

Moving to zero One km at a time

TOGETHER





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We keep Europe moving

+14,000

People

66

Logistics locations
Including 35 warehouses

72 

Ferries

30 

Ferry Routes
18 carry only freight
12 carry only freight & passengers

We move goods in trailers*
by ferry, road & rail



*and trailer equivalents



... and people in
cars & on foot

But that is not why we are here....

We are here to talk about **collaboration**

What have YOU done to make the world more sustainable?

What have YOU done to make the world more sustainable?

Imagine what we could do TOGETHER

Agenda

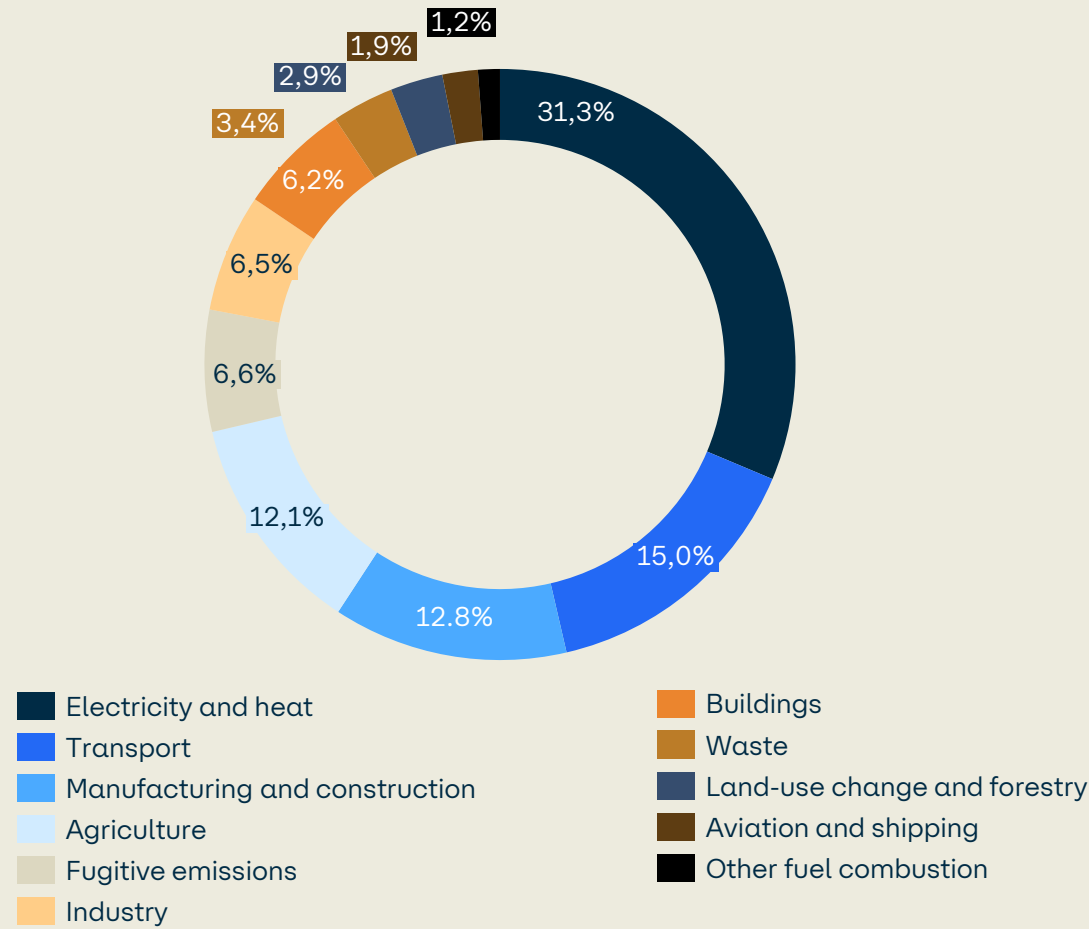
- The power of collaboration in securing a more sustainable future
- Industry overview and the status of the FVL sector
- Collaboration in action with DFDS
- How do we move forward?



The globe does not
blame or point fingers;
it screams for our
collective
actions

Emissions causing climate change are everywhere...

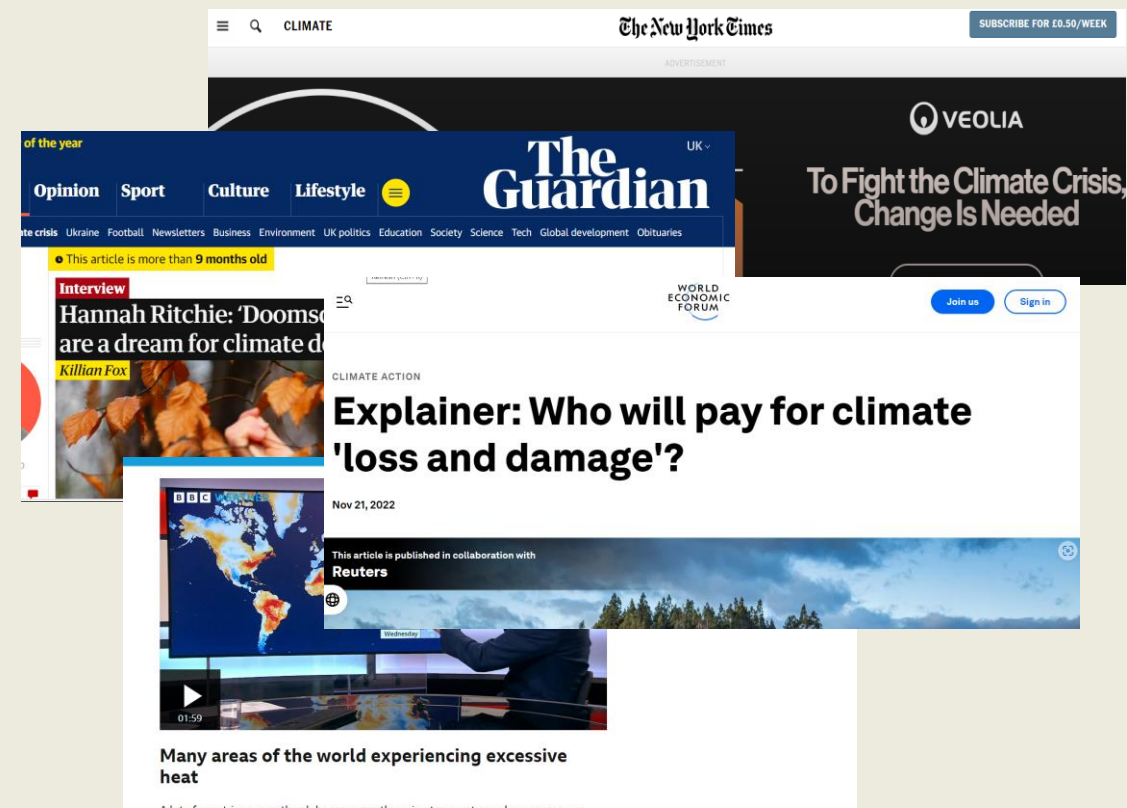
Greenhouse gas emissions pr. sector



Source: Climate Watch (2023)

... and everyone is impacted and will be even more in the future

Examples of articles from 2022-2024



Source: The Guardian, BBC, New York Times, World Economic Forum

Emissions causing climate change
are everywhere...

Greenhouse gas emissions pr. sector

... and everyone is impacted and will
be even more in the future

Examples of articles from 2022-2024

We need to work together to become more sustainable

- Manufacturing and construction
- Agriculture
- Fugitive emissions
- Industry
- Land-use change and forestry
- Aviation and shipping
- Other fuel combustion

Source: Climate Watch (2023)



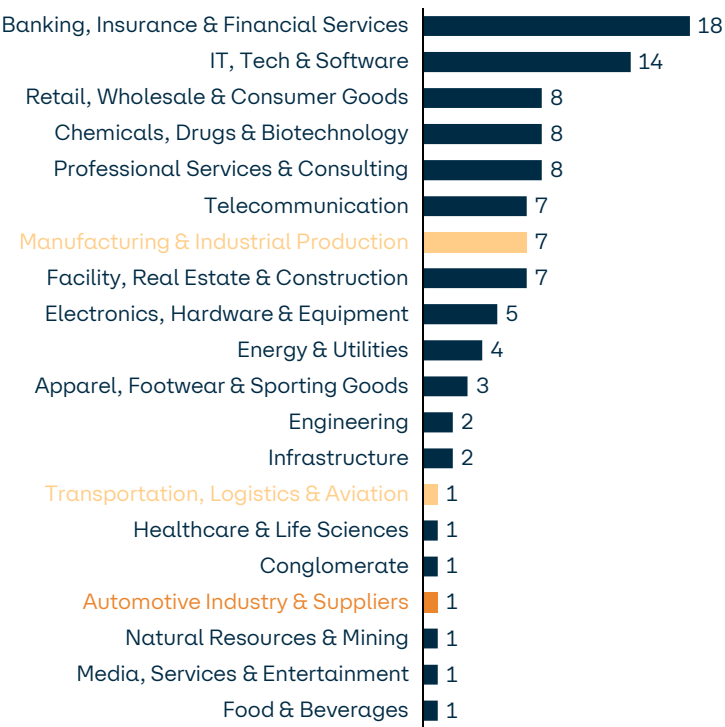
Many areas of the world experiencing excessive
heat

A lot of countries across the globe are currently seeing temperatures above average

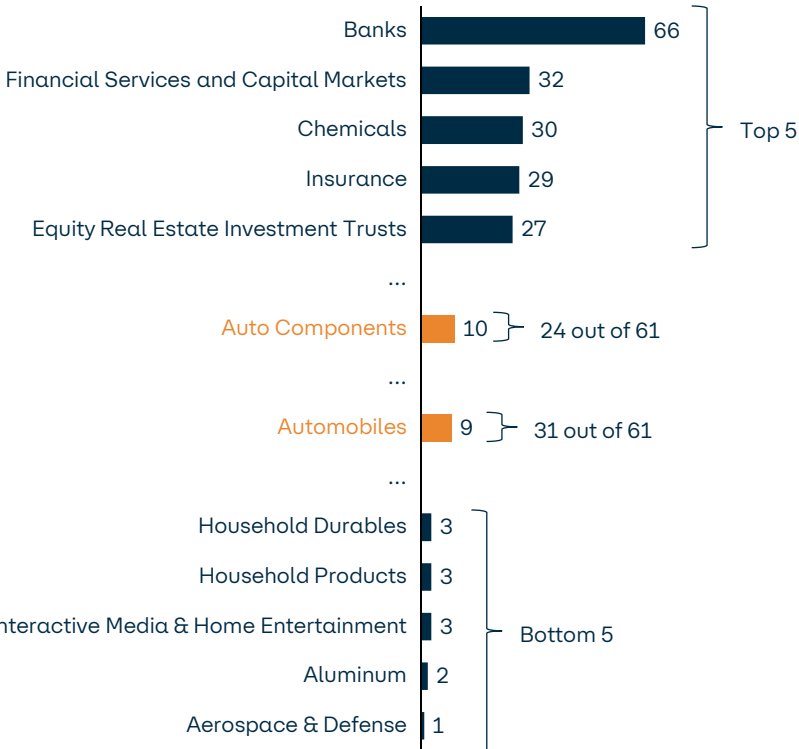
Source: The Guardian, BBC, New York Times, World Economic Forum

Public ratings indicate the FVL sector is lagging behind when it comes to being and improving sustainability...

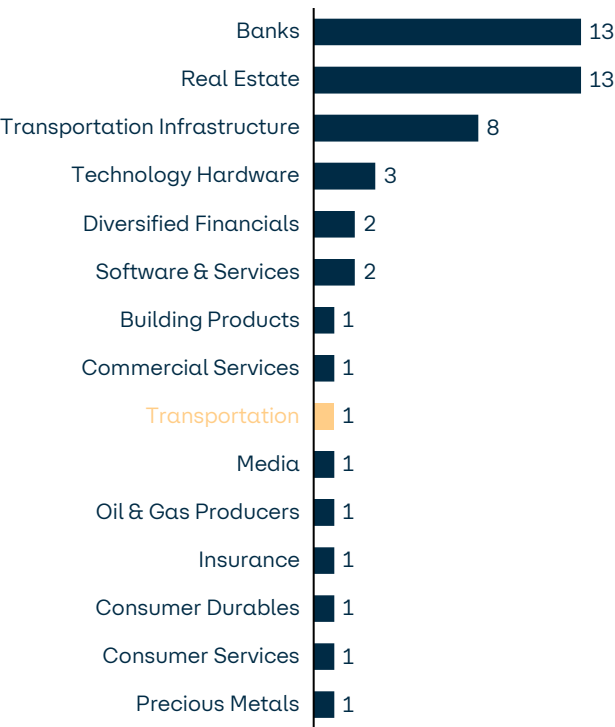
TIME and Statista: Industries of top 100 most sustainable companies in the world



S&P Global CSA: Industries of companies in 2024 yearbook for good sustainability practices



Sustainalytics: Industries of top 50 global ESG ranked companies

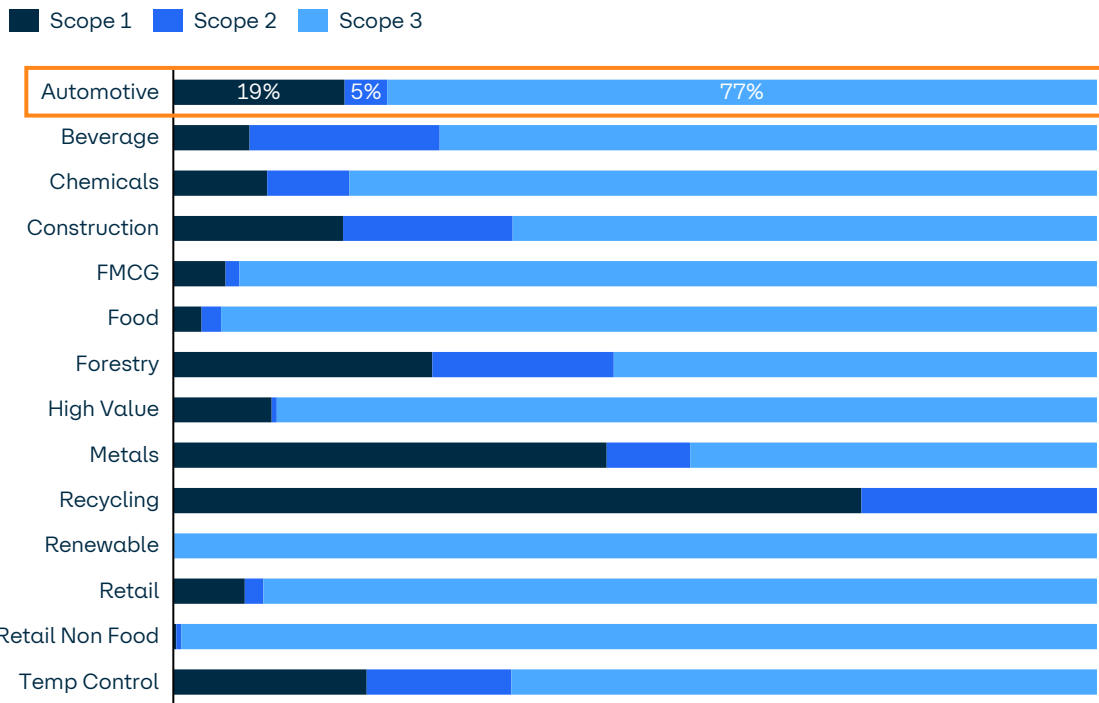


Across public ratings, FVL-related industries are scoring lower than many other industries

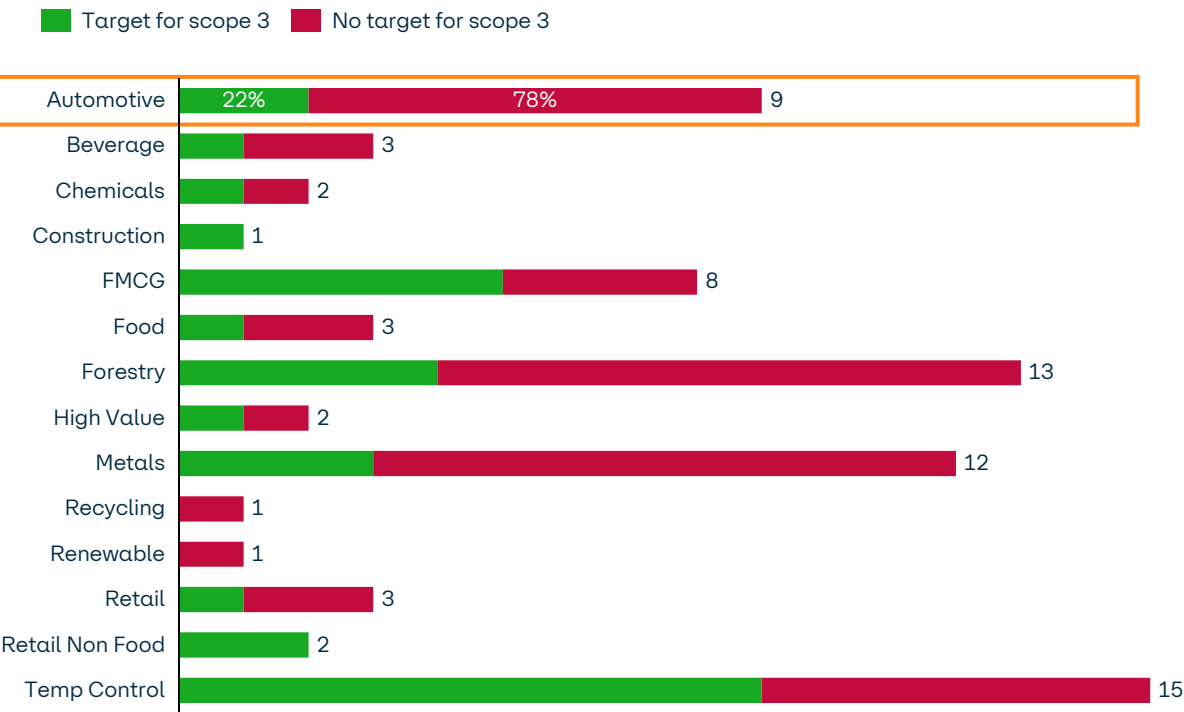
... while our findings indicate missing targets for emissions “outside” own control (scope 3 emissions) across the industry

Industry insights from top 75 customers of DFDS

Scope 1, 2, and 3 emissions: Estimated emissions for different industries



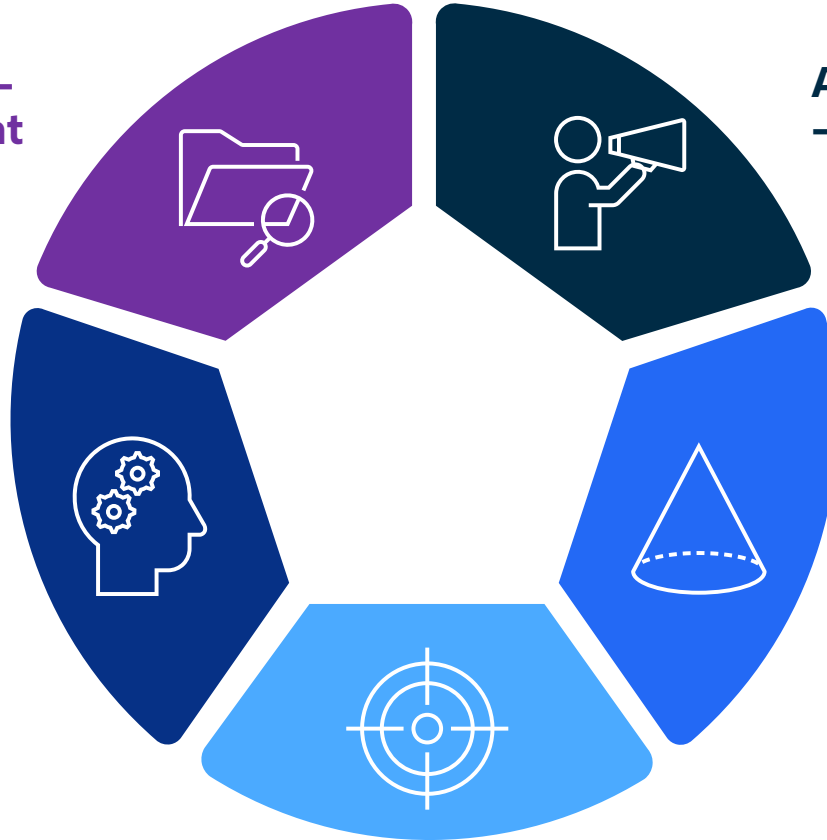
Targets: Companies with scope 3 emission targets in each industry



Compared to other industries with high scope 3 emissions, few FVL-related companies have concrete targets

To improve the sustainability and reach level of other industries, 5 factors are key

Using data for decision making –
and being transparent



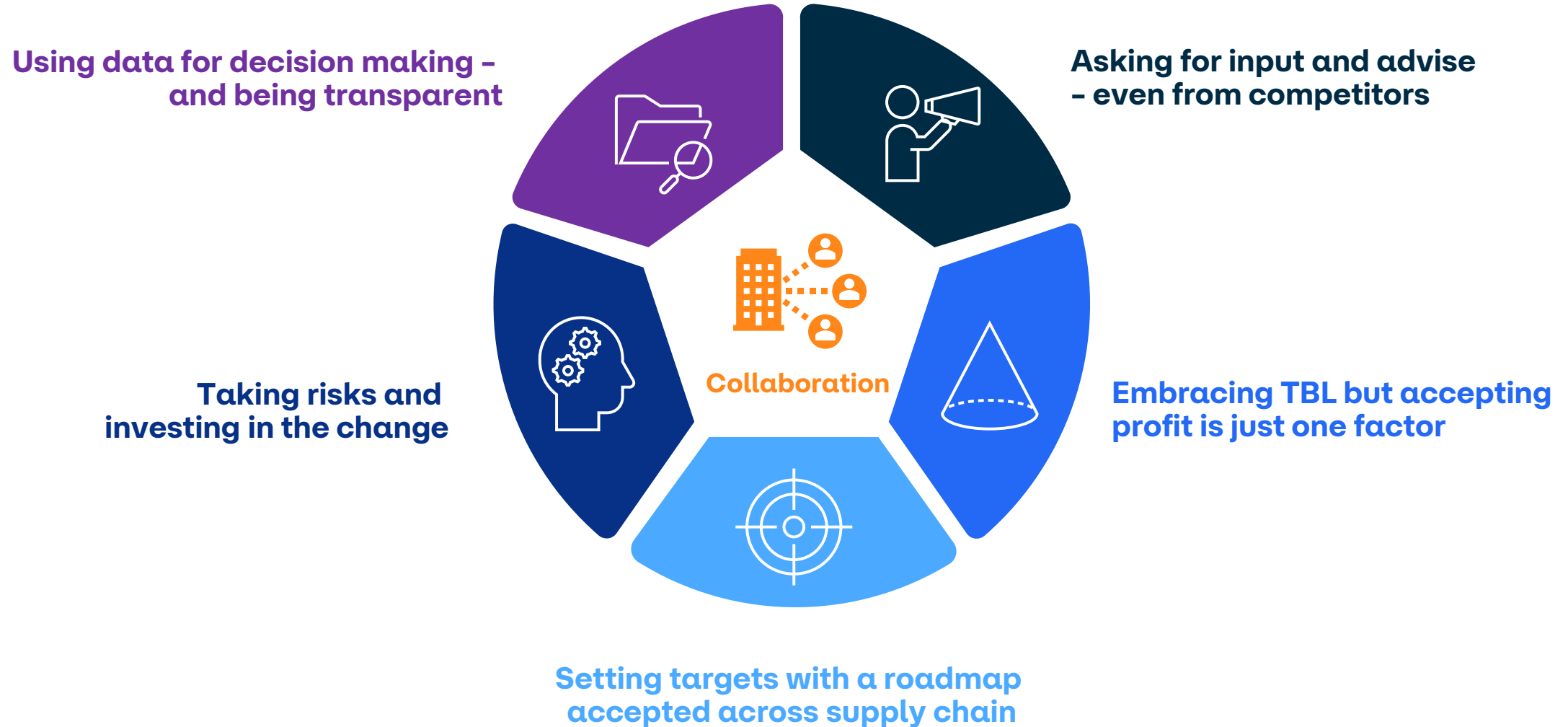
Asking for input and advise
– even from competitors

Embracing TBL but accepting
profit is just one factor

Taking risks and
investing in the change

Setting targets with a roadmap
accepted across supply chain

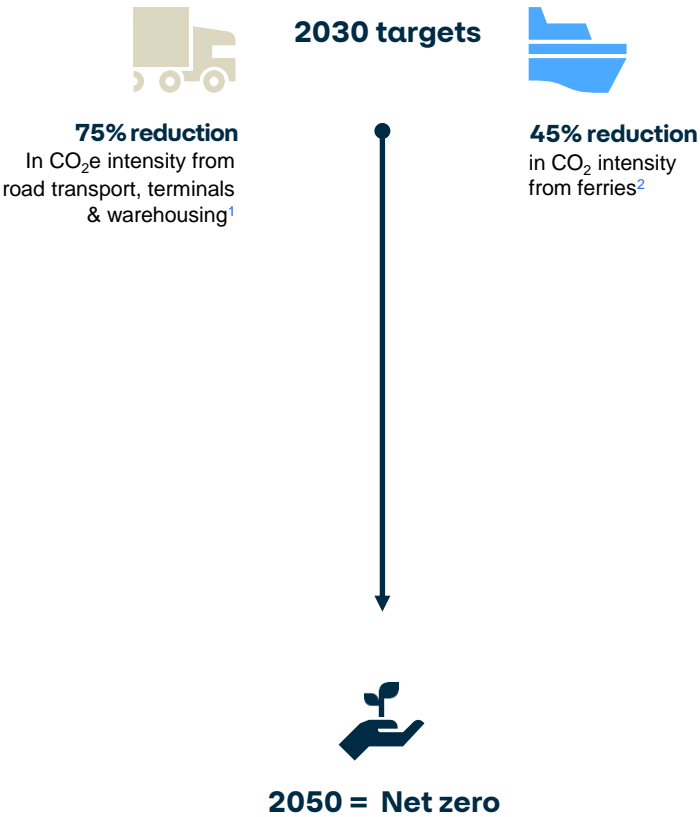
To improve the sustainability and reach level of other industries, 5 factors are key – but collaboration is the driver



The DFDS decarbonisation journey



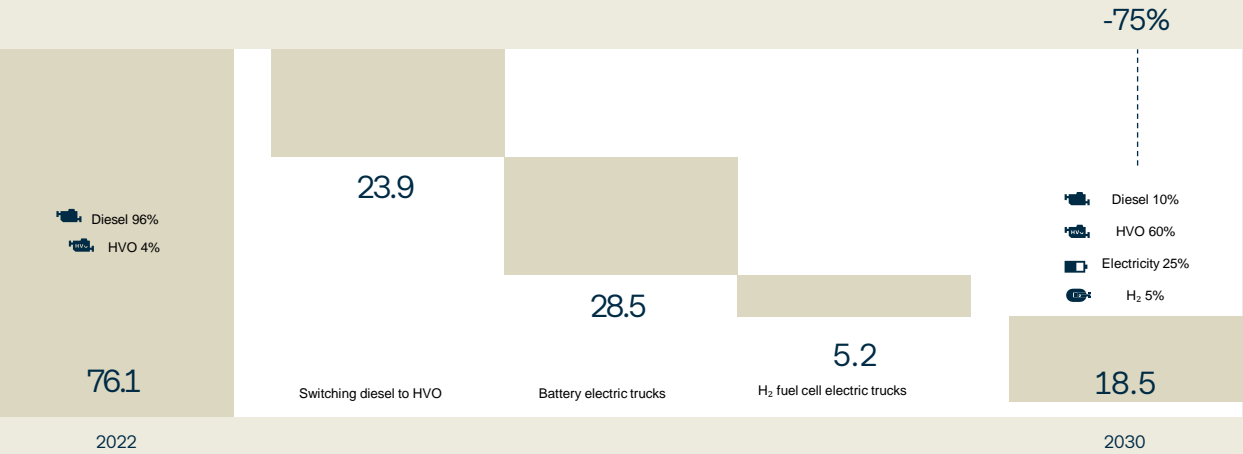
Overall DFDS decarbonisation strategy



¹ Scopes 1 & 2, WtW CO₂e reduction from 2022 baseline. Percentage intensity depends on growth rate
² Scope 1, TtW CO₂ reduction from 2008 baseline

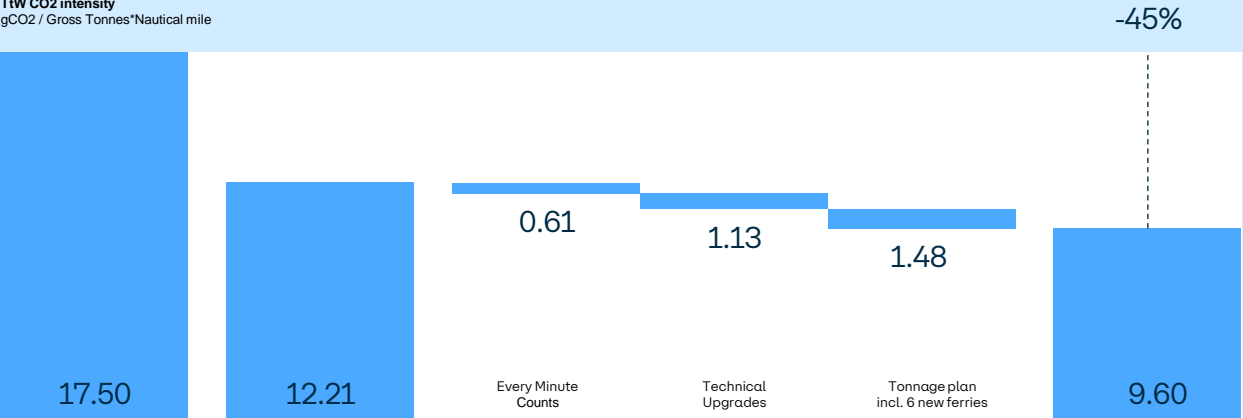
2030 pathway for road transport

WtW CO₂e intensity
gCO₂e/tonnes kilometre



2030 pathway for vessels

TtW CO₂ intensity
gCO₂ / Gross Tonnes*Nautical mile

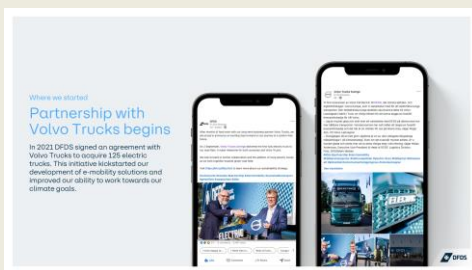


The liquid fuel green vessels all run on 30% MDO/MGO as pilot fuel. The electric RoPax are calculated as 100% electric. Not including newly acquired FRS vessels.

How we work with collaboration to decarbonise

1

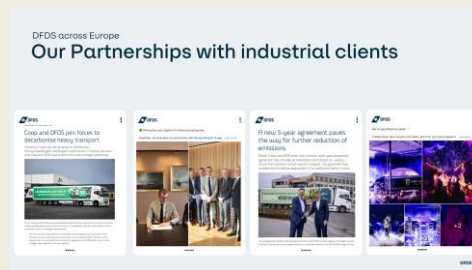
To invest in
new technologies



Launching **e-trucks** in
collaboration with Volvo
across markets

2

To set concrete targets
and create roadmaps



Partnering with **industrial customers** to set targets
and decarb on both ends

3

To share insights, issues,
data and best practice



Hosting **net-zero collabs**
with +20 customers from
different industries

4

To develop entirely new
products for customers



Developing new product
“**decarb solutions**”
with Another Tomorrow

Electrifying our road fleet

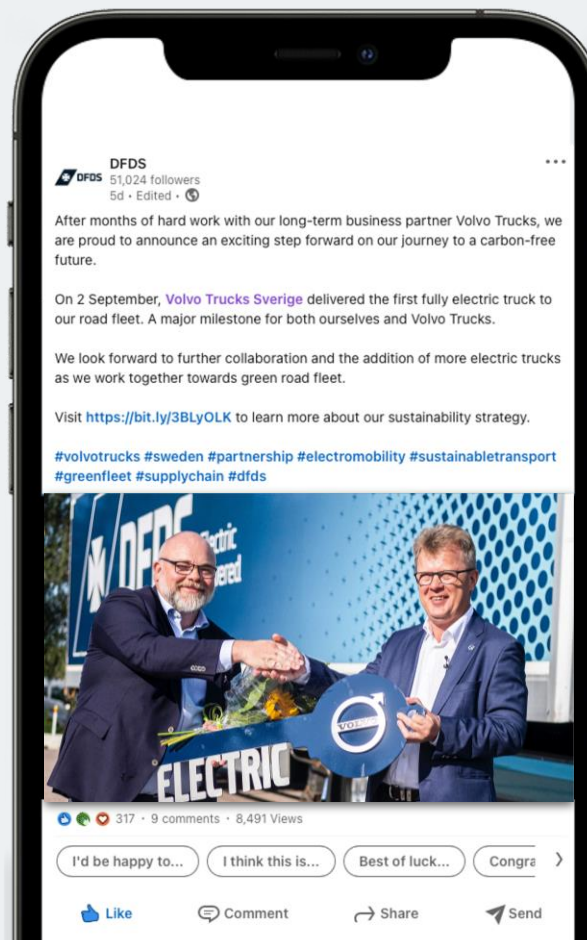
It starts with a **partnership** with Volvo Trucks

In 2021 DFDS signed an agreement with Volvo Trucks to acquire 125 electric trucks.

This initiative kickstarted our development of e-mobility solutions and improved our ability to work towards our climate goals.

We took a deliberate leap to increase the pace of our transition and now we are solving the challenges.

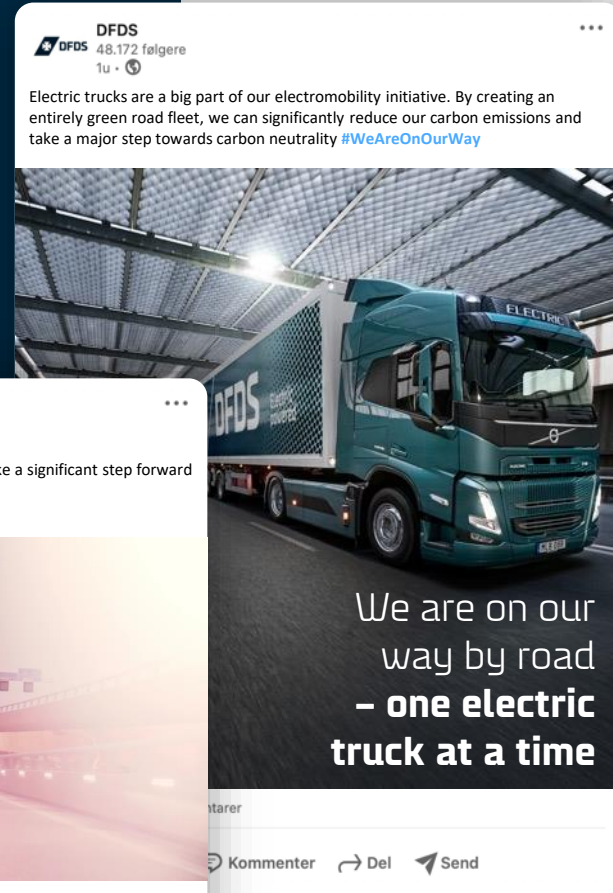
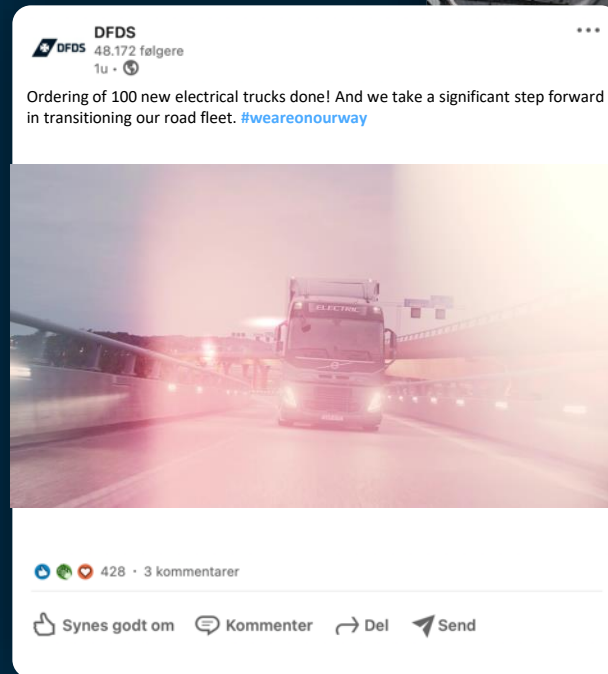
Today we have 117 eTrucks in operation, and have ordered additional 100 BEVs that will be in operation by 2025.



Electrifying our road fleet

It was not always plain sailing...but we have learnt a lot, and **collaboration** has been the foundation of our success

- Identify flows that work with the range of the trucks
- Plan differently
- (Co-)invest in charging infrastructure
- Think of grids and green electricity
- Find customers willing to make the leap with us
- Collaborate with OEMs and regulatory





Our Partnerships with industrial clients



Copenhagen, 28 November 2023

Coop and DFDS join forces to decarbonise heavy transport

10 electric trucks will deliver goods to 365discount, Kvickly/SuperBrugsen and Brugsen supermarkets in Jutland, Denmark after Coop and DFDS have entered into a new strategic partnership.



From 1 February 2024, DFDS will be responsible for the distribution of groceries from Coop's warehouse in Rønborg, Rønborg Distribution Centre, and meat, fruit & vegetables and other fresh produce from the warehouse in Rarhus, Hasselager Ferskvarecenter.

Rt Coop, we have a very ambitious climate plan, where by 2025 we will have reduced CO2 emissions from our operating activities by 75 per cent compared to 2019. Therefore, we are pleased that we have entered into this long-term agreement with DFDS as part of our climate strategy, says Jakob Birk, CEO, Coop Logistics.



Writing the next chapter of a historical partnership

Yesterday, we extended our partnership with [Norske Skog](#) by 4 year ...see more






A new 5-year agreement paves the way for further reduction of emissions

Danish Crown and DFDS enter into a historic multi-year partnership agreement that includes an intensified commitment to – jointly – ensure the transition to CO2-neutral transport. The agreement also includes the immediate deployment of six additional electric trucks.




The new agreement builds on the existing partnership where DFDS provides logistics and freight services to Danish Crown across their European operations, including transport to the UK via DFDS' freight ferries.



We've electrified the beast! ⚡

Collaboration turns dreams into reality. But first, you must unleash t! ...see more



Net zero co lab

The goal is to share insights, build trust and collaborate on future transport and logistics offerings in close collaboration with DFDS's strategic and enterprise customers.

This net zero co lab is designed to enable:

- Cross-industry dialogue and collaboration focused on future logistics offerings
- A dynamic way of working to address decarbonisation challenges
- Collect meaningful insights on industry challenges, demand, trends and create initiatives

Collab 005 just hosted
in London in Oct '24

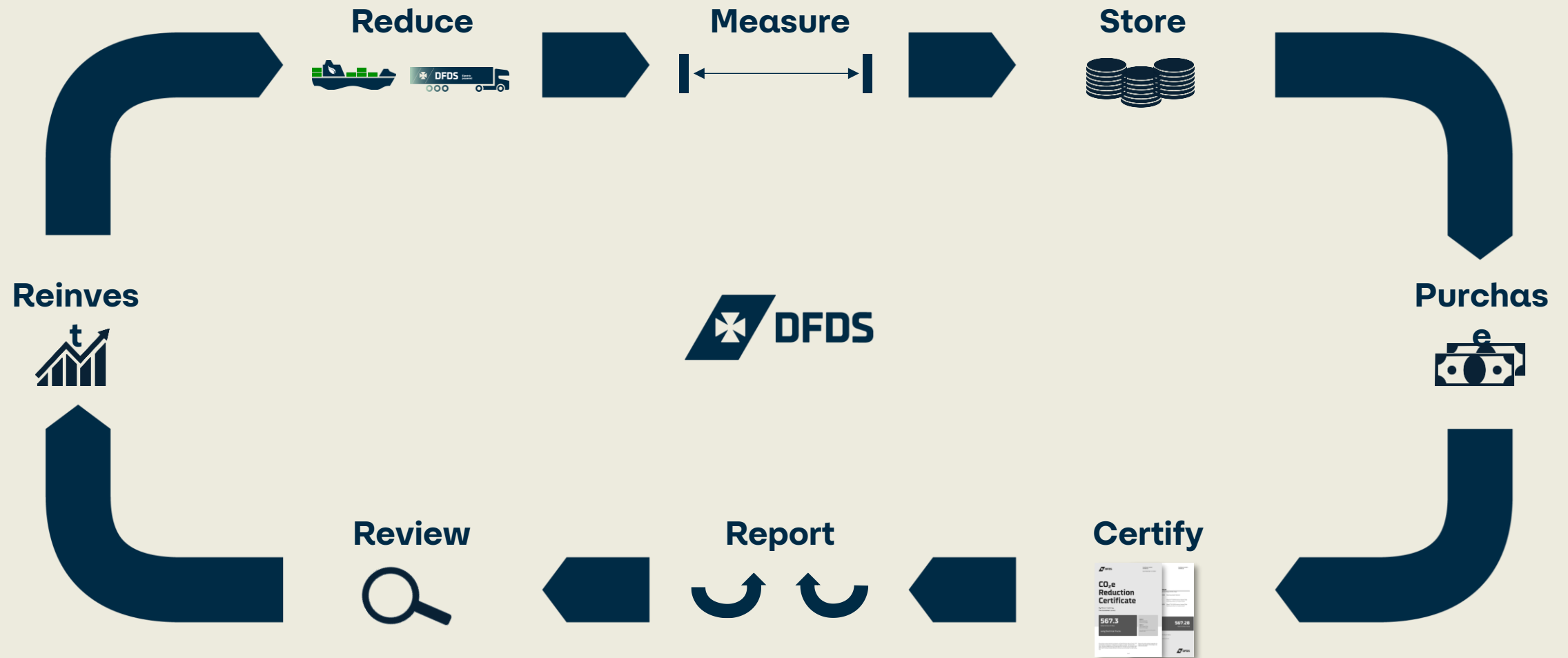


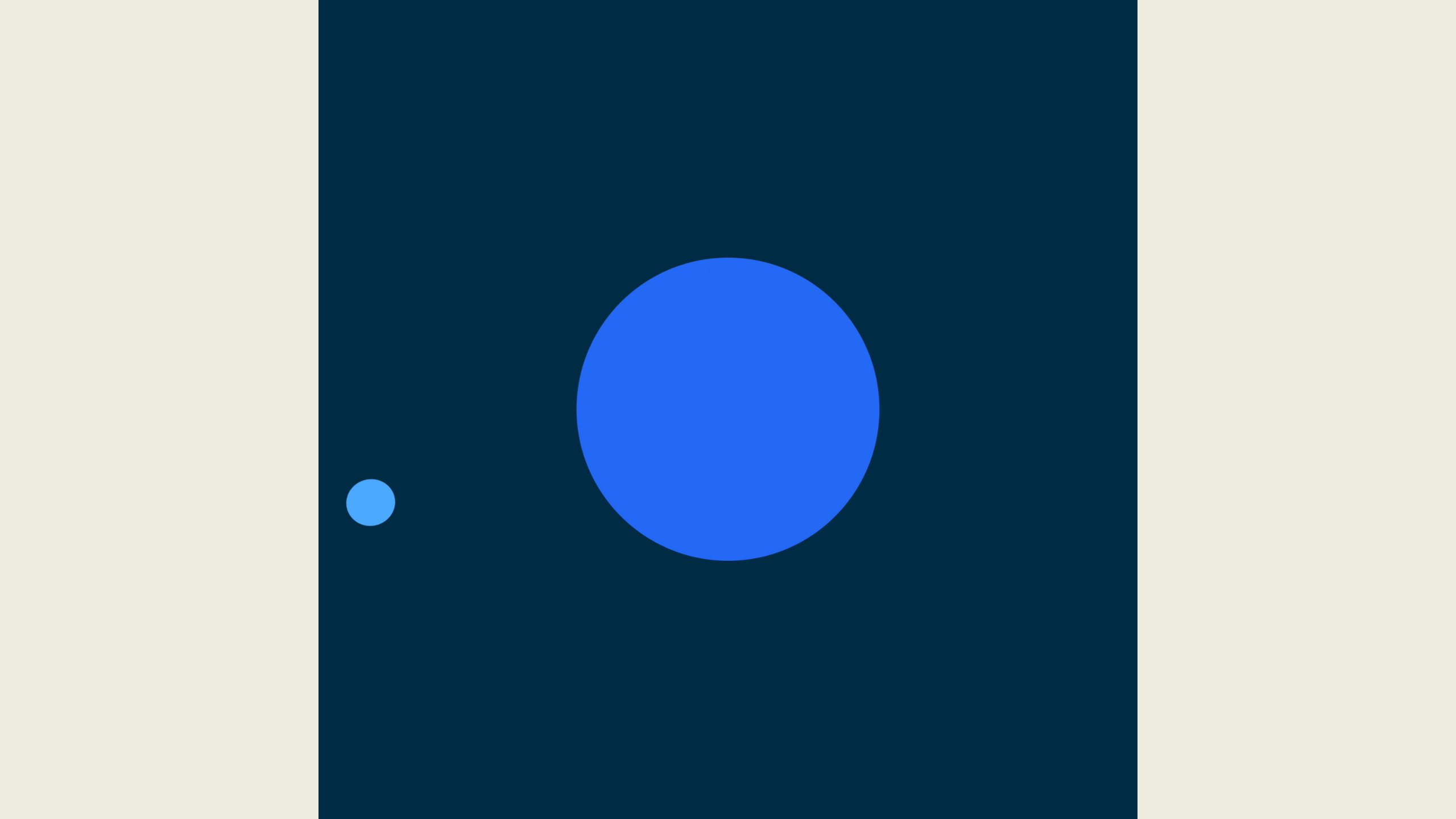
A woman with dark, wavy hair, wearing round black-rimmed glasses, a beige blazer over a black top, and a small necklace with a heart pendant. She is sitting in a chair, looking slightly to the right with her mouth open as if speaking. The background features a large window with a view of a city skyline at dusk or dawn, and a modern interior with a lamp and a door.

I think gatherings like this are

Driving the transition to net zero operations requires efforts from all of us. Our solutions are designed to fuel our transition faster

The DFDS reduction system: How the system works in practice for your company





What's next?

- Collaborations are crucial
- Embrace bold innovation
- Ongoing exploration
- We are ready for more collaboration!

What learnings should you take from today?

1

Openly discuss issues to seek collective solutions

Set up workshops and meetings with your suppliers, customers, competitors to learn what issues you could be solving together, get new ideas and learn about best practice outside your own company (and potentially outside your own industry).

What learnings should you take from today?

2

Set clear targets, align them with impacted actors and stick to them

Present sustainability targets directly to impacted actors and partners across your supply chain before committing and communicating them widely. Ensure that a roadmap is agreed and aligned across the full supply chain network.

What learnings should you take from today?

3

Stop pointing fingers and contribute where you can

The globe is not playing a blaming game, so why should we; identify “low hanging fruits” for implementing sustainable practices and think about people, planet *and* profit, when you make both business and personal decisions.

What learnings should you take from today?

4

Be bold and take risks – the world is everchanging!

Participate in events to gain knowledge about new developments, actively invest in new solutions, and set aside budget for being “bold” – sometimes investments might seem unreasonable, but making a sustainable choice drives longer-term benefits. There is no such thing as static – especially not with sustainability.

What learnings should you take from today?

5

Above all: COLLABORATE

Tak
Tack
Danke
Bedankt
Thank you
Teşekkürler