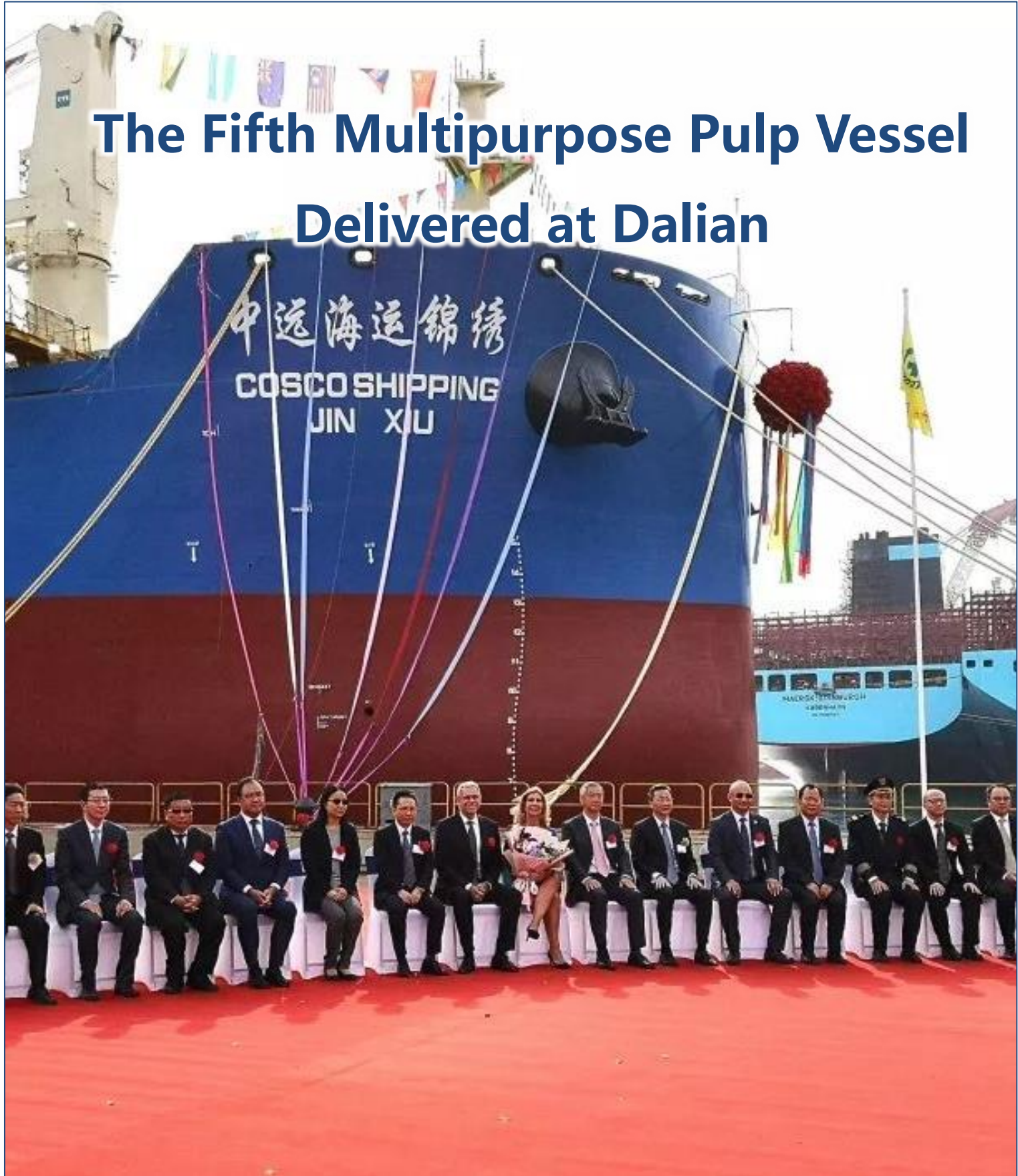


营 销 指 南

2019年12月份-总第91期

December 2019 -Issue 91

The Fifth Multipurpose Pulp Vessel Delivered at Dalian



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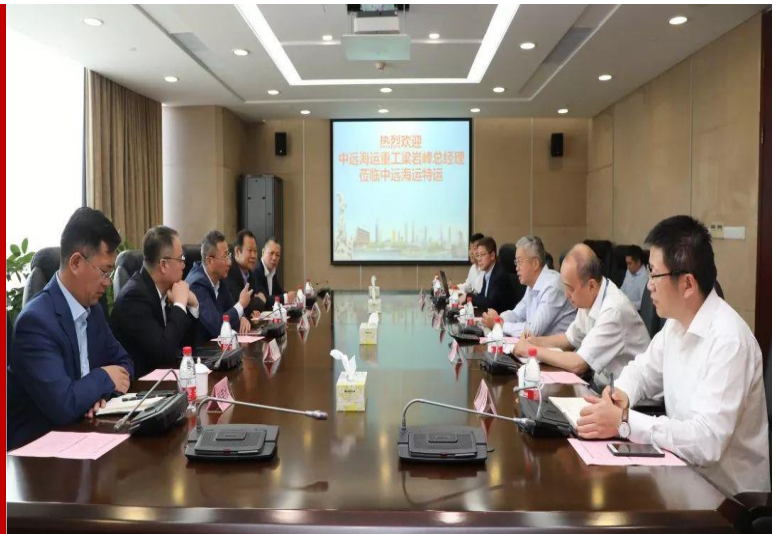
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November 6, the naming ceremony of the fifth DWT 62000 pulp vessel COSCO SHIPPING JIN XIU was held at Dalian.

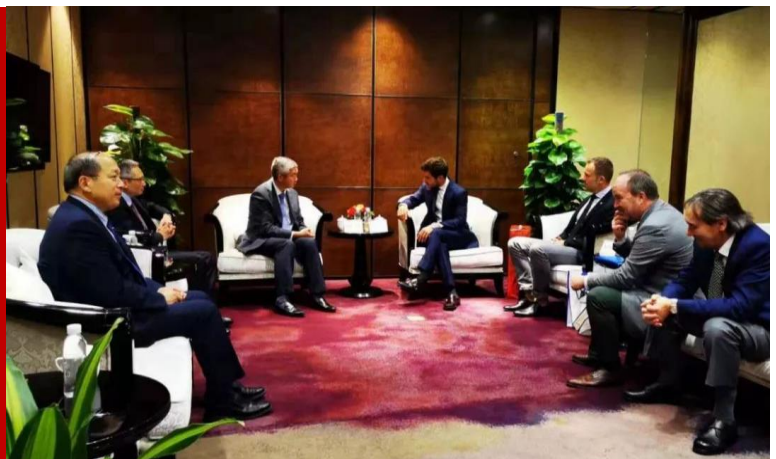
October 16, CEO Mr. Chen Wei of COSCO SHIPPING Specialized Carriers, met Mr. Liang Yan Feng, the General Manager of COSCO SHIPPING Heavy Industry.



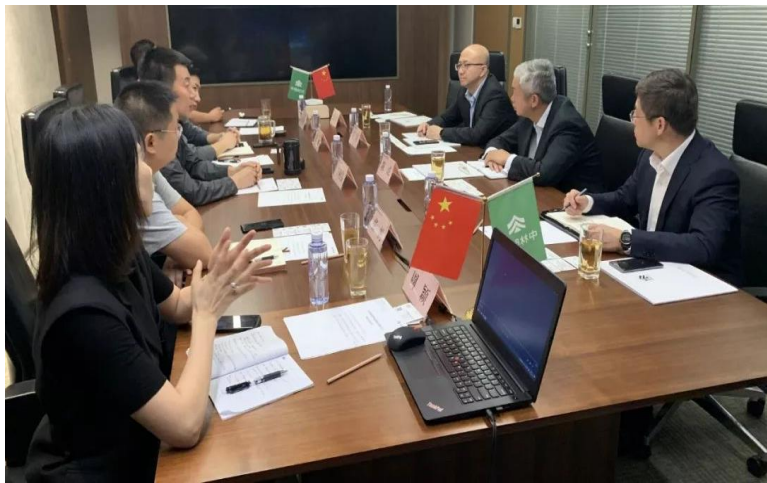
October 22, CEO Mr. Chen Wei met Mr. Alberto Walker, the Logistics Manager of Chilean pulp client ARAUCO.



October 22, CEO Mr. Chen Wei met Mr. Santiago, the General Manager of PTM.



October 24, CEO Mr. Chen Wei met Chairman Mr. Wang Guorong and the General Manager Mr. Wang Ran of COSCO SHIPPING (Tianjin).



October 25, CEO Chen Wei visited China Forestry Times Holdings.

October 23, EVP Capt. Wu Liangming visited Poly Technologies.



November 5, MV Da Liang fulfilled the company's first 'Transportation + Installation' project of 600 tons dock crane at the Gresik terminal of Surabaya port, Indonesia.

● Sales news of oversea sales network

Cross Ocean B.V. canvassed three jackets and topsides from Indonesia to Qatar for our semisubmersible vessel, and assisting us for bidding the transport of two 350 ton DAMEN pontoons from Shanghai / Nantong to the Comores Islands.

COSCO Shipping (North America) followed up KBR Cheniere project of 107 modules from Asia (South Korea or India) to US Gulf.

COSCO Shipping Lines (Central Europe) designated Mr. Michael Penitz to develop the breakbulk business in Czech Republic, Slovakia, Austria, Hungary, and Slovenia.

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● Sales news of domestic sales network

From January to October this year, COSCO SHIPPING Lines domestic branches canvassed 160,613 freight tons of breakbulk cargoes, completing 32% annual sales progress.

From January to October this year, COSCO SHIPPING Logistics domestic branches canvassed 694,000 freight tons of cargoes, reaching 58% of annual sales progress.

Announcement about LSS

Dear Valued Client,

Guangzhou China, Sep 06, 2019

The new Low Sulphur Regulation of International Maritime Organization (IMO 2020) will be effective from 1st January, 2020 with aiming to reduce the sulfur oxide (SOx) released in the atmosphere and all shipping companies and their vessels trading worldwide will have to comply. After evaluating the ways in which we, COSCO SHIPPING Specialized Carriers Co.,Ltd. who should comply with the new regulation, have decided to favor the use of 0.5% m/m VLSFO (Very low sulfur fuel Oil) globally and 0.1% m/m ULSFO (Ultra Low sulfur fuel Oil) in some designated area for our vessels fleet. In addition to the costs related to preparing our fleet, the fuel itself is significantly more expensive.

Please be informed that all of our tramp-liner service & tramp booking for voyages commencing on or after 1st October 2019 will be subject to the Low Sulphur Surcharge (LSS) or saying Bunker Adjustment Factor (BAF) clause. In order to reflect the diversity of multi-purpose shipping services, the BAF or LSS rate will implement different pricing methods according to different shipping areas, ship types, cargo types and other factors , so as to share the increased operating costs of using low sulfur oil fairly with surcharges level between usd 6 and usd 20 per freight ton of each shipment. We will also negotiate with our valued clients on the supplementary terms of the previous contracts being executed from 1st Jan. 2020 for the sake of the requirements of the new regulations.

If you have any questions about the new IMO2020 regulatory change, please do not hesitate to contact with us or your local Cosco SSCC's booking agent . You are also welcome to check our website (<http://spe.coscoshipping.com/>) for further updates.

Thanks & Best regards.

COSCO SHIPPING Specialized Carriers Co.,Ltd.

Notice of Atlantic Shipping 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	107	1564135	137	1132268	244	2696402
Ethiopia	2	34065			2	34065
Angola	1	1155	3	8219	4	9374
Benin			6	33389	6	33389
Equatorial Guinea	11	212889			11	212889
The Republic of Togo			4	30568	4	30568
The Republic of Congo	16	333981			16	333981
Democratic Republic of Congo			1	305	1	305
The Republic of Guinea			2	5436	2	5436
Ghana	1	200	4	43203	5	43403
Gabon	6	99464	2	3196	8	102660
Cameroon	46	516853	9	34290	55	551143
Kenya	1	96	22	199419	23	199515
Liberia	1	19590			1	19590
Mauritania			2	9117	2	9117
Mozambique	10	136088	12	53312	22	189400
South Africa	8	115223	14	154041	22	269264
Nigeria			20	208539	20	208539
Republic of Sierra Leone			1	155	1	155
Republic of Senegal			2	15676	2	15676
Tanzania			20	225285	20	225285
Tunisia	1	14643	3	44378	4	59021
The Ivory Coast	3	79887	10	63739	13	143626
Europe	77	1168611	133	1682942	210	2851552
Algeria			8	90171	8	90171
Egypt	5	52774	6	88794	11	141568
Ireland			5	96053	5	96053
Estonia	2	68691			2	68691
Bulgaria	2	33068			2	33068
Belgium	2	15912	2	6279	4	22192
Poland			2	60593	2	60593
Denmark	1	21441			1	21441
Germany	4	25160	14	156798	18	181958
Russia Blatic Sea	4	112873			4	112873
Russia Black Sea	1	16165	1	6667	2	22832
Finland	16	339699	2	76073	18	415772
Georgia	1	1071	2	10993	3	12064
Holland	4	19337	11	124902	15	144239
Djibouti	1	3796	4	15809	5	19606
Croatia			3	26905	3	26905
Lithuania	1	25500	1	7381	2	32881
Romania	3	41306	3	23144	6	64450
Moroco			4	36744	4	36744
Norway	2	10081	3	40679	5	50760
Sweden			12	405124	12	405124
Sudan			3	4309	3	4309
Turkey	15	182879	23	154646	38	337525
Ukraine			4	30298	4	30298
Spain	9	144372	4	17289	13	161661
Israel	2	49461	2	27209	4	76670
Italy	2	5023	13	153982	15	159006
UK			1	22101	1	22101

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)		
East Asia	562	6750546	412	6118866	974	12869412
South Korea	22	90053	24	227419	46	317472
Japan	5	12189	20	132837	25	145026
North China	182	2084219	46	614809	228	2699028
East China	326	4363481	259	4256101	585	8619582
South China	27	200605	63	887699	90	1088304
North America	1	17101	7	138714	8	155815
Dominican Republic			3	84795	3	84795
Cuba			2	30122	2	30122
West coast of Canada			1	13841	1	13841
West coast of USA			1	9956	1	9956
Trinidad and Tobago	1	17101			1	17101
Oceania	23	535683	29	641101	52	1176784
Australia	10	249597	24	620011	34	869608
The Independent State of Samoa			1	5090	1	5090
New caledonia			2	14367	2	14367
New Zealand	13	286086	2	1633	15	287719
Southeast Asia	126	2030413	260	2351561	386	4381975
Pakistan	1	118	24	157321	25	157439
Philippines			12	62490	12	62490
Cambodia			10	55026	10	55026
Maldives			2	5804	2	5804
Malaysia	15	293473	35	267323	50	560796
Bangladesh	2	2707	29	442292	31	444999
Myanmar			8	48533	8	48533
Thailand	9	64917	11	126996	20	191914
Brunei			4	21664	4	21664
Singapore	1	1005	7	24103	8	25108
India	37	847425	22	240138	59	1087563
Indonesia	42	500988	61	545102	103	1046090
Vietnam	19	319780	35	354770	54	674550
South America	75	1297481	45	1010369	120	2307850
Argentina	5	93819	29	830253	34	924073
Brazil	48	684849	15	155116	63	839965
Uruguay	22	518813			22	518813
Chile			1	25000	1	25000
West Asia	12	246965	43	560546	55	807511
United Arab Emirates	3	54293	12	158155	15	212447
Oman	1	20564	1	2823	2	23387
Bahrain	3	53009			3	53009
Kuwait	1	19999	1	2324	2	22323
Saudi Arabia			7	37724	7	37724
The Syrian Arab Republic			1	9655	1	9655
Iraq			7	110139	7	110139
Jordan	4	99100	14	239728	18	338828
Total	983	13610934	1066	13636368	2049	27247302

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	2	7222	1	18938	3	26160
Gabon			1	18938	1	18938
Namibia	1	1822			1	1822
the Ivory Coast	1	5400			1	5400
Europe	1	9000	1	14538	2	23538
Croatia	1	9000			1	9000
Spain			1	14538	1	14538
East Asia	8	83118	4	72807	12	155925
South Korea	1	14538	1	32866	2	47404
Japan	1	9011			1	9011
North China	1	11148			1	11148
East China	5	48421	1	9000	6	57421
South China			2	30941	2	30941
North America	1	18938	1	15273	2	34211
Cuba			1	15273	1	15273
East Coast of USA	1	18938			1	18938
Southeast Asia	0	0	6	43981	6	43981
Cambodia			1	5900	1	5900
Bangladesh			2	21848	2	21848
Singapore			1	5400	1	5400
Indonesia			2	10833	2	10833
South America	1	25541	0	0	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	15	191085	15	191085	30	382171

Introduction of Pan Pacific Ocean Line

In this issue of Marketing and Sales guidebook, we introduce Pan Pacific Ocean Line. The line comprises of domestic trade of China, and export & backhaul trade at Pan Pacific Ocean. The service areas extends from far east (China, Japan, and South Korea) to Singapore, Malaysia, Vietnam, Thailand, Indonesia, Philippine, South Korea, Japan, China's Taiwan, China's Hong Kong, Australia, and New Zealand.

Ship Voyage and lines

- 3-4 voyages of tramping service from main ports of China, South Korea and Japan to Southeast Asia.
- 3-4 voyages per month to carry steel, grain, coal and gravel for the coastal domestic trade in the areas of Yangtze River and South China.
- In Oceania, monthly 2-4 voyages of multipurpose vessel and 1 voyage for timber ships.

Vessel Description

- 16 multi-purpose and heavy lifting vessels are deployed to operate at this shipping line.
- These vessels are capable to lift up lengthy and large equipment like thermal and wind power equipment, chemical plants, iron and steel plants, offshore engineering equipment, locomotives etc.
- These vessels are designed to satisfy the shipping demands of "The Belt and Road Initiative" projects.

Main calling ports

- Tianjin, Dalian, Shanghai, Masan, Busan, Kobe, Yokohama
- Jakarta, Surabaya, Peacock port, Banjarmasin, Sulawesi and local trade routes
- Haiphong, Ho Chi Minh, Laem Chabang, Sihanouk, Singapore, Port Kelang, Kuantan

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Successful Performance

On November 4, 2018, MV Le Cong carried 130 LNG tanks from Yang Pu Port of Hainan, which was an unprecedented case in China for transportation domestics LNG.



About 200 units of Hong Kong Metro train wagons were shipped in five consecutive years. The first shipment was carried by MV Xin Da Qiang at the end of October 2018, and from that on Pan Pacific Ocean Line continuously carry out these project shipments.



Pan Pacific Ocean Line deploys 2-3 box-shaped vessels since beginning of 2018, to carry 40,000-50,000 tons of pulps each month to satisfy the demands of Chinese paper mills.



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