

# **Breakbulk Marketing and Sales Guidebook**

**May 2019**

**Issue 84**



**COSCO SHIPPING Specialized Carriers held the  
Global Marketing Conference 2019**

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May 2019

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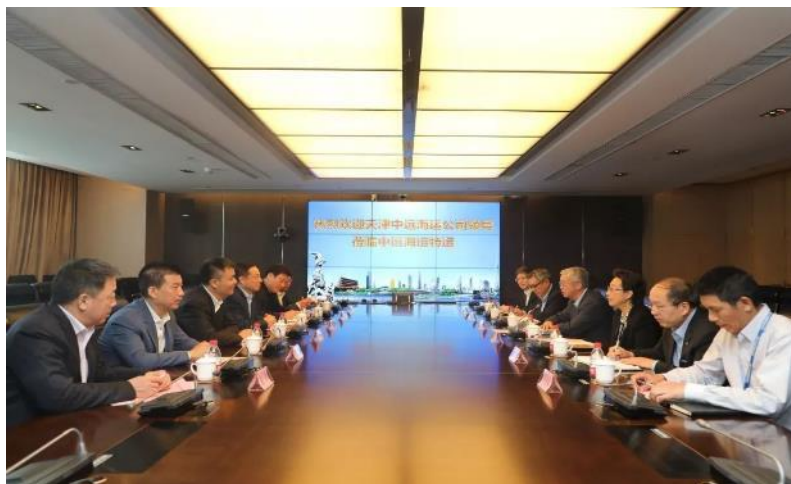
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March 13, CEO Mr. CHEN Wei and Party Secretary Mrs ZHANG Li of COSCO SHIPPING Specialized Carriers, met with Chairman and Party Secretary WANG Guorong and Managing Director Mr. WANG Ran of COSCO SHIPPING (Tianjin) Co., Ltd.



March 20-21, Breakbulk Asia 2019, COSCO SHIPPING Specialized Carriers' booth crowded with visitors.



April 2, Party Secretary Mrs. ZHANG Li and EVP Mr. WU Liangming and Mr. Weng Jiqiang of COSCO SHIPPING Specialized Carriers, met President Mr. TAN Bing of COSCO SHIPPING (Japan).





April 17, EVP Capt. WU Liangming visited COSCO SHIPPING Lines (Dalian) and signed a collaboration agreement.

April 18, EVP Capt. WU Liangming visited COSCO SHIPPING Logistics (Dalian) and signed a collaboration agreement.



April 18, COSCO SHIPPING Specialized Carriers received the third new building DWT 7500 Asphalt carrier.

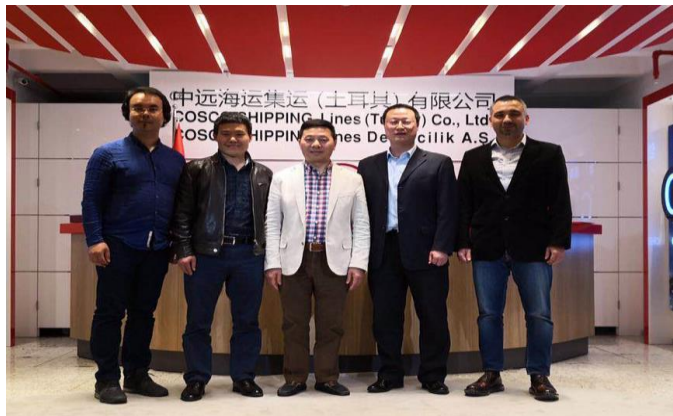
March 28, COSCO SHIPPING RORO Carrier, the subsidiary of COSCO SHIPPING Specialized Carriers, was awarded “Strategic Cooperation 2018” by Beijing Automotive Group (BAIC).





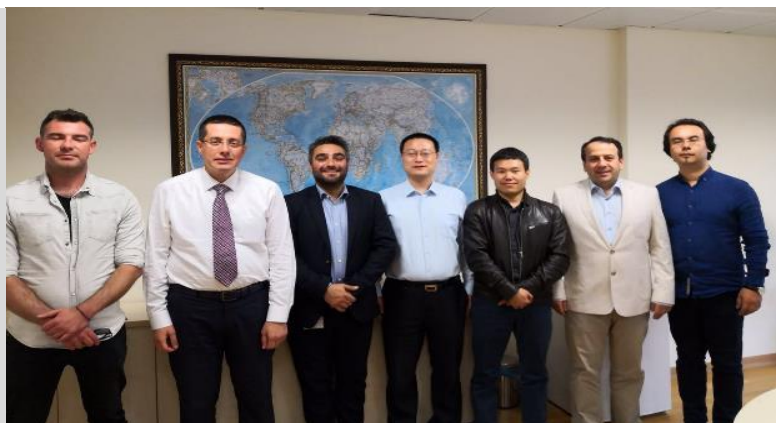
April 24, EVP Capt. WU Liangming of COSCO SHIPPING Specialized Carriers met with Deputy General Manager Mr. QIU Bo of Chinese-Polish Joint Stock Shipping Company (Chipolbrok) and his delegation.

April 24, Deputy General Manager Mr. CHEN Lixing of Qinhuangdao Port Breakbulk Company visited COSCO SHIPPING Specialized Carriers.



April 28, Marketing and Sales Centre visited COSCO SHIPPING Lines (Turkey).

April 24, Marketing and Sales Centre visited Iskenderun Port and Limak Terminal.







## **COSCO SHIPPING Specialized Carriers held the Global Marketing Conference**

On April 3rd, COSCO SHIPPING Specialized Carriers held a grand Global Marketing Conference at Guangzhou Ocean Hotel. More than 200 delegates from over a hundred of companies worldwide attended this conference, and set a record number of participants.

Companies and individuals who contributed excellently during 2018 have received respectively “Best Collaboration Award”, “Great Leap Award”, “Best Performance Award” and “Star Performer Award”.

In the afternoon, the Conference hosted 8 different forums respectively for shipping lines and ship types.





## Best Collaboration Award

**COSCO SHIPPING Logistics (Shanghai)**  
**COSCO SHIPPING Lines (Wuhan)**  
**COSCO SHIPPING Project Logistics**

## Great Leap Award

**COSCO SHIPPING (South America)**  
**COSCO SHIPPING (UK)**  
**COSCO SHIPPING Lines (India)**



## Best Performance Award

**COSCO SHIPPING Lines(Spain)**  
**COSCO SHIPPING (Japan)**  
**COSCO SHIPPING Lines (Germany)**

## Star Performer Award

**Mr. Freddy Witty (Spain)**  
**Mr. Narita Minoru (Japan)**  
**Mr. Amac Bilgen (UK)**  
**Mr. Roberto Gayoso (South America)**



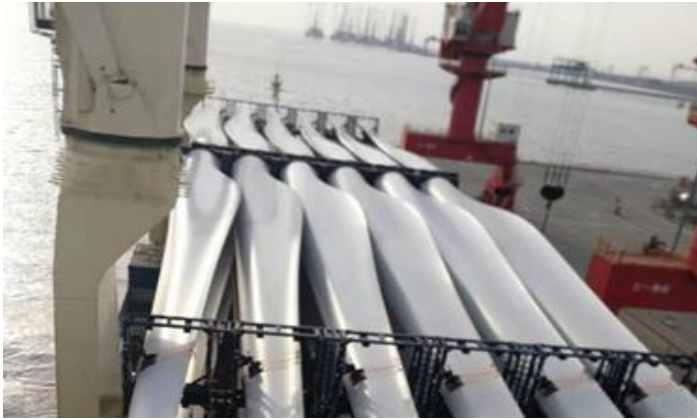




## **The 2<sup>nd</sup> DWT 62,000 mt mpp pulp carrier join us**

On April 18, the naming and delivery ceremony of MV Zhong Yuan Hai Yun Chuang Xin was held at COSCO SHIPPING Heavy Industry shipyard. This is the second new building of DWT 62,000 multipurpose pulp carrier of COSCO SHIPPING Specialized Carriers, and the total deadweight of tonnages owned by COSCO SHIPPING Specialized Carriers are 1.88 million tons, ranking No.1 in the world of mpp vessels.

Recently, COSCO SHIPPING Specialized Carriers seized the global development opportunities and cooperated with outstanding pulp clients to expand pulp transportation market share, and became an important player in the global pulp market. The first sister vessel MV Zhong Yuan Hai Yun Kai Tuo has been successfully running in service from beginning of this year, and received high attention by shipping market. There're ten more of such type of vessels are ordered and constructions are under way.



March 8, MV Da Hong Xia loaded 36 pieces of wind blade at Portland, Australia.

March 30, four modules were loaded on MV Xiang He Kou by SMPT at Okpo port, South Korea.



March 30, MV Da Xin discharged 14 sets of wind towers at Kandla port, India.

March 10, MV Da Kang loaded 11,000 mt copper concentrate at Rize port, Turkey.







# Marketing and Sales Abroad

- **COSCO SHIPPING Lines (Russia) achieved a significant progress of breakbulk**

In March, COSCO SHIPPING Lines (Russia) ammonium nitrate in jumbo bags from Turkey to India, a breakthrough for their breakbulk business.

- **COSCO SHIPPING Lines (Ukraine) developed local breakbulk marketing**

In March, COSCO SHIPPING Lines (Ukraine) achieved a significant progress on their breakbulk marketing, booked 12 windmill blades for MV Mu Mian Song from China to Ukraine, They also assisted and provided trading statistics of export data from main Ukrainian ports.

- **COSCOS Italy has been expanding breakbulk marketing**

COSCOS Italy have intensively visited local clients and obtained some contracts from China to East Africa and PG. They reported that, according to their visits, there will be a booming of projects cargos for PG, Southeast Asia , Africa and Russia from 2019 to 2020.



协同合作

- **COSCO SHIPPING Lines (Dalian) canvassed 90 cars**

Till end of March, COSCO SHIPPING Lines companies in China had canvassed 65,000 freight tons of breakbulk cargoes for COSCO SHIPPING Specialized Carriers.

COSCO SHIPPING Lines (Dalian) canvassed 90 units of business cars for COSCO SHIPPING Pure Car Carrier, the subsidiary of COSCO SHIPPING Specialized Carriers, from Dalian to Shanghai.

- **More cooperation results from COSCO SHIPPING Logistics**

Till end of March, COSCO SHIPPING Logistics in China had contributed 140,000 freight tons of breakbulk cargoes, 12% of annual sales target.

COSCO SHIPPING Specialized Carriers joined hands with COSCO SHIPPING Logistics (Qingdao) to bid for a Saudi Arabic shipyard project including door to door logistics service.

## Suggestions to African Sales Agents

During 2018, we have loaded 2,000,000 freight tons on more than 100 voyages from Africa, and discharged 1,500,000 freight tons on more than 140 voyages to Africa. We suggest that African Agents to:

**Emphasize** cargo booking for backhaul cargoes like ores and concentrates, each lot size between 5000 and 25000 mt out of East and West Africa.

**With** your local advantage, please despatch our vessels at heavy congested ports like Douala, Kribi, Pointe Noire etc by all means.

- **COSCO SHIPPING (South Africa)**

**Please** develop further for backhaul cargoes out of South Africa and establish good relationship with local reliable clients. Apart from return cargoes like chrome ore or manganese ore, **please** develop more valuable and good paid freight cargoes for our mpp vessels.

- **COSCO SHIPPING Lines (Nigeria)**

**Please** search for backhaul cargoes out of West Africa suitable for our fleet, and try a breakthrough in cargo bookings.

**Please** pay more attention to local engineering projects like drilling machines, power plants equipments, which might be transshipped to other areas or countries, after local projects are completed. **Hope** your good company could obtain first-hand of such cargo flow information and go there for an on-site marketing promotion, to attract cargos on our ships.

- **Chinese-Tanzanian Joint Shipping Company**

Great that you've already set up a business department for breakbulk business, hope you could take advantage of local resources and develop backhaul cargoes. **Suggest** that your attention on bulk manganese ores and copper concentrate from Dar-es-Salaam to far east.



- **Suggestions to COSCO SHIPPING Lines (Russia)**

Our company has launched the Atlantic service from this January. Please assist us to canvass equipment, deck cargo and fertilizers within 35,000 mt etc, ex Conti to east South America like Brazil and Uruguay. If you've some information about other shipping lines running such service, please provide it in your monthly marketing reports.

Our vessels sometimes call St. Petersburg for discharging, but rarely load cargoes there. Please assist us to canvass the backhaul shipments from St. Petersburg and Conti to the Far East. Besides, please assist us to negotiate down the price of Russian icebreakers

Please develop CIS Pacific market including Vladivostok to China (including Taiwan), Southeast Asia.

- **Suggestions to COSCO SHIPPING & Foreign Trading Turkey, to COSCOS Srl Italy**

Please search for cargos of soda ash, white cement, and fertilizers etc from Mediterranean Sea, Black Sea to East of South America for our Atlantic service.

Please assist our Asphalt fleet to search for transportation of liquid bitumen

Please provide us project follow-up list, including details of project name, main description like total volume, load/discharge ports, project start-up time etc, so that we can jointly follow up these projects progress.

Chinese President Xi's visit to Italy would bring opportunities to develop the cargos of "Belt and Road", so please keep your efforts to develop Italian EPC clients.

## Marketing & Sales Centre was elevated as company division

On April 17, Marketing and Engineering Division were separated into two divisions as Marketing & Sales Centre and Marine Technical Centre.

Marketing & Sales Centre consists of Trade Sales, Regional Sales, Marketing Promotion, Logistics, and two branches at Beijing and Shanghai.

The main function of Regional Sales is :

- Construction of domestic and foreign marketing network;
- Management of marketing network branches and agents, including access, assessment and exit
- Follow-up of sales agents' cargo enquiries
- Assistance in negotiation and signing of COA contracts quoted from network agents
- Daily communication and liaison of network agents
- Customer relationship and vip clients

Regional Sales PIC as regional manager:

Region A : Mr. Fang Hai Feng, responsible for the marketing network of Europe, America, west of Singapore to Middle East

Region B: Mr. Xiang An Bo, responsible for the marketing network of Japan, South Korea, Southeast Asia, Oceania and Africa

Region C: Mrs. Chen Sui Na, responsible for the marketing of domestic network of China (including Taiwan, HK and Macau).

### Contact person for your enquiring & booking:

Mr. Fang Hai Feng Phone: +86-20-3816 1236 email: fanghf@coscol.com.cn

Mr. Xiang An Bo Phone: +86-20-3816 1163 email: xiangab@coscol.com.cn

Mrs. Chen Sui Na Phone: +86-20-3816 1171 email: chensn@coscol.com.cn

Mr. Shen Yu Fei Phone: +86-20-3816 1180 email: shenyf@coscol.com.cn



## 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 :

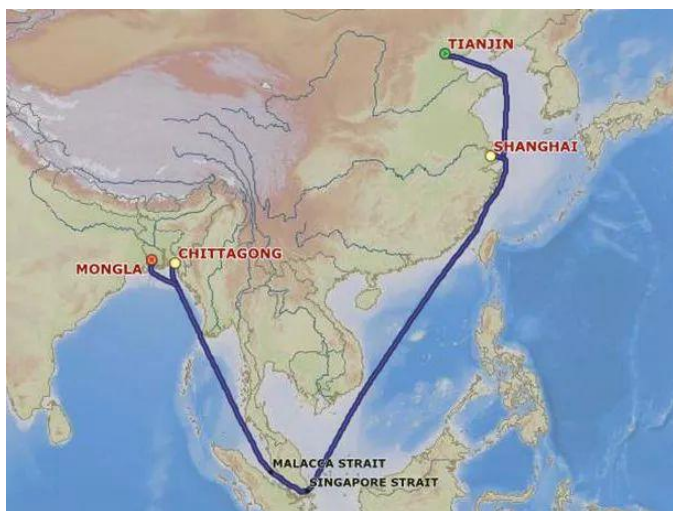
Mr. Fang Hai Feng: fanghf@coscol.com.cn with Phone: +86-20-3816 1236

Capt. Xiang Anbo: xiangab@coscol.com.cn with phone at +86 20 3816 1888

Mr.Shen Yufei: shenyf@coscol.com.cn with phone at +86 20 3816 1180

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

## Semi-Liner Breakbulk Service from China to Bangladesh



COSCO SHIPPING Specialized Carriers launch a semi-liner breakbulk service from China to Bangladesh in April.

Two sailings per month:

POL: Shanghai, Tianjin

POD: Chittagong, Mongla

Cargos required:

steels, equipment, structure, vehicles etc.

Please contact:

Mr. Zhang Chun

phone 0086-20-3816 1143

email: zhangchun@coscol.com.cn



## 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



### **Contacting pic in Europe:**

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### **Contacting pic in China:**

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Ms. Wan Ru Xia    Phone: +86-20-3816 1169    email: wanrx@coscol.com.cn

Mr. Shen Yu Fei    Phone: +86-20-3816 1180    email: shenyf@coscol.com.cn

Mr. Fang Hai Feng    Phone: +86-20-3816 1236    email: fanghf@coscol.com.cn

Mr. Xiao Qi Jun    Phone: +86-20-3816 1222    email: xiaoqj@coscol.com.cn

### **Contacting person in South America :**

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email: gayoso.roberto@coscoshipping.com

Mr. Felipe Dutra

Phone: 55 (11) 3177-2888      Mobile: +55(27)9522-6299

email: dutra.felipe@coscoshipping.com

## 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 m<sup>3</sup>
- 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 m<sup>3</sup>
- 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		Total shipment	
	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)	Number 总	艘次汇	quantity (freight tons) 货量汇总	吨) 货量汇总
<b>Africa</b>	<b>18</b>	<b>252380</b>	<b>24</b>	<b>213837</b>		<b>42</b>		<b>466217</b>
Angola			1	453		1		453
Benin			1	2933		1		2933
Equatorial Guinea	3	61503				3		61503
The Republic of Congo	1	1800				1		1800
The Republic of Guinea			1	147		1		147
Gabon	3	42016				3		42016
Cameroon	9	96810				9		96810
Kenya			6	55132		6		55132
Mauritania			1	4988		1		4988
Mozambique	1	24966	3	18990		4		43957
South Africa	1	25286				1		25286
Nigeria			3	46270		3		46270
Tanzania			6	70227		6		70227
Tunisia			1	6500		1		6500
The Ivory Coast			1	8197		1		8197
<b>Europe</b>	<b>19</b>	<b>308966</b>	<b>45</b>	<b>547754</b>		<b>64</b>		<b>856720</b>
Algeria			4	54872		4		54872
Egypt	2	26110	4	76688		6		102798
Ireland			3	79053		3		79053
Estonia	1	34581				1		34581
Belgium			2	6279		2		6279
Germany			4	47453		4		47453
Filand	3	94700				3		94700
Georgia			1	5304		1		5304
Holland			2	14491		2		14491
Djibouti			1	7354		1		7354
Croatia			1	6505		1		6505
Romania	2	37526	1	5332		3		42858
Norway	1	4000	1	30459		2		34459
Sweden			1	49700		1		49700
Sudan			1	3101		1		3101
Turkey	6	60558	11	82296		17		142854
Ukraine			1	6469		1		6469
Spain	2	22301				2		22301
Israel	1	25550	1	23355		2		48905
Italy	1	3639	5	49037		6		52677
UK			1	6		1		6
<b>East Asia</b>	<b>142</b>	<b>1670251</b>	<b>82</b>	<b>1253733</b>		<b>224</b>		<b>2923984</b>
South Korea	4	6035	5	38787		9		44821
Japan	1	556	4	25600		5		26156
North China	50	460850	9	130549		59		591399
East China	80	1129337	50	832665		130		1962002
South China	7	73473	14	226133		21		299606
<b>North America</b>	<b>1</b>	<b>17101</b>				<b>1</b>		<b>17101</b>
Trinidad and Tobago	1	17101				1		17101
<b>Oceania</b>	<b>6</b>	<b>187346</b>	<b>5</b>	<b>111868</b>		<b>11</b>		<b>299214</b>
Australia	4	111483	4	106779		8		218261
The Independent State of Samoa			1	5090		1		5090
New Zealand	2	75863				2		75863
<b>Southeast Asia</b>	<b>28</b>	<b>433130</b>	<b>64</b>	<b>699974</b>		<b>87</b>		<b>1133104</b>
Pakistan	1	118	5	42345		6		42463
Philippines			5	44484		5		44484
Cambodia			1	2606		1		2606
Malaysia	3	43398	8	73415		10		116813
Bangladesh	1	318	9	200603		10		200921
Myanmar			3	12490		3		12490
Thailand	1	4995	2	13452		3		18448
Brunei			1	15160		1		15160
Singapore			2	9947		2		9947
India	10	236614	6	59609		16		296222
Indonesia	6	62950	15	142664		18		205614
Vietnam	6	84738	7	83199		12		167937



<b>South America</b>	<b>14</b>	<b>286736</b>	<b>14</b>	<b>265801</b>	<b>28</b>	<b>552537</b>
Argentina			8	221554	8	221554
Brazil	11	200960	6	44247	17	245207
Uruguay	3	85776			3	85776
<b>West Asia</b>	<b>3</b>	<b>66376</b>	<b>13</b>	<b>129318</b>	<b>16</b>	<b>195694</b>
United Arab Emirates			1	85	1	85
Oman	1	20564			1	20564
Bahrain	1	20212			1	20212
Kuwait			1	2324	1	2324
Saudi Arabia			3	15473	3	15473
Iraq			2	8747	2	8747
Jordan	1	25600	6	102689	7	128289
<b>Total</b>	<b>231</b>	<b>3222285</b>	<b>247</b>	<b>3222285</b>	<b>473</b>	<b>6444570</b>

## 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)		
<b>Total</b>	<b>15</b>	<b>311092</b>	<b>15</b>	<b>311092</b>	<b>30</b>	<b>622184</b>
North China	13	269092			13	269092
East China	1	21000	9	185285	10	206285
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)		
<b>Africa</b>	<b>8</b>	<b>183502</b>	<b>13</b>	<b>95922</b>	<b>21</b>	<b>279424</b>
Benin			1	5952	1	5952
Equatorial Guinea	1	11282			1	11282
Togo			1	5212	1	5212
The Republic of Congo	4	124597			4	124597
Ghana			1	11561	1	11561
Cameroon	3	47623	3	10449	6	58072
South Africa			1	1	1	1
Nigeria			4	47483	4	47483
The Ivory Coast			2	15263	2	15263
<b>East Asia</b>	<b>12</b>	<b>95922</b>	<b>6</b>	<b>168467</b>	<b>18</b>	<b>264389</b>
North China	6	75228			6	75228
East China	6	20694	6	168467	12	189161
<b>Southeast Asia</b>			2	15035	2	15035
Vietnam			2	15035	2	15035
<b>Total</b>	<b>20</b>	<b>279424</b>	<b>21</b>	<b>279424</b>	<b>41</b>	<b>558848</b>

## 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)		
<b>Africa</b>			<b>1</b>	<b>18938</b>	<b>1</b>	<b>18938</b>
Gabon			1	18938	1	18938
<b>East Asia</b>	<b>3</b>	<b>26059</b>	<b>2</b>	<b>58407</b>	<b>5</b>	<b>84466</b>
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
<b>North America</b>	<b>1</b>	<b>18938</b>			<b>1</b>	<b>18938</b>
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		Total shipment	
	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)	Number 总	艘次汇总	quantity (freight tons) 货量汇总	
Africa			2	9831	2		9831	
Cameroon			1	5011	1		5011	
Tunisia			1	4820	1		4820	
East Asia	23	114575	41	197572	64		312147	
South Korea	19	100441				19	100441	
North China			1	7050	1		7050	
East China	2	3961	25	109511	27		113472	
South China	2	10173	15	81010	17		91183	
Europe	6	30059	4	20227	10		50286	
Algeria			3	15040	3		15040	
Egypt			1	5187	1		5187	
Spain	1	5011			1		5011	
Greece	1	5187			1		5187	
Italy	4	19860			4		19860	
North America	1	11702	3	33133	4		44835	
Canada East Coast	1	11702				1	11702	
US East Coast			1	11702	1		11702	
US West Coast			2	21431	2		21431	
Oceania			3	16899	3		16899	
Australia			3	16899	3		16899	
Southeast Asia	33	165507	11	44180	44		209687	
Philippines			2	10113	2		10113	
Malaysia	1	10700	2	5090	3		15790	
Thailand	6	21396	2	10287	8		31683	
Singapore	26	133410			26		133410	
India			1	1	1		1	
Indonesia			2	9841	2		9841	
Vietnam			2	8848	2		8848	
West Asia	1	5241			1		5241	
United Arab Emirates	1	5241			1		5241	
Total	64	327083	61	321843	127		648926	

汽车船中国港口挂靠艘次和装卸货量 numbers and shipment handling volumes in China							PCTC Carriers' ship voyage	
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)				
China	52	68805	82	65343	94	134149		
North China	26	45058	21	9970	27	55028		
East China	6	3524	24	16501	29	20025		
South China	20	20223	37	38872	38	59095		
West Asia			2	3462	2	3462		
Saudi Arabia			1	587	1	587		
Bahrain			1	2876	1	2876		
Total	52	68805	84	68805	96	137611		



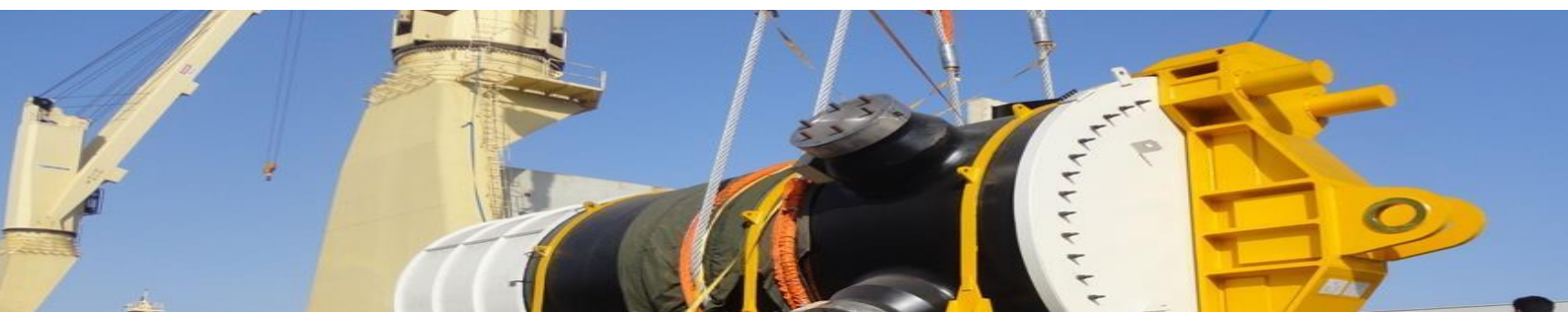


## Wind Power Installation Vessel

- The vessel can be self-lift and self-propelled, and it is a good choice for offshore wind power installation.

### Vessel particulars

- |                  |  |   |
|------------------|--|---|
| ●LOA : 55.50m    | ●Maindeck strength : 8 mt/m <sup>2</sup> | ●Crane Mode : Offshore Pedestal Crane PC300 |
| ●Beam : 32.30m   | ●Maindeck space : 600 m <sup>2</sup>     | ●Main Hook : 8-Full 400 ton                 |
| ●Draft : 3.55m   | ●Leg Pile : 78.85m * 4                   | ●Auxiliary Hook Load : Double Fall 32 ton   |
| ●DP System : DP2 | ●Max Lifting Height : 45 m above sea     |   |



## Shipping Service of Coal Thermal & Nuclear Power Plants

- Heavy lift vessels
- Lifting capacity of Heavy Lift vessels: 400-700 mt
- Twin adjusted pontoon, box-shape holds and flat decks.
- Clients including Qinshan Nuclear Power, Harbin Power Plant , Shanghai Electric etc

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