





## SOUTHERN AFRICA EUROPE CEO DIALOGUE

7<sup>th</sup> 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

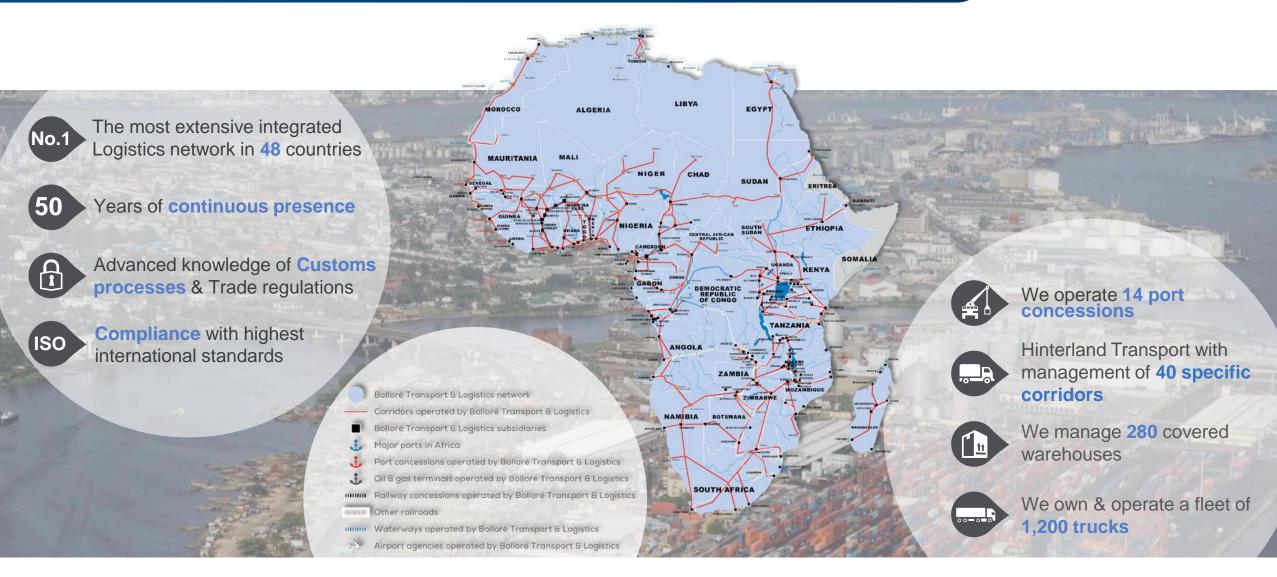


## **| 4 BUSINESS UNITS**

#### **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







