

HOW WE CREATE VALUE

as a market-leading logistics business

With effect from 1 July 2016 we will bring Imperial's various logistics businesses together under one leadership team, its mission being to identify and prioritise strategic opportunities, allocate capital, exploit synergies and disseminate management expertise; to create an increasingly global, asset-light, cash-generative, highly rated logistics group, active in carefully chosen sectors and businesses that benefit from Imperial's financial strength, management expertise, geographic footprint, asset base and specific logistics capabilities.

Logistics South Africa

Leading logistics provider across the entire supply chain.



FREIGHT & TRANSPORT

- > Dedicated fleets.
- > Specialised vehicles.
- > Bulk tankers.
- > Commodity tipper trucks.
- > Regional flow management.



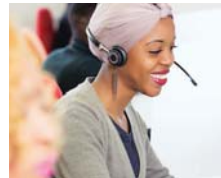
MANAGED LOGISTICS

- > Continuous flow management.
- > Inter-modal solutions.
- > International freight forwarding and logistics.
- > Commodity tipper trucks.
- > Demand-driven logistics.



WAREHOUSING & DISTRIBUTION

- > Product focused capabilities.
- > Single and multi-principal.
- > Palletised and picking.
- > Consolidation.
- > Convenience and informal market deliveries.
- > Rental fleet.
- > Stockpile management.



DEMAND-DRIVEN ROUTE-TO-MARKET FULFILMENT

- > Agency and distributorships.
- > Sales and merchandising.
- > Brand activation.
- > Trade intelligence.
- > Traditional market development.



SUPPLY CHAIN INTEGRATION

- > Advisory services.
- > Technology services.
- > People enablement.
- > Process outsourcing.

WE CREATE VALUE THROUGH:

- > Improving clients' competitiveness, as evidenced by the retention of long-term relationships and ongoing service innovation.
- > Scale, expertise and technology to provide high-value logistics services

- that lower total cost and offer superior reliability for clients.
- > Continued reliable service delivery and innovation to support client retention, expansion and new client engagement.

- > End-to-end service offering that provides tangible value-add to clients through a fully integrated supply chain.
- > Organisational agility and a commitment to corporate responsibility.



OUR BUSINESS > HOW WE CREATE VALUE – LOGISTICS

Logistics Rest of Africa

Distributor of consumer goods and pharmaceuticals in Southern, East and West Africa.



SUPPLY CHAIN INTEGRATION

- > Advisory services.
- > Technology services.
- > People enablement.
- > Process outsourcing.



MANAGED LOGISTICS & FREIGHT

- > Continuous flow management.
- > Inter-modal solutions.
- > International logistics.
- > Demand-driven logistics.



WAREHOUSING & DISTRIBUTION

- > Palletised storage and handling.
- > Single and multi-principal.
- > Ambient, temperature controlled and Medicines Control Council specifications.
- > Consolidation.



ROUTE-TO-MARKET SOLUTIONS

- > Agency and distributorships.
- > Cash management on behalf of principals.
- > Sales and merchandising.
- > Trade intelligence.
- > Traditional market development.



BRAND ACTIVATION

- > Customised market understanding and intelligence.
- > Advertising and promotion management.
- > Experiential marketing.
- > Digital bridge.

WE CREATE VALUE THROUGH:

- > A unique distributor approach based on the needs of emerging markets, supported by acquisitions and local partnerships, and benefiting from exclusive relationships with principals.
- > Ability to grow consumer and pharmaceutical brands by bringing products to market in a trading environment where logistics are challenging, and sales and marketing channels are relatively underdeveloped and complex.
- > Attractiveness to multinationals of end-to-end integrated route-to-market solutions across African markets.

Logistics International

Leading positions in inland shipping, chemical and industrial contract logistics.



TRANSPORT SOLUTIONS

Inland shipping, road and express freight with dedicated fleet and equipment in target industries.



SUPPLY CHAIN SOLUTIONS

Leading provider of procurement logistics, manufacturing logistics, contract manufacturing, warehousing, outbound logistics and reverse logistics in selected industries.



INDUSTRY EXPERTISE

Expertise and experience in the automotive, machinery and equipment, steel, retail and consumer goods sectors.

WE CREATE VALUE THROUGH:

- > A strong position in demanding industries such as chemicals and automotive, and our ability to manage complex services and processes to the highest quality standards.
- > Our ability to reproduce high-quality offerings in new industries and markets.
- > An integrated portfolio of services across clients' supply chains.
- > Well-established, long-term client partnerships as a basis for entering new markets.