

### Cargo newsletter:

- 1. Current market demand**
- 2. NextGen -project**
- 3. Ferry rates in 2021**

#### **1. Current market demand**

The demand for vessel freight capacity is back on the level prior the summer season. Unfortunately, our current vessel capacity between Finland and Sweden as well between Finland and Estonia is not large enough to meet the entire demand on the market, but we are doing our very best to serve our loyal and long-term co-operating partners. The market demand changes from day to day and therefore through an active dialog with our booking center eases on finding a space available for as many units as possible.

#### **2. NextGen Link project**

Viking Line is a part of a NextGen Link project, which is part of the Motorways of the Seas project, which in turn is part of the CEF (Connecting Europe Facility) program. The project, when finalized and in use later this year, is automatically identifying, weighing, measuring and photographing the freight when entering the port area in Turku. This data will help us to increase the usage of the vessel capacity and to securing a short turnaround time while calling Turku.

#### **3. Ferry rates in 2021**

The current year 2020 is coming towards the final moments and we are getting ready to initiate the first talks about next year's freight agreements. Our aim is to respect and to live up to the valid mutually agreed annual agreements, despite all the changes in the world we live in. We are planning to make some changes in our agreements which also will include some rate adjustments, but these changes will be handled and negotiated individually with every co-operating company. More information will be given when these negotiations will take place prior to the end of this year.