PERFECT PARTNERS TO COVER ALL LOGISTICS
FORM PORT TO CORRIDOR
Bolloré, a family group with a long-term strategy

- Founded in 1822, the Bolloré Group ranks among the 500 largest companies in the world
- Managed since 1981 by Vincent Bolloré, from the 6th generation of the Bolloré family
- A listed company, majority owned and controlled by the Bolloré family
- Bolloré Group has always had a forerunner strategy
- Stability of shareholding structure allowing to pursue a long-term and ambitious investment strategy

**KEY FIGURES (2012)**

- > 55,500 employees in 152 countries
- Sales: €10.2bn
- Net income: €804m
- Market capitalisation: €10bn (Sept. 2013)

**SHARE PRICE PERFORMANCE**

![Graph showing share price performance over 10 years LTM with Bolloré and SBF 120 indices.]

Source: Datastream, as of September 12, 2013
A diversified group with a successful track record

**TRANSPORT & LOGISTICS**

- The leading integrated logistics network and Public - Private Partnerships operator in Africa with over 30 concessions
- The leading port operator in Africa with key positions in France & Asia

**COMMUNICATION & MEDIA**

- One of the largest advertising and communication consultancy groups in the world (Rank No. 5) with 16,000 employees – 28 countries in Africa
- Free daily newspaper (Almost 1 million copies per day in France / 2.7 millions readers per edition)
- General market research and survey institute

**ELECTRICITY STORAGE & SOLUTIONS**

- LMP (1) batteries & supercapacitors
- Mobility applications
- Stationary applications
- Intelligence services

(1) Lithium-Metal Polymer
The Bolloré group

Staff by activity
Total More than 55,000

- 62% Transportation & Logistics 34,226
- 28% Communication 15,852
- 4% Blue Solutions 1,973
- 4% Others 2,245
- 2% Oil Logistics 1,259

Total 55,555
25,000 in Africa

Tunover by activity
Total € 10.2 billion (2012)

- 54% Transportation & Logistics 5,473
- 36% Oil logistics 3,643
- 8% Communication 811
- 2% Blue Solutions 215
- 0% Others 44

Total 10,186
Our footprint in Africa and all over the world
Bolloré Africa Logistics key figures 2013

- **55** countries throughout the world: **45** in Africa with more than **250** subsidiaries
- **25,000** permanent staff
- **€300 million** investments per year
- **€2,700 million** turnover*

- **30** port, multimodal platforms, rail & barging concessions
- **5,670,000** containers
- **6,500,000** tons of freight handled per year
- More than **6,000** vehicles
- **More than 10 million** sqm of warehousing space and yards

* Figure in 2013
Bolloré Africa Logistics activities

- Port concessions
- Stevedoring
- Shipping
- Shipyards
- Travel agencies
- Communication
- Urban billboards
- Electric buses
- Trucking
- Inland container depot
- Railways
- Barging
- Airfreight

Other activities

- Port operator
- Inland transport corridor approach

Dedicated logistics solutions

- Warehousing
- Supply chain
- Industrial projects
- Commodities warehousing
- Commissioning
A leading private operator of concessions

- 16 port concessions
- 1 Oil & Gas port
- 2 railway concessions (CAMRAIL & SITARAIL)
- 11 multimodal platforms concessions
- 1 barging concession
Multimodal platforms

- Main ports decongestion (Tema, Lagos, Luanda, Dar es Salaam, Mombasa)
- Hub management and deployment
- Customs procedures improvement
- New terminals

- Tema
- Mombasa
- Mali
- Kampala
- Lagos
- Dar es Salaam
- Gabon, Rwanda, Luanda, Burkina Faso, Chad, DRC, Cameroon and Malawi

Total TEU's: 330,000
Corridor management

Leading corridor operator from Dakar to Port Sudan

Multi-skilled organization for a door-to-door service based on a corridor approach for landlocked countries

- Integrated or tailor-made services (customs clearing, forwarding, delivery, rail truck…)
- Through B/L
- Door-to-door haulage
- Bonded warehousing
- Packing, bagging
- Fumigation
- Blending
- Consolidation
- Warranting
- Monitoring-tracking
- 1,500 tractors and trucks
- 2,200 trailers
Railway concessions

- **2 concessions:** Sitarail since 1995, Camrail since 1999
- **Investments:** 360 M€ YTD
- **Permanent staff:** 3,965 (Sitarail: 1,413 and Camrail: 2,552)

- Cameroon
  - 1000 km
  - 1.2 billion tons kilometres
  - 530 000 passengers kilometers

- Signing of a new investment program of 350 M€ between 2009 / 2020 with the Cameroonian government
  - 200 M€ by Camrail
  - 150 M€ by the Cameroonian government

- Ivory Coast – Burkina Faso
  - 1,260 km
  - 944 million tons kilometres
  - 220 000 passengers kilometers
A major airfreight operator

With 54 airport agencies in 45 countries,
A full scope of door-to-door Air Freight services:

♦ Freight Forwarding
  - Consolidation
  - Door-to-Door
  - Express
  - Clearing

♦ Air Chartering & On Board Couriers

♦ Additional services:
  - General Sales Agent (GSA): Cargo airlines representation
  - Handling agent
Innovative airfreight solutions to make the difference
Supply chain operations

**Dedicated operations to the Telecoms, Healthcare, Food & Beverage industries**

- **Supply Chain Services**
  - Engineering: logistics network optimization, workflow design, warehouse space optimization, IT architecture design, performance management
  - Proactive management of operational events (control tower): day-to-day planning, coordination and follow-up of operations
  - Information management: collection, consolidation and sharing of all logistics data and documents (AWB, bill of lading, POD), track and trace

- **Information Technologies**
  - Supply Chain Management
  - Activity report & Key Performance Indicators
  - Customer web portal
More than 10 million sqm of warehousing and yard space

More than 250 Warehouses of which 80 offer Value Added Services

Value Added Warehousing Services
- Bonded storage, Dangerous & sensitive goods, CCTV, intrusion alarm…
- Advanced receiving and inspection processes
- Stock level & inventory management
- Specialized handling equipment
- Order management: pick and pack, packaging & accessories management, labeling, kitting…
Project Logistics

We accompany our clients in their projects with a global service and can assist them in all stages of their projects whatever the sector: Mining, Oil & Gas (exploration and drilling), Energy, Other industries...

- Pre logistics studies
- Logistics recommendations to our customers – prequalification
- Implementation: dedicated teams, equipment, specific tailor made IT, specialized transport activities, handling & storage, O-HSE, Mobilization...
- Execution: Kick off Reporting KPI SOP (Standard Operating Procedure)
- Closure / Support in finalizing the project: handling of administrative and customs formalities, teams & equipment demobilization

Mining project Marampa - Sierra Leone
Mining project -Ghana
Heavy lift- Tanzania
Project Logistics: Mining

- Marampa, Sierra Leone
- Tenke, DRC

Map of Africa showing mining projects in various countries including Mali, Senegal, Guinea, Sierra Leone, Guinea Conakry, Liberia, Burkina Faso, Ghana, Gabon, Cameroon, Zimbabwe, Madagascar, DRC, and Zambia.
A keen experience in major Oil & Gas projects

• **Development of the 1st first oil port in Mozambique**
  Construction of the first port terminal dedicated to the oil exploration in Pemba.

• **Pemba Air Express – from various oil & Gas locations** such as Milan, Dubai, Kuala Lumpur, Singapore.. to Pemba/Nacala/Tete.
Project Logistics: Industrial projects

- Morocco: Chemical plant - Office Cherifien des Phosphates in Jorf Lasfar
  - Automotive manufacturing plant: RENAULT TANGER
- Benin: Cement plant - NOCIBE
- CAR: Bou Dar Dam - MAF
- Chad: Hotel and park building - SOLUXE
- Ethiopia: Geothermal project - EEPCO & ALSTHOM
- Kenya: Power plant - WARTSILA
- Senegal: Construction stadium - ZHENG TAI Airport - BINE LADEN & SOCCCI
- Guinea: Power station project - ASPERBRAS
- Sierra Leone: Bio ethanol project - ADDAX
- Liberia: Rice mill plant - DANGOTE
- Ivory Coast: Marcony Bridge + Motorway - BOUTIGUES Brewery yopougon - EUROMIND
- Burkina Faso: Irrigation system - SOGEA STATOM
- Ghana: Brewery plant - SAB MILLER Rehabilitation of 300 hospitals - VAM Water treatment plant - TAHAL
- Nigeria: NIPP project - ENERGO
- Angola: TOTAL Simbe Cemetery Irrigation - TAHAL
- Cameroon: Extension - SONARA
- Mozambique: Mamba Nkwa Dam - CAMARGO CORREA
- RSA: Energy project Medupi - ESKOM Power plant - NDOLA ENERGY Bartrac - BARLOWORLD & TRACTAFRIQUE
- DRC KINSHASA: Maluku Plant - BRAHMA / HEINEKEN Expansion plant - CILU / HEIDELBERG
- Tanzania: Power center - SYMBION POWER

Projects with Bollore Africa Logistics participation
Project Logistics: Heavy lift

Heavy lift - Nigeria

Bolloré Africa Logistics network in Africa
Colis & special haulage in Africa
Specialised regional offices
Our commitments to Sustainable Development
Our commitments

- Le Sens Entrepreneurial: Entrepreneurship
- La Recherche de l’Excellence: Seeking the Highest Performance
- L’Intégrité et la Loyauté: Integrity and Loyalty
- L’Humilité et la Compréhension de notre Environnement: Humility

Our Commitment to Ethics

- Member of the U.N Global Compact since 2003
- Bolloré Code of Business Conduct
- Compliance with FCPA, U.N. & OECD conventions
- Compliance with competition laws
A Q-HSE policy meeting the international standards

Bolloré Africa Logistics present in 55 countries, 45 in Africa is involved in a quality management system

• All the Countries are implementing the Quality management system (80% of the total turnover)
• 20 countries (more than 60 entities) are already certified through ISO 9001:2008
• The Q-HSE system meets the highest standards (oil & Gas, mining standards …)
• All of the 14 port concessions are involved in the ISO 9001:2008 certification;
  Abidjan Terminal has the triple certification: ISO 9001, ISO 14001 & OSHAS 18001
• All of our port concessions are complying with the ISPS standards
• The number of training hours dedicated to Q-HSE has tripled in 2 years to reach 50,000 training hours in 2012.

Countries currently ISO 9001 certified
Countries ICMI certified
Countries PNUD certified
A local content strategy

- **Local training and skills development**
  - Training sessions in all over the network focused on shipping, transit, railway and port activities
  - Pan-African training centre dedicated to the port handling activities in Abidjan (2000 workers trained since 2008)
  - Training seminar for the managers in our network «Managers for Tomorrow »
  - African chairman appointment as head of our subsidiaries: 74% of our managers are African
  - Creation of an African strategic committee to assist the executive committee at headquarters

- **Strengthen local suppliers and local sub-contractors**
  - Example in Senegal with the support of SME of logistics:
    - Management and Q-HSE reporting
    - Eco-driving training session
    - Q-HSE training session
  - Customer audit & implementation of KPI's
Health coverage

Health coverage policy covering 25,000 employees including family

- Medical care program
- Programs against AIDS & Malaria covering free therapy for HIV
- Annual vaccination (BCG, hepatitis, yellow fever)
- Support of community health initiatives
- Funding for Health Centers (Ivory Coast, Cameroon, South Africa…)
- Special operations of medical supplies

Images:
- Distribution of bed nets - Burkina Faso
- Medical Health Center in Pointe - Noire - Congo
- Pan – African medical mission « Chaine de l’Espoir » - Senegal
- World Aids Day mobilisation in the Conakry Terminal - Guinea
THANK YOU

FOR ANY ENQUIRY PLEASE CONTACT US:

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