

## **Background information on Trifleet**

January 2018

### **Company and Management**

Founded in 1990, Trifleet Leasing is the world's largest privately owned and owner-managed global tank container leasing company. With approximately 13,500 tank containers (excluding financial lease), the company is a Global Top 5 player, with stable long-term growth. Trifleet has a worldwide network of offices, agents, depots and surveyors. Headquartered in Dordrecht (Main Port Rotterdam, the Netherlands), Trifleet has additional offices in Houston (USA), Singapore, Hamburg (Germany), Shanghai (China) and Paris (France). The company also has a dedicated team of agents located in Sao Paolo, Italy, South Africa and Japan.

Trifleet's management team is the company's majority shareholder. The management team includes:

Philip van Rooijen LL.M, MBA – Managing Director

Robin A. Pol – Sales Director

Marco IJzerman – Fleet Management Director

Tanja Ruis – Finance Director

Jaap Kuijpers Wentink, Cryogenics Director

External strategic investors also hold a stake in the company.

### **The Tank Container Fleet**

A tank container is a framed multi-modal tank used for the carriage of liquid and gases via road, rail and sea. It is designed for the transportation, storage and handling of dangerous substances and bulk liquids, such as (petro) chemicals, foodstuffs, pharmaceuticals, compressed gases, refrigerated gases and cryogenic gases, such as LNG. Volumes range from 14,500 to 26,000 liters. Tank containers play a crucial role in sustainable value-added chains and enable economic development. They comply with ISO worldwide standards, are considerably more efficient and safer than drums, and offer more flexibility than parcel tankers. Tank containers are environmentally friendly to the extent that their carbon footprint is at 268.9 g/liter considerably better than in the case of drums (502.3 g/liter) (*source: ITCO Research, carried out by Atlantic Consulting, October 2011*). Furthermore, a tank container requires less transloading, resulting in fewer risks as well as minimum product handling and contamination. This means that tank containers are very reliable and safe.

Trifleet's tank containers are leased for multi-modal transport and storage by the chemical, food grade, pharmaceutical and gas industries, as well as by tank container operators and shipping lines. Trifleet leases both standard tank containers ranging from 14,500 to 26,000 liters in size, and special tank containers such as cool tanks, swap bodies, worldwide tanks, lined tanks with various types of linings, electrical heated tanks and so on.

Out of the over 13,500 tank containers (ISO and Swap) in Trifleet's fleet (excluding financial lease), around 11,000 are in use by the chemical industry, 2,000 by the food grade industry, and 500 by the gas industry.

### **Trifleet Leasing – The Brand**

Trifleet's philosophy is "Committed to Sustainable Excellence." The company continuously strives to provide excellent tank containers and service. This is why Trifleet has a modern rental fleet of approximately 13,500 well-maintained tank containers around the world. Trifleet offers a complete range of global services from advice to leasing, and from maintenance to repair. The company continuously invests both in the development of tank containers and in the training of its workforce and technical support staff. Trifleet follows transparent and well-documented procedures that specifically cover on-hire and off-hire processes. As a result, Trifleet tank containers are always at peak safety and quality levels for customers. Accordingly, customers regularly rate Trifleet as 'excellent' on the four cornerstones of excellence: responsiveness, professionalism, reliability and innovation.

In the quest for excellence, Trifleet does not compromise on sustainability. The company

emphasizes a responsible balance between long and short-term business, safety, and environmental and social concerns. The professional expertise that Trifleet has amassed over the past 25 years means that it is a safe, environmentally-responsible and ethical company. Trifleet only works with partners who act professionally in their line of business, and are known to abide by laws and regulations. The company has its own strict rules to ensure that it acts ethically and legally compliant in all countries where Trifleet has tank containers. Trifleet also has a framework for ethical decision-making. Business principles like these form a crucial part of the code of conduct.

Following the “cradle-to-cradle” principle, Trifleet evaluates and invests in tank containers that are designed and manufactured to be as low waste and efficient as possible. The company has lifetime procedures in place for its tank containers, culminating in a carefully constructed scrapping program. Industrial risks, particularly with regards to hazardous goods, safety performance, operational security and on-hire issues, are minimized. Trifleet proves this through ISO9001 certification for its Quality Management System and SGS inspections and certifications that Trifleet carries since 1992. All Trifleet tanks comply with applicable regulations and undergo mandatory inspections as prescribed by IMDG and ISO and certified by Lloyd's and Veritas.

Trifleet is innovative. The company is always looking for ways to improve, and provide creative ideas, high-tech services and innovative equipment and material. Trifleet offers state-of-the-art specialized tank containers and custom solutions. Furthermore, the company was the first leasing company to offer cool tanks, and is the first lessor offering new light weight frame swap tank containers.

Trifleet is committed to continuing on this path of Sustainable Excellence, and thus to building long-term partnerships with customers, employees, suppliers, investors and other parties. Eighty percent of the customers renew their contracts with Trifleet. At the same time Trifleet is loyal to its valued suppliers and partners, such as depots, agents, manufacturers and other service providers. Furthermore, the key staff stays in the company and provides stability as well as development of experience and expertise. Sustainable Excellence also includes a well-thought through growth path. Trifleet invests in a constantly growing state-of-the-art tank container fleet. For this, Trifleet commissions the design and manufacturing of new tanks for its already established market, but it also looks for new and developing markets. The latest addition of tank containers to enter a new market is therefore a significant cryogenic container fleet. Twenty 40-ft tanks with a volume of 46,000L and designed to offer superb operational capabilities are the first batch of the planned 2018 investments.

This strong commitment is a result of being a privately owned, owner-managed company. The owners are an integral part of the team. It is the company's belief that only a team that takes ownership can feel so strongly about sustainable excellence.

### **About Trifleet Leasing**

Founded in 1990, Trifleet Leasing is the largest privately-owned and owner-managed global tank container leasing company today. With approximately 13,500 tank containers (excluding financial lease), the company is a global Top 5 player, with stable long-term growth. Trifleet acts within a worldwide network of offices, agents, depots and surveyors. Headquartered in Dordrecht (Main Port Rotterdam, the Netherlands), Trifleet has additional offices in Houston (USA), Singapore, Hamburg (Germany), Shanghai (China) and Paris (France). The company also has a dedicated team of exclusive agents located in Italy, Brazil, South Africa and Japan. Furthermore, Trifleet works with a global network of tank container depots.

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# TRIFLEET

LEASING EXCELLENCE

Media interested in press releases, interviews, background information or photos, please contact:

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