

A.I.F. HAMBURG



A.I.F. Hamburg



1) MAIN ITEM (SPECIALTY ITEM)

- AUTOPARTS
- MACHINE
- EQUIPMENT

2) OTHER COUTRIES WE CAN COVER

- EASTERN EUROPE
Czech Republic, Poland
Slovakia, Hungary, Austria
- WESTERN EUROPE
Swiss

3) SPECIAL & PROJECT

- EPC Contractors industrial projects
 - Oil & Gas
 - Refinery
 - CCPP
 - Revamping
 - LNG Gas Development



Hamburg

Office & Warehouse

✓ Office

- Burchardstraße 19-21, 20095 Hamburg, Germany



[Distance from A.I.F. W/H to main destination]

- ✓ CFS ↔ A.I.F. : 15 Km, 30 minutes by truck
- ✓ CFS ↔ Terminal . : 8.5 Km, 15 minutes by truck
- ✓ City center ↔ A.I.F. Office : 5 minutes by public transportation



Hamburg - Organization Chart

Branch Manager : Mr. Charles Kim (charles.kim@atlanticif.com)



Ocean Export CS FCL
Korea/China

sea.germany4@atlanticif.com / sea.germany2@atlanticif.com
sea.germany3@atlanticif.com / sea.germany7@atlanticif.com
sea.germany8@atlanticif.com / sea.germany9@atlanticif.com
sea.germany6@atlanticif.com / sea.germany5@atlanticif.com

Ocean Export CS LCL
Korea/China

sea.germany1@atlanticif.com

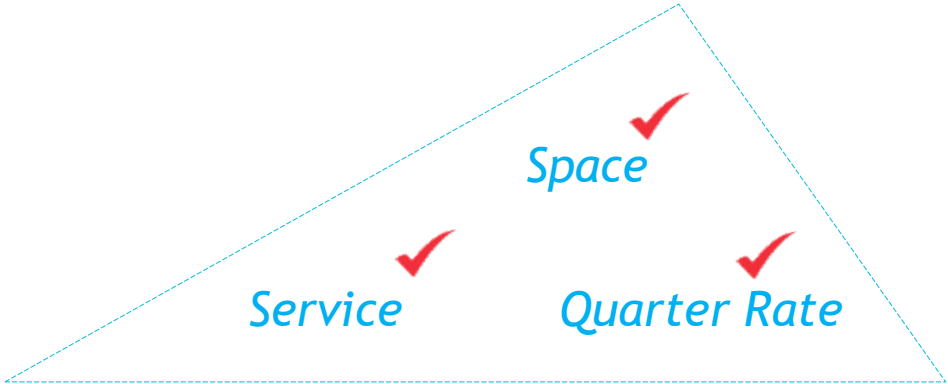
Ocean Export CS
Project

project.ham1@atlanticif.com



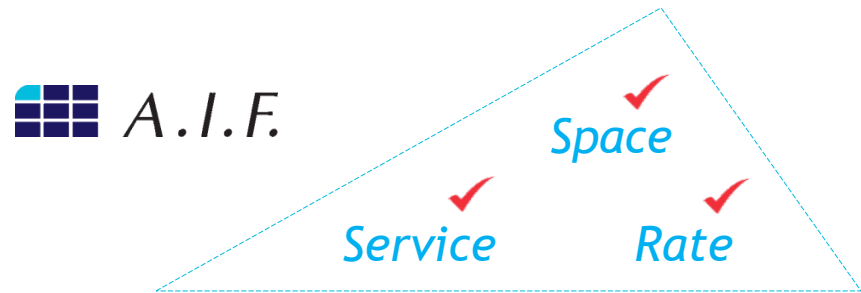
The Alliance

Ocean Alliance



RoRo







Operational Agreement

between

Hapag-Lloyd AG
Area Germany
Rosenstraße 17
D-20095 Hamburg

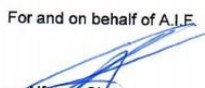
and

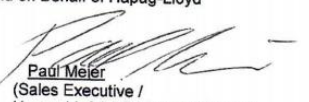
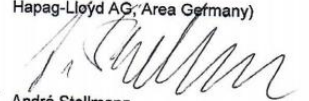
Atlantic Integrated Freight GmbH
Frankenstraße 3
D-20097 Hamburg

General
This document represents an Operational Agreement (hereafter referred to as "Agreement") between A.I.F. (Atlantic Integrated Freight) and Hapag-Lloyd AG (hereafter referred to as "the carrier") to outline the working relationship during the time of cooperation.

Compliance
Each party agrees to conduct its operations and activities in connection with this Agreement in accordance with applicable laws, regulations and ordinances.

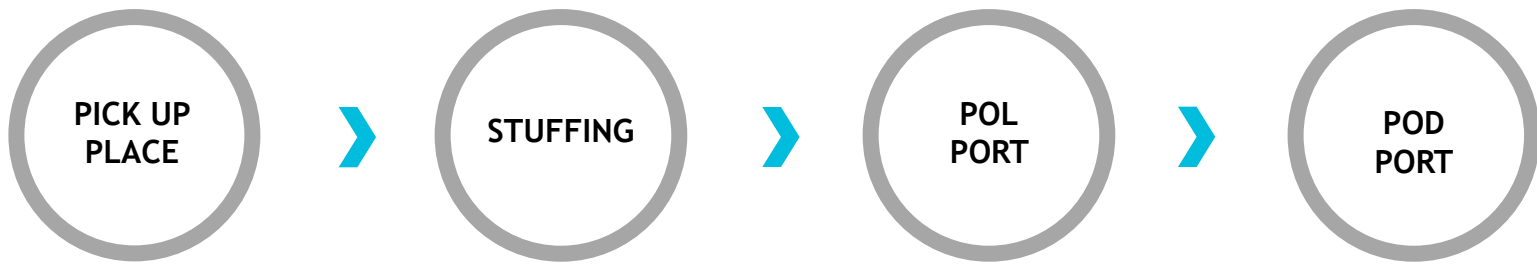
- ✓ *Weekly Allotment for A.I.F.*
- ✓ *Special O/F - Quarter Rate*
- ✓ *Dedicated Sales & OP Supporting*

For and on behalf of A.I.F.

Alfonso Ciro
(Europe COO / Atlantic Integrated Freight GmbH)

For and on Behalf of Hapag-Lloyd

Paul Meier
(Sales Executive / Hapag-Lloyd AG Area Germany)

André Stellmann
(Senior Sales Manager / Hapag-Lloyd AG, Area Germany)

21 AUG 2018

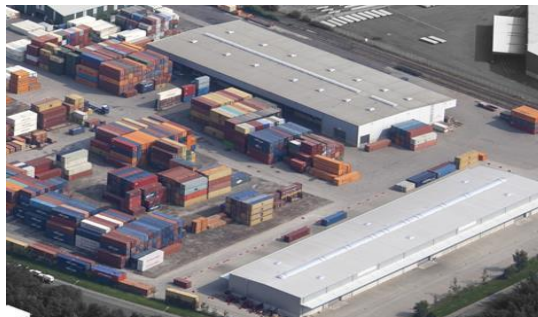
LCL - Consolidation Service



D-10	D-9	D-8	D-6-7	D-day		HAMBURG	
Trucking Arrange	Pick Up SHPT	Trucking	Customs Clearance	Cut off (Shipping line)		BUSAN	40 Days
		Cut off (A.I.F.)	Documentation			T/S	DIRECT
		SHPT arrived	Labeling				
			Consolidation				
			Take Picture				

LCL - Consolidation Service

- ✓ *Hamburg - Busan*
- ✓ *Image record for all cargos*
- ✓ *Weekly Consol - Direct*



Professional loading



Project Forwarding and Shipping

- ◆ *Transport feasibility study to provide tailor-made project logistics solution*
- ◆ *Project Management*
- ◆ *Conventional Vessels Chartering*
- ◆ *Projects cargoes such as H/Ls, ODCs, G/Cs ;*
 - *Precarriage*
 - *Port handling*
 - *Inland Transport*
 - *Placement onto foundation*



A variety of the US & EU

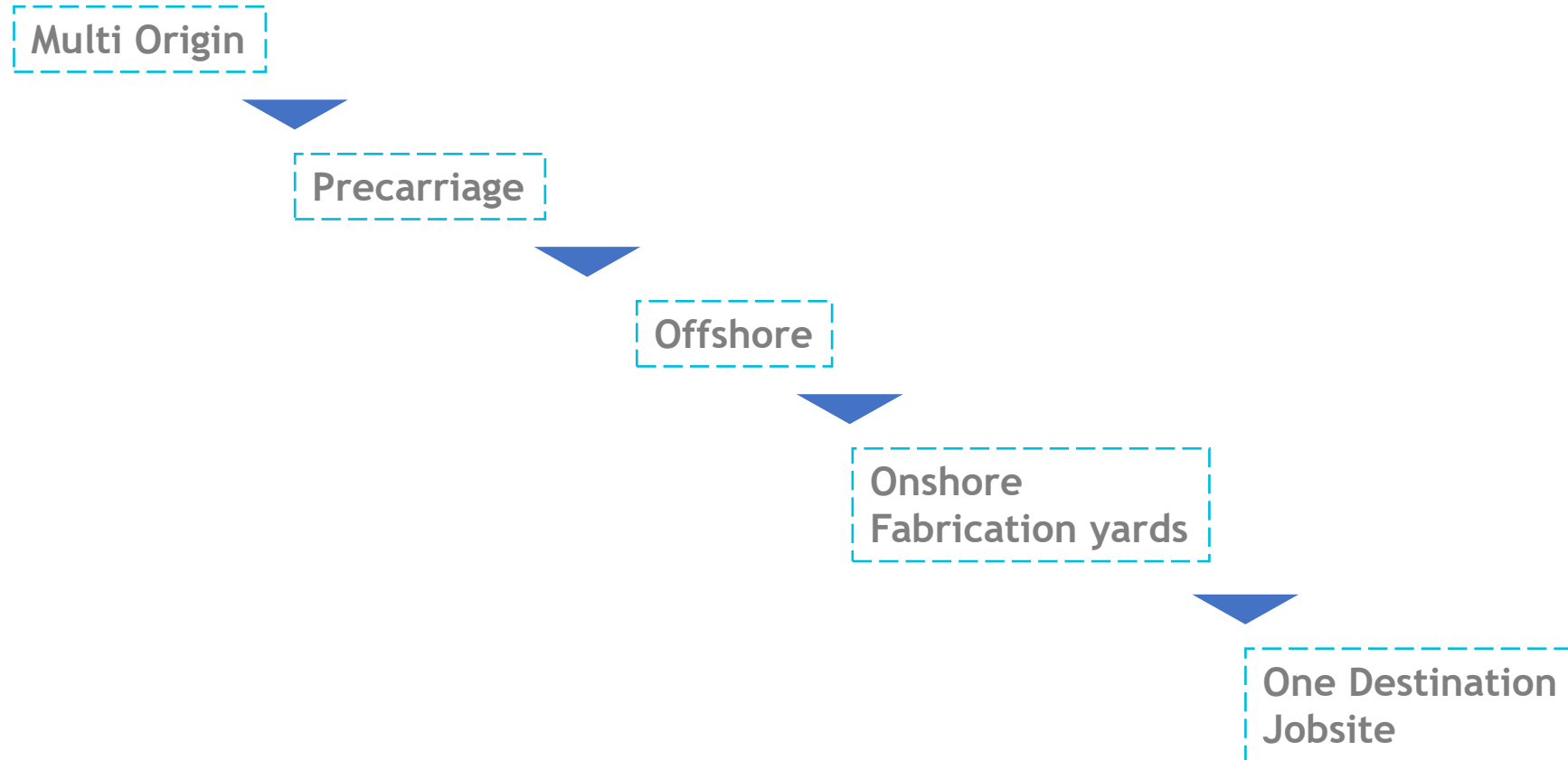
EPC contractors industrial projects

- Oil & Gas
- Refinery
- CCPP
- Revamping
- LNG Gas Development



Biggest Referenc:

- *Chevron Gorgon LNG Development*
 - 5 million FRT
 - Module fabrication logistics
 - Environment Challenging, Class A reservoir
 - 52 modules chartering on module carriers



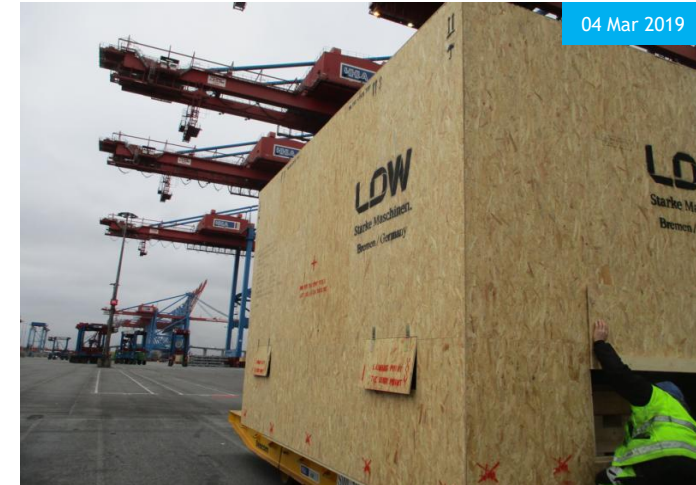
SK Energy S-Project

Key Performance

- 10 units of BB consignments onto container vessels

Site

- From Hamburg & Venezia to Busan, Korea



SK Energy NRC Booster Project

Key Performance

- 1 unit of BB shipment on container vessel +
3 more forthcoming BB shipments

Site

- From Hamburg, Germany to Busan, Korea



Hanwha Total Solution Revamping

Key Performance

- *H/Ls chartering*

Site

- *From Port Marghera, Italy to Pyeongtaek, Korea*



Renault MCA 2400 TO Line Project

Key Performance

- *Onshore*

Antwerp D/port handling / Interim storage at d/port

H/Ls barge transport from d/port to Ghlin, Belgium

Unloading at barge d/port by hiring 2 units of 500MT crane

H/Ls inland transport from barge d/port to Renault site

Site

- *From Dangjin, Korea to Renault MCA, France*



Manitowoc Crane

Key Performance

- *Precarriage*
- *Port Handling*
- *Seafreight on RoRo Vessel*

Site

- *From North France to Pyeongtaek, Korea*



Stainless Steel Plates on RoRo Vessels

Key Performance

- *Port Handling*
- *Seafreight on RoRo Vessel*

Site

- *From Antwerp to Masan, Korea*



Cable Drum

Key Performance

- *Precarriage*
- *Port Handling*
- *Seafreight on RoRo Vessel*

Site

- *From north west Germany to Shanghai, China*



Dongbu Steel Revamping

Key Performance

- *Barge Transport from Packer to Hamburg Terminal*
- *Port Handling*
- *Breakbulk loading onto container vessel*

Site

- *From Hamburg, Germany to Busan, Korea*



Propeller - DSME

Key Performance

- Precarriage
- Port Handling
- Breakbulk loading onto container vessel

Site

- From Hamburg, Germany to Busan, Korea



BIOFRIENDS

Key Performance

- Port Handling
- Breakbulk loading onto container vessel

Site

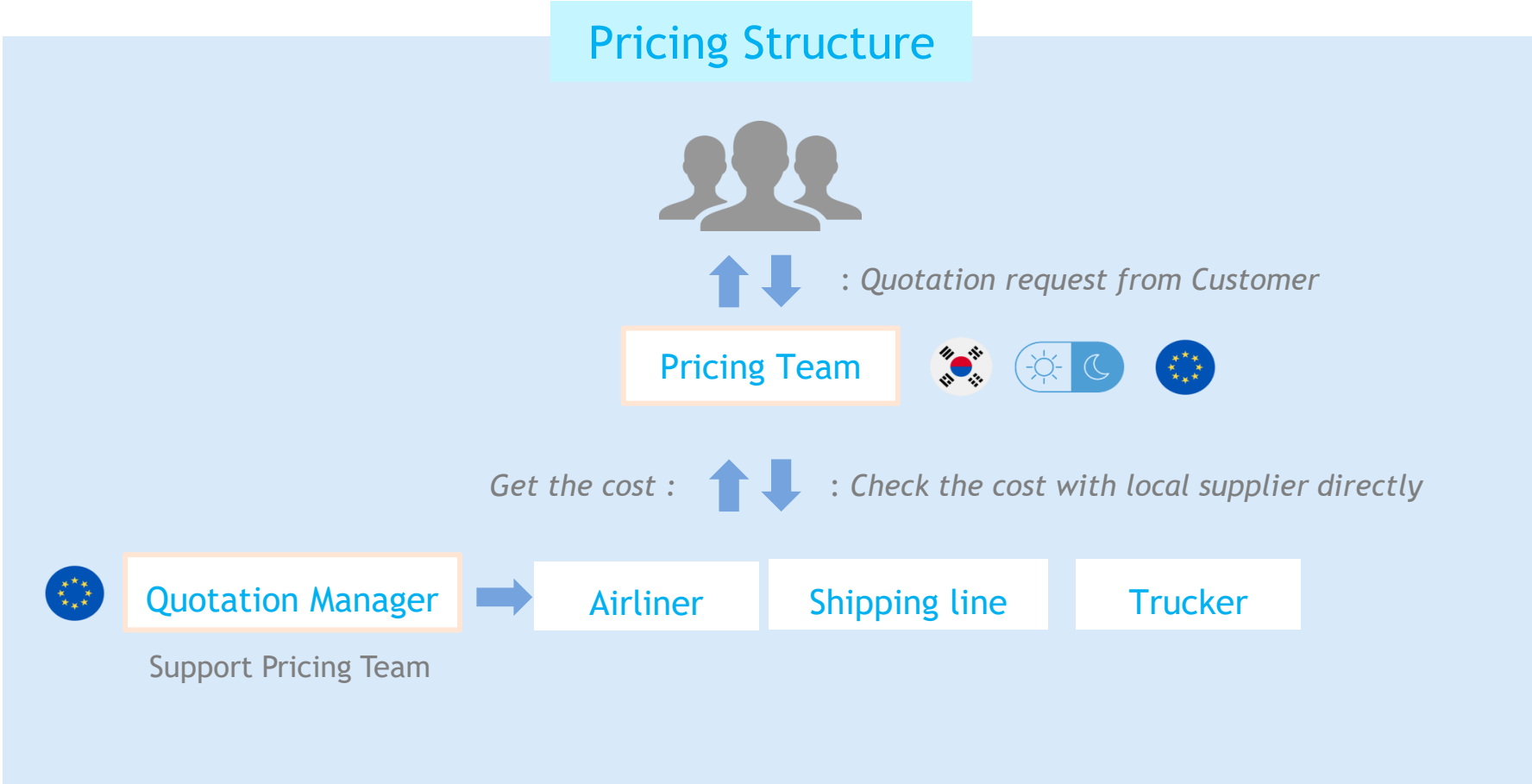
- From Hamburg, Germany to Busan, Korea



Different ?

- 1) A.I.F. IT SYSTEM
- 2) EMERGENCY MANAGEMENT

Different? Pricing @ Korea



Professional Quotation

Immediate Quotation

Customer View

Different? A.I.F. IT SYSTEM

✓ A.I.F. developed own ERP system AIMS is optimized global logistics standard.



A.I.F. IT SYSTEM



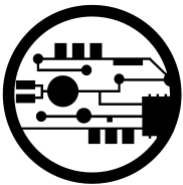
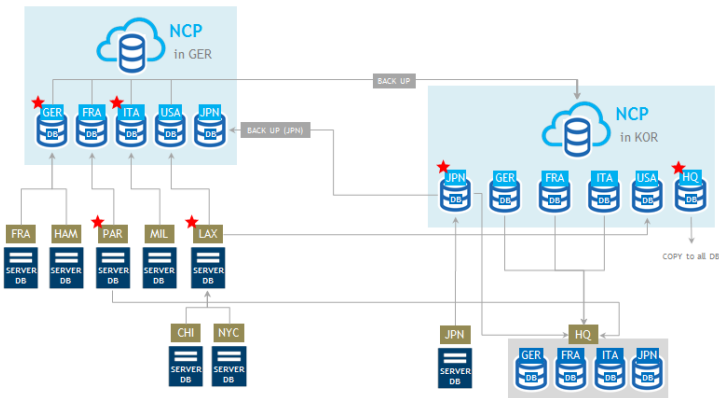
A.I.F. Information Management System



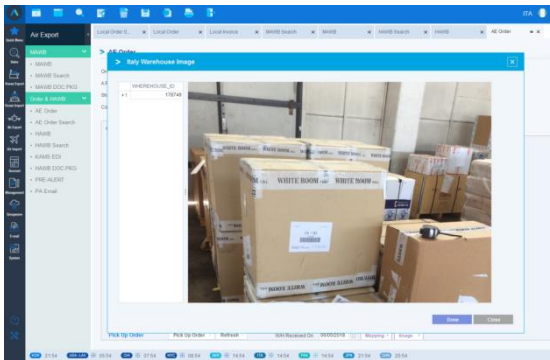
A.I.F. IT Team



Global Connection



New technology



Different? EMERGENCY MANAGEMENT

✓ COVID-19 Emergency and back up plan

- The spread of Corona Virus is having dramatic effects seriously in danger on worldwide health status and the economic & commerce situation is.
- AIF network is on customers' side to help minimize the related trouble, to positively pass through the emergency and to survive in the market

❖ *Never stop operation*

: Guarantee operative staff in office and w/h, under higher level security

* *A.I.F. never stop from the Covid start*

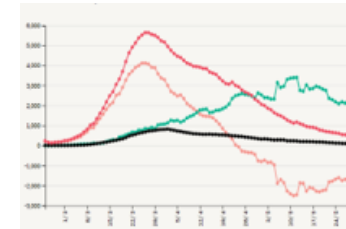
❖ *Continuous monitoring* with Airlines for weekly service and rate level

❖ *Network cooperation*

: Cross over handling between A.I.F. EU branches under closed communication.

Looking for the best chances in terms of available service and rates by multitasking options from European main airports.

* If not available in Italy, move to Germany & France !



We are logistics professionals
who understand your business

