



FREIGHT IN TIME

REGIONAL COVERAGE – GLOBAL SOLUTIONS



FiT Our Mission Every Day

To add value to our customers by providing the most reliable, efficient and cost effective logistic solutions.

Our Vision

To be the most respected fully integrated logistics provider in Africa.

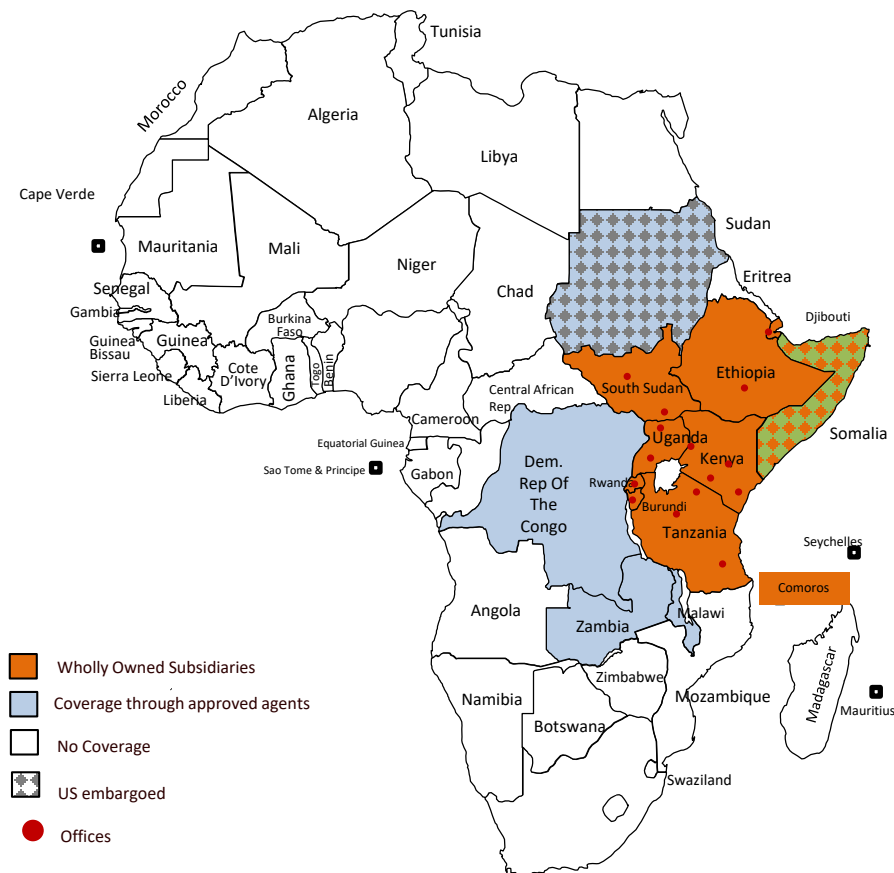


Our Principles & Values



- *Honesty, Fairness, Respect & Safety. We are individually accountable and collectively responsible.*
- *We strive to be successful without compromising the quality of our customer's solutions.*
- *We invent & aspire to continually improve our solutions.*
- *We foster a culture of teamwork, inclusion, leadership & growth.*
- *We strive to create a safe & sustainable environment and to improve the lives of our community.*

East African gateway to the rest of the region



Full Coverage in:

- Kenya
- Tanzania
- Uganda
- Ethiopia
- Rwanda
- Burundi
- Djibouti
- South Sudan
- Somalia (through Agent)
- Comoros (new)

Through the Ports of MBA and DAR also servicing:

- Democratic Republic of Congo (DRC)
- Zambia
- Malawi



Freight In Time – A company on the move



	Year of Incorp.	SP	Commercial	Operational	Finance / Admin	Number of Employees
KE	1998	25	25	83	35	168
TZ	1997	22	20	55	25	122
UG	2003		4	11	5	20
RW	2011		3	10	3	16
BI	2010		1	1	1	3
SS	2011		1	4	2	7
ET	2016		3	6	3	12
DJ	2013	2	2	2	2	8
SO	2017			4		4
KM	2017			2		2
						362



FiT Credentials

ISO accreditations



FIT currently has ISO 9001:2008 and ISO 14001:2004 accreditation and is audited by international auditors. It therefore is in the position to offer Pharma Grade warehousing.

AEO Status



Authorized Economic Operator

AEO status confers preferential treatment and privileges in dealing with National & International Customs through expedited forwarding and clearance of cargo through specially designated Green & Blue Channels.

KCAA Regulated Agent



Regulated agent status

KCAA Regulated agents are select Operators with internationally approved security controls & procedures for ensuring the Safety & Security of the Air Cargo Supply Chain.

IATA accreditation



FiT is one of a few select Agents that possesses all these credentials. This gives FiT a distinct advantage when approaching Blue Chip Customers.

Importer / Exporter of Record

IOR / EOR

A unique service where FiT are the legal entity importing (and holding) goods in country while the client remains the owner. FiT is recognized as IOR / EOR in Kenya, Uganda, Rwanda, Tanzania and South Sudan.



Products & Services

- Air Freight & Charter Services
- Sea Freight
- Sea-Air Solutions
- Regional cross border Air/ Road freight – FTL & LCL Interregional
- Project Cargo
- Express / Courier
- Warehousing & Distribution incl. Coldchain and GDP warehousing
- Spare Part Logistics
- E Commerce/B2C
- Consultancy Services





Air Freight & Charter Services

- Air charter and Airline GSA Division
- Ethiopian Airlines GSA and CSA in 5 countries



- Consolidation Services
- Customs Brokerage
- Transshipment Services
- Cross port Services
- Direct Shipments
- Direct Ramp Access
- Full Civil Aviation Authority Security Clearances
- Self BUP Build and Delivery to Aircraft

- Strong East African network
- Global Access to all types of cargo aircrafts and helicopters
- Access to different type of aircrafts worldwide with different capacities
- Full charter loads, part loads and one way pricing
- Ad hoc flights, long term programs
- Aircraft leasing
- Full range of cargo charter solutions
- Highly experienced staff with specialist aviation industry knowledge





Sea Freight

- Full Container Loads
- LCL Consolidation
- Break Bulk Cargo
- Conventional Cargo
- Heavy and Oversized Cargo
- Temperature Sensitive Cargo
- RO/RO
- Complete Inland Transit Solutions





Regional cross border Air/ Road freight – FTL & LCL

- Overland Road Freight Solutions
- Inter Regional Airfreight Movements
- Air – Roadfreight Solutions via NBO and EBB
- Sea Freight Distribution From All Major East African Ports
- Border Offices Throughout the Region
- EAC Preferential Tax Processing
- Exemption Processing
- Distribution Hub and Final Mile Deliveries
- Regional Inland Reefer Services
- LCL Sea shipments from the port trucked to neighboring countries.
- Brokerage expertise that guarantees end to end solutions of clearance and preclearance where applicable.
- Improved time in transit for road freight (potentially Better than Air freight) due to better brokerage solutions at borders compared to airports.





Express / Courier & E-commerce



- Authorized Service Contractor for UPS SP in Kenya, Tanzania & Djibouti
- International Express delivery connecting more than 220 countries
- Regional Express delivery connecting East & Central Africa
- Special Express - customized express solutions
- Repairs and Return
- Local distribution solutions to 25 major cities throughout the region
- Full track and trace



iShop is an e-commerce platform which was founded in 2013 in Zambia and Zimbabwe and facilitates the import of online purchases by providing virtual addresses in UK and the US at which parcels are getting consolidated and send to the African destinations on courier mode. FIT is partnering with iShop to provide coverage in East Africa. After the pilot country Djibouti went live in July 2017, Rwanda and Uganda are to follow in 2017.



Warehousing & Distribution

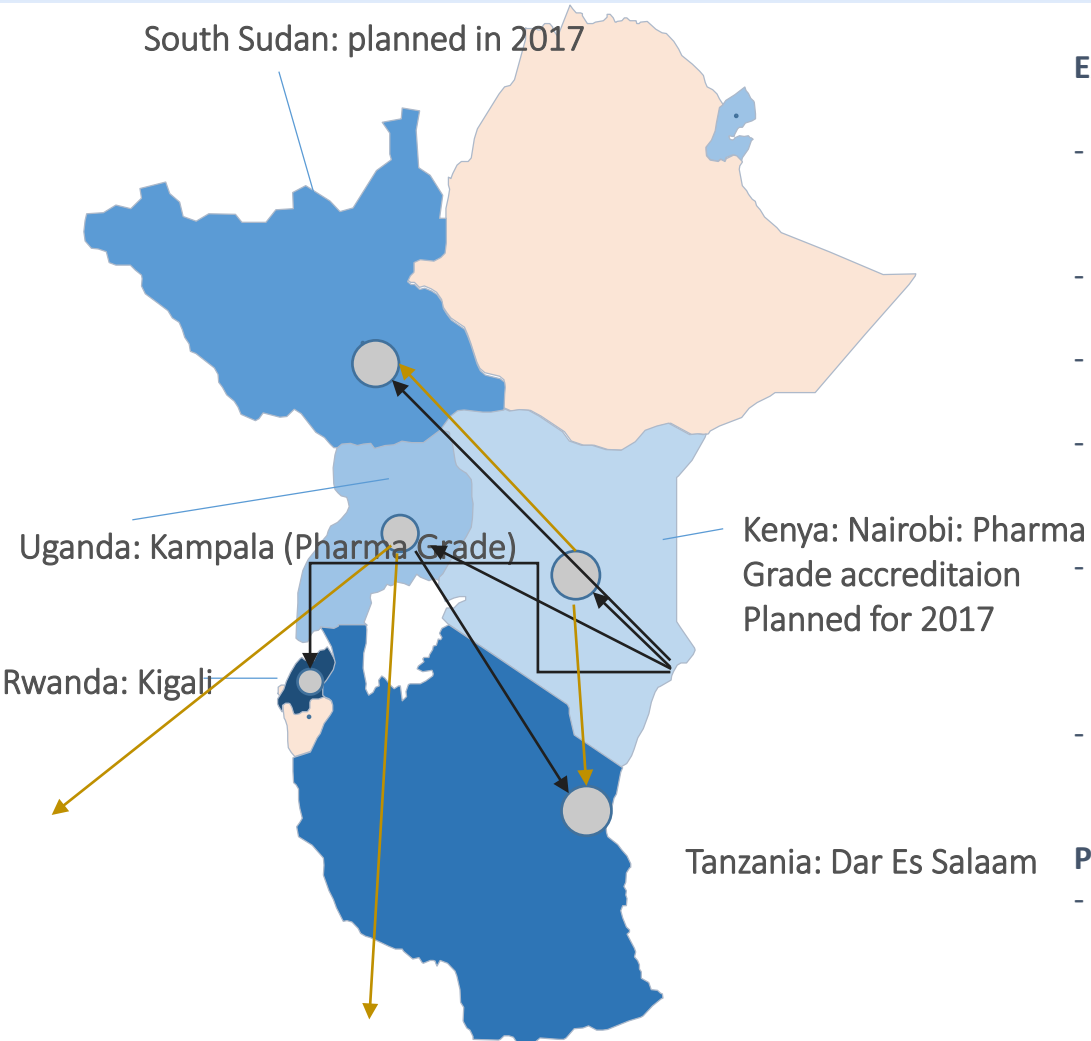
- Over 15 years of Warehousing Experience in the Region
- Over 150,000 Square Feet of Warehousing Capability in the region
- Temperature controlled warehousing
- Pharma Grade Warehousing in UG
- Customized Contract Logistics Solutions
- Real time inventory management systems
- Inventory management incl. full barcoding and scanning of goods.
- Security Zone Storage of High Value Goods including computer parts, mobile phones and telecommunication equipment
- Multi & Single User
- Vendor Supply Hubs
- Assembly, Distribution and Fulfillment Programs
- Returns Management Programs
- Full Packaging Capability
- Regional Warehousing – To Door Deliveries



- Current warehousing Kenya
 - ❖ DELL: SPL on 500sqm at JKIA
 - ❖ Voltzon. Green Solar etc: 1000sqm at JKIA
- Current warehousing in Tanzania
 - ❖ DELL: SPL on 600sqm in Dar Es Salaam
 - ❖ USAID: 1000sqm in Dar Es Salaam Voltzon. Green Solar etc: 600sqm
 - ❖ Ericsson: 2200sqm indoor and 800sqm open yard in Ubungo , Dar Es Salaam. and 600 in Zanzibar
- Current warehousing Uganda
 - ❖ DELL: SPL on 600sqm in Kampala
 - ❖ Voltzon. Green Solar etc: 500sqm Kampala
 - ❖ Dedicated facility in UG for storage of healthcare and pharmaceuticals for the Global Fund, the MoH and NMS, licensed and approved by the Government. It is supervised by a resident pharmacist and gets annually inspected by the NDA (National Drug Authority and the Pharmaceutical Society of Uganda (PSU))
- Current warehousing in Rwanda
 - ❖ DELL: SPL on 600sqm in Kigali
 - ❖ Ericsson: 100sqm in Kigali



Regional Cold Storage and Distribution



Examples of currently handled Pharma business

- Pharma exports from CIPLA Uganda e.g. 10x40'RF from Kampala to Dar Es Salaam, Tanzania, Charter flight from Entebbe to Windhoek, Namibia.
- Monthly charter services from Entebbe to Lusaka for CIPLA UG
- Import processing and delivery of antiretrovirals for PEPFAR to Uganda, Kenya, Tanzania
- Regional Distribution for Imperial Health Sciences (IHS), GSK and Aspen Group of Pharmaceutical manufactured in Kenya and Tanzania
- Mosquito Nets by road from Arusha and Final Delivery to Uvira, DR Congo, including all border clearance and final delivery - Mosquito Nets worth US\$ 2.2 million
CLIENT: UNICEF / UPS Foundation/ Sumitomo Corp
- Shipments of biological samples (on dry ice) from the region for World Courier and Biocair

Project in the Pipeline

- Final mile delivery of anti-retrovirals for GAVI and the MOH in UG and RW

EAST AFRICA – POPULATION AND ECONOMY



	Area in sqkm	Population in M (2016 est.)	Population Growth from prev. year	GDP (nominal) in B USD (2016 est)	GDP per capita (2016 est)	GDP Growth (2015 - 2016)	Inflation (2016 est.)
KE	580,367	47	2%	\$ 62	\$1600	6%	6.90%
TZ	947,330	55.5	2.70%	\$ 52	\$870	7.20%	5.20%
UG	241,038	40	3.26%	\$ 27	\$650	5.60%	5.70%
RW	26,388	12	1.20%	\$9	\$750	5.90%	5.70%
BI	27,834	10.5	3.20%	\$2.7	\$280	-0.6%	5.50%
SS	619,745	12.2	2.90%	\$4.5	\$1500		
ET	1,104,300	100	2.50%	\$78	\$850	7.90%	7.30%
DJ	23,200	0.95	1.60%	\$2.1	\$2000	7%	3%
SO	637,657	14.5	3%	\$6.2	\$450	3.70%	10%
KM	1,862	0.8	2%	\$0.6	\$750	2.20%	2%
Total	4,209,721	293		\$244.1			



EAST AFRICA – AIRPORTS AND SEAPORTS



Bole Intl. Airport (ADD) new Cargo Terminal

Airports

- Nairobi JKIA: Cargo handling area: 8000sqm. Coldroom. 500sqm; Handled cargo volume: approx. 3000MT / week. Cold room capacity. 100,000MT
- Addis Ababa Bole intl. Airport: - new cargo terminal of 150,000 sqm inaugurated in June '17 – cold rooms for all temperature requirements . Capacity: 600,000MT / year
- Dar Es Salaam: new Swissport cargo facility at DAR since mid 2016, handling capacity: 80,000MT

EA Airlines

- Kenya Airways has 34 aircrafts and services 64 destinations – KQ operates 2 dedicated regional 737 cargo freighters
- Ethiopian Airlines - 92 aircraft to 102 intl. destinations - 8 Freighters to 39 destinations. Daily cargo uplift approx. 800MT

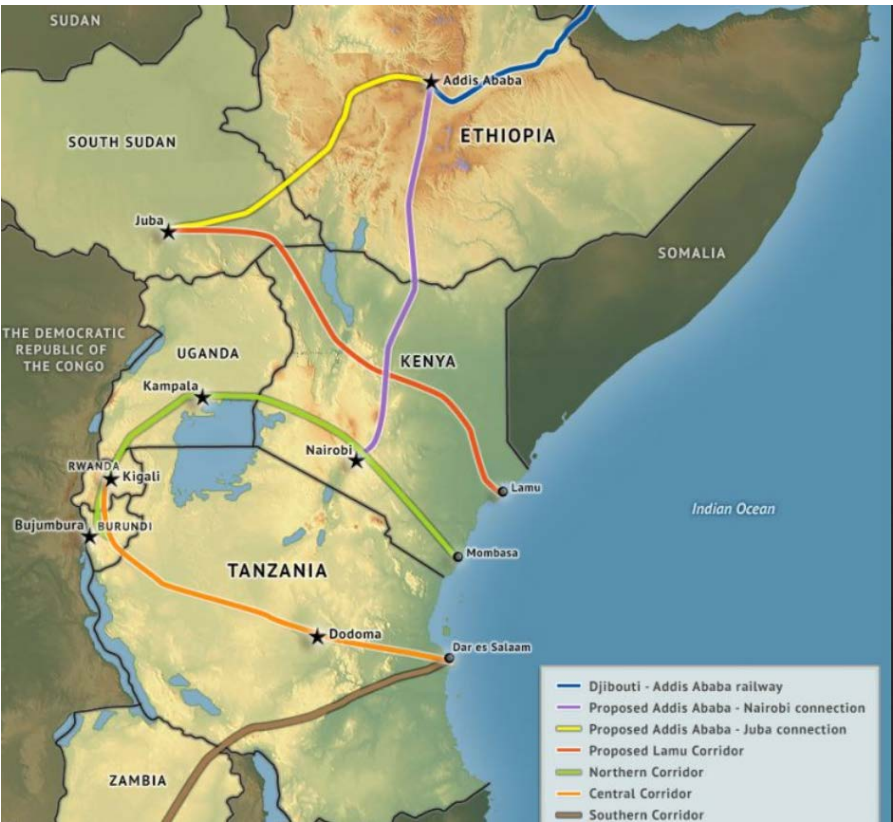
Sea Infrastructure

- Port of Mombasa is the 2nd largest port in sub-Saharan Africa – Yearly approx. 1.1 M TEU and 14 M tons of bulk and BB – servicing Uganda, South Sudan and northern DRC and increasingly Rwanda with the new customs union.
- Dar es Salaam yearly approx. 18 M tons of cargo – serving Burundi, Rwanda, DRC, Zambia & Malawi 800,000 TEU's
- Djibouti approx. 1 M TEUs and 6.5M tons of BB and bulk - serves as port of entry for Ethiopia

Road Infrastructure

- 80% of regional distribution by road from the Ports of DAR, MBA and JIB

EAST AFRICA – INFRASTRUCTURE



Standard Gauge Rail

- Mombasa – Nairobi: 485km – opened on 31.May 2017
Extension: to Uganda Border by 2021
Cost (est.): \$3.6B
Prime Contractor: China Road and Bridge Corporation
- Djibouti - Addis Ababa: 756km – inaugurated in ET in Oct. '16 & in DJ in Jan. '17
First test in May '17 failed due to electrical supply shortages. Problem of missing trunk lines to port terminals in DJ and dry ports in ET
Cost (est.): \$4.5B

Ports

- Djibouti Multi Purpose Port (DMP): capacity 200,000, 6M tons BB/year, 2M tons bulk/year and 40,000 RoRo park slots
Completed in March 2017
Cost: \$ 590M
- Bagamoyo Port TZ (on hold) - Tanzania: capacity: 20M TEU/year to incl. 1700ha Special Economic Zone
Cost (est.): \$11B
- Mtwara Port Expansion TZ: currently handling 400,000 FT / year
Expansion works to build a new 350m berth started in March 2017
Cost (est.): \$800M
- Port of Ghoubet, Tadjourah: Inaugurated in 2017
Cost \$ 78 M and \$65 M
Tadjourah: dedicate to export of potash, capacity 4 M tons/year
Ghoubet: dedicate to export of salt, capacity of 5 M tons/year

LAPSSET Corridor Projects - \$22 b

- Cost (est.): \$22B
- o Port at Manda Bay, Lamu: 32 berths (1st to be completed mid 2018)
- o Standard gauge railway line to Juba and Addis Ababa: 1,700km
- o Road network: 8880km
- o Oil pipelines (South Sudan and Ethiopia): 2,240km
- o Oil refinery at Bargon: 120,000bpd
- o Airports: 3 lots in Lamu, Isiolo, and Lokichogio
- o Resort cities: 3 lots in Lamu, Isiolo and Lake Turkana shores

