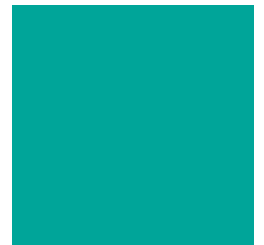


50 YEARS
MOVING
FORWARD
1968-2018

Finding alternative to UK road and rail congestion

By Nolan Gray

Business Development Director



Maritime Industry

- 80% of the world merchandise is moved by sea => UK ports handle 5%
- Unitised cargo is 34% of UK maritime flows by volume and 69% value
- Domestic traffic is almost a quarter of all UK freight traffic => 83% coastwise traffic

10.2M

TEUs PASSED
THROUGH UK
PORTS IN 2017

41%

TEUs VIA
FELIXSTOWE

2.9M

UNITS HANDLED BY
DOVER IN RO-RO
TRAFFIC

22%

DOMESTIC
TRAFFIC OF UK
MARITIME
TRAFFIC

- Supply chain vulnerability – 4 out of 5 TEUs is handled by Southern Ports
- Driver Shortage
- Traffic congestion and disruption to supply chains
- Brexit and new trade deals

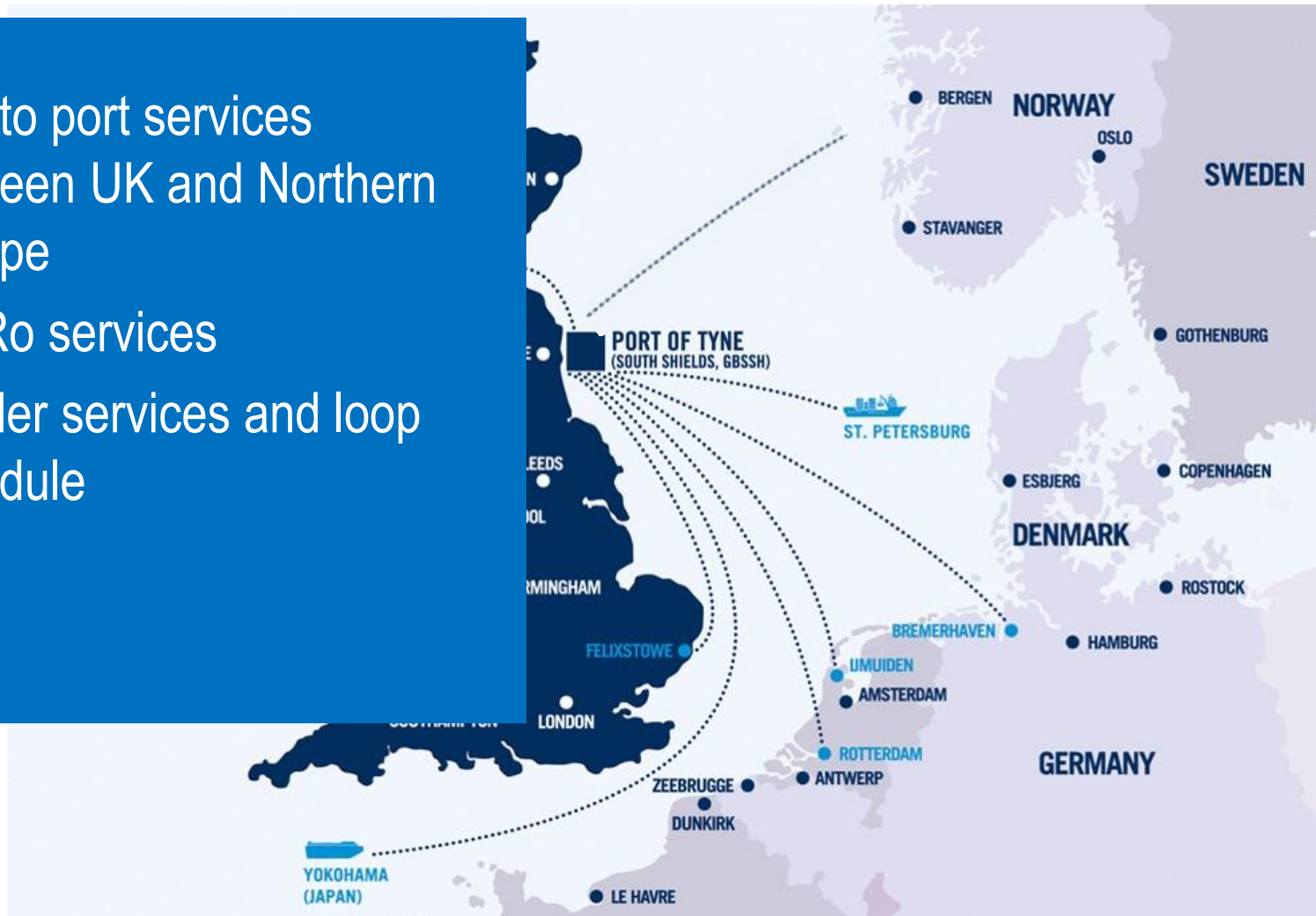




Our just-in-time world and its lean inventory holding
was not be disrupted

Alternative options

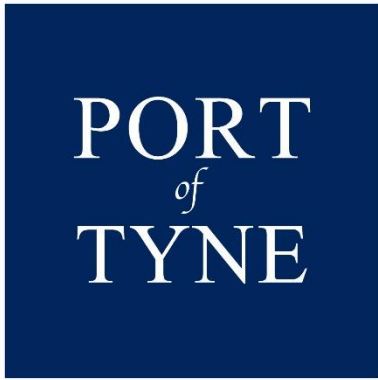
- Port to port services between UK and Northern Europe
- Ro-Ro services
- Feeder services and loop schedule



- Deep-water ports located on East Coast of England have direct access to markets (Northern Europe, Asia, Baltics) => benefit from last mile connectivity
- Ports do not require investment from government (we do it ourselves)
- Saving on carbon footprint
- Cost-effective solution



We need to think and act differently



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Thank you

