

BERTLING – WE DELIVER
OUR PROMISE.

► BERTLING GROUP PRESENTATION 2022

All you need is us.

WHAT WE WILL DISCUSS TODAY

1. The Bertling Group at a glance
2. Vision & Mission
3. Global Structure & Organisation
4. Historical Milestones
5. Worldwide Network
6. Bertling's Logistics Service Portfolio
7. Business Units – Shipping/Logistics/IT
8. Logistics Core Services
9. Special Logistics Services
10. IT Services, Software Solutions & Systems
11. Case Studies
12. Summary
13. Contact Details

A blue speech bubble with a white border, containing the text "Nice to meet you!".

Nice to meet you!



THE BERTLING GROUP AT A GLANCE

- Founded in 1865, more than **157** years of experience in shipping & freight forwarding
- Privately owned and managed by active shareholders
- Headquartered in Hamburg, Germany
- 5 regions, **50** offices, **30** countries
- Three major business units: Ship Owning, Chartering & Broking • Logistics & Project Freight Forwarding • IT & Software Solutions (Bertling EDI Service & IT GmbH – Besitec)
- Industry focus: **Energy**, Mining & Construction, Power Generation, Renewables, Petrochemicals
- In-house developed transport management software (BLU)
- **End-to-end Sustainability solution on our joint Road to Zero**



› WHAT WE ARE STRIVING FOR EVERY DAY, EVERYWHERE



OUR VISION

To be the “Project Freight Management Partner” of choice to the energy, mining, construction, renewables and government infrastructure sectors by offering responsible logistics services

OUR MISSION

- › provide best practice, cost effective project freight management logistics and material control services
- › responsive to and exceed customers’ requirements and expectations
- › operate and maintain safe and environmentally responsible working practices
- › respect and support cultures and traditions of all countries where we operate
- › develop **sustainable** logistics solutions in close collaboration with our customers to support their sustainability goals by helping them 1) measure, 2) reduce and 3) offset their emissions





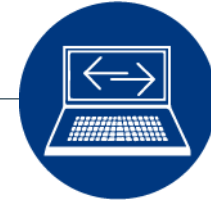
SHIP OWNING, CHARTERING AND BROKING

- since 1865
- 45 brokerage experts in Hamburg, Singapore, Shanghai, Lima and Miami
- own fleet of modern ocean-going vessels of different types
- 300+ experienced crew members
- focused on long-term contracts in the container, bulk, breakbulk, tanker and project market
- worldwide trade lanes on spot and period basis



LOGISTICS AND PROJECT FREIGHT FORWARDING

- established in 1975
- worldwide office, agent and sub-contractor network
- global track-record of over-dimensional/heavy-lift projects
- go-anywhere approach, especially in remote areas
- reliable technical solutions for complex resupply logistics projects
- turnkey contract logistics management

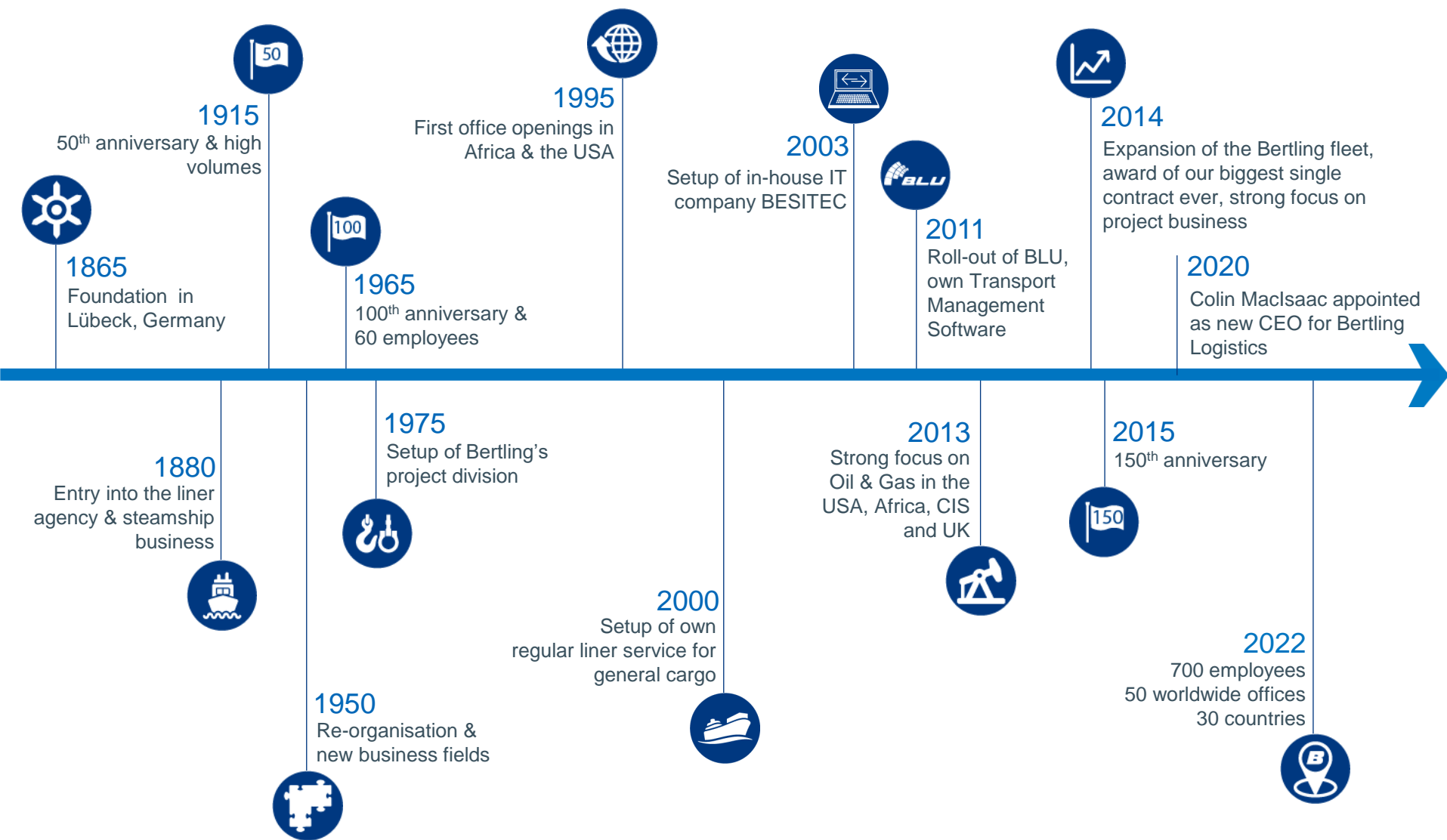


GLOBAL IT AND SOFTWARE SOLUTIONS

- founded in 2003
- in-house IT company of Bertling
- presences in Germany and India
- 22 developers, software engineers and technical/system experts
- enhancement and maintenance of Bertling's global transport management software BLU
- industry-leading software solutions and smart IT services
- modern IT infrastructure maintained from Germany



➤ MORE THAN 155 YEARS IN BUSINESS HISTORICAL MILESTONES

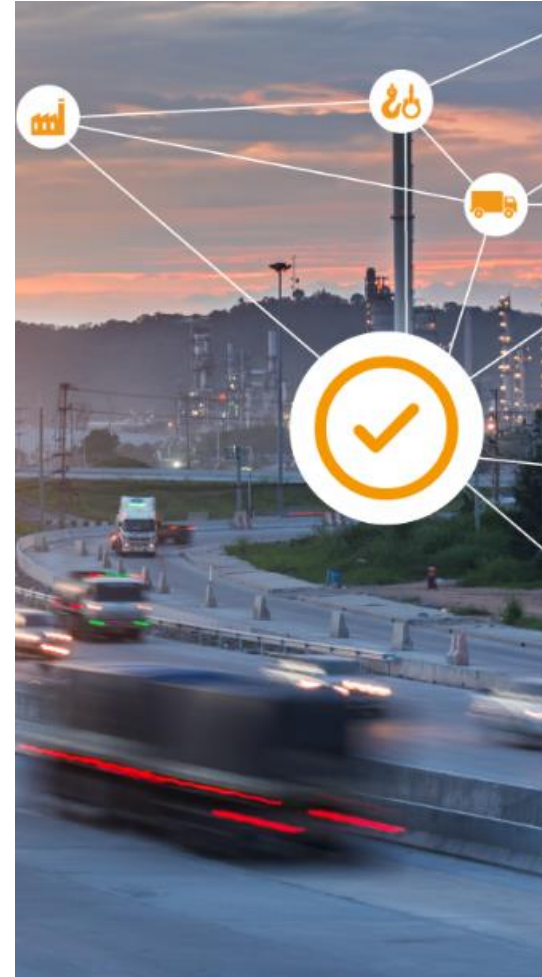


WORLDWIDE OFFICE NETWORK & DEDICATED PARTNERS



WHAT WE CAN DO FOR YOU

- › Freight forwarding services for all modes of transportation (air/sea/road/rail) and all sizes of cargo
- › Project logistics services for major capital projects
- › Transportation of extra-large/over dimensional/heavy-lift cargoes including heavy-lift engineering and technical & commercial consulting
- › Feasibility studies, route & port surveys
- › Door-to-door service and customs clearance
- › Sea freight including breakbulk, RoRo, charters, FCL and LCL traffic
- › Warehouse services - packing/unpacking/material control, consolidation & deconsolidation
- › Health, safety, quality and environmental planning



WATERPROOF SHIPPING & CHARTERING SOLUTIONS 24/7

- Strong shipping and chartering expertise since the company's foundation
- Operating on all global trade lanes
- Focus on handling large volumes of cargo (fertilizer, energy products, steel etc) to and from worldwide locations
- Comprehensive service portfolio, including voyage management, time chartering & documentation
- Excellent industry contacts & brokerage portfolio



Contact for more information: [Christoph Dunkelberg \(chartering@fhbertling.de\)](mailto:chartering@fhbertling.de)



BERTLING'S MODERN FLEET OF OCEAN-GOING VESSELS

- modern open-hatch boxes shaped vessels, handysize bulk carriers and a tanker



Solent/Atacama Class

36,000 DWAT, 2 vessels

MV Caledonia, MV Catalonia



Navarra Class

51,500 DWAT, 2 vessels

MV Navarra, MV Dalmatia
(on long-term charter)



Aquitania Class (Seahorse 35)

35,000 DWAT, 4 vessels

MV Aquitania, MV Patagonia,
MV Alejento, MV Dalarna



Kamsarmax Class

82,000 DWAT, 1 vessel

MV Istria



Green Dolphin Class

38,800 DWAT, 1 vessel

MV Beira



Tanker Vessel

MT Nasca: 45,000 DWT
Medium Range Product &
Technical Tanker (owned and
operated by Bertling Transgas
Tankers S.A.C.)

OUR HEART BEATS FOR PROJECTS

- Global office network and dedicated partners in all key markets
- Strong focus on energy, major capital and mining projects, also GFF and resupply business
- Unrivalled track-record of record-breaking projects around the world
- Strong expertise and know-how by in-house heavy-lift, IT and technical teams
- Dedicated group-wide and certified systems (HSE, Compliance, (QM, Legal, Risk Management, etc)
- Unique setups in remote locations like Iraq, Kazakhstan and Turkmenistan
- Innovative IT concepts for each client and project
- People business, continuous internal training, career progression & development



COMMITMENT TO YOUR PROJECT

- › Bertling is a market leader in global project logistics
- › Client base made up of major EPCs around the globe
- › Management of large and complex turnkey freight forwarding contracts
- › “Go Anywhere” approach and experience/local know-how in the most challenging territories
- › Dedicated resources and skills assigned to your project → 1 contact person
- › Coverage of all logistics services required in the project life cycle

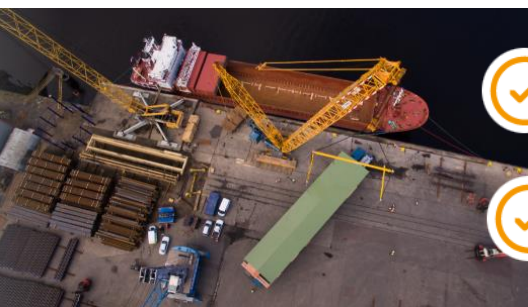


WE CAN DO BIG AND SMALL

- › IATA agents and strong expertise in worldwide air freight shipments
- › Excellent relationships to shipping lines, for containers, conventional cargo or RoRo services
- › High quality services and strong customer focus from project start to end
- › Continuous investment in IT services and technology for state-of-the-art tracking and tracing solutions
- › Highly experienced and quality/compliance conscious employees
- › Global presence in all major transport hubs



INDUSTRY-LEADING TECHNICAL CONCEPTS



Skilled heavy-lift engineers across the whole Bertling network, based in clients' offices or in the field



Unrivalled expertise in loading, transportation and discharge of heavy-lift cargos



Project-specific risk assessments, detailed technical planning, equipment engineering and high-quality CAD drawings



Close collaboration with customers and suppliers to ensure all work is planned and engineered to suit the project constraints and environments unique to each project



Personal attendance and supervision at pre-carriage loading operations, movements of sensitive/high-value cargo items, at load and discharge ports



Production of operational report packs and detailed documentation

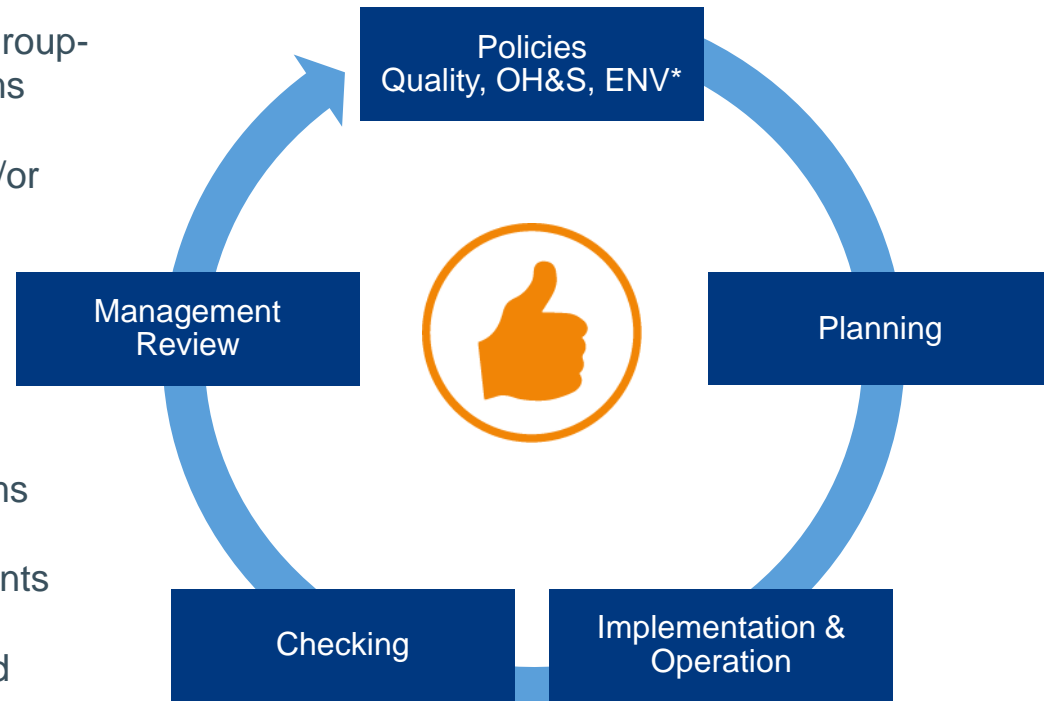


Regular HSE diligence inspections at load/discharge ports, on board of vessels and at sub-contractors' premises



REPUTATION FOR HIGH-QUALITY SERVICES

- › All transports planned and executed to the highest QHSE standards
- › One global QHSE strategy based on group-wide policies and management systems
- › ISO 9001, ISO 14001, ISO 37001 and/or ISO 45001 certification
- › AEO accreditation, regional QM standards and memberships in local freight organisations
- › Continuous employee training programs
- › Tailor-made project-specific assessments
- › Network of carefully selected/approved suppliers and sub-contractors



OPERATION AT HIGHEST ETHICAL STANDARDS AND LOWEST RISK

- Bertling's Group Values & Code of Conduct (VCOC) records all beliefs and values
- It sets down our commitment to honesty, integrity and the promotion of an open and diverse corporate culture
- VCOC also confirms Bertling's commitment to maintain the highest ethical standards wherever we conduct our business, every day and everywhere
- Standards for international trade compliance
- Membership of TRACE International and UN Global Compact Signatory

ENVIRONMENTAL COMPLIANCE AND SUSTAINABILITY

- Bertling welcomes its duty of care and is committed to the protection and welfare of the environment
- Visible leadership demonstrates this commitment to our staff, our customers and to the general public
- Protection & management of environmental aspects is a global policy at Bertling
- All offices within the Bertling Group are required to subscribe to these standards from day one
- Supporter of the UN Sustainability Goals

COMMITMENT TO RESPONSIBLE LOGISTICS SOLUTIONS

- We aim for CO2 neutral operations within 10 years by our 3-step approach, which is (1) measure, (2) reduce, (3) offset our emissions
- We work with industry leaders to support high impact, positive change projects
- We have developed our IT system reporting to clearly inform our clients on the environmental impacts of transport operations
- We are working towards providing options for greener transport solutions for a carbon-free future

ROAD TO ZERO



BERTLING RAILCARS

- Two modern 16-axle depressed center railcars available in North America and Canada
- Ideal to transport heavy loads like transformers, turbines, generators, engines or other power industries' goods
- Our railcars have the longest deck length in their class

@ Contact for more information:
Keith Lincoln
(keith.lincoln@bertling.com)

Read more on:
<https://www.bertling.com/logistics/bertling-railcars/>



BERTLING BULK LIQUIDS

- Door-to-door bulk liquid shipments for the oil & gas, chemical, pharmaceutical, food & beverage industry
- Project Bulk Liquid Logistics – large volumes and demanding environments
- Flexitanks and ISOtanks globally available on short notice

@ Contact for more information:
Jacob Hallberg
(jacob.hallberg@bertling.com)

Read more on:
<https://www.bertling.com/logistics/bertling-bulk-liquid-logistics/>



BERTLING ENVIRO

- Trading house buying and selling materials within the waste and resource management sector
- We have grown to be one of the largest exporters of Refuse Derived Fuel (RDF) from UK to Scandinavia
- We also specialise in trading and shipping of recyclable materials within Europe

@ Contact for more information:
Göran Andersson
(goran.andersson@bertling.com)

Read more on:
<https://www.bertlingenviro.com/>



BERTLING RESUPPLY

- › In-house freight forwarding and expediting; consolidation centers with item checking-packing ability
- › 100% visibility at PO item level via Bertling's Tracking System
- › Effective planning of orders, shipments and inventories
- › Improved efficiency for the whole supply chain
- › Unlimited reporting, KPI measuring evaluation and interfacing capabilities based on real-time data

@ Contact for more information:
Alberto Morante
(alberto.morante@bertling.com)

BERTLING TRUCKING

- › North American trucking including FTL, LTL, heavy-haul and over-dimensional transportation
- › Highest HSSE standards applied for all transports
- › Time-critical trucking solutions
- › Large portfolio of qualified carriers and sub-contractors
- › Cost-effective solutions based on in-depth market understanding
- › Tailor-made tracking and tracing solutions

@ Contact for more information:
Keith Lincoln
(keith.lincoln@bertling.com)

BERTLING CLASS 1

- › Market-leading position in the transport of IMO Class 1.1-1.6 materials
- › Worldwide transport management by truck/ship/rail/air for military, energy and mining applications
- › International storage bunker solutions
- › Management of permits from regulatory authorities
- › Customs clearance and door-to-door capabilities

@ Contact for more information:
Tom Mansfield
(tom.mansfield@bertling.com)



OWN IT COMPANY SINCE 2003 – MILESTONES

- Offers all kind of software solutions for logistics companies and other industries
- Has a proven track-record of tailor-made EDI interfaces for logistics clients, port operators, terminals and port authorities
- Monitors more than 80,000 EDI transactions/day at Bertling
- Provides secure data center/data connections though a central IT hub in Hamburg
- Smart IT solutions for sustainable and disruptive-resistant supply chains

Introduction of real-time tracking solutions for transport assets and cargoes

2010

Roll-out of Bertling's in-house developed global transport management software BLU

2011

2013

Development of a complex integrated logistics management solution for the currently biggest oil & gas project in the world

2016

Technical installation and maintenance of all IT equipment and systems on board of Bertling's ships and external vessels

2019

Utilization of modern devices to track assets and cargoes to improve supply chain visibility

2020

Added "b.invoice" for electronic invoicing solutions to Besitec's global portfolio

2021

Rollout of Bertling's new in-house developed CRM for to digitize commercial processes



YOU HAVE THE CHOICE. WE'LL MAKE IT HAPPEN.



1. BLU – ONE GLOBAL SYSTEM

- › Used by all Bertling offices around the globe
- › Developed in-house in close collaboration with Bertling's operations experts
- › Adaptable to any kind of cargo, project or supply chain
- › Continuous enhancement for better process support

KEY ADVANTAGES OF BLU

- | | |
|---|---|
| ✓ Cost reduction and increased productivity | ✓ Budget control and easy analysis tools |
| ✓ Less administrative effort | ✓ Real-time reporting and data control |
| ✓ Varied capabilities for system integrations, EDI interfaces and reporting | ✓ Automated compliance checks and sub-contractor evaluation |

2. TRACKING & TRACING

- › Easy to set up, easy to use and provides full control
- › Real-time information on any shipment is available 24/7 at your fingertips
- › Usually max. 6 weeks implementation/setup time
- › Access through the internet – no software installation required
- › Adaptable also during the project to match changing requirements
- › Protected access through individual user names and passwords



3. REPORTING

- › Setup of meaningful reports, statistics and KPI measuring & analysis tools
- › Customized dashboards in modern designs and any required language
- › Provision of real-time reporting data for client's own BI tools
- › Report types include (but are not limited to):

- | | |
|------------------------------|----------------------------------|
| ✓ Material Status Report | ✓ Supplier Non Compliance Report |
| ✓ Receiving Report | ✓ Supplier Promised Ready Report |
| ✓ Cost Control Report | ✓ Actual vs. Budget Report |
| ✓ Freight Forecasting Report | ✓ OS&D Report |
| ✓ Expediting Report | ✓ On Hand Report |

4. EDI

- › Support of all common EDI formats and protocols
 - › Well thought-through mapping, testing and implementation process
 - › No direct system interface, coupling via middleware to reduce complexity
 - › Each EDI interface tailor-made to your functional and system requirements
 - › Global track record of robust, stable and globally available EDI connections
- Reduced costs and increased productivity based on high-quality real-time data



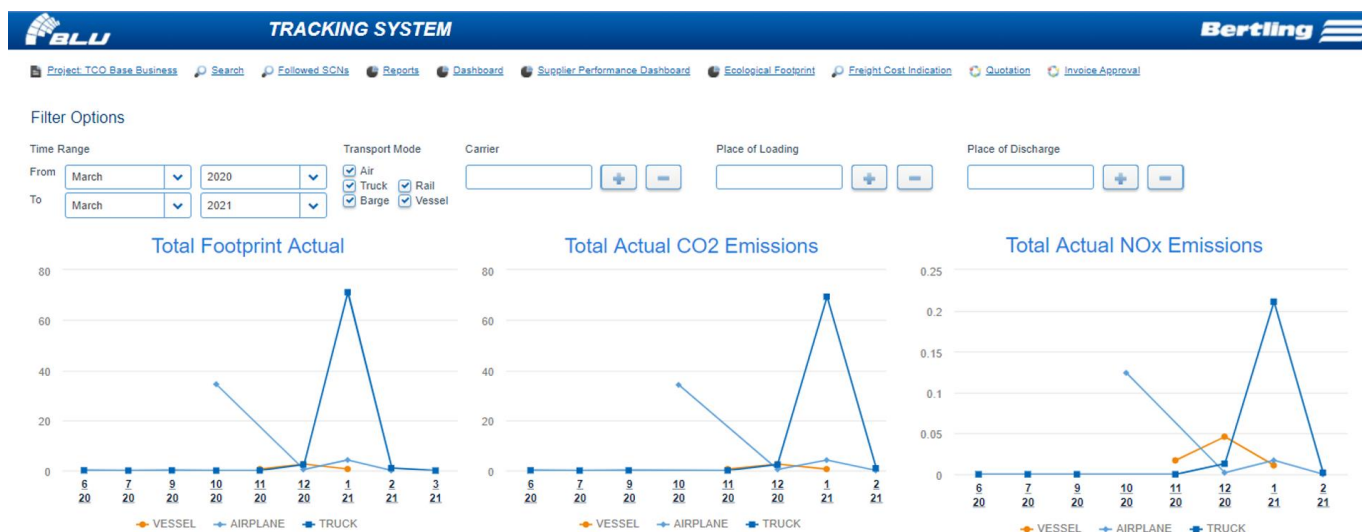
STATISTIC REPORTS FOR ECOLOGICAL FOOTPRINT CALCULATION

- Comprehensive information on the ecological footprint of all shipments is available in detailed statistic reports and highly visual dashboards
- This data serves as a basis for KPI measuring, which will help you to evaluate and meet your sustainability goals
- Among the shipment and cargo information, the following emission types can be tracked and evaluated (estimated and actual):

- Greenhouse gas emissions (GHG) in t
- Energy in MJ
- Carbon dioxide emissions (CO2) in t
- Nitrogen oxide emissions (NOX) in kg
- Non-methane hydro carbons (NMHC) in kg
- Sulphur dioxide emissions (SO2) in kg
- Particles (PM) in kg



We work with
EcoTransIT
World





OVER 5,000 TE OF CARGOES SHIPPED BY BARGE VIA VOLGA DON RIVER TO KAZAKHSTAN

Industry:	Oil & Gas
POL:	Gemlik, Turkey
POD:	Prova, Kazakhstan
Cargo:	1 x Column: 82.4m x 9.5m x 8.4m @ 687Te 1 x Column: 52.6m x 8.2m x 7.7m @ 371Te 1 x Column: 55.0m x 7.7m x 5.9m @ 396Te 4 x Slug Catchers: 62.0m x 9.1m x 7.8m @ 891Te each
Bertling's SOW:	Planning, handling and supervision of 7 x barge loads of vessels and columns ro-ro shipped from Borusan Port/Gemlik (Turkey) via Volga Don river system to client jetty in the north Caspian



TWO MASSIVE HEAT EXCHANGERS TO RUSSIA

Industry:	Chemical Plant
POL:	Germany
POD:	Russia
Cargo:	2 heat exchangers weighing 192tonnes each at 53m length
Bertling's SOW:	Transportation by road, storage, crange solution, heavy-lift vessel chartering, including loading, lashing/securing and lifting operations

➤ Read more on: <https://www.bertling.com/case-studies/case-study-7-heat-exchangers-to-russia/>



1-YEAR CONTRACT FOR 38 TRADE LANES IN 9 COUNTRIES

Industry:	Power Generation
POL:	Norrkoping, Sweden
POD:	Different locations in North and South America
Cargo:	So far transported: 3 x SGT 700 GT Packages + 3 Cores → total of 6,500cbm 3 x SGT 600 Simple Cycles → total of 5,100cbm
Bertling's SOW:	Handling of sea transport from POL to POD including loading/off-loading supervision, arrangement of charter



EXTRA-LARGE & HEAVY FRACTIONATORS FROM MALAYSIA TO SINGAPORE

Industry:	Oil & Gas
POL:	Kuantan, Malaysia
POD:	Jurong Port, Singapore
Cargo:	Propylene Fractionator: 106.8m long x 8.6m wide x 9.1m high @ 865Te Ethylene Fractionator: 94.4m long x 6.6m wide x 7.0m high @ 419Te
Bertling's SOW:	Handling of ro-ro loadings to barge at Kuantan Port (Malaysia) and delivery alongside heavy-lift vessel at anchorage and loaded to vessel's weather deck; following completion of sea fastening the cargoes were shipped directly to the site jetty in Singapore.



SHIPMENT OF HEAT EXCHANGERS FOR SOLAR POWER PLANT IN THE USA

Industry:	Renewables
POL:	France
POD:	Arizona
Cargo:	6 heat exchangers, weighing 325tons each
Bertling's SOW:	Transportation by road, barge, heavy-lift vessel and rail wagon including load securing and lifting operations

➤ Read more on: <http://www.bertling.com/case-studies/case-study-4-solana-solar-power-project/>



DERRICK STRUCTURE SHIPMENT TO SOUTH KOREA

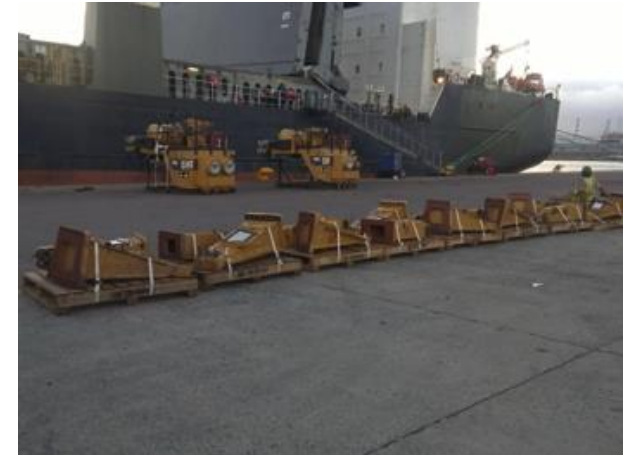
Industry:	Oil & Gas
POL:	Russia
POD:	South Korea
Cargo:	Huge derrick components with the largest cargo measuring 17.28 x 14.72 x 24.12m (l x w x h)/321mton
Bertling's SOW:	Transportation of structures in 4 pieces on a self-geared vessel capable of sailing with the main hold hatch covers open, including special sea fastening and handling of transshipment

➤ Read more on: www.bertling.com/case-studies/case-study-1-derrick-shipment/



VESSEL CHARTERING SERVICE FOR GE POWER DA TAN PROJECT IN AUG 2020

Industry:	Power Generation
POL:	Dung Quat Port, Vietnam
POD:	Taichung Port, Taiwan
Cargo:	Total 13 Units HRSG MODULE ASSEMBLY with accessories, Vol: 5,650cbm, GW: 2,700 Tons; Max cargo: L 32.4m * W 4.6m * H 4.5m/Gross weight: 264 Tons
Bertling's SOW:	Charter break bulk vessel from Dung Quat Port VN to Taichung Port TW with direct service

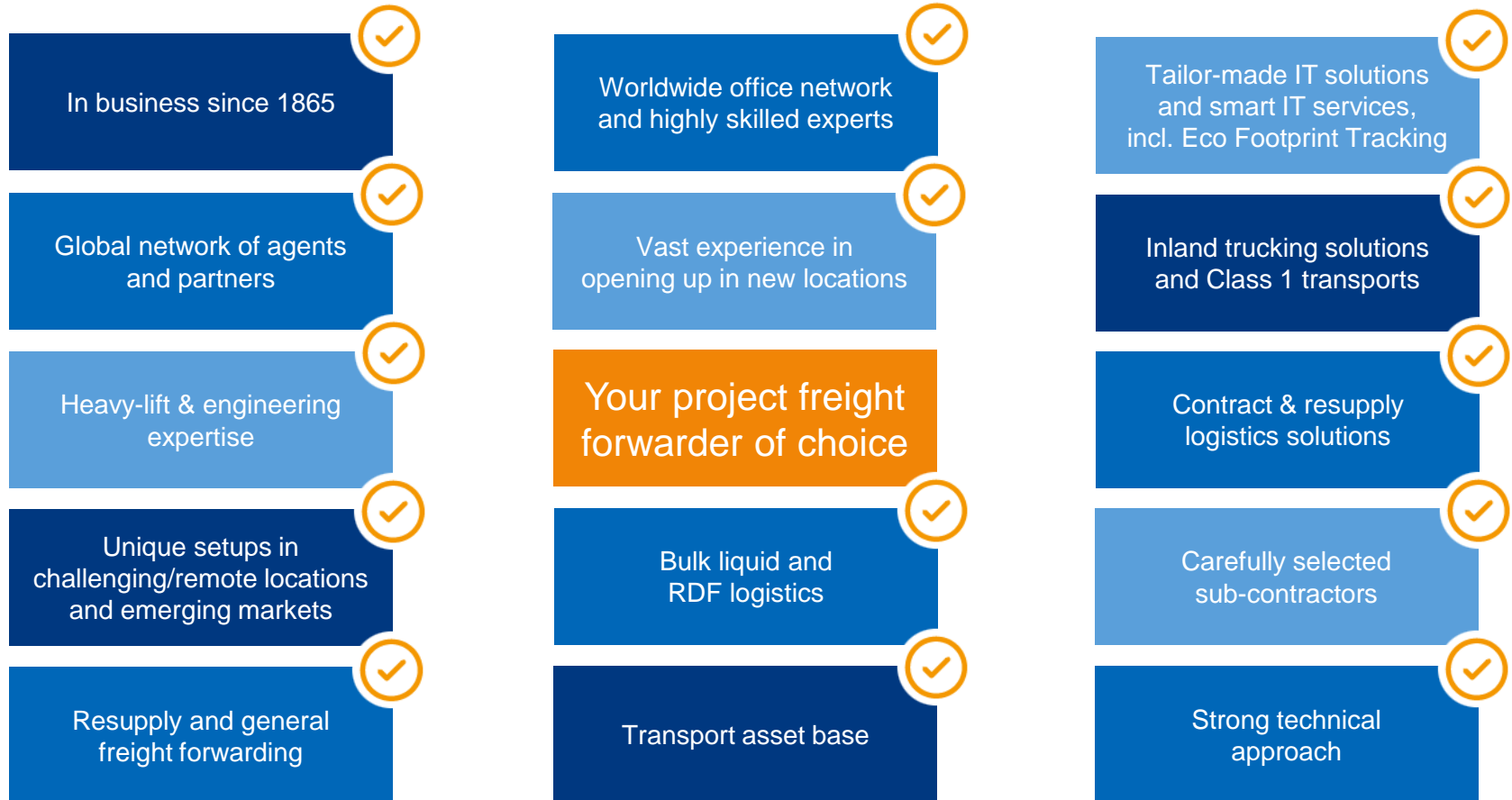


RESUPPLY LOGISTICS SOLUTIONS FOR AN OPEN-PIT MINE IN COLOMBIA

Industry:	Mining & Construction
POL:	Miami, USA, Global
POD:	Barranquilla, Colombia
Cargo:	Mining equipment, Mining spare parts and materials
Bertling's SOW:	Expediting, Truck Coordination and Execution, Warehouse Management, Consolidation, Port Handling, Ocean and Air Shipment, Customs Clearance, Delivery to Site Line Item visibility full EDI connectivity



FOR YOU TO TAKE AWAY ABOUT THE BERTLING GROUP



An excellent operational performance does not need many words of explanation, but one simple answer: Bertling.

➤ THANK-YOU FOR YOUR INTEREST!



ANY QUESTIONS? PLEASE CONTACT...

Colin MacIsaac
CEO of Bertling Logistics

Phone: +44 1224 661810
Email: colin.macisaac@bertling.com

F.H. Bertling Logistics Aberdeen Limited
23, Twin Spires Business Park
Mugiemoss Road
Aberdeen
AB21 9BG

LET'S CONNECT!

 [Bertling Logistics on LinkedIn](#)

WE LOOK FORWARD TO HEARING FROM YOU.

