

Cosco Shipping Your Fresh Fruit Partner

Speaker: Ms. Stephy Lai

Sales Manager, Supply Chain Department
Cosco Shipping Container Line Agencies Limited

Main import Commodities in Hong Kong

- Beverages
- Cereals
- Cereal preparations
- Vegetables and fruit
- Frozen Meats

Food & Beverage



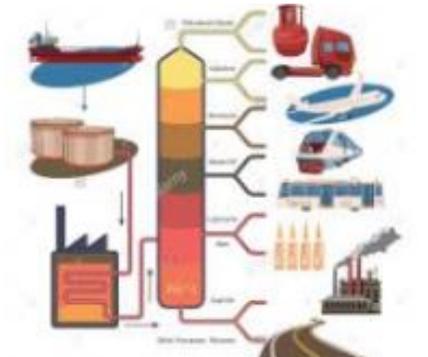
Machinery and transport equipment



- Computers and other office machines
- Telecommunications, video and sound apparatus

- Artificial resins
- Plastic materials
- Cellulose esters
- Organic and Inorganic chemicals

Chemicals



Crude materials & recycling



- Waste paper
- metal scrap
- plastics scrap

Source: Hong Kong government statistics office 2018

Ocean Alliance extended their agreement to March of 2027

Ocean Alliance



A Reliable Shipping Company



OA have a better service reliability than other carrier alliances



Hong Kong Advantages



Free Port Advantage

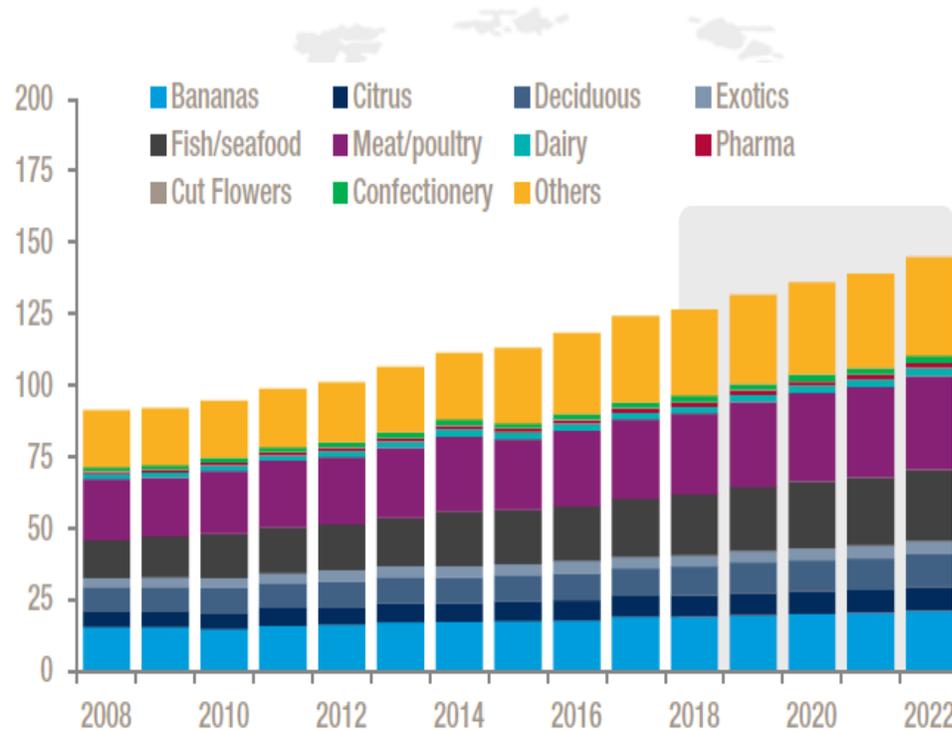
- Hong Kong is a well-known free port of Asia Pacific region. Hong Kong shipments can enjoy highly flexible custom clearance procedures in Hong Kong, facilitating clients' cross border, re-export, one day trip (in Hong Kong) activities.

Efficiency Customs Clearance Policy

- Customer can arrange Export Declaration before shipment arrive 1-2 days.
- Favorable to delivery the freshest fruit to customer
- Time budget for importer to transit their cargo to Mainland China



Global Reefer Market Overview



Source: Drewry Maritime Research

Seaborne volumes have grown at Compound Annual Growth Rate of 3.6% in the past 10 years

Source from Maritime Research

Global Reefer Volume reached 130.5 million TEU in 2019

Source: hellenicshippingnews, Sept 2020

Drewry forecasts seaborne reefer traffic will reach 156 million tonnes by 2024

Source: hellenicshippingnews, Sept 2020

COSCO Shipping's capacity ranked No.3 with market share 12.43%

Fruits import to Hong Kong

進口值				
	年進口值(億美元)	年再出口率	市場占比	2017年主要供應國(Origin)
提子(鮮食) Grapes	4.94	74%	18.70%	智利:30.4% Chile 澳大利亞:23.2% AU 秘魯:15.5% Peru 美國:13.9% US 南非:10.1% South Africa
櫻桃(鮮食) Cherries	4.46	68%	16.9%	美國:16.2% US 智利:75.7% Chile
橙(鮮食) Orange	3.34	47%	12.7%	美國:34.7% US 南非:27.9% South Africa 澳大利亞:13.6% AU 埃及:10.4% EGT
榴槿(鮮食) Durian	2.98	99%	11.30%	泰國:98.3% Thailand
蘋果(鮮食) Apple	1.82	32%	6.90%	中國大陸:33.8% CN 美國:26.7% US 日本:13.4% JAPAN 新西蘭:12.8% NZ
龍眼,火龍果,荔枝,番荔枝等(鮮食) Dragon Fruits	1.71	72%	6.50%	泰國:70.4% Thailand 越南:7.1% VTN 厄瓜多爾:5.1% ECD
李子 Plum	0.97	71%	3.70%	智利:48.5% Chile 美國:38.8% US 澳大利亞:9.1% AU
檸檬,酸檸(脫水/鮮食) Citrus	0.66	42%	2.50%	美國:27.5% US 南非:52% South Africa
草莓(鮮食) Strawberry	0.62	1%	2.00%	美國:35.1% US 韓國:28.5% Korea 日本:23.7% Japan
番石榴,芒果,山竹(脫水/鮮食) Mangosteen	0.58	43%	2.20%	泰國:34.4% THD 菲律賓:32.8% PHI 澳大利亞:20.6% AU

進口量				
	年進口量(吨 tons)	年再出口率	市場占比	2017年主要供應國(Origin)
提子(鮮食) Grapes	237,000	85%	14.00%	智利:35.1% Chile 澳大利亞:21.8% AU 秘魯:17.3% Peru 美國:12.1% US 南非:10.1% South Africa
櫻桃(鮮食) Cherries	81,000	86%	4.8%	美國:16.2% US 智利:77.2% Chile
橙(鮮食) Orange	320,000	55%	18.9%	美國:30.2% US 南非:30.5% South Africa 澳大利亞:13% AU 埃及:14.1% EGT
榴槿(鮮食) Durian	222,000	96%	13.10%	泰國:99.7% THD
蘋果(鮮食) Apple	165,000	29%	9.80%	中國大陸:51.8% CN 美國:24.2% US 新西蘭:8.9% NZ
龍眼,火龍果,荔枝,番荔枝等(鮮食) Dragon Fruits	216,000	74%	12.80%	泰國:73.6% THD 越南:8.6% VTN 中國大陸:11% CN
李子 Plum	42,000	81%	2.50%	智利:46.6% Chile 美國:22.5% US 澳大利亞:7.5% AU
檸檬,酸檸(脫水/鮮食) Citrus	47,000	42%	2.80%	美國:16.5% US 南非:60.6% South Africa 中國大陸:4.6% CN 埃及:4.5% EGT
梨(鮮食) Pear	68,000	6%	4.00%	中國大陸:80.4% CN 南非:8.2% South Africa
香蕉(脫水/鮮食) Banana	71,000	3%	4.20%	厄瓜多爾:15.9% ECD 菲律賓:79.1% PHI

Cherry Express



- The Chilean cherries are harvested from November to December every year
- During Cherry season, WSA service provides 22-day delivery service from Chile to Hong Kong.

WSA—智利香港樱桃快航



WSA – Schedule of 6 Cherry Express Services

	Cherry Express	ETD San Antonio	ETA Hong Kong
1	CSCL ASIA	2020/12/09	2020/12/31
2	EVER SIGMA	2020/12/16	2021/01/07
3	YM ULILITY	2020/12/23	2021/01/14
4	EVER SUPERB	2020/12/30	2021/01/21
5	XIN YA ZHOU	2021/01/06	2021/01/28
6	EVER URANUS	2021/01/13	2021/02/04



Our Services to Hong Kong



Service	Number of Inbound Service total : <u>48</u>	Service Coverage
Transpacific	7	United states, Canada,
Europe and Mediterranean	2	Most of the Europe and Mediterranean countries
Asian Pacific	6	Australia, New Zealand, South American and Middle East countries etc
Intra Asia	23	Singapore, Indonesia, Thailand, Vietnam, Malaysia, India Sub continent etc
Latin America	7	Mexico, Argentina, Uruguay, Brazil, Chile, Colombia, Peru etc.
Africa	3	South Africa, Ghana, and Kenya etc

Our Services Ex. Hong Kong



Service	Number of Outbound Service total : 83	Service Coverage
Transpacific	8	United states, Canada
Europe and Mediterranean	10	Most of the Europe and Mediterranean countries
Asian Pacific	7	Australia, New Zealand, South American and Middle East countries
South East Asia	23	Vietnam /Philippine /Singapore/ Malaysia /Indonesia/ India /Pakistan/ Thailand/ Sri Lanka /South Korea /Japan
Latin America	8	South America, Central America, Caribbean sea, Panama
Africa	8	South Africa, West Africa, East Africa,
China	19	Shanghai/ Ningbo/ Qingdao/ Tianjin/ Dalian and Xiamen

Your global partner



- **Growing Fleet**

As of September 30, 2020 Cosco Shipping owned/controlled more than 209 modern container vessels, totaling over 2,978,000TEUs (Market Share 12.43%)

- **Extensive Coverage**

Cosco Shipping operated over 200 international shipping routes, over 30 domestic services and over 10 overseas feeders connecting more than 140 principal ports in 53 countries and regions across the world.

- **Global Network**

Cosco Shipping had formed a global structure with Shanghai as headquarter, regional companies in America, Europe, Singapore, Japan, Australia, Korea, West Asia and Africa as the radiation points.

- **Expert Team**

30 years experience in carrying reefer containers, more than 100 reefer experts worldwide offers integrated shipping services with technical support



Your reefer carrier



- **Customized Cold-chain**

We provides cold-chain logistics comprising customs clearance, trucking and rail with GenSet, cold store operations.

- **Temperature Control**

Wider temperature setting range, high up to 30'c and low down to -35'c such as Thermo King's MAGNUM PLUS.

- **Humidity Control**

We offer reefers with humidity range from 50% to 98%

- **Atmosphere Control**

Cosco Shipping can offer Carriers reefer with Controlled Atmosphere (CA) upon customer special demand.



My Reefer – Know your Reefer Cargo Immediately

- Temperature
- Humidity
- Temperature of the probes in the Cool Treatment container
- Ambient temperature
- Position and footprint of the container
- Alert and notification
- Download temperature data of the end-to-end journey of your container

6210081700	启用 6210081700	CXRU1042217	●
6210078300	启用 6210078300	SZLU3633812	●

--	Trail 6210094740	OERU4005226	●
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6210069828	启用 6210069820	DFOU6146769	●
6210069829	启用 6210069820	OERU4043530	●

✓ 可按订舱号、提单号或箱号查询已启用My Reefer (MR) 功能的冷箱数据

Callouts in the screenshot:

- 查询在途MR冷箱 (Query in-transit MR containers)
- 查询历史MR冷箱 (Query historical MR containers)
- 数据更新时间 (Data update time)
- 对所有箱子订阅温度警报邮件 (Subscribe to temperature alert emails for all containers)
- 查看或下载详细数据 (View or download detailed data)

Interface elements include: 订舱号 (Booking No.), 提单号 (B/L No.), 集装箱号 (Container No.), 当前状态 (Current Status), 运输路径 (Transport Route), 订约 (Subscribe), 操作 (Action), 搜索 (Search), 数据更新时间 (Last updated: 2019-04-30, 15:54 (CST)), 网站导览 (Site Guide).

订舱号	提单号	集装箱号	当前状态	运输路径	订约	操作
451576	451576	OERU400	●	Aarhus, Denmark		📄 📄
		DFOU615	●	Jeddah, Saudi Arabia ATA (2019-02-26)		📄 📄

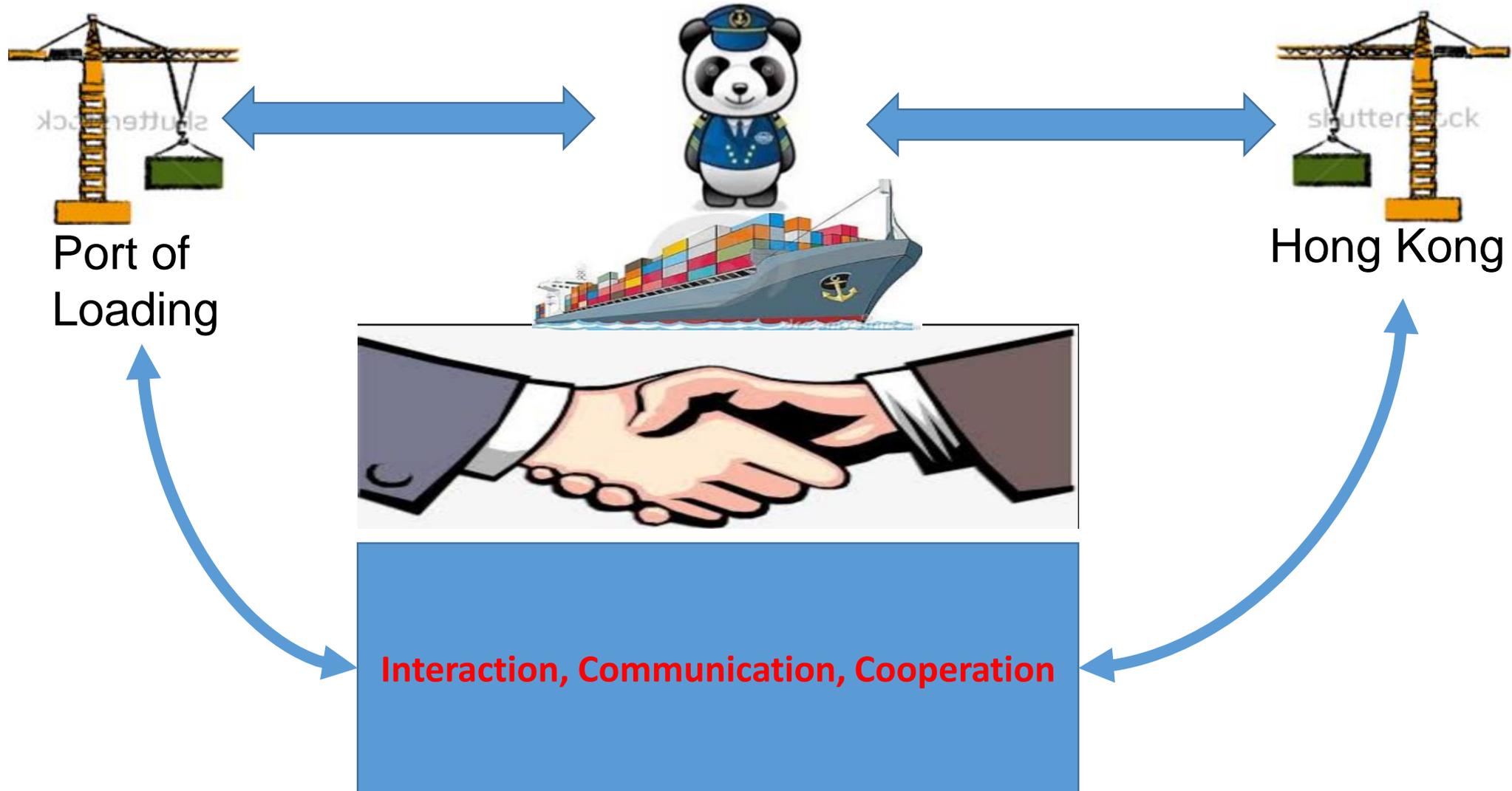
- Reefer system operates normally
- Reefer temperature is abnormal
- No figure connect from reefer container in past 24 hours

Inbound Service Advantages for Reefers

- ◆ 7800+ Reefer Plugs
- ◆ Close relationship with Terminal Operators
(CHT is Cosco Shipping owned terminal)
- ◆ SOC Ultra Freezer and Sensitive Reefers handling Plug/Unplug power supply for “Sensitive Cargo” from vessel to yard within 30 mins to completed
- ◆ Hot Box Services:
Pick up Reefers once discharges by pre-appointment



Import into Hong Kong with Coslina

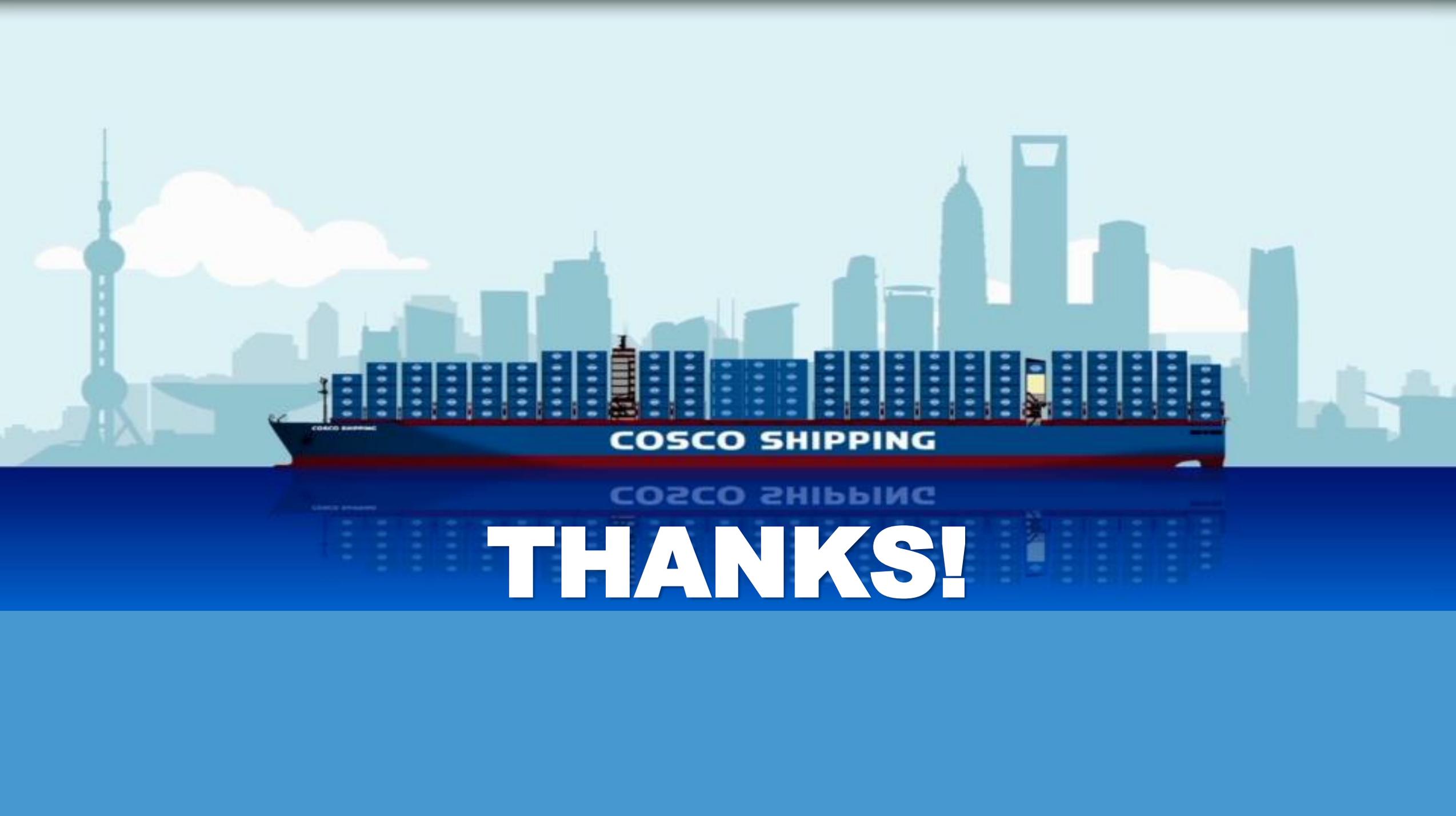




Serve together our Import Clients from these 2 dimensions of Coslina's structure

Import Enquiry:
COSLINA HK - Supply Chain Division
supplychain@coslina.com

Import supporting:
COSLINA HK - Import Operation & Services
hkimport@coslina.com



COSCO SHIPPING

СОСКО ШИПЫНГ

THANKS!