ZEAMARINE

RICKMERS-LINE

Benjamin Joithe – Global Director Sales & Marketing

ZEAMARINE

RICKMERS-LINE

Introduction ZEABORN & ZEAMARINE

China 2025

China Pakistan Economic Corridor (CPEC)

Xi & Trump

Challenges for the MPP Sector

Q&A

AGENDA

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The ZEABORN Group (founded in 2013) is a globally active, integrated shipping company in the MPP segment that covers the entire value chain and meets the requirements of the capital market.

ZEABORN's strategic objective and target is to expand both the commercial and the technically managed fleet, in addition to the basic principles of transparency and fair partnership, and to realize maximum effects in favor of the tonnage operated. In addition to the acquisition of Resale Tonnage, the focus is also on the establishment of strategic partnerships and the expansion of the team in technical and commercial management.

ZEABORN INTRODUCTION

85 MPP Vessels

Lifting Capacity up to 1400 tons

1.121.000 DWT (Global #3)

Expansion planned for 100+ vessels

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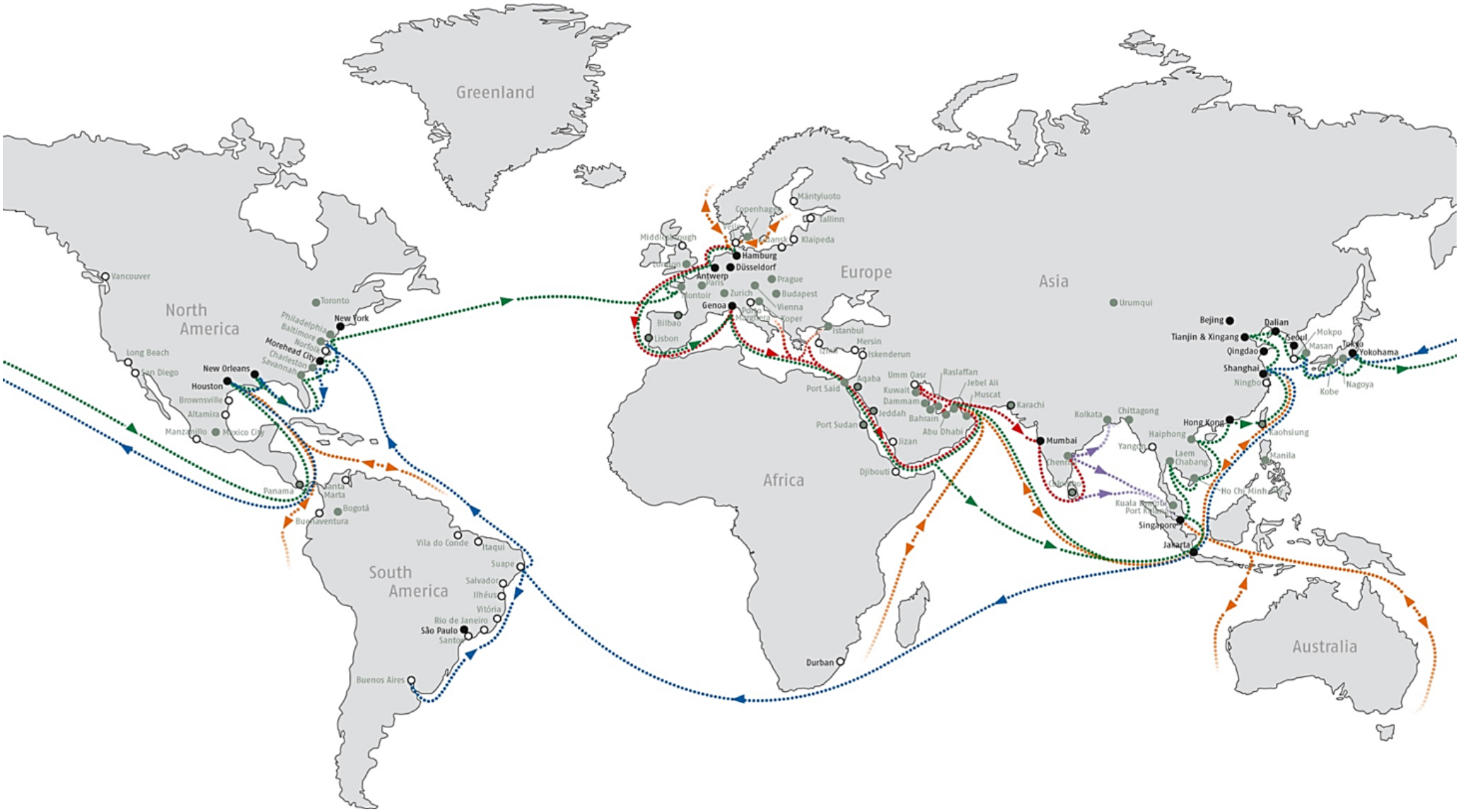


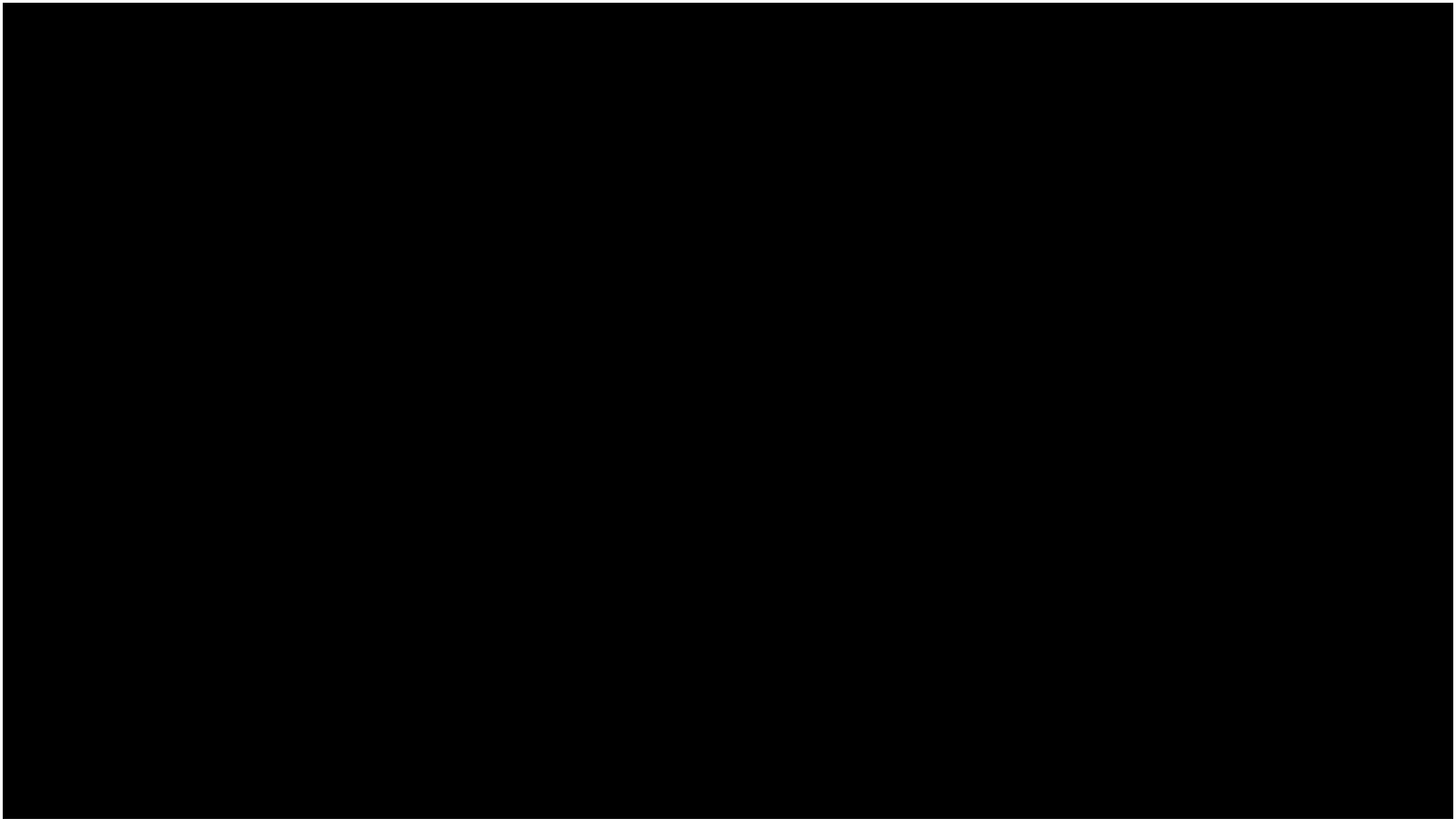
Service Overview

In October 2017, Rickmers-Line, Hamburg has successfully passed the re-certification process according to the latest standards of

- DIN EN ISO 9001:2015
- DIN EN ISO 14001:2004
- OHSAS 18001:2015

Rickmers-Linie has been certified according to ISO 9001 since 2001 and according to ISO 9001, 14001 and OHSAS 18001 since 2008

The „RicLash“-Module of RICOSYS has also been certified by GL



Reference Project

PRC 2025

13th 5 Year Plan 2016-2020

2016 2017 2018 2019 2020 2021 2022 2023

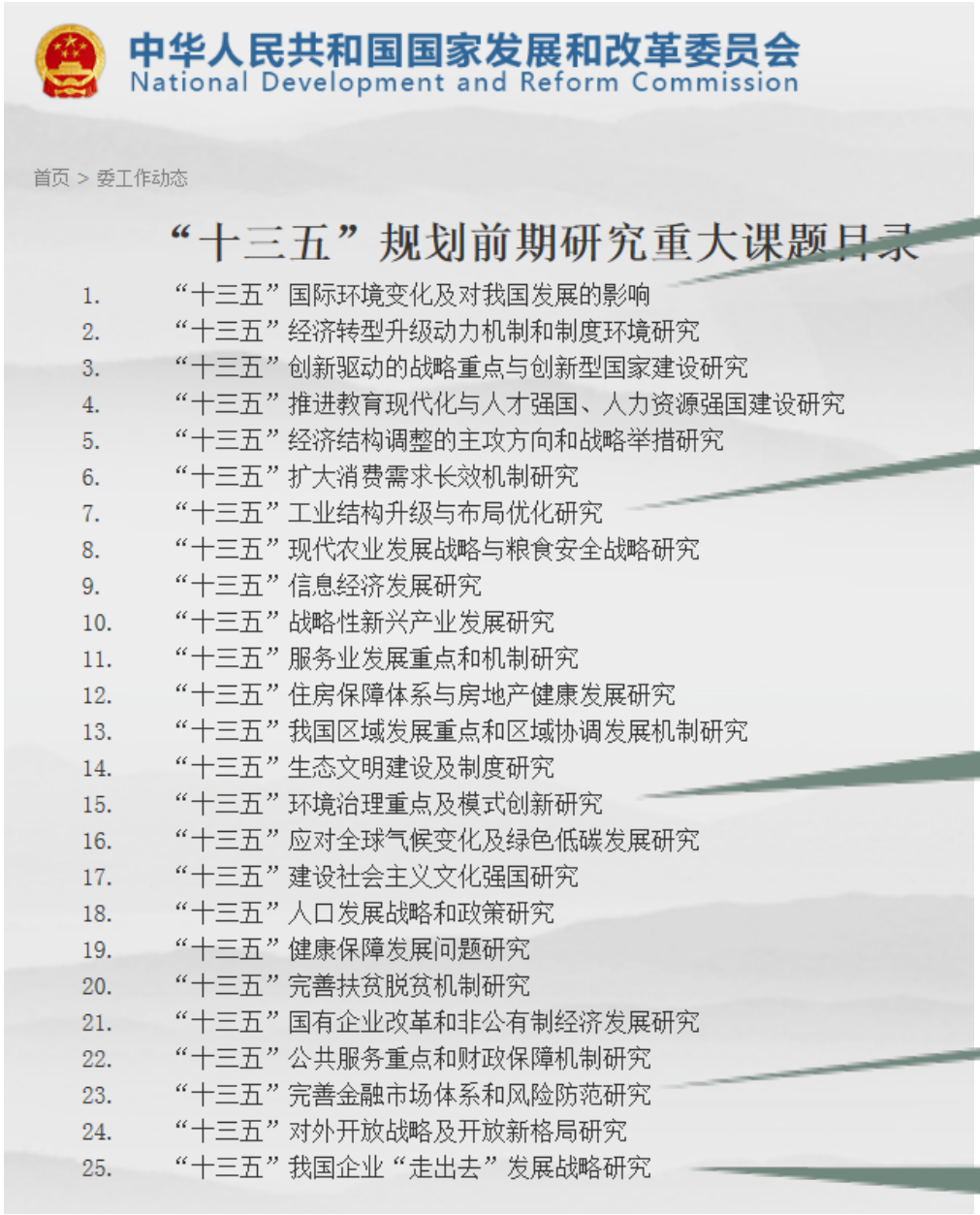
On March 15th 2016 the PRC will start their 13th 5 Year plan to implement social and economic development initiatives

This period is crucial to XJP and the CPC. So much will depend of the results of the success of the 13th 5 year plan to secure his and the parties legacy

1st of July 2021: the CPC will celebrate its 100th Birthday

XJP might or might not retire there are rumours he wants to stay at least until 2033

PRC Timeline Key Events



中华人民共和国国家发展和改革委员会
National Development and Reform Commission

首页 > 委工作动态

“十三五”规划前期研究重大课题目录

1. “十三五”国际环境变化及对我国发展的影响
2. “十三五”经济转型升级动力机制和制度环境研究
3. “十三五”创新驱动的战略重点与创新型国家建设研究
4. “十三五”推进教育现代化与人才强国、人力资源强国建设研究
5. “十三五”经济结构调整的主攻方向和战略举措研究
6. “十三五”扩大消费需求长效机制研究
7. “十三五”工业结构升级与布局优化研究
8. “十三五”现代农业发展战略与粮食安全战略研究
9. “十三五”信息经济发展研究
10. “十三五”战略性新兴产业发展研究
11. “十三五”服务业发展重点和机制研究
12. “十三五”住房保障体系与房地产健康发展研究
13. “十三五”我国区域发展重点和区域协调发展机制研究
14. “十三五”生态文明建设及制度研究
15. “十三五”环境治理重点及模式创新研究
16. “十三五”应对全球气候变化及绿色低碳发展研究
17. “十三五”建设社会主义文化强国研究
18. “十三五”人口发展战略和政策研究
19. “十三五”健康保障发展问题研究
20. “十三五”完善扶贫脱贫机制研究
21. “十三五”国有企业改革和非公有制经济发展研究
22. “十三五”公共服务重点和财政保障机制研究
23. “十三五”完善金融市场体系和风险防范研究
24. “十三五”对外开放战略及开放新格局研究
25. “十三五”我国企业“走出去”发展战略研究

Climate change and the Impact on China’s development

Upgrading of the Industrial Structure

Economic Reform of SOE’s

Opening of more Sectors to FDI

Global Expansion Strategies of major SOE’s

13th 5 Year Plan 2016-2020 / Key Research Areas

Tigers & Flies

Kill the Chicken to scare the monkey

WWW.NEWS.CN

?

HNA

万达集团 WANDA GROUP

AB 安邦保险 ANBANG INSURANCE

The Grey Rhino

PRC: The Current Mindset

CPEC
CHINA PAKISTAN ECONOMIC CORRIDOR

OBOR / SILK ROAD

国机集团 SINOMACH

CMEC

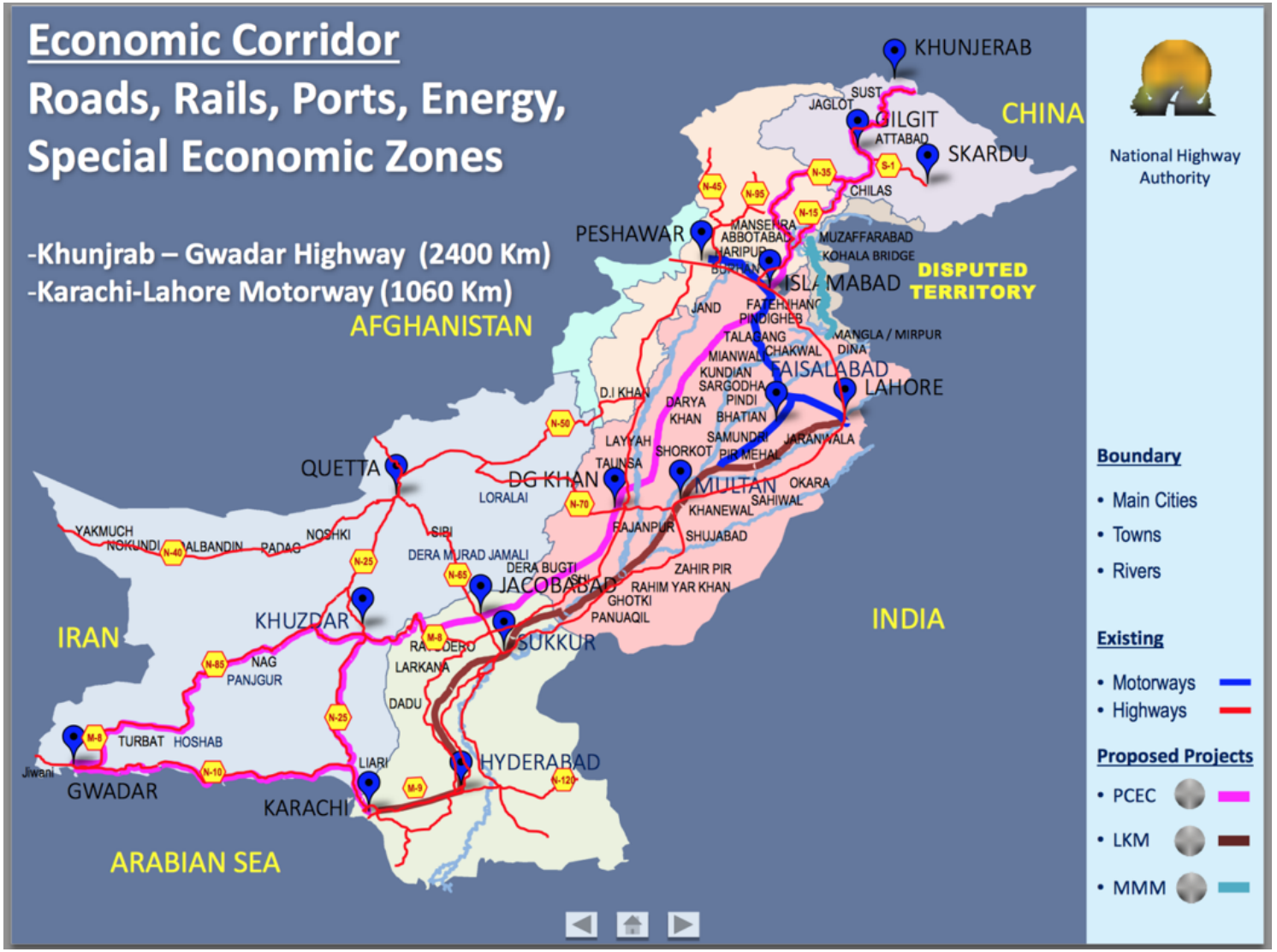
上海电气 SHANGHAI ELECTRIC

中电胡布 CPHGC

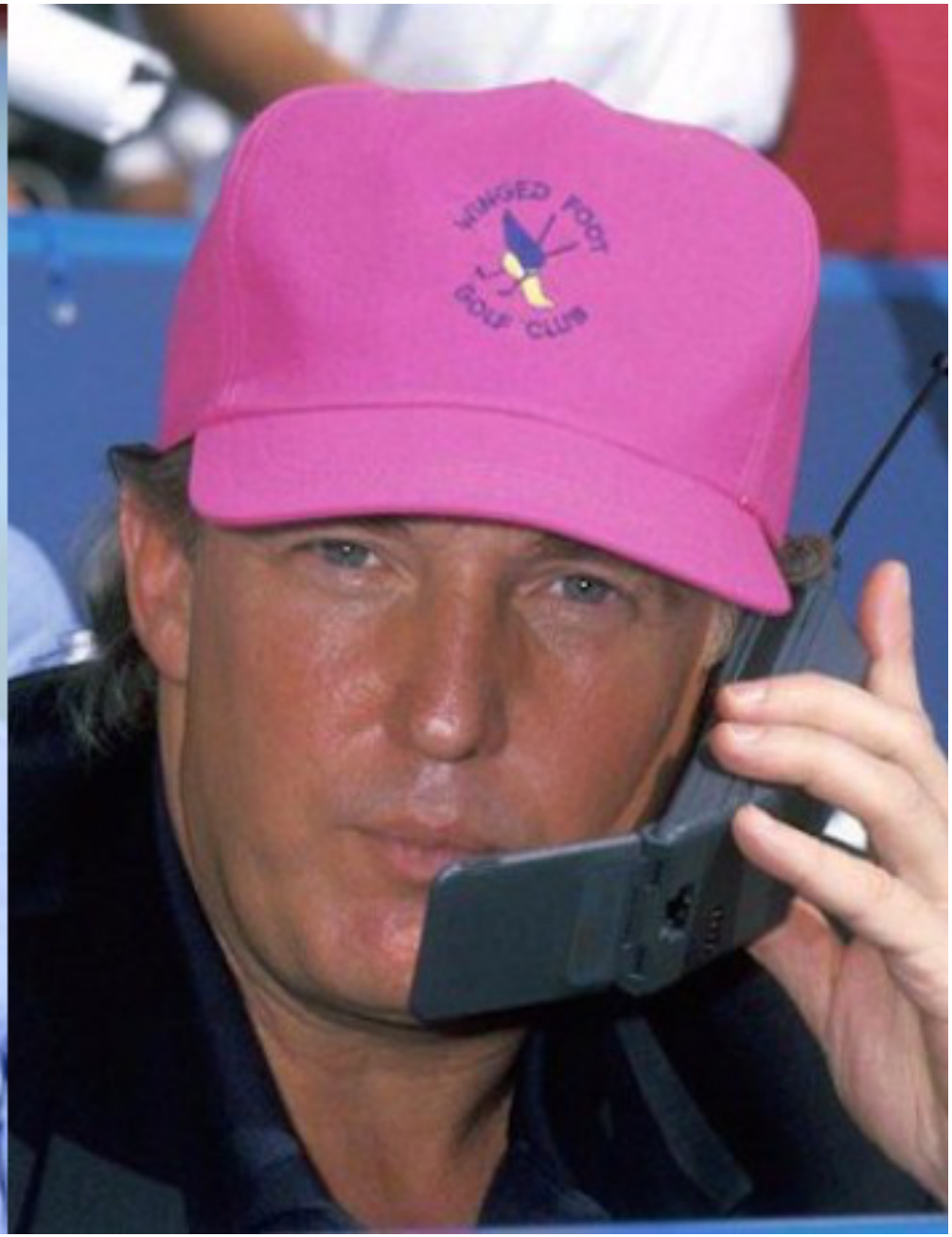
CHINA COMMUNICATIONS CONSTRUCTION COMPANY LIMITED

中国中车 CRRC

中国建筑 CHINA STATE CONSTRUCTION



CPEC / MAIN EPCs



Xi & Trump

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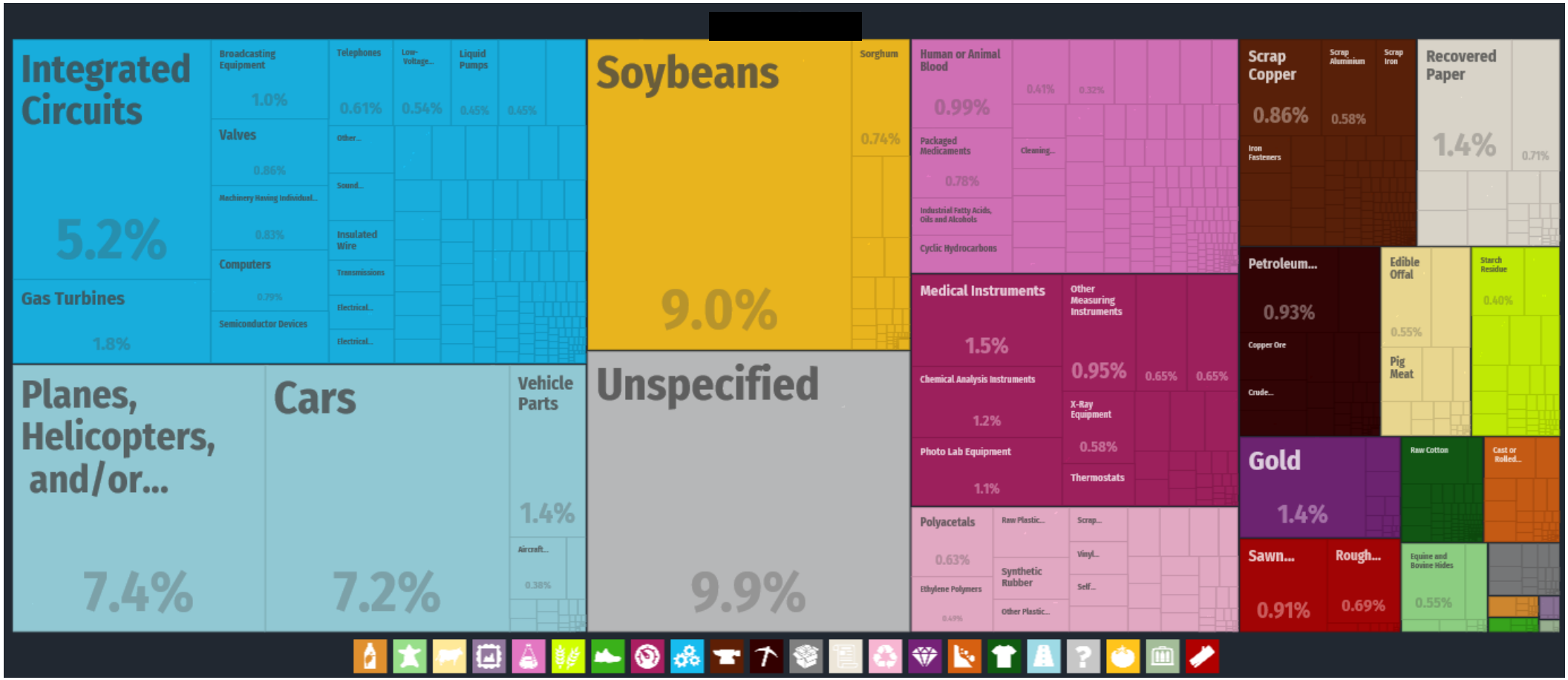


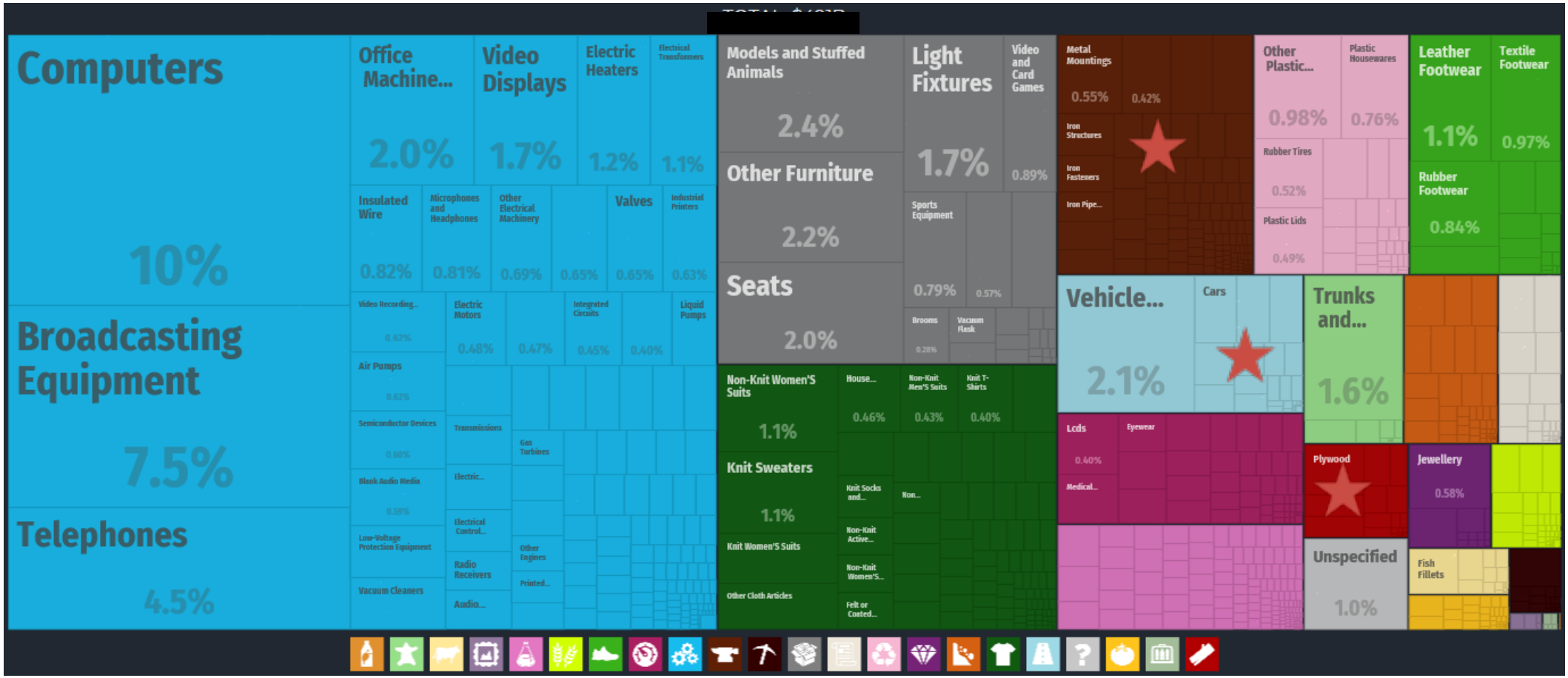
- Non containerized cargo: **53.0 mt exports** (2791 HS codes) vs. 9.3 mt imports (5623 HS codes)
- Soy Products make up 26.2 mt (49% / 13.5 bn USD)
- Other major exports are: Coal 3.8 mt, Sorghum 2.4 mt, Corn 2.3 mt, Oils 2.2 mt, Wheat 2.1 mt, Wood Products 2.0 mt (14.8 mt / 28%)
- **Traditional "bulk" commodities make up 85-90% of total tons (incl. pulp, scrap etc.)**

US EXPORTS TO CHINA 2017 ($130B)

1 ton: value approximately 2.000.000 USD

1 ton: value approximately 450 USD

Trade Value Perspective



Non containerized cargo: 53.0 mt exports (2791 HS codes) vs. **9.3 mt imports** (5623 HS codes)
Cement 2.3 mt (24%)
Ore (Barite/Drilling) 0.9 mt (10%)
Steel Products 0.86 mt (9%)

CN Steel makes up 3-4% of all US Steel Imports (CAN 17%/EU 15%/BR 14%/KR 10%/MX 9%)

US IMPORTS FROM CHINA 2017 ($505B)

Steel Mill Trade Remedies in Effect Against China

Country	AD	CVD	Suspension Agreements and Undertakings	Total
Australia	6	4		10
Brazil	9			9
Canada	11	9		20
Chile	1			1
Colombia	3			3
Dominican Republic	1			1
Eurasian Economic Union	2		1	3
European Union	9	2	1	12
India	5			5
Indonesia	5			5
Malaysia	5			5
Mexico	9			9
Pakistan	3			3
South Korea			1	1
Taiwan	1		2	3
Thailand	10			10
Turkey	3			3
Ukraine			1	1
United States	16	12		18
Vietnam	2			2
TOTAL	101	27	6	134

Source: World Trade Organization, through June 30, 2017

Source: IHS

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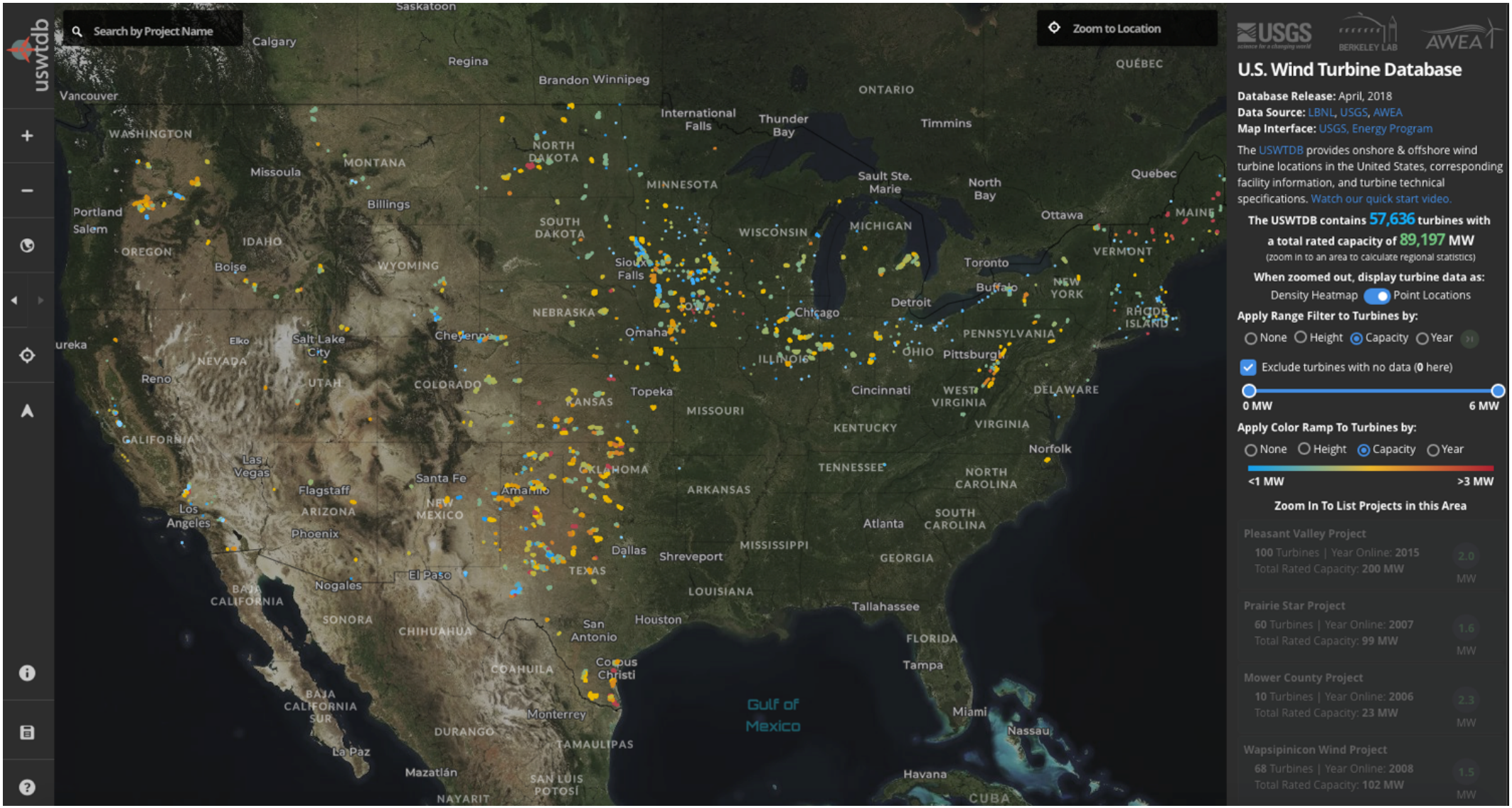
1:5

1:1

CORE Commodity: Steel



https://eerscmap.usgs.gov

CORE Commodity: Wind

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U.S. renewable energy industry relieved as Republicans keep tax credits

Valerie Volcovici

3 MIN READ

WASHINGTON (Reuters) - The U.S. renewable energy industry expressed relief after a compromise Republican tax bill released late on Friday preserved key tax credits that had been at risk of being removed, but it raised concerns about a provision that may threaten investment in the sector.

Donald J. Trump ✓
@realDonaldTrump

Follow

The Chinese are illegally dumping bird-killing wind turbines on our shores. Only one of many grievances--we should act.

1:48 PM - 30 Jul 2012

155 Retweets 35 Likes

113 155 35

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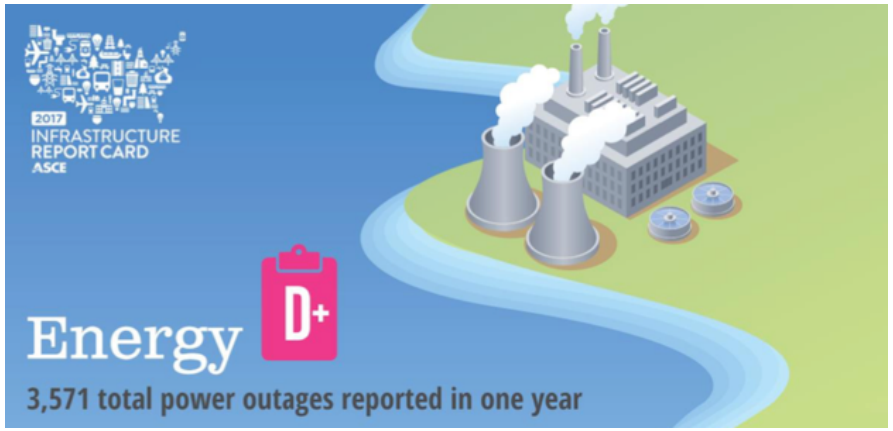
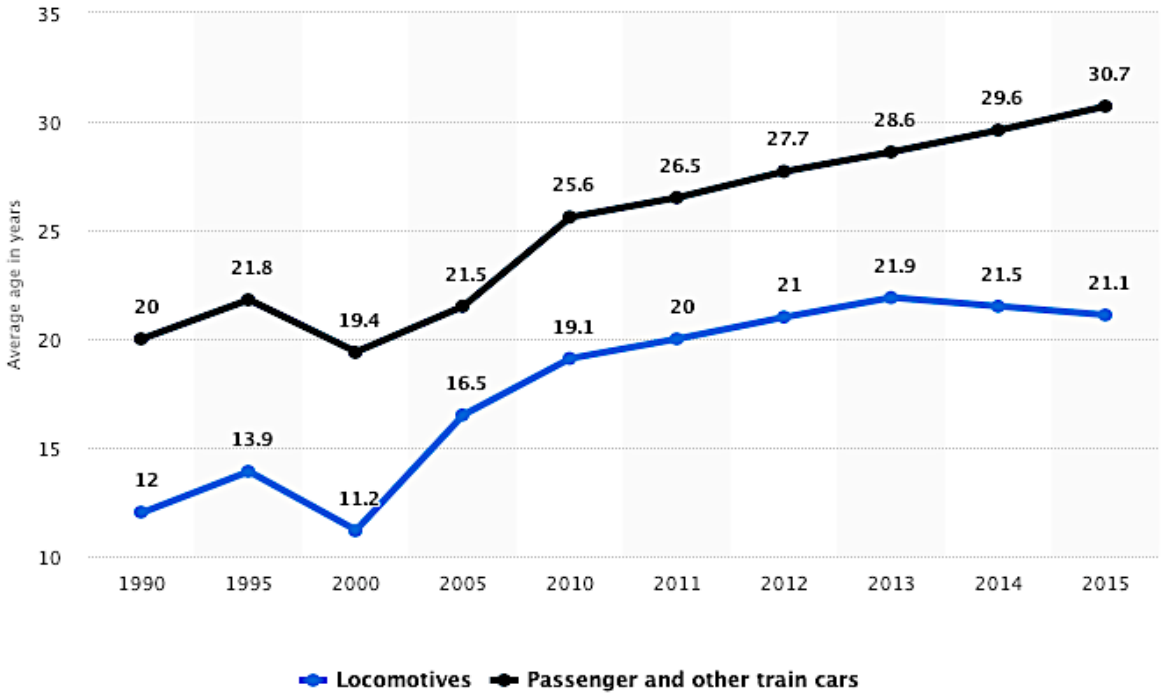
CORE Commodity: Wind

New Deal 2.0



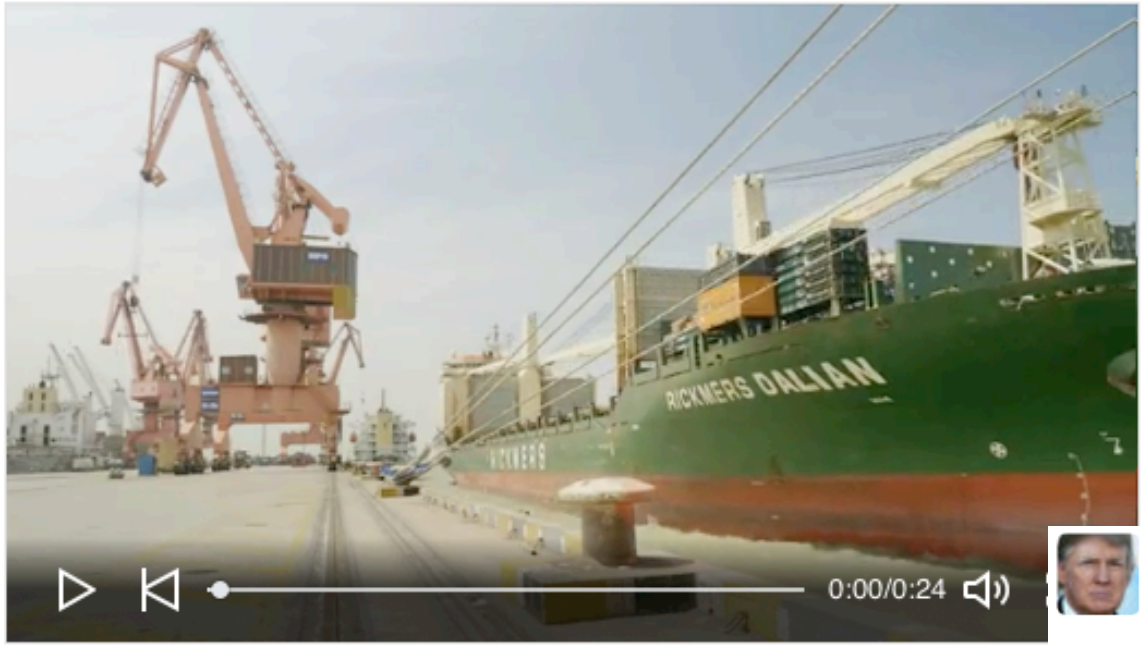
The US Grid has about 2500 active transformers
The average age of all units is 40 years



- **Most locks & dams are way beyond their 50 year lifespan**
- **25.000 miles of waterways handle over 600 m tons of cargo per year**
- **60% of grain exports are moved by barge**
- **Support more than 500.000 jobs**
- **4.9 bn Investment needed over the next 20 years**

Siemens Energy
228,058 followers
1w

The world's first 1.100 kV power transformer made its way to the port of Shanghai, one of the busiest container ports in the world. The transformer will enable low-loss high-voltage direct-current power transmission over a record distance.



553 Likes · 5 Comments · 20,417 Views

Donald J. Trump
@realDonaldTrump

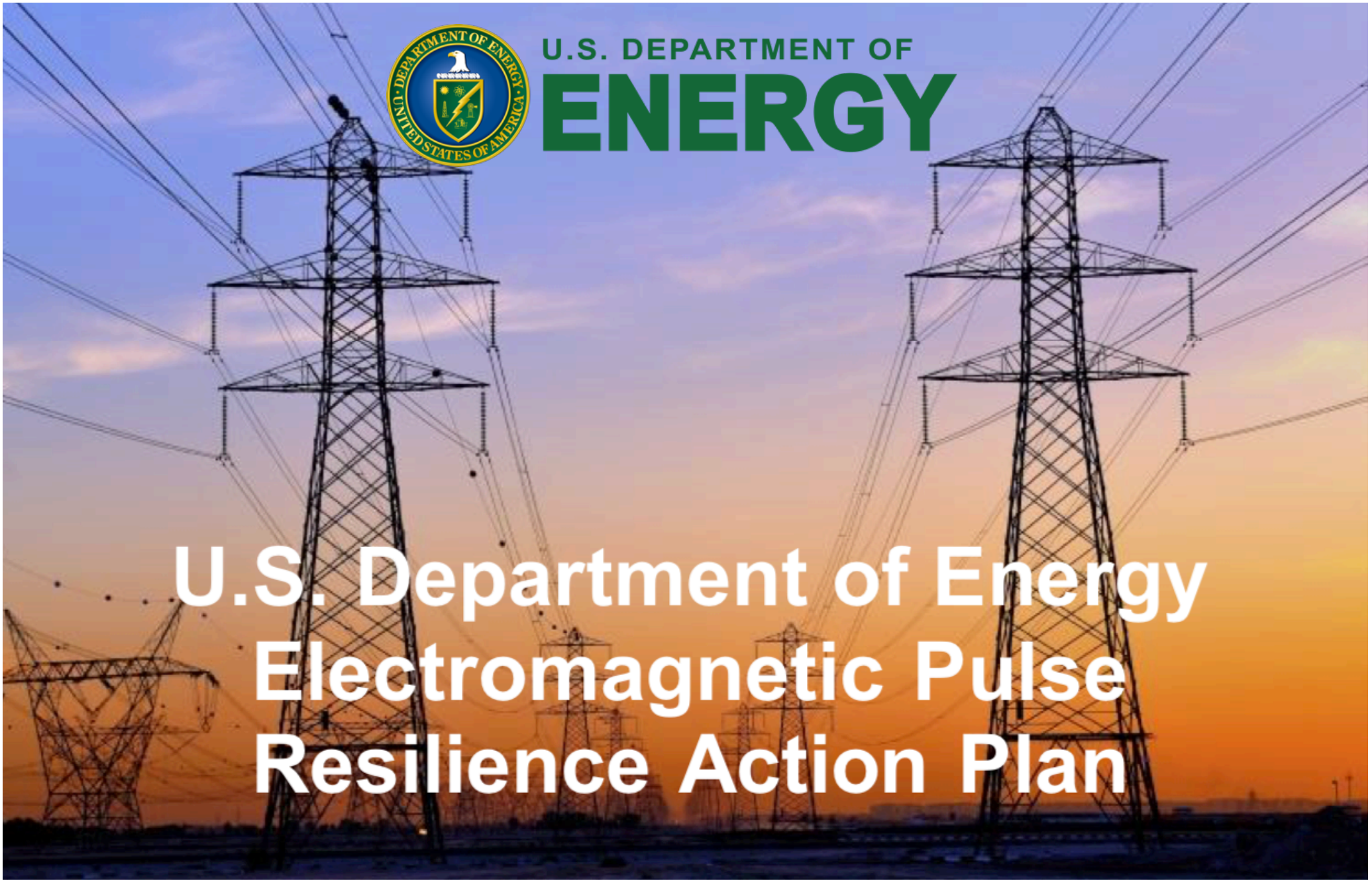
This is the BEST and BIGGEST and most AMAZING TRANSFORMER EVER

RETWEETS 14,111 LIKES 4,307

2:07 PM - 21 May 2018

497 14K 4K

Advertising Break



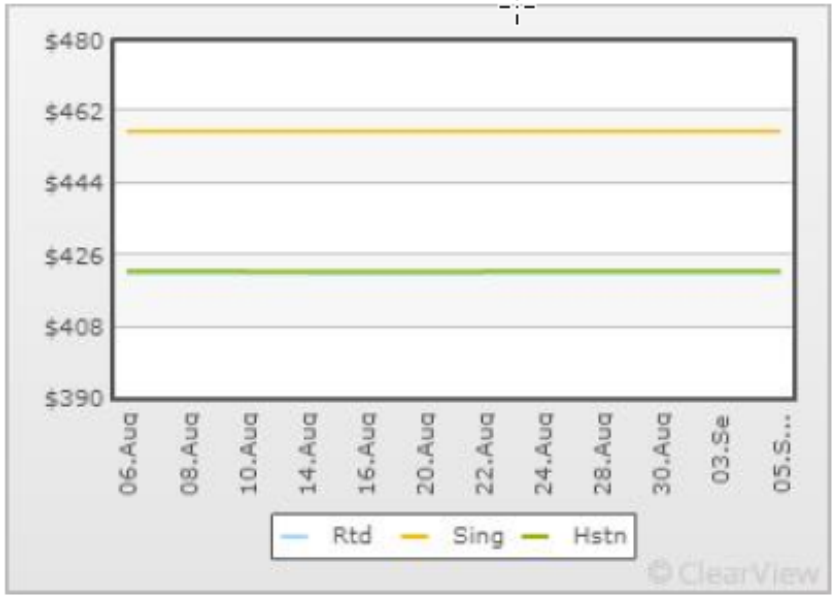
DOE / January 2017

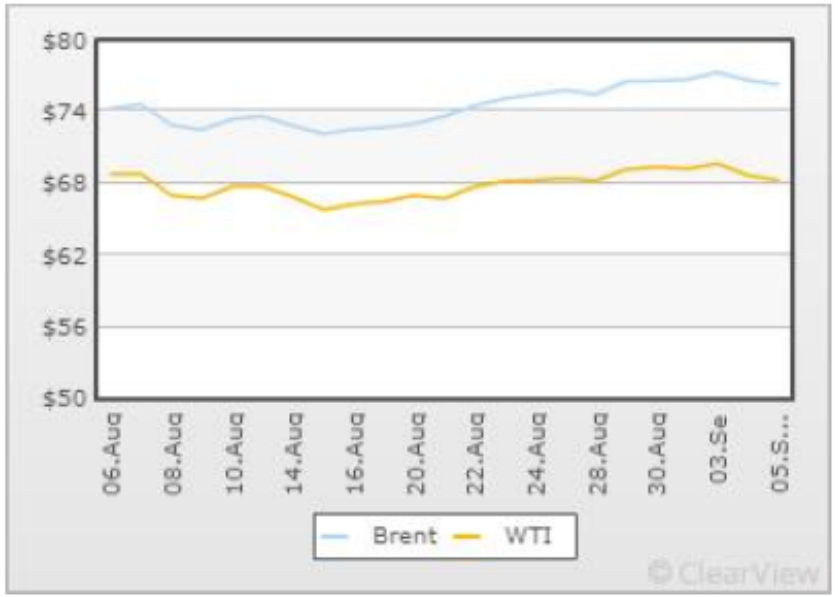
US levies 60.81% anti-dumping duties on S. Korean power transformers. The **U.S. Commerce Department** levied the same level of **anti-dumping duties** on **power transformers** exported by other **South Korean** companies, including **Hyosung, Iljin and LSIS**.

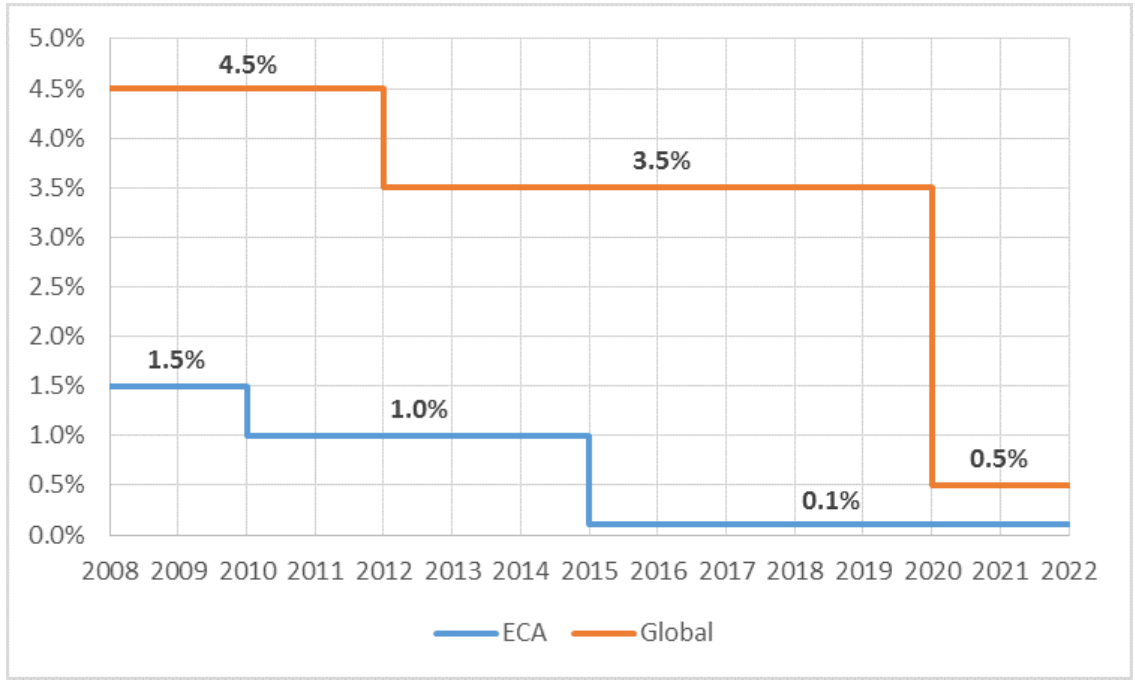
HYUNDAI
HEAVY INDUSTRIES CO.,LTD.

Protectionism USA

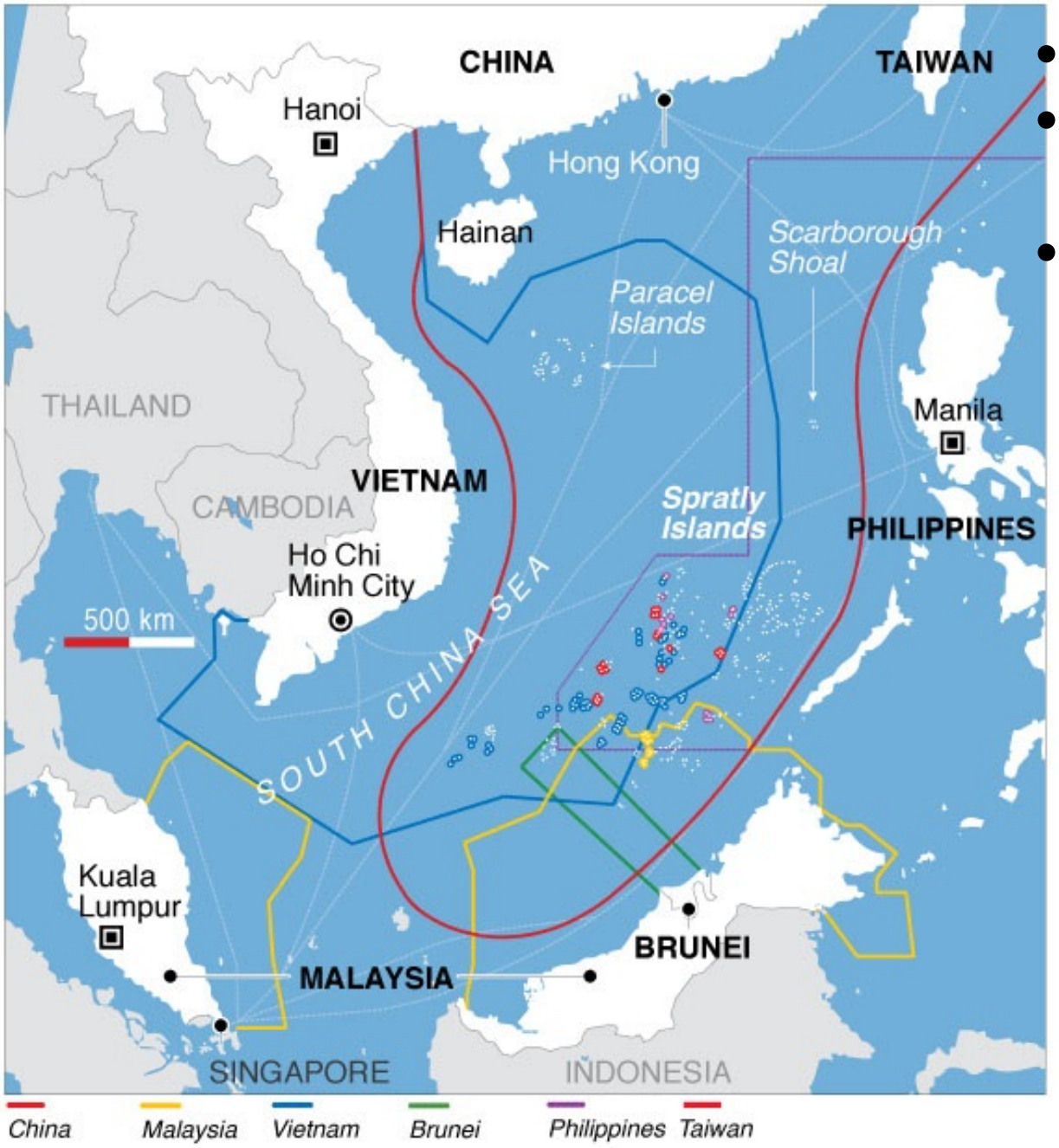
Issues for MPPs in China







Challenge: Crude



- Impact on trade routes?
- Increase on insurance rates?
- Impact on projects?

Challenge: SCS

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Q&A