

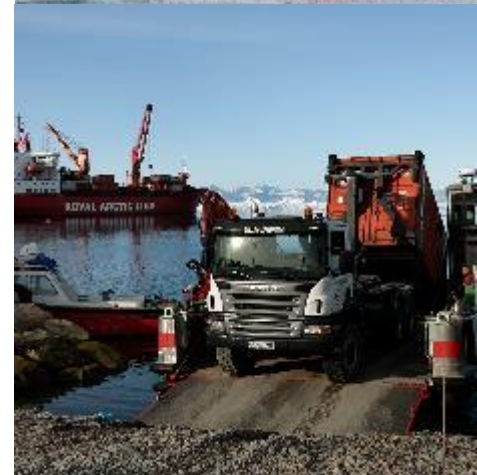
Royal Arctic Line A/S

Vist from Iceland – April 27th, 2022



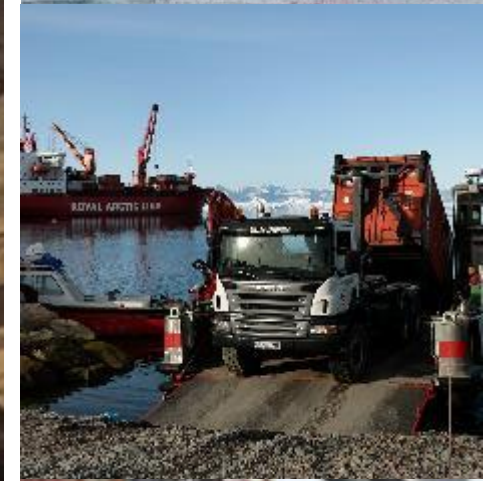
Royal Arctic Line

1. Welcome
2. The life line of Greenland
3. We are shared and critical infrastructure
4. Greenland – Iceland service
5. Q & A



The life line of Greenland





Our story is more than **245 years old**

A fleet well suited for our services

Atlantic & Ocean going Arctic vessels



Malik Arctica, 114m



Mary Arctica, 113 m



Irena Arctica, 108,7 m



Passenger service



Sarfaq Ittuk

Settlements



Ivalo Arctica, 46 m



Minik Arctica, 46 m



Siuana Arctica



Maleraq Arctica



Arpaarti Arctica
(+ Tilioq Arctica)



Anguteq Ittuk

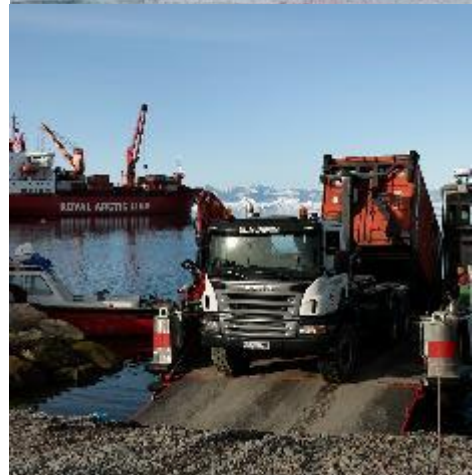


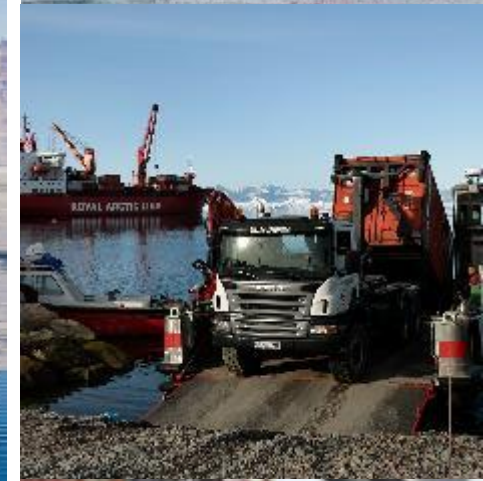
5 Ocean going vessels
7 vessels for the settlements
1 passenger vessel

Arctic Umiaq Line

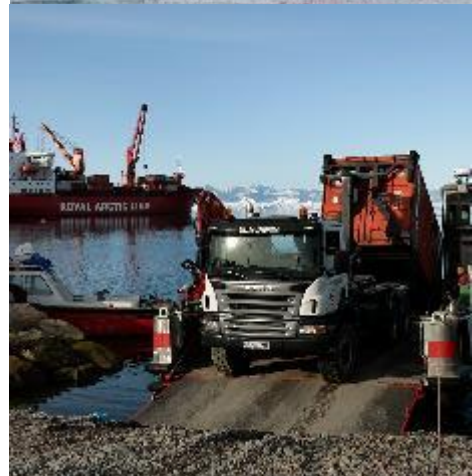


ARCTIC UMIAQ LINE

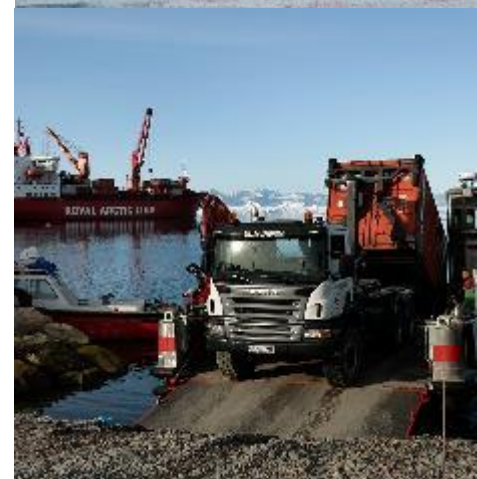
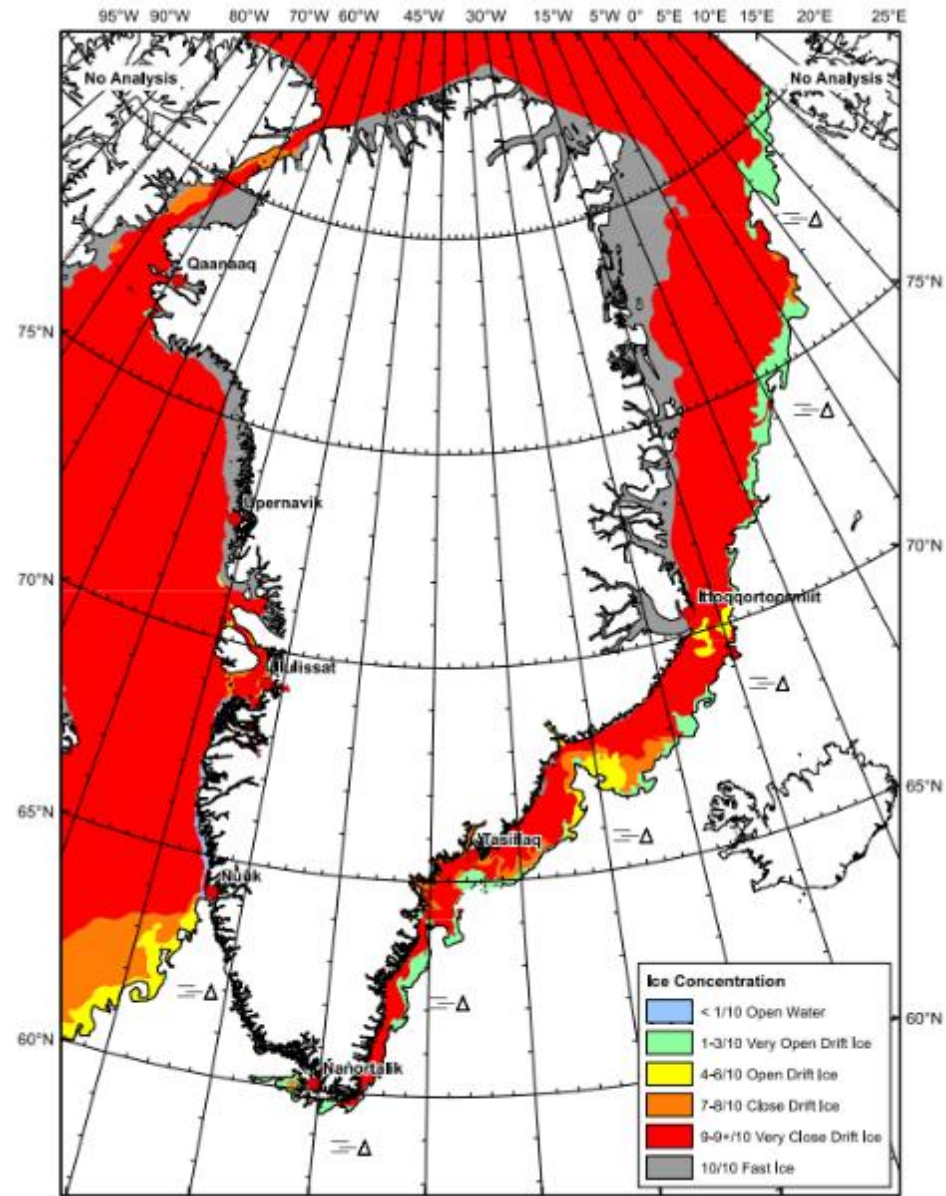




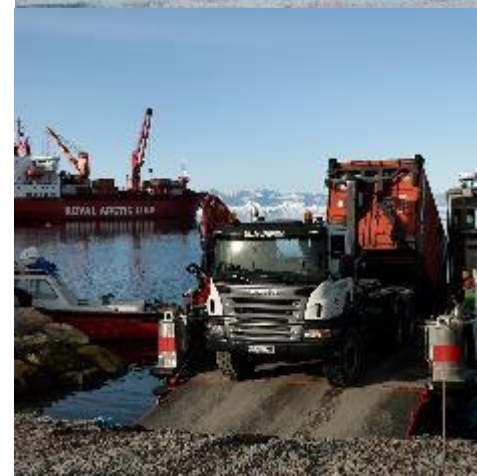
No Port, No Quay, No Problem



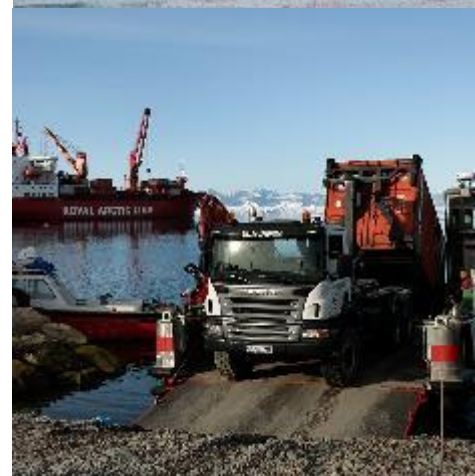
Ice...



Ice...





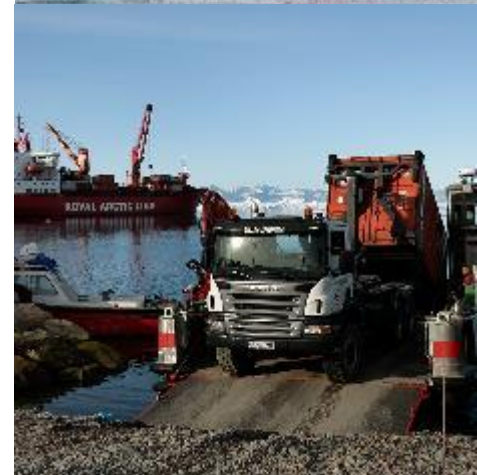
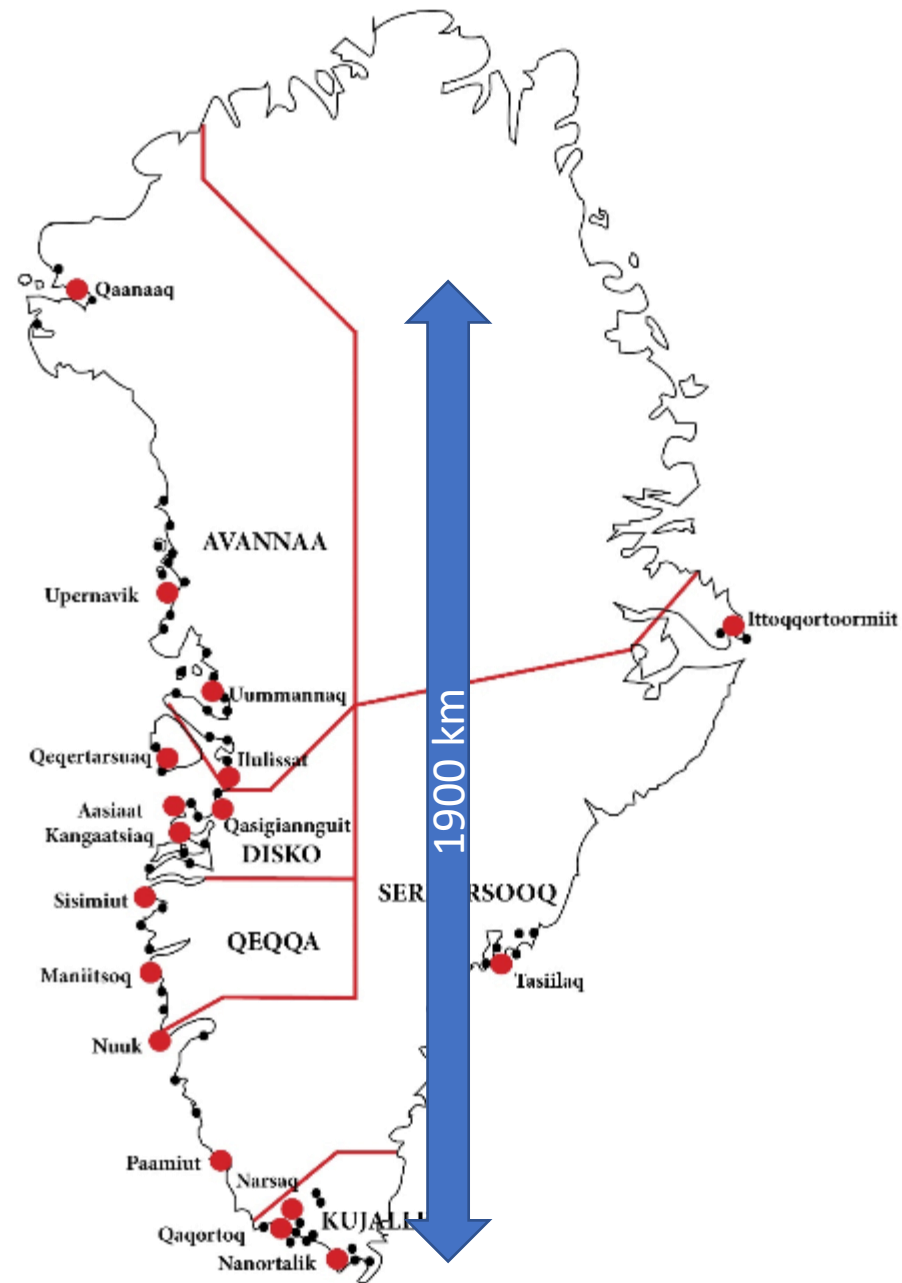


Same price for all

- Concession (right / obligation)
- Critical infrastructure
- Same price no matter from where to where in all of Greenland
- A principle of solidarity
Level playing field

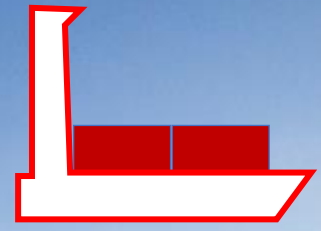
Immakkut assartuineq - Sofragt

Aalborg ->	Kalaallit Nunaat/Grønland
Aarhus ->	Kalaallit Nunaat/Grønland
Reykjavik ->	Kalaallit Nunaat/Grønland
Torshavn ->	Kalaallit Nunaat/Grønland
Helsingborg ->	Kalaallit Nunaat/Grønland
Kalaallit Nunaat/Grønland ->	Aalborg
Kalaallit Nunaat/Grønland ->	Aarhus
Kalaallit Nunaat/Grønland ->	Reykjavik
Kalaallit Nunaat/Grønland ->	Torshavn
Kalaallit Nunaat/Grønland ->	Helsingborg
Kalaallit Nunaat/Grønland <->	Kalaallit Nunaat/Grønland

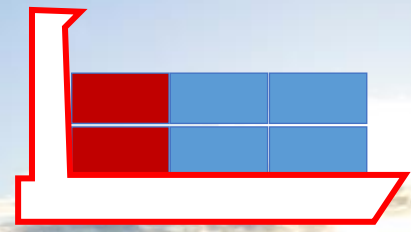




3 x
700
TEU



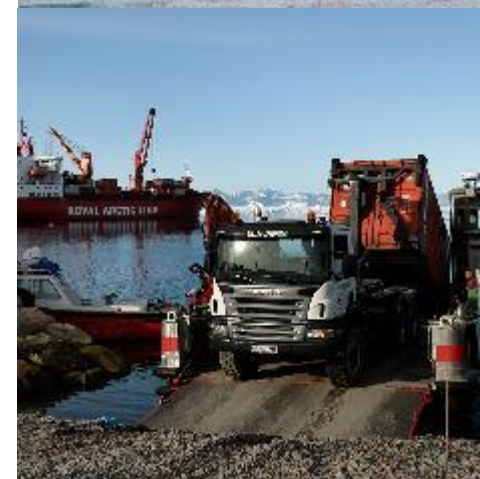
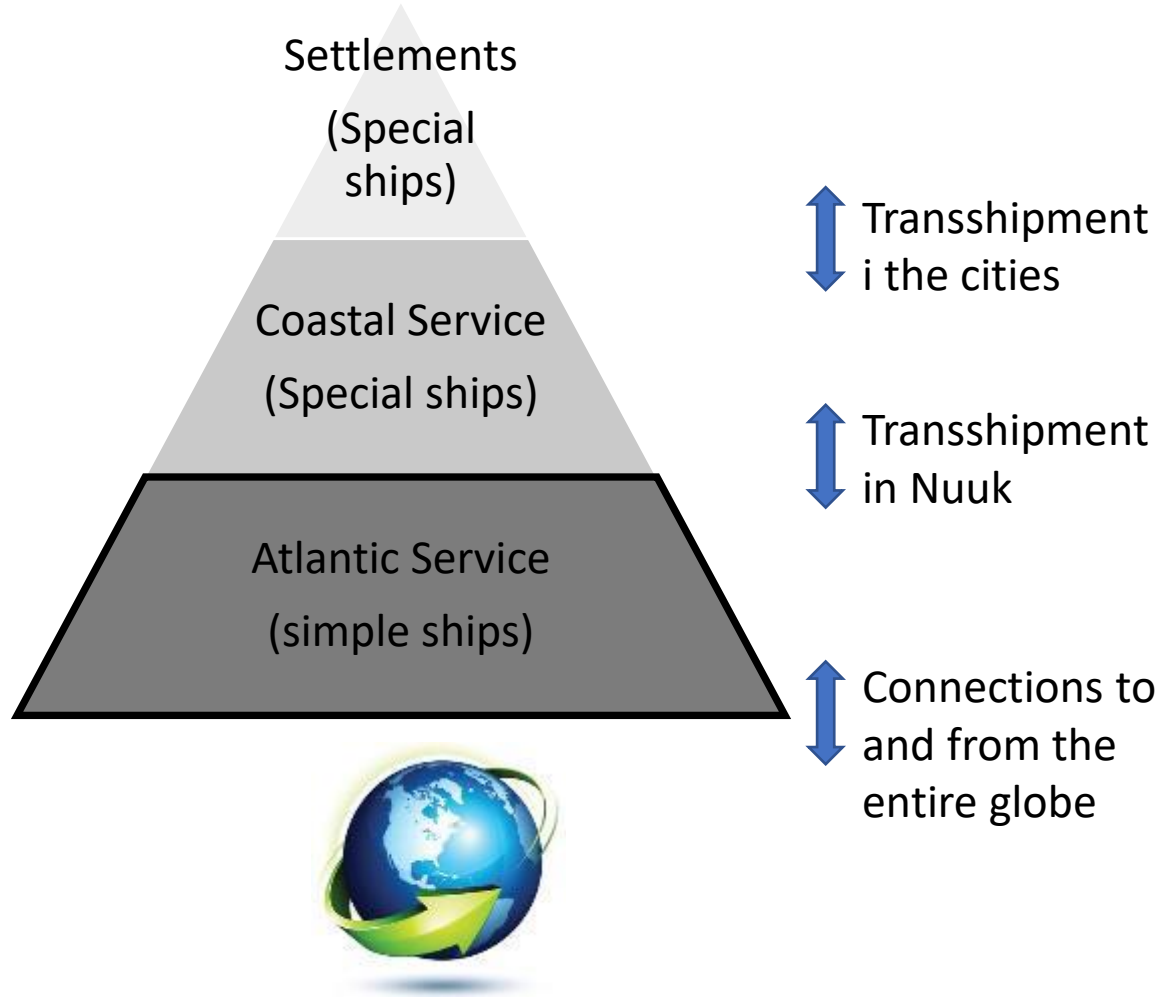
1 x
2100
TEU



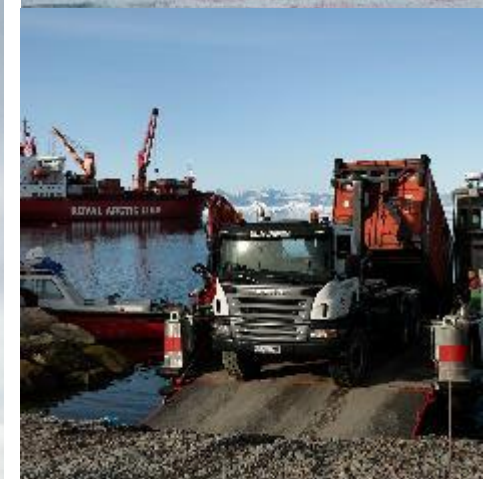
Capacity Sharing pays off



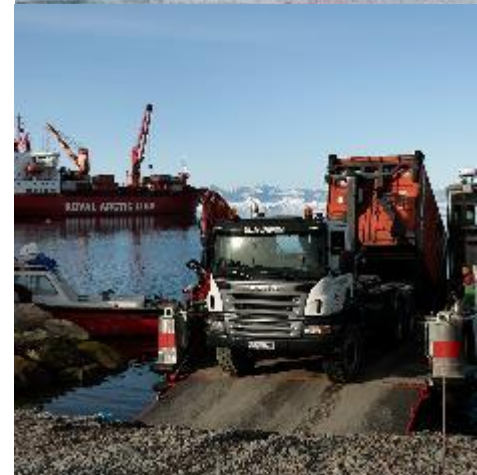
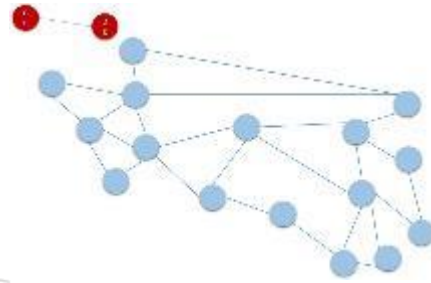
Cooperation where it makes sense



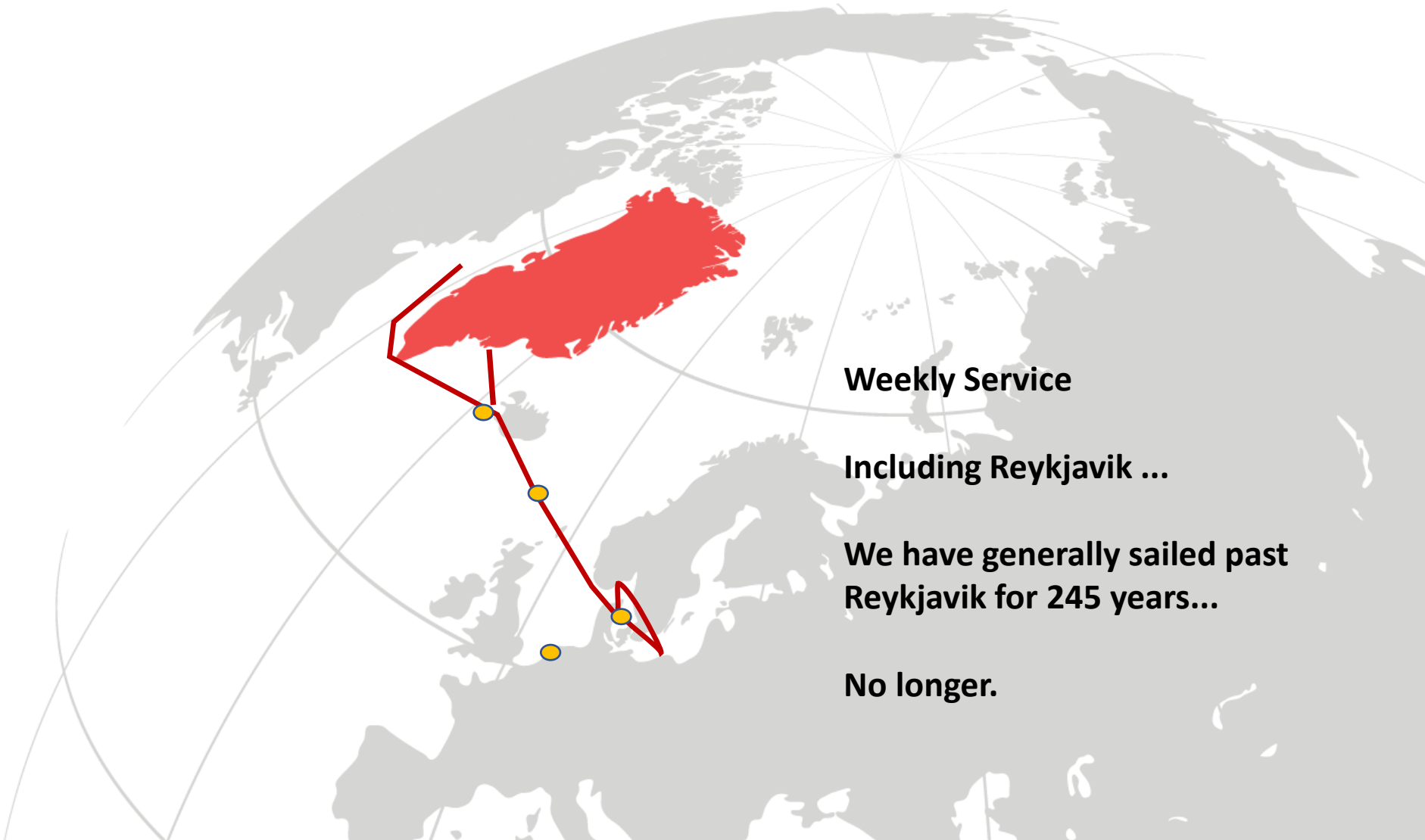
New vessels – and new ports



Greenland in the network



In the network from June 2020

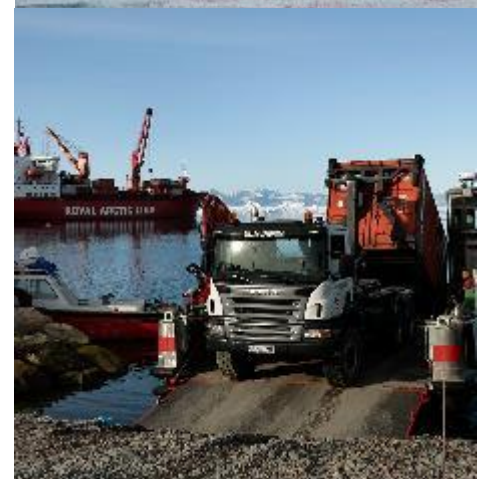


Weekly Service

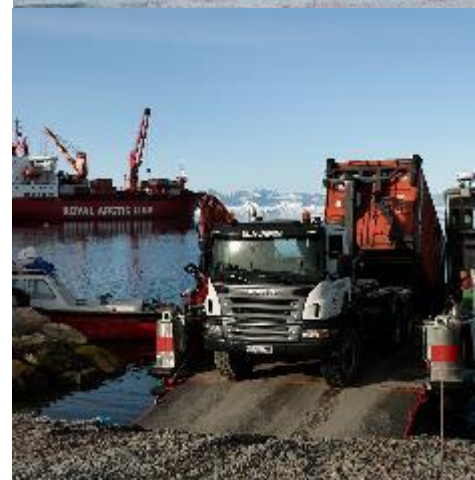
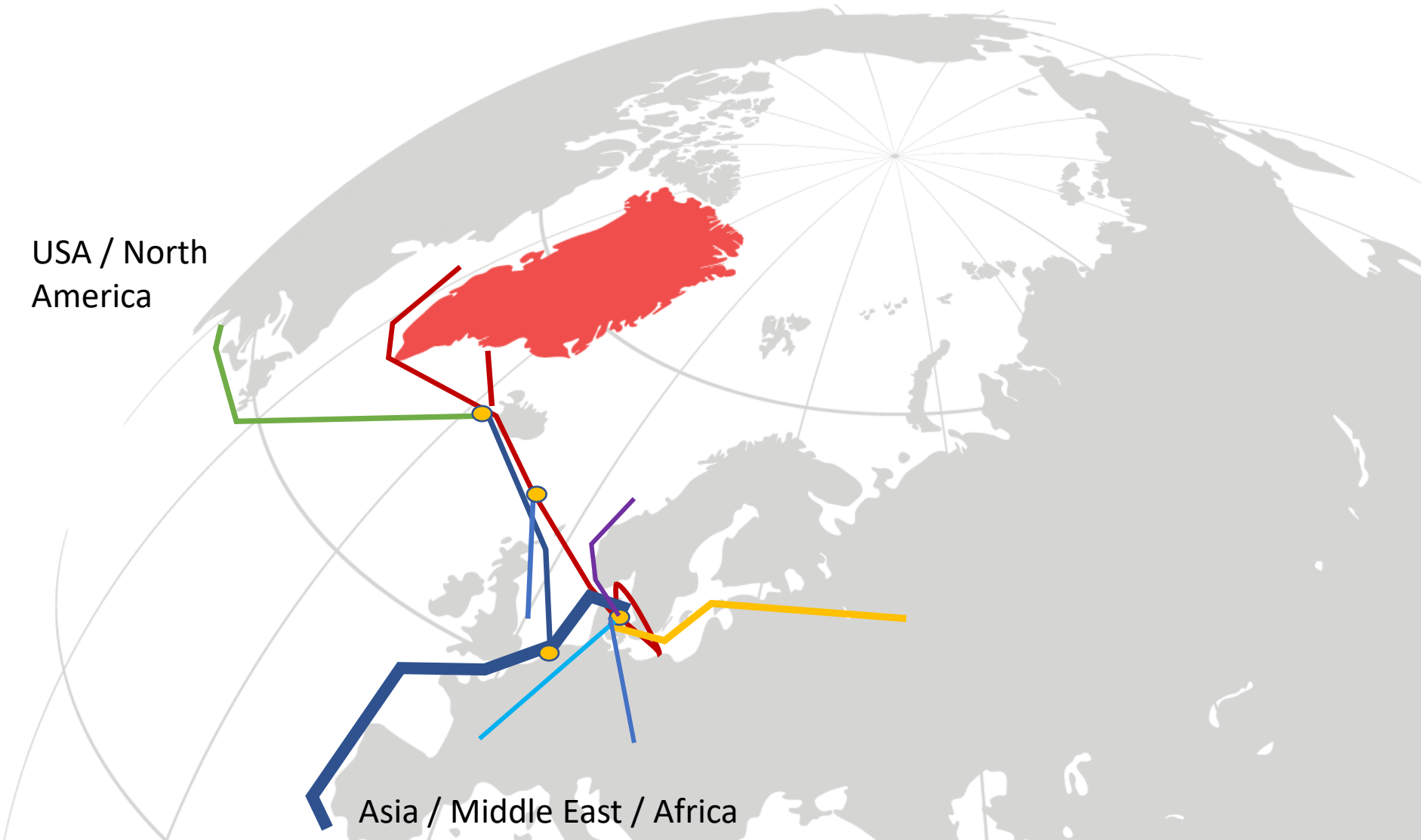
Including Reykjavik ...

**We have generally sailed past
Reykjavik for 245 years...**

No longer.



From a closed system to an open system



We make it **easy** to **do business** with Greenland

RAL has invested more than DKK 1.6 billion in present investments:

- 2016: Settlement ships: 140 mill.
- 2017: Container ship: 270 mill.
- 2017: SIKUKI port: ~600 mill.
- 2020: Atlantic ship: 220 mill
- 2020: Tasiilaq vessel: 70 mill.
- 2021: Settlement ships: 350 mill.

Average age of our fleet:

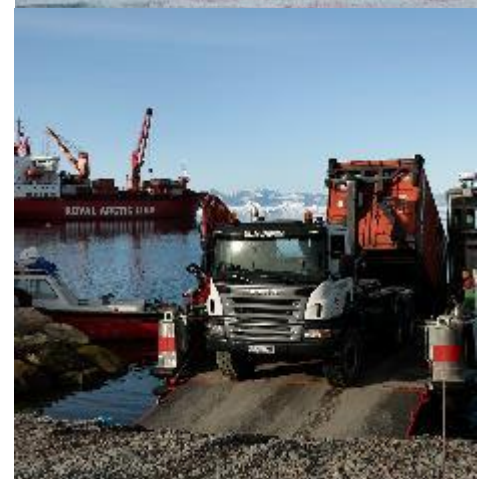
2015: 29 years 2022: 7.5 years

Succes criteria:

1. Supplies to/from Greenland
2. Better connections
3. Best-in-class social responsibility
4. Long term financial planning
5. Best place to work

Annual operating costs

App. 1 billion DKK / year



Strategic context: RAL 1.0 – 4.0

Dynamic &
Optimizing

Consolidation of goods without considering the destination
Distribution center in Nuuk for rest of Greenland.
Flexible consolidation points outside Greenland
Support for new trade lanes / trade corridors
ESG leadership role in Greenland

RAL 4.0
Base port Nuuk
2024

Open System

Variable costs outside Greenland
Commercial ports outside Greenland
Weekly service all year round
Iceland, Faroe Isls, Sweden – every week
Standard ships in a capacity sharing scheme

RAL 3.0
VSA w/o Aalborg
2022

Closed System

Sailing between Aalborg and Greenland
Special purpose vessels on the Atlantic

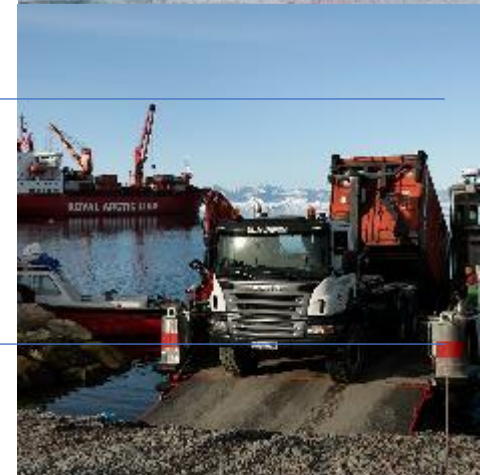
RAL 2.5
VSA
2020

RAL 1.0
1992

RAL 2.0
Containerization
1997



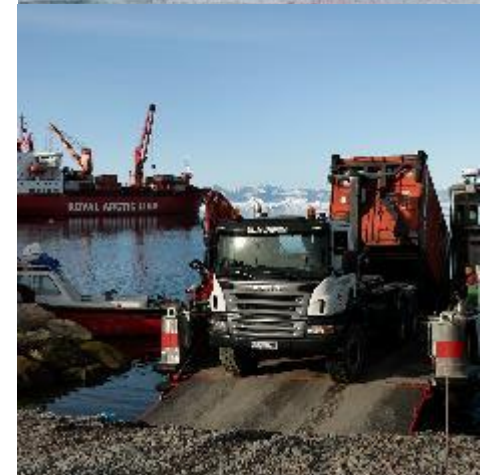
We make it **easy** to do business with Greenland



Greenland route



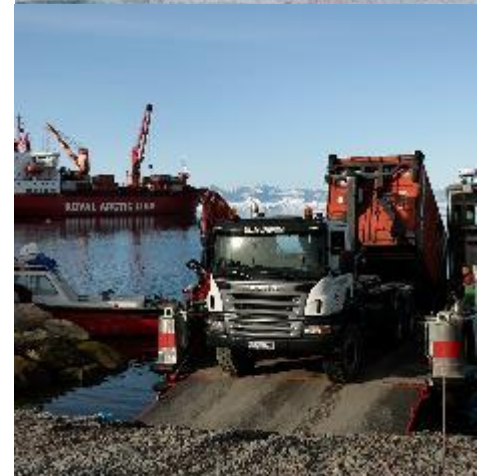
- Weekly connection Reykjavik – Nuuk
- The ocean line is Royal Arctic Line (concession) BUT:
 - **Anyone can arrange transportation to/from GL!**
- Fixed prices – easy to calculate
- Friendly business environment



Greenland / Iceland



- Has the trade changed since VSA in June 2020?
 - If 2018 = 100, then what is 2021?



Greenland / Iceland



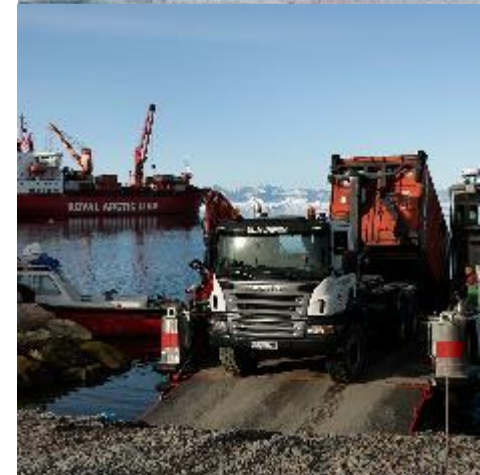
- Has the trade changed since VSA in June 2020?
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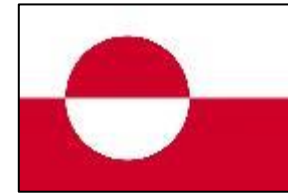
Iceland / Greenland



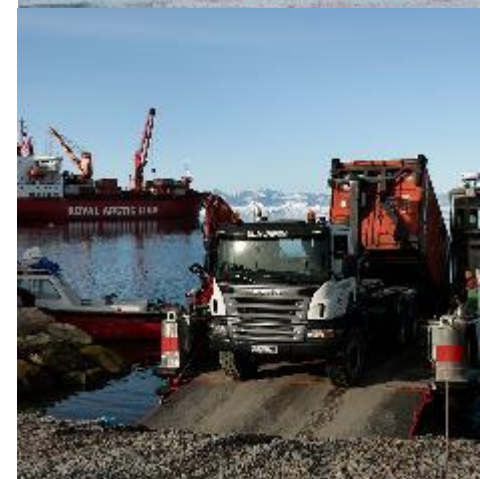
- Has the weekly VSA service since June 2020 meant a change in trade?
- If 2018 Iceland to Greenland was index 100 – how much was it in 2021?
 - In general?
 - For retail ?



Iceland / Greenland





- Has the weekly VSA service since June 2020 meant a change in trade?



Iceland / Greenland


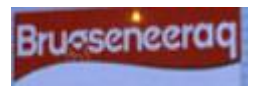


Retail in Greenland: Overall DKK ~3.5 bn

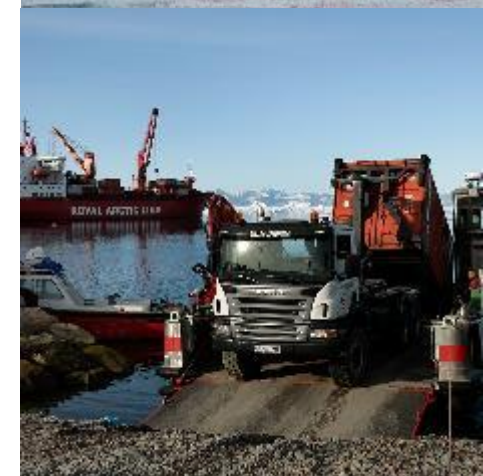
  ~22,000 people / DKK 1.4 bn.

~34,000 people / DKK 2,2 bn ++

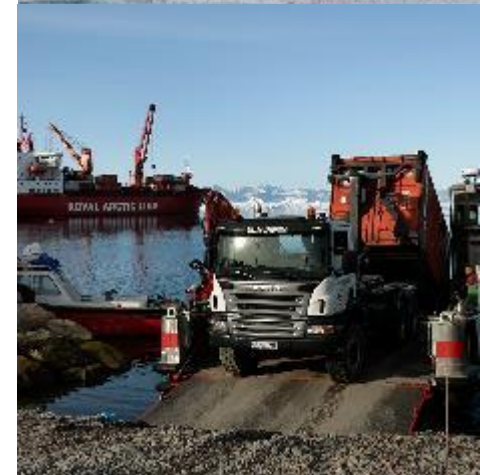
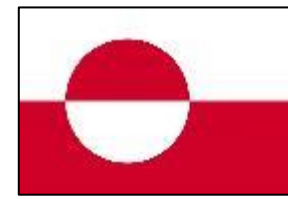
 

Others



Greenlandic opportunities

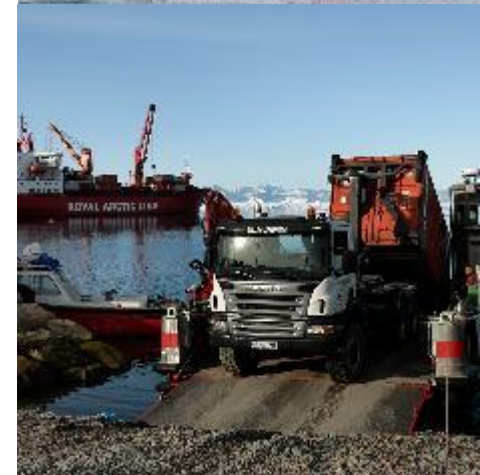
- Other areas:
 - Construction
 - Green energy sector
 - Mining support
 - Support for the fishing industry
 - Fish products



Greenlandic opportunities



- What do you need in order to do business with Greenland?



Q & A

