

**BERTLING –  
WE DELIVER  
OUR PROMISE**

**Bertling** 



**COMPANY PRESENTATION 2025**

# AGENDA

## WHAT WE WILL DISCUSS TODAY

1. The Bertling group at a glance
2. Vision & Mission
3. Historical Milestones
4. Global Structure & Organisation
5. Worldwide Network
6. Our Services
7. Sustainability & Ethical standards
8. IT Solutions
9. Case Studies
10. Summary
11. Contact Details



# FAMILY-OWNED, DIVERSE & COMPETENT SINCE 1865

## THE BERTLING GROUP AT A GLANCE

Bertling is privately owned and managed by active stakeholders. The company was founded in 1865 and has 160 years of experience in shipping and freight forwarding. With a presence all over the world, we have a strong global network of expertise in the logistics industry.



Presence in 5 regions, 50 offices and 30 countries with headquarter in Hamburg, Germany.



Three major business units:  
Ship Owning, Chartering & Broking,  
Logistics & Project Freight Forwarding  
IT & Software Solutions.



In-house developed transport management software (BLU), tracking tool (BLU4U) and a strong focus on sustainability.



# WHAT WE STRIVE FOR EVERY DAY, EVERYWHERE

## OUR VISION

To be the “Freight Partner” of choice to upstream and downstream oil and gas, energy, construction, and mining 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 minimizing environmental impact. Respect and support the cultures and traditions of all countries where we operate, supporting local businesses in all our activities. Develop sustainable logistics solutions in close collaboration with our customers to support their sustainability goals by helping them 1) measure, 2) reduce and 3) compensate their emissions

## KEY VALUE ADDS FOR YOUR CUSTOMERS

At Bertling, we have the required resource, local setup, know-how, expertise, global and local network, groupwide systems, reliable IT systems and resupply logistics experience required to serve our single transport and long-term projects from start to end. At Bertling, our global customers receive all services from a single source with us being your focal point.

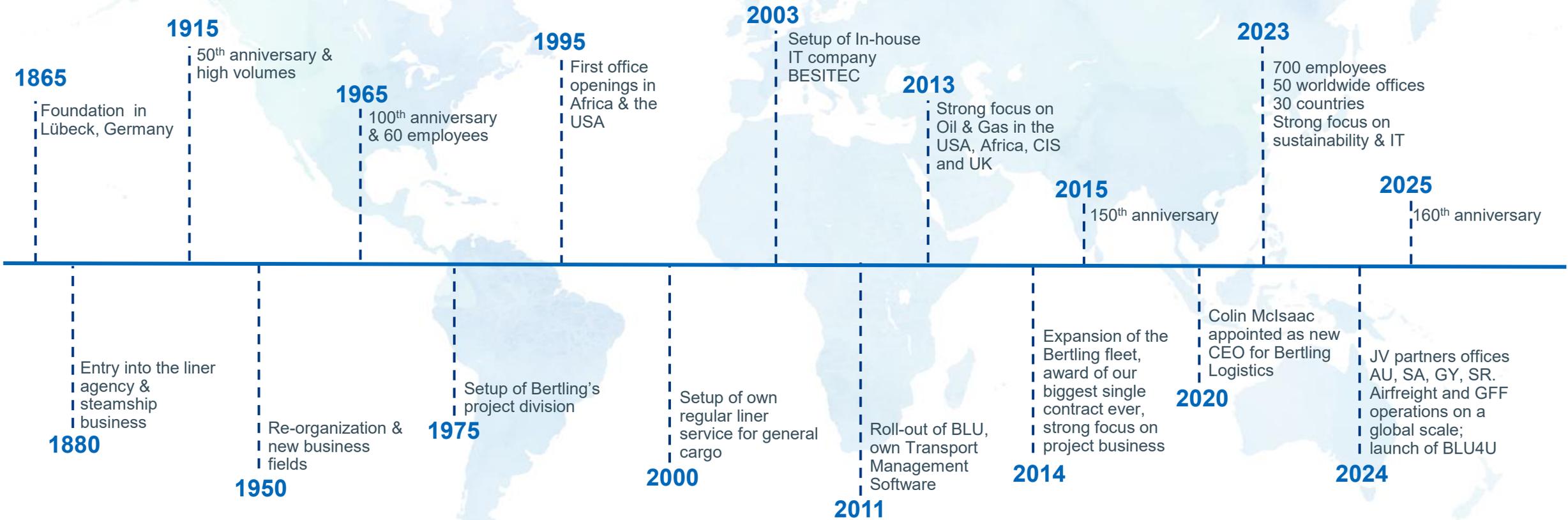
# 160

YEARS of BERTLING



**WE DELIVER  
OUR PROMISE –  
SINCE 1865**

# 160 YEARS IN BUSINESS



# GLOBAL STRUCTURE & ORGANISATION

- ✓ Ship Owning, Chartering and Broking
- ✓ Logistics and Project Freight Forwarding
- ✓ Global IT and Software Solutions



# OUR SERVICES

## END-TO-END LOGISTICS SOLUTIONS

- Freight forwarding services for all modes of transportation (air/sea/road/rail) and all sizes of cargo
- Project logistics services for major capital and energy 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
- Industry-leading digitalization solutions for maximized supply chain visibility (BLU, BLU4U)



# WORLDWIDE NETWORK



30 Countries



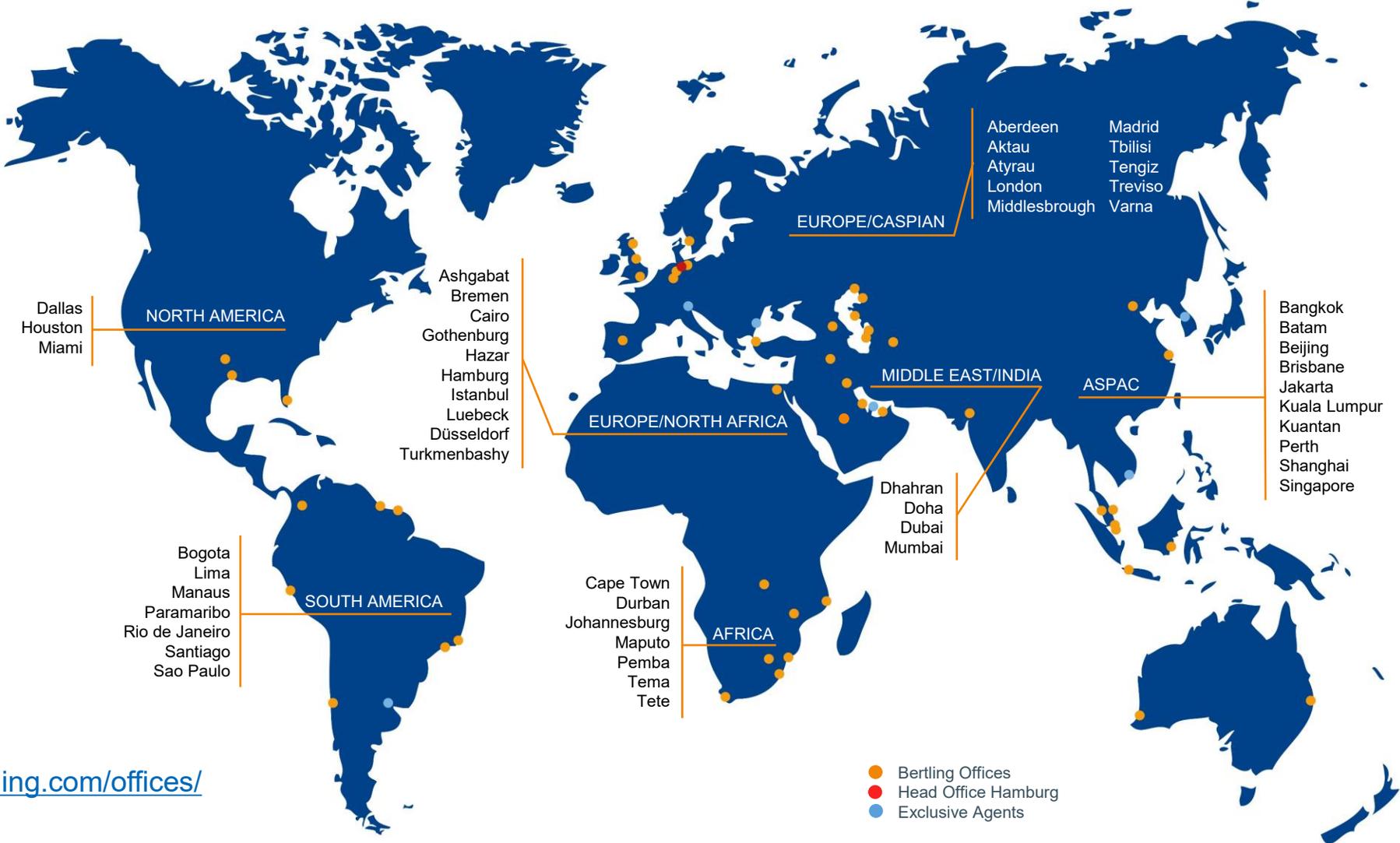
50 Offices



700 Logistics & Shipping Experts



Global Agent & Partner Network



→ Read more: <https://www.bertling.com/offices/>

# OUR HEART BEATS FOR PROJECTS

- ✔ Global office network and dedicated partners in all key markets
- ✔ Strong focus on major capital, mining and energy 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 (H&S, Compliance, (QM, Sustainability/Environment, Legal, Risk Management, etc)
- ✔ Unique setups in remote and challenging countries
- ✔ Innovative IT concepts for each client and project



# WE CAN DO BIG AND SMALL

## GENERAL FREIGHT FORWARDING

Thanks to our strong network of IATA agents and expertise in worldwide air freight shipments as well as our excellent relationships to shipping lines we can offer high quality service and strong customer focus from project start to end.

With us, you will have IT services and technology for state-of-the-art tracking and tracing solutions. With this, we also offer all of our customers sustainable IT solutions for free.

Our employees are highly experienced and quality/compliance conscious. With our global presence in all major transport hubs our service goes beyond borders and timezones.



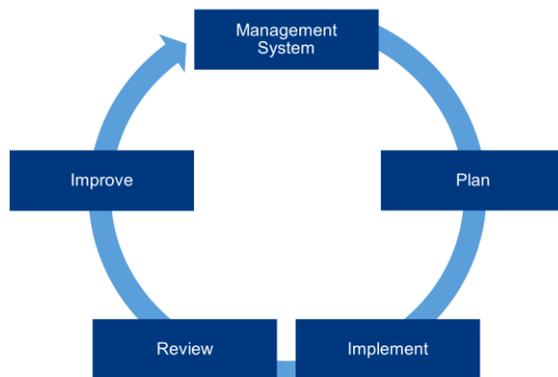
# INDUSTRY-LEADING TECHNICAL CONCEPTS

- ✔ 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, including route surveys 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 H&S and Environmental diligence inspections at load/discharge ports, on board of vessels and at sub-contractors' premises



# REPUTATION FOR HIGH-QUALITY SERVICES

- ✔ One global QHSE strategy based on group-wide policies and management systems.
- ✔ Continuous employee training programs
- ✔ Tailor-made project-specific assessments
- ✔ Network carefully selected/approved suppliers and sub-contractors



All transport planned and executed to the highest QM, H&S and Environmental standards.



System certified to ISO 9001, ISO 14001, ISO 37001, and ISO 45001 (ISO 50001 in progress).



AEO accreditation, regional QM standards and memberships in local freight organisations.



# BERTLING WELCOMES ITS DUTY OF CARE AND IS COMMITTED TO THE PROTECTION AND WELFARE OF THE ENVIRONMENT

ROAD TO ZERO



# ROAD TO ZERO

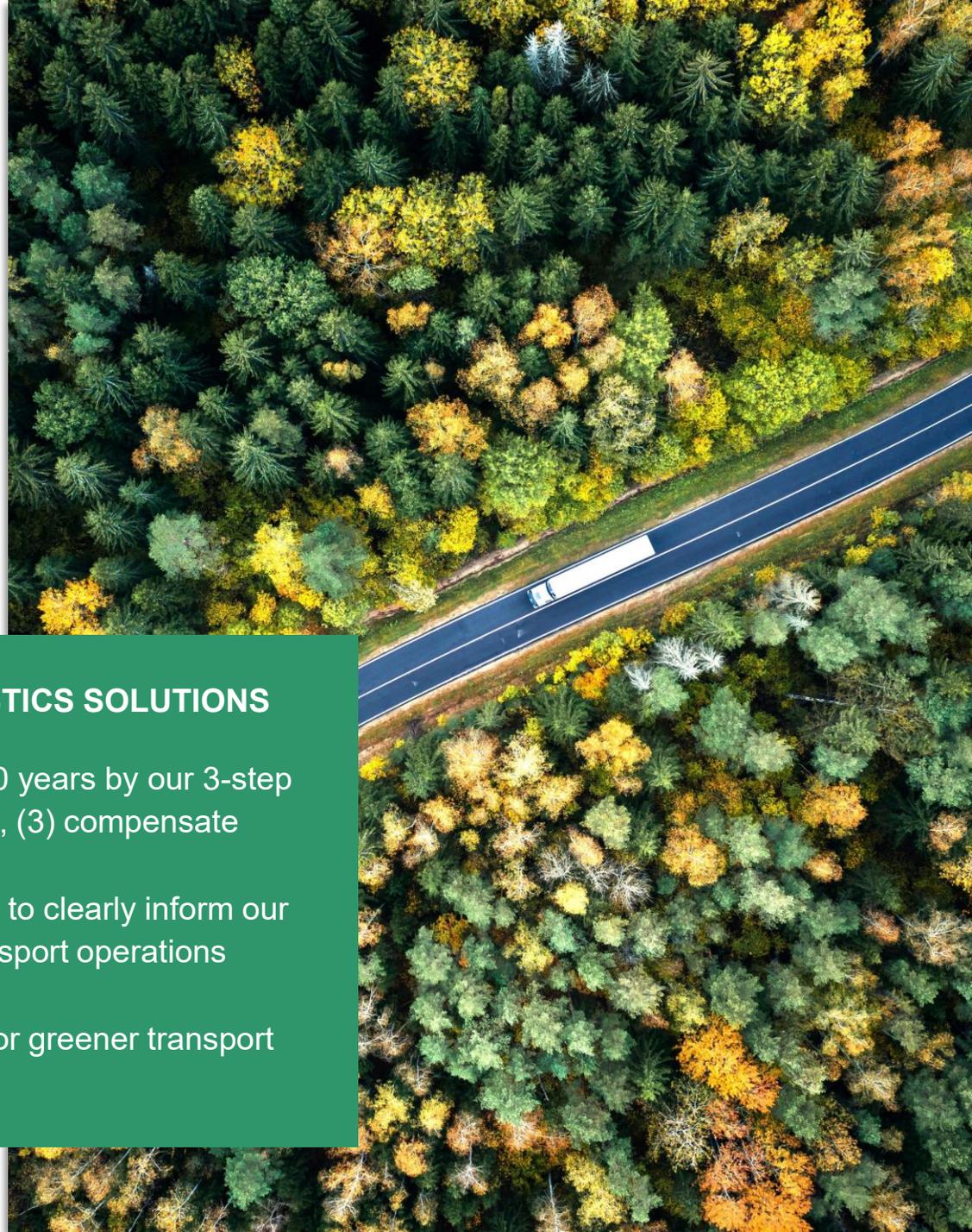
- ✓ Visible leadership demonstrates this commitment to our staff, our customers and to the general public
- ✓ Protection & management of the environmental aspects is a global policy at Bertling
- ✓ Supporter of the UN Sustainability Goals

## 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) compensate

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



# HIGHEST ETHICAL STANDARDS

- ✔ Standards for international trade compliance
- ✔ Membership of TRACE International and UN Global Compact Signatory

## COMMITMENT TO RESPONSIBLE LOGISTICS SOLUTIONS

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.

The VCOC confirms our commitment to maintain the highest ethical standards wherever we conduct our business, every day and everywhere.



# IN-HOUSE DATA MANAGEMENT & IT

Our In-house company Besitec was founded in 2003. Thanks to Besitec, we can offer all kind of software solutions for logistics companies and other industries.

Besitec has a proven track-record of tailor-made data service interfaces for logistics clients, port operators, terminals and port authorities.

They monitor more than 36,000 EDI transactions/day at Bertling and all data is securely handled in our data center in Hamburg.

We provide smart IT-solutions for sustainable and risk-managed supply chains.



# BERTLING'S IT APPROACH

## WE LINK LOGISTICS AND IT TO CREATE EFFICIENTLY RUN SUPPLY CHAINS

At Bertling Logistics, we consider **up-to-date, robust and reliable** IT system as an integral part of logistics project management and key success factor for **efficiently handled transports** and **large-scale projects**. The ability to **control data**, assure data **security**, deliver integrated systems, supply reliable hardware and software components, provide **reporting** and **tracking** solutions in even the remotest of locations is essential and one of our key areas of expertise.

Our global transport management system and **logistics operational software (BLU)**, **tracking (BLU4U/BLU4U Pro)** and integration solutions have been developed by Bertling together with our **own IT Company, Besitec**, based in Hamburg, Germany – 4U, our valued customers.

Project implementations by Bertling are always bespoke to **client-specific and project-specific** requirements. In doing so, we follow a light-weight standard implementation plan based on best practices out of longstanding experience in project implementations.

We always strive to further enhance our IT systems and invest into our **increasing digital capacity** to meet changing customer **demands** and engage with our clients via our **sophisticated IT solutions**.

## Maximized supply chain visibility with BLU4U

# BLU

Our global TMS and the basis for all

# BLU4U

Our Tracking System with basic features

# BLU4U<sup>PRO</sup>

Our advanced Tracking System with additional features

# LET OUR DIGITALIZATION JOURNEY BEGIN



All data in BLU4U/BLU4U Pro is displayed on highly visual dashboards to monitor your transport at any time, in the way you need it.

# BLU4U SETUP & DATA SECURITY

## BLU4U IS EASY TO BE SET UP, EASY TO USE AND PROVIDES FULL VISIBILITY

- Information at your fingertips → 24 hours, 7 days a week, all in real-time
- Creation of an efficient, digitized transaction environment
- Accessible through the internet → no software installation required, programmed in-house by Besitec
- Adaptable also during a project to match changing requirements (market, reporting, transport mode/route, etc)
- Data security is important to us (Besitec is ISO 27001 certified) and BLU4U only accessible through individual usernames and passwords, hosted in Germany



# BLU4U TRACKING SYSTEM

## PROJECT BASED AND CLIENT BASED SETUP

The general setup consists of the following features:

### SEARCH SCREEN:

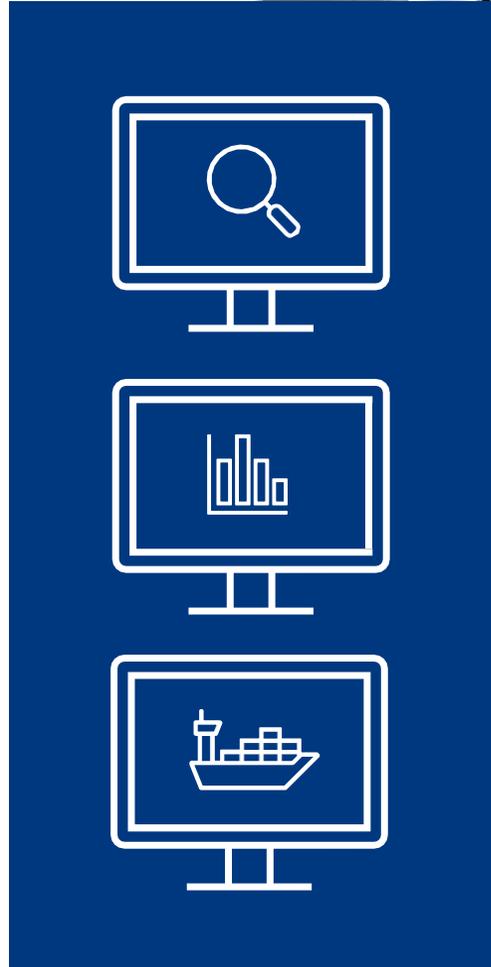
- Client Reference
- Container Number
- AWB/BL Number
- Bertling Reference

### STATISTIC REPORTS

- All Statistic Reports can be made available there
- The “Shipment Status Report” is implemented per default

### DETAIL SCREENS FOR

- Shipment Information
- Transport Chain with Estimated and Actual Dates
- Purchase Order Detail Screen
- SCN Detail Screen



# BLU4U TRACKING SYSTEM

## PROJECT BASED AND CLIENT BASED SETUP

### ATTACHMENTS

- Documents are added to the Detail Screen to give a holistic overview

### INCIDENTS

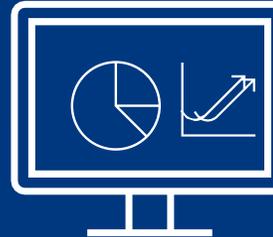
- Incidents are saved in **BLU4U** and are visible on shipment level in the tracking system

### KPI DASHBOARD

- Cargo FRT per Month
- Shipments per Transport Mode
- Shipments per Region of Origin
- Shipments per Status

### FOOTPRINT DASHBOARD

- We calculate the emissions of all transports
- The following is calculated: GHG, CO<sub>2</sub>, NO<sub>x</sub>, SO<sub>2</sub>, PM, Energy by Transport Mode
- Total GHG emissions by Pre-, Main- and On-Carriage

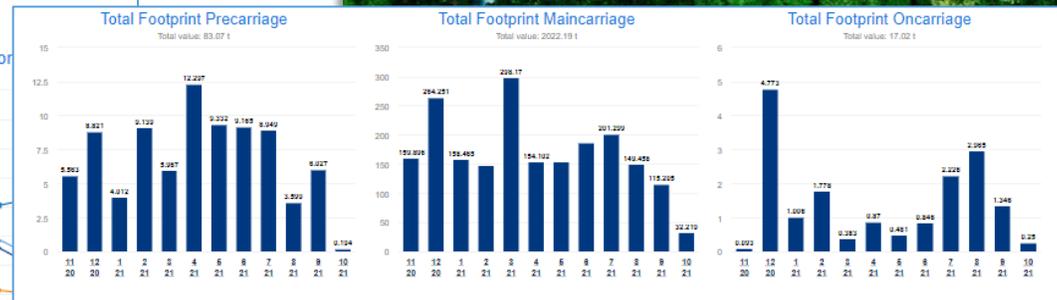
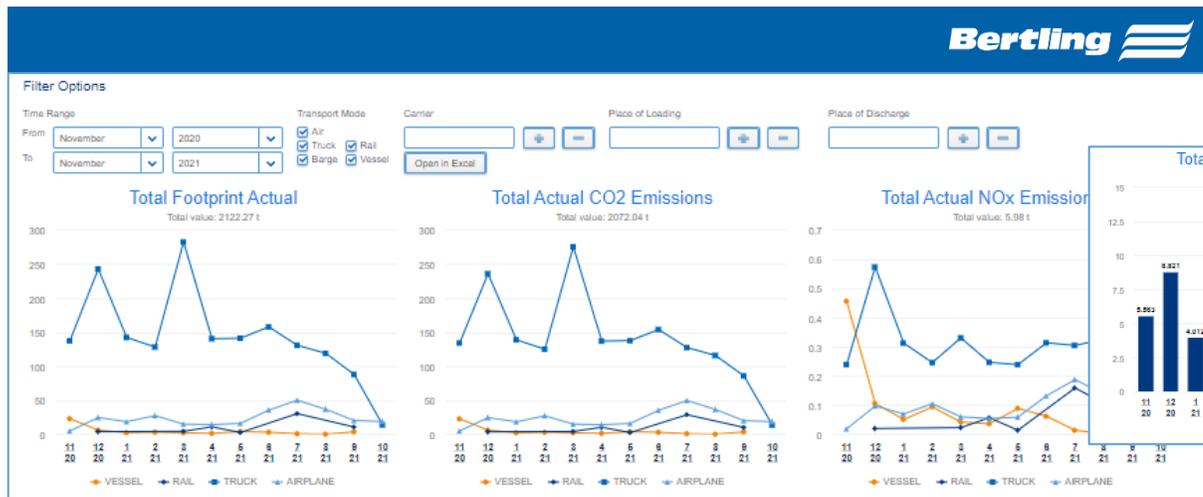


# ECOLOGICAL FOOTPRINT CALCULATION

We work with  EcoTransIT World

- Comprehensive information on the ecological footprint of all shipments is available in detailed 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



# OUR SUSTAINABILITY VALUES

## COMMITTED TO RESPONSIBLE LOGISTICS SOLUTIONS

We work with well-known and certified carbon offsetting partners and established charity organisations to support high impact, positive change projects worldwide.

Visible leadership demonstrates this commitment to our staff, clients, subcontractors and to the general public. The protection & management of environmental aspects is a global policy at Bertling, which all our global offices comply with.

We have developed our Eco Footprint Reporting to clearly inform our customers on the environmental impacts of their transport operations

We always aim to provide options more sustainable transport solutions (internally and via our partners and subcontractors)



Innovation



Trust



Passion



Inclusion



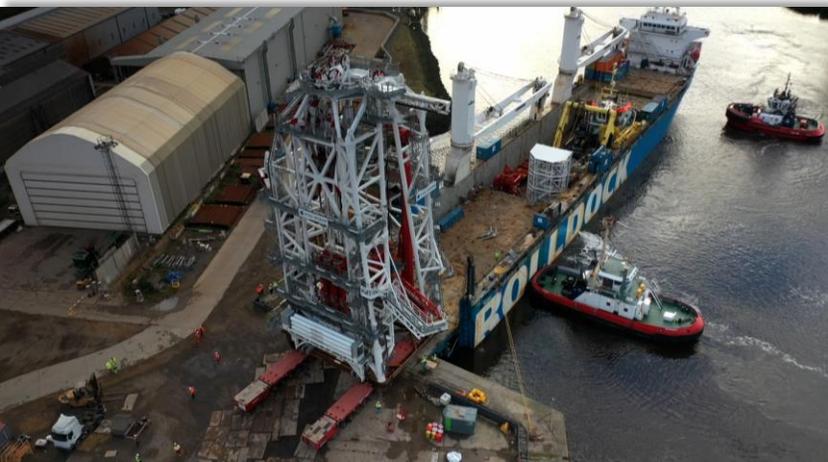
Impact



# CASE STUDY 1

## TRANSPORTATION OF MASSIVE CONTROL TOWER TO SINGAPORE

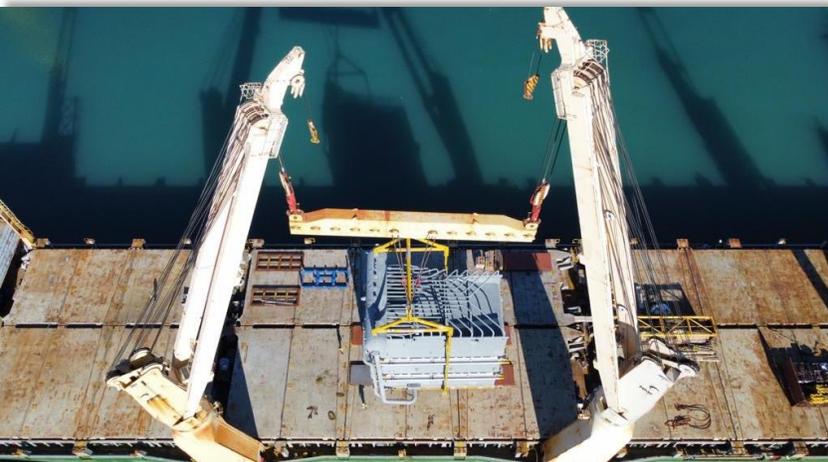
Industry:	Oil & Gas
POL:	Middlesbrough, UK
POD:	Singapore
Cargo:	STS Intervention Tower, weight 909 ton at a size of 29.5m x 20.9m x 40.8m
Bertling's SOW:	Loading from Port Clarence, the hiring and arrangement of all equipment including the RoRo operations of main tower, and the RoRo operations at POD in Singapore. All was handled and supervised by our in-house Middlesbrough technical team.



# CASE STUDY 2

## HEAVY BOILER FROM ITALY TO LABUAN ISLAND, MALAYSIA

Industry:	Oil & Gas
POL:	Port Maghera, Italy
POD:	Labuan, Malaysia
Cargo:	450 Tons of Boiler block, measures L 15 x W 12 x 18 meter
Bertling's SOW:	Conduct feasibility study, underwater survey for RORO landing point access to live chemicals plants. Handling sea transport and delivery alongside barge and ship-to-ship transfer; following completion of sea fastening the cargoes were shipped directly to the site jetty in Labuan.



# CASE STUDY 3

**65,000 FRT OF CARGOES OVER 21 MONTHS TO LA**

Industry:	Chemical
POL:	Worldwide
POD:	Geismar, LA
Cargo:	65,000 FRT of different cargo types
Bertling's SOW:	Shipments from FCA global origins to delivered job site including liner and charter shipments for heavy lift cargoes (mainly coming from Korea), berth operations, feasibility studies, etc.



# CASE STUDY 4

## MASSIVE MODULE SHIPMENT FROM TIANJIN TO COSCO SHIPYARD

Industry:	Oil & Gas
POL:	Tianjin, China
POD:	Cosco Qidong Shipyard
Cargo:	E-house Module – 1 skid/28.4 x 24.9 x 14.8 meters/1,400.20 ton
Bertling's SOW:	Barging from Tianjin Bomesc Offshore to Cosco Qidong Shipyard, Coordination for PT handbook registration/BLP customs clearance with both shipyards, Coordination of technical drawings with barge owner and appointed MWS, Attendance and co-ordination for loading and discharging operations at POL and POD.



# CASE STUDY 5

## 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



# CASE STUDY 6

## RESUPPLY OPERATIONS FOR NEWMONT'S GOLD MINE IN SURINAME

Industry:	Mining
POL:	USA, Canada, Peru, Brazil, The Netherlands, China, Australia and more
POD:	Paramaribo, and Moengo Suriname
Cargo:	Mining equipment, Mining spare parts and materials
Bertling's SOW:	Expediting, Truck Coordination and Execution, Warehouse Management, Consolidation, Port Handling, Ocean/Air Shipment, Customs Clearance, Full Line Item visibility and reporting and EDI connectivity



# CASE STUDY 7

## TRANSPORT OF SUBSEA XT EQUIPMENT FROM UK TO INDONESIA AND AUSTRALIA

Industry:	Oil & Gas
POL:	Montrose, UK
POD:	Batu Ampar, Indonesia and Henderson, Australia
Cargo:	2 off Subsea XTs (95te), 5 THSs (35te), plus 400cbm general cargo
Bertling's SOW:	Planning and fixture of suitable MPP vessel to handle shipment of oilfield equipment from Montrose Base to both Batam and Fremantle for two different projects. Duties included liaising with ship owners, coordinating arrival and destination timings, tally of cargo, overseeing the loadout and ensuring safe procedures were followed at all times. Cargo was safely delivered to destinations within schedule and with zero incidents or accidents.



# CASE STUDY 8

## 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



# CASE STUDY 9

## 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



# FOR YOU TO TAKE AWAY



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

**F.H. Bertling International GmbH**

Am Sandtorkai 70-72  
20457 Hamburg  
Germany

Email: [info@bertling.com](mailto:info@bertling.com)

Web: [www.bertling.com](http://www.bertling.com)

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