









**EIMSKIP**





# OVER HUNDRED YEARS OF EXPERIENCE

Eimskip founded in 1914 First sailings to Europe and The States 1915

1914 - 1965	1966 - 2000	2001 - 2009	2010 - 2014	2015 - 2016	2017
					
<p><b>1914</b> Eimskip founded with about 15 thousand shareholders, representing almost 17% of the Icelandic nation</p> <p><b>1915</b> The first vessels, Gullfoss and Godafoss, arrive in Iceland</p> <p><b>1926</b> Brúarfoss, the first Icelandic reefer vessel, arrives in Iceland</p>	<p><b>1969</b> The aluminum industry starts in Iceland</p> <p><b>1982</b> Eimskip starts containerizing its vessel fleet</p> <p><b>1985 - 1986</b> Offices opened in the Netherlands, USA, Sweden and Germany</p> <p><b>1990</b> Offices opened in the Faroe Islands and Newfoundland</p>	<p><b>2004</b> Eimskip starts forwarding services in Rotterdam and China and opens an office in Qingdao</p> <p>Acquisition of Faroe Ship in the Faroe Islands</p> <p><b>2005</b> Acquisition of CTG in Norway, now operating as Eimskip Norway</p> <p><b>2009</b> Restructuring of Eimskip with focus on core business completed in October</p>	<p><b>2012</b> Listing of Eimskip's shares at Nasdaq Iceland</p> <p><b>2013</b> Substantial changes of Eimskip's sailing system and 16 vessels in operation</p> <p><b>2014</b> Delivery of the new 875 TEU container vessel Lagarfoss, built in China</p>	<p><b>2015</b> A new 10,000-ton cold storage facility built in Hafnarfjörður, Iceland</p> <p>Acquisition of Jac. Meisner, a forwarding company in the Netherlands</p> <p>Acquisition of a cold storage company in St. Anthony and the forwarding company Cargocan in Newfoundland</p> <p>Acquisition of the ferry-operating company Seatours in Iceland</p> <p><b>2016</b> Acquisition of the forwarding company Extraco in the Netherlands</p>	<p><b>2017</b> Acquisition of the forwarding company Mareco in Belgium</p> <p>Eimskip and Royal Arctic Line sign an agreement for cooperation of building three container vessels and sharing capacity</p> <p>Eimskip signs a contract with a shipyard in China on building two 2,150 TEU ice class Polar Code vessels with estimated delivery in 2019 and Royal Arctic Line signs a contract for one similar vessel</p> <p>Acquisition of the Danish forwarding company SHIP-LOG</p>

# THIS IS EIMSKIP

Eimskip is a leading transportation company in the North Atlantic with connections to international markets and is specialized in worldwide freight forwarding services, with the vision of providing excellence in transportation solutions and services

## ABOUT



63 OFFICES



19 VESSELS



20 COUNTRIES



200 TRUCKS



1750 EMPLOYEES



29 WAREHOUSES  
16 COLD STORAGES



44 NATIONALITIES



ACHIEVEMENT  
COOPERATION  
TRUST

## KEY FIGURES 6M 2019

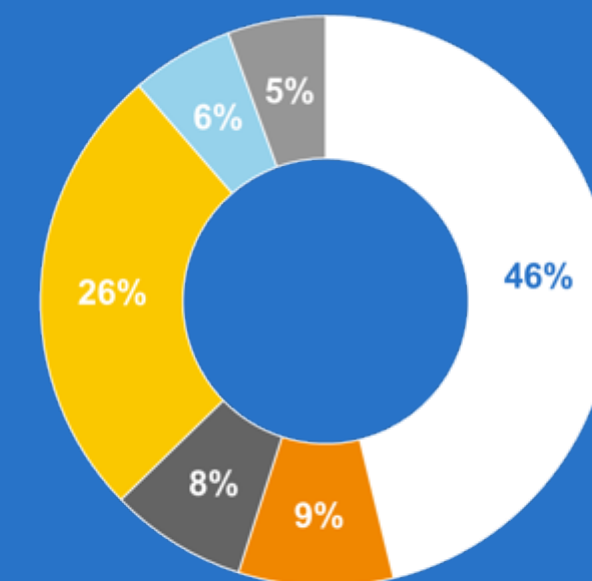
REVENUES: EUR 332 m

EBITDA: EUR 34.0 m  
(EUR 23.8 m excl. IFRS16)

TOTAL ASSETS: EUR 527 m

EQUITY: EUR 232.9 m

## GEOGRAPHICAL SPLIT OF REVENUE



■ Iceland ■ Faroe Islands  
■ Norway ■ Europe  
■ Asia ■ Other



## MISSION

Eimskip is a leading transportation company in the north Atlantic with connections to international markets and is specialized in worldwide freight forwarding services

## VISION

Excellence in transportation solutions and services



Secure a good return for ...

## SHAREHOLDERS

... with profitable growth

Be an outstanding workplace for...

## EMPLOYEES

... with great team spirit and ambition

Create value for ...

## CUSTOMERS

... with outstanding solutions and services

Show concern for the ...

## SOCIETY

... with social responsibility and reduce ecological footprint



# ENVIRONMENTAL MANAGEMENT

An important part of Eimskip's social responsibility

- In 1991, Eimskip became one of the first companies in Iceland to establish an environmental policy as a main driver for actions for improved ecological footprint

## ENVIRONMENTAL POLICY

Eimskip Respects its environment and seeks to limit its impact on the ecosystem. Protecting the environment and environmental awareness are reflected in the company's operations, management and day-to-day work of its employees.

- To support global and local environmental initiatives, Eimskip was one of 104 companies and institutions to sign the Reykjavík Declaration on Climate Issues in November 2015 to support the United Nations Framework on Climate Change, known as Paris 2015 or COP21
  - The agreement includes the following main elements
    1. Reducing greenhouse gas emissions
    2. Reducing waste
    3. Monitoring the results of the measures and regularly publicizing information on the status of the above-mentioned issues





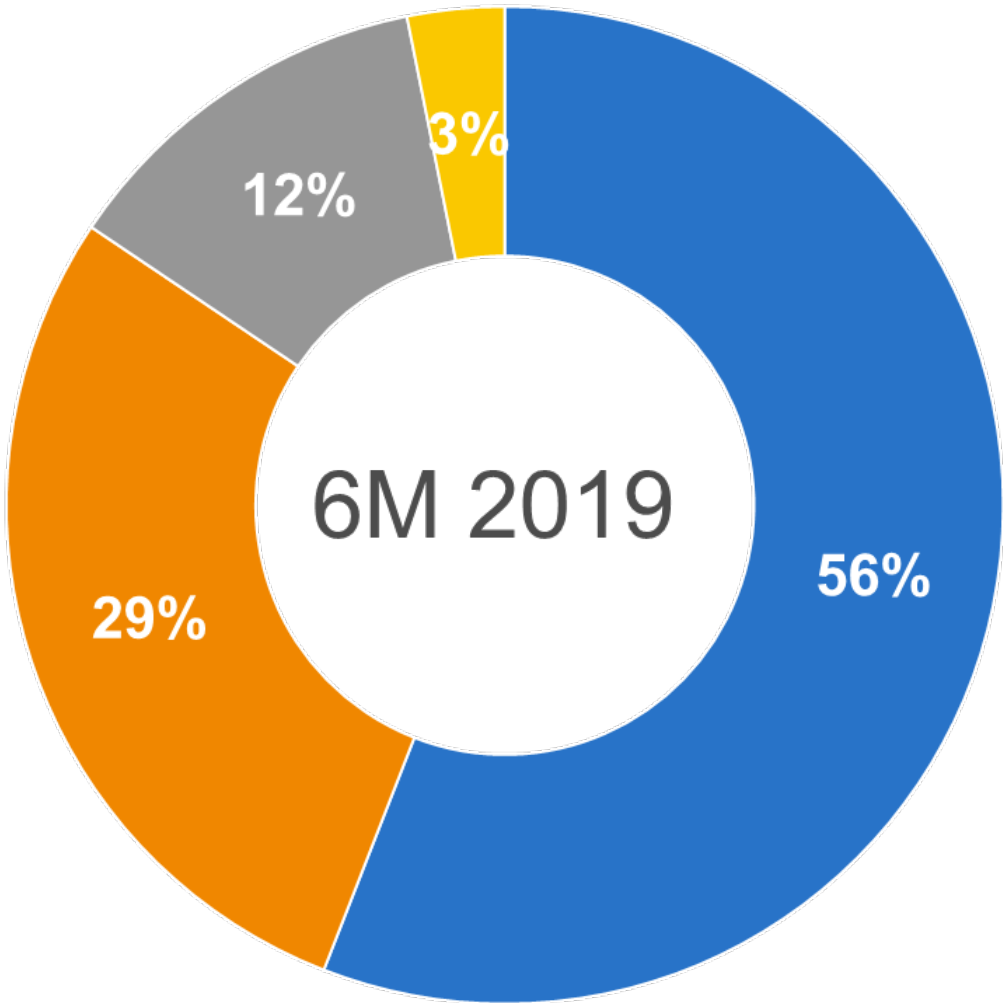
# GLOBAL NETWORK

Own offices in four continents and a worldwide network of associates



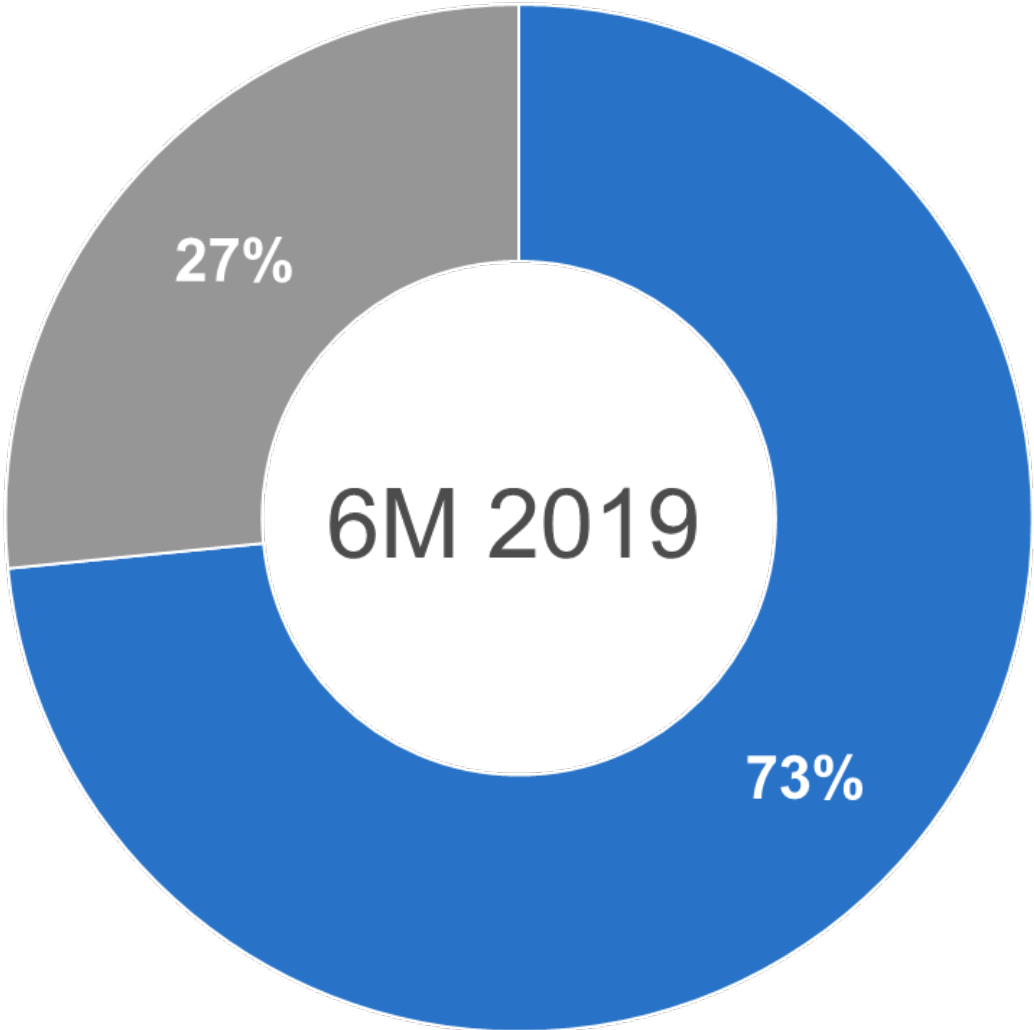
# GEOGRAPHICAL AND CATEGORY SPLIT OF FORWARDING VOLUME

GEOGRAPHICAL SPLIT



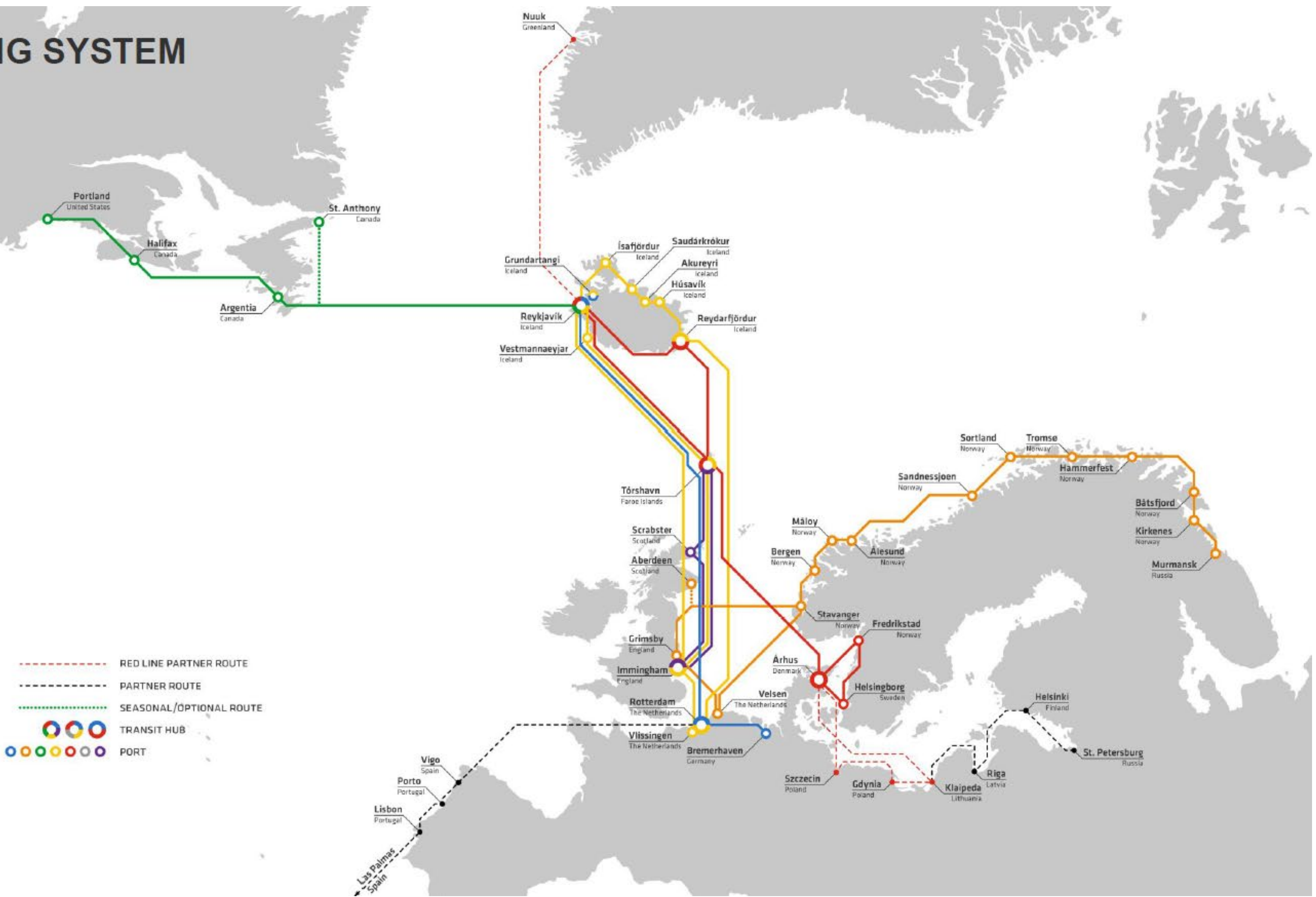
■ Europe ■ Asia ■ Scandinavia ■ N-America

CATEGORY SPLIT



■ Reefer ■ Dry

# EIMSKIP - SAILING SYSTEM





# HOME MARKET

Niche market areas with rich natural resources and small population

**MAINE, UNITED STATES**  
1,330,000 inhabitants



**NEWFOUNDLAND AND LABRADOR**  
530,000 inhabitants



**GREENLAND**  
56,000 inhabitants



**ICELAND**  
330,000 inhabitants



**THE FAROE ISLANDS**  
50,000 inhabitants



**NORTHERN NORWAY**  
500,000 inhabitants

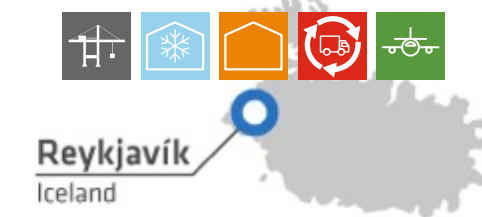
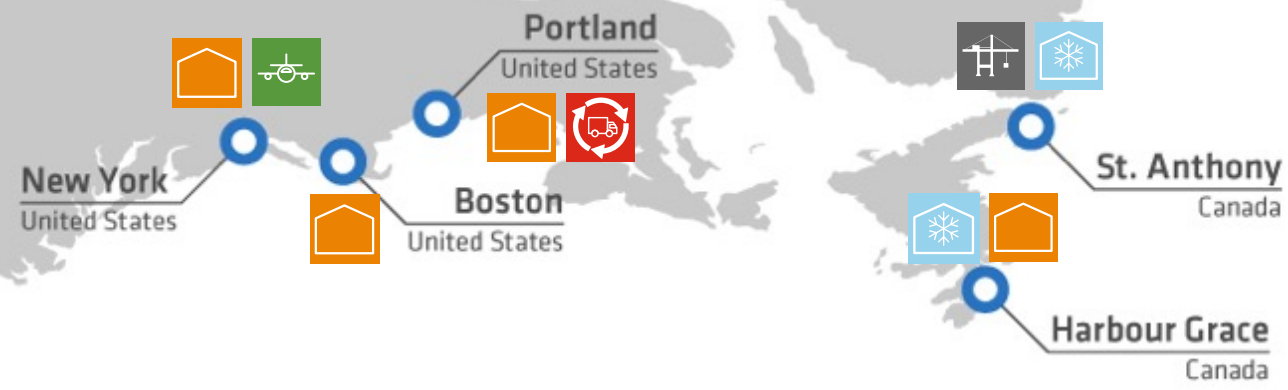










**MURMANSK, RUSSIA**  
300,000 inhabitants





# OPERATIONS AND OPERATING ASSETS



-  **TERMINAL OPERATON: 15 locations in four countries**
-  **CHILLED AND COLD STORAGES: 12 in four countries in the North Atlantic and three in China**
-  **WAREHOUSES: 29 in nine countries**
-  **TRUCKING AND DISTRIBUTION in five countries**
-  **AIR FREIGHT SERVICES in five countries**
-  **CONTAINERS: 29,013 TEU of reefer, dry and other containers**
-  **417 container cranes and forklifts**
-  **746 trucks, vans and trailers**

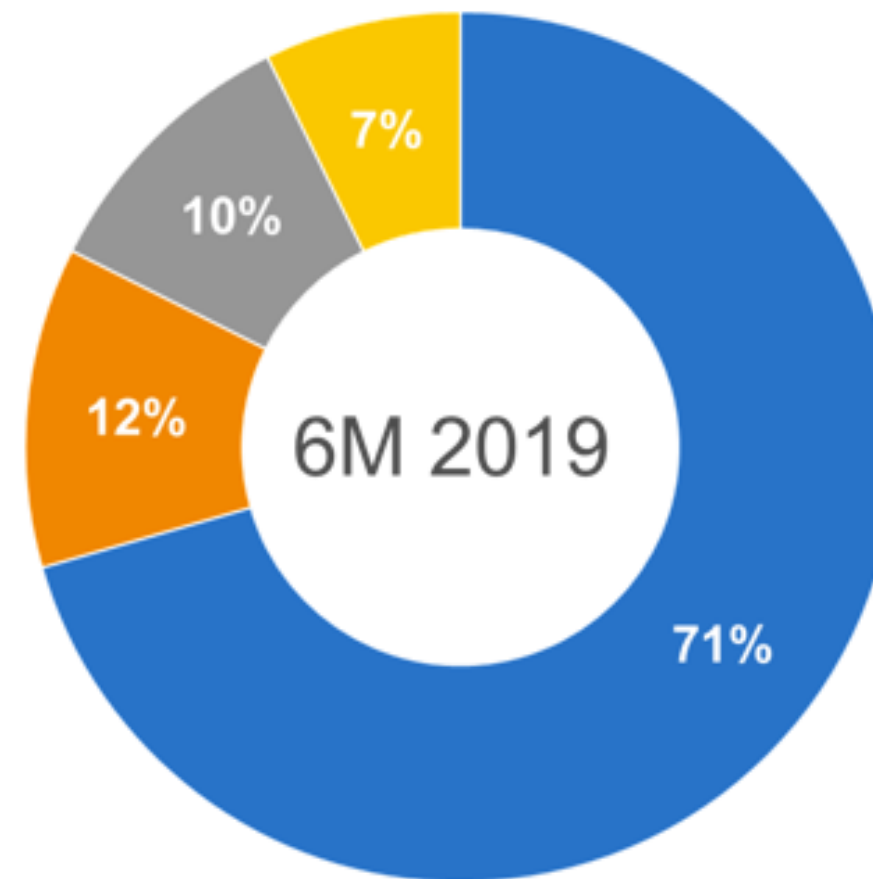
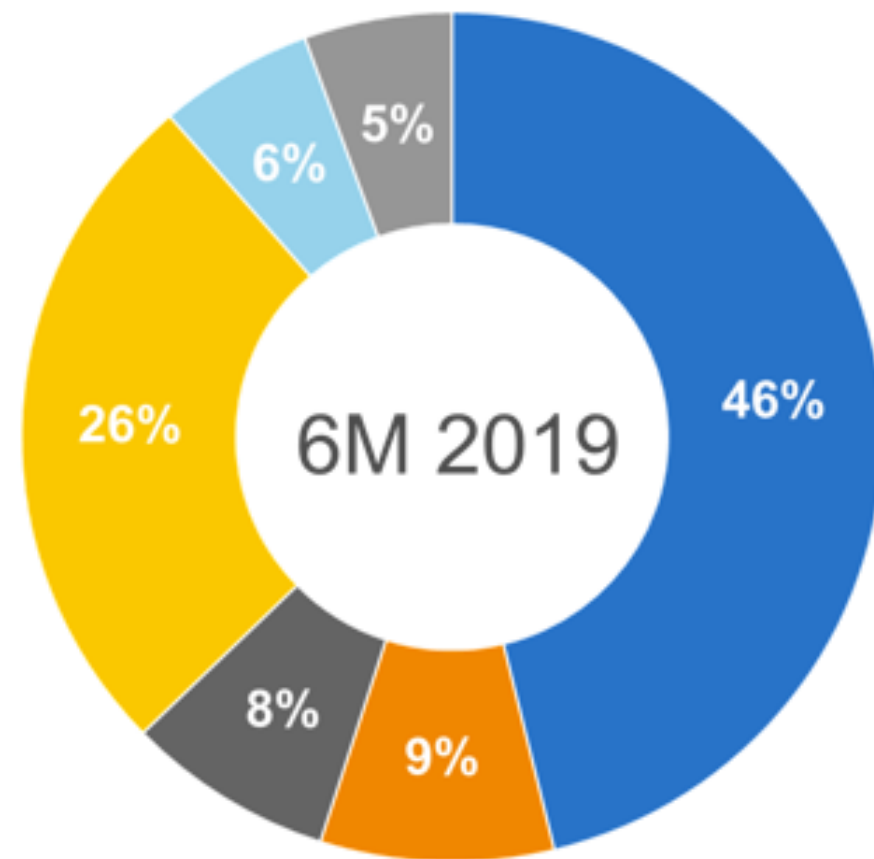




# GEOGRAPHICAL SPLIT OF REVENUE

## LINER REVENUE SPLIT

## LINER VOLUME SPLIT





# EIMSKIP OFFERS OUTSTANDING SERVICE ON ITS TRANS-ATLANTIC ROUTES

- Weekly calls in European ports
- Weekly calls in USA and Canadian ports
- Small enough to care / Big enough to perform
- Flexible service with no congestion
- Excellent feeder connection to and from the southern part of Europe, Russia and the Baltics
- End to end transportation, including trucking, custom clearance and other additional services
- Pre and on carriage, dry and reefer storage, custom clearance and other additional services
- FCL service, dry and reefer containers, flat racks, open tops and other special equipment
- LCL service, including frozen and chilled cargo
- Project cargo, break bulk and oversized cargo and IMO cargo
- Nothing too small / Nothing too big
- Focus on New England in USA with onward connection
- Focus on Atlantic Canada with onwards connection
  - Mainly Nova Scotia and Newfoundland





**THANK  
YOU**

