

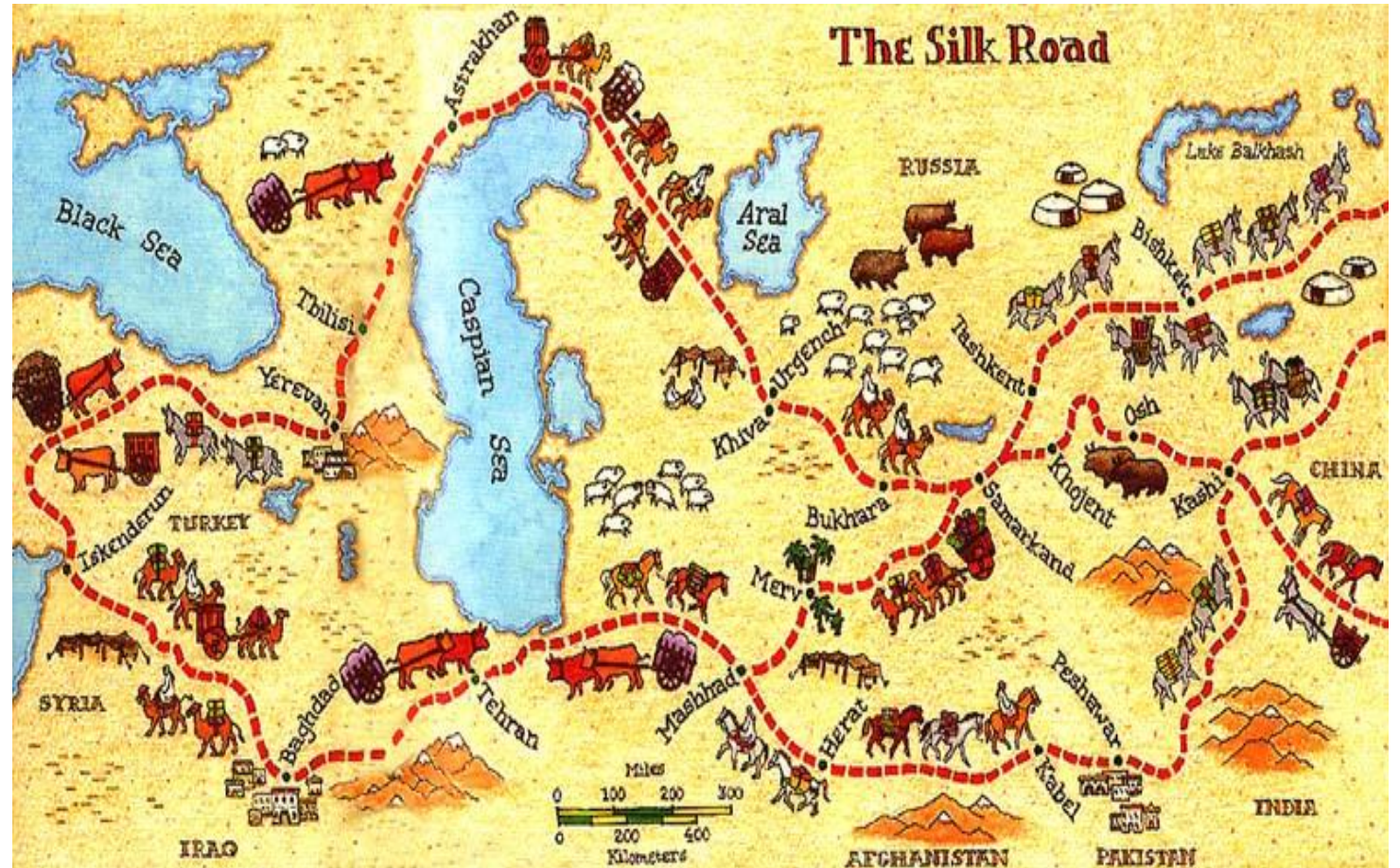


Bulk and break bulk special project cargo

New paths, transport solutions and technologies from Caspian to the World

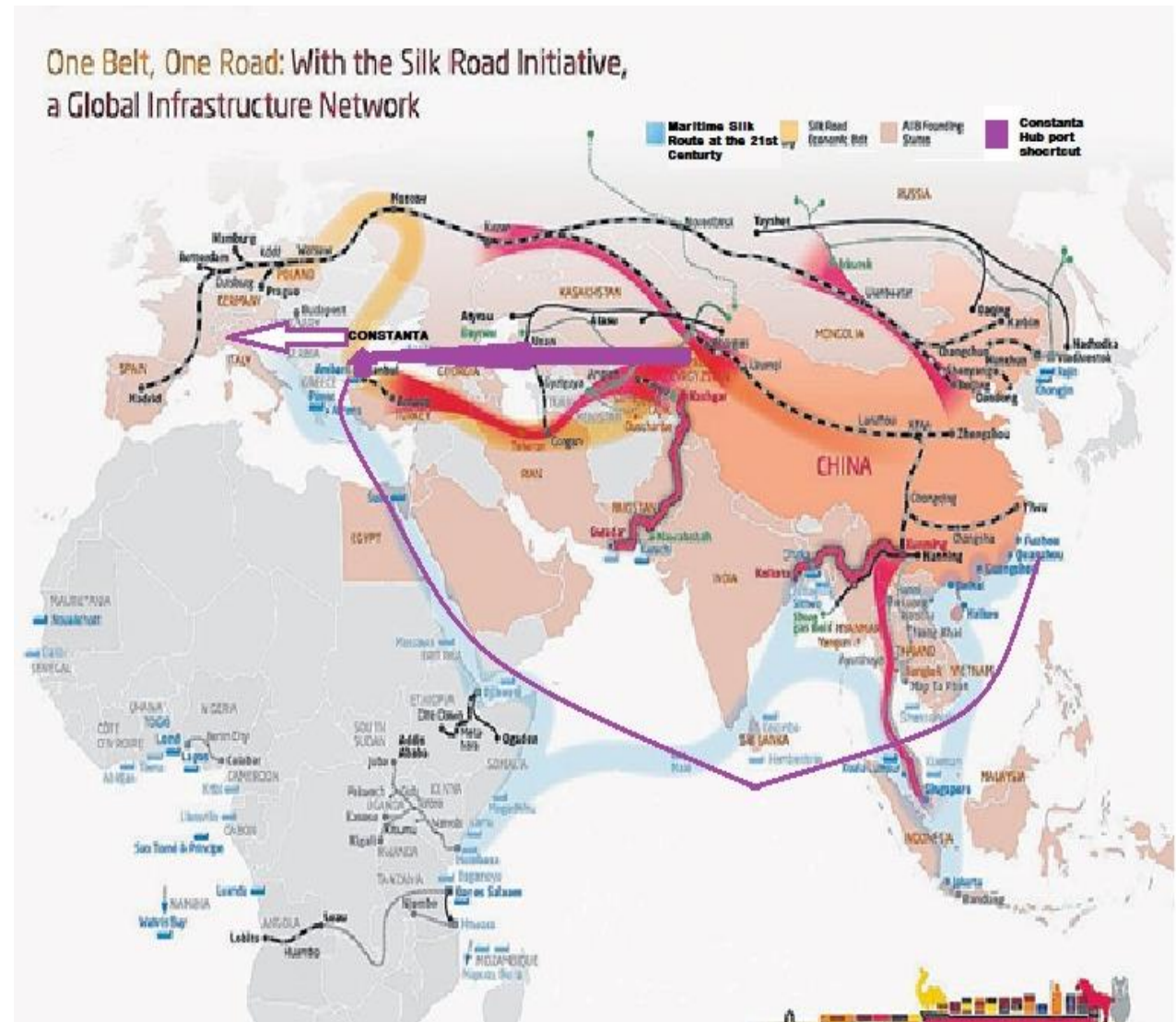
Striving to the future looking to the past

- Looking to the future, we always have to admire the past and the great achievements of the first travelers that dare to foresee the path of development and trade on the Silk Road.
- We look in the past, we wonder and admire, WOW, how they've succeed to over pass such distances and cultural frontiers during those times?
- Therefore, it is our obligation and in our hands to keep and develop the legacy of the ancient founders as a common effort to development of the ancient dream that now can be achieved in very different manners and with actual technologies of transport means and logistics that can break through the barriers of distances and to connect cultures and peoples.
- Caspian Area, has been since ancient times a bridge on the main Silk Road, the center of the Silk Road cultural and commercial exchange, that apart of many opinions as being a closed and remote area, it was and it is a great center of trade and culture, rich in traditions and resources that stand and lead to the development of the Silk Road and its interchange of cultures and goods. It was, still is and most important, will be one of the main reasons of existence and development of the Silk Road.
- Nowadays the Caspian Area has a huge potential and development in all sectors of activities: cultural, industrial, economic or social. This development cannot be achieved without international cultural, technological, resource and commerce exchanges between Caspian and the worldwide. One of the main pillars of these exchanges and developments is the transport and logistics solutions that make trades possible .



COSCO Shipping – One Belt One Road Initiative

- COSCO Shipping, has a complex and dynamic vision regarding the development of solutions connecting the Silk Road under the One Belt, One Road Initiative that brings also Caspian region to the world wide through the junction of local logistics solutions with the large international transport networks that they have developed at the planetary level, through complex and systematized transport systems, multimodal but also specialized according to the necessities and limits imposed by the transported goods.
- As part of COSCO Shipping representatives we are acting locally as Black Sea and Caspian Sea front office for our Principals, providing the Owner's services without intermediary or commissions bringing them to the market's need with new technologies and capacities of transport.
- COSCO Shipping Specialized Carriers has developed new paths and lines that can be used as the "engines" to connect the Caspian Region with the worldwide and neighbor markets for special and project cargoes as well as for the general cargoes.
- Apart of the multimodal connection and containerization solutions detailed by my colleague, COSCO Shipping Specialized Carriers and COSCO Logistics, has developed new breaks through transport and logistics solutions that makes possible fast developments in the industrial clusters of the Caspian region .
- Starting from the inland fast trains corridors, traditional ocean link via Black Sea, Azov Sea and inland Russian waterways to Caspian Sea, up to the new Northeastern Arctic Corridor with specialized multipurpose vessels that works in regular liner service and can connect the Caspian Region through the inland or river waterways.
- We have already developed the necessary links to connect the neighbor Black Sea convergent markets: main Black Sea to the Caspian Area and further on to China or South America and not for the end Danube riparian countries as Serbia, Hungary, Bulgaria, Austria and upstream to Germany main ports via Black Sea - Danube, Rhine – Main canals to the Central and North Europe.
- Connection to Caspian Sea can be done either by sea and river through north of Black Sea and Azov Sea or through Georgia and Azerbaijan subject to the limits imposed by the goods and transport means or seasonal limits.



New liner services, “engines” to connect Caspian area worldwide

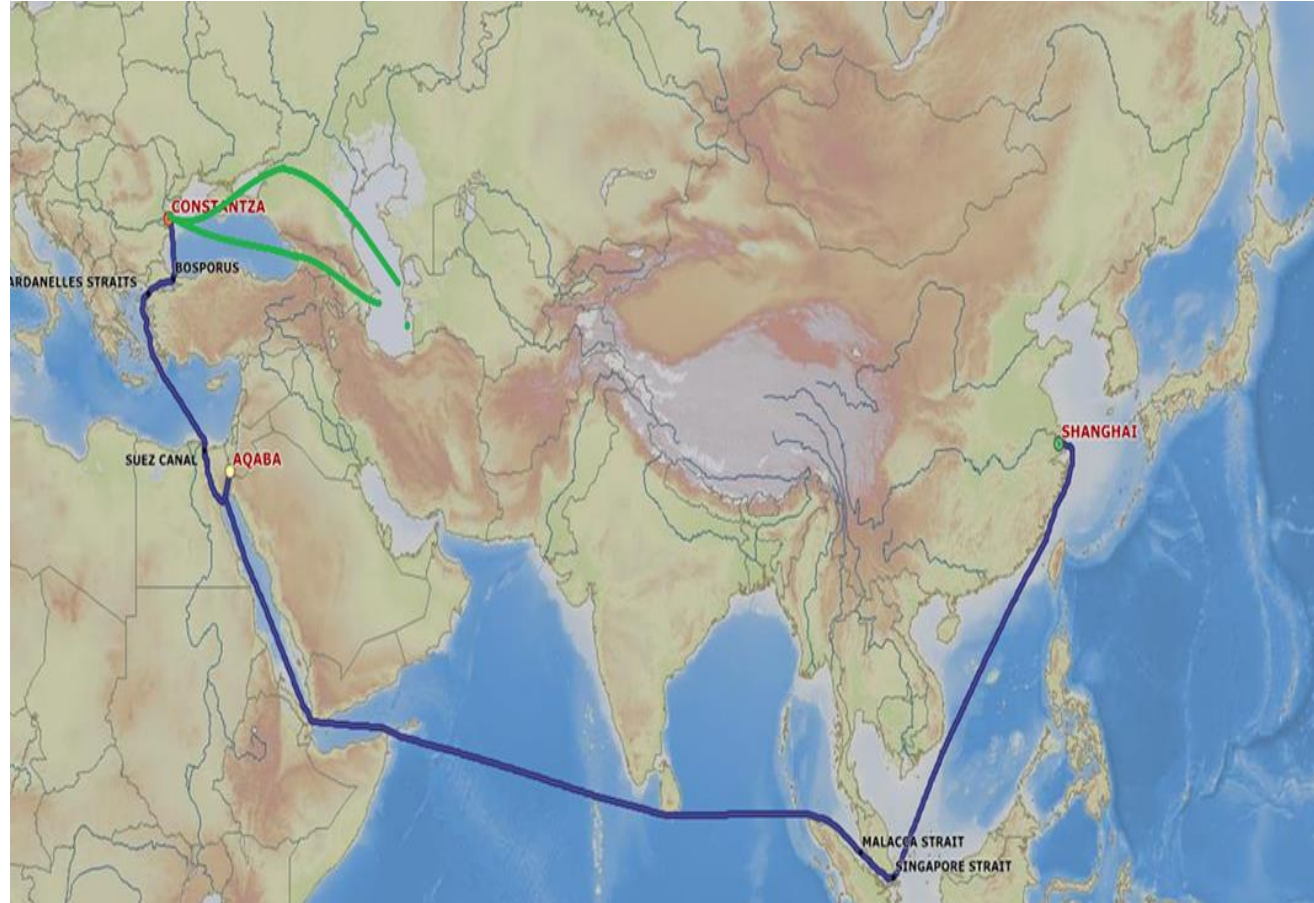
- **China - Red sea – Turkey – Black sea**

Frequency, 1-2 sailing per month,

Vessel type, Song type or Da 2,

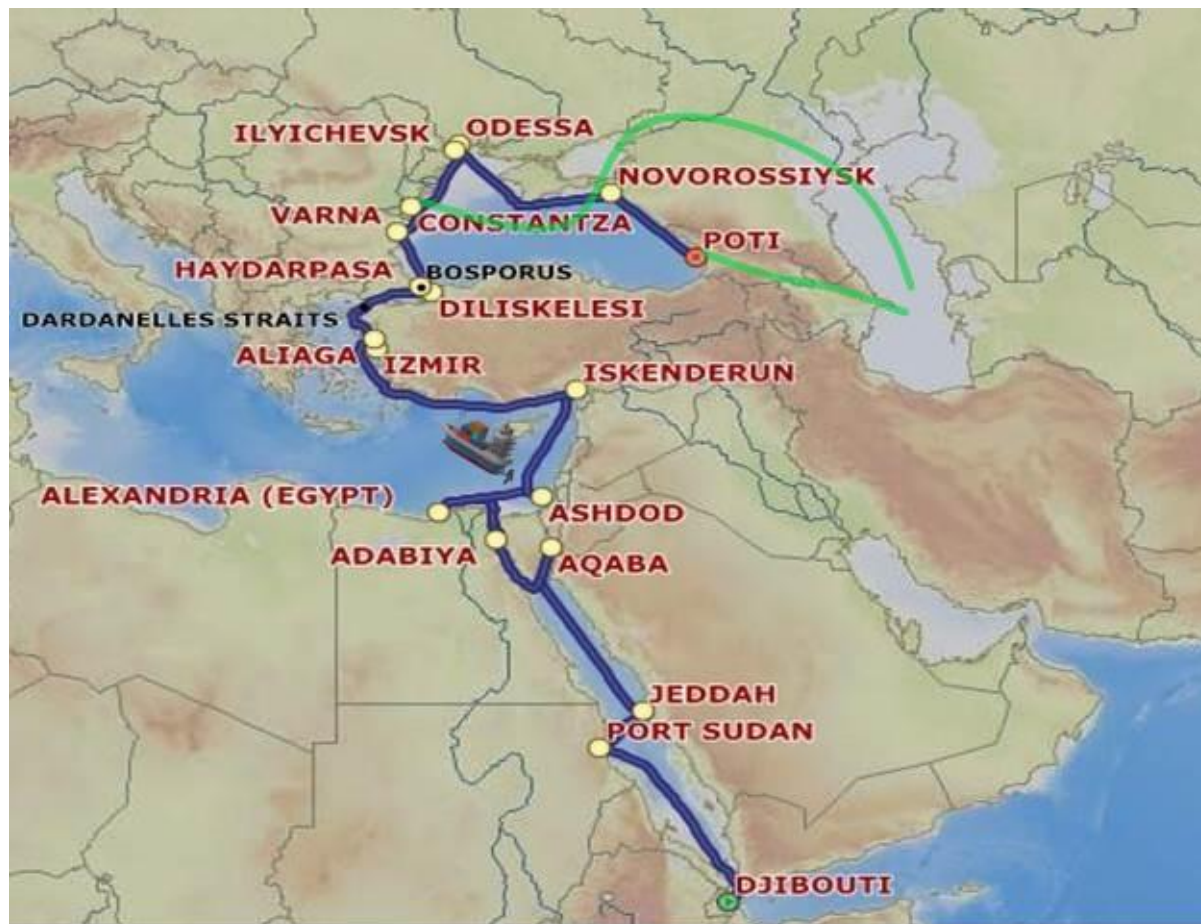
- Base port, Aqaba, Constanta,

Constanta port, offering very good and attractive facilities for transshipment in terms of handling, storages and costs.



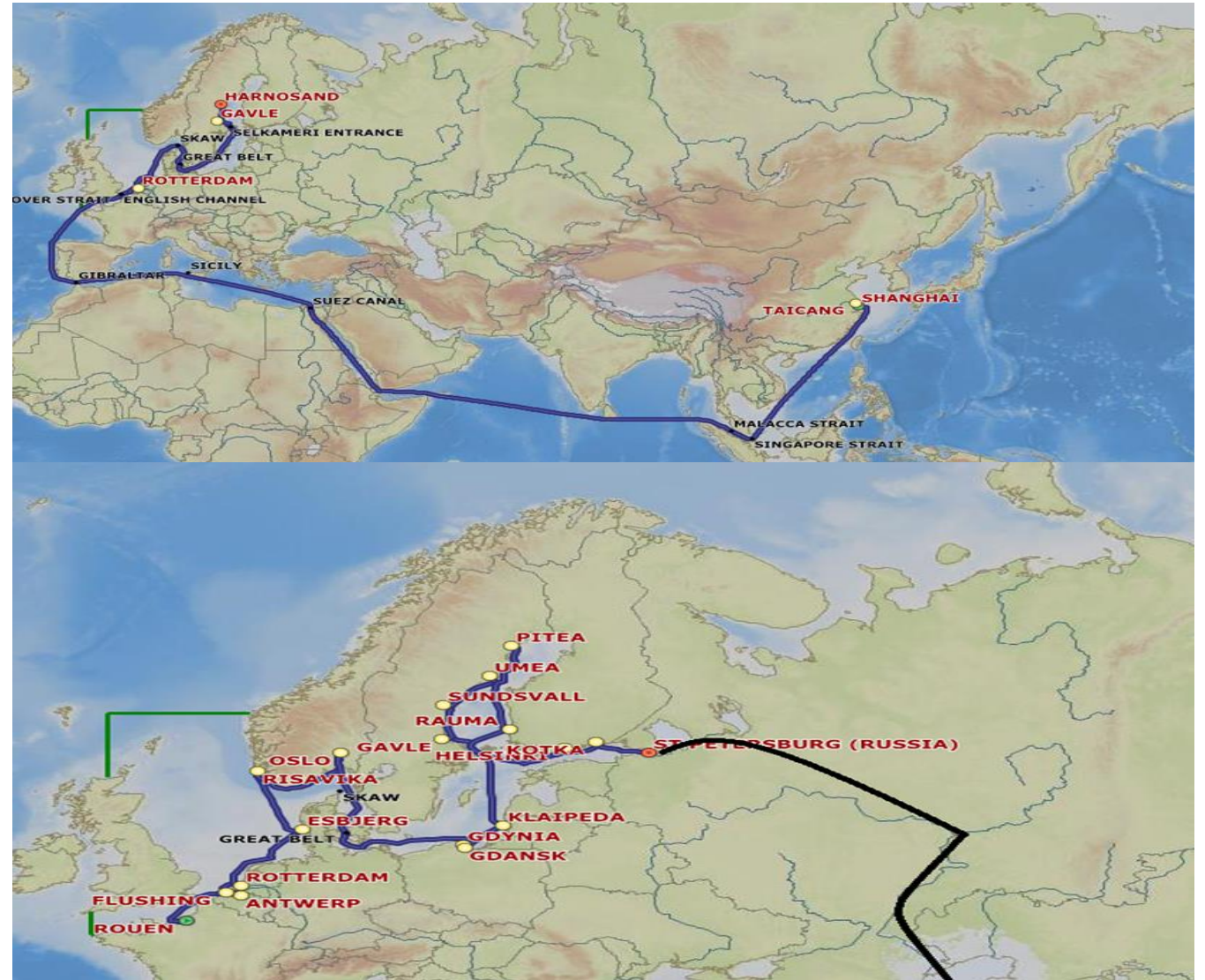
Red sea – Turkey – Black sea, line

- - Main port, Jeddah, Adabiya, Iskenderun, Diliskelesi, Odessa/Ilychevsk, Poti.
- - Minor port, Djibouti, Port Sudan, Ashdod, Alexandria, Piraeus, Izmir/Aliaga, Haydarpasa, Varna, Novorossiysk, other ports



China – Cont - Baltic

- China - Cont. – Baltic,
Frequency, 2 sailings per month,
Vessel type, Tian type or Da 3,
- Base port, Rotterdam, Harnosand, Gavle,
- Main port, Antwerp, Brake, Cuxhaven, Umea, Sundsvall, Pitea, Helsinki, Rauma, Kotka, St. Petersburg,
- Minor port, Bilbao, Rouen, Esbjerg, Risavika, Oslo, Gdansk, Gdynia, Klaipeda, Sabetta, Murmansk.



Northeast Passage of Arctic Ocean

- **Northeast Passage of Arctic Ocean,**

COSCO Shipping has developed and launched the new paths in shipping service networks through Northeast Passage of Arctic Ocean by Cosco Breakbulk Shipping for shipments between FE and EU & Northeast America during summer/Autumn 2019.

COSCO Shipping Specialized Carriers, plans to offer regular shipping service by MPV vessels with 36K DWT or 28K DWT for Eastbound & Westbound shipments between Far East and Europe & Northeast of North America via Northeast

DEVELOPMENT PHILOSOPHY



- Serving Polar Silk Road and International trade between Europe/Northeast America and Asia smoothly & quickly
- Green Environmental Protection when sailing
- Sustainable Shipping Service annually during Summer & Autumn in accordance with Rules and regulation.

PARTICULARS OF VESSELS GOING VIA ARCTIC OCEAN DURING SUMMER/AUTUMN 2019



TIAN Type with 1A Ice Class
LOA: 189.99 m, BREADTH: 28.50 m
DEPTH: 15.80 m
DRAFT: 11.00 m
SPEED: 15.30 kn
DWT: 36,000 mt
SWL(T): 80 mt * 1, 100 mt * 3, Combined 200 mt
TFU: 1,015 TEU
BUILT: 2018



DA DE / DA LIANG / DA XIN / DA ZHI
LOA: 179.57 m, BREADTH: 28.00 m
DEPTH: 14.80 m,
DRAFT: 9.20 m
SPEED: 15.20 kn ,
DWT: 28,000 mt
SWL(T): 100 mt * 1, 350 mt * 2 Combined 700 mt
TEU: 1,045 TEU
BUILT:2014

Worldwide transport connection solutions

- Passage of Arctic Ocean during summer/Autumn 2019. The workable loading time is from middle July to Early September 2019 at a Far East port or a European port or a northern America's port. We are ready to accept bookings of shipments from or to the following countries:

---- Far East: China, Japan, Korea and Far East region of Russia

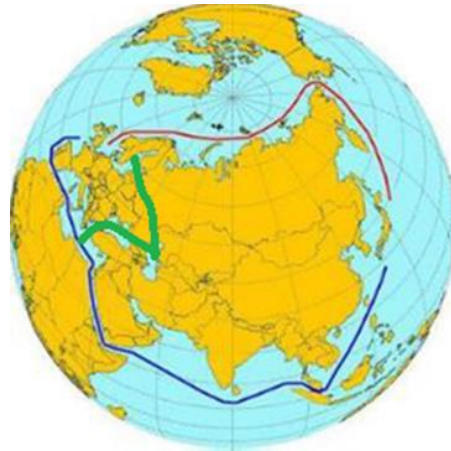
---- Europe: All of European countries with mostly welcoming booking from Nordic countries including Iceland & Greenland, Baltic countries,

---- Russia (Arctic & Baltic ports, European continental countries, UK and Ireland.

---- Northern part of America: Northeast part of USA and east part of Canada.

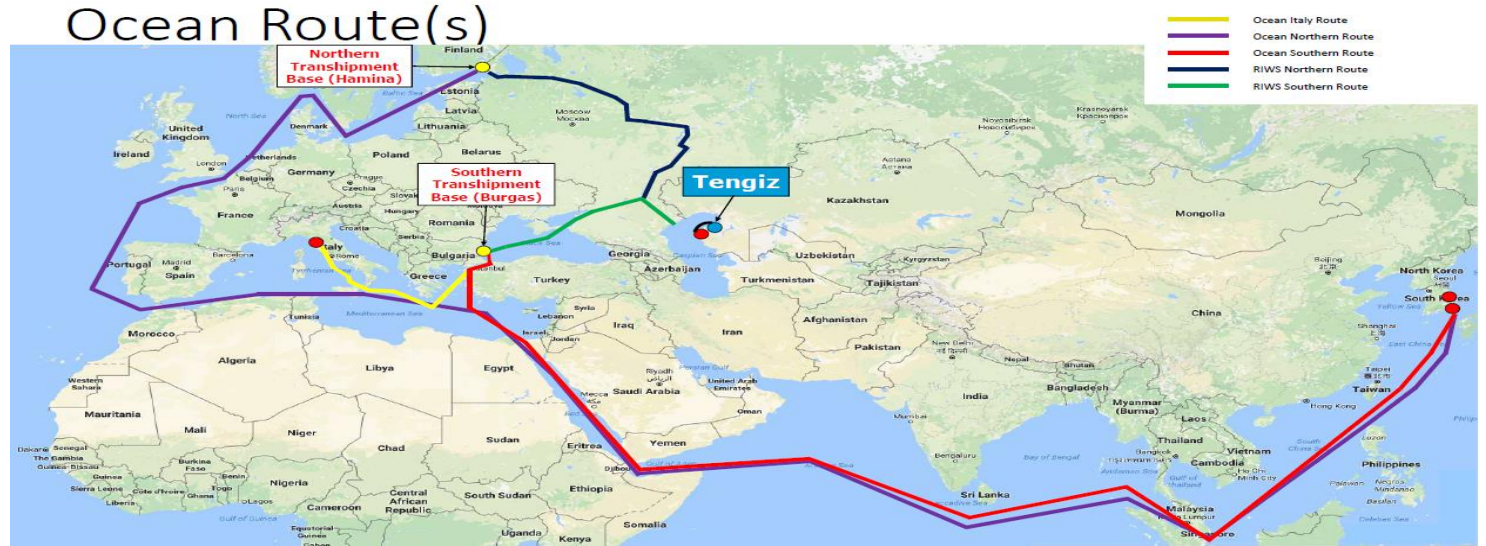
The presented services are worldwide transport “running engines” that can connect also the Caspian Region to the World by linking logistics solution, either by inland trains or haulage, as well as by sear river vessels.

COSCO Shipping Specialized Carriers looks forward for reliable Partners to interconnect and to perform such ambitious achievement.



Facts, not words - Tengizchevroil WPMP FGP - TCO Project

- Tengizchevroil WPMP FGP - TCO Project is one of the examples that open the path and contribute to the Caspian Region industrial cluster development.
- New deep sea to sea-river vessels connection solutions, already used in the TCO project by our Principals to transport by the semi-submersible vessels, the modular industrial parts and equipment that brings cost-effectiveness in the industrial development of the Caspian region.



- Bearing in mind the previous words and the admiration we have for the past achievements of the predecessors, I would like to conclude that through a common effort and wise solutions we can also leave something for the future generations that, at their times should say **WOW too.**

- THANK YOU -

