

**MANNLINES**



SHIPPING  
LOGISTICS  
FORWARDING

Responding to current challenges,  
unlocking new business and  
enriching customer experience

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Mann Lines OÜ

## Company overview

Mann Lines operate Ro-Ro cargo and containers services in the North and Baltic Seas

### Services

- Ro-Ro shipping
- Container shipping
- Logistics
- Transport
- Port owner
- Port operators

### Vessels

- 1 time chartered Ro-Ro vessels
- 2 time chartered container vessels

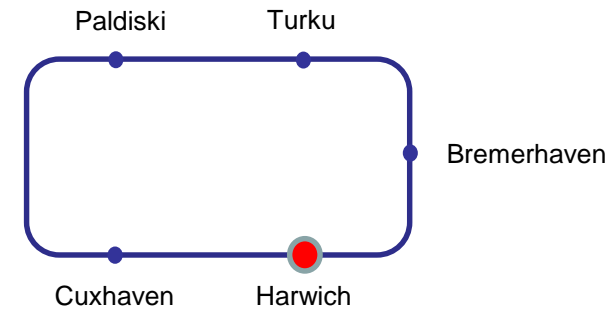
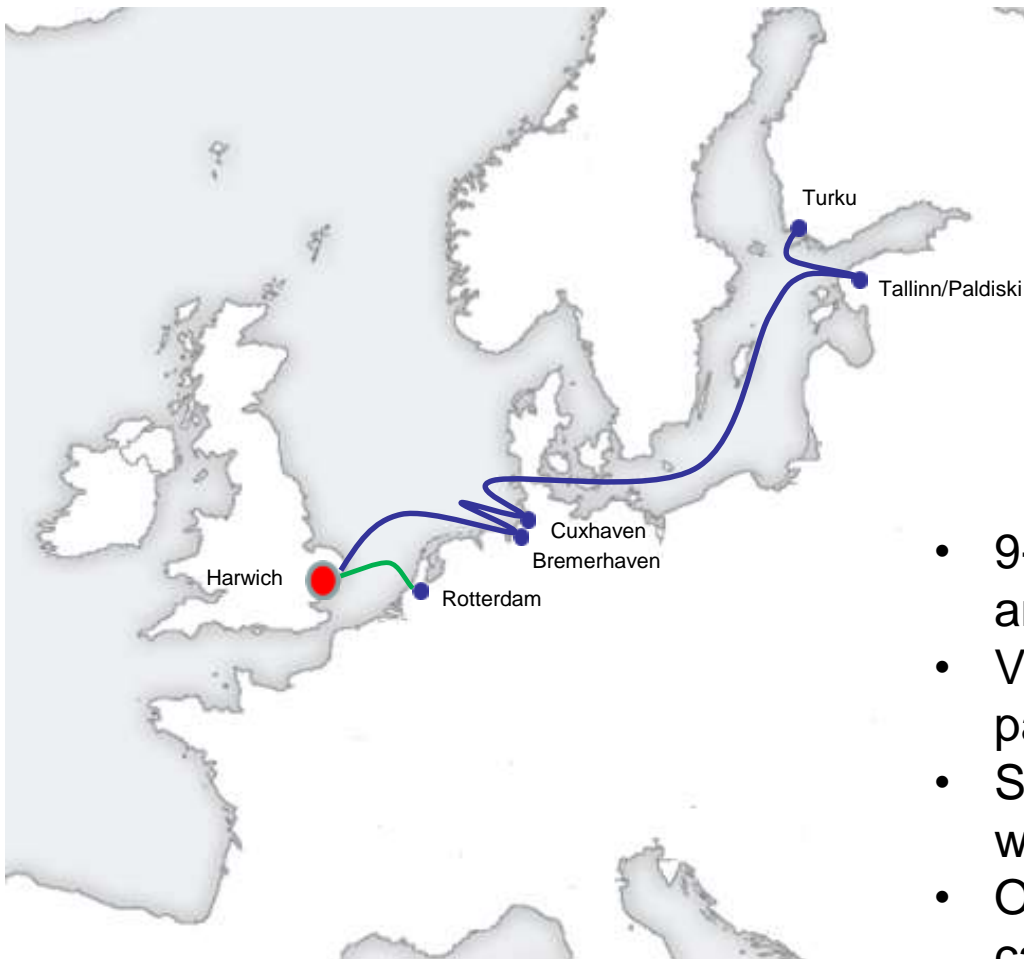
### Offices

UK : Germany : Netherlands : Estonia : Finland :  
Russia : Latvia : Lithuania



## Ro-Ro Shipping

## Schedules

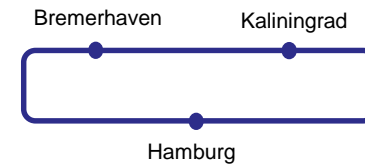
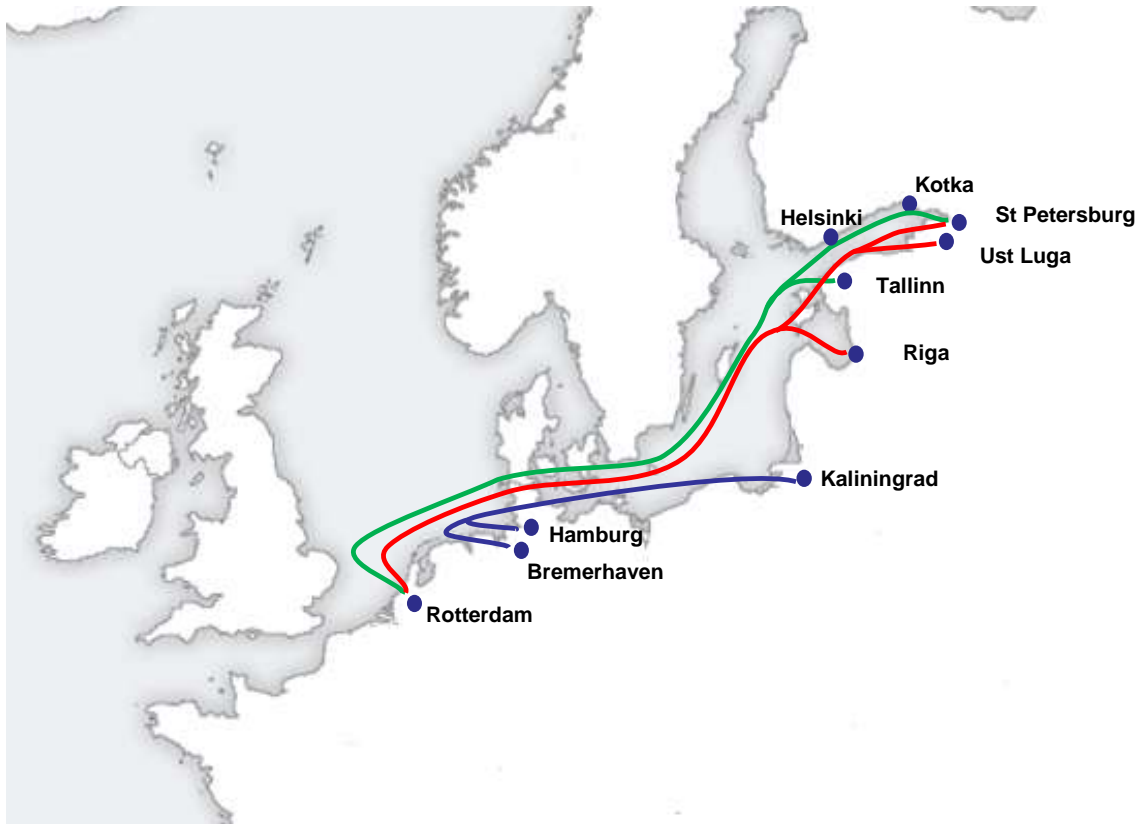


- 9-day roundtrip schedule with fast and flexible port operations
- Versatile cargo types: cars, timber, paper, steel, H&H, containers, etc.
- Safe cargo stowage under deck with MD height of 7,5 m
- Our own offices in every port we call

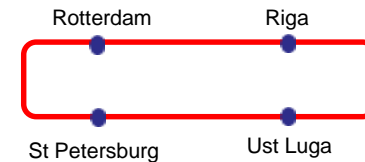


## Container Shipping

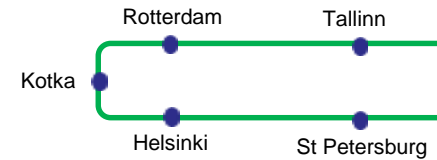
Mann Lines operate container shipping services on behalf on Mann Lines MultiModal between Benelux, Germany and the Baltics & Russia as a feeder carrier for deep sea container lines and as a short sea carrier, offering a door to door service.



- Hamburg
- Bremerhaven
- Kalliningrad
- Hamburg



- Rotterdam
- Riga
- Ust Luga
- St Petersburg



- Rotterdam
- Tallinn
- Kotka
- Helsinki
- St Petersburg



**Shipping decision components:**

## **Price, service and schedule**

**Current challenges in relation to that for us**

- Expected growth trend in cargo volumes
- Increased competition
- Trade relations between countries
- Cost structure of your service



## **Expected growth trend in cargo volumes:**

- **Shipping volumes have increased during the past years through Baltic main ports and are expected to continue to do so.**

**First half of 2017 compared to 2016 for container shipments:**

**Klaipeda: +7,7% (172 447 TEU)**

**Riga: +14,7% (158 689 TEU)**

**Tallinn: +3,05% (81 041 TEU)**

**Tallinn RO-RO: +9,6% (2,5m T)**

- **With Mann Lines we see the following products with increased capacity: peat, timber- and metal products, new cars, mobile machinery, various container products.**

**If the demand is high why don't transport prices rise?**

- **Imbalance of import, export and transit goods**
- **Competition from other ways of transport**



## **Competition in shipping**

- **Shipping line agents acting as also forwarders**
- **Will independent feeders survive in the Baltic Ports?**
- **„More for less“**
- **Work together with competitors in achieving a common goal**



## **Trade relations and how it affects decision making**

- **Banned cargo groups between EU and Russia**
- **Brexit outcome is unknown**
- **Move away to to different routs and reorganise your business**
- **Dealing with uncertanties in shipping**





## **Cost structure of our service**

- **Vessel, port authorities, terminal and other related costs**
- **Offering a shipping rate**
- **Profit**
- **Newbuild for Mann Lines**

## Newbuild for Mann Lines

- Mann Lines new building “ML Freyja” will enter service at the end of 2017
- The vessel has been designed with versatility in mind and will exceed previous carrying capacities.
- The modern hull and engine design give much improved efficiency and environmental benefits.





## **How to respond to challenges?**

- **Keep up to date with what's happening**
- **Big changes are slow to arrive but don't miss out on what's important**
- **Communicate with competitors but think independently**
- **Customer relations is the key – don't lose it in the process**
- **Take care of your team and they will take care of your business**

**THANK YOU!**