



GMT
LIMITED

We Make It Happen

14th Intermodal AFRICA

Container Traffic Trends and
Opportunities in Nigeria

25 November 2015



*The most compliant logistics/clearing agent
Awarded by NAFDAC & Customs*



We Make It Happen >

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Mission & Vision

OUR MISSION

GMT is the Premier **Fully Integrated Logistic Service Provider** in Nigeria. We continuously develop our resources and services, which allows us to always to provide the right solution for any logistic challenge.



OUR VISION

GMT offers unique tailor made solutions which span across the entire supply chain. We take full responsibility of every aspect in the chain, where **Compliance, Efficiency, Reliability and Safety** are the standard. Our personal approach and commitment is focused to always exceed our Clients expectations.

GMT in Brief

GMT has a **Unique Attitude** in the logistics market

➤ We define the tailor made solutions

➤ Our focus is to exceed our client's expectations

- Started mid 90's, GMT has developed a **Unique Expertise in Logistics in Nigeria**
- Awarded as **Most Compliant Logistic Service Provider**
- **Customized Solutions** to optimize any supply chain model
- Focus on **Bottom Line Costs** of all logistic requirements
- **Own high quality fleet** of trucks of **> 250 trucks**
- **GMT's Container Yard** providing savings in storage and improved delivery accuracy

Services

- Door to Door logistics
- Import- and Export Logistics
- Document management
- Import financing
- Warehousing
- Sea- and Air freight
- Track & Trace



Compliance

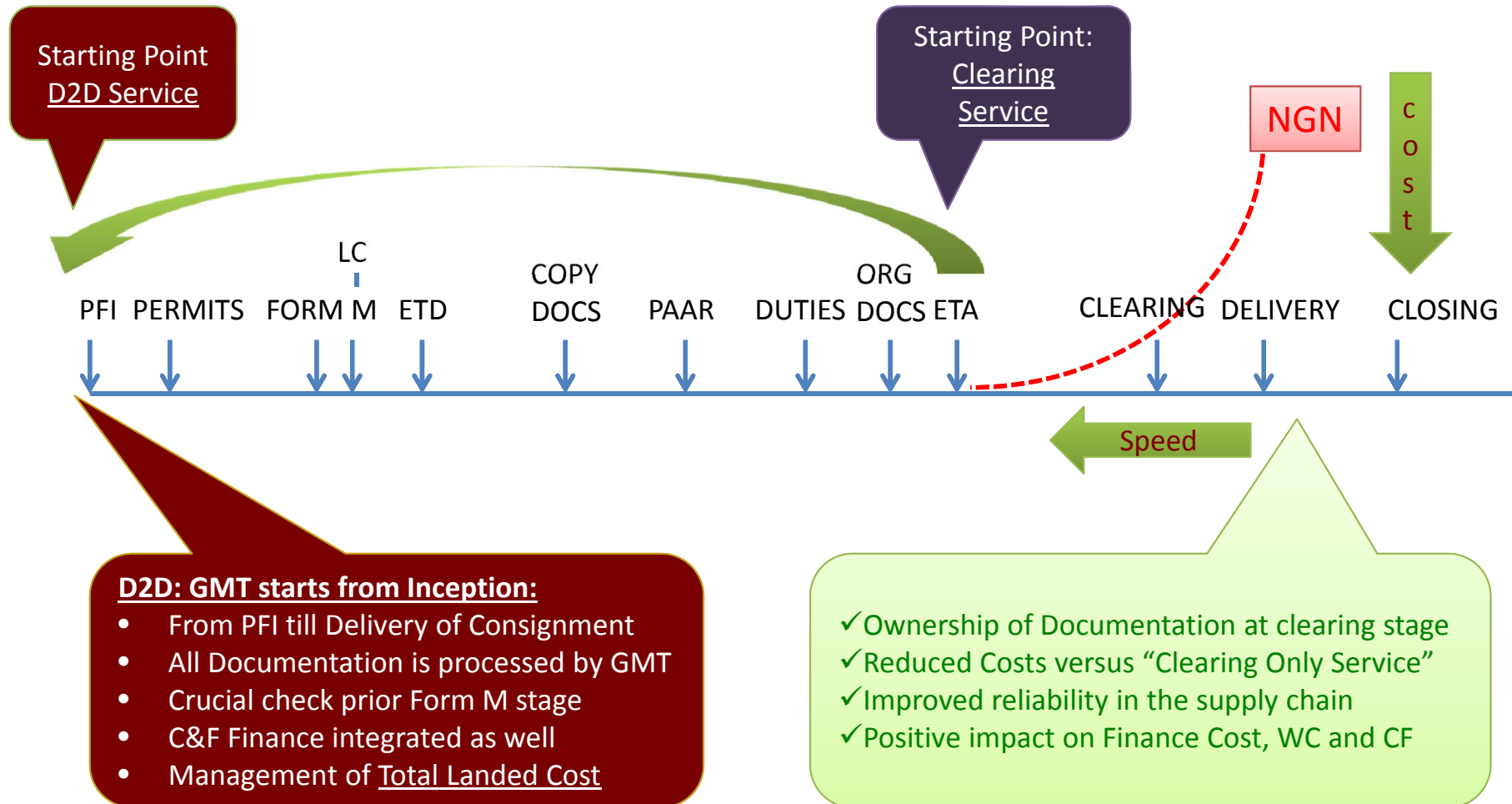


Recognition of Compliance
by Authorities:

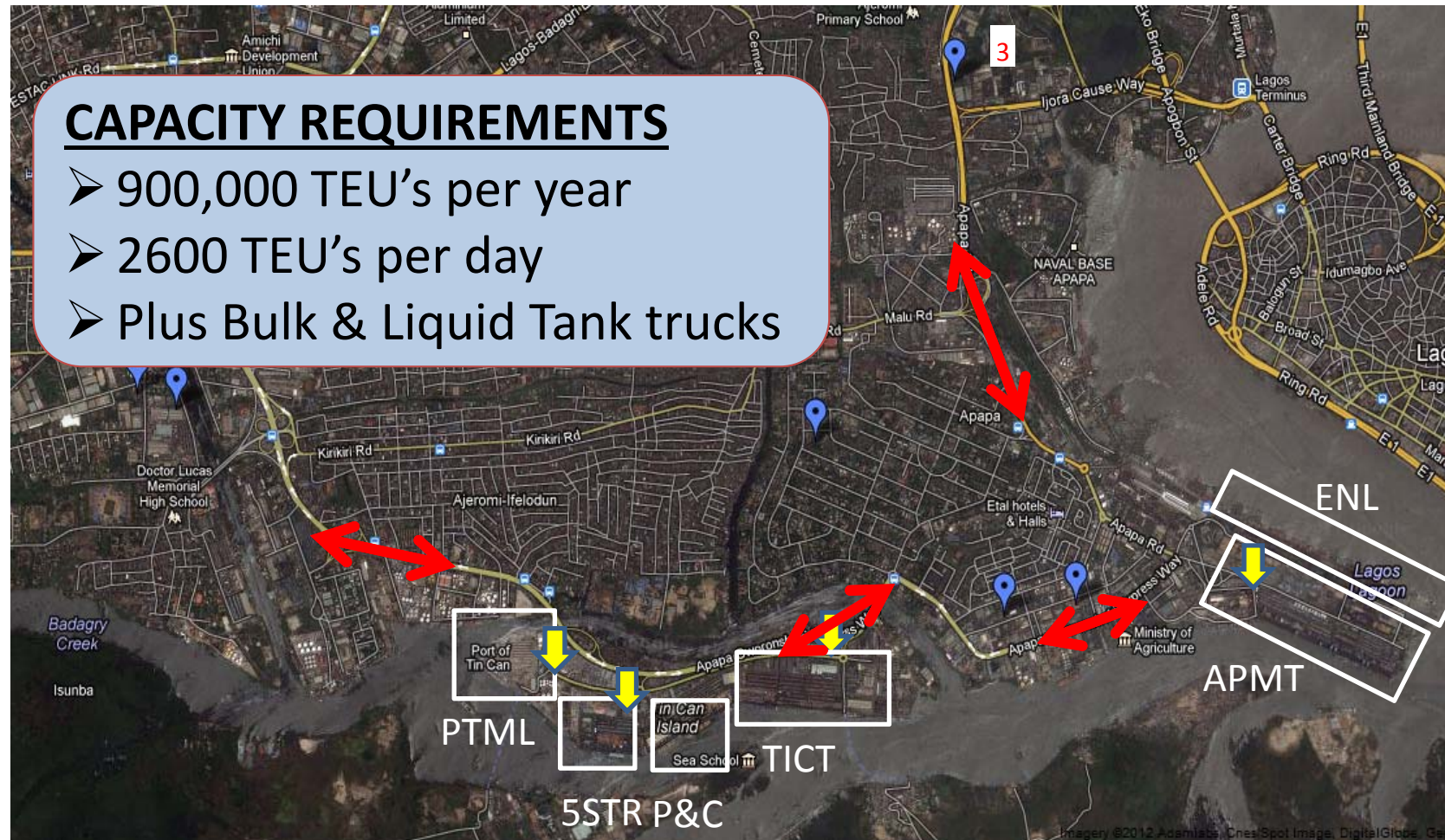
GMT is awarded as #1
Most Compliant Agent

By Customs & NAFDAC

GMT D2D Service



Sea Port Status - Infrastructure



Transport Status – Trucks and Roads

Quality

- Roads
- Vehicles
- Drivers



Trends

1. Containerized Market reduced compared to 2014 by 15%.
2. Increased Share of Formal Import
 - New Government, pushing for higher customs revenue.
 - Tighter Customs process/statutory controls for imports
 - Gap between parallel market and CBN rates
3. Buying Power of Domestic Market Decreased
4. Lack of FOREX
5. Items Not Valid for FOREX is challenging majority of importers.
6. Large companies are turning every stone to cut cost.

Opportunities

1. Exports
 - ✓ Agriculture Products
 - ✓ Items Manufactured in Nigeria (to ECOWAS countries at reduced import duty rate)
 - ✓ Mining (still 1-3 years away)
2. Power Situation will improve
3. Increased Refinery Capacity
4. Large Infrastructure Projects are still happening
5. FLOWS





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