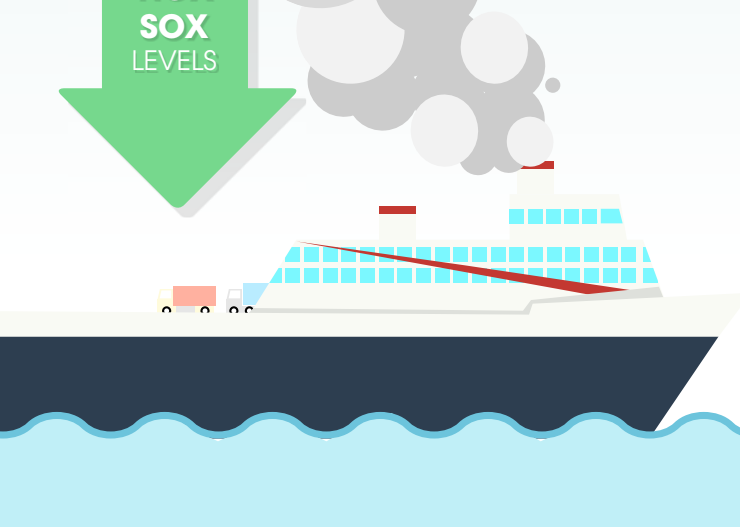


YOUR FERRY PRICES WILL INCREASE IN JAN 2015

• EU MARPOL DIRECTIVE TO COST US ALL! •

UNAVOIDABLE INCREASE TO BE APPLIED TO ALL CUSTOMERS! BY ALL FERRY COMPANIES IN NEW SECA ZONE

MARPOL: WHAT IS IT?



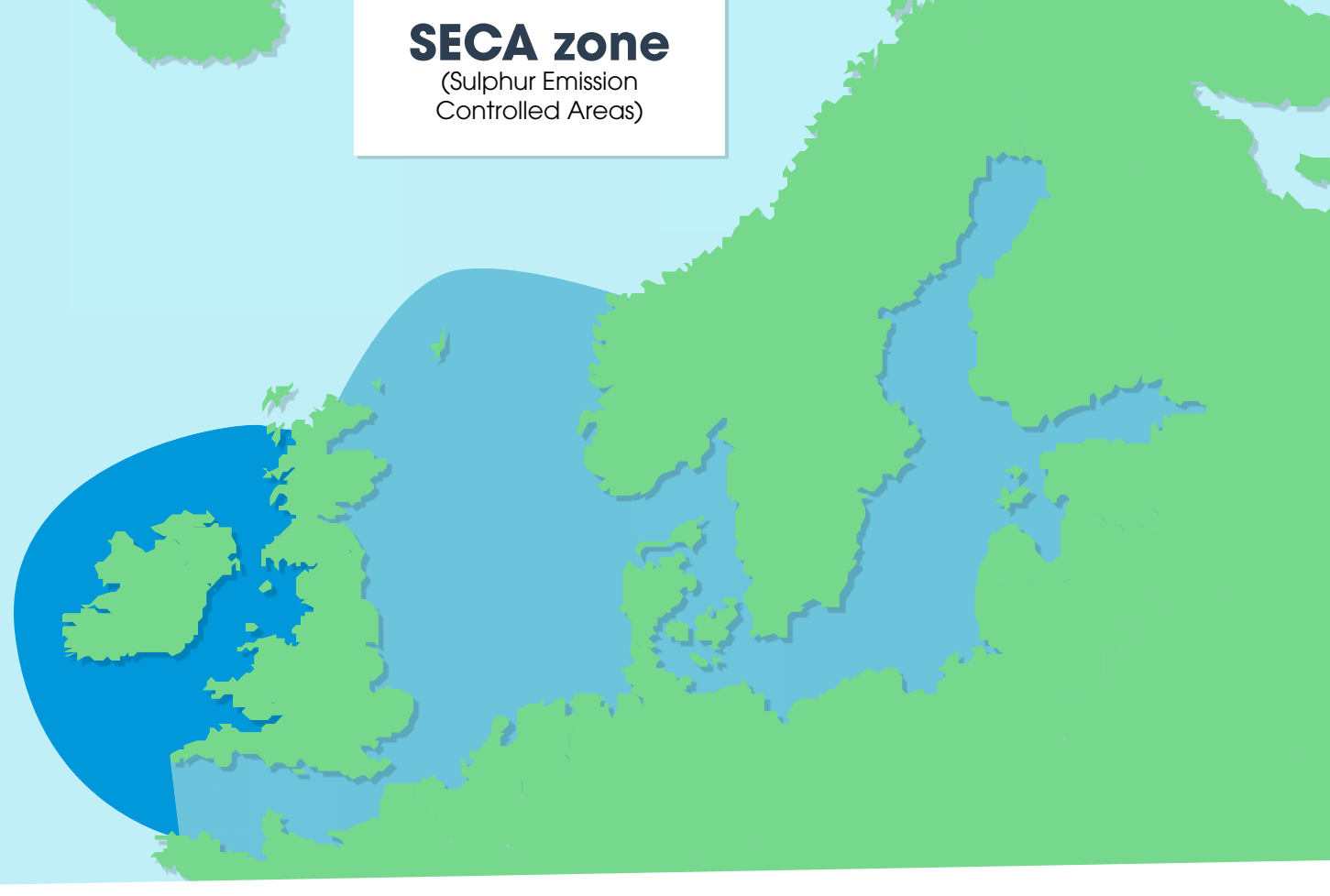
- It is the prevention of pollutant on the marine environment by ships (air pollution tax)
- In 1997, the Annex IV of Marpol was adopted, in which regulations were set on Sulphur OXIDE (SOX) and NITROGEN OXIDE (NOx), emissions from ship exhausts. In 2010 the Annex were revised to become much more stringent.
- As of 2011, the Baltic Sea and North Sea were already part of an ECA (Emission controlled Area).

WHAT DOES IT MEAN?
MARPOL
(MARine POLLution)

WHERE IS IT APPLICABLE?

The new SECA zone is marked by the segmented blue areas. From 2020 this will also include the Irish Sea.

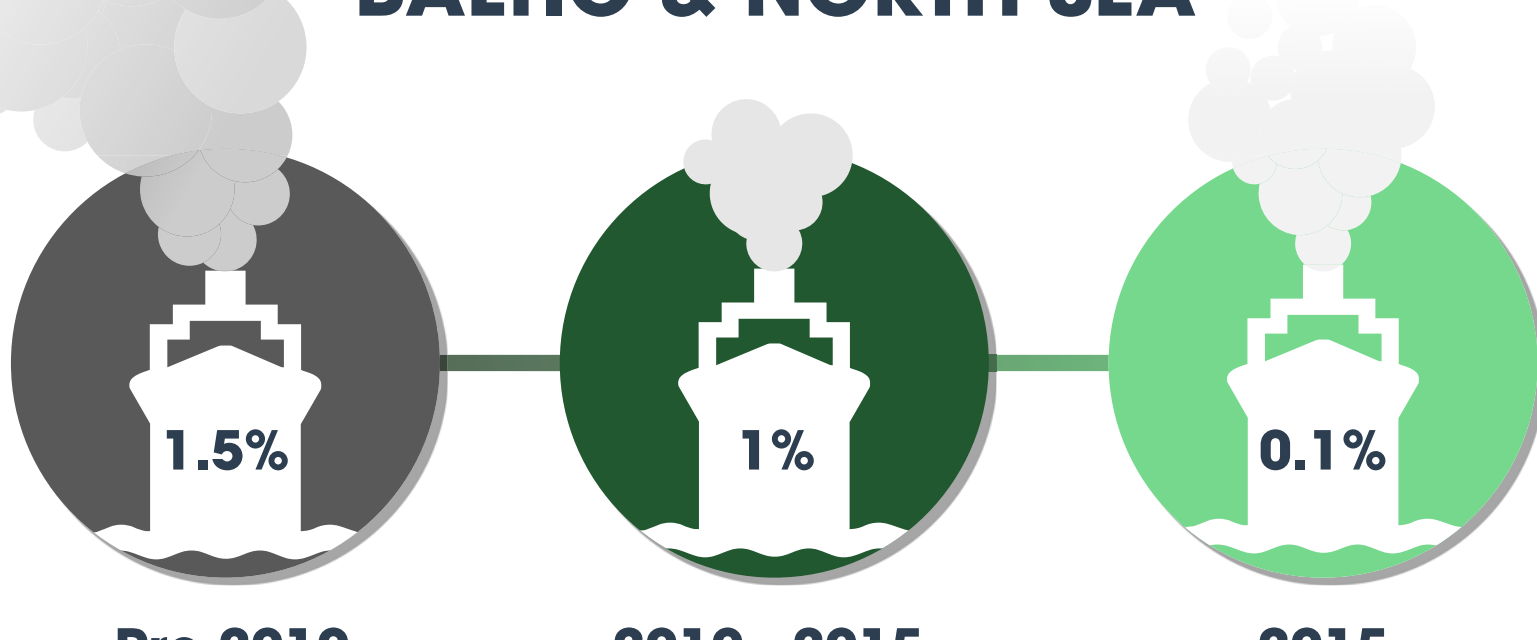
2015 2020



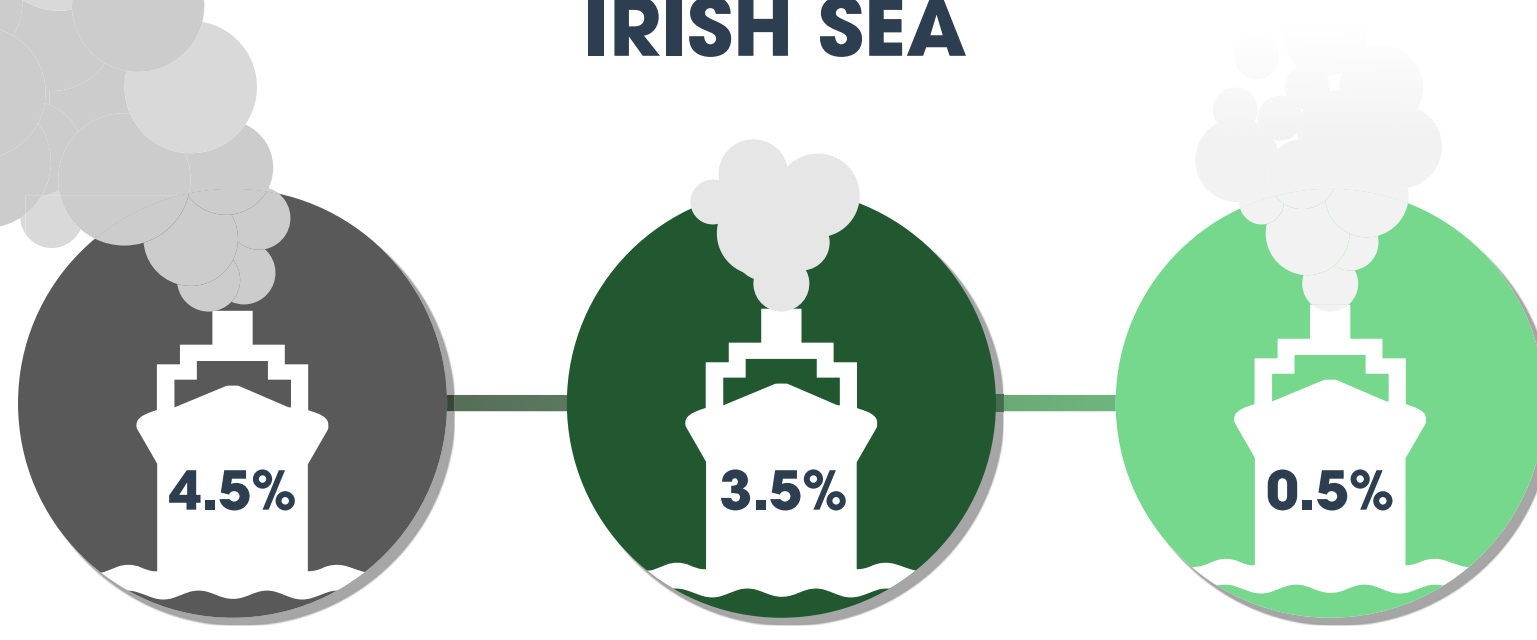
WHAT DOES IT MEAN?
SECA zone
(Sulphur Emission Controlled Areas)

SULPHUR EMISSION TARGETS

BALTIC & NORTH SEA



IRISH SEA



WHAT MAJOR FACTORS AFFECT HOW MUCH FUEL GETS BURNT?

SIZE OF SHIP



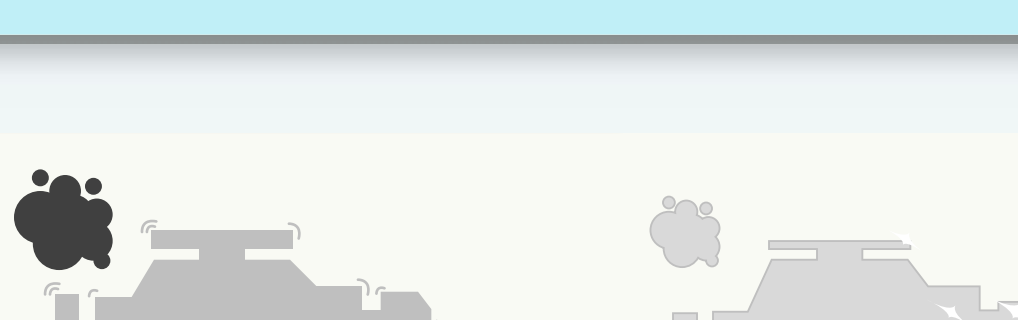
HOW MUCH CARGO IS LOADED?



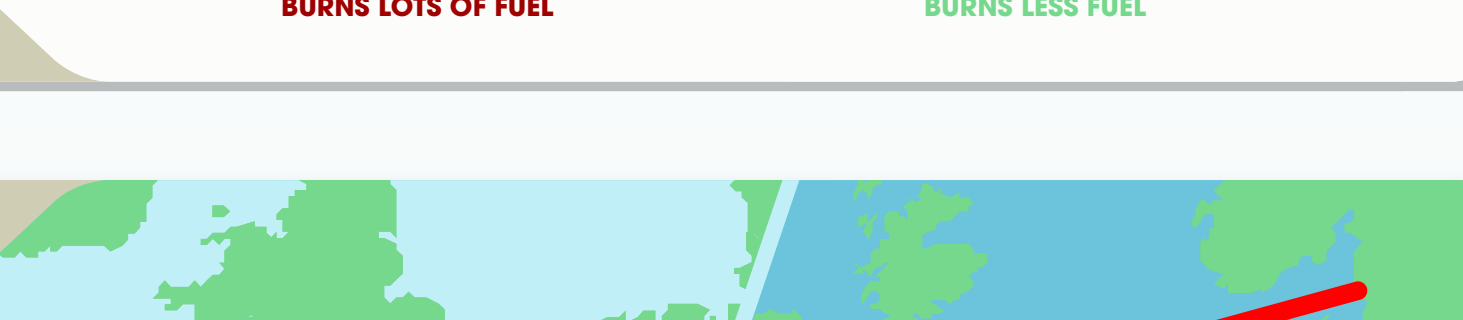
HOW FAST DOES THE FERRY TRAVEL?



HOW EFFICIENT IS THE SHIPS ENGINE?



LENGTH OF YOUR CROSSING

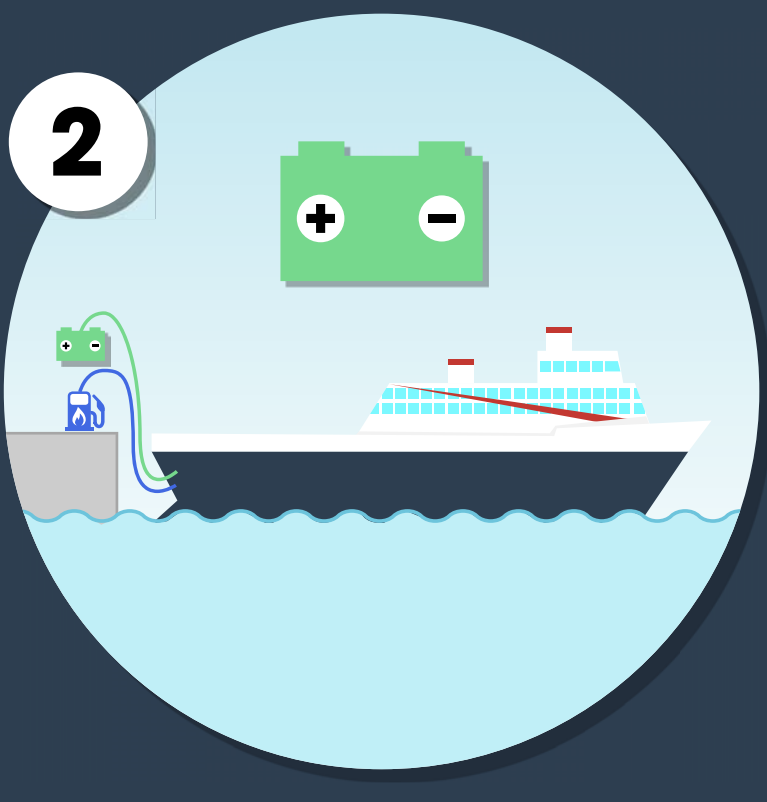


WHAT ARE THE FERRY COMPANIES DOING TO COMPLY?



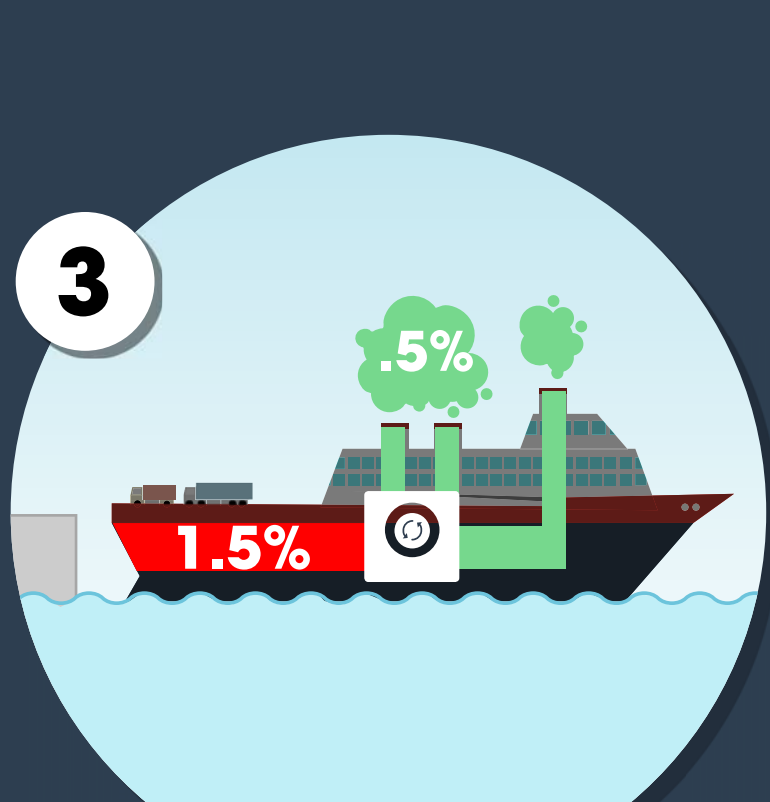
NEW GAS POWERED SHIPS

€270 Million
Brittany Ferries (cancelled order due to cost)



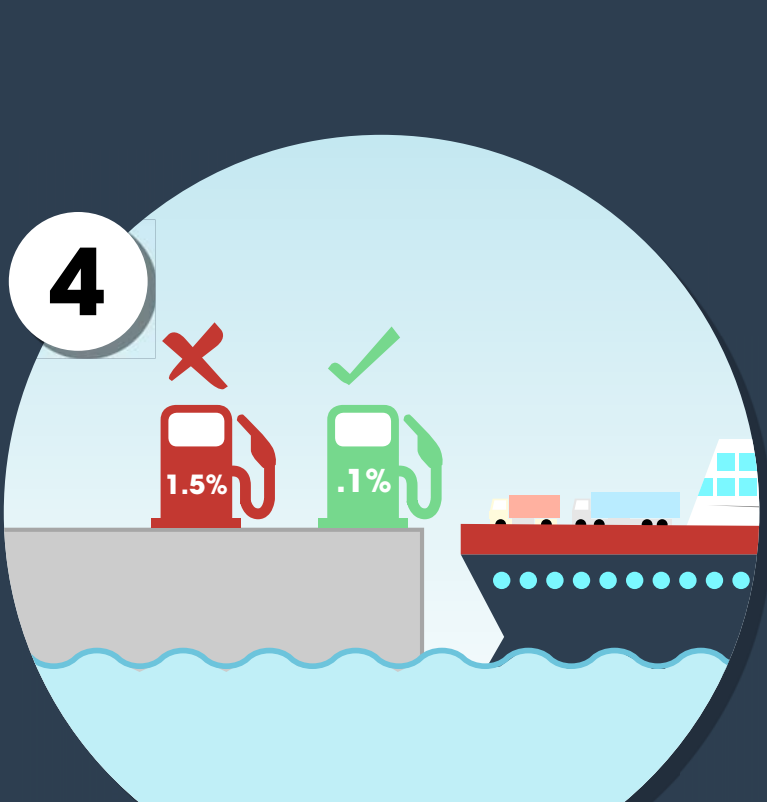
HYBRID BATTERY POWERED SHIPS

€14 Million
Scandlines



FIT SCRUBBERS (EXHAUST FUEL CLEANERS)

€5 Million per ship
DFDS



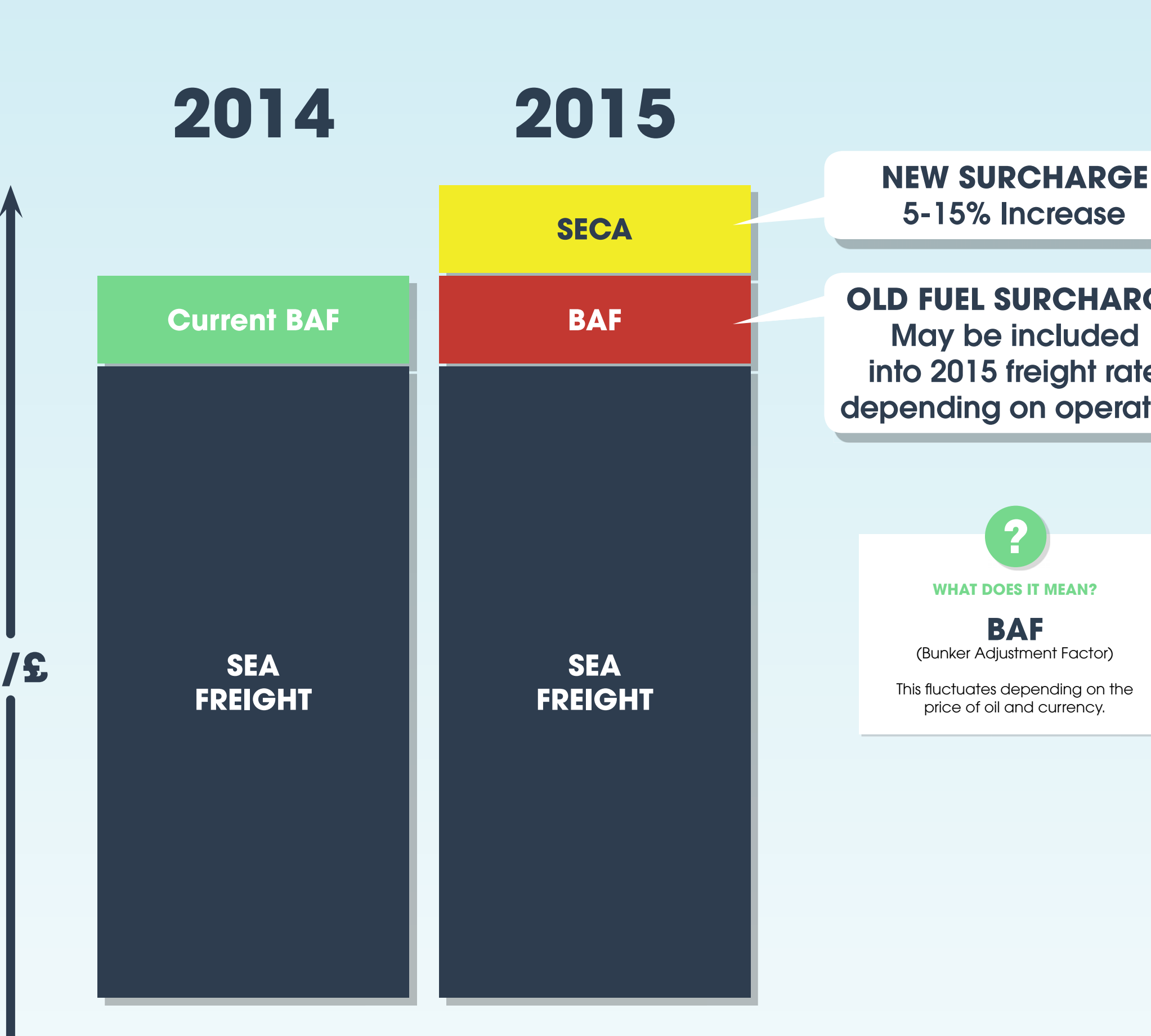
USE MGO FUEL LESS .1%

€220 per tonne
Brittany Ferries

HOW WILL THIS AFFECT ME?

"We are going to have to increase prices by around 15%"

CEO Stena Line



NEW SURCHARGE
5-15% Increase

OLD FUEL SURCHARGE
May be included into 2015 freight rate depending on operator.

WHAT DOES IT MEAN?
BAF
(Bunker Adjustment Factor)
This fluctuates depending on the price of oil and currency.