### KEY DATA KUEHNE + NAGEL

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
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<tbody>
<tr>
<td>LOCATIONS</td>
<td>1,000</td>
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<tr>
<td>COUNTRIES</td>
<td>100</td>
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<tr>
<td>STAFF</td>
<td>63,000</td>
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</table>
WHO WE ARE – A LEADING GLOBAL LOGISTICS PROVIDER

Marine Logistics is a special services division of Kuehne + Nagel. We hold relationships with leading players in the maritime industry on all five continents:

→ SHIP MANAGEMENT COMPANIES
→ SHIP OWNERS
→ SHIP SUPPLIERS
→ SHIP AGENCIES

Our team of highly qualified logistics experts comes from around the world with significant knowledge about the marine supply industry and our passion to service the maritime industry results in ongoing product development to ensure top operational performance.

Our ship spare parts managers design and execute programs for cost efficient and reliable supply for repair or maintenance purposes, regardless of vessel location.

Our project division helps yard and dock owners to achieve fast turnaround times for vessel maintenance or ship conversions and arranges for in time delivery of all parts for new builds.

Our cruise line team ensures timely and comprehensive supply chain management services for provisioning of dry and temperature controlled products worldwide.
OUR VISION – THE LEADING SERVICE PROVIDER
IN THE MARITIME INDUSTRY

Our vision is to be the most sought after and respected service provider in the maritime industry! A global team of Marine Logistics specialists provide yard and dock owners and ship owners and ship managers of commercial vessels with integrated supply chain solutions. We are the firm that focuses exclusively on this market niche and we serve it better than any other firm with the most comprehensive product portfolio.

Our experts provide a single point of access to fully integrated supply chain services.

We intend to be a standout in our market as the most professionally operated firm with outstanding customer service. We will ensure our customers that they have made the right choice working with Kuehne + Nagel by delivering consistent, reliable and high quality service.
OUR PRODUCT PORTFOLIO PROVIDES SOLUTIONS TO THE FOLLOWING CHALLENGES OF THE COMMERCIAL MARITIME INDUSTRY

<table>
<thead>
<tr>
<th>SHIPS AT SEA</th>
<th>SHIPS IN DOCK/YARD</th>
</tr>
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<tbody>
<tr>
<td>➔ SHIP SPARES TRANSPORTATION</td>
<td>➔ NEW BUILDS</td>
</tr>
<tr>
<td>➔ SHIP SPARES WAREHOUSING</td>
<td>➔ VESSEL CONVERSIONS</td>
</tr>
<tr>
<td>➔ ON BOARD DELIVERIES</td>
<td>➔ VESSEL EXTENSIONS</td>
</tr>
<tr>
<td>➔ CUSTOMS HANDLING</td>
<td>➔ VESSEL MAINTENANCE</td>
</tr>
</tbody>
</table>
Kuehne + Nagel provides a global network of strategically located, specialized spare-parts consolidation centers and warehouses. No matter in which parts of the world the spare parts are needed we can guarantee prompt delivery within given deadline. Vessel owners, ship management companies and shipbuilders have a single point of access to fully integrated supply chain services dedicated to the maritime industry. Our operations are supported by unique information technology.

135 PASSIONATE EXPERTS SERVING THE MARITIME INDUSTRY IN 22 LOCATIONS!
SHIP SPARES SOLUTIONS –
GLOBAL COORDINATION WITH MAXIMUM
FLEXIBILITY FROM DOOR TO DECK

Storage, consolidation and transportation of equipment and spares for repair and
maintenance purposes to vessels in operation. Global coordination of ship spares for:

→ TANKER VESSELS
→ BULK CARRIERS
→ CONTAINER VESSELS
→ CRUISE SHIPS
→ OTHER VESSELS

• Order monitoring
• Cargo collection at supplier and direct uplift to destination port
  or transfer to hub
• Storage at dedicated warehouses including global stock control
• Express airfreight to destination airport with fast track handling
• Purchase order consolidation at hub and expediting to destination port
• Customs clearance for ship spares in transit
• Cargo insurance for warehousing and transportation
• On board delivery
• 24/7 emergency service world-wide
• Dangerous goods handling
### DEDICATED WAREHOUSING

<table>
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<tr>
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<td>Seoul</td>
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</tr>
<tr>
<td>Copenhagen</td>
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DOCK AND YARD SOLUTIONS –
FAST TURN AROUND TIMES FOR SHIPS AT DOCK

Planning and execution of projects ranging from small maintenance and vessel upgrades to complex projects for the purpose of building, rebuilding or refitting of commercial vessels.

- Cargo collection world-wide and consolidation services, warehousing
- International transportation to ship yard
- Handling at all customs clearance matters
- Oversized or heavy weight shipments
- Global purchase order tracking & tracing
- Project management
- In-house representative
- Cargo insurance
GLOBAL COORDINATION
OF PURCHASE ORDERS AND
TRANSPORTATION FOR

VESSEL MAINTENANCE
VESSEL CONVERSIONS
VESSEL EXTENSIONS
VESSEL UPGRADES
CRUISE LINE SOLUTIONS
FAST AND RELIABLE ALONGSIDE-SHIP DELIVERY AROUND THE WORLD

Having a dependable and trusted partner taking care of the supplies for your guests is invaluable. Whether the supply is fresh F&B produce, technical supplies or any other consolidated or non-consolidated item such as Hotel Amenities or Accessories. Kuehne + Nagel has the agility to operate the consistent high quality services at all major ports of call. We understand the importance of a perfect end-to-end service: purchase order management, warehousing, going the extra mile for customs services and finally on-time delivery at the gunport. Enjoy our global Sea freight and Air freight services with complete visibility through the supply chain of both Dry and Temperature controlled cargo.

- Deployment and Itinerary review for logistics planning
- PO Management and checking of PO’s for compliance
- Non conformance and discrepancy reporting (Supplier Coordination and Follow-up, Purchasing department coordination and follow-up)
- Certificate compliance assistance
- Online visibility of Inventory by SKU
- Refrigerated & Temperature controlled solutions
- Warehousing and distribution
  (Bonded, Frozen/Temperature controlled, Dry, High Value, Pick Pack)
- Shipside Delivery, Hand Carry & Pier coordination
- “Stop Ship” emergencies; critical delivery of PO’s to meet a defined itinerary
- Reverse Logistics for vessel off-loads
CRUISE LINE FACTS

- Reduced risk due to provisioning schedule integrity
- Cost savings through efficient warehousing and delivery solutions
- At your call when you need us, customer service availability 24/7/365
- Enabling our customers to keep their promise to their guests
KN SHIPSPARES – ORDER MANAGEMENT SYSTEM

ONLINE SYSTEM FOR PURCHASE ORDER CONTROL AND ORDER MANAGEMENT INCLUDING

- TRACKING OF ORDERS AND SHIPMENTS
- RETRIEVING STOCK LISTS
- ADVISING KUEHNE+NAGEL OF UPCOMING ORDERS
- VIEW SHIPMENT STATUS AND ACCOMPANYING DOCUMENTS
- CREATE SHIPPING INSTRUCTIONS FOR UPLIFT TO VESSELS

HIGHLY CUSTOMIZABLE DASHBOARD GADGETS PROVIDE VISIBLE REPRESENTATION OF DATA
LINKS TO ON-LINE AND DOWNLOADABLE REPORTS
DETAILED INFORMATION AVAILABLE AT A CLICK OF A BUTTON
EASY TO USE, EASY TO NAVIGATE TO MAKE YOUR LIFE EASIER

TRACK YOUR ORDERS AND SHIPMENTS
DETAILED INFORMATION ONLY A CLICK AWAY
FILTER FUNCTIONALITY TO ALLOW EASY VISIBILITY
GOING FORWARD WITH NEW IDEAS – WHAT OUR CLIENTS SAY ABOUT US

“I have been using the services of Kuehne + Nagel in Japan for over fifteen years and cannot think of any better than their staff in Osaka to manage the spare parts of our fleet. Their customer service is unsurpassed and truly the benchmark in Asia.”

FLEET MANAGER (CONTAINER VESSELS WITH DECK CRANES), OSAKA

“The user friendliness and practicality of KN Shipspares results in increased productivity of our staff. My purchasing team, which is located in Asia and Europe, can fully control all our purchase orders world wide via the internet. Working with a freight forwarder, giving instructions or receiving copies of commercial documentation, has never been easier than with Kuehne + Nagel.”

SHIP OWNER (VLCC VERY LARGE CRUDE CARRIER), SINGAPORE

“The response times of the Kuehne + Nagel Marine Logistics team at their European hub in Rotterdam to our urgent requirements are fantastic. Last Tuesday their very knowledgeable staff arranged for swift coordination of orders from various different European countries. Only a few hours later I received the airwaybill for our urgent uplift to the USA. The next day the cargo arrived in the afternoon and enjoyed an express customs treatment. The captain called me 24 hours later and confirmed the on board delivery by Kuehne + Nagel in the Gulf of Mexico.”

SHIP MANAGER (BULK CARRIERS PANAMAX), NORWAY
RIG & MARITIME SUPPORT
TRANSPARENT AND RELIABLE
LAST MILE SOLUTIONS

In addition to our shipping agent role, we hire all types of offshore vessels, barges and rigging and helicopters. We can provide purchasing services and manage the mobilization and de-mobilisation of offshore projects.

The departments operation rig & maritime support are designed to give our clients the best of service. Short communication lines and 24/7 accessibility will ensure that all customers needs are satisfied within a short period of time.

Services:
• Ship agency/Vessel clearance
• Crew Management
• Logistics Services
• Project Management
• Supply Base to Base Management
• ISPS & Security for vessels
• Coordinate for mobilization/de-mobilization of vessels arranging in-out bound transport by road, air, and sea
• On-/off-hire services
• Arrange & coordinate warehousing, packing, stuffing of containers to be transported to and from the vessels.
KEY BENEFITS

- Expert staff with long year experience to ensure maximum efficiency of service and risk minimization
- Cost and inventory control with full integration into KN ship spares order management
- Product knowledge and understanding of specific maritime management service requirements
- All work processes carried out to ISO compliant standard
**KUEHNE + NAGEL’S MARINE LOGISTICS FACILITY IN ROTTERDAM**

**EUROPEAN DROP LOCATIONS**

<table>
<thead>
<tr>
<th>Location</th>
<th>TUE</th>
<th>WED</th>
<th>THU</th>
<th>FRI</th>
<th>SAT</th>
<th>SUN</th>
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<tbody>
<tr>
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<tr>
<td>OSLO</td>
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Rotterdam is our European gateway to the world. Suppliers drop their cargo conveniently in any of our Marine Logistics warehouses in Europe or Asia from where we shuttle the freight various times per week to Rotterdam. Our team of over 20 staff arranges for on board delivery in Rotterdam or any other European port or uplift to any airport in the world. Service features at a glance:

- Weekly uplifts from Japan and Korea to Amsterdam with on carriage to the hub
- Regular truck departures from six European cities to Rotterdam
- Dedicated warehouse 2,500 sqm with over 1,500 pallet positions
- Fully licensed as bonded warehouse operator
- Inventory control with bar code and online stock visibility
- Customs handling and preparation of export documentation
- Storage, repacking and order consolidation
- Expediting world wide
- 24/7 service