

Åland Maritime Day 16th May 2013

RoRo Market

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Company: Trollship S.A., Geneva. Est 1984

Trollship's main focus:

Chartering & SNP of RoRo ships, Ferries and Container ships

RoRo Market

Developments over the past 5 years and Future

> 1'000 LM w/straight stern ramp max 1500 cars

- Consolidation
- Economy of scale
- Containerisation
- Number of ships sold for recycling or converted
- Number of new buildings delivered and on-order
- What the future might bring

Consolidation
and
Economy of Scale
and
Containerisation

Consolidation

Mergers & Acquisitions

- DFDS Seaways → Norfolkline & LD Lines & (Scandlines...?)
- Grimaldi → Finnlines & ACL
- Finnlines → Transrussia & PowerLine & UPM-Kymmene
- Stena → Scandlines & Norfolkline Irish Sea
- CLDN ro-ro → Dart Line & Ferryways & Stora Enso

Economy of scale

Bigger ships and bigger terminals



Bigger ships

What is the average LM size of ships delivered since
2009 ?

3'450 Lane Meters



Bigger ships

- The largest RoRos today are 5'000 LM
 - ✓ LOA 200 m – 230 m
 - ✓ Beam 26.5 m – 32.5 m

Average RoRo size 2009 vs 2013

	2009		2013
Average size	1'830 LM	=>	2'320 LM
			+21% in 5 years

	Yesterdays'		Today's'
RoRo workhorse	1'800 LM	=>	3'000 LM

Larger terminals

- Handling RoRo of up to 5'000 LM
- Consolidation of the RoRo market has resulted in fewer but larger ports & terminals
- Operators control terminals by long term lease or purchase

Containerisation

Operators switch from RoRo to Container vessels

- ✓ Niledutch
 - ✓ Seaboard
 - ✓ Crowley
 - ✓ Eimskip
-
- Container ships have “taken” cargo from RoRo ships
 - More containers carried on RoRo ships

Number of ships sold for recycling or conversion since 2009

156'00 LM and 115 ships recycled / converted

In % of the existing fleet:

=> **23.6%** in LM

=> **40%** in number of ships

Number of ships sold for recycling or conversion

Average size as low as 1'360 LM



RoRo ships delivered since 2009

183'000 LM and 53 ships delivered

In % of the existing fleet:

=> **18.6%** in number of ships

=> **28.7%** in LM

Order Book May 2013

- 8 ships on order – 6 in 2013 & 2 in 2014
- 17'230 LM in total
- Average size 2'153 LM
- 1.1% of the existing Fleet in LM
- 2.8% of existing Fleet in number of ships

Fleet 2009 vs 2013

	2009	2013
Fleet number	347 ships	285 ships => -18%
Fleet size	634'000 LM	661'000 LM => + 4.25%
Average size	1'830 LM	2'320 LM => + 27%

The Future

- Consolidation, Economy of Scale and Containerisation will continue at a slower pace
- Fleet will “shrink”, also in LM terms, as order book is limited and recycling continues
- Supply will decrease and operators will fill today’s empty capacity as long as the order book stays low => **improved rates**

The Future

- 3 factors are needed to increase demand and create sustainable growth:
 - ✓ **Economic upturn**
 - ✓ **Low order book**
 - ✓ **Recycling**

- The RoRo market is set for better days especially once economic winds turn

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