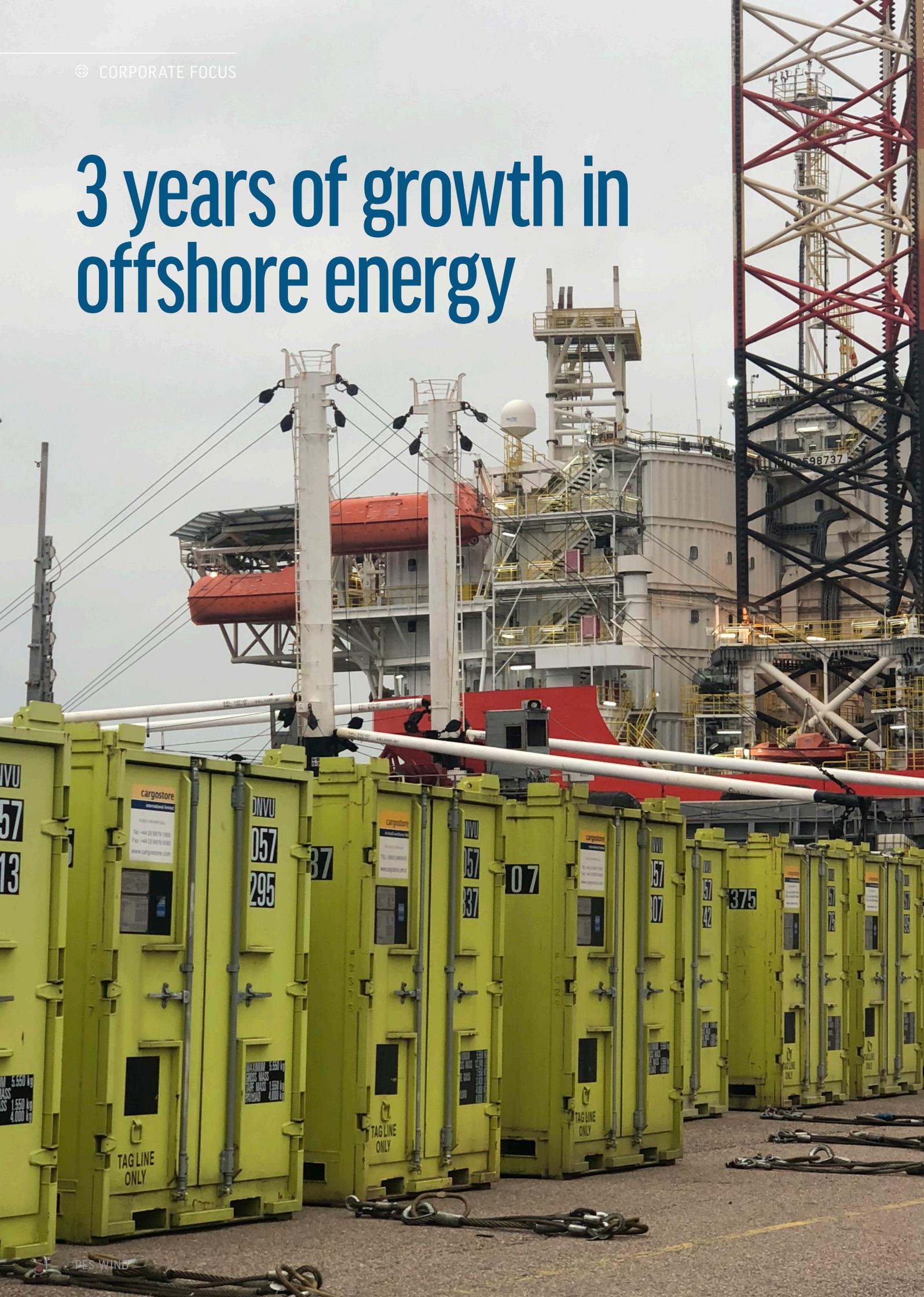


# 3 years of growth in offshore energy



As the world begins to open up again after the devastation of COVID-19, Cargostore Worldwide talks to PES Media about how they have managed to stay profitable during the pandemic. We explore the company's timeline of growth over the last three years which has led to their current position in the offshore container industry.

### 2017 - Cargostore Containers LLC established in U.A.E

In late 2017, Cargostore Worldwide formalized their expansion into the U.A.E by opening Cargostore Containers LLC, based in Abu Dhabi, appointing Sohail Ashraf as General Manager. The move cemented their position in the market as a leading supplier of DNV 2.7-1 certified containers to offshore oil and gas projects in the region.

With oil and gas production on the rise, the Abu Dhabi National Oil Corporation (ADNOC) had made known their intention to enforce the DNV 2.7-1 standard for offshore cargo carrying units, and to phase out the less safe 'hybrid units' which were common in the region. As Cargostore's entire offshore fleet were already DNV 2.7-1 certified, they were ahead of the curve, which led to them supporting large projects in the region.

'I was thrilled to join the Cargostore team in 2017 at the forefront of Cargostore Containers LLC. It was an honour and a privilege to be part of such a reliable and innovative organization who wanted to positively impact the local market by promoting the safer DNV 2.7-1 standard. After three years we have continued to do this, and we are proud to be a leading supplier of DNV 2.7-1 products in the region,' says Sohail Ashraf.

Cargostore Containers LLC was awarded their ADNOC ICV certificate in 2019, demonstrating their support of local business. Sohail Ashraf continues to spearhead the organization now as Country Director, U.A.E.

### 2018 - Cargostore becomes world's largest supplier of offshore DNV reefers with increased presence in Northern Europe

In February 2018 Cargostore increased their presence in Northern Europe by opening a quay-side rapid response depot in Eemshaven, and appointing Dennis Schouwenaar as Offshore Sales Manager, Northern Europe. With a growing client base already in the region, having the dedicated rapid response depot with Mr. Schouwenaar operating locally meant that Cargostore could provide a seamless customer service, specializing in providing containers to clients on an ad-hoc fast turnaround basis.

The expansion established Cargostore as a leading supplier of offshore containers in Northern Europe, operating from a wide distribution of depot locations including Rotterdam, Den Helder, IJmuiden, Cuxhaven, Emden and Sassnitz.

Having units positioned in several strategic ports allowed Cargostore to support projects such as the Johan Sverdrup Oil Field project

and a pipelaying project in the Baltic Sea.

To support the Johan Sverdrup project in the Norwegian North Sea, Cargostore deployed 70 new 20ft Reefer containers to their rental fleet, simultaneously becoming the world's largest operator of DNV refrigerated units globally.

For the pipelaying project, Cargostore's client had requested a variety of containers ranging from 20ft Reefers, 3m<sup>3</sup> Waste Skips and Closed Top CCU's delivered to Sassnitz, Germany within a two-week time frame. As the closest 20ft Reefer units were situated in the Middle East due to involvement in another large scale project, Cargostore offered 10ft Reefers which were situated closer at a reduced rate whilst the 20ft Reefers were transported. This saved the client additional costs for mooring and more importantly ensured that the project was not delayed.

'I was delighted to join Cargostore Worldwide in 2018 as the Sales Manager for Northern Europe. It was exciting to join a company that was intent on growth and development, with their offshore division having recently expanded into the UAE. I believe our high level of customer service in Europe and providing a fast service from several strategic ports has led us to be a strong competitor in the region,' explains Dennis Schouwenaar,

### 2019 - Cargostore expands into new regions

2019 was a year of further expansion for Cargostore, establishing relationships with local partners within target Regions. Keen to support increase in demand for DNV certified units and to provide long term solutions through innovative products, Cargostore mobilized units into the Gulf of Mexico to support the rise in oil production; making a full range of DNV containers available in Houston, TX through partner ProBox.

Cargostore looked for opportunities where innovative products were needed. Seeing a need in the market for dual voltage reefers to support pipelaying projects in the KSA, Cargostore launched the world's first Dual Voltage, Twin Room Reefer to the Region. The Reefers (Refrigerated Containers) enable chemicals to be stored at a defined temperature. Cargostore Reefers have a wide temperature range, from +30 degrees through to minus 25 degrees, which is vital for moving and storing temperature sensitive chemicals.





Similarly, Cargostore aimed to support smaller, developing offshore energy markets such as the Mediterranean. Cargostore teamed up with Multimarine Services in Cyprus to deliver a range of DNV certified offshore containers, supporting all offshore projects in the region.

**2020 - Cargostore secures secondary management buyout**

On Thursday February 6, 2020 Cargostore's management team announced a revolving credit facility through a Secondary Management Buyout (MBO) with private equity firm, Connection Capital.

The investment, coupled with new debt finance facilities provided by DunPort Capital Management, provided Cargostore with significant capital to fund their next phase of growth; providing enhanced financial flexibility and the ability to invest in new equipment to meet demand for large scale projects globally.

Justin Farrington-Smith, CEO of Cargostore said, 'Connection Capital's investment will be instrumental in enabling us to consolidate our competitive advantage and leverage favourable market dynamics to deliver our future growth plans. With a healthy pipeline of new business opportunities for 2020, building on a core base of long-standing customer relationships, it's a great position to be in as we enter this new decade.'

**2020 - Cargostore expands into Taiwan supporting the offshore wind industry**

In June 2020 Cargostore Worldwide announced their expansion into Taiwan in partnership with Rhenus Offshore Logistics and local agent Maxlines New Energy & Project Logistics Inc., in support of the Taiwanese offshore wind industry.

With a projected 5.7GW of installed offshore wind capacity planned by 2025, the industry in Taiwan is growing rapidly, and to support this Cargostore opened a DNV Offshore CCU depot in the port of Taichung.

The port of Taichung, situated on the west coast of Taiwan, is strategically placed to service the construction, operation, and maintenance of the planned wind farms, with the majority located off the west coast. Situating the depot at this location will reduce the delivery time and environmental impact when transporting equipment from the port to the offshore platforms.

On 1<sup>st</sup> July, Cargostore, Rhenus and Maxlines officially launched their partnership by hosting an open day at the depot, inviting delegates from the Taiwanese offshore wind industry and highlighting how the three companies can support the large growth expected for the industry over the coming years.

Since the expansion, there has been a high

demand for DNV 2.7-1 units, with several units already going out on hire. To match the demand, more container types as well as higher quantities have been deployed from the depot.

Says Jacob Poot, Cargostore Worldwide, Vice President Offshore, 'It's great to see the high interest and demand through the busy attendance at the open day, as well as the bookings of several of our DNV 2.7-1 units from the depot. We look forward to providing more types of containers to offshore wind projects within the coming months.'

Contact Jacob Poot for all offshore container requirements in Taiwan at [offshoresales@cargostore.com](mailto:offshoresales@cargostore.com).

**Post COVID-19 in 2020 and beyond**

Cargostore Worldwide's ethos has been to offer best-in-class customer service and developing long term growth-based relationships with clients, whilst maintaining their momentum of development; continuing expansion into new markets and providing innovative, problem solving products.

The outlook is bright for this rapidly growing organisation that continues to succeed, despite the unprecedented situation that COVID has brought to the global economy in 2020.

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