

AtoB@C Shipping

Den hållbara omställningen i praktiken

Framtidens Sjöfart

Luleå Maj 4, 2022

Frida Rowland, Business Unit Director



The most sustainable marine logistics partner for selected industries in Northern Europe and Arctic areas

51 vessels, 473.000 DWT

Offices in Finland and Sweden

2021 Net sales: EUR 191,4m (148,4m)EBIT: EUR 26,8m (7,6m)EBIT-%: 14,0 (5,1%) Cargo volume 14,9 mt Luleå 5,5mt

Main clients:

Metals & mining, forest industry, chemicals, food chain and energy

Investments made in most environmental friendly technologies available













Healthy volume development and strong earnings since Q1/21.

Main industrial clients in forest industry, metals & mining, chemicals and food chain.



All vessels operating within range Scandinavia-Iberian continent with main focus on Baltic and Continent.

Investment into market leading, efficient and environmentally superior newbuildings.



ESL Shipping

AtoB@C Shipping AB



Our Strengths

Sustainability leadership Industry forerunner in environmental, safety and governance issues	Long-te age Built on trust
Strong niche player Northern know-how and deep understanding of customer supply chain	Operatio Highly compe opera



erm customer reements

and performance

onal excellence

etent staff & efficient iting systems





Strategic growth drivers - Sustainability and new technologies



Fossil free society

Carbon free steelmaking



Circular economy



Biofuels







Wood based products



Fossil free energy production



Changing environmental regulation in shipping

Planned GHG reduction regulations applicable for ships over 5000 GT, meaning AtoB@C fleet is excluded

EU emissions trade to include shipping



- Increasing energy cost between 30-100 % assuming emission right price 50-200 EUR per ton of CO2e.
- Can be relatively easily absorbed by most of our clients as also oil price has variated within this range and trade has continued normally.



Fuel EU Maritime

- Will over time limit the maximum carbon intensity of marine fuels used in Europe.
- Will be mitigated by growing use of renewable diesel, biogas or other low carbon fuels.



Ship specific carbon intensity indicator (CII)

- Measures how efficiently a ship transports goods and is given in grams of CO₂ emitted per cargocarrying capacity and nautical mile. The rating thresholds will become increasingly stringent towards 2030.
- Will be mitigated by improved energy efficiency and usage of low carbon fuels.



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Handling of cargo residuals and wastewater in ports

- Shippers, receivers, port operators and ports must recognise their responsibility for handling and receipt of cargo originating residual waste.
- Port operators and ports must develop wastewater recovery facilities.





ESG commitments

Reduce emissions to atmosphere and water

$\int \int \int -50\% \text{ of } CO_2 \text{ by } 2030$

- Net zero operations by 2050
- We commit to Science Based Targets Initiative by the end of 2023





• We work with the ports to minimise the amount of grey water and hold washing water discharge to the sea



Growing our business while lowering the pressure to the environment	Improving the experience for people in our value chain	Driving sound governance practices o all levels
-50% of CO ₂ by 2030, Net zero operations by 2050 We work with the ports to minimise the amount of grey water and hold washing water to the sea We commit to Science Based Targets Initiative by the end of 2023	We provide a safe and healthy place to work We provide first-class service to our customers We treat everyone equally	We conduct ethically in line with applicable law and standards and expect the same from our counterparties Incorporation of climate change mitigation into the incentive system for personnel and management
Scope 1 CO2-emissions in total 2050: Net zero CO2 emission operationsScope 1 CO2-emissions per ton-mile 2030: 50% lower carbon intensity per ton- mile compared to 2008 and respective vessel classPercentage of grey water pumped to shore reception facility 2025: 50% 2030: 100%	LTIFR Includes all incidents, per 1,000,000 working hours Target: Zero	Percentage of employees who have completed Compliance and Code of Conduct training Target: 100%



ECTED KPIS & TARGETS

SEL

Our key ESG Targets







Roadmap towards fossil free shipping

Shipping Investment





Best available ship design and power train capable of shifting to drop-in fossil free fuels when they are available.

Green Coaster project, LNG fueled vessels Viikki & Haaga and other fleet renewal plans in second half of the decade.

Building industrial scale availability of renewable fuels in partnership with leading Scandinavian suppliers.

Market leading use of LBG and continued fuel cooperation with Neste to reduce shipping emissions.

Participation in projects aiming at industrial scale production of hydrogen based efuels in second half of the decade



Energy Sourcing

Transport Demand



Customer commitment. Building and sharing common future vision for low emission shipping. Long-term contracts with leading Scandinavian industries

SSAB and Metsä Group as prime examples of long term cooperation and logistics ecosystem supporting energy efficiency, high capacity utilization and smart operations.





Green Coaster highlights

New electric-hybrid technology enables noise-free and emission-free port visits





orly –50 % ions compared to sent vessels	Further emission reduction potential by shore power, renewable fuels and wind propulsion. Battery technology enables emission-free and noise-free port visits.
the market in terms acity, technology and novation	Q3 / 2023 First delivery





Green Coaster Concept

AtoB@C Shipping invests in a series of six future proof, highly energy-efficient hybrid vessels





MAIN PARTICULARS	
Length	90 m
Breadth	16 m
Draft	6 m
DWT	5,350 tons
Cubic capacity	7,650 m ³
Deliveries	Q3/2023 -





New hybrid Green Coaster vessels are the most efficient and environmentally friendly vessels in the world in their size class

Green Coaster vessel specifications

~20 % better loading capacity⁽¹⁾

Sawn timber loading capacity⁽²⁾



Optimal design

Better cargo capacity, sophisticated technology and latest innovations

Lower consumption

Electric-hybrid drivetrain, optimized performance



Source: ESL estimates, SFI – Centre for Research-based Innovation. The Research Council of Norway Notes: (1) Potentially even higher, (2) In m³, (3) kg/loaded m³

~50 % less CO2 emissions per cargo unit

Timber shipment Well-to-Wake CO2 emissions⁽³⁾

Cleaner and silent port visits

Battery technology enables emissionfree and noiseless port visits

Future-proof

Runs on renewable fuel & shore power with option for wind propulsion





SHARED COMMITMENT TO MEET EMISSION TARGETS

Reporting and follow-up of emissions & review of targets







EMISSION REPORTING





Extranet is available for customers on request

904 o Tons	ŀ
	Vessel
•	
217.	7
197	7
2024	/00
2021	/09
17.3	

YOU CAN TRACK

- Total CO₂-emissions
- CO_2 efficiency (g CO_2 /ton-mile)
- Cargo volumes

OTHER FUNCTIONS

- Access to historical data
- Export data for further analysis





VIRTUAL ARRIVAL





Benefits of Virtual arrival

- reduced fuel consumption •
- reduced emissions
- less congestion in the port and anchorage area
- more reliable scheduling and line-up of vessels in port
- more efficient resource planning for port operators
- savings are shared between owners and charterer

Average reduction of CO_2 -emissions





REDUCE EMISSIONS WITH BIOFUELS

Next Generation Biofuel

- FORALLYESSELS • Blend of diesel and biofuel
 - Produced from ISCC-certified waste, residues and/or vegetable oils
 - Reduces CO₂-emissions by xxx % compared to fossil MDO
 - Available from H1/22



Currently we offer two different biofuels.



- VIIKKI ANDHAAGA Produced from waste and residues
 - 100% renewable
 - Reduces CO₂-emissions by 85% compared to fossil LNG



Key factors to decrease emissions

- Target setting: Large corporations have emission targets, however numeric emission targets for transportation is often lacking.
- Long-term co-operation and commitment to develop the best possible solutions together with clients.
- Effective operations to decrease emissions.
- Green investments in current fleet and new vessels.
- Optimal fuel solution to meet clients targets.
- Securing availability and infrastructure of green future fuels.







