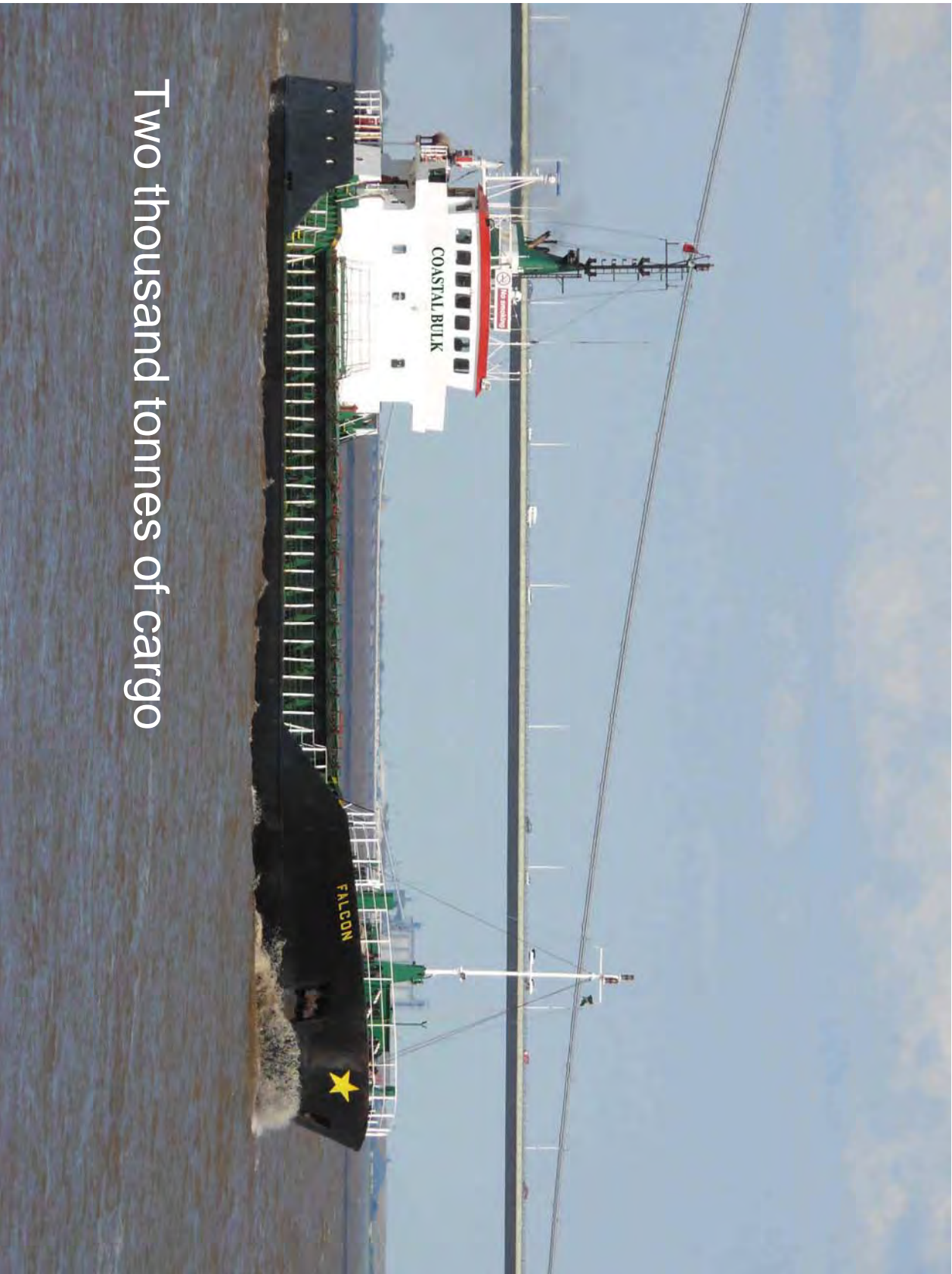




COASTAL BULK  
SHIPPING LTD



Two thousand tonnes of cargo



# COASTAL BULK - INTRODUCTION

- Ship owners from Kent, England
- Carrying cargo for 58 years
- Operating 12 small British flag bulk carriers
- Bulk and project cargoes by sea, river and canal throughout NW Europe
- Term contracts and spot voyages
- Cargo sizes 1000 to 2000 tonnes



# ASSOCIATED COMPANIES

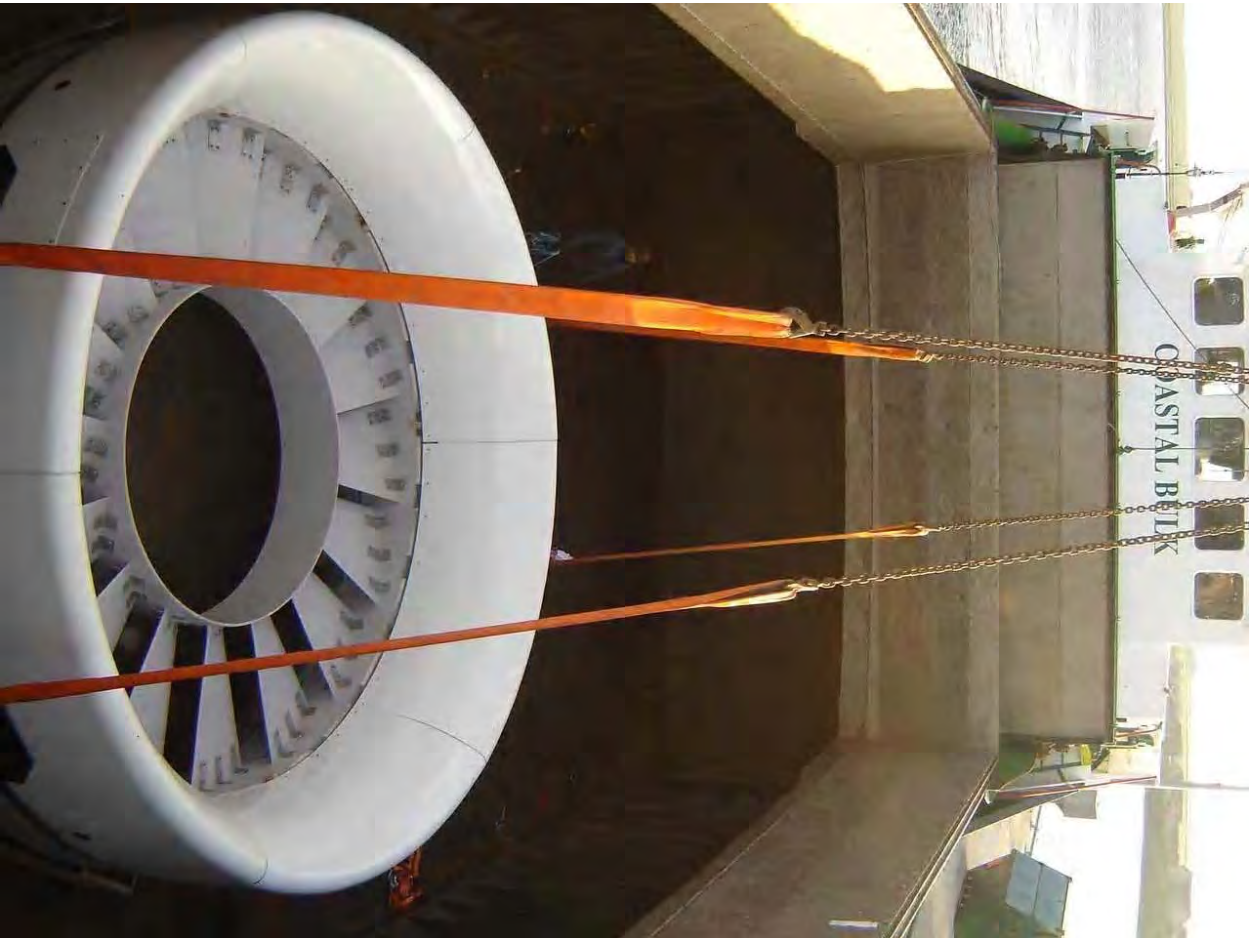
- Fourwind Holdings Ltd
- River Bulk Shipping Ltd
- Armac Shipping Services Ltd
- Koddé Shipping BV



# BULK CARGOES TO IRELAND

- Fertilisers
- Magnesite
- Pipes
- Project Cargo
- Soya Beans
- Steel coils
- Vermiculite
- Wheat







# TONNAGE SUPPLY - EUROPE

(1000 to 2000 dwt bulk carriers)

- 652 ships = 980k tonnes dwt
- average age = 31 years
- age of 129 ships = 40 years +
- on order = 5 ships



# BARRIERS TO ENTRY

- Very high
- Expertise required
- Crew shortage
- Strict Regulations - Port State Control
- Insurance

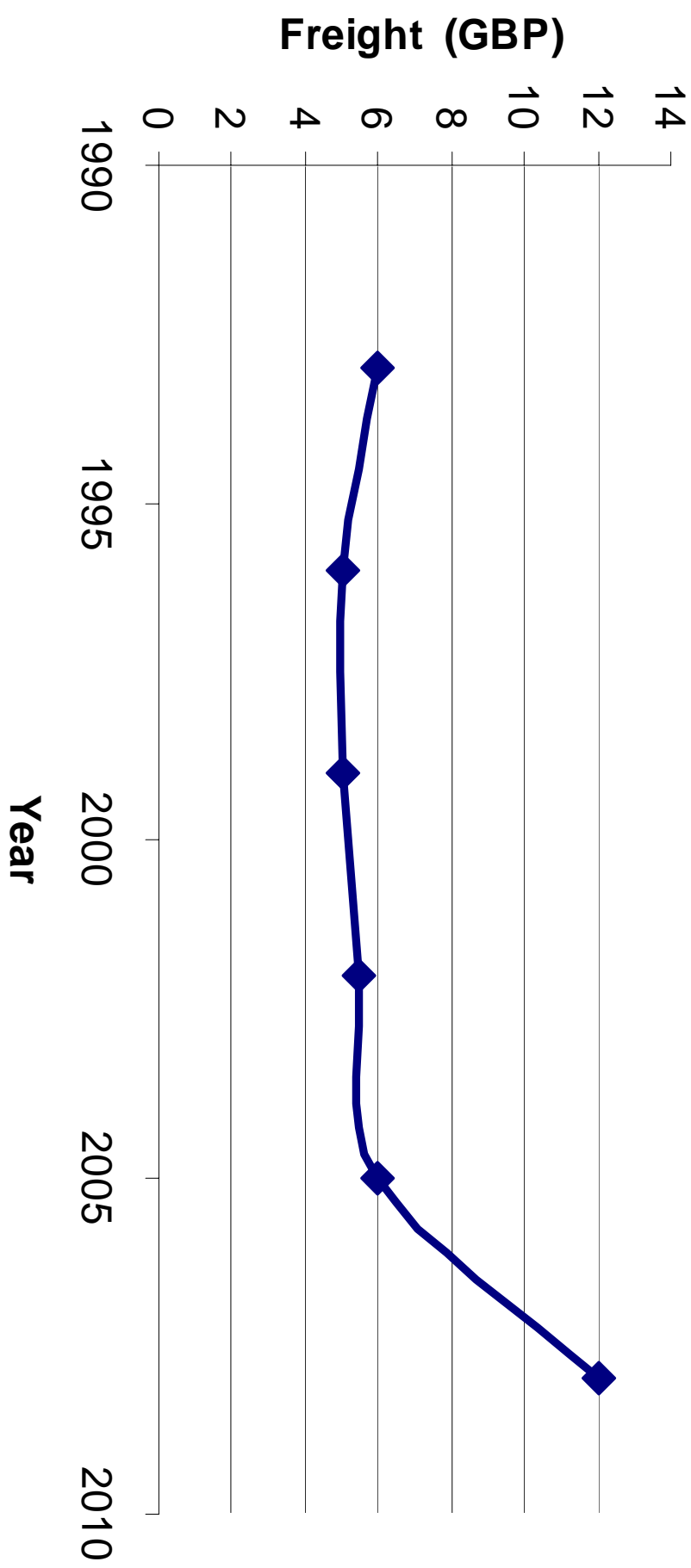


# FREIGHT TRENDS

- dormant 1990 to 2003
- short spike end 2004
- 60% increase since 2005
- more increases to come (eg fuel costs)



## Freight - Wash Ports to Rotterdam





# CUSTOMER REQUIREMENTS

- Ship availability
- Reliable schedule
- Quality - cargo care
- Flexibility
- Low freight rates

IS CUSTOMER SATISFIED ?



# HOW TO IMPROVE SERVICE

- more good quality ships
- more efficient ports
- cheaper freight rates



# WHAT IS PREVENTING GROWTH

(tonne miles by water)

- increasing freight rates
- inefficient / high cost ports
- lack of understanding of water option
- not high commodity prices
- not high fuel prices



# HOW TO SOLVE ?

- more ships
- grants and subsidies - no
- greater education / understanding
- level the playing field / penalise lorries
- higher freight rates means more ships



# CONCLUSION

- sufficient service providers exist
- old fleet – not being replaced
- customers happy but concerned
- greater awareness needed
- freight correction started
- freight rates to increase further



# OPPORTUNITIES

For :

- increasing modal shift to water
- greater recognition of the water option
- more customers due modal shift
- ship owners to regain lost ground
- bulk carriers to distribute containers
- better freights to encourage new ships



# CONTACT

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