



GARLAND PRESENTATION –2017

Garland



Garland, a 100% privately owned Company, was established in 1776 and throughout its history has created a reputation in Portugal for high quality customer care, in all its business.



*Garland has evolved into a sophisticated and modern holding company offering
Transport, Logistics and Shipping Services*

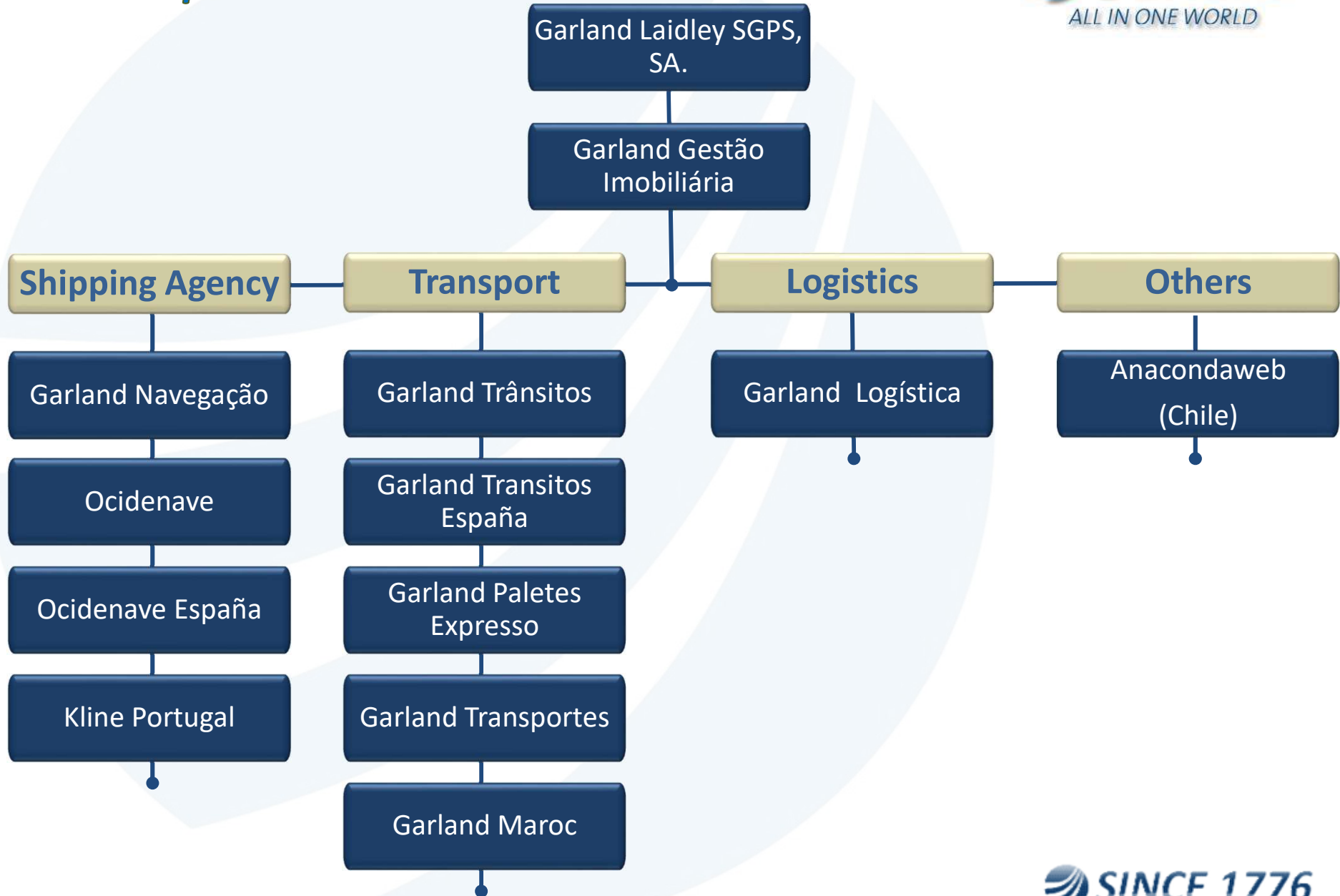


Brief History



- 1776 - After its inception in 1776, Garland spearheaded the cod fish trade as sole distributor for dry salted cod: the Portuguese national dish.
- 1848 - Garland was authorized by the Government to print bank notes.
- 1856 - Garland commenced as Ship Agents.
- 1923 - Garland assisted the first flight across the South Atlantic by Gago Coutinho.
- 1939 - Garland enters the forwarding business.
- 1967 - Garland was agent for the first call of the Cunard cruise vessel Queen Elizabeth .
- 1990 - Garland enters 3PL Logistics business.
- 1991 - Garland starts bulk container business, with IBC, IBT and Deltank
- 2003 - Garland sets up Forwarding partnerships in China and Asia.
- 2005 - Garland launches Garland Transportes.
- 2006 - Garland launches new image, acquires Contir and creates "K" Line (Portugal) SA, a Joint-Venture with "K" Line Japan.
- 2008 - Garland becomes Palletways partner for North of Portugal.
- 2011 - Garland starts dedicated company for Palletways called Garland Paletes Expresso Lda.
- 2012 - Garland is AEO assessed. Garland inaugurates 10,000 sqm multi-purpose warehouse.
- 2012 - Garland starts new services with Turkey, Morocco, Poland and Eastern Europe.
- 2013 - Garland opens office in Casablanca called GarlandNaxco
- 2014 - Garland opens office in Barcelona and Valência.
- 2015 - Garland holds the totality of the company's capital GarlandNaxco Logistics Maroc, being nominated as Garland Maroc.

Group Structure



Facts & Figures

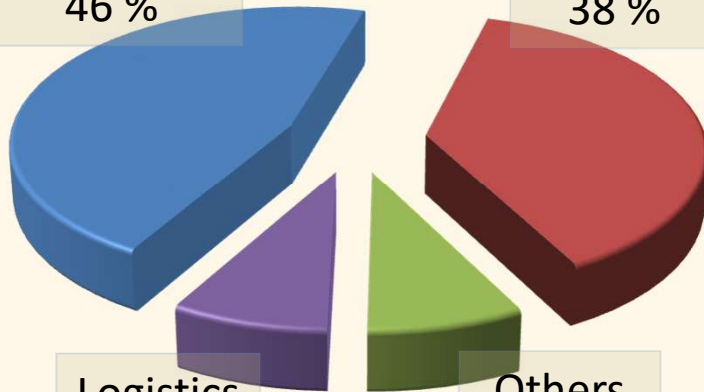
2016



TURNOVER = 109,3M€

Forwarding
50,3 M€
46 %

Shipping
41,5 M€
38 %



Logistics
8,75 M€
8 %

Others
8,75 M€
8 %

EBITDA= 4,4 M€

STAFF: 335 PEOPLE

OFFICES

Portugal

- Lisbon - Oporto - Marinha Grande
- Aveiro - Portimão

Spain

- Barcelona - Valencia

Morocco

- Casablanca

Chile

- Temuco - Santiago

General Information 2015



GLOBAL GARLAND MOVEMENTS

Agent for **729 ships** in Iberia.
nº 2 in port of Lisbon
nº 2 in port of Leixões

4.851
Bulk Containers moved

170.371 Pallets handled

21.851 Trucks moved internationally

146.851 International freight forwarding shipments

206.434 TEUS Moved (Inc. shipping, forwarding and bulk logistics)

7.024.288 Volumes handled

1.050.978 International air freight kilograms shipped

Over **2.442.171** Garments distributed

Garland Assets



- ❖ In Portugal Garland has offices in Lisbon, Porto (Leixões), Maia, Aveiro, Marinha Grande, Abóboda.
- ❖ In Spain it has offices in Barcelona and Valencia.
- ❖ In Morocco, office in Casablanca.



Maia

Porto

Aveiro

Marinha Grande

Abóboda

Portimão

Casablanca

Barcelona

Valência



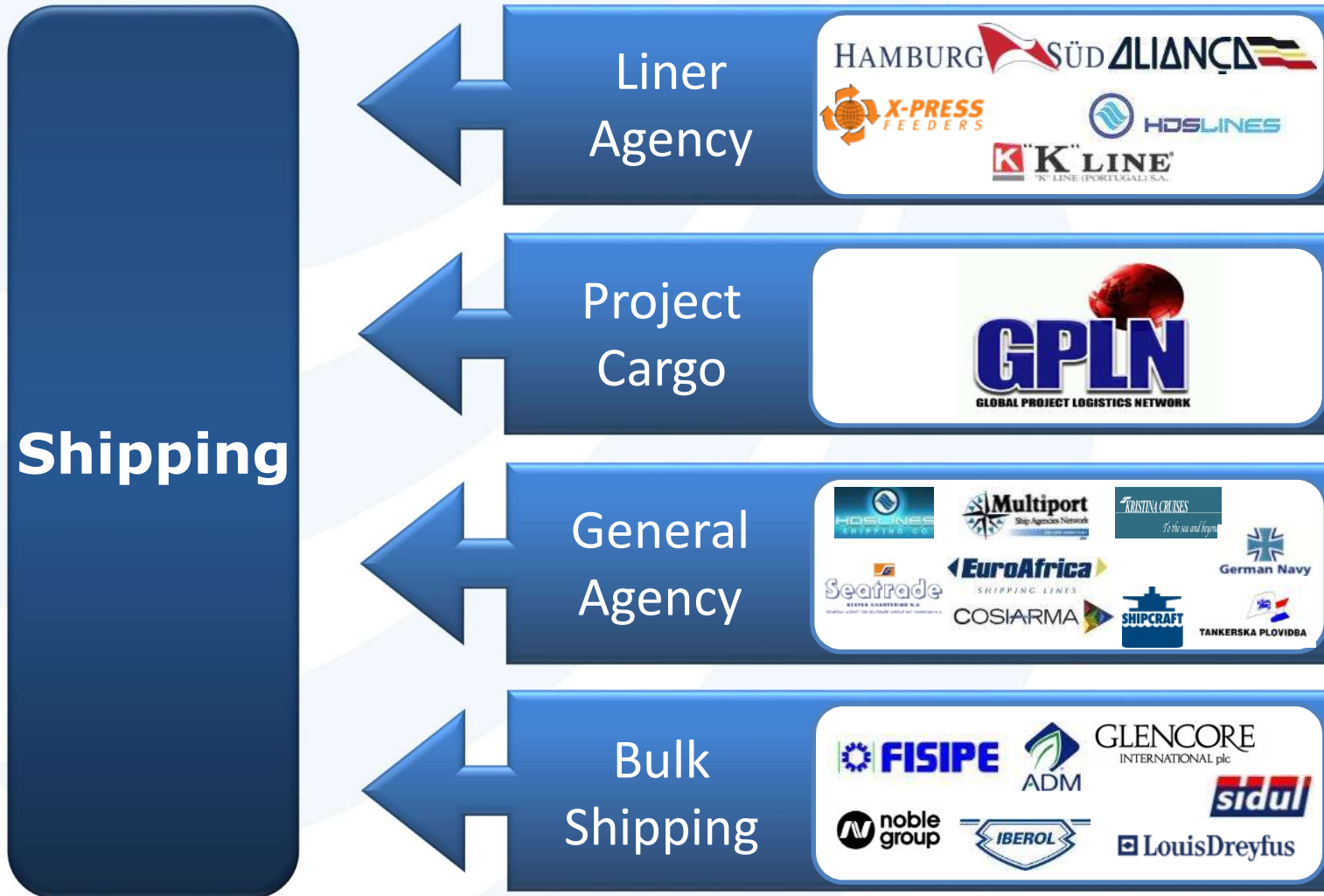
 **SINCE 1776**

**Core Business
Transport & Logistics**

Shipping

**Int. Logistics
&
Freight
Forwarding**

**National
Logistics
&
Distribution**



Forwarding Bussiness

Road

Air

Sea

Bulk

Inter-European Road Service



- Full Loads /Groupage / Express
- General Cargo, Refrigerated Transport, ADR
- 100% controlled fleet
- Door-to-Door service
- Customs clearance

Country	Terminal	TT
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Spain	<i>Barcelona</i>	48	
	<i>Madrid</i>	24	
France	<i>Paris</i>	48	
	<i>Lyon</i>	48	
United Kingdom	<i>Manchester</i>	72	
	<i>Birmingham</i>	72	
	<i>London</i>	72	
Ireland	<i>Dublin</i>	72	
Benelux	<i>Bornem</i>	72	
	<i>S'Heerenberg</i>	72	
Norway	<i>Oslo</i>	72	
Sweden	<i>Gothenburg</i>	72	
Swiss	<i>Basel</i>	48	
Germany	<i>Hamburg</i>	72	
	<i>Bremen</i>	72	
	<i>Wuppertal</i>	72	
	<i>Frankfurt</i>	72	
	<i>Stuttgart</i>	72	
	<i>Nuremberg</i>	72	
	Italy	<i>Milan</i>	72
		<i>Verona</i>	72
<i>Padova</i>		72	
Poland East	<i>Posnan</i>	96	
	<i>Katowice</i>	96	
Turkey	<i>Main Regions</i>	72 +	
	<i>Istanbul</i>	96 +	
Marocco	<i>Bursa</i>	96 +	
	<i>Tangiers</i>	48	
	<i>Casablanca</i>	72	



ALL IN ONE WORLD



Palletways-Iberia & Europe



Daily service throughout all of Iberia and Europe

- Daily service.
- Collection and delivery to / from any point in Spain / Europe / Portugal.
- Service to the Iberian Peninsula – 24 to 48 hours.
- Movement of “MegaFull”, “Full”, “Half”, “Quarter” and “MiniQuarter” pallets.
- Track & Trace and POD's via internet.
- CMR insurance.
- Cover All Risks insurance available.
- Door to Door transport.
- We can arrange for the palletization of loose cartons.

Tipología de Pallets



Air and Sea Freight



- Groupage and Full Loads (LCL/FCL)
- Multimodal Service
- Door-to-Door
- Customs Clearance
- Project Cargo

Exclusive Global Agents Network

Member



 SINCE 1776

Logistics



- Porto -

- Lisboa -

- Marinha Grande -

- Aveiro -

- Maia -

- Abóboda -



Modern warehouses, with customized solutions for all type of industry except temperature-controlled commodities.

- Pick & Pack – receiving, checking, separation, labeling, packing
- Warehousing – checking, packing, storage
- Stock Control – online visibility
- Orders preparation – labeling, packing and distribution
- Statistics – statistic data as requested by clients

 **SINCE 1776**

Value Added Services



- Customs Clearance in Portugal or entry point to EU
- Dangerous Goods (ADR)
- Insurance
- Cross Docking
- Total Logistics – warehouse, stock control and pick & pack,
- Reefer International Transport
- Special deliveries – timed, helpers or tail lift
- Project cargo
- Complete Iberian Distribution

Advantages



-  Global Logistics Management – door-to-door
-  Logistics in privately owned warehouses.
-  24 hours/7 days week security as well as CCTV
-  Guaranteed service levels
-  Flexibility and Pro-activity
-  Partnership development
-  Customization (made-to-order services)

Communication



Continual assistance with formalities :

- Customs
- Documentation
- Insurance

Advantages



Main Customers



Flexibility

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Experience

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Proactivity

Communication

Stability

Thank you!