

THE MISSION OF STEMA IN NATIONAL AND INTERNATIONAL GRAIN MARKET

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CEO



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I. Introduction

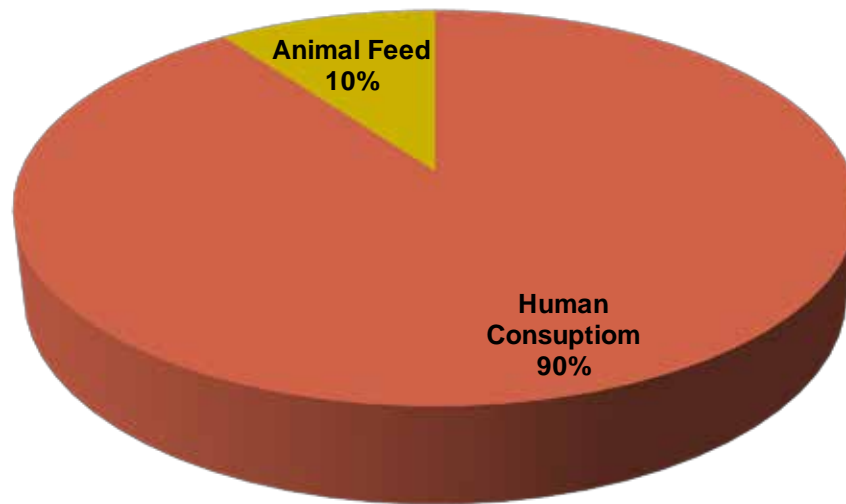
Latest consumption trends of agriculture commodities



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Rice



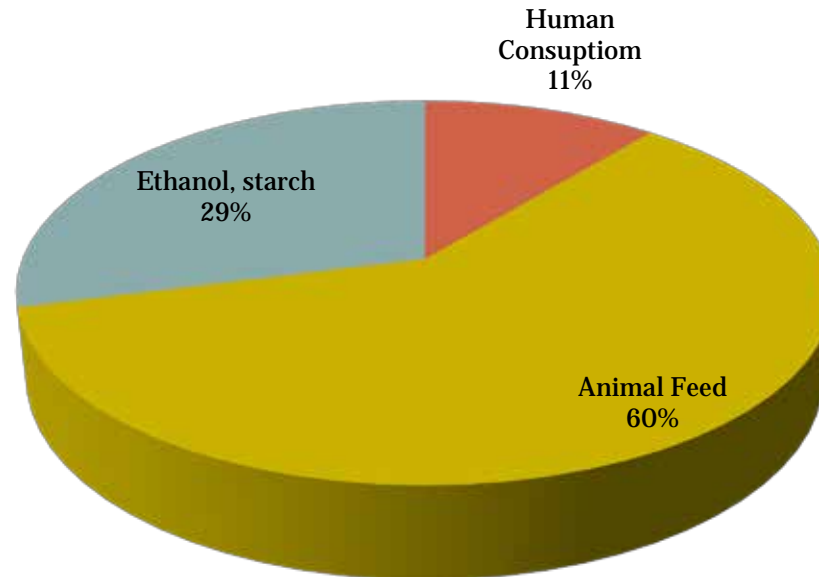
Source: Caroline Bain, The Economist, 2014



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Maize



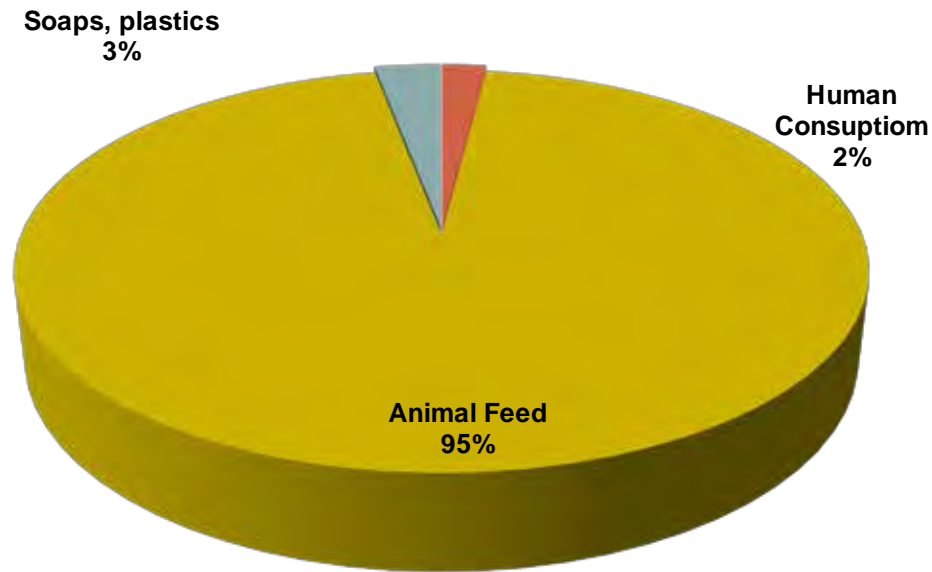
Source: Caroline Bain, The Economist, 2014



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Soyabeans

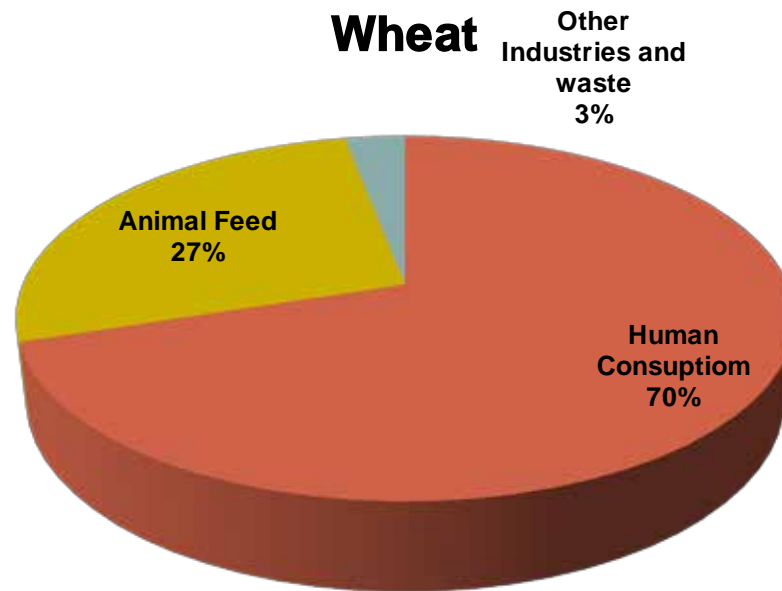


Source: Caroline Bain, The Economist, 2014



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Source: Caroline Bain, The Economist, 2014



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II. What is STEMA

SILOS E TERMINAL GRANELEIRO DA MATOLA



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- ✓ Is a Grain Terminal
- ✓ Located at the Port of Matola



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- ✓ **It was established as a company in 1996**
- ü **started as Food Security Project financed by Germany Government after the 1991 floods**



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✓ The present Shareholders are

- IGEPE (Management Institute for State owned Shares) - 56%



- National Treasury (Economy and Finance Ministry) – 44%



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✓ **STEMA core business is to supply logistic services for handling mainly bulk grain for the mozambican milling industry and from the neighbouring countries**

ü **Agriculture commodities traders**



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THE MAIN SERVICES ARE

- ü **Ship unloading (bulk commodities)**
- ü **Truck unloading (bulk commodities)**
- ü **Rolling stock unloading (bulk commodities)**
- ü **Grain cleaning (bulk)**
- ü **Storage in Silos**



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- ü **Fumigation**
- ü **Bagging**
- ü **Ship loading (bulk commodities)**
- ü **Truck loading (bulk commodities)**
- ü **Rail Wagons loading (bulk commodities)**



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COMMODITIES

- **Maize**



- **Rice**



Soya Meal



Soya Beans



Wheat



STEMA

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INFRASTRUCTURE /EQUIPMENT SILOS

- ✓ 27 Concrete Silos (Units in line of 9x3)
- ✓ Total capacity 45.000 MT (1700 each)



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INFRASTRUCTURE /EQUIPMENT MARITIME TERMINAL

- ✓ 55 m of berthing length
- ✓ Capacity to handle up to 40.000 Ton (11 m draft)



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INFRASTRUCTURE /EQUIPMENT MARITIME TERMINAL

- ✓ **Mobile Pneumatic Ship unloader**
 - ✓ 250 MT/h (Standard Weather Conditions)
- ✓ **Loading Capacity**
 - ✓ 500 MT/h



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INFRASTRUCTURE /EQUIPMENT TRUCKS TERMINAL

- ✓ **Loading capacity:**
 - ✓ 200 MT/h (two Sides)
- ✓ **Unloading capacity:**
 - ✓ 150 MT/h (two sides)



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INFRASTRUCTURE /EQUIPMENT RAIL TERMINAL

- ✓ **Loading capacity:**
 - ✓ 100 MT/h
- ✓ **Unloading capacity:**
 - ✓ 100 MT/h
- ✓ **Private Locomotive**
 - ✓ 350 Ton Capacity
- ✓ **Dedicated Railway 2 x 1000 m (can accommodate 40 wagons)**



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INFRASTRUCTURE /EQUIPMENT

PROCESSES CONTROL FOR LOADING AND UNLOADING

- ✓ Automatic and fully computerized system (PLC)
– Siemens S5



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INFRASTRUCTURE /EQUIPMENT PROCESSES CONTROL FOR LOADING AND UNLOADING

✓ Integrated weighting system



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INFRASTRUCTURE /EQUIPMENT

OTHER INFRASTRUCTURE

- ✓ 700 m of fully covered belt conveyor from the maritime Terminal to the Silos



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STRATEGICAL LOCATION

- ✓ **STEMA CAN PLAY A VERY IMPORTANT ROLE IN THE SOUTHERN AFRICA REGION**
- ✓ **STEMA CAN BE A HUB FOR IMPORTS AND EXPORTS OF GRAIN TO THE HINTERLAND COUNTRIES OF THE SOUTHERN AFRICA REGION**

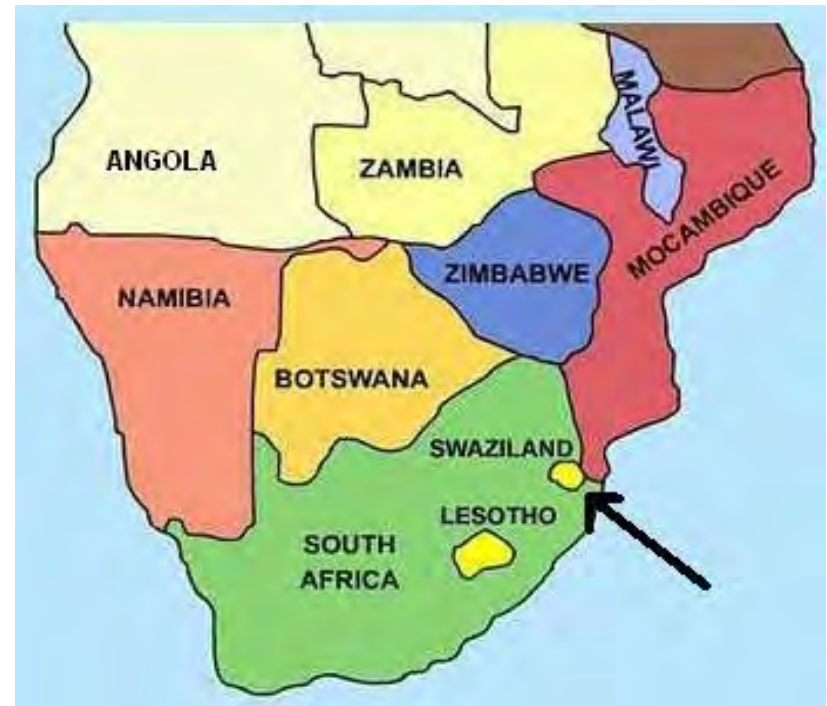


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Strategical location

FROM STEMA SILOS TO	BY ROAD	BY RAIL
Joanesburgo	585 Km	586 Km
Witbank	432 Km	440 Km.
Belfast	317 Km	339 Km
Nelspruit	246 Km	201 Km.
Koomatiport	119 Km.	93 Km
Bulawayo	1109 Km	1083 Km
Gaberone	957 Km	
Maseru	940 Km	1047 Km
Matsapa	207 Km	219 Km



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✓ THAT IS WHY

- ✓ WE STRIVE TO BE ONE OF THE BEST GRAIN TERMINAL IN THE REGION
 - ✓ BY SUPPLYING GOOD SERVICES
 - ✓ BY KEEPING OUR PROCESSES AND PROCEDURES UNDER THE INTERNATIONAL STANDARDS
 - ✓ BY COMPLYING WITH ALL INTERNATIONAL REGULATIONS FOR THE INDUSTRY
 - ✓ INVESTING IN THE CONTINUOUS TRAINING OF OUR LABOUR



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✓ OUR VISION IS

BEEING NATIONAL LEADER AND ONE OF THE BEST TERMINAL IN THE REGION



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✓ OUR MISSION

HANDLE AND STORE BULK GRAIN AND OTHER RELATED PRODUCTS WITH EFFICIENCY AND COMPETITIVENESS.



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FUTURE PLANS AND INVESTMENTS



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FUTURE PLANS AND INVESTMENTS

- ✓ **INCREASE THE CAPACITY OF THE TERMINAL BY**
 - ✓ **ERECTING MORE SILOS (UP 110.000 Ton) AND OTHER HORIZONTAL WAREHOUSES**
 - ✓ **UPGRADING THE UNLOADING EQUIPMENT (400-600 MT/H)**
 - ✓ **EXTENDING THE BERTH OF THE MARITIME TERMINAL**



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THANK YOU

