

# CIRCLE GLOBAL LOGISTICS



# CIRCLE GLOBAL LOGISTICS – CREDO



“We come to work each day for one reason: to make things work for you – not merely on paper, not just conceptually, but practically on the ground . This is our promise. It’s a big challenge in an unpredictable world. The commitment of our people and the strength of our global service network in 183 countries stand behind that promise.”

# CIRCLE GLOBAL LOGISTICS – INTRODUCTION



We provide solutions for an almost infinite number of logistics needs.

With decades of experience, CGL is one of the fastest growing freight forwarding, project logistics and relocation management companies delivering cost-effective solutions in the world.

Our mission is to provide best-in-class supply chain services and create significant value by:

- ▶ Delivering competitive advantage for our customers while delivering strong returns for our shareholders
- ▶ Providing opportunities for our employees
- ▶ Driving safety in our workplaces
- ▶ Promoting sustainability and protection of our environment

Our vision is to be the best at managing value-added supply chains, continuously improving operations and driving reliability in the flow of our customers' goods within the world's economy.

# CIRCLE GLOBAL LOGISTICS – QHSE Policy



## QUALITY POLICY

**Perfection is our goal.** Every day we strive to be better. We systematically measure progress. We implement best practice on a global scale and our LEAN culture is the basis for operations excellence. CGL is focused on our customers' ultimate success and is committed to having the highest level of quality in the industry. It is our guiding principle to provide our external and internal customers with a level of quality and service that consistently meets or exceeds expectations



## HEALTH, SAFETY AND ENVIRONMENT POLICY

Excellence in Health, Safety and Environmental performance is a core value for CGL and it is the responsibility of every member of the team. We are committed to operate in a safe manner and to protect our people and the environment while providing cost effective quality services to our clients. We aspire to be a recognized leader in industry operations and HSE performance in the eyes of our employees, contractors, clients and the public.



# CIRCLE GLOBAL LOGISTICS – COMPLIANCE



Compliance – as well as risk management are imperative parts of a good corporate governance at CGL.

CGL compliance team openly and systematically addresses these issues related to transportation and disclosures resultantly diminish the risk of even slightest non-compliance and minimizing the lead time to project delivery on site.

It already starts with the challenge to design contracts with partners and customers in a legally and fiscally correct way to avoid contract penalty or administrative fines, not to mention affect it might have on our valued customers KPIs. Further risks are country specific ones, as the announcement of sea freight to specific country, complex and connected IT systems and integrated Enterprise Resource Planning systems with on going regulatory and statute changes.

We at CGL are committed to compliance with laws and regulations wherever applicable including, but not limited to, US Foreign Corrupt Practices Act 1977 and UK Bribery Act 2010. We also help our valued customers on how to meet the applicable laws and regulations through compliance advisory.





## CGL - Global reach



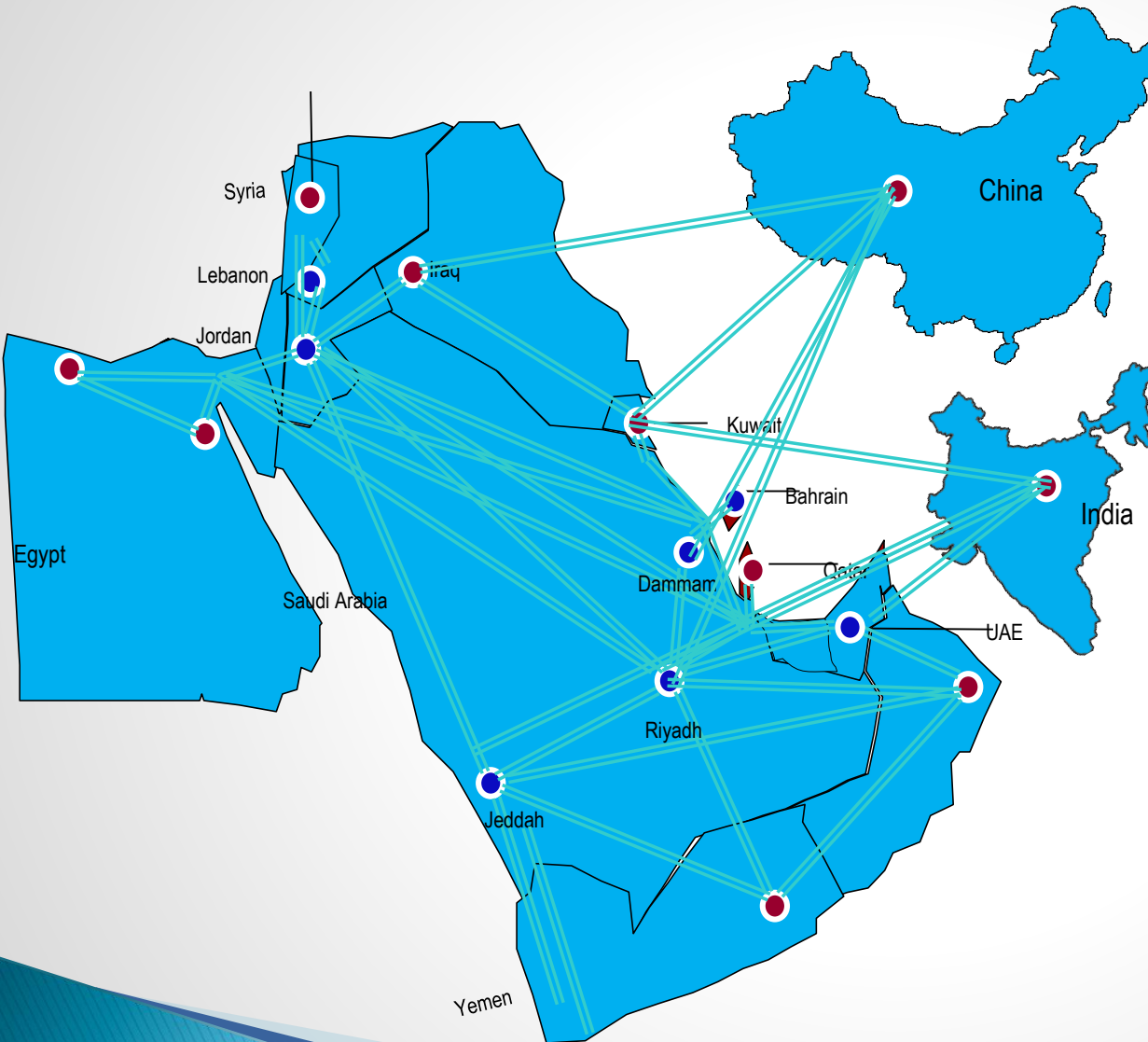
CGL has a global network covering over 183 countries with over 410 offices in 221 cities. Around the world, we leverage our sector-focused expertise, global and local resources and advanced technologies to deliver a complete spectrum of supply chain services. Within the business we employ some of the leading experts in sector know-how and logistics expertise who support our customers in delivering the best solution to meet their needs.



Yemen

*Delivering Trust on Time*

# CGL footprints and reachability Globally



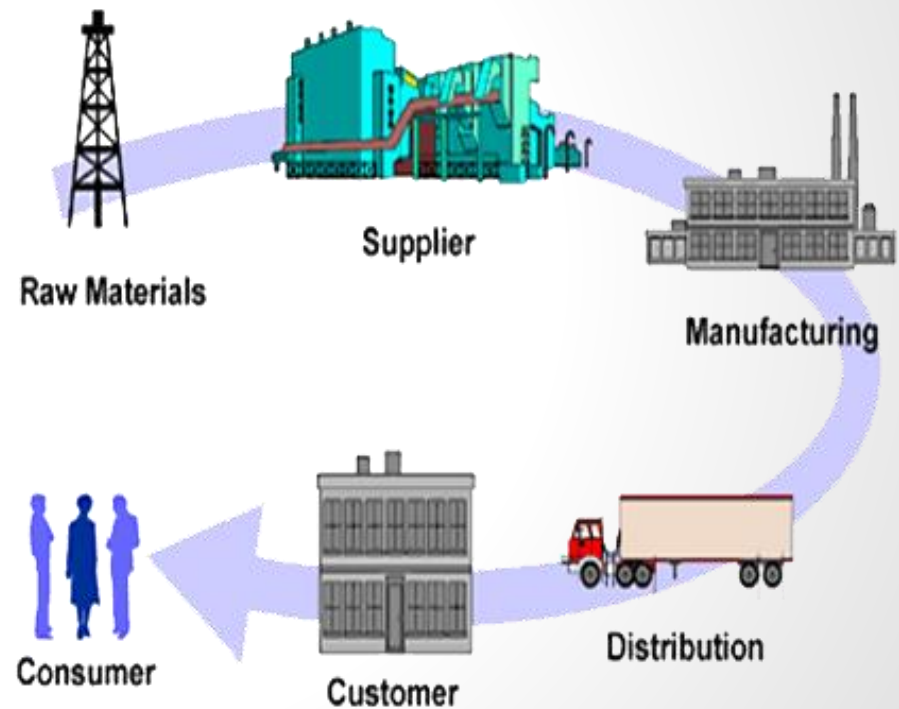
- ⇒ Daily Departures
- ⇒ Full Middle East Coverage
- ⇒ Full Levant Coverage
- ⇒ Full Trailer Load
- ⇒ Loose Trailer Load
- ⇒ Per CBM per Kilo
- ⇒ Door To Door
- ⇒ Customs Management
- ⇒ European Connections

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## What we offer

CGL Offers a wide range of services including:

- Freight management
- Customs brokerage
- Cargo Insurance
- Contract logistics
- Project Logistics
- End to end solutions





## What we offer – Air Freight Management

Sensitive and valuable goods are often subject to extreme time pressures and deadlines for everyone involved. Therefore, our airfreight department develops a customized service plan for each customer, and then implements our required Operational Handling Procedure to ensure high quality service.

### Our Air Freight Services Include:

Complete Logistics Programs (pick, pack, assembly, warehousing, documentation and handling) for:

1. Hazardous Cargo
2. Live Stock Cargo
3. AOG & Aerospace Cargo
4. Fashion & Luxury Goods
5. Auto and Automotive part
6. Oil & Gas Industry Cargo
7. Pharmaceutical Cargo
8. Precious Metal Cargo and general cargo.

### Other Services:

- Import/Export Consol & Deconsol
- Pick, Pack, Assembly and Distribution
- Split and Full Air Charter
- Worldwide Door to Door Services
- Sea/Air & Road/Air Service
- Customs Clearance Service
- Pick-up and Delivery Service
- Packing and Crating



## What we offer – Ocean Freight Management

Ocean Freight is one of the key elements in multimodal transportation service. In order to offer the best service possible, we have a dedicated ocean freight department specializing in FCL, LCL, Break-Bulk, Project Cargo and different types of cargoes on a global scale.

The flexibility and range of Ocean Freight Services offered by CGL provides our customer economical alternatives to other, more costly modes of transportation. Our worldwide logistics services cover not only shipments from port-to-port, but also the complete door-to-door supply chain solution.

Over the years, CGL has fostered strong business relationship with all major international and regional ocean carriers.

### Our Sea Freight Services Include:

- FCL and LCL import and export
- Issuance and verification of shipping documentation
- Export and import customs clearance
- Certified industrial packing and crating
- Packing and crating of household goods
- Warehousing, assembly and distribution logistics
- Letter of Credit processing
- Part & full vessel charter
- Conventional shipments (break-bulk, dry & liquid bulk)
- Sea/Air transportation
- Sea/Road and Sea/Rail Intermodal Services
- Transport and Marine Insurance



## What we offer – Inland Freight Management

Most transport chains include trucking at either the beginning or the end. CGL's integrated transportation and logistics service includes Road Transportation Services that connects all major trade centers in to a single network.

Having multipurpose trucks and trailers, CGL offers competitive pricing coupled with a reliable and world class quality road transportation and distribution services within the Middle East.

### Our Road Transportation Services Include:

- Assembly and synchronous positioning of load units (JIT)
- Transportation of LTL, FTL and bulk cargo
- Customs Clearance and Customs Escort service
- Special transportation of heavy weight, over-sized and project cargoes
- Transportation of dangerous and perishable goods
- Special transportation of household goods and personal effects
- Contract-logistic, procurement and distribution
- Tracing & tracking through the Global Positioning System
- Domestic Trucking and Distribution in the Middle East
- Customs bonded transportation
- Various Value Added Services





## What we offer – Air/Sea Charter

Dealing with unexpectedly high volumes in air freight, the unusual sea freight shipment or oversized inland heavy haul transport, CGL's charter services provide you with efficient solutions to your specific charter needs. Through our extensive global network, we arrange air, sea and heavy haul charter cargo moves on a regular basis, featuring high quality, personalized, 24/7 service to many remote regions in emerging markets around the globe.

Whether it is a charter for tons of oil and gas equipment, out of gauge/over-dimension parts, or hurricane relief supplies, with CGL your charter terms are executed flawlessly. Cost-saving solutions come from competitive pricing and rapid turnaround, plus our many years of charter service experience. That reliability means you, the customer, benefits from our team of dedicated and innovative professionals.



## What we offer – Dangerous Goods Management

Being a longstanding partner of large and medium-sized companies dealing in dangerous good, CGL is a sought-after advisor in dangerous-goods management. We specialize in transporting dangerous goods by all modes of transportation. Our seasoned dangerous-goods safety advisors are well-versed in sharing their knowledge as instructors and consultants.

We will leverage our know-how to your benefit when classifying products and wastes under dangerous-goods regulations.

### **How our services add value:**

Lower costs by using consultant dangerous-goods safety advisors as needed

Information advantage from obtaining the latest information on changes in national and international regulations

Process reliability based on longstanding experience in the chemical industry

### **Stay safe with quality**

Serving as your dangerous-goods safety advisor

Dangerous-goods consulting

Dangerous-goods audits and supplier audits

Classifying products and wastes under dangerous-goods regulations





## What we offer – Dry bulk & Liquid Transportation

CGL specializes in the transportation of Food Grade products in a bulk liquid or dry state. We consistently exceed our customer's expectations, serving as a liquid and dry bulk distribution partner to the world's leading food products manufacturers. CGL offers range of services to suit customer requirements and commitments.

From oil refineries and metal processors to pulp mills and construction companies, industrial shippers trust their truckload hauls to CGL. CGL specializes in the transport of liquid- and dry-bulk commodities.



Our specialties include:

### **Bulk Edibles**

- Milk
- Fruit juices, slurries and concentrates
- Fresh raspberries
- Potable water

### **Other Bulk**

- Food products for animals Molasses
- Aggregates
- Lingnin
- Petroleum coke
- Aluminum
- Coal tar pitch
- Molten sulfur
- Chemicals



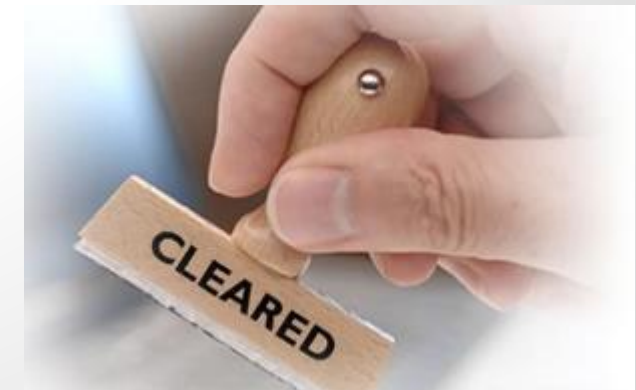
## What we offer – Customs brokerage

### Specialized expertise to help you navigate the complexities

CGL's customs clearance operation is one of the most extensive and experienced in the logistics industry. Our expert teams and advanced systems ensure that the necessary government declarations are completed accurately and on time for your import and export shipments. Around the globe, we offer a comprehensive portfolio of regulatory compliance services, led by our highly compliant and well respected import customs brokerage services.

As a licensed customs broker, we recognize our obligation to act responsibly on behalf of our customers in our declarations to government agencies. This role has even greater significance today, as "trade security" replaces "trade facilitation" in the international supply chain. CGL's brokerage team will facilitate the smooth and timely movement of your merchandise through current and future government reporting requirements, representing our customers in a highly favorable manner. We provide complete and accurate shipment information at the right time to the right government agencies, so that we minimize the risks associated with moving freight across international borders.

This attention to detail and our progressive approach to customer service deliver valuable competitive advantage to your global supply chain.



## What we offer – Cargo Insurance

CGL offers insurance for cargo during the course of transit while the shipment is under its control. When a customer chooses to purchase this service, they pay CGL a premium. This premium or the price of the insurance depends on the type and value of goods transported, as well as the origin and destination. There is no further deductible or excess that a customer has to pay, regardless of the value of the damage or loss.

In exchange for the premium paid, the customer benefits from ‘all risk’ insurance. This means it covers any physical loss or damage arising from external causes for example vehicle crash, theft or natural disaster. The coverage is **broader than the industry standard** and in case of an accident customers receive the **full declared value of their goods, the related transportation charges and additional 10% of goods value and freight charges** (it is a standard practice in the insurance industry to add 10% to reflect the true replacement value of the goods, estimated at a total of 110%). There are a few standard exclusions applicable (e.g. insurance does not cover delays).





## What we offer – Warehousing

### Reduce Fixed Costs and Improve Efficiency

Our variable cost solution will eliminate many of your fixed costs, while improving efficiency. CGL can fulfill a wide range of warehousing needs including multi-temp and dry product support all the way to food and pharma-grade warehousing. Our team can help you determine an optimal location through modeling, obtain the real estate, and define the necessary systems and operational structure.

### Core Warehouse and Distribution Capabilities:

- Case pick, pick and pack
- Specialized services
- White glove
- Labeling
- Multi-temp and dry product support
- Food grade warehouses
- ISO certified

Let us create a customized warehousing and logistics solution for your logistics challenges.

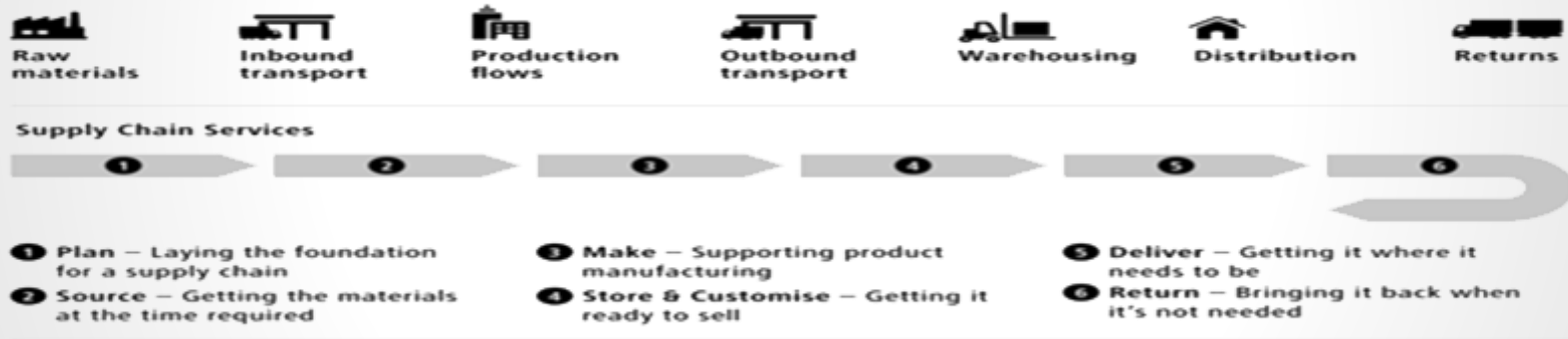


## What we offer – Contract Logistics, value added services

Checking, labelling and packing goods. There are a great many additional tasks to perform along the logistics chain besides transportation and warehousing. Are you looking for a service provider who will also take care of such tasks? CGL can perform all additional services (value added services) for you professionally and reliably.

We examine our customer's processes and define quality standards together with them in order to satisfy their wishes and meet their requirements. We can also provide the required resources on a seasonal basis.

### Logistics and value-added services along the entire supply chain



### Your benefits:

- Your warehousing processes run optimally.
- You can concentrate on your core competence.
- Your productivity increases thanks to our comprehensive value added services.
- Logistics-related value added services: Order picking, finishing, co-packing, display assembly, labelling / tagging / bar coding, quality control, returns management, waste disposal, recycling, customs services.



# What we offer – Project Logistics

## Moving the Big, the Heavy, and the Wide

Experience counts when it comes to handling complex projects and movement of oversized and **heavy-lift cargoes**. Managing complex transportation for large scale projects requires experienced, intelligent and knowledgeable personnel who are committed to researching all options, surveying, potential problems, physical and non-physical obstacles and reacting to extraordinary circumstances with quick and decisive actions.

Our approach is to break down project logistics and transport into essential elements, and then to assign direct supervision over each. Advance trips by our Projects Operations Specialist to the key points in the project corridor ensure that CGL has the first-hand knowledge required to “make things happen”. A Project Coordinator is then assigned to manage all facets of communication, logistics and transportation operations and becomes the direct liaison with our customers.

The success of **CGL’s Project Logistics** lies in its **commitment to understanding** what is required. Our specialist advisers become fully conversant with the requirements of a project and ensure that customer-specified deadlines, HSE aspects and special instructions are strictly adhered to.

### **CGL project logistics services offer the following:**

- Customer tailored transportation consultancy, Project logistics feasibility studies, Road studies, Project logistics budget and planning, Project flow descriptions, Cargo supervision during loading and unloading, as well as in transit
- Full/Partial charter by ocean and air
- Consolidation, packing, crating and containerization, Purchase order management and cargo tracking
- Transport Insurance of Oversize cargoes transportation like Heavy loads, Barge Service, Module Movement, Pre shipment inspection, Cargo surveying, Customs and shipping documentation.

## What we offer – Project Logistics – Heavy Lifts

CGL's specialty business, Project Logistics, provides complete services for entire large-scale, heavy-lift projects. Whether the assignment is to relocate an entire factory or move a precision satellite dish to a remote elevation, CGL's Project Logistics teams will plan, manage and undertake special logistics projects of any scale from start to finish. However challenging the geography, however complex the lift, Project Logistics works closely with our engineering and contractor customers to ensure that every project is planned, delivered and completed on time and to exact specifications.

With our proven system of single-point control, we handle all projects from beginning to end, working worldwide with local CGL offices. We coordinate the flow of materials, handle restrictions in difficult or remote areas, manage site operations, provide flexible options and stage supply lines to meet exacting deadlines.



CGL Project Logistics provides specialty services for your Project, Oil & Gas, Mining and Marine logistics requirements. We also proudly offer Charter and Government contractor services.

## What we offer – Project Logistics – Oversized Cargo

Shipments requiring special handling or oversized cargo can be challenging unless you have an experienced logistics team. CGL offers dedicated teams for Project cargo, the right equipment and an extensive network to Make All the Right Moves, globally and at competitive prices.

Our project cargo team can provide expert advice regarding terminal and vessel restrictions, documentation issues, equipment required, best stowage planning, etc. Unique cargo requires special care and handling and a trained team of professionals



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## What we offer – End to End Solutions

CGL Smart End to End is a standardized, consistent and configurable process that delivers value at every stage. Coupled with CGL's commitment to operational excellence, it provides rigorous management of global supply chains for both finished goods and inbound to production and spare parts.

CGL Smart End to End addresses the need of global organizations for:

- better flow of finished goods and parts from global suppliers to destination
- seamless interaction with suppliers at origin
- directed execution of all supply chain activity and services
- order visibility, reporting and analytics throughout the supply chain.

### Adding value

With CGL Smart End to End, you get the benefits of:

- a global network of CGL supply chain professionals constantly striving to improve and enhance your supply chain through the implementation of best-in-class solutions
- timely delivery of internationally sourced product using consistent processes and customer defined business rules across the entire network
- engineering expertise to design and model solutions that integrate assets and infrastructure at origin and destination
- impeccable execution through close management of your vendor partners and the smooth flow of information, product and documentation
- less complexity and improved performance
- a single point of contact in CGL, with the means and authority to solve problems and develop the right solutions for you.





# Why Circle Global Logistics

Circle Global Logistics (CGL) develops comprehensive freight forwarding, project logistics and relocation service plans tailored to meet specific requirements of customers. This is accomplished by learning customer's exact objectives with regards to their internal and external requirements, thus ensuring that CGL will provide quality services more consistently than any other service provider in the market.

Our tried and proven multimodal transportation routes to the Middle East ensure international reach whatever your cargo and timeframe is. As the preferred supplier for various Fortune 500 companies and the first point of contact to increase supply chain efficiency in the Middle East, we are very proud of our reputation and always strive to maintain it.

## MANAGEMENT

Supported by its own offices and associates worldwide, CGL employs a team of professionals that follows up and follows through on each and every transaction we manage. With our Global Service Network across 183 countries, we aim to be the most reliable Freight Forwarding, Project Logistics Management and Removal & Relocation Company in the market with an inspired, people-driven and dedicated approach to serving our valued customers. While we are proficient in offering worldwide moving, freight forwarding, project logistics and related services, we are not to be satisfied with only that: we also strive to be committed advisors to our customers and associates at all times for changes in statutes and local regulations vis-à-vis compliance advisory.







## Organizational Capabilities

Successful freight forwarding, project logistics and relocation management services in challenging markets like the Middle East require expertise, inside knowledge, and reputation businesses can trust. This is why CGL is the preferred choice of many Fortune 500 companies in the region. Our in-depth knowledge of the Middle East, coupled with our regional and international service network makes CGL a leading service provider in the region.

CGL provides “**one-stop-solution**” to meet all of your logistics requirements. Whether you are looking to relocate household goods across the region or move an offshore drilling platform across the seas, CGL has the level of service, expertise and experience to make it happen. You will get personalized service at every level with CGL because we are truly independent, make our own decisions and specialize in our home market.

Since establishment, CGL has been recognized as one of the most successful independent freight forwarding, project logistics and removal & relocation companies in the region. In the regional transport and logistics market, CGL ranks among the “top three”. Publications have cited CGL as one of the most **reliable companies in the market delivering trust on time every time.**

Our primary objectives are to promote **Total Quality Management** and to maintain our success through steady investment in our service expansions and innovations. Our goal is to promote health, safety and environmental safety throughout our organization. Our aim is to be the best customer service team in our profession. We strive to develop and maintain a first-class infrastructure to ensure employee satisfaction, which drives customer loyalty leading to sustained profit growth and creating improved company value.

With every task, we aim to exceed the expectations of our customers through total quality management. Our objective is to provide **cost effective and reliable solutions** to help our customers to realize their goals.

# What to expect from CGL

## Enhance your commitment to sustainable development

- Reduced carbon footprint
- Compliance to regulations throughout the supply chain
- Safe and secure operations

## Keep your promises to your customers

- Operations Excellence as a prevailing company culture
- Stable and replicable processes
- Robust technology and infrastructure
- Easy and pleasant to do business with

## Implement your business strategy on a global scale

- Global presence, local knowledge and unparalleled sector expertise
- Enhance your commitment to sustainable development
- Reduced carbon footprint
- Compliance to regulations throughout the supply chain
- Safe and secure operations
- Control and total visibility across your entire supply chain
- Improved order and supplier management
- A complete range of services wherever in the world you operate

## Save money

- Systematic elimination of waste through LEAN methodology
- Application of proven best practices
- Supply chain optimization
- Reduced inventories through better control and visibility



**99.9%**  
OF SERVICE LEVELS  
MET OR EXCEEDED



# Gallery: Project Movements

*Saudi Arabia - Inland Transportation & Erection*



**Transformers – 76 tons, 144 cbm, 24 pieces**



**Transformers – 76 tons, 144 cbm, 24 pieces**



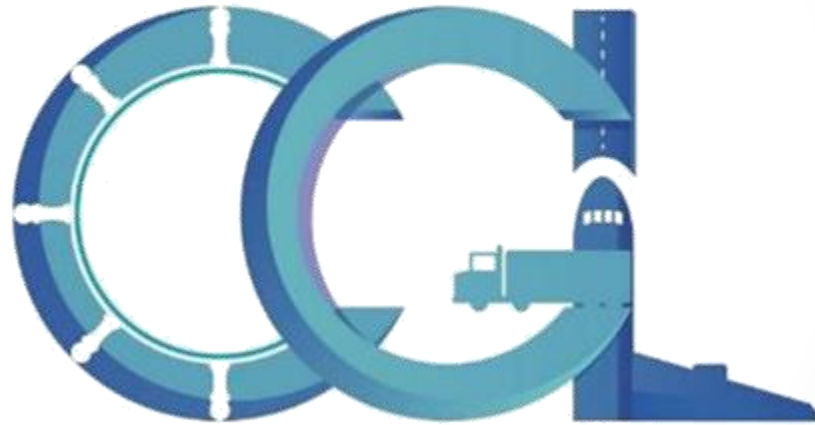
**Turbine – 212 tons, 130 cbm, 1 piece**



**Turbine – 212 tons, 130 cbm, 1 piece**

# Thank You

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*Circle Global Logistics*

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