

SINCE

1865

Bertling 



**BERTLING – WE DELIVER
OUR PROMISE.**

▶ BERTLING GROUP PRESENTATION 2023

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



Nice to meet you!

THE BERTLING GROUP AT A GLANCE

- Founded in 1865, more than 159 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: Major Energy, Capital, 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

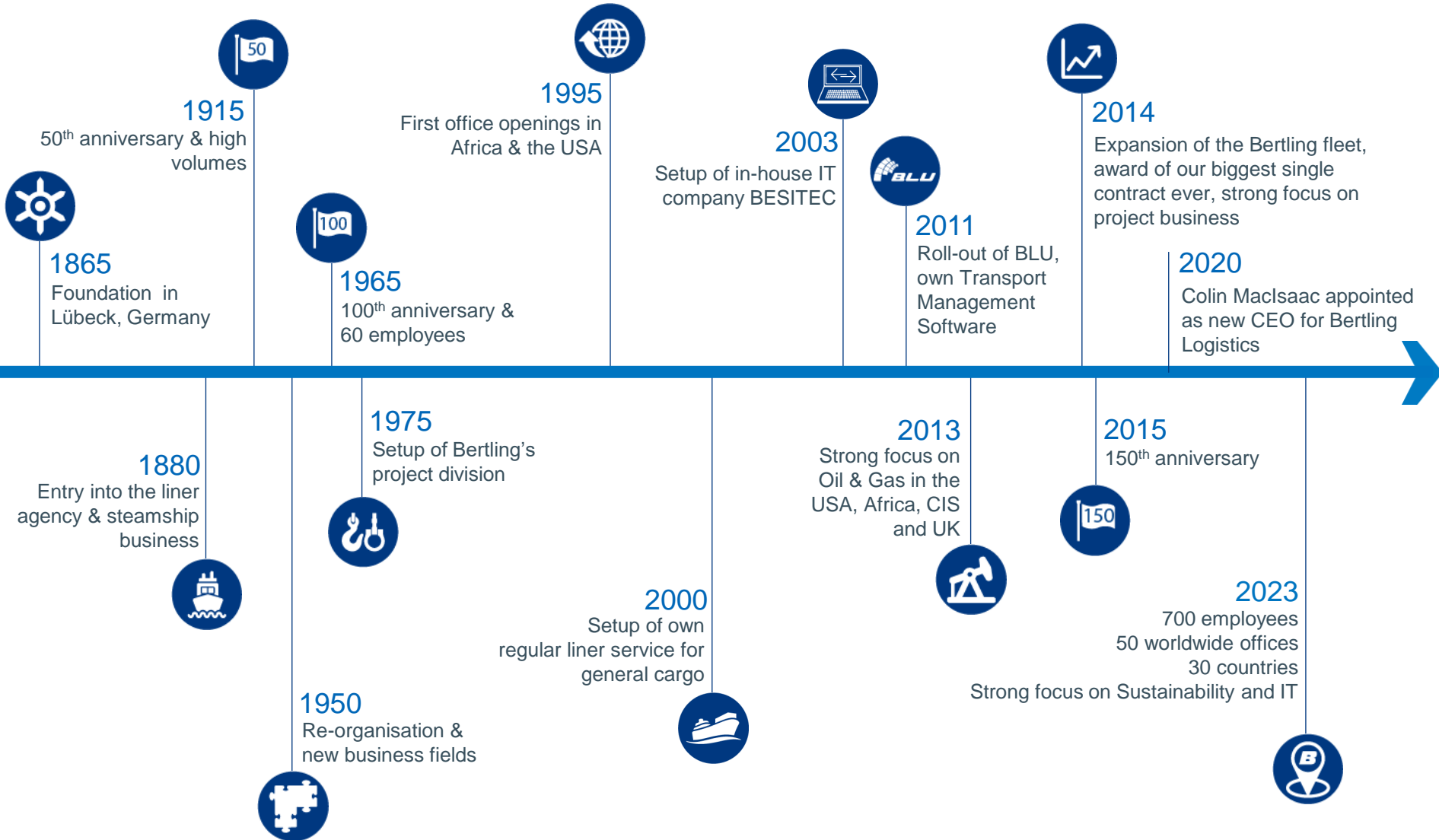
To be the “Project Freight Management Partner” of choice to the energy, mining, construction, renewables and government infrastructure sectors by offering responsible logistics services

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



MORE THAN 157 YEARS IN BUSINESS HISTORICAL MILESTONES





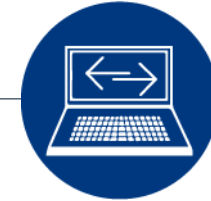
SHIP OWNING, CHARTERING AND BROKING

- 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 ISO certification



GLOBAL IT AND SOFTWARE SOLUTIONS

- founded in 2003 in Germany
- in-house IT company of Bertling
- 24 developers, software engineers and technical/system experts
- enhancement and maintenance of Bertling's global transport management software BLU
- industry-leading software solutions Modern, ISO 27001-certified IT infrastructure maintained from Germany

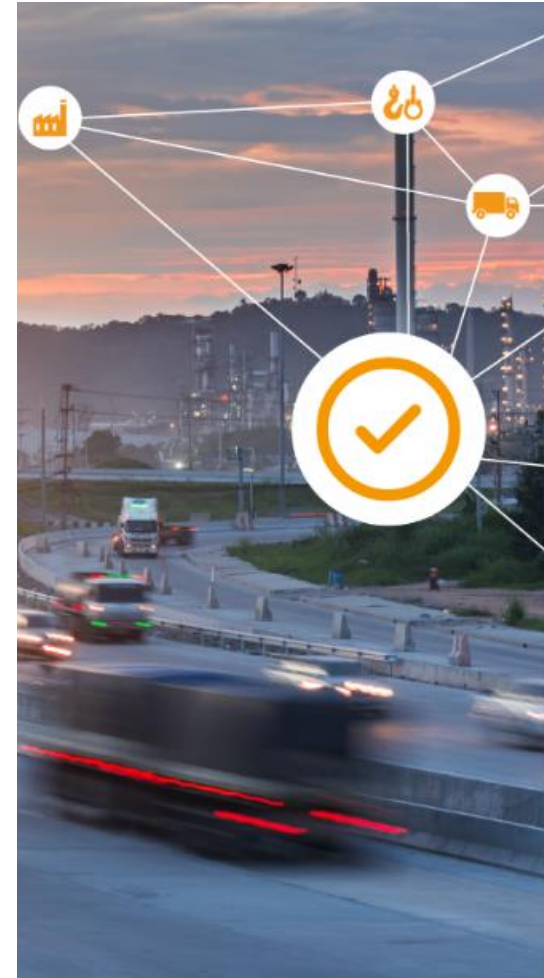


WORLDWIDE OFFICE NETWORK & DEDICATED PARTNERS



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 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



WATERPROOF SHIPPING & CHARTERING SOLUTIONS 24/7

- Strong shipping and chartering expertise since the company's foundation
- Main trade lanes between Latin America, North America, Europe and Asia
- 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



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, 1 vessel

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 Caral

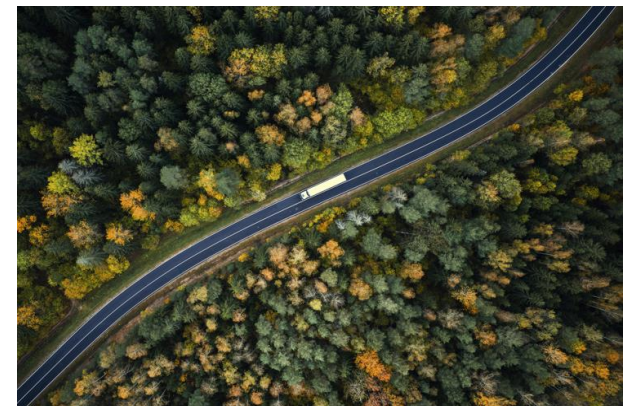
OUR HEART BEATS FOR PROJECTS

- 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

- › 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 and sustainable IT 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, 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

- › All transports planned and executed to the highest QM, H&S and Environmental standards
- › One global QHSE strategy based on group-wide policies and management systems
- › 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
- › 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) compensate
- › 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

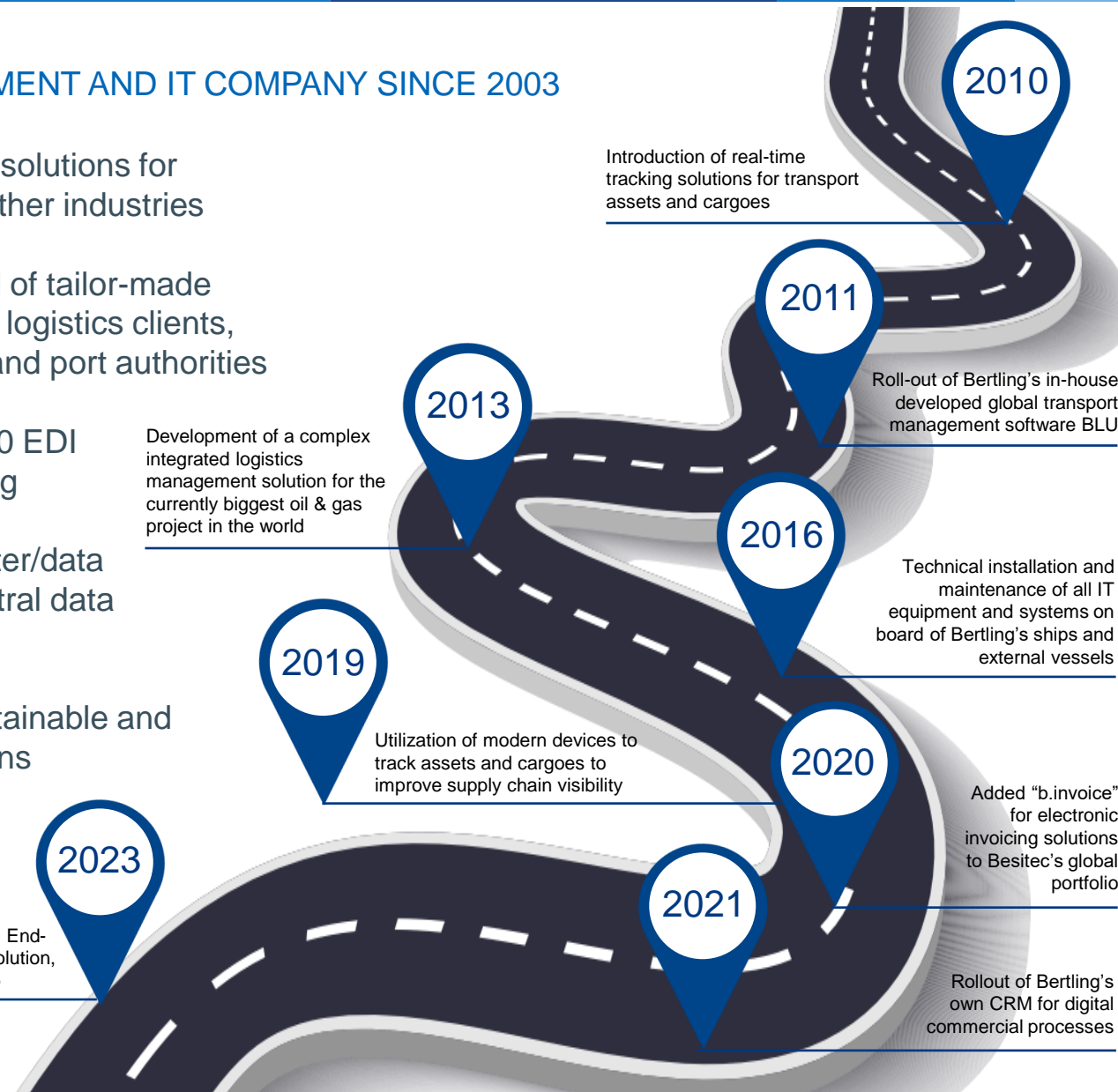


IN-HOUSE DATA MANAGEMENT AND IT COMPANY SINCE 2003

- Offers all kind of software solutions for logistics companies and other industries
- Has a proven track-record of tailor-made data service interfaces for logistics clients, port operators, terminals and port authorities
- Monitors more than 36,000 EDI transactions/day at Bertling
- Provides secure data center/data connections though a central data center in Hamburg
- Smart IT solutions for sustainable and risk-managed supply chains



Eco-Footprint Tracking, End-to-End Sustainability Solution, BLU for YOU, BLU App



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
- ✓ Less administrative effort
- ✓ Varied capabilities for system integrations, EDI interfaces and reporting
- ✓ Budget control and easy analysis tools
- ✓ Real-time reporting and data control
- ✓ 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 in any required language
- › Usually max. 6 weeks implementation/setup time
- › Access through the internet – no software installation required
- › Adaptable also during the project to match changing requirements
- › Risk-managed supply chains



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 & DATA SERVICES

- › Support of all common EDI formats and protocols
 - › Well thought-through mapping, testing and implementation process
 - › Indirect system interface, coupling via middleware to reduce complexity or direct connections via web services
 - › 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



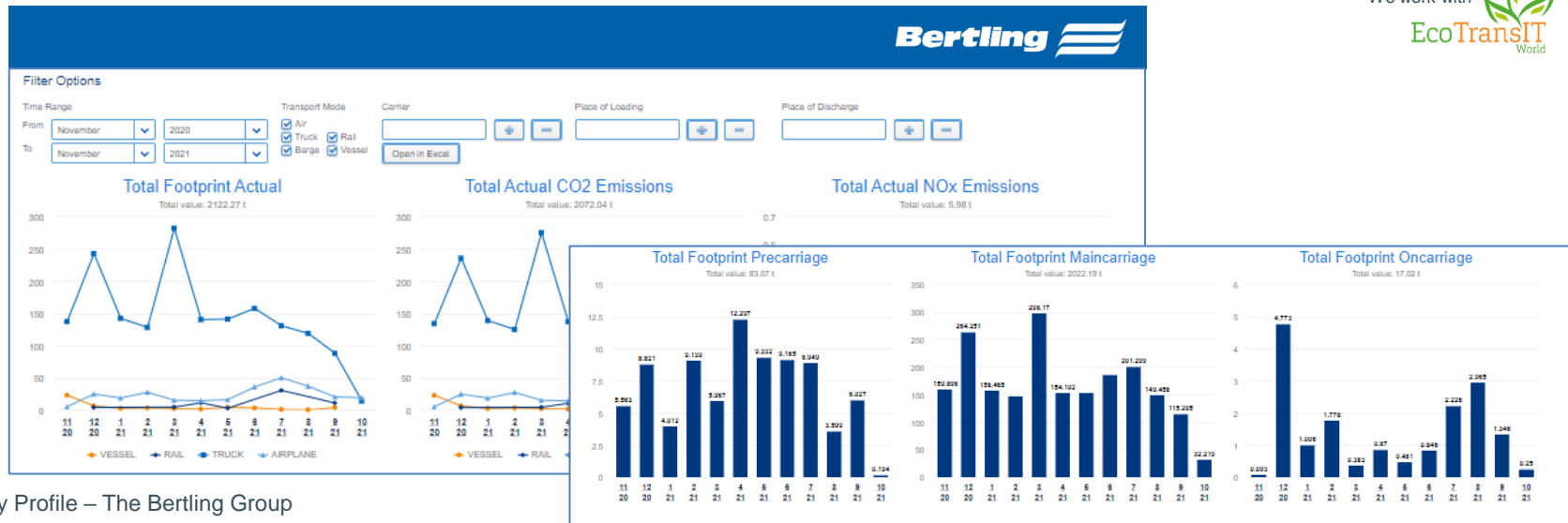
STATISTIC REPORTS FOR ECOLOGICAL FOOTPRINT CALCULATION



- 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



OUR APPROACH & COMMITMENT

- We are committed to the protection & welfare of the environment and support the UN Sustainability Development Goals
- 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

COMMITMENT TO RESPONSIBLE LOGISTICS SOLUTIONS

- We aim for CO₂ neutral operations by 2030 through working towards our 3-step approach: (1) measure, (2) reduce, (3) compensate
- We work with well-known and certified carbon offsetting partners and established charity organisations to support high impact, positive change projects worldwide
- 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)

Our Sustainability Values



Innovation



Trust



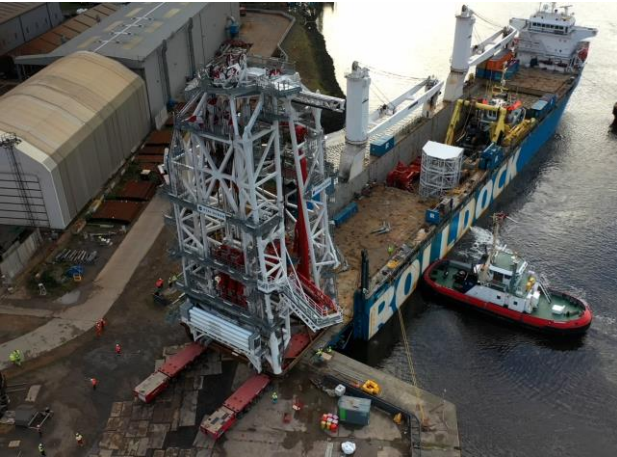
Passion



Inclusion



Impact



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.



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.



65,000 FRT OF CARGOES OVER 21 MONTHS TO LA

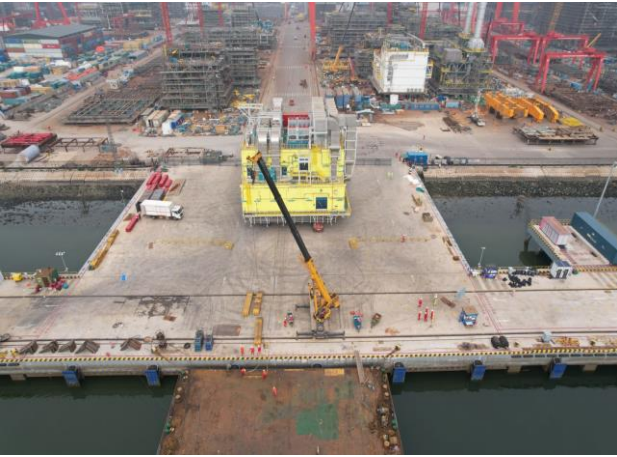
Industry: Chemical

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.



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.



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



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



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.



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, crantage 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

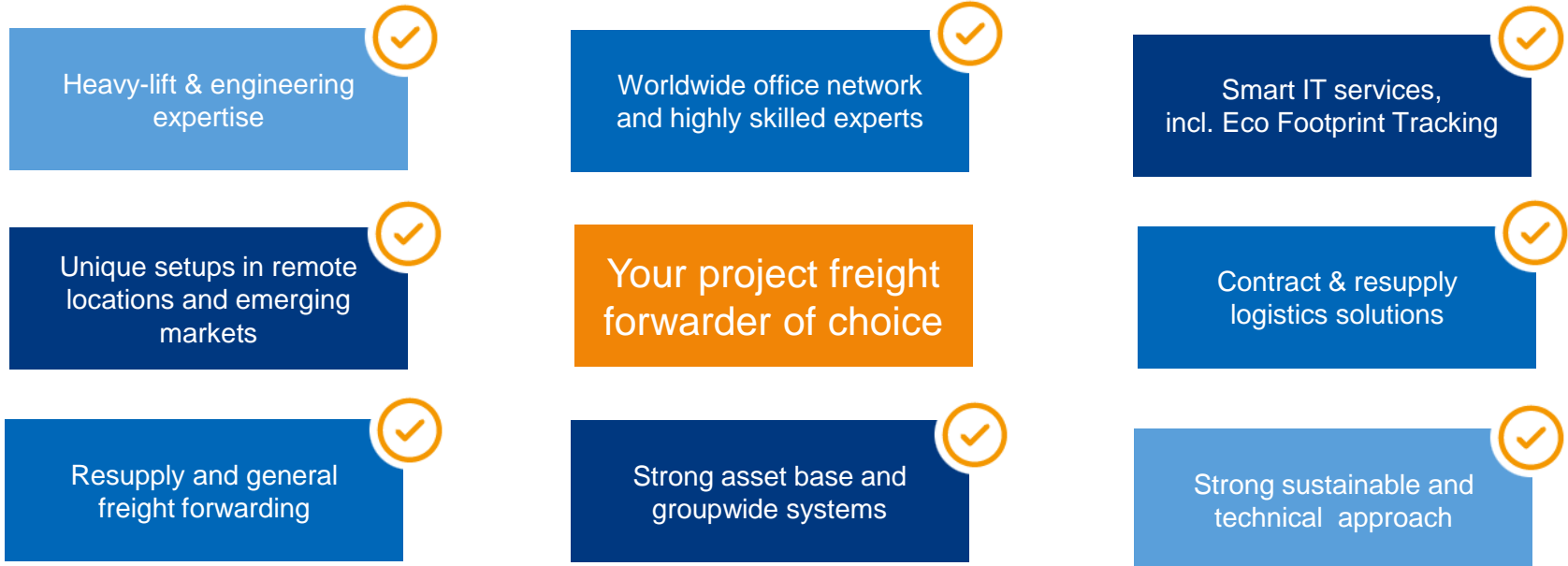
Industry: Power Generation

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



➤ Solution-focused approach

➤ 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...

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LET'S CONNECT!

 [Bertling Logistics on LinkedIn](#)

WE LOOK FORWARD TO HEARING FROM YOU.

