No. 25 / 23 June 2017



"It feels really good to do something this concrete for the environment", says Henrik Ageflod, General Manager of the Arendal Cross-Docking Terminal, where they are now filling 55 forklift trucks with biofuel. 70 trucks serving Volvo Cars and Volvo Trucks flow are also driving on HVO. Unfortunately, we are unable to get the name of our colleague to the left of Henrik Ageflod as Sweden enjoys a bank holiday today.

Logistics' in Gothenburg uses bio oil for fuel

DFDS Logistics Division has started using biofuel for our own trucks in Gothenburg. From Tuesday last week, our 70 trucks, which service Volvo Cars and Volvo Trucks flows, went fossil fuel-free by filling up with HVO (hydrated vegetable oil) instead of the usual diesel.

"In addition to this, we decided to use HVO for our 55 forklift trucks in the Gothenburg cross-docking terminal, says Henrik Ageflod, General Manager of logistics services in Gothenburg.

Immingham to get new MD



Page 2: As Sean Potter has a crucial role as Divisional Digital Officer, a new MD is needed.

Watch a spectacular show



Page 3: Video features launch of Tulipa and how the superstructure was lifted in place.

Digital scouts



Page 6: Scouts to monitor digital start-ups, new business models and technology trends.

"Volvo has the industry's highest standards, even as regards the environment. And as they asked us whether we could start using biofuel for a limited number of trucks serving one of their V60 flows, we thought we would try to go all the way in one go and try to make an agreement for the supply of HVO for all of our trucks and forklifts. And even though availability of HVO is rather limited, and many want it, we succeeded in getting a contract with fuel supplier PREEM who guaranteed the supply of HVO at the same price as diesel – and without the less environmentally friendly palm oil," says Henrik.

Step by step, transport and shipping companies like DFDS are reducing their environmental impact by reducing fuel consumption and using cleaner fuel for ships and trucks. "And It feels good to do something as concrete as this for the benefit of the environment and to live up to the high standards of customers like Volvo," says Henrik Ageflod.

Immingham



"Allan Hull (to the left) has announced he will retire in November;" says Kell Robdrup.



Sean Potter has a new challenging role as Divisional Digital Officer. Therefore, a new MD for Immingham must be found.



Shipping Division needs new MD for Immingham

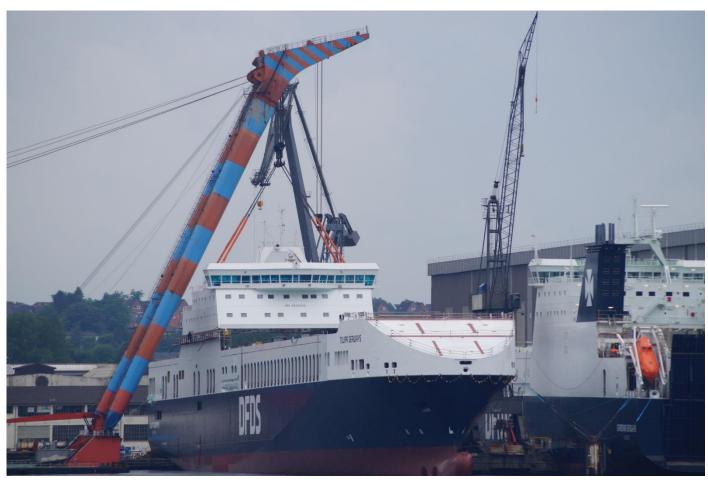
Immingham is one of Shipping's largest and most complex locations, with freight routes to and from many countries, and a very large and busy terminal which is a real hotspot for DFDS freight to and from the UK.

This requires professional leadership, and since the current Managing Director, Sean Potter, has taken on the decisive and demanding role as the Division's Digital Officer, it has become necessary to find a replacement.

"In addition to this, Agency Director Allan Hull, has unfortunately announced that he wants to go into early retirement from November this year. I'm not happy about this, as Allan is an extremely skilled manager who produces great results. However, he mentioned his plans some time ago, so although it is not a great thing for DFDS, we respect his wishes and hope that he will enjoy his future work-free life," says Kell Robdrup, SVP, BU North Sea South & Terminals.

"However, this does mean we have a new situation in Immingham where we need to find a new Managing Director. It is a challenging, but also extremely exciting and complex, management task, which we will describe in more detail in the job advertisement that we are currently finalising," says Kell Robdrup, who emphasises that he would appreciate internal candidates applying for the position. The MD in Immingham reports to Kell Robdrup. We expect to be able to publish the advertisement in the next edition of Weekly.

Tulipa Seaways



The Samson crane lifts the superstructure into place on Tulipa in Flensburg.

Picture: Jens Juel.

Watch the video taken by a drone here.

Superstructure quickly in place

See fabulous drone pictures of Tulipa's launch

When Tulipa Seaways was named and launched in Flensburg on 9 June, it was without the superstructure containing bridge and crew area. The construction hall was not big enough for that. But not many hours passed before the large superstructure, resting on a barge in the port, was lifted onto the ship and welded into position. Things moved so quickly that Jens Juel was able to take this picture on his way home from the postnaming ceremony lunch. The picture shows the floating crane Samson lowering the superstructure onto the vessel's deck.

As you know, the superstructure was built in Poland and brought by barge and tug to Flensburg. Fortunately, we can invite you all to see the spectacular event as Group Marketing used a drone to capture it all in a fabulous video – from ship launch to installation of the superstructure. Enjoy the video here.



Dutch marines investigating all parts of the vessel before they can enter and take over the bridge.

Corona Seaways backdrop for training exercise by Dutch marines

This week a special team from the Royal Dutch Navy trained on board Corona Seaways to prepare for another four-month mission around the coast of Somalia. Since the second phase of the civil war in Somalia, there has been a threat to international shipping. Due to the high risk of piracy in the area, a counter-piracy military operation at sea has started – Operation Atlanta.

With full sunshine and a thermometer showing more than 28 degrees, the Marine Corps had perfect conditions to train for hijacking of vessels by pirates. Training in the heat was a great advantage before being deployed on another mission.

"After the training the marines showed their gratitude to DFDS and especially to the captain and crew of Corona Seaways, who helped them make the training possible. For all of us an interesting experience to see how these motivated marines do their job to protect others," says Captain Jouke Siemensma, PEC Holder of Corona Seaways.

Strong team:

Niels Smedegaard is rated Denmark's fifth best CEO.

Torben Carlsen is rated Denmark's third best



Stock market selections:

DFDS team in Denmark's management elite

Niels Smedegaard and Torben Carlsen WANT to win, always, and especially against each other, in running, tennis and all forms of competitive sports. However, in the most recent competition, in which they both participated without knowing it, Weekly's editorial team luckily doesn't have to choose sides. They each took part in their own category, and with great success.

In the financial magazine Økonomisk Ugebrev, share analysts and investors rated Niels Smedegaard as Denmark's fifth best CEO. This is remarkably high for a director from a company outside the C2O, which includes the 2O largest companies on the Danish Stock Exchange. DFDS has just recently moved up to the second row, the so-called large cap companies.

In the same magazine, Torben Carlsen was rated third best CFO. In connection with this, he was interviewed by Økonomisk Ugebrev about how DFDS has gone from a market value of DKK 3 billion to DKK 20 billion.

Together, these two make a team that is attracting attention. In the CEO selection, an expert says: "What these directors have in common is that they have succeeded in releasing the potential of their businesses. For example, over the course of a decade, to put it crudely, DFDS has been transformed from a dusty shipping company to a modern transport company. "DFDS has become a growth case, rather than just a shipping company. Niels Smedegaard is responsible for this, together with his associate director Torben Carlsen. They have created momentum in income and in people's perception of the company. I regard this as very positive," says Tue Østergaard, Head of Markets and Managing Partner at ABG Sundal Collier.

The transport industry in general seems to have attracted some of the country's best executives. Jens Bjørn Andersen, DSV, has been rated Denmark's best CEO, while DSV's CFO Jens H. Lund is the second best in Denmark.

Unfortunately, we cannot create a link to the articles as an individual subscription is necessary to access the articles.

Digital Scouts



On 15 June, 23 Digital Scouts, nominated by Digital Divisional Officers, gathered on board Crown Seaways for a one-day workshop to kickstart hyperawareness initiative in DFDS.

DFDS gathers Digital Scouts for hyperawareness

As the world around us is changing fast, we need to keep in touch with developments happening outside of DFDS. We want to actively monitor emerging start-ups, new digital business models and digital technology trends that are starting to change and challenge the way we do business.

Therefore, the EC and our Digital division have agreed that as part of our digital transformation, we need to develop a culture of hyperawareness. To kick-start this initiative, Group and Divisional Digital Officers nominated an initial group of people from around the company to act as Digital Scouts.

Last week, 23 scouts gathered on board Crown Seaways for a one-day workshop to get to know each other, understand the responsibilities of this role and raise the 'knowledge bar' of current start-ups and technology trends through inspirational activities.

"I am proud to be a part of this initiative, which I believe gives us a chance to pull ahead of competitors, rather than falling behind. We had an inspiring kick-off and I look forward to working with this motivated group of co-workers," says Jenny Tilldal, Freight Supervisor in Gothenburg.

The aim is to grow the Digital Scouts community further and encourage others to be part of driving hyperawareness in DFDS, so if you are interested in scouting, please get in touch with <u>Agne Garcia Ordinana</u>.

International Passenger Market



The film recordings of the highly popular reality programme, also known as "Sisters over Flowers" was recorded on Pearl this week. The programme reaches 800 million viewers throughout Asia. One of the idols performed in the Columbus Club, which greatly pleased the Chinese guests especially.



There was also time for a visit to the bridge. Captain Claus Arnhild is pictured here with the Chinese reality show stars.



Seven stars and 60 members of the production crew were on board for the filming of the segment.

Pearl in huge reality show

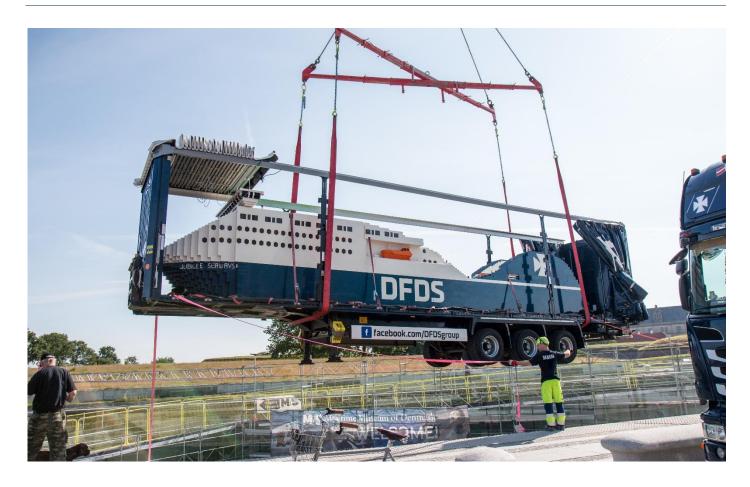
This week, seven of China's most popular actors, photo models and singers came to Scandinavia and their reason for coming was to sail with Pearl from Oslo to Copenhagen as part of a journey in Europe and Russia. The film crew behind the popular reality show, 花样姐姐, also known as "Sisters over Flowers", came to the North to film. The show has more than 400 million viewers and when it is available for streaming at a later date, it eventually reaches 800 million people in Asia.

"Our collaborators over many years, the Scandinavian Tourist Board in Beijing, contacted us and our cooperation partners in the North on behalf of Dragon TV SMG, which was interested in using us as a location for the filming. Naturally, we said yes immediately, as it fits perfectly in our strategy promoting Northern countries in Asia," says Hancy Anna Djurhuus, Head of International Market in BU Passenger; she is proud of the attention that comes from the cooperation between Norway, Sweden and Denmark with focus on attracting more Asian guests.

The seven celebrities visited Captain Claus Arnhild on the bridge and inquired about how to maneuver such a large ship. A few of the restaurants were used in the filming and the evening on board ended in the Columbus Club, where one of the singers sang a couple of songs to the enthusiasm of the fellow Chinese passengers in particular. After the arrival in Copenhagen, the celebrities went to visit the Danish crown prince.

"We had not made any announcements about the show in advance, so I am sure that our Chinese guests were genuinely surprised when they were able to greet some big idols in such close quarters. It was a great experience for all of us. I would like to thank Tommy Brink for his efforts in making relations in Asia, Anne Boisen Thøgersen and Jessie Halkjær for coordinating everything, as well as our helpful, talented colleagues on Pearl, who have been an invaluable help," says Hancy Anna Djurhuus.

The show will be broadcast in the 52 largest cities in China during the month of August. The target audience is people in the mid to upper class between the ages of 20-50, who are trying to live 'the good life'. For those who are interested, we will provide the link to the programme here in Update Weekly.



All ships have to be dry-docked now and then. However, the Lego ship isn't there to be maintained. She is there to entertain. The Maritime Museum is built in the dry-dock at the former Elsinore shipyard where "we think that our good experience with the Lego ship and its fantastic appeal to all ages makes it a perfect addition to the museum's other activities," as Søren Ignaz puts it.

Photo: Julie Nachtigal Broberg

Free entry for DFDS employees

All DFDS employees and their families will gain free entry to the Maritime Museum of Denmark from 24 June to 20 August by showing their DFDS identity cards. If you don't have one, Søren Ignaz can help:

Read more about the event here.

See more pictures on page 14

Visit the Lego ship and the Danish Maritime Museum during the summer holidays

It's over 30 years since ships were in dry dock in Elsinore Shipyard, and now our threetonne, 12-metre Lego ship Jubilee is in dock at what is now called the Maritime Museum of Denmark. At 13:00 on 24 June, this year's summer programme will be published. Jubilee will play a big part in that until 20 August.

"We couldn't turn down the opportunity of being part of this activity," says Event Manager Søren Ignaz. "We think that our good experience with the Lego ship and its fantastic appeal to all ages makes it a perfect addition to the museum's other activities."

Build your dream ship

At this summer's LEGO workshop children will have the chance to test their skills as builders of ships and ports as they construct their dream ships and harbour towns. LEGO sailors will give a helping hand and good advice and the children's construction projects will over the summer form part of a changeable world port.

Sailor's safari on The Sound

Activities will take place on the open sea as well at the museum. On Saturdays in July and August, there will be a sailor's safari on The Sound between Sweden and Denmark with the captain of M/S VIKING and an instructor from the M/S Maritime Museum of Denmark. On the voyage, participants will study traffic, ship types and shipwrecks at close quarters. Classic sailor activities and a ship biscuit will also be on offer.



Keep an eye on the Intranet under Group News if you want to sail with Crown or Pearl during the high season. It is important to book breakfast before you travel, as this is a high season requirement.

High season on Copenhagen - Oslo route:

Staff travel and new procedures

As most of you know, DFDS employees have the opportunity for staff travel on board Crown and Pearl. The high season is now underway and this means that, as a rule, it is not possible to book staff travel between 23 June and 14 August 2017. However, there will probably be departures where you can book, and so we encourage you to keep an eye on the Intranet under Group News.

As something new, the cost of breakfast on departures during the high season is additional to the price paid by ordinary passengers. This means that if you, as an employee, book one of these departures, you will have to pay for breakfast for both your outward and homeward journeys. In any event, it is always a good idea to pay for all meals before you travel, as the staff on board are busy serving all the happy guests who choose to travel on board our ships.

Environmental regulation



With its MRV plan ready, Ark Germania is DFDS' first ship to have the documentation in place for reporting the detailed data about fuel consumption and cargo to the EU at each port call and for each journey, says Thomas Mørk, VP of Technical Organisation. As with all shipping companies, DFDS must submit plans for all ships before 31 August. The plans must be approved before the end of the year as the reporting starts on 1 January 2018.



First MRV monitoring plan approved

As we have reported before, a new EU regulation requires that ships calling at European ports must submit detailed data about fuel consumption and cargo to the EU from 1 January 2018. The first step in this process is to prepare a procedures manual that documents how the data will be collected, checked, stored and verified for each ship – and approved by an independent verifier.

Earlier this month, DFDS appointed Verifavia-Shipping as our verifier and this week, Ark Germania was the first DFDS ship to have its monitoring plan approved. "This is well ahead of the official deadline and we are generally well ahead in the process of submitting the plans for the 36 ships where a plan is required. All plans must be submitted before 31 August and approved by the verifier before the end of the year," says Thomas Mørk, VP of Technical Organisation.

The MRV process (monitoring, reporting and verification) is handled via a cloud-based system developed by Novoprof, which DFDS is the first to use and has helped develop.

Logistics



The Italy-Scandinavia teams from Sweden, Norway and Denmark met in Copenhagen and ended the evening with a visit to the Tivoli gardens. The Italy-Scandinavian teams from Sweden, Norway and Denmark met in Copenhagen and ended the evening with a visit to the Tivoli gardens.

Rear row from the left:
Rene Jensen, Fredericia; Linda Hjernefur,
Gothenburg, Per Zachrisson Gothenburg,
Middle row from the left:
Annette Bjerre Bjerregaard, Fredericia, Mikael
Hylander, ItalCargo, Alexander Kärnstrand,
Italcargo, Peter Lämsä, Italcargo, Peter
Axelsson, Italcargo, Kennet Andresen,
Fredericia, Stein Lyberg, Oslo, Mikael Närman,
Oslo, Betina Iversen, Fredericia, Kjell Bengtsson,
Gothenburg.
Sitting from the left:
Sofia Kontopoulou, Gothenburg, Peter Axelsson,
Gothenburg.
Photo: Allan Nielsen.

Italy-Scandinavia team met to find a common way forward

For many years, DFDS has been offering multi-modal transport of tiles, wine, beverages, pasta and other goods between Scandinavia and Italy, using rail for the long-haul journey. And last year, DFDS acquired Italcargo, which uses the roads for its transport.

"Now the time has come for the Scandinavian members of the two teams to meet in order to use the synergies that come from being part of the same group. Therefore, the management teams met in Copenhagen on Saturday 10 June at a very productive meeting," says Allan Nielsen, Director of Scandinavia – Italy.

"The meeting included a presentation by Mikael Hylander about ItalCargo's self-drive product and a break-out session where the groups came up with very good new collaboration ideas and solutions for integrating our ItalCargo colleagues into DFDS. We see a lot of potential in utilising our equipment and sharing resources between the two businesses," he says.

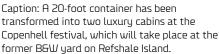
The teams also agreed on how we in collaboration between procurement, the Italy – Scandinavia team and our colleagues and friends in Fagnano will be able to reduce costs and improve the results of the multimodal business that has had challenges," he says.

Eddie Green joined the meeting where he updated the teams on the developments and strategies for the Group and the Logistics Division. These included some of the issues which we are facing in the market and how we have decided to deal with them so we can keep improving customer service and results.

"We finished the day with a lovely evening in Tivoli where we enjoyed good company, competitions and a nice dinner, and now we are ready to go ahead," he says.

Copenhell





The left picture shows the entrance to the festival. In front in the left side wearing a black t-shirt is Rasmus Rask, System Administrator i



When steel meets metal: DFDS container at heavy metal festival

Copenhell is a big festival in Denmark, where thousands of heavy metal fans meet every year at the old B&W shipyard for three days filled with music and partying. DFDS is there too, with a 20-foot steel container.

Two lucky winners have been given the key to the eye-catching container, which has been specially built for the festival with two cabins, covered with wooden boards on the inside and equipped with beds and bedside tables, quilts and mattresses, sliding doors, ventilation and electricity.

"We feel we have succeeded in reaching out to potential customers by being visible in both a tough way that reflects freight and logistics, and a luxurious way that future passengers will like," says Birgitte Wiberg, Senior Marketing Manager in Group Marketing. She adds that 20% of the festival-goers are Norwegians, and that cooperation is therefore also relevant to the Norwegian market. They are predominantly well-educated men, many of them with an eye for IT development, so from a recruitment perspective, this also has great potential.

The original plan was that Crown should sail to the festival, so it became an Oslo – Copenhagen – Copenhell cruise. Unfortunately, the water is not deep enough at Refshale Island, where the festival is being held. This led to the alternative solution. Metal fans and other curious music lovers can look forward to a special MetalCruise on board Crown in October just like the RockCruise. Of course, we will be reporting more about MetalCruise in Update Weekly.

People



Brian Majland

Brian Mailand - 25th anniversary on 1 July

In 1992, Brian was employed as a terminal worker at DFDS in Esbjerg. He has taken part in all the everyday tasks, both at the terminal and also in connection with loading and unloading ships. For a number of years, Brian was a permanent member of the "service team", which dealt with tasks that arose in connection with passengers, provisioning and operation on the former Esbjerg – Harwich route. For many years, Brian has been the trade union representative for all terminal workers in Esbjerg.

Brian is known as a highly-skilled employee, who makes constructive efforts to improve the service for ships calling at the terminal, bringing in new ideas. On behalf of all colleagues at the terminal in Esbjerg, I would like to congratulate Brian on this anniversary.

Henrik Nørager Operations Manager DFDS Scandic Terminal Esbjerg

People

From the left
Mark Burton, Walter Ballentine, Rob
Martindale & Amy Capes.







Birthday

60 years

20 June, Mark Burton - Driver, DFDS Logistics - Peterborough

50 years

21 June, Walter Ballentine, Driver working in DFDS Logistics, Belfast.

Wedding

Rob Martindale from the Immingham Logistics office married Amy Capes on Friday 16 June at Laceby Manor Golf Club. We would like to congratulate them on their wedding and wish them all the best.

Graeme Barker

Photo



Blue ship and white cliffs

It is hardly necessary to tell you where this ship is sailing. We have rarely seen such a beautiful picture of a DFDS ship – here the Côte des Flandres – sailing against a backdrop of white cliffs, crowned by a green landscape. All we can do is to recommend a voyage across the Channel. And we certainly think that our readers should be allowed to enjoy this image too. Thanks to the Engine Team.

Photo



Greeted by Ark Germania

It raises the spirits a little when you come across our ships out in the world. That is what Sid Beckett, 7 Quay Supervisor in Immingham, did on his way to Stavanger in Norway on 9 June with his wife. Fortunately, he took this beautiful picture of Ark Germania as she passed by and, as you can see, a Norwegian wind farm. It looks beautiful up there in Norway.

Photos



She is a fragile lady, our Legoship, and she has to be handled with care.

Photos: Julie Nachtigal Broberg



Lego ship goes underground

Yes, the picture is right enough. DFDS' big Lego ship is going underground and that's not the proper element for ships. But the award-winning maritime museum was built below ground level in a former dry dock at Elsinore Shipyard. So we're quite sure to get her back again.

Vacancies

Internal vacancies

- Infrastructure Project Manager, Copenhagen
- Workforce Analyst; UK
- Customer Support Manager; UK
- Customer & Sales Analyst, Copenhagen

Current external vacancies: all categories

See our website: http://www.dfds.com/group/jobs/vacancies

Contact the editors:

You can send your input to: group.communication@dfds.com or give us a call at +45 3342 3295.

Input for Update Weekly

Update Weekly is our internal weekly newsletter with big and small news from every part of DFDS. We are grateful for all input, ideas, a few words, lines or whole stories, preferably with pictures (JPEG format). Please send your contribution to group.communication@dfds.com by Thursdays at 12:00 CET. Please note that we reserve the right to edit stories. Also send us an e-mail with a photo, if you would like us to announce your own or a colleague's birthday, wedding or jubilee, as we do not automatically receive this information. We mention the birthday's 40th, 50th, 60th and 65th, and employment jubilees for 10, 20, 25, 30, 35, 40 and 50 years.

Responsible editor: Gert Jakobsen