

致力于成为 中国大宗商品 供应链的引领者

Committed to becoming
a leader in China commodity
supply chain



上商控股集团有限公司

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SHANGSHANG HOLDING
GROUP CO., LTD

COMPANY PROFILE

企业简介

上商控股集团注册在北京市丽泽金融商务区。公司自1989年开始经营煤炭内贸业务，2000年成立旗下第一家贸易公司“嘉信资源有限公司”，2002年成立“山东日升燃料有限公司”主要经营内贸煤炭业务。经过30多年的发展，集团产业由国内能源业务发展至国际大宗领域，包含燃料能源、矿产资源、有色金属、石油化工、海运物流等多个行业领域，业务遍布五大洲。

上商控股集团为中国央企及“一带一路”沿线的煤炭、原油、天然气、铁矿石、有色金属等大宗能源资源生产和消费的国家及地区提供能源战略物资供给保障和综合解决方案，成为活跃在“一带一路”沿线大宗商品资源生产和消费供应链市场上的领军企业和综合服务运营商，并成功探索出了民营企业转型发展

的新路径。在当代世界经济环境下，上商是中国在国际上与其他世界500强竞标的主力企业。2021年，集团营业收入超过100亿元。

历经30多年的专业化经营和管理，公司已经建立了广泛的全球业务布局、稳固的上下游客户关系，并落地多个长期供货协议。形成了一整套成熟的上下游端对端、点对点全流程监控和风险管理的商业模式以及一套完整的法律风控指引体系，涵盖了公司内部各个部门以及每一个业务口。30多年来，公司无论是在与上下游客户之间的贸易往来方面，还是与银行在授信额度项下的信用证和贸易融资业务往来，始终保持零违约的诚信记录，得到了上下游客户和银行的一致认可和好评，在市场上塑造了稳健进取、规范运作、诚信经营、审慎高效的优质企业形象。

Shangshang Holdings Group, registered in Lize Financial Business District of Beijing, has been operating coal domestic trade business since 1989. The Group set up its first trading company "Cashin Resources Co., Ltd." in 2000 and established "Shandong Sunrise Fuel Co., Ltd." in 2002 for domestic coal-related trade business. After over 30 years of development, its industrial coverage has expanded gradually from domestic energy business to the international bulk commodities field, including fuel energy, mineral resources, non-ferrous metals, petrochemicals, shipping & logistics and other industries, with business spreading all over the five continents. Shangshang Holdings Group provides strategic energy supply guarantee and comprehensive disputes-settling plans for China's central enterprises as well as countries and regions that produce and consume bulk commodities and resources (coal, crude oil, LNG, iron ore and non-ferrous metals, etc.) along the "Belt and Road", acting actively as a leading enterprise and an integrated service operator in the global commodity resource production and consumption supply chain market along the "Belt and Road". Additionally, a new path for the transformation and development of private enterprises has been successively explored. Under contemporary economic environment, Shang-

shang remains the main China's enterprise to compete against other companies listed in the Fortune Global 500. In 2021, the Group achieved a sales revenue exceeding 10 billion CNY.

After more than 30 years of professional operation and management, the company has established a wide global business layout, a solid upstream and downstream customer relationship and landed a number of long-term supply agreement business. It has formed a set of mature upstream and downstream end-to-end, point-to-point whole-process monitoring and risk management business models and a complete set of legal risk control guidance system, covering various departments and every business path within the company. For more than 30 years, the company has always maintained a record of zero default in terms of trade transactions with upstream and downstream customers, or with banks under the credit line and trade financing business transactions, which has been unanimously recognized and praised by upstream and downstream customers and banks, and has created a high-quality corporate image of steady progress, standardized operation, honest operation, prudent and efficient in the market.

COMPANY HISTORY

发展历程

1989

起始于国内煤炭、焦煤、焦炭贸易。
Started from domestic trade with coal, coking coal and coke.

2000

成立嘉信资源有限公司。
Established Cashin Resources Co., Ltd.

2002

成立山东日升燃料有限公司。
Established Shandong Sunrise Fuel Co., Ltd.

2004

扩大经营范围, 扩展铁矿石、铝土矿、氧化铝等大宗商品贸易。
Expanded business scope including bulk commodities trade in iron ore, bauxite and aluminium oxide.

2008

开启国际化战略, 设立马来西亚办事处和印度尼西亚办事处。
Started international strategy and set up overseas offices in Malaysia and Indonesia.

2013

增设石油化工部, 成功获批商务部燃料油非国营贸易进口资质; 开展清洁能源业务, 首个LNG气化站工业应用示范项目正式投用; 筹划进军一带一路市场。

Set up department of petrochemical. Obtained qualification of importing fuel oil from Ministry of Commerce. Meanwhile, Clean energy business was launched, and the first industrial application demonstration project of LNG gasification station was officially put into operation. In the same year, the Group was planning to enter the Belt and Road market.

2016

成立上商控股集团有限公司, 确立集团化运营体系; 成立新加坡永泰能源有限公司; 增设印度尼西亚分公司; 强化海外优质资源供给, 积极打造具有国际竞争力的大宗商品供应链投资运营服务商。

Shangshang Holding Group Co., Ltd. was established to set up a collectivized operation system. Established Yongtai Energy Co., Ltd. in Singapore and add additional Branch in Indonesia. Strengthened the supply of high-quality overseas resources and actively build an internationally competitive commodity supply chain investment and operation service provider.

2017

成立航运事业部, 构建完整的供应链服务体系。
Shipping & Logistics Department was established to build a complete supply chain service system.

2018

设立巴基斯坦办事处, 开启新兴市场服务网络布局。
The Pakistan office was established to start the service network layout in emerging markets;

2019

增设越南分支机构; 注册成立环球航运有限公司。
Set up oversea branch in Vietnam. Registered Global Transport Marine Pte. Ltd. in Singapore.

2021

成立日升燃料(海南)有限公司; 增设土耳其分支机构并正式开展当地业务运营。
Established Sunrise Fuel (Hainan) Co., Ltd. Set up Turkish branch and launch local business operation formally.

2022

成立上商上海公司。
Established Shangshang Shanghai company.

展望未来 抓住机遇

Looking forward to the future and seizing the opportunities.

OUR OFFICES

全球化布局

- 上商控股集团有限公司 (Shangshang Holding Group Co., Ltd)
嘉信资源有限公司 (Cashin Resources Co., Ltd)
地址: 北京市丰台区丽泽路16号院铭丰大厦16层
Address: 16/F, Mingfeng Building, Yard 16, Lize Road, Fengtai District, Beijing100073



- 山东日升燃料有限公司 (Shandong Sunrise Fuel Co., Ltd.)
地址: 山东省淄博市张店区华光路龙御大厦21层
Address: 21/F, Longyu Plaza, Huaguang Road, Zibo, Shandong, China 255000



- 日升燃料(海南)有限公司 (Sunrise Fuel Hainan Co., Ltd.)
地址: 海南省海口市江东新区江东大道187号1.5级企业港C-102号
Address: No.C-102, Level 1.5 Incubation Park, No.187 Jiangdong Avenue, Jiangdong New Area, Haikou City, Hainan Province 571127



- 祥昇新能源(青岛)有限公司 (Sunliance Energy Qingdao Co.,Ltd.)
地址: 山东省青岛市保税港区北京路45号
Address:No.45 BeijingRd,FreeTradeZone,Qingdao,Shandong266555



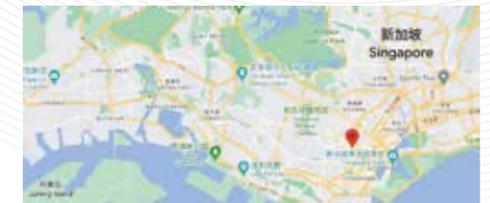
- 上商新能源有限公司(上海) (Shangshang New Energy Co.,Ltd.)
地址: 上海自贸试验区临港新片区业盛路188号
Address: No.188,Yesheng Road, Lingang New Area, Shanghai Pilot Free Trade Zone



- 中联矿产资源有限公司 (Unibulk Corp. Limited)
地址: 香港湾仔皇后大道东183号
Address:No.183,Queen's Road East,Wanchai,Hong Kong



- Singapore Subsidiary
Yongtai Energy Pte. Ltd.
Global Transport Marine Pte. Ltd.
Address: 31 Oxley Road, Oxley Neo Residences, Singapore 238669



- Indonesia Subsidiary
PT. Yongtai Energy Indonesia
Address: The East Tower, Kuningan Timur, Kec Setiabudi, Jakarta Selatan, Jakarta. 12950



- Vietnam Subsidiary
Vinh Thai Investment And International Trading Co., Ltd.
Address: Doi Can, Ba Dinh, Hanoi, Vietnam



- Pakistan Subsidiary
Sinpa Commercial (Smc-Private) Limited
Address:Street 36, DHA Phase VI, Pakistan



- Bangladesh Subsidiary
Global Seaborne Bangladesh Limited
Address: Uttara Model Town, DHAKA-1230, Bangladesh



- Malaysia Subsidiary
Unibulk Resources Sdn. Bhd.
Address: Jalan Rimbunan Raya, Laman Rimbunan, Kepong, 52100 Kuala Lumpur, Malaysia



INDUSTRY INTRODUCTION

产业介绍

Fuel energy 燃料能源

煤炭供应链产业

作为集团的主营业务之一,煤炭产业经营范围从最初的国内贸易发展到进口与海外市场并行,充分利用公司的全球资源,持续深耕海外市场,成功开发了印尼、南非、澳大利亚等地的上游资源渠道。纵览上游采购资源,集团与南非大矿山均有长期合作;同时,深耕印尼多年,实现当地资源全面开拓,高、中、低卡全煤种覆盖,装港港口包括了加里曼丹、南加里曼丹、苏门答腊等。另外,澳大利亚的主要煤炭港口均可出货。我们的下游市场主要分布在一带一路沿线的大宗能源消费需求国,如巴基斯坦、越南、孟加拉等。

随着集团的不断发展和积淀,逐步形成了以海外业务为中心,巴基斯坦、越南、孟加拉、印尼、澳大利亚及南非等重要节点国家分支机构为支撑的全球化战略布局。

集团积极响应国家“一带一路”倡议,确保央企在“一带一路”沿线投资的燃煤电站的煤炭供应安全。2021年供应煤炭量超1000万吨,未来2-3年内,集团正在跟进的部分央企海外投资项目将陆续建成投产,预计煤炭年供应量将超过3000万吨,因此目前我们正面临市场的“窗口期”,也是企业快速发展的关键期。



Coal Supply Chain Industry

As one of the main businesses of the Group, the business scope of the coal industry has grown from the initial domestic trade to the simultaneous development of imports and overseas markets. It makes full use of the company's global resources and continues to deeply cultivate overseas markets, successfully developing upstream resource channels in Indonesia, South Africa, Australia and other places.

Regarding the upstream procurement resources, the Group has long-term cooperation with large mines in South Africa. At the same time, it has been deeply cultivating Indonesia for many years, realizing the comprehensive development of local resources, covering all coal types with high, medium and low calories coal, and loading ports are located in Kalimantan, South Kalimantan, Sumatra and so on. In addition, the major coal ports in Australia are available for shipments. Our downstream markets are mainly distributed in the bulk commodities

consumption countries along the Belt and Road, such as Pakistan, Vietnam, Bangladesh and so on. With the continuous development and accumulation, the Group has gradually formed a global strategic layout with branches in Pakistan, Vietnam, Bangladesh, Indonesia, Australia and South Africa and other important node countries as the support. The Group actively responds to China's "Belt and Road" initiative to ensure the safety of coal supply for coal-fired power plants invested by state-owned enterprises along the "Belt and Road". In 2021, the coal supply quantity exceeded 10 million metric tons. In the next 2-3 years, some overseas investment projects of central enterprises that the Group is following up will be completed and put into operation successively, and the annual coal supply is expected to exceed 30 million metric tons. Therefore, we are facing the "window period" of the market, which is also the critical period for the rapid development of the enterprise.

Mineral resources

矿产资源

铁矿石

作为最早进入东南亚市场的贸易商之一，集团铁矿石业务从印尼、马来西亚的铁矿砂开始，逐渐扩展到澳大利亚及巴西的主流铁矿品种。主要供应环渤海及日照周边钢厂与贸易商，并从钢厂的上游铁矿产品衍生到下游钢材钢坯环节。同时，为了防范铁矿石市场波动，集团配备专业的风控团队进行市场分析与风险把控。

Iron ore

As one of the earliest traders to enter the Southeast Asian market, the Group's iron ore business began with iron ore from Indonesia and Malaysia and gradually expanded to mainstream iron ore varieties in Australia and Brazil. It mainly supplied with steel factories and traders around the Bohai Sea and Rizhao port in China, covering the whole industrial chain, and derive from upstream iron ore products of steel mills to downstream steel billets. At the same time, in order to prevent fluctuations in the iron ore market, the Group has equipped with a professional risk control team to analysis the conditions of markets and control potential risks.

铝矿石

铝矿石是集团开展较早的矿产业务之一。上商在山西、广西地区拥有铝土矿山及矿石配料厂，可提供多种不同基本指标的铝矿石，经营业绩持续多年位于国内铝矿石经销企业前列。同时，集团与中国铝业、中国电力投资、信发、魏桥等大型集团有长期合作关系。并且积极开拓马来西亚、印尼、土耳其等海外资源，全力构建铝土矿的全球采购网络。

Bauxite Ore

Bauxite Ore is one of the earliest mining businesses of the Group. With bauxite mines and ore batching plants in Shanxi and Guangxi province, providing a variety of Bauxite Ore with different basic specifications. Its operating performance has been in the forefront of domestic bauxite ore distribution companies for many years. Meanwhile, the Group has long-term cooperative relations with large groups such as Aluminum of China, State Power Investment, Xinfu, Weiqiao and other large groups. Moreover, Shangshang actively explores overseas resources in Malaysia, Indonesia, Turkey, etc., in order to set up a global bauxite procurement network.



Non-ferrous metals

有色金属

集团从2017年开始经营有色金属，主要包括铜、铝、锌、氧化铝等。同时，集团在香港、北京成立了专业的期货部门来应对有色市场波动与对冲价格风险。市场瞬息万变，我们灵活应变；展望未来，我们将秉持不断进取、开拓发展的理念，以最专业的服务、最真诚的面貌满足客户需要。

The group has been engaged in non-ferrous metals since 2017, mainly including copper, aluminum, zinc, alumina and so on. At the same time, the group has set up professional futures departments in Hong Kong and Beijing to deal with non-ferrous market fluctuations and hedge price risks. The market changes rapidly while we are flexible. Looking forward to the future, we will adhere to the concept of continuous progress and development, and meet customer needs with the most professional service and the most sincere attitude.

Petrochemical

石油化工

集团拥有商务部批复的燃料油非国营贸易进口资质，学习并引进壳牌的营销管理模式，充分利用现有资源，经营原油、进口燃料油、各类基础油等。随着清洁能源的发展，公司大力发展LNG业务，在山东多地布局建立LNG气化站，为集团的可持续发展奠定了坚实基础。

The group has the non-state trade import qualification of fuel oil approved by the Ministry of Commerce, learns and introduces Shell's marketing management model, makes full use of existing resources, to operate crude oil, imported fuel oil, and various base oils. With the development of clean energy, we have vigorously developed the LNG business and established LNG gasification stations in many places in Shandong, laying a solid foundation for the sustainable development of the Group.



Shipping & Logistics 海运物流

为构建全球化的煤炭供应链网络,上商控股集团组建了一支经验丰富的远洋运输团队,并于2019年3月在新加坡注册成立环球航运有限公司,专业运营2~20万吨不同吨位散货船,以煤炭供应链为中心,以客户需求为出发点,致力于国际大宗干散货物海上运输业务,在满足现有长期客户的海运需求基础上,积极拓展海外运输市场。主营航线从成立之初的印尼—中国航线,迅速拓展为印尼—巴基斯坦、南非—巴基斯坦、南非—中国、澳大利亚—中国、巴基斯坦以及土耳其—中国等多条主流航线。货物涵盖煤炭、铝土矿、铁矿石、水泥熟料等种类。

集团拥有一批在国际大宗干散货商品市场纵横驰骋多年的长期客户的鼎力支持,现拥有多个长期煤炭运输协议。自成立至现在,年均执行200多个航次的租船运输合同,货运量1500万吨,已获得国内外航运市场的广泛认可。所租用船型包括Supramax,Ultramax和Capesize。

集团拥有雄厚的人才储备,所有业务骨干均毕业于海内外著名海运高校,并在船运公司工作多年,具有丰富的干散货海运操作经验。我们秉承稳健进取、诚信经营的经营理念,竭诚为广大客户提供及时全面、专业高效的租船运输服务。力求实现与广大客户的同进步、共发展。



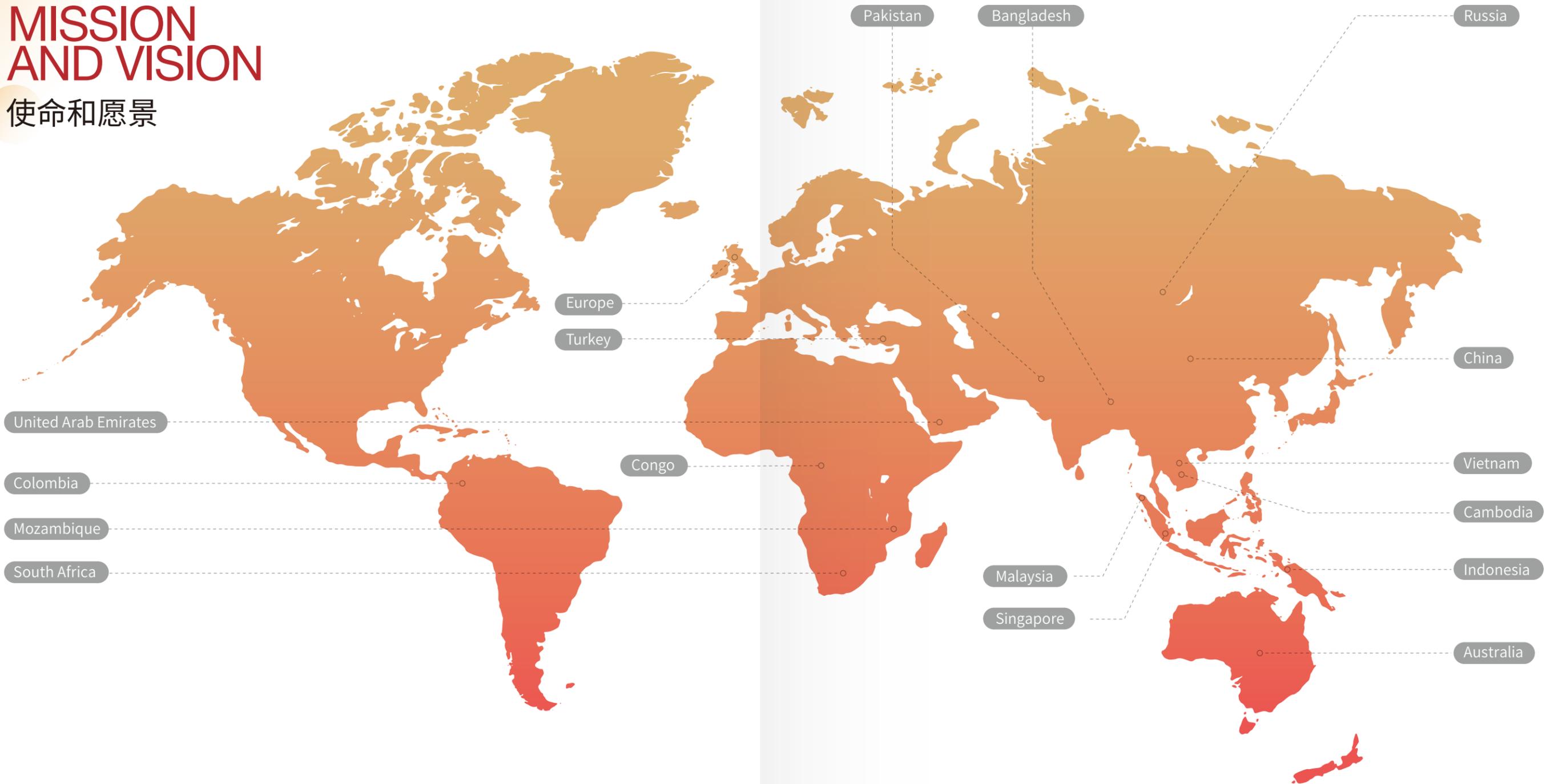
In order to build a global coal supply chain network, Shangshang Holding Group Co., Ltd. has established an experienced ocean shipping team and registered Global Transport Marine Pte. Ltd. in Singapore in March 2019. The company specializes in the operation of bulk cargo ships at different tonnages (20,000-200,000 tons). Centering on the coal supply chain and taking customer needs as the starting point, we are committed to the international bulk dry bulk cargo shipping business, and actively expand the overseas shipping market, on the basis of meeting the shipping needs of the existing long-term customers. From the original Indonesia - China route, the main routes have rapidly expanded to diversified mainstream routes such as Indonesia - Pakistan, South Africa - Pakistan, South Africa - China, Australia - China, Pakistan and Turkey- China. The goods cover coal, bauxite, iron ore, cement clinker and other types. The Group has been supported by a number of long-term partners who have been galloping in the

international dry bulk cargo market for many years, and has concluded several long-term coal transport agreements. Since its establishment till now, the Group has carried out the charter contracts of more than 200 voyages, with a freight volume of 15 million tons, which has been widely recognized by the domestic and foreign shipping markets. The vessel types chartered include Supramax, Ultramax and Capesize.

The Group has a strong talent reserve. All the business backbones have graduated from the famous Maritime Universities at home and abroad and have worked in shipping & logistics companies for many years, with rich experience in dry bulk cargo shipping operation. We adhere to the steady, enterprising and honest business philosophy and wholeheartedly provide our customers with timely, comprehensive, professional and efficient charter shipping services. We strive to make the same progress and development with our customers.

MISSION AND VISION

使命和愿景



自创立伊始，我们谋篇布局，爬坡越坎；
2022年，我们蓄势待发，自信从容。

未来，上商作为行业未来方向的引领者，将持续融入全球市场，不断提升公司在大宗商品供应链投资、管理及流通服务方面的话语权。

Since the beginning of establishment, we have a long-term and lasting development vision and have overcome plenty of difficulties.

In 2022, we are gaining momentum and becoming more confident.

In the future, aiming at be the leader of the future direction of the industry, Shangshang will continue to integrate into the global market and enhance the Group's "voice" in the investment, management and circulation services of the commodity supply chain.