

Esteemed delegates,

Once again welcome to the Region of Skania, and to Malmö for this year's Ferry Shipping Summit! And once again, I have the privilege to stand before you as a proud sponsor. First, I want to thank all of you attending the yesterdays visit to Port of Ystad and Polferries vessel m/s Varsovia. It was truly a pleasure to host you. Out of 44 registered attendances, 62 came... So, let us call it a success!

The two upcoming days are important. Important for our future.

Someone once said; It is hard to predict – especially about the future.

Now, this is an old truth, and everyone are aware of that fact. Nevertheless, every day we do just that, predict. It is important to ensure readiness for any potential situation – whether it is personal, familial, or professional – to remain adequately prepared for unforeseen events. Regardless of it is positive or negative consequences.

The word "preparedness" has got a new meaning since the aggression against Ukraine commenced. Again, we talk of protection, the cold war, how to cope – or fall behind.

But this is not the only war going on. There is another war too, the war on tariffs, mainly generated by the USA.

Everything affects us in our daily life. The prices for necessities are raising, the supply is lower, we have and have had inflation, the margin for transports and logistics is lower.

Upon all of this, the environmental issues keep being important for us to have a decent future.

The map is literally being redrawn, in many aspects – both physically as well as mentally. Besides changes in the surrounding world, new laws and regulations changes the conditions we work under. There are so many things adding to our daily logistics life, as war, the ETS, the fit-for-55 package, and much more.

The trust between us is an important issue. In these times it is easy to doubt, easy to be sceptical. This makes it difficult to do business.

Now, how to comply when the world around us changes all the time? The very simple answer is: you can't! But then again, we must!

Collaboration has never before been such an important issue. Together, we can try to find the necessary solutions. If we fail, we do it together. More important, if we succeed, we do it together! Sharing problems and issues, as well as solutions and opportunities, develops our businesses, brings us forward, hopefully with prosperity.

Together, we also can make some kind of foresight by sharing information from various parts of the business, helping each other to make progress.

And that's what we are here for...

Thank you very much for listening, enjoy the conference and finally – participate!