



Welcome to the UECC High & Heavy and Breakbulk Webinar

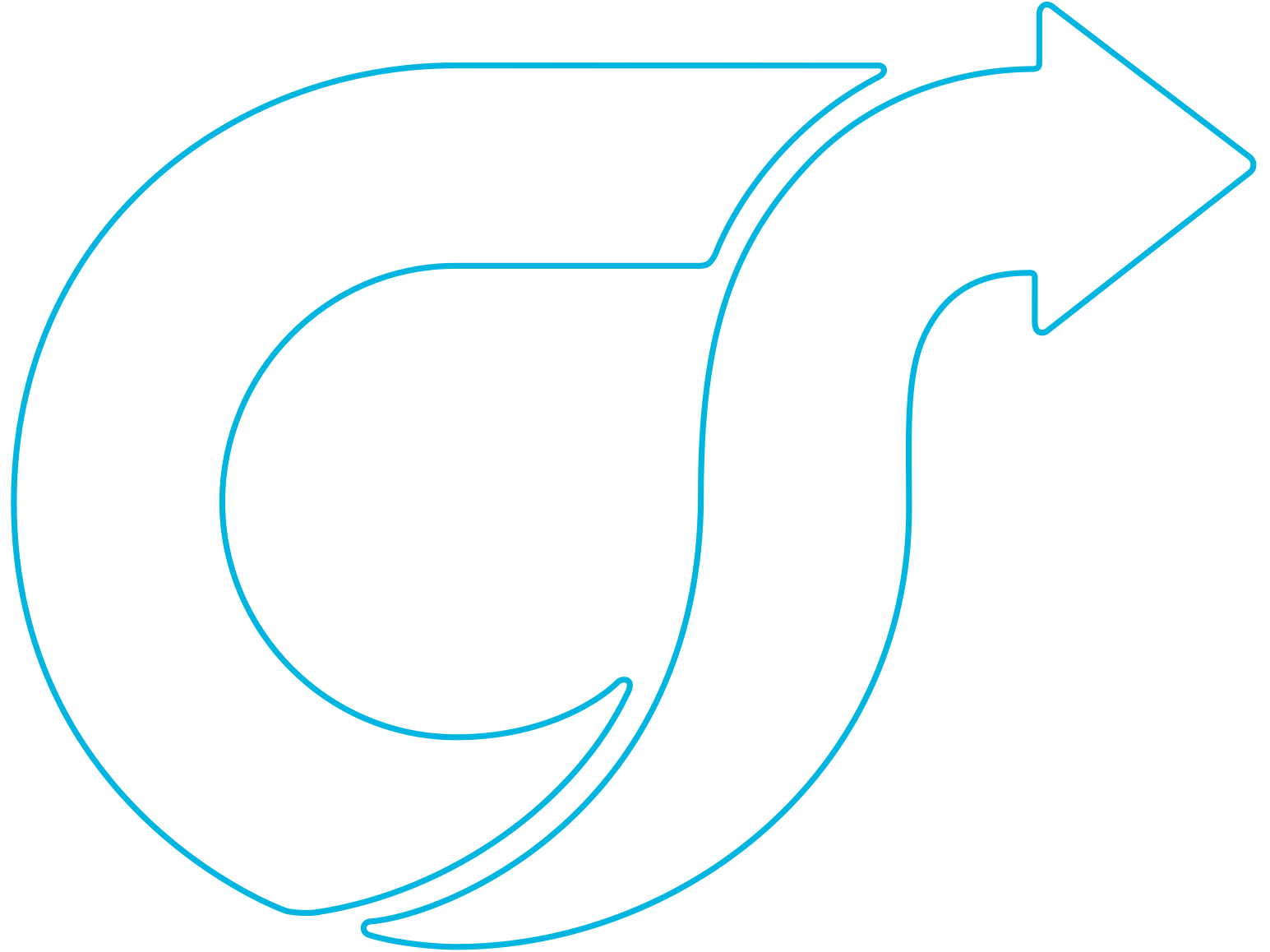


Welcome & agenda

Jose-Antonio Del Rio

Head of HH & BB

Head of Spain



Agenda

- 01 Welcome
- 02 HH&BB Milestones
- 03 Long Term Strategy
- 04 Liner Trading schedules
- 05 Fleet
- 06 Product and commodities
- 07 Sustainability
- 08 Summary & Contact
- 09 Q&A



Your safest and most reliable partner

- The most sustainable fleet
- 24 ports
- 7 BB controlled/handled terminals
- 1.5 million cars
- 28 500 high & heavy units
- 450 000 tonnes of breakbulk cargo

Our vision :
"The leading provider of sustainable short sea RoRo transportation in Europe "



Milestones in the HH & BB history

- From tramp to liner (Regular services) with a weekly schedule
- Fleet capacity average from 1000 RT cars per vessel up to 3400 cars
- HH&BB fixed space allocation
- Ramps from 80 tons up to 160 tons
- At the same time moving from 46/50 RT payload to 100 tons
 - We have multiplied our Mafi fleet ten times up to near 800
- Growing into new segments, becoming a significant player for moving rail cars within Europe
- Consolidating our market position within steel products by working with major global and regional steel manufacturers
- Teams development and growth in experience



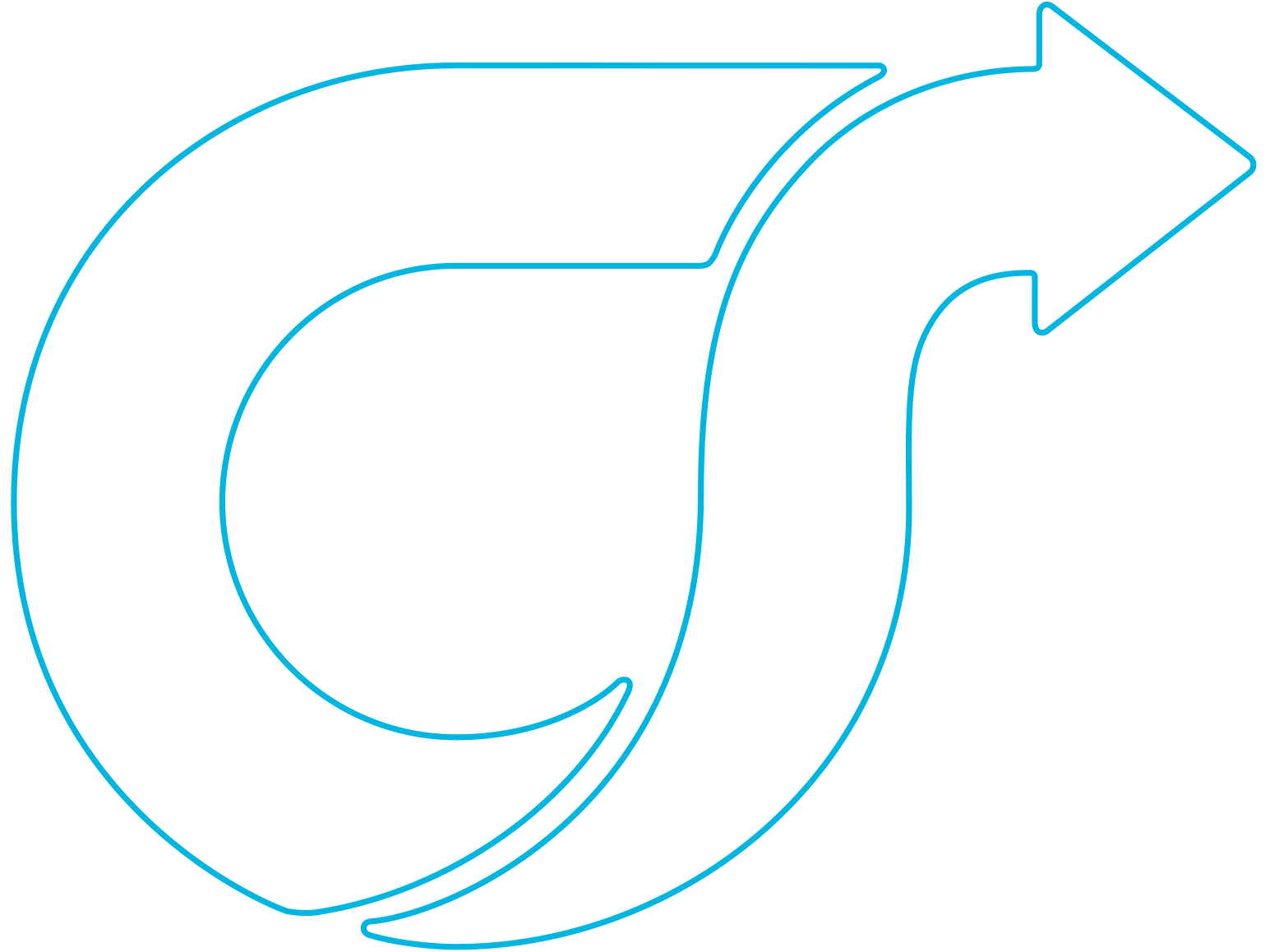
HH & BB LTS

- HH&BB ambitions 15% to 20% of our revenue
- Main & Trailer Decks dedicated to HH&BB cargoes
- Grow market position within:
 - Mobility OEM's Trains, Trams & Buses
 - Project Cargo, (Energy generation, Civil infrastructure etc)
 - Steel Development plans (Automotive) as return cargo
 - Stronger connection with Owners/Group companies and other DS lines
- Develop strong Long loop products/HUB's
 - Connection with other carriers
- Offer integrated solutions to secure cargo control/sea freight
- Digitalization—to develop and implement a Track and Trace solution
 - Port/Port for HH&BB-PC
 - D2D for BB-IC



Liner trading network

Jose-Antonio Del Rio
Head of HH & BB
Head of Spain



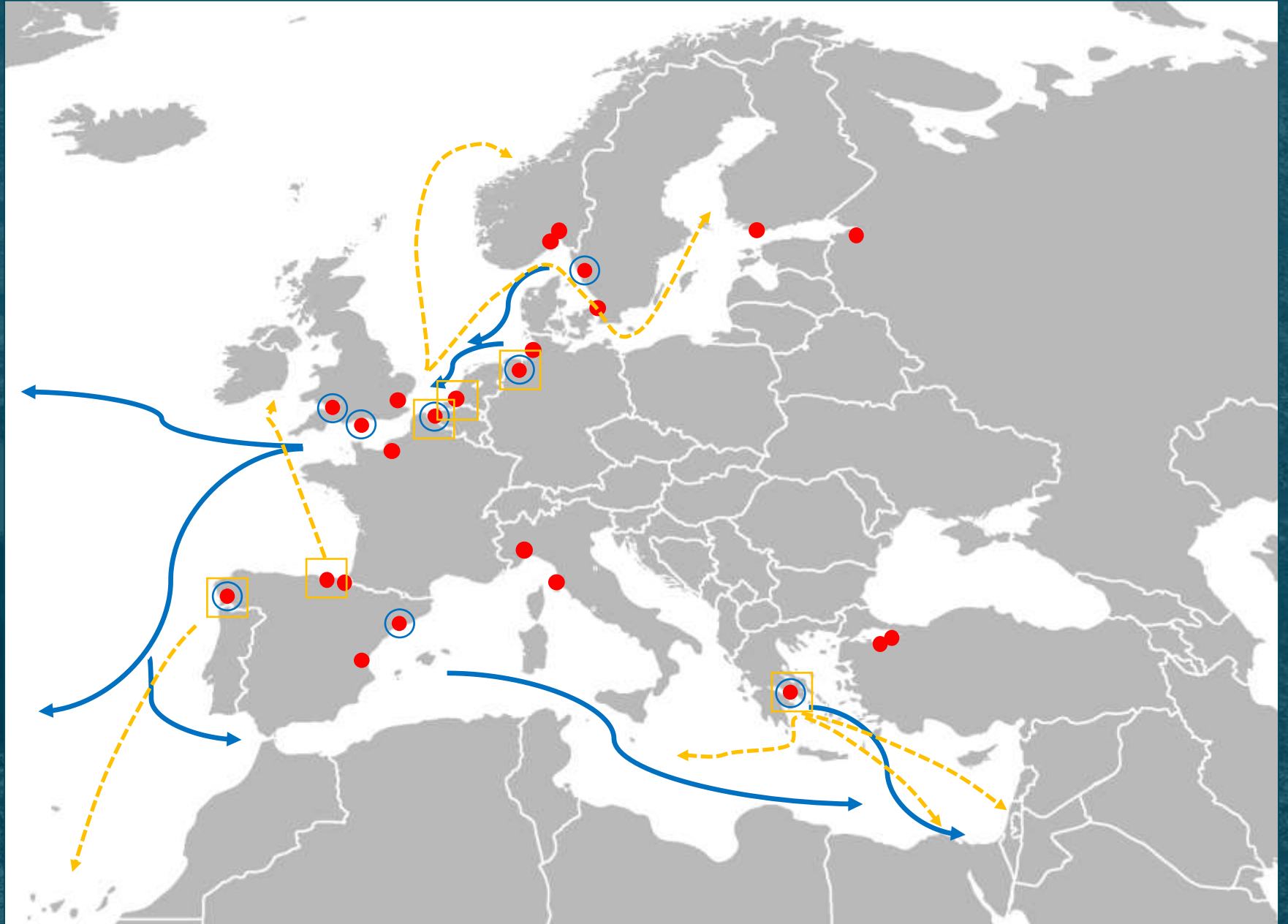
UECC Service Network Plan

	Vessel	Route	Frequency
BISCAY	M/V AUTOSTAR	Santander - Pasajes - Zeebrugge - Southampton - Santander...	Weekly
	M/V AUTOSKY	Santander - Pasajes - Rotterdam - Zeebrugge - Santander...	
	M/V AUTOPRIDE	Southampton - Bremerhaven - Zeebrugge - Southampton - Le Havre - Southampton...	
	M/V MONZA EXPRESS	Pasajes - Zeebrugge - Pasajes...	2x per week
BALTIC	M/V AUTO ECO Dual Fuel LNG Vessel	Southampton - Zeebrugge - Bremerhaven - Malmo - Hanko - St Petersburg - Southampton...	Weekly
	M.V AUTO ENERGY Dual Fuel LNG Vessel		
ATLANTIC	M/V SPICA LEADER	Vigo - Zeebrugge - Bremerhaven - Drammen - Cuxhaven - Southampton - Vigo...	Weekly
	M/V PROMETHEUS LEADER		
	M/V VIKING AMBER	Vigo - Le Havre - Zeebrugge - Sheerness - Portbury - Vigo...	9 days
NORTH SOUTH	M/V CORAL LEADER	Bremerhaven - Zeebrugge - Portbury - Vigo - Sagunto - Tarragona - Savona - Livorno - Piraeus - Autoport - Yenikoy - Bremerhaven...	Weekly
	M/V EMERALD LEADER		
	M/V OPAL LEADER		
	M/V VEGA LEADER		
	M/V PASSERO		
BRISTOL	M/V AUTOSUN	Santander - Pasajes - Portbury - Santander...	1x per week
NORWAY	M/VAUTOPROGRESS	Bremerhaven - Oslo - Bremerhaven - Oslo - Wallhamn - Bremerhaven...	Weekly

● UECC liner ports

○ Deepsea hubs

□ Shortsea partner connections

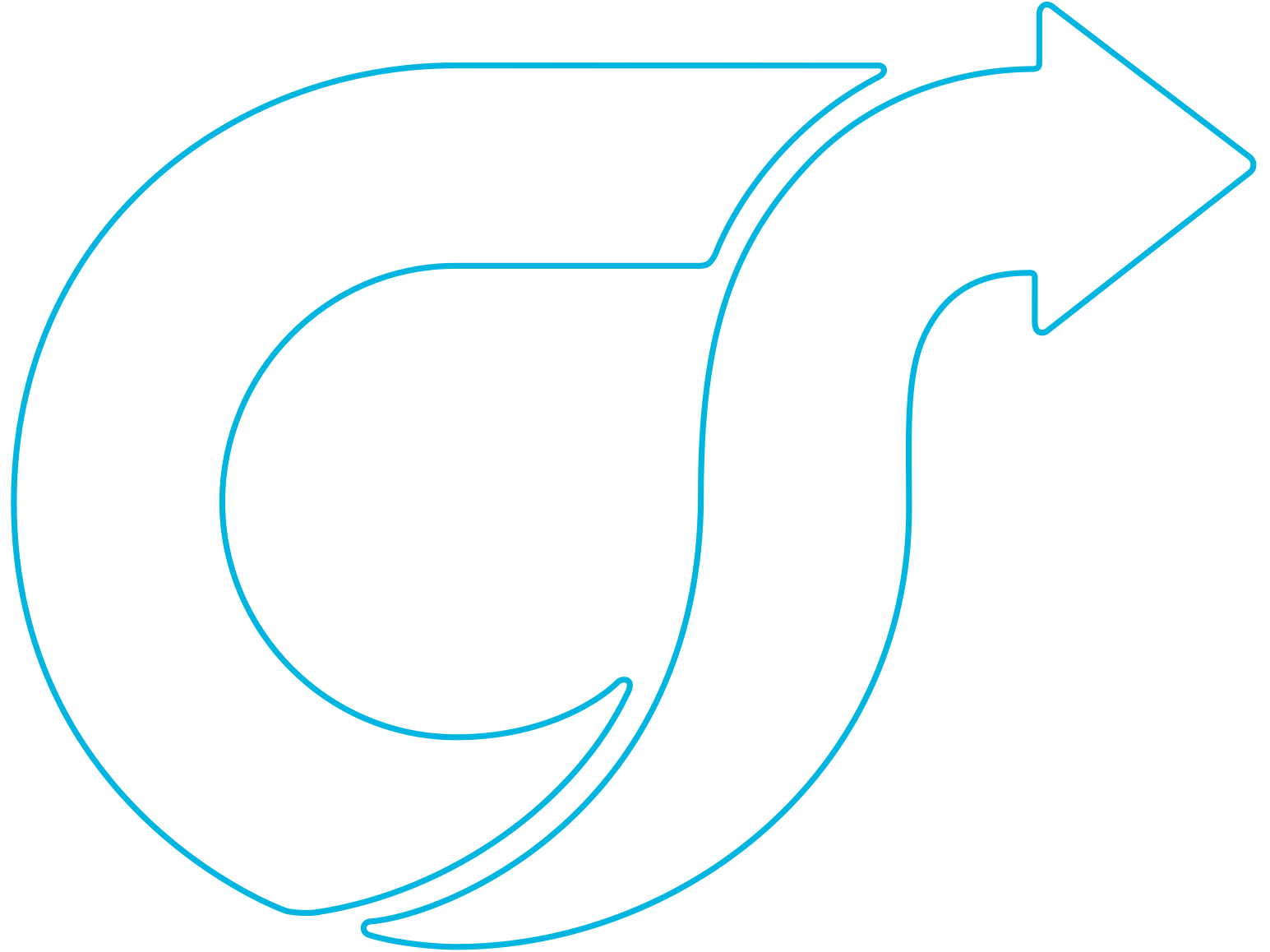


A diverse fleet

Dr. Ozgur Guneri

East Europe Area Manager

Head of Turkey



We carry your cargo regardless of size and weight

Our sophisticated fleet can efficiently accommodate everything from cars to High & Heavy and Breakbulk cargo.



UECC Fleet Newbuild

NEWBUILD	Vessel	Car Capacity (RT)	Sqm (Deck Area)	Max cargo height	Ramp Width	Ramp Capacity
	M/V TBN 1					
	M/V TBN 2	3580	30600 sqm	5.2 m	9.0 m	160 t
	M/V TBN 3					



UECC Fleet



	Vessel	Car Capacity (RT)	Sqm (Deck Area)	Max cargo height	Ramp Width	Ramp Capacity
BALTIC	M/V AUTO ECO Dual Fuel LNG Vessel	4000	32000 sqm	5.2 m	9.5 m	160 t
	M.V AUTO ENERGY Dual Fuel LNG Vessel					
BISCAY	M/V AUTOSTAR	2800	16870 sqm	4.7 m / 5.2 m	13.7 m	82 t (123 t*)
	M/V AUTOSKY	1220	9890 sqm	4.7 m	8.5m	82 t (123 t*)
	M/V AUTOPRIDE	3693	36024 sqm	5.1 m	7.0 m	120 t
	M/V MONZA EXPRESS					
ATLANTIC	M/V SPICA LEADER	3939	36429 sqm	5.0 m	8.0 m	80 t
	M/V PROMETHEUS LEADER	3930				
	M/V VIKING AMBER	4200	35033 sqm	4.9 m	7.0 m	80 t

UECC Fleet



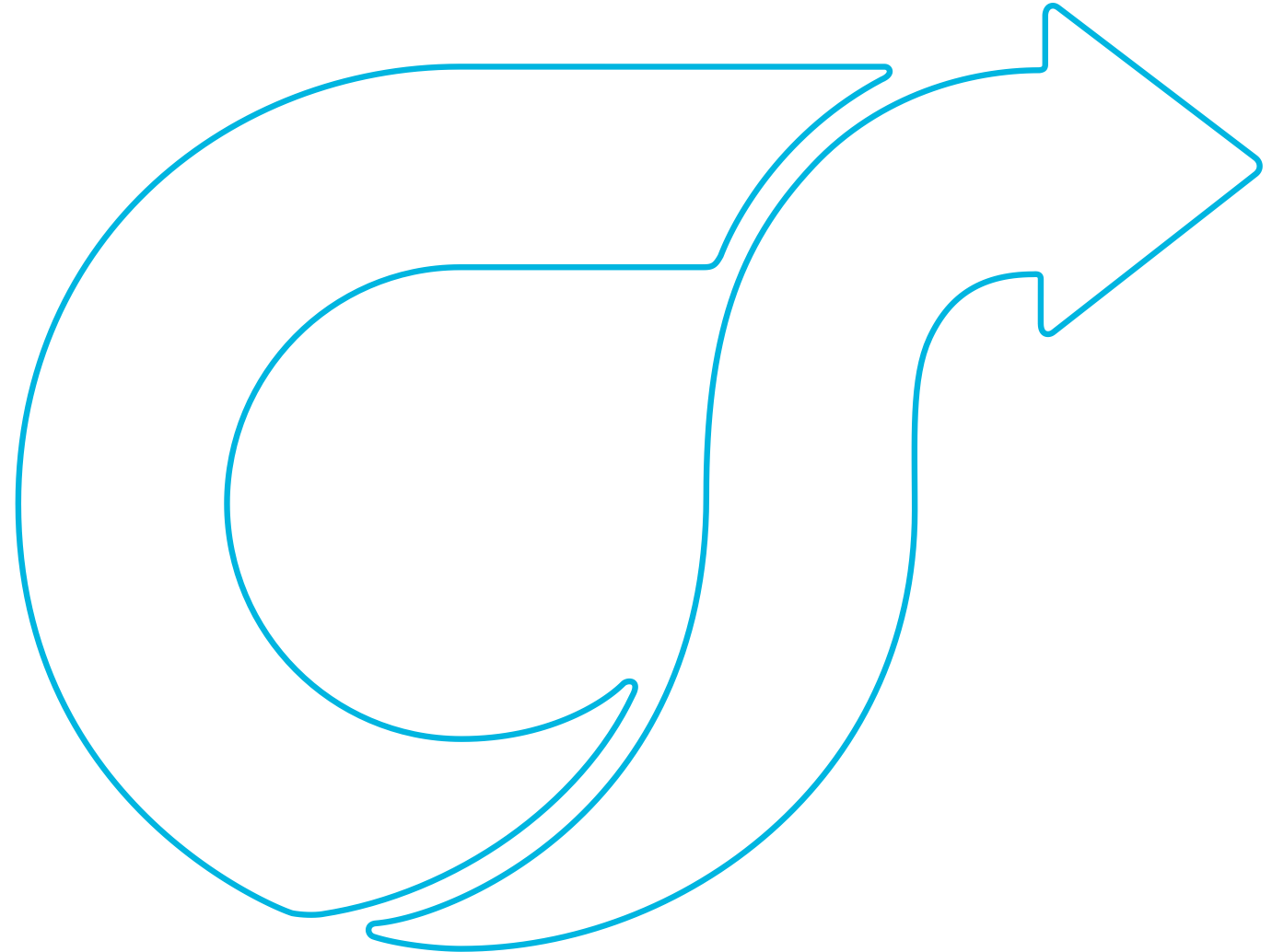
	Vessel	Car Capacity (RT)	Sqm (Deck Area)	Max cargo height	Ramp Width	Ramp Capacity
NORTH SOUTH	M/V CORAL LEADER					
	M/V EMERALD LEADER	4750	41055 sqm	4.9 m	7.5m	120 t
	M/V OPAL LEADER					
	M/V VEGA LEADER	5190	45301 sqm	5.0 m	8.0 m	100 t
	M/V PASSERO	5000	42300 sqm	5.1 m	7.6 m	120 t
BRISTOL	Vessel	Car Capacity (RT)	Sqm (Deck Area)	Max cargo height	Ramp Width	Ramp Capacity
	M/V AUTOSUN	2080	16870 sqm	4.7 m / 5.2 m	13.7m	82 t (123 t*)
NORWAY	Vessel	Car Capacity (RT)	Sqm (Deck Area)	Max cargo height	Ramp Width	Ramp Capacity
	M/V AUTOPROGRESS	1220	9890 sqm	4.7 m	8.5 m	82 t (123 t*)

A variety of Commodities

High & Heavy

Nikolaos Papanastasiou

North Europe Area Manager



HIGH & HEAVY CARGO

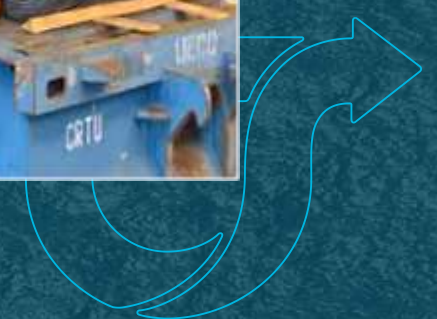


BREAK BULK CARGO

PROJECT CARGO



INDUSTRIAL CARGO



HIGH & HEAVY

28 500 UNITS ANNUALLY

Our operations are tailored to accommodate a large range of oversized cargo.

We are happy to welcome onboard new or used rolling equipment



- Wheeled units



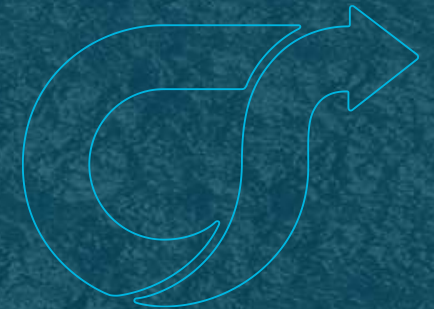
- Mobile Cranes



- Reach stacker and telehandlers



- Trailers / Mobilhomes



- Tracked units - Excavators / Dozers / Crushers



- Abnormal Truck & trailer combinations



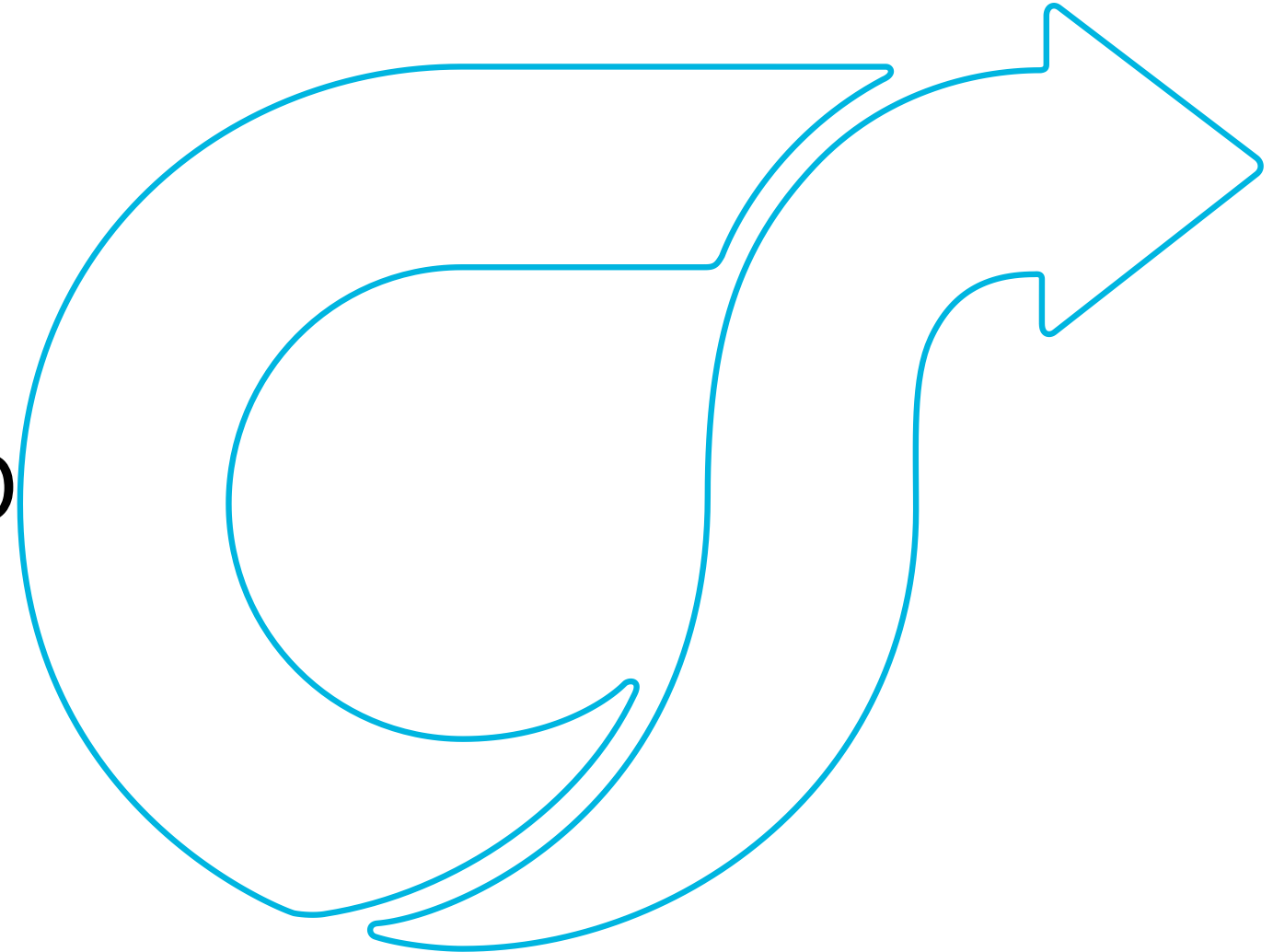
A variety of
Commodities

Industrial Cargo

Jose-Antonio Del Rio

Head of HH & BB

Head of Spain



BREAK BULK

Over 450 000 TONNES ANNUALLY

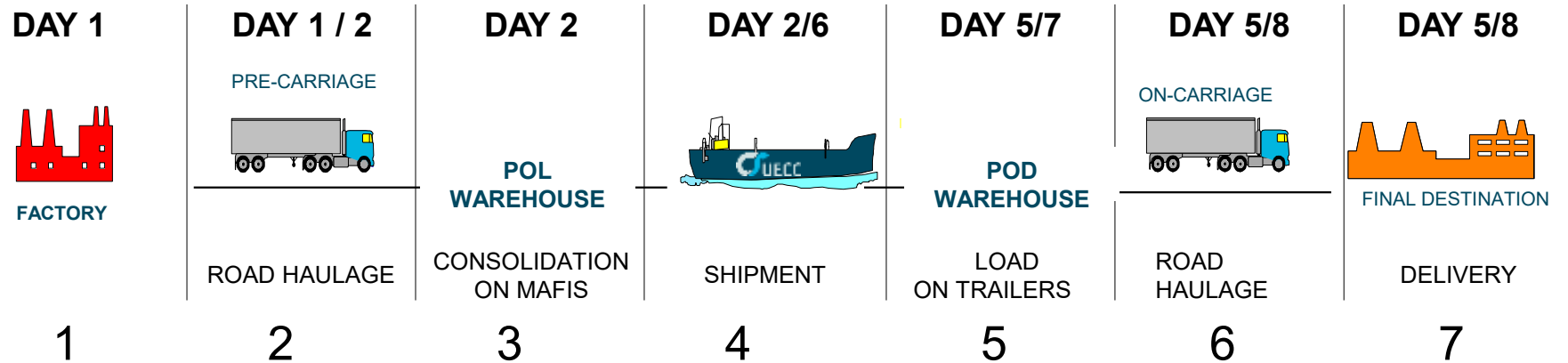
Our **terminal facilities** and liner services are designed to provide door-to-door solutions for non-containerized and palletized **high density** cargo such as steel, bricks, slate, paper and timber.

This cargo is managed by our **specialized Breakbulk Cargo teams**, which are strategically located in the terminals where the loading/unloading operations this type of cargo on/off trailers and roll-trailers takes place.



BREAK BULK Industrial Cargo

Concept Door to Door



Key points of success

- Liner Services- Vessel's capacity
- Terminals and Handling equipment
- Mafi Fleet
 - CMC Control and high rotation
- **Track and trace to be implemented 2021**

Mafi Fleet

Type	Units	Payload
20'	12	25 tons
30'	40	45/100 tons
40'	635	80/100 tons
60'/62'	13	90/100 tons
Railed mafis for trains		
62'	28	70/100 tons
72'	52	70/90 tons
Total	780	



BREAK BULK Industrial cargo

Bilets/Bloms, Steel Beams/Plates, Ingots, Bars ...



Wire rods and Steel pipes, Steel coils, corrugated steel



Roofing Slates, Bricks, Chipboard, Sawn Timber, Plywood, Big bags cargoes



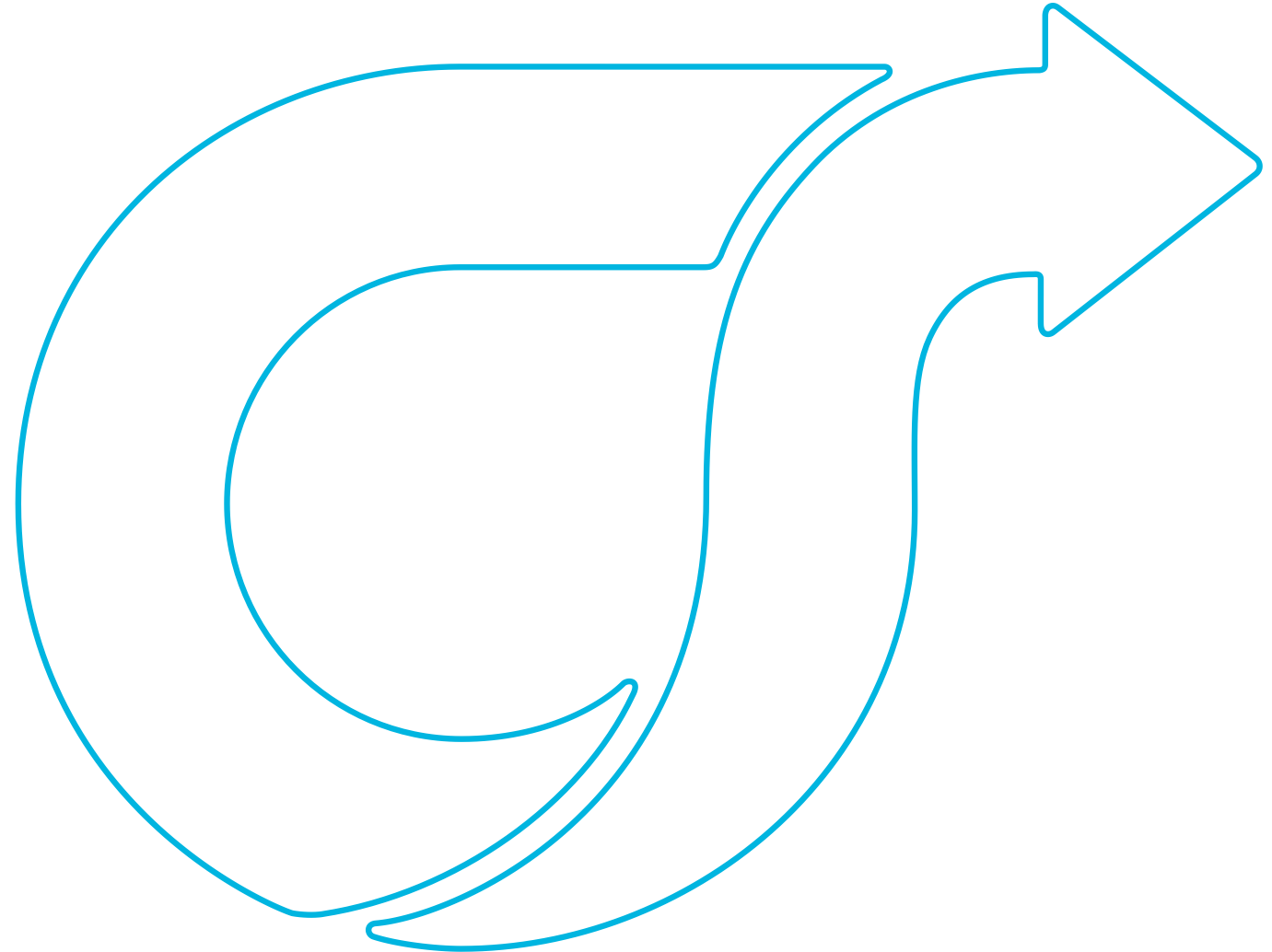
A variety of
Commodities

Project Cargo

Ignacio Castrillo

HH & BB CS Manager

South Europe Area Manager





BREAK BULK Project Cargo

Over 750 bookings per year

Our dedicated team is ready to offer for your heavy-duty, high value or complex pieces of equipment.

Oversize goods are our speciality and we will work to find the best solution for your cargo.

With a huge fleet of mafis , we can load accommodate up to 100 tons payload.

We will also be able to include all related port costs in a wide range of ports.

Don't hesitate to contact us !



PROJECT CARGO 2021 - BENEFITS FOR YOU

**Dedicated
experienced team
ready for your
quotations**

**Rates consolidation
centralized in Madrid
(no price deviations)**

**Biggest roll trailer
fleet in Europe
with 780 units at
your disposal**

**Most competitive
offers in the market
due roll trailers
election sizes**

**More than 800
wagons (train units)
transported in the
last 3 years**

**Max payload up to
100 tons per roll
trailer**

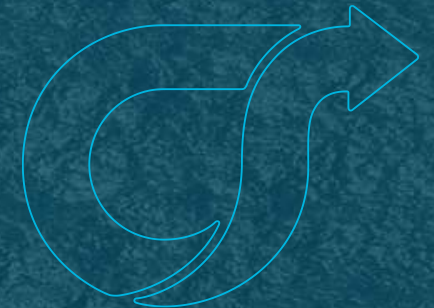
**Adjusted crane and
port costs**

**Over 3000 offers per
year**

**Approximate 25%
yearly grow**

**Reply in maximum
24 hours**

**Agreements with
third party carriers**



- Railed roll trailers for horizontal transfer



- Lifting operations



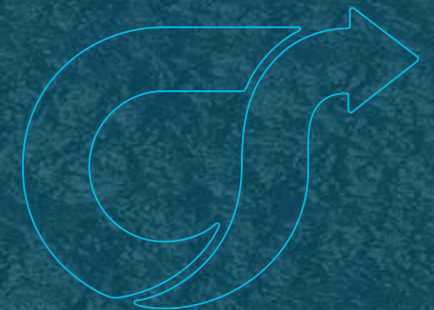
- Boats on roll trailer



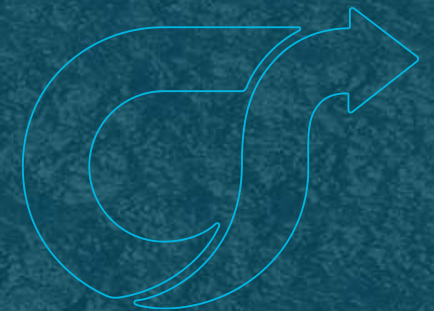
- Tanks/Silo



- CKD



- Wind blades

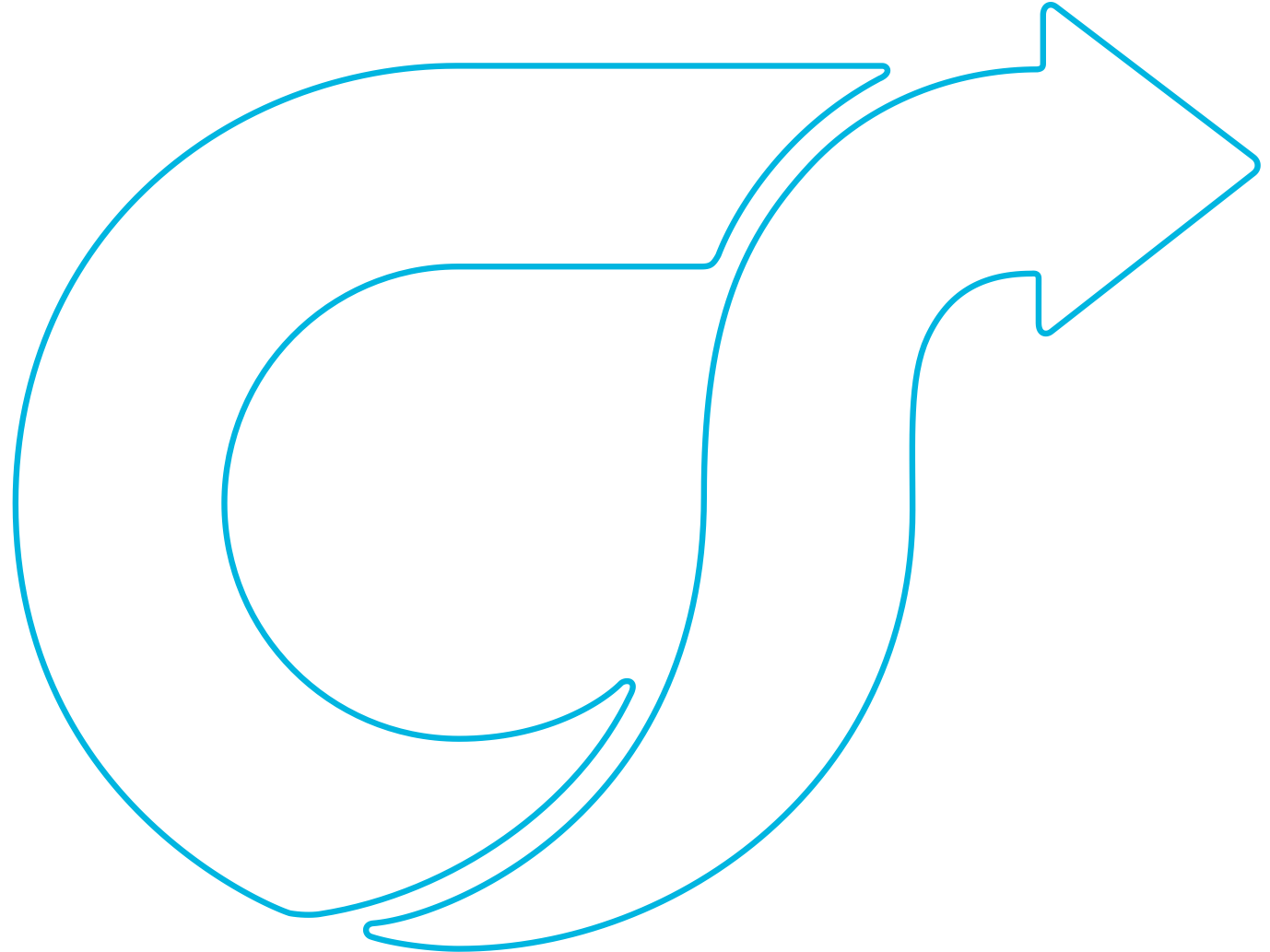


“In front”

Daniel Gent

Energy & Sustainability Manager

UK



OUR VISION

“The leading provider of **sustainable** short sea
RoRo transportation in Europe,”



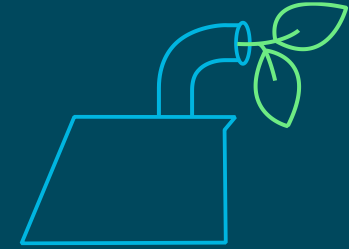
In Front



By pioneering use of new, greener, cleaner fuels such as bio-diesel, UECC decreases the environmental impact of operating our legacy tonnage



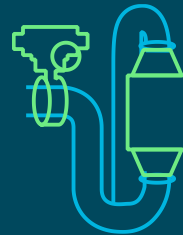
First carrier to have dual-fuel LNG PCTC's, and to operate with cleaner fuels such as bio-diesel. We will also be first in our industry to have three LNG battery hybrid PCTC's.



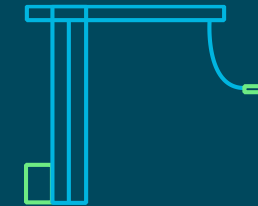
With our revolutionary LNG Battery Hybrid vessels, we can reduce NOx emission by up to 90%, and we almost entirely eliminate SOx and Particulate Matter emissions.



By introducing synthetic and biogas into our energy mix, we further improve the already impressive CO2 reductions afforded by LNG.



We install Ballast Water Treatment System onboard our vessels well in advance of IMO implementation requirement.

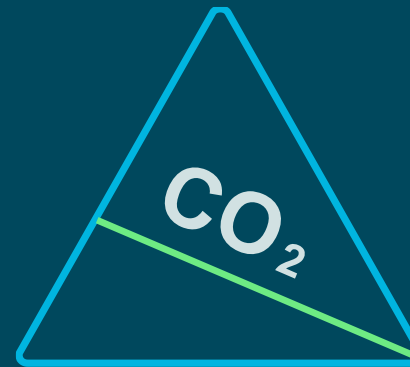


Newbuildings will be delivered with main equipment for cold ironing, followed by running cold ironing projects with key ports.





We take part in a variety of cross-industry platforms. We are proud members of UN Global Compact Initiative, and partnered with the GoodShipping Program to reduce CO2 emissions on shipments by 85%



On our path to carbon neutrality we reduced CO2 emissions by 38% per cargo ton/km, and SOx by 51% per cargo ton/km from 2014 to 2019.



2020 – UECC in the news

UECC Holds Steel Cutting For Second LNG Battery Hybrid Powered PCTC

UECC to Test Marine Biofuel on Ro-Ro Vessel

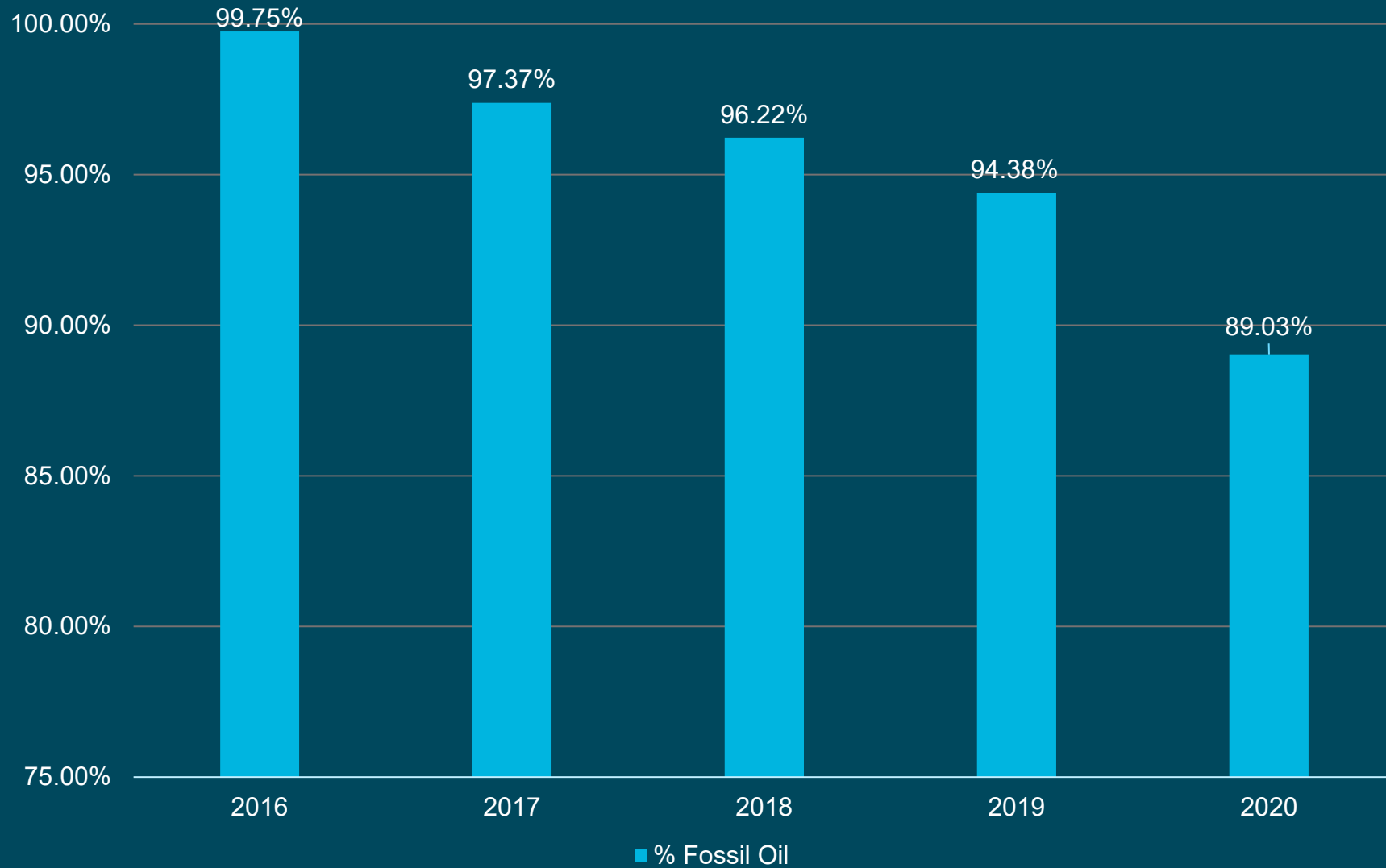
Swedish consortium embarks on AI-powered voyage optimisation project

Ro-ro shipping line UECC joins UN sustainability pact

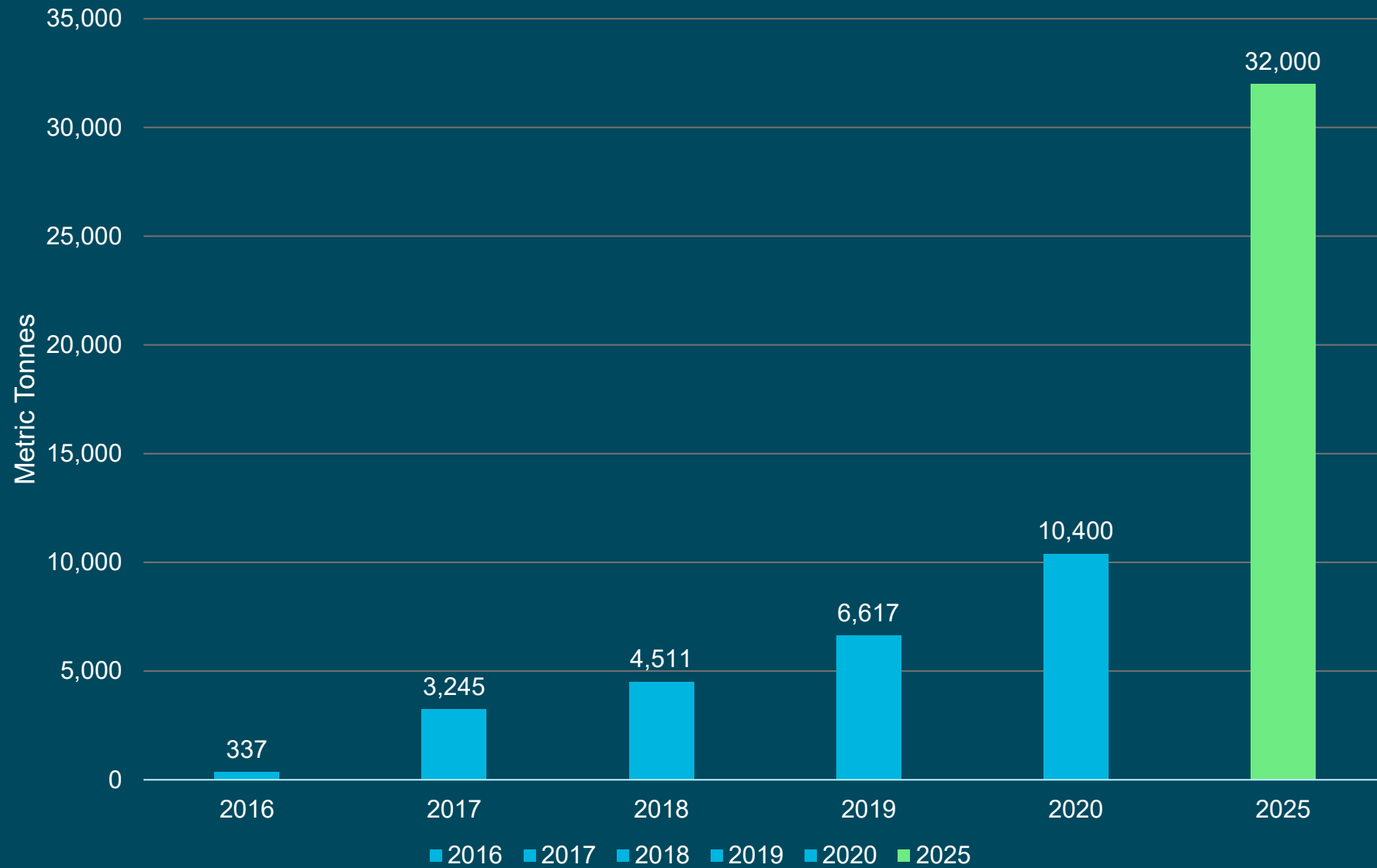
UECC bunkers liquefied biogas blend in car carrier first

Thinking green in ro-ro – UECC opening doors to a sustainable future

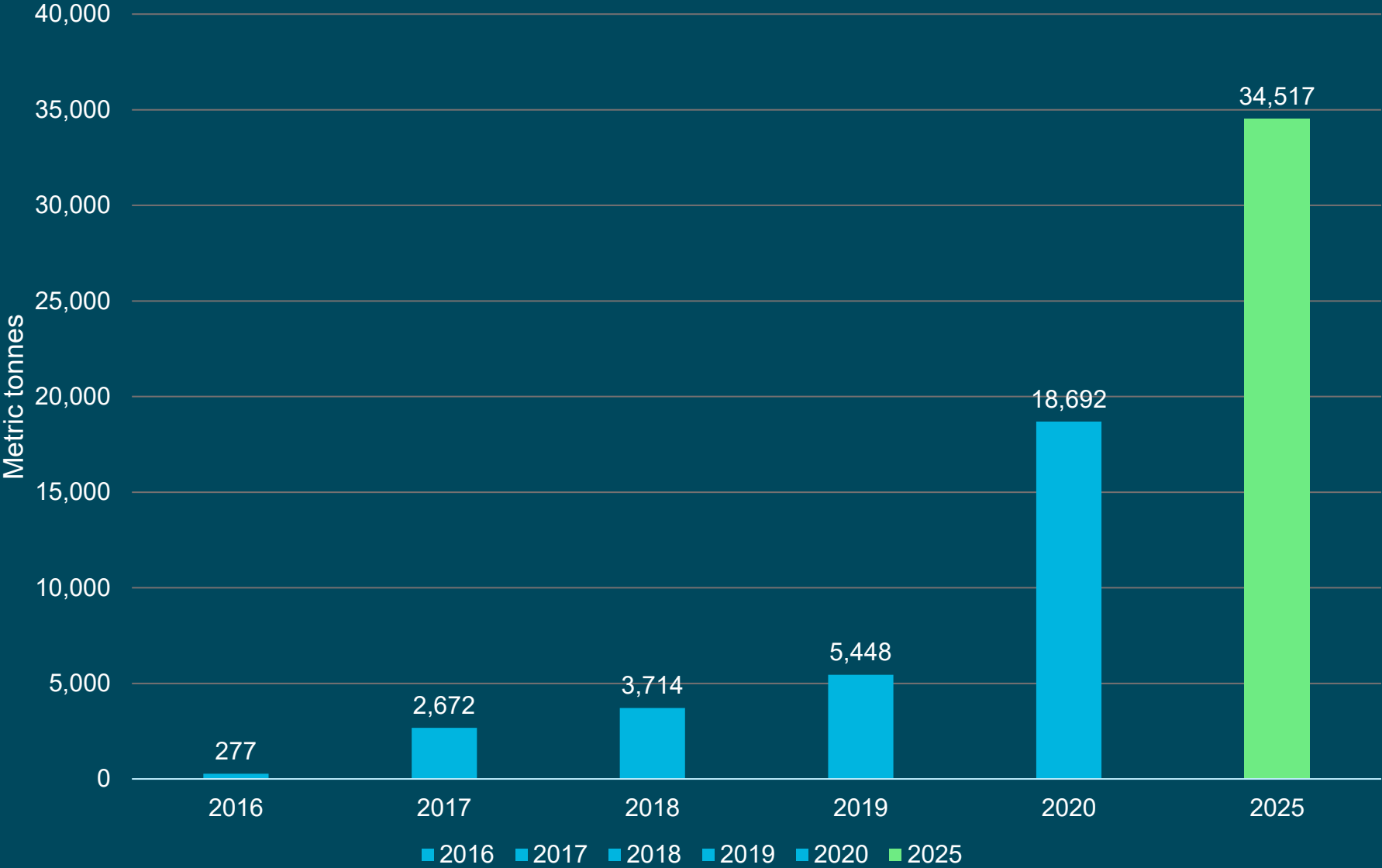
UECC Fleet – Fossil Oil use



Alternative fuel use (LNG and BFO)



CO2 Emission Reduction (LNG & BFO)

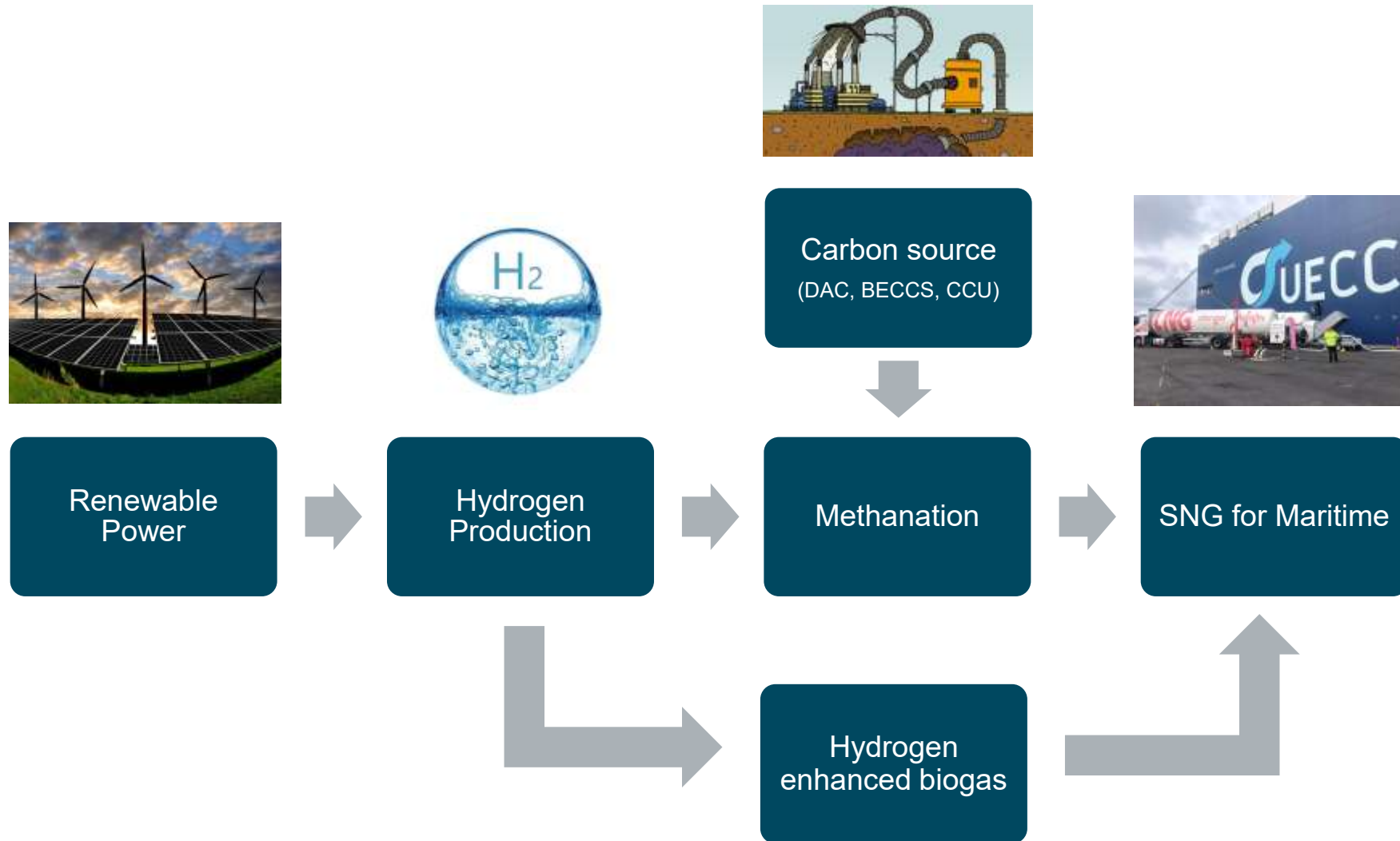


Short evaluation on technologies

LNG	Biogas	Biofuel	Battery	H2	Fuel Cell
Well established technology	Utilise existing LNG infrastructure	Drop-in fuel for diesel engines	Zero emission TTW	Variety of applications (Fuel Cell, ICE)	Nox, SOx, PM nearly eliminated
Scalable and Available	Increased emission reductions vs LNG	Significant emission reductions (CO ₂ , SOx and PM)	Life Cycle Emissions extremely low	Fuel Cell zero CO ₂ , NOx, SOx and PM	CO ₂ reduced <30%
CO ₂ reductions >20%	CO ₂ <70%	High product cost	Li-ion battery recycling feasible	H2 ICE minimise GHG	PEM cost decreasing
NOx reduction <85%	Carbon neutral TTW	Unsophisticated feedstock network	Higher efficiency than ICE	NOx emissions remain (ICE)	Competitive OPEX
SOx and PM nearly eliminated	High product cost	NOx emissions increased	Scalability restrictions	Expensive storage tanks	Fuel availability
CAPEX increase	Production fragmented		High Capex		Fuel type critical
Fossil Fuel			Highly variable OPEX (local energy prices)		

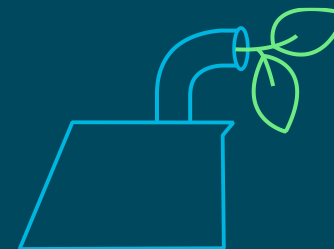
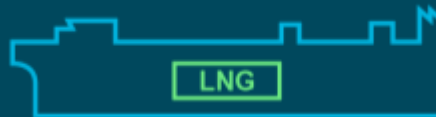


UECC & LNG – How we can achieve Carbon Neutrality



Potential decarbonisation pathways with UECC

- Mass Balance Principle
 - Take advantage of subsidised biofuel currently utilised elsewhere in UECC fleet, and assign carbon reduction to your cargo.
- Certified Biogas
 - UECC acquires certificates for sustainably sourced biogas, effectively 'greenwashing' LNG onboard our vessels.
- Physical BioLNG
 - UECC purchases physical BioLNG which is transported to UECC vessels, fuel is utilised directly when transporting your cargo.



The right choices for the future

It's costly to be leading, and challenging to always wanting to be best.

We dare to lead the way since we are convinced that profitability and sustainability goes hand in hand.

As a first mover in decarbonising our fleet, UECC has realised significant emission reductions in addition to contributing to cleaner oceans and port operations.

By introducing new vessels we run our fleet more efficiently through less fuel consumption, and by being able to include more cargo on each voyage.

Using resources smarter is what defines sustainability, and our people relentlessly seek better ways.



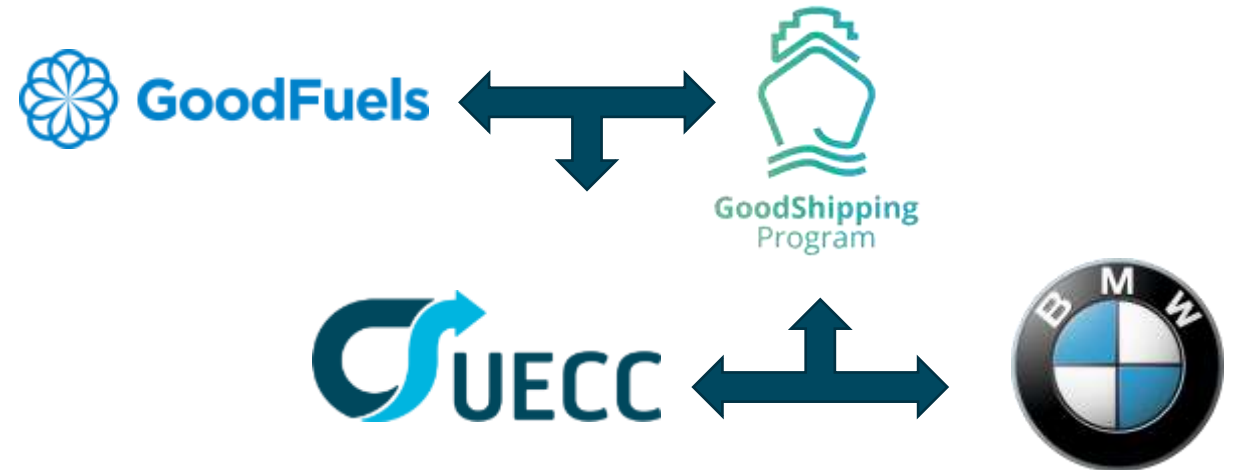
Reducing your carbon footprint

We will keep investing in smarter and greener ways to ship your cargo. You can support the cause by preferring UECC as your business partner.

Our biofueled vessels bring home significant emission reductions from field to funnel. Our three new LNG Battery Hybrid Powered vessels, to be delivered from 2021, will ensure that UECC is one of the first companies to go beyond the IMO's target of a 40% reduction in carbon intensity by 2030.

We instal Ballast Water Treatment System onboard our vessels well in advance of IMO implementation requirement.

Newbuilding will be delivered with main equipment for cold ironing. Running cold ironing projects with key ports.

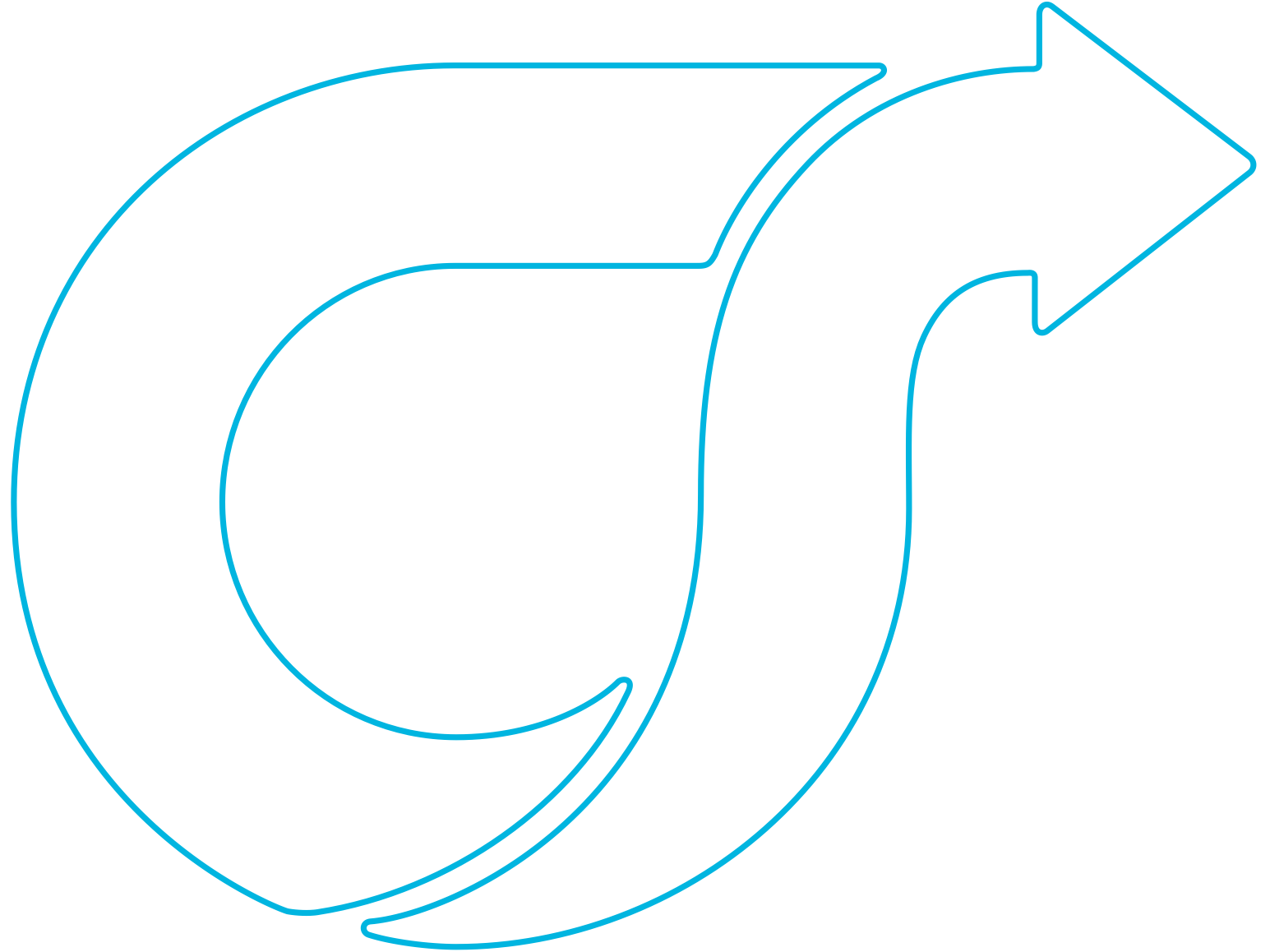


Summary & contact

Sven Jansen

Sr. Sales Manager

Deputy Head of HH & BB



Why work with us?



Dedicated professionals who go the extra mile



Diversified fleet that are able to operate throughout the year



Reliable and stable Liner network



We can ship a wide variety of commodities



Very high Focus on sustainability



The highest levels of cargo care



Huge own rolltrailer fleet and equipment



Digitalization to improve your operations



We are investing in new tonnage



Representatives in your area who are there for you



High & Heavy Breakbulk teams at your service!

OSLO

Tel.: +47 21 00 98 00
E-mail: hh.oslo@uecc.com

MADRID

Tel.: +34 91 5758 355

Roro H&H cargo
E-mail: hh.madrid@uecc.com

Industrial cargo
E-mail: ic.bbsales@uecc.com

Project cargo
E-mail: projectcargo@uecc.com

ZEEBRUGGE

Tel.: +32 50 50 20 50
E-mail: hh.zeebrugge@uecc.com



*UECC is working with
Commercial agents
across Europe*

*For contact list see
<https://www.uecc.com/customer-supplier-centre/contact-us/agents/commercial-agents/>*



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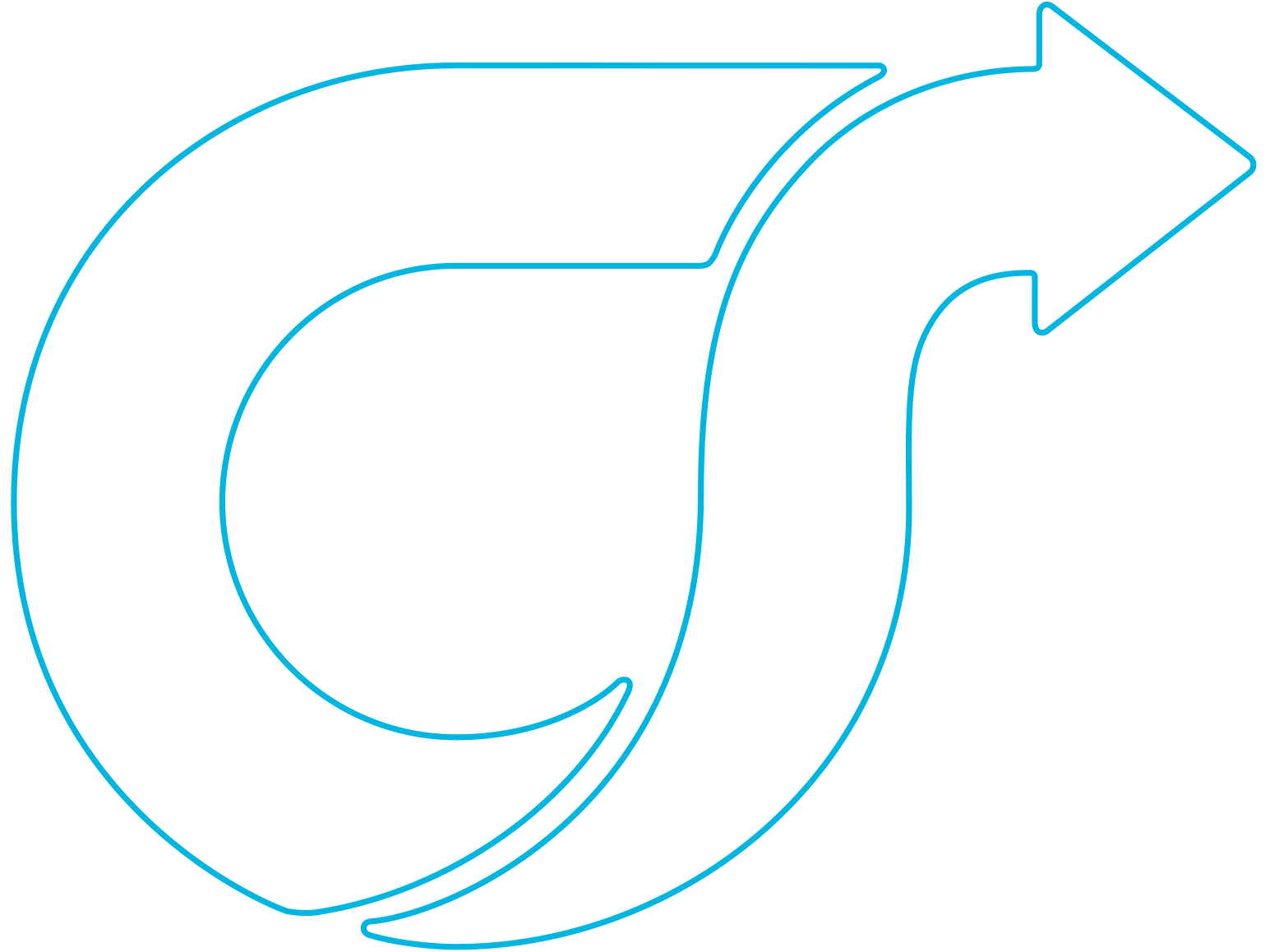


If you wish to receive the presentation, then contact myself or your nearest UECC contact



Questions & answers

Jose-Antonio Del Rio





THANK YOU

