“We believe in coal.

For more than a century we’ve been convinced of its importance as an energy source capable of fueling economic growth, guaranteeing the wellbeing of an ever-expanding international community and safeguarding the environment.

Today Coeclerici plays a major role in the global coal market, overseeing every stage of the supply chain from mining to shipping and logistics. We’re committed to delivering the raw material to the client’s doorstep in the most efficient, competitive manner possible”.

Paolo Clerici
Chairman and CEO Coeclerici
Coeclerici is founded in Genoa and begins importing coal from the UK.

1895

1910s

Coeclerici becomes the first company to import US coal into Italy and expands into the shipping sector. In 1913, the Group buys its first dry cargo vessel: the "Tirreno". In 1916 Henry Coe leaves the company, selling his stake to Alfonso Clerici Sr.

Alfonso’s son, Jack Clerici joins the company. He will play an increasingly important role in company development up to the incorporation of the Coeclerici Group.

1916

1936

Coeclerici resumes business after World War II, consolidating its presence in international markets and developing trade with the US, England, South Africa and Australia. At the end of the 1950’s, Coeclerici initiates its first trade relations with the Soviet Union. In 1964, Coeclerici signs an agreement for exclusive right to sell Soviet coal on the Italian market, marking a new era for the Group’s trading activities.

1964

1970

Coeclerici strengthens its shipping sector by purchasing and operating barges to transship coal within port basin areas. This was a strategic step towards developing the Group’s logistics business.

1975

1998

Coeclerici signs a contract with Murmansk Commercial Sea Port and finances port dredging. Port renovations allow the company to bring in vessels of up to 130,000 tons, loading cargoes that break all records for Russian coal exportation.

In Murmansk, Coeclerici loads the first Capesize vessel ever loaded in a North Russian port.

2000

Today the Group has offices in 13 countries, serving the energy and steel industries across five continents and registering a consolidated income of 621 million Euro.
The Coeclerici Group is a world leader in the coal mining, trading, shipping and logistics sectors.
Coelerici Group represents a benchmark in turnkey solutions for coal supply for countries all over the globe.

THE COECLERICI GROUP
- ITALY
- AUSTRALIA
- CHINA
- COLOMBIA
- GERMANY
- INDIA
- INDONESIA
- RUSSIA
- SINGAPORE
- SWITZERLAND
- THE NETHERLANDS
- USA
- VENEZUELA

1. MARACAIBO
   3 Speed Boats

2. BEIRA
   Bulk Limpopo and Bulk Zambesi

3. EAST KALIMANTAN
   Bulk Pioneer, Bulk Java,
   Bulk Borneo, Bulk Celebes
   and Bulk Sumatra
The Coeclerici Group’s business model is based on the following approach:

- focusing resources, synergies and experience exclusively in the coal sector, the Group’s core business for over 120 years;
- creating value for our clients by controlling the entire procurement cycle, from mining to shipping and logistics, delivering directly to our clients in the most efficient, competitive manner possible.

Coeclerici S.p.A. is the Group’s holding company, coordinating and supporting Group activities through offices in 13 countries. The Group operates through four highly specialized divisions:

- mining oversees the purchase and management of mining sites;
- trading manages the supply and sale of raw materials;
- logistics designs, builds and operates “floating terminals”, which are vessels duly equipped to perform transshipment operations;
- shipping oversees the commercial management of vessels owned in joint venture with d’Amico Società di Navigazione and charters vessels for the Trading Division.

Synergies among the Group’s four business divisions give Coeclerici full control over the entire procurement cycle, from locating the highest quality raw materials to creating customized shipping and logistics systems. This means we can provide a range of integrated services tailored to each client’s needs: superior services with an excellent cost/quality ratio.
Guaranteeing the supply of quality raw materials. The Mining Division plays a strategic role in the integrated management of our raw material supply cycle, purchasing and managing different mining sites directly.

In line with the Group’s strategy, in 2002 and 2003 Coeclerici invested roughly 18 million USD to develop a coal mine in the Kemerovo region in Russia, acquiring exclusive international sales rights for the two million tons of coal the mine produces annually.

In 2008, Coeclerici acquired 100% of Korchakol, a low volatile coal (PCI and thermal coal) mine located in Siberia, near the city of Novokuznetsk. It was the first time in history a Western company acquired a steam coal mine in Russia. The purchase included the production site as well as a transportation system to carry the raw material from the mine to nearby clients and a loading facility. From here, a coal railway system carries the coal to the port of Murmansk, in Northern Russia (Barents Sea).

1.5 million tons of coal extracted from the Korchakol mine in Siberia, owned by the Coeclerici Group.
KEEPING UP WITH THE WORLD

Making sure delivery times are met and costs are contained. Every day, all over the world, our Trading Division oversees the sale of raw materials, serving a network of clients in over 25 countries.

A partner that can handle secure and efficient top quality coal procurement is a key strategic asset for anyone operating in the iron, steel and energy industries.

Our Trading Division can boast a well established, highly diversified international network, direct control over mining activities and strong partnerships established with leading international coal producers. These characteristics allow us to guarantee constant supply in both quality and volume. We deliver on time, every time.

With sources located in different areas all over the world, our Trading Division can provide the best possible sales conditions, avoiding price fluctuations and market speculation.

Coelerici is present wherever leading coal producers are located, including the fastest-growing areas in the world.
Far East
In 2007 Coeclerici acquired 60% stake – increased to 85% in 2008 and 100% in 2010 – in RAG Trading Asia Pacific Ltd., a Singapore-based company specialized in coke, coking coal and steam coal. The company was part of Steag GmbH, representing the energy business division of the RAG Beteiligungs-Group (now renamed EVONIK Trading AG), the fifth largest German power operator. The company was renamed and operated as Coeclerici Asia (Pte) Ltd. with a turnover of more than 310 million USD.

The acquisition is part of Coeclerici’s strategy to develop and strengthen its trading activities in coke and metallurgical coal in Far Eastern markets, taking full advantage of the strong growth potential inherent to the Asia-Pacific region. Since 2015 the Trading activity in the Far East is entrusted to Coeclerici Compagnie SA, now Coeclerici Commodities SA.
MANAGING COMPLEXITY
Bringing raw materials straight to the client’s production site. For over 40 years Coeclerici’s Logistics Division has pursued this objective through research and development, creating customized solutions designed to satisfy the most complex integrated handling requirements.

The Logistics Division is one of the world’s leaders in bulk commodities transshipment. Our main strengths? Technical innovations, cross-disciplinary expertise, skill optimization, more than forty years of direct operational experience and a proven track record. Coeclerici’s Logistics Division has engineered and promoted the use of “floating terminals” throughout the world. A floating terminal carries out all the same functions as a port terminal, but requires considerably less investment, boasts lower management costs and has less environmental impact.

They are cost-effective alternatives to fixed port infrastructures, useful for solving logistical bottlenecks including port restrictions, draught limitations or lack of port facilities, and improve the flow of raw materials to clients. The floating terminals Coeclerici designs, builds and operates for its clients are innovative vessels, built to the highest technological and safety standards by the most advanced shipyards in the world.
Here are some of the most significant international projects Coeclerici’s Logistics Division has handled:

**“Cavalletto”**
Designed, operated and patented by Coeclerici, the “Cavalletto” is a highly advanced mobile crane that can be temporarily installed on any gearless vessel, converting it into a self-discharging unit.

**“Bulkwayuù”**
The Bulkwayuù Floating Storage and Transfer Station was Coeclerici’s flagship. It was stationed in Venezuela and used for offshore coal storage and transloading. The vessel entered operation in 1998 and has loaded more than 6.5 million tons of coal a year at an average loading rate of over 35,000 tons per day.

**“Bulk Trieste”**
This Floating Storage Unit was converted for use in the North Adriatic Sea to serve three power stations with a collective overall generating capacity of 1450 MW.

**“Bulkgolf”**
A Transfer Vessel designed and operated by Coeclerici for lighterage operations on Capesize vessels in Bahrain.

**“Capo Noli”**
The Capo Noli was a self-unloading vessel designed, owned and operated by Coeclerici. It was used to transport and unload raw commodities directly to onshore end user receiving facilities.

**“Bulk Challenger”**
A Floating Transfer Station used for offshore loading and unloading operations along India’s western coast.

**“Bulk Kremi I”**
This Floating Transfer Station was used for offshore loading operations on oceangoing vessels in the Black Sea.
This Floating Transfer Station is used for offshore coal loading operations in Kalimantan, Indonesia for PT Kaltim Prima Coal, loading over 30,000 tons per day.

“Bulk Pioneer”

This Floating Transfer Station is used for offshore coal loading operations in Kalimantan, Indonesia for PT Kaltim Prima Coal, loading over 30,000 tons per day.

These Floating Transfer Stations are sister vessels designed specifically to conduct offshore coal transloading operations at Muara Pantai anchorage, East Kalimantan, Indonesia for PT Berau Coal, Indonesia’s fifth-largest coal producer. The three units are non-propelled, 11,838 DWT barges, each able to transship at 1,500 t/h from barges into oceangoing vessels.

“Bulk Java”, “Bulk Borneo” and “Bulk Sumatra”

“Bulk Celebes”

This self-propelled Floating Transfer Station is the latest generation of offshore transshipper. Bulk Celebes is an 11,471 DWT vessel equipped with two heavy-duty cranes and a handling system. With 38-meter outreach and 18-meter air draft, the cranes boast a total capacity of 30 tons. The telescopic ship loader boom has an action range of 25 to 40 meters and is equipped with a terminal “banana chute” that can rotate 360°, making it possible to deliver cargo directly to each area of the receiving holds.

Bulk Celebes is also equipped with a barge loader, making it suitable both for loading and unloading. The FTS has a potential discharge rate of roughly 22,000 tons per day and a loading rate in excess of 40,000 tons per day. The system is in operation at Muara Pantai anchorage, East Kalimantan, Indonesia together with the Bulk Java, Bulk Borneo and Bulk Sumatra.

“Bulk Zambesi” and “Bulk Limpopo”

These are two 53,776 DWT last-generation transshipment units, each equipped with a sophisticated handling system capable of transshipment rates of 3,000 t/h from holds to oceangoing vessels up to Capesize class. Coeclerici designed the two twin units in order to overcome logistical constraints inherent to the port in Beira (Mozambique), as well as optimize, from both a commercial and environmental point of view, the VALE Group’s coal handling process from the Moatize mine to worldwide importers including Brazil, India, Japan and Europe.

“Sophie”, “Matias” and “Jack C”

These three Venezuelan-flagged speed boats are employed in Lake Maracaibo, Venezuela, by Coeclerici’s subsidiary Bulkguasare de Venezuela S.A. They handle crew swapping operations and shipment of material within the Maracaibo Lake.

“Bulk Irony”

The Bulk Irony Floating Transfer Station was used to lighten fully loaded oceangoing vessels to within permissible draught levels at Italy’s Piombino Port, allowing the vessels to berth and unload.
Coeclerici was founded over a century ago in Genoa, a world-famous maritime city on Italy’s western coast, and has always considered shipping the cornerstone of its business.

Today our oceangoing vocation—conceived at sea and consolidated through our extensive experience in the shipping sector—serves an increasingly integrated chain comprising the mining, trading and handling of raw materials.

Starting in 2013 the Group will be strengthening its presence in the shipping sector, going back to building and directly managing its own ships through dACC Maritime Limited, a joint venture with d’Amico Group, one of the world’s most important shipping companies.

This decision marks an important step in the Group’s growth strategy. After more than a decade, Coeclerici is once again investing in the dry bulk shipping sector through the purchase of four last-generation, eco-fuel Supramax bulk carriers.
# The History of Coeclerici Fleet

## 1895

Coeclerici is founded in Genoa, Italy.

## 1912/1913

The company begins shipping activities with the “Tirreno”, its first ship, and the “Oceano”, “Adriatico” and “Atlantide”, acquired (as was customary at the time) through long-term charter agreements.

## 1965

After a lengthy interruption due to wartime marine blockades, Jack Clerici restarts the shipping business, acquiring the 10,000-ton vessel “Liberty” from Pittaluga Vapori, launched in 1943 as the “Urbania”, and later renamed the “Cocler”.

## 1966

The company acquires the “Falcone”, a 20,000-ton oil tanker converted to a bulk carrier, and begins collaborating with Pittaluga Vapori, establishing Capo Falcone S.p.A. and building several ships over the next two decades.

## 1985

Under an agreement with Ferruzzi Group, the company establishes Bulkitalia S.p.A., a shipping company that purchased half of the Sidermar fleet from Finmare Group for a total of seven bulk carriers.

## 1987

Coeclerici assumes full control of Bulkitalia S.p.A., acquiring all of the company’s vessels and obtaining an 800,000-ton fleet.

## 1988

As part of a Fincantieri project, Coeclerici becomes the first company in Italy to receive one of Fincantieri’s new, 135,000-ton bulk carriers: its flagship vessel, the “Bulkgenova”.

## 1992

Bulkitalia acquires 60% of Bulknedlloyd Holding BV, a company established in order to incorporate the fleet of Royal Nedlloyd, the most important shipping company in the Netherlands, which had decided to divert from the bulk carrier sector.

## 1994

Bulkitalia acquires 100% of Bulknedlloyd Holding BV, as well as the Finmare ships it did not acquire in 1985. Bulkitalia also acquires Fermar, a shipping company in the Ferruzzi Group’s portfolio. Thanks to these strategic moves Coeclerici is now owner of the largest private industrial fleet in Italy, the fifth largest in Europe and the fifteenth largest in the world.

## 1999

Two pools of Capesize and Panamax ships are created, with the participation of important international shipping companies. Through Coeclerici Transport Ltd., Coeclerici takes charge of the commercial and operational management of a fleet of 14 Capesize and 12 Panamax vessels, increased to 47 Capesize vessels and 44 Panamax vessels in 2003.

## 2002

Coeclerici forms a joint venture with Ceres Hellenic Shipping Enterprises: the new company, Coeclerici Ceres Bulk Carriers, owns a fleet of 20 Capesize and Panamax ships.

## 2003

Coeclerici develops a strategy for withdrawing from the shipping sector so that the Group can concentrate resources and skills on logistics, as well as complete its coal management chain, culminating in the acquisition of its own mines.

## 2002

dACC Maritime Limited takes delivery of “DACC Tirreno” and “DACC Eggo”, the first two of the four Supramax bulk carriers ordered to the Japanese shipyard Oshima of Nagasaki.

## 2015

dACC Maritime Limited takes delivery of “DACC Adriatico” and “DACC Atlantico”, sister vessels of the two Supramax bulk carriers already delivered in 2015.
Mining

Trading
Logistics

Shipping
The Coeclerici Group meets the highest international safety standards for people and the environment, enhancing local communities everywhere the Group operates.
The primary objectives of our new “sustainable development” model are environmental protection and improving quality of life for the general population.

These essential choices help support economic growth and entrepreneurship, guaranteeing security and prosperity for future generations.

Well aware of its responsibilities as a global industrial leader, the Coeclerici Group has established the following initiatives:

- respect local cultures and support social and economic realities in countries where the Group operates;
- integrate and enhance local knowhow and expertise through ongoing training and specialization programs;
- apply the most rigorous international protection standards for worker safety and health, both for crews and for land-based workers, regardless of less demanding local regulations;
- develop advanced technologies and procedures aimed at reducing environmental risks across all stages of the raw material supply chain, from extraction at mine sites to inland and seaborne transport and logistics.

**Certifications and compliance**

- In 2011-2012, the two twin units “Bulk Zambesi” and “Bulk Limpopo”, built by Coeclerici to perform transshipment operations in Beira, Mozambique, were designed according to the highest environmental protection requirements and certified by major international organizations including IMO, MARPOL, IOPP and ISPP.
- In 2014, with the goal of maintaining and improving the high standard in health and safety, Coeclerici has established the HSE-Q department, in charge for health, safety, quality and environment. During the same year, the Group set up the process to obtain the BS OHSAS 18001:07 certification, which has been granted to the Group’s companies Coeclerici SpA and Coeclerici Mozambico SpA at the beginning of 2015.
- In 2016, the certification BS OHSAS 18001:07 has also been granted to the Group Indonesian companies PT Pelayaran Logistik Konversi Indonesia and PT Asian Bulk Logistics and their owned vessels.

Coeclerici is a committed partner in local environmental improvement and maintenance projects in Milan, Italy, where the Group’s headquarters are located.
When coal was first produced, the earth’s hot, humid climate favored the growth of large trees in vast regions across the planet. Over time, with help from fungi and bacteria, a huge amount of timber was turned into what we now know as coal, a high-yield, ready-to-use fuel.

Widespread availability, low energy costs, high employment, environmentally safe transport and handling, steady reduction in pollutant emissions and CO₂ during combustion… Welcome to the world of new Clean Coal technologies. Today coal is universally recognized as one of the major energy sources of the future.

CLEAN COAL, BLACK IS “GREEN”
the overall percentage of electricity generated using coal worldwide. Roughly 40% in Europe and approximately 50% in the US.

Widespread availability facilitates supply, reduces transport costs, and sidesteps the risks inherent to relying on politically unstable countries for energy supply.

Widely available different countries around the world possess coal reserves. Over 100 years monitoring worker health at an Italian coal-fired power plant with no disturbance or pathology detected. Study conducted by the University of Brescia. No pollution was found in the area surrounding the coal-fired plant.

the number of years we can continue to count on a reliable supply of coal. 160 years

The environmental impact in the event of an accident during transportation. Zero

Coal does not pollute the soil, is not flammable or explosive and if lost at sea it simply deposits harmlessly on the seabed. During handling operations, the availability of protection techniques makes it possible to reduce the spread of coal dust, even in the presence of strong atmospheric turbulence.

Coal employs more people within the energy industry, yet remains the most economically competitive source overall.

workers in a coal-fired energy industry compared to workers in a gas-fired energy industry at equal production levels. +300%
- **Milan**
Piazza Generale Armando Diaz, 7
20123 Milan – Italy
tel. +39 02 62 46 91
fax +39 02 62 46 97 03
www.coeclerici.com
e-mail: info@coeclerici.com

- **Amsterdam**
Singel 250, 1st Floor
1016 AB Amsterdam
The Netherlands
tel. +31 20 799 5626
e-mail: mhoward@coeclerici.com

- **Beijing**
Room 1002, AnLian Plaza, No. 38
Dongsanhu Road (North)
Chaoyang District
100026 Beijing – China
tel. +86 10 85 91 17 79
fax +86 10 85 91 12 88
e-mail: infochina@coeclerici.com

- **Bogotá**
Cra 12 No. 98-35 Of. 401
110221 Bogotá – Colombia
tel. +57 1 640 31 71
fax +57 1 622 70 03
e-mail: info.bogota@coeclerici.com

- **Brisbane**
Suite 13, Level 8, 320 Adelaide Street
4000 QLD Brisbane – Australia
tel. +61 7 3221 8060
fax +61 7 3010 9001
e-mail: ccbrisbane@coeclerici.com

- **Caracas**
Avenida Venezuela con Calle El Recreo
Edificio Torre America – Piso 6 Oficina 606
1050 Caracas – Venezuela
tel. +58 261 79 31 296
fax +58 261 79 33 576
e-mail: cccaracas@coeclerici.com

- **Jakarta**
Menara Karya 20 Floor Unit D
Jl. HR. Rasuna Said Block. X–5 Kav.1–2
12950 Jakarta – Indonesia
tel. +62 21 57 85 19 60
fax +62 21 57 85 19 59
e-mail: coeclericijakarta@coeclerici.com

- **Lugano**
Palazzo Mantegazza
Riva Paradiso 2
6900 Lugano Paradiso – Switzerland
tel. +41 91 68 29 591
fax +41 91 68 29 593
e-mail: cclugano@coeclerici.com

- **Moscow**
Mytnaya Str., 1, build. 1, 3rd floor
1190049 Moscow – Russia
tel. +7 499 23 76 892
fax +7 495 95 98 432
e-mail: ccmoscow@coeclerici.com

- **Mumbai**
106, Hallmark Business Plaza
Sant Dyaneshwar Marg Bandra (East)
400051 Mumbai – India
tel. +91 22 61 77 66 50
fax +91 22 61 77 66 51
e-mail: infoindia@coeclerici.com

- **Novokuznetsk**
35, Ordzhennikidze Street, Office 801
654007 Novokuznetsk – Russia
tel. +7 38 43 99 33 90
fax +7 38 43 99 33 91
e-mail: utenti_kisk@coeclerici.com

- **Singapore**
16-01 Shaw House Tower
350 Orchard Road
238868 Singapore
tel. +65 67 37 07 50
fax +65 67 33 05 58
e-mail: infocca@coeclerici.com

- **Sydney**
Suite 11, 11th Floor
100 Walker Street – North Sydney
NSW 2060 – Australia
tel. +61 2 94 60 25 80
fax +61 2 94 60 25 82
e-mail: ccsydney@coeclerici.com