



MEDITERRANEAN
Ports and Logistics 2024

Intermodal Transportation Model

DFDS Mediterranean Business Unit

Charging up Intermodal
Transportation Models to
Reduce Carbon Foot Print
from Port to Port- Closing
the Gap Between
Sustainable and Smart
Logistics

29 May 2024



Content

- Who we are & what we do
- ESG framework

DFDS at a glance

Founded in

1866

Annual revenue

27.3

billion DKK

Routes

31

including 12 passenger routes

Approx.

4.5

million passengers a year



We are in

20+

countries

DFDS is headquartered in Copenhagen and listed on Nasdaq Copenhagen

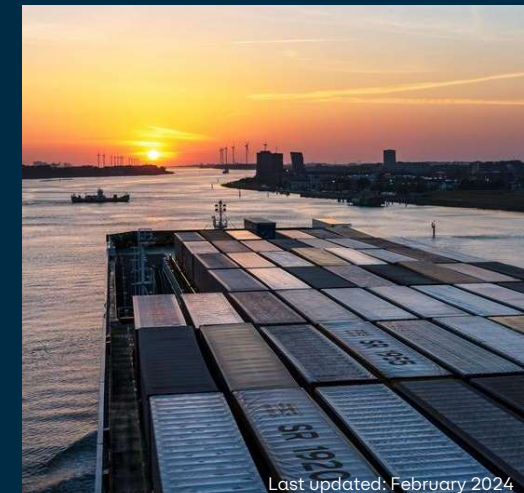
We are

+13,200

full time employees

DFDS is a leading European transport and logistics company. We are proud of our role as part of the critical infrastructure serving customers and communities across Europe and Türkiye.

Every day diverse and talented colleagues are committed to transforming our business into a greener and more digitised operation.



We move goods in trailers*
by ferry, road & rail



Freight ferry



Road transport



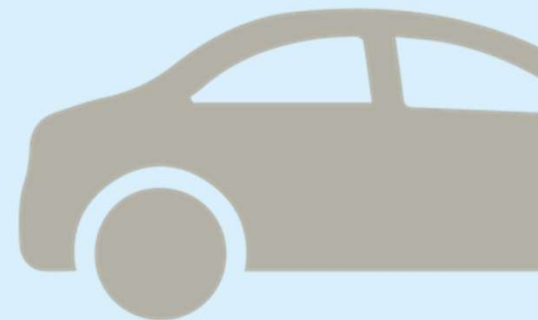
Rail services



Contract logistics

* And trailer equivalents such as rolling cassettes to carry heavy industrial goods and containers as well as finished vehicles

... and people in
cars & on foot



Ferry passengers





Where we operate

Ferry & logistics network
bridging Europe:

- 31 routes – incl. 12 passenger routes
- 8 port terminals
- 8 rail lines
- 66+ logistics locations



Evolution of BU-Med after DFDS acquisition

	2018	2019	2020	2021	2022	2023
	<ul style="list-style-type: none"> 13 vessels deployed 4.5 mio LM capacity offered 9 terminals called 1.175 voyages 240 k units carried 	<ul style="list-style-type: none"> 15 vessels deployed 5.5 mio LM capacity offered 11 terminals called 1.318 voyages 324 k units carried 	<ul style="list-style-type: none"> 15 vessels deployed 4.9 mio LM capacity offered 10 terminals called 1.122 voyages 299 k units carried 	<ul style="list-style-type: none"> 19 vessels deployed 6.2 mio LM capacity offered 12 terminals called 1.472 voyages 379 k units carried 	<ul style="list-style-type: none"> 20 vessels deployed 6.7 mio LM capacity offered 14 terminals called 1.635 voyages 421 k units carried 	<ul style="list-style-type: none"> 21 vessels deployed 6.6 mio LM capacity offered * 13 terminals called 1.576 voyages * 413 k units carried *
	<ul style="list-style-type: none"> 7 train lines offered 38 k units carried 	<ul style="list-style-type: none"> 7 train lines offered 43k units carried 	<ul style="list-style-type: none"> 11 train lines offered 66k units carried 	<ul style="list-style-type: none"> 10 train lines offered 84k units carried 	<ul style="list-style-type: none"> 11 train lines offered 85k units carried 	<ul style="list-style-type: none"> 8 train lines offered 62 k units carried
	<ul style="list-style-type: none"> 32.319 drivers used flights offered by BU-Med 	<ul style="list-style-type: none"> 29.900 drivers used flights offered by BU-Med 	<ul style="list-style-type: none"> 11.764 drivers used flights offered by BU-Med 	<ul style="list-style-type: none"> 17.931 drivers used flights offered by BU-Med 	<ul style="list-style-type: none"> 19.460 drivers used flights offered by BU-Med 	<ul style="list-style-type: none"> 18.657 drivers used flights offered by BU-Med
	<ul style="list-style-type: none"> 679 employees 	<ul style="list-style-type: none"> 824 employees 	<ul style="list-style-type: none"> 868 employees 	<ul style="list-style-type: none"> 984 employees 	<ul style="list-style-type: none"> 1.048 employees 	<ul style="list-style-type: none"> 1.200 employees

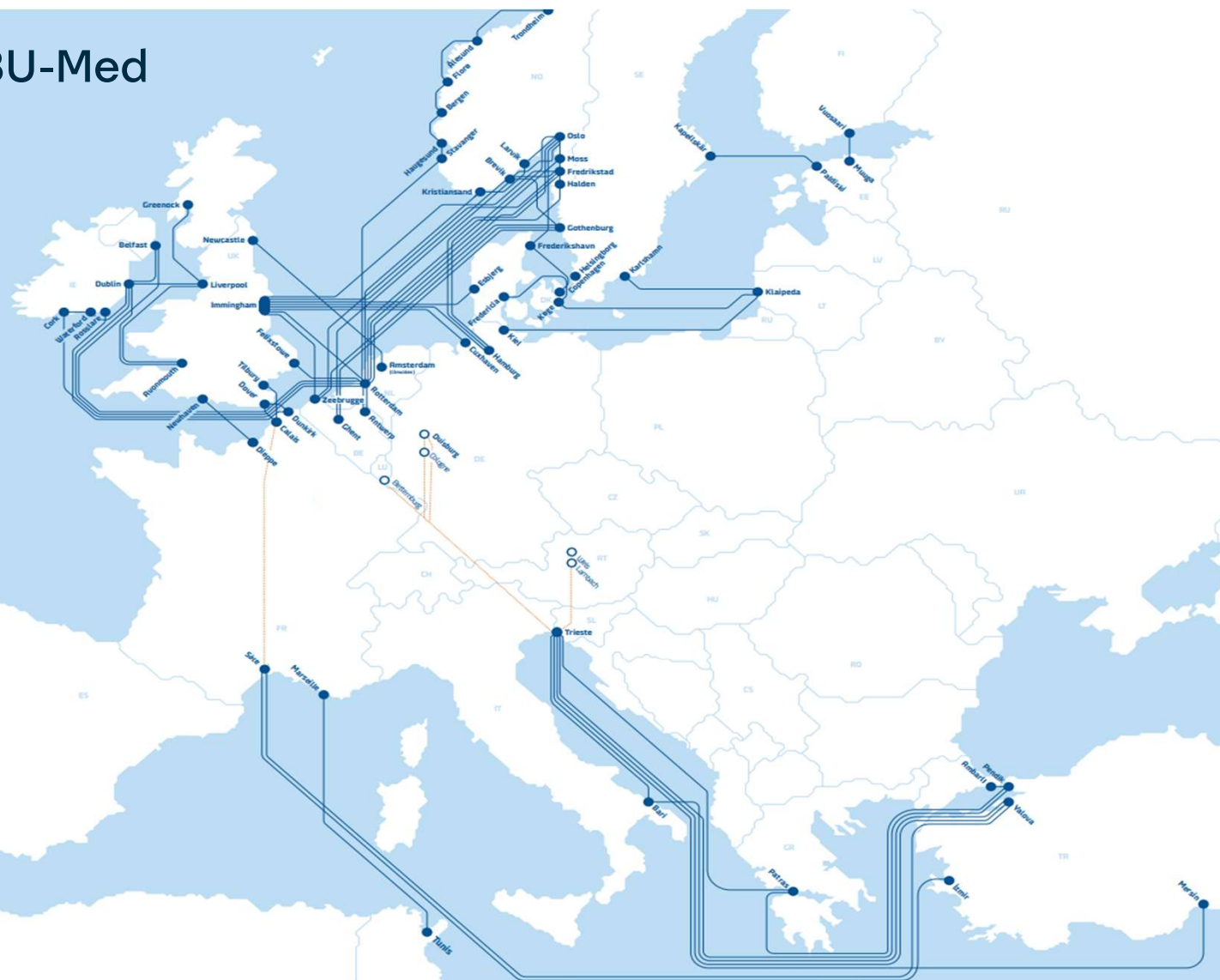
* Excluding Ma-Tu line



Intermodal network of BU-Med

DFDS Operated Rail Network

- Trieste – Bettembourg
- Trieste – Wels
- Trieste – Cologne
- Trieste – Duisburg
- Sète – Calais
- Sète – Paris¹



¹ Sète – Paris to be introduced in 2024

Value proposition of BU Mediterranean

Key Customer Shifting from Land to Freight Ferry



Lower Capital Expenses	Intermodal model reduces investment requirement for trucking companies (allows for fewer trucks and more trailers in fleet)	✓	✗
Lower Operating Expenses	Cost-competitive pricing vs. land delivers savings to trucking companies (lower driving time, fuel costs, driver and other expenses)	✓	✗
Fewer Drivers Required	Mitigates the issue of limited available truck drivers in Turkey and Europe	✓	✗
No Congestion Issues	Unaffected by continued road congestion and unreliability of road transportation	✓	✗
No Visa Requirements	Circumvents the strict EU visa requirements to Turkish truck drivers and driving restrictions	✓	✗(1)
No Need for Road Permits	Avoids the issue of limited EU transit permits to Turkish trucks ⁽²⁾	✓	✗
Environmentally Friendly	Lower fuel consumption and reduced CO ₂ emissions than road transportation	✓	✗

Cost benefits
 Operational benefits
 Environmental benefits

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BU Mediterranean Value Add to Customers

- ✓ **Asset base optimization**
- ✓ **Price competitive**
- ✓ **Safe and secure**
- ✓ **Consistently reliable**
- ✓ **Highly flexible**




(1) Freight ferry reduces visa requirements as time spent at sea or on rail within the Schengen area does not count as working days for the driver for visa purposes

(2) Transportation ministries from respective countries agree on number of permits to be distributed to trucking companies when needed. The number of permits is fixed and limited

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Regulations are converging with science and DFDS's targets are more ambitious than IMO

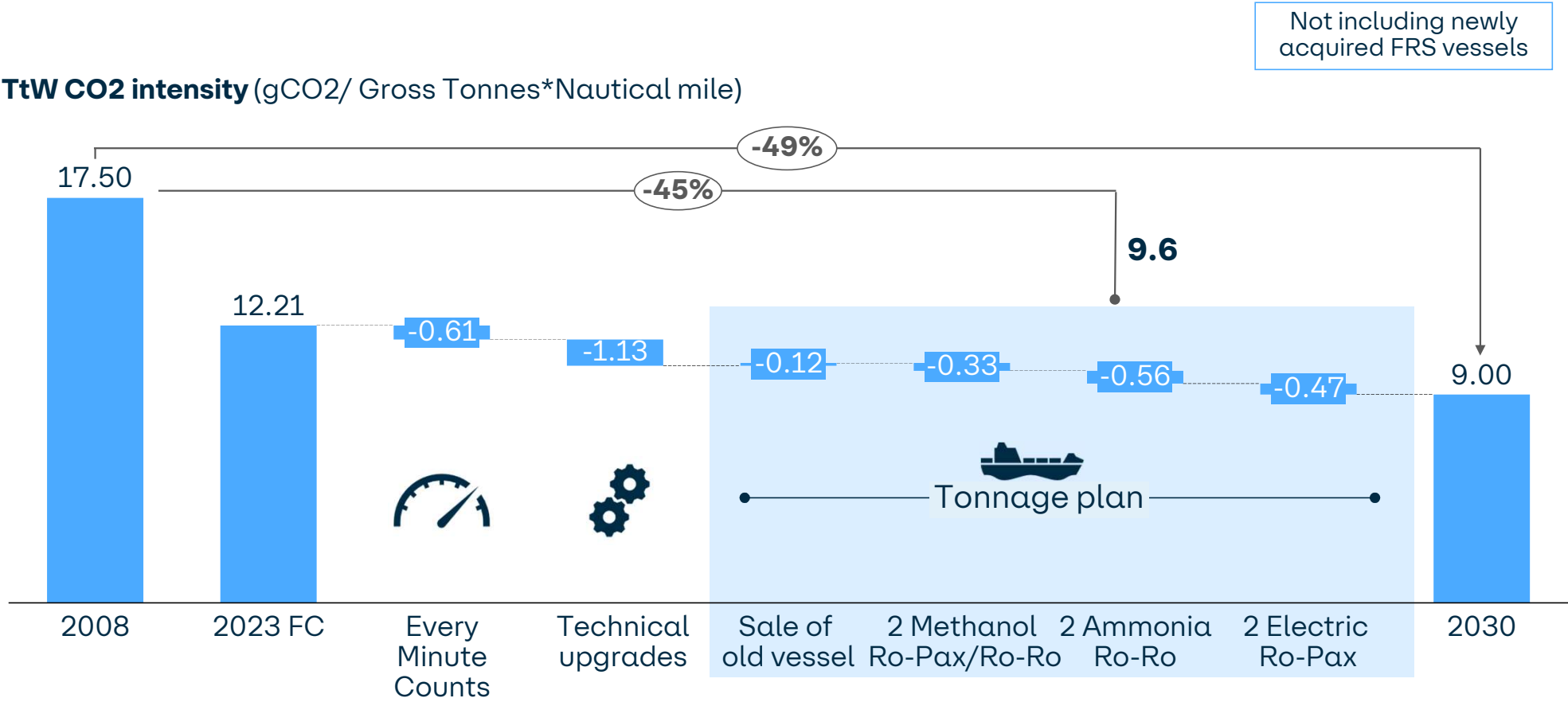
	2030 CO2 reduction intensity targets	2050 CO2 reduction intensity targets
 DFDS	45%	Climate neutral
 IMO	40%	70%

Our greenhouse gas reduction targets



1. Scope 1, TtW CO2 reduction from 2008 2. Scopes 1 & 2, WtW CO2e reduction from 2022 – percentage intensity depends on growth rate

2030 pathway for vessels



Vessels of Tomorrow: Ferry transition to 2030 and beyond fuelled by low and zero-emission fuels



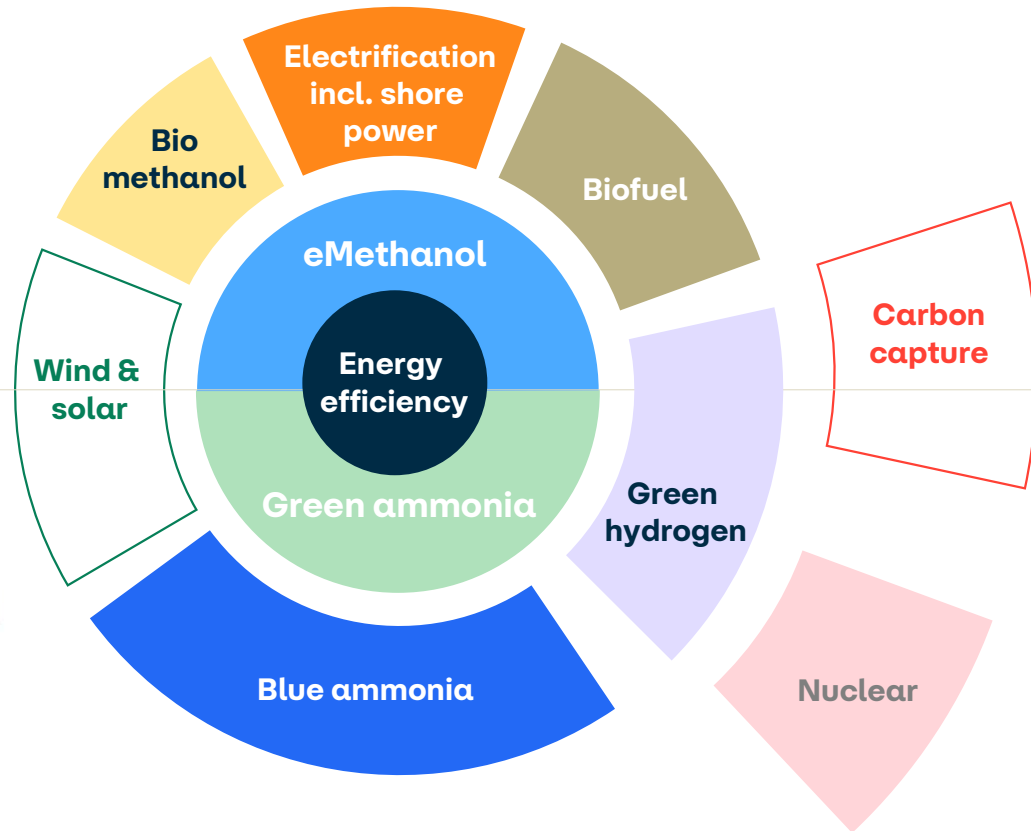
-
- ✓
- Collaboration with authorities on the risk-based approval process
 - Collaboration with ports on bunker standards, procedures and safety aspects
 - Collaboration with equipment suppliers, monitoring and sourcing of new fuels and technologies

Options in play for vessels 2030 to 2050

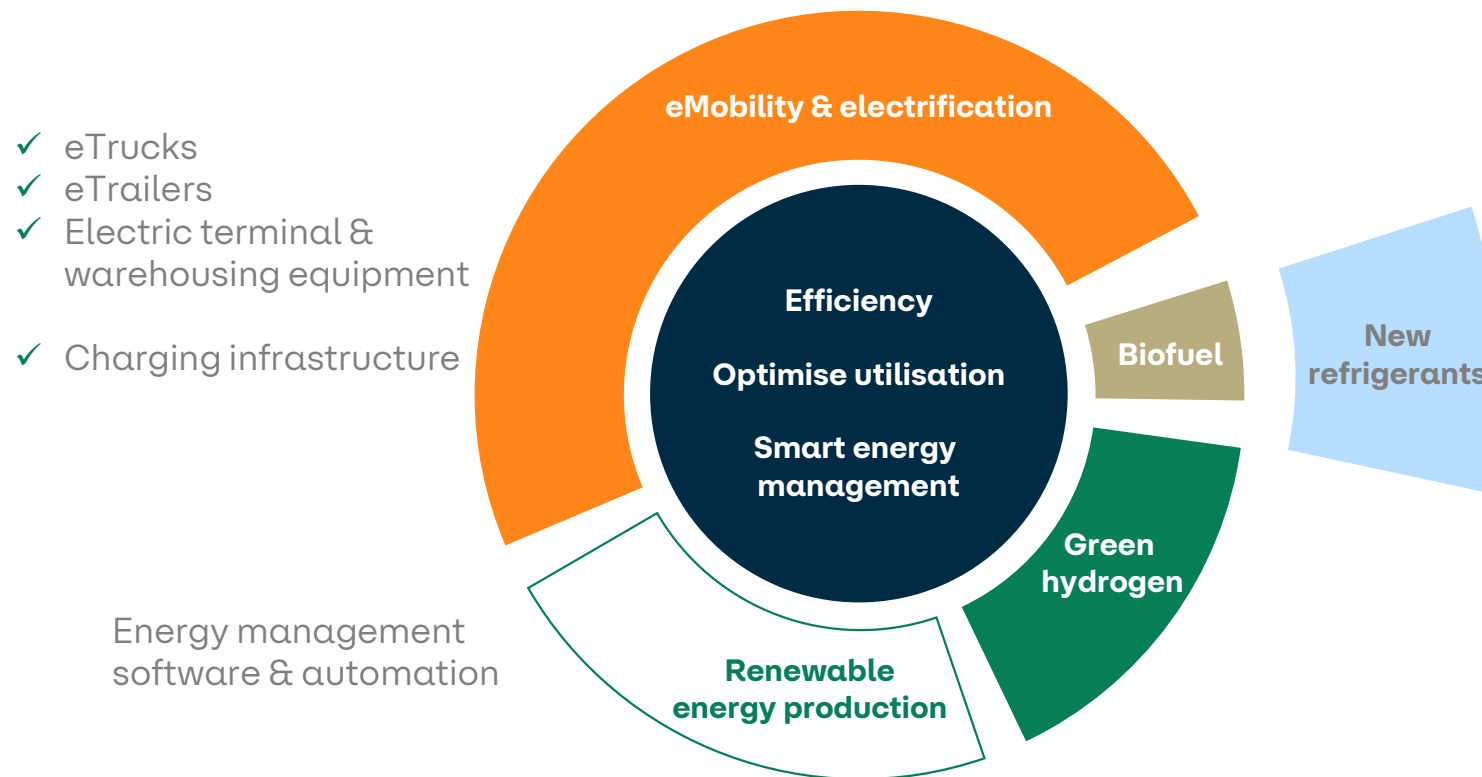
Passenger vessels



Freight vessels

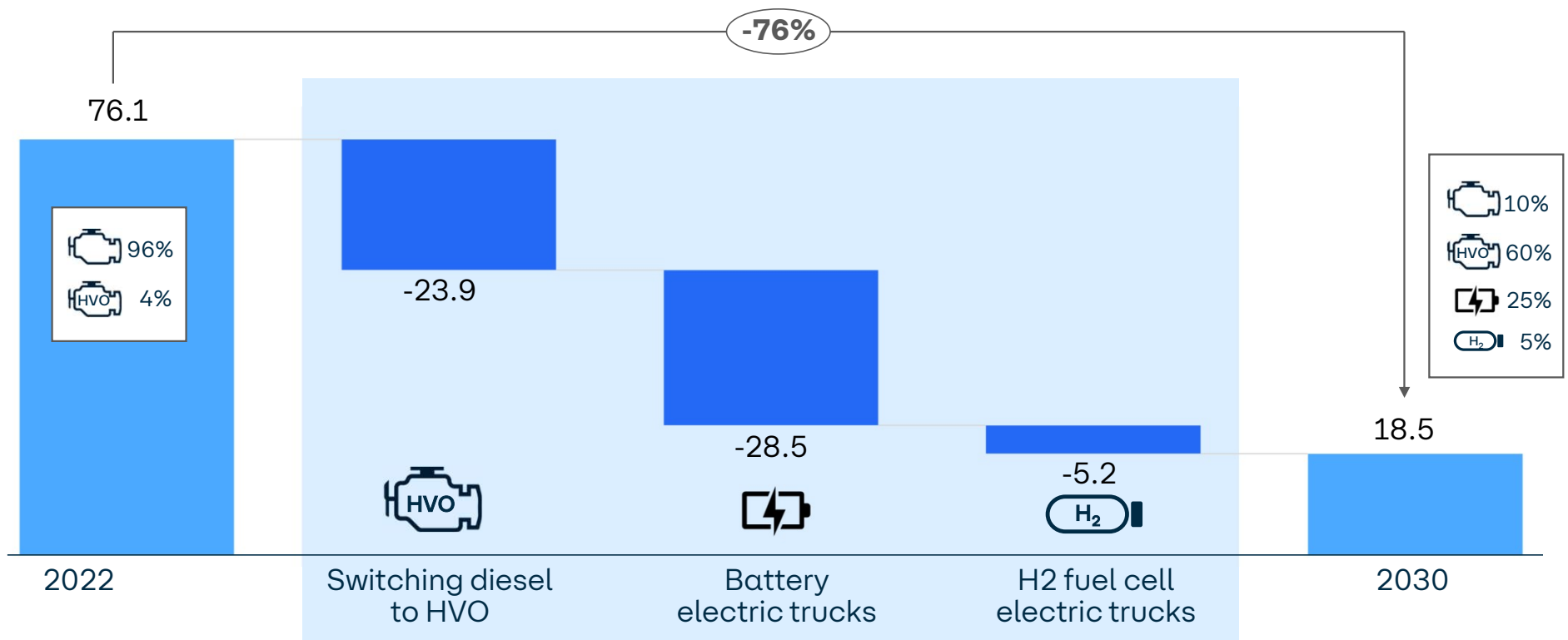


Options in play for road and land transport 2030 to 2050



2030 pathway for road transport

gWtW CO₂e/ t-km



105 out of first 125 eTrucks in operation

Trucks deployed

5 Gent	60 Gothenburg	8 Karlshamn
3 Klaipeda	13 Hobro	10 Neuenkirchen -Vörden
2 Wjichen	2 Vlaardingen	2 Winterswijk

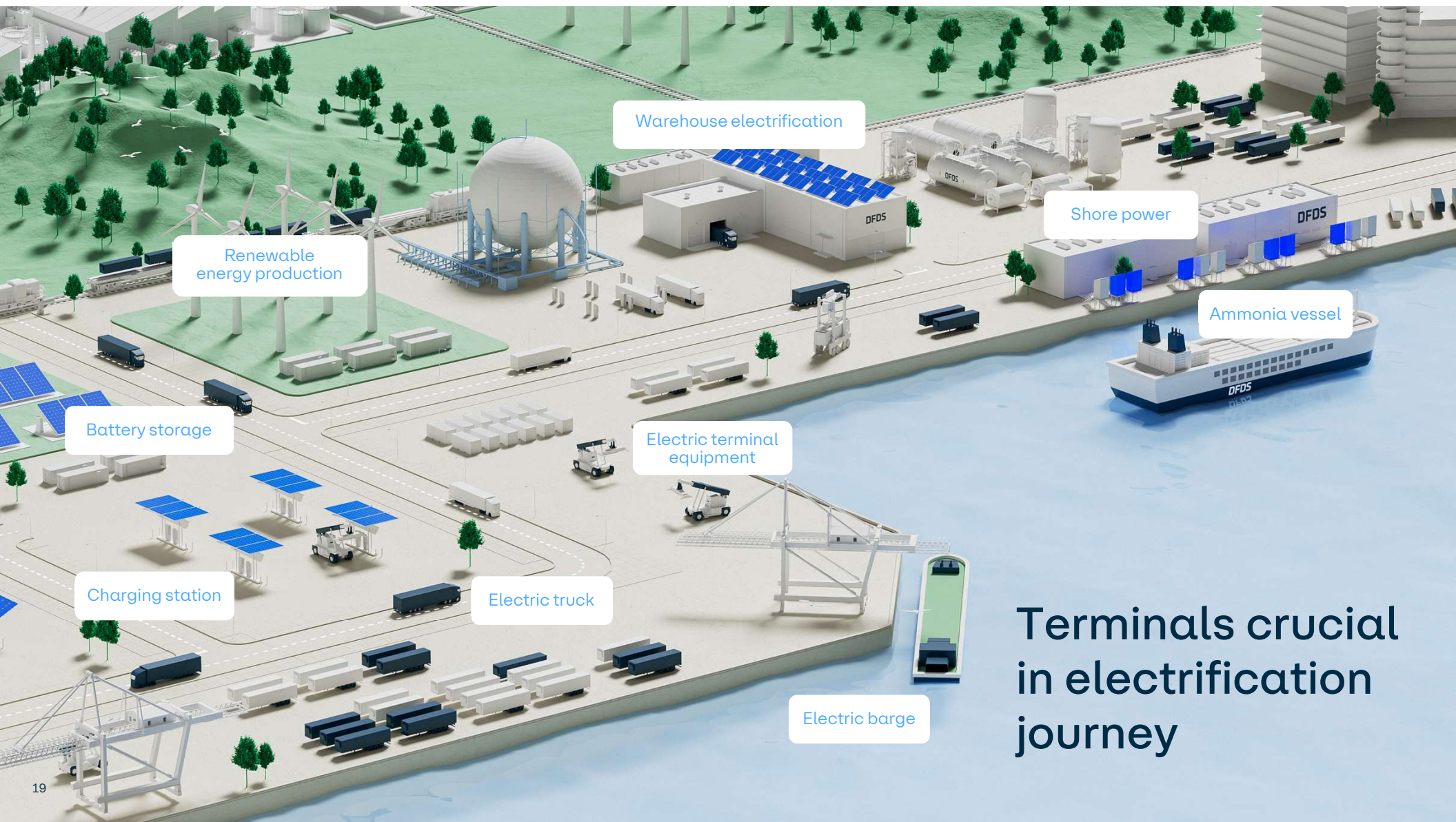
Customer agreements



CO2e reductions

94% of eTruck flows
are **0 emissions** WtW

11-89 CO2e tonnes
saved per truck per year



Warehouse electrification

Renewable
energy production

Shore power

Ammonia vessel

Battery storage

Electric terminal
equipment

Charging station

Electric truck

Electric barge

Terminals crucial
in electrification
journey

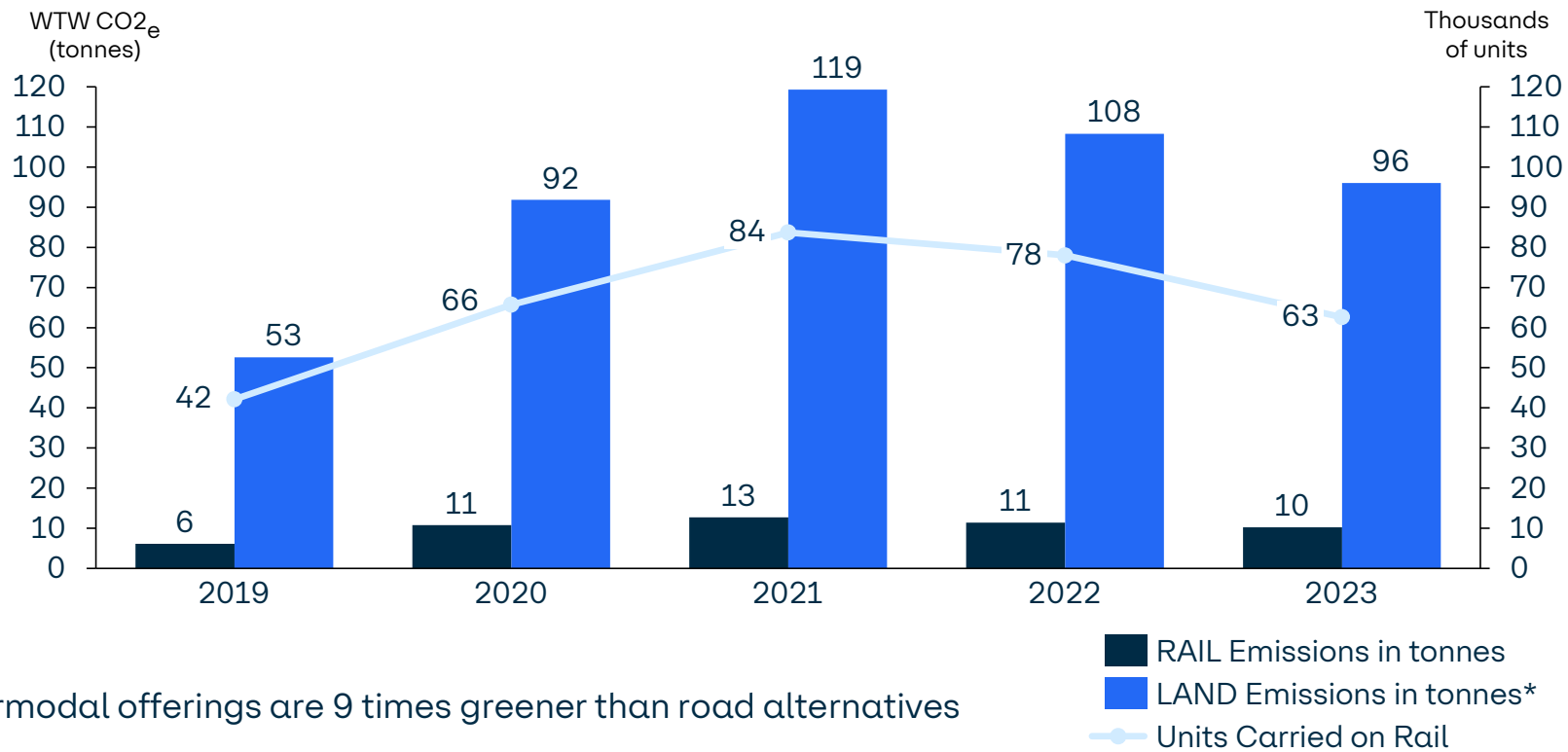
Electrification of terminals & warehousing



Example of Ghent terminal: 8 GWh per year | 6 MW grid connection | 2 MW peak

Green and Efficient

DFDS has saved approximately **416.607** tonnes of WTW CO₂_e GHG Emissions in the last 5 years by offering rail lines across Europe departing from Trieste Terminal



DFDS Intermodal offerings are 9 times greener than road alternatives

21 *Land emissions are calculated by considering the rail equivalent number of hypothetical units travelling via land instead of rail

Moving Together Towards 2030

Protect & Grow
Profits

Standardise to
Simplify

Digitise to
Transform

Moving to Green

Be a Great Place
to Work

Moving to Green



Prioritise decarbonisation initiatives according to long term CO² impact/\$



Implement agreed initiatives to reach 2030 targets



Continue rollout of e-trucks; launch green vessels



Develop Green commercial products

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Our Purpose



We move goods and people providing vital services for trade and travel in and around Europe



We move with our customers to grow businesses and horizons in partnership

We move for all to grow



We move to make the transport of goods and people sustainable for the benefit of us all



We move to provide safety & wellbeing and diversity, equity & inclusion for all

Thank you for your attention