

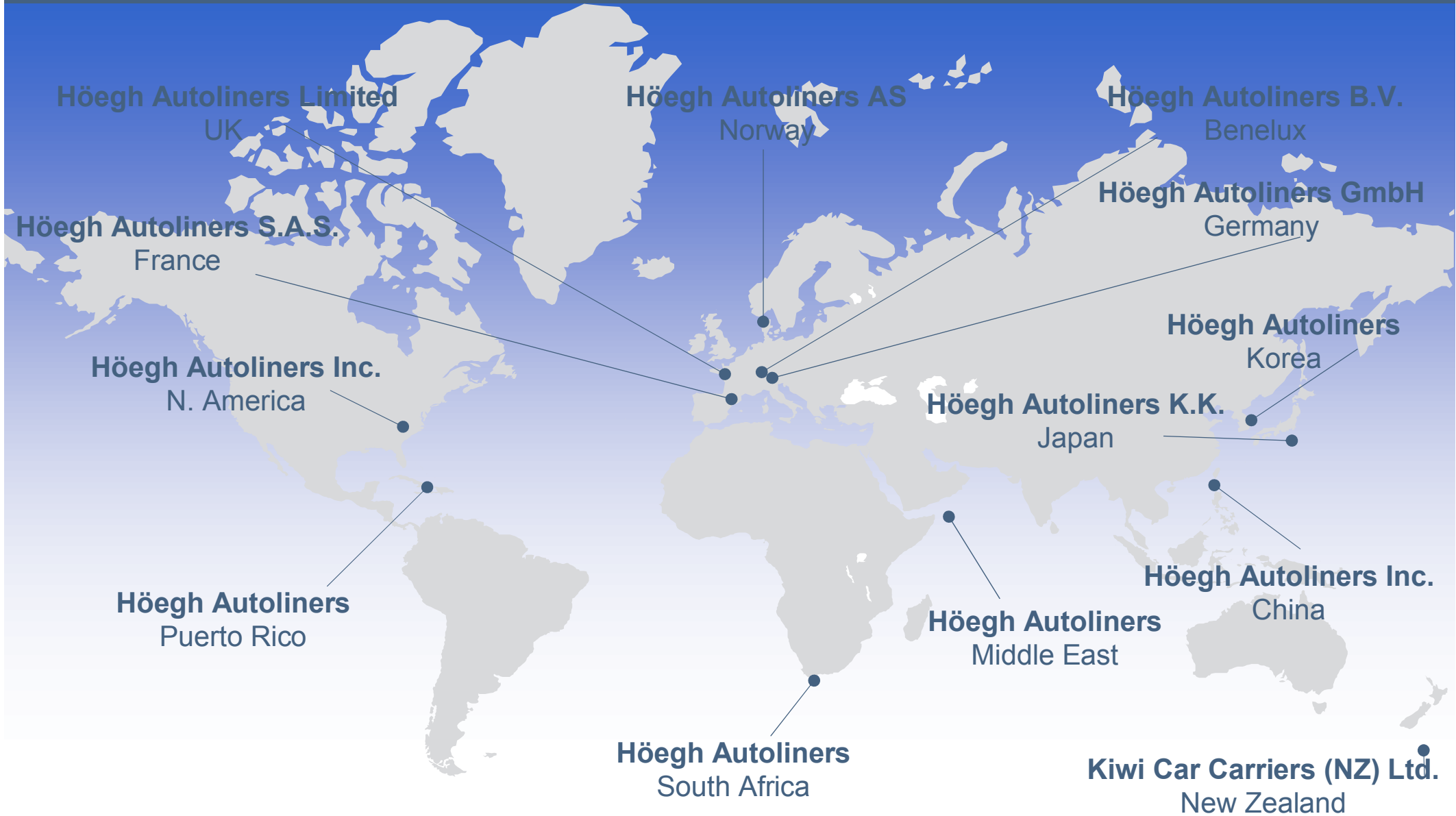
AAPA MARINE TERMINAL MANAGEMENT TRAINING PROGRAM

Baltimore, October 20-24, 2008



HÖEGH AUTOLINERS

Höegh Autoliners Global Network



HÖEGH AUTOLINERS

Höegh Autoliners service network – 2007



HÖEGH AUTOLINERS

Höegh Autoliners Fleet

- Höegh Autoliners operates approximately 67 Ro/Ro vessels at any given time, of which;
- 48 vessels are owned
 - The rest of the operated fleet is based on various charter agreements such as space charters (e.g. Nissan Motor Car Carriers), voyage charter and period charters



HÖEGH AUTOLINERS

The Höegh Autoliners fleet



Höegh Autoliners



HÖEGH AUTOLINERS

What does an Ocean Vehicle Carrier look for in a port?

- Customer Focus
- Infrastructure
- Skilled Labor
- Long Term View
- Cost Effectiveness



What does an Ocean Vehicle Carrier look for in a port?

- Customer Focus
 - OEM's (Import and Export)
 - FNHH
 - ULVs, UHH
 - Inland costs
 - Delivery efficiency



What does an Ocean Vehicle Carrier look for in a port?

- Infrastructure
 - Land
 - Unloading/Loading facilities/Equipment
 - accessibility to road/rail
 - Security
 - environmental quality
 - Distance from the Sea-Buoy
 - One-berth Shopping
 - Dockside storage = long dwell time
 - Parking Garages



What does an Ocean Vehicle Carrier look for in a port?

- Skilled Labor
 - Vehicle handling training
 - Commitment
 - Car-ship rules
 - Fair costs



What does an Ocean Vehicle Carrier look for in a port?

- Long Term View
 - RoRo / Vehicle Trades as a Commitment
 - Long term agreements with RR
 - Encouragement of healthy Stevedoring/Terminal/Processor availability



What does an Ocean Vehicle Carrier look for in a port?

- Cost Effectiveness
 - Land Lease Rates
 - Dockage
 - Wharfage



Höegh Autoliners Terminal Jacksonville



Höegh Autoliners Terminal Baltimore (Ampports)



Höegh Autoliners Terminal Wilmington, DE (Trans Cargo)



HÖEGH AUTOLINERS

Höegh Autoliners Terminal San Juan

