

SCAN GLOBAL LOGISTICS
10TH AFRICAN GRAIN TRADE SUMMIT
SPEKE HOTEL, MUMNYONYO UGANDA
5TH TO 7TH OCTOBER 2023



UNCOMPLICATE YOUR WORLD »

SCAN GLOBAL
LOGISTICS

SCAN GLOBAL LOGISTICS AT A GLANCE



Fast growing international freight forwarding company



A company with a defined purpose rooted in meaningfulness for the individual human being



Headquartered in Copenhagen, Denmark



Turnover 2022: USD 3.5 billion



+ 3500 logistics & freight forwarding warriors



Locations: +160 offices in EMEA, Americas, South-East Asia and Pacific

SCAN GLOBAL LOGISTICS

»» ONE NAME

»» ONE TEAM

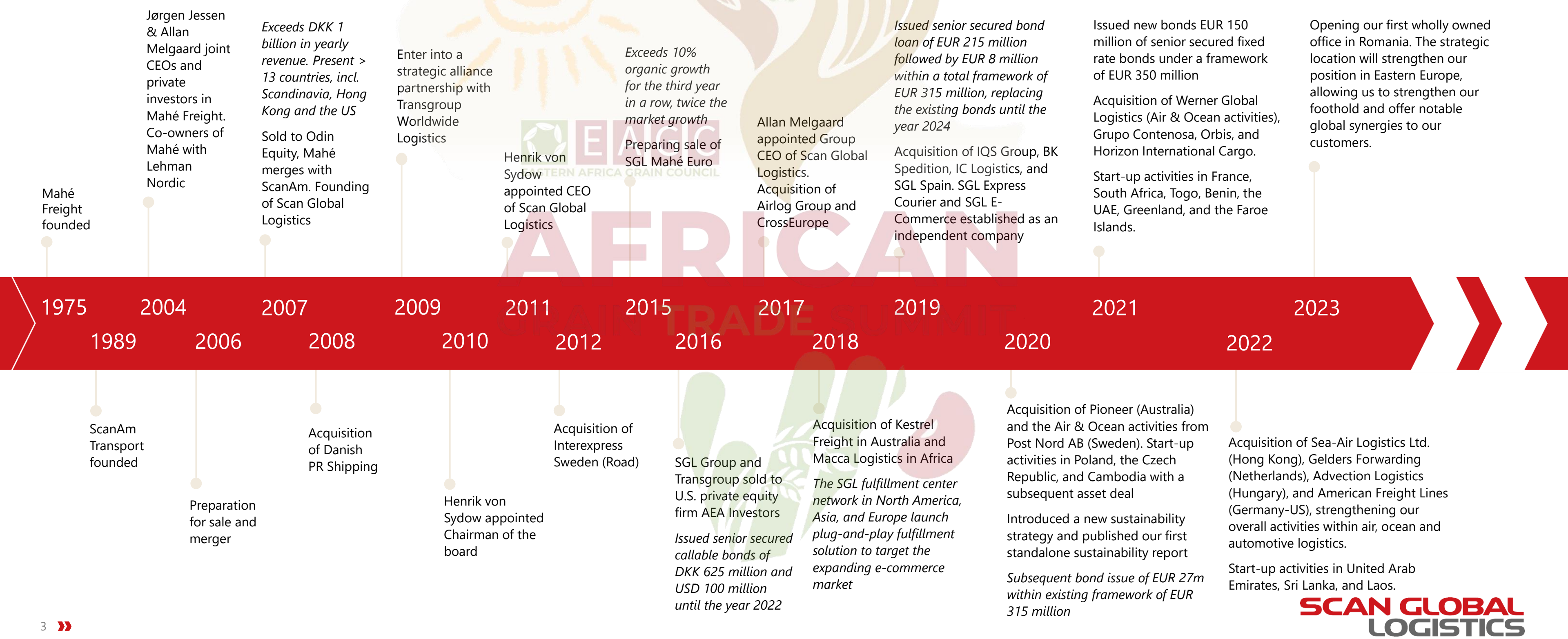
»» ONE IDENTITY

»» ONE CULTURE

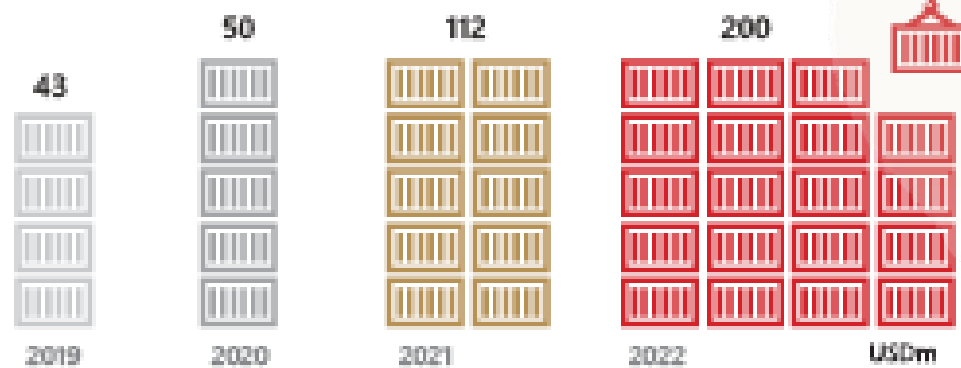
»» ONE DREAM

WHO WE ARE

MORE THAN 45 YEARS AND STILL UNCOMPLICATING THE WORLD OF LOGISTICS

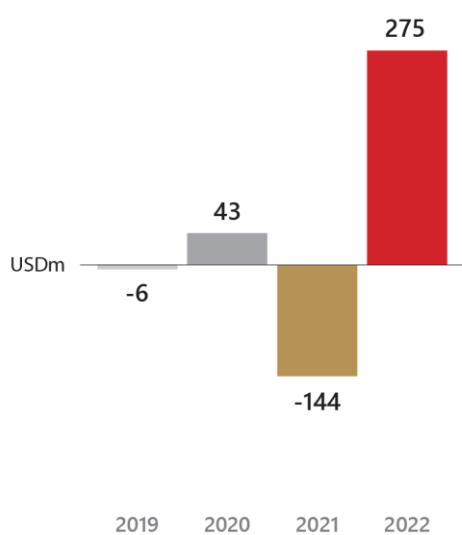


PERFORMANCE HIGHLIGHTS



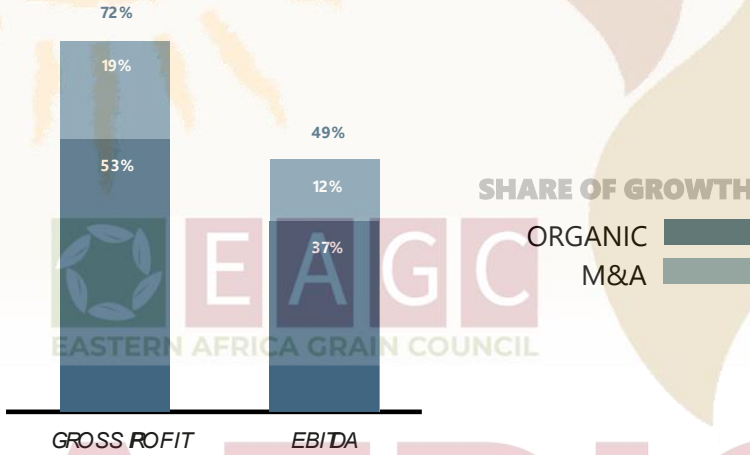
ADJUSTED EBITDA

SGLT Holding achieved an adjusted EBITDA of USD 200m, an increase of 79% compared to 2021. Proforma adjusted EBITDA (including full-year effect of acquisitions) amounted to USD 212m (2021: USD 129m).



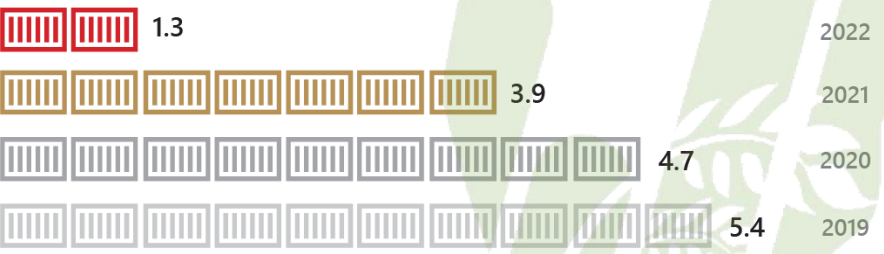
OPERATING CASH FLOW

The operating cash flow amounted to USD 275m in 2022 compared to negative USD 144m in 2021. The development was driven by a strong operating profit and improved net working capital.



GROWTH

Growth in gross profit amounted 49% in 2022 of which the organic growth comprised 37% and growth from M&A was 12%. EBITDA before special items growth amounted to 72% of which organic growth contributed with 53% and M&A 19%.



LEVERAGE RATIO

Driven by a strong performance in EBITDA before special items as well as the positive development in free cash flow, SGLT Holding achieved a leverage ratio of 1.3x.

* NIBD/EBITDA before special items

STRATEGIC HIGHLIGHTS

ACQUISITIONS

As part of the 1-3-5 Strategy, SGLT Holding continued the acquisition strategy and further strengthened the global presence through acquisitions within China, Germany, The Netherlands, Scandinavia and North America, all in line with the strategy of growth and becoming a truly global organisation. Further, SGLT Holding has expanded the global footprint by entering Hungary this year.

NEW MAJORITY SHAREHOLDER

CVC Capital Partners Fund VIII has agreed to acquire the majority shareholding of SGL International A/S and its affiliates. The acquisition will be finalised by a newly established BidCo. We believe CVC is a perfect cultural fit for SGL and supports our ambitious growth strategy.

CONFIRMED 'B'/'B+'- RATING FOLLOWING BOND PLACEMENT

Following the CVC partnership announcement, the new holding company, Skill BidCo, successfully placed EUR 750 million senior secured bonds through an oversubscribed book-build process. In connection with the new bond placement S&P has assigned a preliminary 'B' long-term issuer credit and new bond rating and Fitch has assigned a preliminary 'B' rating of the issuer and 'B+' rating of the new senior secured bonds in line with the current issuer rating and senior secured bond rating; outlook stable. Implementation of the new structure awaits regulatory approval of the transaction

CULTURAL DNA

OUR PURPOSE

We exist to make the world
a little less complicated.

SCAN GLOBAL
LOGISTICS

CULTURAL DNA

OUR MISSION

We bring a human approach
to everyone, everywhere.

OUR VIRTUES



Respect

We don't believe in entitlement, but that all human beings are equal in worth no matter who they are or what they do



Integrity

We don't only believe in good intentions, but in honesty and execution to have the least possible distance between what we say and what we do



Entrepreneurship

We don't believe in being flawless, but in the ability to combine perseverance with innovation to get things done and learn from our mistakes



Fun

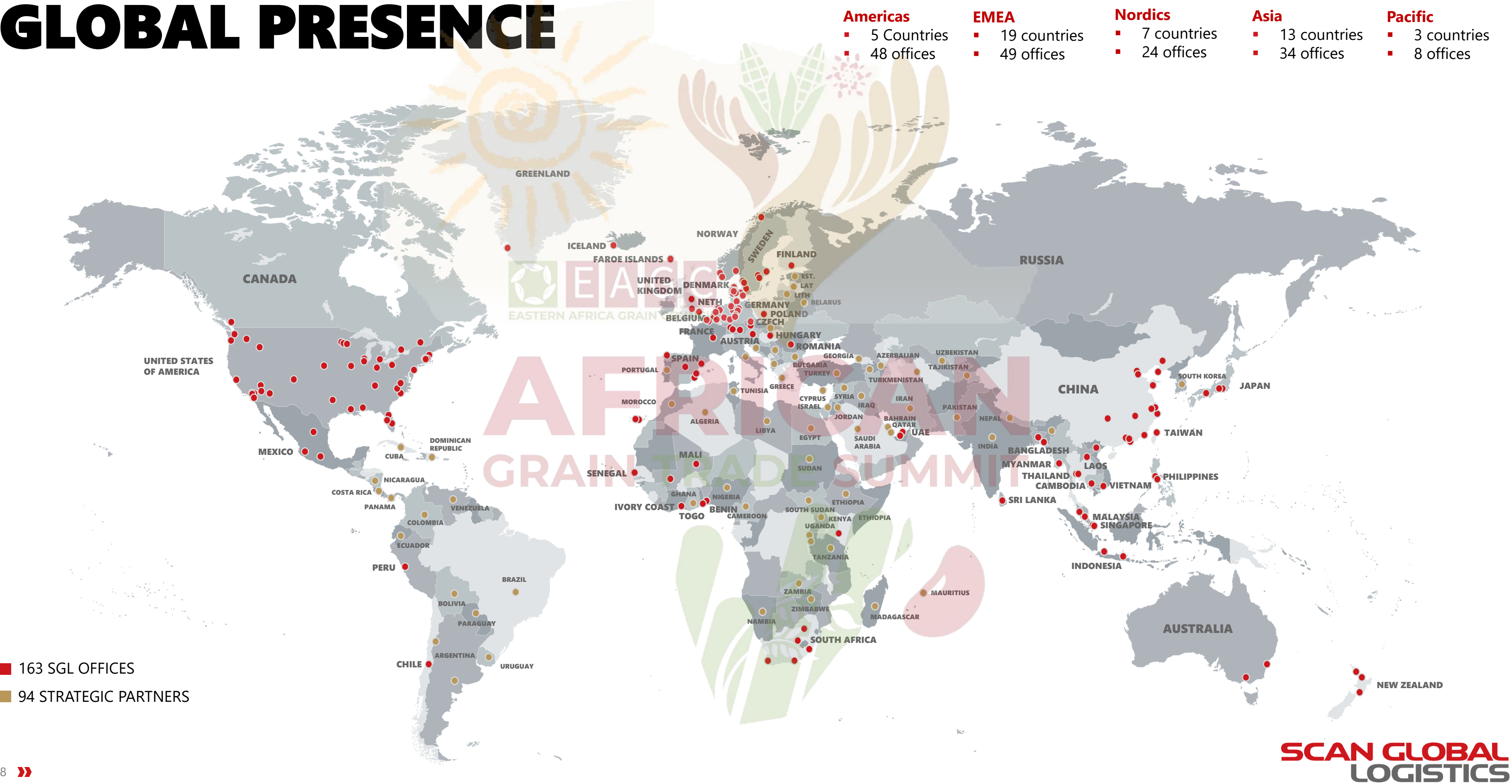
We don't merely believe in protocols, but in fostering an informal atmosphere powered by positive energy for human relationships to prosper



SERVICING YOU FROM +160 OFFICES ACROSS ALL CONTINENTS

GLOBAL PRESENCE

- Americas**
 - 5 Countries
 - 48 offices
- EMEA**
 - 19 countries
 - 49 offices
- Nordics**
 - 7 countries
 - 24 offices
- Asia**
 - 13 countries
 - 34 offices
- Pacific**
 - 3 countries
 - 8 offices



WHAT WE DO

OUR PRODUCTS

PRODUCT OVERVIEW



AIRFREIGHT



OCEAN FREIGHT



RAIL FREIGHT



ROAD FREIGHT



WAREHOUSING



PARCEL & EXPRESS



PROJECTS & HEAVYLIFTS



FULFILLMENT & DISTRIBUTION



VALUE ADDED SERVICES



SUSTAINABLE LOGISTICS





AFRICAN GRAIN TRADE SUMMIT

OVERVIEW OF OUR INDUSTRIES



AID & RELIEF



GENERAL
MANUFACTURING



PHARMA
HEALTHCARE



FASHION & RETAIL



FOOD & ADDITIVES



ENERGY



GOVERNMENT &
DEFENSE



TECHNOLOGY



AVIATION &
AEROSPACE



AUTOMOTIVE



MARINE & CRUISE
LOGISTICS



FAIRS & EVENTS



INDUSTRIAL
PROJECTS

FOOTPRINT



HINTERLAND ACCESS VIA MOMBASA

Countries coverage

- ☐ Kenya
- ☐ Uganda
- ☐ Tanzania
- ☐ Zanzibar
- ☐ Rwanda
- ☐ Burundi
- ☐ South Sudan
- ☐ Ethiopia
- ☐ Somalia
- ☐ Zambia
- ☐ Malawi
- ☐ Djibouti
- ☐ DRC Congo
- ☐ Mozambique



SOLUTION – OCEAN FREIGHT

- At **Scan Global Logistics**, we take pride in owning and operating a formidable fleet of over 300 vessels, 10,000mt – 50000mt capacity, vying different routes across the Globe. This asset isn't just a part of our business; it's the cornerstone of our success and the secret behind our ability to deliver superior services and solutions. Today, I'd like to highlight how our fleet of vessels can give your business the competitive edge it needs.
- **Unparalleled Reliability:** Our vessels are meticulously maintained and equipped with the latest technology to ensure they are always ready to perform at their best. You can count on us for reliable, on-time deliveries and services, giving you peace of mind and reducing operational disruptions.
- **Customized Solutions:** With a diverse range of vessels in our fleet, we have the flexibility to tailor our services to meet your specific needs. Whether you require bulk transportation, specialized equipment, or unique shipping routes, we have the vessel that's just right for the job.
- **Cost-Efficiency:** Owning our vessels allows us to streamline costs, eliminating unnecessary middlemen and ensuring that you get the best value for your investment. Our competitive pricing ensures that you can save money without compromising on quality.



SOLUTION – OCEAN FREIGHT

Sustainability: We are committed to environmentally responsible practices. Our vessels are equipped with eco-friendly technologies that not only reduce emissions but also align with your company's sustainability goals.

Expertise: Our crew and operational teams are highly skilled and experienced, ensuring the safe and efficient handling of your cargo. You can trust us to navigate complex logistics and deliver results.

Scalability: As your business grows, we have the capacity to scale up our services to meet your increasing demands. Our fleet's size and diversity give you room to expand without limitations.

Competitive Advantage: When you partner with us, you gain a unique advantage over your competitors who may not have access to such a comprehensive fleet. This can help you win new contracts and secure a stronger market position.



EFFICIENT TRUCKING AND TRANSPORTATION SERVICES

In a complex and volatile world, a lean, agile, timely and cost-effective supply chain is essential for the creation of value. SGL has selected partners with proven capabilities who provide top quality service and meet the highest international safety standards. All our trucks are fitted with GPRS tracking systems which enable tracking of cargo while in transit. We share daily updates on:

- 500 trucks servicing the region
- Tracking follow-up
- Back-up follow-up
- Sensitive & time critical shipment follow-up
- Complaints follow-up
- Alert management



THE REGION ADVANTAGE

Local Expertise

A team with many years of experience and strong links with the local authorities leads SGL Kenya. We leverage our network to provide you with the best service.

Customized Solutions

A team with many years of experience and strong links with the local authorities leads SGL Kenya. We leverage our network to provide you with the best service.

Regional Coverage

Our regional network of offices provides you with a seamless solution and enables complete integrity and full chain of custody from origin to destination.

Culture of Excellence

We work to exceed your expectations through our process-driven approach, commitment to continuous improvement, and proactive communication.

Global Reach

Our global network provides you with an end-to-end supply chain solution to/from anywhere in the world.

WHY CHOOSE US



We believe we fill a gap in the market leveraging our “perfect size” by full agility supported by a lean structure.

- » **We view your business across products**
We deliver same quality and approach across products – no silos!
- » **No P&L sub-optimization**
Executive sponsors and KAM’s are mandated to make End2End P&L decisions to ensure we avoid local sub-optimization
- » **Fast decision-making**
A flat structure enabling efficient decision and escalation handling
- » **Above & beyond**
We don’t say no! We provide alternatives and all staff are mandated to take needed decisions
- » **Information Technology**
We build IT solutions basis customer feedback and choose robust proven solutions aimed at easing your daily operational
- » **Customized “standard” solutions**
We customize Control Tower solutions for our Global Customers

Service Delivery & Customer Service

Regional Expertise

With experience in the region SGL understands the specific requirements of each country and each entry, exit and transit point in the region. We will create bespoke regional solutions to suit each client's individual requirements

Dedicated Warriors

We have more than 20 years of combined experience among our staff who are solution oriented, and we have serviced clients in the most challenging environments.



Promise to our customers

- 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.

