DB Schenker
The Transportation and Logistics Division of Deutsche Bahn

Angola – An emerging market

Lisbon, 15th November 2010

Frank Gutzeit
DB Schenker Worldwide

DB Schenker Portugal

Angola – Logistics and procedures

Our service range in Angola
Our Presence in the Transport Business

No. 2 Public transport in Europe
No. 2 Passenger rail transport in Europe
No. 1 European rail freight transport
No. 1 European land transport
No. 1 Biggest rail network in Europe

As of 31.12.2009, revenue as total revenue, ¹ Difference between the sum of the business units and DB Group result from other activities/consolidation

DB ML AG, Communication Transportation and Logistics (GKL)
Schenker Transitários, S.A., November 2010
DB Schenker Logistics is a leading provider of international transport and logistics services as of 31.12.2009.

Integrated transport and logistics services
- Operation of global networks
- Expertise in specific industries, e.g. automotive, electronics, consumer goods
- Strong brand with global door-to-door service

DB Schenker Logistics Service Portfolio

No. 1 in European Land transport
- 800 offices in 36 countries
- 70 million consignments p.a.
- approx. 32,000 regular services per week

No. 2 in global Air Freight
- More than 700 sites worldwide
- 800 freight flights p.a.
- 1 million tons airfreight volume p.a.

No. 3 in global Ocean Freight
- 1.4 million TEU¹ ocean freight volume p.a.

No. 5 in global Contract Logistics
- 500 offices in more than 50 countries
- More than 4 million m² storage space

¹ TEU = Twenty-foot Equivalent Unit

DB Schenker has a strong transportation network

Transportation network

- Land Transport
- Air Freight
- Intermodal
- Ocean Freight
- Rail Freight
- Contract Logistics/SCM

Transport and logistics services ... based on a strong support
to offer integrated solutions door-to-door

Door-to-door, track and trace

Logistics management of supply chain

Global account management team
DB Schenker – Global network
2,000 offices in more than 130 countries
DB Schenker Portugal at a Glance

2009

- Land Europe shipments
  - Sales: 71,3 M.€
- Airfreight Tons.
  - 4,600
- TEUS Oceanfreight
  - 7,500
- Warehouses and logistics
  - 24,000 m²

Totals

- 153,000

Employees

- 263

Offices

- 8
Offices in Portugal

**LISBON**
Estrada Nacional 115,5
Casal Novo
2660-364 São Julião do Tojal
Tel.: +351 21 973 97 00
Fax: +351 21 973 98 90

Edifício Foreva
Forte da Casa, Lote B, Fracção A
Estrada Nacional 10
2625-121 Póvoa Santa Iria
Tel: +351 218 506 000
Fax: +351 218 506 090/95/99

**OPORTO**
Rua do Galhano, 11
Varziela - Árvore
4480-089 Árvore
Vila do Conde
Tel.: +351 252 09 09 00
Fax: +351 252 09 09 90

Rua do Pinhal, 250 – Crestins
4470-640 Maia
Tel: +351 22 9434300
Fax: +351 22 9434480

**LEIRIA**
Escrutório Comercial
E.N.1 - 3347, Sala A - 1º Dt.
2420-195 Barracão - Leiria
Tel.: +351 244 721 358
Fax: +351 244 724 379

**CANTANHEDE**
Escrutório Comercial
Zona Industrial 1- Lote 3
3060-197 Cantanhede
Tel.: +351 231 09 81 12
Fax: +351 231 09 80 19

**FARO**
M.A.R.F. (Mercado Abastercedor da Região de Faro)
Sitio do Guilhim, Estoi
Caixa Postal 18 M
Entreponto E3.09
P-8009-021 Faro
Tel.: +351 289 99 00 60
Fax: +351 289 99 00 69
DB Schenker Portugal
Angola – An emerging market

Do Mundo para Angola
Estamos onde você quer ...
General logistics environment in Angola

- Same logistics services like in Portugal can be provided
- Existing logistic platforms for Oil & Gas
- General logistics platforms in development (eg. Viana)
- No complete network available
- Situation comparable to Portugal in the early 70’s
- Heavy bureaucracy in public entities
Export / Import Process

1) Needed to allow money transference
2) If the payment is not in advance, only after DU (customs doc. proving import) is retrieved from Customs

Schenker Transitários, S.A., November 2010
Expertise and best practice in all transport means

Warehousing and distribution projects

Knowledge of local infra-structures

Expertise in Customs procedures, local requirements and regulation

Product Managers and Business Development Managers

Dedicated transport coordination (charters)

Feasibility studies for projects
Oceanfreight – Available Services

**SchenkerOcean Complete**
Our price policy offers a direct service to Angola
We offer a flat rate based on several Carriers carefully chosen to prevent delays at arrival

**SchenkerOcean Consol**
We have a Consol Service that can guarantee space to our LCL cargo, via Intermodal Hub in Lisbon.

**SchenkerOcean Conventional**
Our Ocean Freight Team has also the skills and knowledge to handle your conventional / Project Cargo – cars, trucks, machinery, boats and raw materials – we ship your project.

**SchenkerOcean Cross Trade**
The far the World economy is global, the faster can DB Schenker/Bochimar move your cargo, thanks to our Global Network.
We are Cross-Trade specialists from China, Brazil, European Union and USA to Angola. Transport expenses can both be paid at origin or destination, depending on the commercial contract between supplier and customer.
Oceanfreight – Available services

**Ports**

Luanda  
Lobito  
Cabinda  
Namibe  
Soyo

**Shipping Lines and Terminals**  
**SOGESTER** Terminal (private, explored by A. P. Moeller):  
Maersk, Safmarine, OTAL, DELMAS  
**Unicargas** Terminal (state owned):  
NDS, Grimaldi  
**Sonils** Terminal (exclusive of oil and gas companies)  
Safmarine on MPV service (Project Cargo)

**LCL**

Luanda  
Fayol – State Owned Bounded Depot and Warehouse for Desconsolidation
Availability of Special Equipment

Heavy lifts (have to be subcontracted)

Luanda harbour: Cranes with 40 Tons. for containerized cargo
Combination of mobile cranes and Vessel’s cranes for heavy lifts

Lobito harbour: Water Floating Crane with 150 Tons. (can be moved to Luanda)
Auto-Crane with 120 Tons.

Cabinda: No heavy cargo support by Sea // Difficult by land (ex-Pointe Noire – Congo)

Namibe harbour: Mobile Cranes with 40 Tons. and combination with vessel cranes

Outside Luanda Harbour: Several cranes with maximum of 150 Tons.
For heavy cargo, cranes must be combined.

Inland Haulage (has to be subcontracted)

Luanda: Transport facilities until 150 Tons

Lobito: Transport facilities until 80 Tons

Namibe: Transport facilities until 150 Tons. (service available from Namibia – Country South of Angola)

(Detailed information after request)
Airfreight – Available services

Airports

4 de Fevereiro Airport (Luanda)
Cabinda, Soyo, Namibe, Benguela, Lubango

DB Schenker JetCargo Economy
4 Weekly own consols (M, W, F and Sunday) via Lisbon Airport at competitive prices

DB Schenker JetCargo Aircargo Business
Airfreight shipped seven days a week; departure at the end of the day; arrivals at first light

DB Schenker JetCargo Aircargo First
100% Confirmed daily departures

Airlines
TAP (Daily flights ex-LIS), Lufthansa (twice ex-FRA), BA (Weekly ex-LHR), Air France (twice ex-CDG), TAAG (Daily ex-LIS; 4 x week ex-RIO)
Asia: Skybridge via DUB (Specific information upon request)

Airport Handling Agent: ENANA (state owned)
Local services provided

- Dedicated teams in Airport and Seaport
- Dedicated warehouse space at Luanda Airport
- Own distribution fleet
- Deconsolidation and warehousing in Luanda
- Import Customs Clearances
  (3-4 days Airfreight, 10 days Oceanfreight)
- Door-to-Door
- Commodities transport insurance
- Integrated logistics
- Track and Trace via web
Bochimar – local DB Schenker partner

Offices in Angola

Head-Office
Rua Dr. Alves da Cunha,
Nº 55 - 2º Esq. - Luanda
Telf: + 244 924 293 948
Fax: + 244 222 39 1963

Office at Luanda Airport
Telf: + 244 222 33 1759
Fax: + 244 222 39 1963

Office in Lobito
Avenida da Independência nr 57 – 2º Dto
Lobito (Edifício da Alfândega)
Ph.: +244 923 621594

www.bochimar.com
Bochimar – General information

■ EMPLOYEES
   30 employees (October 2010)

■ WAREHOUSING
   Container parking and sub-contracted warehouse

■ EQUIPMENT
   Own distribution fleet
   Equipment available for container haulage

■ ALVARÁS
   Freight Forwarders permit n. 160/TRAN/2001
   Shipping Agent permit n. 76/NAV/2000
Coordination and Support Centres for Angola

Coordination Centre:
Schenker Portugal
Estrada Nacional 115-5 Casal Novo
São Julião do Tojal
2660-364 Loures

Mr. Hugo Baptista
Tel: +351 22 9439352
e-mail: hugo.baptista@schenker.pt

Support Centre for Germany:
Schenker Deutschland AG
Bei den Mühren 5
20457 Hamburg

Mr. Matthias Hey
Tel: +49 40 36 135 293
e-mail: matthias.hey@dbschenker.com

Support Centre for China:
(South China and Hong Kong)
Schenker International (H.K.) Ltd.
35/F., Skyline Tower
39 Wang Kwong Road,
Kowloon Bay, Hong Kong

Mr. Manish Phatapekar
Tel: +852 2727 9933
e-mail: manish.phatapekar@dbschenker.com

(Central China and Shanghai)
Schenker China Ltd.
Unit 3802-3806
Raffles City (Office Tower)
No. 268, Xi Zang Zhong Road,
Shanghai 200001, P. R. China

Mr. Nicolas Stanic
Tel: +86 21 61708888-8760
e-mail: nicolas.stanic@dbschenker.com
DB Schenker – Angolan Market in Figures

DB Schenker - Angolan Market in Figures

Year

M. €

2006 2007 2008 2009
Angola – Market references

- Atlas Copco
- General Cable
- One Company
- TEIXEIRA DUARTE
- ENGENHARIA E CONSTRUÇÕES, S.A.
- MCA
- AMAL
- Moviflor
- Tecnovia
- Oxbow
- Cormar, sa
THANK YOU VERY MUCH FOR YOUR KIND PRESENCE

For further information, please contact and websites:

Mr. Hugo Baptista
Business Development Manager
Ph.: +351 22 943 4352
E-mail: hugo.baptista@schenker.pt

www.schenker.pt
www.bochimar.com