CARGILL OCEAN TRANSPORTATION

Delivering unique perspective and insights to help your business thrive
A message from our President

Cargill is one of the world’s largest and most diverse corporations. Over the past 150 years, Cargill expanded rapidly and now operates in the agriculture, food production, finance, and industrial services industries.

Cargill Ocean Transportation is a leading freight-trading business that provides bulk shipping services to customers across the globe. Founded in 1956 in Geneva, our business benefits from the rich heritage and expert capabilities of Cargill’s global operations.

In recent years, the maritime sector has undergone significant change and this is showing no sign of slowing down. Since 2009, the market has wrestled with overcapacity, reduced financing, generational change, digitalization, increased regulation and disruption to trade flows.

Cargill is uniquely positioned to meet the challenges of the new world. We are developing critical capabilities in areas such as sustainability, technology, advanced trading, risk management and analytics, and we strive to play a leading role in transforming the maritime industry.

At Cargill, we are proud to deliver value to our partners by being modern, green and profitable.
“We want to lead the industry to be more sustainable, we remain at the forefront of technology, and we continue to deliver best-in-class service to our valued customers.”

Jan Dieleman, President
Cargill Ocean Transportation
Cargill: 150 years of experience

Cargill provides food, agriculture, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, we help people thrive by applying our insights and over 150 years of experience.

We have 155,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work.

**AGRICULTURE**
We buy, process and distribute grain, oilseeds and other commodities to makers of food and animal nutrition products. We also provide crop and livestock products and services.

**FOOD**
We provide food and beverage manufacturers, foodservice companies and retailers with high-quality ingredients, meat and poultry products, and health-promoting ingredient and ingredient systems.

**FINANCIAL**
We provide our agricultural, food, financial and industrial customers with around the world risk management and financial solutions.

**INDUSTRIAL**
Cargill serves industrial users of salt, starch and ferrous products. We also develop and market sustainable products made from agricultural feedstocks.

**CARGILL’S CREDIT RATING**
S&P: Rated A
Moody’s: Rated A2
Net Worth: $33.1 billion
GLOBAL PRESENCE
155,000 employees
150 years
70 countries

FISCAL YEAR 2019
Revenues: $113.5 billion
Earnings: $2.82 billion
Total Assets: $61.7 billion
Net worth: $33.1 billion

*FY 2019: June 1, 2018 - May 31, 2019
WHY CARGILL?
Fast-paced markets demand experienced teams

AT CARGILL, PEOPLE ARE AT THE CORE OF OUR BUSINESS

Despite the rising interest and demand for technology solutions, we know that freight management is a people business.

At Cargill, we invest in the best people and provide our customers with access to:

- Global trading teams
- Regional business development professionals
- Dedicated customer care teams
- Core hubs in Geneva, Singapore and Teaneck, New Jersey
Risk management

CARGILL USES ITS UNIQUE SKILL AND EXPERTISE TO MITIGATE PRICE-RISK VOLATILITY FOR SHIPOWNERS AND CARGO OWNERS

For cargo owners
· Fixed and floating contracts
· Contracts of affreightment

For shipowners
· Fixed, floating and customized contracts
· Profit-share options

Bunker market protection
· Fixed and capped bunker prices
· Future oil market opportunities
Pioneering digital solutions and market analysis

STAYING AT THE FOREFRONT OF THE DIGITAL FRONTIER

After the successful implementation of its award-winning ‘Azimuth’ planning portal, Cargill has continued its path toward digital excellence.

Cargill is monitoring a variety of technologies including IoT, automation, big data and analytics. Such technologies aide our expert analysts located in Geneva and Singapore.

Cargill has also initiated projects in Blockchain, A.I. and satellite-tracking technology.
A flexible, modern and efficient fleet

CARGILL IS ONE OF THE WORLD’S LARGEST VESSEL OPERATORS

Cargill charters the vast majority of its fleet. We place high importance on the energy efficiency and risk rating of our ships and ensure that each vessel is independently vetted by RightShip.

With increased industry regulations (ballast water, sulphur oxide and greenhouse gas emissions), Cargill is optimizing vessel efficiency and ensuring full compliance with regulations.

In 2018, we reduced our gross CO₂ emissions by 350,000 tons compared to the previous year. We also reduced our CO₂ emissions per cargo-ton-mile by 12.1% against our 2016 baseline. Our fleet achieved 70% 4- to 5-star risk-rating, 82% of our fleet was rated A-D by RightShip, and we lowered the average vessel age to 6.5 years.

We also launched a CO₂ Challenge to find and scale new technologies to further reduce a ship’s CO₂ emissions, and are currently working with owners to install energy saving devices on the vessels we charter, whilst testing entirely new technologies.
Iron Ore 50mt/yr
Coal 50mt/year
Grain 45mt/year
Sugar 8mt/yr
OUR SERVICES
Dry bulk

SCALE THAT GIVES PEACE OF MIND: LAST YEAR, CARGILL TRANSPORTED MORE THAN 210 MILLION TONS OF DRY BULK CARGO

As a cargo owner, commodity trader, freight trader and vessel operator, Cargill is uniquely positioned to understand the demands of global commodity markets and transportation.

Over the past ten years, Cargill’s time-chartered fleet has doubled from 330 vessels to an average of 650 ships today. This allows Cargill to position ships efficiently and provide a variety of options to our customers.

Today, the business is focused on delivering safe and efficient operations and valuable market insights. We are active in the FFA market which allows Cargill to mitigate price risk for shipowners and cargo owners.
Tankers

15 MILLION TONS OF CLEAN PRODUCTS SHIPPED ANNUALLY

Cargill Ocean Transportation has a leading team of freight-trading and tanker operations professionals dedicated to the carriage of “clean” liquid products.

Our time-chartered tankers fleet has grown considerably and currently comprises 20 to 25 MRs and 3 to 5 LR.

Each year, Cargill’s tankers deliver over 600 fixtures. Our commodity expertise includes petroleum products, edible oil, caustic soda, fertilizers and biodiesels.

We offer comprehensive freight solutions using FFA derivatives markets to minimize your freight risk.

In addition to RightShip, Cargill operates an in-house tanker vetting policy to ensure the highest operational standards.

We have a company policy to not carry any crude products (also referred to as “dirty petroleum products”).
Parceling

SAVE MONEY, GAIN MARKET ACCESS AND IMPROVE YOUR CARBON FOOTPRINT WITH CARGILL’S PARCELING SERVICE

Parceling is the use of one vessel to carry cargo from multiple charterers between two or more locations.

As a market leader in ocean transportation, Cargill has regularly managed shipments from Australia to Chile, Peru, and Mexico. We have now expanded our parceling service into Asia and the Middle East.

Parceling provides shippers with the opportunity to save money and gain access to new markets in an efficient way. CO₂ emissions are also considerably reduced for each shipment, which has become a critical consideration.
SAFE, RESPONSIBLE AND SUSTAINABLE SHIPPING
Let’s make sustainable shipping a reality

In 2017, Cargill Ocean Transportation reorganized its sustainability strategy to align with the United Nations’ Sustainability Development Goals.

We have since worked with our key stakeholders (internal and external) to carry out a materiality assessment, the results of which defined our sustainability priorities:

- Climate change and health
- People, safety and well-being
- Diversity and inclusion
- Ethical business conduct
- Ocean health and biodiversity

As a member of the U.N. Global Compact, Cargill is committed to annual reporting. Since 2018, we have produced an annual Corporate Responsibility Report specifically for our ocean transportation business.

Source: un.org
Activities and partnerships

CARGILL IS PROUD OF ITS PARTNERSHIPS WHICH AIM TO BRING LONG-TERM IMPROVEMENTS TO THE SHIPPING INDUSTRY, ITS EMPLOYEES AND COMMUNITIES AROUND THE WORLD

Among others, our ocean transportation business is a member of, or partners with, the following associations and organizations:

We also leverage key global relationships maintained at the corporate level:

The firm belief of our organization is that this partnership structure will enable a two-way transfer of skills and knowledge and will allow Cargill to make tangible improvements that better the lives of our employees, seafarers and the wider community.
Strategically located

Office Location
Teaneck, New Jersey

Trading Hub
Amsterdam
Geneva
Varna
Shanghai
Tokyo
Bangalore
Singapore
Brisbane