,840	21,250	5,350	3,070	1,800	0	3,200	4,000	6,050	11,338	11,800	17,746	28,380	24,846
TTL	22,768	32,171	30,335	31,511	24,799	39,054	30,438	25,010	36,040	59,135	53,373	67,781	64,169	50,635	37,457	32,846	46,312	56,859	51,532	47,487	80,895	56,472	54,649	18,310	10,550	1,800	8,660	27,000	30,650	62,538	37,100	61,046	88,580	28,946

### Historical and Projected Lanemeter Deliveries



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## WE ARE STENA RORO

The leading innovator of the roll on/roll off cargo and passenger concepts.



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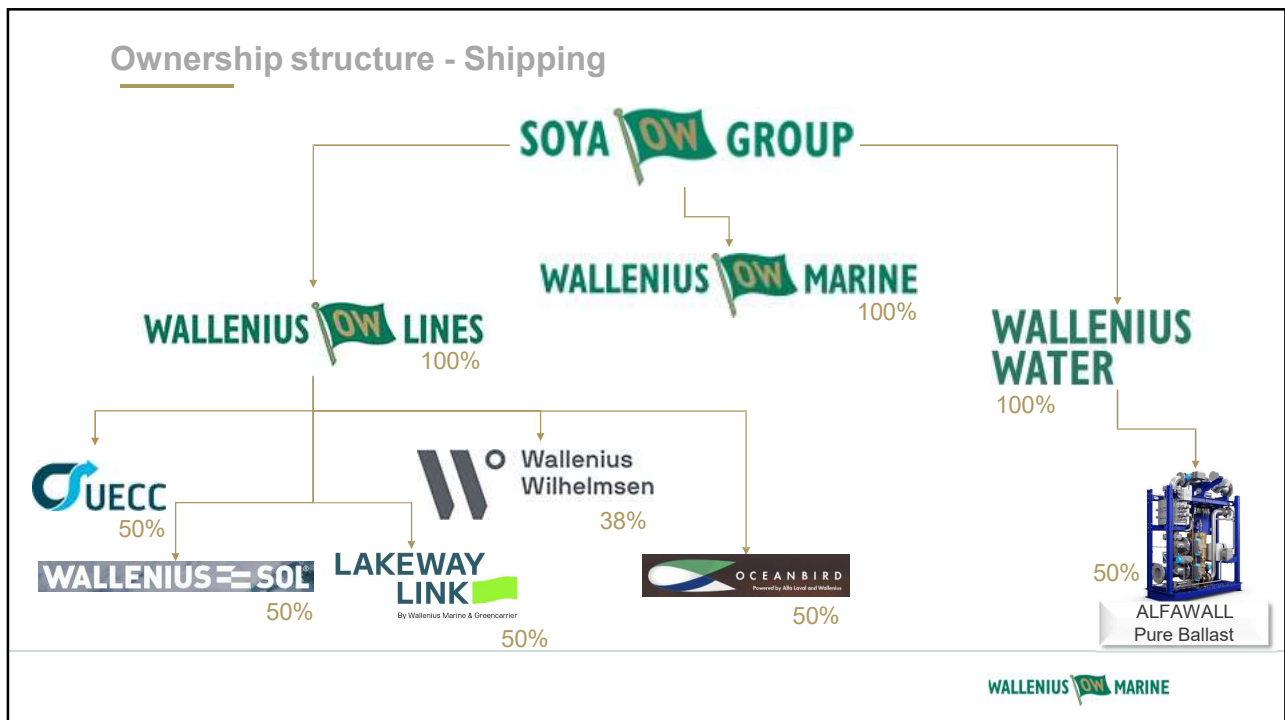
Göran Söderdahl  
Global Senior Commercial Manager  
Wallenius Marine

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## What we offer



WALLENIUS  MARINE

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## From concept to operation

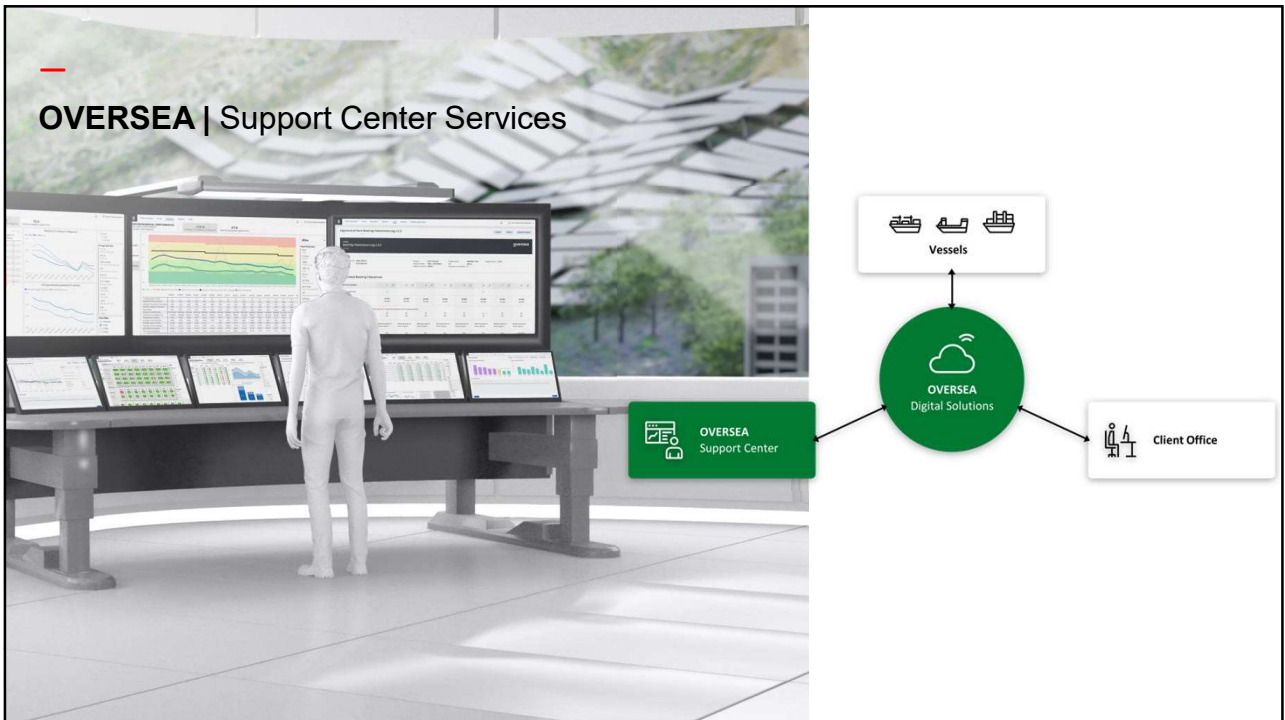


WALLENIUS  MARINE

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Weather forecast: Unstable  
Internet forecast: Stable

Rough seas, stormy schedules, and rising customer demands – some things never change for maritime shipping. But running a modern shipping company today also means being ready to defeat new kinds of threats and handle new types of challenges.

Cyber security, advanced data management, and risk -minimization, are key. Redundancy plays an important role. We remotely monitor your systems in real -time and make sure software and security systems are always updated. Everything to keep you running.

**Let us take care of your IT solutions at sea, so you can focus on handling the ship.**

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TIME TO  
SHIFT FROM  
ROAD TO SEA

LAKE  
WAY  
LINK

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## New line Gdynia - Södertälje - Gdynia



WALLENIUS  MARINE

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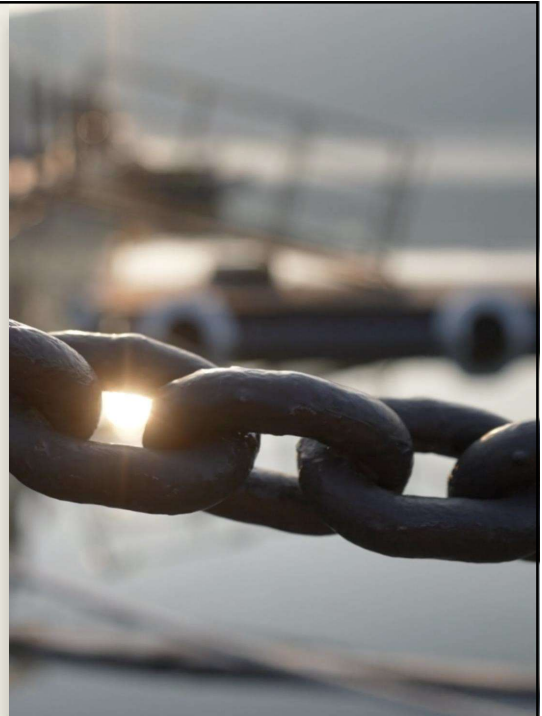
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## What we are aiming for

- Sustainable logistics systems
- Cost efficiency
- High level of service

*In order to optimize the logistics of the future*

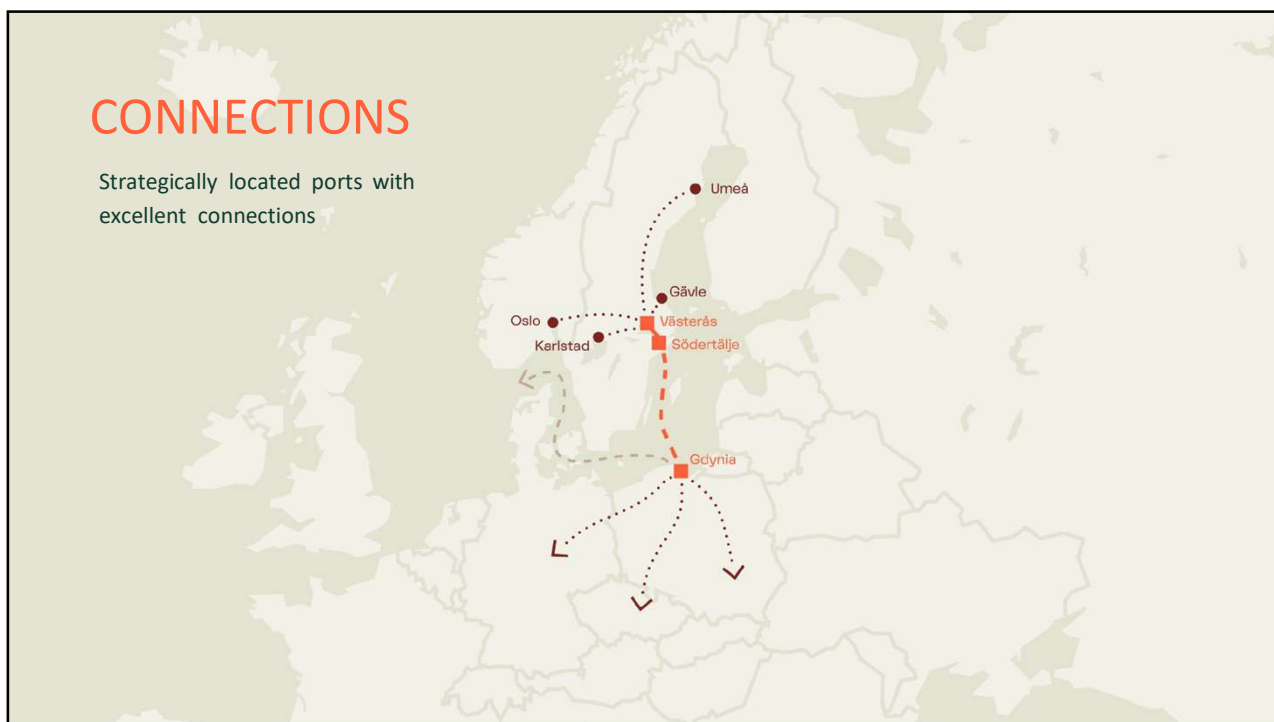
LAKEWAY  
LINK 



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## CONNECTIONS

Strategically located ports with excellent connections



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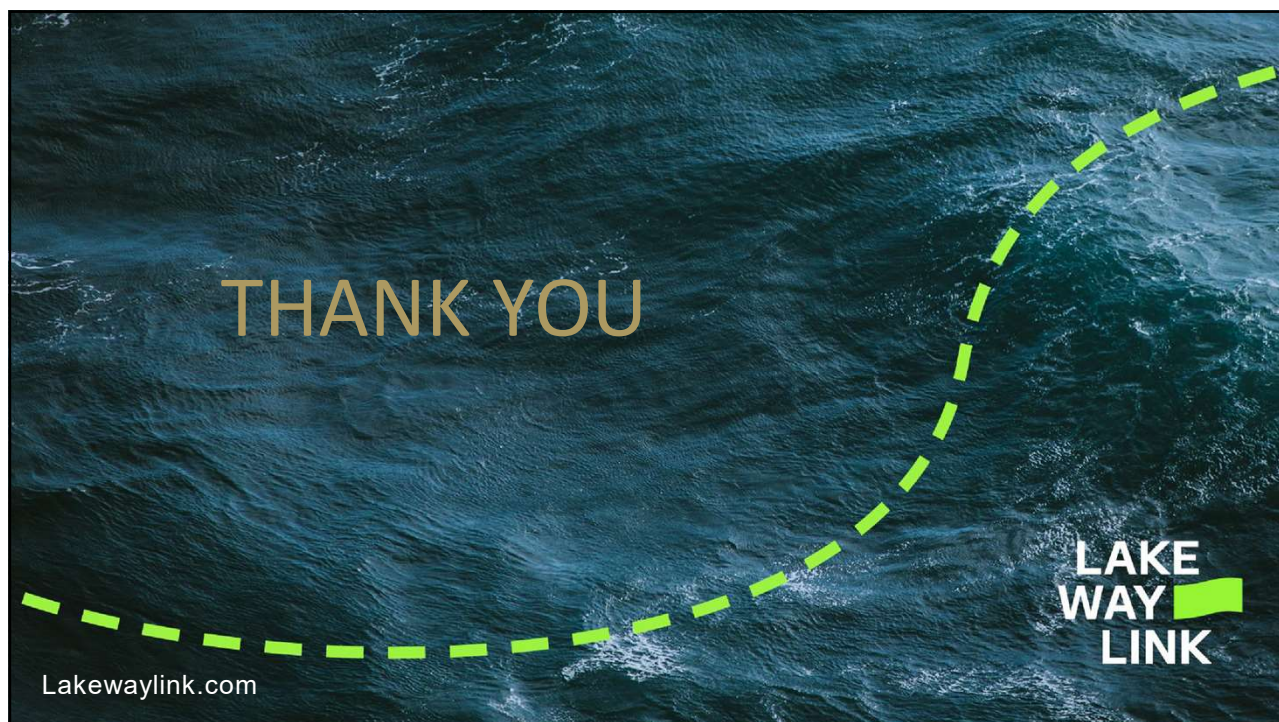
## Our solution

- Lakeway Link, an independent RoRo carrier
- A non-driver-related traffic
- Trailers & Mafi
- High and Heavy project cargo

**LAKEWAY  
LINK**

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## 1 UPFRONT

Any possible retrofit savings are driven by

a) What was the original design target?

*e.g. 22kn at design draught*

b) What is the new target of today?

*Lowest possible consumption  
@ 12-14kn  
@ 5.5 to 6.8m draught  
Low EEXI, low CII  
No/low sulphur emissions  
No/low emissions in port ... ..*

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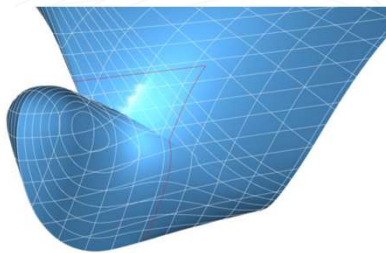
## 2 BOW RETROFIT



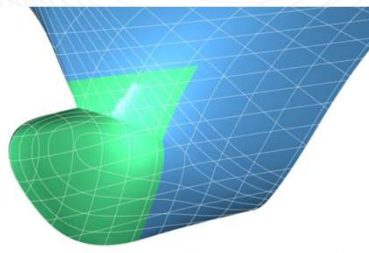
A bow made for high speeds acts as brake at low speeds:

- ~ To start with a speed-draught target matrix
- ~ Define a cut-off
- ~ Run 20,000 CFD variations

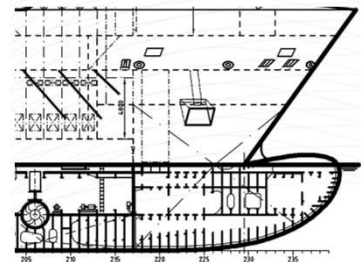
The new bow shows savings of 10-25% in resistance



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SOURCE: FutureShip



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## 3 PROPELLER RETROFIT



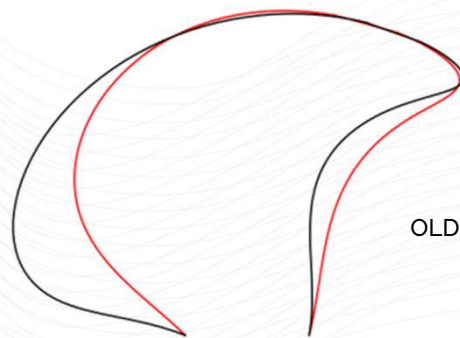
The original propeller is designed for the full load (force) and full speed. A new propeller design will be made for

- ~ less speed
- ~ less power
- ~ potentially less RPM

Resulting in

- ~ less blade thickness
- ~ less blade area

The new propeller shows savings of 8-15% power



OLD / NEW

SOURCE: MAN

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## 4 ENGINE RETROFIT

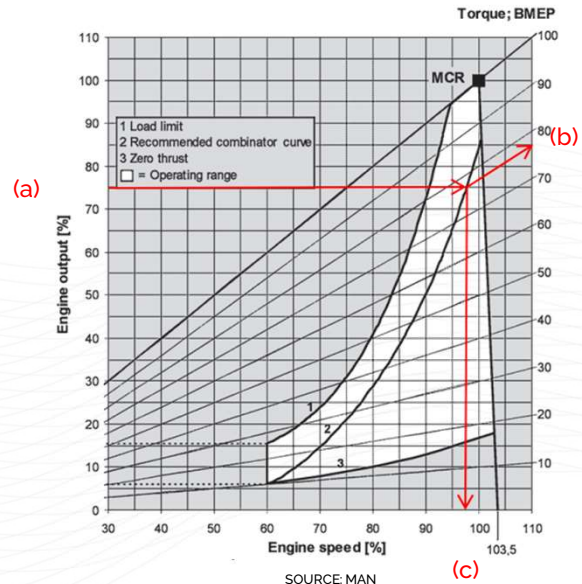


The optimization of an existing engine follows this ranking:

- ~ Check your new speed target
- ~ Check ice class limits
- ~ Select new max engine output (a)
- ~ take the combinatory curve (2) as propulsion curve
- ~ Check new max torque (b)
- ~ Check new engine rpm (c)

a, b and c form the basics for

- ~ engine's SFOC lowering → expected: 5-8%
- ~ Input for propeller design



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## 5 WIND ASSISTED PROPULSION



The benefits of sails are closely related to

- ~ The target speed (<<14kn)
- ~ The region of trade
- ~ The courses
- ~ The  $m^2$
- ~ The selected sail system

Savings between 10 and 25% are realistic

... but not everywhere



SOURCE: AYRO



SOURCE: ECO Flettner

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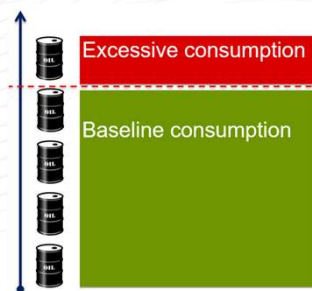
46



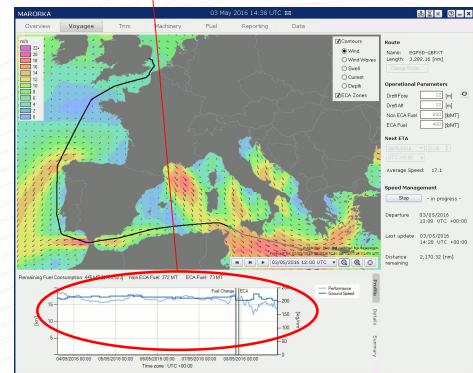
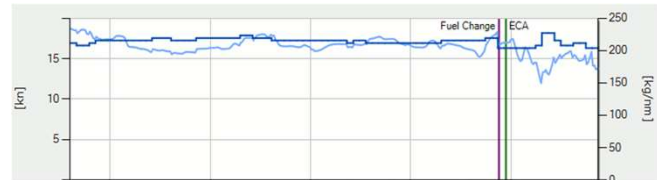
## 6 BIG DATA / PERFORMANCE MANAGEMENT



Big data collection on board plus visualization plus decision support makes it possible to save 5-15%



SOURCE: MARORKA



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## 7 OLD IRONING

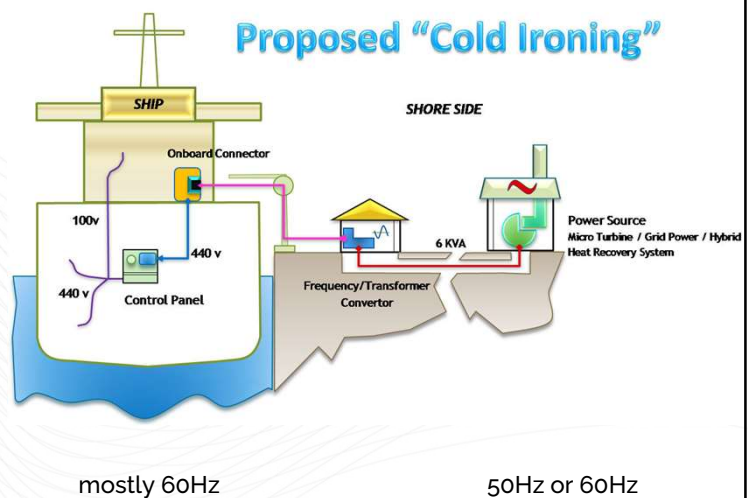


Advantages

- ~ No local emissions
- ~ CII benefit
- ~ Silent vessel

Disadvantages:

- ~ Complex system
- ~ Transversion / conversion
- ~ High effort connection
- ~ Often expensive energy



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## 8 BATTERY



To run mid size RoRo vessel for 1,000nm on batteries requires ~ 2,000t batteries of costs ~USD 80,000,000.-

That is impossible! Therefore, we select different batterie utilizations:

a) For safety reasons as electrical redundancy

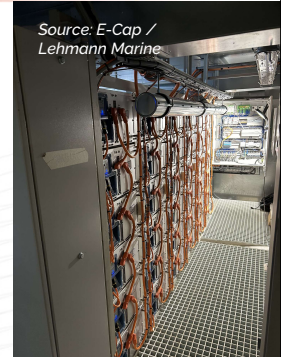
- ~ 30 minutes (required by class)
- ~ 200kW emergency load
- ~ C-Rate = 2
- ~ → 100kWh battery; USD 40k; 1t

*to keep the gensets switched off during estuary services*

b) For peak shaving

- ~ 30 minutes
- ~ 2,000kW bow thruster or propulsion peak
- ~ C-Rate = 2
- ~ → 1,000kWh battery; USD 400k; 10t

*to run the main engine always in best mode and (!) not to start gensets for manoeuvring*



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## 9 CONCLUSION



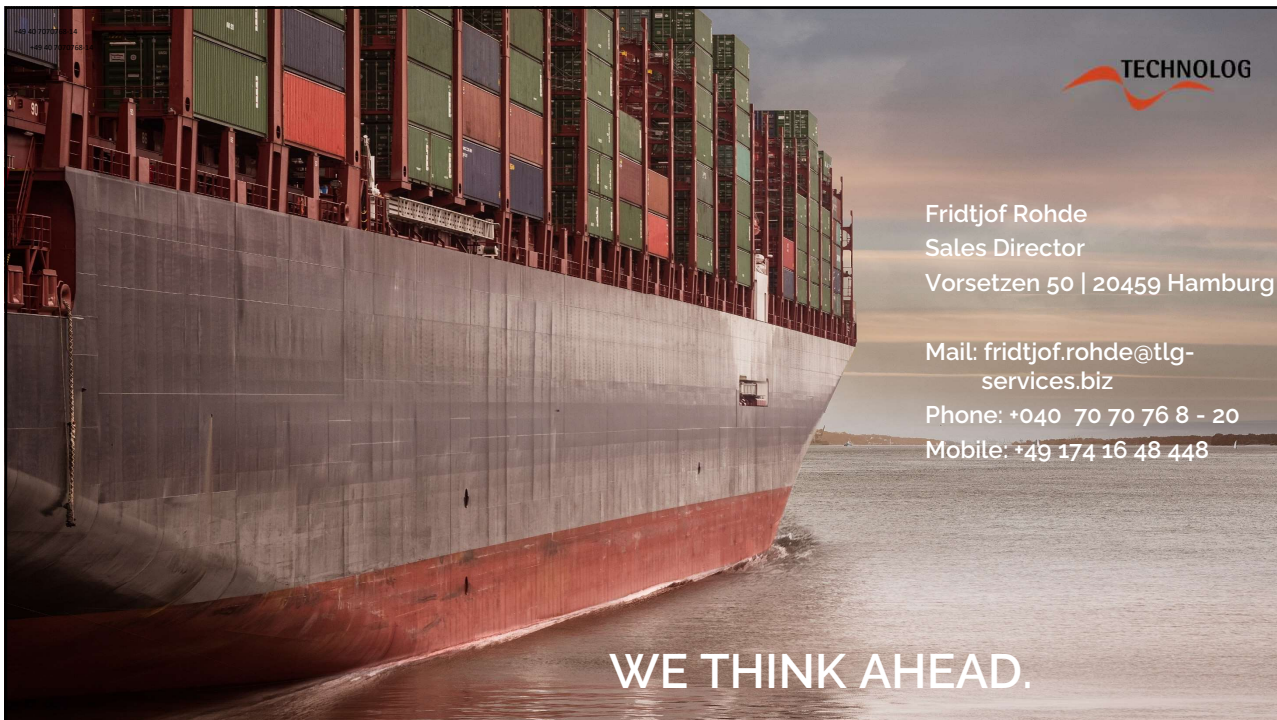
*Retrofit measures extent vessel's life time and competitiveness by*

- ~ less resistance
- ~ better propulsion
- ~ utilization of external sources (wind, shore power)
- ~ keeping the emission limits

Latest retrofit projects showed ~30% total savings (even without wind assisting)

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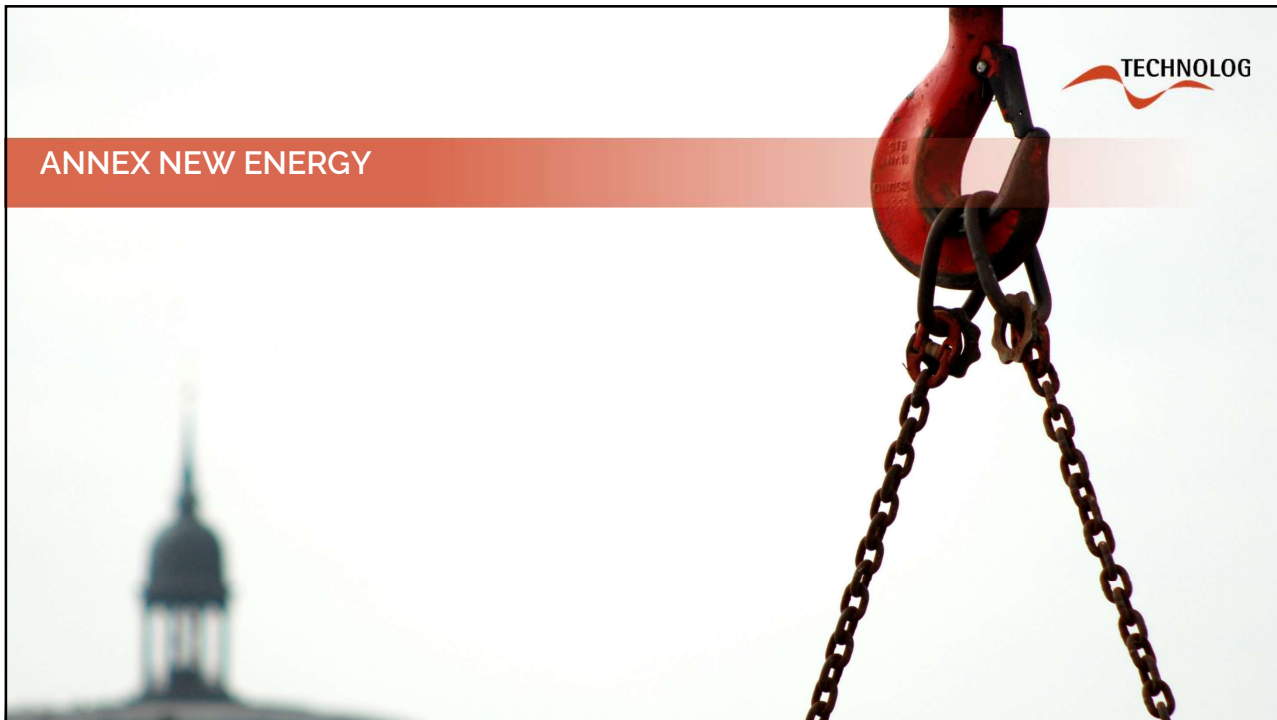
**TECHNOLOG**

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Phone: +040 70 70 76 8 - 20  
Mobile: +49 174 16 48 448

**WE THINK AHEAD.**

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**ANNEX NEW ENERGY**

**TECHNOLOG**

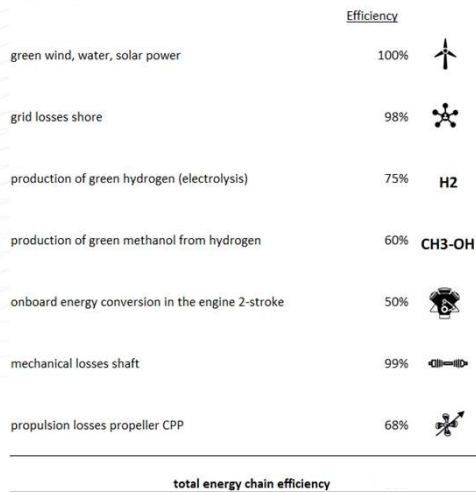
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## 2 ENERGY CHAIN / ENERGY LOSSES

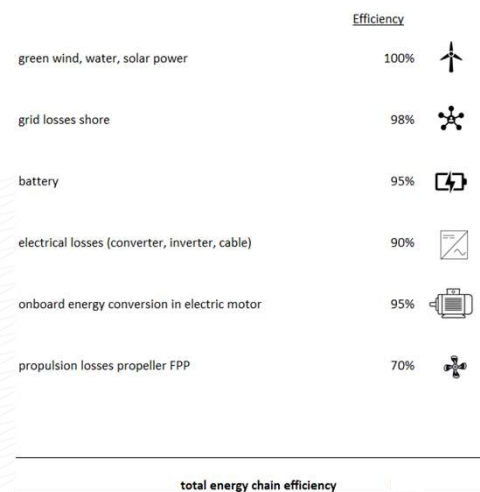


The green energy path via methanol:



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The green energy path via battery:



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## 2 ENERGY CHAIN / ENERGY LOSSES



As an rough overview for different fuels and paths:

via MeOH and 2-stroke engine	→	~15%
via MeOH and 4-stroke engine	→	~13%
via NH <sub>3</sub> and 2-stroke engine	→	~16%
via NH <sub>3</sub> and 4-stroke engine	→	~14%
via hydrogen (-252 C) and fuel cell	→	~15%
via hydrogen (600bar) and fuel cell	→	~20%
via Battery	→	~56%
direct wind assisted propulsion	→	100%

*Efficiency upgrades possible with energy saving devices like GATE RUDDER® and/or CONTRA ROTATING PROPELLERS*

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Jørn Bakkelund  
Senior Analyst  
Clarksons Norway

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**CLARKSONS**

## RoRo-RoPax Market

By Jørn Bakkelund

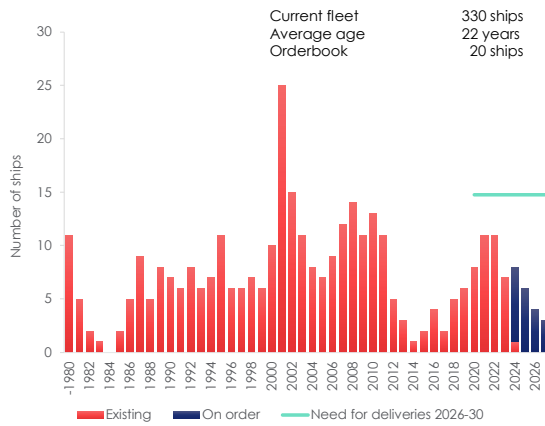
Prepared for Sjøfartens dag  
23. Mai 2024

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## Need For RoPaxes to be Delivered by the End of 2030

Need for tonnage to cover replacement of older tonnage and growth in demand

RoPax fleet above 20,000 gt by building year



Source: Clarksons

How many new Ropaxes (+ 20,000 gt) is needed by 2030?

Demand growth 1% p.a. (Equal to demand growth 2008-19)	24
Replacement of tonnage*	55 (17% of fleet)
Current orderbook	-20 (6% of fleet)
Number of RoPaxes needed	59 (18% of fleet)
Deliveries per year needed in the period 2027-2030	15
What if:	
Replacement need by 2030	57% (up to 2004-built)
Of which -Reach age of 30 years	39%
-CII category D and E	18%

\* (Removal of ships built prior to 1990 i.e. at the age 40-same as avg removal age recent years)



RoRo-RoPax Market | By Jørn Bakkelund  
Prepared for Sjøfartens dag | 23. Mai 2024

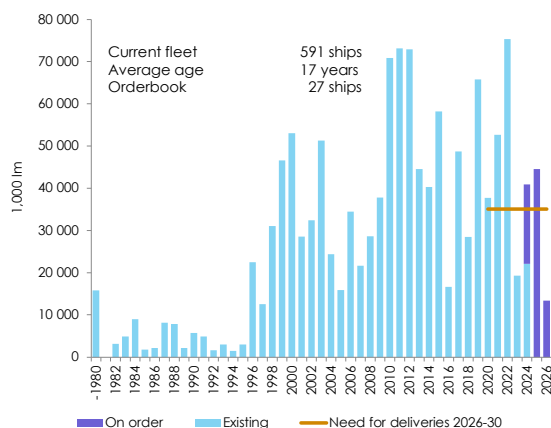
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## More RoRos Are Needed in the Years to Come

Need for tonnage to cover replacement of older tonnage and growth in demand

RoRo fleet by building year – above 10,000 gt



Source: Clarksons

How many new RoRos (+10,000 gt) is needed by 2030?

	ship	/ mill GT	/ 1,000 LM
Fleet growth 1% p.a.	24	/ 0.79	/ 77
Replacement of tonnage *	68	/ 1.42	/ 141
Current orderbook	19	/ 0.70	/ 77
Number of RoRo's needed	73	/ 1.52	/ 140 (11.3% of fleet LM)
Additional deliveries per year needed in the period 2027-2030	18	/ 0.38	/ 35
Replacement need by 2030 due to CII	34%	(up to 2006-built)	
-Reach age of 32 years by 2030	13%		
-CII category D and E by 2030	21%		

\* (Removal of ships built prior to 1998 i.e. at the age 32-same as avg removal age recent years)



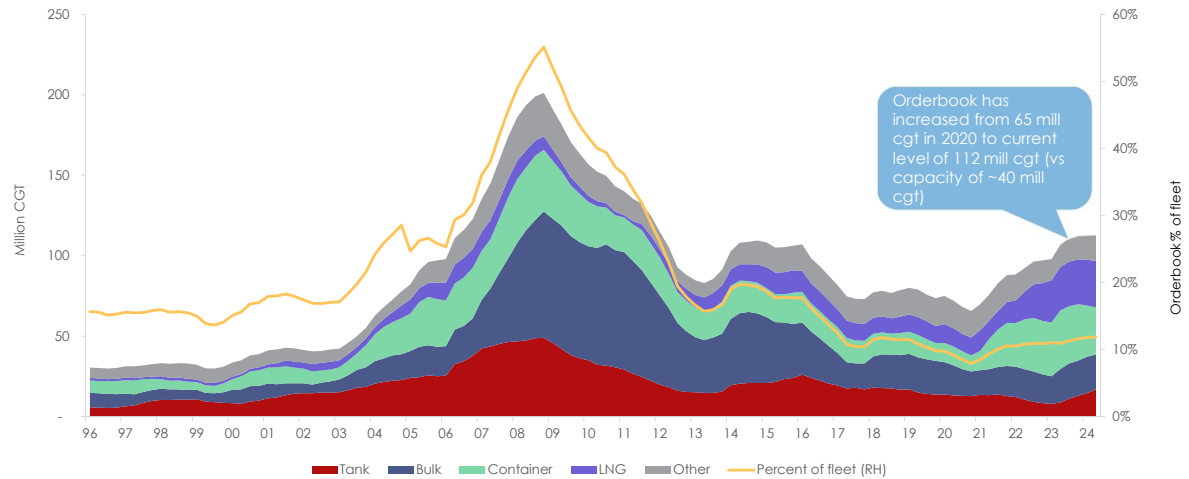
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## Strong Ordering Activity has Resulted in a ~70% Higher Orderbook vs 1H 2020

World merchant fleet's orderbook still low in relative terms – represents 11.9% of current fleet



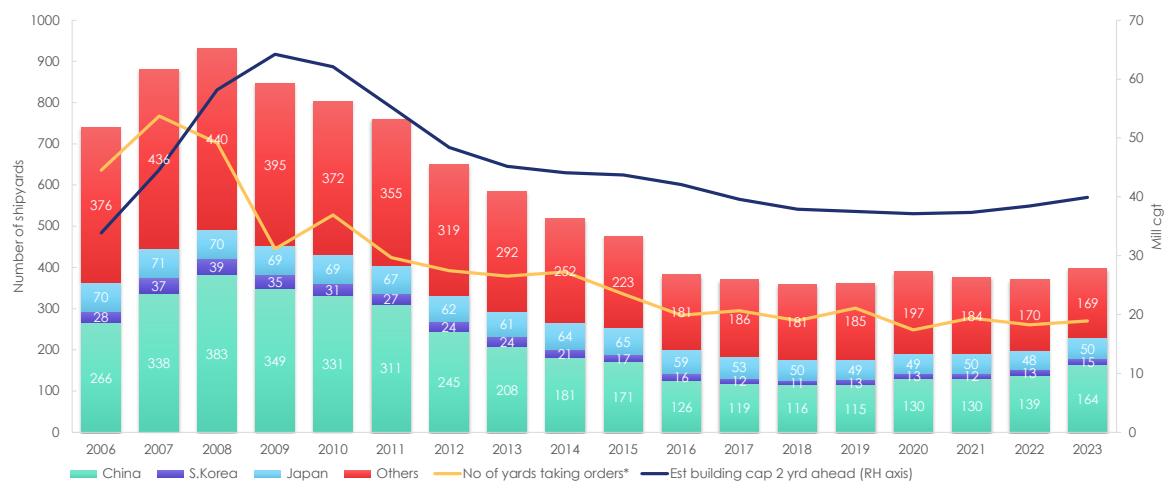
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## Shipbuilding Capacity Reduced by ~40% Since the Peak in 2009

... and the number of shipyards with ships on order is reduced by ~60%



Source: Clarksons

\*No. yards taking order for at least one vessel of 1,000 GT or above



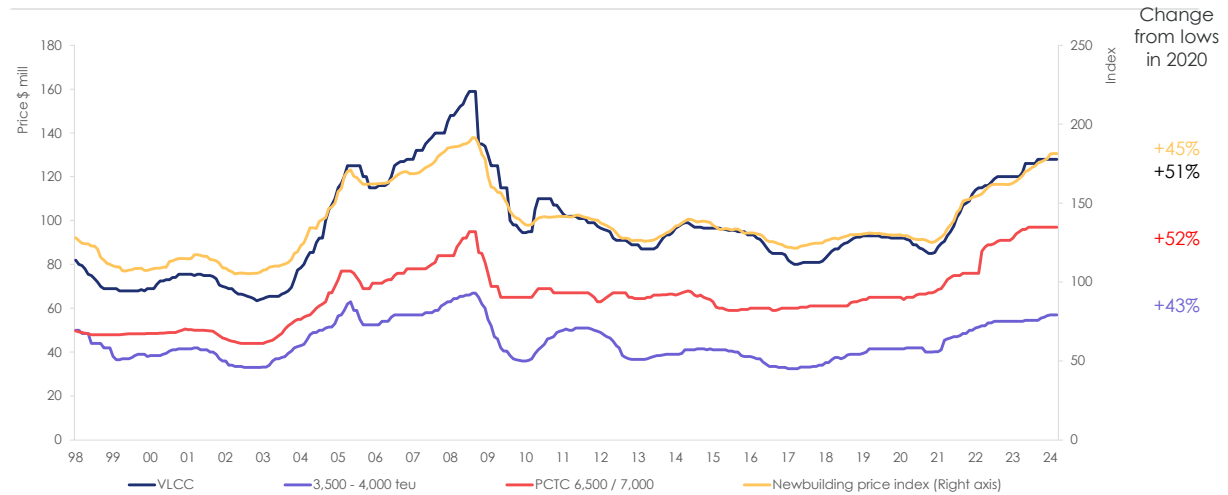
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## Newbuilding Prices Have Surged on Market Tightness and Rise in Building Cost

Newbuilding prices follow same price trend for all ship types



Source: Clarksons Research



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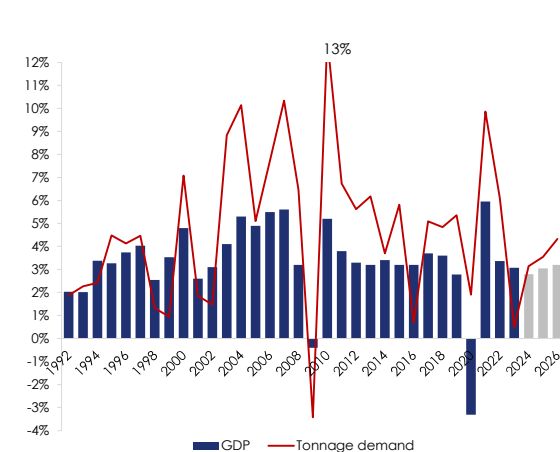
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## Need for More Shipbuilding Capacity; Cover Growth in Demand

Long-Term Tonnage Demand to Grow by 3% p.a.

### World GDP growth and tonnage demand growth, 1992-2023



Source: Clarksons, Clarksons Research, IMF



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### World economic growth

GDP growth forecast:

- 2024: 2.9%
- 2025: 3.1%
- 2026-28: ~3.1% (IMF Apr-24)

Energy transition's effect on tonnage demand in the long run?

The IMF's 3.1% GDP growth p.a. in 2026-29 indicates tonnage demand growth of 3.7% p.a.

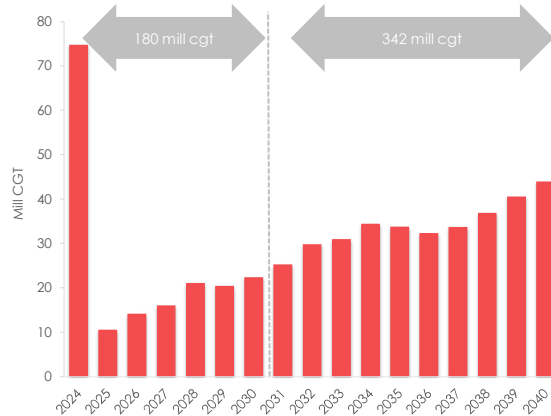
However, due to the Energy Transition and deglobalization, we assume tonnage demand growth of 3% p.a. 2026-2030

**In order to cover a 3% growth in tonnage demand some 25 mill cgt p.a. must be delivered in the period 2026-2030**

## Need for More Shipbuilding Capacity; Replace Old Tonnage

70% of current building capacity is needed to replace old tonnage by end of 2030

### Tonnage reaching the end of its "natural" trading life



### Need to replace tonnage by 2030

	mill cgt	% of fleet
Avg recycling age maintained to 2030	180	24%
Assume recycle 2024-2025	36	
Need to replace 2026-2030	145	
<b>Per year 2026-2030</b>	<b>29</b>	
EEI/CII effect by 2030		
Est. effect on CII and age phase-out	321	~43%
If only 30% phase-out due to CII	224	~30%
Per year 2026-2030	38	

**In addition to the above replacement need, shipyards must deliver on average ~25 mill cgt per year to cover an assumed 3% yearly growth in tonnage demand to 2030.**

**We estimate current shipbuilding capacity to ~40 mill cgt.**

**A need to increase shipbuilding capacity forward should keep an upward pressure on newbuilding prices**

Source: Clarksons – includes all ships



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Suomen Varustamot  
Rederierna i Finland  
Finnish Shipowners' Association

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Nordkompass  
Safety Award

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### NORDKOMPASS – Nordisk Kommitté för Passagerarfartyg

**THE NORDIC COMMITTEE** for Passenger ships – NORDKOMPASS – was established in 1991, as a co-operation between the shipowners' associations of the Nordic Countries and the major Nordic passenger ship companies.

**SHIPOWNERS OF THE** Northern European countries have been leading the development of, not only the ro-ro passenger concept as such, but also the development of relevant safety standards for this fleet. Consequently, the knowledge base within the Northern European region from construction and operation of ro-ro passenger ships must be considered as substantial. There is obviously very good reasons for all parties to cooperate on the safety area, all in the interest of enhancement of the safety onboard RoRo Passenger ships.

**IN THE SPIRIT** of openness and transparent discussions NORDKOMPASS members has shared important safety information among each other and thereby contributed to a safer industry and safer transportation for the passengers.

**THE PRESIDENCY** of NORDKOMPASS circulates between Norway, Denmark, Finland and Sweden.



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### NORDKOMPASS Safety Award 2024

#### Lena Brandt, DFDS

*Lena combines serving on board as a deck officer, participation in research projects, and carries out practical fire training efforts in the company's fleet.*

*Lena is very dedicated to the issue of fire safety, is generous to discuss and share her insights, even outside her own organization, and connects the latest achievements with practical activities on board. This is of great value, both for crew and in safety development projects in which she participates.*

*For example, Lena has made important contributions to the LASHFIRE and ELBAS projects and is also involved in several future initiatives.*



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Mats Perämaa  
Minister of Finance



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# Welcome back

**Mercy Ships Race**  
**Wednesday 21 May 2025**

**The Maritime Day**  
**Thursday 22 May 2025**

**ålands sjöfart**



ALANDIA



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