Garland

ALL IN ONE WORLD

TITLE OF PRESENTATION
MEETING WITH CUSTOMER
LOCAL, DATE

CUSTOMER LOGO

Garland

GARLAND

With over **240 years** in the market Garland provides **Transport and Logistics** services.

Garland Group's **primary objective** is to solve all supply chain needs for companies operating to/from and in the Iberian and Moroccan markets.

With its **headquarters in Portugal**, the Group has Logistics Centres spread out across the country, as well as having offices in:

- Portugal;
- Spain;
- Morocco.

WWW.GARLAND.PT

Garland

ESTABLISHMENT

In **1776**, **Thomas Garland**, a young English merchant, arrives in Portugal and decides to establish a company called Garland, in Lisbon.

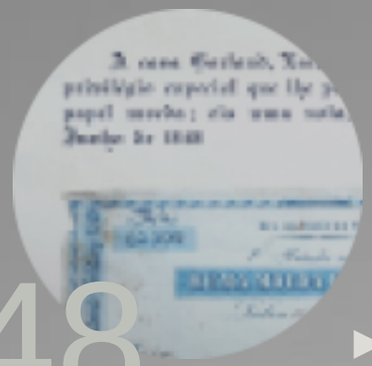
Initially developing several trading activities, Thomas Garland realized that the future was to concentrate on **international transport** business.

Garland is **one of the oldest Portuguese companies**, and continues to this day to maintain the same vision as its founder, providing world-wide integrated transport and logistics solutions.

Garland

a history with a future

HISTORIC MILESTONES



1776

Thomas Garland established a trading company.

1848

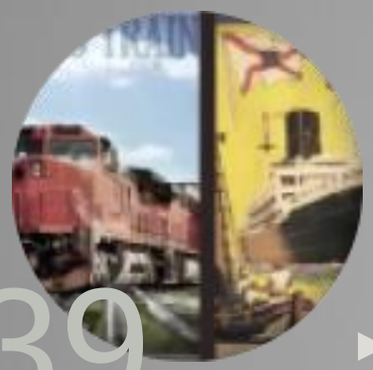
Authorized to print bank notes.

1855

Started as ship agents.

1922

Assisted the first South Atlantic flight, conducted by Almirante Gago Coutinho.



1939

Entered the sea and rail forwarding business.

1973

Launched the road transport and air cargo business.

1994

Expanded into logistics.

2005

Formed joint venture with “K” Line Japan.

2014

Established offices in Morocco and Spain.

240 YEARS

2016

Commemorated 240 years of presence in Portugal by inaugurating new headquarters, in Lisbon region.

Garland

BUSINESS UNITS

The Group operates under the **corporate brand name GARLAND** which includes several subsidiary companies under the control of the parent company, **Garland Laidley**.

These companies are organised into four different **strategic business units**, representing the Garland brand signature of “ALL IN ONE WORLD”.

Garland
ALL IN ONE WORLD

logistics

Warehouse operations, providing both in house and outsourced management, as well as national distribution services.

transport

International transportation services by land, sea and air.

shipping

Regular shipping lines, tramping and port agency attendance.

corporate

Shared Group services, management of assets, investments and shareholdings.

ORGANISATION

GARLAND GROUP

LOGISTICS

PORTUGAL — GARLAND LOGÍSTICA

MOROCCO — GARLAND MAROC

TRANSPORT

PORTUGAL — GARLAND TRANSPORT SOLUTIONS

SHIPPING

PORTUGAL — GARLAND NAVEGAÇÃO

PORTUGAL — OCIDENAVE

SPAIN — OCIDENAVE ESPAÑA

CORPORATE

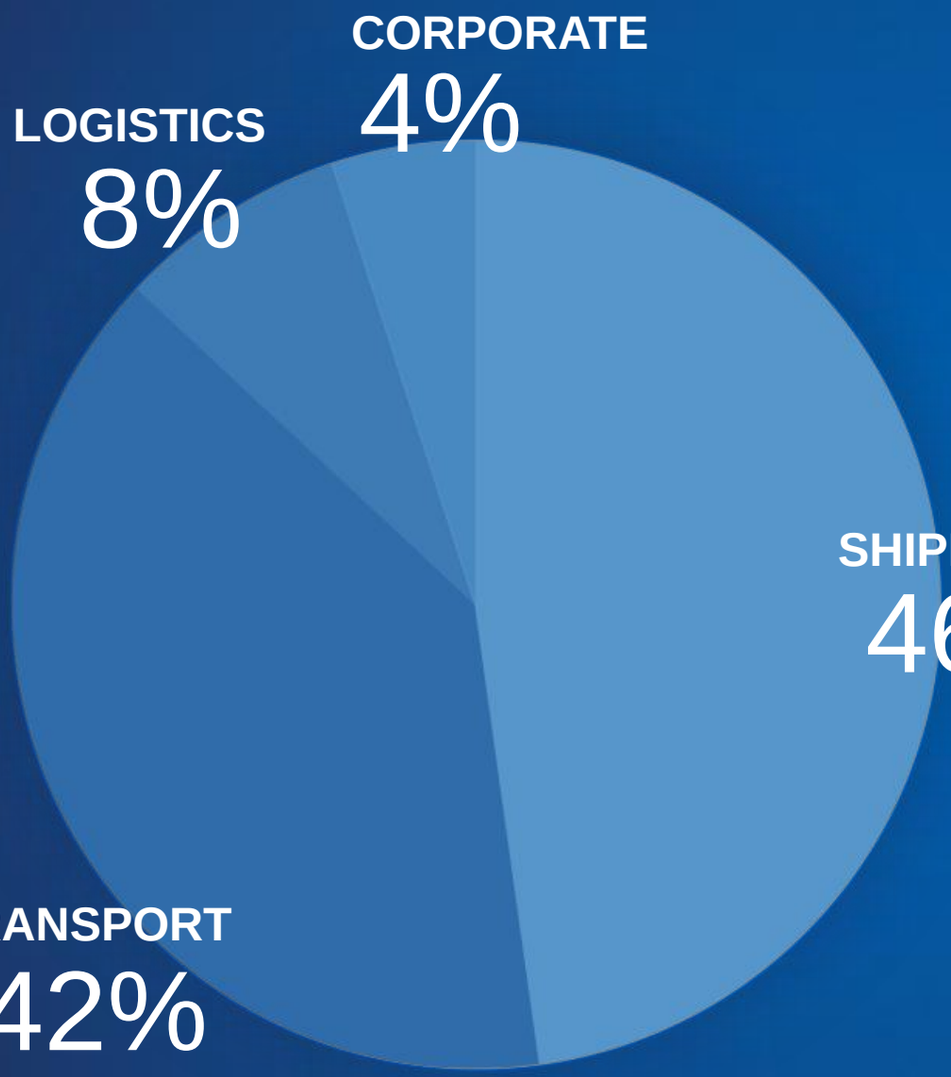
PORTUGAL — GARLAND LAIDLEY

PORTUGAL — GARLAND GESTÃO IMOBILIÁRIA

CHILE — ANACONDA WEB

Garland

GARLAND FIGURES 2017



GARLAND GROUP

TURNOVER
€ 128 M

EBITDA
€ 5,1 M

STAFF
447

Garland

GARLAND FIGURES 2017

Sea Freight (ton)
4.654.000

Air Freight (ton)
1.290

Deliveries
191.300

Ships Attended
811

Pickings
12.305.000

Pallets
444.100

TEUS Moved
263.500

Road Freight (ton)
612.900

Boxes
2.779.000

Bulk Containers
6.960

Trucks loaded
23.880

Hanging Garments
2.157.000

Garland

OFFICES AND WAREHOUSES

PORTO / MAIA
19.000m2

GAIA
35.000m2

AVEIRO
14.000m2

MEALHADA
5.000m2

BARCELONA

VALÊNCIA

MARINHA GRANDE
1.000m2

LISBON / ABÓBODA
7.000m2

SETÚBAL

PORTIMÃO

ALGECIRAS

CASABLANCA

81.000M² OF WAREHOUSES

Garland

HEADQUARTERS AND OFFICES

PORTO / MAIA

AVEIRO

MARINHA GRANDE

LISBON / ABÓBODA

SETÚBAL

PORTIMÃO

ALGECIRAS

CASABLANCA

BARCELONA

VALÊNCIA

Garland

LOGISTICS CENTERS

PORTO / MAIA
19 000 M2

GAIA
35 000 M2

MEALHADA
5 000 M2

MARINHA GRANDE
1 000 M2

AVEIRO
14 000 M2

LISBON / ABÓBODA
7 000 M2

DIFFERENTIATION

The **GLOBALITY** of **multimodal** and **integrated solutions** that enable Garland to meet all supply chain requirements of its national and international clients.

SOLIDITY which stems from **more than two centuries of experience**, as well as **a solid financial standing**, upheld by continuous annual growth.

FLEXIBILITY, where the **accumulated expertise** and the focus on **information technology** enables Garland to adapt easily to customers' requirements and provide a rapid response to their needs.

LOGISTICS

CUSTOMISED LOGISTICS

- ✓ OVER **80.000** m2 of warehouse capacity.
- ✓ Complete package of **logistics services**, offering its customers the total supply chain management as an **outsourced** operation.
- ✓ **CCTV** and **24h Security.**
- ✓ **Highly qualified staff.**
- ✓ State-of-the-art **information systems.**

LOGISTICS

FLEXIBLE AND INTEGRATED SOLUTIONS

- ✓ **Storage** and **order preparation** for all types of products.
- ✓ **Value-Added Services** (Labelling, repackaging, quality inspection and control, component assembly, etc.)
- ✓ **24-hour National Distribution**, including hanging garments.
- ✓ Sophisticated **Information Systems** that allows the customer to track the ongoing logistic activities, online and in real time (WMS, Track & Trace, etc).

LOGISTICS

FASHION LOGISTICS

- ✓ Specialized logistic solutions for the **fashion sector**, responding to the market requirements of the textile, footwear and accessories industries:
    - Storage and transportation of garments on hangers;
    - Special deliveries at points of sale;
    - Unit conference;
    - Value Added Services (Repacking, Labelling, Sorting, etc.);
    - Quality control.

LOGISTICS

E-COMMERCE LOGISTICS

- ✓ Logistic services providing assistance to companies who wish to enter or are involved in **e-commerce**.
  - **Highly accurate** and **rapid response** for the preparation of orders;
  - Reliable operational control using **state-of-the-art information systems.**

LOGISTICS

ADVANTAGES OF OUTSOURCING LOGISTICS

	FLEXIBILITY	OPTIMIZATION
FINANCIAL	FIXED COSTS VS. VARIABLE COSTS	REDUCTION OF COSTS AND INVESTMENT
OPERATIONAL	LARGER RESOURCES TO RESPOND	BETTER LOGISTIC PERFORMANCE

focus on core business

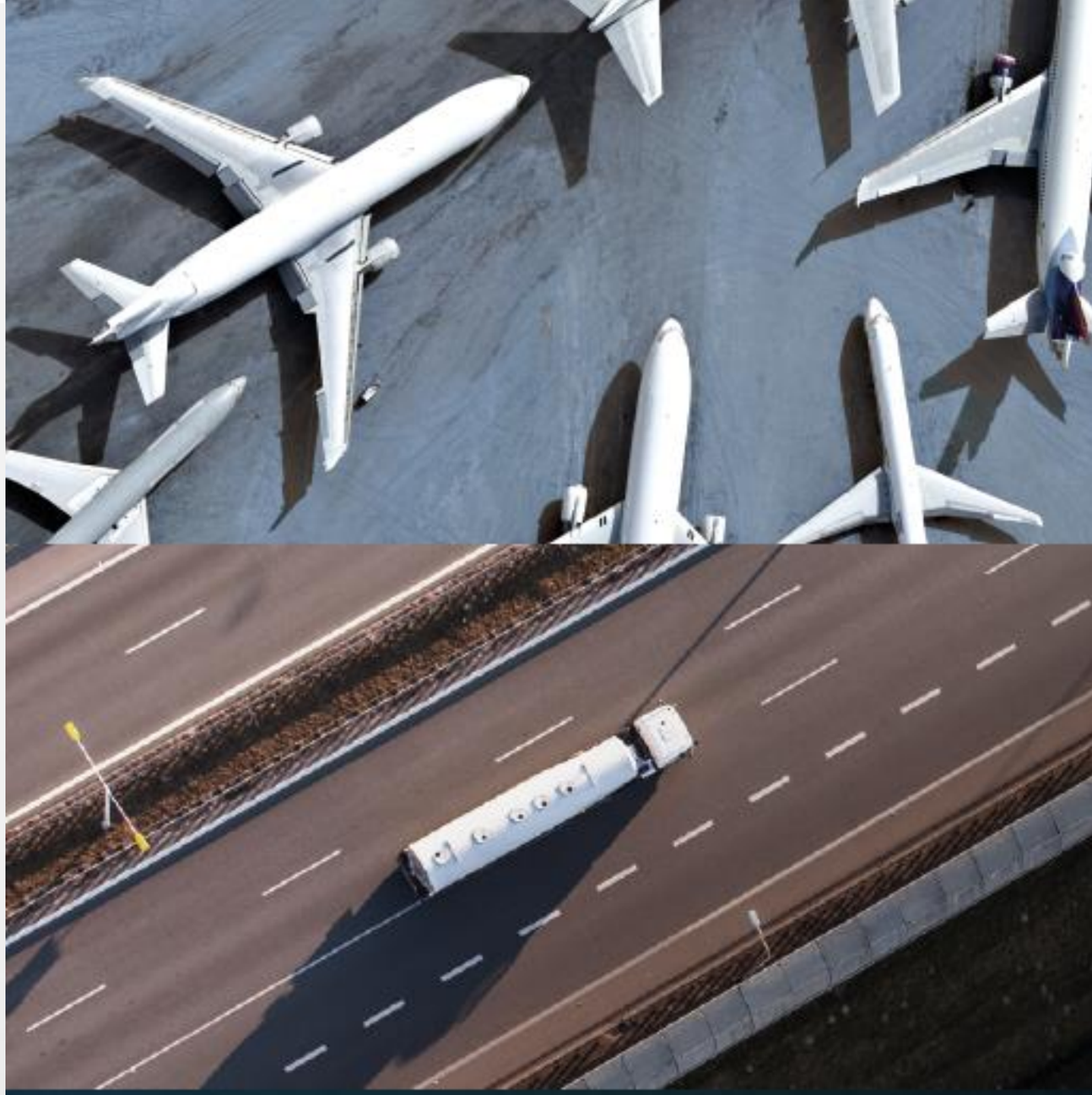
increased competitiveness

Garland

TRANSPORT

GLOBAL TRANSPORTATION BY LAND, SEA AND AIR

- ✓ **Complete transport services,** tailored to its customers' needs.
- ✓ Offices in **Portugal**, **Spain** and **Morocco**.
- ✓ International **network of agents** offering solutions across the globe**.**
- ✓ **Full or groupage** loads.
- ✓ Garland offers the following **services**:
  - Efficient customer support service;
  - Quality equipment;
  - Sophisticated information systems;
  - Competitive transit times;
  - Customs and documentation support.



TRANSPORT

OVERLAND TRANSPORT

- ✓ **Regular departures** to/from all European destinations.
- ✓ **Door to Door** services.
- ✓ **Full loads, partial loads and groupage**.
- ✓ Garland offers the following **services**:

  - General cargo;
  - Palletised cargo;
  - Hanging garments;
  - Temperature controlled cargo;
  - Dangerous goods cargo (ADR);
  - Warehouse consolidation;
  - Collections and deliveries
  - Documentation and Customs clearance;
  - Insurance.

TRANSPORT

ROAD TRANSPORT PLAN

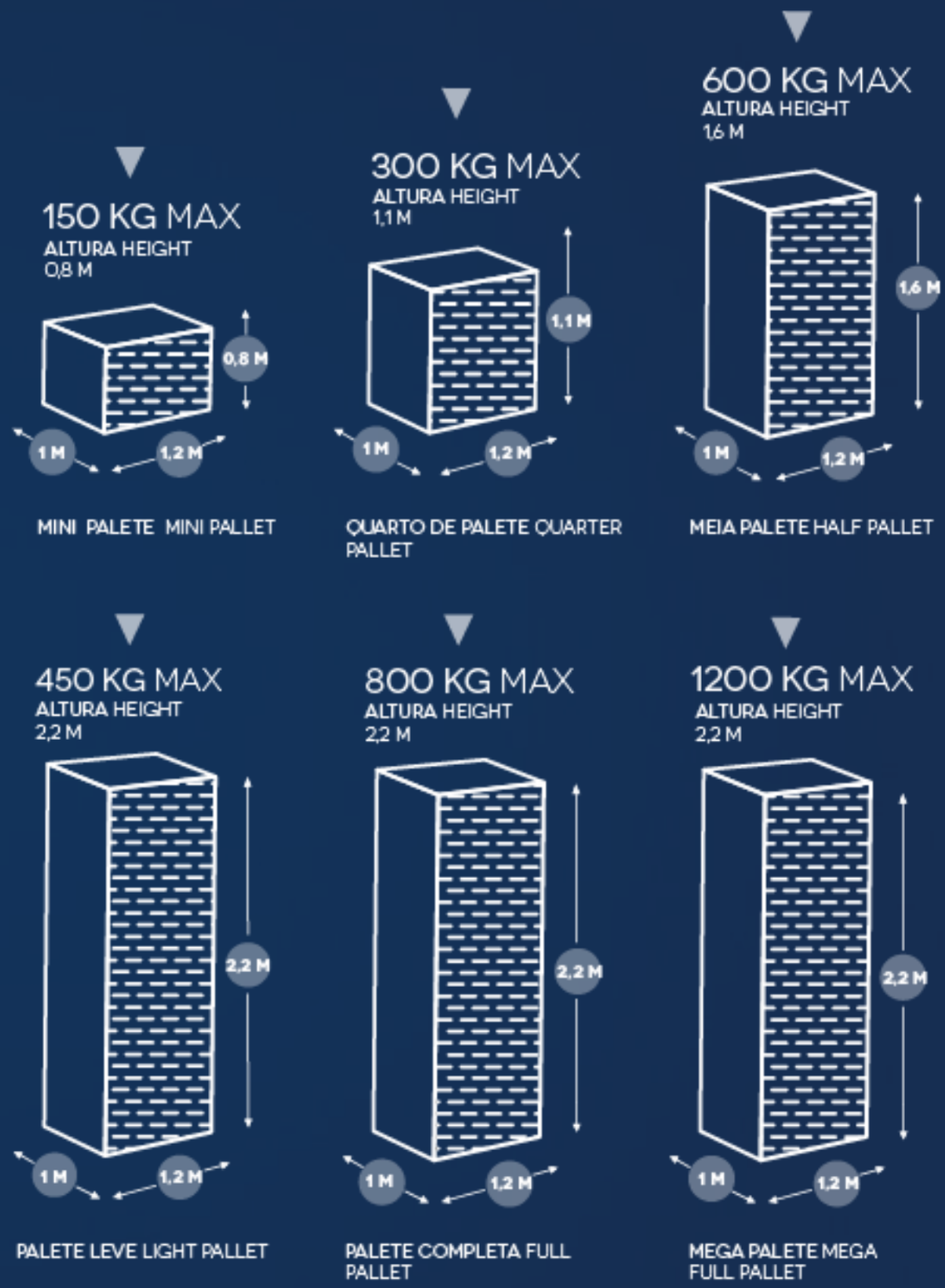
- ✓ Transit Time (Hours) to/from Portugal;
- ✓ Terminal/Terminal (working days) + collection/delivery;
- ✓ Minimum bi-weekly departures.

Garland

TRANSPORT

PALLETWAYS

- ✓ Daily service;
- ✓ Collection and delivery to / from any point in Spain, Portugal and rest of Europe;
- ✓ Service within Iberian Peninsula – 24 to 48 hours;
- ✓ “MegaFull”, “Full”, “Light”, “Half” ,”Quarter” and “MiniQuarter” pallets;
- ✓ Track & Trace and POD via internet;
- ✓ All Risks insurance available;
- ✓ Door to Door transport;
- ✓ Possibility of palletizing loose cartons.



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TRANSPORT

MARITIME TRANSPORT

- ✓ Maritime freight services to/from **Portugal, Spain, Morocco** and the rest of the world.
- ✓ **Full container loads** and **groupage.**
- ✓ Garland offers the following **services**:
  - Conventional load and Ro-Ro;
  - Dangerous goods cargo (IMDG);
  - Temperature controlled goods;
  - Collections and deliveries;
  - Warehouse consolidation;
  - Bonded warehouse;
  - Documentation and Customs clearance;
  - Insurance.

TRANSPORT

CHINA

SHUNDE
RONGQUI
JIANGMEN
ZHONGSHAN
FOSHAN
CHIWAN
SHANTOU
ZHUAI
ZHANJIANG
YANTAI
HONG KONG
XINGANG
DALIAN
QINGDAO
NANJING
SHANGHAI
NINGPO
WENZHOU
HUANGPU
YANTIA
SHENHEN
SHEKOU

INDIA

CHENNAI
TUTICORIN
NEW DELHI
BANGALORE
COCHIN
HYDERABAD
GOA
PUNE
CALCUTA
AHMEDABAD
MADRAS
MUMBAI

TAIWAN

TAIPEI
TAICHUNG
KAOHSIUNG

PHILIPPINES

MANILA
CEBU
LAGUNA

MALAYSIA

PENANG
KUALA LUMPUR
PORT KIANG

JAPAN

FUKUOKA
OSAKA
NOGOYA
TOKYO

VIETNAM

HAIPHONG
HANDI
HOCHIMINH

PAKISTAN

KARACHI
LAHORE

NEPAL

KATHMANDU

SINGAPORE

SINGAPURA

THAILAND

BANGKOK

SRI-LANKA

COLOMBO

GRAND ASIA SERVICE

- ✓ Many years of experience;
- ✓ Weekly container service (70 origin ports);
- ✓ Groupage consolidation services;
- ✓ Competitive transit times;
- ✓ Daily air service;
- ✓ Dedicated team.

Garland

TRANSPORT

AIR CARGO

- ✓ Air freight services to/from airports in **Portugal, Morocco, Spain** (including islands) and the rest of the World.

- ✓ Garland provides the following **services**:
  - Conventional and Palletized;
  - Hanging garments;
  - Dangerous goods (DGR);
  - 24/7 support service for just-in-time operations including hand carries;
  - Warehouse consolidation;
  - Bonded warehouse;
  - Documentation and Customs clearance;
  - Insurance.

IATA Certified Member

IATA

Garland

TRANSPORT

DRY AND LIQUID BULK TRANSPORT

- ✓ Logistics services for **products in bulk** using global and multimodal transport solutions.
- ✓ Distribution of solid or liquid bulk materials to/from **Portugal, Spain and Morocco** and the rest of the world. Garland specialises in the transportation of **chemical and food products.**
- ✓ Specialized **certified staff** can provide assistance and advice.
- ✓ Garland follows all **essential legal regulations** of Security, Environment and Health.

Certifications:

ISO 9001-2008, SQAS, GMP+, BBS e ISOPA.

TRANSPORT

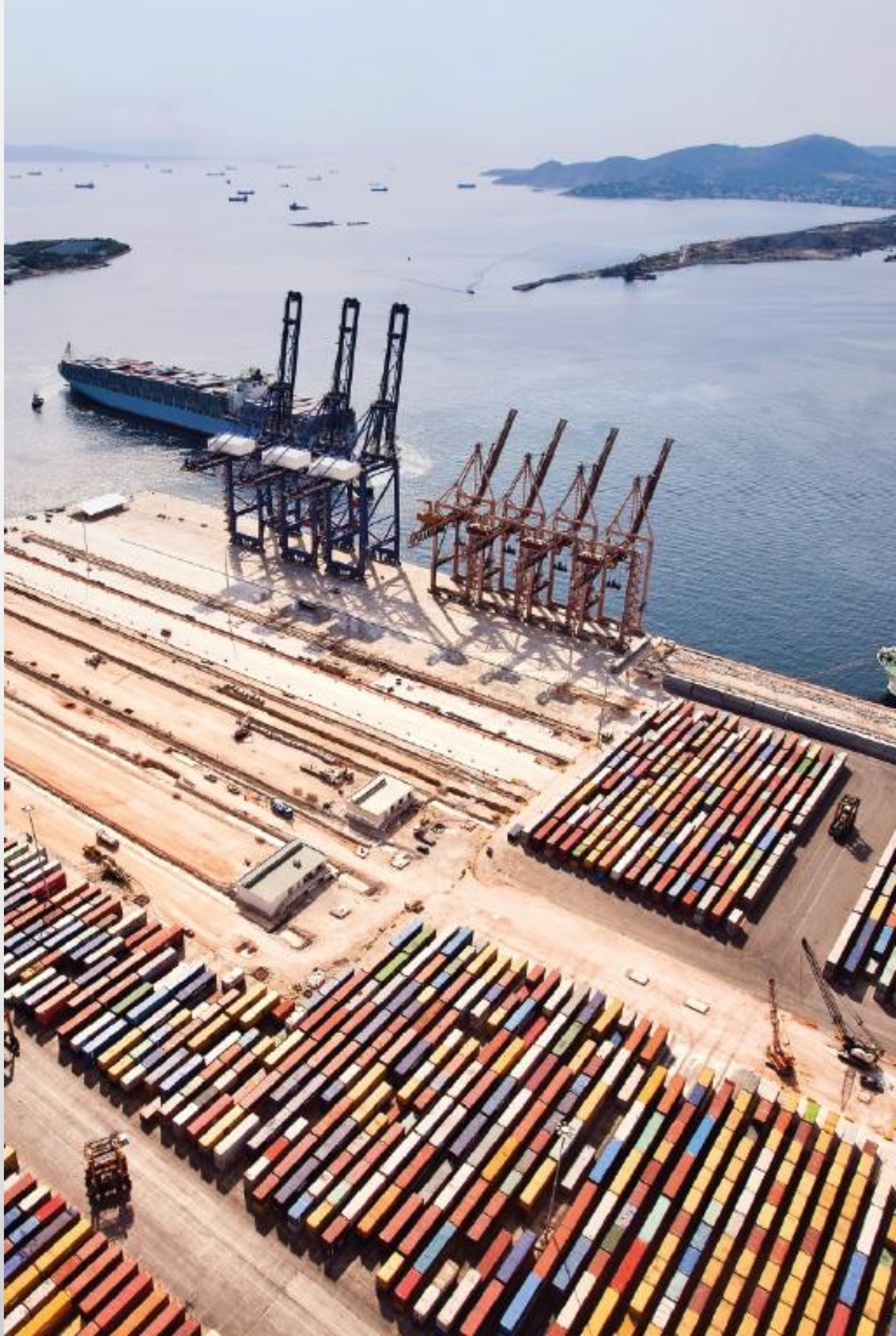
PROJECT CARGO

- ✓ Member of **GPLN network (Global Projects Logistics Network)**.
- ✓ **Customised solutions**, including the following services:
  - Road, railway, sea and airfreight transportation;
  - Door-to-door;
  - Documentation and Customs clearance;
  - Bonded warehouse;
  - Warehouse consolidation;
  - Chartering;
  - Insurance;
  - Licensing.

SHIPPING

LINER AGENTS

- ✓ Specialized shipping services under the brand names of **Garland** and **Ocidenave**.
- ✓ Representing various **worldwide conventional and container operators.**
- ✓ **Regular lines** to/from Portugal, Spain and the rest of the world.
- ✓ Full **commercial and sales** services.
- ✓ All **logistics** support required with port, trucks and depots.
- ✓ All services with authorities and **customs**.
- ✓ **Back office** services.
- ✓ Appropriate **firewalls.**



SHIPPING

PORT AGENCY

- ✓ Garland **attend to all ships** calling at Portuguese and Spanish ports :
  - Container and Break bulk;
  - Bulk carriers;
  - Tankers and LNG;
  - Cruise vessels and yachts;
  - Naval fleets;
  - Offshore/scientific vessels and oil rigs.
- ✓ All **husbandry** services offered.
- ✓ **Exclusive member** of **Multiport** for continental Portugal.

Multiport Ship Agencies Network

Garland

CORPORATE

GROUP SHARED SERVICES, INVESTMENT AND SHAREHOLDING MANAGEMENT

- ✓ **Support services** to all the business units, such as:
  - Financial;
  - Legal;
  - Quality;
  - Human Resources;
  - Marketing;
  - Information Systems / Technology.

- ✓ Management of a minority shareholding in **AnacondaWeb**, a company dedicated to **information technology** established in Santiago, **Chile.**

SUSTAINABILITY

- ✓ **Rational use** of energy and water.
- ✓ Generation of **solar** energy.
- ✓ **Recycling** of all materials such as paper, cardboard, plastic and wood.
- ✓ **Elimination** of paper and plastic being consumed.
- ✓ Construction of warehouses in accordance with the strictest **environmenta**l guidelines.
- ✓ **Social responsibility** by supporting local communities.

Garland

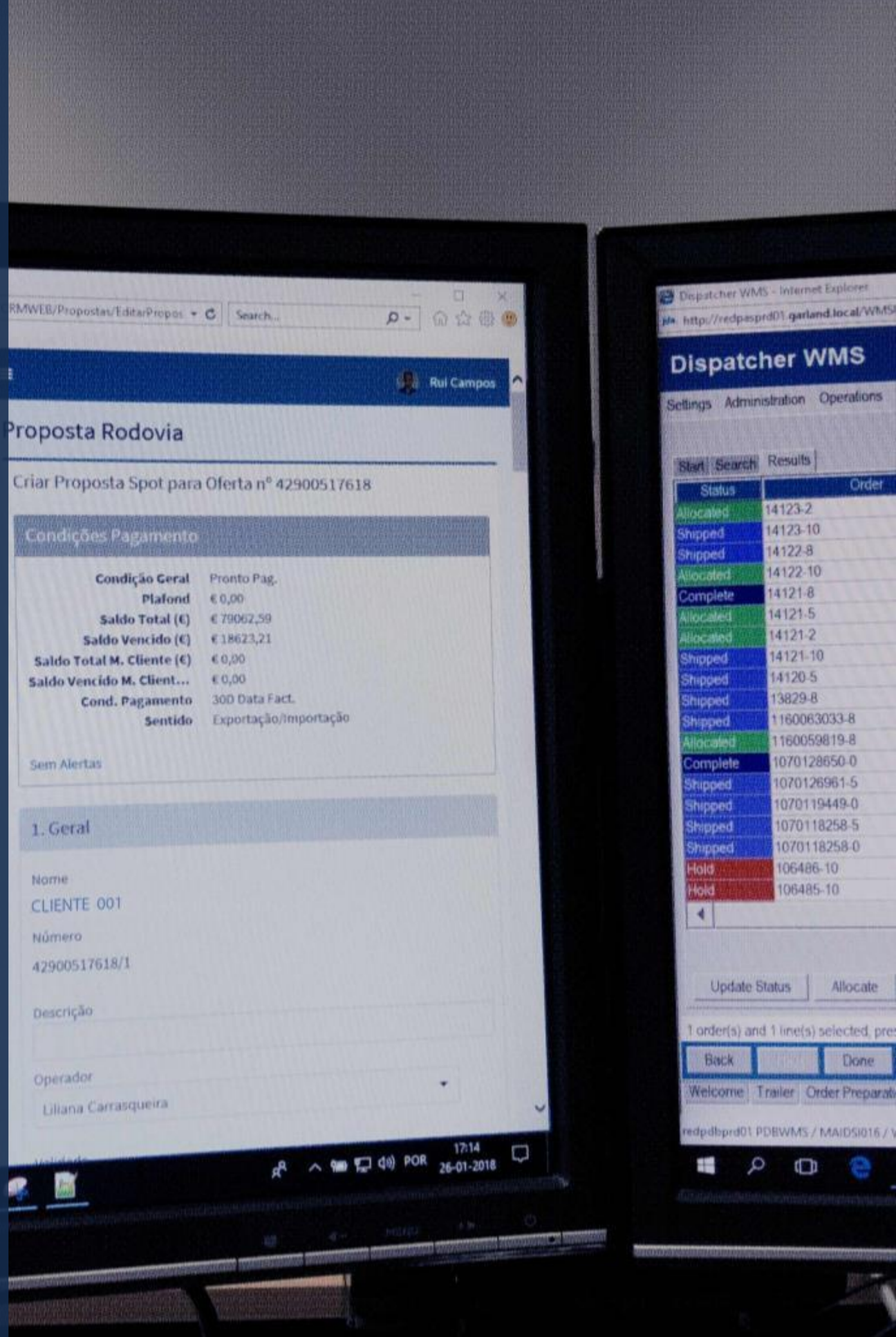
TECHNOLOGY

- ✓ In an ever-changing world, it is part of Garland's DNA to always be at the forefront of **information and technology systems**.

- ✓ Garland **IT teams** dedicated exclusively to optimizing and developing **new solutions** tailored to customer needs.

- ✓ Investing in the future has given Garland the **best available solutions in the market**:

  - Increased efficiency;
  - Visibility to customers and suppliers;
  - Improve processes.



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Garland

ALL IN ONE WORLD

solidity

COMMUNICATION

flexibility

globality

TÍTULO, AREAL 22, BOLD

SUB-TÍTULO, FONTE AREAL 20, BOLD

- ✓ Título sempre em maiúsculas e com caixa.
- ✓ Sub-título sempre em maiúsculas, bold.
- ✓ Texto, fonte areal 20, com bullets:
  - Abcdefghij;
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  - Abcdefghij.
- ✓ Destaques dentro do texto a **bold**.
- ✓ Adicionar fotos, quadros, gráficos ou outros itens necessários.
- ✓ Sugerimos a utilização de fotos sempre bem enquadradas e com boa definição, preferencialmente do lado direito do slide.

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