

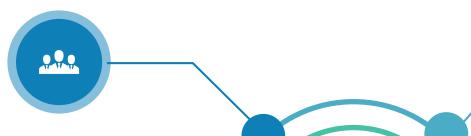
# Our development path



# The Company Today

## Providing professional logistics solutions for clients

190 employees



Over 400 clients, 750 000 tones and 30 000 containers annually

We work as a team and confidently move forward using our longstanding experience and applying modern technologies.

Our clients achieve aims in worldwide trading due to quality service, ultimate solutions, relations on a long-term basis.

**More than 400 partners** 





Saint-Petersburg headquarters and 3 regional branches

# Our expertise

## We have logistics solutions in following industries:

Metallurgy (ferrous and non-ferrous metals: secondary aluminium, brass, copper, zinc, lead, steel, metal pipes, etc.)

Wood industry (plywood, panel products, lumber, logs, wood pellets, etc.)

Chemical industry (synthetic rubber, caprolactam, PVC, polyethylene and others)

Pulp and paper industry (pulp, paperboard, paper)

**EXPORT** 

**Dangerous goods** 

Oversize and overweight cargo



We study your business and ready to develop together



Ready to explore new types of cargo and to work on ambitious projects



## **IMPORT**

Chemical Industry (including agricultural)

Fire-proof materials

Food industry

Metallurgy (ferrous metals)

Spare parts

Household appliances and electronics

# We offer

## export and import transportation



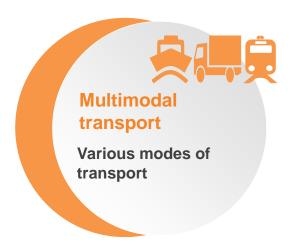
- Our partners: MAERSK, Hapag Lloyd, MSC, APL, Cosco, CMA-CGM, FESCO and others
- Seaports: Saint-Petersburg, Ust-Luga, Novorossiysk, Vladivostok/Vostochniy, Taganrog, Azov, Temryuk
- □ Containers: 20' / 40' /45'/Dry/Flat/HC/HT/Open Top/TC/RC/Ref/Tank
- Delivery to/from seaport



- Pre-carriage, on-carriage, bonded trucking (T1), international deliveries
- Own and subcontracted transport
- □ Container trucks, ADR trucks, trailers



- □ Rail transportation in containers, bulk cargo, oversize and overweight cargo
- Railway containers covered and semi-wagons, 40'/60'/80' platforms
- Direct contracts with JSC Russian Railways,
  «TransContainer» and other private owners



- Multimodal and multipurpose transport all over the world
- Door-to-Door deliveries

# We are ready to offer

## the following services, both combined and separately:



- Our company has direct contracts with all multifunctional terminal complexes in Saint-Petersburg, Novorossiysk and the Far East, Moscow, Yekaterinburg, Novosibirsk, Perm and Chelyabinsk.
- □ Our subsidiary company Servicecom LLC being a licensed customs representative, is handling customs registrations.

# **Our clients**

## We are honored to partner with the following world famous companies:

















































# Transport geography

## We ship cargo worldwide



We regularly ship cargoes to/from 90 countries: Brazil, China, Chile, USA, Egypt, Greece, Israel, UK, Germany, India, Japan, Canada, Turkey and many others.



# Our partners

We greatly value our longstanding partnerships with world leaders and are constantly looking to expand our business connections



















































# Our advantages

## Full complex of logistics service

#### **Individual approach**

We offer individual solutions for each client in accordance with our client's business tasks and requests. We look into finding the best option for delivery through cargo various schemes/ports. At the same time we provide a complex approach for all situations handling with connected transportation.

## Experienced team of experts

- Number of key positions are occupied by employees who have worked with the company since its foundation. This provides consistently high levels of professional services and experience-sharing with new staff.
- Our team is constantly growing thanks to engaging the best experts.

#### A wide partner network

A wide partner network allows us to create transportation schemes due to optimization of amount of finance and time required:

- □ Direct service-contacts with shipping lines, the absence of problems with obtaining a release and bill of lading due to pay upfront work with shipping lines.
- Direct contracts with terminals, Russian Railways, private owners of railway vehicles, and other partners.

#### Flexible financial policy

- Native assets and independence from external financing allow us to have a flexible financial policy.
- We choose a system of mutual payment which is appropriate for both parties including deferred payment.

#### **Corporate organization**

- Department's functions and areas of responsibility are clearly differentiated on each part/stage of work with a client or cargo. We are constantly optimizing internal processes.
- Each client has its own personal manager for operational coordination and whole transportation process control.

#### A wide range of cargo

We work with wide range of cargo: containerized goods and bulk cargo, oversize and overweight cargo, dangerous goods (hazard classes from 2 to 9).

# Working at terminals and in ports

Our specialists work in ports, at terminals, and border crossings in Saint-Petersburg, Novorossiysk, and Yekaterinburg. It allows a direct influence on the speed of processing a request, to react to possible changes, to control the stages of cargo handling.

#### Our own customs broker

- Subsidiary company Servicecom LLC, is a licensed customs representative.
- Customs declarations processing on all customs checkpoints / Russian Edeclaration Centre.

#### **IT-System**

We've integrated our own IT products which allow our clients to carry out cargo monitoring independently and remotely. Also it helps to receive up-to-date information (if requested).

#### **Regional branches**

Offices with full-time staff are situated in Novorossiysk and Yekaterinburg handle a number of crucial shipment flows in regions.

# Regional branches

## Working in key regions

#### Yekaterinburg office

- □ The main goal is to provide regional shippers with empty containers and coordinate rail shipment of loaded containers including container train shipment planning.
- Our regional partners are Transcontainer, container terminal "C.I.T.", TransSib-Container, Tetra Trans, UTRO.



#### **Novorossiysk office**

- □ The main gain is to handle cargo transportation through terminals NUTEP, NMTP, Novoroslesexport. Plywood, timber, copper rod and cathodes, chemical industry products (hazardous and non-hazardous) and other cargo is shipped through the terminals in Egypt, Turkey, Jordan, and North Africa.
- Our regional partners are CARGO, RUSCON, Novomorsnab, NUTEP, NMTP, Novoroslesexport.



#### We are actively developing in the Far East



The main advantages of using the Far Eastern ports (sea port Pervomayskiy in Vladivostok, Vostochniy):

- □ Transit time from sea ports Pervomayskiy and Vostochniy to Chinese ports are: to Ningbo 8 days, to Shanghai 6 days
- ☐ Year round access in ice-free water in the gulf
- Direct access to the Trans-Siberian Railway
- □ Direct access to federal highways
- Handling oversize and overweight cargo
- ☐ Handling general-purpose and refrigerated containers

# Company's reputation

## **Guarantee and reliability**



Every year our company confirms individual membership in the International Federation of Freight Forwarders Associations (FIATA), which brings together 40 000 of the best freight forwarders and logistics companies from all over the world.



The Russian Association of Freight Forwarding and Logistic Organization (FAR) membership ensures legal protection of the company in the Russian market of freight forwarding services. It also upgrades the status and gives the right to prepare forwarder's FIATA documents, which regulates the business relationship between a freight forwarder and a cargo owner.



Our company was the first company in Russia which started to work with INTRA (a unified global logistics and supply chain network).

# Contacts

## We're always happy to take on board new offers and partners





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