



Global coverage with local expertise

OPA SERVICES CHINA

We have a network of six owned offices in China making Inchcape the largest international shipping agent in the country. We can oversee port calls, with our own staff, physically on the ground, in close to 100 ports

- CHINA COSTAL PORTS**
- Dandong
 - Dalian
 - Bayuquan
 - Yingkou
 - Huludao
 - Qinghuangdao
 - Tangshan
 - Caofeidian
 - Tianjin
 - Xingang
 - Huanghua
 - Dongying
 - Laizhou
 - Longkou
 - Penglai
 - Yantai
 - Weihai
 - Shidao
 - Qingdao
 - Huangdao
 - Dongjiakou
 - Rizhao
 - Lanshan
 - Lianyungang
 - Dafeng
 - Rudong
 - Qidong
 - Nantong
 - Shanghai
 - Yangshan
 - Jinshan
 - Caojing
 - OJiaxing
 - Zhapu
 - Ningbo
 - Zhenhai
 - Zhoushan
 - Taizhou
 - Yueqing
 - Wenzhou
 - Ningde
 - Fuzhou
 - Mawei
 - Kemen
 - Fuqing
 - Jianguyin
 - Putian
 - Xiuyu
 - Quanzhou
 - Meizhouwan
 - Xiamen
 - Zhangzhou
 - Gulei
 - Raoping
 - Jieyang
 - Shantou
 - Dapeng
 - Yantian
 - Shenzhen
 - Hongkong
 - Shekou
 - Dongguan
 - Humen
 - Shajiao
 - Huangpu
 - Guangzhou
 - Nansha
 - Zhuhai
 - Gaolan
 - Jiangmen
 - Xinhui
 - Yangjiang
 - Zhanjiang
 - Maoming
 - Beihai
 - Qinzhou
 - Fangcheng
 - Haikou
 - Yangpu
 - Sanya
 - Basuo

- YANGTZE RIVER PORTS**
- | | |
|-------------------|-------------------|
| North Bank | South Bank |
| • Yizheng | • Nanjing |
| • Yangzhou | • Zhenjiang |
| • Taizhou | • Changzhou |
| • Jingjiang | • Jiangyin |
| • Nantong | • Zhangjiagang |
| | • Changshu |
| | • Taicang |
| | • Shanghai |



CHINA

There is a large number of ports for liquid, gas and dry cargoes in China, plus some for dry docking and new builds as well. Many of these locations have complex operational procedures, local rules and regulations. Inchcape Shipping Services can represent you in these ports, protecting your interests.

OPA CHINA

With our new Owners Protective product, you can be assured that your interests will be taken care of. The following services are standard for every port call:

- ▶ We will act on your behalf, appointing the agent nominated by your counterpart, coordinating with and supervising them, offering proactive advice and solutions.
- ▶ Keep you updated on port restrictions and local rules and regulations - ensuring you have all of the necessary information to effectively plan your call.
- ▶ Full PDA check against tariff, vetting that relevant services are booked, and negotiating rates/rejecting services - to optimize your cost efficiency.
- ▶ All prefunds will be submitted to a single point of remittance bank account (we will provide a single SOA to you for all Chinese ports which your vessels ever called), and distribute funds to various charterers nominated agents or subagents - to ensure funding safety and agreed funding terms for vessel's smooth sailing.
- ▶ During operation, we may suggest solutions to avoid/reduce cost, or time to ensure faster port turnaround.
- ▶ On your request, we can perform physical monitoring and supervision of cargo operation with our Inchcape port captain stationed on the site, we will report back as per your requirements.
- ▶ We can attend the marine survey including on/off hire bunker survey, bunker and condition survey, bunker quantity survey, cargo measurement, draft survey etc.
- ▶ We will complete a comprehensive verification of SOF.
- ▶ We will be the party protecting your interests in the event of any incident or dispute.

QUANTIFIED VALUE

Sometimes, using a protective agent is not beneficial as the nominated charterers agent follows good practice - and sometimes it is hard to understand what benefits have been produced by the OPA. For our OPA product in China, we will introduce greater transparency on this, through:

- ▶ After every call, we will issue a report within 72 hours of vessel sailing, explaining the time or cost efficiencies we assisted to secure
- ▶ On a quarterly basis, we will issue a summarised report of consolidating the time and cost efficiencies

INCHCAPE CHINA OPA

To simplify communication, we have established the following single point of contact covering all Chinese ports. From the enquiry stage to post call reports, you can rely on our local Inchcape employees to address your questions and requests.

- ▶ tankerops.china@iss-shipping.com
• (Liquid & Gas Cargo)
- ▶ drybulk.china@iss-shipping.com
• (Dry Cargo)
- ▶ husbandry.china@iss-shipping.com
• (Owners Matters, Dry Docking & New Building etc.)

