



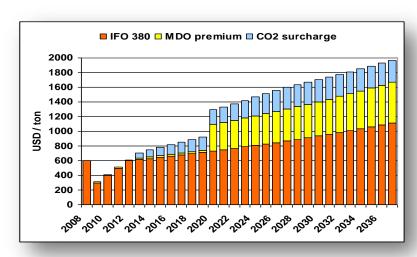






### Fuel price development – past and future

- » continuously increasing bunker prices since 2005, today abt. USD 700 per mt
- » increase of price by 400% since 2004
- » further increase of costs expected



Source: GL research. The analysis excludes inflation effects.



Source: Alphaliner Monthly Monitor, März 2012

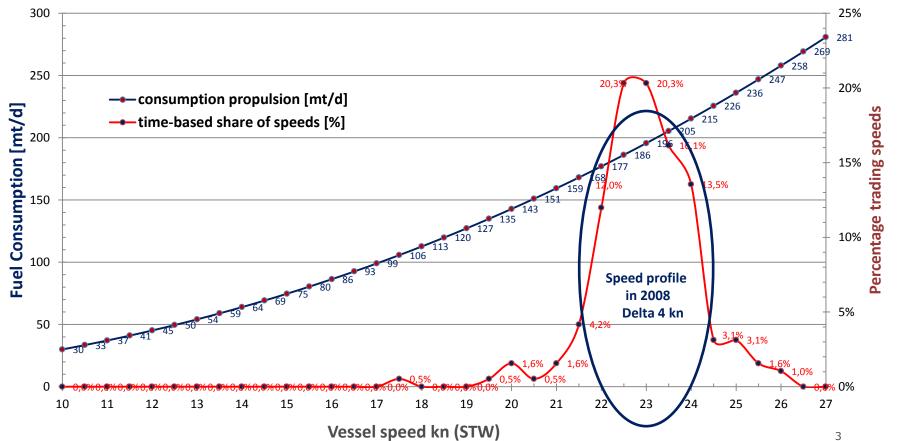




Weighted mean speed 23 kn / weighted mean consumption 196 mt/day



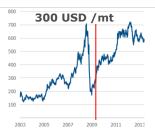
350 USD /mt



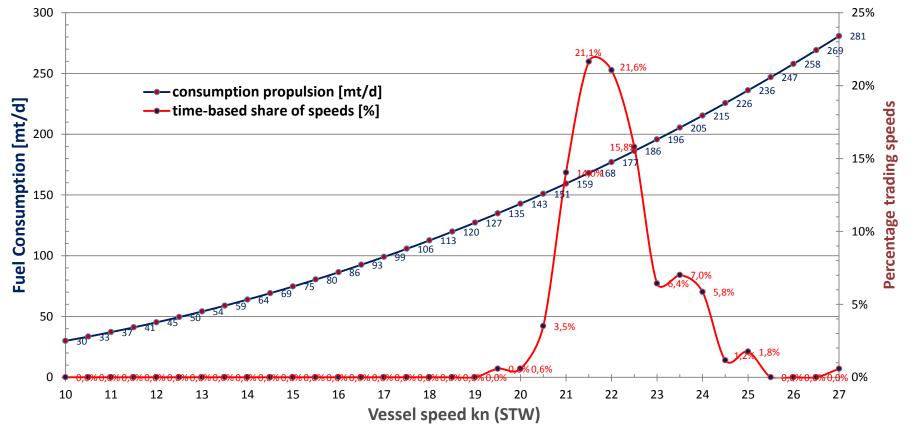




Weighted mean speed 22 kn / weighted mean consumption 177 mt/day



#### Consumption (Propulsion) [mt/d] acc. to 7.500- 8.500 TEU fleet in 2009





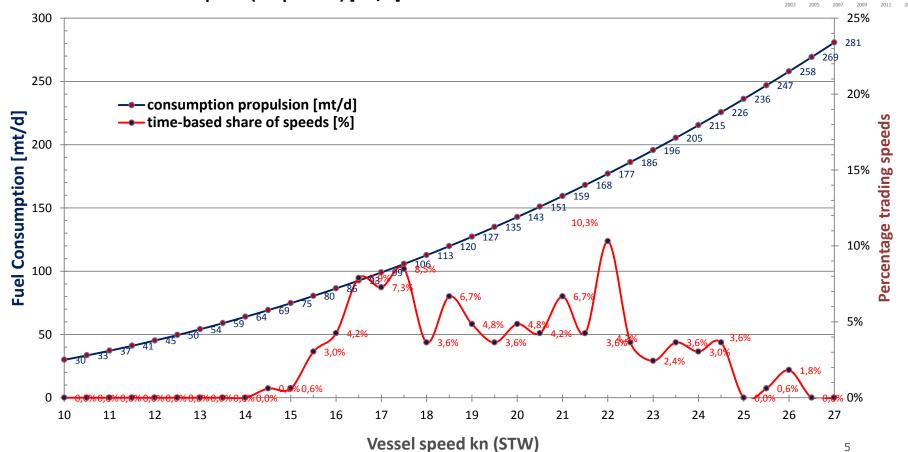


450 USD /mt

## Operational profile trends leading to fuel saving

Weighted mean speed 20 kn / weighted mean consumption 143 mt/day

### Consumption (Propulsion) [mt/d] acc. to 7.500- 8.500 TEU fleet in 2010



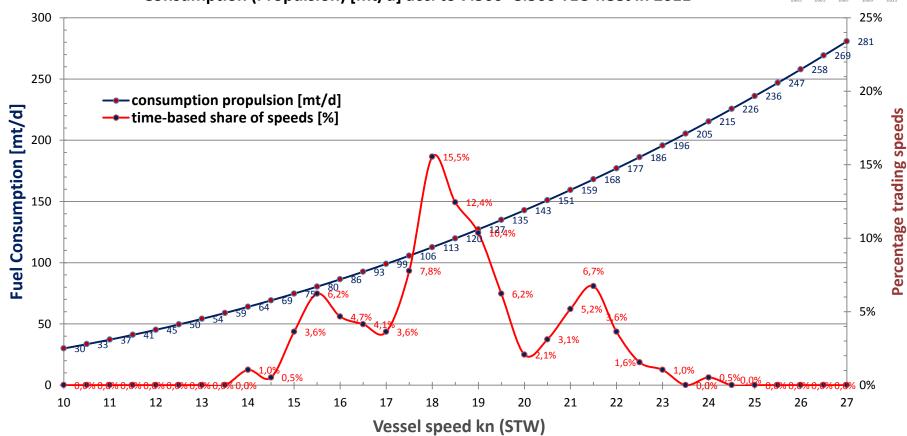




Weighted mean speed 18,5 kn / weighted mean consumption 120 mt/day

# 

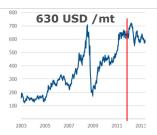
### Consumption (Propulsion) [mt/d] acc. to 7.500- 8.500 TEU fleet in 2011



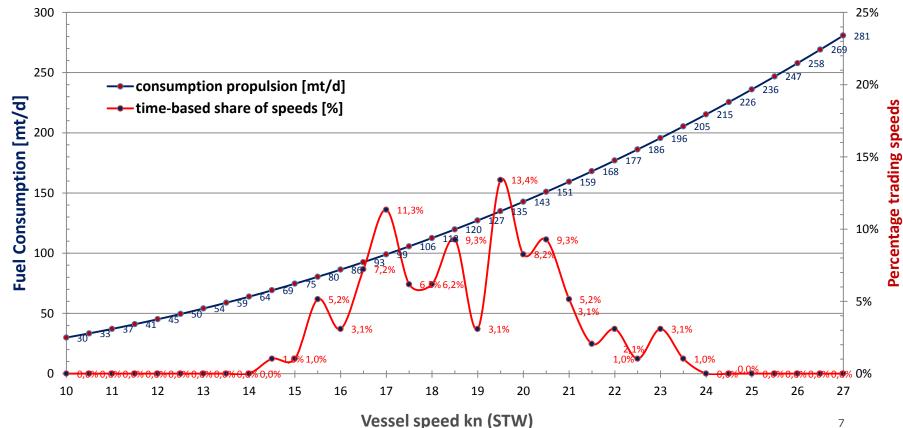




Weighted mean speed 19 kn / weighted mean consumption 127 mt/day



#### Consumption (Propulsion) [mt/d] acc. to 7.500 – 8.500 TEU fleet in 2012

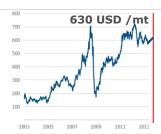




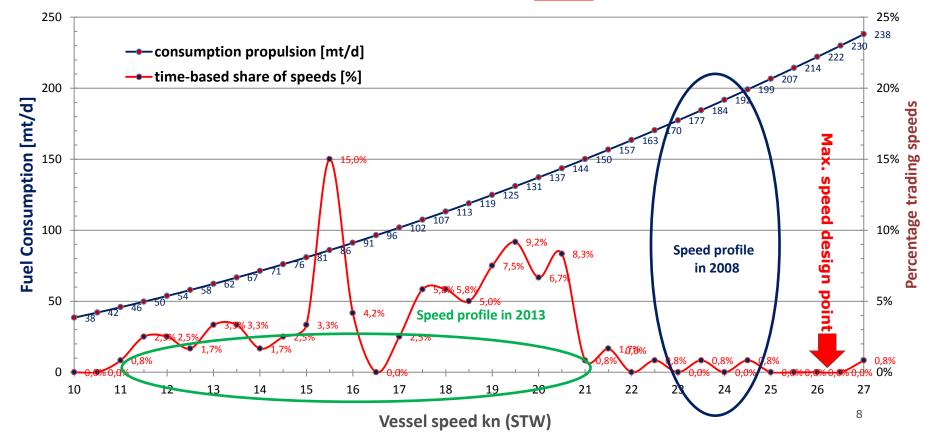


## Operational profile trends leading to fuel saving Efficiency adjustments vs. operational requirements

Weighted mean speed 16,5 kn / weighted mean consumption 98 mt/day



### Consumption [mt/d] acc. to 7.500 -8.500 TEU fleet in 2013 vs. speed range in 2008







# Efficiency adjustments vs. operational requirements lifting of vessels and main propulsion systems- identification of consumption

Before improvements can be implemented, sources of consumption need to be identified.

# Consumption

Design Reasons

Operational Reasons

Non-optimized machinery design

Non-optimized hull design

Reasons related to charterers (e.g. scheduling, waiting times at terminals etc.)

Reasons related to owner (e.g. voyage execution, trim, maintenance)



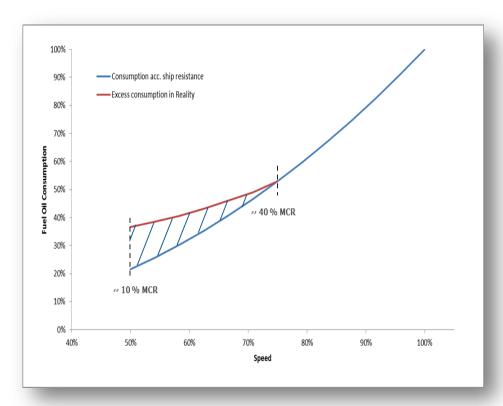




### Efficiency adjustments vs. operational requirements Reduction of additional consumption at slow- and super slow steaming

Optimisation of the following points are essential for further slow steaming savings:

- » Autopilot steering frequency to be minimised
- » Rudder angel to be minimised by foresight calculating of vessels drift
- » The engine has to be optimized for low load operations
- » Reconsider the anti fouling paint type according to vessel's speed profile
- » Use less ballast as possible
- » Adjust vessel's trim by consideration of the lowest shaft power
- » Calculate the minimum constant propulsion power required for ETA



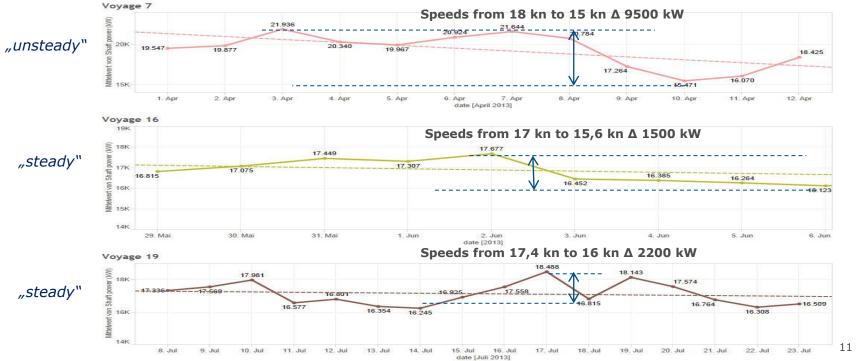




# Operational requirements On-shore - Tracing of voyage execution

- Voyage record
- Nordamerika-China



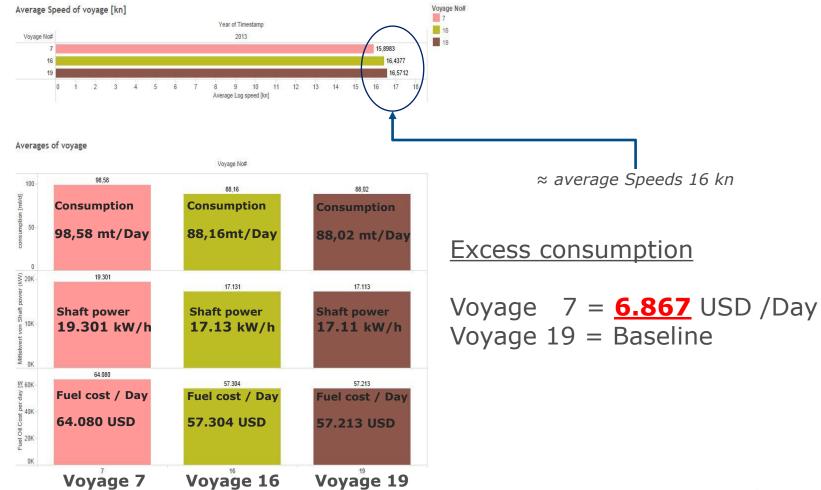






# Operational requirements On-shore

- Tracing of voyage execution

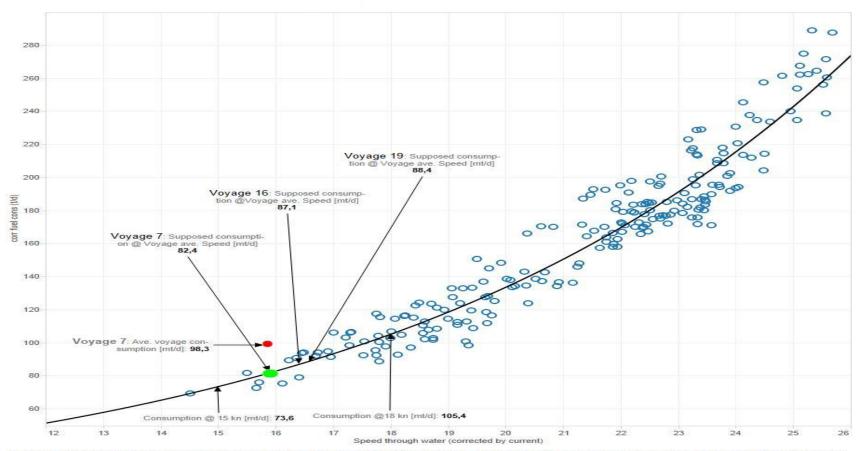






### Operational requirements

### - Speed & Consumption comparison

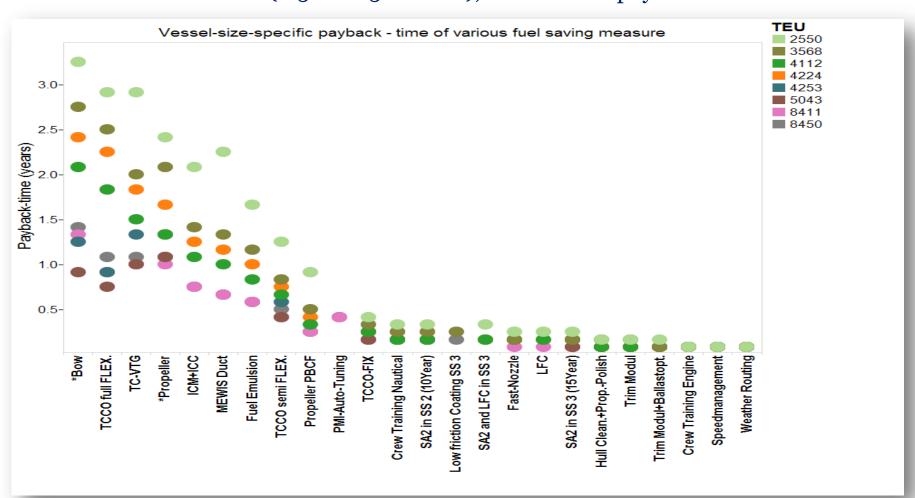


Speed through water (corrected by current) vs. corr fuel cons (t/d). The data is filtered on Ship, Wind force (Bft), Exclusions (mean draft (m) (bin), corr fuel cons (t/d), Speed through water (corrected by current)), mean draft (m) (bin) 2, trim (m) and trim (m) (bin). The Ship filter keeps 91. The Wind force (Bft) filter ranges from 1 to 5. The Exclusions (mean draft (m) (bin), corr fuel cons (t/d), Speed through water (corrected by current)) filter keeps 41.824 members. The mean draft (m) (bin) 2 filter keeps 34 of 34 members. The trim (m) filter ranges from 0 to 2. The trim (m) (bin) filter keeps 0.0, 0.5 and 1.5. The view is filtered on Exclusions (corr fuel cons (t/d), Speed through water (corrected by current)), which keeps 41.767 members.





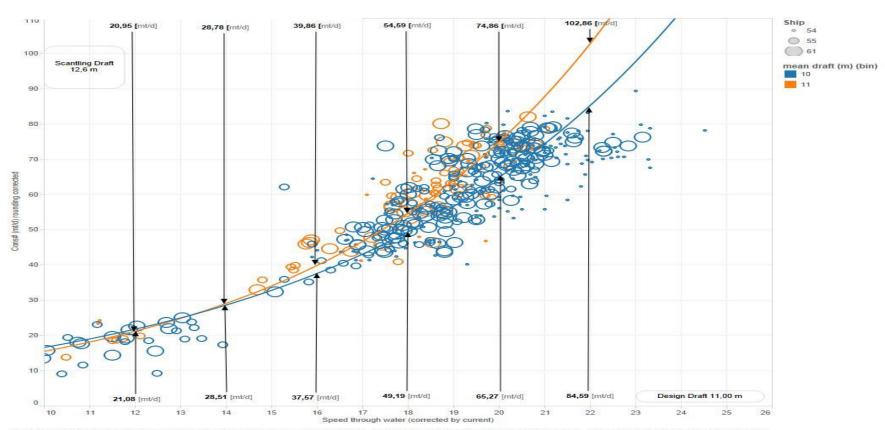
### Vessel size matters (2.500-8.500 TEU), measures & payback times







# - Speed & consumption comparison of different drafts



Speed through water (corrected by current) vs. Cons# (mt/d) rounding corrected. Color shows details about mean draft (m) (bin). Size shows details about Ship. The data is filtered on Seastate filter and set on Seastate filter ranges from 0 to 5. The swellheight (m) filter ranges from 0 to 4.5. The view of the view is filtered on mean draft (m) (bin), Cons# (mt/d) rounding corrected, Speed through water (corrected by current)) and Ship. The mean draft (m) (bin) filter keeps 10 and 11. The Cons# (mt/d) rounding corrected filter keeps non-Null values only. The Exclusions (mean draft (m) (bin), Cons# (mt/d) rounding corrected by current) filter keeps 10 and 61.

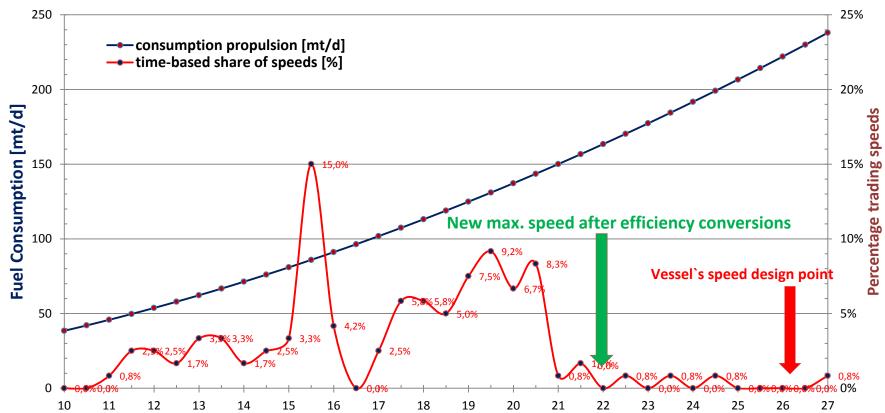




### Operational profile trends leading to fuel saving Efficiency adjustments vs. operational requirements

Weighted mean speed 16.5 kn / mean consumption 98 mt/day

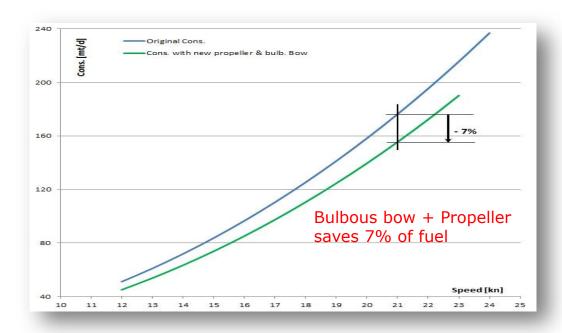
#### Consumption (Propulsion) [mt/d] acc. to average "ERS" 7.500-8.500 TEU fleet in 2013



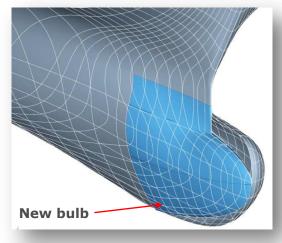


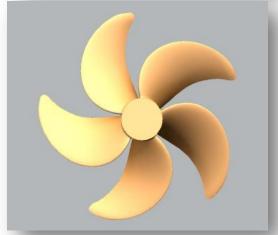


### Efficiency adjustments vs. operational requirements Propeller and bulbous bow optimisation



- » The new bulbous bow design reduce the form resistance and optimise the wave resistance for the new operation profile.
- The second benefit of the new bulbous bow installation is a reduced total resistance of the vessel which enable additional optimisation and saving potential in way of the propeller design.



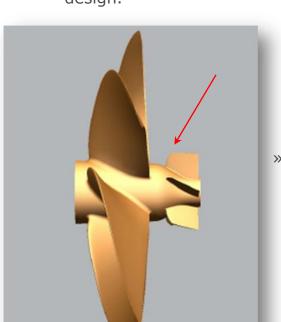


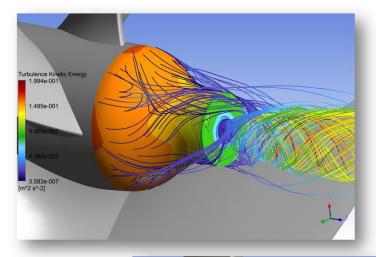




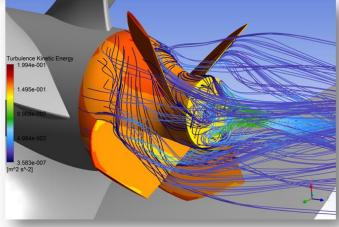
### Vessel optimization measures based on actual operational profiles Propeller design with ESCAP

» The propeller ESCAP is installed directly at the end of the propeller on the propeller shaft. The conventional propeller cap is replaced by the new design.





Direct comparison of the streamlines and pressure distributions in way of the propeller hub shows significant pressure reductions and optimised water flow with the ESCAP design.







### Vessel optimization measures based on actual operational profiles De-rating - TCCO - VTG -

- De-rating engine scope:
- » Reprogramming engine control
- » Changing governor setting
- » Installing of shims and carry out liner modification
- » Installing new fuel nozzles and adjust retiming
- » Installation of EGB
- » De-rating turbocharger scope:
- » Exchange the compression wheel
- » Exchange of the nozzle ring
- » Exchange the diffusor ring
- » Turbocharger fix cut out (TCCO)
- » De-rating files:
- New technical file
- » On board Nox measurement
- » (first vessel only)

