

NOVEMBER 12, 2020

MOZAMBIQUE

**LUSO-GERMAN PARTNERSHIPS FOR A STRONGER
PRESENCE IN MOZAMBIQUE**

CÂMARA DO COMÉRCIO E INDÚSTRIA LUSO-ALEMÃ



GRUPO ETE

SUMMARY

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4 CONTAINER TRADE PORTUGAL & MOZAMBIQUE



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GRUPO ETE OVERVIEW

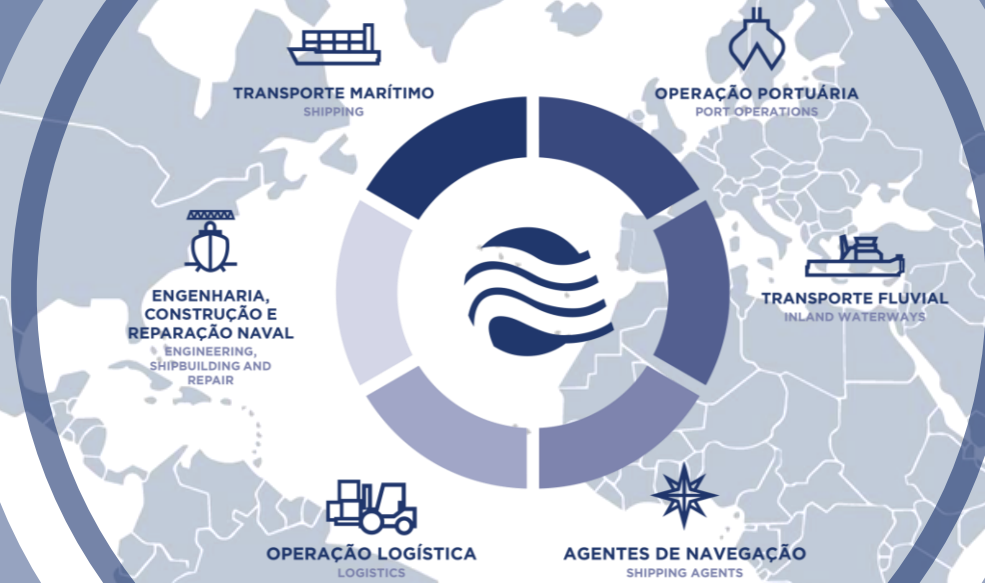
6 BUSINESS AREAS FOR GLOBAL SOLUTIONS

Business areas
provide a differentiating
and competitive service.

Recognized reliability
of our global integrated solutions
generating added value
to our clients' business.



GRUPO ETE - BUSINESS DEVELOPMENT



INTERNATIONALIZATION

Pursuit of new investments and partnerships on core business



Uruguay	• Transfluvial – river navigation
Colombia	• ETE Colombia SAS • River navigation • Floating crane – support to port operations and loading and unloading vessels
Cape Verde	• CV Interilhas – Passenger and cargo Inter-island Concession • Transinsular Cabo Verde – Cargo cabotage • Navex – Ship agent • ETE Logística Cabo Verde – Warehousing and Logistics Operation
Mozambique	• ETE Logística de Moçambique – Logistics and freight forwarding company

CARGO HANDLING BY GRUPO ETE

ANNUAL VOLUME **21 M tons**

BULK **15 M tons**

PORT OPERATION 12 M tons

INLAND WATERWAYS 3 M tons

CONTAINERS **3,5 M tons**

PORT OPERATION 1,5 M tons

SHIPPING & FORWARDING 2 M tons

BREAK BULK **2,5 M tons** PORT OPERATIONS

Why Grupo ETE?

Presence in Mozambique since 1996 (shipping line, cargo terminal, S&C)

- Forwarding company in Mozambique since 2012
- A team of professionals fully available to work overseeing and putting together the best solutions
- A transparent and ethical working methodology
- Technologically innovative processes, and rigorous monitoring of your cargo

Deep knowledge of market and Mozambican regulations



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ETE LOGÍSTICA

Operação Logística

Portugal, Cabo Verde and Mozambique

ETE Logística

ETE Logística Cabo Verde

ETE Logística Moçambique

- Turnkey logistic operations
- Sea, air and land related services
- General, cold and specialized bulk storage
- Containers, reefers and cargo stuffing

Worldwide international network - YUSEN, IATA, GAVA, WFN, IFN, SFN, Globalia, Freight Midpoint, Freight Book

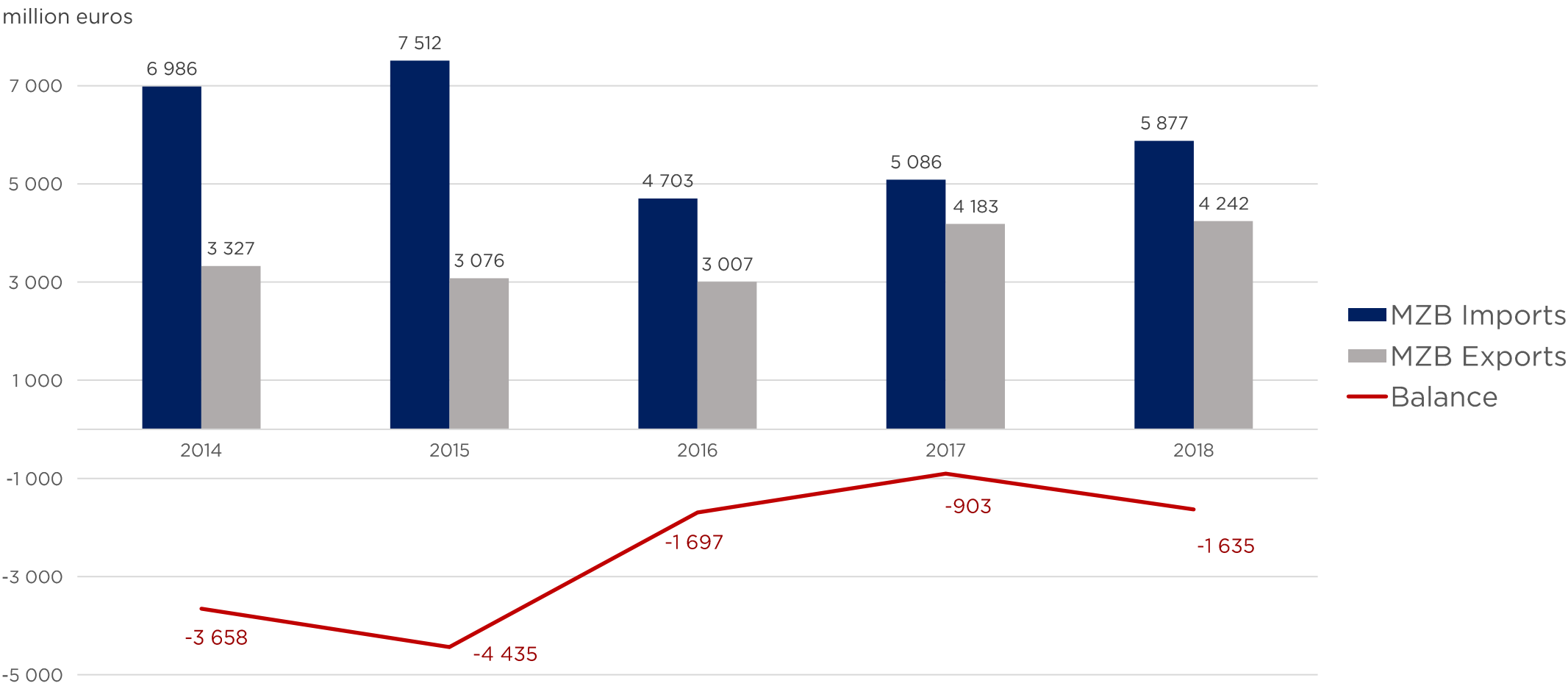
Warehousing: 50.000 m² covered sheds in
Lisbon, Leixões, Aveiro, Madeira, Açores and Cabo Verde



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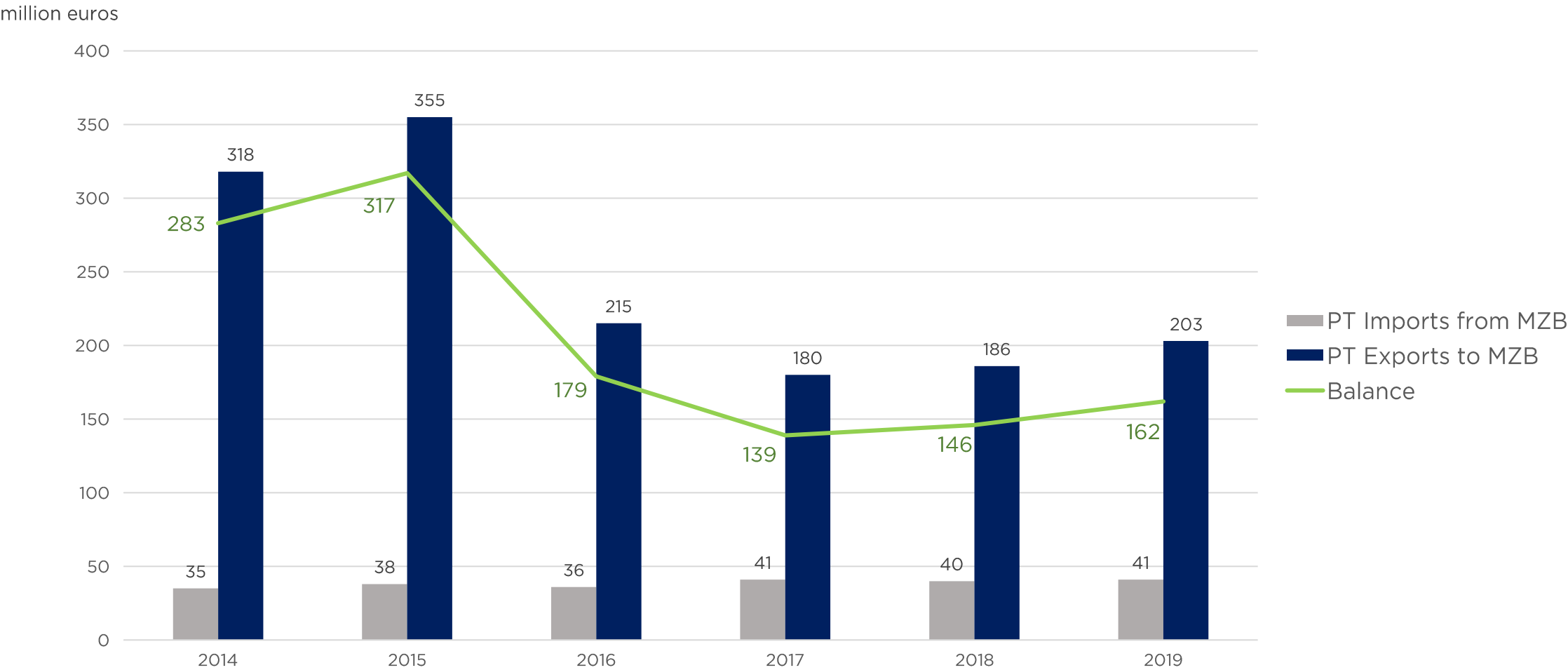
MOZAMBIQUE AND PORTUGAL TRADE

MOZAMBICAN TOTAL IMPORTS AND EXPORTS



Source: “Anuário Estatístico”, Mozambique

TRADES BETWEEN PORTUGAL AND MOZAMBIQUE



Source: INE

TRADE BETWEEN MOZAMBIQUE AND PORTUGAL

Mozambique imports from:

2018		
	Mercados	[%]
1	África do Sul	27,8
2	China	11,5
3	Emiratos	7,5
4	Países Baixos	7,5
5	Índia	7,1
6	Singapura	4,1
7	Portugal	3,3
8	EUA	3,1
9	Japão	2,8
10	Tailândia	2,3
	<i>Peso no Total >></i>	74,7

Source: "Anuario Estadístico", Mozambique

Goods imported from Portugal:

- Machinery and spares
- Chemicals
- Food industry
- Finished goods
- Metal works

Mozambique exports to:

2018		
	Mercados	[%]
1	Índia	27,3
2	Países Baixos	17,4
3	África do Sul	12,2
4	China	4,8
5	Hong-Kong	4,6
6	Singapura	4,6
7	Polónia	2,6
8	EUA	2,4
9	Reino Unido	1,9
10	Emiratos	1,8
	<i>Peso no Total >></i>	79,6

16	Portugal	0,8
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Source: "Anuario Estadístico", Mozambique

Main goods exported to Portugal:

- Agro and food – shrimp, sugar, tobacco and cotton



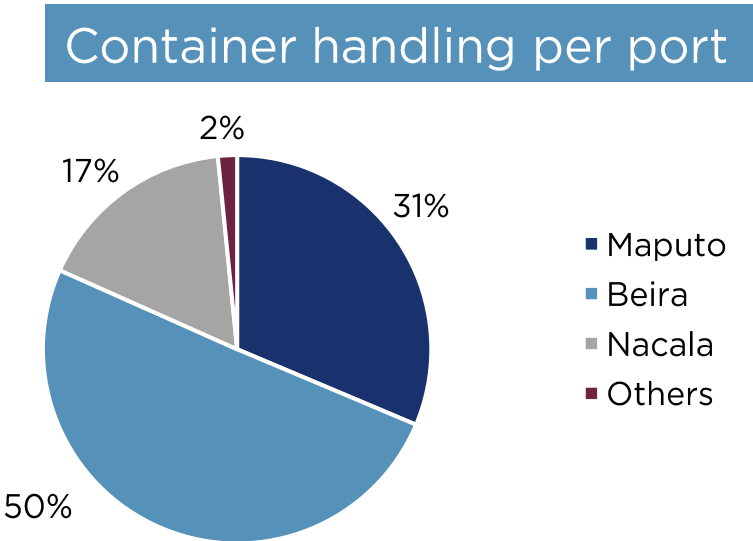
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CONTAINER TRADE PORTUGAL & MOZAMBIQUE

PORTS OF MOZAMBIQUE: CONTAINER HANDLING 2019

Source: CFM

	Import	Export	TOTAL
International	155 000	135 000	290 000
Transit	75 000	75 000	150 000
TOTAL	230 000	210 000	440 000



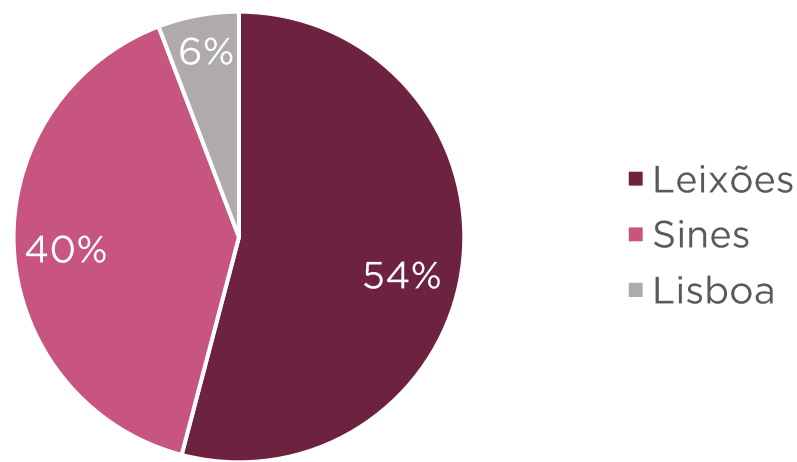
CONTAINERS TRADE PORTUGAL - MOZAMBIQUE

EXPORTS 6 000 TEU

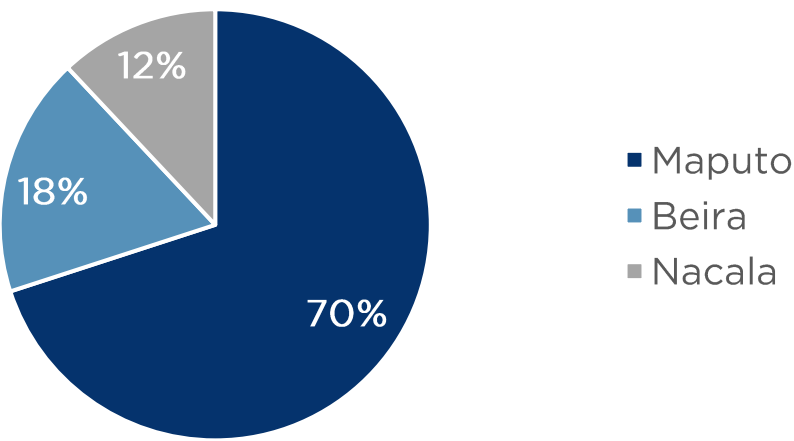
IMPORTS 250 TEU

Source: Portuguese Ports Auth.

Origin ports in Portugal:



Destination ports in Mozambique:



WHY PARTNERSHIPS THROUGH PORTUGAL?



A COMMON HISTORY



A COMMON LANGUAGE



FAMILY LINKS



CONSUMPTION HABITS

- FOOD STUFF
- WINERY
- CONSTRUCTION MATERIALS
- OTHERS

A LONG-LASTING TRADING TRADITION

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