

# BICEPS



# NETWORK

***BICEPS – Boosting Initiatives for  
Collaborative Emission-reduction with the Power of Shippers***

**BlueWeek 2020 – Forum:  
‘Future of Ocean Energy and Shipping’  
27 May 2020**

- FrieslandCampina (Cargo-owner + BICEPS member)
- What the BICEPS Network is about
- ‘*Future of Shipping*’ - showcase – Biofuel pilot (with DSGC-Maersk – Cleaner Ocean Shipping Initiative)
- ‘*Future of Shipping*’ - How can we join forces with chain-partners to accelerate changes?

# *FrieslandCampina - a global dairy cooperative*



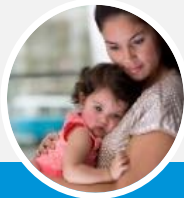
We control the entire dairy chain



Walter Vermeer – Manager Category Procurement Logistics /  
Chairman BICEPS Network

# We aspire to lead with sustainability

*nourishing by nature*



**Better nutrition  
for the world**

A purpose driven  
product portfolio



**Good living  
for our farmers**

From values to  
value for farmers



**Now and for  
generations to come**

Defining dairy  
farming of the future

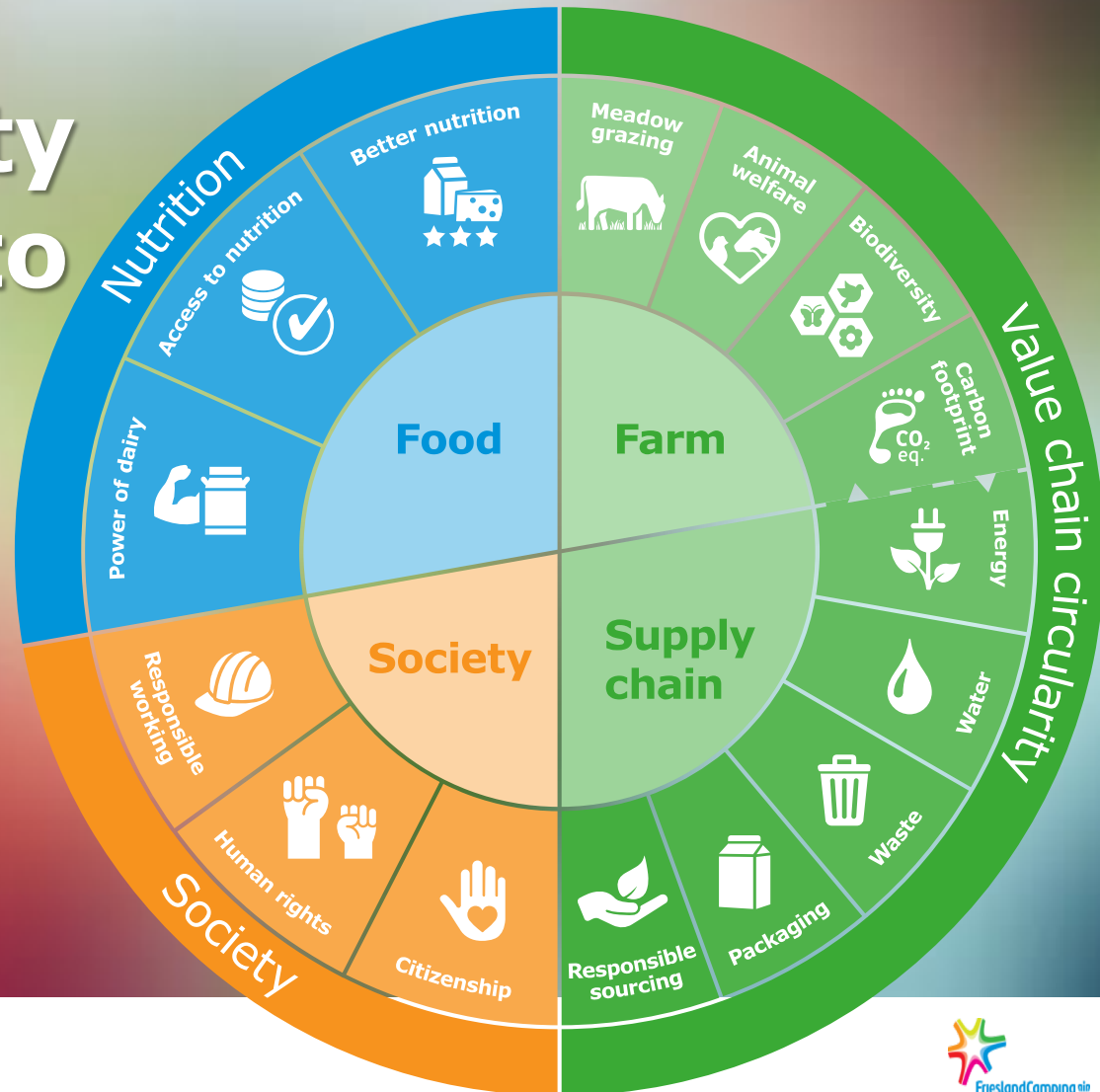
Towards a carbon-neutral  
2050

Good citizenship in all our direct environments

A fully mobilised community

# This is what we're working on

## Sustainability from grass to glass





FrieslandCampina   
nourishing by nature

# BICEPS Network



## Why FrieslandCampina joined BICEPS network:

- FrieslandCampina wants to **lead with sustainability**, as a dairy cooperative with products from nature.
- FrieslandCampina is working on impact reduction in every step in our grass-to-glass supply chain towards a **carbon neutral supply chain**.
- Our participation in the BICEPS-network is our means to also adding **greener ocean shipping** into our scope.
- By joining hands with other shippers, we can use the **power of demand** for improvements in the right direction.
- By engaging with the chain partners we want to boost the adoption of **proven innovative ideas**.





# BICEPS Network – Members and Partners



# BICEPS Network – Mission: *Power of Demand*

*Boosting Initiatives for Collaborative **Emission-reduction** with the **Power of Shippers***

*Global growth in volume by shippers (> 50 companies in 5 years)*

**BICEPS**

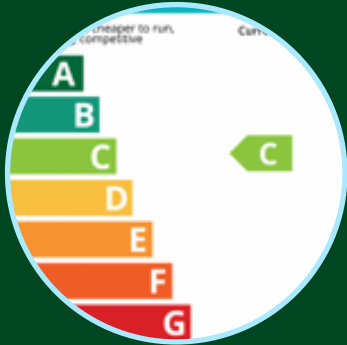


*Develop and support of global '**showcases**' (> 10 in 5 years)*

*Our **mission** is to boost initiatives and create momentum for the implementation of **sustainability** solutions in the shipping sector by using the **power of demand of shippers***



# How?



## I. BICEPS Rating System

Common way of carrier sustainability rating

Use sustainability performance in carrier selection process



## II. Dialogue

Connect all parties in value chain (shipper, shipping lines & solution providers)

Share best practices with carriers and drive clean-tech adoption

**SHIPPER DRIVEN INITIATIVE**

# *Connecting is where the magic happens:*



# Dialogue in shipping sector

- Stimulate innovations – by connecting demand and supply
  - Understanding the possible and seeing the potential
  - Introduce the right chain partner(s)
- Collaborations – strengthen synergies
  - With port communities around the globe
  - Support all shipping lines – also the lower ranked
  - Leverage sustainable performance of a ‘network’ of ships
- Support new finance models
  - New ways to generate capital



# What we mean with developing showcases

- No lack of ideas for 'showcases'!
  - Sustainable impact
  - Market-ready innovation – up-scaling
  - Win-win-win for chain partners
  - International scope



- Topics :
  - Port Call Optimization & impact on the chain
  - Alternative fuels : Biofuel pilot
  - Realtime consumption data and upfront result predictions
  - Finance models and CO<sub>2</sub> credits



# CLEANER OCEAN SHIPPING INITIATIVE

## BIOFUEL PILOT

SEPTEMBER 2018  
UNTIL  
JULY 2019

### Mette Maersk



March 24 2019 Departure ROT

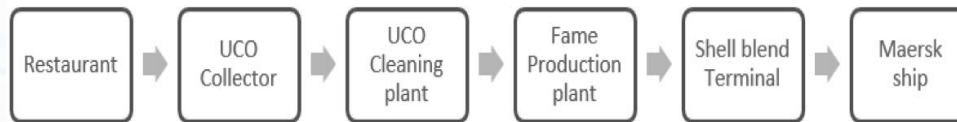
April 28 2019 Arrival SHA

June 20 2019 ROT arrival

**18.270 TEU Capacity**

### Roundtrip Rotterdam-Shanghai

- Shell supplied Fuel with **7-20% Second generation FAME (UCOME)**
- The UCOME was **ISCC Certified**, meaning that the whole chain is certified & audited:



- With this Biofuel, the Mette Maersk sailed a Roundtrip Rotterdam-Shanghai (using approx **6,000 mt Fuel**).
- **GHG savings** of the UCOME >80% compared to conventional fuel.



# STIMULATE CLEANER OCEAN SHIPPING

## KEY RESULTS OF THE PILOT



MAERSK

Dutch  
Sustainable  
Growth  
Coalition

### Environmental

Emission reduction 1,5 Kton CO<sub>2</sub> & 20 ton sulphur = 87% reduction CO<sub>2</sub> W-to-W

Equals:

- Yearly emissions of over 200 households
- Emissions of 12 million car kilometers (300 times around the world)

### Technical

- Extensive **testing** and **validation** by Shell and Maersk
- **Acceptance** of biofuel blend-in for entire Triple E fleet by Maersk

### Economical

- **Higher** % of biofuel possible: better for environment and more cost-effective
- Relation with **Cost per CO<sub>2</sub> saved** and **carbon pricing incentive** investigated
- First proposition of a **CO<sub>2</sub> neutral container** per shipping lane developed

### Next Steps

- Commitment of Shell to deliver quality **2<sup>nd</sup> generation** marine bio fuel
- Exploring more 2<sup>nd</sup> generation bio fuels on **waste streams** by Shell and Maersk
- Testing and validating in shipping by Maersk and Shell together

### Key Success Factors

- **Collaboration** of shippers – carrier – solution (fuel) provider: A blueprint for successful testing of promising innovations
- Bio-fuel is a **first step**. More and new innovations have to be tested and applied to accelerate decarbonisation of shipping

# Future of Shipping: How can we join forces?

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*“There is growing commitment for the same goal to realize a sustainable shipping sector”*

Challenge: How to overcome the different interests of each partner in the chain?

- Support adoption of innovations
  - Create coalitions of the willing
  
- Financial support
  - Alignment of incentive schemes in shipping
  - New ways to generate capital (carbon credits)

# Interested in joining BICEPS Network?

Being the first to cross  
the finish line makes  
you a winner in only  
one phase of life. It's  
what you do after you  
cross the line that  
really counts.

Ralph Boston

Quoted from

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