



NAXCO Group  
CORPORATE PRESENTATION  
February 2022



# / AGENDA



---

1 / History, Organization and Activities

---

2 / NAXCO Group's Companies

---

3 / Network

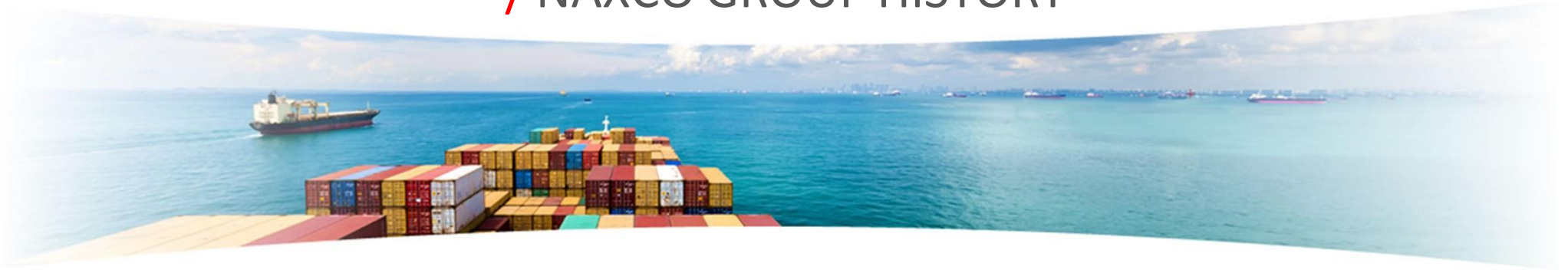
---

4 / Key Figures

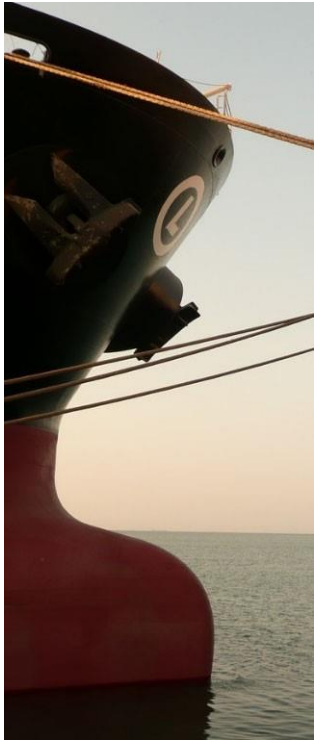
---

5 / Mission, Vision and Values

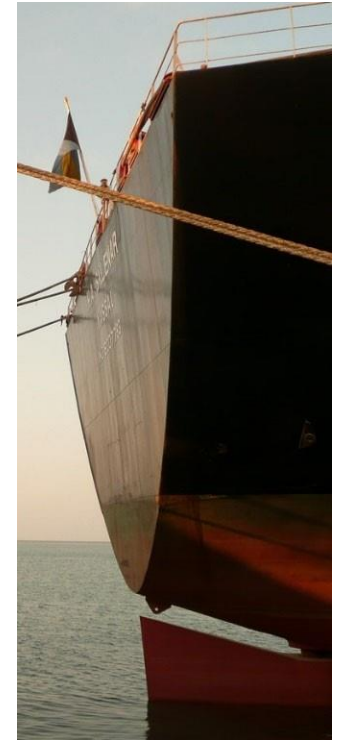
# / NAXCO GROUP HISTORY



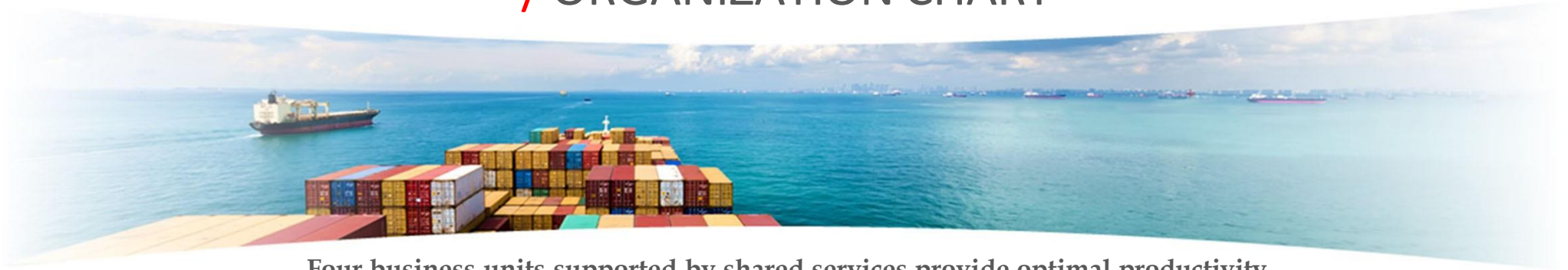
Over a 50-year history, NAXCO Group evolved from a small liner agency based company into one of the largest fully integrated shipping and logistics providers, with a commitment to serve the shipping and cargo industry and apply the highest values and standards to clients needs.



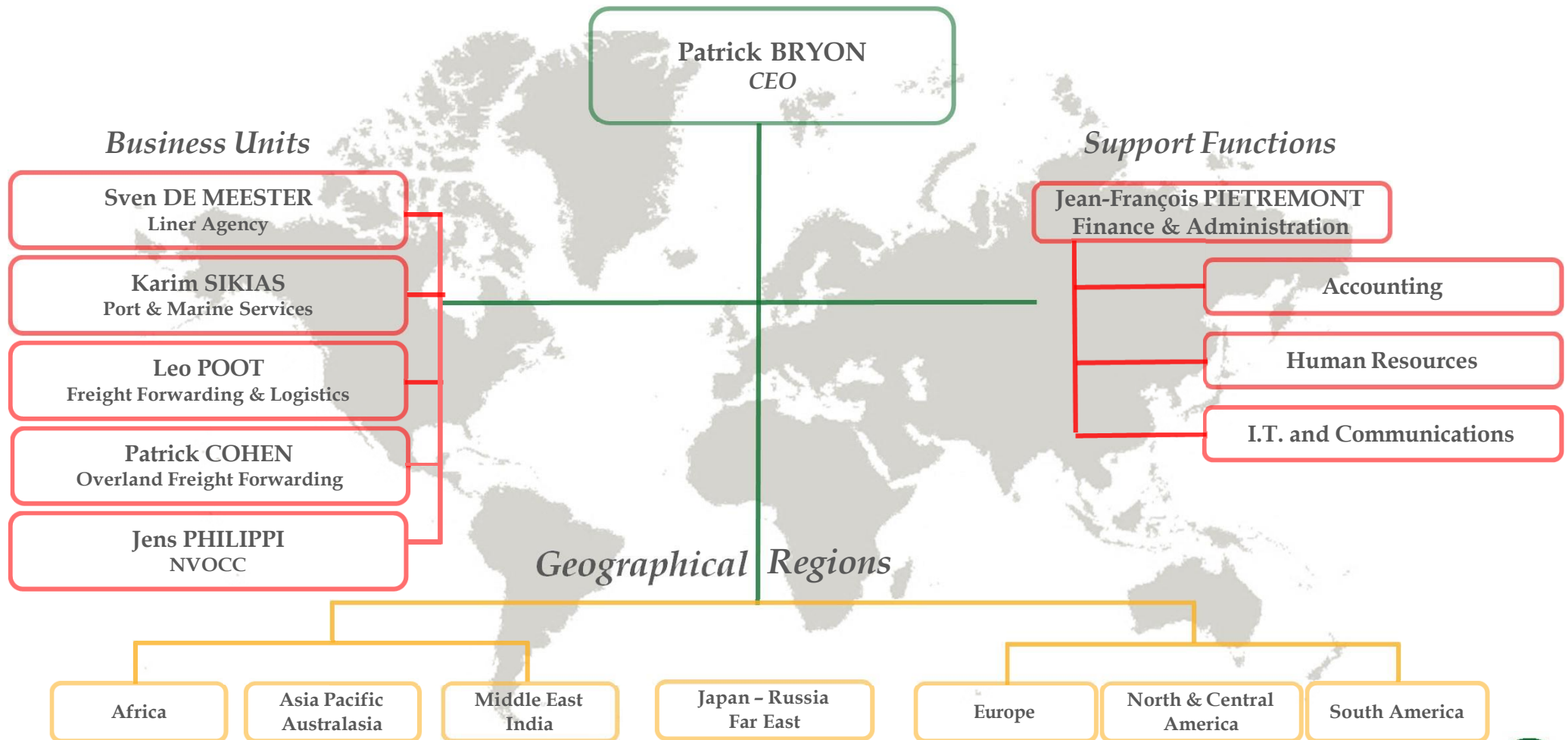
- 1967** NAXCO is founded with the creation of Agena, representing owners in the shipping industry
- 2000** Acquisition of the shipping agency DKT in Belgium
- 2005** Acquisition of the shipping agency MADSHIP in Martinique
- 2006** Acquisition of the shipping agency SLAVENBURG-EN-HUYSER in the Netherlands
- 2007** Acquisition of the shipping agency UNAMAR-TRIMAR in Belgium
- 2008** Acquisition of the forwarding company SBTC in Belgium
- 2008** Acquisition of SOGEMCO in Algeria
- 2008** Acquisition of the project cargo inland transport agency EL AMANA in Algeria
- 2009** Establishment of the shipping agency AGT in the Suez Canal in Egypt
- 2010** Establishment of NAXCO Asia in Singapore
- 2011** Establishment of NAXCO Shipping and Logistics in Morocco
- 2011** Acquisition of THORESEN Shipping and Logistics in Asia
- 2012** Acquisition of stakes in Africamar Shipping & Logistics
- 2014** Acquisition of the air cargo and logistics agency DAS LOGISTICS in Belgium and establishment of DKT-ALLSEAS UK Company
- 2019** Acquisition of the air cargo and logistics agency SCTIL located in Roissy CDG
- 2021** Acquisition of Herfurth France located in Le Havre



# / ORGANIZATION CHART

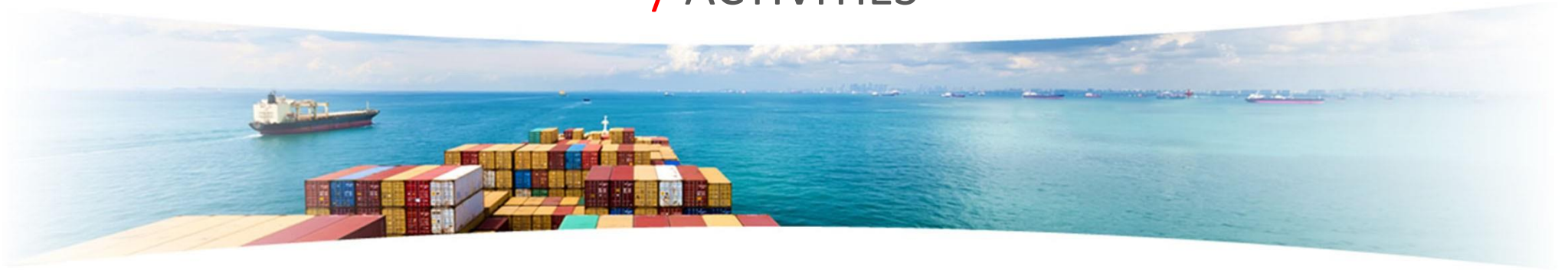


Four business units supported by shared services provide optimal productivity





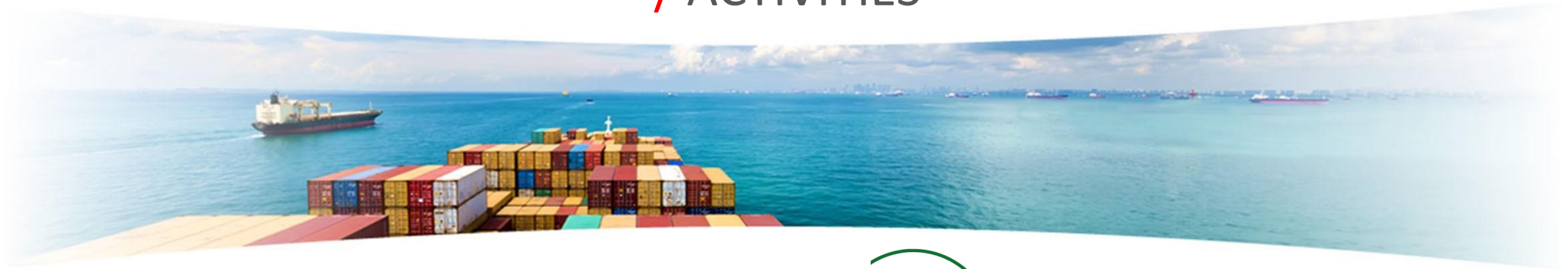
# / ACTIVITIES



We have four distinct and interrelated business streams that naturally complement the core businesses of our clients.



# / ACTIVITIES



## 4 BUSINESS UNITS



SHIPPING

- Portfolio of a wide range of Principals in all modes
- Sales and Marketing expertise
- Strong customers relationships
- Well established cost effective infrastructure
- Accurate and efficient marketing
- EDI with leading industry systems



FORWARDING  
& LOGISTICS

- Ocean forwarding
- Air forwarding
- Overland Freight forwarding
- Ocean Carriers contracts
- Master consolidations
- Time definitive solutions
- Global transportation
- Storage and Warehousing
- P.O Management and vendor Management
- Systems integration and E2E visibility



NVOCC

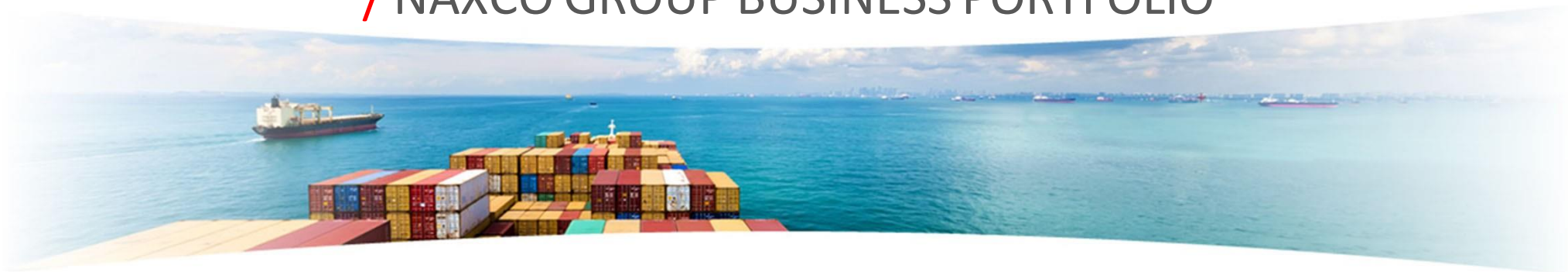
- Negotiable B/L
- FMC licensed NVOCC
- MOC licensed NVOCC
- Carriers service contracts
- Dedicated networks
- Management solutions
- Online Bill of Lading
- Insurance coverage



PORT & MARINE  
SERVICES

- Port agent for ship-owners, operators, charterers, traders
- Husbandry
- Crew change
- Cargo brokerage
- Survey
- Canal transits
- Offshore support
- Ship supply
- Protecting agency
- Spare parts logistics

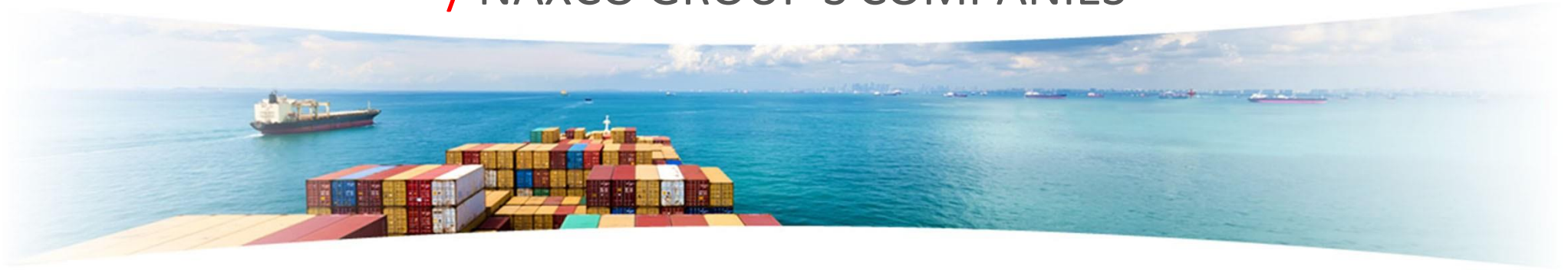
# / NAXCO GROUP BUSINESS PORTFOLIO



## *Business Units by Regions*

| COUNTRIES<br>BUSINESS UNIT  | NORTHERN EUROPE                             |  |   |              | MEDITERRANEAN AREA  |                                     |           | ASIA                  |           |
|-----------------------------|---|--|---|--------------|---------------------|-------------------------------------|-----------|-----------------------|-----------|
|                             | FRANCE                                      | BELGIUM  | NETHERLANDS   | POLAND       | ALGERIA             | MOROCCO                             | EGYPT     | SINGAPORE             | THAILAND  |
| LINER AGENCY                | ✓   | ✓  | ✓   |              |                     |                                     |           |                       | ✓         |
| PORT SERVICES               | ✓   | ✓  | ✓   |              | ✓                   | ✓                                   | ✓         |                       | ✓         |
| SEA FREIGHT FORWARDING      | ✓   | ✓  | ✓   |              |                     | ✓                                   |           |                       | ✓         |
| AIR FREIGHT FORWARDING      | ✓   | ✓  | ✓   |              |                     | ✓                                   |           |                       |           |
| OVERLAND FREIGHT FORWARDING | ✓   | ✓  | ✓   | ✓            | ✓                   | ✓                                   |           |                       |           |
| CUSTOMS BROKERAGE           | ✓   | ✓  |   |              |                     | ✓                                   |           |                       |           |
| NVOCC                       | ✓   | ✓  | ✓   |              | ✓                   | ✓                                   |           | ✓                     | ✓         |
| ENTITIES / BRANDS           | NAXCO France & TOS<br>CLB SHIPPING<br>SCTIL | NAXCO Belgium<br>DKT Belgium<br>Unamar<br>Trimar | Slavenburg & Huyser<br>NAXCO Logistics Benelux<br>DKT Netherlands | NAXCO Poland | Sogemco<br>El Amana | NAXCO Shipping<br>& Logistics Maroc | AGT Egypt | United Ocean<br>Lines | TSL NAXCO |

# / NAXCO GROUP'S COMPANIES



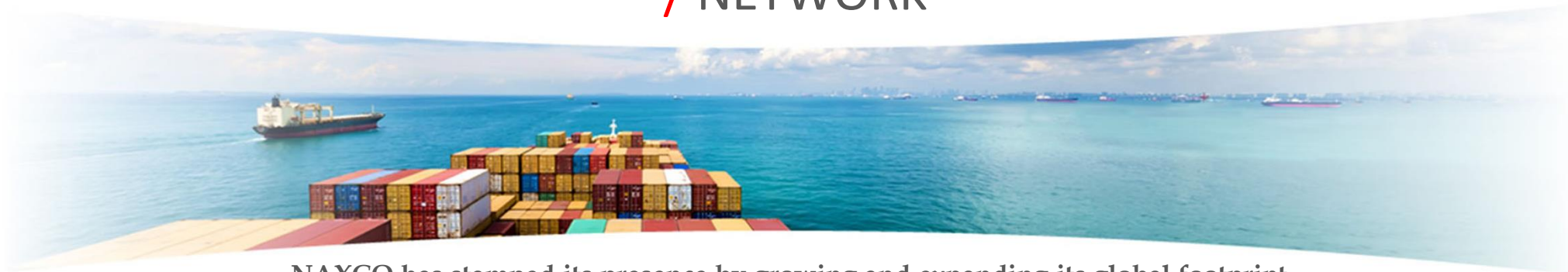
Local Presence, Global Power



INTEGRATED & INTERRELATED COMPANIES



# / NETWORK



NAXCO has stamped its presence by growing and expanding its global footprint. Our comprehensive transport offer is underpinned by affiliates and strategic alliances with worldwide partners who are leaders in their sector and share our set of values.



# / KEY FIGURES

## Three Key Regions

North Europe

Asia Pacific

North Africa

### KEY FIGURES

**Turnover**  
155 million euros

**Staff**  
313 employees

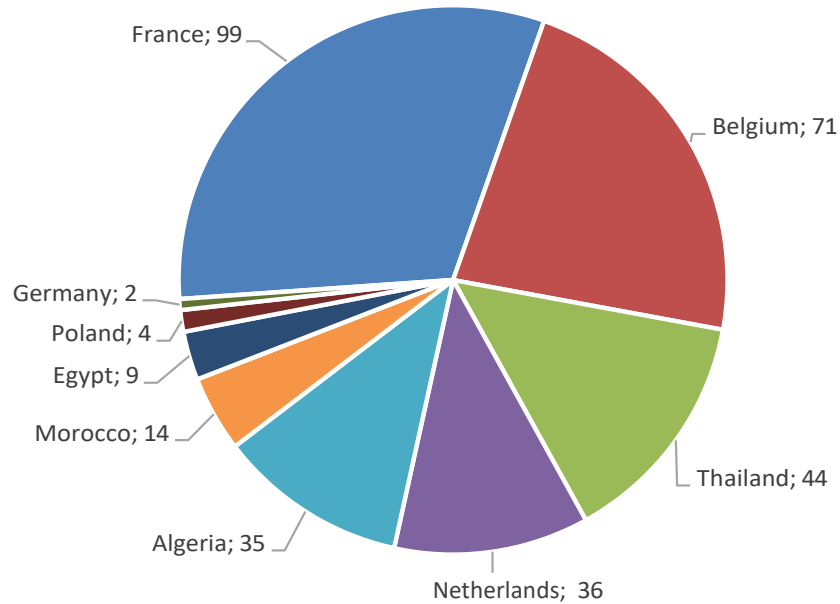
**TEUS handled in liner and Forwarding in and out**  
110 000

**Conventional and project (sea)**  
2 040 000 F/T

**Air freight forwarding**  
2 500 F/T

**Port Services**  
3 160

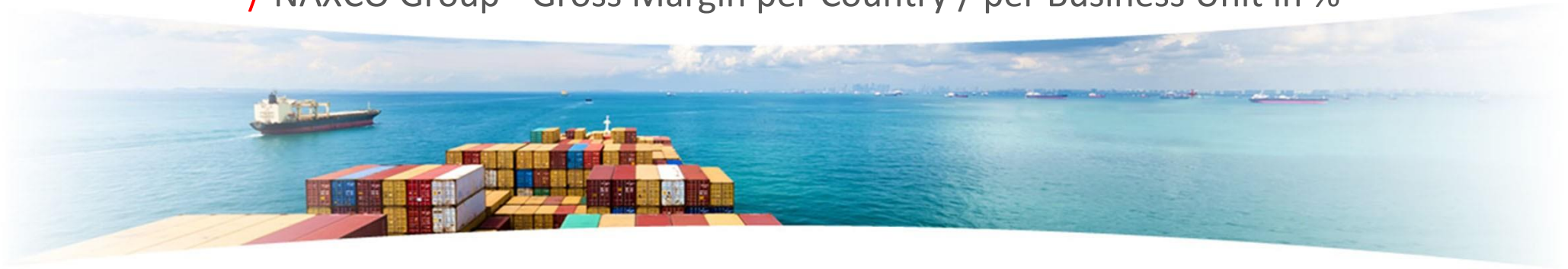
## Number of employees per country



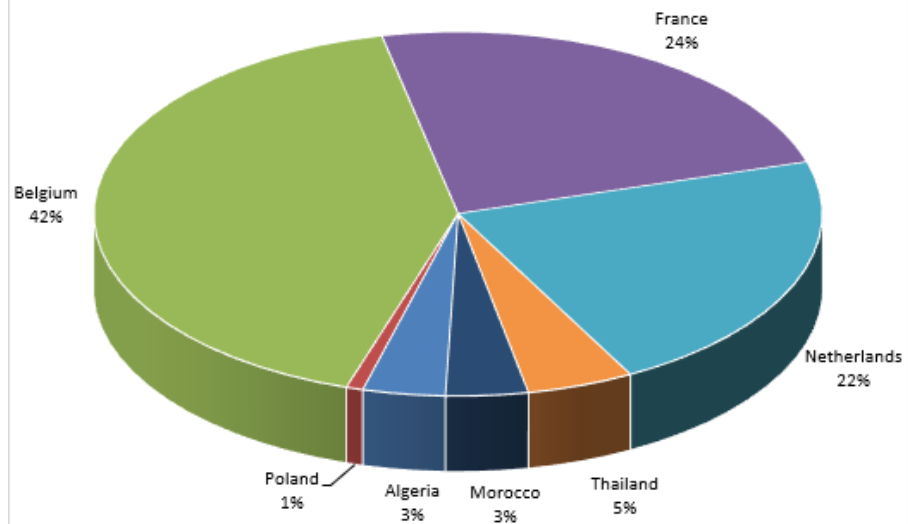
Total of 313 employees



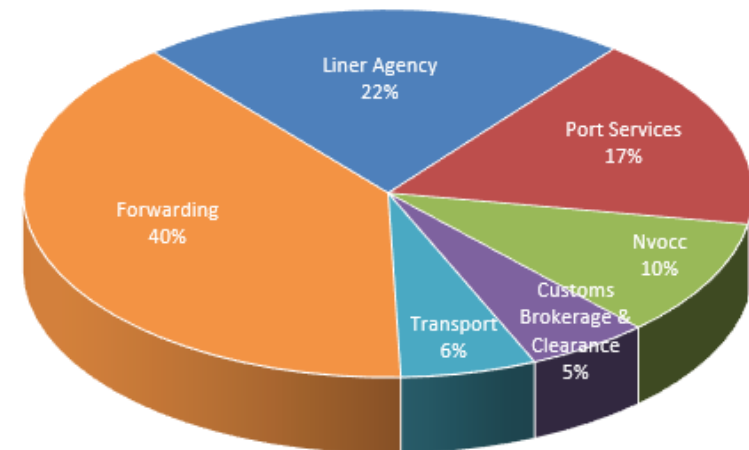
## / NAXCO Group - Gross Margin per Country / per Business Unit in %



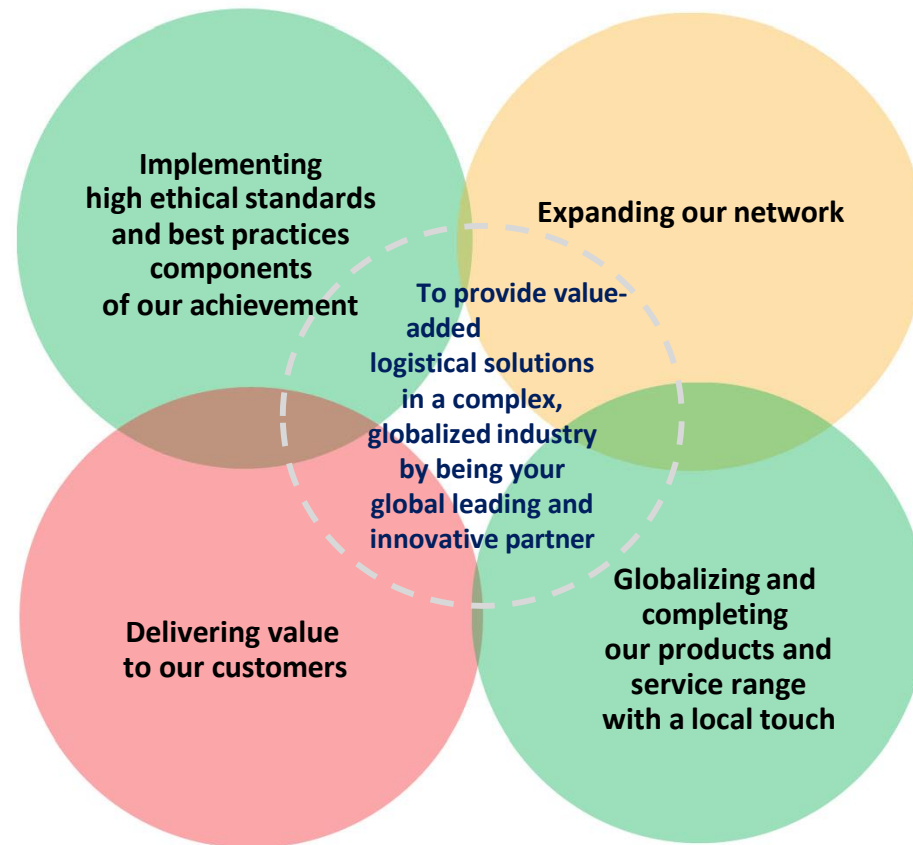
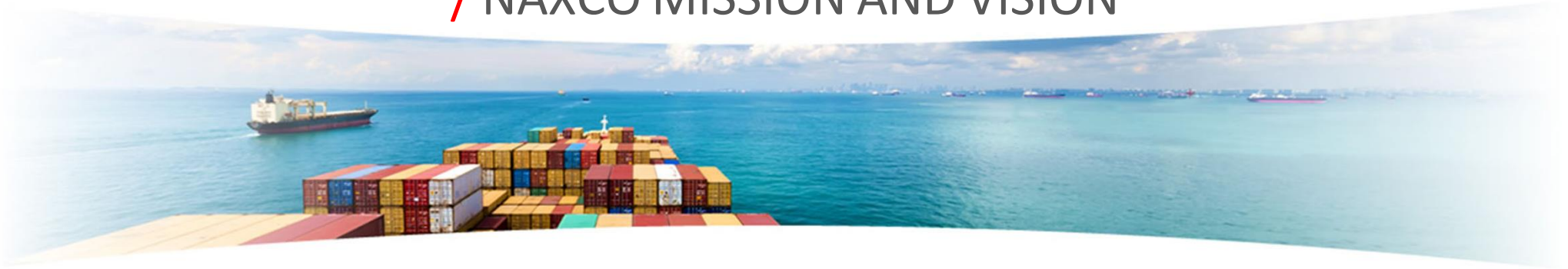
GM split per country in % and KE



GM split per BU in % and KE

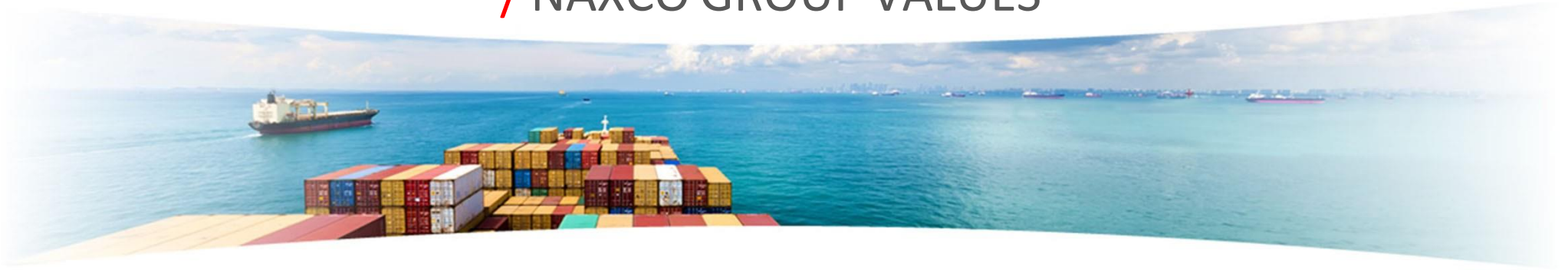


# / NAXCO MISSION AND VISION





# / NAXCO GROUP VALUES



---

We foster strong ethical values and a team spirit that rewards commitment and initiative

---

By implementing fairness, reliability and efficiency, we ensure we can deliver services to all our valued clients competitively

---

We value our people's expertise and place a great emphasis on their welfare and motivation