



BOLLORÉ LOGISTICS
MOZAMBIQUE PRESENTATION
MARCH 2018

A DIVERSIFIED GROUP ACROSS 3 SECTORS

TRANSPORT AND LOGISTICS



ONE OF THE LEADING TRANSPORT AND LOGISTICS OPERATOR IN THE WORLD

- Leader in transport and logistics in Africa
- One of leading group in freight forwarding and logistics
- #1 port and rail concessions operator in Africa
- Major actor in oil logistics and distribution in France and Europe.

MEDIAS AND COMMUNICATION



AN INTEGRATED MEDIA, CONTENT AND COMMUNICATIONS GROUP

The company operates businesses throughout the media value chain, from talent discovery to the creation, production and distribution of content.






ELECTRICITY STORAGE AND SOLUTIONS

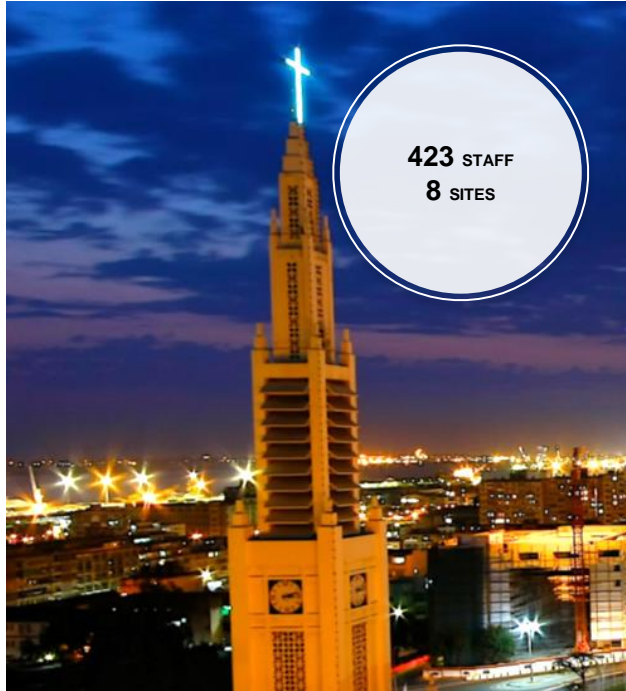


LMP BATTERIES AND SUPERCAPACITORS

- Mobile Applications
 - autolib bluecar bluebur
 - blueindy bluesummer bluetram
- Stationary Applications (Bluezone and Bluestorage)
 - bluezone bluestorage
- Systems and Services
 - LER Polyconseil

- Founded in 1822, **one of the 500 largest companies** in the world
- Managed since 1981 by Vincent **Bolloré**, from the 6th generation of the Bolloré family
- 82,000** employees in **143** countries
- Turnover: **€20 B**
- EBITDA in 2016: **€1,022 M (+9%)**
- Net Income in 2016: **€627 M**

| COUNTRY PROFILE | MOZAMBIQUE



MAIN FIGURES 2017



EXPORT

61

Tons



EXPORT

2,000

TEUs

EXPORT

10,000

Tons



EXPORT

150

TEUs



EXPORT

40,000

SQM

IMPORT

425

Tons

IMPORT

11,750

TEUs

IMPORT

150,000

Tons

IMPORT

1,150

TEUs
(Cross Border
Trucking)

IMPORT

45,000

SQM

INDUSTRY EXPERTISE

Customs Clearance
(Local & Transit)
Logistics (Air, road, rail, sea)
Warehousing
Shipping Line Agency (PIL)
Worldwide Door to Door Logistics
Project handling & Management
Local Distribution



Bertrand FLEURY
Country Managing Director



Jason SCULLY
Sales & Marketing Director



| BEIRA BRANCH |

Beira Branch (148 Staff)



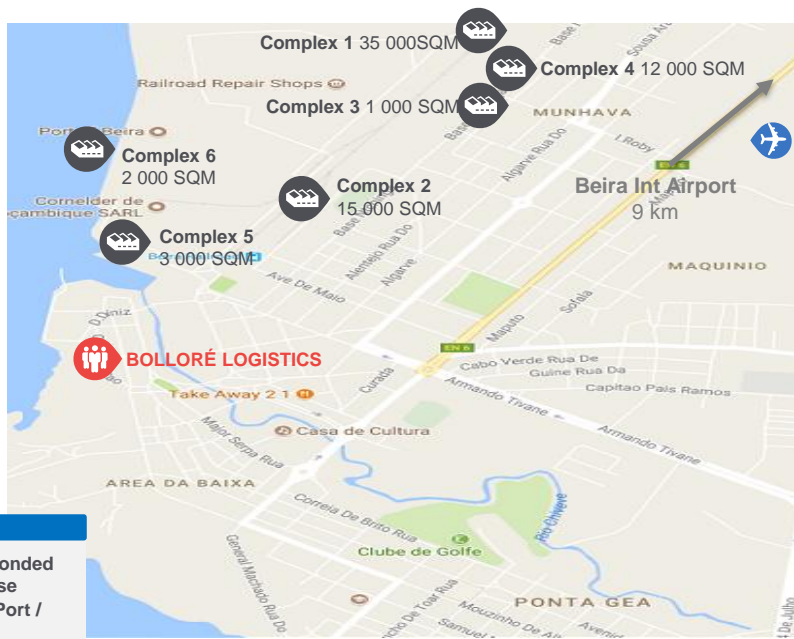
■ Transit Clearance

■ Project Logistics

■ Break-bulk & Bulk Handling

■ Warehousing

OUR WAREHOUSING CAPABILITIES |



LEGEND

- Transit Bonded Warehouse
- Road to Port / Airport
- Bollore Logistics Office



Transit Bond

Indoor 33 000sqm
Outdoor 25 000sqm

Local Storage

Indoor 1 200sqm local storage

Available space is seasonal dependent

Services available

- Customs and clearing
- Container handling
- Container storage
- Bulk Handling
- Fertilizer Bagging
- Transit Bond to Hinterland
- Commodity Storage
- Palletizing
- CCTV & Security Control

| CREDENTIAL | SASOL, MOZAMBIQUE

COUNTRY / CITY



SCOPE OF WORK

- › **Inland shore base management, equipment handling** and storage Provision of shore base, storage management, stevedoring, MHE, manpower, customs clearance
- › Handling **all local procurement** for SASOL drilling campaign
- › Implementation and monitoring of **WMS** for all equipment related to the drilling campaign, **various tailored services** as per Sasol needs, QHSE
- › **Project support:** 94 persons, various tailored services as per Sasol needs, high QHSE standards

KEY FIGURES

- › Operations started in **February 2016**
 - › **315 Days** LTI Free
 - › **859704 Man hours** LTI Free per month
 - › **40 Permanent Equipment**
 - › **11,634 Stop Cards** raised to promote the best operational practices
 - › **12 Rig Moves** (included original rig importation via Maputo to Temane-800km), and regular transportation of equipment to the Rig representing over **1,250,000 km** incident free
 - › Set up of the **40,000 sqm Yard & Camp** at T3 base to support drilling campaign (pipe yard, casing, chemicals, well heads, drill bits, baskets, explosives / radioactive)
 - › Management of a **4,500 sqm warehouse** with sensitive chemical products, drilling accessories ec. stored.
 - › **96 % Local Content**
 - › **24/7 Operations**
- Handling equipment :**
- › **60 standard trailers** including 30 OOG trailers
 - › **11 low-beds trailers**
 - › **5 extendable low-bed trailers**
 - › **105 operators** including 96% of local manpower
 - › **More than 4,000,000** hours worked without incident



Primary Bolloré Logistics' Contact: Michael ZABANEH

| CREDENTIAL | OMNIA NUTRILOGY

MOZAMBIQUE - BEIRA

COUNTRY / CITY



SCOPE OF WORK

- Customs clearance, Handling and Warehousing of fertilizer containers from the port to Bolloré blending facilities strategically located close to the port of Beira.
- Value added services of compliant bagging and marking.
- Bonded warehouse, stock management and order preparation prior to process distribution all over Mozambique
- Activity started in **2011**

KEY FIGURES



- **25,000 sqm** of outdoor warehouse dedicated for temporary storage of inbound products
- **33,000 sqm** of covered warehouse dedicated to blending and perfecting stocks of fertilizers
- **1,200 sqm** of covered warehouse dedicated for local storage of perfected products
- **80,000 Tons** handled in 2015 from the port of Beira to Bolloré facilities
- Capacity to **500 tons** per day
- **25** fully dedicated FTE on site with **4** admin people and **21** operationals



**A GLOBAL PLAYER IN
FREIGHT FORWARDING
AND LOGISTICS**

- › Member of top 10 worldwide
- › Turnover €4.4 billion
- › Global footprint in international transportation and value-added services



**MAJOR RAILWAY
OPERATOR AND
DEVELOPER IN AFRICA**

- › Operator of 3 concessions in Africa
- Existing: Ivory Coast – Burkina Faso and Cameroon –
- New: Benirail (Niger – Benin)
- › A prime railway developer



**A LEADING OPERATOR
IN PORT CONCESSIONS**

- › 21 port concessions worldwide
- › #1 port concessions operator in Africa with 13 port concessions
- › Operator of international port concessions: India, Haiti, Timor-Leste
- › Operator in secondary ports in France



**1ST INDEPENDENT
PLAYER IN FRANCE IN
OIL LOGISTICS AND
DISTRIBUTION**

- › Leader in domestic fuel distribution in France
- › Strong presence in Oil logistics, in France and EU



36,700 EMPLOYEES | **105** COUNTRIES | € **7.4** BILLION TURNOVER

| A WORLDWIDE NETWORK | ORGANIZATIONAL MODEL ON BOTH GLOBAL & LOCAL LEVELS

FIGURES 2016


21,400
STAFF

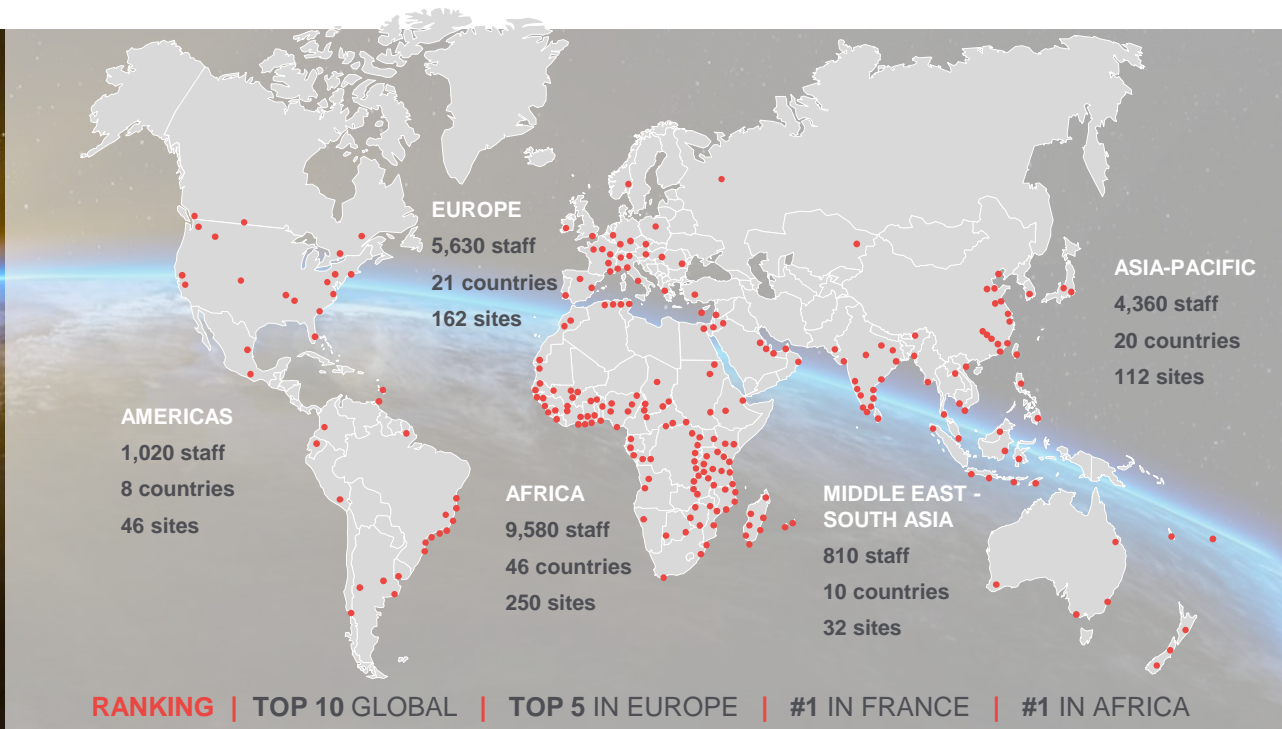
105
COUNTRIES

602
SITES

1,800,000
SQM WAREHOUSING


569,000
TONS

856,000
TEUs




| FULL RANGE OF SERVICES | END-TO-END SOLUTIONS FITTED TO YOUR VALUE CHAINS



Multimodal Transport

- › Ocean freight, Air freight, Rail, Road
- › Door-to-door
- › Express



Customs & Compliance

- › Customs brokerage
- › Consulting & training programs
- › Cargo security and safety



Logistics

- › Storage & value-added services
- › Supply & distribution centers
- › Local distribution
- › Reverse logistics



Global Supply Chain

- › Solution design and implementation
- › Lead Logistics/Transport Provider (LLP/LTP)
- › Global flow monitoring



Industrial Projects

- › Operational scheme and methods
- › Specialized equipment/exceptional transport
- › From early works to project ends

THE GROUP IN AFRICA

OUR UNIQUE SELLING POINTS

No.1

The most extensive integrated Logistics network in **46** countries

50

years of **continuous presence**



Advanced knowledge of **Customs processes** and Trade regulations

ISO

Compliance with highest international standards



- Bollore Transport & Logistics network
- Corridors operated by Bollore Transport & Logistics
- Bollore Transport & Logistics subsidiaries
- Major ports in Africa
- ⚓ Port concessions operated by Bollore Transport & Logistics
- ⚓ Oil & gas terminals operated by Bollore Transport & Logistics
- Railway concessions operated by Bollore Transport & Logistics
- Other railroads
- Waterways operated by Bollore Transport & Logistics
- Airport agencies operated by Bollore Transport & Logistics



We operate **13 ports concessions** and have operations in 17 ports



Trafic avec l'arrière-pays. Gestion de **40 corridors** spécifiques



We manage **280** covered warehouses



We own and operate a fleet of **1,200 trucks** (800 Road Tractors and 400 Delivery Trucks)

LINK: SINGLE DIGITAL PLATFORM | INSTANT & SEAMLESS COLLABORATION



TRACK & TRACE

- › End-to-end shipment tracking
- › Traceability of multiple flows by customer reference
- › Online documentation
- › Carbon footprint

REPORTING & COMMUNICATION TOOLS

- › Interfacing (EDI)
- › Analytical reporting
- › Secure web portal
- › Online freight quotation*
- › Invoice management*
- › Online payment*

OPERATIONS MANAGEMENT

- › Purchase order management
- › Bookings management
- › Online VGM declaration (SOLAS Requirement)
- › Management of clients' product catalogues
- › Inventory visibility

PARTNERS MANAGEMENT

- › Proof of Delivery via smartphone
- › Carriers' self-referencing
- › Online Appointments*

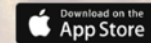
*Currently in development

| MOBILITY | SCALABLE SOLUTIONS TO MEET YOUR NEEDS – MOBILE APP



DIGITIZATION BY LINK APP

- › NEW **SIMPLE AND INTUITIVE** INTERFACE
- › STAY CONNECTED WITH **CARTOGRAPHIC TRACKING**
- › INTELLIGENT **SEARCH TOOLS** IN ADVANCE
- › FOLLOW **BOLLORÉ LOGISTICS NEWS**
- › DISCOVER **SAVE PROGRAM**
- › FIND **OUR OFFICES** ALL OVER THE WORLD



LINK App is available
in over 10 languages.

| CSR, ETHICS AND QHSE POLICIES |

STRONG CORPORATE VALUES AND SUSTAINABLE DEVELOPMENT COMMITMENTS

CSR COMMITMENTS

- › Innovating in response to major economic and environmental changes
- › Investing in women and men
- › Bringing the Group together around a shared corporate culture and ethical standards
- › Taking action for local development

ETHICS & COMPLIANCE

- › General Code of Business Conduct
- › Corporate organization and international network
- › Ethics Alert process
- › TRACE member (Fight against corruption)

QHSE POLICIES

- › Corporate organization and international network
- › Development of certifications, business lines certification
- › QHSE KPIs: reactive and proactive indicators
- › Quality of service: satisfaction survey and KPIs measured in the TMS

WHAT MAKES US DIFFERENT?

OUR LONG-STANDING SHAREHOLDER: THE BOLLORÉ GROUP

- › Founded in 1822
- › One of the 500 largest companies in the world
- › Shared values: innovation, entrepreneurial, long-term vision, CSR
- › An integrated transport & logistics structure

Bolloré

INNOVATIVE AND TECHNOLOGY-LED SUPPLY CHAIN

- › One expert solution per business line
- › Unique collaborative platform with external partners
- › Smart data and predictive approaches

THE FIRST INTEGRATED LOGISTICS NETWORK IN AFRICA

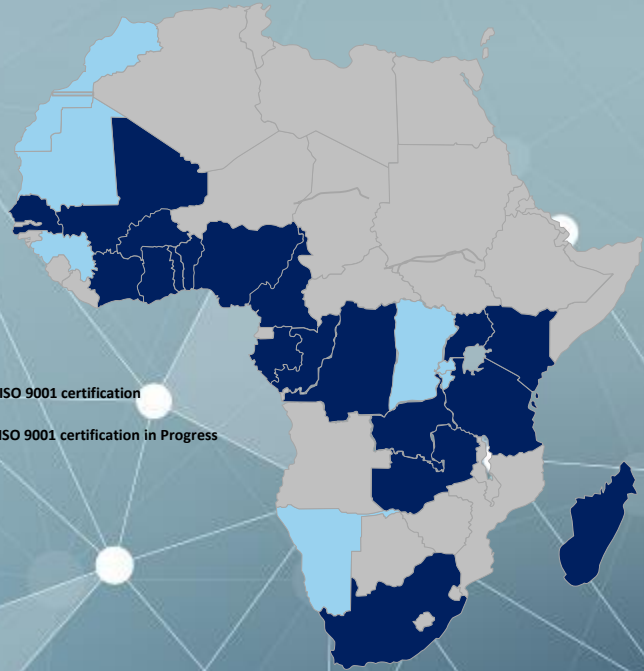
- › More than 50 years of continuous presence
- › Global capabilities
- › A network of interconnected platforms to serve the hinterland
- › Customs & Compliance management

CUSTOMER-CENTRIC ATTITUDE

- › The individual commitment and collective strength of our employees makes us different
- › An organizational model at both global & local levels
- › Multicultural teams expertise

OUR CERTIFICATIONS

19 ISO 9001 Certified Countries in Africa



Advanced Monitoring & Reporting

- KPI, Scorecard and Dashboards
- Pan-African Alert Management and reporting

Asset based Logistics

- 1,1 b\$ of Assets owned and managed in Africa (Warehouses, Equipment...),
- 683,000 sqm of covered warehouses
- Own fleet of 6,000 vehicles with temperature controlled trucks

Compliance

- 19 countries are ISO 9001:2008 certified
- Q-HSE management (72,600 training hours in 2014)
- Advanced process for Ethical compliance (FCPA, UKBA, ICC rules, OECD best practices)
- Distribution centres matches many GxPs requirements (EU, WHO, MHRA)

Resilience whatever the circumstances

- Advanced Experience in contingency plans
- 50 years of resilient presence despite troubles: infrastructure congestion, Political , epidemic...
- Accurate appreciation of security measures to take according to the situation



STAY IN TOUCH WITH

BOLLORE
LOGISTICS

