



Durban  

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Bunkering

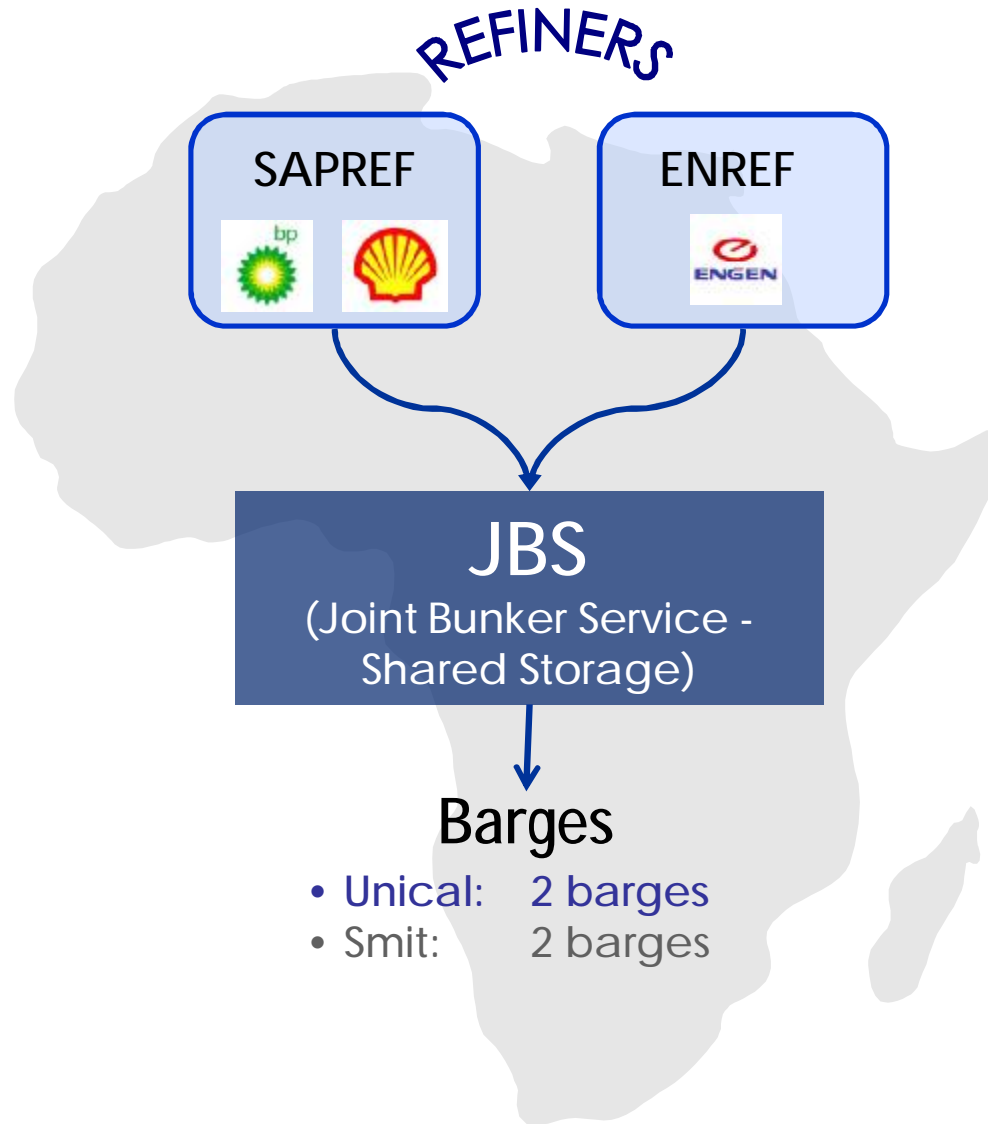
## Port Information

- ❗ The port of Durban handles the greatest volume of sea-going traffic of any port in southern Africa.
- ❗ Cargo handled during the fiscal year 2009/10 amounted to 72,000,000 tonnes, which included oil and petroleum products and containers.
- ❗ In 2010, the Port of Durban handled a total of 4,200 sea-going ships with a gross tonnage of 108,000,000 or about 40% of the ships calling at all South African ports.
- ❗ Every conceivable type of vessel calls at Durban, dominated by container, dry bulk and tanker vessels.



Supply infrastructure

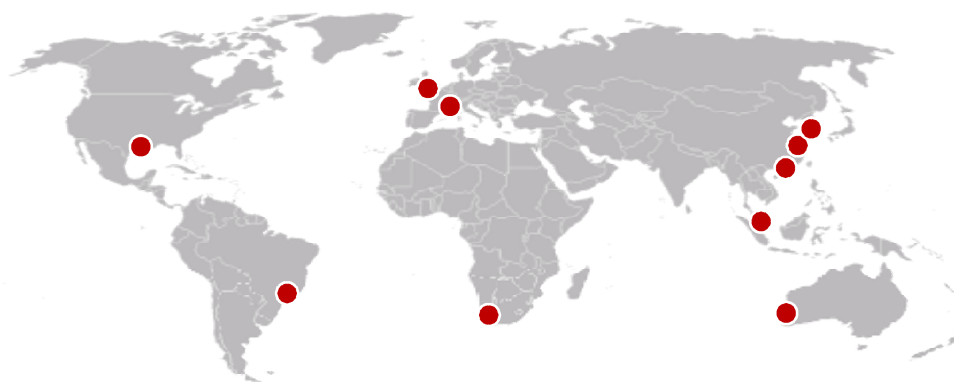
Durban








## The Cockett Marine Group

### Key Facts

- } Est. 1978 to provide an independent specialist marine fuel service to the shipping industry.
- } As our customer base has increased, so has our purchasing power, providing a strong negotiating position whilst representing clients.
- } Firmly established as market leaders and one of the most highly regarded and respected value-added marine fuel providers in the industry.
- } A direct presence in major and upcoming markets via numerous offices strategically located around the globe.



-  **Cockett Marine Oil Ltd** (Head Office)
-  Cockett Marine South Africa (Pty) Ltd
-  Cockett Marine Oil Ltd Southern Europe, Cannes
-  Cockett Marine Oil South America Ltd, Rio de Janeiro
-  Cockett Marine Oil (Asia) Pte Ltd, Singapore
-  Cockett Marine Oil (Asia) Pte Ltd, Shanghai
-  Cockett Marine Oil (Asia) Pte Ltd, Korea
-  Cockett Marine Oil (Asia) Pte Ltd, Hong Kong
-  Cockett Marine Oil Australia Pty Ltd, Perth
-  Cockett Marine Oil Houston



Bunker Barges



### Southern Venture

Capacity: 3,800mt FO / MDO / MGO

Pump rate: 1000 / 100mt per hour

- 4 Barging fee at \$9.90/mt
- 4 Priority bunker delivery service
- 4 Internally co-ordinated full supply-chain management under Grindrod umbrella.

### Fumana

Capacity: 3,800mt FO / MDO / MGO

Pump rate: 700mt / 150mt per hour

Agency and Marine Services

Cockett Marine Oil package includes Grindrod agency services

4 Cockett package – all in one



Mitchell Cotts Maritime



Voigt Shipping



King & Sons



Grindrod Marine Services (ex-Unilog)



Eyethu

## GMS

GRINDROD MARINE SERVICES is an ISO 9001-2000 accredited world-class marine services company, operating from offices in Durban and Cape Town, South Africa's two major ports. As a division of Grindrod Limited, it is able to offer a complete logistics solution:

### n Services

- } Procurement – both industrial and marine
- } Ship Repairs
- } Life raft stores
- } Dry Docking
- } International sourcing, importing and customs clearance of equipment
- } Ultrasonic cleaning for lube oil filters, fuel filters and intercoolers
- } Supply of marine lubricants
- } Provision Suppliers



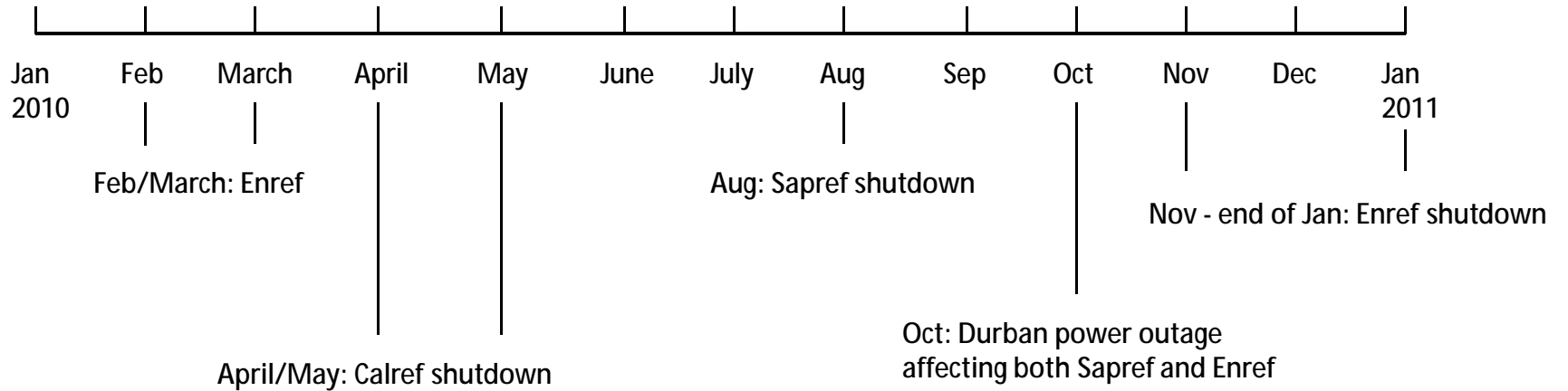
## Supply Dynamics

- 4 Volatile IFO avails. Ongoing refinery problems and maintenance breaks.
- 4 Only 180 cSt RMF 180 available, due to product heating constraints.
- 4 Inside port at directed cargo or bunker berths, for barge delivery only.
- 4 Outside harbour not possible, due to heavy swell.
- 4 Vessels often queue, as only 3 dedicated bunker berths, so delays a major issue.
- 4 Availability outages on short notice – prolonged dry spot market.
- 4 Liners and cruise ships take priority followed by other vessels working cargo.
- 4 Max draft 12m.



Supply Dynamics

### 4 Refinery Problems in 2010/2011

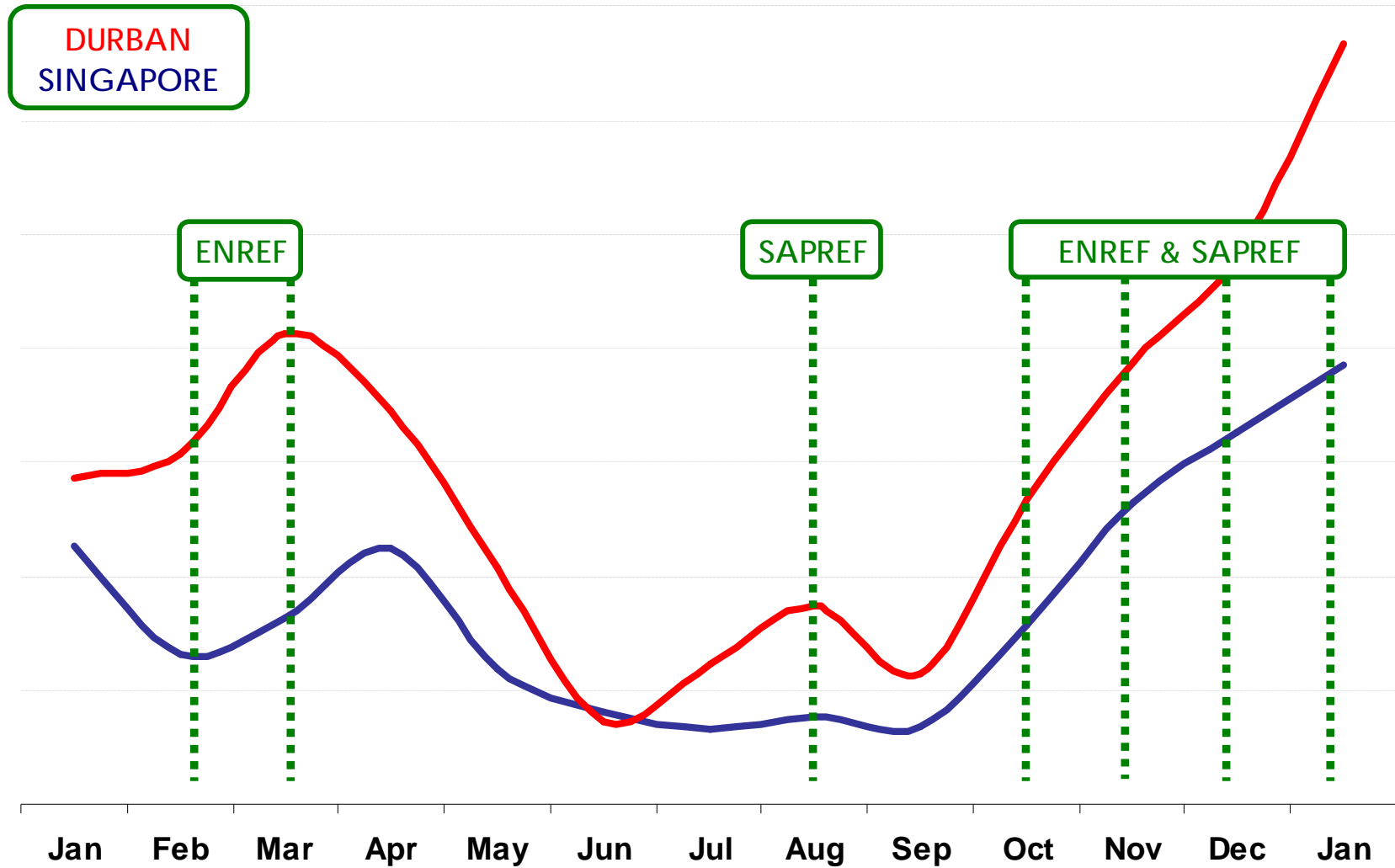


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Refinery Problems - Pricing (2010)

Durban



## Demand Dynamics

- 4 Bunkers only calls increasing due to piracy.
- 4 Daily delivery limitations, typically 5 vessels per barge per day.
- 4 Long waiting time – at times there have been up to 50 vessels waiting causing up to 2 weeks backlog.
- 4 Additional delays due to erratic weather and other vessel receiving rates.
- 4 No dedicated bunkers only berth.
- 4 Supply in-port ex-barge only.



## Pricing Solutions

### n Fixed Forward

- } Secure a specified volume per month at a fixed price for delivery in future months.

### n Average of the Month

- } Buy a specified volume at an average of Platts pricing for the given month of supply, plus premium.

(MOPS or Durban BunkerWire possible options)

### n Tailor Made

- } Secured avails with bespoke pricing solutions.

### n Spot Pricing

- } Nominate individual stems at prevailing market prices *subject to avails*.

Africa

- Bunker supply in West & East African ports, where infrastructure is poor, is unreliable and better delivered offshore.
- Over 20 specialised supply tankers with pumping rates averaging 300mtph operate West Africa from Off-Mauritania to Off-Namibia.
- Our delivery options include: Dakar, Sierre Leone, Guinea, Abidjan, Tema, Lome, Nigeria, Gulf of Guinea, Cameroon, Equatorial Guinea, Gabon, Congo, Namibia, Angola, Kenya, Mozambique & Madagascar.
- ISO specs and LSFO available subject to inquiry.
- Whatever your African bunker requirements may be, offshore or in-port, our local experts are always at your service for your full range of bunkering services across the continent.

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## Summary

### n True 'One Stop Shop' provided by the Grindrod Group:

- } Guaranteed supply in an uncertain market.
- } Creative pricing solutions.
- } Risk-management: opportunity to take volatility out of prices.
- } Competitive agency packages available (Voigt, Mitchell Cotts, King and Sons).
- } Prioritised 'front-of-queue' delivery through Unical/Cockett bunker barges.
- } Total control of supply chain via group personnel from initial bunker quotation through to stamping of BDR.
- } Local office to oversee operations and ensure smooth delivery.



Thank  
You!