



NEW EUROPE LINE SERVICE 2017

EUROPE LINE DIVISION

2017.01



- ◆ **OVERVIEW**

- ◆ **AEU SERVICES**

- ◆ **AEM SERVICES**

- ◆ **Piraeus Strategy & Land-sea express**



OVERVIEW

2017

2016

Total capacity :

AEU **25040** TEU

AEU **24543** TEU



2%

AEM **15223** TEU

AEM **15819** TEU



3.8%

Service:

AEU **6**条

VS

AEU **7**条

(OCEAN ALLIANCE)

AEM **5**条

AEM **7**条

Service:

AEU **2**条

AEU **2**条

(NON-OCEAN ALLIANCE)

AEM **2**条

AEM **2**条

Remark: Total capacity is including Ocean Alliance services and non- Ocean Alliance services.

- 
- ◆ OVERVIEW
 - ◆ **AEU SERVICES**
 - ◆ AEM SERVICES
 - ◆ Piraeus Strategy & Land-sea express



Asia Europe Advantages

8 Strings

2 outside Ocean Alliance

164 Port pair

41 Direct call

COSCO SHIPPING
largest fleet deployment

Comprehensive
coverage between
Far East and
North Europe

Superior network
through PIRAEUS and
GDANSK covering
Central Europe and
Baltic Sea



AEU SERVICES PORT ROTATION

	SERVICE NAME		VESSELS	ALLOCATION	PORT ROTATION ADJUSTMENT
	2017	2016			2017 VS 2016
AEU	AEU1	AEX1	COSCO:5*19000; OOCL:6*19000	7557	WB 1. SIN i/o PKG 2. Cancel TAO CALL 3. ADD Gdansk EB 1. SIN i/o PKG
	AEU2	FAL1	CMA:12*14000	2888	WB 1. SIN i/o PKG 2. ADD ZEE EB 1. Cancel Malta & JEA 2. Add PKG & ^XMN
	AEU3	NE3	COSCO:11*14000	7320	WB 1. ADD PIR
	AEU5	NE5 /CEM	EMC:10*14000	2198	WB 1. CALL CMP i/o TPP EB 1. CANCEL TPP
	AEU6	FAL3/NE9/AEX7	CMA:11*14000	2257	WB 1. SIN i/o PKG 2. CALL ANR before HAM EB 1. ADD MALTA 2. CANCEL PKG/CWN/HKG, CALL NANSHA
	AEU7	NE7	COSCO:5*14000; EMC:6*14000	3321	WB 1. CANCEL XMN/CMP 2. ADD HKG/NANSHA/PKG 3. ADD SOU CALL EB 1. ADD SIN & HKG CALL
	EPIC1	EPIC1	CMA:3*6500; MSC:4*6500; UASC:1*6500	180	
	EPIC2	EPIC2	CMA:1*9400; HSD:3*9400; HPG:4*9400	100	

NE2 service is suspend in 2017.



AEU SERVICES PORT ROTATION

AEU1	AEU2	AEU3	AEU5	AEU6	AEU7
11*19,000 - 21,000	12*14,000 - 18,000	11*14000	10*14000	11*14000	11*14000
Shanghai	Tianjin	Tianjin	Kaohsiung	Ningbo	Ningbo
Ningbo	Busan	Dalian	Ningbo	Shanghai	Shanghai
Xiamen	Qingdao	Qingdao	Shanghai	Yantian	Hong Kong
Yantian	Shanghai	Shanghai	Taipei	Cai Mep	Nansha
	Ningbo	Ningbo	Yantian		Shekou
	Yantian		Colombo		
SIN	SIN	SIN		SIN	PKG*
SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal
	Algeciras	Piraeus			Piraeus
Felixstowe	Southampton	Rotterdam	Rotterdam	Le Havre	Antwerp
Rotterdam	Dunkirk	Hamburg	Felixstowe	Rotterdam	Felixstowe
Gdansk	Hamburg	Antwerp	Hamburg	Hamburg	Hamburg
	Rotterdam		Rotterdam	Antwerp	Rotterdam
Felixstowe	Zeebrugge			Le Havre	Southampton*
	Le Havre			Malta	Piraeus
SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal
	Khor Fakkan		Colombo	Jeddah	
SIN	PKG				SEA HUB
Yantian	Xiamen	Shanghai	Kaohsiung	Nansha	Hong Kong
Shanghai	Tianjin	Tianjin		Ningbo	Ningbo

AEU1

AEU2

AEU3

AEU5

AEU6

AEU7

EPIC1

EPIC2



Highlights

- Competitive service from Far East to UK
- Westbound
- Comprehensive coverage of Central China, South China and Southeast Asia
- Providing fast transit time to Baltic Sea ports via Gdansk
- Xiamen direct call
- Eastbound
- Fast transit time from Felixstowe to Southeast Asia
- Providing direct service from Poland to Far East

AEU1

AEU2

AEU3

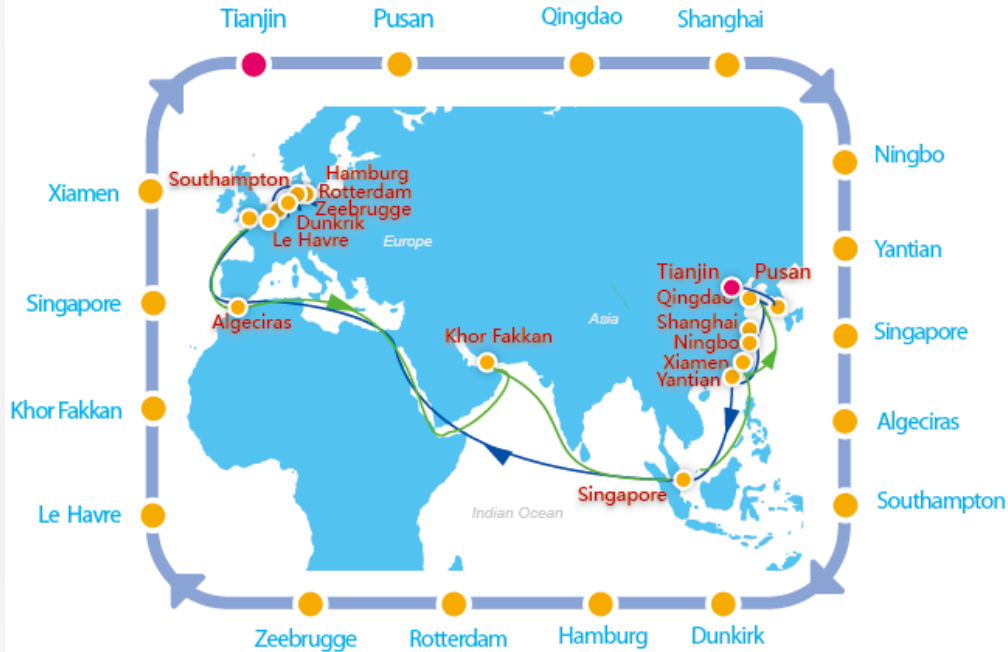
AEU5

AEU6

AEU7

EPIC1

EPIC2



Highlights

- Comprehensive coverage for Far East and North Europe
- Westbound
- North China and Pusan direct call
- Fast transit time to Southampton
- Unique call of Zeebrugge and Dunkirk
- Providing Algeciras direct call
- Eastbound
- Offering fast transit time for Le Havre backhaul
- Providing connection from Europe to the Gulf via Khor Fakkan

AEU1

AEU2

AEU3

AEU5

AEU6

AEU7

EPIC1

EPIC2



Highlights

- Reliable and stable service with 100% operated by COSCO SHIPPING
- Westbound
 - 3 North China direct calls
 - Rotterdam first call in Europe
 - Fast service to PIR
- Eastbound
 - Fast transit time from Europe to Shanghai and North China

AEU1

AEU2

AEU3

AEU5

AEU6

AEU7

EPIC1

EPIC2



Highlights

- Westbound
 - Central China express service
 - Unique service from Taiwan to North Europe
 - Fast transit time to Rotterdam
 - Connecting South Asia market to North Europe through Colombo
- Eastbound
 - Fast transit time from Hamburg and Rotterdam to Kaohsiung and Central China
 - With a link from North Europe to South Asia by Colombo direct call

AEU1

AEU2

AEU3

AEU5

AEU6

AEU7

EPIC1

EPIC2



Highlights

- Westbound
 - Far East to Le Havre express service
 - Direct call Vietnam Cai Mep
 - Fast transit time from Yantian to North Europe
- Eastbound
 - Fast transit time from Antwerp and Le Havre to Nansha and Central China
 - Jeddah direct call offering good access from North Europe to Red Sea

AEU1

AEU2

AEU3

AEU5

AEU6

AEU7

EPIC1

EPIC2



Highlights

- Connecting extensive feeder network Via Piraeus to cover more Mediterranean, Black Sea and Adriatic ports
- Providing fastest and superior door-to-door service from Far East to Central Europe via Piraeus
- Westbound
- Full coverage in South China, Port Kelang as South East Asia HUB
- Unique Antwerp first calling in North Europe with fast transit time
- Eastbound
- Hong Kong direct calling
- Fast transit time from Southamton to Far East

AEU1

AEU2

AEU3

AEU5

AEU6

AEU7

EPIC1

EPIC2



Highlights

- Connect market between South Asia, Middle East and North Europe
- Advantage transit time from India to UK
- Full coverage at UK with double UK calls : Southampton and Felixstowe

AEU1

AEU2

AEU3

AEU5

AEU6

AEU7

EPIC1

EPIC2

Highlights

- Connect market between South Asia, Middle East to North Europe
- Advantage transit time from India, Middle East to Hamburg



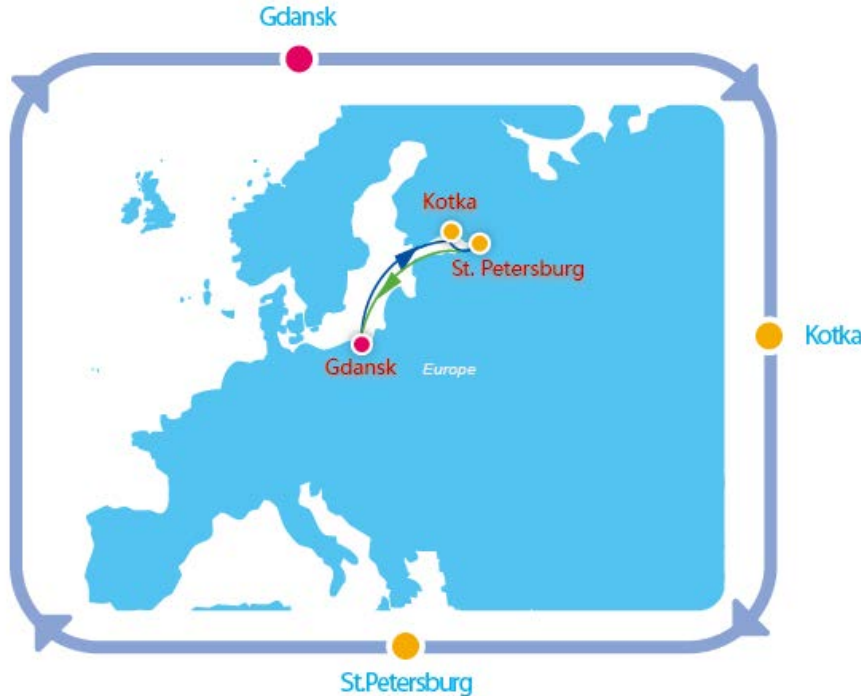
19000TEU vessels are going to call Gdansk in 2017 and also some feeder services will commence via Gdansk to improve the service to Baltic Sea.

2 feeder services will be set via Gdansk, one to Russia/Finland direction and one to Lithuania /Sweden.



Feeder Loop1 (RFS2)

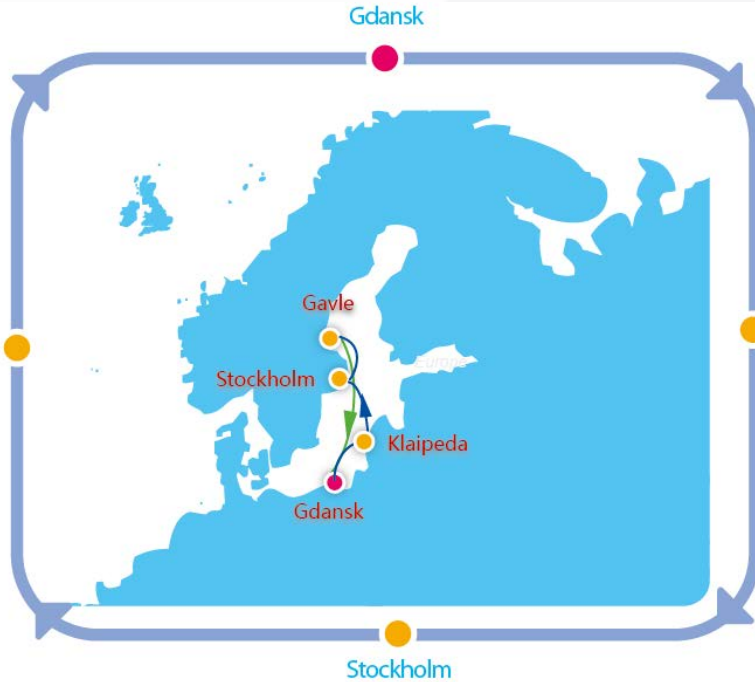
- Rotation : Gdansk-Kotka -St. Petersburg-Gdansk
- Vessel : 1368TEU
- St. Petersburg call CTSP & FCT



Feeder Loop2

- Rotation : Gdansk-Klaipeda-Stockholm-Gavle-Gdansk

- Vessel : 868TEU





AEU FEEDER NETWORK

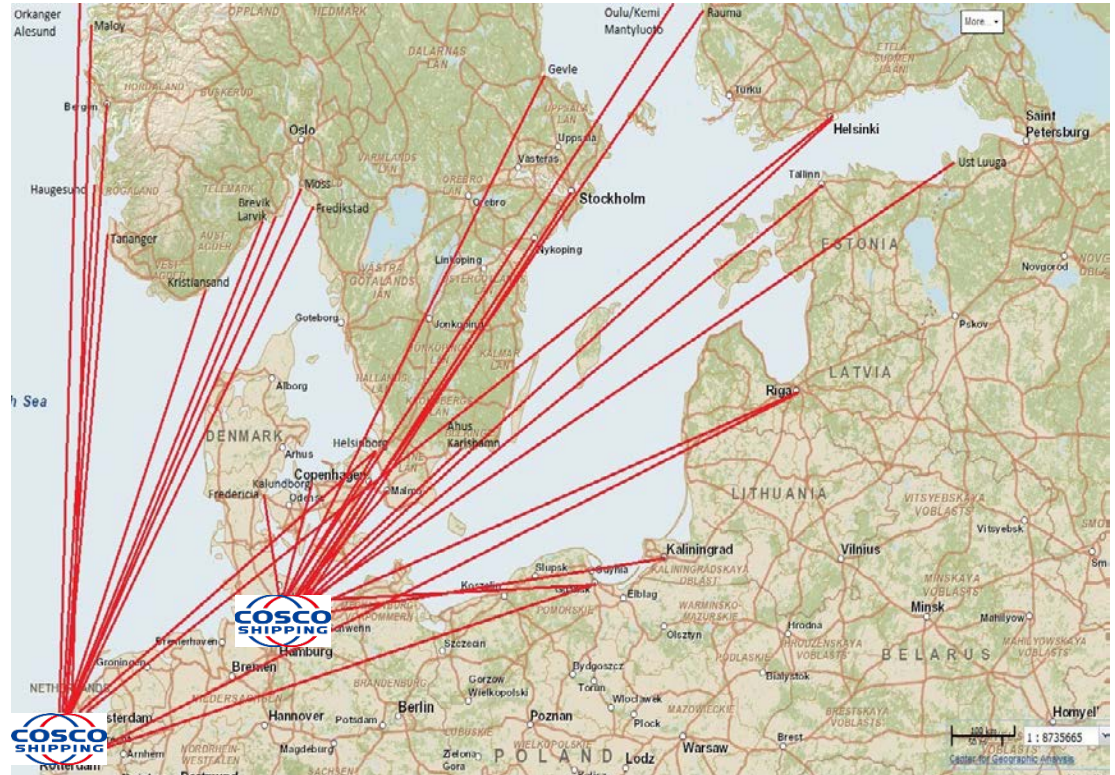
OWN-OPERATED FEEDER :

8 feeder connect main services via HAM/RTM/GDANSK.

AREA	FEEDER		ROTATION	NEW
AEU	RFS	1	HAM-St. Petersburg-Kotka-HAM-St. Petersburg-Kotka-HAM	
	SNX1	2	RTM-Oslo-Gothenburg-RTM	
	INX1	3	RTM-Dublin-RTM	
	PLX1	4	HAM-Gandsk-Klaipeda-HAM	
	RFS2	5	Gandsk-Kotka-St. Petersburg-Gandsk	2017 NEW
	Lithuania /Sweden	6	Gandsk-Klaipeda-Stockholm-Gavle-Gandsk	2017 NEW
	SPAIN FEEDER	7	RTM-Bilbao-RTM	2017 NEW
	Damark/Sweden feeder	8	HAM-Fredericia - Aarhus - Copenhagen - Helsingborg-HAM	2017 NEW

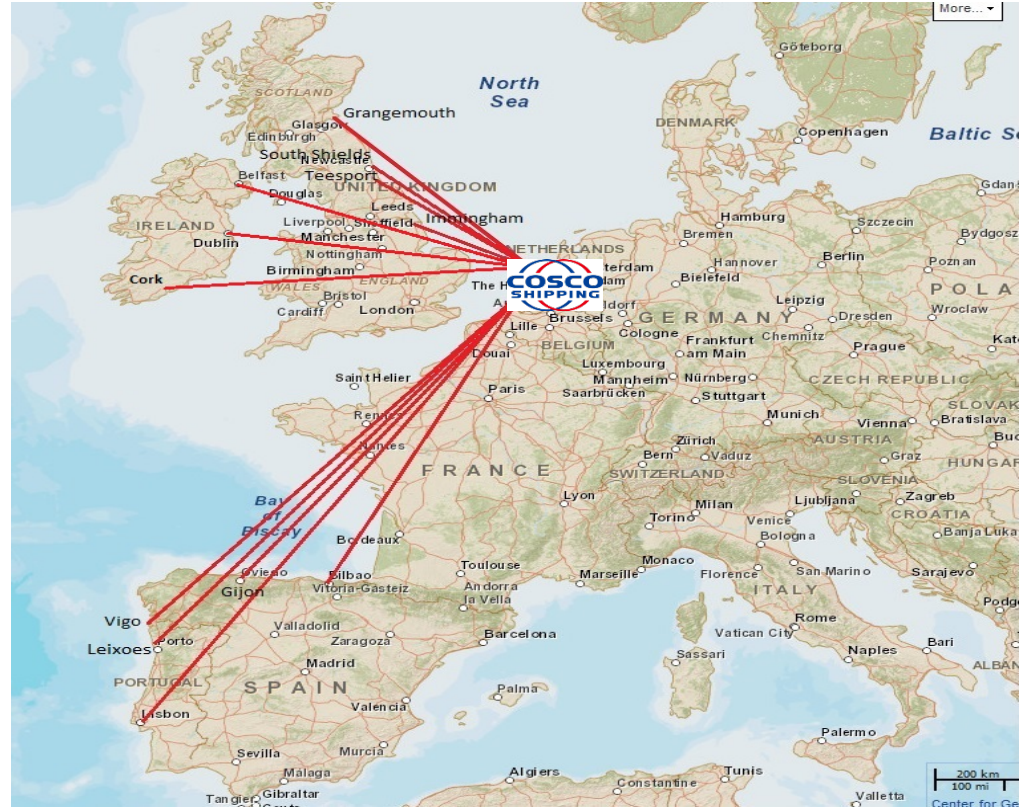
AEU FEEDER NETWORK


COMMON FEEDER :
VIA **RTM/HAM**, TO
Denmark
Sweden
Poland
Finland
Baltic states
Russia
Norway



AEU FEEDER NETWORK

COMMON FEEDER :
From **Rotterdam** to:
UK
Ireland
Spain,
Portugal



- 
- ◆ OVERVIEW
 - ◆ AEU SERVICES
 - ◆ **AEM SERVICES**
 - ◆ Piraeus Strategy & Land-sea express



Asia Mediterranean Advantage

7 Strings

2 outside Ocean Alliance

226 Port pair

53 Direct call

**With 6 Strings
COSCO SHIPPING
deployment**

**Full coverage at
West & East MED,
Black Sea and
Adriatic Sea**

**Extensive feeder
network through
PIRAEUS**



AEM SERVICES PORT ROTATION

	SERVICE NAME		VESSELS	ALLOCATION	PORT ROTATION ADJUSTMENT
	2017	2016			2017 VS 2016
AEM	AEM1	AMX1+ MD1	COSCO: 6*13000; EMC: 4*13000	5290	WB 1. CANCEL PUS 2. ADD KHH 3. SIN I/O PKG 4. DOUBLE CALL PIR, CANCEL PORT SAID EB 1. CALL PIR I/O PORT SAID 2. CANCEL KLF 3. SIN I/O PKG 4. CANCEL VIETNAM, CALL CMP
	AEM2	MEX1	CMA: 9*11400; OOCL: 2*11400	2035	WB 1. ADD PUS 2. SIN I/O PKG 3. ADD GOA EB 1. ADD BEIRUT 2. ADD XMN
	AEM3	BEX	COSCO: 5*9000; CMA: 5*9000	3700	WB 1. ADD KHH 2. SIN I/O PKG 3. RECALL PORT SAID, BEIRUT, PIR, ISK
	AEM5	FEM / ADR	COSCO: 2*7800; EMC: 5*7800; OOCL: 1*7800	1595	WB 1. CANCEL TPP 2. ADD HAIFA EB 1. SIN I/O TPP
	AEM6	AMX8 / PHX	COSCO: 2*6500; CMA: 5*6500; EMC: 2*6500; OOCL: 1*6500	990	Resume Service
	MINA	MINA	UASC: 6*6500; CMA: 1*6500;	263	
	GEM	GEM	COSCO: 2*5600; UASC: 3*6500; CMA: 1*6500	1350	

MD2 will suspend. AMX1 and MD1 combined into one.



AEM SERVICES PORT ROTATION

AEM1	AEM2	AEM3	AEM5	AEM6
10*13000	11*11400	10*9000	8*7800	10*6500
Qingdao	Qingdao	Pusan	Qingdao	Shanghai
Shanghai	Pusan	Shanghai	Shanghai	Ningbo
Ningbo	Shanghai	Ningbo	Ningbo	Pusan
Kaohsiung	Ningbo	Kaohsiung	Taipei	Chiwan
Hong Kong	Xiamen	Chiwan	Yantian	
Yantian	Nansha		Shekou	
	Yantian			
SIN	SIN	SIN	SIN	SIN
SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal
Piraeus	Malta	Port Said West	Ashdod	Port Said East*
La Spezia	Valencia	Beirut	Haifa	Malta
Genoa	Barcelona	Piraeus*	Alexandria	Koper
Fos	Fos	Evyap (Izmit)	Piraeus	Trieste
Valencia	Genoa	Ambarli		Venice
Piraeus EB	Malta EB	Constanza		Koper Eb
	Beirut	Odessa		Malta Eb
		Ambarli		Damietta Eb
		Iskenderun*		
SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal	SUEZ Canal
Jeddah	Jebel ali		Jeddah	Jeddah
Colombo				
SIN	PKG	PKG	SIN	PKG
Hong Kong	Xiamen		Shekou	Chiwan
			Kaohsiung	
Qingdao	Qingdao	Pusan	Qingdao	Shanghai

AEM1

AEM2

AEM3

AEM5

AEM6

GEM

IMEX



Highlights

- Dedicated Service to West Mediterranean
- Providing industry-leading service to Piraeus
- Westbound
- Comprehensive coverage at Far East
- Excellent service to Italy and Fos
- Eastbound
- Extensive coverage to Red Sea and South Asia through Jeddah and Colombo



Asia Mediterranean

AEM1

AEM2

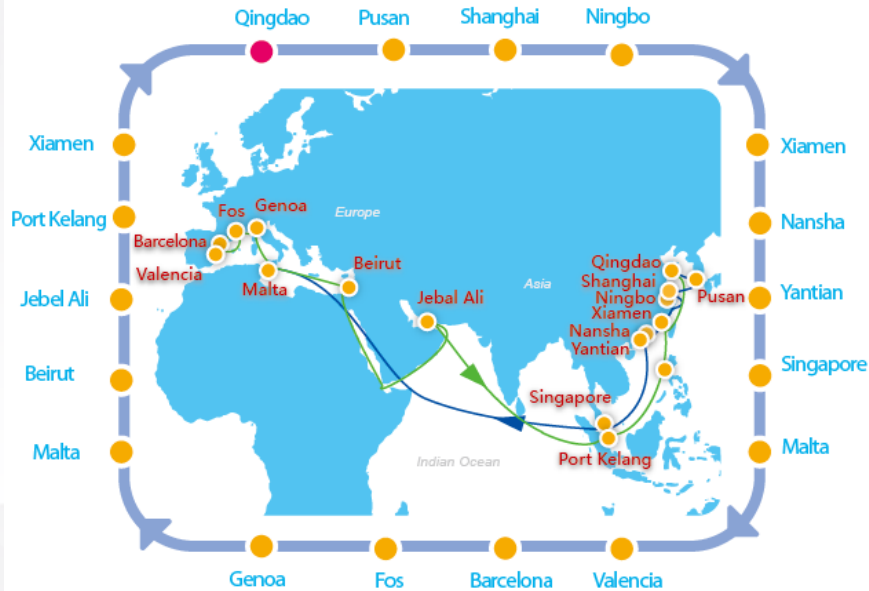
AEM3

AEM5

AEM6

GEM

IMEX



Highlights

- Far East to Spain express service
- Westbound
- Nansha direct call
- Unique service from Xiamen to Italy and Fos
- Eastbound
- Beirut direct call provide good connection from West Mediterranean to Black Sea
- Fast service from Italy and Fos to Middle East via Jebel Ali
- Fast transit time from Fos, Genoa to Xiamen

AEM1

AEM2

AEM3

AEM5

AEM6

GEM

IMEX



Highlights

- Dedicated service to Black Sea and Turkey
- Westbound
- Comprehensive coverage in Far East.
- Port Said West direct call access to Egypt market and East Mediterranean
- Fast transit time to Beirut
- Unique Kaohsiung and Iskenderun call
- Eastbound
- Connecting Black Sea and Turkey with North Europe and West Med via Piraeus
- Fast transit time from Turkey to South East Asia

AEM1

AEM2

AEM3

AEM5

AEM6

GEM

IMEX



Highlights

- Israel dedicated service
- Westbound
- Direct service from Far East to Israel and Alexandria
- New Haifa direct call
- Eastbound
- Unique service from Alexandria to Far East
- Fast transit time to South China and Kaohsiung

AEM1

AEM2

AEM3

AEM5

AEM6

GEM

IMEX



Highlights

- Unrivaled Adriatic Sea dedicated service
- Westbound
- Pusan direct call with fast transit time to Koper
- Direct call in Port Said East
- The only service to Venice
- Eastbound
- Best transit time from Koper to South China and Central China
- Damietta direct call on EB with fast transit time back to Far East



Asia Mediterranean

Outside Ocean Alliance

AEM1

AEM2

AEM3

AEM5

AEM6

GEM

IMEX



Highlights

- Competitive service covering Middle East & Red Sea to Turkey.
- Only direct service from Iskenderun to Middle East in the market.
- Extensive coverage on more Black Sea Ports via Ocean Alliance service.
- Easy access from Far East to Mersin via Ocean Alliance service.



Asia Mediterranean

Outside Ocean Alliance

AEM1

AEM2

AEM3

AEM5

AEM6

GEM

IMEX



Highlights

- Dedicated service between India, Pakistan, Middle East and West Mediterranean
- Competitive transit time from Italy and Egypt to Jebel Ali



AEM FEEDER NETWORK

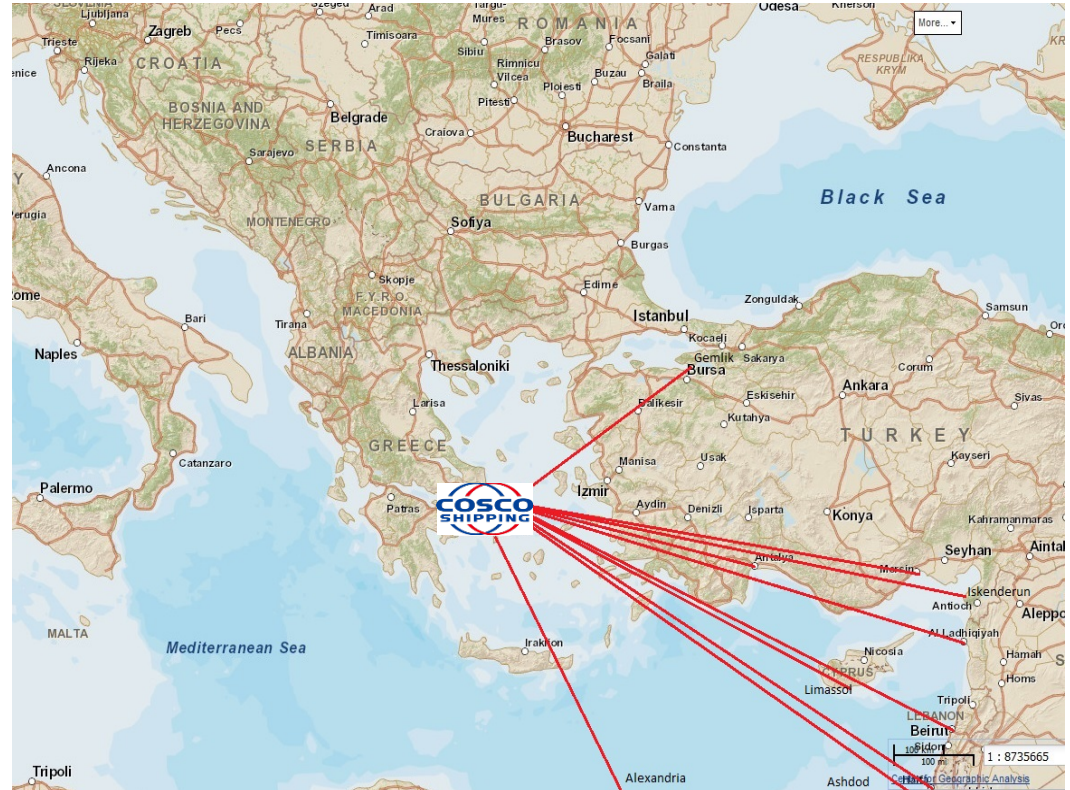
OWN-OPERATED FEEDER :

8 feeder ,Covering the East Israel, Egypt, Turkey, the Black Sea, the Adriatic Sea, Italy, North Africa and other regions.

AREA	FEEDER		ROTATION	NEW
AEM	MFS	1	Fos - Genoa - Naples - Haifa - Ashmore - Fos	
	AGT	2	PIR - Rijeka - Cooper - Venice - Ancona - PIR - Thessaloniki - Quepos - Hyde Passa - Izmit - Izmir - PIR	
	PNX	3	PIR-Naples-PIR	
	IAS	4	PIR - Alexandria - Haifa - Ashdod - Koper - Venice - Ravenna - PIR	
	TBX	5	PIR-Kunport-Novorossiysk-TRCND-Varna-Kunport-Thessaloniki-PIR	
	PAX	6	PIR-Algiers-PIR	2017NEW
	EAST-MED FEEDER	7	PIR - Thessaloniki - Ambali - PIR - Alexandria - (Saïda) - Haifa - (Ashdod) - Mersin-PIR	2017NEW
	MED/NORETH AFRICA/EUROPE	8	TRCND-Kunbot-Izmit-Gemlik-Salerno-Casablanca-Argaga-Felixstowe-Hamburg-Rotterdam-Antwerp-Casablanca-Gemlik-Izmit-Kunpoort - TRCND	2017NEW

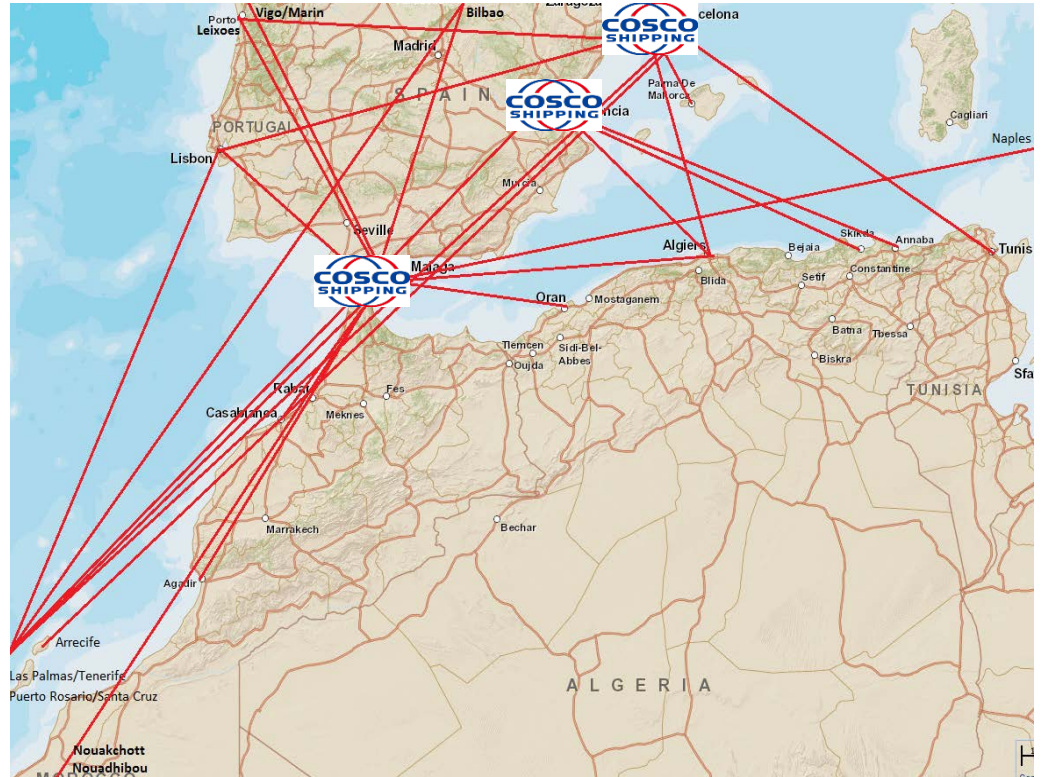
AEM FEEDER NETWORK

COMMON FEEDER :
VIA **Piraeus**, TO
Turkey
Syria
Lebanon
Israel
Egypt
(Cyprus)



AEM FEEDER NETWORK

COMMON FEEDER :
From Algeciras/Barcelona
/Valencia to :
Portugal
Canary Island
Maurentania
Marrok
Algeria
Tunisia
Italy



- 
- ◆ OVERVIEW
 - ◆ AEU SERVICES
 - ◆ AEM SERVICES
 - ◆ Piraeus Strategy & Land-sea express

Maritime Silk Road—ancient times



Maritime Silk Road—modern times



COSCO SHIPPING GREECE



Cosco Shipping



COSCO Piraeus Terminal



Piraeus Storage and distribution center



- AEOF Certified
- ISO Certified

The advantage of Piraeus port

The advantage of Piraeus port



No custom strikes thanks to the Free Zone Type I



Multiple arrivals from China/Far East



Owned modern Warehouse operating within Free Zone



Geographical Position: covers East-Mediterranean Sea and Black Sea

Extensive Feeder Network with EMEA Ports.



Owned modern "Strike Free" terminal with high productivity & ability





Services:

Westbound: 4 voyages with direct calls

Eastbound: 5 voyages with direct calls

Available space for EB&WB per week: 5,000TEU

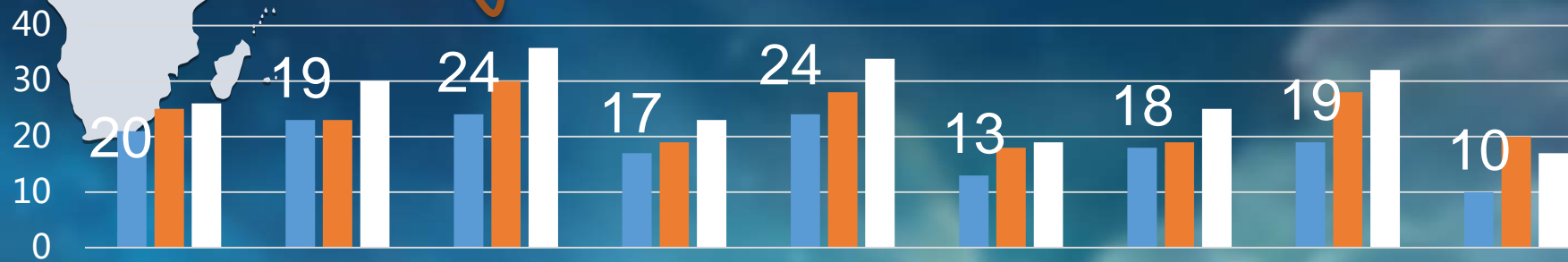
▶ Westbound service

NE7, MD1, MD2, FEM

▶ Eastbound service

NE2, NE7, MD1, MD2, BEX

The lead time advantage from the Far East port to Piraeus port



Base-ports in Far-east



North Europe			West Med Adriatic			Black Sea			East Med			North Africa		
POD	TAT	COSCO	POD	TAT	COSCO	POD	TAT	COSCO	POD	TAT	COSCO	POD	TAT	COSCO
Antwerp	11-17	13	Barcelona	6-13	6	Varna	8-9	8	Istanbul	1-4	1	Casablanca	6-15	15
Rotterdam	9-15	11	Fos	4-14	8	Odessa	4-13	5	Limassol	2-5	2	Algiers*	4-15	15
Felixstowe	6-17	6	Genoa	2-8	2	Novorossiysk	3-14	3	Ashdod	3-11	4	Tunis*	4-18	15
Hamburg	8-12	8	Koper	3-6	3	Poti	10-14		Haifa	3-10	8	Alexandria	2-12	2
Le Havre	13-16		Venice	3-7	4	Constanta	2-8	6	Mersin	3-11	4	Misurata*	3-12	
			Ancona	2-8	5				Beirut	2-12	2	*possible congestion		
			Trieste	3-8	3				Jeddah	4-12				

With red color are indicated COSCO services on owned vessels or slot agreements.

Piraeus port modern storage conditions

COSCO owns a 7500 square meter bonded warehouse and LCL center at the dock in the bonded area. This is the only one of the class I in the bonded area in southern Greece.



The new 25000 square meter bonded warehouse and LCL center will be delivered in the second half of 2016, the capacity of overall storage and distribution will go to a higher level.

Piraeus port warehouse service



Central Europe Land-Sea Express radiation zone



Poland, Germany: 4-5 days

Czech, Austria, Slovakia, Hungary : 3-4 days

Romania : 2-3 days

Bulgaria and Serbia : 1-2 days

Central Europe Land-Sea Express introduction



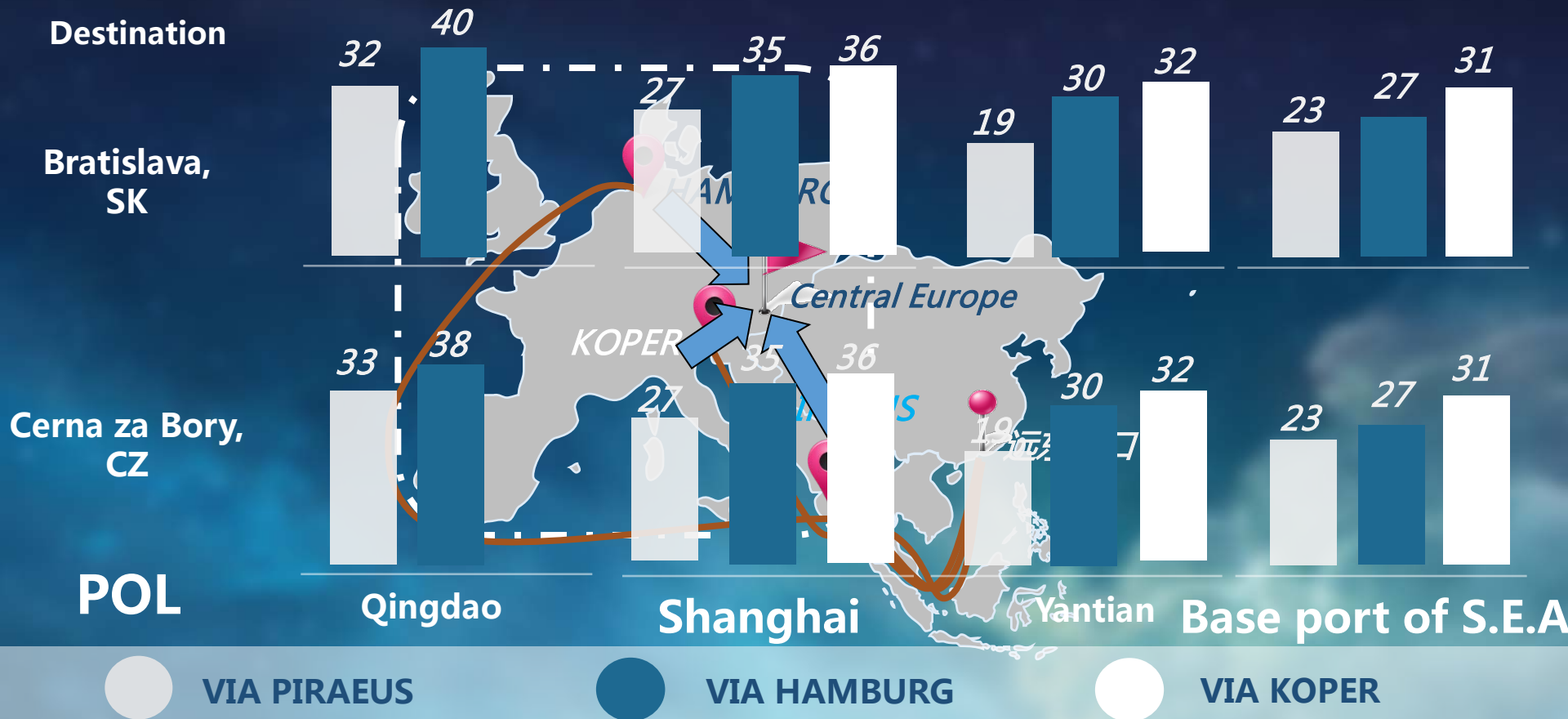
Central Europe Land-Sea Express from Greece to Central Europe

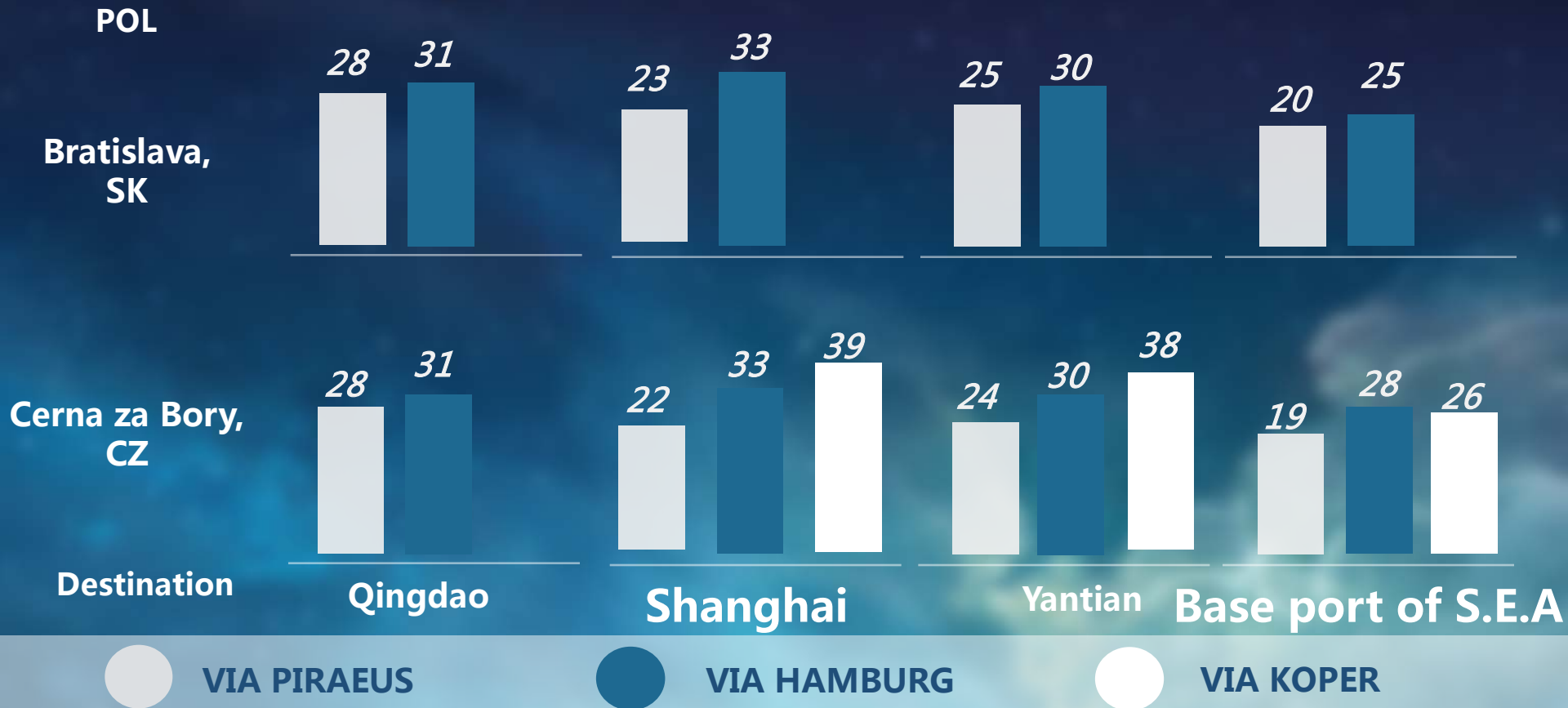
Departure		Arrival		
Rail CY	Day	Rail CY	Day	TAT (days)
PCT, Greece	Thursday	Bratislava, SK	Sunday	3
PCT, Greece	Thursday	Cerna za Bory, CZ	Monday	4

Central Europe Land-Sea Express from Central Europe to Greece

Departure		Arrival		
Rail CY	Day	Rail CY	Day	TAT (days)
Cerna za Bory, CZ	Wednesday	PCT, Greece	Monday	5
Bratislava, SK	Thursday	PCT, Greece	Monday	4

02 / The lead time advantage of Central Europe Sea-Land Express







The Balkans classes from Greece to the Balkans

Departure		Arrival		
Rail CY	Day	Rail CY	Day	TAT (days)
PCT, Greece	Tuesday	Skopje, MK	Wednesday	1
PCT, Greece	Tuesday	Belgrade, RS	Thursday	2
PCT, Greece	Wednesday	Sofia, BG	Friday	2
PCT, Greece	Tuesday	Bucharest, RO	Friday	3

The Balkans classes from the Balkans to

Departure		Arrival		
Rail CY	Day	Rail CY	Day	TAT (days)
Skopje, MK	Wednesday	PCT, Greece	Saturday	3
Belgrade, RS	Thursday	PCT, Greece	Saturday	2
Sofia, BG	Friday	PCT, Greece	Sunday	2
Bucharest, RO	Friday	PCT, Greece	Monday	3



Thank You

2017.01