



Photo: Bobo Lindblad

## HARVEST TIME

Lots of important puzzle pieces are falling into place in our operational improvements. We have the strength and ability to cope with the market's unpredictability. Oil stocks all over the world are empty. OPEC and Russia together have kept the price of crude oil high, which has made it unattractive to store oil products because everyone expects the prices to decrease. This affects profitability negatively. At the same time, volumes in the inner berth area and terminal operations have hit record highs. The overall result shows a really good year. This is very pleasing. Collective agreements, organisation and

working methods now work in harmony. Our LEAN efforts have settled and are bearing fruit. Productivity is going in the right direction. Plant stability has never been better. Relationships with all of our customers are very good and we are praised for how we meet the business needs and unexpected events that can always arise. Our finances allow continued business-oriented investment for growth. We are working hand in hand with SSAB to establish an LNG terminal within the port area. The terminal will supply SSAB's factories, be able to bunker ships and deliver to other heavy industry in central Sweden.

Focus areas for the year are continued growth, heightened productivity and a change of CEO. After 15 years at this company in an exciting sector it's time for me to hand over to the next generation. This will happen at the end of April/beginning of May. Until then I have the pleasure and honour to continue to wish all customers, stakeholders and employees a warm welcome to the All Inclusive Port. The Port of Oxelösund.

**Erik Zetterlund, CEO**



# Q1

**We started the year with a shared project with SSAB** regarding all of the flows via the Steel port. The result was a powerful and instructive organisation in both companies. We made process improvements and introduced new forms of work.

**We made efforts to improve the working environment** in the Steel port, for example we changed hard lashing straps for soft ones.

**Transition to HVO** for all machines in bulk storage.

**The repair of Berth 9** was completed without any interruptions to production.

**Preparations began to bring storage cavern C7** into operation again. We started pumping water from the storage cavern.



SAB

# Q2

**We began storing** large amounts of wood fuel at Stegeludden. This is a new form of fuel storage for the all inclusive port.

**The “Satisfied customer” index measurement** was presented with fantastic results. This is proof that we deliver a high-level of service and quality to our customers.

**We were hard-pressed** over surface area use and began projecting how we will grow in 2018. A new storage area of 30,000 m<sup>2</sup> is the target.

**We completed the first full fuel season** under Vattenfall’s new contract. This is an “All Inclusive” concept where we manage the storage and transportation of the fuel ourselves.

**A preliminary study** of next-generation cranes in the Steel port began.



# Q3

**Finnlines tested traffic between Oxelösund and Nådendal** with RoRo vessel. This is a complementary line south of Stockholm to catch lorry traffic coming from the south. The test was a challenge as we had already placed our crew for the summer when the deal was done. The test went well.

**The need for LNG** (liquid natural gas) in industry will strongly increase in the next few years. We began preparing an environmental permit application for a gas terminal, and project planning began.

**The warehouse capacity** for the City port is not big enough and we decided to extend Warehouse 2. 1,000 new m<sup>2</sup> in a dehumidified environment.

**The odour combustion** from the oil facility started. Now there are no odours from the storage cavern's ventilation. This means a better local environment for our neighbours.



Photo: Bobo Lindblad

# Q4

**The berth repairs** in the Steel port were completed with a cast ice protection of the pillars under the water.

**We decreased sickness absence in the Steel port in 2017** by 1.4 %. Accident and production targets were in line with expectations, this is a result of the efforts made at the beginning of the year.

We renewed and extended our lease agreement for the oil facility and received clearance to open storage cavern 7.

**In 2005 we had a vision** of reaching 1 million tonnes/year in berths 3–8. This was achieved for the first time in December and we celebrated with fireworks.

**SCA Logistics doubled** the number of port calls in Oxelösund and added a container feeder.

**The accident rate was significantly lower** during the year, for both incidents and accidents.



Photo: Bobo Lindblad



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Sales  
**329 M**  
(SEK 321 million)

Net profit for the year  
**28.2 M**  
(SEK 32 million)

## The 2017 financial year

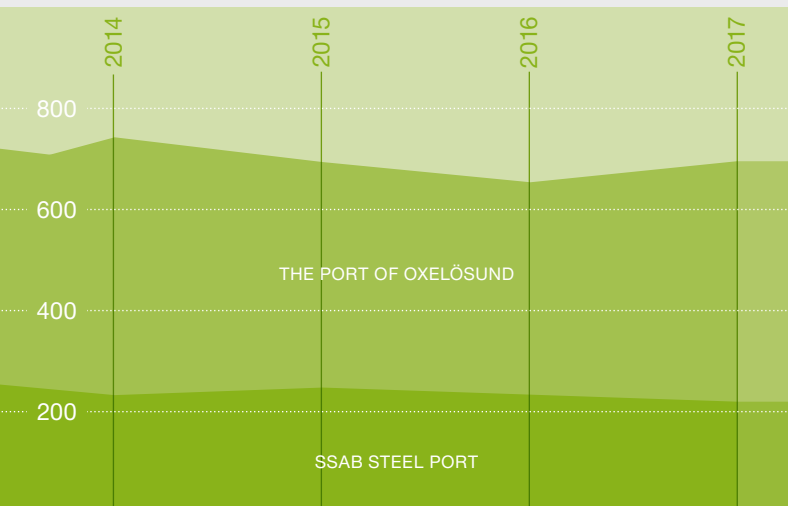
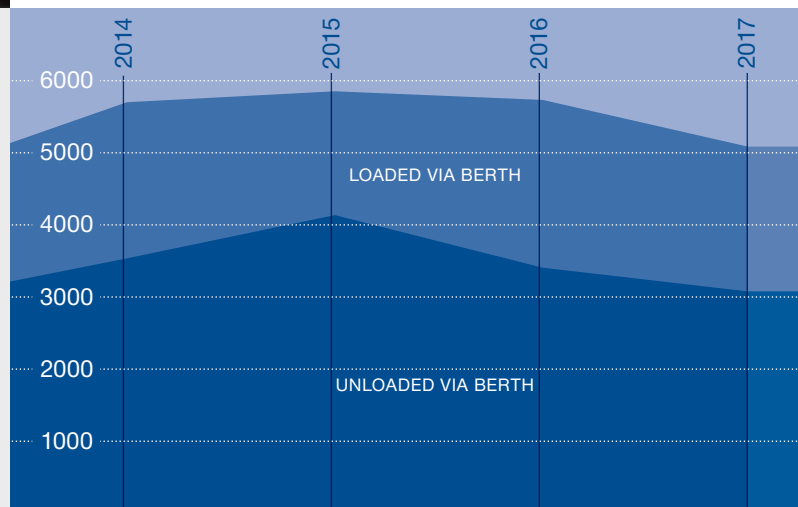
The total volume for 2017 decreased, which is mainly due to the impact of volume on liquid bulk. Distributed to each respective area, berths 3-8 stand for the biggest increase, as here we passed the dream limit of 1 million tonnes/ year in December. The total number of ships increased to 697 for both ports. Sales for 2017 increased to SEK 329 million.

The service portfolio continues to expand and in 2018 we will focus on establishing interesting activities in the port area. At the same time, customer interest in package services in the form of warehousing and transportation has increased.

## Goods

Managed goods (kt)

	2017	2016	2015	2014
Loaded via berth	1,976	2,327	1,717	2,165
Unloaded via berth	3,113	3,406	4,136	3,536
<b>Total</b>	<b>5,089</b>	<b>5,733</b>	<b>5,853</b>	<b>5,701</b>



## Shipping traffic

Number of port calls

	2017	2016	2015	2014
The port of Oxelösund	487	448	406	461
SSAB steel port	210	219	247	232
<b>Total</b>	<b>697</b>	<b>667</b>	<b>653</b>	<b>693</b>



Port of Oxelösund

The port of Oxelösund, POB 26  
SE-613 21 Oxelösund, Sweden  
Tel +46 (0)155-25 80 00  
Fax +46 (0)155-343 21  
customerservice@oxhamn.se, www.oxhamn.se

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