



1 Company Profile C. Steinweg Oman LLC

1.1 Introduction

CSO is part of the C. Steinweg Group, a globally operating service provider in the fields of stevedoring, storage, chartering, forwarding, ownership transfers, and other related logistics services; located in around 60 countries worldwide. The organization is well recognized and respected by parties involved in the global commodity trade business, including traders, banks, insurance companies, etc.

CSO was established in Oman early 2004 and was awarded the concession for all dry-bulk, break-bulk, Project Cargo Ro-Ro operations in the Port of Sohar. Furthermore, we offer a (bonded) warehouse and operate a large-scale container stuffing and stripping operation, transport, booking of sea-freight and other services. Since then, we have developed as a logistics service provider known for its high standards, professionalism and continuous drive to improve and provide premium service. We operate 24 hours a day, 365 days a year.

CSO excels in providing complex logistics solutions, using a dedicated team consisting of a well-balanced number of experts from Oman as well as experts from all over the world. Our goal is always to strive for the most fitting overall logistics solution for our clients, tailored to their needs.

1.2 Experience

1.2.1 Stevedoring

Discharging and loading liner and charter vessels is the core activity of CSO. We operate 4 berths with a water depth of 16 meters and have access to a neighbouring 5th berth on a case to case basis, if required.

CSO is specialized in handling commodities such as general cargoes, base metal, steel (including plates, coils, rebar, angles, wire rods, etc.), dry bulk cargoes (incl. steel feedstock), plastics, minerals, forest products, automotive, project cargoes, etcetera. In different kind of packaging. We discharge and load multi-purpose vessels, RoRo carriers, barges, break bulk and bulk vessels with experienced gangs in the most efficient and professional way.

Our mobile port cranes portfolio consists of 6 Mobile Harbour Cranes, whereby the latest crane arrived in August 2023.

1.2.2 Warehousing

CSO can offer both open, uncovered warehousing as well as covered, bonded warehousing. Our terminal consists of about 73 hectares, on which we offer a 5,000 m² covered warehouse on the terminal premises for both bonded and non-bonded storage. The warehouse, as well as the entire terminal, is equipped with CCTV for 24/7 surveillance.



1.2.3 Container Freight Station (CFS)

CSO is well-experienced in the handling of containerized cargoes and offers a grand variety of services connected to this activity. CSO provides transport from/to the Sohar Container Terminal, highly efficient stripping and stuffing services, cross docking, re-bagging, labelling, and other value-adding services.

1.2.4 Forwarding

As extension of its core business, C. Steinweg Oman LLC is able to offer custom brokerage (via our local custom broker), local transport, as well as seafreight when it comes to container shipments.

Location

CSO is located with direct access the Gulf of Oman, and near to the Sohar container terminal (about 3 km away by road)





1.3 Global Coverage

The C. Steinweg Group operates an extensive network of offices worldwide, strategically located on gateways around the globe. New locations are frequently added.

Americas	Europe	Europe	Middle East / India / Asia	Africa
Mexico Mexico City	Belgium Antwerp	Poland Gdansk Gdynia	United Arab Emirates Dubai	Egypt Alexandria
USA Baltimore Houston	Croatia Rijeka	Katowice – Gliwice Swinoujscie Szczecin Warsaw	Oman Sohar	Eswatini Matsapha
Brazil Sao Paulo	Czech Republic Prague	Portugal Coimbra	India Kadi Mumbai (Nhava Sheva) Mundra (Adani Port) Rajkot Chennai VISAKHAPATIN GONDAL URAN BHIWANDI BANGALORE RAIPUR KOLKATA BARABANKI	Ivory Coast Abidjan San Pedro
Chile Santiago de Chile	Denmark Gothenburg	Romania Constanta	China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Kenya Nairobi Mombasa
Ecuador Guayaquil	France Bordeaux Marseille	Sweden Gothenburg Helsingburg	China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	La Réunion
Peru Lima	Germany Duisburg/Moers Hamburg	Turkey Ambarli Gebze Gemlik Iskenderun Istanbul Izmir Mersin	China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Madagascar Antananarivo
Uruguay Montevideo	Greece Thessaloniki	United Kingdom Belfast Felixstowe Liverpool London	China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Malawi Blantyre Lilongwe
	Italy Genoa Livorno Ravenna Salerno Trieste	Serbia Beograd	China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Marocco Casablanca
	Montenegro Bar	Slovenia Koper	China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Mozambique Beira Maputo Nacala Pemba Tete
	Netherlands Amsterdam Moerdijk Rotterdam	Spain Algeciras Valencia Bilbao Barcelona Villagarcia La Coruña Vigo	China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Namibia Walvis Bay
	Norway Gothenburg		China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	South Africa Cape Town Durban Durban (Blue Oceans Maritime) Johannesburg Johannesburg Logistics Musina (Beitbridge) Gqeberha Amanzimtoti Richards Bay Paarl Komatipoort Pomona Groblers Bridge
			China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Tanzania Dar es Salaam
			China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Zambia Lusaka Ndola
			China Guangzhou Hong Kong Lianyungang Ningbo Shanghai Waigaoqiao Shanghai Yangshan Tianjin (Metals) Shanghai (Chemicals) Tianjin (Chemicals) Qingdao	Zimbabwe Harare



2 CSO resource availability & Omanization

2.1 Staff

CSO employs around 550 highly skilled people, many of which have more than 10 years of experience. We have achieved the target percentage of 24% Omanization for 2023 in all professions. We currently have an Omanization rate of 63.7%.

2.2 Equipment

CSO's specialized equipment is modern, certified and maintained as per the highest standards to ensure that CSO can provide reliable services to their clients. This includes several reach stackers, forklifts ranging from 3 MT up to 42 MT, trucks, containers and trailers. All equipment is registered and managed using our Fleet Management system, in order to improve the safety, compliance and performance of our operations. Our lifting gear is regularly checked by a certified expert.

2.3 Terminal Operating system

CSO uses MTN, a fully automated Terminal Operating System, to register all cargoes and activities taking place on our premises. Our staff is trained to use hardware (e.g scanners and tablets) for registration purposes in our own system, as well as in the inventory systems of our respected clients if needed. Inventory reports can be automatically shared with clients upon request.

2.4 Reliability & Business Continuity

CSO's specialized equipment is modern, certified and maintained as per the highest standards to ensure that CSO can provide reliable services to their clients. CSO employs around 550 highly skilled people, many of which have more than 10 years of experience. Our resource availability allows us to operate reliable on a 24/7 basis, 365 days a year.

We are ISO certified on Quality Management System (ISO 9001) and are in the final steps of getting ISO certified for Business Continuity Management System (ISO 22301), Health and Safety Management System (ISO 45001), and Information Security Management System (ISO 27001).

2.5 Ownership transfers

CSO is not involved in any business dealings other than managing the logistical flows of our customers. This means, that we have no other interest in the handling of cargoes to ensure the best logistical solution based upon our experience and reliability that will benefit our clients.

This position also supports our clients in their business transactions with their customers. CSO is internationally recognized as a trustworthy party acting as an independent custodian that can facilitate the process of transfer, or transition of ownership. Upon the Seller's instruction, CSO will release the cargoes to the counterparty, being the Buyer. This can be applied, for the cargoes after arrival in the CSO warehouse. This reduces not only counterparty credit risk, it also would allow clients to fund and/or organize their business in the most efficient manner.



3 Health, Safety, Environment

3.1 HSSE department

As a global service provider and operator, we are committed to manage our operations in a way that complies with all relevant health and safety legislation & standards, while aiming to optimize efficiency.

CSO has an HSSE department, with the manager being part of the CSO management team. Our HSSE manager and HSE team leader are active members of the SIPC HSSE committee.

The employees of this department are educated and trained in order to keep knowledge up to the highest standards. Knowledge is continuously and on a day-to-day bases transferred to other employees within the company via (amongst others) safety inductions, toolbox talks, shift handovers, trainings, courses, educative videos and circulars and incident evaluations.

3.2 Incident management application

In case of incidents, CSO follows a reporting incident management process, with the use of an incident management application (EXB). The EXB application uses 4 incident classifications: personal injury, damage, near miss and non-conformity. The root cause for such incidents is investigated and if required risk mitigating factors are implemented based on the investigation.

3.3 Occupational health and safety (OH&S) management system / ISO 45001:2018 certification

The current HSE management system is approved Ministry of labour. CSO is ISO 9001:2015 certified, and has commenced preparation for the ISO 45001:2018 certification.

4 Certificates and Accreditations

CSO is certified according to **ISO 9001:2015** standards by Bureau Veritas



CSO is currently preparing for additional HSE ISO certification (ISO 45001:2018).

Further certification includes:

- A. The International Ship and Port Facility Security (**ISPS**)
- B. Crisis Management Simulation (yearly) with regard to Business Continuity Management (**BCM**)
- C. Joint Supplier Registration System – Oman (**JSRS**)



5 Subcontractor Management

5.1 General

In principle CSO executes road transportation services with internal resources in combination with reliable preferred supplier(s) to secure reliability and efficiency. Subcontractors of CSO have a supplier agreement with CSO; they work with the necessary working permits as per local law and regulations, have needed insurances and operate qualified equipment.

5.2 Trucking equipment

Only trailers, tractor units and other equipment, which are approved by CSO QHSES personnel, are allowed to be mobilized by our subcontractors.

5.3 Notifications

The correct and timely communication of all relevant information by subcontractors to CSO (delivery status, reference numbers, departure and arrival, etc.) is mandatory.

The subcontractor communicates information on the status of the consignment on request, or as agreed. CSO is notified of any delays in the transportation process (if any). Regardless of the root cause or responsibility, the subcontractor must immediately notify CSO of any damage, loss of goods, delays and/or other irregularities, as well as the corrective actions taken.

5.4 Liability / Insurance

All subcontractors of CSO have the needed insurance to cover risks assumed under a contract. Proof of valid insurance (e.g. employer's liability insurance, etc.) is presented annually to CSO.