

Optimizing trade routes and logistics in the Indian Ocean

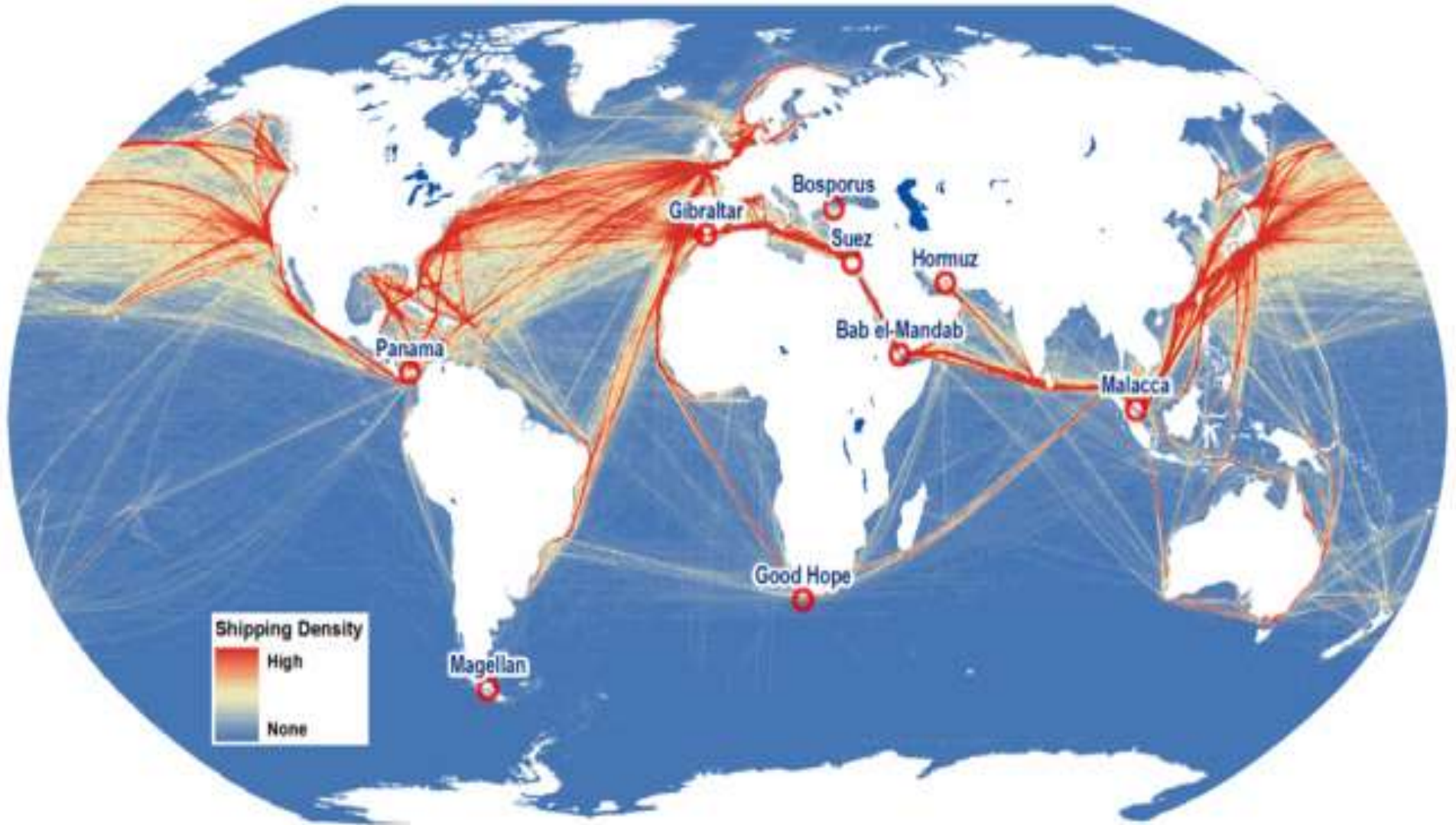
Vishal Nunkoo – CEO Velogic Ltd.

a *Rogers* enterprise

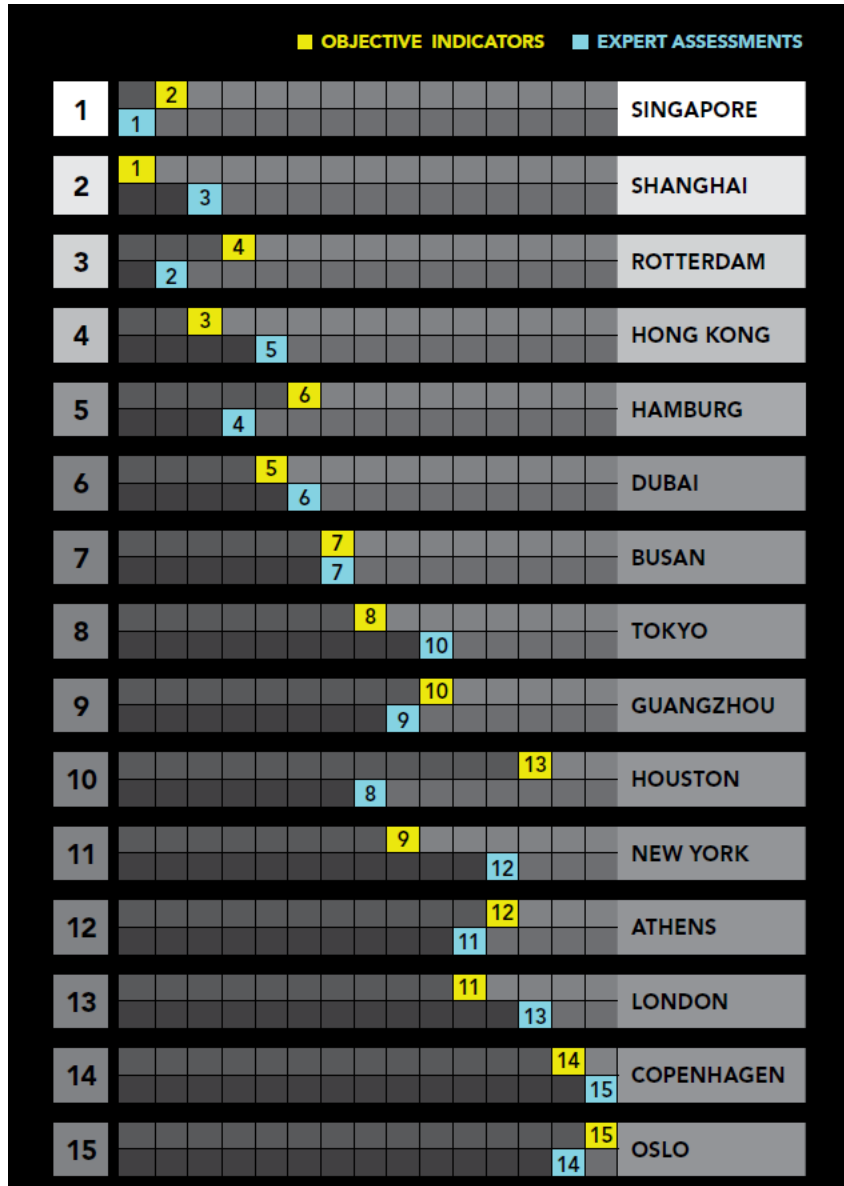
Shipping Density

VELOGIC

Trade it easy



Ports and Logistics Services - Ranking

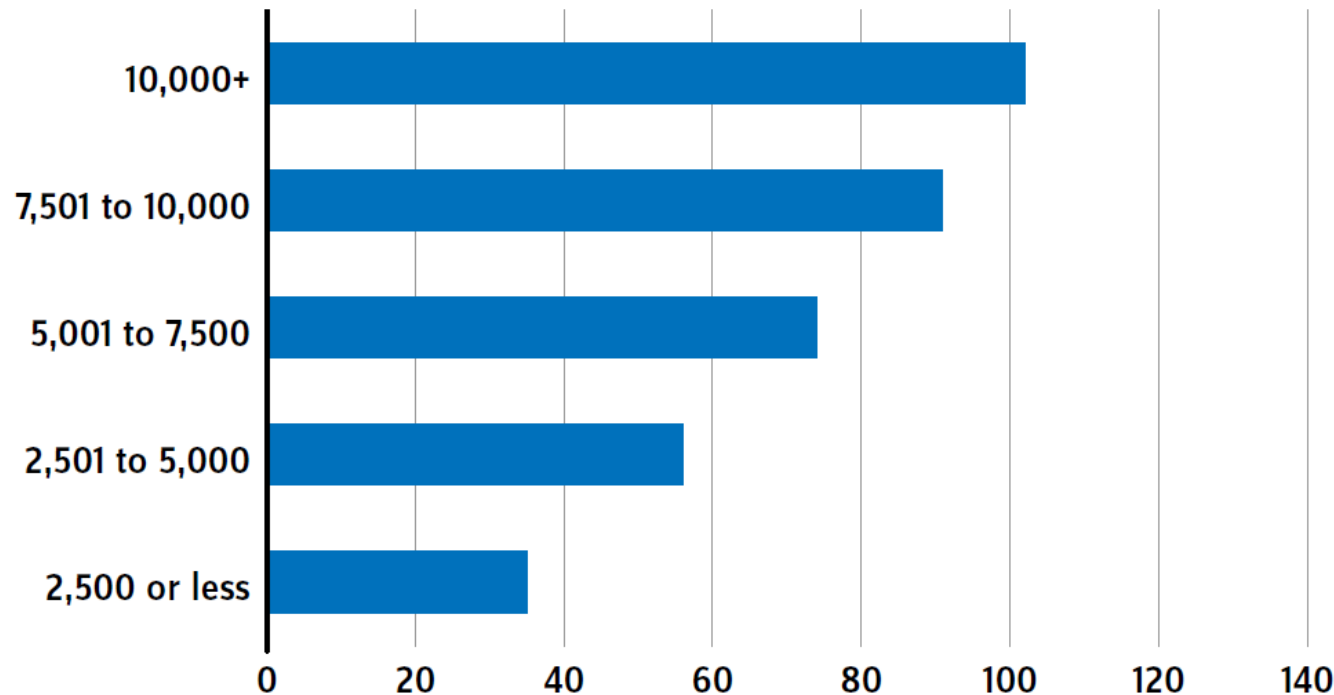


- Not a single port of the Southern Hemisphere in the top Ports ranking
- Why? Because of volume of trade

Port Productivity – The competitive advantage for any optimization

Berth Productivity by Vessel Size – Container moves/hr

Vessel Size in TEUs

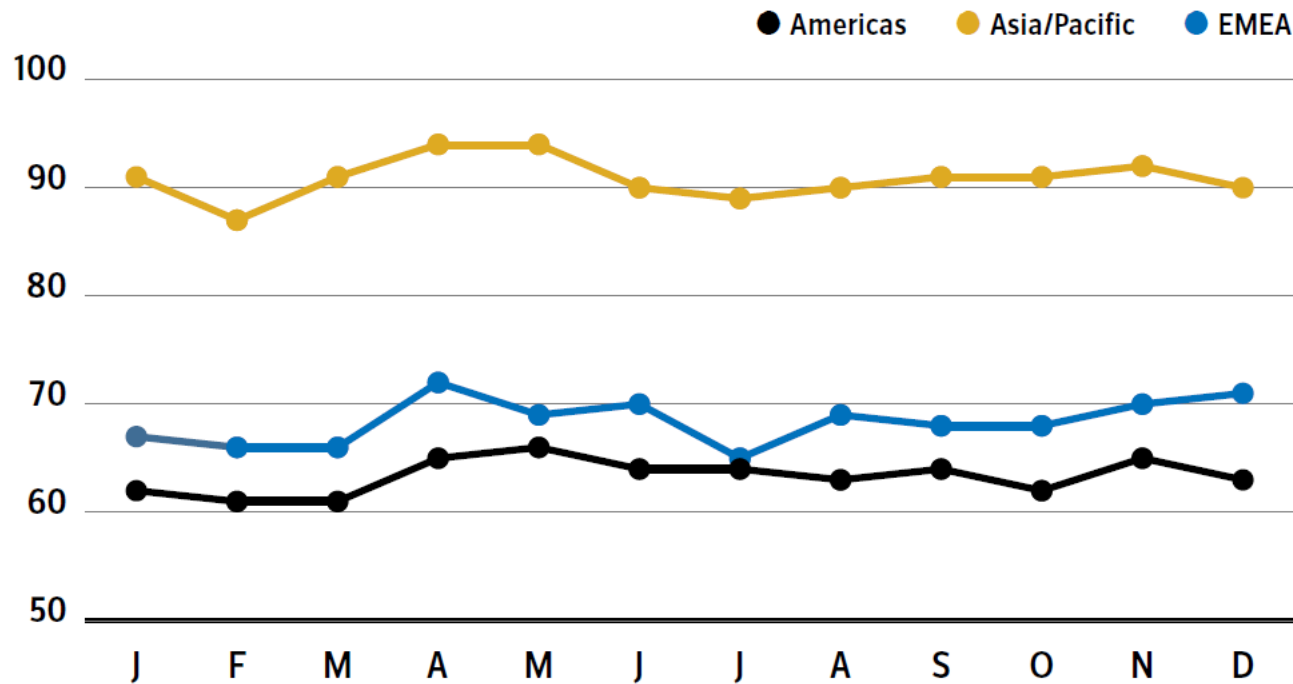


The bigger the vessel the higher the productivity...up to a limit

Source: JOC Group Inc. Port Productivity Data

Port Productivity – The competitive advantage for any optimization

Berth Productivity by Region – Container moves/hr



- Africa seriously lagging behind with SA ports reaching 50 which is well below other regions
- Competing Middle Eastern ports (Jebel Ali, Salah) are twice as productive

Source: JOC Group Inc. Port Productivity Data

Prices @ 22/01/2018

Port	380 CST	180 CST	LSMGO	MGO
Rotterdam	370	410	590	
Hamburg	387		615	
Singapore	398	428	618	608
Cape Town		426		
Durban		400		
Port Louis		435		
Jebel Ali	410	440		620
Colombo	435	450		620

- Bigger players are the most competitive
- Durban is the most competitive in our region
- It is again a volume game

Are our logistic flows optimized today? – The Mauritian view

Destination	COUNTRY	TEU Rate/USD	Transit time	Frequency
Tamatave	MADAGASCAR	500	2-4 days	Weekly
Moroni	COMORES	1800	15 days	Fortnightly
Victoria	SEYCHELLES	1450	10 days	Weekly
Durban	SA	500	4-5 days	Weekly
Maputo / Beira	MOZAMBIQUE	1900	35 days	Weekly
Mombassa	KENYA	1700	35 days	Weekly
Dakar	SENEGAL	2700	50 days	Weekly
Alexandria	EGYPT	1700	55 days	Weekly
Apapa	NIGERIA	1700	50 days	Weekly
Dar Es Salaam	TANZANIA	1600	45 days	Weekly
Havre	FRANCE	1200	35-40 days	Weekly
Felixtow	UK	1200	35-40 days	Weekly
East Coast US	USA	2500	40 days	Weekly
West Coast US	USA	3000	54 days	Weekly

- It costs less to move a container to Europe than Seychelles/Comoros/East Africa
- Its takes as long to move a container to East Africa as to Europe
- Moving a container to France from Port Louis is a week longer than from Shanghai

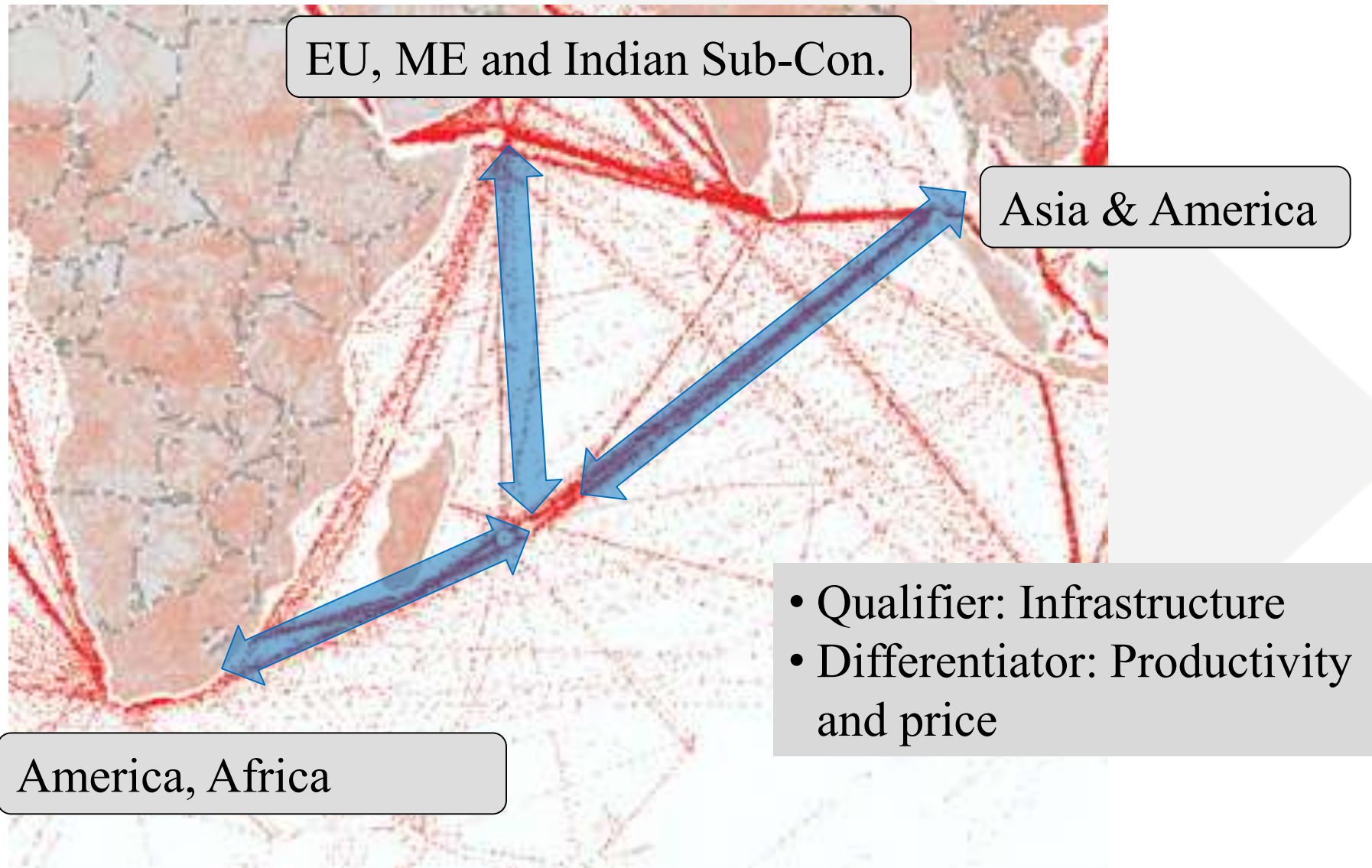
GDP Growth in last seven years





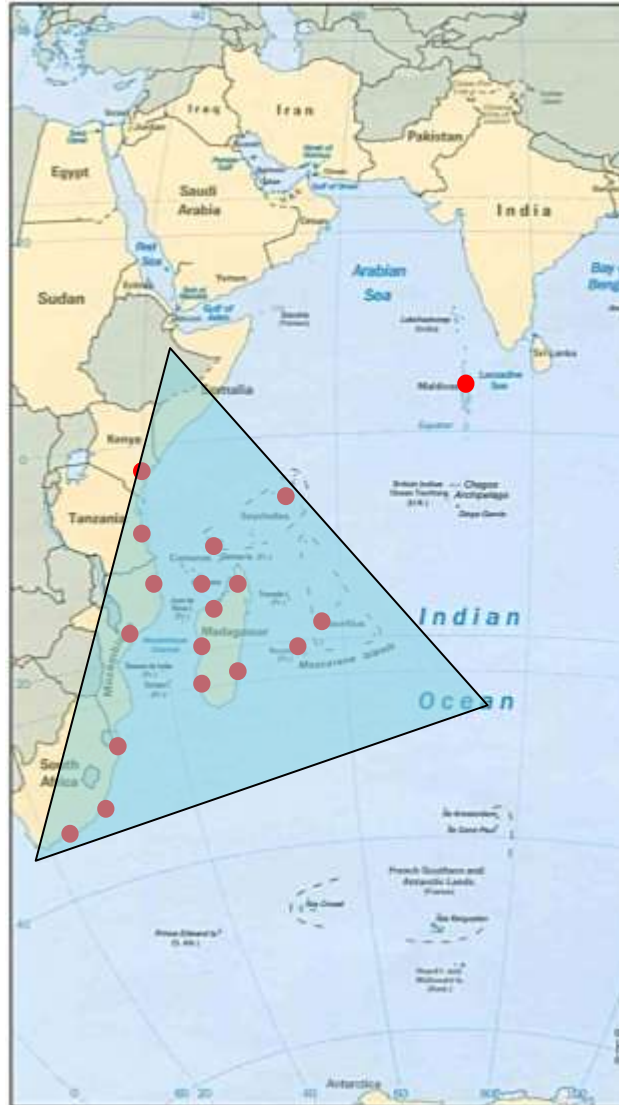
- The global economy is based on networks – the conduits for the flow of goods, services, capital, information and ideas around the world
- Businesses increasingly demand fast and reliable links to international markets and supply chains
- Connectivity is a critical aspect of a country's competitive advantage as it is important to every component of the business cycle

Optimization means Integrating Flows to Create Economies of Scale through Hubs

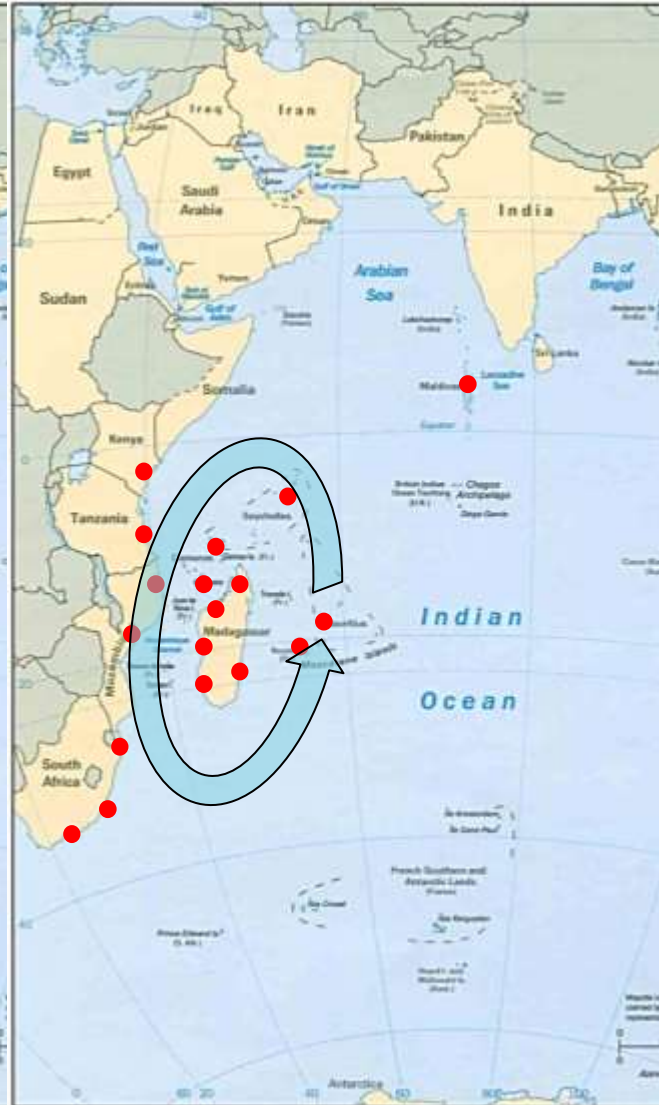


South West Indian Ocean – Feeding Zone

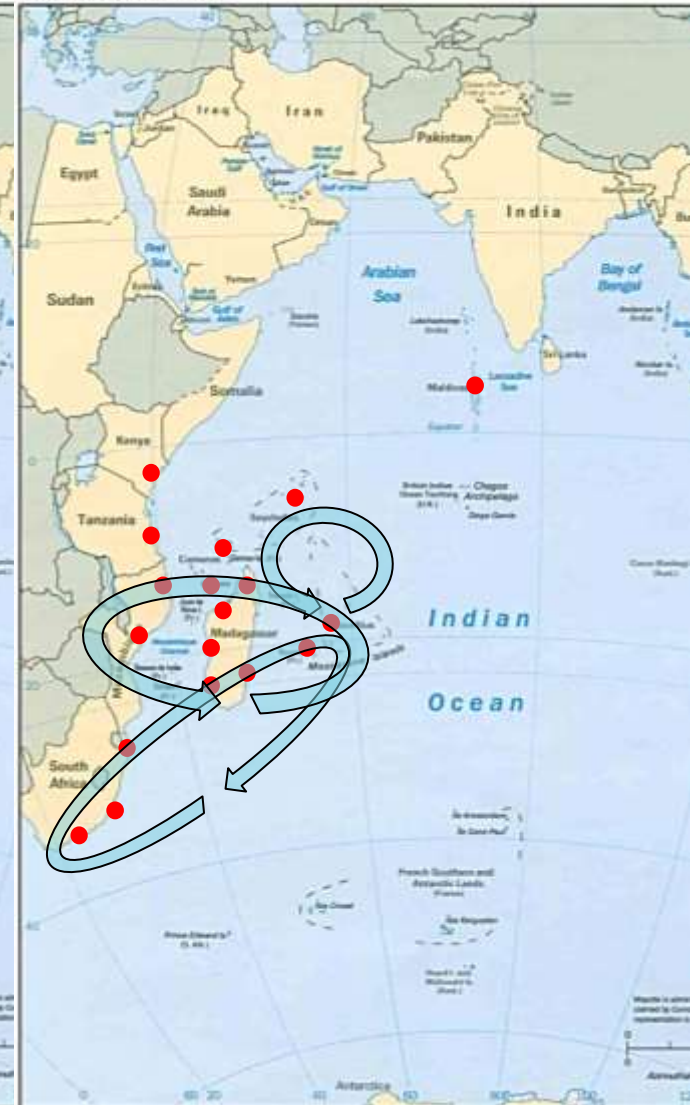
Indian Ocean Area



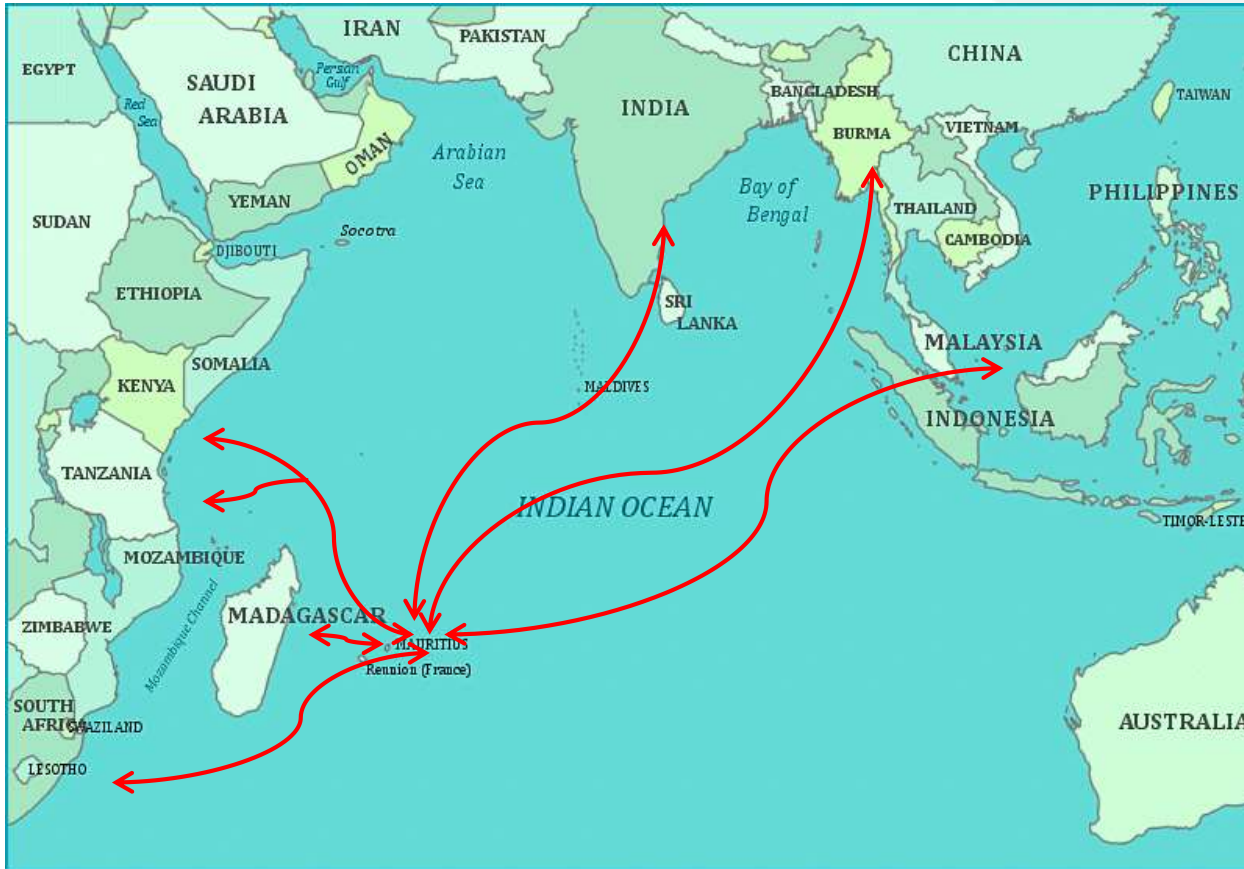
Indian Ocean Area



Indian Ocean Area



Mauritius: A Strategic Location



- Mauritius is well located to act as the bridge connecting Asia to Africa
- The new port development will allow Mauritius to take advantage of forthcoming logistics flows within North-South trade by becoming the regional hub
- Benefit of fiscal regimes within Africa by using the Mauritian freeport platform
- Disadvantage: Low captive market - need to further industrialise

Associated services needs to follow



MAURITIUS

- Mer Rouge
- Plaisance
- Riche Terre
- Pailles (2)

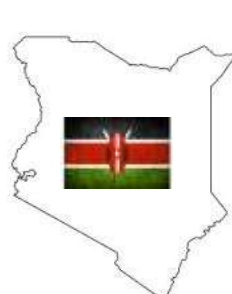
- Freight Forwarding
- Customs Clearance
- Domestic Transport
- Warehousing & CFS
- Container Depot & Services
- Project Cargo
- Ship Agency Service
- Sugar Packaging
- Courier & Parcel
- Freeport operations



MADAGASCAR

- Antananarivo (3)
- Antsirabe
- Tamatave
- Majunga
- Fort Dauphin
- Tulear

- Freight Forwarding
- Customs Clearance
- Domestic Transport
- Warehousing
- Project Cargo



Kenya

- Mombasa (2)
- Nairobi

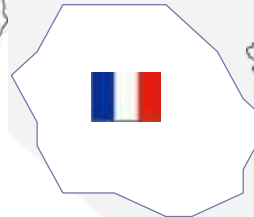
- Customs Clearance
- Domestic Transport



MOZAMBIQUE

- Maputo

- Freight Forwarding
- Customs Clearance
- Domestic Transport
- Warehousing
- GSA SAA



REUNION

- Gillot
- La Possession

- Freight Forwarding
- Customs Clearance
- Domestic Transport
- Warehousing



INDIA

- New Delhi
- Mumbai
- Chennai
- Tirupur
- Tuticorin
- Bangalore

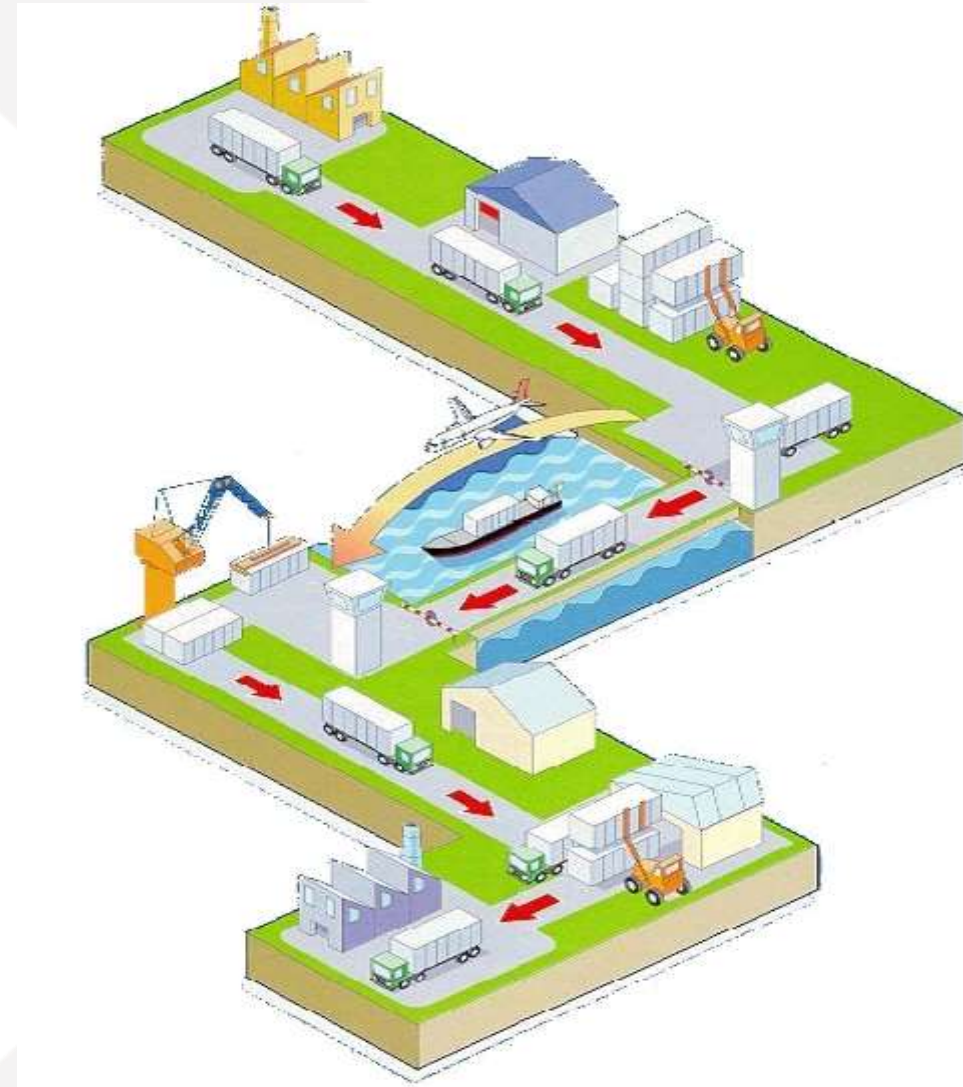
- Freight Forwarding
- Customs Clearance
- Domestic Transport
- Warehousing

- **Supply chain execution**
 - Freight Forwarding
 - Customs Clearing
 - Warehousing
 - Domestic Transport
 - Container storage and VAS
- **Supply chain management**
 - Order management
 - Transport management
 - Storage/Transit management
- **Freeport operations**
- **Express and courier services**
- **Ship agency services**



Flow Integration Services

- Regional Retailer
- Import from Far East, mono product cont
- Warehousing in the Mauritius Freeport to supply the local and regional market
- **Brokering Services:**
 - Clearing at import to transfer consignment into Freeport
 - Clearing for local sales, inclusive of applications for all required permits
 - Export customs formalities
- 100 stock keeping units order preparation and customisation for exports and supply of local outlets
- Export to regional countries (Kenya, Tanzania, Malawi, Mozambique) Multi product containers
- Domestic Transport services
- Courier services to send documents



Questions?

Thank you