

BULK HANDLING SOLUTIONS WORLDWIDE



Nectar's Innovations in Supply Chain and Logistics

20th Intermodal Africa Conference – November 2018

What is Innovation??

“The Implementation of creative ideas in order to generate value, usually through increased revenues, reduced costs, or both”

“innovation often results when ideas are applied by the company in order to further satisfy the needs and expectations of the customers.”

What do we need in order to innovate??

Experience:

Knowledge, Personnel, Technology &
Understanding

Flexibility:

Diversity, Questioning, Goals &
Results

OUR HISTORY

ibj
AWARDS
2016
BEST DRY BULK PORT

ibj
AWARDS
2013
BEST SPECIALIST
DRY BULK PORT
OR TERMINAL

ibj
AWARDS
2012
BEST SHIP
LOADING/UNLOADING
SYSTEM

ibj
AWARDS
2010
BULK LOGISTICS
EXCELLENCE
AWARD



1972

Nectar was established to manage Shipping Projects and coaster operations in the UK.

1970s

Nectar arranged and managed many specialist projects including the delivery of 1,000 railway carriages from UK to Africa.

Nectar delivered oil platform components to the North Sea and increased its handling of cargoes in East Africa

1980s

Throughout the 1980s Nectar developed a unique mobile bagging system that went on to provide huge savings for clients.

1990s

During the 1990s the Group worked closely with Aid agencies such as WFP and USAID providing quayside operations around the world. Established a permanent presence in Mozambique handling bulk cargoes

2000s

Nectar established a permanent presence in many locations including Iraq, West Africa and Cuba.

TODAY

Today Nectar handles over 10 Million tons per annum across a range of services in multiple regions and is one of the fastest growing UK companies.

**TERMINAL
MANAGEMENT**

**BULK
HANDLING**

**EQUIPMENT
MAINTENANCE**



**NECTAR
GROUP**

TERMINALS AND LOGISTICS

6 BUSINESS STREAMS



**WAREHOUSING
& LOGISTICS**

**EQUIPMENT
SALES**

CONSULTANCY



BULK HANDLING & BAGGING - TERMINAL MANAGEMENT - WAREHOUSING & LOGISTICS - PORT MAINTENANCE - CONSULTING

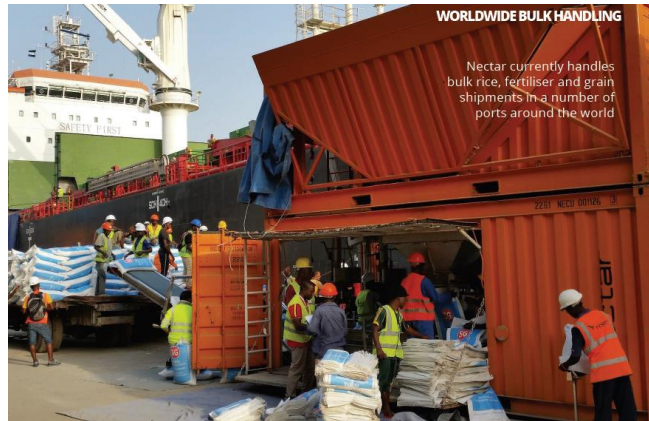
Terminals

- Bespoke Bulk Cargo Terminal Operating System for Nectar Terminals
- Finding strategic port locations that benefit customers.
- Focus on high levels of services for Global clients
- Custom designed equipment for clients in the terminal
- Development of local staff to provide premium service levels.
- Varied contracts – Operations & Maintenance, Licence, Concessions or investment in Private Port Facilities as required by clients.



Cargo Handling

- Mobile equipment to meet the needs of global supply chains
- Global teams working 24 hours / 7 days per week as per client needs
- Contracts to meet the needs of the clients risk appetite
 - Full Service to Equipment and Technician Rental contracts
- Certified equipment by both international and local bodies.
- Global maintenance policy for equipment ensuring asset availability.
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- Head Office team continuously working on design and development
- Understanding the needs of a variety of different clients



Equipment Manufacture

- Manufactured under strict quality controls
- Prime focus on Health and Safety on all equipment
- Client engagement throughout the process
- Bespoke system designs available
- Combination of speed, quality and asset life ensure value for money
- Continued development allow for upgrades and aftersales support
- Integration with IT systems available



Port Equipment Maintenance

- Dedicated teams available to work with port authorities to outsource maintenance requirements
- KPI and asset availability to meet client requirements
- Head office teams to work with port procurement teams to ensure part availability along with cost management.
- Being independent allows us to work with all suppliers to ensure clients get the best service.



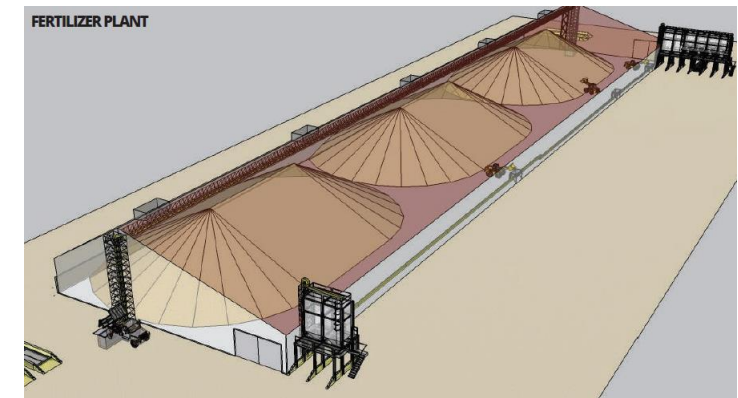
Logistics & Warehousing

- Working with key global clients providing fully insured logistics, warehousing and collateral management services.
- KPIs and loss guarantees available
- Reporting available to link with IT systems.
- Health, Safety & Security a focus for all operations.



Consultancy Services

- Design of new ports
- Design of new equipment
- Traffic flow optimization
- Procurement and tendering of port equipment purchases
- Due diligence work on design, business plans and feasibility studies



DRIVEN BY INNOVATION, PERFORMANCE GUARANTEED...

...WORLDWIDE



-  **UK** Head office, 1 Ashton Gate, Ashton Rd. Harold Hill, Romford, Essex, RM3 8UF
-  Havana, Cuba
-  Freetown, Sierra Leone
-  Tema, Ghana
-  Lome, Togo
-  Apapa, Nigeria
-  Beira, Mozambique
-  Nacala, Mozambique
-  Chennai, India
-  Sisiman, The Philippines
-  Dakar, Senegal

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Thank you