Scandlines

Company presentation

ZE80 pre-qualification
December 2022

Agenda

- Business Concept

- Milestones

- Management

- Scandlines' Green Agenda

- Health & safety

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Scandlines Traffic Machines

Two ferry routes between Germany and Denmark

High frequency and large capacity, crossing times up to 2 hours

Reliable transportation services for passengers and freight customers

Catering services and retail sales of goods on board and ashore

Scandlines in Figures

Status 2022
- 7 vessels, of which 6 are hybrid
- 2 routes
- Approx. 1.250 employees
- 2 BorderShops (Puttgarden and Rostock)
- 1 Easymarked (Rostock)
- 3 owned ports (Gedser, Puttgarden, Rødby)

Transport figures 2021
- 3.6 m passengers
- 0.95 m cars
- Ca. 718,000 freight units
- 9,500 busses

Transport figures 2019*
- 7.2 m passengers
- 1.7 m cars
- Ca. 700,000 freight units
- 34,000 busses

* A "normal" year not affected by Covid restrictions

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Management & Investors

Management

Carsten Nørland was appointed Chief Executive Officer (CEO) as of September 2021.

Carsten has experience from international infrastructure companies as well as extensive commercial knowledge within sales and marketing – particularly within retail and consumer goods.

Scandlines Danmark ApS

Carsten Nørland
(CEO)

Michael Guldmann
Petersen (COO)

Jesper Mikkelsen
Heilbuth (CFO)

Scandlines Deutschland GmbH

Gerald Lefold
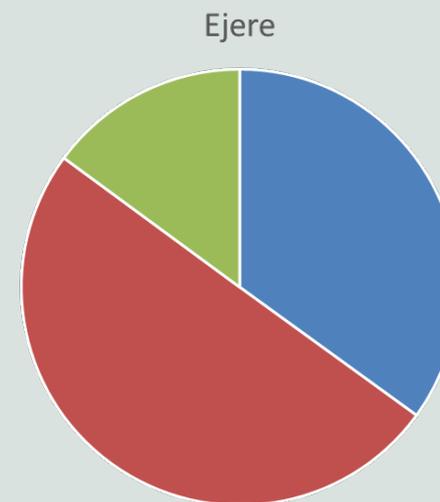Direktør
(Geschäftsführer)

Heiko Kähler
Direktør
(Geschäftsführer)

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Investors

Scandlines is owned by three infrastructure funds

- First Sentier Investors (50,1%)
- 3i (35%)
- Federated Hermes (14,9%)

Ejere

3i   First Sentier Investors   Federated Hermes
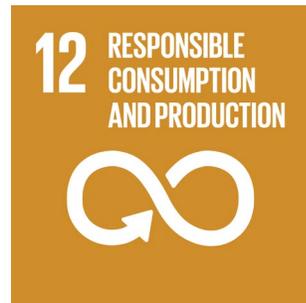
Scandlines' Green Agenda

Scandlines has a vision - green ferry operation

We have identified six key focus areas for our efforts around Environment, Social and Governance (ESG):

- Environmental protection
- Health & safety
- Employee well-being
- Customer satisfaction
- Compliance & ethics
- Healthy supply chains

Along with this vision, we have joined the UN Global Compact as signatory and we support the United Nations' Sustainable Development Goals (SDGs) in five areas for a better and more sustainable future.

Scandlines' Green Agenda
– a central part of our strategy

Our goal are **zero emission ferries** – we take 'one nautical mile at a time'.

We invest in tomorrow's technology leading towards a greener future.

Past	1997-2013
Diesel/elektric propulsion	

Present	Since 2013
Diesel/Battery/ electric-hybrid	

Future	Om få år
Zero emission - 100% battery - Hydrogen/battery-hybrid	

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The World's Largest Hybrid Ferry Fleet

Puttgarden-Rødby

M/V Prinsesse Benedikte
hybrid since 2013

M/V Deutschland
hybrid since 2014

M/v Prins Richard
hybrid since 2014

M/V Schleswig-Holstein
hybrid since 2014

- 48 MEUR „green" investments between 2013 and 2021
- Capacity per vessel 364 cars or 124 cars and 30 freight units

Rostock-Gedser

M/V Berlin
Operating since 2016

M/V Copenhagen
Operating since 2016

- 270 MEUR investments in new ships,
- Operating since 2016
- Capacity per vessel 460 cars or 96 freight units

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Samfinansieret af EU
Det transeuropæiske transportnet (TEN-T)

M/V Prinsesse Benedikte
Scandlines' first hybrid ferry

- Built in 1997, hybrid since 2013

- Hybrid system corresponds to approx 182 "Toyota Prius" hybrid cars

- Reduces its CO_2 emissions by up to 15% (approx 15.000 t CO_2 per year)

13 CLIMATE ACTION

Co-financed by the European Union
Trans-European Transport Network (TEN-T)

Hybrid ferries on Rostock-Gedser since 2016

**M/V Berlin and
M/V Copenhagen**

Technical data
Length: 169.50 m
Breadth: 24.80 m
Lane meters: 1,600 m
Capacity per vessel 460 cars
or 96 freight units

Two car decks: The ferry is
loaded and unloaded in only
15 minutes
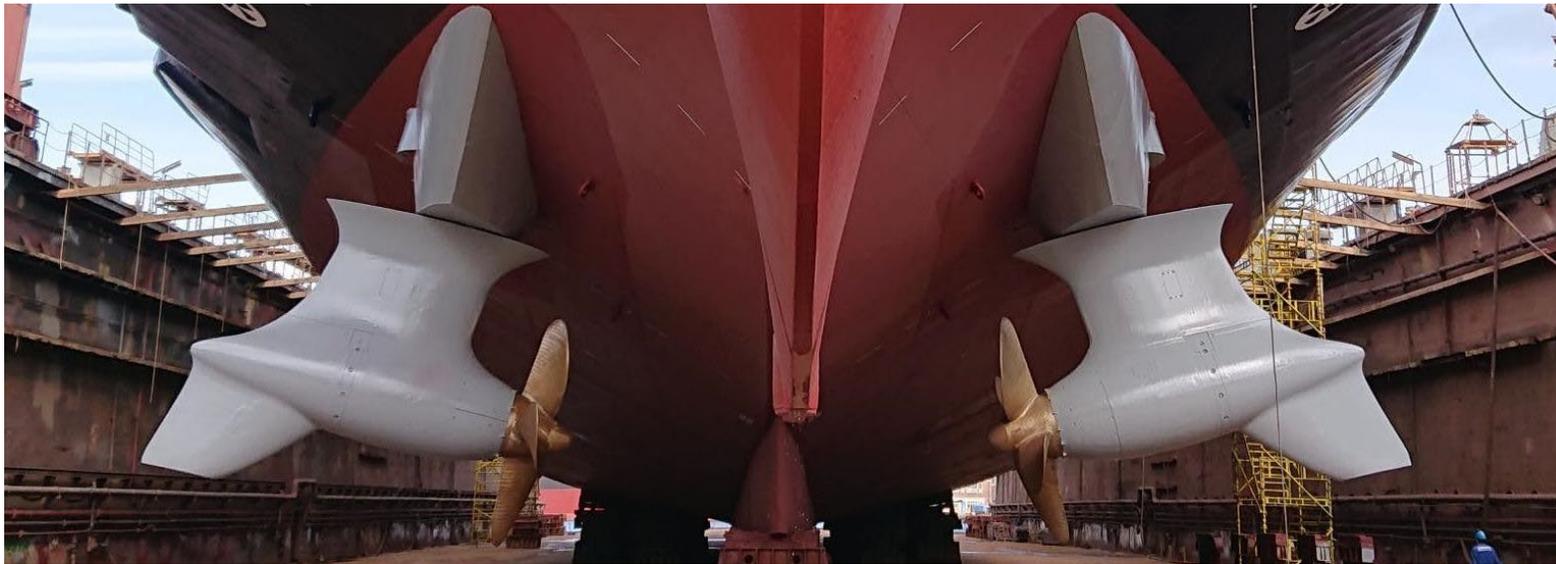
Rotor sail on the Gedser Rostock route

Installed on Copenhagen in May 2020
and on Berlin in May 2022

Height: 30 m
Diameter: 5 m

Replacing 16 thrusters on our 4 hybrid ferries operating the Puttgarden-Rødby route

- Heavy investment 2020-2022 into new improved and reliable gear
- These vessels are double ended and as such does not turn-around during the trip.
- Mooring is done 100% electronically.
- All above supports high efficiency and shortens trip duration.

Above, new thrusters replaced on M/V Schleswig-Holstein during latest planned docking in 2019
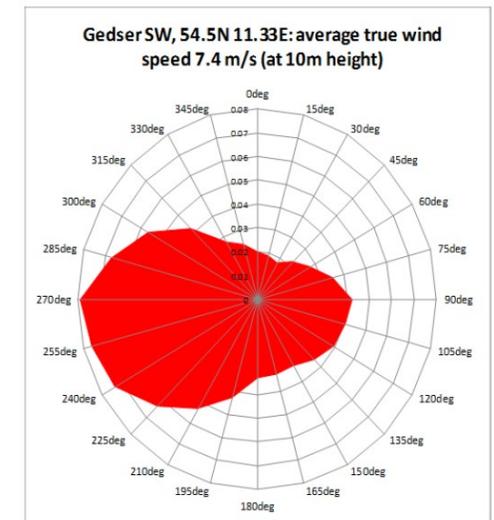
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Rotor sail

Rotor Sail on Rostock-Gedser, Berlin and Copenhagen

- Simulations of the current traffic pattern of the ferries and of the wind conditions indicate a reduction of the CO_2 emissions of 4 to 5 per cent.

- The technology has the optimum effect when the wind is perpendicular to the rotor sail. The route between Rostock and Gedser is perfectly located to meet the requirement that gives the greatest benefit of the rotor sail.

- The Rotor Sail on COPENHAGEN has proven to be more energy efficient than firstly anticipated.
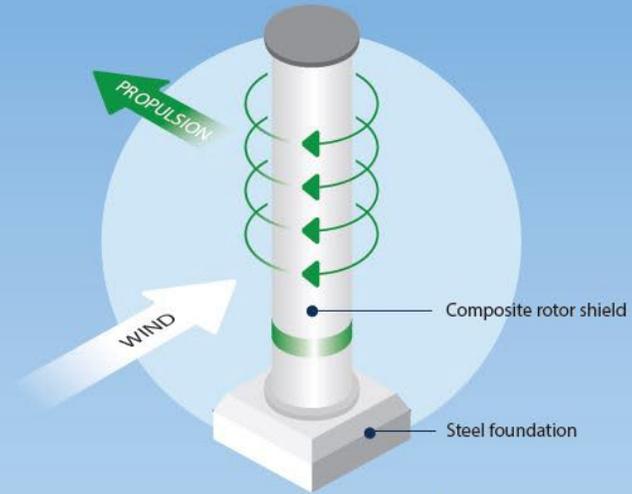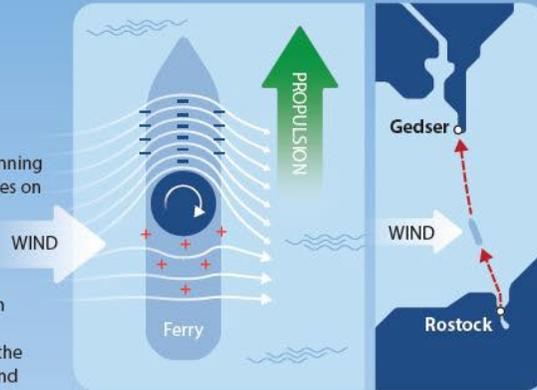 Therefore, during BERLIN's recent docking a rotor sail was installed in May 2022.

Gedser SW, 54.5N 11.33E: average true wind speed 7.4 m/s (at 10m height)

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Rotor sail

A ROTOR SAIL WIND POWERS SCANDLINES

THIS IS HOW THE ROTOR SAIL WORKS

1 The rotor sail uses the Magnus effect for propulsion.

2 When the wind meets the spinning cylinder, the air flow accelerates on one side and decelerates on the opposite side.

3 The difference in pressure creates a force that helps push the ship through the water. Thereby, the ship can reduce the use of the diesel generators and thus lower CO_2 emission by:
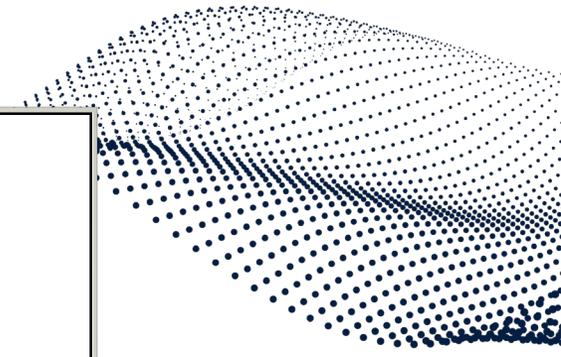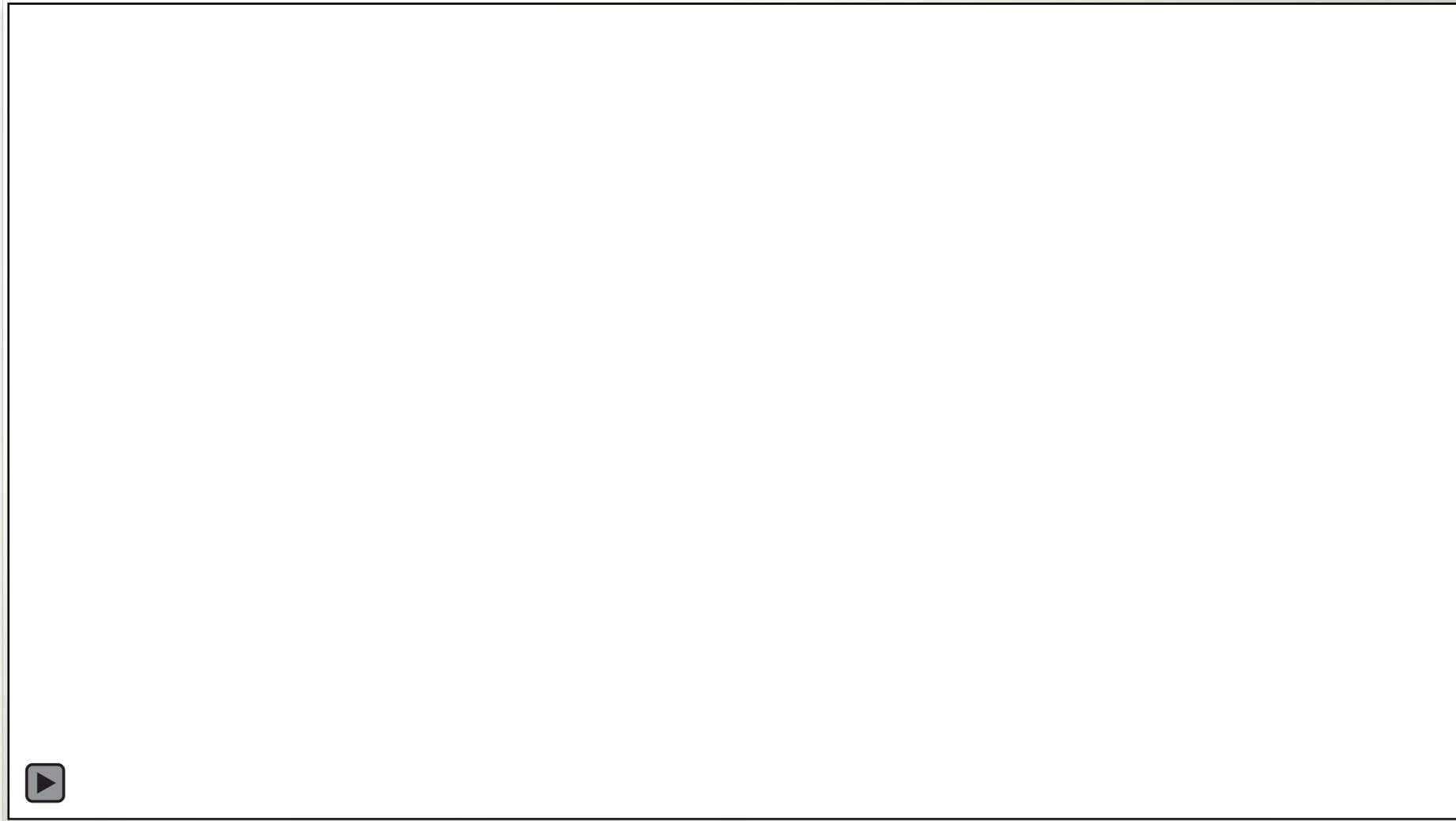
4-5 %

Scan the QR-code to read about the Magnus effect:

PROPULSION

Gedser

WIND

Ferry

Rostock

Diameter: 5 m

Height: 30 m

PROPULSION

WIND

Composite rotor shield

Steel foundation

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Interreg North Sea Region WASP

Rotor sail video

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Health and Safety (1)

- **Scandlines Health and Safety Policy**
  The health and safety of employees, customers, vendors and visitors is the highest priority for Scandlines. This is communicated from the highest level of Management in our Health and Safety policy. The Policy is available for all employees via the company intranet. Elements of the policy are also integrated into the Vendor Code of Conduct.

- **Environment, Social and Governance (ESG)**
  ESG is about living the values and principles that govern our behavious as a responsible business in respect of customers, employees, vendors, investors and the environment. SCL has adopted five of the UN's Sustainability Development Goals (SDGs) to drive our initatives for a better and more sustainable future:

- **Company Safety Management System (SMS)**
  The Company Management System meets requirements set out in the International Safety Management (ISM) Code. Verification and certification audits are performed by the Flag State as per regulations. Additionally, every year we conduct internal audits to ensure compliance and continuous improvement of our systems and procedures.

- **Incident and Near Miss Reporting**
  All incidents and near misses are reported via the General Notification System (GNS). The reports are used to identify root causes of incidents, implement preventative measures and share learnings across the Company.

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Health and Safety (2)

- **Compliance and Maintenance**
Lloyd's Register is the Classification Society used by all vessels in our fleet. Lloyd's continuously maintains oversight of our ferries to ensure that all statutory rules and regulations are observed and that maintenance procedures are performed and documented accurately.

- **COVID 19**
2020 was an unprecidented year with the COVID-19 global pandemic. In SCL cross-organizational response teams were formed to take action and implement all requirements to ensure the safety and well-being of all our employees, customers, vendors and visitors. This work continues as we adapt to the ever-changing realities the virus presents.

- **Occupational Injury Statistics and Monitoring**
The HSE Department has developed occupational injury statistics that track the type and severity of incidents. The data is used for a number of purposes, such as incident trend tracking; initative planning; and overall safety performance.

- **Employee Well-Being**
Beginning in 2020, SCL has begun the roll out of several initatives based on employee well being. Examples include a stop smoking program (DE) and a Mental Health First Aiders Program (DK). We have other ideas and projects we hope to launch in the near future!

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Thank you.

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