

The background of the slide features a vibrant sunset or sunrise over a body of water. The sun is positioned in the upper center, casting a brilliant glow and creating a lens flare effect with rays of light extending across the sky. The sky is filled with soft, wispy clouds in shades of orange, pink, and blue. The water in the foreground is a deep blue, with gentle ripples and a reflection of the sun's light. The overall mood is serene and hopeful.

OCEAN ALLIANCE INTRODUCTION

Preface

Network Planning Division

Network Planning & Alliance



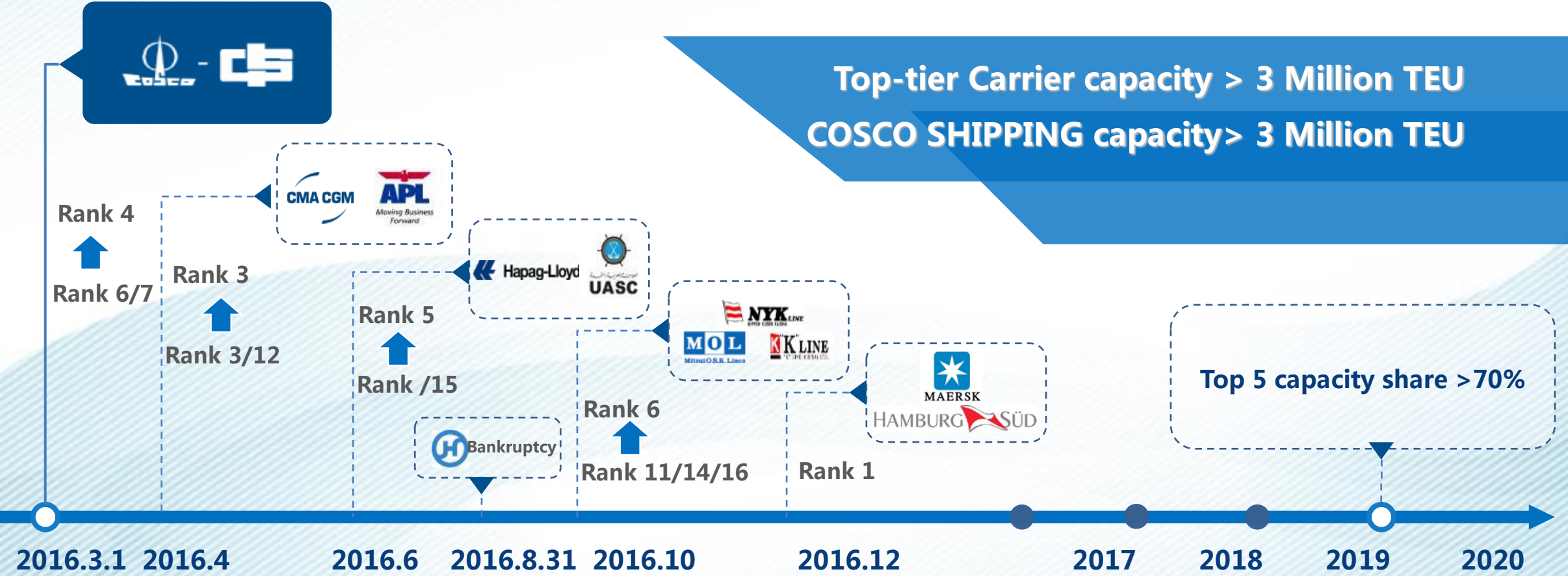
Fleet Planning



Regional Network Planning

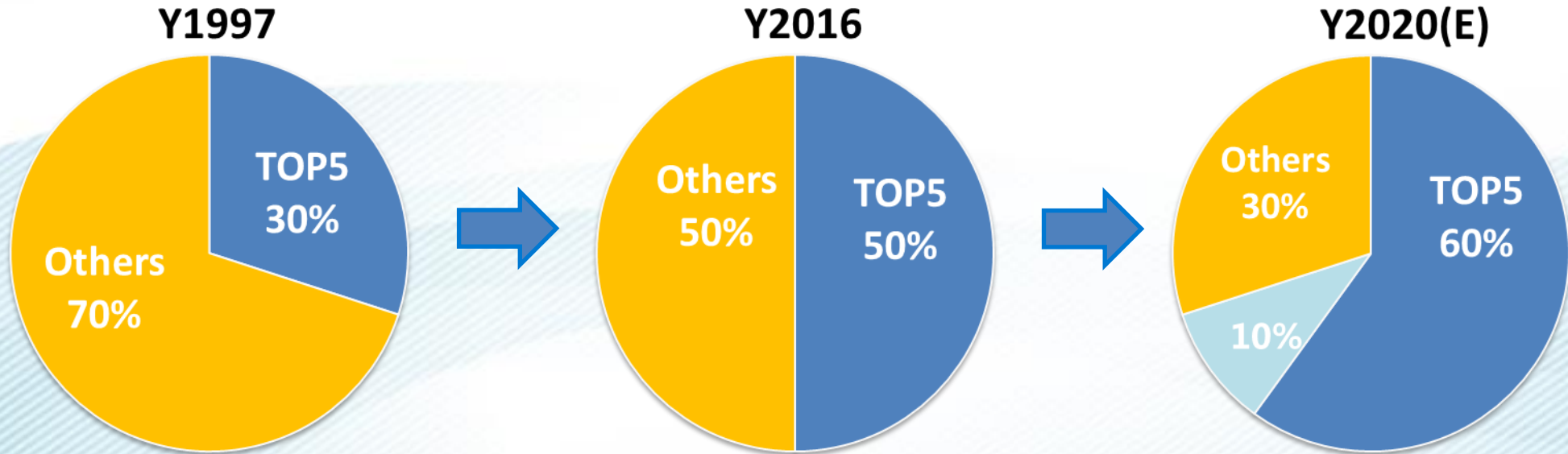


Market Concentration



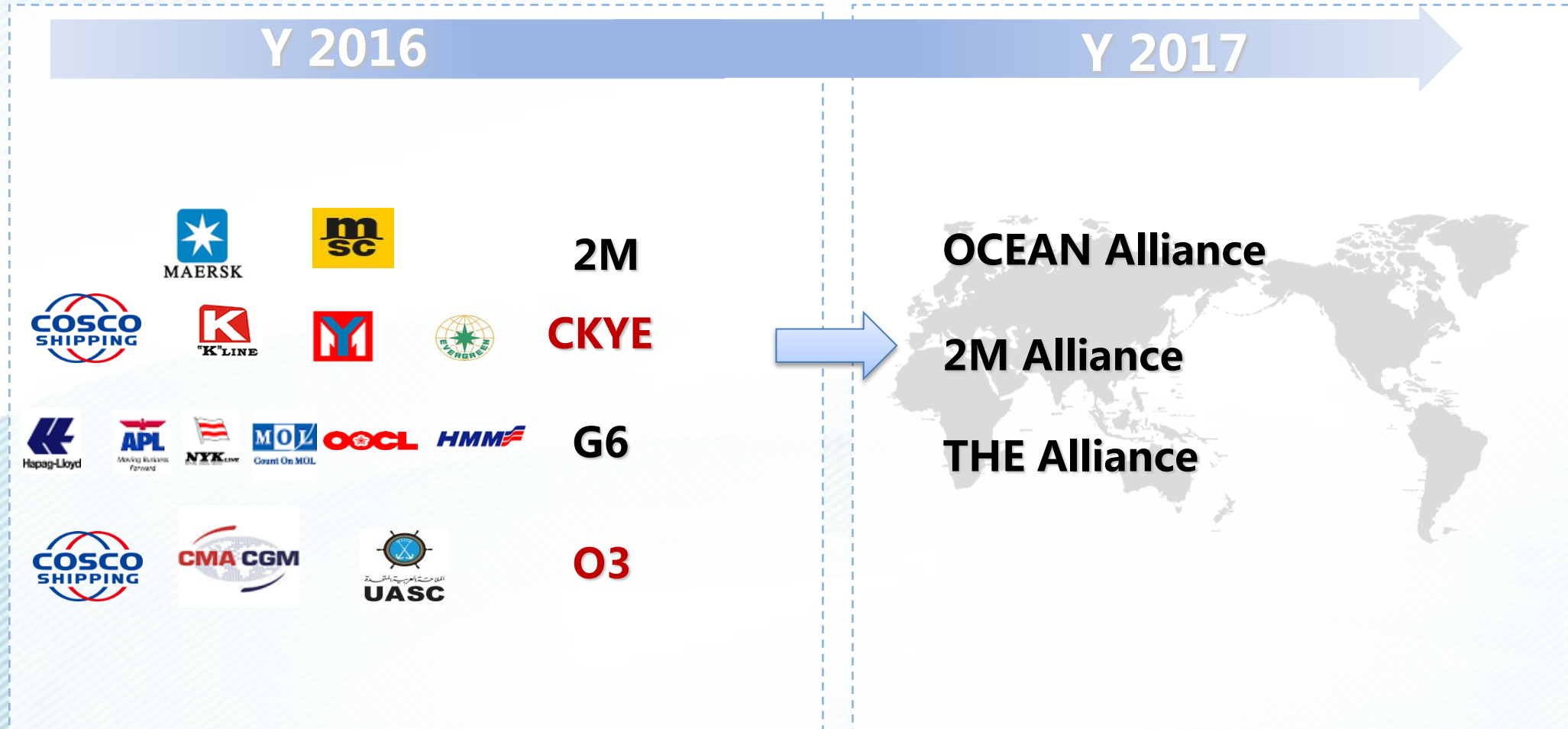
Larger, Faster, Superior is our goal

- Less players: Only Top-tier Shipping Lines could survive
- Top 5 share: 20 years from 30% to 50%; 4-5 years from 50% to 70%



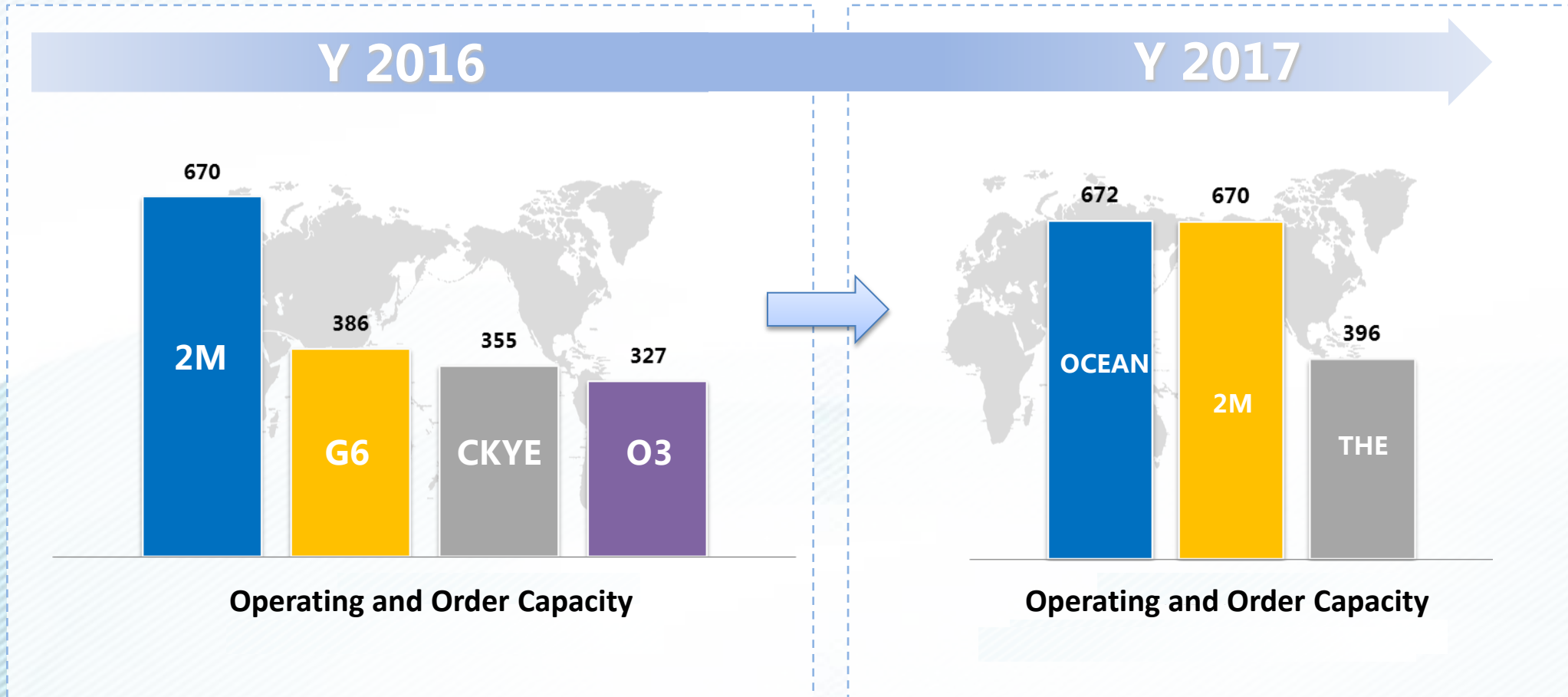
Four Alliances

Three Alliances



Four Alliances

Three Alliances



Top-tier Carrier and Mega Alliance



**Let's start a brand-new journey
and to be a better one !**



EVERGREEN LINE



Contents

A、 Overview of OCEAN Alliance

B、 Introduction of Day One Product

C、 Peroration



EVERGREEN LINE



A、 Overview of OCEAN Alliance

A、 Overview of OCEAN Alliance



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4 Members

5+5 Years duration

8 Trade lanes

41 Loops

350 vessels

3.5 million TEU



A、 Overview of OCEAN Alliance



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4 members : Powerful Combination



Top4 , Advocator of OCEAN Alliance



Top3 , Large Scale and comprehensive network



Top5 , Long-term cooperation with COSCO SHIPPING



Top8 , A sustainable and profitable carrier



A、 Overview of OCEAN Alliance



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Milestone for OCEAN Alliance



A、 Overview of OCEAN Alliance



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8 trade lanes , 41 loops



Transpacific -20 loops

- 9 PSW loops
- 4 PNW loops
- 7 AWE & Gulf loops



Transatlantic-3 loops

- 2 EUR-USEC loops
- 1 MED-USEC loops



Asia/Europe-11 loops

- 6 Asia-NEU loops
- 5 Asia-MED loops



MID&RED SEA-7 loops

- 5 Far East-MID loops
- 2 Far East-Red Sea loops

A、 Overview of OCEAN Alliance



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OCEAN Alliance – Highlights

- Larger Capacity
- Superior Frequency
- Better Network Coverage
- Faster Transit-time
- Higher Operational Efficiencies



A、 Overview of OCEAN Alliance

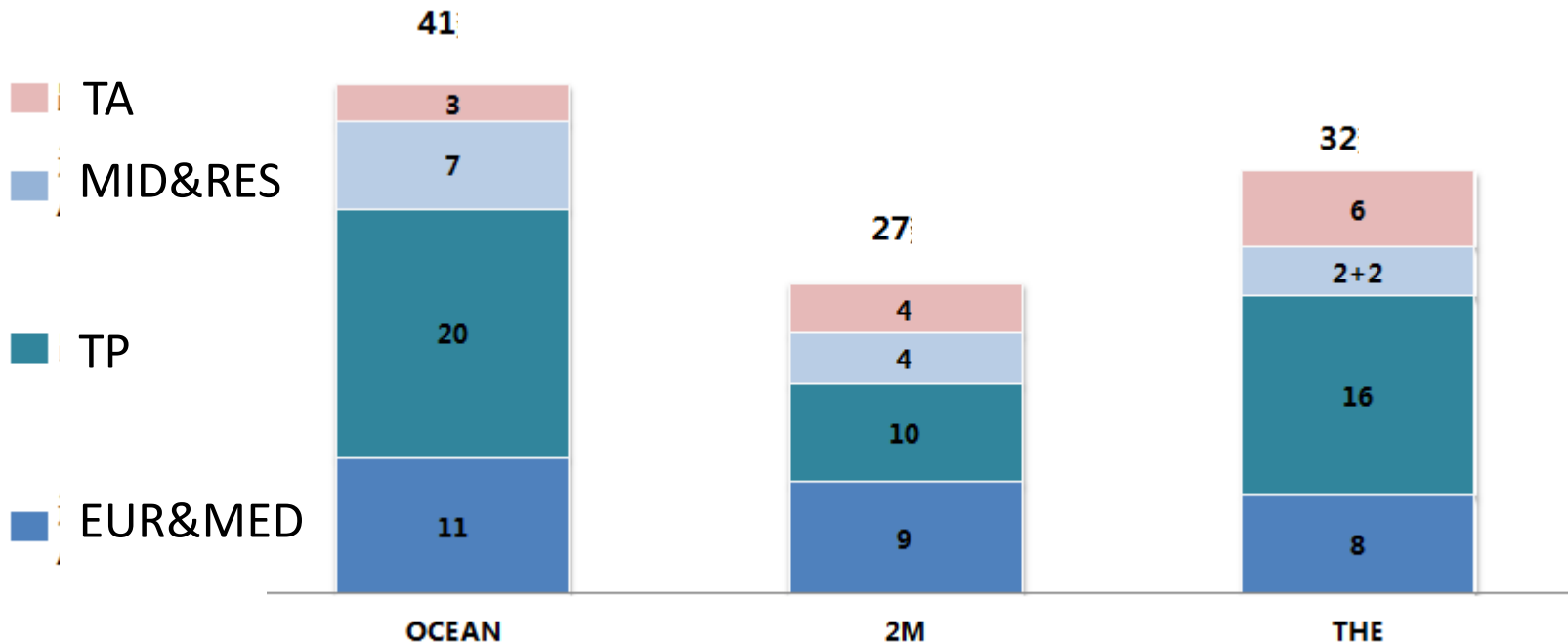


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OCEAN Alliance – Super Frequency

OCEAN **41** loops ; THE **32** loops ; 2M **27** loops



A、 Overview of OCEAN Alliance

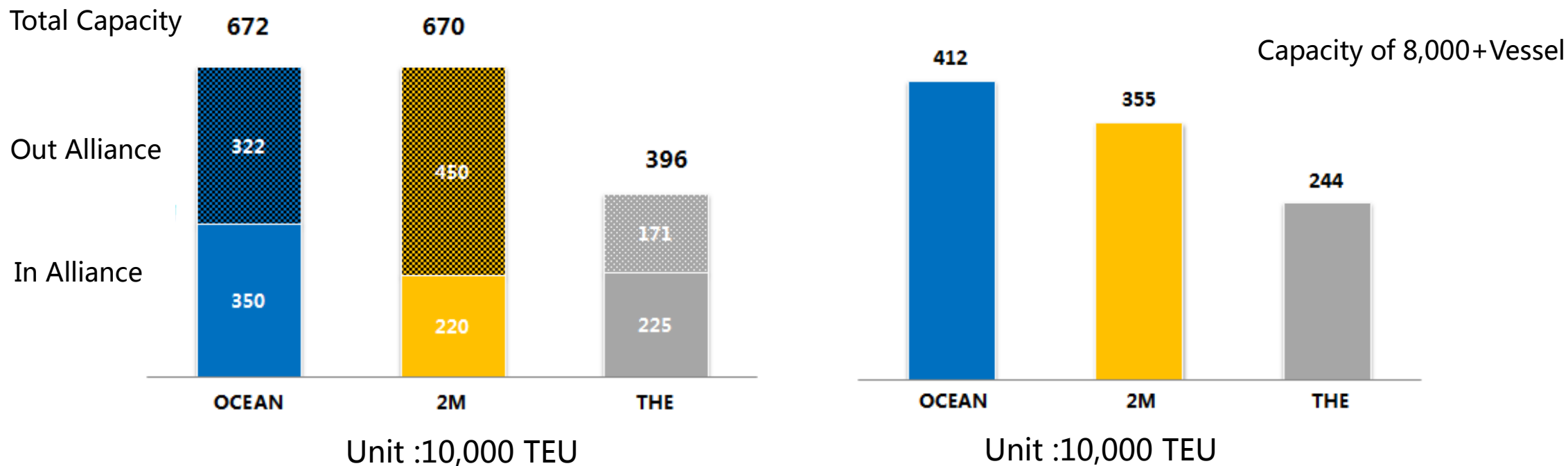


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OCEAN Alliance – Larger Capacity

Total capacity and large vessel capacity is more than competitor



A、 Overview of OCEAN Alliance

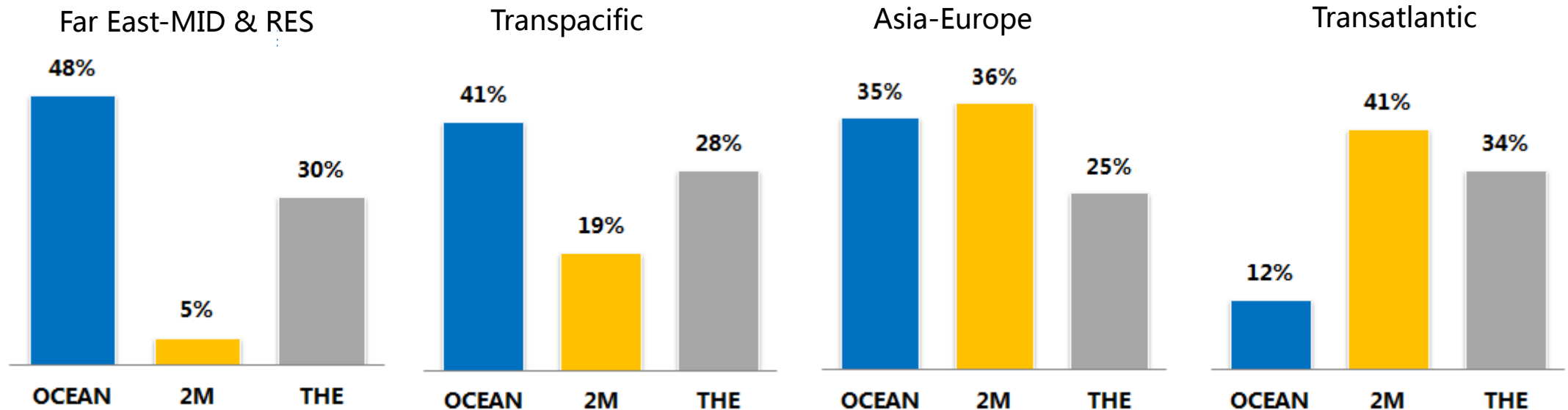


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OCEAN Alliance – Larger Capacity

- Dominant Position: Transpacific and Far East-Middle East & Red Sea
- Strong Position: Asia-Europe
- Weak Position: Transatlantic



A、 Overview of OCEAN Alliance

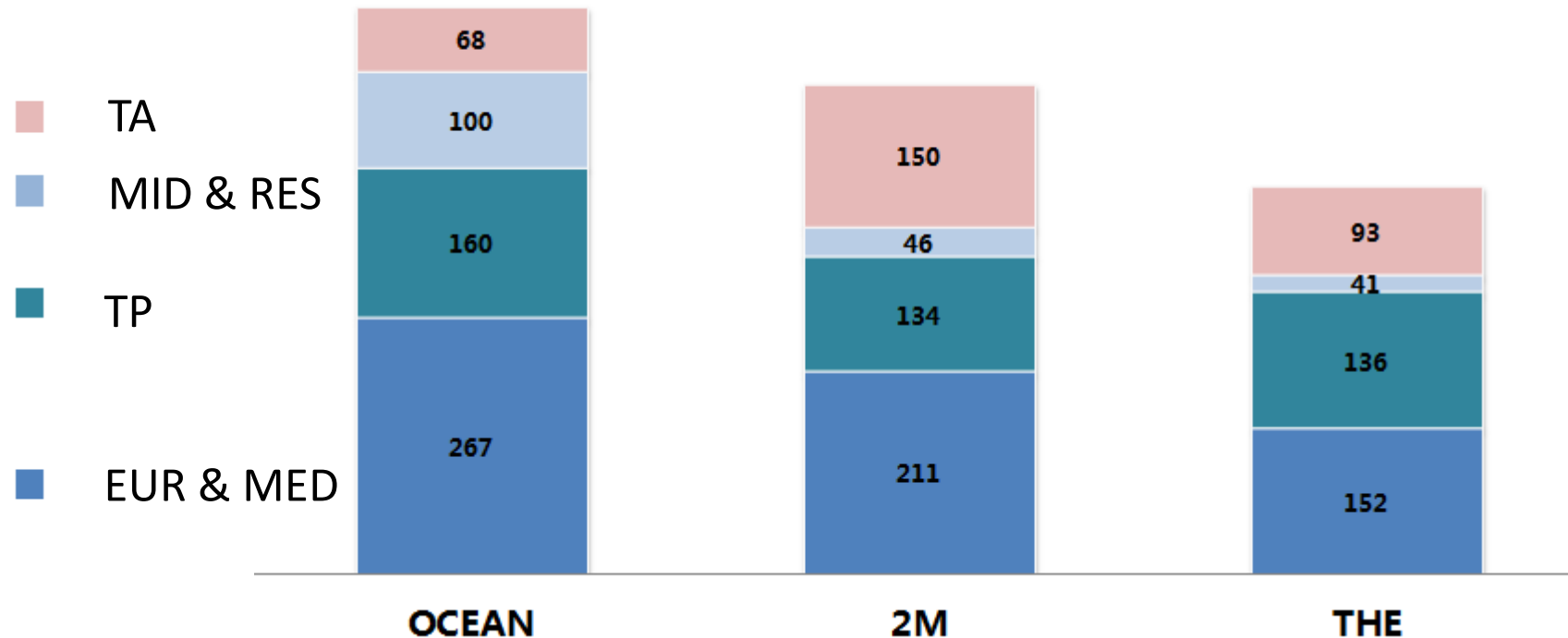


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OCEAN Alliance – Better Coverage

- Port Pair: OCEAN **595** ; 2M **541** ; THE **422**



A、 Overview of OCEAN Alliance



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OCEAN Alliance – Higher Operational Efficiencies

OCEAN Alliance function:



- **1st level : CEO meeting**

Identify and research strategy

- **2nd level : Principal Committee**

Supervise and coordinate operation

- **3rd level : Three Division**

Network Committee: Network planning

Operation Coordinate Center: Coordination and Monitoring

Logistics Committee: Terminal and facility

A、 Overview of OCEAN Alliance



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OCEAN Alliance – Higher Operational Efficiencies





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B、 Introduction of Day One Product

B、 Introduction of Day One Product



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Weekly calling of OCEAN Alliance Day One Product

Trade	Port	Weekly Calls		
		OCEAN	2M	THE
Japan	Tokyo	3	0	7
	Nagoya	2	0	4
	Yokohama	2	3	0
	Shimizu	1	0	2
	Kobe	1	0	5
	Osaka	1	0	0
South Korea	Pusan	11	14	10
North China	Qingdao	12	9	7
	Tianjin	4	4	2
	Dalian	3	2	2
	Lianyungang	2	0	0
Central China	Shanghai	29	22	13
	Ningbo	29	17	13
South China	Yantian	19	15	10
	Hong Kong	14	5	7
	Shekou/Chiwan	14	12	4
	Xiamen	9	8	4
	Nansha	6	4	0
	Singapore	26	14	15
Southeast Asia	Cai Mep	5	2	5
	Port Kelang	4	1	1
	Colombo	2	3	2
	Jakarta	1	0	0
	Laem Chabang	1	0	4

B、 Introduction of Day One Product



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PSW Trade Lane

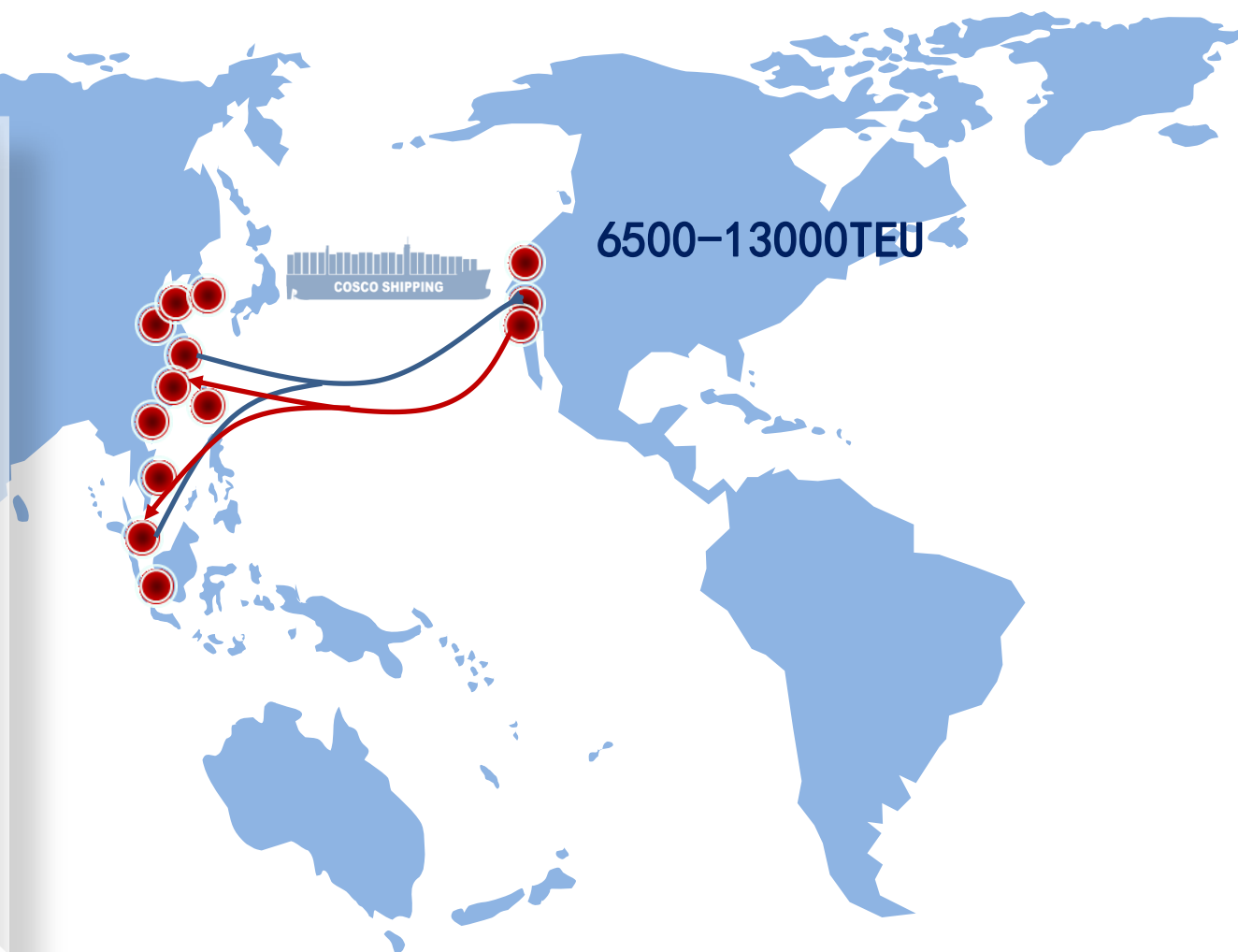
9+3 fixed-day weekly loops

54 vessels

28 port of call

52 port pair

7.4 weekly capacity(unit: 10,000)



B、 Introduction of Day One Product



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PNW Trade Lane

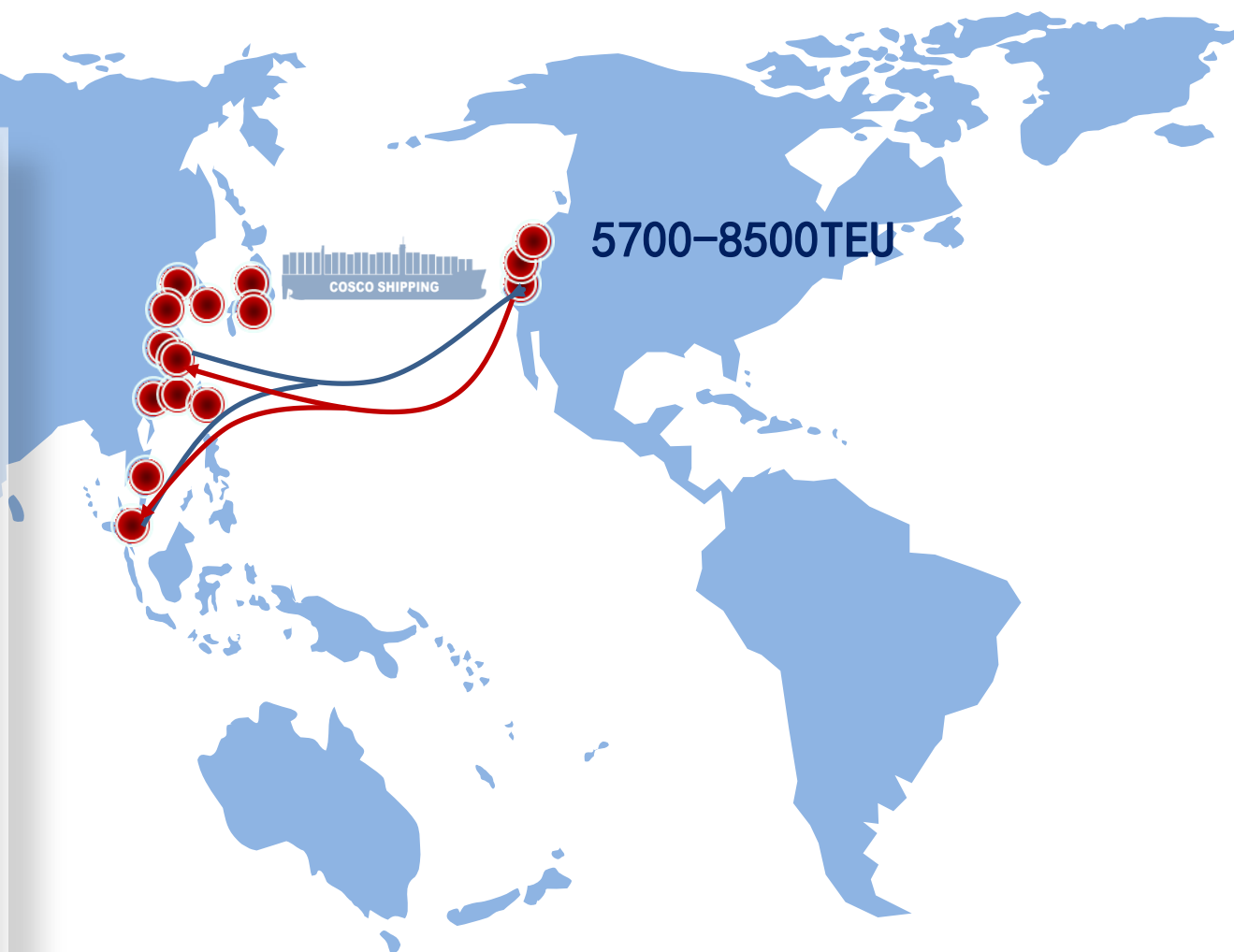
4 fixed-day weekly loops

24 vessels

18 port of call

30 port pair

2.74 weekly capacity(unit: 10,000)



B、 Introduction of Day One Product



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USEC & GULF

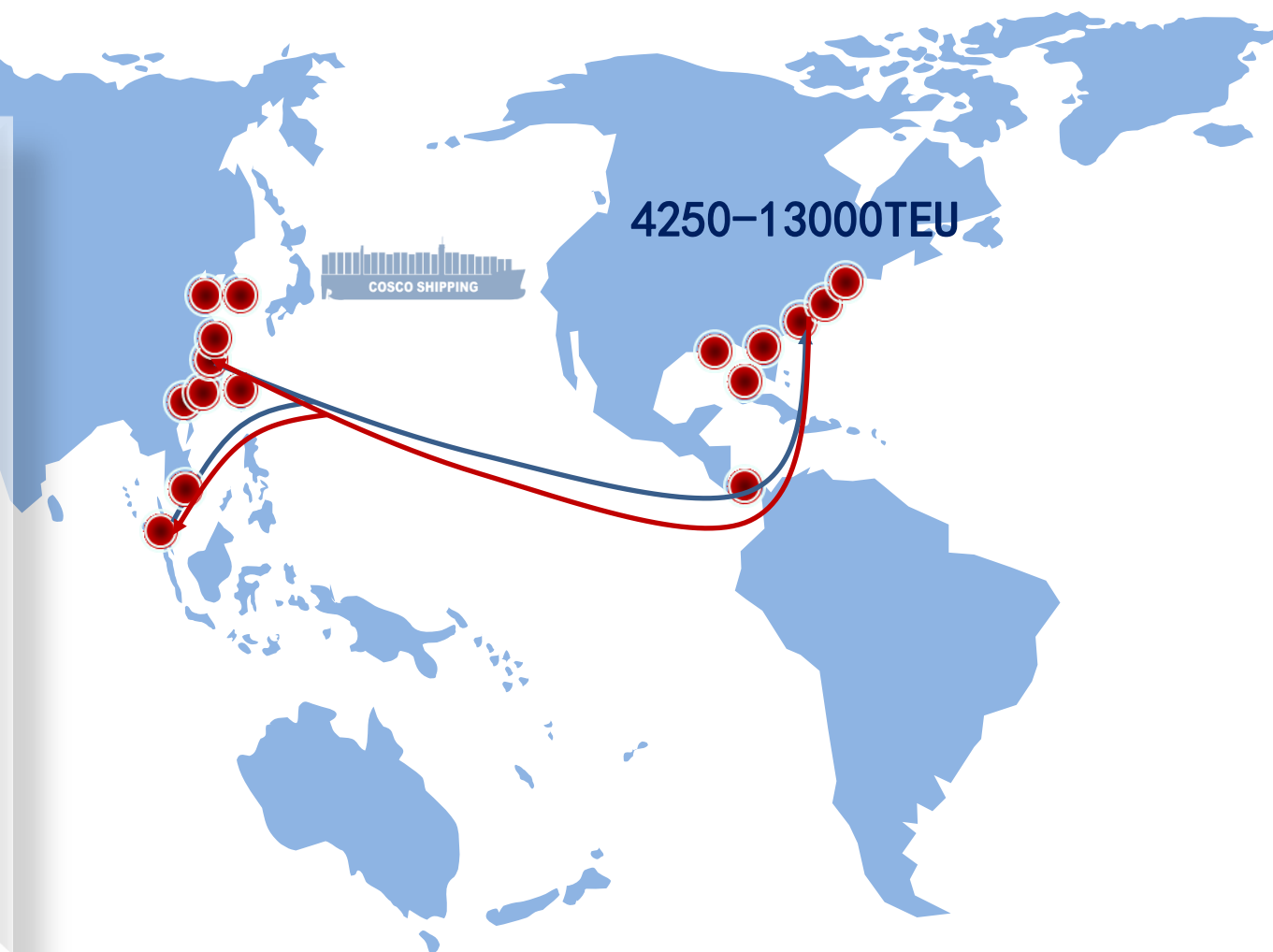
7 fixed-day weekly loops

71 vessels

24 port of call

81 port pair

5 weekly capacity(unit: 10,000)



B、 Introduction of Day One Product



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Asia-North Europe Trade Lane



B、 Introduction of Day One Product



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Asia-Mediterranean Trade Lane



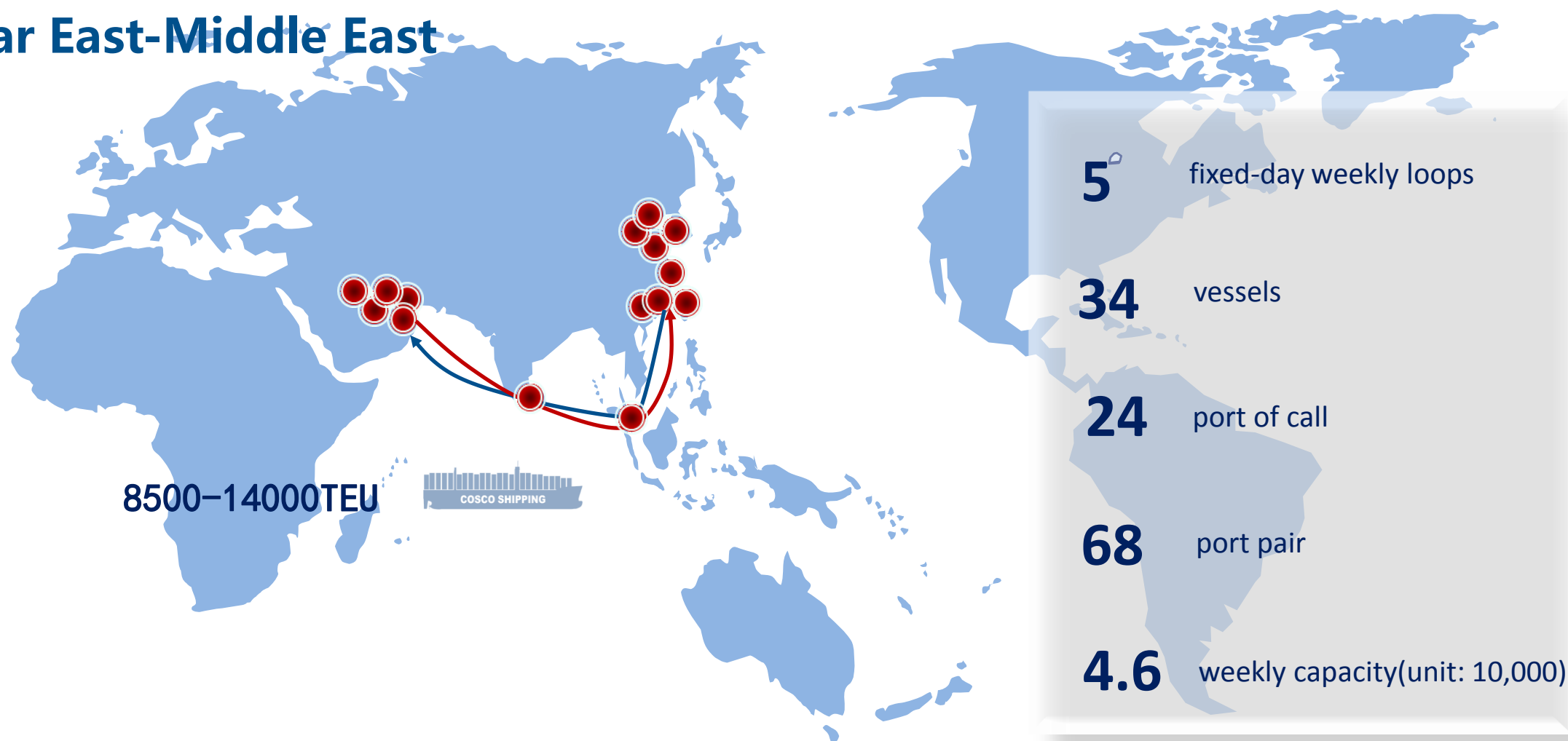
B、Introduction of Day One Product



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Far East-Middle East



B、Introduction of Day One Product



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Far East-Rea Sea Trade Lane



B、 Introduction of Day One Product



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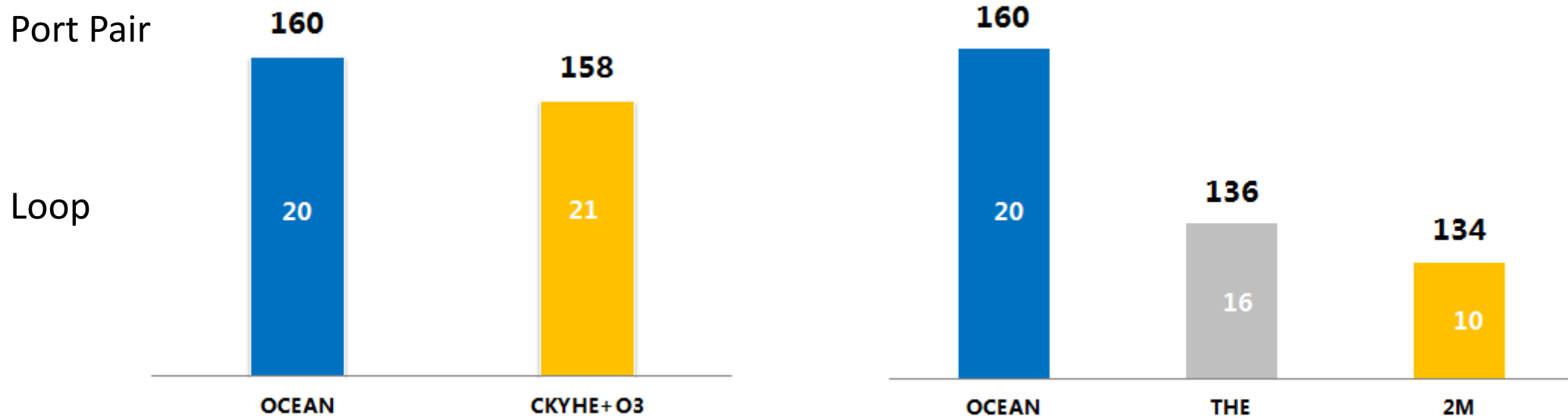
Transatlantic





Transpacific

- Y2017 OCEAN Alliance product coverage is better Y2016 CKYE+O3
- Y2017 OCEAN Alliance product coverage takes the leading position



Excluding Hanjin service

Transpacific-Better Coverage



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OCEAN TP Port Pair **160** ; 2M TP Port Pair **134** ; THE TP Port Pair **136**

- ✓ Adding Dalian and Lian Yungang to PSW coverage
- ✓ Adding Chiwan and Shekou to PSW coverage
- ✓ Adding Taipei to PSW coverage
- ✓ Adding Jakarta and Laem Chabang to PSW and Colombo to USEC coverage

OCEAN ALLIANCE																											
Regional	Port	Korea	Japan				North China				Central China		South China							Taiwan		South East China					
		Pusan	Tokyo	Nagoya	Tokyo	Shimizu	Xingang	Dalian	LYG	Qingdao	Shanghai	Ningbo	Xiamen	Fuqing	HongKong	Yantian	Chiwan	Nansha	Shekou	Taipei	Kaohsiung	Singapore	Cai Mep	Port Kelang	Jakarta	Colombo	Laem Chabang
USWC	Long Beach/Los Angeles							+	+								+		+	+				+			+
	Oakland																		+	+			+	+	+		+
	Seattle							+	+				+				+			+							
	Tacoma																			+							
Canada	Prince Rupert																										
	Vancouver																+										
	Halifax																					+				+	
USEC	New York																									+	
	Norfolk																									+	
	Savannah	+																								+	
	Charleston																										
	Houston																										
	Baltimore												+		+	+					+						
	Boston																										
	Miami																										
	Mobile																										
Jacksonville																											



Comparison 2016, adding coverage

Transpacific-Unique Coverage



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Comparison with other Alliance, OCEAN Alliance TP produce has **39** unique coverage

✓North China : Dalian and Lianyungang to Seattle , Xingang to Prince Rupert

✓South China : Fuqing and Shekou to PSW , Hong Kong and Chiwan to GULF

✓Taiwan : Taipei to PSW

✓S.E.A : Singapore to GULF、 Port Kelang to USEC、 Jakarta to PSW

OCEAN ALLIANCE															
Regional	Port	North China			South China					Taiwan		South East Asia			
		Xingang	Dalian	LYG	Xiamen	Fuqing	HongKong	Chiwan	Shekou	Taipei	Kaohsiung	Singapore	Cai Mep	Port Kelang	Jakarta
USWC	Long Beach/Los Angeles														
	Oakland														
	Seattle														
	Tacoma														
Canada	Prince Rupert														
	Vancouver														
	Halifax														
USEC	New York														
	Norfolk														
	Savannah														
	Charleston														
	Houston														
	Baltimore														
	Boston														
	Miami														
	Mobile														
	Jacksonville														

Transpacific-Superior Frequency



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COSCO SHIPPING TP **23** loops , **20** loops in OA and **3** loops out OA

✓ TP **23** loops covering **26** Asia ports

Frequency for Asia ports of OA TP product :

Frequency			Korea	Japan				North China				Central China		South China						Taiwan		South East Asia					
			Pusan	Nagoya	Osaka	Shimizu	Tokyo	Lianyungang	Dalian	Qingdao	Xingang	Shanghai	Ningbo	Fuqing	Xiamen	Shekou	Hong Kong	Nansha	Chiwan	Yantian	Taipei	Hong Kong	Singapore	Port Kelang	Jakarta	Laem Chabang	Colombo
PSW (9+3)	IN OA (9)	CEN							+	+		+	+														
		AAC						+	+			+	+														
		AAC2								+		+	+														
		AAC4	+									+	+														
		AAS														+		+	+		+						+
		AAS2												+	+		+	+	+								
		AAS3												+	+				+	+							
		AAS4														+			+	+							
	SEA2														+			+	+			+	+	+	+	+	
	OUT OA (3)	SEA												+		+	+	+					+	+	+	+	+
AAC3									+		+	+															
JPSW			+	+	+	+																					
Frequency			1	1	1	1	1	1	1	3	1	5	4	1	3	1	4	2	1	5	2	2	1	1	1	1	2
PNW (4)		CPNW										+	+			+		+				+					+
		OPNW	+													+		+		+							
		EPNW							+			+	+			+		+		+							
		MPNW	+									+	+	+				+		+							
	Frequency			2						1		3	3	1		3		1	4		2		1				1
USEC (7)		AWE1	+						+			+	+														
		AWE2	+						+			+	+														
		AWE3										+	+			+		+									
		AWE4												+		+		+		+							
		AWE5														+		+				+	+			+	
		GME										+	+	+				+									
	GME2	+									+	+			+		+				+						
Frequency			3						2		5	5	2		4		1	3		1		2	1			1	
TP 20+3=23 loops			6	1	1	1	1	1	1	6	1	13	12	1	6	1	11	2	3	12	2	5	4	2	1	1	4

Transpacific-Superior Frequency



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Frequency for North America ports of OA TP product :

Frequency			PSW		PNW				USEC/GULF										
			LAX/LGB	Oakland	Tacoma	Seattle	Prince Rupert	Vancouver	Halifax	New York	Norfolk	Savannah	Charleston	Boston	Baltimore	Houston	Mobile	Miami	Jacksonville
PSW (9+3)	IN OA	CEN	+	+			+												
		AAC	+				+												
		AAC2	+	+															
		AAC4	+																
		AAS	+																
		AAS2	+	+															
		AAS3	+	+															
		AAS4	+	+	+														
	OUT OA	SEA2	+	+															
		SEA	+	+															
		AAC3	+	+															
	JPSW	+	+																
Frequency			12	9	1	1	1												
PNW (4)		CPNW					+	+											
		OPNW					+		+										
		EPNW			+			+											
		MPNW				+		+											
	Frequency					1	2	1	4										
USEC (7)		AWE1							+			+	+						
		AWE2							+	+				+					
		AWE3									+	+	+						
		AWE4							+	+					+				
		AWE5							+	+	+	+							
		GME														+	+		
		GME2														+	+	+	+
	Frequency									1	4	4	3	2	1	1	2	2	1
TP 20+3=23 loops			12	9	2	3	2	4	1	4	4	3	2	1	1	2	2	1	1

COSCO SHIPPING TP **23** loops , **20** loops in OA and **3** loops out OA

✓**23** loops covering **17** North America Port

✓**12** loops covering LAX/LGB

✓**4** loops covering Vancouver

✓**4** loops covering New York

✓**2** loops covering Houston

Transpacific-Superior Frequency



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Trade	Port	Weekly Calls		
		OCEAN	2M	THE
Korea	Pusan	6	6	5
Japan	Tokyo	3	0	6
	Nagoya	2	0	3
	Yokohama	2	2	0
	Shimizu	1	0	1
	Kobe	1	0	4
	Osaka	1	0	0
North China	Qingdao	6	3	3
	Tianjin	1	1	1
	Dalian	1	0	1
	Lianyungang	1	0	0
Central China	Shanghai	13	8	7
	Ningbo	12	6	5
South China	Yantian	12	7	3
	Hong Kong	11	2	3
	Xiamen	6	4	3
	Shekou/Chiwan	4	4	1
	Nansha	2	2	0
	Kaohsiung	5	2	5
Taiwan	Taipei	2	0	0
Southeast Asia	Singapore	4	2	4
	Cai Mep	4	2	4
	Port Kelang	2	0	0
	Jakarta	1	0	0
	Laem Chabang	1	0	3
	Colombo	1	1	1

OA Asia port of TP product frequency is competitive (including 3 loops of out OA)

- ✓ Korea: **6** weekly calling of Pusan
- ✓ Japan: **3** weekly calling of Tokyo
- ✓ North China: **6** weekly calling of Qingdao
- ✓ Central China: **13** weekly calling of Shanghai
- ✓ South China: **12** weekly calling of Yantian
- ✓ Taiwan: **5** weekly calling of Kaohsiung
- ✓ South East Asia: **4** weekly calling of Singapore and Cai Mep

Transpacific-Superior Frequency



EVERGREEN LINE



Regional	Port	Frequency		
		OCEAN	2M	THE
PSW	LGB/LAX	12	4	8
	Oakland	9	2	8
PNW	Tacoma	2	0	2
	Seattle	3	1	2
	Prince Rupert	2	2	0
	Vancouver	4	2	3
USEC/GULF	Halifax	1	0	1
	New York	4	2	4
	Norfolk	4	2	5
	Savannah	3	2	4
	Charleston	2	2	2
	Houston	2	1	0
	Baltimore	1	1	1
	Boston	1	0	1
	Miami	1	2	1
	Mobile	2	1	0
	Jacksonville	1	1	0

OA North America port frequency is competitive

✓PSW : **12** weekly calling of LGB/LAX

✓PNW : **4** weekly calling of Vancouver and **3**

weekly calling of Seattle

✓USEC : **4** weekly calling of New York

✓GULF : **2** weekly calling of Houston and **2**

weekly calling of Mobile



Europe

Europe



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- Y2017 OCEAN Alliance product coverage is better Y2016 CKYE+O3
- Y2017 OCEAN Alliance product coverage takes the leading position

Port Pair

267

263

11

14

OCEAN

CKYE+O3

Loop

267

211

152

11

9

8

OCEAN

2M

THE

North Europe - Better Coverage



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OCEAN North Europe Port Pair **111** , THE Port Pair **84** , 2M Port Pair **111**。

Additional **11** Port Pair compared with Y2016 :

- ✓New access to Baltic Sea with direct call of Gdansk
- ✓Additional coverage from Singapore to Southampton and Dunkirk
- ✓Additional coverage from Tianjin , Dalian and Port Kelang to Piraeus.

Country	Port	KOR	N.China			C.China		S.China					TWN		SE ASIA			
		PUS	TXG	DLC	TAO	SHA	NGB	XMN	HKG	YTN	NSH	SKE	TPE	KHH	SIN	HCM (MFP)	PKG	CMB
UK	Felixstowe																	
	Southampton														+			
Greece	Piraeus		+	+													+	
Netherlands	Rotterdam																	
Germany	Hamburg																	
France	Le Havre																	
	Dunkirk														+			
Belgium	Antwerp																	
	Zeebrugge																	
Spain	Algeciras														+			
Poland	Gdansk					+	+	+		+					+			

North Europe - Unique Coverage



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Ocean Alliance Asia- Europe product provides **26** unique Port Pair.

- ✓ Unique coverage from Nansha and Taipei to North Europe basic port
- ✓ Unique call of Dunkirk and Zeebrugge in North Europe
- ✓ New connection between Tianjin, Dalian and Piraeus

Country	Port	KOR	N.China				C.China		S.China					TWN		SE ASIA			
		PUS	TXG	DLC	TAO	SHA	NGB	XMN	HKG	YTN	CWN	NSH	SKE	TPE	KHH	SIN	HCM	PKG	CMB
UK	Felixstowe																		
	Southampton																		
Greece	Piraeus																		
Netherlands	Rotterdam																		
Germany	Hamburg																		
France	Le Havre																		
	Dunkirk																		
Belgium	Antwerp																		
	Zeebrugge																		
Spain	Algeciras																		
Poland	Gdansk																		

North Europe - Superior Frequency



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Ocean Alliance Asia Europe product provides total 29 calls, 17 calls in Far East and 12 calls in North Europe.

✓ Singapore 4 weekly calls

✓ Rotterdam 6 weekly calls and Hamburg 5 weekly calls.

Frequency for OA Asia North Europe Product :

Frequency		Korea	N. China			Central China	South China				Taiwan	S.E.A				United Kindom	Germany	Netherlands	France	Belgium	Poland	Greece	Malta	Spain							
		Pusan	Tianjing	Dalian	Qingdao	Shanghai	Ningbo	Xiamen	Hong Kong	Shekou	Nansha	Yantian	Kaohsiung	Taipei	Singapore	Cai Mep	Port Kelang	Colombo	Felixstowe	Southampton	Hamburg	Rotterdam	Le Havre	Dunkirk	Antwerp	Zeebrugge	Gdansk	Piraeus	Malta	Algeiras	
North Europe 6 loops	AEU1					+	+	+					+					+		+				+							
	AEU2	+	+			+	+					+					+	+	+	+	+	+		+	+	+				+	
	AEU3		+	+	+	+	+										+	+	+			+		+			+				
	AEU5					+	+					+	+	+				+	+	+		+									
	AEU6					+	+					+					+	+	+	+	+				+			+			
	AEU7					+	+	+	+	+										+	+	+	+	+		+		+			
Frequency		1	2	1	1	6	6	1	1	1	1	4	1	1	4	1	1	1	3	2	5	6	2	1	3	1	1	2	1	1	

North Europe - Superior Frequency



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Region	Port	Weekly Calls		
		OCEAN	2M	THE
North Europe	Rotterdam	6	3	5
	Hamburg	5	2	5
	Felixstowe	3	3	2
	Le Havre	1	1	1
	Antwerp	3	2	2

Ocean Alliance Products provide superior frequency of calling main North Europe ports.

✓ Rotterdam : 6 weekly calls

✓ Hamburg : 5 weekly calls

✓ Felixstowe : 3 weekly calls

✓ Antwerp : 3 weekly calls

✓ Le Havre : 1 weekly calls

Mediterranean – Better Coverage



EVERGREEN LINE



OCEAN MED Port Pair **156**, 2M Port Pair **100**, THE Port Pair **68**.

Additional **22** Port Pair compared with Y2016 :

Country	Port	Korea	N.China	C.China		S.China						Taiwan		SE ASIA
		Pusan	Qingdao	Shanghai	Ningbo	Xiamen	Hong Kong	Yanbian	Chiwan	Nansha	Shekou	Taipei	Kaohsiung	Singapore
Egypt	Port Said													
	Alexandria													
	Damietta													
Israel	Ashdod													
	Haifa		+	+	+			+			+	+		+
Greece	Piraeus													
Italy	Genoa													
	La Spezia						+							
	Trieste													
	Venice													
France	Fos						+							
Spain	Valencia						+							
	Barcelona													
Slovenia	Koper													
Turkey	Izmit												+	+
	ISKENDERUN												+	+
	Istanbul												+	+
Romania	Constantza												+	+
Ukraine	Odessa												+	+
Malta	Malta													
Lebanon	Beirut												+	+
Croatia	Rijeka													

- ✓ New direct connection between China & Singapore and Haifa;
- ✓ New access from HONGKONG to La Spezia & Fos & Valencia;
- ✓ New coverage from Kaohsiung and Singapore to Turkey and Black Sea.

Mediterranean - Superior Frequency



EVERGREEN LINE



Ocean Alliance Asia- Mediterranean product provides 36 unique Port Pair.

Country	Port	Korea	N.Chin	C.China		S.China						Taiwan		S.E.A
		PUS	TAO	SHA	NGB	XMN	HKG	YTN	CWN	GNS	SHK	TPE	KHH	SIN
Egypt	Port Said													
	Alexandria													
	Damietta													
Israel	Ashdod													
	Haifa													
Greece	Piraeus													
Italy	Genoa													
	La Spezia													
	Trieste													
	Venice													
France	Fos													
Romania	Constantza													
Ukraine	Odessa													
	Ilichevsk													
Malta	Malta													
Lebanon	Beirut													
Croatia	Rijeka													

- ✓ East MED : Alexandria , Israel
- ✓ Black Sea : Constanta, Odessa
- ✓ Adriatic Sea: Venice

✓Piraeus 3 weekly calls

Frequency		S. Korea	N. China	C. China	S. China					Taiwan	S.E.A	Greece	Italy				Spain	France	Turkey	Israel	Egpyt				Lebanon	Romania	Ukraine	Malta	Slovenia	Croatia			
		Pusan	Qingdao	Shanghai Ningbo	Xiamen Hong Kong Shekou Chiwan Nansha Yantian	Kaohsiung Taipei	Singapore	Piraeus	La Spezia Genoa Trieste Venice	Valencia Barcelona	Fos	Ambarli Izmit Iskenderun	Ashdod Haifa	Port Said West Port Said East Damietta Alexandria	Beruit	Constanta	Odesa	Malta	Koper	Rijeka													
Mediterranean 5 Loops	AEM1		+	+	+			+	+	+																							
	AEM2	+	+	+	+	+			+	+					+				+						+								
	AEM3	+		+	+			+		+	+			+	+	+		+		+				+									
	AEM5		+	+	+			+		+	+							+	+														
	AEM6	+		+	+			+										+	+							+	+	+					
Frequency		3	3	5	5	1	1	1	2	1	3	2	1	5	3	1	2	1	2	1	1	1	1	1	1	1	1	2	1	1	2	1	1

Mediterranean - Superior Frequency



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Three Alliance are in the same level on West and East MED ports coverage, but Ocean Alliance provide more Black Sea calls.

Region	Port	Weekly Call		
		OCEAN	2M	THE
Mediterranean	Genoa	2	1	2
	Fos	2	1	1
	Valencia	2	2	2
	Ashdod	1	0	1
	Haifa	1	1	0
	Constanta	1	0	0
	Odessa	1	0	0

- ✓ Genoa: 2 weekly calls;
- ✓ Fos: 2 weekly calls
- ✓ Valencia: 2 weekly calls
- ✓ Ashdod: 1 weekly call
- ✓ Haifa: 1 weekly call
- ✓ Constanta/ Odessa: 1 weekly call respectively

Piraeus - Unrivaled Service



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- Ocean Alliance provides 5 loops calling Piraeus with total 7 calls, 4 westbound calls and 3 eastbound calls.
- Superior transit time from Shanghai to Piraeus 20 days.

2017 DAY ONE					
Region	Service	COS Deployment	Westbound	Eastbound	Total
North Europe	AEU7-AEX7	5*14000	1	1	2
	AEU3-NE3	11*14000	1		1
Mediterranean	AEM1-AMX1	6*14000	1	1	2
	AEM3-BEX	5*9000	1		1
	AEM4-FEM	2*9600		1	1
Total	5 Loops		4	3	7

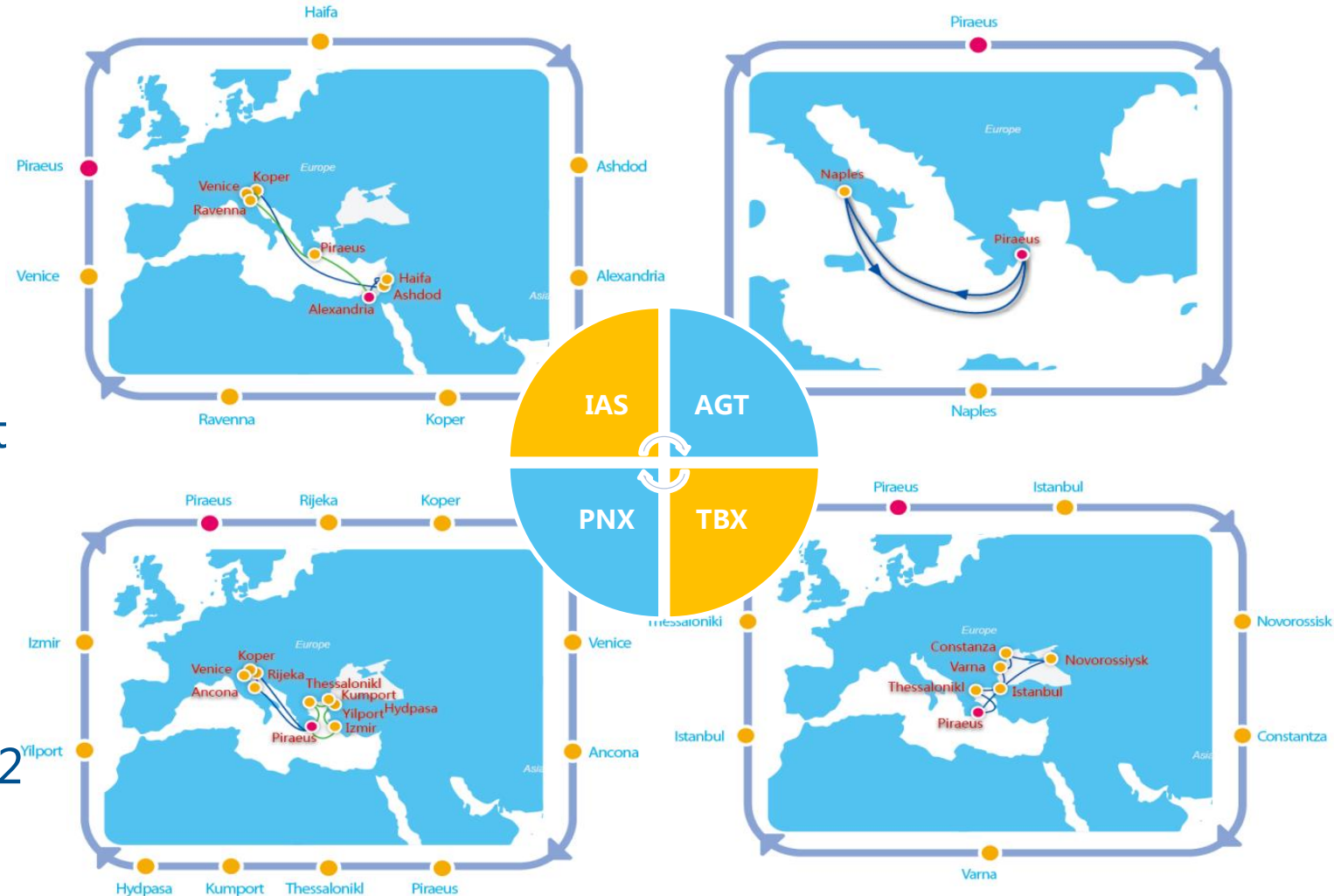
Piraeus - Feeder Network



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- **4** Dedicated feeder services operated by COSCO SHIPPING
- **18** Port Pair providing comprehensive coverage on West & East Mediterranean, Black Sea and Adriatic Sea
- **2** New launch feeder in 2017 Q2
 - North Africa - PAX
 - East Med - MFS2



Piraeus-Gateway to Central Europe



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Land-sea Express

- Provide intermodal traffic from Piraeus to Central Europe & Balkan
- Advantage transit time to Central Europe with 5-10 days faster than Koper and Hamburg route



OCEAN TA **68** Port Pair , Additional **26** Port Pair compared with Y2016:

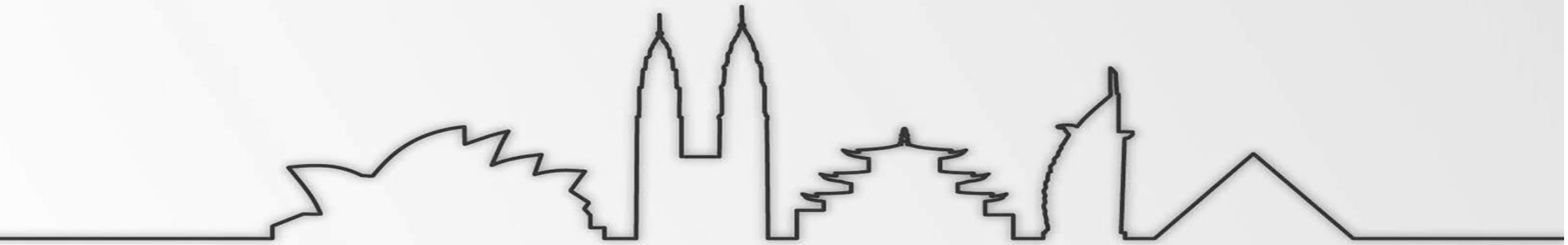
- ✓ New call at the Salerno of Italy;
- ✓ New access to Southampton;
- ✓ Special service connect the Veracruz, Altamira, Houston and New Orleans

Port	Malta	Salerno	Livorno	Genoa	Fos	Barcelona	Valencia	Southampton	Rotterdam	Bremerhaven	Le Havre	Antwerp
New York		+						+				
Norfolk		+						+				
Savannah		+						+	+	+	+	+
Miami		+							+	+	+	+
Charleston								+				
Veracruz									+	+	+	+
Altamira									+	+	+	+
Houston									+	+	+	+
New Orleans									+	+	+	+

Ocean Alliance Trans-Atlantic product provides total **22** calls, **5** calls in Northwestern Europe, **9** calls in Mediterranean and **9** calls in the USEC&US GULF.

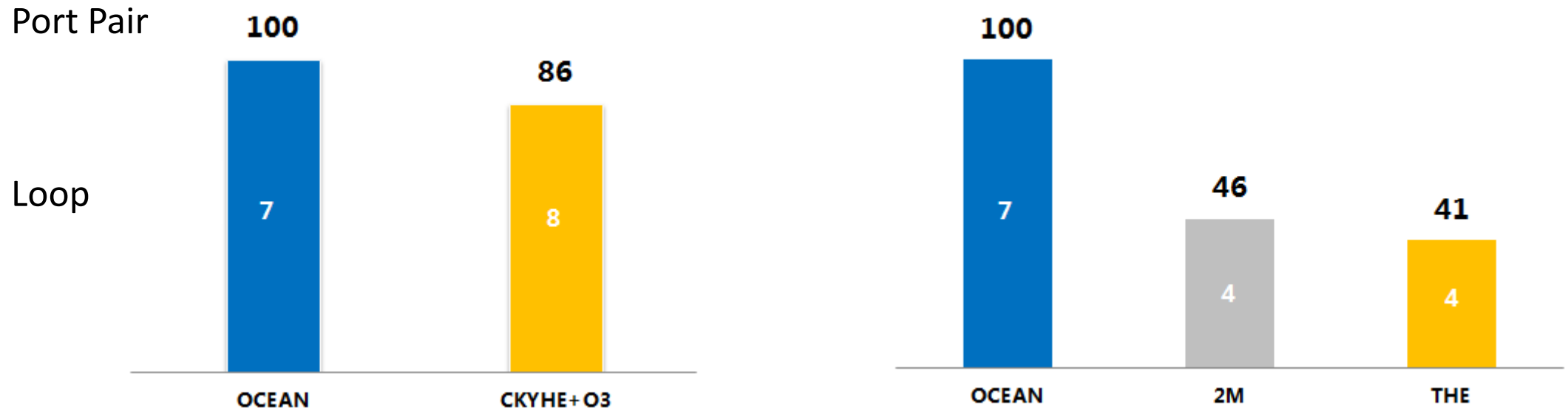
- ✓ Antwerp **2** weekly calls and Rotterdam **2** weekly calls
- ✓ Savannah **3** weekly calls

Window &Frequency	Europe					Mediterranean								USEC&US GULF													
	Southampton	Antwerp	Rotterdam	Bremerhaven	Le Havre	Malta	Salerno*	Livorno	Genoa	Fos	Barcelona	Valencia	Lisbone	New York	Norfolk	Savannah	Miami	Charleston	Houston	New Orleans	Veracruz	Altamira					
						+	+	+	+	+	+	+	+	+	+	+	+										
	+	+	+	+	+									+	+	+		+									
																						+	+	+	+	+	+
Frequency	1	2	2	2	2	1	1	1	1	1	1	1	1	2	2	3	2	2	1	1	1	1					



Middle East/Red Sea

- Y2017 OCEAN Alliance product coverage is better Y2016 CKYE+O3
- Y2017 OCEAN Alliance product coverage takes the leading position



Middle East/Red Sea-Better Coverage



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OCEAN Alliance Port Pair **100** more than 42 than Y2016. 2M Port Pair **46**, THE Port Pair **41**.

- ✓ Adding Tianjin to Sohar, Bandar Abbas coverage
- ✓ Adding Korea, North China, South China and Singapore to Bandar Abbas coverage
- ✓ Adding Central China, South China, Southeast China to Sudan coverage

OCEAN ALLIANCE																		
Region	Port	Korea	North China				Central China		South China					Taiwan	S.E.A			
		Pusan	Tianjin	Dalian	Lianyungang	Qingdao	Shanghai	Ningbo	Xiamen	HongKong	Chiwan	Nansha	Shekou	Taipei	Singapore	TPT	Port Kelang	Colombo
Middle East	Jebel Ali				+						+							
	Damman				+						+							
	Khor Fakkan										+				+			
	Abu Dhabi					+					+	+			+			
	Jubal				+	+		+		+	+		+		+			
	Bahrain				+	+		+		+			+		+			
	Sohar	+	+	+			+	+			+				+			
	Bandar Abbas	+	+	+							+				+			
Red Sea	Jeddah																	
	Sokhna																	
	Aqaba																	
	Djibouti										+				+			
	Sudan						+	+			+				+		+	



New Port Pair

Middle East/Red Sea-Unique Coverage



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OCEAN Alliance provides **62** unique port pairs compared with other alliances :

- ✓North China: Tianjin, Dalian, Lianyungang to Middle East Coverage
- ✓South China : Chiwan, Nansha to Middle East Coverage
- ✓Middle East : China, Southeast Asia to Bahrain, Sohar, Bandar Abbas and Abu Dhabi Coverage
- ✓Red Sea : Central China, South China, Taipei to Red Sea Coverage

OCEAN ALLIANCE																		
Region	Port	Korea	North China				Central China		South China					Taiwan	S.E.A			
		Pusan	Tianjin	Dalian	Lianyungang	Qingdao	Shanghai	Ningbo	Xiamen	HongKong	Chiwan	Nansha	Shekou	Taipei	Singapore	TPT	Port Kelang	Colombo
Middle East	Jebel Ali					0:00:00	0:00:00	0:00:00							0:00:00	0:00:00		0:00:00
	Damman						0:00:00	0:00:00							0:00:00			
	Khor Fakkan																	
	Abu Dhabi																	
	Jubal																	
	Bahrain																	
	Sohar																	
	Bandar Abbas																	
Red Sea	Jeddah																+	
	Sokhna																	
	Aqaba																	
	Djibouti																	
	Sudan																	

OCEAN Alliance Provide 7 Middle East loops and 2 Red Sea loops

✓ **7** loops call **17** Far East ports

Frequency for Asia ports of OA Middle East/Red Sea product :

Coverage & Frenquency		Korea	North China				Central China		South China					Taiwan	S.E.A			
		Pusan	Tianjin	Dalian	Lianyungang	Qingdao	Shanghai	Ningbo	Xiamen	Nansha	Chiwan	Hong Kong	Shekou	Taipei	Singapore	Port Kelang	TPT	Colombo
Middle East (5)	MEX1						+	+		+					+			
	MEX2				+	+		+				+	+		+			
	MEX3					+	+	+			+				+			
	MEX4	+	+	+			+	+			+				+			
	MEX5						+	+					+	+			+	+
	服务频率	1	1	1	1	2	4	5	0	1	2	1	2	1	4	0	1	1
Red Sea (2)	RES1						+	+	+				+	+	+			
	RES2						+	+			+				+	+		
	服务频率	0	0	0	0	0	2	2	1	0	1	0	1	1	2	1	0	0
7 Loops		1	1	1	1	2	6	7	1	1	3	1	3	2	6	1	1	1

OCEAN Alliance Provide 7 Middle East loops and 2 Red Sea loops

✓7 loops call **13** Middle East/Red Sea ports

✓5 callings Jebel Ali and **3** callings Dammam per week

✓2 callings Jubal, Bandar Abbas Jeddah , Abu Dhabi , Aqaba

Frequency for Middle East/Red Sea ports of OA Middle East/Red Sea product :

Coverage & Frenquency		Middle East							Red Sea					
		Khor Fakkan	Jebel Ali	Bandar Abbas	Sohar	Damman	Jubal	Abu Dhabi	Bahrain	Jeddah	Sokhna	Aqaba	Djibouti	Sudan
Middle East (5)	MEX1		+			+		+						
	MEX2		+			+	+							
	MEX3		+			+	+	+						
	MEX4	+	+	+	+				+					
	MEX5		+	+										
	Frequency	1	5	2	1	3	2	2	1	0	0	0	0	0
Red Sea (2)	RES1								+	+	+			
	RES2								+		+	+	+	
	Frequency	0	0	0	0	0	0	0	0	2	1	2	1	1
7 Loops		1	5	2	1	3	2	2	1	2	1	2	1	1

Middle East/Red Sea-Higher Frequency



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Region	Port	Frequency		
		OCEAN	2M	THE
Korea	Pusan	1	1	3
North China	Tianjin	1	0	0
	Dalian	1	0	0
	Lianyungang	1	0	0
	Qingdao	2	1	2
Central China	Shanghai	6	2	4
	Ningbo	7	2	4
South China	Xiamen	1	1	1
	Nansha	1	0	0
	Chiwan	3	1	1
	Hong Kong	1	2	0
	Yantian	0	0	2
	Shekou	3	1	1
S.E.A	Singapore	6	2	3
	Port Kelang	1	1	1
	Colombo	1	2	0
TOTAL		36	16	22

OA North Middle East/Red Sea port frequency is competitive

✓ Central China : **7** weekly callings of Ningbo and **6** weekly callings of Shanghai

✓ South China: **9** weekly callings

✓ North China: **5** weekly callings

✓ South East Asia: **6** weekly callings of Singapore

Remark : 2M(including HMM)

Regional	Port	Frequency			
		OCEAN	2M	THE	TOTAL
Middle East	Khor Fakkan	1	0	1	2
	Jebel Ali	5	4	2	11
	Bandar Abbas	2	2	1	5
	Sohar	1	0	0	1
	Damman	3	2	1	6
	Jubal	2	1	1	4
	Abu Dhabi	2	1	0	3
	Bahrain	1	0	0	1
Red Sea	Jeddah	2	1	2	5
	Sokhna	1	0	0	1
	Aqaba	2	0	0	2
	Djibouti	1	1	0	2
	Sudan	1	1	0	2
TOTAL		24	13	8	45

OA North Middle East/Red Sea port frequency is competitive

✓ Middle East: : **5** weekly calling of Jebel Ali and **3** weekly calling of Damman

✓ Red Sea: **2** weekly Jeddah and Aqaba



EVERGREEN LINE



C、Peroration

Provide Service

Deliver Value

Realize Value

Peroration



EVERGREEN LINE



We Deliver Value

价值 • 因运而生

An aerial photograph of the Shanghai skyline at sunset. The sun is low on the horizon to the left, casting a warm orange glow across the sky. The Huangpu River flows through the center of the image, with numerous skyscrapers lining its banks. The Oriental Pearl Tower is prominent on the right side of the river. The word "Thanks" is overlaid in large, bold, yellow letters in the center of the image.

Thanks