



BERTLING MOZAMBIQUE –
WE DELIVER OUR PROMISE.

AHK

Deutsch-Portugiesische
Industrie- und Handelskammer
Câmara de Comércio e Indústria
Luso-Alemã

65
JAHRE 1954 2019

► COMPANY PRESENTATION

Bertling in Mozambique

THE BERTLING GROUP AT A GLANCE

- Founded in 1865, more than 155 years of experience in shipping & freight forwarding
- Privately owned and managed by active shareholders
- Headquartered in Hamburg, Germany
- 5 regions, 45 offices, 26 countries
- Three major business units: Ship Owning, Chartering & Broking • Logistics & Project Freight Forwarding • IT & Software Solutions (Bertling EDI Service & IT GmbH – Besitec)
- Industry focus: Oil & Gas, Mining & Construction, Power Generation, Renewables, Petrochemicals
- In-house developed transport management software (BLU)



➤ WHAT WE ARE STRIVING FOR EVERY DAY, EVERYWHERE



OUR VISION

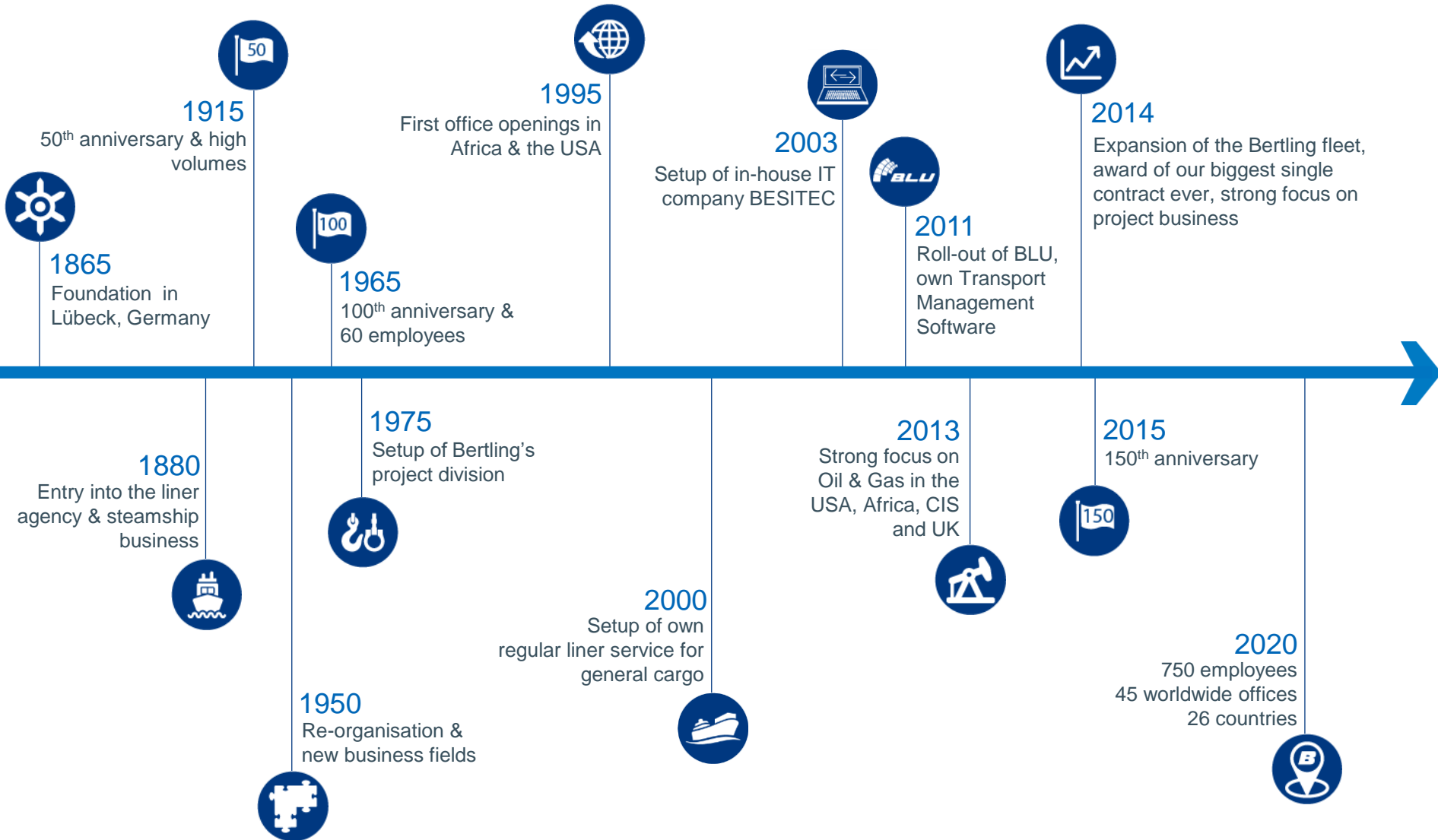
To be the “Project Freight Management Partner” of choice to upstream and downstream oil and gas, energy, construction, mining and government infrastructure sectors

OUR MISSION

- provide best practice, cost effective project freight management logistics and material control services
- responsive to and exceed customers’ requirements and expectations
- operate and maintain safe and environmentally responsible working practices
- respect and support cultures and traditions of all countries where we operate



➤ MORE THAN 155 YEARS IN BUSINESS HISTORICAL MILESTONES





SHIP OWNING, CHARTERING AND BROKING

- since 1865
- 45 brokerage experts in Hamburg, Singapore, Shanghai, Lima and Miami
- own fleet of modern ocean-going vessels of different types
- 400+ experienced crew members
- focused on long-term contracts in the container, bulk, breakbulk, tanker and project market
- worldwide trade lanes on spot and period basis



LOGISTICS AND PROJECT FREIGHT FORWARDING

- established in 1975
- worldwide office, agent and sub-contractor network
- global track-record of over-dimensional/heavy-lift projects
- go-anywhere approach, especially in remote areas
- reliable technical solutions for complex resupply logistics projects
- turnkey contract logistics management



GLOBAL IT AND SOFTWARE SOLUTIONS

- founded in 2003
- in-house IT company of Bertling
- presences in Germany and India
- 22 developers, software engineers and technical/system experts
- enhancement and maintenance of Bertling's global transport management software BLU
- industry-leading software solutions
- modern IT infrastructure maintained from Germany



WORLDWIDE OFFICE NETWORK & DEDICATED PARTNERS





- Number of offices 3 with the first office opened in the early 2000 years
- Mozambique office locations Maputo, Tete, Pemba

COMMITMENT TO MOZAMBIQUE

- Bertling is very proud of the fact that our entire workforce in Mozambique is comprised of Mozambican nationals.
- Our aim is to provide services to the local energy assets for the long-term. Hence, Bertling's approach to local content encompasses regulatory requirements of the host country, as well as our desire for good corporate citizenship and for creating opportunities for the local workforce.
- Through our project experiences in countries such as South Africa and Kazakhstan, we have a proven track record of participating and leading in:
 - Training and capacity building of local talent and resources
 - Creating opportunities and sustainable employment for our staff
 - Maximising the utilisation of local suppliers and collaboration with local service providers and partners
 - Supporting local CSR projects



KEY SERVICES IN MOZAMBIQUE

Bertling offers a complete range of logistics services to support all your project's requirements in:

- General & OOG Road transports
- Heavy-Lift transports and engineering
- Airfreight handling

The main services offered are:

- In-country transports
- Shipping documentation
- Customs clearance
- Warehousing
- Packing solutions
- IT Services, including Tracking &Tracing



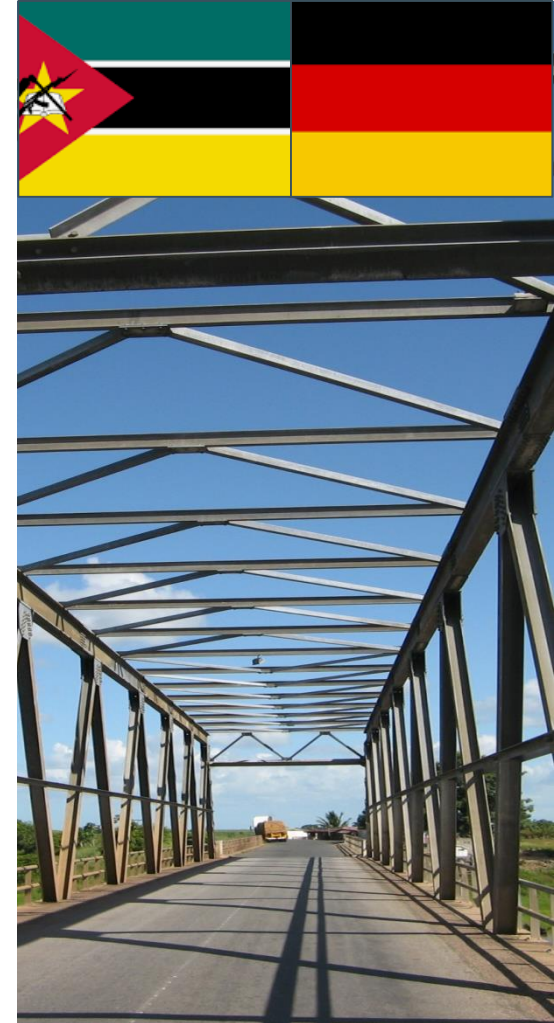
... A CONTINUOUS TRADE PARTNERSHIP SINCE DECADES

Collaboration & challenges:

- Mozambique is Germany's third most important trading partner in the Southern African Development Community
- Germany mainly imports from Mozambique coal, aluminium, tobacco
- Mozambique mainly imports from Germany machinery, grain, electrical equipment
- Trade fluctuations, political instability, insurgency in Cabo Delgado in Mozambique remain ongoing challenges

Targets:

- Identify new business opportunities and areas for growth in Moz
- Showcast Bertling's expertise, local services and value add
- Get to know new companies looking to work in/export to Mozambique
- Connect to new potential business partners and local suppliers
- Stay up-to-date of local developments and projects



BERTLING'S RECENT COMMENTARY IN THE FORTHCOMING HEAVY-LIFT MAGAZINE ON THE LNG SECTOR IN MOZAMBIQUE, LOCAL CHALLENGES AND OTHER DEVELOPMENTS

Rovuma LNG hindered by disease and insurgency

The Rovuma LNG project in Mozambique is set to start production in 2024 – but there are serious doubts over how realistic this is amid growing regional

David Whitehouse,
our roving correspondent in

AFRICA

An air of unreality has descended over the prospects for LNG development at Rovuma in Mozambique, as an insurgency in the north of the country and Covid-19 derail the planned start of production in 2024.

Analysts at banks in Mozambique

continue to extol the project while refusing to acknowledge the insurgency. That suggests the security situation is undermining their ability to keep up

A differing view comes from Nanotti, formerly of the Rovuma

Inadequate infrastructure

As it stands there is insufficient operational port capacity to receive a large influx of project-related cargo to feed the country's LNG projects, said **Mario Luis Joaquim**, general manager at Bertling in Mozambique.

Mozambique's three main ports serve the country's major economic zones. Maputo covers the southern region and is too far away from northern LNG development to be used. Beira port in the central region serves hinterland countries such as Malawi, Zimbabwe, Zambia, Democratic Republic of Congo (DRC) and Botswana – as well as projects in Mozambique such as the Vale coal mine and Cahora Bassa hydroelectric dam. Nacala port serves the north of Mozambique.

These ports receive container liner services on a weekly basis with no major problems, Joaquim said. All have limited capacity to receive breakbulk and out-of-gauge (OOG) cargo, with the main constraints being the handling equipment and the lack of port storage areas. A material

Joaquim noted that the country's three main roads were built more than 50 years ago. There are "major challenges with bridge capacity and heights for heavy/out-of-gauge cargo" and "a lot of improvements are needed", he said.

Covid-19

The original timetable to start production at Rovuma in 2024 was drawn up before Covid-19. The pandemic already means that the project is late, Nanotti said. And executing a project of such complexity in a pandemic raises unprecedented challenges.

Nanotti is now an oil and gas policy consultant based in Milan. Local contractors, he said, are only capable of basic tasks such as dredging and laying foundations. The Rovuma River silts heavily and therefore one-off dredging is not going to suffice; the exercise will need to be repeated regularly.

Expertise will have to be brought in from all over the world to complete the project.

Project potential

The project, Nanotti argued, still has "great potential" and remains "manageable and doable. It is a matter of cost and time."

The best approach is education on what LNG development is for, and the jobs that it will create. Food production jobs will be needed, so a logical step is to start with the necessary, but lacking, industrialisation of agriculture, he said.

The country's youthful population structure means that the jobs need to be created fast. The danger is that expectations of employment are being raised faster than they can now be filled, he said.

In the short term, a more robust military presence is required, said Joaquim at Bertling. **In the longer term, economic and social programmes are needed.** Raymakers agreed that building bridges will be fundamental. He said that operators "must proactively engage with the local community if they wish to somewhat mitigate the risk of being targeted".

 **HLPFI**

Soon to be published in the
October/November issue of
the Magazine available on:

<https://www.heavyliftfpfi.com/digital-editions/2020-digital-editions>

A TIMELINE OVERVIEW

- **1999** – First project for Mozambique – Grinaker awarded Bertling with the mobilisation of construction equipment to Gorongoza (road & civil works project)
- **2003** – ABB awarded Bertling with the shipping, clearing and delivery (onto plinth) of 3 transformers and power transmission installation in Mozambique (Electrification Project Gurue – Cuamba – Lichinga)
- **2009** – VALE, Odebrecht and Camargo Correa award the Supply Chain Management scope for Moatize Coal Project at Tete
- **2010** – Odebrecht awards Bertling logistics scope for the Beira Quay 8 Coal Terminal project.
- **2012** – Nacala Projects - Secured early work for Nacala Velha Coal Terminal development, camp mobilisation, a logistics contract for Nacala Airport Project
- **2013** – Cena Sugar Operation
- **2013** – VALE Scope for Moatize Coal Project
- **2018** – Ongoing VALE Phase 2 - Full logistics services for all OOG cargoes from ports of Durban, Maputo, Beira and Nacala up to delivery site in Moatize.

A TIMELINE OVERVIEW

- **2018** – Since then Bertling has handled all customs clearance formalities for a major South African group operating in Mozambique
- **2019-2020** – Multiple Shipments of sub-sea equipment for the Coral FLNG Project for Baker Hughes
- **2020** – Multiple abnormal transports from Beira Port to Vale mine at Moatize
- **2020** – Door-to-door transports of Siemens power equipment from Europe to Maputo



TRANSPORT OF MINING EQUIPMENT FROM JOHANNESBURG TO MOATIZE IN MOZAMBIQUE

Industry:	Mining
POL:	Various
POD:	Moatize, Mozambique
Cargo:	Mining equipment & consumables
Bertling's SOW:	Transport Flotation Cells from Johannesburg to Moatize Coal Mine Mozambique 14x5.6x5.6- 30 tons each Total freight tons: 75 000



THORCO LOHAS – 6 X HITACHI 5000 DUMP TRUCKS - VALE MOZAMBIQUE S.A.

Industry:	Mining
POL:	Various
POD:	Durban
Cargo:	186 packages of CKD Hitachi dump trucks
Bertling's SOW:	The packages were discharged in Durban from vessel Thorco Lohas. All packages, including OOG, were loaded onto 54 trucks and were delivered to client in Tete.



VALE COAL MINE/TETE (MOZAMBIQUE)

Industry:	Mining
POL:	Various in Europe and Asia
POD:	Durban, Republic of South Africa
Cargo:	EX5600/EH5000AC Dump Truck – 1640 TONS AND 1300 CBM
Bertling's SOW:	Discharge and collection of ODC from CIF Durban to DAP Mine site.



VALE COAL MINE/TETE (MOZAMBIQUE)

Industry:	Mining
POL:	Various in Europe and Asia
POD:	Durban, Republic of South Africa
Cargo:	CAT 690 excavators – 1475 TONS and 1410 CBM
Bertling's SOW:	Discharge and collection of ODC from CIF Durban to DAP Mine site.



ONGOING SHIPMENTS SUPPORTING OIL & GAS PROJECTS IN MOZAMBIQUE

Industry:	Oil & Gas
POL:	Various in Europe
POD:	Maputo, Nacala and Pemba, Mozambique
Cargo:	subsea equipment
Bertling's SOW:	5 dedicated charter vessels 2019 – 2020 loaded with subsea equipment from Europe to Maputo, Nacala and Pemba

BERTLING CURRENTLY EXECUTES THE BIGGEST O&G PROJECT IN THE WORLD

➤ Between 2014 & 2020 (status October):

- 19,016 SRNs
- 35,932 shipments
- 483,467 ton
- 1,814,005 cbm

➤ Highlights include:

- 10 x fully assembled electrical substations Batam-Jurong-Varna-Kazakhstan, via barge, ro-ro ship & river barge, max weight 1003Te
- 4 x 960Te Slug Catchers barged from Gemlik, Turkey to Kazakhstan
- 3 x 680Te fully assembled Macchi boilers barged from Porto Marghera to Kazakhstan
- 52 x river vessel shipments from all over Europe to Kazakhstan, max single piece weight: 586Te
- 128 ocean and barge charters



VARIOUS PROJECT PICTURES



VARIOUS PROJECT PICTURES

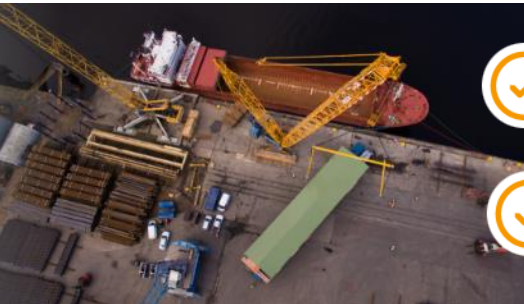


OUR HEART BEATS FOR PROJECTS

- Global office network and dedicated partners in all key markets
- Strong focus on oil & gas, mining and energy projects, also GFF and resupply business
- Unrivalled track-record of record-breaking projects around the world
- Strong expertise and know-how by in-house heavy-lift, IT and technical teams
- Dedicated group-wide and certified systems (HSSE, Compliance, (QM, Legal, Risk Management, etc)
- Unique setups in remote locations like Mozambique, Iraq, Kazakhstan and Turkmenistan
- Innovative IT concepts for each client and project
- People business, continuous internal training, career progression & development



INDUSTRY-LEADING TECHNICAL CONCEPTS



Skilled heavy-lift engineers across the whole Bertling network, based in clients' offices or in the field



Unrivalled expertise in loading, transportation and discharge of heavy-lift cargos



Project-specific risk assessments, detailed technical planning, equipment engineering and high-quality CAD drawings



Close collaboration with customers and suppliers to ensure all work is planned and engineered to suit the project constraints and environments unique to each project



Personal attendance and supervision at pre-carriage loading operations, movements of sensitive/high-value cargo items, at load and discharge ports



Production of operational report packs and detailed documentation

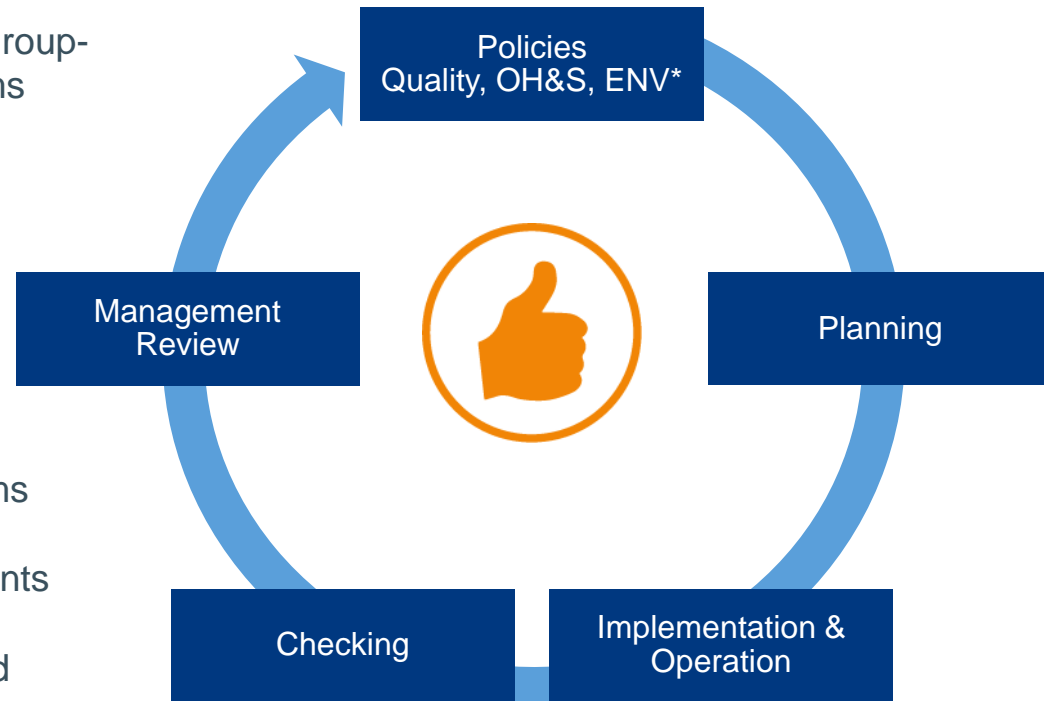


Regular HSSE diligence inspections at load/discharge ports, on board of vessels and at sub-contractors' premises



REPUTATION FOR HIGH-QUALITY SERVICES

- › All transports planned and executed to the highest QHSE standards
- › One global QHSE strategy based on group-wide policies and management systems
- › ISO 9001, ISO 14001, ISO 45001 and/or OHSAS 18001 certification
- › AEO accreditation, regional QM standards and memberships in local freight organisations
- › Continuous employee training programs
- › Tailor-made project-specific assessments
- › Network of carefully selected/approved suppliers and sub-contractors



OPERATION AT THE HIGHEST ETHICAL STANDARD & LOWEST POSSIBLE RISK

- › Bertling's Group Values & Code of Conduct (VCOC) records all beliefs and values
- › it sets down our commitment to honesty, integrity and the promotion of an open and diverse corporate culture
- › VCOC also confirms Bertling's commitment to maintain the highest ethical standards wherever we conduct our business, every day and everywhere
- › Standards for international trade compliance
- › Membership of TRACE International
- › UN Global Compact Signatory

ENVIRONMENTAL COMPLIANCE – AS THERE IS ONLY ONE WORLD FOR ALL OF US

- › Bertling welcomes its duty of care and is committed to the protection and welfare of the environment
- › Visible leadership demonstrates this commitment to our staff, our customers and to the general public
- › Protection & management of environmental aspects is a global policy at Bertling
- › All offices within the Bertling Group are required to subscribe to these standards from day one



YOU HAVE THE CHOICE. WE'LL MAKE IT HAPPEN.



SPECIALISTS IN TURNKEY PROJECT MANAGEMENT

- Planning, engineering and project management
- Bertling's own design of lifting equipment and transportation steelwork
- Uplift from vendor
- Transportation to quayside
- Lifting to vessels
- Sea-fastening design and implementation
- Sea freight and barging
- Discharge to trailers
- Land transportation
- Offloading and installation on site



WE CAN ADD VALUE

- Flexibility and innovation
- Human Resources
 - Our staff continuity with key energy industry experienced operations personnel provides benefit to our Clients
- We continue to be committed to oil/gas/energy geographic areas:
 - Asia, Americas, Europe, East Africa, Iraq
- German roots and well-established business network in Germany and the DACH region

➤ THANK-YOU FOR YOUR INTEREST!



ANY QUESTIONS? PLEASE CONTACT...

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WE LOOK FORWARD TO HEARING FROM YOU.



1. BLU – ONE GLOBAL SYSTEM

- › Used by all Bertling offices around the globe
- › Developed in-house in close collaboration with Bertling's operations experts
- › Adaptable to any kind of cargo, project or supply chain
- › Continuous enhancement for better process support

KEY ADVANTAGES OF BLU

- | | |
|---|---|
| ✓ Cost reduction and increased productivity | ✓ Budget control and easy analysis tools |
| ✓ Less administrative effort | ✓ Real-time reporting and data control |
| ✓ Varied capabilities for system integrations, EDI interfaces and reporting | ✓ Automated compliance checks and sub-contractor evaluation |

2. TRACKING & TRACING

- › Easy to set up, easy to use and provides full control
- › Real-time information on any shipment is available 24/7 at your fingertips
- › Usually max. 6 weeks implementation/setup time
- › Access through the internet – no software installation required
- › Adaptable also during the project to match changing requirements
- › Protected access through individual user names and passwords



3. REPORTING

- › Setup of meaningful reports, statistics and KPI measuring & analysis tools
- › Customized dashboards in modern designs and any required language
- › Provision of real-time reporting data for client's own BI tools
- › Report types include (but are not limited to):

- | | |
|------------------------------|----------------------------------|
| ✓ Material Status Report | ✓ Supplier Non Compliance Report |
| ✓ Receiving Report | ✓ Supplier Promised Ready Report |
| ✓ Cost Control Report | ✓ Actual vs. Budget Report |
| ✓ Freight Forecasting Report | ✓ OS&D Report |
| ✓ Expediting Report | ✓ On Hand Report |

4. EDI

- › Support of all common EDI formats and protocols
 - › Well thought-through mapping, testing and implementation process
 - › No direct system interface, coupling via middleware to reduce complexity
 - › Each EDI interface tailor-made to your functional and system requirements
 - › Global track record of robust, stable and globally available EDI connections
- Reduced costs and increased productivity based on high-quality real-time data

