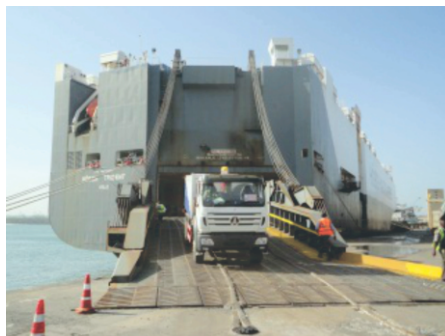




# **HEAVY INDUSTRY LOGISTICS LTD**

## **CORPORATE PRESENTATION**

**MAY 2018**



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# **INTRODUCTION**

Heavy Industry Logistics Ltd (HiLOG) was incorporated in Kenya in April 2013 to target the ever increasing number of infrastructure projects in the East Africa region.

HiLOG's philosophy is service. In a business sector where importers, exporters and project owners rely on timely delivery schedules and accurate & honest updates, HiLOG provide exactly that.

The directors have over 30 years of combined experience in the international arena of project logistics, with a particular focus in sub-Saharan Africa and CIS region.

In October 2016 Heavy Industry Logistics in Turkey was formed in recognition of Turkey's export drive in East Africa and Africa as a whole. HiLOG now regularly handles shipments door-to-door between Turkey and East Africa, as a wholly HiLOG service, as well as West and South African countries.

In 2018 the Nairobi branch will be opened, this will have warehouse and be strategically located in the vicinity of ICD and JKI Airport. Nairobi will focus on strengthening HiLOG's airfreight product whilst also adapting to changes being made by government / KPA to rail all domestic import containers from Mombasa to Nairobi ICD.

## **OUR VISION**

*"To be recognized by our clients, suppliers and peers alike, as the leading logistics project management company in sub-Saharan Africa in the fields of industrial and infrastructure projects, and to be the go to African local support partners for overseas project owners"*

## **OUR MISSION**

*"To achieve and surpass our vision by means of exceptional levels of service, communication and commitment to our promises. To deliver end-to-end logistical support from consultation & planning to execution and after sales analysis. To be aware at all times of our mission as well as our vision, and ensuring we always remember our core beliefs: People, integrity, communication, innovation & trust"*

## WHAT WE DO

HiLOG offer a range of services to ensure that every eventuality is covered when handling clients projects and consignments. All services can be offered as individual

### Freight Forwarding

- Airfreight
- Ocean Freight
- Road Transport
- Rail Transport
- Hazardous Cargo
- Heavy lift & OOG
- Chartering – Air & Ocean
- Coastal Shipping
- Door-to-Door
- Cross-Trades
- Transhipment
- Warehousing & Packing
- Insurance

### Customs Brokerage

- Import / Export
- Home Use
- Temporary Import / Export
- Tax exemptions
- Clearance under Bond
- Bond Management
- Conversion & Perfection
- Bonded & Transit
- Transhipment
- Direct Delivery

### Transport & Lifting

- Project Cargo
- Route & Site Surveys
- Permits & Escorts
- Support Crews & Fuelling
- Surveyor & Inspection reports
- Intra-Regional
- Jacking & Skidding
- Cranes & Forklifts
- Unstuffing crews
- Lay down / staging facilities
- Gen Sets

### Project Management

- Consultancy
- Feasibility Studies
- Asset Management
- Tracking & Reporting
- In Plant

### Project Support

- Husbandry
- Procurement
- Vehicle & Equipment Leasing
- Container Sales & Leasing
- Hand Carry

## **Project management**

At HiLOG we consider there to be 2 different categories which fall under the umbrella 'Project Management'

### **Project cargo**

These tend to involve a clearly defined scope of work and packing list for the movement of heavy and / or out of gauge pieces of equipment from one point to another with various or multiple modes of transport. Typically planning starts early and might include route surveys, technical studies, specialized equipments, load planning & monitoring, permits and escorts. Other requirements could include staging, lifting, jacking & skidding.

At HiLOG, our project managers have the experience and understanding of the African landscape required to map out of these movements with precision execution.

### **Industrial projects**

Being far more than just a "clearing & forwarding" company, this is where HiLOG really comes into its own: providing full project logistics and support services to long term industrial projects. These projects can run anywhere from months to years. In these projects we work on developing close working relationships with the project owners with the objective of being their 'go to' partners for logistics, leasing & sourcing.

Clients we support on these projects are overseas EPCs and contractors who don't have a physical presence in East Africa and local companies who prefer to outsource these services to reduce head count, assets and benefit from flexible expenditure when purchasing.

# OUR INDUSTRIES



Oil & Gas



Power &  
Transmission



Mining & Minerals



Construction



Agriculture



Renewable Energy



## WHERE WE ARE

### East Africa



Heavy industry logistics Ltd has an established base and head office in Mombasa, Kenya - the gateway to East Africa and the Northern Corridor, and a soon to be opened Nairobi branch with 10,000 sqft warehouse strategically located between Nairobi's JKI Airport and ICD.

From these location we serve the whole East Africa region including transshipment service to Somalia.





## Turkey



Heavy Industry Logistics was officially incorporated in Turkey in October 2016 and has since been offering complete logistics services predominantly from Turkey to East Africa.

The primary role in Turkey is to support our business activities in Africa, but since incorporation has also served clients locally and as far as Azerbaijan and Iraq.

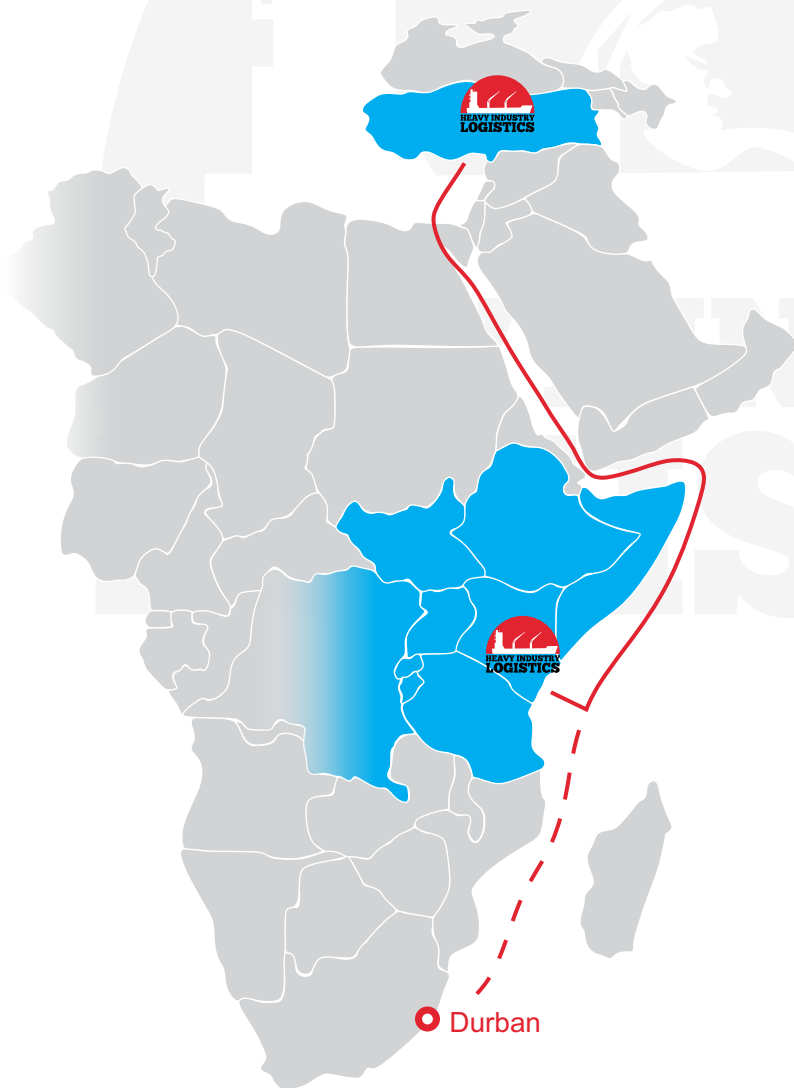
### HiLOG Turkey / EAF Services

- ✓ Owned office in Turkey
- ✓ Collection from all over Turkey and neighboring countries
- ✓ Packing / container stuffing
- ✓ Container sales
- ✓ Fortnightly services ex Izmir and Mersin
- ✓ Containers, RORO & Breakbulk cargoes
- ✓ 15 day sailing time
- ✓ Own office in Kenya
- ✓ Transshipment service Mombasa to Mogadishu
- ✓ On carriage to whole East Africa region
- ✓ Complete door-to-door services under HiLOG control

\*Ocean services also available to Red sea, Other East Africa Ports and Southern Africa.

\*Ocean services also to available ex Istanbul

\*Ask about our daily airfreight to Mombasa & Nairobi and other routes globally



## Global



**Through our 30+ years of combined experience** (Directors) in the logistics business we have accumulated a vast number of contacts overseas; from this invaluable source we have been able to select the most reliable and most relevant partners to work with. Some relationships date back over 20 years, **and with this security we can offer complete peace of mind to our clients when we offer and provide comprehensive door-to-door solutions** from / to any corner of the world.

## Network membership



**"Who we are..."**

In two words "project experts"

The **Global Project Logistics Network (GPLN)** is the premier non-exclusive professional projects logistics network of independent companies specializing in international projects movements by air, sea and land as well as specialized lifts and the special handling of oversized, out-of-gauge and heavy lift cargo..."

# CASE STUDIES

## Air charter – IL76

AOD: Fujairah, United Arab Emirates

AOA: Mogadishu, Somalia

Aircraft: Ilyushin IL-76 (Moldova)

Cargo: Camp – accommodation, offices, etc.

End user: Saab Defence / United Nations

Our client contacted us to move this camp as quickly as possible to Somalia from The UAE. Due to volume of equipment to be moved and scheduled flight options available a charter was the most time efficient and cost effective solution.

The aircraft owner imposed time constraints on the aircraft being in Mogadishu, it was only allowed to land / take off during day light hours and could not stay overnight, so all clearances and offloading were completed within 1 day.



## **Wet Plant Upgrade – Base Titanium / Stefanutti Stocks**

Location: Kwale County, Kenya

Duration: August 2017 – May 2018 (9 months)

Services provided: support – vehicle leasing, procurement, steel works, container sales & leasing

**Teamwork** This was a great example of a real partnership. In this case we were one of the client's "go to" suppliers to assist them in any of their last minute, urgent and widely varying requests. We had daily communication with the client and a real understanding of how the project was progressing

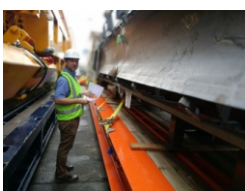
**Innovative** At one point we had set up a temporary steel works, contracted a fully qualified engineer and small team and managed large bar bending schedules for the clients construction plans

**Transport** We handled the majority of their equipment transport requirements to and from site, in excess of 300 trips with pickups & canters to semi-trailers and low loaders



## **Asphalt Plant – Kigali – Benninghoven**

- Arrange warehouse entry in Rwanda and transit documents
- Load planning to ensure most economic use of space/minimize number of trailers required
- Coordinate shipping lines and port authorities – payment of all charges on client's behalf
- Mafi stripping and loading of trailers
- All road permits for Kenya, Uganda and Rwanda, lashing on trailers
- Total 31 loads Mombasa to Kigali – 14 out of gauge
- Full scope of services from CFR Mombasa to DAP Kigali
- 2 x Bitumen tanks handled door-to-door from Ankara, Turkey using wholly HiLOG services (Turkey & East Africa)
- Equipment used: dry van, open top & flat rack containers, mafi trailers, lowbeds, extendable semi-trailers and flatbeds





## Oil & gas – various

- Kenya / Uganda / Tanzania – on & offshore
- Rig & equipment moves / consumables
- Air & ocean freight forwarding / chartering
- Full project management & support services
- Groupage service Mombasa / Nairobi–Turkana
- Full customs documentation management
- Storage, packing / crating, DGM handling
- Inter-regional transport



Demobbing Blow Out Preventer equipment for Marriott Drilling's Rig46 to Houston



Onshore static rig fully operational in Turkana County, Kenya



Exporting Swire OS CCUs to Saudi Arabia



The "Heater" for Tullow Oil's Early Production Facility



Transferring pipe stands for NDT Testing services company between Uganda / Kenya

## **Plant Equipment – various (2013 to date)**

To date, we have moved over 300 heavy machines for the construction, mining & agricultural industries. Some have been very straight forward whilst others have required detailed planning and execution.

Yellow products – excavators, bulldozers, pipe-layers, graders, dump trucks, wheel loaders, backhoes, rollers/compactors, pavers, telehandlers, forklifts

Cranes – wheeled and tracked

Drilling rigs – water/borehole, mining, workover

Plants – static and mobile, multiple loads

Kenya – Uganda – Rwanda – DRC – Tanzania – Somalia – Djibouti – Ethiopia – Sudan – also multiple cross-trades from / to all parts of the world, mostly into East and West Africa

Containerized – RORO – breakbulk (scheduled & chartered)

Ask us about any of your requirements for moving this equipment, we have the answer coupled with unparalleled experience





# CONTACT

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