

Breakbulk Marketing and Sales Guidebook

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**COSCO SHIPPING Specialized Carriers Europe B.V.
Grand Opening at Rotterdam**



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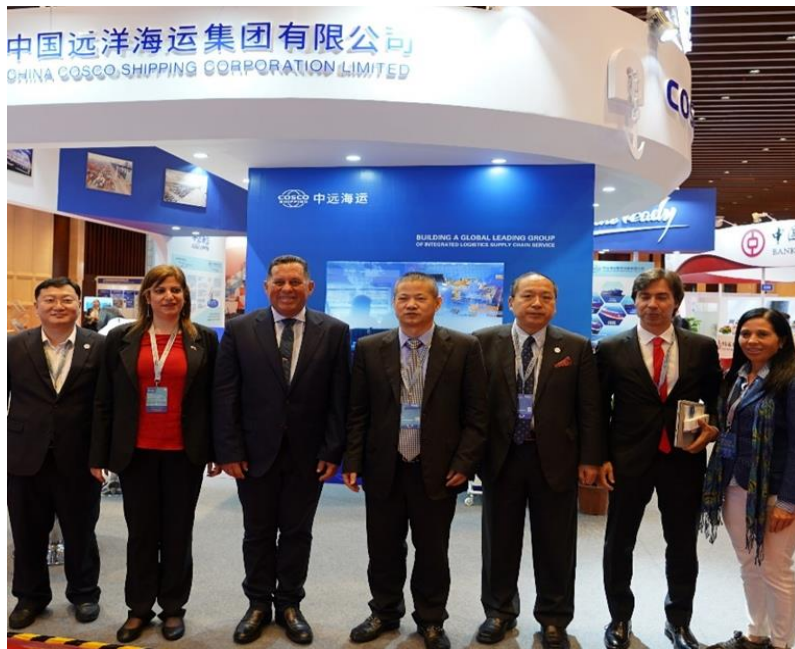
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May 20, CEO Mr. CHEN Wei of COSCO SHIPPING Specialized Carriers, met Vice President Mr. LIU Gang of COSCO SHIPPING (Hong Kong).

May 6-10, COSCO SHIPPING Specialized Carriers joined IAPH 2019 World Ports Conference.



May 8, EVP Capt. WU Liangming met clients attending World Ports Conference. .



May 18, EVP Capt. WU Yachun of COSCO SHIPPING Specialized Carriers, led a delegation to attend the 50th OTC Exhibition at Houston, USA.

May 18, EVP Capt. WU Yachun visited Houston Port Authority.



May 10, Marketing & Sales Centre attended Arctic Circle Forum in China.

April 18, COSCO SHIPPING Specialized Carriers held pulp business promotion on board MV Tian Xi.





May 16, MV Da Xin discharged DG container at Jakarta port.

May 11, MV Tian Fu discharged wind power equipment.



May 15, MV Da Zhi discharged fertilizer at Visakhpatnam.

March 30, MV Du Juan Song discharged lead concentrates at Lianyungang.



Network Achievement

- **COSCO SHIPPING (Korea) achieved a significant progress at Breakbulk marketing**

COSCO SHIPPING Korea assisted Pan-Pacific Line to fix equipment from Far East to Southeast Asia, and a successful signature of new contract for MV COSCO SHIPPING Teng Fei.

- **COSCO SHIPPING (UK) has been exploring breakbulk opportunities**

Till end of April, COSCO SHIPPING (UK) had booked 45000 freight tons of breakbulk cargoes, and continuously visited clients to explor new opportunities in this market.

Collaboration

- **COSCO SHIPPING Lines (Dalian) canvassed 139 units of business cars**

Till end of April, COSCO SHIPPING Lines subsidiaries in China had canvassed 65,000 freight tons of breakbulk cargoes.

COSCO SHIPPING Lines (Dalian) canvassed 139 units of business cars in April for COSCO SHIPPING Roro Carrier, the subsidiary of COSCO SHIPPING Specialized Carriers.

- **COSCO SHIPPING Logistics Beijing and Dalian branches achieved new sales progress**

Till end of April, COSCO SHIPPING Logistics subsidiaries in China had canvassed 146,000 frt tons of breakbulk cargoes, 12% of annual sales target. In April, COSCO SHIPPING Logistics (Beijing) and COSCO SHIPPING Logistics (Dalian) canvassed machinery equipment.

● **Work suggestions for COSCO SHIPPING UK**

During 2018, our vessels called British ports three times and handled 27,000 freight tons of cargoes., COSCO SHIPPING UK fixed 100,000 freight tons in 2018, doubled its annual sales target.

The export of bagged cargoes from Europe fit our mpp tonnages well. Please assist to develop this market, and investigate concerned port disbursements and draft restriction.

China has gradually reduced import of waste paper. Please investigate the waste paper cargo flow out of Europe, and its main import countries.

Please attend the annual shipping summit in Europe and keep us informed of any business opportunities and cargo inquiries. Please continue to develop timber business out of New Zealand and Australia.

● Work suggestions to sales network in North America

COSCO SHIPPING (North America) please promote its subsidiaries in North America, and our contracted sales network offices in Canada, Mexico and Central American 15 countries to explore breakbulk market of North America. Please the new Business Development Dept plays its important role about this. Please focus on pulp, timber, LNG containers, Offshore equipment, asphalt etc. Special attention on pulp, timber from North America to Fast East, South America, and Europe. Please develop the log market in North America.

COSCO SHIPPING (North America) : Please pay attentions to EPC companies, pulp, wood and asphalt, try to start fixtures. Please assist our attending the Breakbulk Exhibition held at Houston every October .

COSCO SHIPPING Lines (Canada): Please provide your report after attending the Canadian Pulp Week of May, including list of exhibitors and attendees. Besides, please keep an eye on the oil, gas, offshore industry and provide us marketing information.

COSCO SHIPPING Lines (Central America) please assist the holding of sales promotion meeting at Panama with 15 contracted sales network offices.

COSCO SHIPPING Lines (Panama): Please keep following the spillway project in Panama. Marketing & Sales Centre will coordinate with America Line and Semisubmersible Fleet Division to work on this project.

COSCO SHIPPING Specialized Carriers America: Please develop more from offshore clients to see if any opportunities for mpp vessels.

● **Work suggestions to Australian sales network**

We have deployed three to four Da III type multi-purpose vessels, and two to three 38,000 DWT log carrier vessels in Australia and New Zealand service. For backhaul direction, monthly one to two multi-purpose vessels and one log carrier vessel. Besides, our company plans to build or purchase some 38,000 DWT Logs carriers of new type. Apart from the present booking channels for logs, please develop more new clients and enhance market bargaining ability.

Most exported timbers from Australian and New Zealand are basis on CIF terms, which means that the local sellers are responsible for the cargo booking. Please promote your subsidiaries to develop timber, wood products and ore in bulk (blow 35,000 tons per shipment).

Please take the advantage of sister bulk company in Australia , to canvass more bulk ore cargos for backhaul direction and try to avoid ballast voyages.

- **“Semi-submersible + Heavy Lift ” jointly implemented logistics projects**

As a general contractor for the project of SS-AMZONIA, COSCO SHIPPING Specialized Carriers provide clients with total logistics solutions, including inland transport, cargo insurance and clearance, for a semi-submersible drilling oil platform and 100 pipes. The platform weighed 25,541 tons, and each pipe was 23 meters long and 1.4 meters in diameter.

Due to differences of operational time and cargo location, it will increase the operational risks and transportation costs, if all cargoes are shipped by a semi-submersible vessel. Thinking of client’s need, COSCO SHIPPING Specialized Carriers combined two modes of shipping: semi-submersible vessel in hands with Heavy-lift vessel to provide a comprehensive logistic services. "SS-AMAZONIA" platform was shipped by semi-submersible vessel Xin Guang Hua and discharged at the anchorage of China port in January this year. More than 100 platform pipes were transported from the storage yard of Brazil port to China by MV Da Tai handled with its own cranes. The inland transport was either implemented by internal COSCO SHIPPING companies .



COSCO SHIPPING Specialized Carriers Europe B.V. Grand Opening at Rotterdam

On May 16, COSCO SHIPPING Specialized Carriers Europe B.V. , the European subsidiary of COSCO SHIPPING Specialized Carriers was officially opened at Rotterdam. EVP Capt. WU Liangming and Vice President Mr. GUO Jing of COSCO SHIPPING (Europe) GmbH, and distinguished guests attended the opening ceremony.

COSCO SHIPPING Specialized Carriers Europe B.V. will serve as a platform for COSCO SHIPPING Specialized Carriers, and manage the marketing, clients relationship, operations of ships at ports etc, for Europe to South America and Far East. This new company will continue to improve COSCO SHIPPING Specialized Carriers' marketing and service distribution, and further develop European high value breakbulk segments. It is significant for COSCO SHIPPING Specialized Carriers' to expand business and develop cross trade such as Atlantic service.

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Notice of Arctic Service

COSCO Shipping Specialized Carriers Co.,Ltd. will offer a regular shipping service with mpp vessels of dwt 28,000-36,000 between Far East and Conti, via Northeast Passage of Arctic Ocean during summer time. We could accommodate cargos loading from middle July to Early September 2019 from ports of Fareast, Conti and northern America as following countries of:

- Far East: China, Japan, Korea and CIS Pacific Russia
- Europe: Iceland, Nordic, Baltic, Russia (ports in Arctic & Baltic) , West Conti
- Northern part of America: Northeast part of USA and east part of Canada.

The following cargo are welcome:

- General cargo, oversize & overweight equipment, machinery, heavy-lift cargo
- Pulp & paper, logs & sawn timber
- Bulk cargo less than 35,000mt
- SOC including RF containers

Pls send your enquiry or request to the following pic :

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Mr.CHEN Feng: chenfeng@coscol.com.cn with phone at +86 139 0101 9441

Notice of Atlantic Service

COSCO Shipping Specialized Carriers Co., Ltd launched a Trans-Atlantic service since January 2019. Dwt 38,000 mt multi-purpose vessels, dwt 62,000 vessels are deployed to provide you regular and reliable services. We are delighted to invite your business inquiries and information.

Service Route:

East Coast of South America (ECSA) northbound to Conti and Mediterranean, and vice versa

East Coast of South America eastbound to Far East

(1) ECSA --- Continent and Mediterranean

- Uruguay/Brazil --- Conti
- ECSA port: Punta Pereira, Santos, Portocel, etc.
- Europe ports: Flushing, Brake, La Pallice, etc.
- Med ports: Tarragona, Livorno, Marina di Carrara, Naples, Izmit, etc.
- Frequency: Monthly
- North-bound cargoes: wood pulp, steel, concentrate, granite and general cargos etc
- South-bound cargoes: WTG equipment, fertilizer, soda ash, equipment and general cargo etc

(2) ECSA --- Far East

- Uruguay/Brazil--- FE
- ECSA port: Punta Pereira, Santos, Portocel, etc
- FE ports: Zhuhai, Changshu, Shanghai, Qingdao, etc.
- Frequency: Monthly
- East-bound: wood pulp, granite, and equipment etc.
- West-bound: general cargo, steel, bagged cargo, equipment, etc

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Vessel Main Particulars for Atlantic Service

● Tian Type Multipurpose vessel

General Cargo Ship, Strengthened for Heavy Cargoes, Equipped with Container Securing Arrangement

- Deadweight (Summer) : 38,100 mt
- GRT/NRT:26,600/11,395
- LOA: 189.99m
- Breadth Moulded: 28.5m
- Height: 53.43m
- Hold Capacity: 45,150 m³
- Cranes: Cranes Situated Portside
3 x 100mt , 1 X 80mt
combinable up to 200 mt
- Deck Strength : 20mt on tank top
3mt on tween deck
3mt on hatch cover



● DWT 62000 mt Multipurpose vessel

General Dry Cargo Ship, Double Side Skin, Equipped with container securing arrangement, Strengthened for heavy cargoes

- Deadweight(Summer) :62000 mt
- GRT/NRT:39225/18430
- LOA : 201.8m
- Breadth Moulded:32.26m
- Height:32.26m
- Cargo Hold Capacity: 6 holds /130274 m³
- Cranes: 4x 75mt, combinable up to 150 mt
- Deck Strength : 3mt on main deck
20mt on tank top



我司船舶在各国港口挂靠艘次和装卸货量

多用途及重吊船全球港口挂靠艘次和装卸货量

Multipurpose & Heavy lift vessels' ship voyage numbers and shipment volumes worldwide

Country/Region 国家/地区	Loading 装货		Discharging 卸货		Total voyage Number 艘次汇总	Total shipment quantity (freight tons) 货量汇总
	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)		
Africa	23	337843	35	286561	58	624404
Angola			1	453	1	453
Benin			1	2933	1	2933
Equatorial Guinea	5	126450			5	126450
The Republic of Congo	2	5470			2	5470
The Republic of Guinea			1	147	1	147
Gabon	4	58860	1	3194	5	62054
Cameroon	9	96810	1	1909	10	98719
Kenya			8	73718	8	73718
Mauritania			1	4988	1	4988
Mozambique	2	24967	4	22906	6	47873
South Africa	1	25286	1	6045	2	31331
Nigeria			4	60688	4	60688
Tanzania			7	82719	7	82719
Tunisia			2	16878	2	16878
The Ivory Coast			3	9981	3	9981
Europe	31	504203	58	629750	89	1133953
Algeria			6	71548	6	71548
Egypt	3	50085	4	76688	7	126774
Ireland			3	79053	3	79053
Estonia	1	34581			1	34581
Belgium	1	2952	2	6279	3	9231
Germany			5	56151	5	56151
Russia Blatic Sea	1	32400			1	32400
Russia Black Sea	1	16165			1	16165
Finland	5	155293			5	155293
Georgia	1	1071	1	5304	2	6375
Holland			3	20290	3	20290
Djibouti			1	7354	1	7354
Croatia			3	16305	3	16305
Romania	3	41306	1	5332	4	46637
Moroco			1	2952	1	2952
Norway	1	4000	1	30459	2	34459
Sweden			1	49700	1	49700
Sudan			1	3101	1	3101
Turkey	8	86677	13	88983	21	175660
Ukraine			2	10341	2	10341
Spain	4	50484			4	50484
Israel	1	25550	2	27209	3	52759
Italy	1	3639	7	72694	8	76334
UK			1	6	1	6
East Asia	190	2107246	129	1860687	318	3967934
South Korea	11	23165	9	81189	19	104354
Japan	2	3212	7	49600	9	52812
North China	63	584706	15	207302	78	792007
East China	104	1406797	81	1278717	185	2685514
South China	10	89367	17	243880	27	333246
North America	1	17101			1	17101
Trinidad and Tobago	1	17101			1	17101
Oceania	9	264669	9	209959	18	474628
Australia	5	130739	8	204870	13	335608
The Independent State of Samoa			1	5090	1	5090
New Zealand	4	133930			4	133930
Southeast Asia	42	613725	81	772723	116	1386448
Pakistan	1	118	8	50872	9	50990
Philippines			8	48898	8	48898
Cambodia			2	15251	2	15251
Malaysia	4	68598	10	88223	13	156821
Bangladesh	1	318	9	200603	10	200921
Myanmar			3	12490	3	12490
Thailand	4	29023	2	13452	6	42476
Brunei			2	18940	2	18940

Country/Region 国家/地区	Loading 装货		Discharging 卸货		Total voyage Number 艘次汇总	Total shipment quantity (freight tons) 货量汇总
	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)		
Singapore				2	9947	2 9947
India	11	264346	7	61431		18 325776
Indonesia	12	130821	20	169226		28 300047
Vietnam	9	120502	8	83391		15 203893
South America	23	422792	25	451392		48 874183
Argentina	2	26125	14	330988		16 357113
Brazil	16	263156	10	95404		26 358560
Uruguay	5	133511				5 133511
Chile			1	25000		1 25000
West Asia	4	90376	17	157885		21 248261
United Arab Emirates			3	15364		3 15364
Oman	1	20564	1	2823		2 23387
Bahrain	1	20212				1 20212
Kuwait			1	2324		1 2324
Saudi Arabia			4	25938		4 25938
Iraq			2	8747		2 8747
Jordan	2	49600	6	102689		8 152289
Total	323	4357956	354	4368956		669 8726913

多用途及重吊船中国沿海内贸运输挂靠艘次和装卸货量

Multipurpose & Heavy lift vessels' ship voyage numbers and shipment volumes of China domestic Trade

Country/Region 国家/地区	Loading 装货		Discharging 卸货		Total voyage Number 艘次汇总	Total shipment quantity (freight tons) 货量汇总
	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)		
Total	17	352162	17	352162		34 704325
North China	14	290092				14 290092
East China	2	41070	11	226355		13 267425
South China	1	21000	6	125807		7 146807

木材船全球港口挂靠艘次和装卸货量

Log Carriers' ship voyage numbers and shipment volumes worldwide

Country/Region 国家/地区	Loading 装货		Discharging 卸货		Total voyage Number 艘次汇总	Total shipment quantity (freight tons) 货量汇总
	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)		
Africa	10	213106	21	172999		31 386106
Benin			2	17088		2 17088
Equatorial Guinea	2	23305				2 23305
Togo			1	5212		1 5212
The Republic of Congo	4	124597				4 124597
Ghana			2	22670		2 22670
Cameroon	4	65204	4	16023		8 81227
Kenya			1	19772		1 19772
South Africa			1	1		1 1
Nigeria			6	64129		6 64129
Tanzania			1	5127		1 5127
The Ivory Coast			3	22977		3 22977
East Asia	12	95922	6	168467		18 264389
North China	6	75228				6 75228
East China	6	20694	6	168467		12 189161
Southeast Asia			2	15035		2 15035
Vietnam			2	15035		2 15035
Total	22	309028	29	356501		51 665530

半潜船全球港口挂靠艘次和装卸货量

Semisubmersible vessels' ship voyage numbers and shipment volumes worldwide

Country/Region 国家/地区	Loading 装货		Discharging 卸货		Total voyage Number 艘次汇总	Total shipment quantity (freight tons) 货量汇总	
	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)			
Africa				1	18938	1	18938
Gabon				1	18938	1	18938
East Asia		3	26059	2	58407	5	84466
South Korea				1	32866	1	32866
Japan		1	9011			1	9011
North China		1	11148			1	11148
East China		1	5900			1	5900
South China				1	25541	1	25541
North America		1	18938			1	18938
East Coast of USA		1	18938			1	18938
Southeast Asia				2	14911	2	14911
Cambodia				1	5900	1	5900
Indonesia				1	9011	1	9011
South America		1	25541			1	25541
Brazil		1	25541			1	25541
West Asia		2	47266	2	25548	4	72814
United Arab Emirates		1	32866	1	11148	2	44014
Oman		1	14400			1	14400
Saudi Arabic				1	14400	1	14400
Total		8	128952	7	117804	14	235608

沥青船全球港口挂靠艘次和装卸货量

Asphalt Carriers' ship voyage numbers and shipment volumes worldwide

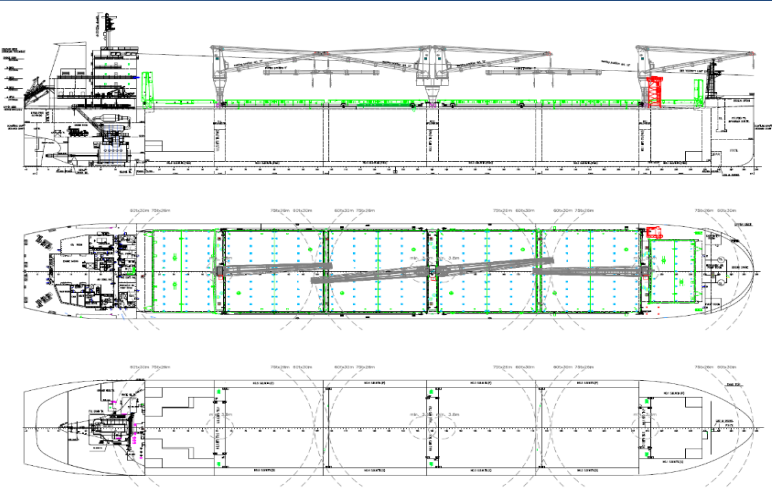
Country/Region 国家/地区	Loading 装货		Discharging 卸货		Total voyage Number 艘次汇总	Total shipment quantity (freight tons) 货量汇总	
	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)	Voyage number 艘次	Shipment quantity (freight tons) 货量(计费吨)			
Africa				3	14838	3	14838
Cameroon				1	5011	1	5011
Tunisia				1	4820	1	4820
Western Sahara				1	5007	1	5007
East Asia		33	170184	55	269414	88	439598
South Korea		28	151020			28	151020
North China				1	7050	1	7050
East China		3	8991	36	166085	39	175076
South China		2	10173	18	96279	20	106452
Europe		7	32612	5	22780	12	55392
Algeria				3	15040	3	15040
Egypt				1	5187	1	5187
France				1	2553	1	2553
Portugal		1	2553			1	2553
Spain		1	5011			1	5011
Greece		1	5187			1	5187
Italy		4	19860			4	19860
North America		2	23111	4	43833	6	299089
Canada East Coast		1	11702			1	11702
US East Coast		1	11409	1	11702	2	255256
US West Coast				3	32131	3	32131
Oceania				3	16899	3	16899
Australia				3	16899	3	16899

Southeast Asia	46	232145	19	86128	65	318273
Philippines	1	2998	3	15136	4	18134
Malaysia	2	15715	4	15090	6	30805
Thailand	7	26590	2	10287	9	36877
Singapore	36	186842			36	186842
India			1	5241	1	5241
Indonesia			5	25025	5	25025
Vietnam			4	15349	4	15349
West Asia	1	5241			1	5241
United Arab Emirates	1	5241			1	5241
Total	89	463293	86	453894	177	1149331

汽车船中国港口挂靠艘次和装卸货量

PCTC Carriers' ship voyage numbers and shipment handling volumes in China

Country/Region 国家/地区	Loading 装货		Discharging 卸货		Total voyage Number 总 艘次	Total shipment quantity (freight tons) 货物量 吨
	Voyage number 艘次	Shipment quantity (freight tons) 货物量 (计费吨)	Voyage number 艘次	Shipment quantity (freight tons) 货物量 (计费吨)		
China	69	92414	107	88952	124	181367
North China	34	60316	26	13890	35	74206
East China	9	3671	31	22889	38	26560
South China	26	28427	50	52173	51	80600
West Asia			2	3462	2	3462
Saudi Arabia			1	587	1	587
Bahrain			1	2876	1	2876
Total	69	92414	109	92414	126	184829



Multi-Purpose & Pulp Vessel

Ship's Name	COSCO SHPPING KAI TUO
	COSCO SHPPING CHUANG XIN
	COSCO SHPPING JIN QU
Flag	Chinese
Classification	CCS, Ice Class B
Deadweight	61,800 mt

Lao/Beam	201.80 / 32.26 m
Max Draft (Summer)	12.50 m
Max Speed	13.50 kn
Cranes	4 TTS Cranes Situated Midship 75 mt x 4, Combinable to 150 mt SWL
Container Intake	473 TEU (On Deck)
Deck Strengths Per SQM	20.0 mt on Tank Top 3.0 mt on Tween Deck 3.0 mt on Hatch Cover



Shipping Service for Dangerous Goods

- Our vessels are certified to carry dangerous goods which are clarified as class 1 to 9 in the International Maritime Dangerous Goods Code.
- Professional personals with shipping experiences of dangerous goods.
- A comprehensive safety management system

联系人	Contact Person	办公电话 Telephone	移动电话 Mobile	电子邮件 E-mail
行业营销 / Trade Sales				
For WTG/Power/Wagon/Woodpulp/Module/Log/Heavy Lift/NVOCC & SOC/Ashpat/RoRo				
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