





SOUTHERN AFRICA EUROPE CEO DIALOGUE

7th Edition

Johannesburg – The Capital On The Park & Virtual Platform November 26-27, 2020

BUILDING AN **EXCLUSIVE, INFLUENTIAL COMMUNITY OF LEADERS** FOR GROWING THEIR ENTERPRISES, THEIR COUNTRIES, AND THEIR CONTINENTS

PRESENTATION BY TONY STENNING



IOT and innovation

Solutions for AFRICA



October 2020

The Bolloré Group



BOLLORE TRANSPORT & LOGISTICS

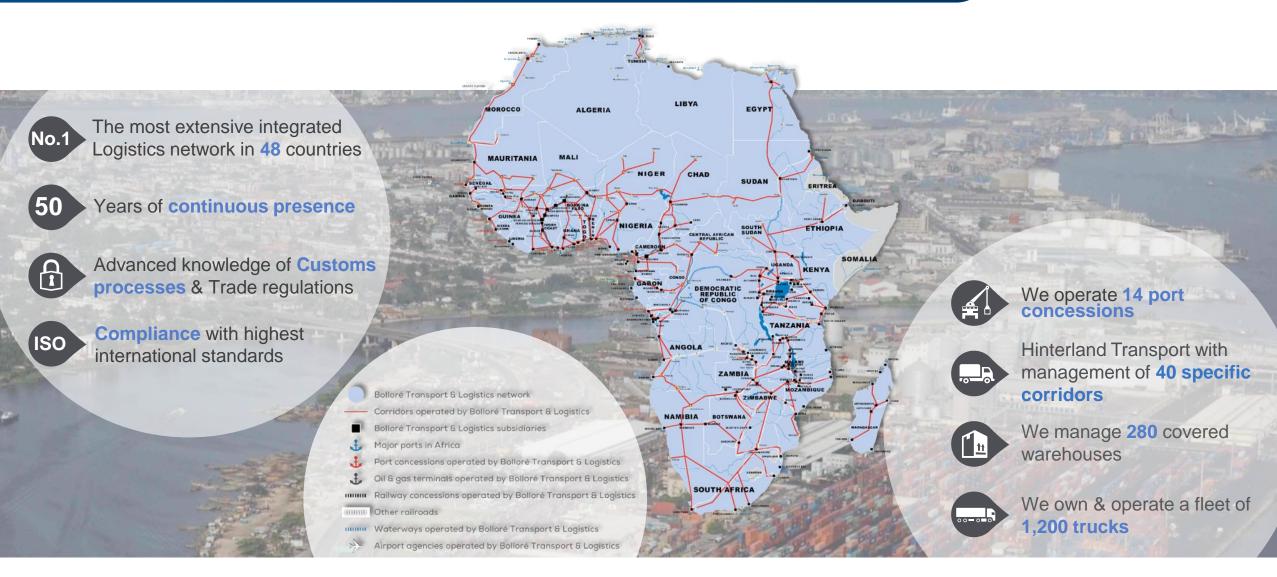


| 4 BUSINESS UNITS

MAJOR RAILWAY A GLOBAL PLAYER IN **OPERATOR AND FREIGHT FORWARDING DEVELOPER IN AFRICA AND LOGISTICS** > Operator of 3 concessions > Member of top 10 worldwide in Africa > Turnover €4.9 billion Existing: Ivory Coast -> Global footprint in Burkina Faso and Cameroon -**BOLLORÉ** BOLLORÉ international transportation New: Benirail (Niger - Benin) and value-added services **1ST INDEPENDENT** > A prime railway developer **A LEADING OPERATOR PLAYER IN FRANCE IN IN PORT CONCESSIONS OIL LOGISTICS AND** DISTRIBUTION > #1 port concessions operator in Africa: 21 port concessions > Operator of international port > Leader in domestic fuel concessions: distribution in France BOLLORÉ BOLLORÉ India, Haiti, Timor-Leste > Strong presence in Oil logistics, in France and EU > Operator in secondary ports in France

36,500 EMPLOYEES | 109 COUNTRIES | € 8.5 BILLION TURNOVER

The Group in Africa





Stakes

Our industry is highly labour intensive. It has transformed over the past 20 years from simple Port to Port transactions to tailor made solutions E2E.

Where customers' requirements are getting more and more specific, the 3PL's need to standardise the processes, aiming at gaining in productivity whilst offering transparency, immediacy & easy access to information.

New tools to simplify the experience

Predictive analytics Customer Digital Platform Track & trace enhanced with IOT solutions

Challenges of the 3PL Industry on the customers' journey

- Standardisation in communication
- Multiple contact points at customers & 3 PL
- Transactional aspects of the relationship
- Expectation from the customers to have a live and detailed visibility on ongoing transactions



Questions?

- Transport costs in Africa are high by World standards how does Bollore Logistics deal with barriers such as this?
- 2) What impact has or will the African Trade Agreement have on your industry?
- 3) What is Bollore Logistics doing in terms of Innovation and Digitalisation to improve supply chain efficiencies and provide solutions for their clients?



TEMPERATURE CONTROL

Transport and storage solutions for a wide range of temperatures, 2-8; -20°C and cooler (-60°C for raw materials)

Temperature monitoring end to end

SECURITY

Anti-hijacking security & risk precautions

Theft prevention requires increased visibility of the stock.

Data security

Risk of counterfeit products

CAPACITY

10 billion units expected by 2021: bottlenecks for the space on aircrafts, and the availability of cooling packaging

Volatile transport offer

VISIBILITY & TRACEABILITY

Possible re-call of vaccines

Avoid stock shortage or wasting products.

Accounting inventory Up to the minute

QUALITY

Meet healthcare industry recommendations and standards Cold-chain integrity Substantial amount of disqualified products due to arrival-only quality checks.**

Specific needs for waste and recycling management



Takeaways & Lessons Learned

ANYTHING REMAINS POSSIBLE IN TERMS OF IMPROVING THE SUPPLY CHAIN IN AFRICA

PEOPLE AND ORGANISATIONS ARE AGILE & ADAPTING FAST TO DO MORE & BETTER







