



# CHINA COSCO BULK SHIPPING (GROUP) CO., LTD

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**Global Service**  
**Global Dependability**

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The data in this text has been undated by 15th, March, 2013

# Part I Profile



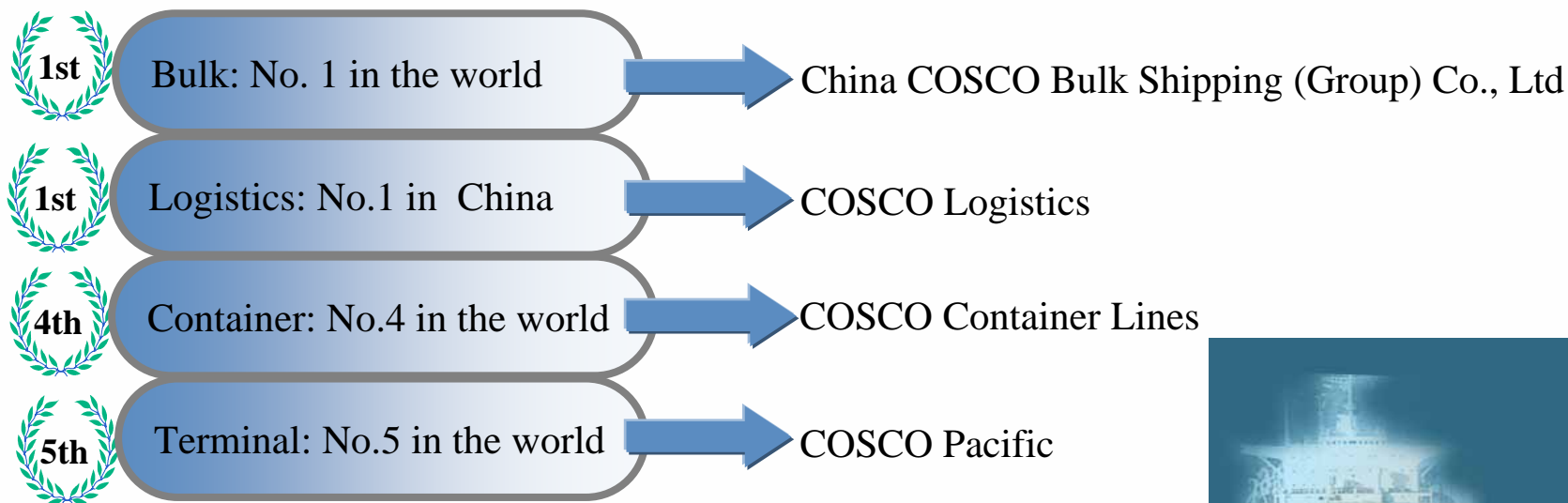


# COSCO Group

China Ocean Shipping (Group) Company (COSCO Group), established on 27th April 1961, is one of the major multinational enterprises in the world. A Fortune Global 500 company since 2008, it is the largest enterprise in China and a global leader in international shipping, modern logistics, shipbuilding, and ship repairing for more than 50 years.



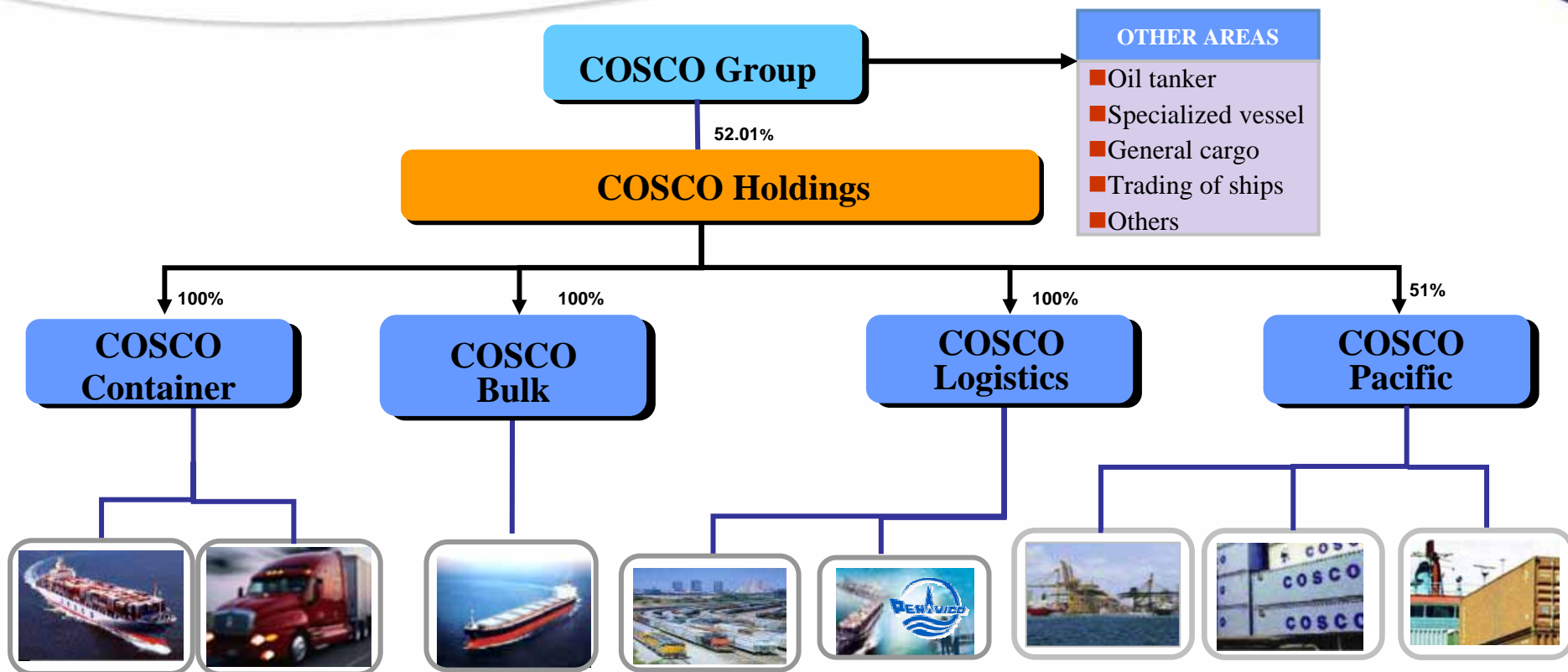
# COSCO Group



China COSCO Bulk Shipping (Group) Co., Ltd (COSCO Bulk) affiliated to China COSCO Holdings Company Ltd (COSCO Holdings) and as of today, COSCO Bulk controls world's largest bulk carrier fleet.

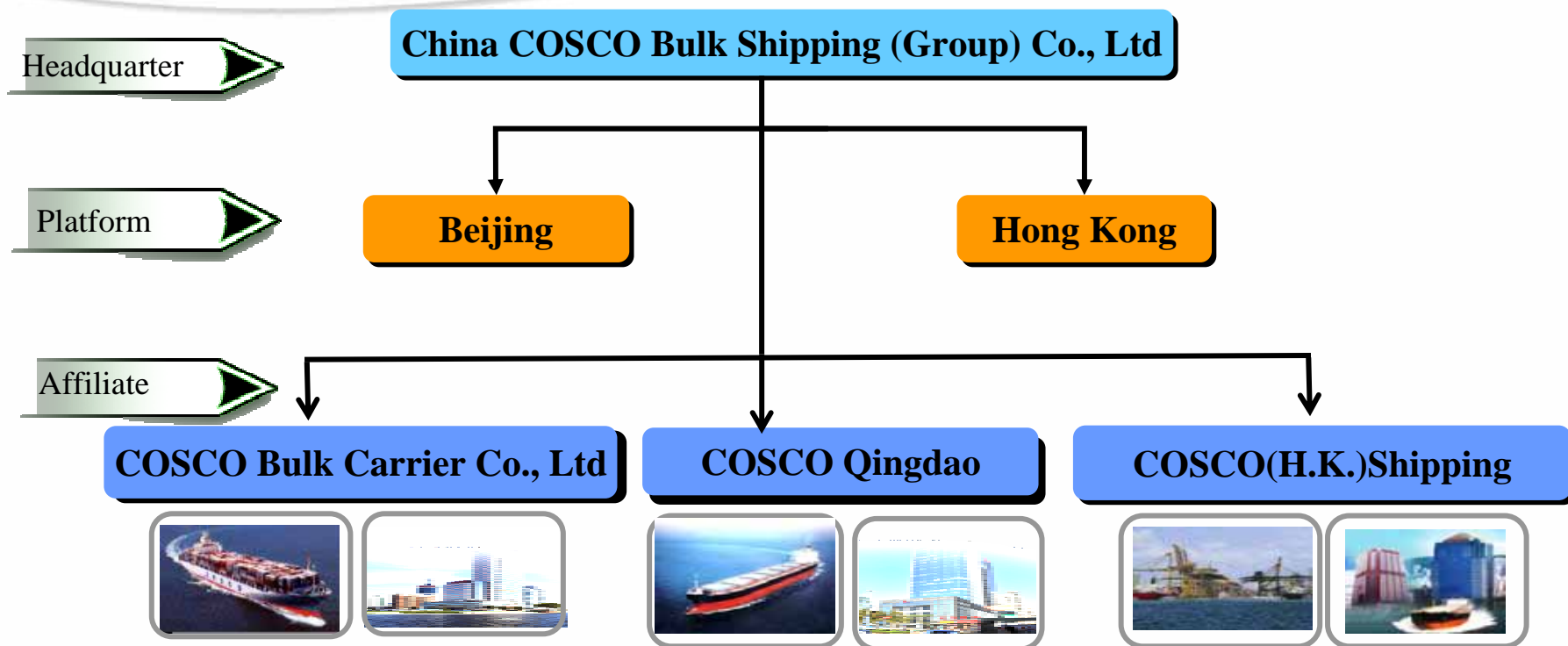


# COSCO Holdings



COSCO Holdings was set up on 3 March, 2005 as the flagship and platform for COSCO Group in the capital market. With four major core businesses, COSCO Holdings provides both domestic and international service in the shipping value chain including container, dry bulk shipping, logistics, terminal operation and container leasing, etc.

# COSCO Bulk



COSCO Bulk officially registered on Dec. 21, 2011 and started operation on Jan. 1, 2012 which is headquartered in Beijing while registered in the Tianjin Dongjiang Bonded Area with total registered capital of RMB 25.6 billion.

COSCO Bulk consist of three affiliates, namely COSCO Bulk Carrier Co., Ltd located in Tianjin, Qingdao Ocean Shipping Company and COSCO( Hong Kong) Shipping Co., Ltd ( Shenzhen Ocean Shipping Co., Ltd).



## Part II Fleet

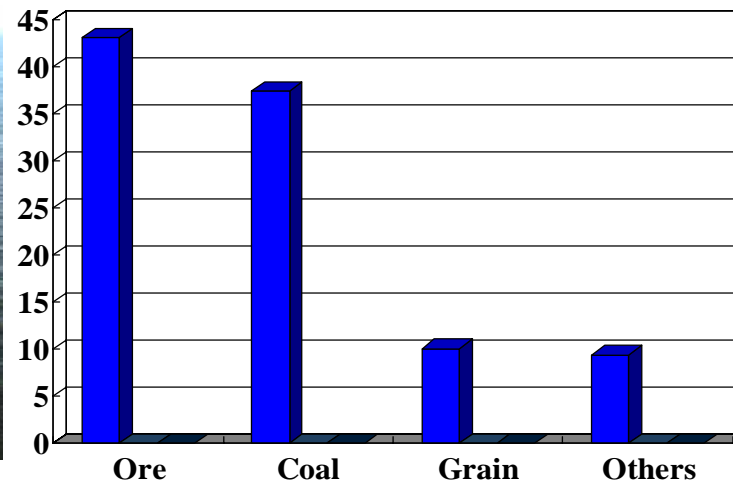




# Carrying Capacity

General Status		
Self-owned Vessels	231	Over 18 million DWTs
Controlled Vessels	More than 350	Over 30 million DWTs
Shipping Routes	Covering 1000 ports in 100 countries and regions	

COSCO Bulk is the world's largest dry bulk cargo fleet with the annual cargo volume of more than 250 million tons. Major cargoes percentage as followings:



# Capesize Fleet

## Introduction of Capesize Vessel

◆ Capesize vessels are commonly used in the transportation of iron ore. Due to the size restriction, capsize ships are too large to transit the Panama and Suez Canals. To traverse between the two oceans, vessels have to pass either Cape of Good Hope or Cape Horn.

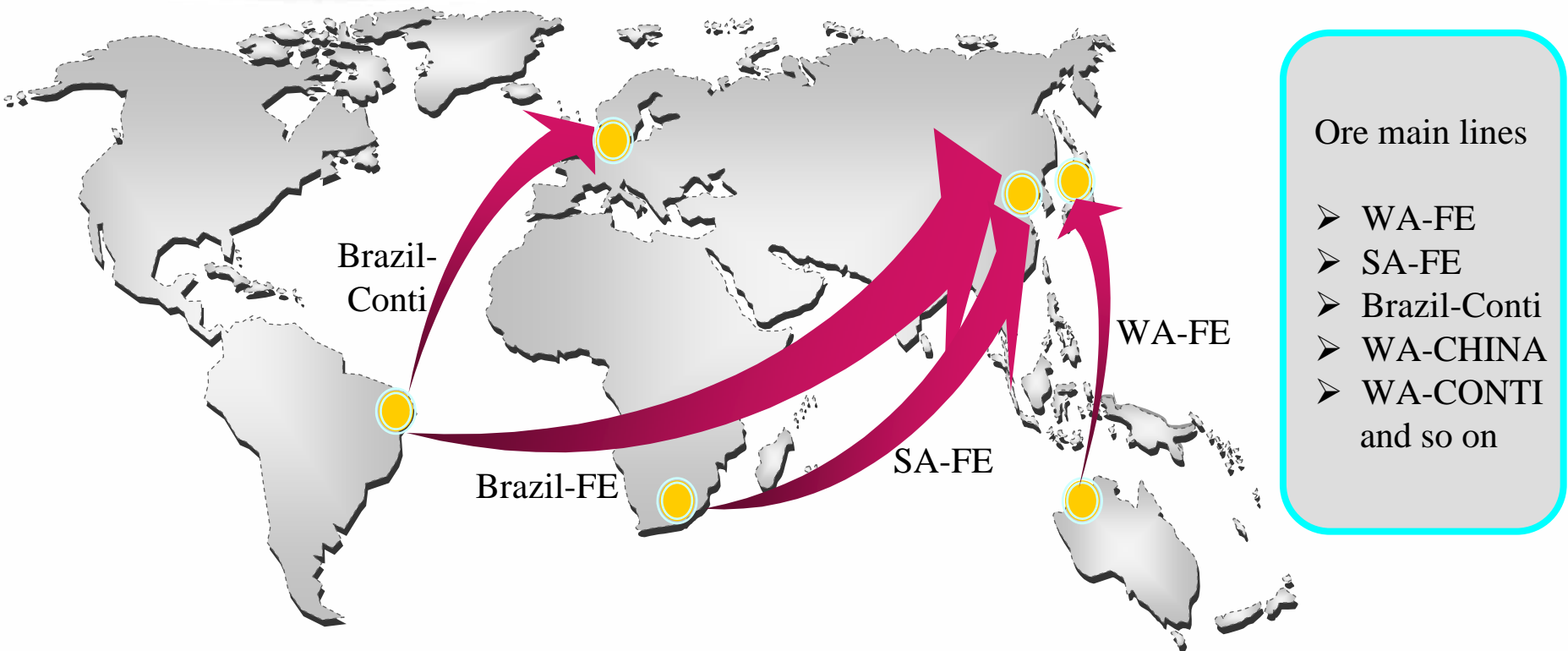
◆ Currently, COSCO Bulk has owned 41 capesize vessels with a total carrying capacity of 8.4 million DWTs and controlled 51 capesize chartered-in vessels (130000-300000 DWTs) with a total carrying capacity of 8.86 million DWTs.



# Capesize Fleet



# Capesize Shipping Routes



International iron ore trade is one of the essential parts of global economy which directly affects individual countries' economy in steel production.



# Panamax Fleet

## Introduction of Panamax Vessel

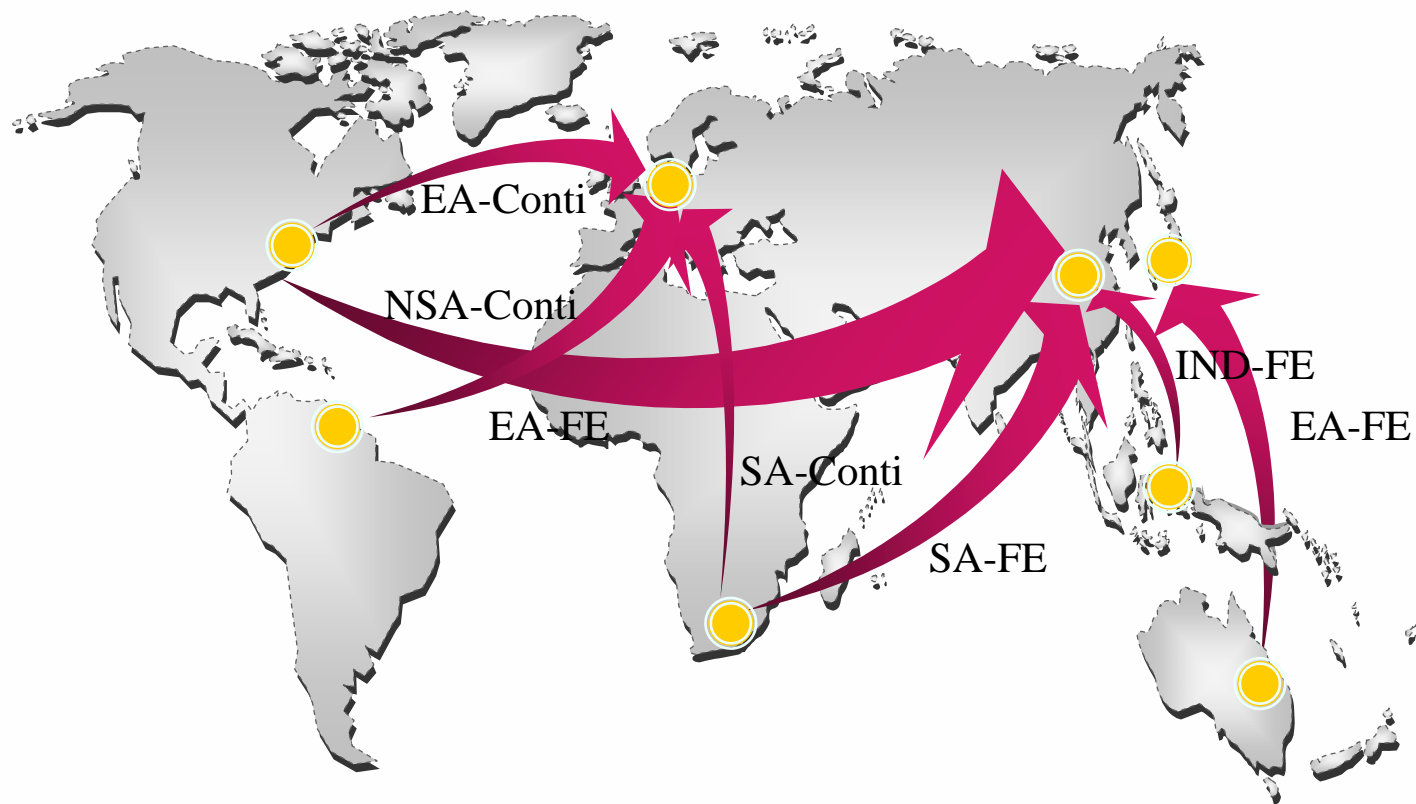
- ◆ Panamax vessel is the largest size vessel designed for navigating through locks of the Panama canal.
- ◆ Currently, COSCO Bulk has owned 66 panamax vessels with a total carrying capacity of 4.73 million DWTs and chartered-in 54 vessels with a total carrying capacity of 4.14 million DWTs whose DWT between 60000 and 115000 DWTs, carrying a wide range of bulk cargos such as coal, coke, fertilize, iron ore, mixed ore, aluminium powder, cement, sulphur, etc.



# Panamax Fleet

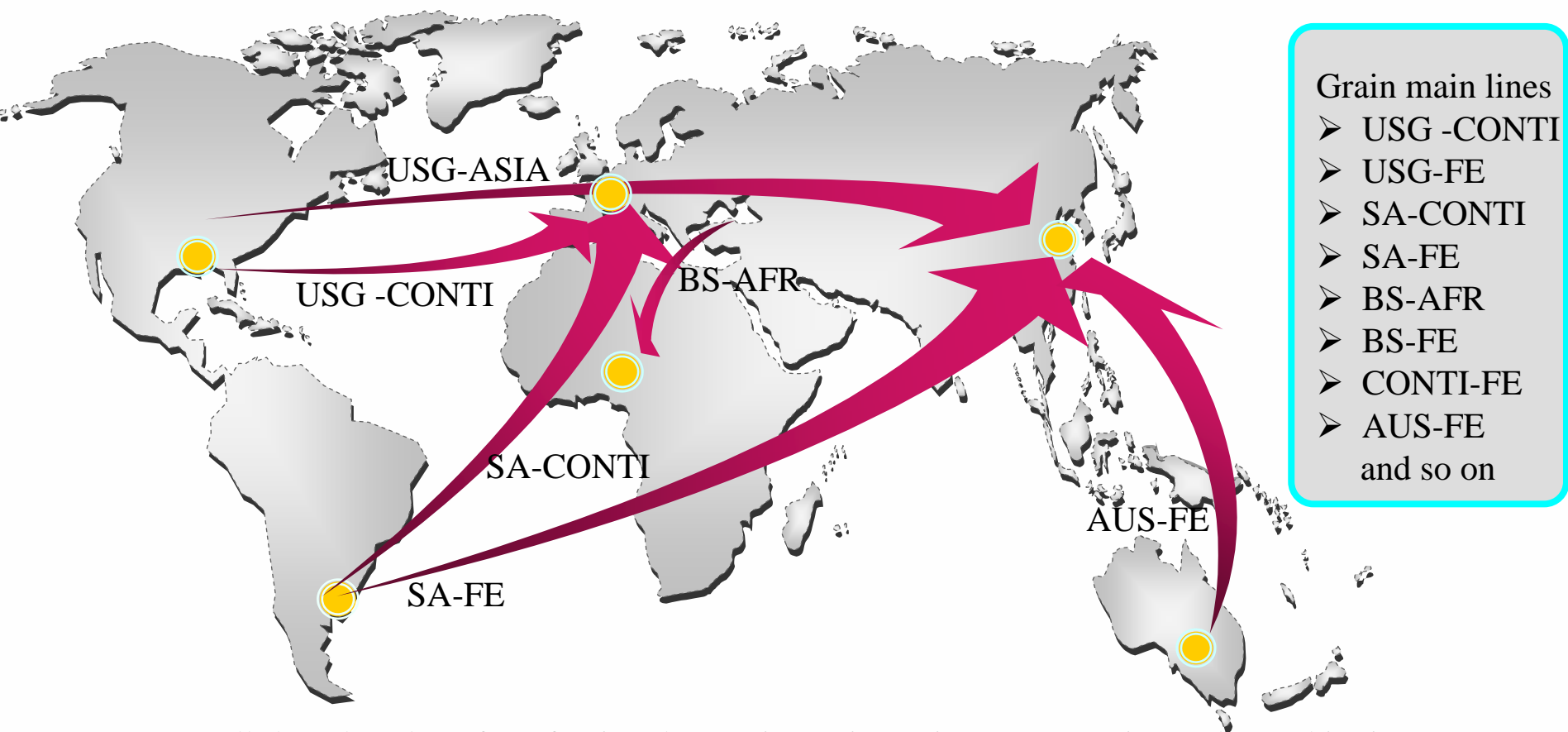


# Panamax Shipping Routes (Coal)



COSCO Bulk holds a leading position in carrying coal with proven global services and offers impeccable quality and professional security in all coal trade routes.

# Panamax Shipping Routes (Grain)



COSCO Bulk has decades of professional experience in grain transportation, whose shipping routes cover all of the food-exporting countries including the United States, Brazil, Argentina, Australia, Russia, Ukraine and others.



# Handy Fleet

The Handy vessel between 20000-50000 DWTs, has a strong adaptability of the waterway, canal and port, with crane, grab and other equipments in order to provide convenient and flexible operations.



## Introduction of Handymax Vessel

Usually, over 40,000 DWTs of the Handy vessel is called Handymax, which could carry various kinds of dry bulk cargoes, e.g. ores, coals, grains, steel, fertilizer, etc.



## Introduction of Handysize Vessel

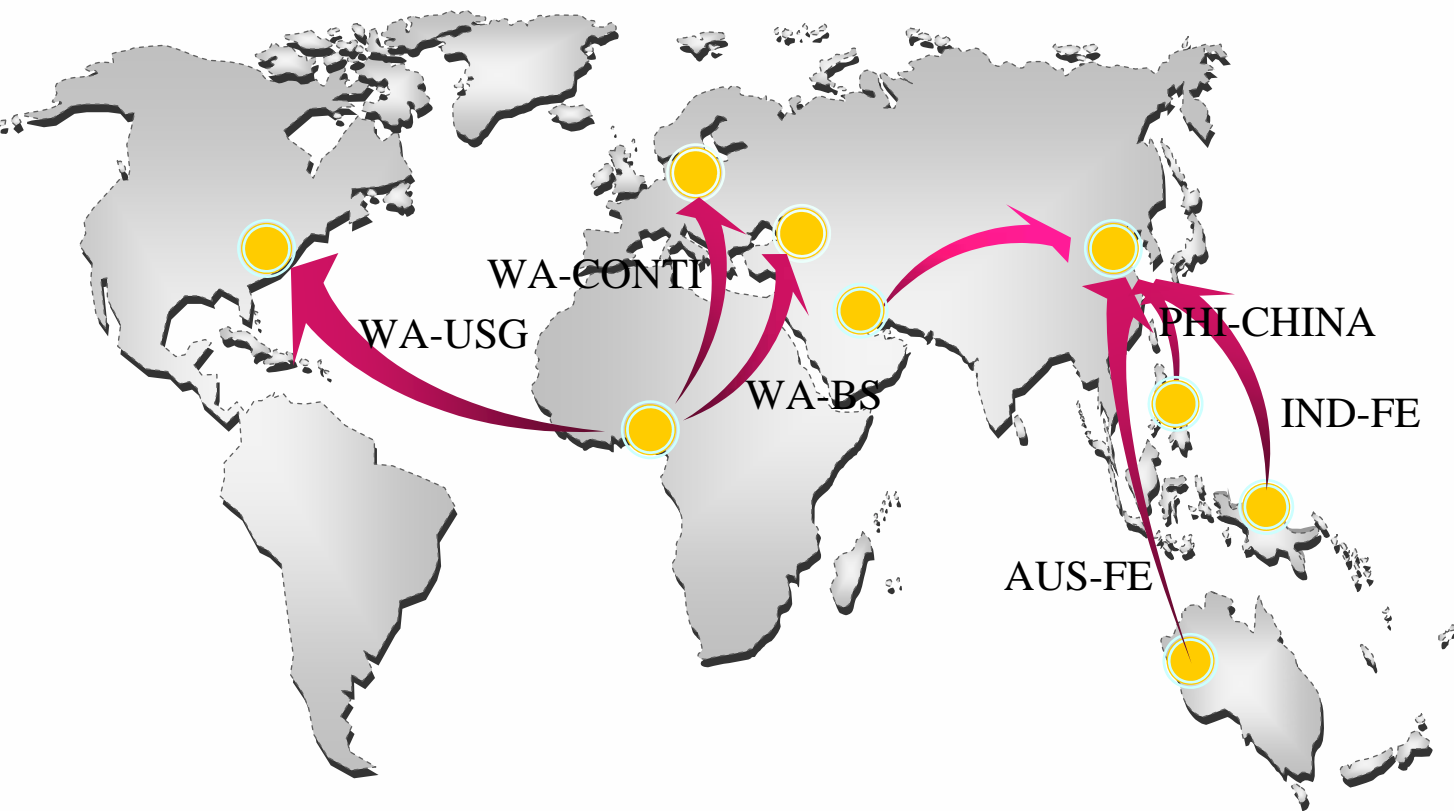
For its flexibility, Handysize vessels, less than 40,000 DWTs, can carry much more kinds of cargoes than other types of vessels, e.g. steel, general cargo.

Currently, we have owned 98 vessels with the total carrying capacity of 4.55 million DWTs and chartered-in 31 vessels with the total carrying capacity of 1.36 million DWTs, which provide global services.

# Handy Fleet



# Handy Shipping Routes



## Alumina main lines

- WA-CONTI
- WA-USG
- WA-BS
- AUS-FE

## Nickel main lines

- IND-CHINA
- PHI-CHINA
- and so on

Handymax and Handysize have a much wider range for loading cargoes, e.g.: aluminum, petroleum coke, salt, cement and clinker, steel, steel scrap, fertilizers, timber, etc.



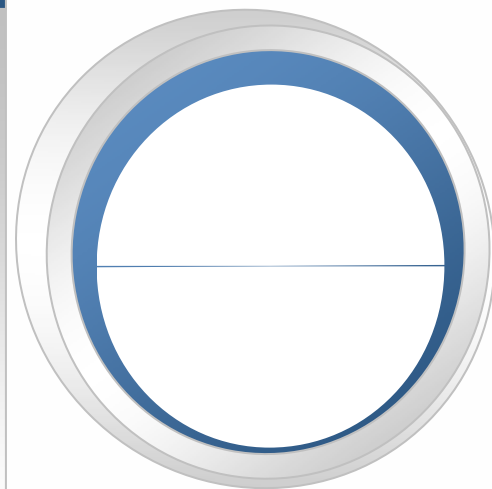
# Coastal Fleet



## Introduction of Coastal Fleet

**Coastal fleet is specialized for domestic customers:**

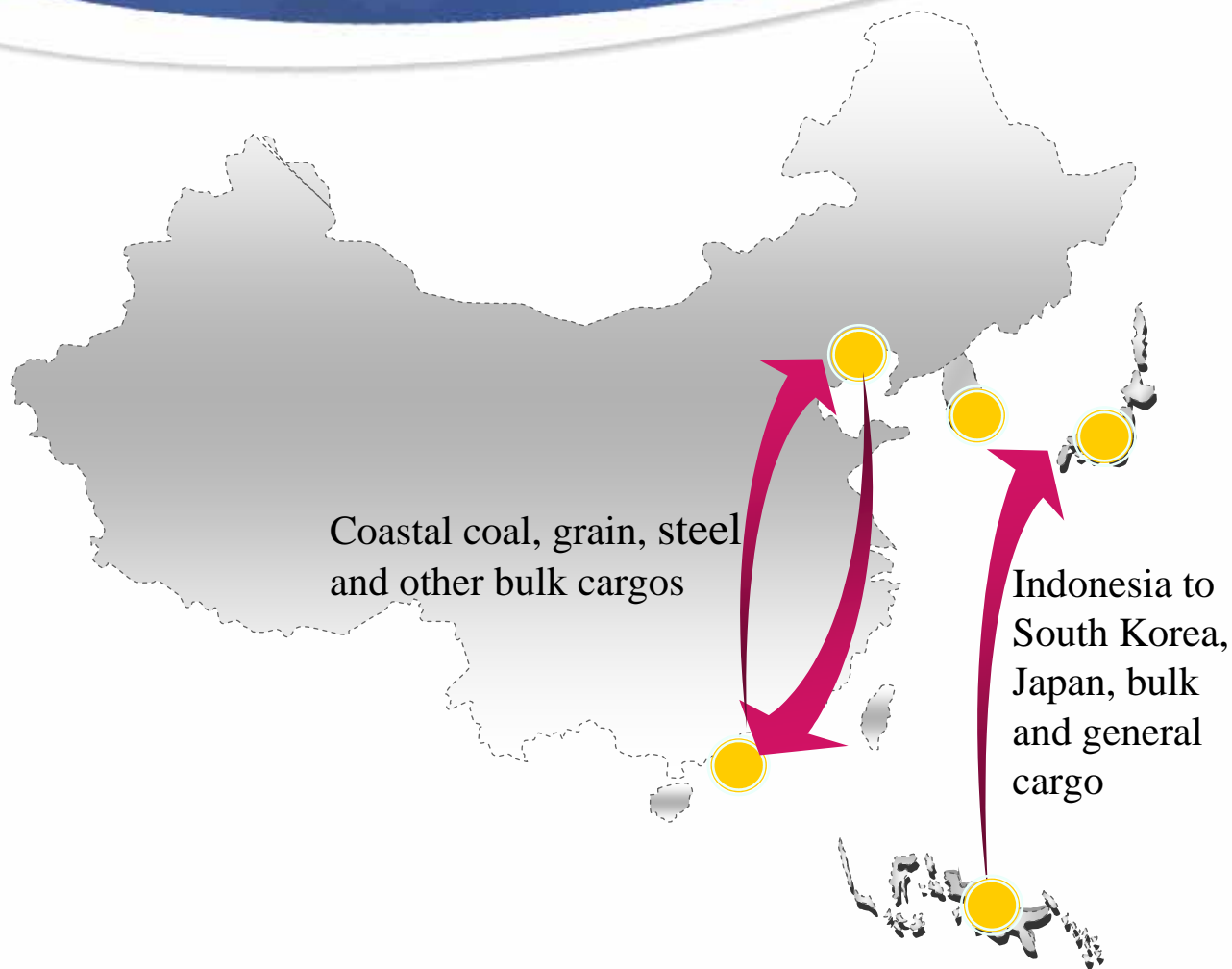
- ◆ Coastal coal transportation
- ◆ Coastal bulk and general cargo transportation
- ◆ Indonesia to South Korea, Japan, bulk and general cargo business



Currently, the coastal fleet has owned 30 vessels (mainly Handysize and Panamax) with the total carrying capacity of 1.18 million DWTs.



# Coastal Routes



## Major customers

- China Shenhua Group
- China Coal Group
- China Datang Group
- China Huaneng Group
- China Guodian Group
- China Resources Group
- Bao-Steel Group
- Ansteel Group
- Shenzhen Engery and so on

The coastal fleet follows the value to grow and share fruits together with customers, which is focusing on the exclusive transportation programs for the partners.

## Part III Advantages



**Professional Competence**

**Dependable Support**

**Worldwide Reputation**

**Global Network**

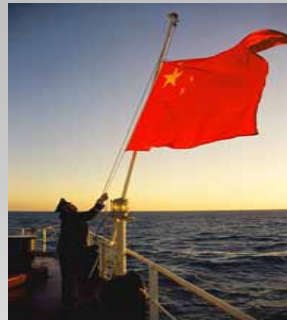
# Professional Competence

## First-class Strength



### Seamless business links

- Charter, operator, freight
- Cargo monitoring
- Maritime surveillance
- Law
- Crew



### Fine management

- ISO quality management system certification
- Scientific risk prevention mechanism
- Flexible market operation



- **Professional employees**  
19,000 in-service employees, more than 15,000 seafarers, and over 6000 captains, chief engineers and other senior talents
- **Self-contained training system**  
Qingdao Mariners College  
Tianjin Mariners College

# Dependable Support



## Integrated transport structure

- ◆ control more than 300 ships
- ◆ full kinds of carriage of various goods
- ◆ capacity supplemented at any time with the professional market operation

## Perfect ability to perform

- ◆ the rigorous spirit of the contract as listed enterprises
- ◆ the huge market influence of Cosco brand



# Worldwide Reputation



**Long-term and stable cooperative relations with many domestic and overseas business partners, e.g.:**

◆ Iron ore: domestic steelworks such as Baosteel, Ansteel, etc. World famous enterprise such as VALE, BHPB, RIO TINTO, FMG and POSCO and so on.

◆ Coal: domestics partners such as Shenhua, China Coal, China Guodian, China Resource, etc. Overseas cooperate with Glencore, EDF, Newcastle Coal and others.

◆ Grain: good relationship with COFCO, Chinatex, China Grain Reserves and others at home; overseas keep cooperation with ADM, Cargill, Louis Dreyfus, Bunge and other famous international traders.



# Global Network



***Let's make future better together!***

Let's make future better together!

