



INTRODUCTION OF ELSC BELGIUM

Jong Kyu Lee

Managing Director

Mobile: +32 478 53 53 29

Woo Joon Jang

Mobile: +32 491 31 93 95



ELSC

SPECIALIZATION SERVICE

- Ocean freight shipping for bulk cargoes as well as containers
- One-stop service: pick-up, transport, handling, customs, clearance and delivery
- Value-added service: consolidation, storage, sorting, etc.
- Door-to-Door / Port-to-Port services
- Chartering vessels
- Insurance and custom assistance
- Cargo inspection

Ocean Freight Forwarding



Coaster Freight Forwarding



Oversized Cargoes



Steel Coils



Construction Materials

From Asia to European outports & CIS
Europe and CIS & Middle East
INTRA-EUROPE
Main ports
Outports

I . STEEL COILS

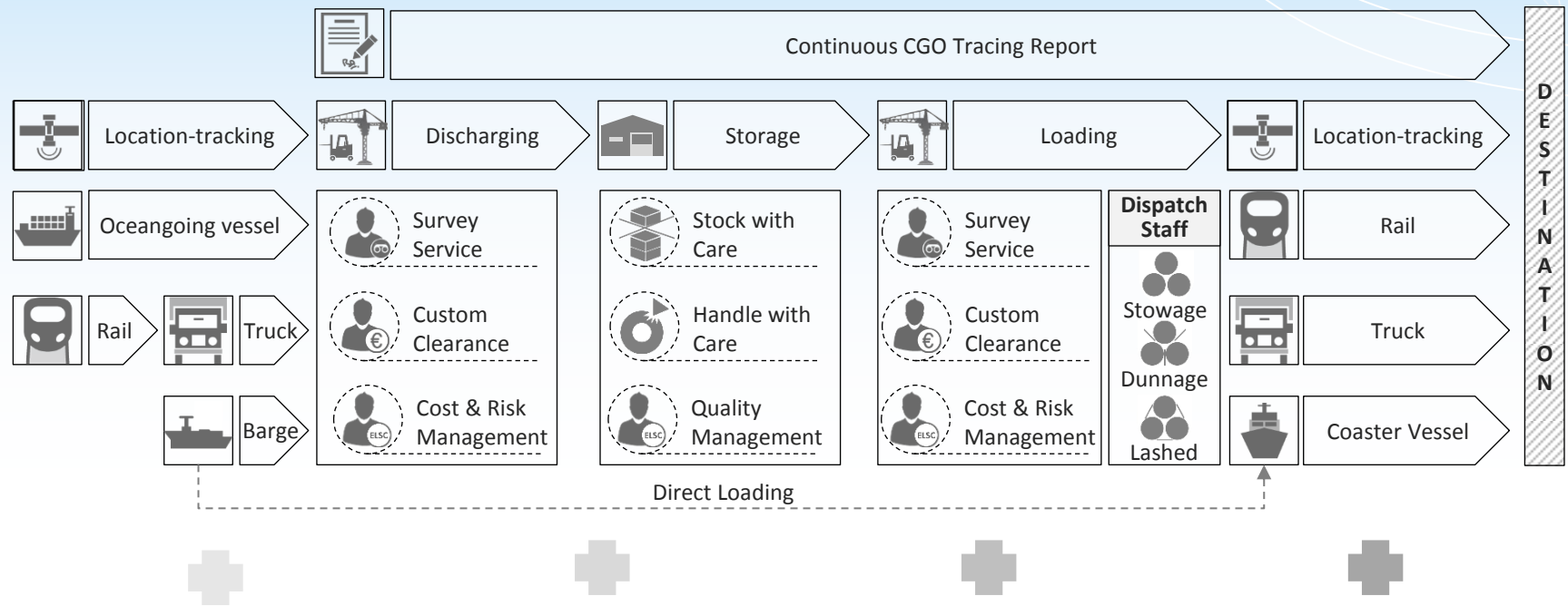
1. Overview

- ✓ Consolidation of coil shipments in Antwerp, an European hub, from multiple suppliers
- ✓ Value-added service (e.g. sorting, high quality handing and inspection).
- ✓ Coastal service from Antwerp to Russia.
- ✓ Continuous CGO Tracing Report to customers.



I . STEEL COILS

2. Steel Coil Cargo Flow



E.L.S.C. Advantages for clients

Easy handling and tracking as one consolidated shipment

Lower costs from economies of scale and cost-saving service such as cross-docking or direct loading

Select the best coaster vessel, bearing many constraints of the destination terminal in terms of available facilities, equipment and geography in mind

Complete network with local partner who has ample knowledge of coil handling in Europe.

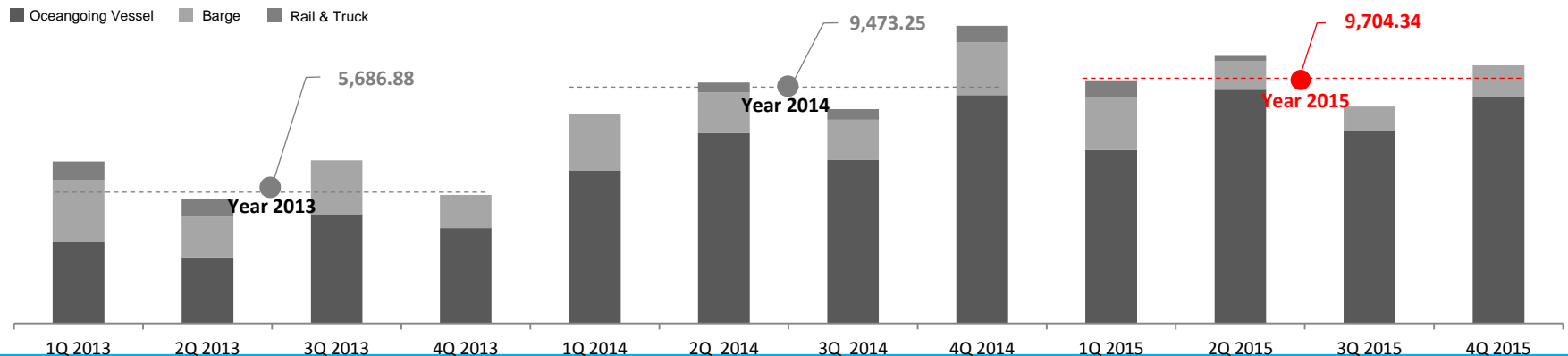
I. STEEL COILS

3. Handled Volumes, 2012 – 2015

	2013				2014				2015				Unit: MT
	Seagoing Vessel	Barge	Truck & Rail	Total	Seagoing Vessel	Barge	Truck & Rail	Total	Seagoing Vessel	Barge	Truck & Rail	Total	
2012	14,026.90	5,765.30	4,122.60	23,914.80									
January	2,327.90	658.70	379.30	3,365.90	1,760.20	624.90		2,385.10	1,931.70	527.67	206.43	2,665.81	
February	878.80	1,145.20		2,024.00	1,800.40	1,087.10		2,887.50	1,662.18	935.51	252.90	2,850.59	
March		651.30	336.30	987.60	2,469.00	506.10		2,975.10	3,240.55	608.60	216.58	4,065.72	
April	1,393.60	888.20	260.90	2,542.70	2,863.40	510.50		3,373.90				0.00	
May	1,215.50			1,215.50	1,951.80	529.10	253.50	2,734.30	6,791.09	730.75	208.49	7,730.33	
June		710.00	421.30	1,131.40	2,679.00	565.20	132.30	3,376.60	2,418.89	386.95		2,805.83	
August	1,188.10	1,175.70		2,363.80	4,020.20	888.40	219.70	5,128.40	4,763.53	561.84		5,325.37	
September	3,121.30	934.90		4,056.20	2,411.00	702.70	203.00	3,316.80	2,808.73	403.77		3,212.50	
October					1,379.70	607.20	252.00	2,238.90	2,531.92	651.17		3,183.09	
November	2,011.40	469.60		2,481.00	6,520.20	881.40	202.00	7,603.60	3,032.37			3,032.37	
December	1,745.10	834.30		2,579.40	1,097.30	579.60	195.80	1,872.80	3,344.35	601.39		3,945.74	
TOTAL	13,881.70	7,467.90	1,397.80	22,747.40	28,952.10	7,482.30	1,458.40	37,892.80	32,525.30	5,407.66	884.39	38,817.34	

4. Quarterly Average Volume, 2013 – 2015

(Unit: MT)



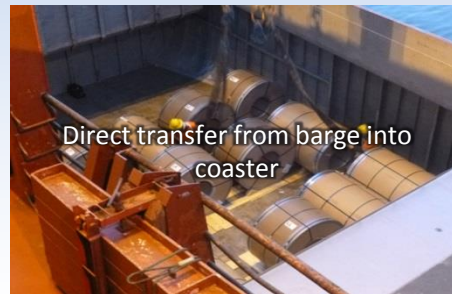
I . STEEL COILS

5. Case of Steel Coil Operation

Discharging at Antwerp



Short Sea Shipping to Russia



Loading into Ro/Ro ship at Antwerp



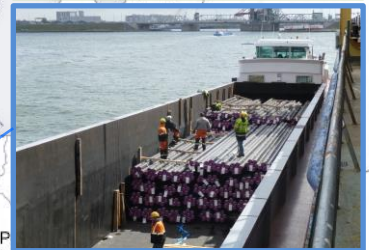
II. STEEL PIPE

1. Overview

- ✓ Consolidation of steel pipe shipments in Antwerp, an European hub, from S.Korea / Germany suppliers.
- ✓ Coastal service from Antwerp to United Kingdom / the Middle East.
- ✓ Total 6,900 ton of steel pipe has been shipped to United Kingdom (Methil, Stornoway, Burntisland)
- ✓ Total 4,600 ton of steel pipe has been shipped to the Middle East (Mina Saqr)



"THE MIDDLE EAST"



II. STEEL PIPE

2. Case of Steel Coil Operation

Discharging at Antwerp



Short Sea Shipping to UK /The Middle East



Discharging at the destination terminal

