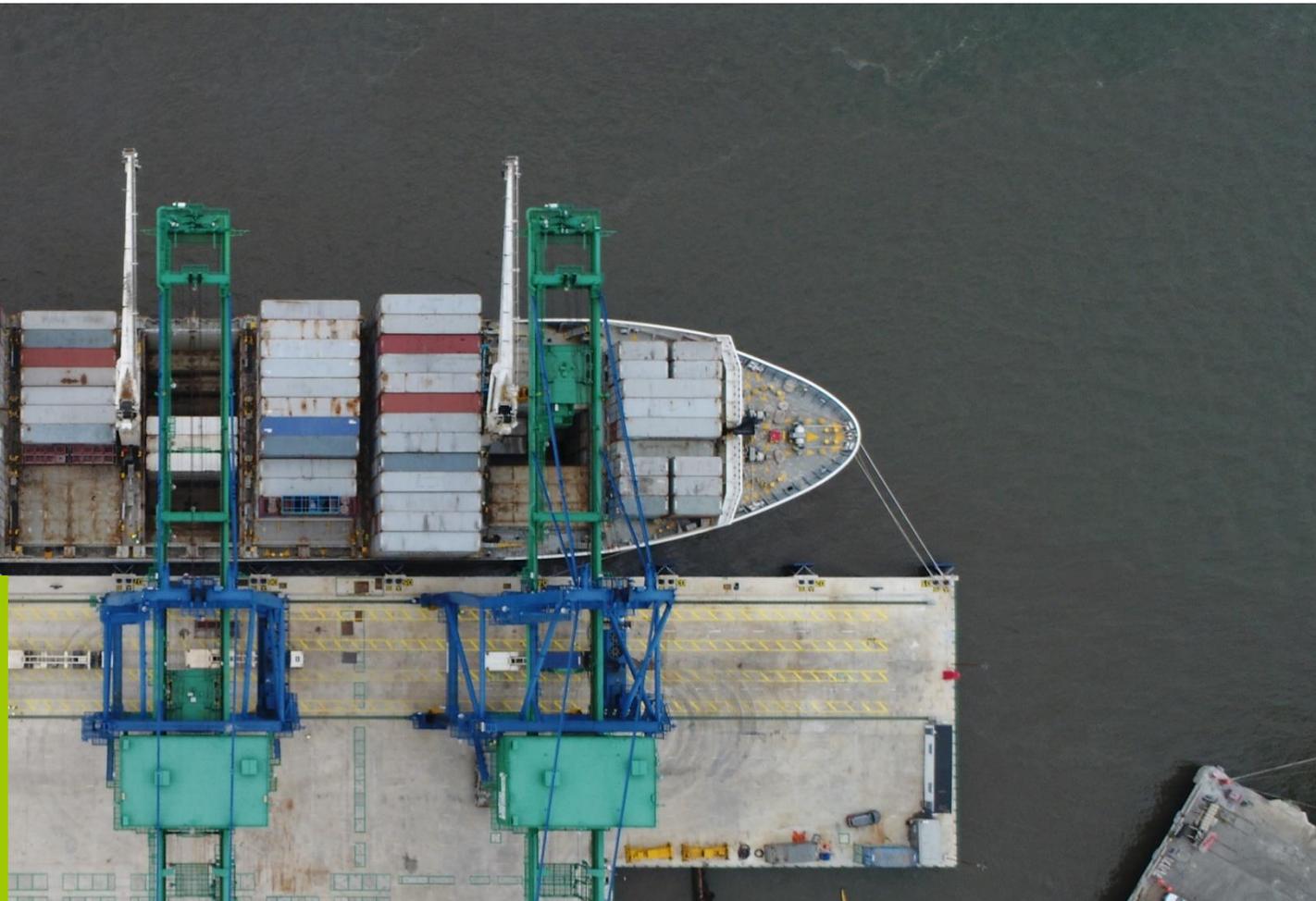




Charles Johnston
Vice President
Shipping & Freight – Grains
26th September 2019



Presentation Layout

- WEST AFRICA IMPORTS
- WEST AFRICAN EXPORTS
- OLAM MILLING IN WEST AFRICA TODAY
- OLAM MILLING IN WEST AFRICA GOING FORWARD
- ARISE PORT DEVELOPMENTS, POWERED BY OLAM INTERNATIONAL LIMITED - GABON
- ARISE PORT DEVELOPMENTS POWERED BY OLAM INTERNATIONAL LIMITED - MAURITANIA AND IVORY COAST
- LAYTIME THE PROBLEM AREAS
- HOLISTIC SUPPLY CHAIN
- AT SOURCE
- WE HAVE ALL HEARD OF CROWD FUNDING

West African Imports

						2019	2019	2019	2019	2019
IMPORTS	2017	2018	2019	2020	2021	Nigeria	Ivory Coast	Senegal	Ghana	Cameroon
Wheat	9,820,000	9,305,000	9,430,000	9,500,000	9,500,000	5,000,000	625,000	625,000	600,000	570,000
<i>Clinker</i>		?	?	?	?					
Rice		8,800,000	8,800,000	8,800,000	8,800,000	1,802,000	1,759,000	1,344,000	706,000	474,000
<i>Steels</i>		?	?	?	?					
<i>Gypsum</i>		?	?	?	?					
<i>Cement</i>		?	?	?	?					

West African Exports

PORT	EXPORTS	2018	2019	2020	2021
Owendo	Manganese ore		7 MTPA	10 MTPA	16 MTPA
Pointe Noire	Iron ore				
Port Harcourt	Urea				
Onne	Urea				
Takoradi	Bauxite Manganese ore				
Abidjan	Manganese ore				
Buchanan	Iron ore				
Conakry	Bauxite				
Port Kamsar	Bauxite				
Kamsar Anchorage	Bauxite				

Olam Milling in West Africa - Today

Milling	Annual Milling Quantity
Nigeria	
Tincan Island Lagos	
Port Harcourt	
Warri	
Ghana	
Tema	
Senegal	
Dakar	
Cameroon	
Douala	
TOTAL	2,000,000

Olam Milling in West Africa – Going Forward

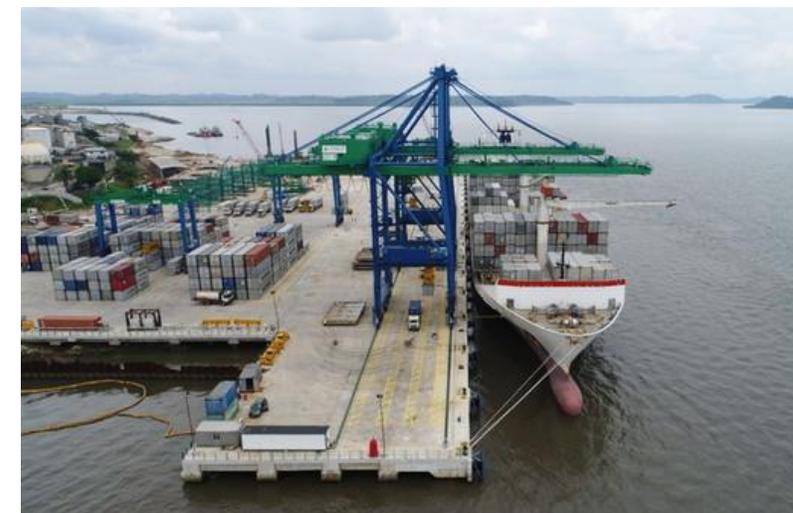
Milling	Annual Milling Quantity	Annual Milling Quantity	DFM
Nigeria		Nigeria	
Tincan Island Lagos		Apapa Lagos	
Port Harcourt		Calabar	
Warri			
Ghana			
Tema			
Senegal			
Dakar			
Cameroon			
Douala			
TOTAL	2,000,000		800,000 2,800,000

This will make Olam the largest flour miller in Africa

Arise Port Developments, Powered By Olam - Gabon

GSEZ General Cargo Ports and Logistics

- Inaugurated in 2017, GSEZ Ports is a greenfield multi-purpose terminal in Owendo Port. It was developed under a 90-year concession signed with the Gabonese Republic.
- GSEZ Ports provides an integrated logistics offer to its clients thanks to a world-class infrastructure and a large truck fleet.
- The multi-purpose terminal was built with the objective of supporting the competitiveness of the Gabonese exports and imports. The existing terminal in Owendo was indeed reaching its limits in terms of capacity, with a strong negative impact on service quality.
- The terminal is composed of an 800m-long berth with a water depth of 13m, suitable for Panamax vessels, enabling an annual handling capacity of 310,000 TEUs and 4 million MT of general cargo. The terminal also comprises an adjacent container yard of 14 ha, a container freight station of 50,000 sqm, 5 storage tanks for palm oil (overall capacity of 10,500 MT) and 2 grain silos (capacity of 5,000 MT each).
- GSEZ also owns and manages the largest logistics fleet (130 trucks and 300 trailers) in Gabon to provide inland logistics services.
- GSEZ Ports derives its revenues from 3 main sources:
 - *Port operations: mineral handling, general cargo handling*
 - *Logistics: haulage, stuffing, shipping*
 - *Storage: grain silos, palm oil*



Arise Port Developments, Powered By Olam - Gabon

GSEZ Mineral Port

- Inaugurated in 2016, GSEZ Mineral Port is a mineral and specialized bulk terminal within Owendo Port. The project was developed under a 90-year concession signed with the Gabonese government
- GSEZ Mineral Port is composed of a 170m long barge berth, enabling an annual handling capacity of 7.3 million MT. The handling activities are ensured by 4 barges and 6 modern grab loaders / unloaders. Around the terminal over 40 Ha of land were developed, including 20,000 sqm of storage area.
- GSEZ Mineral Port also owns and operates locomotives and wagons as the terminal is linked to the national railway network (1.5km line to connect with national network). The terminal holds the International Ship and Port Facility Security (“ISPS”) certification for its infrastructure.
- The Mineral Port provides an end-to-end logistics offer to its clients (including railway operations) at competitive price:
- Mining players: Nouvelle Gabon Mining, Comilog, CITIC
- Construction materials companies: CIMAF (cement group), COLAS (construction company)
- GSEZ Mineral Port derives its revenues from 3 main sources:
 - *Port operations (handling & storage of manganese, clinker, coke, etc.)*
 - *Railway operations (train logistics services from client site to port)*
 - *Others (port dues, vessel agency service, etc.)*

Arise Port Developments Powered By Olam - Mauritania And Ivory Coast

ARISE Mauritania

- In 2018 ARISE was selected by the Islamic Republic of Mauritania to support the modernization of the Nouakchott Port via a specific public-private partnership.
- ARISE will design, build, finance and operate a new container terminal (initial capacity of 250,000 TEUs, with possibility to expand to 600,000 TEUs at a later stage) able to accommodate oil & gas vessels with capacity up to 50,000 DWT.
- ARISE Mauritania project includes the construction of a new wharf (14.5m depth, 570m length), a storage area for exports & imports (25 Ha), a container freight station (20 Ha), and an administrative area. To ensure that the navigation areas are deep enough to permit safe navigation and accommodation of large vessels, ARISE will also dredge the port manoeuvring area, navigation channel and berth pocket.
- Construction has started in 2019 and the commissioning is expected by Q4 2020 with a start of operations by January 2021.

ARISE Côte D'Ivoire

- In 2018, ARISE acquired a 65% stake in the *Terminal Industriel Polyvalent de San Pedro (TIPSP)*, an SPV owning a 35-year renewable concession for San Pedro's bulk terminal development and management.
- This project enjoys strong support from the Ivorian Government, which aims at turning the port into a true development centre of South West Côte d'Ivoire. The project also fits ARISE's global strategy.
- The project implies developing a 6.3 million MT greenfield dry bulk terminal in phase 1 with a potential to reach 10 million MT in phase 2 of the project. The San Pedro terminal will include two berths of 250 meters, with a depth allowing to accommodate Capsize and Panamax size dry bulk vessels, and an adjacent terminal area of 10 Ha.
- Construction has started and the operations is expected to start by H2 2020.

Laytime – Problem Areas

When does it start at load port ?

- On Arrival ???

What interrupts lay time ?

- Charterers have the option to incorporate the loading terminal rain log into the S.O.F. to document inclement weather during the time when the vessel is not loading, whether in berth or not, for the purposes of defining weather working time. For a vessel at anchorage, lay time calculations will be determined by the weather conditions of the first berth into which the vessel is called
- Canadian Wheat Board - Shipnet and precipitation detectors

When does it stop?

- Russian and Ukrainian and Phytosanitary issues

Holistic Supply Chain

- **CLASS**
- **FLAG STATE**
- **PORT STATE CONTROL**
 - *All ships sailing in international waters are required to comply with the international codes and conventions put forth by the maritime authorities. For this, ships should be maintained at a particular standard by the combined efforts of flag states, shipping company, and ship's master.*
 - *In order to ensure that the condition of foreign ships is well above the expected level, inspections are done on the ships when they visit international ports. This inspection of foreign ships is known as port state control (PSC).*
 - *Inspection would be carried out on ships coming to a port for the first time or after an absence of 12 months or more*
- **RIGHTSHIP**
 - *RightShip rates a ship by evaluating 50 risk factors, providing a risk rating to a customer.*
 - *The "approval" relates to the criteria set by individual customers not RightShip, each RightShip customer may well have a different risk appetite, which may vary according to vessel size and trade.*
 - *Is the same scrutiny imposed on all parts of the logistics chain ?*
 - *Land Transport*
 - *Slime dams and similar*

Holistic Supply Chain

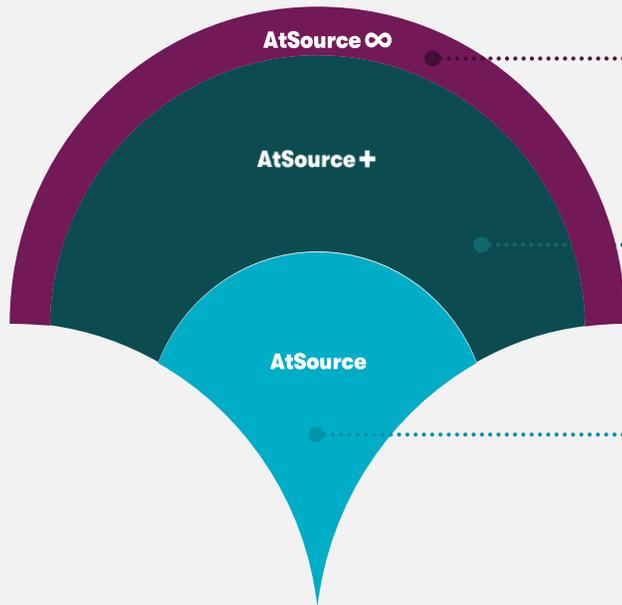
- **WHAT IS THE LARGEST CAUSE OF VESSEL CASUALTIES?**

- *According to the report, 53 bulk carriers over 10,000 dwt have been identified as total losses during the 2008 to 2017 time period, with cargo shift and liquefaction contributing to the greatest loss of life among seafarers in the bulk shipping trade.*
- *In total, cargo failure, i.e. liquefaction, has been blamed for nine vessel casualties from 2012 to 2015 resulting in the loss 101 lives. The nine casualties consisted of six bulk carriers carrying nickel ore from Indonesia, two vessels with laterite (clay) iron ore from India, and one with bauxite from Malaysia. The number of fatalities from cargo failure accounts for exactly half of 202 total lives lost among the 53 total losses recorded from 2008 to 2017, according to INTERCARGO.*
- *The number includes the tragic losses of the MV Stellar Daisy in the Atlantic Ocean while*
- *carrying an iron ore cargo from Brazil to China, as well as the MV Emerald Star, which sank off the Philippines while loaded with a nickel ore cargo*
- *A combined 32 seafarers lost their lives in the two incidents, the highest loss of life since 2011 when annual ship losses last peaked.*
- *The two incidents also raised questions of structural integrity and safety condition of high density cargoes carried on board.*

AtSource - Olam's Digital Sustainability Solution

THE ATSOURCE DIGITAL PLATFORM MAKES SUSTAINABILITY TRACKING AND REPORTING EASY

Transparency through data and traceability



AtSource ∞

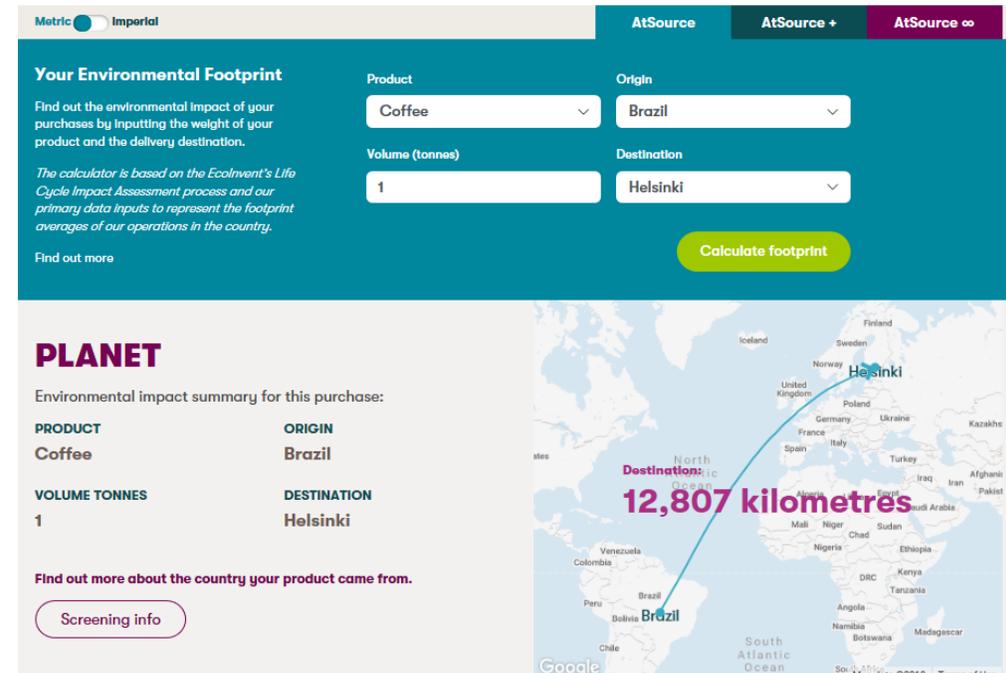
Transformational change

AtSource +

Measurable impact

AtSource

Information and reassurance



Your Environmental Footprint

Find out the environmental impact of your purchases by inputting the weight of your product and the delivery destination.

The calculator is based on the Ecolinvt's Life Cycle Impact Assessment process and our primary data inputs to represent the footprint averages of our operations in the country.

Find out more

PLANET

Environmental impact summary for this purchase:

PRODUCT	ORIGIN
Coffee	Brazil
VOLUME TONNES	DESTINATION
1	Helsinki

Find out more about the country your product came from.

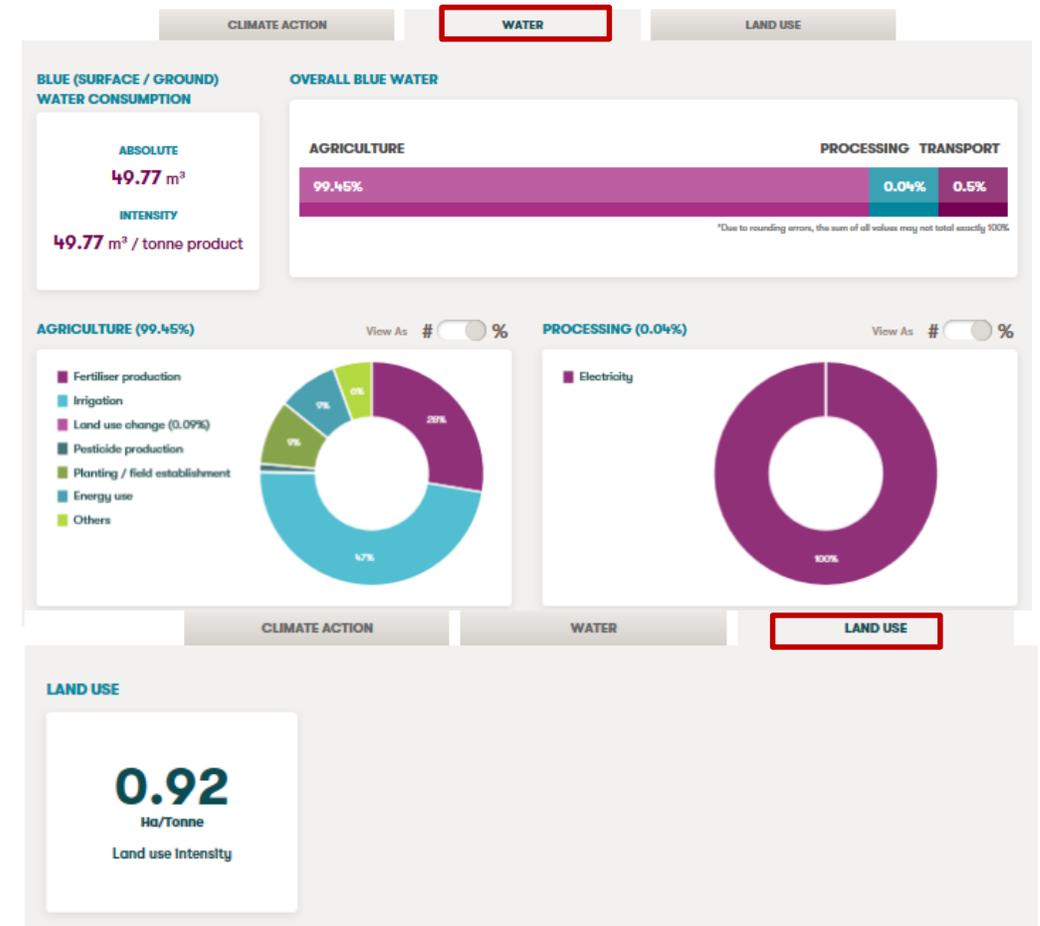
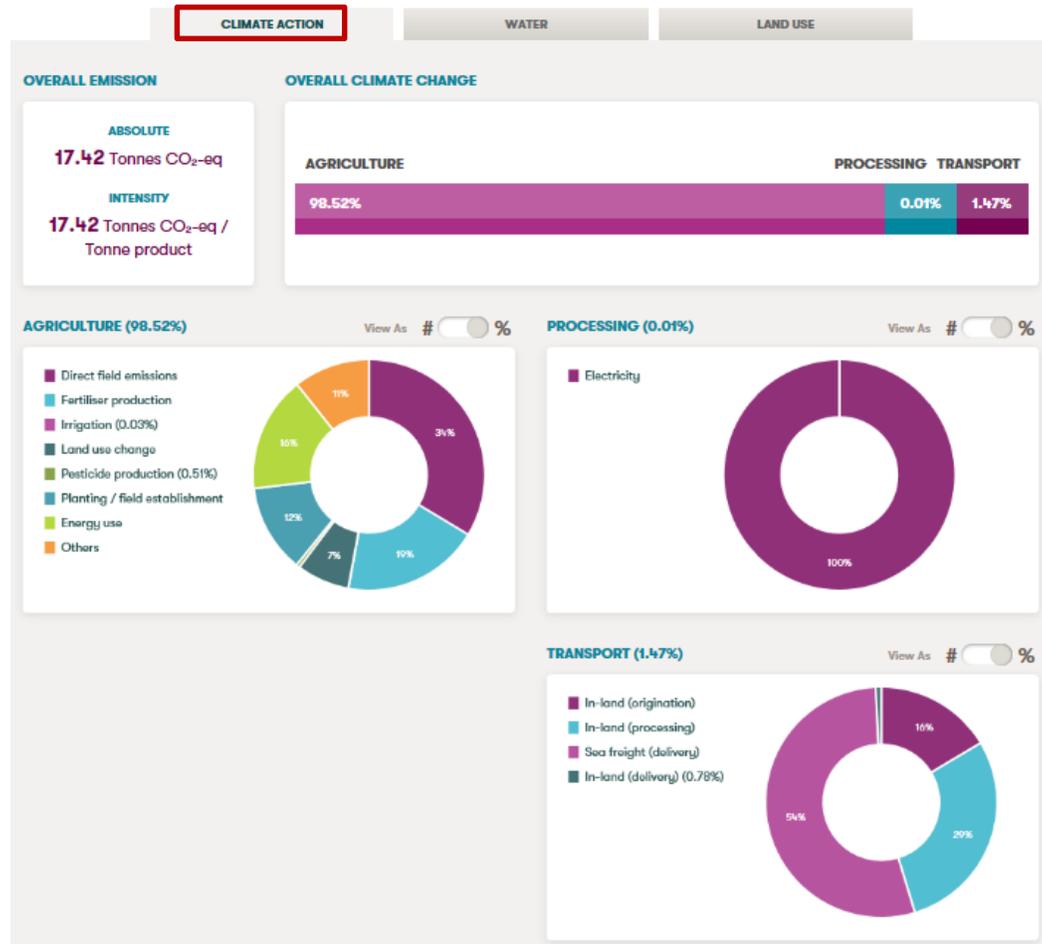
Screening info

12,807 kilometres

A VIEW OF THE ATSOURCE ENTRY DASHBOARD

AtSource Entry & Plus – Know your Carbon and Water Footprint

A VIEW OF THE DASHBOARD – ATSOURCE ENTRY



AtSource Plus – Providing Social Metrics

A VIEW OF THE DASHBOARD – AtSource+



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