



The FRESHEST Connector

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Customer Service Director
Hongkong International Terminals Limited
a member of Hong Kong Seaport Alliance



FRUIT

Remarkably resilient

Emerging markets

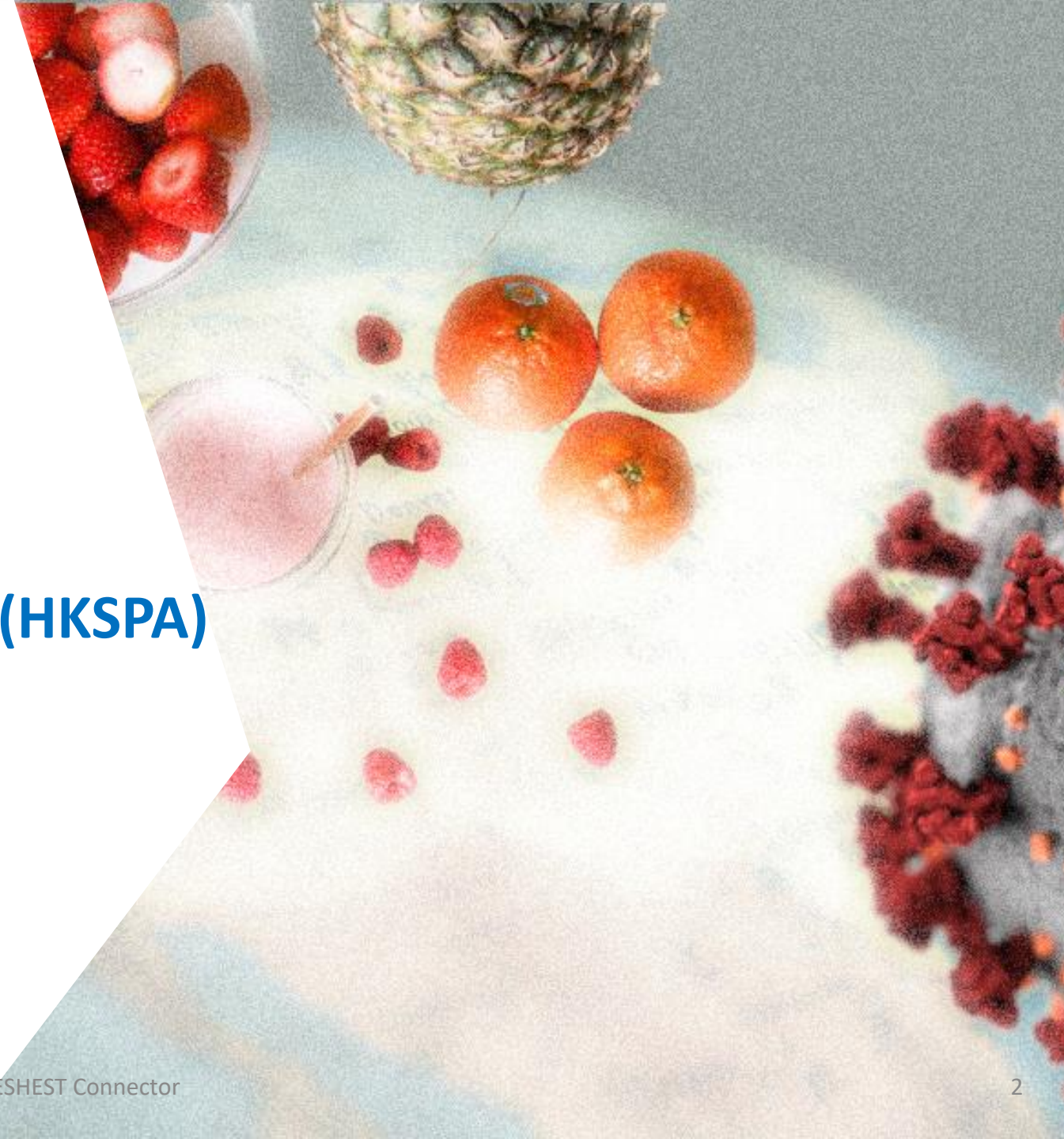
Supply Chain Disruption

HONG KONG SEAPORT ALLIANCE (HKSPA)

Ensures efficient operation

Sustains the future

Taps into the fast growing markets



Fruit is the bright spot of the container industry

- 💡 **3.8M TEU** in 2019, accounts for **35%** of global containerized reefer traffic
- 💡 resilient during COVID **5%** growth 2020 YTD July
(vs -3% for dry cargoes)
- 💡 expected to record a CAGR of **4%** during 2019 -2024
(vs 2% for dry cargoes)

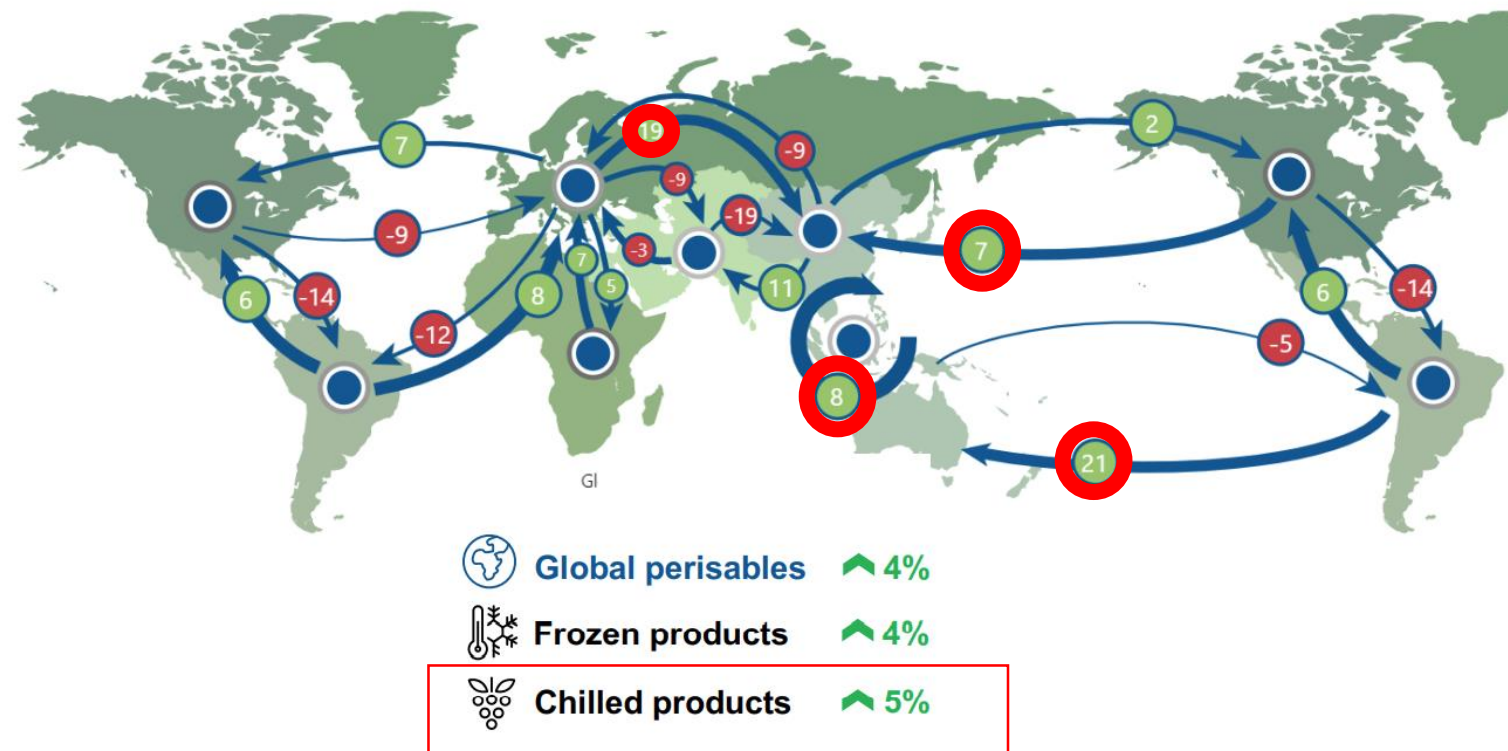


Source:

Drewry; Seabury;

Imports into Asia are the star performer

Perishables container trade growth, 2020 YTD¹
YoY growth, %



- ★ **Asia**, the largest import region
 - ☆ seaborne reefer trade imports share to increase from 50% in 2019 to **62%** in 2024
 - ☆ anticipated to continue as the leading region of perishables growing at an average rate of **4.4%** over the period to 2024
- ★ **China**, the largest fruit importer
 - ☆ **24%** growth in fruit imports in 2019
 - ☆ forecasted to increase around **9.5%** per year by 2025
- ★ **Hong Kong**
 - ☆ **5th** in terms of perishables container trade by destination (behind China, USA, Japan, Netherlands)

Source:
Seabury, Drewry, Livestreams: Fruitnet Live: China 2020
<https://www.statista.com/outlook/40160100/100/fresh-fruits/worldwide>

COVID placed unprecedented stresses on fruit supply chains

Border Closure

Port Closure

Quarantine measures

Transport restrictions

Demand side shocks

↑ price

↑ wastage

↑ delivery times



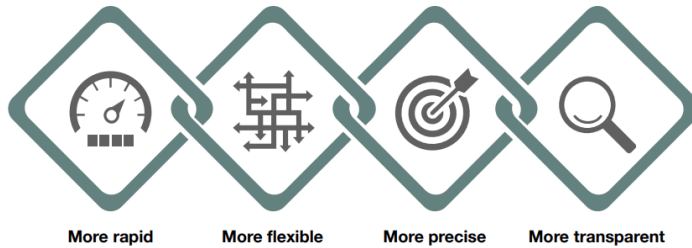
Schedule Change

Capacity Issues

Container Shortage



- Enhance resilience
- Diversify market
- Increase online purchase
- Collaborative supply chain relationships



HKSPA offers the FRESHEST

- 👍 **Unique value proposition**
- 👍 **Best in class capabilities**
- 👍 **Seamless connectivity**
- 👍 **Unhindered port operations**
- 👍 **Innovation for sustainability**

Hong Kong Seaport Alliance (HKSPA)

maximises combined capabilities in a “terminal - neutral” manner to preserve freshness of your fruits

15M TEU throughput in 2019

23 berths (8 mega vessel simultaneously)

12 barge berths

262 hectares of land

- Enhances operational and cost efficiencies
- Streamlines operation
- Better serve market needs
- Innovates service offerings and delivery



Your international shipping hub & key gateway to China

HKSPA's best-in-class capabilities for fruits



👍 Our Expertise

👍 Reefer volume: **900K TEU**

👍 Chilled & light chilled volume: **350K TEU**

👍 **Over 7,800 reefer plugs**
the most in South China

👍 Expedited cargo release

Container leaves terminal as fast as 15 mins after discharge

HKSPA keeps your international, regional and local markets open

Free Port Status and comprehensive service network allows easy market access



Unique **Free Port** Status

No barriers on trade

International **Credibility**

223 weekly liner calls



HKSPA is well positioned to embrace opportunities in China

• China

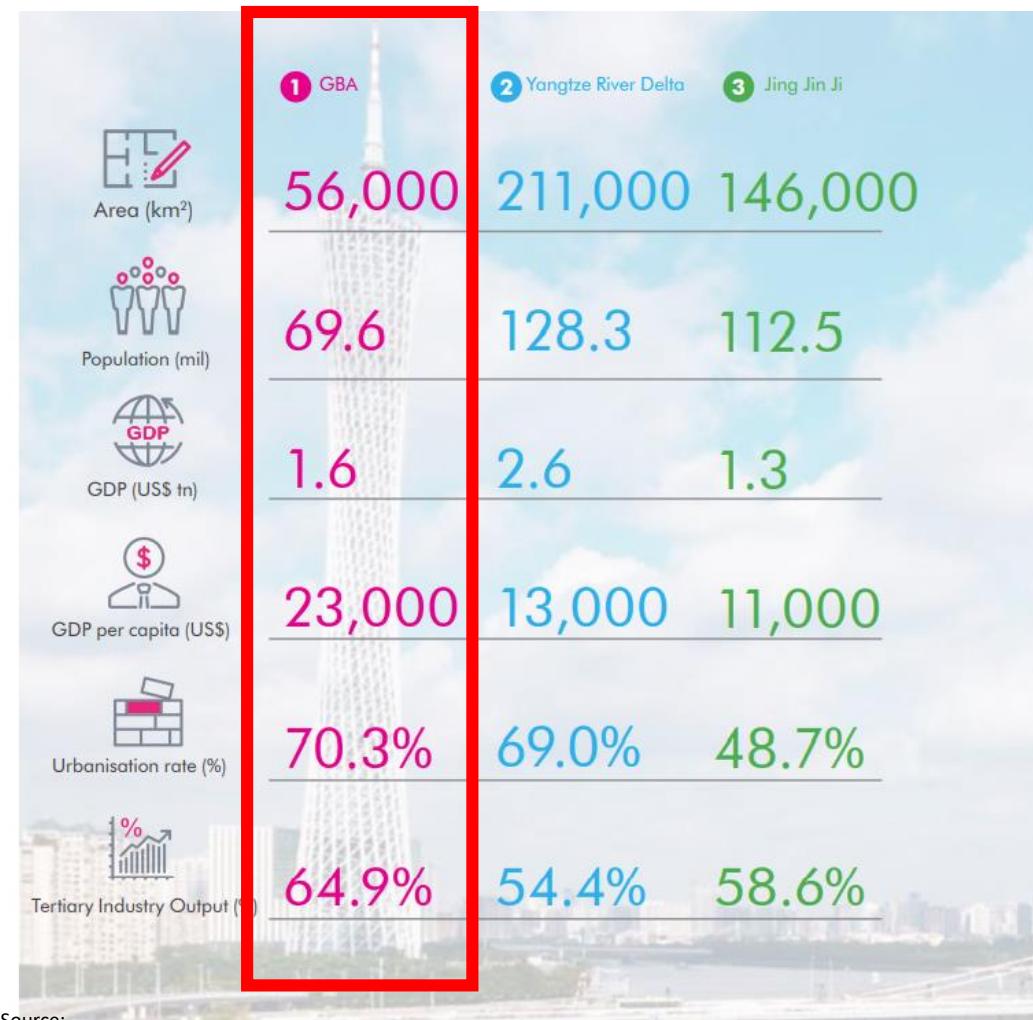
- China fruit imports increased by **24%** in 2019 and is expected to grow by almost **60%** over five years
- **60%** of Hong Kong's imported fruit are re-exported to China

• Greater Bay Area (GBA)

- GBA is the largest Bay Cluster and its GDP is expected to **triple** by 2030
- Hong Kong is positioned as the **international shipping and trading hub**

• Guangzhou Jiangnan Wholesale Fruit and Vegetable Market

- The Market accounts for **70%** of the nation's fruit imported trading volume
- **4 hours away** from Hong Kong



Source:
 Business talks: Greater Bay Area Bridging the future
www.pacificglobal.com
 CBRE <https://www.cbre.com.hk/en/about/media-centre/the-rise-of-the-greater-bay-area-as-the-worlds-largest-bay-area-economy>
 Fruitnet

HKSPA capitalises opportunities of China

Through multi-modal connectivity



Reaching major trading & consumption fruit markets in China in Hours

MAJOR CITIES	TRANSIT TIME (HRS)
Shenzhen	1
Donguan	1.5
Guangzhou	2
Zhongshan	2
Shanghai	24
Beijing	48



Over 100 daily barge calls handling 6M TEU barge transshipment per year

MAJOR PEARL RIVER PORTS	CALLS/WEEK	TRANSIT TIME (HRS)	DISTANCE HK (KM)
1. Huangpu	147	8-10	114
2. Foshan	70	9-11	133
3. Jiangmen	70	12	115
4. Shunde	63	8-12	105
5. Zhongshan	42	7-12	83
6. Nansha	42	9-11	85
7. Yantian	28	8-10	110
8. Zhuhai	28	7-13	61
9. Guangxi	28	35-40	600
10. Shantou	21	28-38	282
11. Zhanjiang	21	30-32	412
12. Shekou/Chiwan	21	6-8	32



Connected to rail to penetrate to inland China



HKSPA develops new alternatives to cater your fresh needs

Addressing your needs to cater large shipment and address possible trucking shortage



From **HKSPA** to
Jiangnan Fruit Market

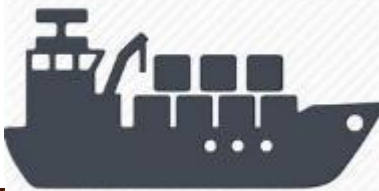


4 hours by truck



17 hours by barge

Barge to Nanhai and then truck to Jiangnan market



HKSPA's unhindered operations during COVID

minimizes uncertainty and eliminate shrinkage

- ✓ provides reefer capacity in times of other ports' closure and reefer plug shortage
- ✓ collaborates with shipping lines to divert and relocate their reefer shipments to Hong Kong
- ✓ catches up vessel schedule
- ✓ serves as empty repositioning hub

We ensure smooth supply chain & temperature controlled commodities reach final destinations in good condition



📄 Paperless

- 📄 *Electronic Release Order for imports*
- 📄 *Electronic Booking Confirmation Notice for exports*

📄 Automation

- 📄 *Gate Automation – Remote Container Inspection*
- 📄 *Remote Reefer Monitoring*

📄 Transparency and Security

- 📄 *Track & Trace*
- 📄 *Improved compliance and data exchange - API, Blockchain*

📄 Faster processing - 5G







Our **VALUE** for
CHERRIES

HKSPA – Champion for Chilean Cherry Handling

We lead in terms of expertise, network and efficiency



- Over **80%** of China imported Chilean cherry goes via Hong Kong and HKSPA achieved 8% growth in volume last season.
- 3** out of 4 Chile-Asia services call South China of which Hong Kong is the **first port of call** for all 3 service calls.
- 24** Cherry Express calls for Dec 2020 to Feb 2021
- 22 days** fast transit time from Chile to Asia

Operators	Routing	Transit time	1 st call arrival at HK
 MAERSK  <small>A Maersk Company</small>	San Antonio > Hong Kong	22 days	22 Dec 2020(Tue)
 Hapag-Lloyd   <small>OCEAN NETWORK EXPRESS</small> 	Valparaíso > Hong Kong	22 days	4 Dec 2020 (Fri)
  EVERGREEN LINE  YANG MING	  <small>We take it personally</small>  萬海航運股份有限公司 WAN HAI LINES LTD.	San Antonio > Hong Kong	22 days 31 Dec 2020 (Thu)

The HKSPA Renowned Fruit Express

unbeatable and the fastest terminal delivery process for you to capitalize the highest selling value

Shortest transit time

22 days direct from Chile to Hong Kong



Expedited pick up at port

Immediate pick up of containers after discharge

No customs clearance required

Speedy pickup by cherry traders

- **50%** within **6.5 hours**

- **75%** within **1 day**



Seamless Cross Border Pre-Inspection

1 hour from HKSPA to China Inspection Company's new facility in Man Kam To



4 HOUR EXPRESS SERVICE

From discharge to market



Express to Jiangnan Market

2 hours by truck via border



HKSPA enhances your resilience, sustainability & productivity

Keeps domestic, regional and international markets open

Secure and build on positive trade

Provide clear and transparent communication

Adopting an integrated approach with stakeholders

Contact us at marketing@hkseaportalliance.com

DHL REEFER FOODS

“COOL” END-TO-END SUPPLY CHAIN

BY DR. KK LAI, GENERAL MANAGER OF INTEGRATED WAREHOUSING SERVICES, CHINA, DHL GLOBAL FORWARDING (HONG KONG) LTD.

**Hong Kong Seaport Alliance Webinar
– Tapping into the fast growing fruit markets -
Hong Kong Nov 2020**



Agenda

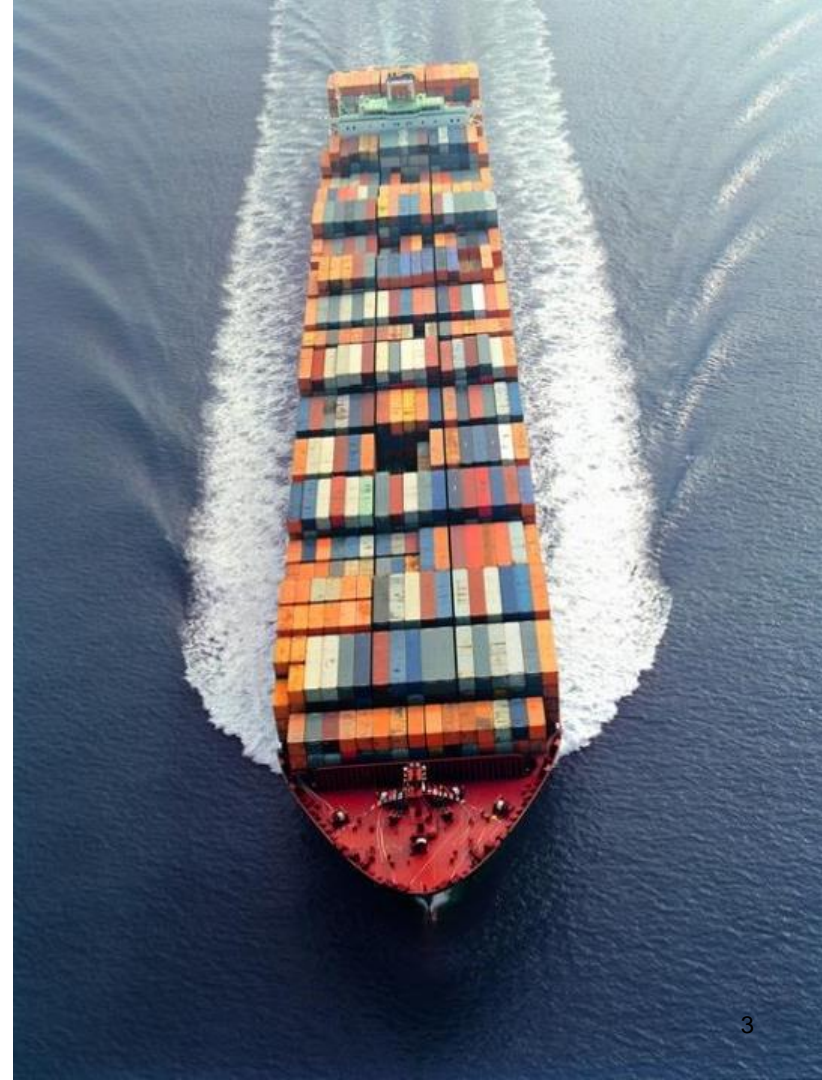
- 1. Why shipping your reefers with DHL?**
- 2. What we do?**
- 3. What can we do for you in HKG?**
- 4. What can we do for you from Origin**
- 5. Let's start a conversation**

Why shipping your Reefer with DHL?

Reefer containers are specialized equipment to care for sensitive cargo not only by controlling temperature but as well humidity and other aspects of the atmosphere within the container. It requires product knowledge and expertise.

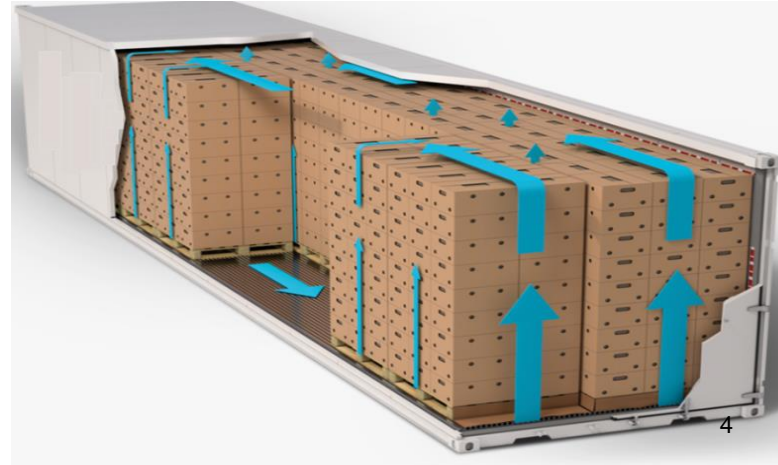
For steamship lines it represents the most valuable asset besides the vessel itself and needs special maintenance. Steamship lines' core business is to operate and manage the port to port transport of those and other containers.

DHL Reefer Foods provides refrigerated ocean freight solutions, from straight forward port to port to complete end-to-end solutions, designed and supervised by a global team of reefer logistics experts within the DHL network that know your products and care for the equipment that protects your cargo.



DHL Global Forwarding – your Reefer Partner

- DHL Global Forwarding offers a wide range of dedicated solutions for the Food and Perishables industry. Our guaranteed end-to-end cold chain control solution ensures we deliver products in the best and freshest conditions.
- Cold chain experts in 5 continents handle all types of perishables and sensitive food products from -30°C to +30°C across our worldwide network.
- Global network, global Brand, global service
- Experts in Freight Forwarding since 1815
- Global No. 2 Freight Forwarder ocean freight
- Global volume and space protection with all major carriers



DHL Global Reefer Network



Specific Reefer Foods Solutions

DHL Reefer Solutions

- From more traditional Freight Forwarding to real end-to-end logistics solutions, within the global compliant DHL network.
- One point of entry for all reefer destinations, one same type of invoicing and reporting. Reducing the complexity of the management for the customer.
- DHLi; online door to door visibility tool, and more tailor made supply chain management tools.
- Ocean Secure; remote monitoring solutions tracking critical aspects of the cargo.
- Buyers Reefer Consolidation Services
- DHL Cargo Insurance for temperature sensitive products



The control of the fresh perishables supply chain is colorful

The top model (**red**) shows the traditional fragmented supply chain structure which is still dominant in most markets.

The two below models (**green & yellow**), show a total supply chain that is controlled out of origin or by the final consignee.

Most markets are trending towards these models.

Exporter, Importer or Wholesaler controlled (**multiple intermediaries**)



Elimination of intermediaries, Growers or Retailers taking ownership of the supply chain



What's in it for you?

Our Value Proposition



We **enable** producers and retailers to better control their overseas perishables supply chain from door-to-door.



By offering **replicable end-to-end refrigerated logistics solutions**, from multiple origins, to multiple destinations within the global DHL network, providing visibility, food safety and compliance.

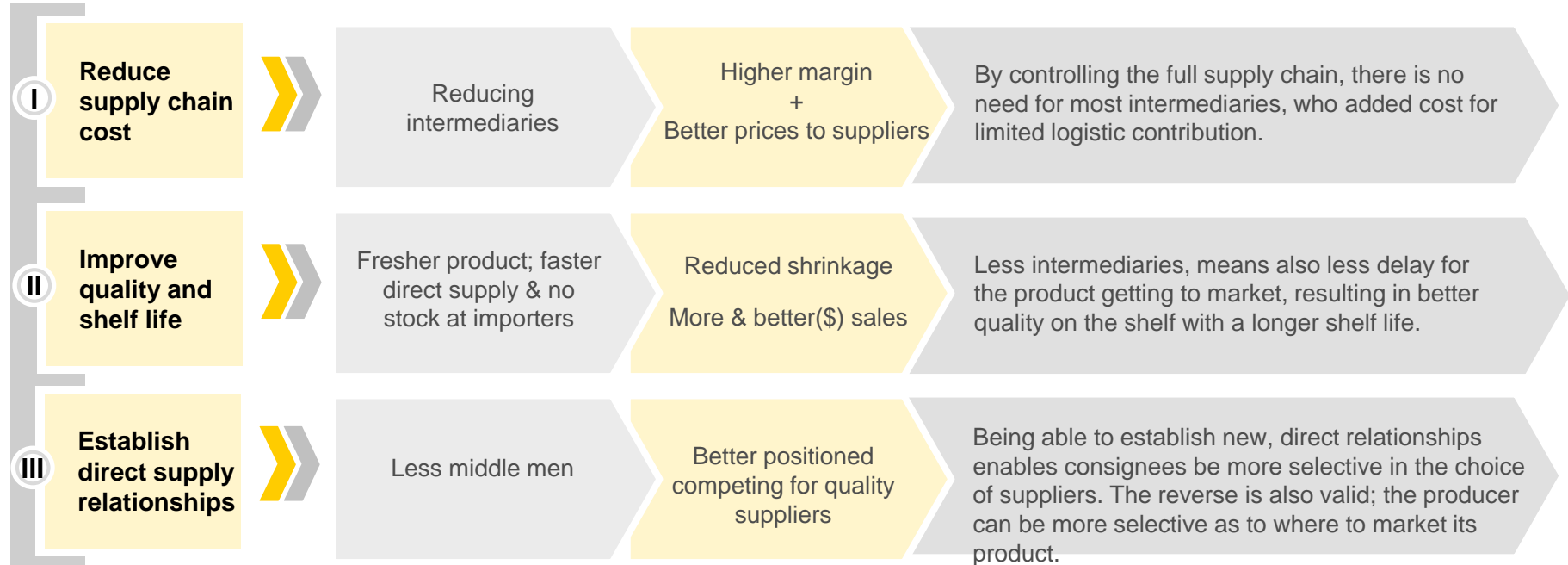


Where necessary, **tailor made supply chain services** as e.g. vendor management, data integration, and control towers can be integrated in the solutions.



Your Benefits

We help to:



In Hong Kong, for your storage and distribution

Warehouse Space	20,000 sqft
Features	<ul style="list-style-type: none"> ✓ Chilled storage ✓ Frozen storage ✓ Cold store license ✓ QC room ✓ Clear ceiling height: 2.5m ✓ Floor loading: 2,000 kg/sqm ✓ 2 cargo lifts ✓ 1 loading bay
Security & Safety Standards	<ul style="list-style-type: none"> ✓ 24 hours CCTV monitoring ✓ Fire alarm and fire sprinkler system
Operating Hours	Mon to Fri, 8:30 am – 5:30 pm, Sat: 8:30 am – 16:00 pm
Geographical location	<ul style="list-style-type: none"> ✓ 10 minutes to sea terminals ✓ 30 minutes to airport terminals ✓ 45 minutes to China border



Your Commodities are our Expertise

ex Asia Pacific

movements of **fresh fruits**, mainly tropical fruits like **bananas, coconut, durian and citrus**, but also **apples or vegetables**. major movements in particular **ex Thailand, Philippines, Malaysia and Australia**



ex Europe:

fresh products include **apples, pears** but also dairy products such as **eggs**. more and more **citrus** are moving and of course traditional **meat**. key countries included are mainly **Spain**, but also **ex The Netherlands and Belgium**.



ex Middle East / Africa

commodities like **citrus fruits or dates** are our main volumes ex Middle East/Africa, from countries like **Egypt, South Africa , Turkey or UAE**. other vegetables such as **tomato capsicum, beans and potato** also from **Morocco or Senegal**.

Ex Americas:

key fruits handled are **avocado, melon, cherries, plums and apples** from LATAM countries such as **Mexico, Chile and Peru**. from NAM; also here main dairies such as eggs, but mainly fruits like **citrus, cherries, plums and Apples** originated in USA.

Why choose Reefer Foods from DHL?

- Specific Reefer solutions; Ocean Secure, Insurance, Buyer Consolidation, etc.
- Your shipment handled within the Global DHL Reefer network.
- Cold chain logistics expertise and deep knowledge of the food markets.
- Multi carrier solutions that provide more flexibility and competitiveness.
- Globally largest logistics company
- Global leaders in ocean freight shipping.
- IT solutions providing visibility and control
- The possibility to access new markets through the DHL network.





Passionate Freight Forwarders since 1815.

Cosco Shipping Your Fresh Fruit Partner

Speaker: Ms. Stephy Lai

Sales Manager, Supply Chain Department
Cosco Shipping Container Line Agencies Limited

Main import Commodities in Hong Kong

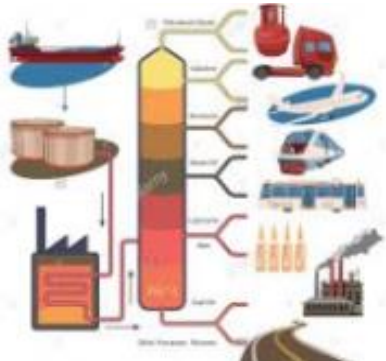
- Beverages
- Cereals
- Cereal preparations
- Vegetables and fruit
- Frozen Meats

Food & Beverage



- Artificial resins
- Plastic materials
- Cellulose esters
- Organic and Inorganic chemicals

Chemicals



Machinery and transport equipment



- Computers and other office machines
- Telecommunications, video and sound apparatus

Crude materials & recycling



- Waste paper
- metal scrap
- plastics scrap

Source: Hong Kong government statistics office 2018

A Stable and Solid Alliance



Ocean Alliance extended their agreement to March of 2027

Ocean Alliance

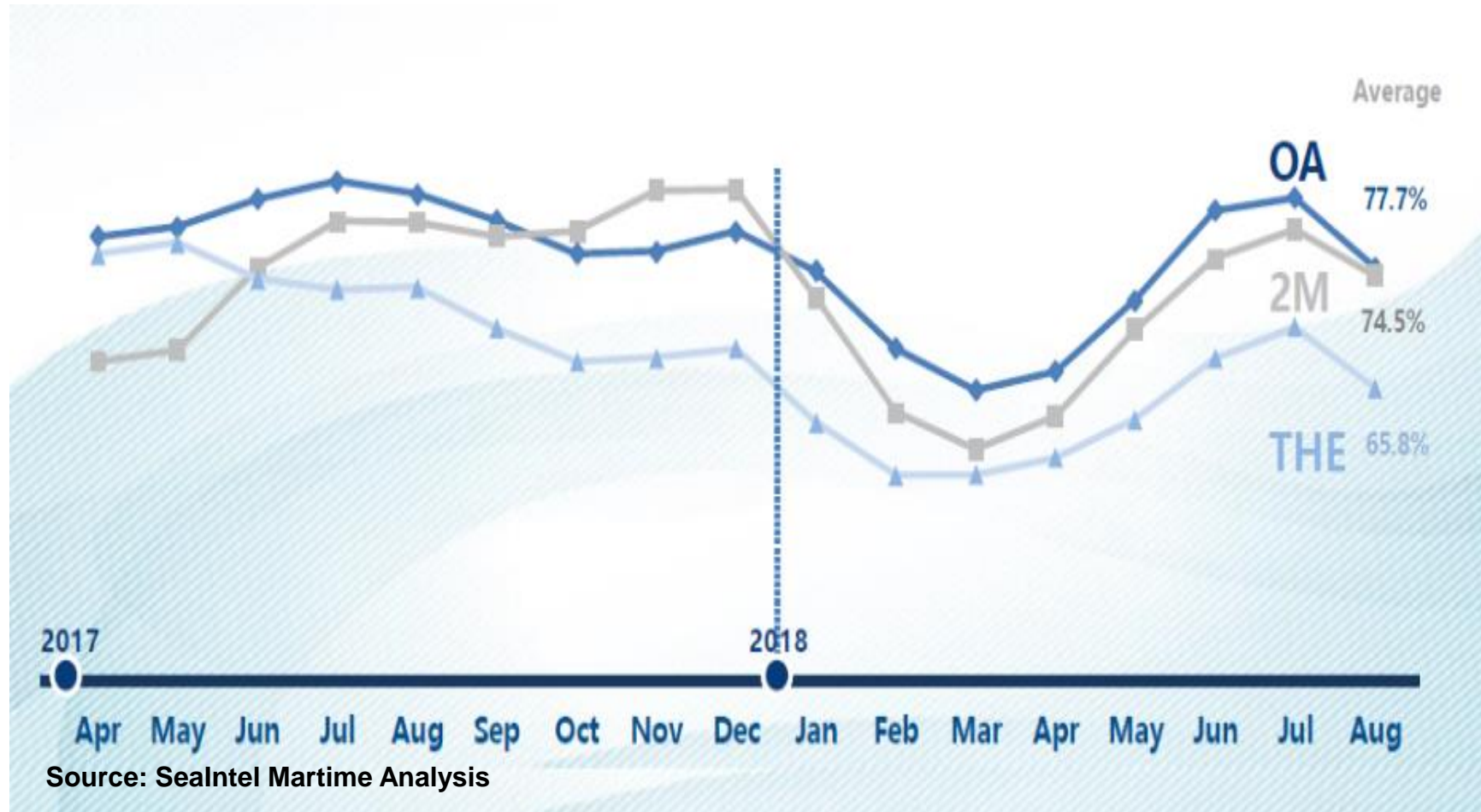


EVERGREEN

A Reliable Shipping Company



OA have a better service reliability than other carrier alliances



Hong Kong Advantages



Free Port Advantage

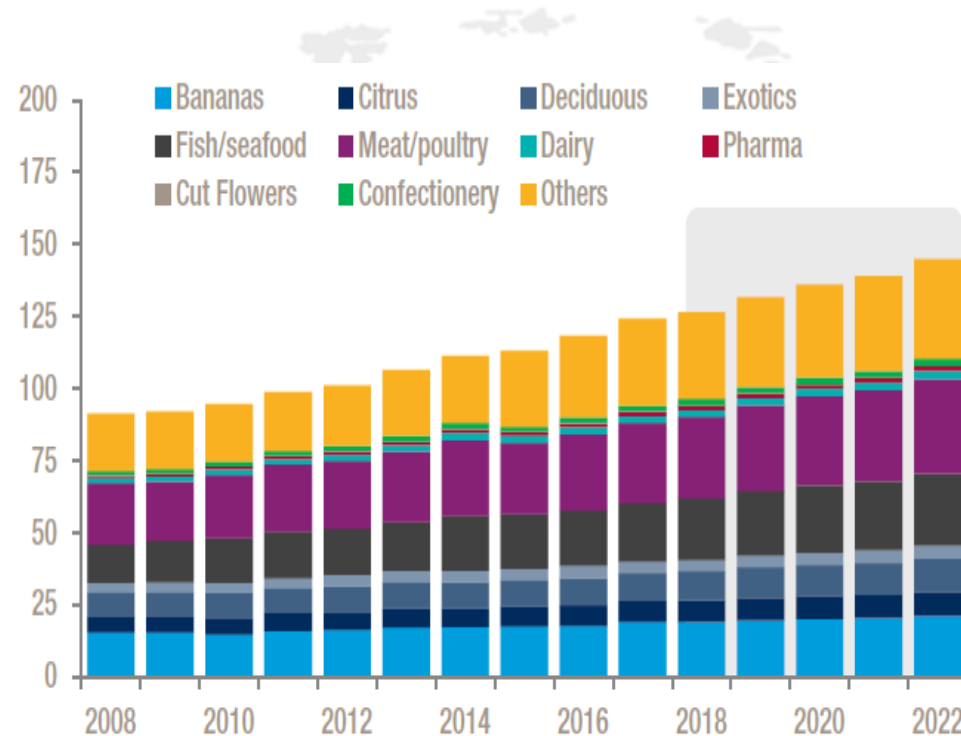
- Hong Kong is a well-known free port of Asia Pacific region. Hong Kong shipments can enjoy highly flexible custom clearance procedures in Hong Kong, facilitating clients' cross border, re-export, one day trip (in Hong Kong) activities.

Efficiency Customs Clearance Policy

- Customer can arrange Export Declaration before shipment arrive 1-2 days.
- Favorable to delivery the freshest fruit to customer
- Time budget for importer to transit their cargo to Mainland China



Global Reefer Market Overview



Source: Drewry Maritime Research

- Seaborne volumes have grown at **Compound Annual Growth Rate of 3.6% in the past 10 years**

Source from Maritime Research

- Global Reefer Volume reached **130.5 million TEU in 2019**

Source: hellenicshippingnews, Sept 2020

- Drewry forecasts seaborne reefer traffic will reach **156 million tonnes by 2024**

Source: hellenicshippingnews, Sept 2020

- COSCO Shipping's capacity ranked **No.3 with market share 12.43%**

Fruits import to Hong Kong

進口值				
	年進口值(億美元)	年再出口率	市場占比	2017年主要供應國(Origin)
提子(鮮食) Grapes	4.94	74%	18.70%	智利:30.4% Chile 澳大利亞:23.2% AU 秘魯:15.5% Peru 美國:13.9% US 南非:10.1% South Africa
櫻桃(鮮食) Cherries	4.46	68%	16.9%	美國:16.2% US 智利:75.7% Chile
橙(鮮食) Orange	3.34	47%	12.7%	美國:34.7% US 南非:27.9% South Africa 澳大利亞:13.6% AU 埃及:10.4% EGT
榴槤(鮮食) Durian	2.98	99%	11.30%	泰國:98.3% Thailand
蘋果(鮮食) Apple	1.82	32%	6.90%	中國大陸:33.8% CN 美國:26.7% US 日本:13.4% JAPAN 新西蘭:12.8% NZ
龍眼,火龍果,荔枝,番 荔枝等(鮮食) Dragon Fruits	1.71	72%	6.50%	泰國:70.4% Thailand 越南:7.1% VTN 厄瓜多爾:5.1% ECD
李子 Plum	0.97	71%	3.70%	智利:48.5% Chile 美國:38.8% US 澳大利亞:9.1% AU
檸檬,酸檸(脫水/鮮食) Citrus	0.66	42%	2.50%	美國:27.5% US 南非:52% South Africa
草莓(鮮食) Strawberry	0.62	1%	2.00%	美國:35.1% US 韓國:28.5% Korea 日本:23.7% Japan
番石榴,芒果,山竹(脫 水/鮮食) Mangosteen	0.58	43%	2.20%	泰國:34.4% THD 菲律賓:32.8% PHI 澳大利亞:20.6% AU

進口量				
	年進口量(吨 tons)	年再出口率	市場占比	2017年主要供應國 (Origin)
提子(鮮食) Grapes	237,000	85%	14.00%	智利:35.1% Chile 澳大利亞:21.8% AU 秘魯:17.3% Peru 美國:12.1% US 南非:10.1% South Africa
櫻桃(鮮食) Cherries	81,000	86%	4.8%	美國:16.2% US 智利:77.2% Chile
橙(鮮食) Orange	320,000	55%	18.9%	美國:30.2% US 南非:30.5% South Africa 澳大利亞:13% AU 埃及:14.1% EGT
榴槤(鮮食) Durian	222,000	96%	13.10%	泰國:99.7% THD
蘋果(鮮食) Apple	165,000	29%	9.80%	中國大陸:51.8% CN 美國:24.2% US 新西蘭:8.9% NZ
龍眼,火龍果,荔枝,番荔 枝等(鮮食) Dragon Fruits	216,000	74%	12.80%	泰國:73.6% THD 越南:8.6% VTN 中國大陸:11% CN
李子 Plum	42,000	81%	2.50%	智利:46.6% Chile 美國:22.5% US 澳大利亞:7.5% AU
檸檬,酸檸(脫水/鮮食) Citrus	47,000	42%	2.80%	美國:16.5% US 南非:60.6% South Africa 中國大陸:4.6% CN 埃及:4.5% EGT
梨(鮮食) Pear	68,000	6%	4.00%	中國大陸:80.4% CN 南非:8.2% South Africa
香蕉(脫水/鮮食) Banana	71,000	3%	4.20%	厄瓜多爾:15.9% ECD 菲律賓:79.1% PHI

Cherry Express



- The Chilean cherries are harvested from November to December every year
- During Cherry season, WSA service provides 22-day delivery service from Chile to Hong Kong.

WSA—智利香港樱桃快航



WSA – Schedule of 6 Cherry Express Services

	Cherry Express	ETD San Antonio	ETA Hong Kong
1	CSCL ASIA	2020/12/09	2020/12/31
2	EVER SIGMA	2020/12/16	2021/01/07
3	YM ULILITY	2020/12/23	2021/01/14
4	EVER SUPERB	2020/12/30	2021/01/21
5	XIN YA ZHOU	2021/01/06	2021/01/28
6	EVER URANUS	2021/01/13	2021/02/04



Our Services to Hong Kong



Service	Number of Inbound Service total : <u>48</u>	Service Coverage
Transpacific	7	United states, Canada,
Europe and Mediterranean	2	Most of the Europe and Mediterranean countries
Asian Pacific	6	Australia, New Zealand, South American and Middle East countries etc
Intra Asia	23	Singapore, Indonesia, Thailand, Vietnam, Malaysia, India Sub continent etc
Latin America	7	Mexico, Argentina, Uruguay, Brazil, Chile, Colombia, Peru etc.
Africa	3	South Africa, Ghana, and Kenya etc

Our Services Ex. Hong Kong



Service	Number of Outbound Service total : 83	Service Coverage
Transpacific	8	United states, Canada
Europe and Mediterranean	10	Most of the Europe and Mediterranean countries
Asian Pacific	7	Australia, New Zealand, South American and Middle East countries
South East Asia	23	Vietnam /Philippine /Singapore/ Malaysia /Indonesia/ India /Pakistan/ Thailand/ Sri Lanka /South Korea /Japan
Latin America	8	South America, Central America, Caribbean sea, Panama
Africa	8	South Africa, West Africa, East Africa,
China	19	Shanghai/ Ningbo/ Qingdao/ Tianjin/ Dalian and Xiamen

Your global partner



- **Growing Fleet**

As of September 30, 2020 Cosco Shipping owned/controlled more than 209 modern container vessels, totaling over 2,978,000TEUs (Market Share 12.43%)

- **Extensive Coverage**

Cosco Shipping operated over 200 international shipping routes, over 30 domestic services and over 10 overseas feeders connecting more than 140 principal ports in 53 counties and regions across the world.

- **Global Network**

Cosco Shipping had formed a global structure with Shanghai as headquarter, regional companies in America, Europe, Singapore, Japan, Australia, Korea, West Asia and Africa as the radiation points.

- **Expert Team**

30 years experience in carrying reefer containers, more than 100 reefer experts worldwide offers integrated shipping services with technical support



Your reefer carrier



- **Customized Cold-chain**

We provides cold-chain logistics comprising customs clearance, trucking and rail with GenSet, cold store operations.

- **Temperature Control**

Wider temperature setting range, high up to 30'c and low down to -35'c such as Thermo King's MAGNUM PLUS.

- **Humidity Control**

We offer reefers with humidity range from 50% to 98%

- **Atmosphere Control**

Cosco Shipping can offer Carriers reefer with Controlled Atmosphere (CA) upon customer special demand.



My Reefer – Know your Reefer Cargo Immediately



- Temperature
- Humidity
- Temperature of the probes in the Cool Treatment container
- Ambient temperature
- Position and footprint of the container
- Alert and notification
- Download temperature data of the end-to-end journey of your container

6210081700	6210081700	CXRU1042217	●
6210078300	6210078300	SZLU3633812	●

--	6210094740	OERU4005226	●
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6210069828	6210069820	DFOU6146769	●
6210069829	6210069820	OERU4043530	●

✓ 可按订舱号、提单号或箱号查询已启用My Reefer (MR) 功能的冷箱数据

My Reefer

上次更新 2019-04-30, 15:54 (CST) 网站导航

在途冷箱 搜索冷箱

订舱号 搜索

数据更新时间

对所有箱子订阅温度警报邮件

查看或下载详细数据

警报订阅设置
请选择所需订阅的警报

总箱量 2 (搜索过去1年内)

订舱号	提单号	集装箱号	当前状态	运输路径	订阅	操作
451576	451576	OERU400	●	Aarhus, Denmark		查看或下载详细数据
		DFOU615	●	Jeddah, Saudi Arabia ATA (2019-02-26)		查看或下载详细数据

- Reefer system operates normally
- Reefer temperature is abnormal
- No figure connect from reefer container in past 24 hours

RF Cargo in HK-Inbound Services

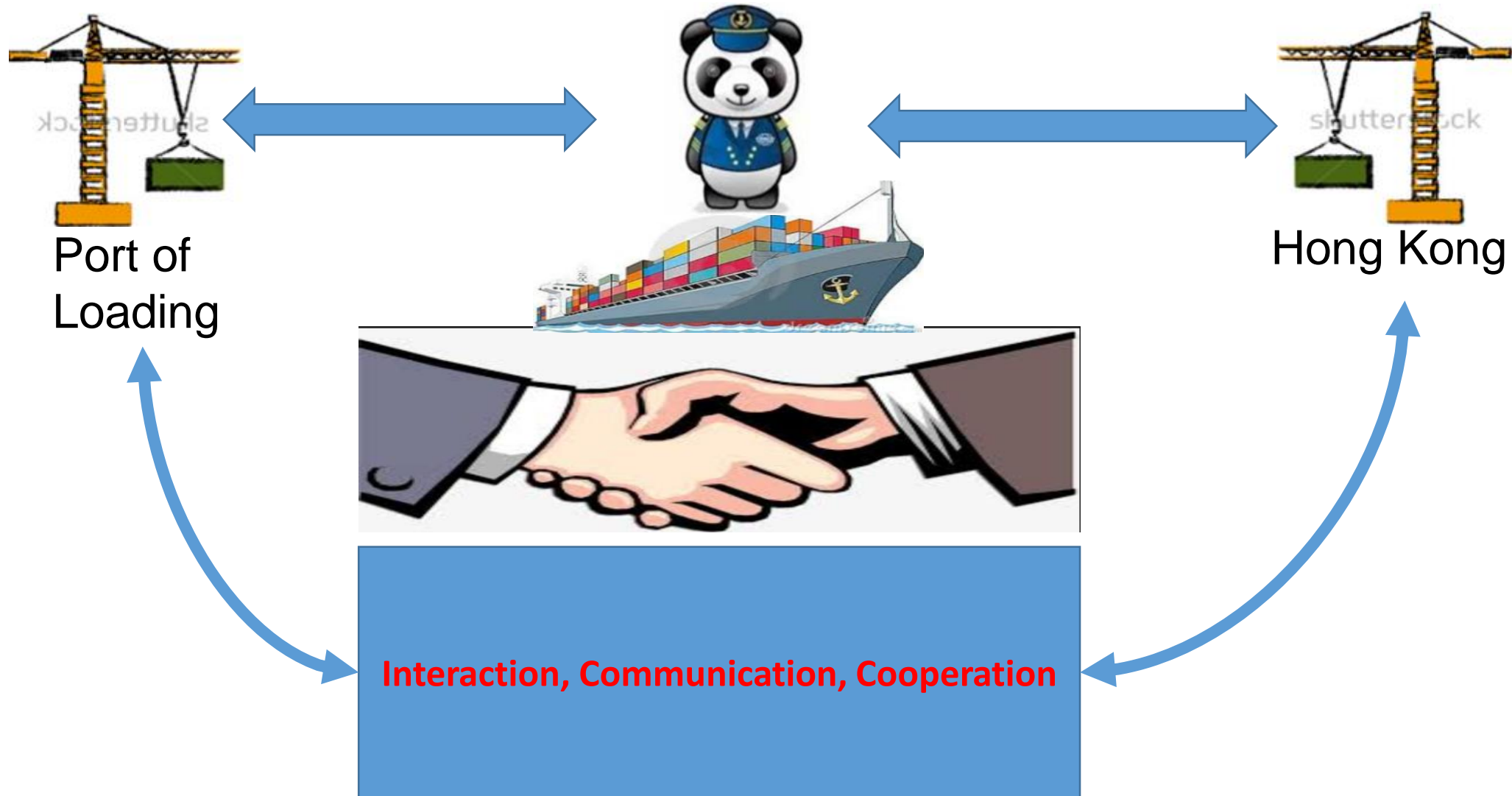


Inbound Service Advantages for Reefers

- ◆ 7800+ Reefer Plugs
- ◆ Close relationship with Terminal Operators
(CHT is Cosco Shipping owned terminal)
- ◆ SOC Ultra Freezer and Sensitive Reefers handling
Plug/Unplug power supply for “Sensitive Cargo” from
vessel to yard within 30 mins to completed
- ◆ Hot Box Services:
Pick up Reefers once discharges by pre-appointment



Import into Hong Kong with Coslina



One Team , One Goal in our Hong Kong office

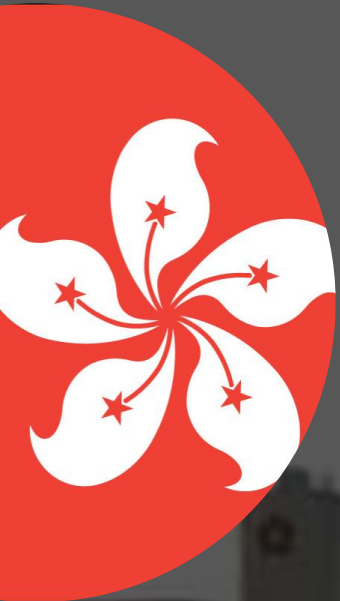


Serve together our Import Clients from these 2 dimensions of Coslina's structure

Import Enquiry:
COSLINA HK - Supply Chain Division
supplychain@coslina.com

Import supporting:
COSLINA HK - Import Operation & Services
hkimport@coslina.com





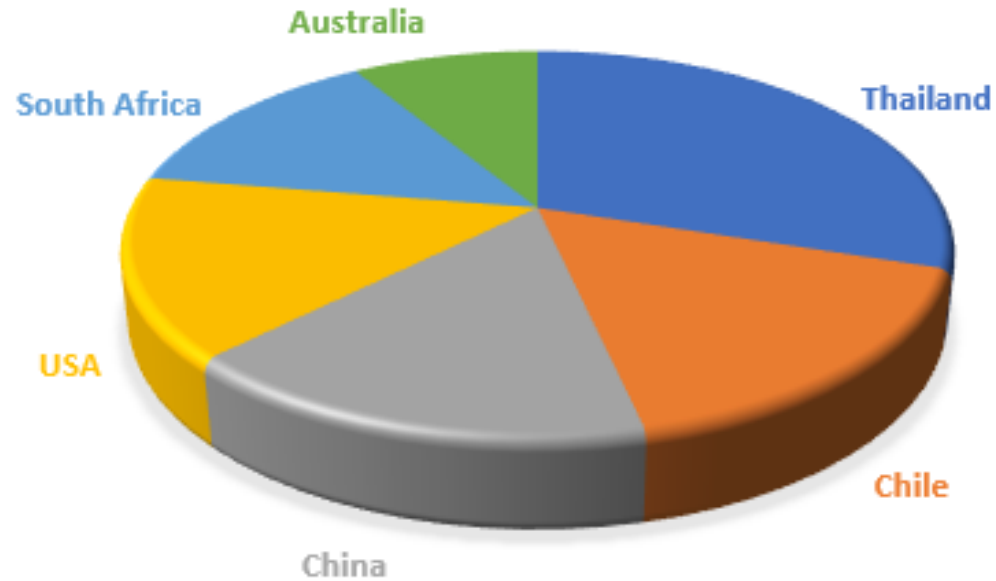
The Fruit Distribution Hub of Asia Hong Kong

Agenda

- Data of Fruit Import to Hong Kong
- Seasonal Fruit to Hong Kong
- Reasons for Fruit Hub in Asia
- Looking forward to see in Hong Kong

The Data of Fruit Import to Hong Kong

COUNTRY OF FRUIT TO HONG KONG



Thailand	24%
Chile	13.20%
China	12.80%
USA	12.10%
South Africa	10.90%
Australia	7%

The Total Value of Fruit Import to Hong Kong (Date from C&SD)

- 2016 ~ 29,737 (HKD million)
- 2017 ~ 28,988 (HKD million)
- 2018 ~ 30,559 (HKD million)
- 2019 ~ 32,070 (HKD million)
- 2020 till Aug ~ 22,023 (HKD million)



Seasonal Fruit to Hong Kong

- Orange ← South Africa, USA, Egypt, Australia
- Grape ← Chile, Australia, Peru, USA
- Durian ← Thailand, Malaysia
- Longan, Lychee ← Thailand
- Dragon Fruit ← Vietnam
- Apple ← USA, New Zealand
- Kiwi Fruit ← New Zealand, Chile
- Cherry ← Chile, USA
- Banana ← Philippines, Ecuador
- Lemon ← South Africa, USA, Egypt
- Plum ← Chile, USA, Australia
- Coconut ← Thailand, Malaysia



OOCL Controlled Atmosphere Container

To control the atmospheric composition via continuous addition and removal of gases.

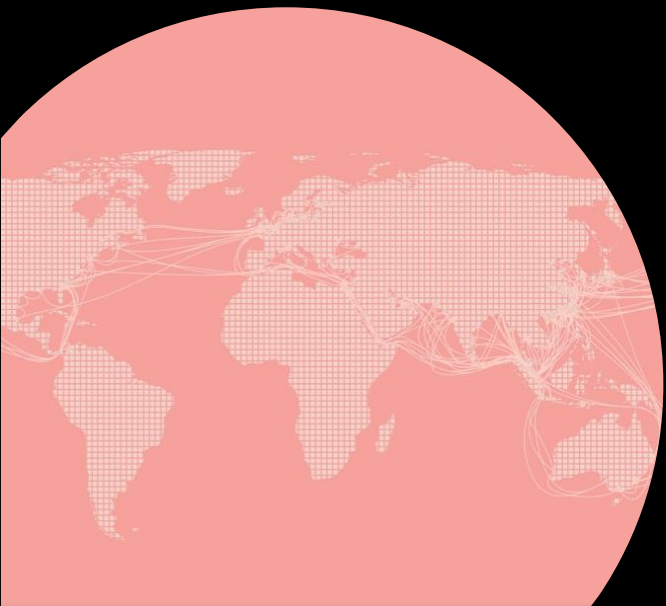
Benefits

- To prolong product shelf life
- Longer transit times become possible
- Build-in Active CA Container
- Young Box



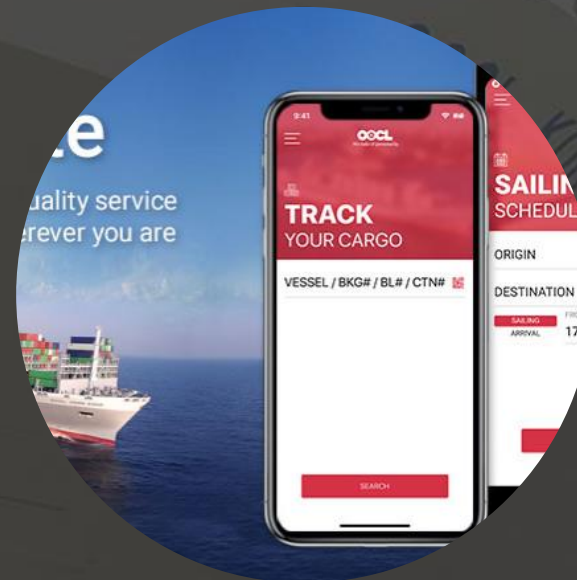
Regular Reefer vs Active CA

					
 Regular Reefer  Active CA	}	2-3 weeks	1-2 weeks	1-3 weeks	2-3 weeks
		7-8 weeks	3-5 weeks	2-4 weeks	6-7 weeks
					
 Regular Reefer  Active CA	}	2-3 weeks	1-2 weeks	3-6 weeks	3-4 weeks
		3-4 weeks	3-4 weeks	8-9 weeks	7-8 weeks



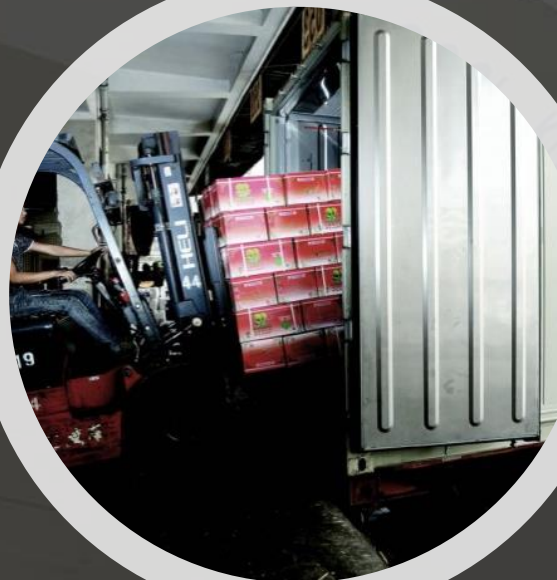
Reasons of Fruit Hub of Asia

- **Simplified and Effective Procedures**
 - Free port / Customs formalities / Hot box
- **Flexibility**
 - Equipment empty return in Shenzhen
 - Longer free detention
 - My OOCL Reefer Service ~ check container status via mobile apps in real time
 - Inbound and Re-Export
 - Re-Use Container
 - Ocean services fully covered in Asia from Hong Kong
- **Expertise and Experience**
 - Mature logistics services in Hong Kong
 - Experienced team to handle live reefer cargo exclusively (CS, Sales, Equip. Team)



Looking forward :

- Fruit consol box from Hong Kong
- Cold chain facilities / logistics for fruits in terminal
- Special fruit channel in terminal
- Seamless terminal / vessel operation



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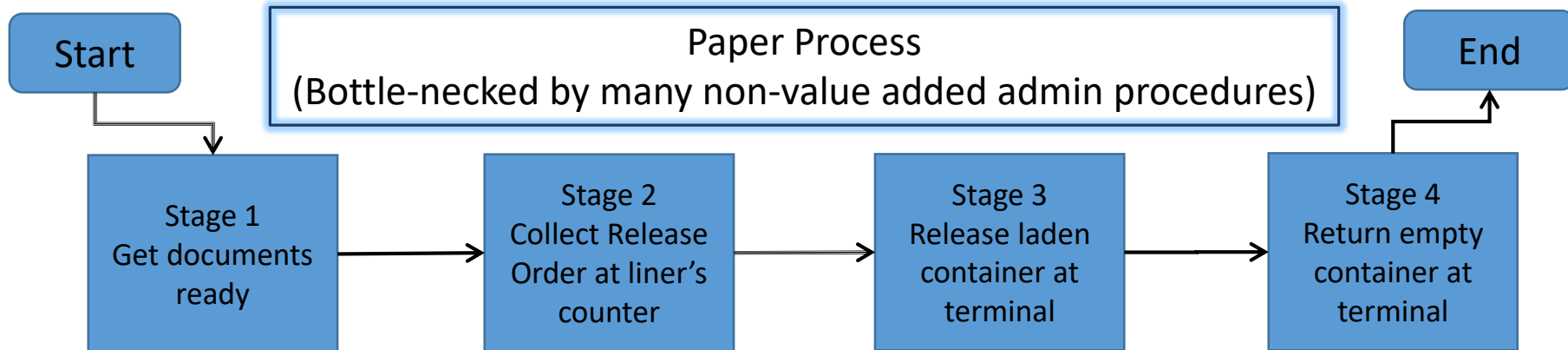


eRO
Goes
FRESH

electronic Release Order (eRO)

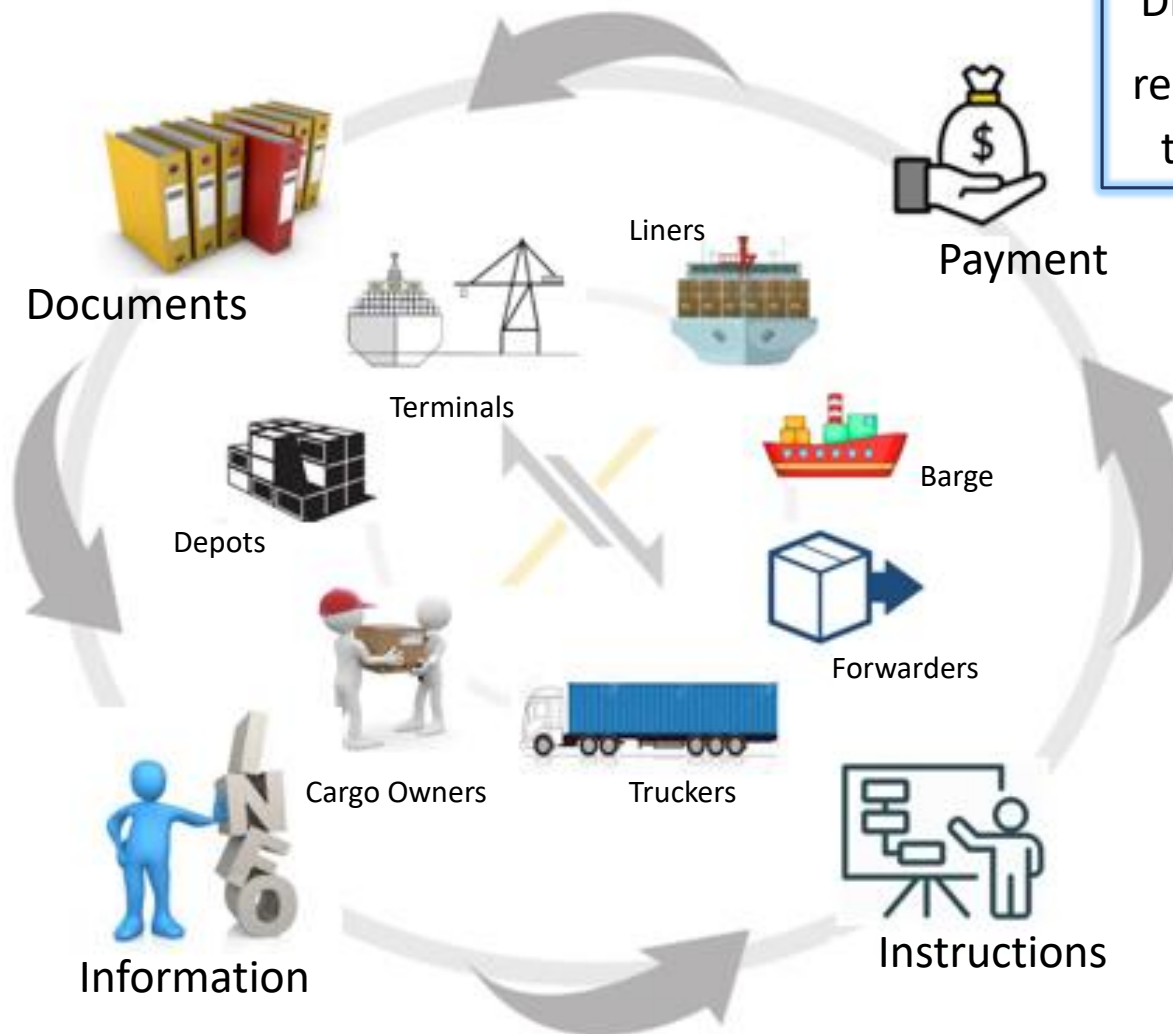
Digital Release of Import Container and
Empty Return at the Port of Hong Kong

Import Container Release



- **Prepare**
 - BOL/eBOL
 - Letter of Indemnity (Seaway / Telex release)
 - Signatures / company stamp
 - License and permit (DG/DU)
 - Payment
- **Prepare**
 - Arrival notice
- **Check information**
 - Collector's Identity
 - Shipment details
 - Documents required
- **Validate payment (mostly cheque)**
- **Release DO**
- **Collect DO (pick-up copy)**
- **Check information**
 - Liner's authorization
 - 提櫃倉期
 - License and permit
- **Release container**
- **Collect DO (return copy)**
- **Check information**
 - 回吉限期
 - Container conditions
 - Return location
- **Ground container**

eRO – Port Community Ecosystem

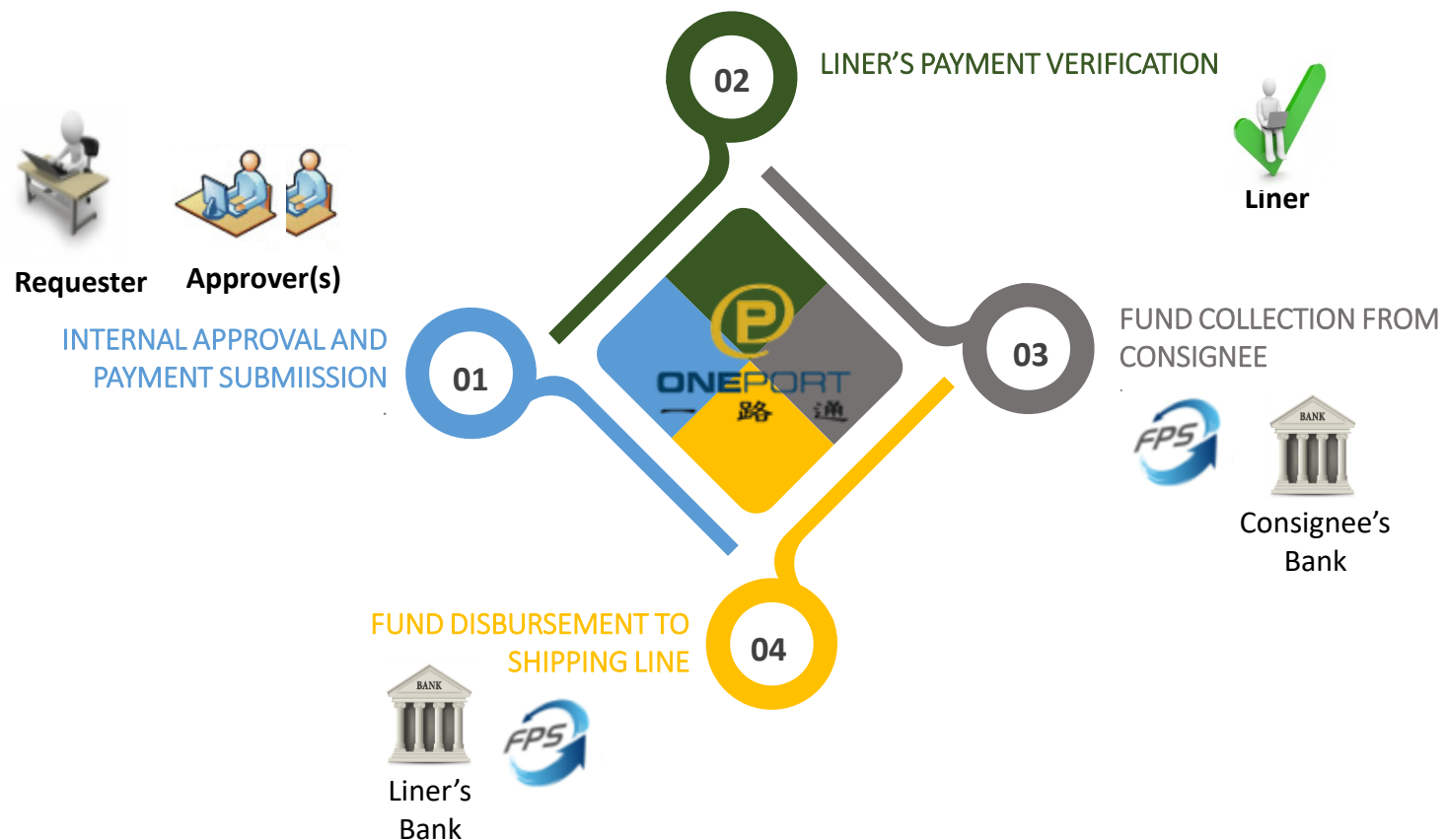


Digitalization of import container release which is **3-5** times faster than the paper release process

- Digitize the import container release process among terminal, liner, consignee, forwarder, truckers, and depot
- Consignee submits request for eRO to liner with electronic documents and e-payment
- Liner issues eRO and makes subsequent information (FSP/FRP/LOC) update reflected in real-time
- Consignee forwards eRO to designated trucker which has to assign designated tractor for container pick-up securely
- Driver presents eRO QR code for pick-up validation at terminals
- Driver returns empty to designated depot assigned by liner

e-Payment ROCC

Shipping lines receive payment on the same day



ROCC - The Asset Triple A Award

Best Payment and Collection Solution in Logistics Industry



The Asset Triple A

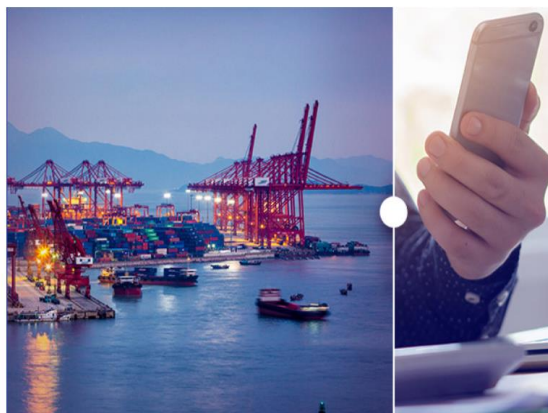
Treasury, Trade, SSC and Risk Management Awards 2020

Digital Solutions

ONEPORT LIMITED	Provider	Hang Seng Bank
	Award	Best Payments and Collections Solution
	Industry	Logistics
	First time API technology was applied to the terminal business in Hong Kong resulting in easy control of operating funds and efficiency and cost savings.	



A new era for the logistic industry



“Our new payment system has sped up processing from days to minutes!”



What the business needed:

Since the launch of the electronic Release order (eRO) system, OnePort had been looking for ways to incorporate the e-Payment solution with the eRO system to replace the cumbersome and time-consuming traditional payment system.

Hang Seng's solution:

To cater for the unique features of the import release process, Hang Seng has introduced a host-to-host payment system and API solution for OnePort, allowing logistics companies and cargo owners pay on a real time basis instead of the traditional way of issuing cheques or ATM transfers. Shipping lines can also largely enhance its payment collection efficiency and streamline its cash flow management. Both parties can instantly check the payment and collection status to save a lot of their operating costs.

Philip Ho, Chief Executive Officer

OnePort Limited

[Details >](#)

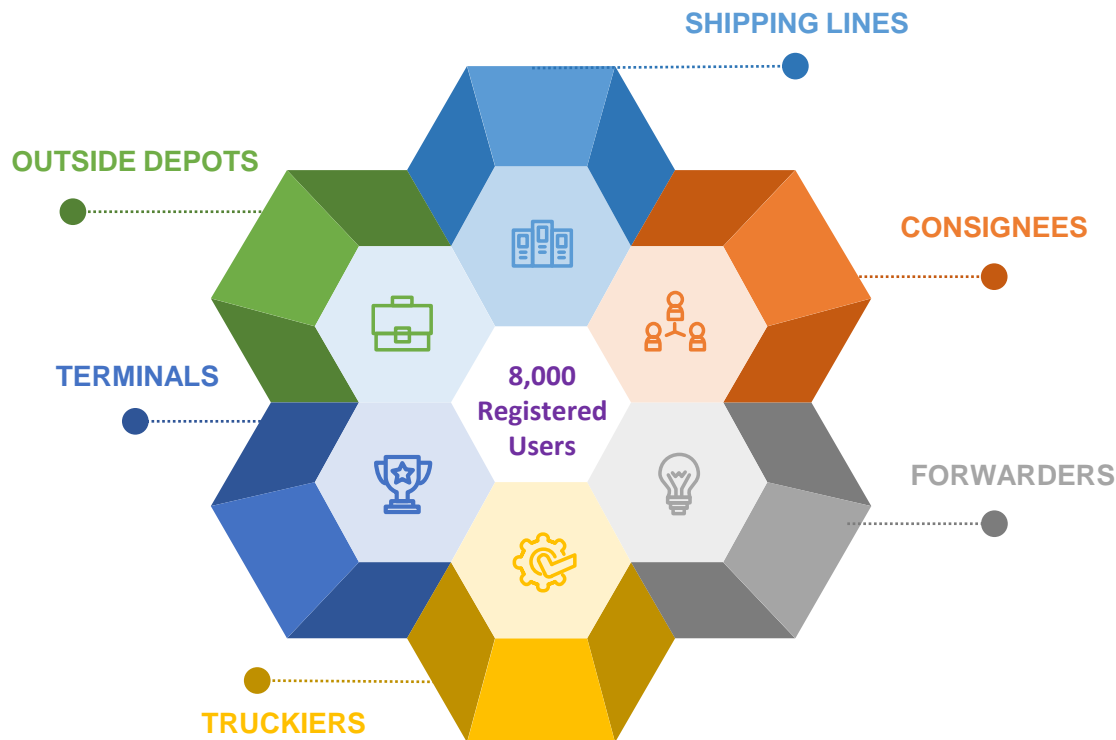


The above cash management solutions have been each accredited as the Best Payments and Collection Solution from The Asset's Triple A Treasury, Trade and Risk Management Awards 2020 in the categories of "Digital Solutions - Financial Services" and "Digital Solutions, Logistics" respectively. In particular, our API solution for Futu Securities has also won the API Project for the Year by Asian Banking & Finance.

The Asset is a renowned financial magazine in Asia. The annual Awards are industry excellence recognitions awarded to companies and financial institutions that have launched or helped implement initiatives in corporate treasury management, trade finance, supply chain and risk management which are highly recognised in the industry. Asian Banking and Finance's Award aims to honor the most outstanding banks in Asia. The Award is representative as it is evaluated by a judge panel which comprises of industry experts, looking into the banking solutions in terms of uniqueness and innovations, efficiency and effectiveness, and dynamism.

eRO Customers

- eRO pilot was launched in 2016 and was full rolled out in February 2020
- Registered users have been building up to over 8,000
- The service has extensive coverage of over 30 shipping lines, container pickup and return locations at all terminals operated by HKSPA, Terminal 3 (DPW) and outside depots nominated by liners
- The service is widely used by consignees (agents) concerning fresh produce cargoes (Shenzhen Asia Global, Hing Kee, Super Quick Fresh Fruit, Calfruits Company, King Shing Trading, etc.



eRO Goes FRESH

Customers' Testimonials

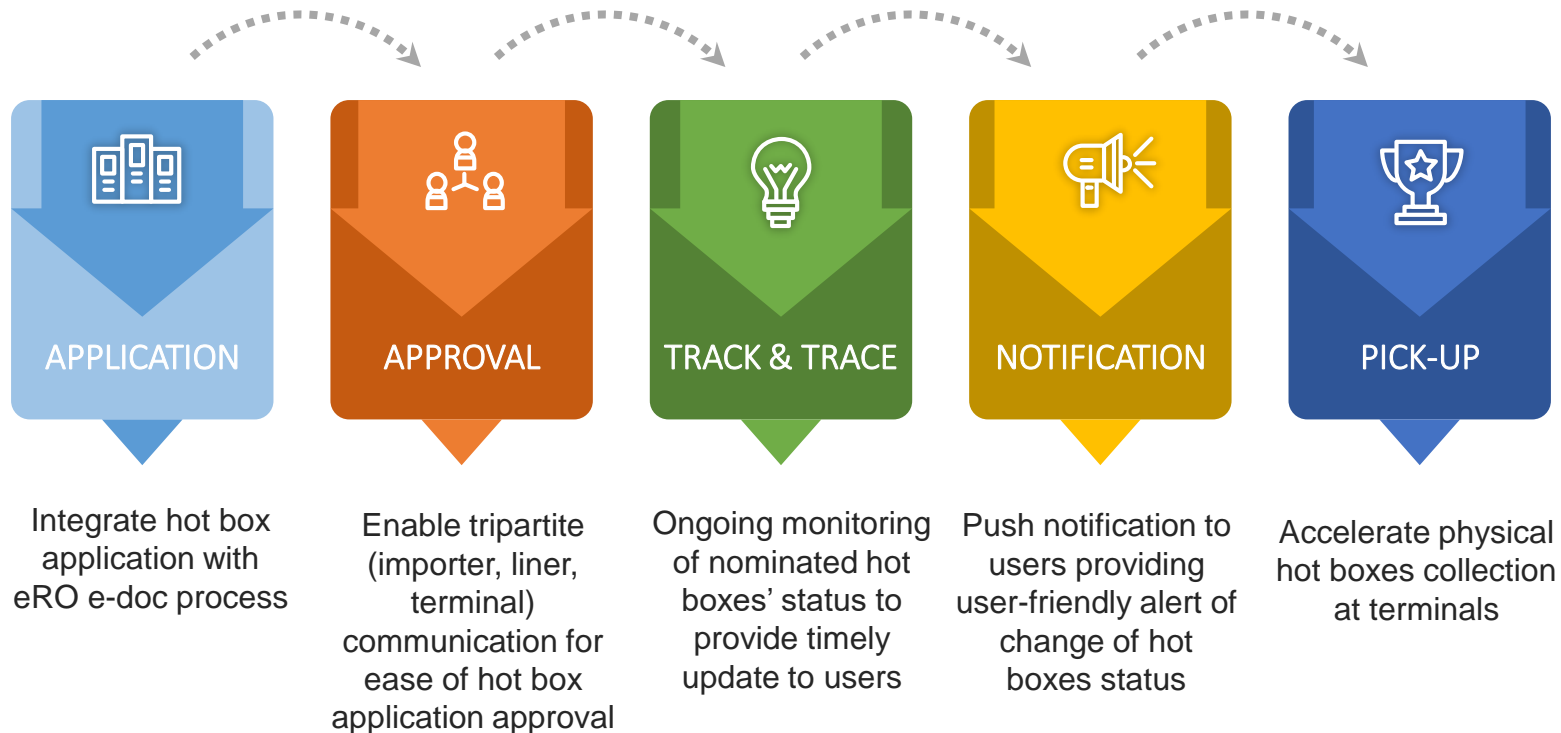
"Simplicity is beauty. We're convinced that OnePort's eRO service can indeed trim down physical current DO documentation procedures. It minimizes administrative efforts and courier costs, generating actual savings. We're happy to see the commitment demonstrated by OnePort to continuously improve the service, and to further extend the scope to all shipping lines." **DHL Global Forwarding (Hong Kong) Limited**

"Freshness is about time. The earliest we can collect the container at terminal, the fresher the produce we can deliver to the market. eRO breaks through bottlenecks of paper administration. It's fast and convenient. I have no reason not using it." **Shenzhen Asia Global Logistics Co. Ltd.**

"As a trucking company managing a fleet of nearly 100 container trucks, manual processing of all the paper DOs is costing a lot of our time, money and resources. Now, my consignee customers can send eROs to me with just a click of button, and our drivers can receive eROs on the road via their hand phones. I can also re-arrange their job orders easily, if needed, since the QR code of eRO is only what they need for container pick-up at terminals. I can do my job remotely even I am not in the office." **Yat Fai Group**

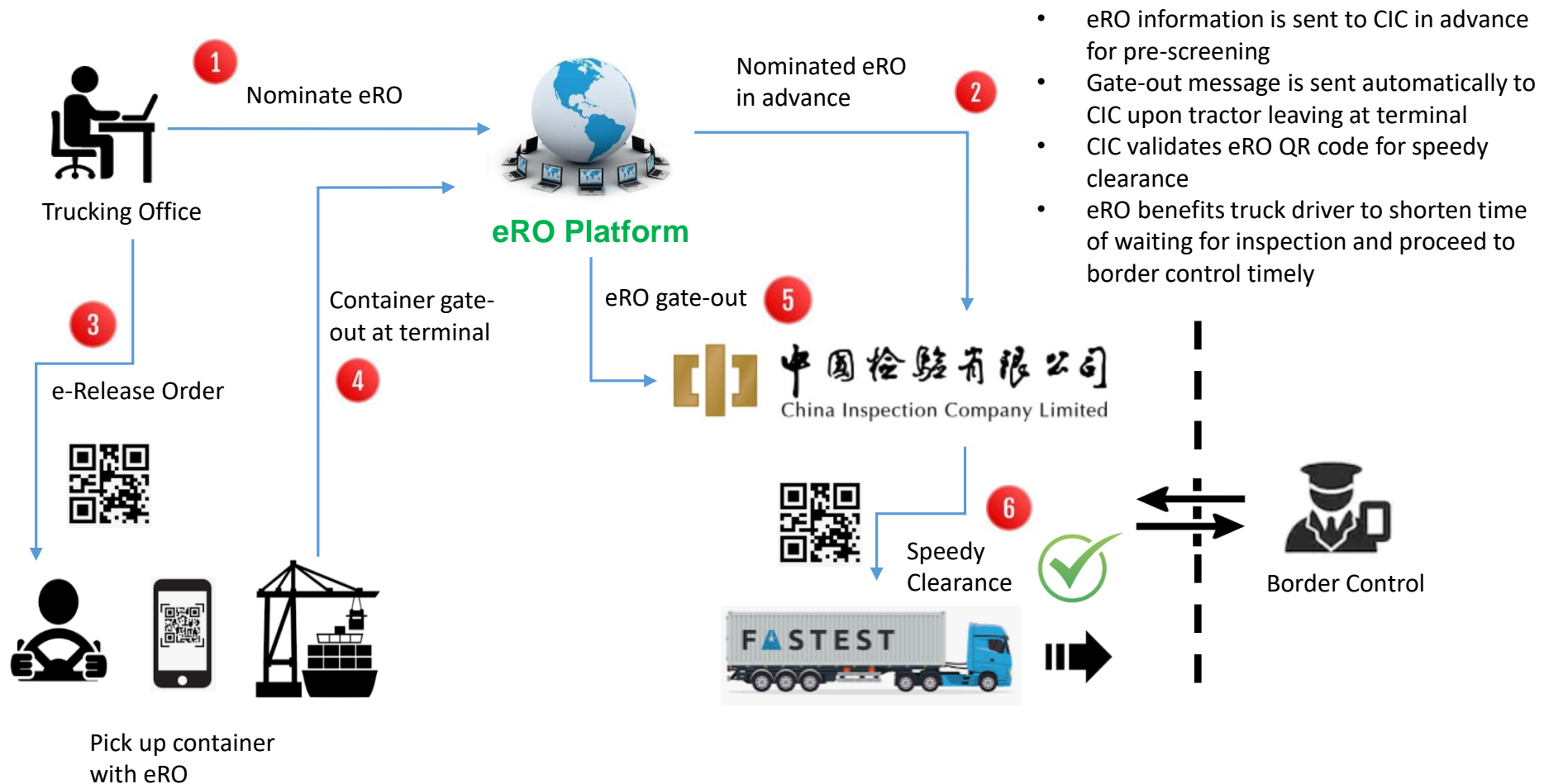
Streamline Hot Box Process

(Hot boxes: containers which are requested to be picked up once discharged from vessel)



Future Development

Speedy clearance at China Inspection



- eRO information is sent to CIC in advance for pre-screening
- Gate-out message is sent automatically to CIC upon tractor leaving at terminal
- CIC validates eRO QR code for speedy clearance
- eRO benefits truck driver to shorten time of waiting for inspection and proceed to border control timely



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