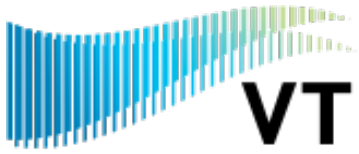




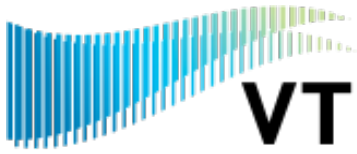
The essential role of maritime logistics in the green transition

Waterways – a Step Towards Green Transition



- | VT Introduction
- | Current fuel discussion
- | Added value of the barge operator
- | Next steps & conclusion





MISSION & VISION

VT is a reliable, self-sufficient tanker shipping company, which operations worldwide, both in inland navigation and maritime shipping.

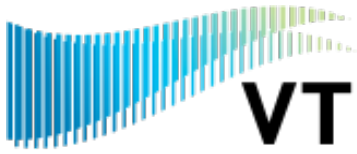
We offer our clients innovative logistics solutions, safe and efficient service-oriented activities with attention to sustainability and corporate social responsibility.



The VT Group

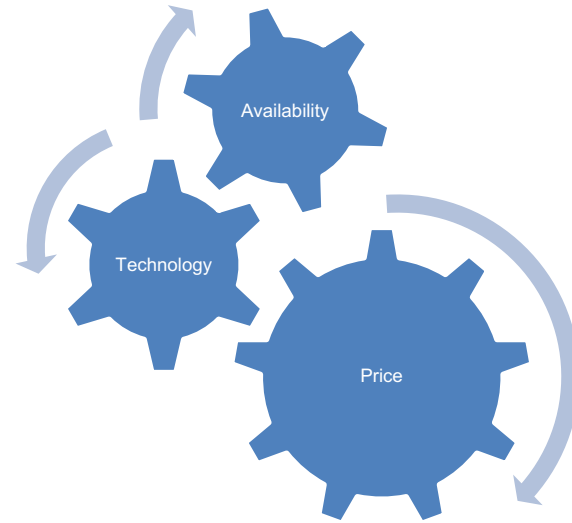


- ISO 9002 since 1995, NEN-EN ISO 9001 since 2003, NEN-EN ISO 14001 since 2007
- Part of the Rotterdam Climate Initiative
- Cleanest Ship Project
- Green Ship Award for Parsifal project
- Knowledge and experience on transporting & bunkering multiple fuels
- Regular inspections of the fleet by
 - OCIMF EBIS (European Barge Inspection System)
 - BIRE (Barge SIRE Inspection System)

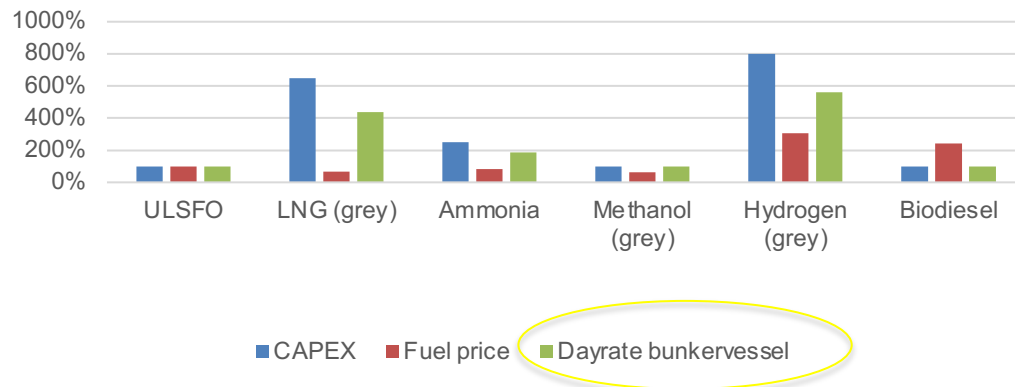


Current fuel discussion

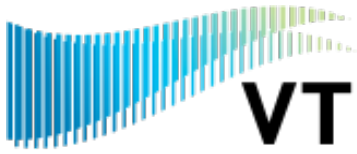
- Bunkering industry under pressure
 - Prices
 - Overcapacity
- Continuous discussion on future fuels between shipowners and fuel producers
 - Fuel mix foreseen; not one size fits all
 - Trend and focus shift on what the fuel should be
 - déjà vu on IMO 2020; endless discussions without proper involvement of the logistics sector
 - critical and essential for a healthy future situation



Indicational Cost Comparison



- Realism
- Learn from the past (technical, regulatory and commercial)
- Shipowners and operators need to make a decision and accept price impact
- Green is more expensive
- Involvement and commitment
- Fuel price is minor part of price setting
- The less adaption needed, the bigger the acceptance
- The barge is a critical element in the business case

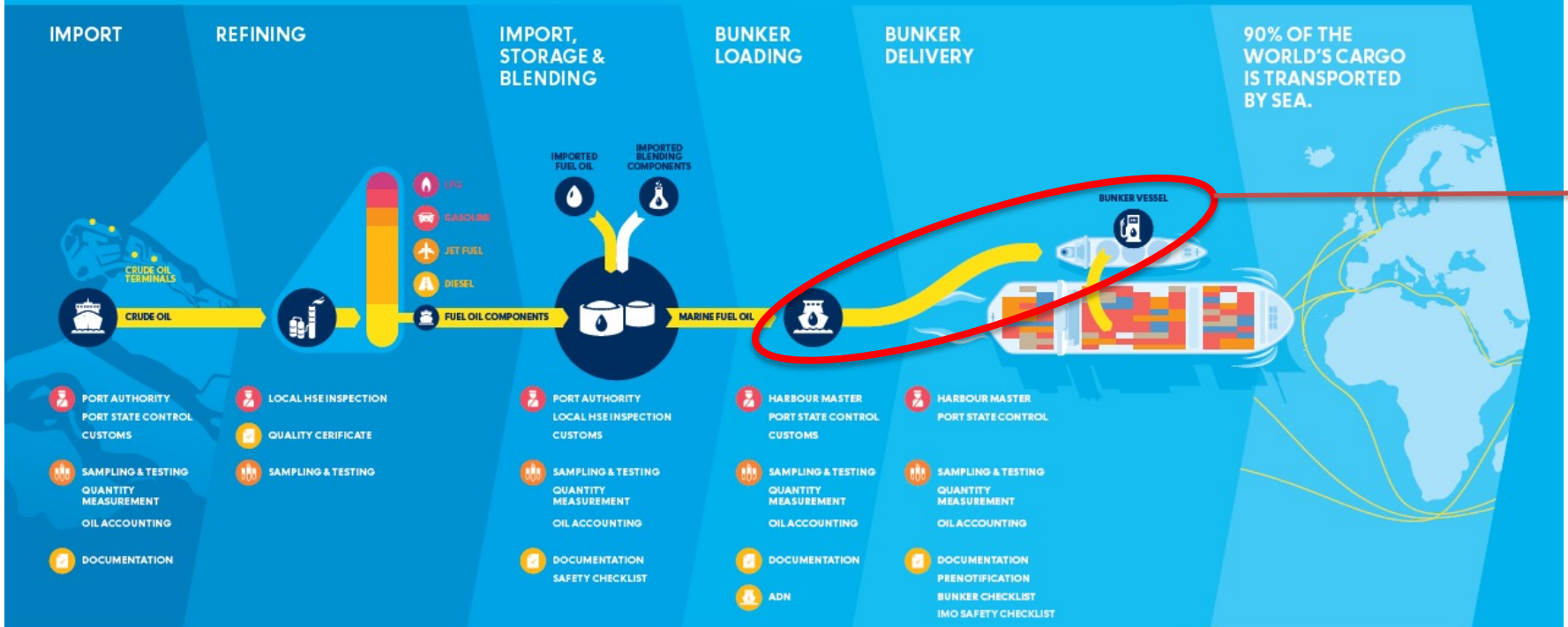


Added value of the barge operator

ROTTERDAM BUNKER PORT FROM CRUDE TO CARGO

Bunkering is a crucial maritime service for the 30,000 vessels that annually call our port and therefore requires the highest standards of efficiency, safety and reliability covered by strict (inter)national legislation (e.g. IMO, SOLAS, REACH). In Rotterdam we are working closely together with the whole bunker industry to ensure high quality products. Port State Control, the Port Authority and Customs perform checks

and samples are taken by qualified surveyors throughout the entire supply chain. In Rotterdam all major parties covering the entire bunker chain have formed a partnership: VOTOB, VNPI, NOVE, the KVR and the Port of Rotterdam Authority. Their joint focus is to ensure bunkering in Rotterdam conforms to the highest standards of environmental, health, safety and operational excellence.



Considerations:

- Bunker frequency
- Stemsize
- Fuel availability
- Duration of bunkering
- Training & crew



portofrotterdam.com/rotterdambunkerport



Next steps

**The only
wrong
decision is
no decision**

#BIZBABESACADEMY

- Deadline is coming close
- Industry dialogue
- Lean on experiences
 - Methanol
 - (bio)LNG
 - Zero incidents, no spills
- Involve all parties and learn from the experience of the barge operator



The role of the barge operator is essential for succeeding of the green transition:

- Proven track record in transport of fuels and chemicals
- Critical element of the supply chain
- Planning of bunker operations
- Economy of scale
- Efficient planning in logistics



Thank you for your attention