



## REGIONAL PRESENTATION

CTN Annual Meeting  
October 2015

**25**  
YEARS

GETTING INSPIRATION FROM CUSTOMERS



**UNIMASTERS LOGISTICS PLC**

COMMITMENT TO EXCELLENCE

# FACTS & FIGURES

6000+  
Clients



290  
Employees



EUR 35 mil  
Net Revenue 2014  
(non-consolidated)



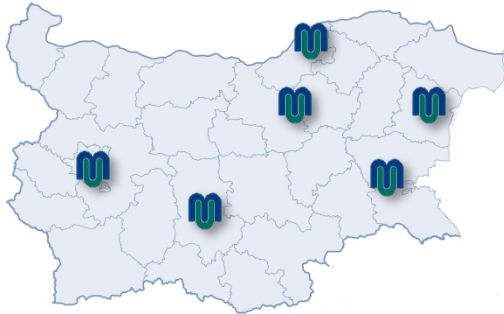
Highest Credit Score  
among Bulgarian FFs  
By ICAP  
Logistics Providers for  
2014



Bulgaria's  
Superbrands:  
2007-2008,  
2015-2016



One of the Most  
Dynamic  
Companies  
In  
Bulgaria



**BULGARIA**



**ROMANIA**



**HUNGARY**

# COMPANY OVERVIEW



**Air Freight**



**Road Freight**



**Ocean Freight**



**Maritime Solutions**



**Warehousing**



**SCM**

# THE TERRITORIES



111 K sq. m.  
7.3 M People  
42 M EUR GDP  
1.7 % GDP growth



238 K sq. m.  
19.9 M People  
150 M EUR GDP  
2.8 % GDP growth



93 K sq. m.  
9.8 M People  
103 M EUR GDP  
3.6 % GDP growth

25  
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# OUR APPROACH TO THE REGION

- ✓ Regional pricing & procurement center
- ✓ Regional documentation center
- ✓ Common operational and customer service standards
- ✓ Local market knowledge and expertise
- ✓ Tailor-made products to serve key industry verticals

442 K sq.M

37 M  
People

295 M EUR  
GDP

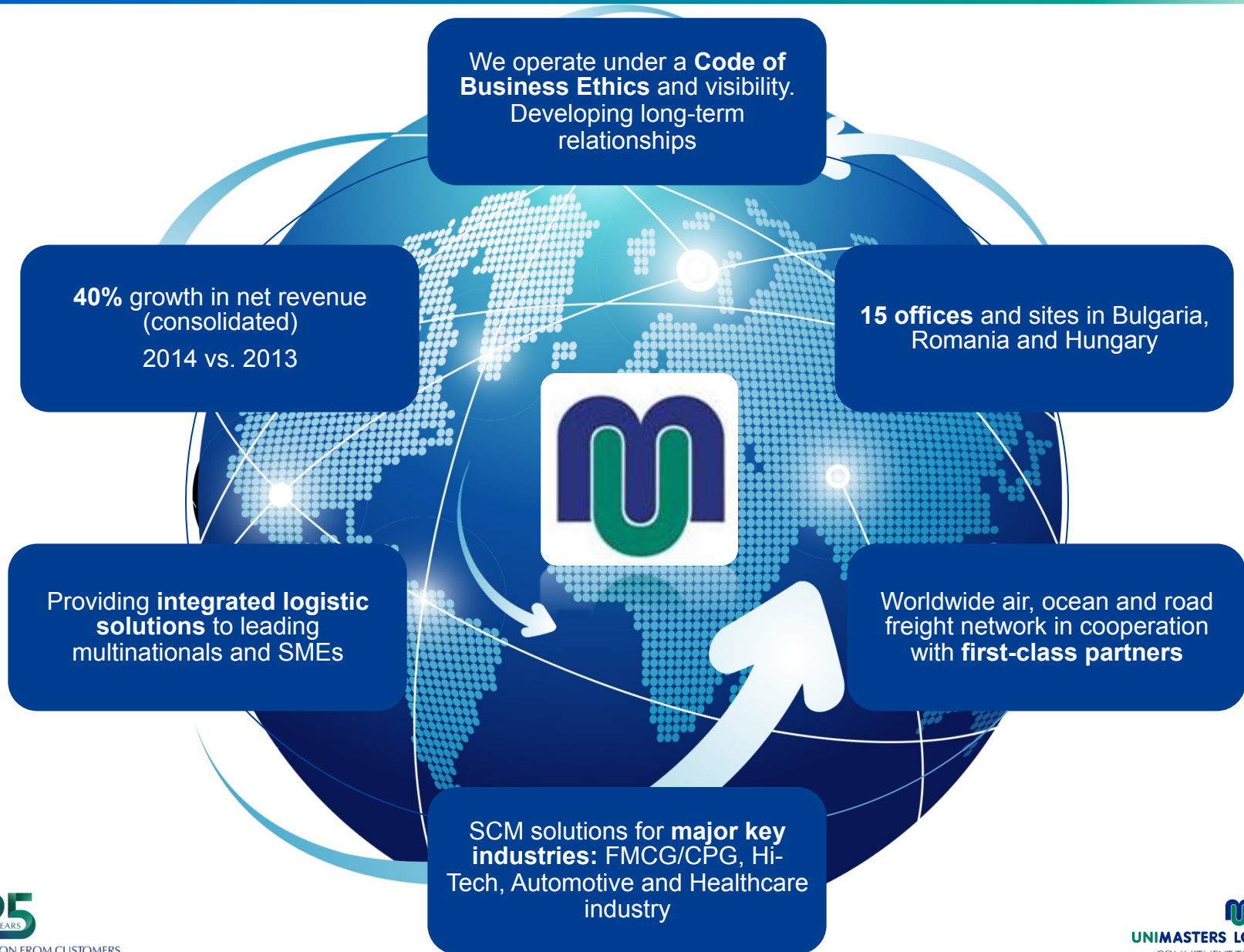
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# FACTS & FIGURES



25  
YEARS

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**Q: WHY CHOOSE US?**

**A: EZ2DBW**



**We are mobile, multi-tasked, multi-skilled  
business generators!**

# HUNGARY SEAFREIGHT

- ✓ **Main gateways** – Koper, Slovenia and Hamburg and Bremerhaven, Germany
- ✓ **Main carriers** – Evergreen, COSCO, CMA-CGM, MSC, Maersk
  - Competitive ocean rates and local and delivery cost with Evergreen, COSCO, CMA-CGM for import and for export
  - Competitive import ocean rates from main FEA ports with Maersk
- ✓ **Intermodal connections – important notes:**
  - Delivery from entry port Koper or Hamburg/Bremerhaven via container block-trains from/to Hungary and Slovakia
  - Austria served by truck round trip via Koper, train solution only for long-term business
  - Container direct trucking solutions from/to Koper/Hamburg/Bremerhaven to CZ, Hungary, Austria, Slovakia and former Yugoslavia republics – Slovenia, Croatia, Serbia, Montenegro

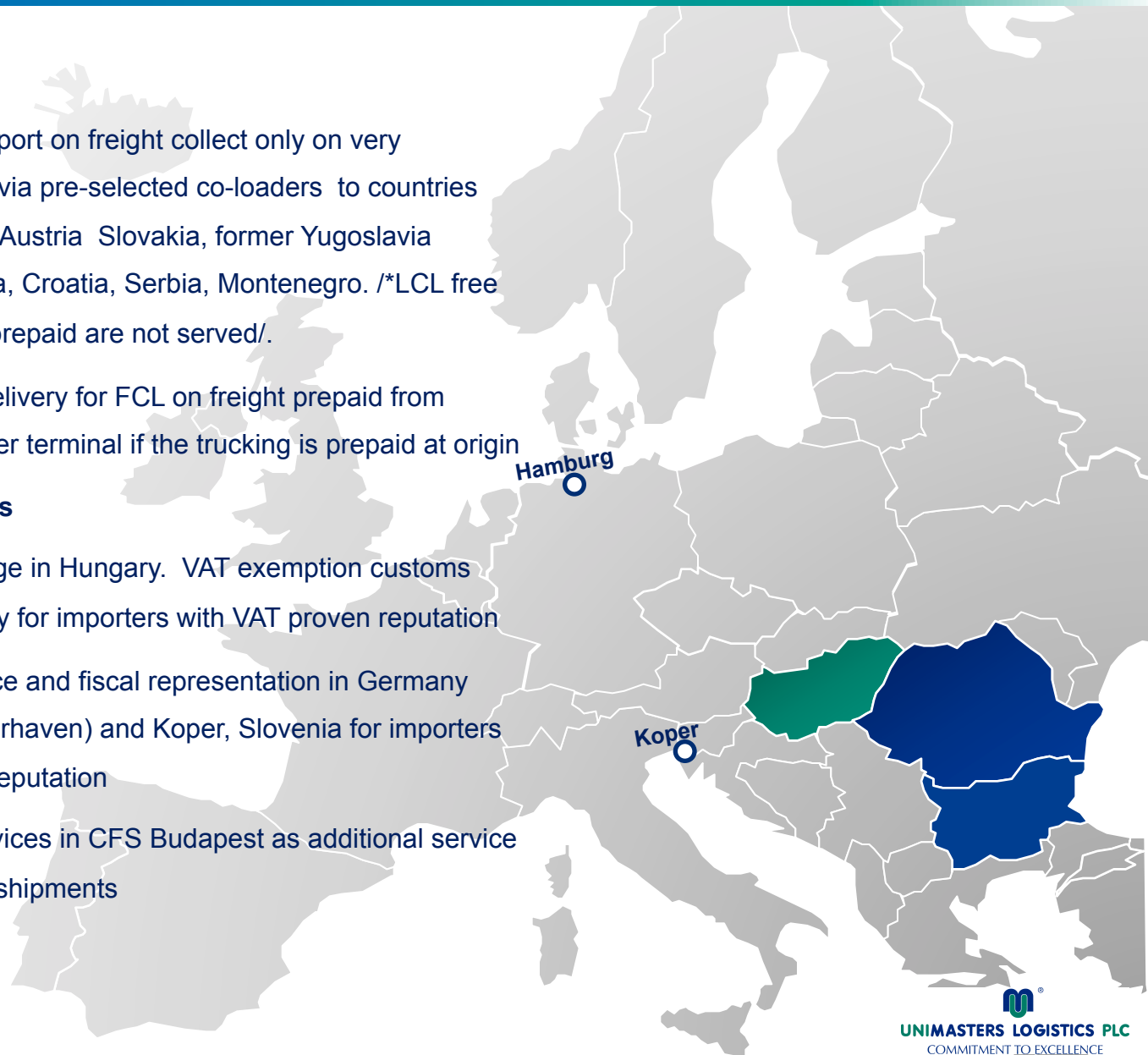


# HUNGARY SEAFREIGHT

- Arranging LCL import on freight collect only on very competitive rates via pre-selected co-loaders to countries Hungary, Czech, Austria Slovakia, former Yugoslavia republics-Slovenia, Croatia, Serbia, Montenegro. /\*LCL free hands on freight prepaid are not served/.
- Arranging local delivery for FCL on freight prepaid from Budapest container terminal if the trucking is prepaid at origin

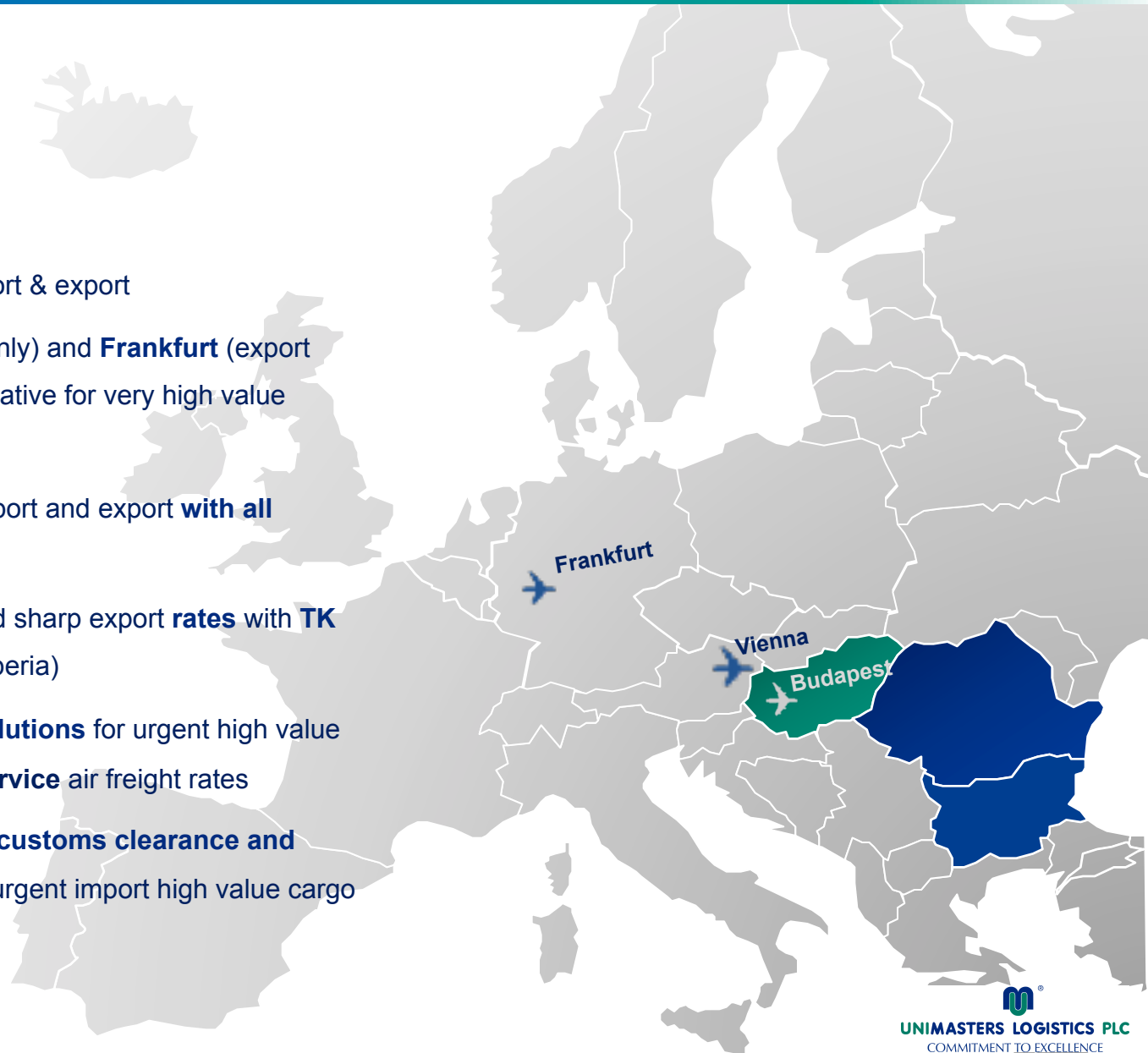
## ✓ Value-Added Services

- Customs brokerage in Hungary. VAT exemption customs service in Hungary for importers with VAT proven reputation
- Customs clearance and fiscal representation in Germany (Hamburg, Bremerhaven) and Koper, Slovenia for importers with VAT proven reputation
- Warehousing services in CFS Budapest as additional service to the sea freight shipments



# HUNGARY AIRFREIGHT

- ✓ **Main gateways:**
  - **Budapest** – import & export
  - **Vienna** (export only) and **Frankfurt** (export only) as an alternative for very high value shipments
- ✓ **Local services** for import and export **with all airlines**
- ✓ **Special conditions** and sharp export **rates** with **TK and IAG group** (BA, Iberia)
- ✓ Cargo "**must ride**" **solutions** for urgent high value shipments. **Priority service** air freight rates
- ✓ One day or same day **customs clearance and delivery** solutions for urgent import high value cargo



# ROMANIA SEAFREIGHT

## ✓ Main gateways :

- Main: Constanta, aka Constantsa, Constantza or Constanza
- Secondary: Varna, Antwerp, Rotterdam, Hamburg

## ✓ Main carriers with direct service ex China and the Far East :

- 2M – Maersk and MSC
- O3 – CMA-CGM, China Shipping and UASC

## ✓ Main carriers with indirect service ex China and the Far East :

- APL, Hapag Lloyd/CSAV Norasia, HMM, ZIM, YML, UASC, OOCL, NYK, MOL, PIL, Hanjin, COSCO

## ✓ Worldwide LCL exports and imports via :

- Varna and Constanta
- Antwerp, Rotterdam and Hamburg



# ROMANIA SEAFREIGHT

## ✓ Direct consolidation services :

- Weekly LCL services ex Singapore, Shanghai, Ningbo and Hong Kong and with pre-carriages via Hong Kong with POD Varna and daily trucking to Romania
- Weekly LCL export service ex Romania via Varna to the Far East, South East Asia, Australia and New Zealand with daily trucking ex Bucharest to Varna

## ✓ Value-Added Services :

- Customs clearance brokerage and bonded trucking
- Warehousing and all respective services
- CFSs in Bucharest and Constanta
- Possibilities for organising domestic collection & distribution all over Romania via CFS
- Possibilities for serving Moldova



# ROMANIA AIRFREIGHT

## ✓ Main gateways:

- Otopeni, aka Bucharest, OTP or BUH
- On-line destination for many prime carriers – LH/OS, BA/IB, AF/KLM/AZ, QR, TK with worldwide coverage
- Various airlines with mostly European coverage – OK, LO, RO, CY, VV, etc.
- Off-line service available for EY, EK, CV, etc.

## ✓ Main carriers:

- AF/KLM/AZ, BA/IB, LH/OS, QR, TK, PO, QY, RO, VV, etc.

## ✓ Worldwide Air + Road Imports with trucking via Frankfurt and Vienna both on export and import :

- 3 truck departures weekly between Vienna & Otopeni
- Ad-hoc trucking solutions between Vienna/Frankfurt and Otopeni

## ✓ VA services :

- Customs clearance brokerage – import, export, transit (T1), bonded warehousing; Bonded trucking
- Warehousing and all respective services
- Possibilities for organising domestic collection & distribution all over

Romania via warehouse in Otopeni

25  
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# BULGARIA SEAFREIGHT

## ✓ Main gateways :

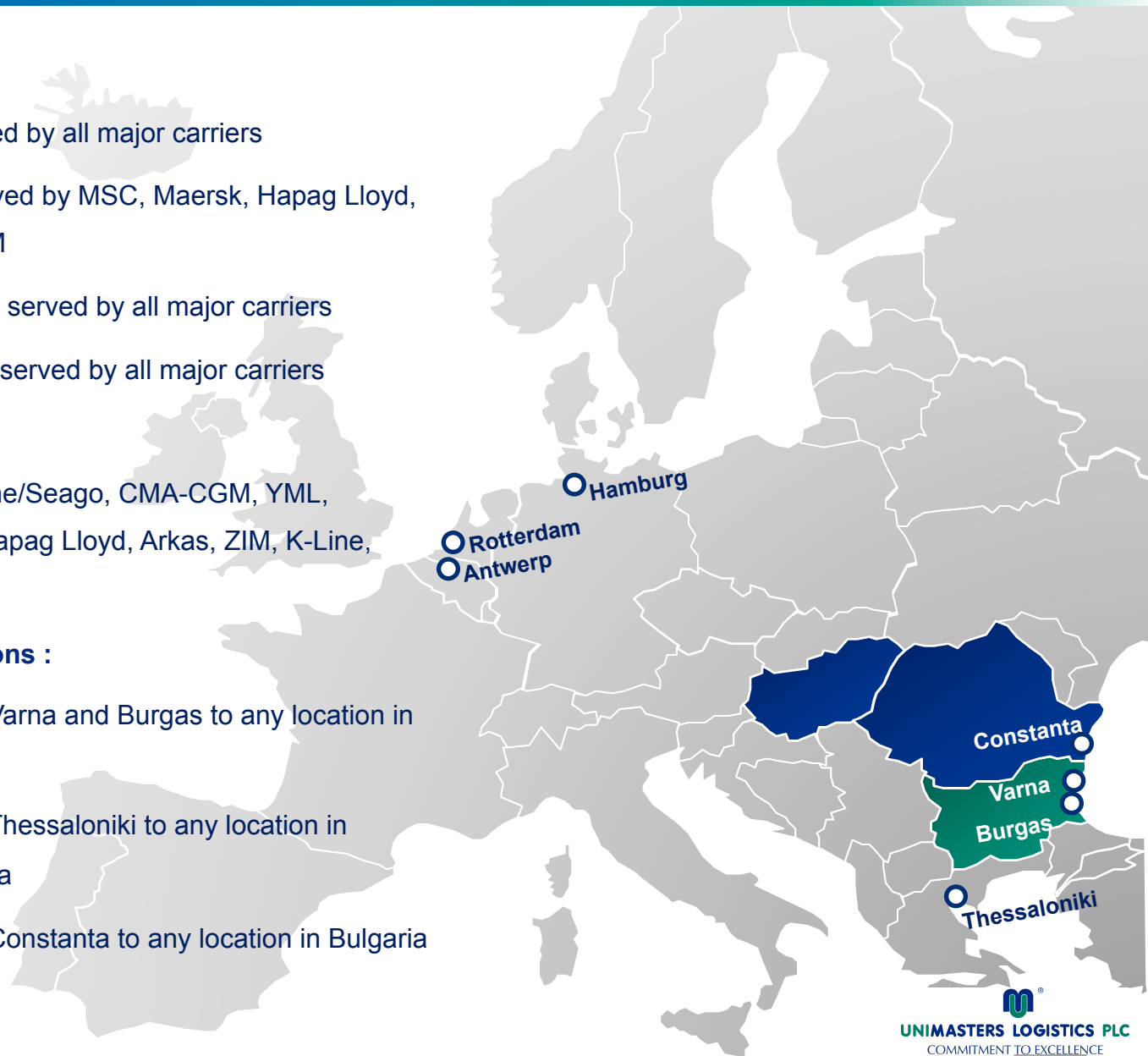
- Varna, Bulgaria – served by all major carriers
- Burgas, Bulgaria – served by MSC, Maersk, Hapag Lloyd, YML, Arkas, CMA-CGM
- Thessaloniki, Greece – served by all major carriers
- Constanta, Romania – served by all major carriers

## ✓ Main carriers :

- MSC, Maersk/Safmarine/Seago, CMA-CGM, YML, COSCO, Evergreen, Hapag Lloyd, Arkas, ZIM, K-Line, China Shipping, etc.

## ✓ Intermodal connections :

- Daily FCL trucking ex Varna and Burgas to any location in Bulgaria
- Daily FCL trucking ex Thessaloniki to any location in Bulgaria and Macedonia
- Daily FCL trucking ex Constanta to any location in Bulgaria



# BULGARIA SEAFREIGHT

## ✓ Direct consolidation services :

- Weekly direct LCL services ex Singapore, Shanghai, Ningbo and Hong Kong
- Singapore is used as hub for imports ex SE Asia and Hong as hub for imports from China and Taiwan. Dynamic routing to Bulgaria via Varna or Thessaloniki.
- Weekly LCL export service ex Bulgaria via Varna to the Far East, South East Asia, Australia and New Zealand

## ✓ Worldwide LCL imports and exports :

- With trucking via Hamburg & Antwerp

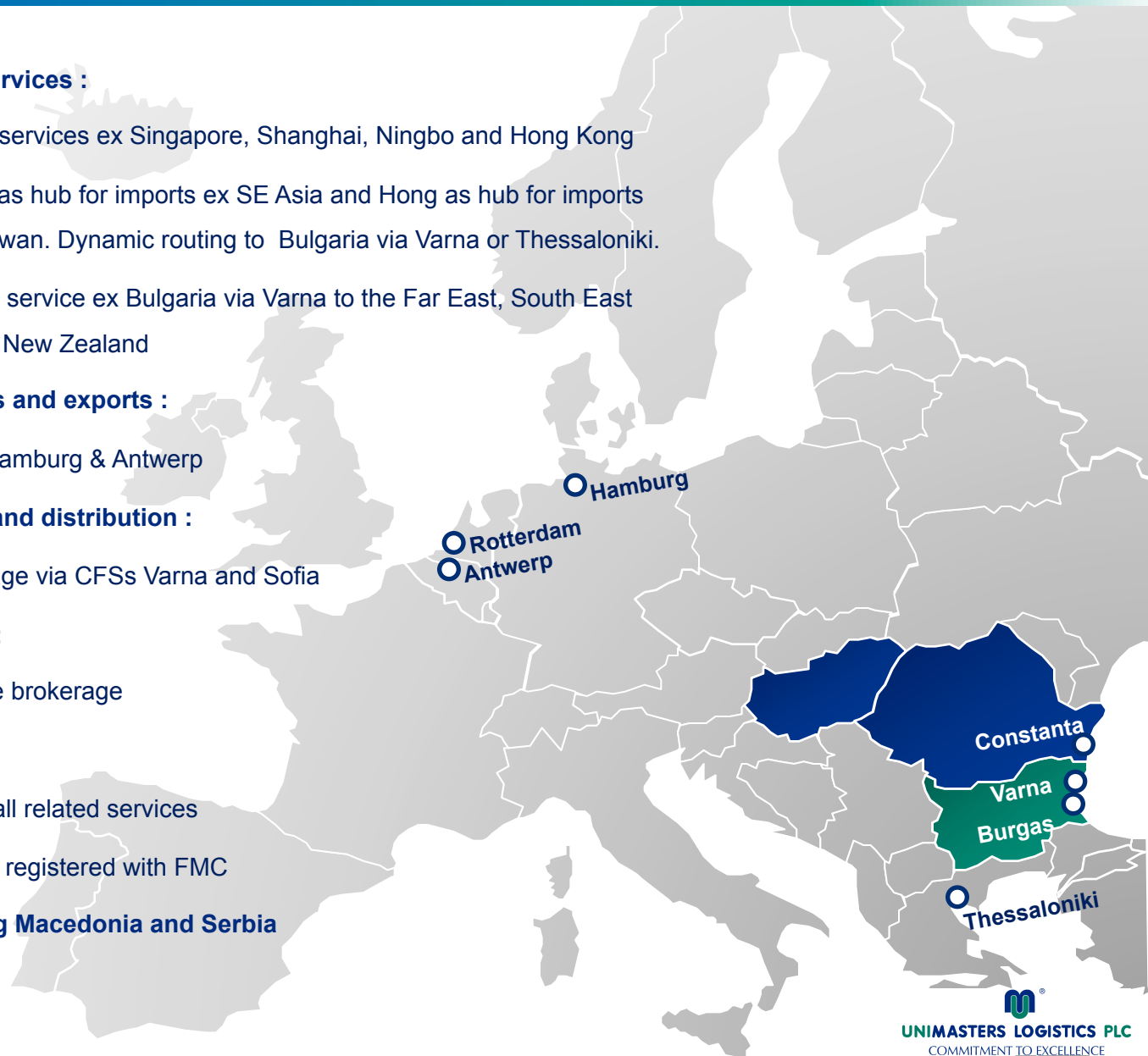
## ✓ Domestic collections and distribution :

- Full country coverage via CFSs Varna and Sofia

## ✓ Value-Added Services :

- Customs clearance brokerage
- Bonded trucking
- Warehousing and all related services
- Own Bill of Lading, registered with FMC

## ✓ Possibilities for serving Macedonia and Serbia



# BULGARIA AIRFREIGHT

## ✓ Main gateways :

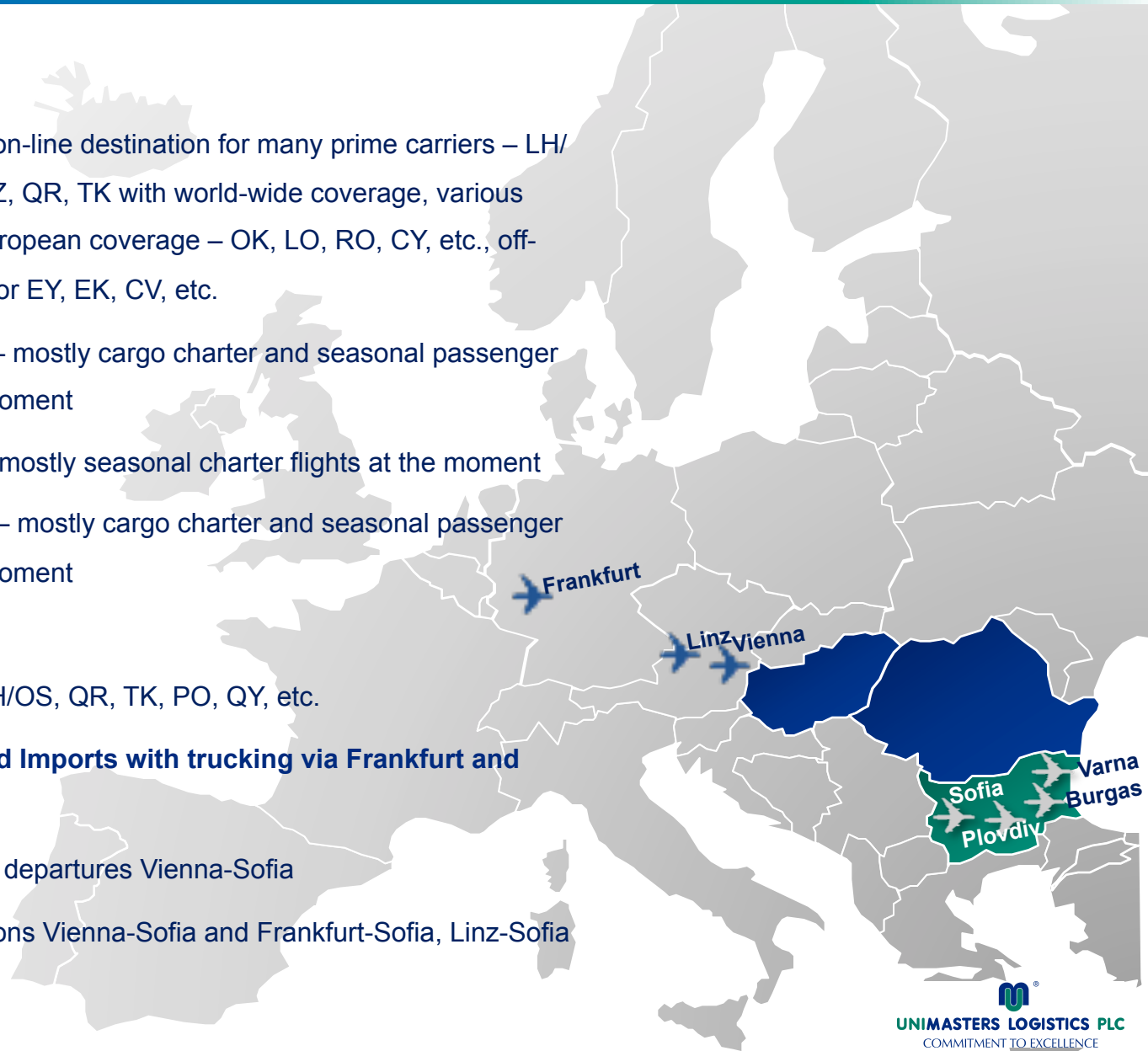
- Sofia Airport (SOF) – on-line destination for many prime carriers – LH/OS, BA/IB, AF/KLM/AZ, QR, TK with world-wide coverage, various airlines with mostly European coverage – OK, LO, RO, CY, etc., off-line service available for EY, EK, CV, etc.
- Burgas Airport (BOJ) – mostly cargo charter and seasonal passenger charter flights at the moment
- Varna Airport (VAR) – mostly seasonal charter flights at the moment
- Plovdiv Airport (PDV) – mostly cargo charter and seasonal passenger charter flights at the moment

## ✓ Main carriers :

- AF/KLM/AZ, BA/IB, LH/OS, QR, TK, PO, QY, etc.

## ✓ Worldwide Air + Road Imports with trucking via Frankfurt and Vienna:

- 2 weekly regular truck departures Vienna-Sofia
- Ad-hoc trucking solutions Vienna-Sofia and Frankfurt-Sofia, Linz-Sofia



# BULGARIA AIRFREIGHT

## ✓ VA Services :

- Customs clearance brokerage
- Bonded trucking
- Warehousing and all respective services
- Temperature controlled storage and deliveries for healthcare industry
- Registered IATA agent

## ✓ In-house customs brokerage in Sofia, Varna, Burgas :

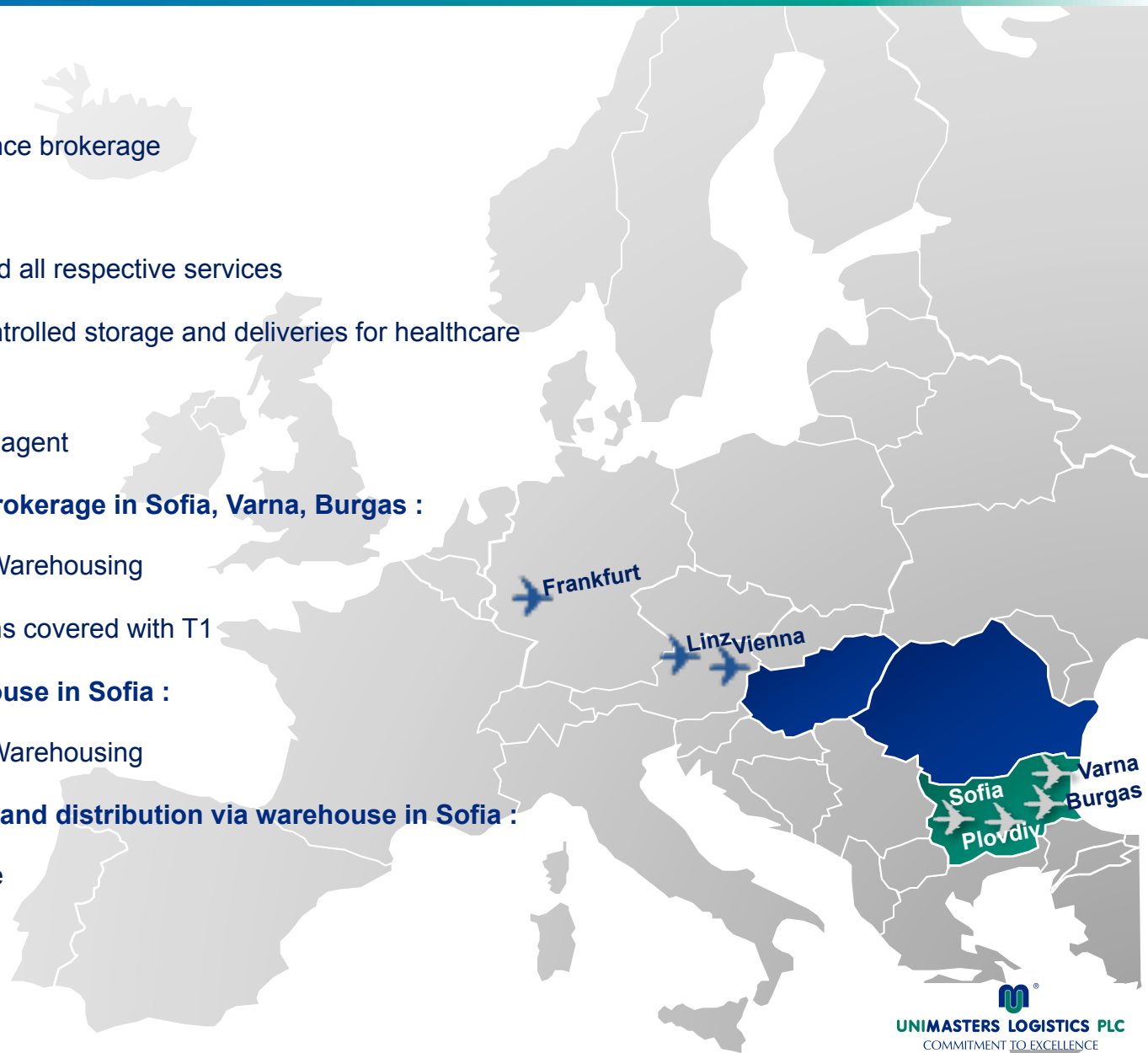
- Import, Export, Warehousing
- Transit operations covered with T1

## ✓ Own bonded warehouse in Sofia :

- Import, Export, Warehousing

## ✓ Domestic collection and distribution via warehouse in Sofia :

- Standard service
- Express service



# ROAD & RAIL FREIGHT

## INTERNATIONAL PRODUCTS

### ✓ Rail freight

- Import, Export, Transit
- Door-to-Door deliveries, Road shuttles

### ✓ Road freight

- FTL, LTL services on excellent terms - extensive professional network of carriers and agents and offering premium FTL/LTL services with coverage in all European countries, Russia, Turkey, and many other destinations in the CIS and the Middle East
- Time-definite services
- Dangerous goods (ADR)



# ROAD FREIGHT

## INTERNATIONAL PRODUCTS: PAN-EUROPEAN

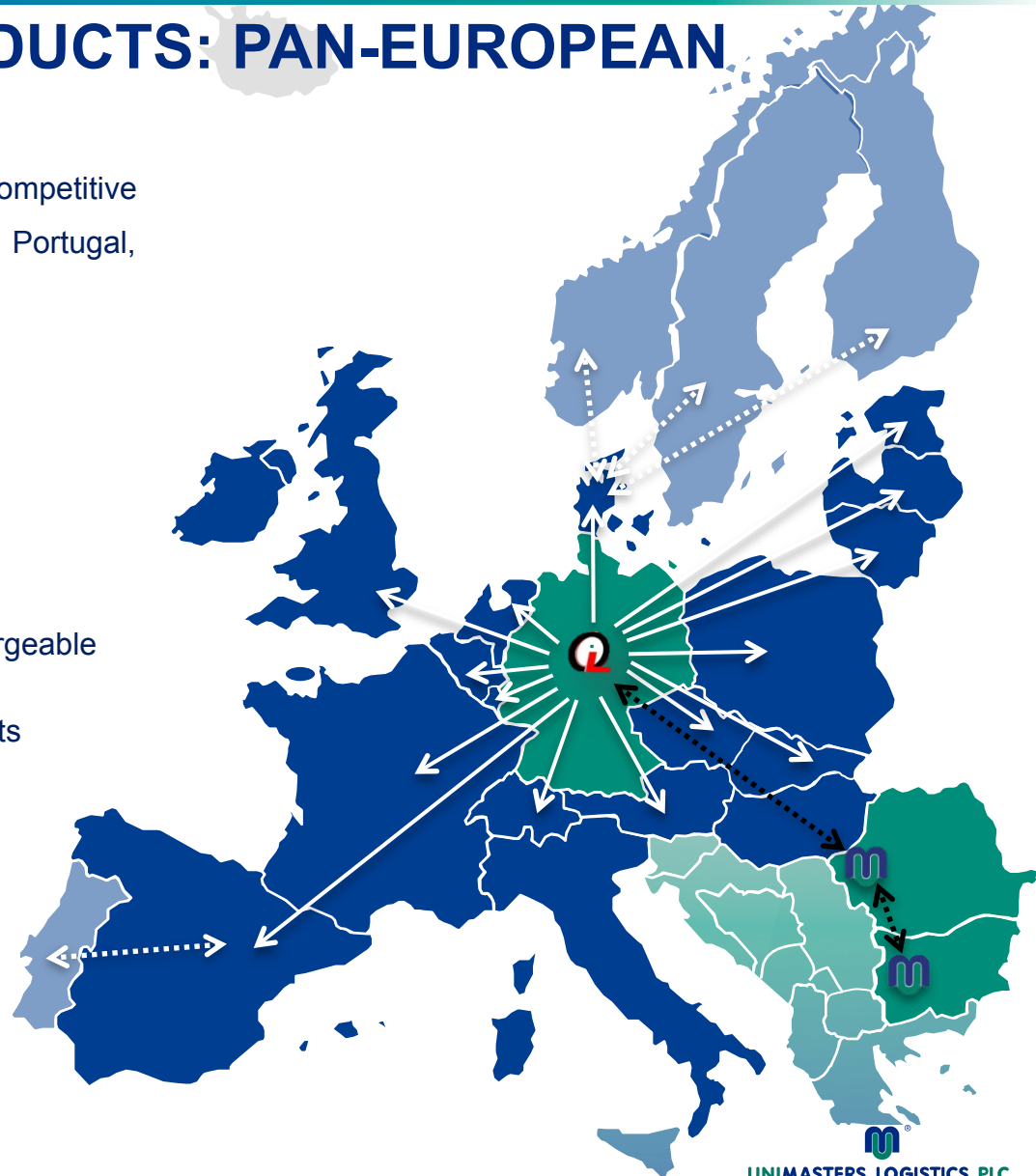
- ✓ **Pan-European Groupage services** with competitive transit times and wide European coverage. Unimasters Logistics PLC is a member of *Online Systemlogistik* – a consolidated network of partners throughout Europe
  - 4 departures weekly
  - 50 hours to hub in Schlitz (Germany)
  - Double-deck fiber glass trailers
  - Coverage: Germany, Austria, United Kingdom, Ireland, Netherlands, Belgium, Luxembourg, France, Spain, Poland, Slovakia, Switzerland, Denmark, Estonia, Latvia, Lithuania; possibilities to serve Portugal, Finland, Sweden, Norway
- ✓ **Other groupage services** with weekly departures covering: Austria, Hungary, Czech Republic, Slovakia, Slovenia, Italy, United Kingdom, Greece, Turkey



# ROAD FREIGHT

## INTERNATIONAL PRODUCTS: PAN-EUROPEAN

- ✓ **Pan-European Groupage services** with competitive transit times and wide European coverage. Portugal, Finland, Sweden, Norway
- ✓ **Advantages:**
  - 4 departures weekly
  - Double decker trucks; ADR Equipment
  - Prices based on gross weight, not chargeable
  - Prices based on the height of the pallets
  - Short lead time
  - Electronic document exchange
  - Competitive rates
  - Local reliable logistics partners



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# OUR INTEGRATED RISK & COMPLIANCE SYSTEM



**UNIMASTERS LOGISTICS PLC**

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**QUALITY  
MANAGEMENT  
SYSTEMS  
STANDARD**

**ISO 9001:2008**



**ENVIRONMENTAL  
MANAGEMENT  
SYSTEMS  
STANDARD**

**ISO 14001:2004**



**STANDARD FOR  
MEASUREMENT  
OF CO2  
EMISSIONS**

**DIN EN 16258**



**INFORMATION  
SECURITY  
STANDARDS**

**ISO 27000**



**SECURITY  
MANAGEMENT  
SYSTEMS  
STANDARDS**

**ISO 28000**



**AEO  
CERTIFIED**

# OUR CUSTOMERS



25  
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