

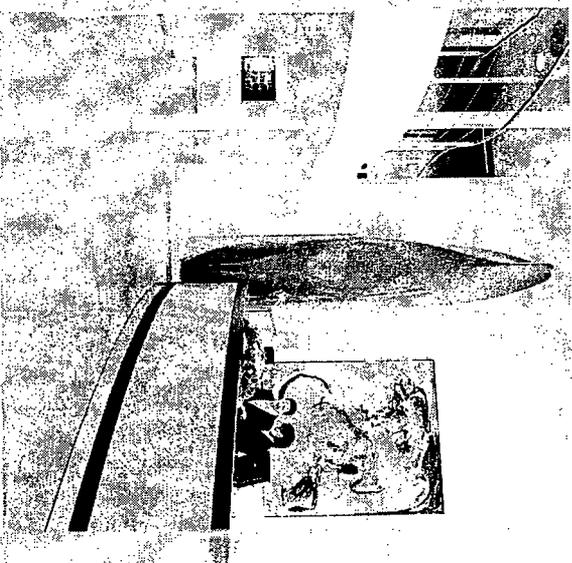
Velkommen til Folketingets Erhvervsudvalg

J. Lauritzen A/S
30. april 2008

JL is driven by a challenging vision

“Together, we create a world-class shipping company”

The vision requires constant attention in our never ending strive to become “world-class”

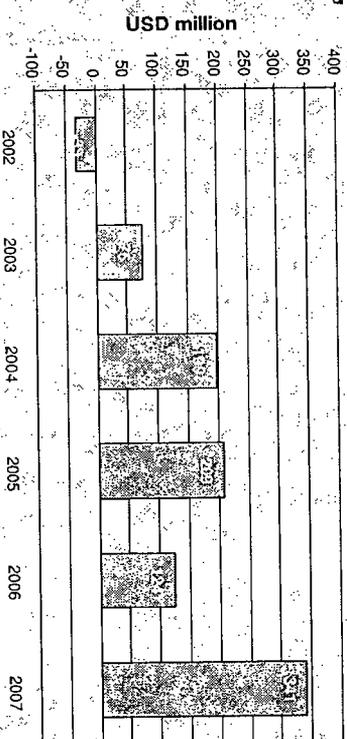




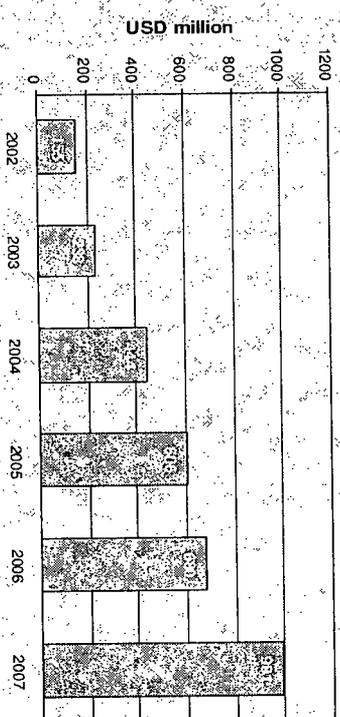
JL at a glance

- Owner and operator of about 140 bulk carriers, gas carriers and product tankers
- Substantial investments in new production capacity
- Order book comprises 69 owned, part-owned and time-chartered newbuildings. Partners will deliver 12 additional newbuildings to the JL controlled fleet
- Own newbuildings (44 vessels) represent a total value of about USD 2.1 billion
- Overseas offices in USA, Japan, China, Singapore, United Kingdom and Spain
- About 600 employees (175 in Copenhagen)
- Best ever financial performance in 2007
- Considerable additional investment capacity

Net result



Equity





J. Lauritzen

Transformation through comprehensive strategic re-engineering

- Exit from reefer (transportation of perishable foodstuffs)
- Exit from gas carriers below 3,000 cbm
- Entry into ethylene gas carriers above 8,000 cbm
- Entry into MR product tankers
- Entry into panamax bulk carriers
- Entry into capesize bulk carriers
- Entry into dynamically positioned (DP) offshore support vessels
- Increased emphasis on HR, education and overall development of skills and competencies
- Solid financial development



JL pursues a broad-based expansion strategy

"JL wants to be amongst the leading ship owners and operators within selected areas of ocean transportation and related services"

Where do we want to be in 2012?

- More than 150 owned and operated bulk carriers
- More than 60 owned and operated gas carriers
- More than 30 owned and operated MR product tankers
- Recognised player in the market for dynamically positioned offshore support vessels

Strategic road maps to reach our goals:

➤ Sustained profitability

➤ Build scale

➤ Customers & markets

➤ Value added services

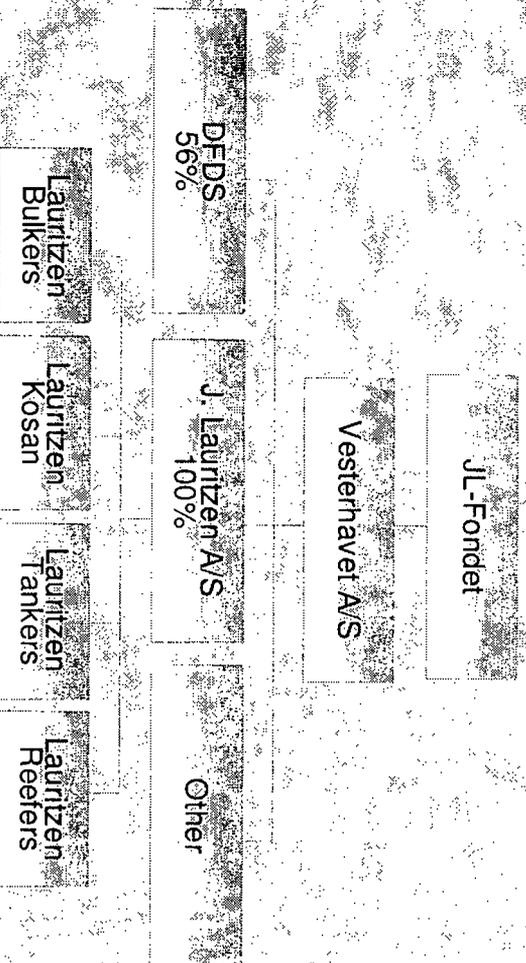
➤ People & systems

➤ Partnerships



J Lauritzen

JL is wholly-owned by JL-Fondet (JL Foundation)



The purposes of the JL Foundation are a.o.:

To work for the prestige of Denmark by promoting and developing Danish shipping, especially international shipping, and Danish enterprise in general

To support studies and projects of a technical, commercial or other nature in shipping, trade and industry, agriculture and other sectors.

To support the education/training of young people in Denmark and abroad

To work for the prestige of Denmark by promoting and developing Danish shipping, especially international shipping, and Danish enterprise in general



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Shipping is the backbone of globalisation and consequently exposed to constantly changing business conditions

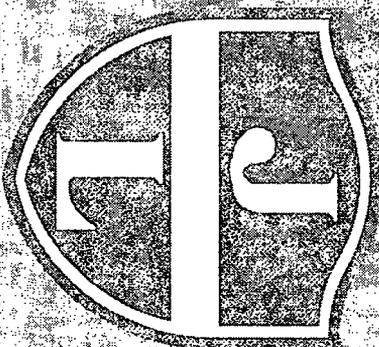
- New players have become an important part of the rapidly increasing globalisation (e.g. BRIC-countries)
- Consolidation among customers, suppliers and competitors
- Liberalisation of capital markets (liquidity, stock markets, IPO's etc.)
- Massive expansion of global yard capacity
- Violent political forces (e.g. the "Muhammad cartoons controversy")
- Government intervention (e.g. competition law)
- Environmental and climate issues
- Currency fluctuations
- Oil prices





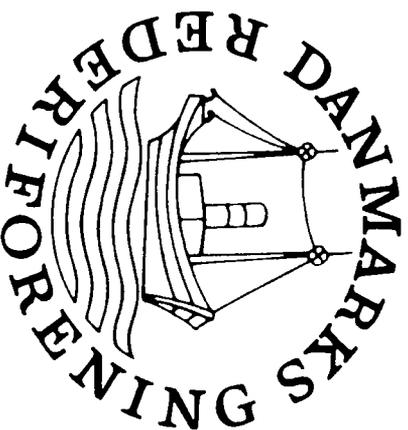
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**Together we
a
world-class shipping company**

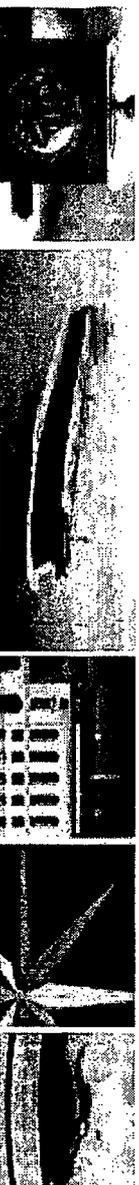


Oceans of know-how

Møde med Folketingets erhvervsudvalg 30 april 2008



Direktør Jan Kastrup-Nielsen, J. Lauritzen A/S
Formand for Danmarks Rederiforenings erhvervsudvalg



DANMARKS REDERIFORENING

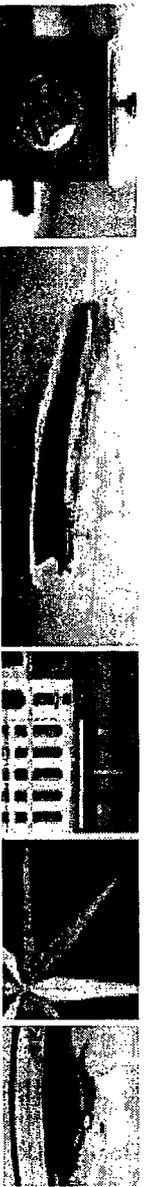
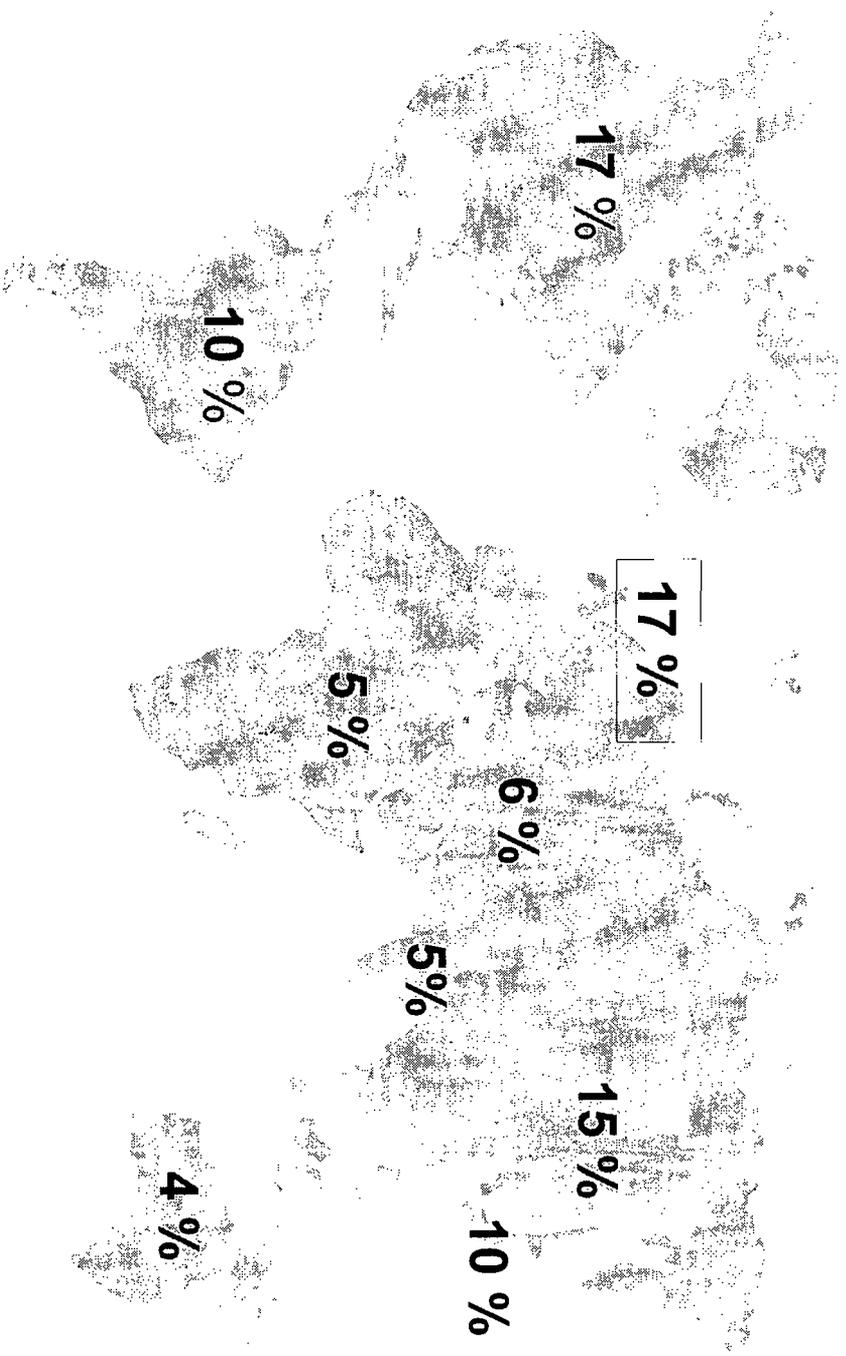


Agenda - vækst og miljø

- Væksten i erhvervet/opfølgning på ”Danmark som Europas førende søfartsnation”
- Klima og regulering af rederierhvervets miljøpåvirkning.



Dansk skibsfarts største markeder

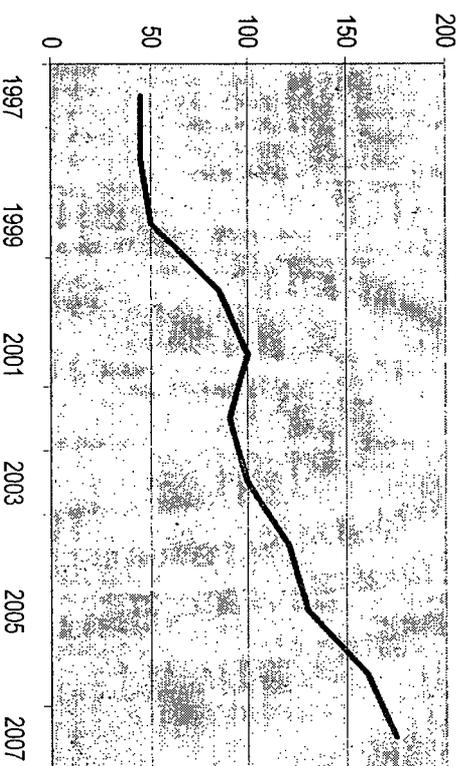


DANSK SKIBSFARTS FORENING

Dansk skibsfart vokser 10 % om året

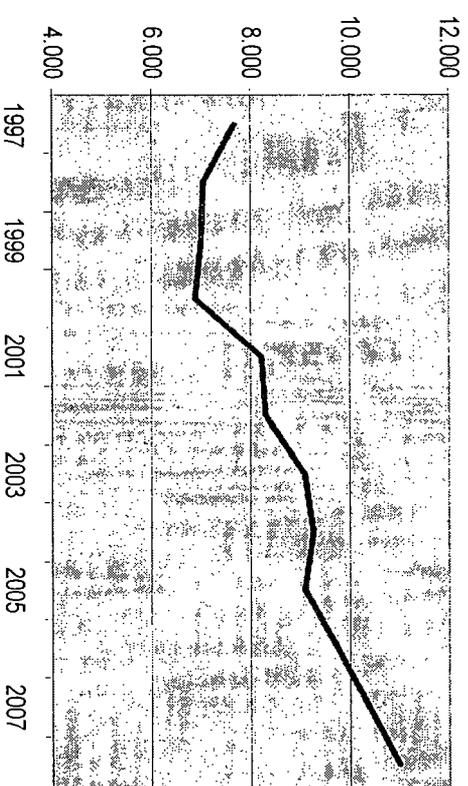
Skibsfartens valutaindsejling

Mia. kr. 1997 - 2007



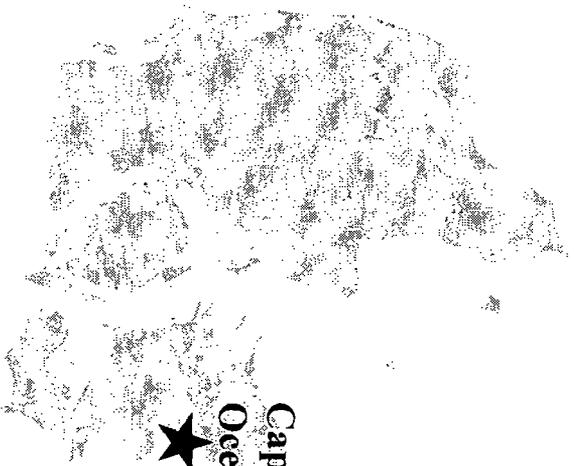
Den danske handelsflådes udvikling

(1.000) TDW



DANSK SÆLSKABSREGISTER

Danmark kan præge den internationale skibsfartsdagsorden



Capital of the
Oceans

Danske rederier ejer 3 % af verdensstonnagen.



Danske rederier står for 5 % af verdens kontraheringer.



7 % af verdensstonnagen kontrolleres fra Danmark.



Danske rederier transporterer 10 % af verdenshandelen.

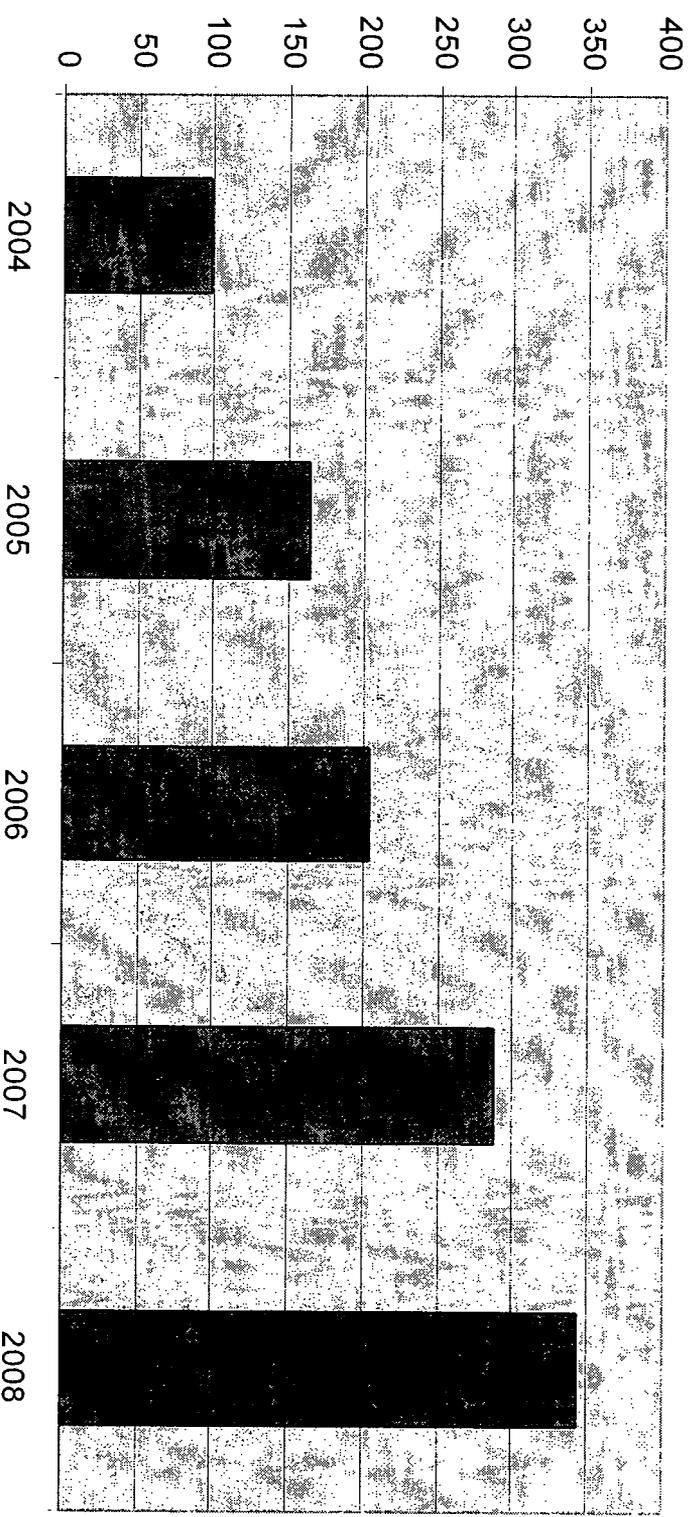


Danmarks befolkning er under en promille af verdens samlede befolkning.



DANMARKS REDETERINGSFORBUND

Antallet af nybygningsordrer vidner om fortsat ønske om vækst





WORLD CAREERS



KARRIERE

- Skib
- Shipping
- Maritim industri
- Offshore
- Maritim service

DET BLÅ DANMARK

- Kort og blåt
- En branche i vækst
- International karriere
- Hvem står bag
- Kontakt
- Job

AKTUELT

- Nyt fra Det Blå Danmark
- Presse
- Downloads

KARRIEREMULIGHEDER I DET BLÅ DANMARK

SKIB

- Skibsofficer
- Maskinmester
- Øvrige

SHIPPING

- Shippingtrainee
- Shippingelev
- Øvrige

INDUSTRI

- Skibingenier
- Ingeniør
- Øvrige

OFFSHORE

- Maskinmester
- Offshore smed
- Øvrige

MARITIM SERVICE

- Bunkert trader
- Shipbroker Trainee
- Øvrige

NYT FRA DET BLÅ DANMARK

Flere maritime iværksættere
 Nu kampagne skal skaffe flere maritime iværksættere



Brugbart uddannelsesværktøj
 Fokusgruppeundersøgelse blandt unge på 18-26 år giver vigtigt og nyttigt input.
 Læs mere



Erlivervspraktik til søs
 Få overblik over, hvordan du kommer videre med din ansøgning om praktikplads til søs.
 Læs mere

FÅ HELE VERDEN SOM ARBEJDSPLADS

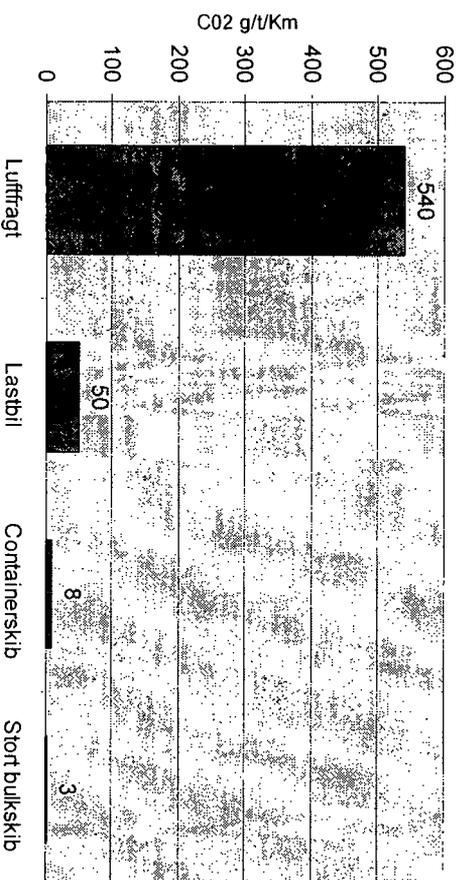
Klik herunder og se de nye film om dine mange karrieremuligheder i Det Blå Danmark

- BLIV OFFICER I HANDELSFLÅDEN
- BLIV SHIPPIINGTRAINEE
- START PÅ EN BOREPLATFORM
- BLIV SKIBSINGENIØR
- BLIV SKIBSAGENT

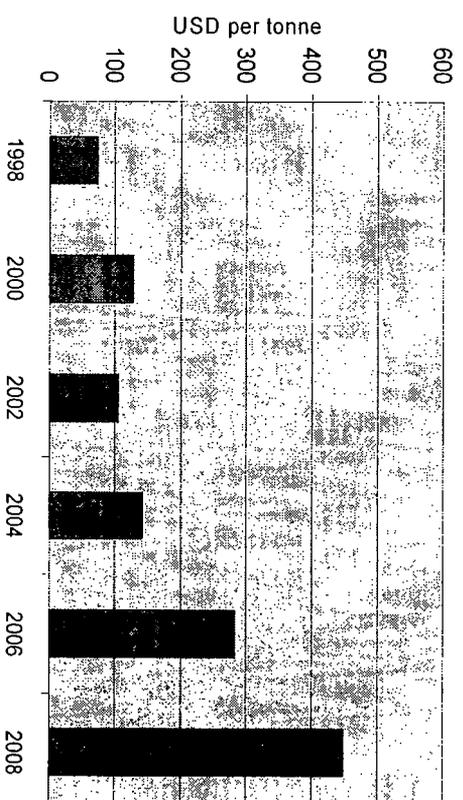


Dansk skibsfart vil bidrage til at løse klimaudfordringen

Transportens CO2 udledning



Udvikling i bunkerpriser



DANSK SØFARTS- OG SKIBSREGERING

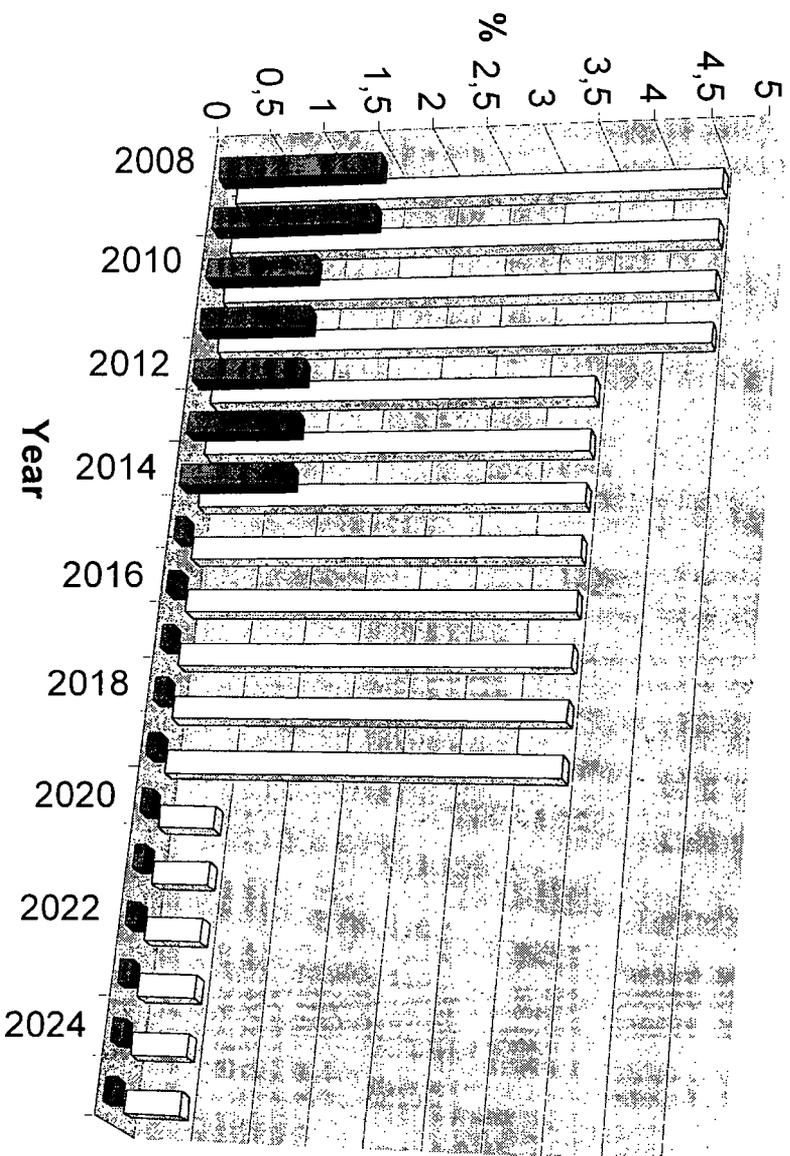
IMO har accelereret CO₂-arbejdet for at opnå enighed baseret på ni principper

- Effective reduction of emissions.
- Binding and equally applicable to all flags.
- Cost-effective.
- Minimize competitive distortion;
- Sustainable environmental development without penalizing global trade and growth.
- Goal-based approach.
- Technical innovation.
- Leading technologies.
- Practical, transparent, fraud free and easy to administer.



IMO kan levere effektive løsninger

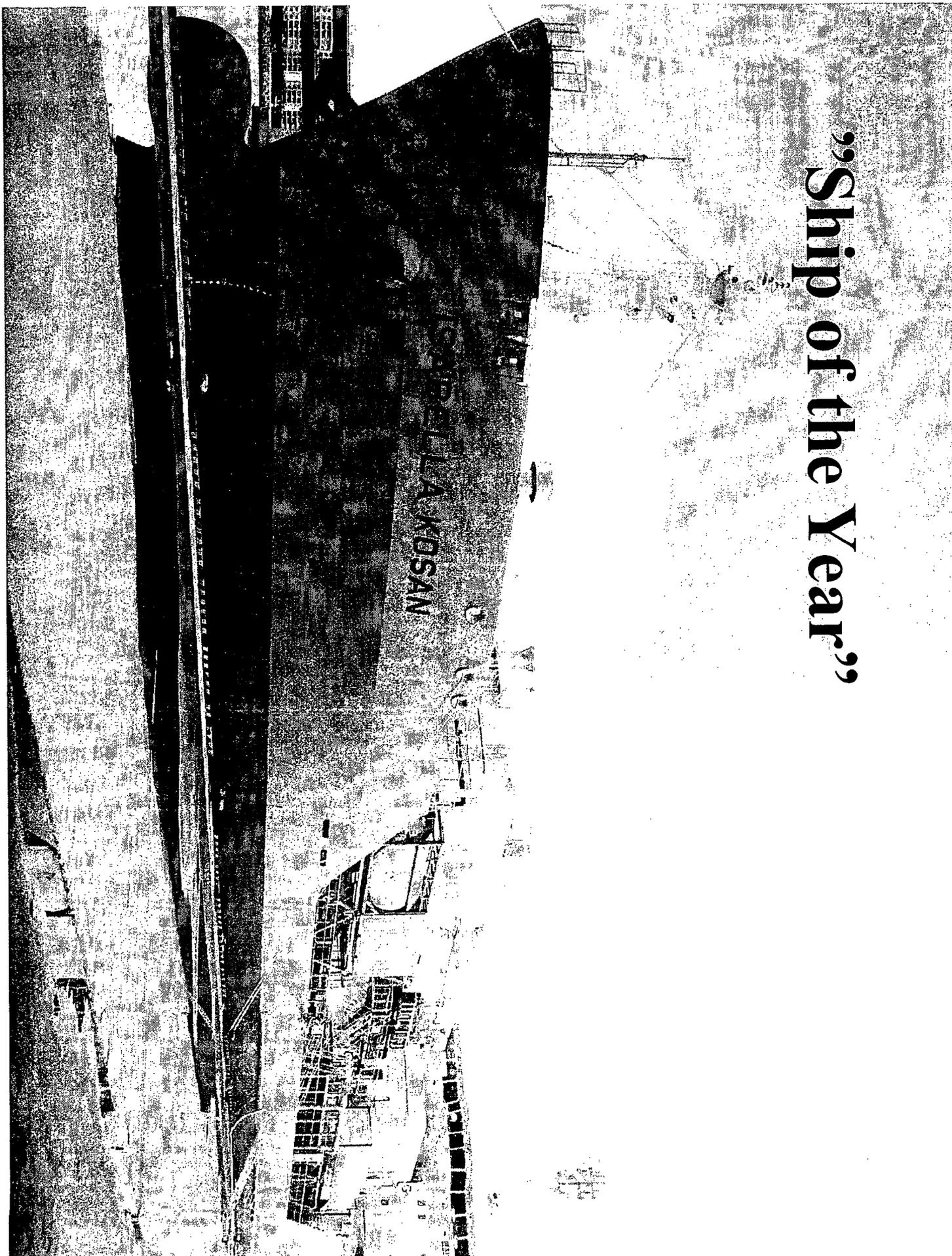
IMO Sulphur Reduction



■ SECA Limit □ Global Limit



“Ship of the Year”



Erhvervets ønsker til Folketinget

- Bevare den brede enighed om, at Danmark skal være en førende søfartsnation.
- Løbende fokus på erhvervets internationale konkurrenceevne.
- Støtte til global regulering af erhvervet.





LAURITZEN BULKERS

TAK FOR
OPMÆRKSOMHEDEN!