

The Critical Role of Key Nodes in the Industrial Chain

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The Critical Role of Key Nodes in the Industrial Chain

At the Market Level

- Carriers and ports partnership can facilitate global trade and influence the industrial landscape

At the Operational Level

- Carriers and ports partnership can jointly create new service modes

At the Technical Level

- Carriers and ports can take the initiative in technological innovation

At the Capital Level

- Equity cooperation between carriers and ports is a new development trend in the future





- 1 At the market level, carriers and ports partnership can facilitate global trade and influence the industrial landscape.

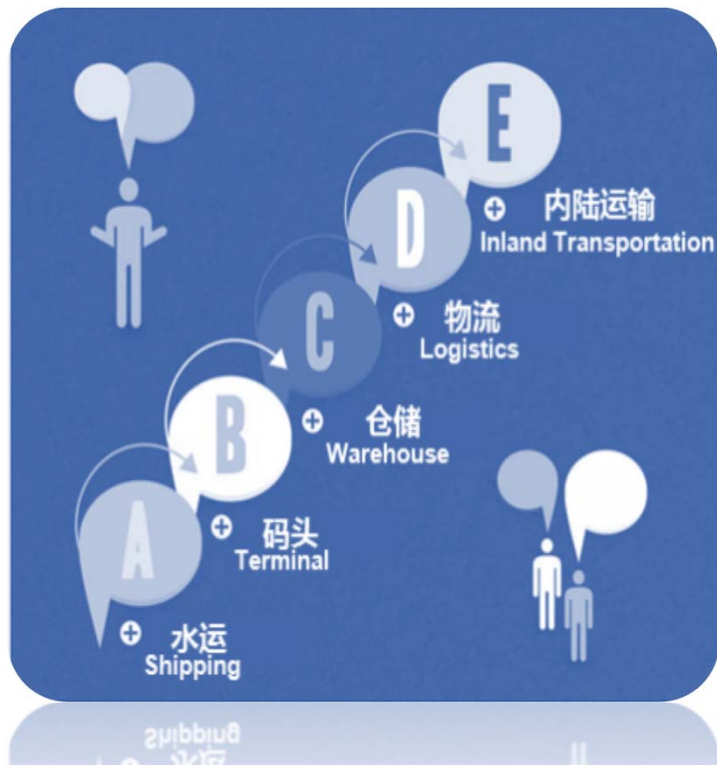


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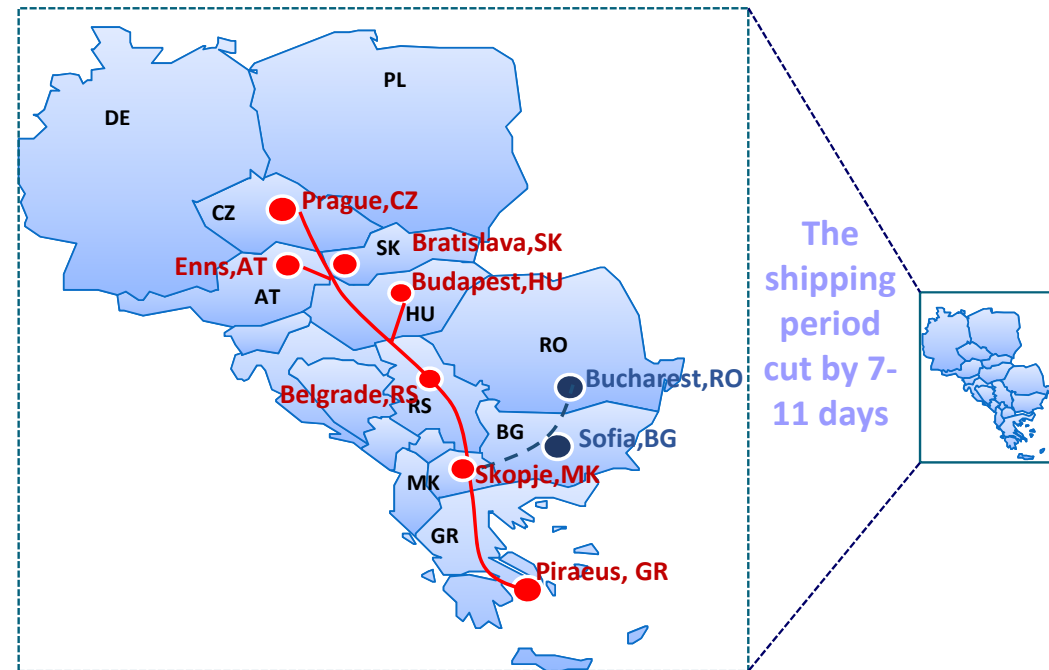
1. At the market level, carriers and ports partnership can facilitate global trade and influence the industrial landscape

First, it can promote global trade facilitation to influence the market trends.

The integration of various nodes in the supply chain, including shipping, terminal, warehouse, logistics and inland transportation

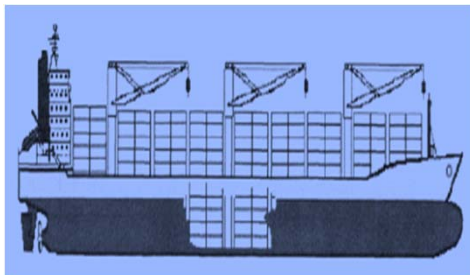


China-Europe Land Sea Express Line
as the third trade corridor from the Far East to Europe

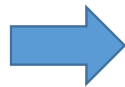


Second, carriers and ports partnership can propel the change of rules to exert an influence on the ports and shipping industrial landscape

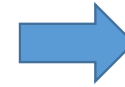
Economic globalization and intelligent technology have greatly transformed the shipping and port industries. Through carrier alliances, equity cooperation, merger and reorganization, and creation of fully automated terminals, this partnership has propelled the change of industry rules



Containership



Increasingly
Larger



1800-2000TEU

18000TEU

21000TEU





2 At the operational level, carriers and ports partnership
can jointly create new service modes

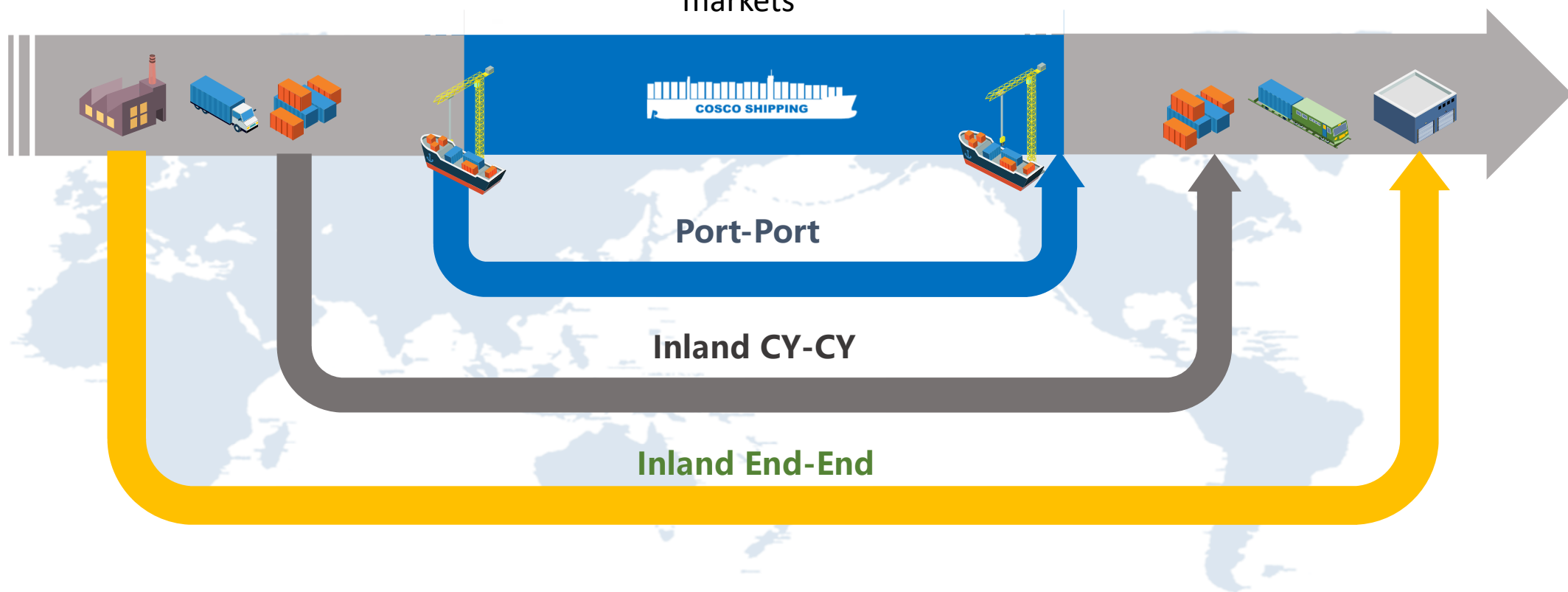


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2. At the operational level, carriers and ports partnership can jointly create new service modes

First, carriers and ports can work together to create new service modes

- From port-to-port shipping to one-stop supply chain solutions
- From stock resource cooperation to the development of new markets





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Khorgos-East Gate SEZ
Dry Port project promotes
China-Kazakhstan cross-
border transportation ★



“Hainan-ASEAN (Singapore)”
Liner Route launched as a new
channel of trade from China’s
Hainan Province to Southeast Asia ★



★ Acquisition of 60% stake
in Chancay Terminal
marking a major progress
in expanding its
operations into the
emerging economies

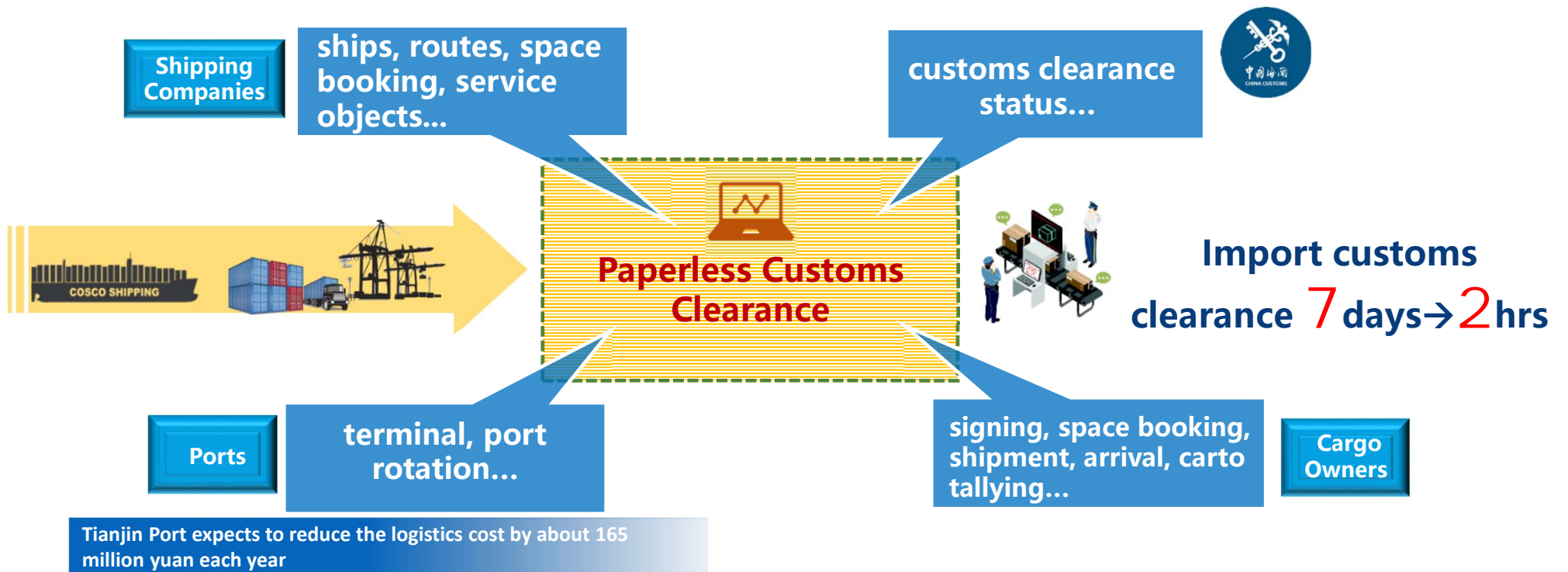


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2. At the operational level, carriers and ports partnership can jointly create new service modes

Second, carriers and ports can work together to reduce the logistics cost

- Effectively lower the transportation cost for the logistics service supply chain and terminal client
- Provide an important guarantee for information security, cargo and personal safety, and environmental protection





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Widely recognized
“automated terminals”

Port rate reduction to attract more ships to call at and increase both the port throughput and freight volume





3 At the technical level, carriers and ports can take the initiative in technological innovation



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3. At the technical level, carriers and ports can take the initiative in technological innovation

First, it is an inevitable requirement of the global trend of digitization

- The business barrier between ports and carriers is falling apart thanks to digitization, intelligentization and platformization, which has introduced a new perspective of technological innovation in carrier and port integration. The blockchain alliance GSBN is inseparable from the joint participation of carriers and ports
- A new tide of digitization in logistics is providing more ways and wider space for carriers and ports partnership



長榮海運
EVERGREEN



We take it personally



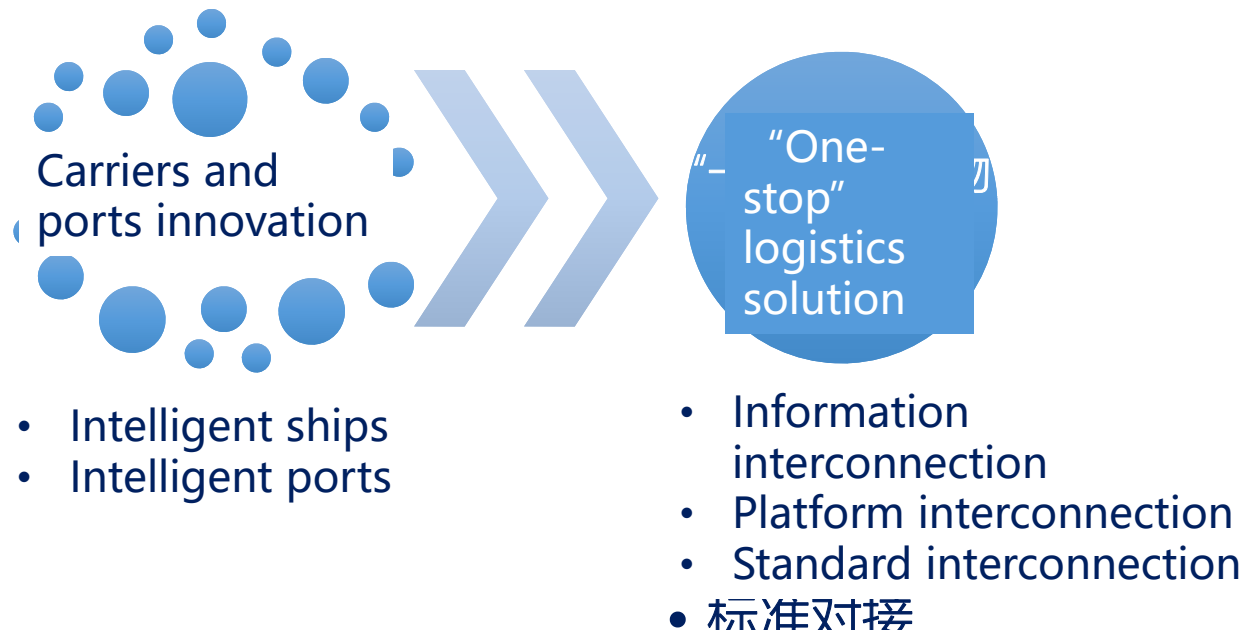


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3. At the technical level, carriers and ports can take the initiative in technological innovation

Second, it is the client need for full logistics service

- The fundamental goal of technological innovation is to create value for clients
- Carriers and ports should focus on the big picture and seek for cooperation and create client value between different links in the logistics chain





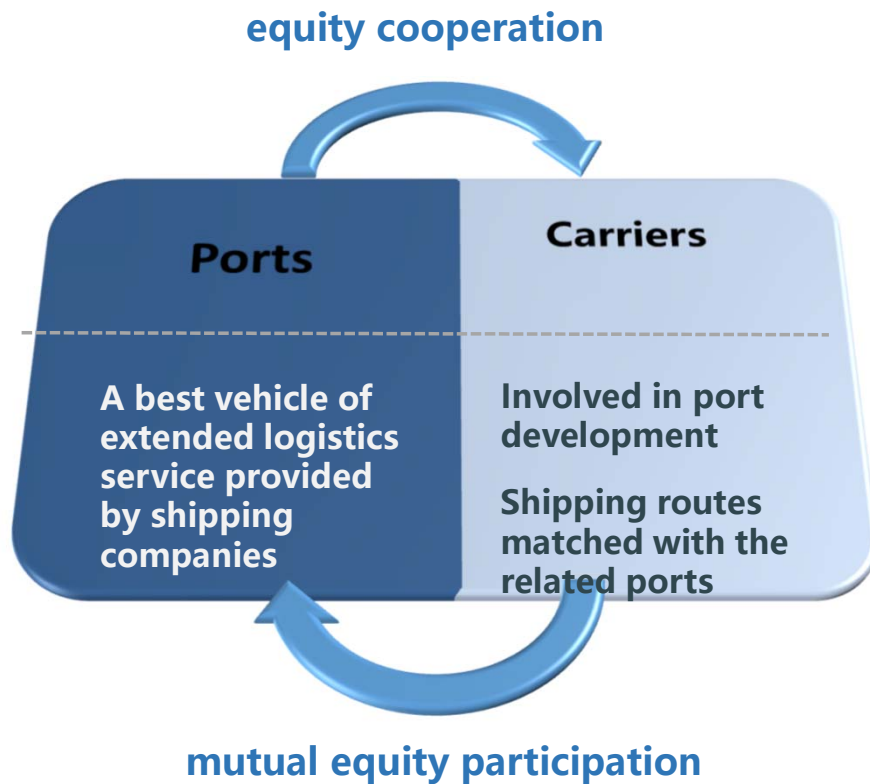
4 At the capital level, equity cooperation between carriers and ports is a new development trend in the future



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4. At the capital level, equity cooperation between carriers and ports is a new development trend in the future

First, deepen equity cooperation
to achieve win-win results



COSCO SHIPPING



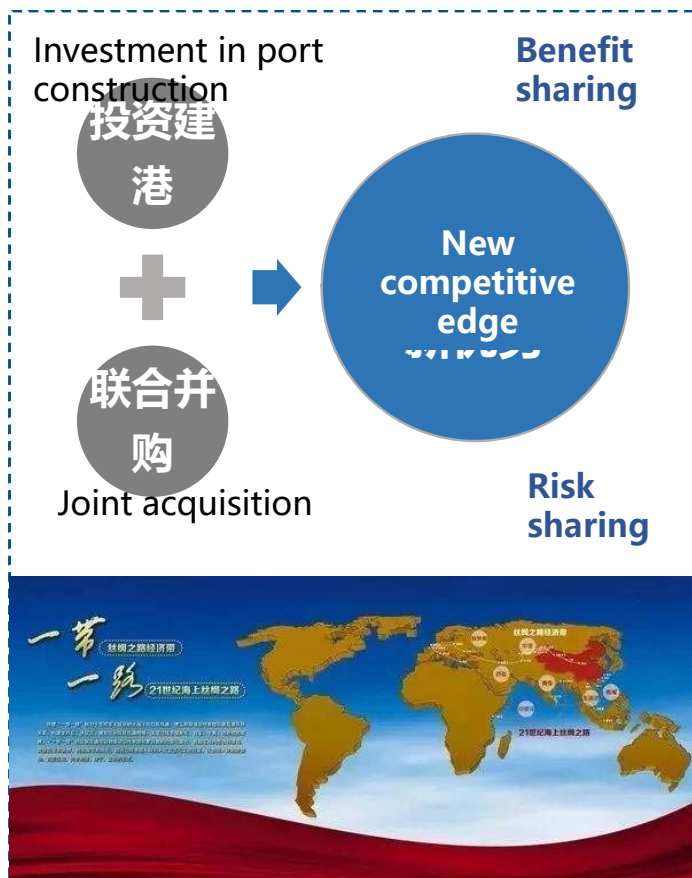
Holds more than 50% stake in six of the 15 overseas terminals acquired



Provides strong support for the extension of industrial chain and improvement of logistics service



Second, pursue shared development through investment cooperation



4. At the capital level, equity cooperation between carriers and ports is a new development trend in the future



In July 2018, COSCO SHIPPING and Shanghai International Port Group jointly acquired OOCL



It marked the first-ever attempt of a port company investing in a liner under the OCEAN Alliance





Thank You