



# CHINASUN

YOUR 'ONE-STOP' RESOURCE BASE FOR CREWING SOLUTIONS



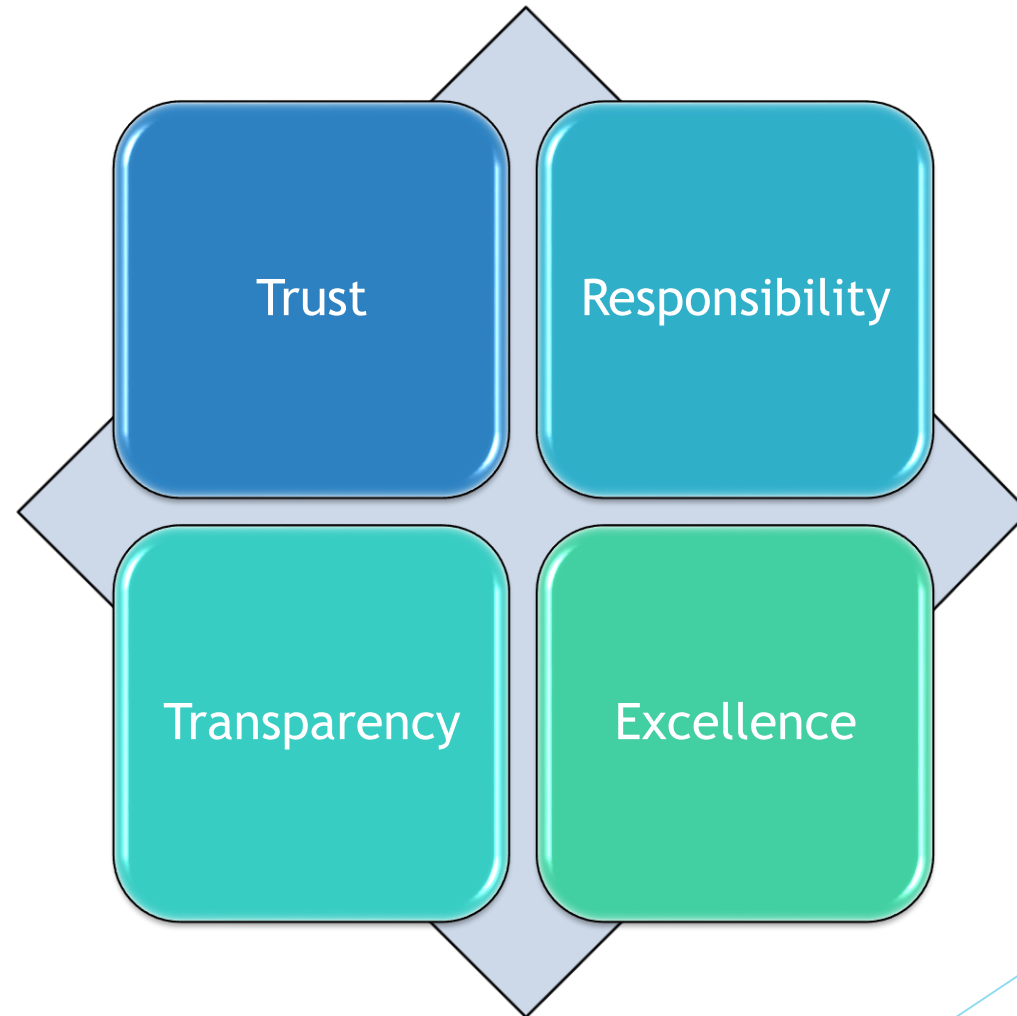




# The Company

- ▶ **Shandong Chinasun International Crew Management Company**, part of the Chinasun Group, is a crew management company, headquartered in Qingdao.
- ▶ It has a shore-based team of 60 members including 15 experienced port captains and engineers.
- ▶ **Chinasun** has a crew pool of over 6000 seafarers.
- ▶ Providing crew management services for 60 ships including 13 gas tankers, 11 oil tankers and 36 bulk carriers,
- ▶ Over 1200 seafarers currently deployed onboard.

# Core Values

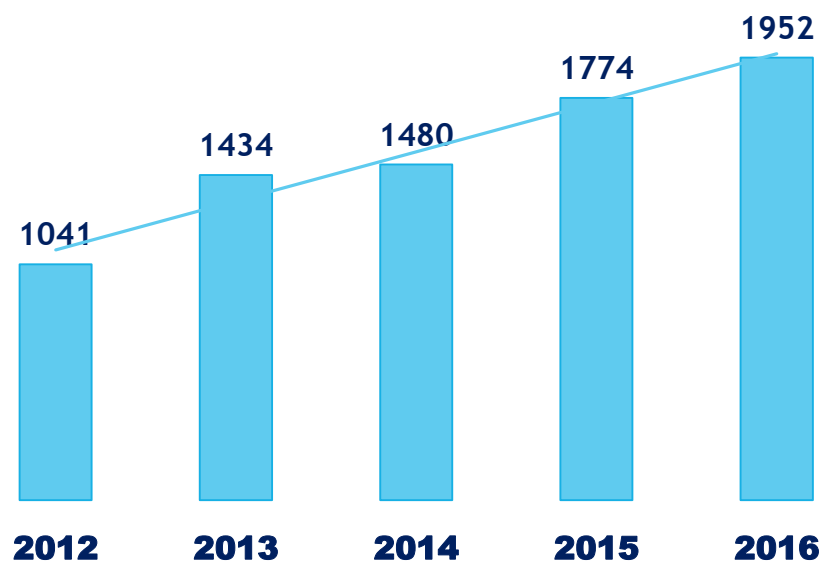


# Key Customers

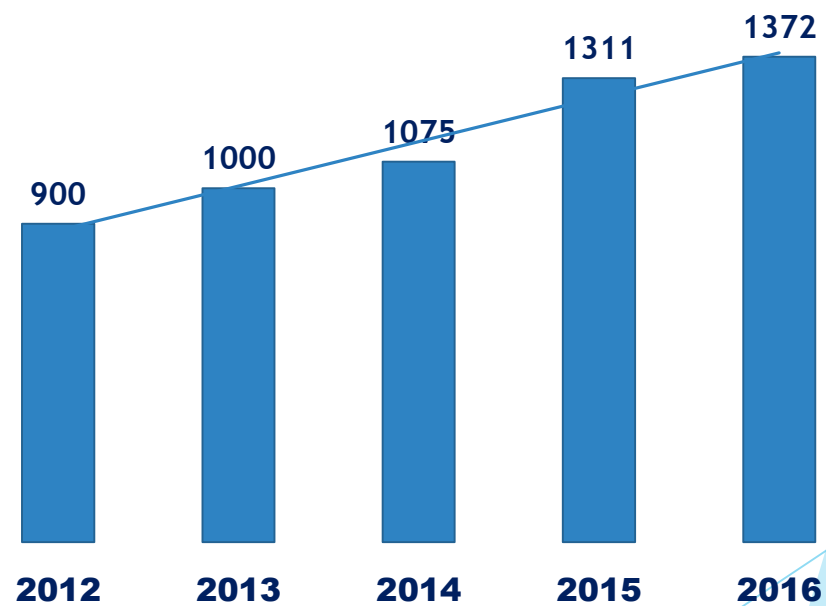


# Steady Growth in Seafarers

Deployed (per year)



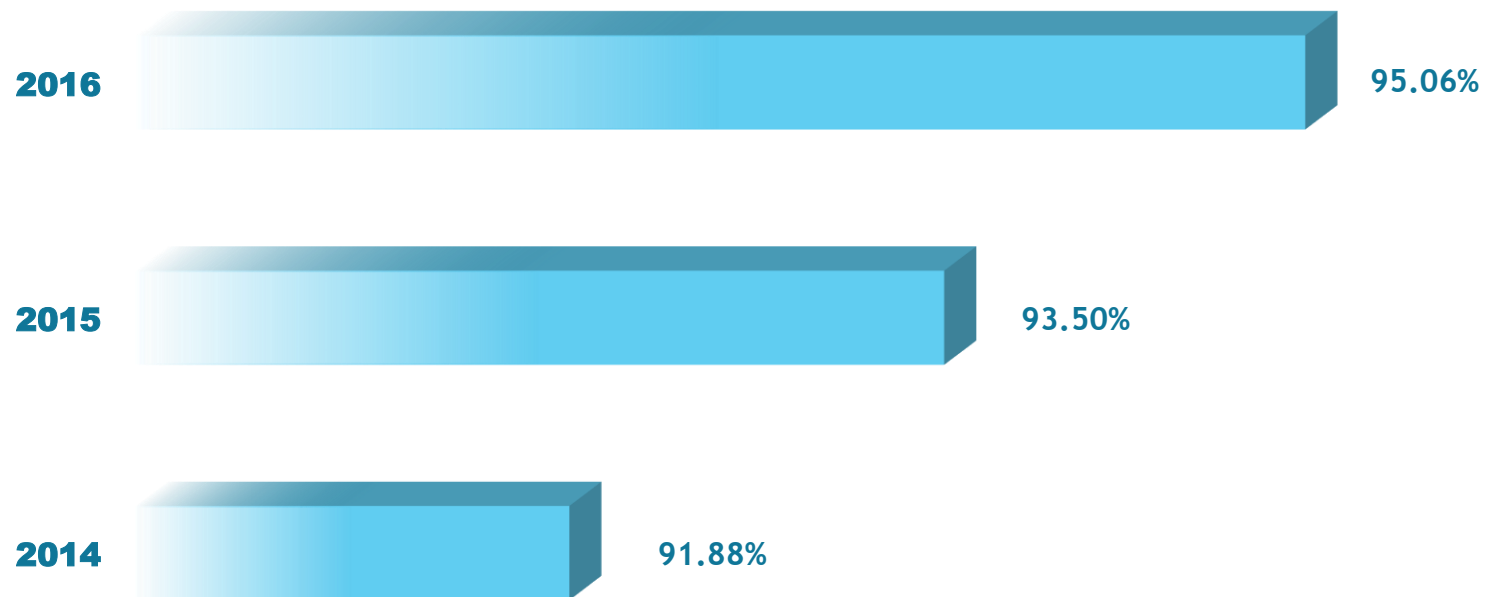
Onboard (Year End)



# Key Strengths

- ▶ One of the highest spend on **training** per crew, amongst crew management companies in China.
- ▶ **Ground up selection, supervised capability development and managed carrier progression.**
- ▶ **Large recruitment network.** Excellent screening processes.
- ▶ **Integrated training facilities** in joint venture with Shandong Jiaotong University.
- ▶ **Knowledge pool** consists of multiple vessel types including dedicated tanker and LPG hands.
- ▶ Highly qualified and experienced Managers and Trainers.
- ▶ High **retentivity.**
- ▶ **Responsive** to customer needs.
- ▶ Focus on **English** language.
- ▶ International outlook - International Representative in Singapore - Serving clients in key shipping hubs in Asia and Europe.

# Retentivity (Ship's Personnel)



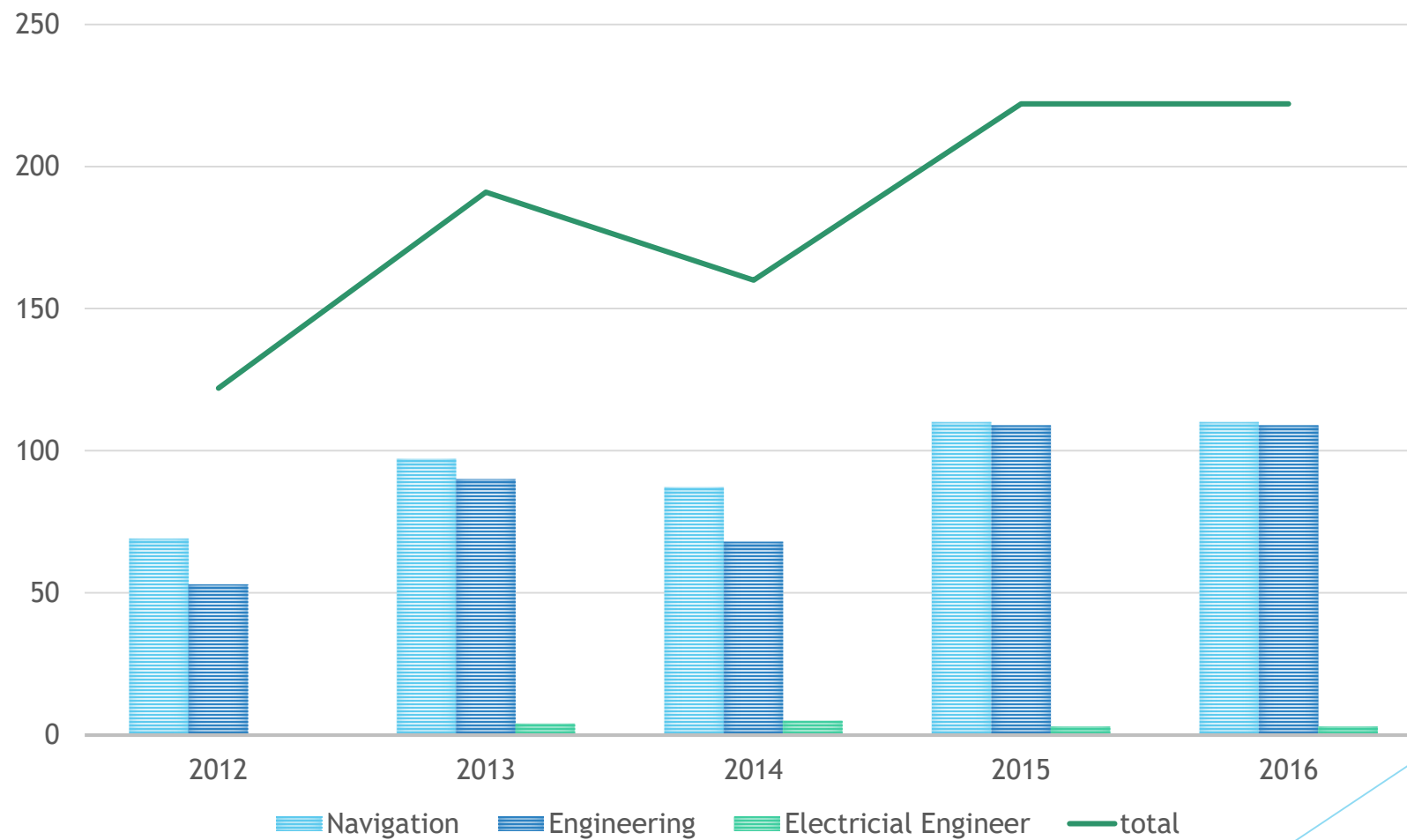


# Customer Focus

- ▶ **Quality processes** to ensure prompt handing of customer issues.
- ▶ All **corrective actions** for non-conformances and complaints are **overseen by senior management** to ensure root causes are fully addressed.
- ▶ **Seafarer training and seminars customized** to client's specifications.
- ▶ **High degree of customer satisfaction.**
- ▶ We **visit** the client's vessels calling Chinese ports as a service. Can also help with the **PSC issues.**
- ▶ **All key customers retained** since inception.

Shih Wei Navigation, Taiwan	Since 2006
Wah Kwong, Hong Kong	Since 2010
Sincere Industrial Corporation, Taiwan	Since 2010
Epic Gas, Singapore	Since 2013

# Cadet Recruitment



# Training



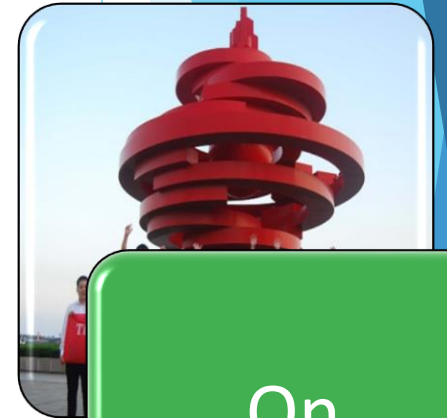
Pre  
joining



On board



Debriefing



On  
Vacation



# The Team

