

Serving insularity - narrowing distances

Transinsular has always contributed significantly to the **development of the Autonomous Regions**, working closely with local governments, promoting the welfare of the local population, prioritizing these values over the economic and profitability goals of the company. This link is critical for the local communities, where access to the most basic products is dependent on the arrival of our ships. We also provide support to local social events, both in transporting equipment to festivals and schools on the islands as well as during emergency situations, such as the last earthquake in the Azores or the 2010 floods in Madeira. Transinsular also **contributes** significantly to the economic welfare of the islands through the export of regional **products**, which in some cases are staple products of the archipelagos.

In defense of the national strategic interest – seaborne economy

Favoring the national flag and registry of its ships, the E.T.E Group's policy has always been to defend what it believes to be of national strategic interest. Portugal has an important ongoing maritime tradition that has unequivocally contributed to today's Europe, supporting our belief that the Sea is the way forward, and maximizing its potential for the national economy. In this spirit, we also favor the use of Portuguese ports and shipyards, setting us as main national employers, continuously investing in training and innovation.



Our people – our main asset

As a service provider, our **Employees** both on land and at sea as well as our network of **local agents** play a decisive role in the quality of what we do. We seek to attract, recruit and develop the best people so that their skills, specialization, experience, dynamism and motivation allow us to deliver timely, safely and reliably thousands of tons of cargo to the destinations we serve. The excellence of our service is made possible by the daily commitment of all Transinsular employees.



Transinsular in numbers

			<b>60 Kms</b>
More than 330 thousand nautical miles sailed per year (555,000Kms), equivalent to 14 times round the world, exceeding the distance from the Earth to the Moon.	More than 700 annual port calls (90% on home territory): average of 2 ship calls in port per day.	Annual transportation of approximately 50,000 TEUs (or 850,000 tons of containers, of which over 110,000 tons are refrigerated cargo).	All of Transinsular´s containers in line, would cover a distance of more than 60 km (the length of São Miguel Island in the Azores is 64 Kms).



Sustainability and Innovation – working together for a stronger performance

Sustainability is a global commitment, not only for the shipping industry but for seaborne economy as a whole. From **environmental** sustainability, through the adaptation of our fleet to the latest technologies and the reduction of sulfur emissions, to the rationalization and optimization of operations and resources, aiming at a greater efficiency, productivity and competitiveness and always guaranteeing the highest level of **services delivered by Transinsular**.

The company continuously invests in the technical innovation of its ships and container fleet. With 7000 containers, we develop prototypes adapted to the requirements of cargoes and Customers, such as containers for the transportation of livestock between the Azores and the Mainland, open-side containers for bulk cargo of potatoes, 40' Pallet wide refrigerated containers with a load capacity adapted for road haulage, ensuring the transport of perishable cargo in the best conditions.

Quality and Safety – transporting your cargo

As we know that our customer's reputation also depends on our service, we offer high quality transport solutions on a daily basis, adding value to their logistics chain. The ISO 9001: 2008 quality certifications from Lloyd's, as well as the strict European Union regulatory requirements, are a guarantee for our clients of a qualified service. Widely recognized with testimonials and awards, Transinsular was recently awarded the prize for Best National Cabotage Carrier, at the T & N cargo awards (Transportes e Negócios).



Why we are our customer's choice

*"Being situated on an island, maritime transportation plays a vital role in our business. For decades Transinsular has been our preferred partner in this vitally important role, of bringing our products closer to the consumer markets. Since part of our products - particularly cheese and butter - are perishable, the service of refrigerated containers is crucial and on this respect Transinsular provides an excellent service."*

Director of Pronicol- Produtos Lácteos S.A., Terceira, Azores, Mr. José Mancebo Soares, November 2014



Your Cargo. Our Commitment.





## A strategic link – integrated transport solutions

Established in 1984 dedicated to **liner shipping services** to the autonomous regions of the Azores and Madeira, Transinsular has since expanded its services portfolio and currently manages a fleet of ships, mostly self-owned, priding itself on currently being the largest Portuguese cargo ship-owner. A part of the E.T.E Group (100% Portuguese capital), a company operating in port operations, freight and ship agencies, ship-owner and maritime transport, inland navigation, road haulage, logistics and forwarding, ship management and crewing, shipbuilding, maintenance and repair, **Transinsular** meets all the requirements to respond to the main **challenge of the future**: the ability to offer its customers high quality **integrated transport** solutions that go beyond ship management and operation and increasingly include integrated and intermodal transport solutions.



## History, activity and fleet

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<b>1984</b>	Transinsular – Transportes Marítimos Insulares S.A. is established (Decree 336/84).
<b>1985</b>	Starts commercial shipping activity – regular lines to the Portuguese autonomous regions and cement bulk shipments.
<b>1986</b>	Acquisition of 6 ships, replacing the chartered fleet with which the company started operations.
<b>1987</b>	Open to private capital (30%).
<b>1987</b>	Purchase of the “Atlantis” container ship, for conversion into a self-unloading cement carrier.
<b>1988</b>	Starts two liner services to West Africa.
<b>1990</b>	Total privatization of Transinsular.
<b>1991</b>	Establishment of S&C company, for the technical ship management and crewing.
<b>1993</b>	The company is controlled by the Belgium CMB NV.
<b>1993</b>	Initiates a medium term investment plan, with the purchase of – two new container ships and one unit for conversion into a cement carrier. The first two units are still part of Transinsular's current fleet. >M/V “Monte Brasil”, nominal capacity 621 TEUs. >M/V “Monte Guia”, nominal capacity 621 TEUs. >M/V “Ponta São Lourenço”, self-unloading cement carrier, 5,800 tons capacity.
<b>1998</b>	Becomes the concessionaire for the Santos terminal in Lisbon, later transferred to Sta.Apolonia, in the Lisbon Multipurpose Terminal.
<b>1998-1999</b>	In a second phase of the investment plan, two new container ships are built at Viana do Castelo shipyards. >M/V “INSULAR” nominal capacity 608 TEUs. >M/V “SETE CIDADES” nominal capacity 378 TEUs.
<b>1999</b>	E.T.E - Empresa de Tráfego e Estiva acquires Transinsular, controlling the company until today.
<b>2007</b>	Transinsular purchases the container ship “PONTA DO SOL” nominal capacity 374 TEUs >M/V “PONTA DO SOL” nominal capacity 374 TEUs
<b>2008</b>	Transinsular purchases the container ship “LAGOA” >M/V “LAGOA” nominal capacity 375 TEUs
<b>2010</b>	Implementation of <i>Softship</i> , an integrated operational management system
<b>2011</b>	Starts the liner service Barlavento to Cape Verde – Sal and Boavista islands.
<b>2011</b>	Transinsular was awarded the international tender for the fuel supply in the autonomous region of the Azores.
<b>2013</b>	Starts “Central Line” service; connecting Northern Europe to Transinsular's already existing services.
<b>2014</b>	New certification ISO9001 (Lloyds).
<b>2014</b>	New markets- Mauritania as a new port of call in the Africa service.



In addition to company owned ships, Transinsular has been operating over the years, a multitude of chartered ships, either on voyage, time, or bareboat charter, depending on the transportation needs and market opportunities.

### Short Sea Shipping – a reliable and affordable alternative

Transinsular is dedicated to Short Sea Shipping of goods between ports located in member states of the European Union, and in other coastal countries in the seas surrounding Europe - Baltic, Black Sea and Mediterranean. Short Sea Shipping is an increasingly popular alternative for its efficiency, reliability and regularity of departures, with excellent capacity and flexibility, and a sustainable link to the **markets operated by Transinsular**.

## Services tailored to our customers' cargo needs

**Regular Shipping Services: National and International**  
On National Routes Transinsular provides regular weekly services to the Azores and Madeira Islands, as well as an inter-regional service.

On International Routes the company offers two regular services between Portugal and Cape Verde, serving also the Canary Islands, Guinea-Bissau and Mauritania, with the *Barlavento* and the *África Expresso* services. Transinsular Short Sea profile is reinforced with the extension of their international services to the Northern European and Baltic markets through its *Central Line* service, connecting the other markets served by the company.



**Bulk cargo services: dry and liquid**  
Always looking to meet market needs, Transinsular transports non-containerized cargo, homogeneous and non-homogeneous, without pre-defined itineraries or regularity. It transports, among others, cement, clinker, coal and liquid fuels, the latter between the islands of the Azores since 1999, a vital service to the islands carried out by a specialized chemical carrier with the most advanced technology.



For more information about our services, itineraries, agents, pricing or others please go to [www.transinsular.pt](http://www.transinsular.pt) or contact us:

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