

DHL Project & Chartering

Global Bulk Chartering



DHL

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DEUTSCHE POST DHL



Deutsche Post DHL

Based in Bonn, **Deutsche Post DHL** is the world's leading mail and logistics services Group, listed in Frankfurt since 2000, totaling €31.5 B market cap in Dec 2015.

The Deutsche Post and DHL corporate brands offer a one-of-a-kind portfolio of logistics (DHL) and communication (Deutsche Post) services. The Group offers its customers easy to use standardized products as well as innovative and tailored solutions – from dialog marketing to industrial supply chains. **About 450,000 employees** in more than **220 countries and territories** worldwide, it connects people and businesses securely and reliably, enabling global trade flows.

In 2015, Deutsche Post DHL **revenues** exceeded **€ 59.2 billion**. According to 2016 Fortune global 500 , Deutsche Post DHL ranks 108th.

Organizational Setup



DHL Global Forwarding at a glance



**More than 850 locations
(incl. warehouses, offices, etc.)**



Present in more than 150 countries



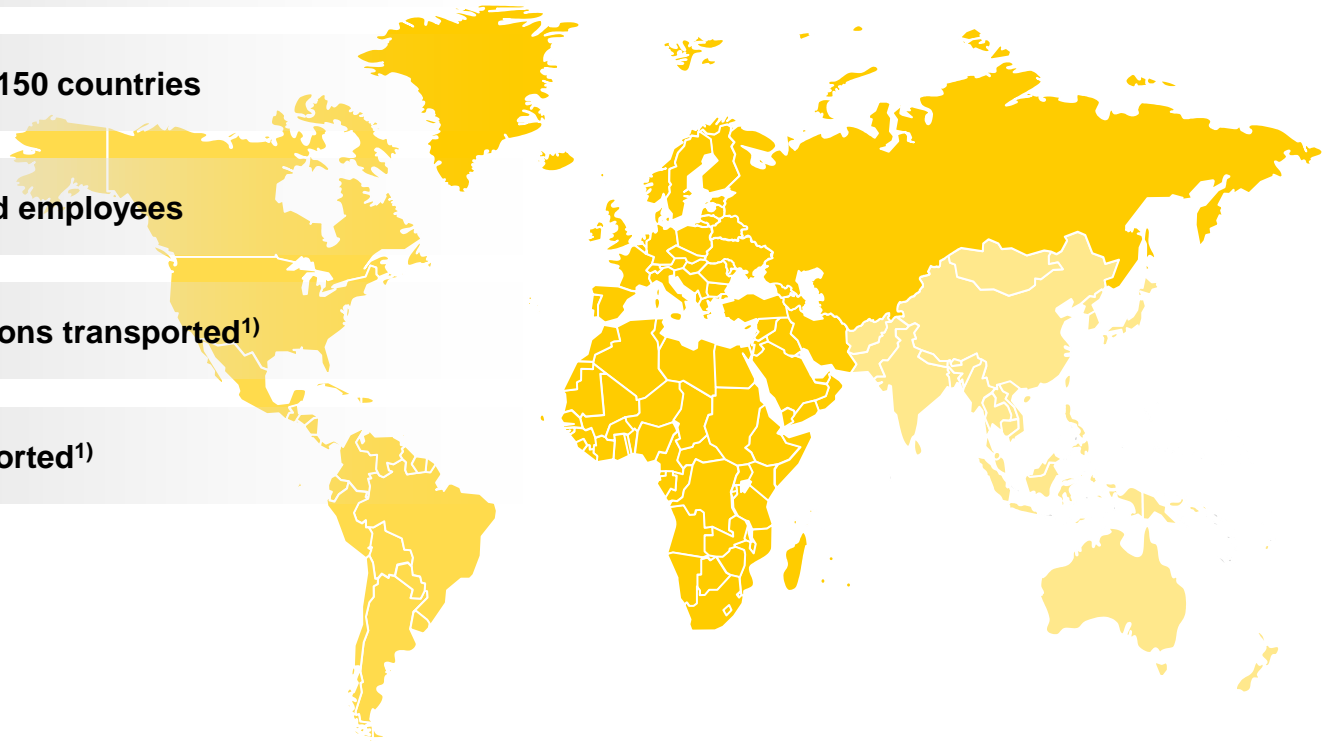
42,200 highly qualified employees



> 2.3 mn AFR export tons transported¹⁾



> 2.9 mn TEUs transported¹⁾



1) in 2014, latest

DHL Global Forwarding Service Portfolio

Our customers' logistics demands can be met under one roof

Industry Projects and Chartering



- Global bulk chartering
- Industrial Projects
- Project vessel chartering

International Air Freight



- No. 1 airfreight operator worldwide
- Global Buying Power
- EDI linkage with Airlines and Customs

International Ocean Freight



- NVOCC Liabilities
- Own CFS, customers declaration, trucking service in major commercial cities

Domestic Air & Road Freight



- Fully Licensed
- Partnership with core carriers
- Sophisticated service portfolio
- High security standard

Multimodal



- Rail Segments
- Rail & Air
- Sea & Air
- Land Bridge Segments
- Cross-Border Transportation

LMS



- Transport Related Hub Operation
- Transport Management
- Integrated Value Add Solutions
- Trading, House Hold Removal

ISC



- Value Added Programs
- Vendor Management
- Container Load Program

One-Stop-Shop

Total-Pipeline-Visibility

GLOBAL BULK CHARTERING BUSINESS



DHL Global Bulk Chartering Introduction



- Global bulk chartering operates about 20~30 bulk carriers from Handymax to Capesize, carrying the raw materials including coal, iron ore, grains, nickel ore, bauxite, cement clink and steel products, et cetera.
- Project Chartering operates MPP, heavy-lifts and handysize bulk carriers and runs 4 semi-liner services, and carries Industrial Project heavy units such as thermal power plant, cement plant, chemical plant, infrastructure equipment, railway, et cetera., as well as general cargo and bulk cargo
- Global bulk chartering accounts for nearly 15% of the share in the Chinese seaborne thermal coal import market in 2016



Bulk Chartering Global Routes



- Australia, Indonesia, Russia, South Africa to China, India, and other Far East countries for thermal and coking coal
- Russia, Columbia, South Africa, US Gulf, US East Coast, Canada to Mediterranean and the Continent for thermal and coking coal
- Australia, Brazil, South Africa and India to China and other Far East countries for iron ore, bauxite and other ores
- Brazil, Argentina and US Gulf to China for soybean
- Canada, US Gulf, US West Coast to China, Japan and other Far East countries for Grains
- Far East to Bay of Bengal, Europe, West Africa, and South America for project and general cargoes

Four Semi-liner Services



FE - Bay of Bengal

Loading: •China: Tianjin, Shanghai •Korea: Incheon
Discharge: •Myanmar: Yangoon •Bangladesh Chittagong •India: Haldia

FE - Europe

Loading: •China: Tianjin, Bayuquan, Shanghai •Korea: Dangjin
Discharge: •Egypt: Alexandria •Turkey: Iskenderun, Istanbul •Russia: Novorossiysk •Spain: Bilbao •Italy: Ravenna •Belgium: Antwerp

FE - West Africa

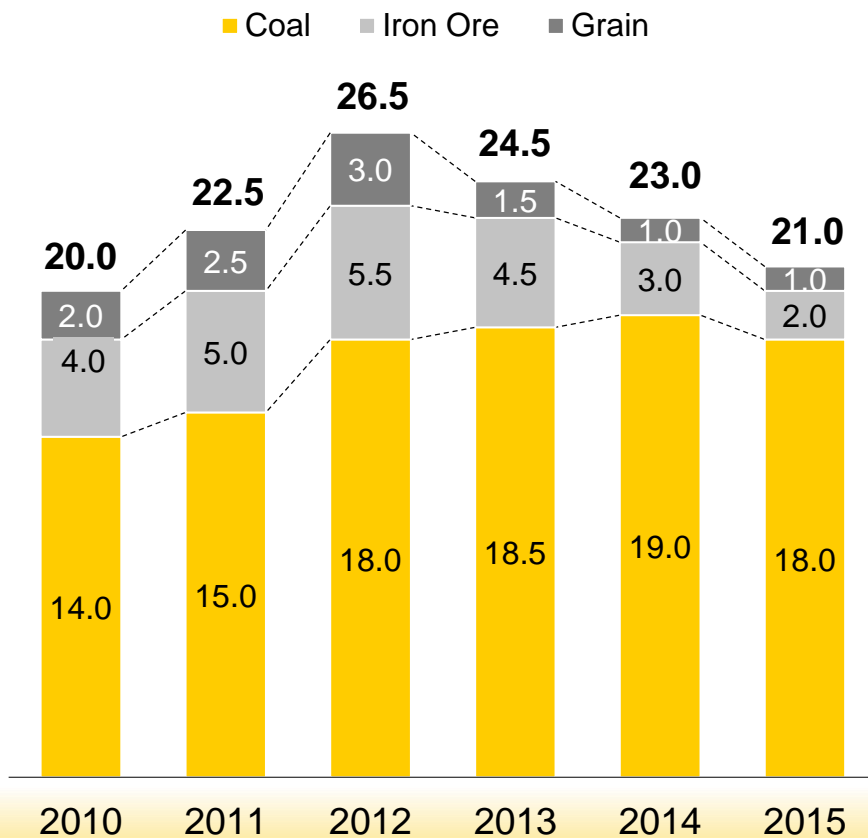
Loading: •China: Tianjin, Longkou, Shanghai •Korea: Masan
Discharge: •South Africa: Durban •Angola: Luanda •Congo: Pointe Noire •Cameroon: Douala •Nigeria: Lagos •Ghana: Tema

FE - South America

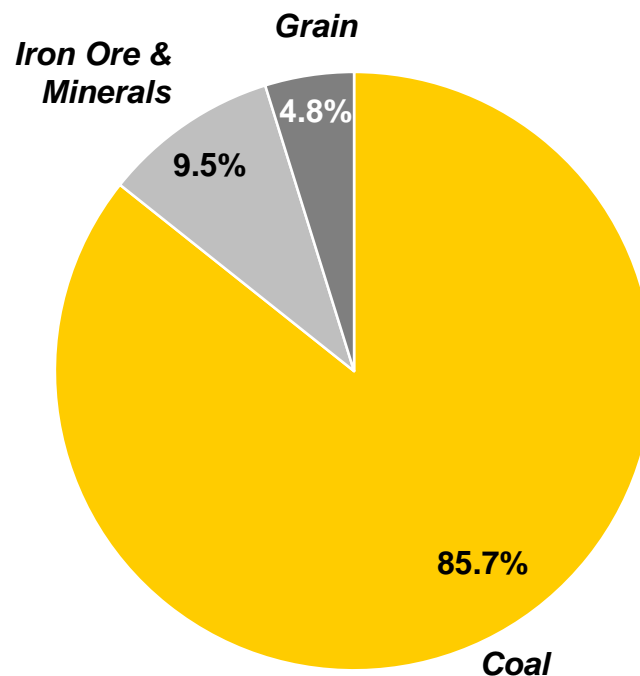
Loading: •China: Changshu, Tianjin, Bayuquan
Discharge: •Columbia: Buenaventura •Peru: Callao •Chile: Valparaíso •Brazil: Pecem •Brazil: Sao Francisco Do Sul

A leading cargo carrier, especially in coal and ores

Transportation Volume by Cargo Types
(2010-2015, Mn t)



Transportation Share by Cargo Volume
(2015)



COMPETITIVE EDGES & CONTACT



Six Competitive Edges

- Long history of collaboration and integrated approach across logistics teams in DHL offices globally
- Sail in global major trade routes
- Serve you in both countries of origins and destinations

Global Network

- Always try to offer competitive ocean freight to global clients through our excellent execution, highly efficient and professional operation

Competitive Freight

- Deliver customer oriented and quick response services in time and ensure the transportation safety
- Grow with our clients

Excellent Service

- Strong execution even in a worse market
- Extensive and long-term cooperation with major clients both domestic and international

Track Record

- Breadth & depth of experience – the 'right people' with the 'right' experience and qualifications
- Responsible and customer-oriented team

Quality People

- Profound understanding in both dry bulk and project chartering business
- Door-to-door total solution

Total Solution Provider

FIRST CHOICE
For our customers. Worldwide.

Contact

Your contact Representative



Tom Hunt
Commercial Manager

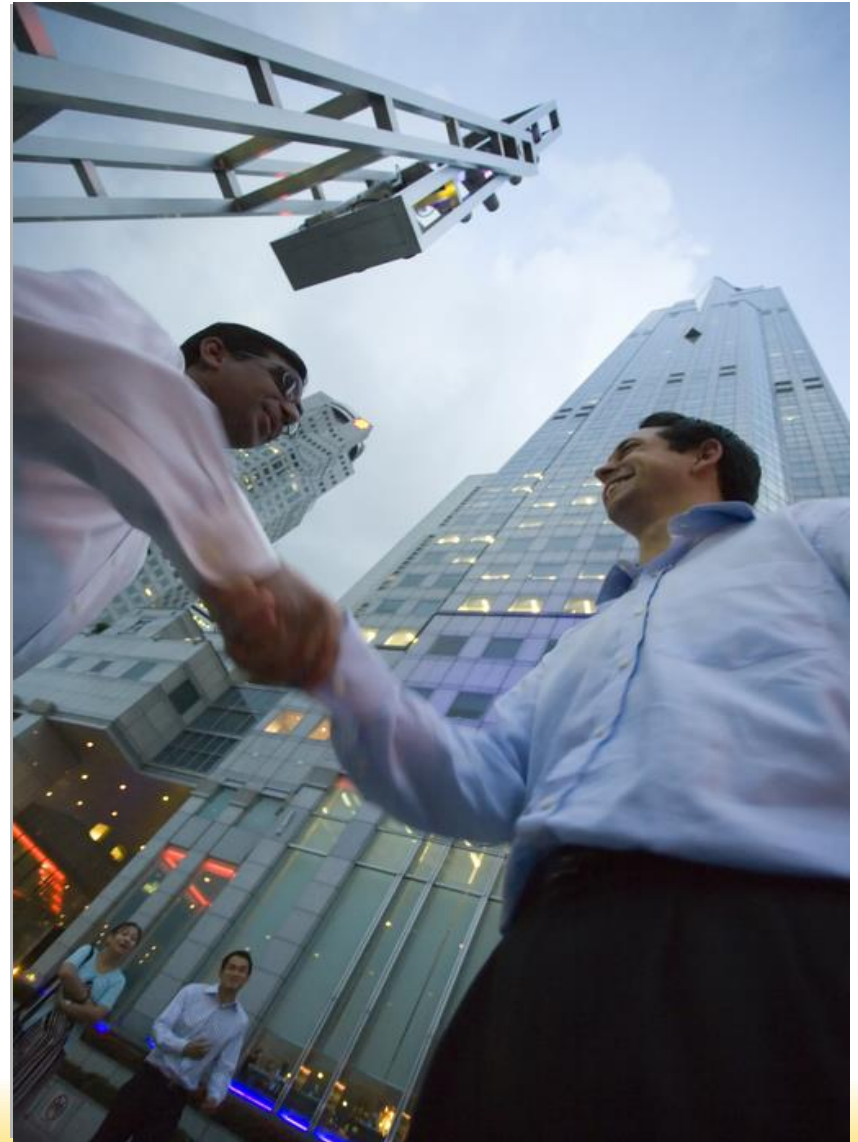
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THANK YOU!

