One step upward!





### UNISHIPPING INTERNATIONAL

GROUP OF COMPANIES



### A note from the CEO

During the past decade the world has shifted from being a cluster of national economies to a global and interconnected market place, based on on-line import, export and distribution of products, services and information around the world. Business and markets are no longer confined to geographical and geopolitical borders, but are linked in a complex worldwide network. Companies have moved along with global business trends - from national firms they have turned into international and global corporations.

Transport and communication technologies have been leading the way in the processes of globalization. Globalization means a free flow of goods, people and information around the world and the transport and logistics industries have to facilitate it. Consequently, transport market has undergone fundamental changes and restructuring to answer, and to provoke, the new needs of the network digital economy.

The traditional forwarding company used to only move goods from point A to point B. The modern forwarding/ logistics service provider offers not only organizing the physical movement of goods, but also customer orientation, reliability, punctuality, flexibility, innovation, customer-tailored logistics solutions and comprehensive advanced logistics services, based on extensive know-how and world-wide logistics networks and resources.

Acknowledging the above global developments, Unishipping International has played along. Being deeply committed to our mission and vision, we are every day facing the challenges of the ever-changing market and fully embracing its opportunities for our customers, thus staying among the forefront companies on the market.

We constantly set ourselves higher and higher standards and strive to achieve them. Our highly qualified and motivated personnel recognizes that no transport solution is universal and readily employs personal dedication, company know-how and innovative ideas to design efficient and effective transport and logistics solutions that would meet any customer's needs and requirements.

Your logistics cares are our care and we take them personally!

# Company profile



Uniting shipping solutions for premium service

Unishipping International is a full logistics service provider with more than 13 years of experience in the ever-expanding and challenging transport and logistics industry. It provides a full range of forwarding and logistic solutions through its associated companies, all part of the Unishipping International Group: Unishipping International LTD, Uniport Co. Ltd., United Chartering Ltd. and Galerios Marine Ltd. Through hard work, professionalism, innovations and profound care for our customers, we have built up a solid reputation that is now associated with reliability, precision and personal touch and have established ourselves as one of the respected and renowned forwarders in Bulgaria.

Based in the port city of Varna, Unishipping International Ltd was established in 1993 as a small family business. Marching forward through the years, it expanded and has developed into a dynamic company, employing highly motivated and qualified personnel. Strategically located in the major ports (Varna and Bourgas sea ports and Rousse port on the Danube river) as well as Sofia airport, we constantly work to better serve the needs of our customers and partners.

President: Share Holders: Address:

Office phone numbers: Office fax number: Office telex number:

E-mail: Internet Web:

#### Services Portfolio:

Airfreight export/ import
Seafreight import/ export - FCL/ LCL
Land transport - road & rail
Logistics freight management
Project management
Door-to-Door and express deliveries
Cargo / Marine insurance services
Customs brokerage

Mr. George Belev Mr. Kalin Ribarov

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+ 359 - 52 - 606758 77290 USHING BG

info@unishipping.net www.unishipping.net

#### Memberships:

National Association of Bulgarian Forwarders (NSBS)
Bulgarian Chamber of Shipping,
Regional Association of Ship Brokers & Ships Agents
FIATA
World Cargo Alliance (WCA)
All World Shipping (AWS)
Advanced Professional Logistics Network (APLN)
China Global Logistics Network (CGLN)
Global Project Logistics Network (GPLN)
Atlas International Network
Adorno & Wyller Ltd

# Services profile

Unishipping International provides a wide network of transport services to and from the entire world by sea / air / land. Our cooperation with reliable agents and carriers, the personal touch, the rich experience in the field and the highly qualified personnel are just some of the factors through which we has established ourselves as one of the top forwarding firms in Bulgaria.

### Our staff

Our core

We, at Unishipping International, consider each employee a valuable asset. In order to provide the best transport and logistics services, our stakeholders must recognize us as highly responsible, reliable and precise when dealing with our employees, customers, partners and even competitors. Unishipping International strives to ensure that customers are being offered the most efficient and effective service through continuous employee training. Furthermore, each employee is being provided with all technology and knowledge necessary to provide a flawless and quality service.

# Our network in Bulgaria

Unishipping International has a total of four offices in Bulgaria, strategically located in the major ports (Varna and Bourgas sea ports and Rousse port on the Danube river) and Sofia airport to better serve the needs of our customers and partners

Headquarters: Varna

Offices: Sofia airport, Bourgas, Rousse



#### Mission statement:

To provide innovative, comprehensive, premium quality and competitive logistics solutions to our global customers and partners by employing our expertise, knowhow, personal dedication and global resources. In other words, to be attentive to our clients, to understand and care for their business and to be flexible in meeting their needs.

Your logistics cares are our care and we take them personally! Your success is therefore our success!

### Our vision:

We strive and aim to be your reliable logistic partner, providing customized logistics solutions and adding value to your supply chain, by implementing our innovative ideas, rich experience and personal approach. We will continue to increase the value of our service through enhancing its quality and closely studying customers' expectations and needs.

# Our strategic location Your gateway to the Balkans

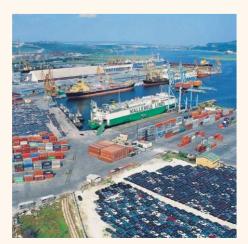




#### Varna as a transit hub

Bulgaria, located in the southeastern part of Europe, locked between the Black Sea and the Danube river, is a strategic crossing point of main East-West traffic to/from Asia and North-South traffic to/ from the Mediterranean and.





#### Varna in the past

Millesian Greeks founded the city that is nowadays known as Varna in the 6<sup>th</sup> Century BC and gave it the name Odessos. Quite soon it became one of the most important commercial centers along the Black Sea coast and the main import-export port of the Roman province Moesia. Throughout history, rule over Varna changed from Greek via Thracian to Roman through numerous wars and battles over the strategic location of the settlement. In 681 AD local tribes (Thracians, Slavs and Bulgars) joined forces to form the First Bulgarian Kingdom (681-1018) and Varna, situated close to the capital Preslav, became an important trade and transport hub. In 863 Bulgaria adopted Christianity, which boosted trade and the importance of Varna grew. During the Second Bulgarian Kingdom (1018-1185) Varna was the largest Bulgarian port. Its significance as a thriving centre of trade and a transport hub increased further under the reign of Ivan Asen II, who enhanced relations with the Catholic West, esp. with Genoa, Venice, Dubrovnik. After falling under Ottoman domination in 1396, it continued to grow in importance and was the biggest Black sea port of the Ottoman empire. Ever since gaining its independence in 1876 Bulgaria, and its main port Varna, has played a crucial role as the basic trade industrial center and sea gateway to the Balkans.

#### Varna todav

Due to its strategic location Bulgaria has always played an important role in international trade and perfectly serves transshipment and feedering purposes. Varna is the best port for transshipping cargo destined to Serbia, Macedonia, Kosovo and all CIS countries.

#### Varna port - terminals

- Port **Varna-East** Specialises in handling general cargo, grain in bulk, and fertilizers in bags. Container terminal operated. Ro-ro vessels also handled.
- Port **Varna-West** Situated 30km west of the city of Varna. Specializes in handling bulks (coal, phosphorite, ores, chemicals, sugar, cement). Container terminal operated.
- Port **Balchik** Situated 45km north of the city of Varna. Cargo handled include grain, timber and cattle.
- **Lesport** Situated 11km west of Varna. Specialises in handling timber and livestock.
- Rail Ferry Terminal situated near Varna

#### Private Warves in the area are:

- Power Station specializes in coal handling
- Oil Terminal specializes in crude oil, oil products and molasses.

### Major container lines which call Varna ports are:

Maersk Sea Land, MSC, Hapag-Lloyd, CMN, Italia Marittima, CMA-CGM, Evergreen, Senator Lines, Hanjin, NYK, UASC, K-Line, COSCO, China Shipping, Norasia, ZIM Line, Hamburg Sued, APL, MCL, BULCON, etc.

Ship it anywhere!



# Sea Freight

Among the list of services we provide are regular weekly FCL shipments, consolidation, conventional shipping, cargo handling by Ro-Ro vessel.

# FCL/LCL exports/imports

We enjoy long-standing and good relationships with all steamship lines calling Bulgaria and we will move your cargo anywhere in the world at reasonable cost. No matter if you have a single shipment, door-to-door delivery or need to find a complex logistic solution, you can trust that we will find the best possible option and deliver your cargo to final destination safe and on-time. Most of our traffic is directed to/ from North America and Indo-China, however we do not confine ourselves to those destinations only.

We also handle LCL imports/ exports, even though at present there's no direct LCL service to/ from Bulgaria. Through its wide network of partners and agents, our highly qualified staff from the LCL department will organize your LCL shipment via Istanbul, Piraeus or European ports.

Through our constant equipment control and computerized documentation process we ensure that our service will exceed your expectations and requirements. No hassle for you! We also offer to our customers supplementary services as customs clearance, cargo surveys, loading containers/ trucks, stripping/ stuffing, etc.

### Ship brokerage and chartering

We are serving the Far East, Mediterranean, Black Sea, the Danube River, and world wide vessels of DWT from 1,000 up to 20,000 also sea-river vessels, project, heavy-lift and IMO cargoes. In addition, we offer dry cargo chartering and time-chartering

Unishipping International has a rich experience in this demanding field and employs a team of qualified experts to ensure the proper handling of project cargo on the largest scale, from ex-factory to job site. We have finalized the successful transportation of a great many renowned difficult projects and can secure all the necessary special equipment for the reliable shipment of cargoes of the most extreme tonnage and dimensions. For the last year we have chartered 10 vessels between 2 and 3,000 tons, supplying heavy lift project cargoes to the countries of East and West coasts of Africa and the East coast of South America.



# Port agency service

During the past 13 years we have provided port agency service to more than 300 ships, varying in size (from 150 to 15 000 GT) as well as in purpose (general cargo vessels and passenger vessels). We serve all major Bulgarian sea ports - Port of Varna (Lesport, East and West terminals), Bourgas (East and West terminals), Balchick, Nessebar. A proof of our professionalism are our long-standing contracts with ship-owners, among which an exclusive contract with V Ships Leisure/ Monaco.

We are distinguished in every aspect of agency services - from organizing stevedoring, tallying and supervision, container control, local transportation and cargo handling to quality /quantity control and certifying, shipchandler and bunkering, lashing, securing, dunnaging and tally services, warehousing and stevedoring. Our key goal - to reduce costs for our principals, while providing quality service at the same time (ISO 9001:2000 certified).



# A long standing tradition and expertise



# Land transportation - road

Road transportation provides fast, flexible and reliable cargo delivery to clients. We have built strong partnerships with the leading road operators and that allows us to guarantee a high quality of road transportation at competitive rates and punctual fulfillment of delivery schedule up to the place of destination. Our company provides cargo transportation by all road modes of transport including auto-vans, trucks with attached GEN-sets, low-boys, specialized equipment. We operate a fleet of more than 150 vehicles, among which standard, tent and mega trailers, reefers, liquid tank trailers. We can deliver any cargo, even dangerous goods (as per ADR), chemicals and temperature sensitive goods (esp. food stuffs).

Main destinations are European countries and Scandinavia. We are highly specialized in transporting from Europe to Caucasian countries (Georgia, Armenia, Azerbaijan), Moldova, Ukraine and Russia

# Land transportation - railway

Railway cargo haulage is one of the most economical ways of transportation, especially for substantial cargo volumes. Unishipping International Ltd. has a solid experience in the organization and performing transport of any kind of cargo. Highly qualified specialists from our company will carry out the whole range of operations for you to unload and reload (if necessary) your cargoes onto railway transport, and will ensure their shipment to the place of destination according to the fixed schedule. Main destinations are CIS countries and Middle East.



# Heavy industry - Light work

Unishipping International Ltd offers a comprehensive package of project solutions for national and international projects, including crane and barge operations, land transportation, warehousing, storage and distribution services, shipping and chartering as well as customs clearance and associated services.

Wherever heavy and oversized cargo is being moved, we are there to offer a turnkey project service. We provide complete delivery of bulky, heavy and oversized project cargo all over the world. Complex projects are successfully managed with extensive know-how and personal dedication. Transport solutions are designed exclusively for each and every customer, taking into account the specifics and special requirements of each project.

Unishipping International Ltd's close cooperation with the most experienced project specialists all over the world guarantees us, and respectively our customers, a profound knowledge of local conditions everywhere.



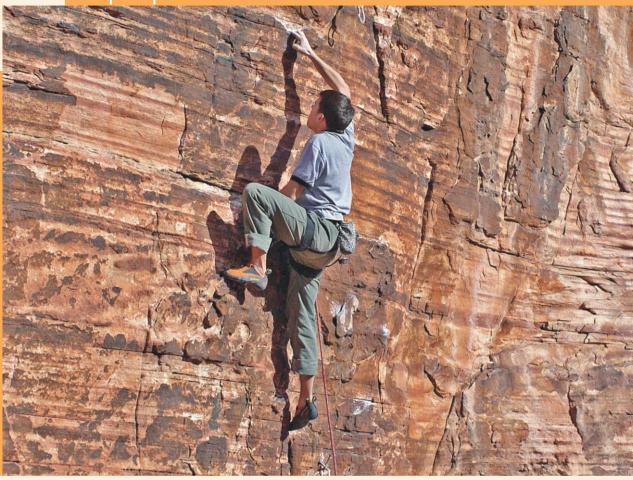
# We fly the world!



# Airfreight

Unishipping International Ltd. offers worldwide air freight services through its wide network of international agents. Customers profit from air freight services specially and precisely tailored to their needs for each and every shipment. Whether it is direct flights with reserved cargo capacity and constant supervision, regularly consolidated air-cargo shipments, you can count on us to fulfill all your requirements and to exceed your expectations for quality service. Our team of air freight professionals will work with you from planning to delivery. Every detail of collection and delivery is closely monitored and we deliver your goods safe and fast. You can choose between airport-to-airport or door-to-door (road-air-road) delivery at competitive rates. We will customs clear your cargo and store it upon your request. In other words, we offer our clients time-sensitive solutions for their specific needs, regardless of origin, destination and payload.

One step upward



#### ISO 9001:2000 Certified

Through years of dedicated service we have acclaimed a Quality Management Systems Certificate DIN EN ISO 9001:2000 from Germanischer Lloyd Certification. We believe and have always believed in maintaining high quality standards. We stress on customer service and satisfaction and incorporate continuous improvements within the organization to better suit our customers. Because your success is our success.

# Supervision of cargo operations

Industrial project cargoes, heavy lifts and oversized goods, due to their nature and value, are subject to special attention and time-sensitive transport design. To ensure that each and every stage of transport is carried out precisely and without interruptions, Unishipping International Ltd offers personal supervision during the cargo operations throughout the transport chain. We can and will supervise loading and/ or unloading, photo coverage and videotaping, safeguarding cargo documentation and timely reporting upon customer request.

# The simple way

# Customs clearance and brokerage

Unishipping International Ltd is a certified Customs House Broker (License No. 82-3). Our knowledge of worldwide customs regulations and expertise in customs documentation guarantees the prompt expedition and clearance of goods from the port. Our in-house licensed brokers ensure that goods are correctly classified for proper duty payments. Our import specialists provide customers with complete Bulgarian customs clearance for air, ocean and overland shipments, arriving anywhere in the country.







# Your cargo is safe with us

# Insurance brokerage

We offer a unique INSURANCE BROKERAGE service covering wide range of marine and non-marine risks. Easy-to-use, prompt certification and 24-hours customer support via a detailed, user friendly web-site. Furthermore, each insurance program is tailor-made to suit our clients and draws on a long-standing relationships with major European and Lloyd's Underwriters and Brokers.

- worldwide cover
- competitive premiums
- cover for the entire transport chain



# CERTIFICATE

The Germanischer Lloyd Certification GmbH, 20459 Hamburg, herewith certifies that the company

#### **UNISHIPPING INTERNATIONAL Ltd.**

25, Tzar Simeon I Str., 5th floor, BG-9000 Varna

has established and maintains a Quality Management System relevant for

General and Project forwarding.
Ship brokerage.
Port agency.
Custom agency.
NVOCC.

Germanischer Lloyd Certification GmbH has audited the company. Evidence was provided that the Quality Management System fulfills the requirements of the following standard:

#### **DIN EN ISO 9001:2000**

The validity of this certificate is subject to the company applying and maintaining its Quality Management System in accordance with the standard indicated. This will be monitored by Germanischer Lloyd Certification GmbH.

The certificate is valid until July 15, 2008 Hamburg, July 15, 2005

Certificate No. QS-3533 HH

Deutscher Akkreditierungs Rat

TGA-ZM-07-91-00

(C. P. Meenke)

(K. - P. Schröder)

Germanischer Lloyd

# We have handled the following industrial projects:









#### Boliarka JSC

LS International Cargo GmbH - Project from Bulgarian Danube Port Rousse East to Veliko Turnovo, Bulgaria (January 2006):

6 x Brewery Tanks; each with dimensions 15,75 x 3,84 x 15,75 m; 9400 kgs each









#### Cargill Oil Russia Inc

Project from Varna, Bulgaria, to Cargill Oil Russia Inc delivery of 4 x boilers, each with dimensions 7,21 x 3,65 x 3,89 m; 32000 kgs;

2 trucks to Voronezh, Russia (Globalink Logistics Group) - February 2006

2 trucks to Donetsk and Kakhovka (Ukraine Transport & Project Logistics (T P L) - December 2005, May 2006









### Motor Oil Hellas Corinth Refineries S.A

DHL Danzas Air & Ocean - Project From Haskovo, Bulgaria to Motor Oil Hellas Corinth Refineries S.A.in Greece:

1 x cracking tower by rail (dimensions 19,13 x 2,66 2,58 m; 13700 kgs) 4 x cracking towers by road with dimensions (1/24,55 x 3,82 4,28 m - 32000 kgs; 2/29,23 x 4,19 4,42 m - 40750 kgs; 3/24,98 x 2,88 3,07 m - 26500 kgs; 4/27,41 x 4,09 4,39 m - 44000 kgs)

# We have handled the following industrial projects:









#### Cumerio Med JSC:

Cumerio Med JSC Poject From Budapest To Pirdop, Bulgaria via Bulgarian Danube port Lom (August 2005):

1 Start-up heater with dimensions 21,16  $\times$  5,30  $\times$  4,71 m; 51981 kgs. Discharge with 200ton mobile crane at Port of Lom (ship to truck) and road transport from Lom to Pirdop.









#### Holsim

Holsim Bulgaria - Delivery for renovations of Cement plant by road from Varna to Beli Izvor (September 2005 April 2006):

2 pieces in one truck - max dimesnions: 7,20 4,08 3,04m; 8000 kgs 2 pieces in one truck - max dimensions: 5,55 4,27 4,27 m; 2400 kgs + 6,61 4,76 2,85 m; 3600 kgs.

2 pieces in one truck max dimensions: 7,66 4,40 4,25 m; 5500 kgs + 3,70 3,70 2,00 m; 2500 kgs.

2 pieces in one truck max dimensions: 12,06 4,52 4,52 m;12610 kgs









#### **Lukoil Neftohim Refinery**

Danzas Intercontinental SPA Project from Bourgas Port to LUKOIL Neftohim Refinery (October 2002, April 2003)

4 drums (each 7,00 x 3,80 x 3,80m; 6500 kg and 10000kg)

1 column (20,00 x 4,00 x 4,00 m; 32000kg); 1 column (20,00 x 4,00 x 4,00 m; 32000kg)

3 cases (4,00 x 4,00 x 1,00; 3000kg each); 2 drums (9,00 x 4,80 x 4,80 m; 13000kg);











Stomana Pernik Ltd

SAGA ITALIA SPA Project from Bourgas Port to Pernik, Bulgaria, total of 245606 kgs transported, biggest units as follows: (April 2003) 6 x scrap buckets dimensions 6,80 x 6,15 x 3,40 m; 19500 kg each 12 x scrap buckets dimensions 6,20 x 3,35 x 3,80 m; 9500 kg each









 $\mathsf{VHL}$ 

VERTOL SYSTEM CO. INC. USA Project 3 helicopters + 1 aircraft from Port of Varna to Savannah (January 2003) Helicopters, each with dimensions 9 x 2,20 x 4 m; weight 7350 kg









#### Cumerio Med JSC

and delivery by to Radnevo.

Cumerio Med JSC Lehnkehring Progect and Logistics GmbH project for delivery of 3 mill bodies and a frame from Rotterdam to Radnevo, Bulgaria, via Bulgarian Danube port Rousse (May 2006):

3 mill bodies, each with dimensions 11,35 x 4,03 x 4,30m and weight 65150 kg unloading from vessel with a floating crane at Rousse port

