

SINOMA CARGO



Sinoma 中材宁锐

新
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No Stopping to Innovation
No Confining to Commodity
No Blocking to Conveyance

物
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通

中材宁锐（南京）国际物流有限公司

Sinoma Cargo (Nanjing) International Logistics Co.,Ltd.

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中材宁锐（南京）国际物流有限公司

Sinoma Cargo (Nanjing) International Logistics Co.,Ltd.



构建 共享平台

BUILDING A SHARED PLATFORM

打造国际物流上下游生态圈，实现国内国际双循环

Creating an upstream-and-downstream international logistics ecological circle and establishing a dual logistic circulation both home and abroad

发展 专线物流

DEVELOPING A LOGISTIC SPECIAL LINE

建设门到门供应链运输体系，全力服务集团国际化战略

Building a door-to-door supply chain transportation system to fully serve the group's internationalization strategy

深耕 海外经营

CULTURING LOCALIZATION STRATEGY DEEPLY

扎实提升海外基地物流水平，满足中材国际属地化经营需求

Improving the logistics level of overseas bases and meeting the need of Sinoma's localized operation

SINOMA CARGO





21世纪海上丝绸之路物流专线研讨会嘉宾合影留念 2018年7月18日



中材宁锐2022年工作会议合影留念 2022年1月 江苏·南京

BUILDING A SHARED PLATFORM




构建共享平台



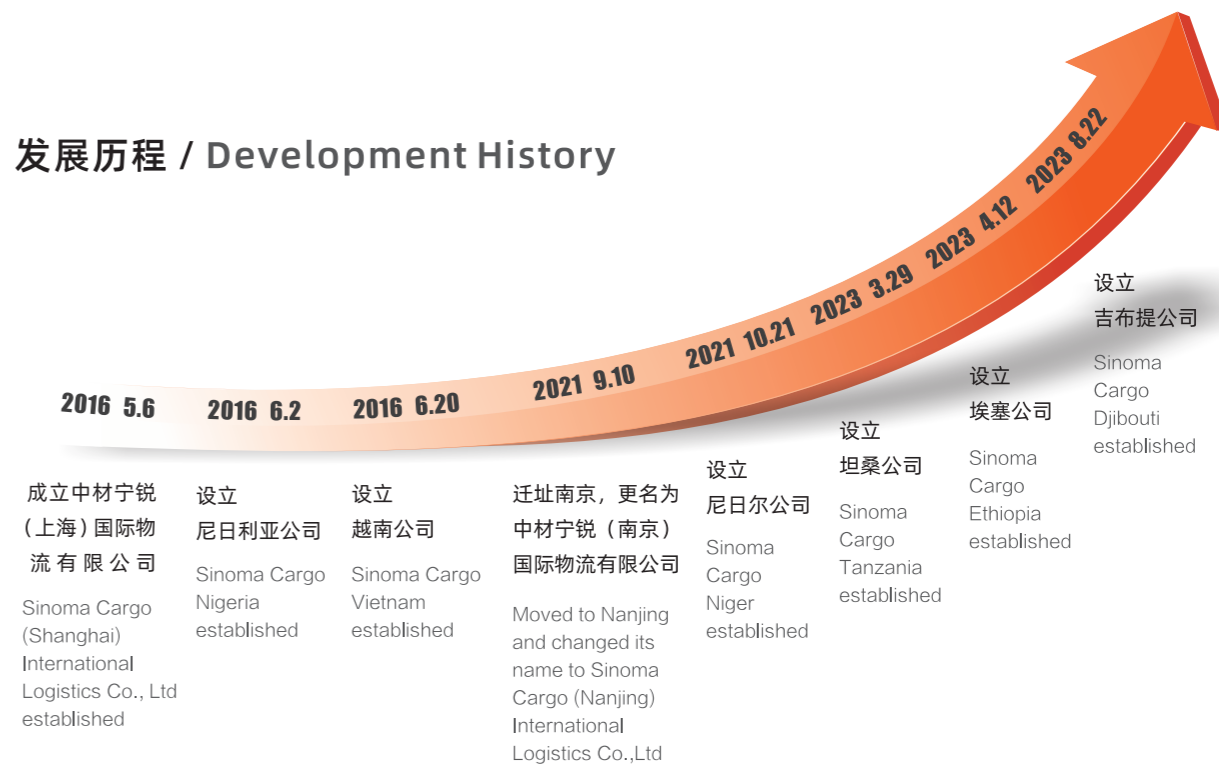
公司简介 / Company Profile

中材宁锐（南京）国际物流有限公司（以下简称“中材宁锐”）成立于2016年5月，是由中国建材集团旗下的中国中材国际工程股份有限公司控股的专业国际化物流公司。

Sinoma Cargo (Nanjing) International Logistics Co.,Ltd (here in after referred to as “Sinoma Cargo”) was established in May 2016. Sinoma Cargo is a professional international logistics company that founded by Sinoma International Engineering Co.,Ltd.

-  为客户提供优质服务
Providing First-Rate Service for Customers
-  为员工构筑理想发展
Building a Ideal Development for Staffs
-  为社会创造持续价值
Create Sustainable Value for Society

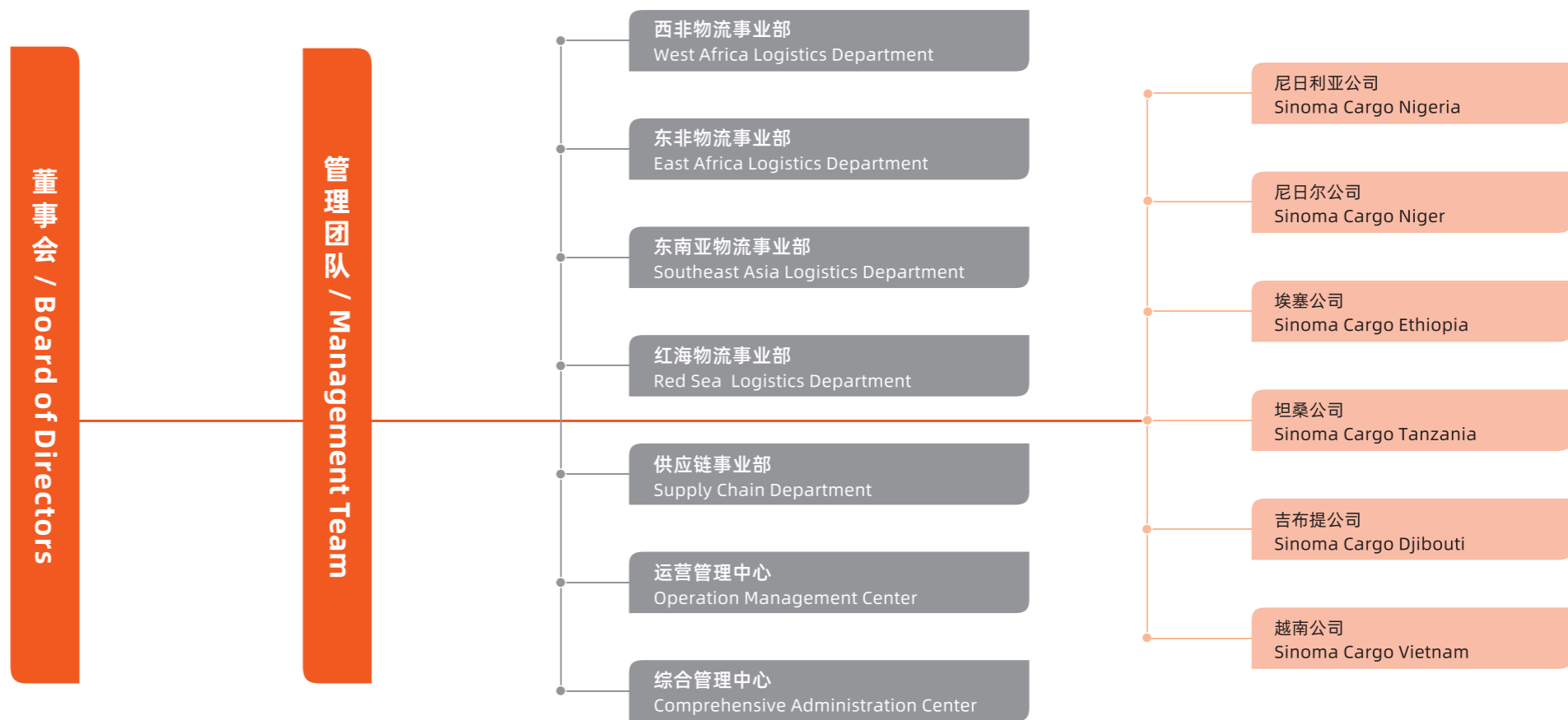
发展历程 / Development History





构建共享平台
BUILDING A
SHARED PLATFORM

组织架构 / Institutional Framework





BUILDING A SHARED PLATFORM

构建共享平台

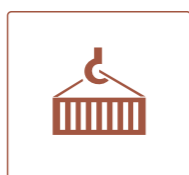
服务内容 / Service Content



直取直送
Direct Delivery



港口通关
Port Clearance



码头装卸
Terminal Handling



海运代理
Shipping Agency



监管仓储
Regulatory Warehouse

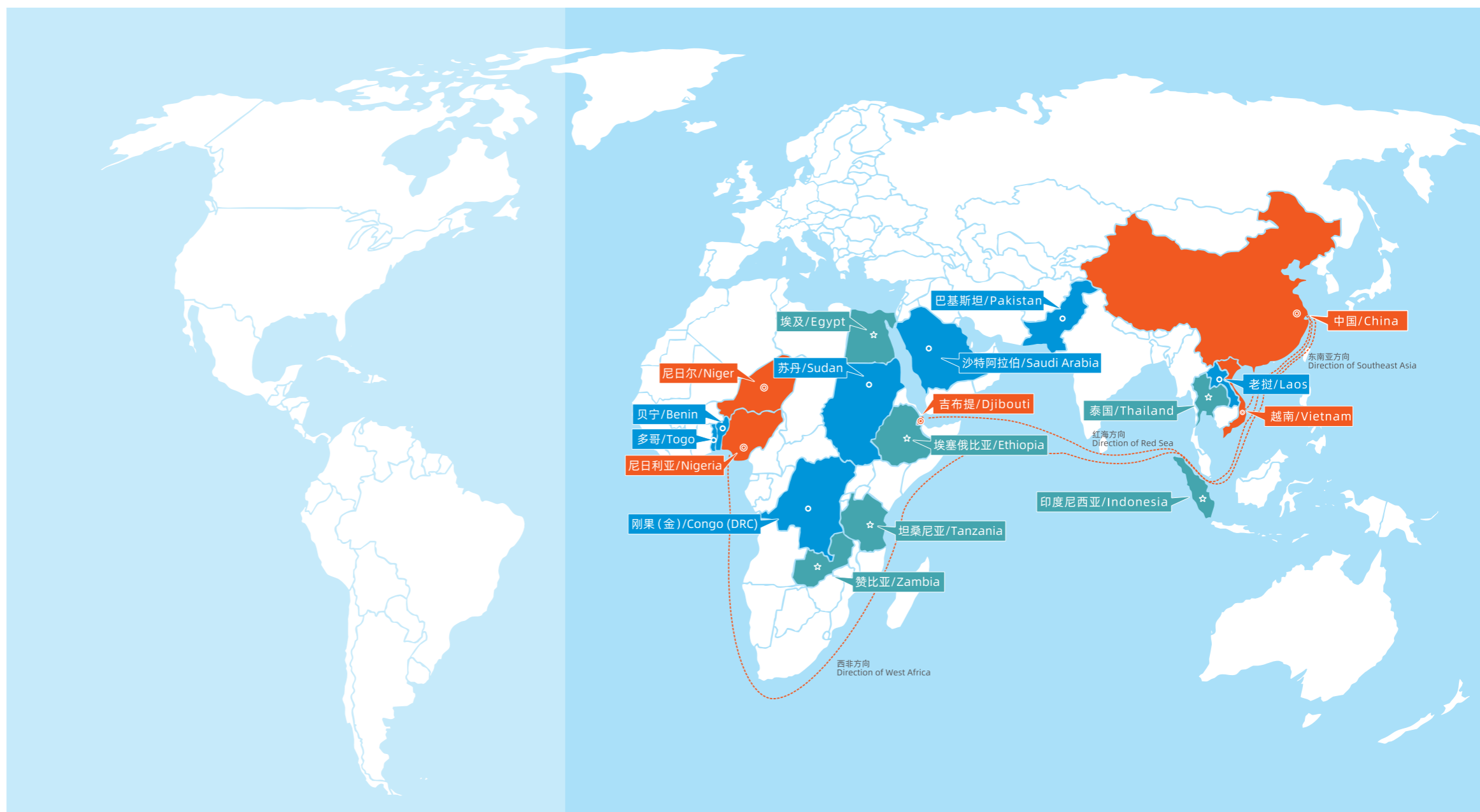


物流咨询
Logistic Consultancy



共建 共生 共享 共赢
Co-construction Co-existence Sharing Win-win

DEVELOPING A
LOGISTIC SPECIAL LINE
发展专线物流



3 三大专线方向
Three Special Line Directions

10 十大海外基地
Ten Oversea Bases

西非方向
Direction of West Africa

尼日利亚、尼日尔
Nigeria、Niger

坦桑尼亚、赞比亚
Tanzania、Zambia

红海方向
Direction of Red Sea

吉布提
Djibouti

埃塞俄比亚、埃及
Ethiopia, Egypt

东南亚方向
Direction of Southeast Asia

越南
Vietnam

泰国、印度尼西亚
Thailand, Indonesia

DEVELOPING A LOGISTIC SPECIAL LINE

发展专线物流



物流专线双向循环

A Dual Circulation of the Special Line





中尼物流专线 China-Nigeria Logistics Special Link

出口业务 Export Business

胶合板、吨袋、车辆、集装箱、工程机械设备等。
每年发运约**40**个航次，约**80**万计费吨。
Plywood, tons bags, vehicles, containers, construction machinery and equipment.
About 40 voyages and 800,000 billing tons are shipped each year.

进口业务 Import Business

矿产品、农产品等。每年发运约**4500**TEU。
Mineral products, agricultural products, etc.
About 4500TEU are shipped annually.

属地经营 Territorial Operation

租赁码头、驳船、利用自有车队及外包车队资源、对接丹格特、ENGEE PET等当地大型收货人，建立全程门到门的物流运输模式。
Rent terminals, barges, use own fleet and outsourcing fleet resources, connect with local large consignees such as Dangote, ENGEE PET, and establish a door-to-door logistics transportation model.



货物：主变压器及配件
Goods: Main transformers and accessories

货量：**585.37**计费吨
Cargo Quantity: 585.37 billing tons

装货港：上海港
Port of Loading: Shanghai Port

卸货港：APAPA港，拉各斯
Port of Discharging: APAPA Port, Lagos

目的地：ABAKALIKI，埃邦伊州
Destination: ABAKALIKI, Ebuni State

大件货物：**68.2**吨主变
Heavy Cargo: 68.2 tons of main transformer

货物：罐体，气站设备等
Cargo: Tank, gas station equipment, etc

货量：**6722.92**计费吨
Quantity: 6722.92 metric tons

装货港：天津港
Port of Loading: Tianjin Port

卸货港：哈克特港
Port of Discharging: Hackett Port

目的地：IKURU TOWN，哈克特
Destination: IKURU TOWN, Hackett

大件货物：**56**吨，**283**立方米
Heavy Cargo: 56 tons, 283 cubic meters



DEVELOPING A LOGISTIC SPECIAL LINE

发展专线物流

中越物流专线

China-Vietnam Logistics Special Link

出口业务/Export Business

水泥熟料生产线设备材料等。
Cement clinker production line equipment and materials.

进口业务/Import Business

水泥熟料。
Cement clinker.

属地经营/Territorial Operation

越南至老挝转口业务、越南至柬埔寨大宗散货跨境清关陆运物流业务、越南出口美国木材产品业务等。
Vietnam to Laos transshipment business, Vietnam to Cambodia bulk cargoes cross-border Customs Land Logistics Business, Vietnam Export U. S. Timber Products Business



货物：水泥熟料生产线设备材料等

Cargos: Cement clinker production line equipment and materials

货量：50000CBM

Quantity: 50000 CBM

装货港：上海

Port of Loading: Shanghai

卸货港：海防

Port of Discharging: Haiphong

目的地：越南河南省LONG THANH CEMENT PLANT 6000 TONS CLINKERDAY PROJECT

Destination: Long Thanh Cement Plant 6000 tons Kerdar Project, Henan Province, Vietnam

运输方式：陆运/驳船+陆运

Transportation Mode: Overland/barge + Overland

大件货物：135T

Heavy Cargo: 135T





中吉埃物流专线 China-Djibouti-Ethiopia Logistics Special Link

出口业务/Export Business

水泥熟料生产线设备材料等。
Cement clinker production line equipment and materials.

进口业务/Import Business

大理石、绿豆、芝麻等农产品。
Marble, mung beans, sesame and other agricultural products.

属地经营/Territorial Operation

承接埃塞俄比亚东方工业园内贸易企业的生产原料运输。
To undertake raw material transportation for trade enterprises in Ethiopia Eastern Industrial Park.



货物：水泥熟料生产线设备材料等
Goods: Cement clinker production line equipment and materials

货量描述：件杂货180000方，集装箱700TEU
Description of Cargo Quantity: 180,000 break-bulk cargo, 700 TEU of container

装货港：连云港、上海、欧洲各港口
Port of Loading: Lianyungang, Shanghai, European ports

目的地：吉布提港转埃塞俄比亚阿姆哈拉州MUGER镇
Destination: Djibouti port transferred to MUGER Town, Amhara State, Ethiopia

最大件：窑筒体水泥磨轮带
Largest Part: Cement wheel belt of kiln cylinder





SINOMA CARGO

尼日利亚公司 Sinoma Cargo Nigeria

中材宁锐尼日利亚公司是配合中材宁锐全球化战略在西非设置的第一个分支机构，也是中材宁锐在西非的根据地。

Sinoma Cargo Nigeria is the first branch of Sinoma Cargo in West Africa, which is also the base of Sinoma Cargo in West Africa.



清关报关
Customs Clearance



港口操作
Port Operations



汽车运输
Transportation



船舶代理
Shipping Agency



车辆维修
Vehicle Maintenance



配件销售
Accessories Sales



资源配置情况 Resource Allocation



人员
Personnel
中方员工 14人
Chinese Staff 14
属地化员工 434人
Local Staff 434



车辆
Vehicles
104台
104 sets



码头
Quay
SINOMA PORT



驳船
Barges
长期租赁 2条
Long-term Lease 2



操作机械
Mechanical
履带吊 100T: 3台
Crawler crane 100T: 3 sets
履带吊 150T: 1台
Crawler crane 150T: 1 set
正面吊 45T: 3台
Front lift 45T: 3 sets
叉车等其他机械: 14台
Forklift and other machinery: 14 sets



硬化场地
Hardened Ground
15000平方米
15000m²

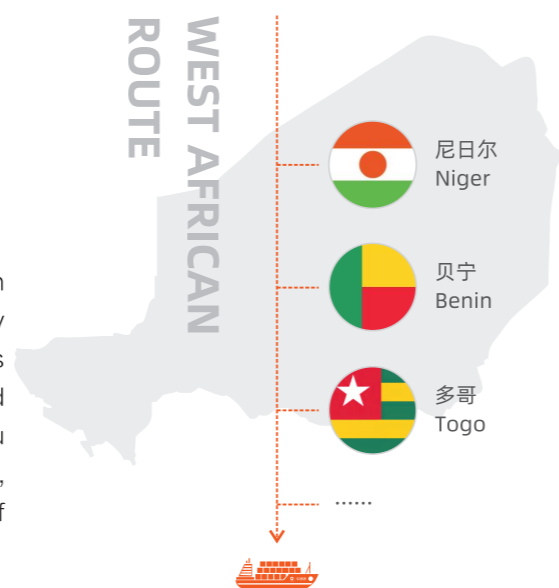




尼日尔公司 Sinoma Cargo Niger

中材宁锐尼日尔公司借助尼日尔作为西非经货联盟国成员的优势，打通海运物流通道，将业务范围向尼日尔、贝宁、多哥等西非经货联盟国进一步拓展，不断增强中材宁锐在“西非航线”上的总体竞争实力。

By taking advantage of Niger' s membership in the West African Economic and Monetary Union (WAEMU) , Sinoma Cargo Niger has opened up maritime logistics channels and further expanded its business scope to waemu countries such as Niger, Benin and Togo, increasing the overall competitiveness of Sinoma Gargo on the “West Africa Route” .



资源配置情况 Resource Allocation

4

中方员工4人
Chinese Staff

20

属地化员工20人
Local Staff

20

办公及运营车辆20辆
Office and Operation Vehicles



CULTURING LOCALIZATION STRATEGY DEEPLY

深耕海外经营



越南公司 Sinoma Cargo Vietnam

中材宁锐越南公司位于越南海港城市-海防市，与几十家物流供应商建立了战略合作关系，并辐射周边国家老挝、柬埔寨、缅甸、泰国、印度尼西亚等。已承运多项工程项目运输业务，货物类型包括件杂货、重大件货与集装箱等。

Sinoma Cargo Vietnam is located in the port city of Haiphong, and has established strategic cooperation with dozens of logistics suppliers, and radiates to neighboring countries such as Laos, Cambodia, Myanmar, Thailand, Indonesia and so on. We have been engaged in the transportation of many engineering projects, including general cargo, heavy cargo and containers.



资源配置情况 Resource Allocation

8

中方员工8人
Chinese Staff

45

属地化员工45人
Local Staff

4300

租赁仓库4300平
Lease Warehouse

30

车辆30辆
Transport Vehicles

CULTURING LOCALIZATION STRATEGY DEEPLY

深耕海外经营



吉布提公司 Sinoma Cargo Djibouti

中材宁锐吉布提公司位于非洲东北部港口城市吉布提，是中材宁锐在红海地区的第一个分支机构。主要作为区域网点，负责承接以埃塞俄比亚为中心的周边内陆国家工程物流运输业务。

Sinoma Cargo Djibouti is located in djibouti, a port city in northeast Africa, is the first branch of Sinoma Ningrui in the Red Sea region. It serves mainly as a regional hub for the transportation of engineering logistics in the neighbouring landlocked countries with Ethiopia as the hub.



资源配置情况 Resource Allocation

4

中方员工4人
Chinese Staff

20

属地化员工20人
Local Staff

400

租赁仓库400平
Lease Warehouse

10

车辆10辆
Transport Vehicles

SINOMA CARGO

平台共建共享

Platform Basing on Co-construction and Sharing

管理创新赋能

Empowering by Management Innovation

数字引领提质

Quality Improving by Digitization

机制改革驱动

Driving by Mechanism Reform

党建监察护航

Escorting by Party Building and Supervision