

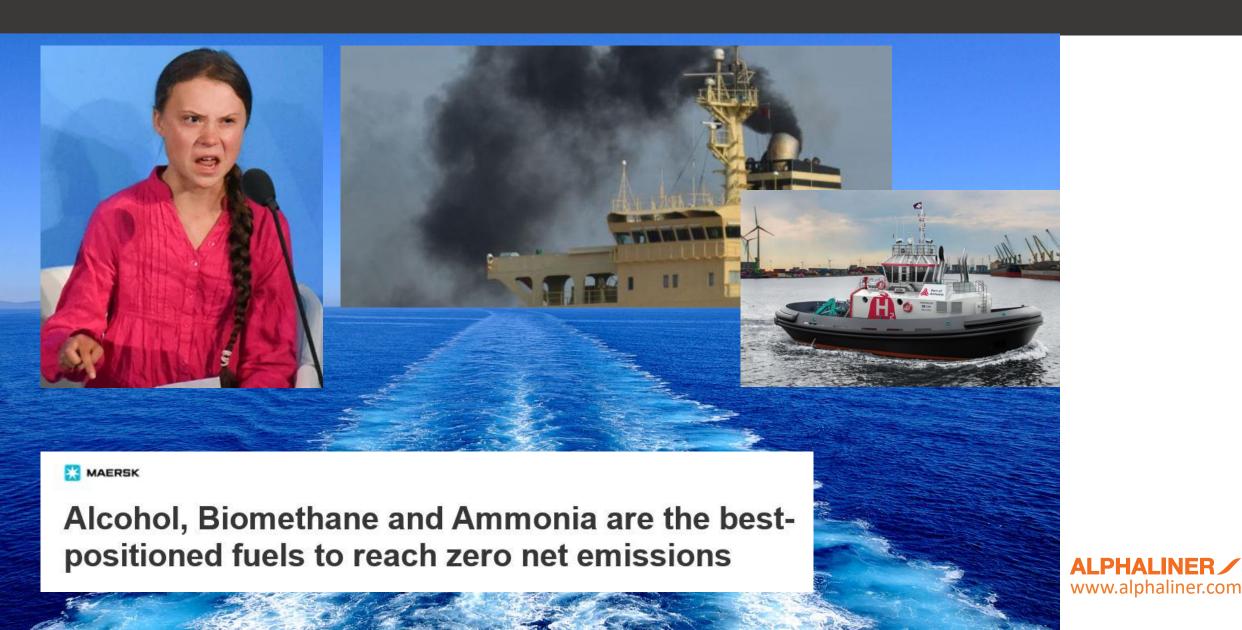
ALPHALINER/

Effects of the IMO 2020 Sulphur cap on liner shipping





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Taking bold action to clean up shipping emissions by reducing the sulphur content in ships' fuel oil



0.50% reduced from 3.50%

- significantly less sulphur permitted in ships' fuel oil

77% drop in overall SOx emissions from ships

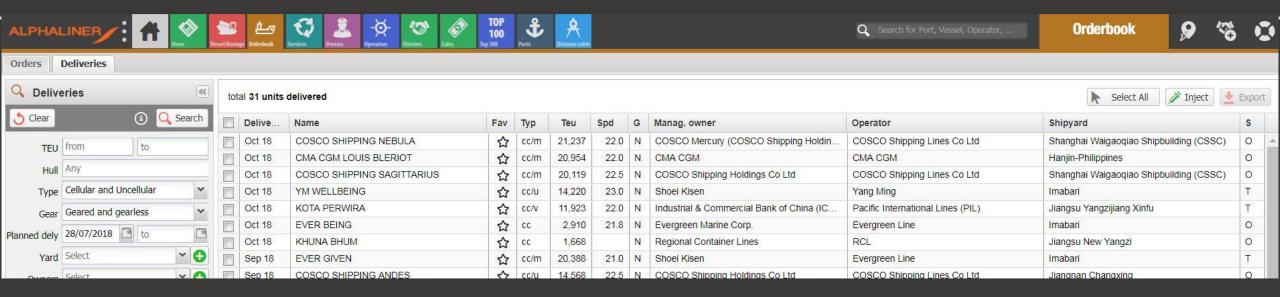
annual reduction of approximately 8.5 million metric tonnes of SOx



• From 1 January 2020



Presenting Alphaliner



- Daily monitoring of service deployment for 7000+ ships in 1600+ liner services showing rotations and partnerships
- 500+ Liner operators listed free Alphaliner Top 100 ranking (including orderbooks)
- Terminals details for 3400+ container ports with real time and history view of ships calls
- Orderbook Shipowners Second hand sales Fixtures (chartering history of ships)
- Liner & Port news: daily on www.alphaliner.com, weekly newsletter and monthly monitor
- Idle ship analysis



First option: Very Low Sulphur Fuel Oil (VLSFO)



	Price \$/ton (average last 30 days)		
IFO 380 Rotterdam	\$352		
IFO 380 Singapore	\$438		
0.5% VLSFO Rotterdam	\$533		
0.5% VLSFO Singapore	\$553		
VLSFO premium Rtm	+\$181		
VLSFO premium Sin	+\$116		

VLSFO **51.4% more expensive** in Rotterdam
(26.4% in Singapore)
Future prices ???



First LNG powered megamax (23,112 teu) for CMA CGM



- Emissions of sulphur and fine particles -99%
- Emissions of nitrogen oxide -85%
- Emissions of CO2 -20%



Organizing LNG supply chain



February 2018:

CMA CGM signs contracts with Total Marine Fuels Global Solutions.

20 LNG-powered ships by 2022:

- 9 x 23,112 teu
- 5 x 15,000 teu (EPS charter)
- 6 x 1,380 teu (Containerships) of which three already in service



LNG developments



Mid 2020: conversion of the LNG-ready SAJIR (14,993 teu) as test for Hapag-Lloyd.

Cost = **30M USD**.



First ship-to-ship SIMOPS LNG Banker operation (Unifeeder) in Vuosaari (Helsinki).



Third option: scrubbers



Newbuilding MCS ISABELLA (23,656 teu) Cost of scrubber ca. 3,5 – 4M USD

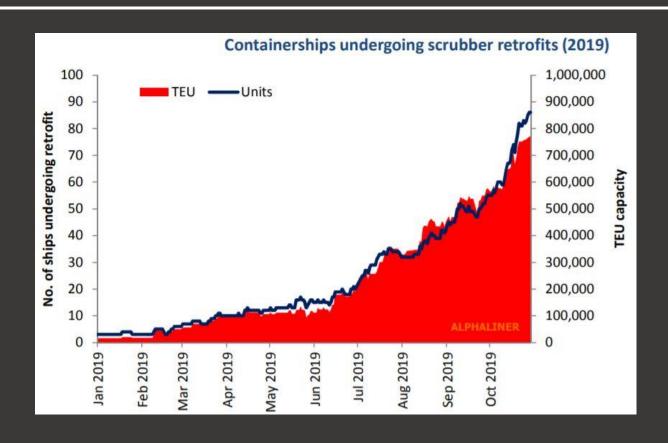


Retrofit on ULSAN EXPRESS (13.169 teu) Average stay at the yard = 62 days



Alphaliner IMO 2020 watch

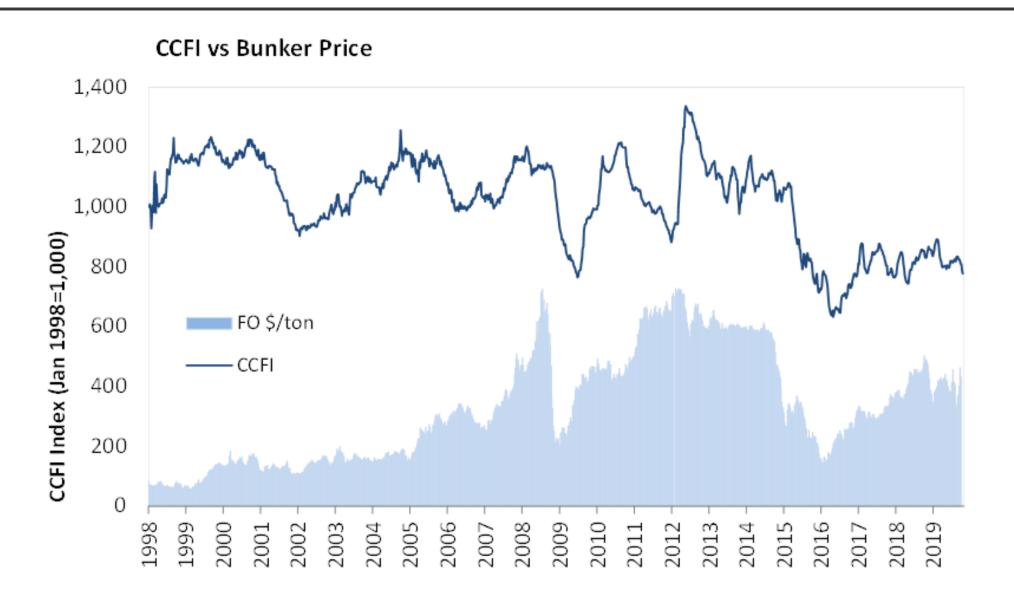
Scrubber Watch (as at 29 October 2019)						
	Units	TEU				
EGCS Scrubber fitted co	ntainersh	nips				
Newbuildings delivered	55	423,045				
Retrofits completed	98	814,472				
Retrofits ongoing	86	770,309				
LNG fuel ready container	ships					
Newbuildings delivered	9	22,380				
Retrofits completed	1	1,020				
Retrofits ongoing	0	0				



- 29 Oct 2019: 153 ships (1.24 Mteu) retrofitted with scrubber
- Jan 2020: ca 260 ships (2.3 Mteu) = 10% of total container fleet capacity
- End of 2020: ca **5 Mteu**

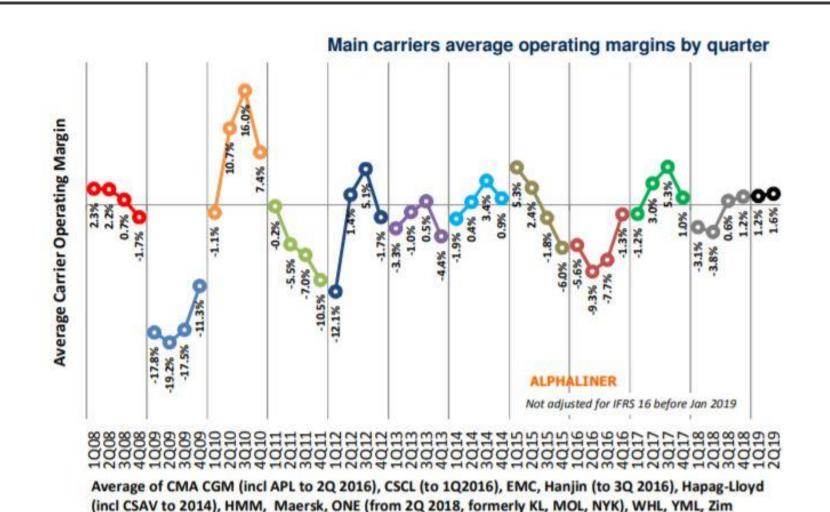


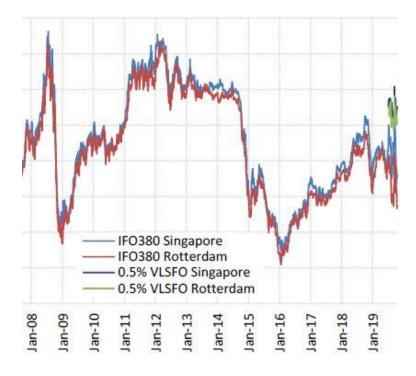
Transferring extra cost to shippers and forwarders





Fuel price vs. average operating margins





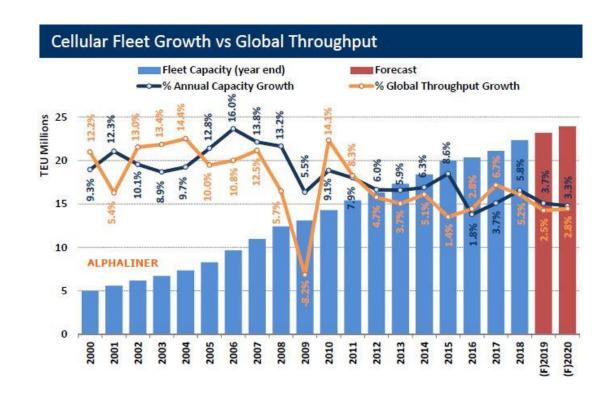
2015: sharp decrease of fuel price => no effects on margins.

2016: vice versa



Container fleet 2020 forecast

- Container fleet in Oct 2019: 22,19 Mteu
 (5,322 ships)
- YOY 3,9% fleet growth
- Oct: Inactive fleet 898,750 teu (3,9% of total)
- Orderbook = 2,463 Mteu (10,8%)



2020 growth (1,163 Mteu) and reactivation of unused fleet => +9.3%?

Volumes growth of 3% OK (scrapping, etc...)

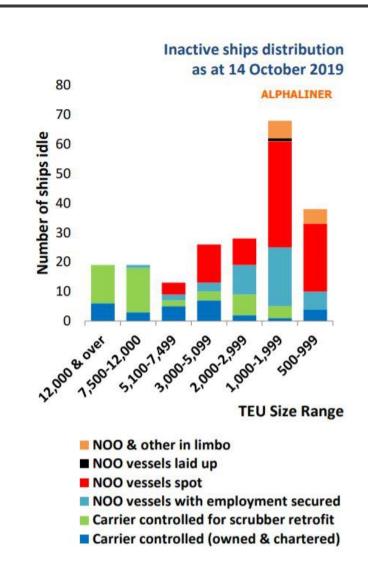


Inactive fleet watch

Inactive containerships > 500 TEU As at 14 Oct 2019 Breakdown by Size Range

TEU Range	Units	Trend	of which, NOO		
	idle	TI CITO	Units	%	*SR
500-999 teu	38		34	89%	0
1,000-1,999	68		63	93%	4
2,000-2,999	28		19	68%	7
3,000-5,099	26		16	62%	3
5,100-7,499	13		6	46%	2
7,500-12,499	19	1	1	5%	15
12,500 & over	19		0	0%	13
Total units	211	1	139	66%	44

Total TEU 898,750 278,587 31%
Inactive TEU as 3.9%



44 ships retrofit
=> 436,036 teu
inactive



Conclusions



Extra cost, uncertainty about price evolution and availability.



Possible effect on scrappings and newbuildings.



Scrubber is favorite option for big ships (allowing speeding up?)

Sulphur cap is extra trigger for more economies of scale!



