

PORT  
TERMINALS  
LOGISTICS



## Overview

2023

[www.grindrod.com](http://www.grindrod.com)

Our **PURPOSE** is to make a **positive difference** in Africa's trade with the world, **touching lives** of the communities in which we operate.



## Our business profile

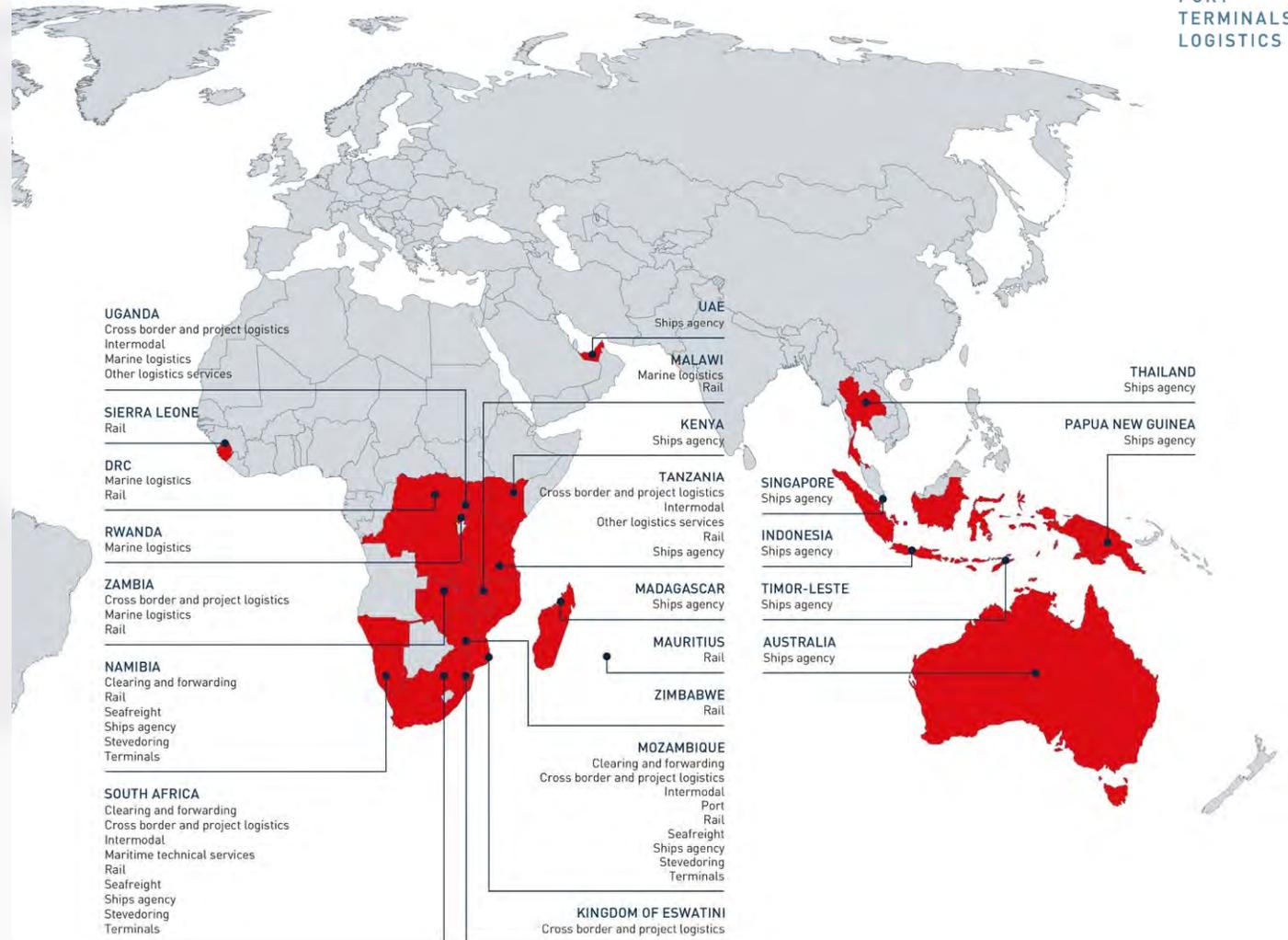
120+  
years of experience in Africa

4 000+  
capable people delivering a wide range of services

23+  
number of countries we are represented in

Revenue  
R18 billion

Net asset value  
R9 billion



We work hard every day to earn our customer's trust. We are passionate about understanding our customers' unique requirements and collaborating with them to create the most cost-effective and efficient solution to **move cargo across trade corridors** – by **ROAD, RAIL, SEA** and **AIR**.

## PORT AND TERMINALS

**Port**

Maputo Port Development Company (MPDC)

**Terminals**

Car terminal

Drybulk terminals

Multi-purpose terminals

Stevedoring

## LOGISTICS

**Intermodal**

Container depots, storage, and handling of containerised cargo

Management of the transportation of containerised cargo by road, rail or sea

**Cross border and project logistics**

The management of projects from start to finish, providing transportation and logistics solutions

**Clearing and forwarding**

The integrated service offering at Röhlig-Grindrod consists of freight forwarding, customs brokerage and related logistics solutions

**Ships agency and marine technical services**

Sturrock Grindrod Maritime (SGM) provides a ships agency, logistics and marine technical services to the maritime, offshore and oil and gas sectors

**Travel agency services**

Specialise in providing services for business travellers

## TRANSPORTATION

**Seafreight**

A feeder service for containerised cargo in the southern African region

**Rail**

Coordinate logistics, manage railway operations and provide cost efficient rolling stock leasing solutions

**Road transportation**

As part of providing an end-to-end service for our customers, we provide road haulage from point of origin to final destination

**Air**

Through strong strategic partnerships with reputable airlines, Röhlig-Grindrod secures preferential rates and delivers reliable, cost-effective, flexible solutions





**Cheryl Carolus**

Non-executive Chair

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**BA Law, B.Ed, Honorary  
Doctorate in Law (UCT)**



**Nkululeko Sowazi**

Lead Independent  
Non-executive Director

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**MA(UCLA)**

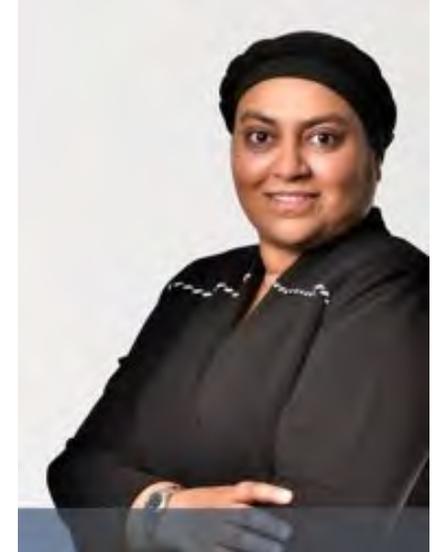


**Xolani Mbambo**

Executive Director  
CEO

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**CA(SA)**



**Fathima Ally**

Executive Director  
CFO

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**CA(SA)**





ALL FOR AFRICA

For **our people**

PORT  
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LOGISTICS

As a purpose-driven  
business, we care about our  
people, our communities  
and our planet.



## OUR CULTURE AND VALUES

Fulfilling our purpose and strategy requires us to earn our customers' trust by keeping our promises and going above and beyond. Our can-do attitude motivates us to take on any challenge, exceed expectations and overcome barriers.

**Grindrod people are the heart of the business. They matter.**

We respect their rights, their talents, and their contribution. Everywhere we work we make a positive difference to local communities. Our ability to innovate and maintain long-term thinking results in operational excellence and fast, consistent action.



## INVESTING IN OUR PEOPLE

Our active commitment to transformation has created a diverse and inclusive workforce that reflects the demographics of our country. As an extension of this initiative, we prioritise indigenisation in the countries in which we operate.

We place a strong emphasis on skills development, investing significantly in formal

training, professional development and on-the-job coaching, internally and through external service providers.

**Skill development supports our business goals of providing operational excellence and ensures the professional and personal advancement of our people.**



## Raising the bar

We provide individuals with equal access to educational and career opportunities.

### OPPORTUNITIES

**To provide individuals with equal access to educational and career opportunities.**

As a company we take positive steps creating equality by identifying discrimination, preventing its recurrence and to provide equal accessibility to individuals recognising their contribution and attitude.



### TRANSFORMATION

**To drive transformation through encouraging respect, tolerance and acceptance.**

By providing opportunities, development tools for change and supporting ownership initiatives, we cultivate a workplace of growth.



**Grindrod Limited and subsidiaries**  
Level 3 B-BBEE contributor

**Grindrod South Africa (Pty) Ltd**  
Level 1 B-BBEE contributor

### DIVERSITY

**To create an environment where people of all backgrounds can come together and achieve success.**

By embracing individual and cultural differences and perspectives, we create a creative and innovative environment empowering us to deliver to a diverse customer base.





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## PORT AND TERMINALS

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The Port and Terminals division manages high capital and technical infrastructure investment, which provide the backbone for offering integrated logistics solutions along key trade corridors, in partnership with key stakeholders.



## MAPUTO PORT DEVELOPMENT COMPANY [MPDC]

Our commitment to unlocking Africa's abundance is the guiding principle that underpins our operations. It is evident in our investment in Maputo Port Development Company (MPDC), and in our partnerships with the Ports and Railway Company of Mozambique, Dubai Ports World and Mozambique Gestores SARL.

**MPDC secured the port concession until 2033 with the option of extending for a further 10 years.**

It holds the rights to finance, rehabilitate, construct, operate, manage, maintain, develop and optimise the entire concession area. The company also holds the powers of a port authority, being responsible for maritime operations, piloting, towing (tugboats), stevedoring, terminal and warehouse operations, as well as the port's development plan.

The port of Maputo is ideally positioned as a gateway to the sub-Saharan region. It is the closest port to the Gauteng industrial hub as well as the Limpopo and Mpumalanga mining regions. MPDC and its sub-concessionaires have the capital, skills and experience to deliver on the growing demands for a competitive regional import and export corridor.



In 2022, Maputo Port handled a record volume of 26.7 million tonnes (2021: 22.2 million tonnes)

## ^ 20% GROWTH

The growth reflects post-COVID-19 market recovery and a result of investment in the port – rehabilitated berths, expanded ferro slab and dedicated rail siding paired with the dredging performed in 2017. Automation solutions have also led to greater efficiencies.



Our terminal operations are strategically situated and are gateways to the world.



## TERMINALS

**The facilities are ideally positioned across southern Africa to offer an efficient service to importers and exporters of various commodities.**

Grindrod has long-standing relationships with the numerous mining houses, commodity traders and large industrial consumers. Having invested in infrastructure and assets required to handle a variety of bulk commodities, Grindrod is able to offer its customers storage (warehousing, open stockpiling and silo storage), cargo flow management, ship loading or discharging, stevedoring, clearing and forwarding, stock management, daily reporting and rail scheduling.





## Drybulk terminals

MAPUTO, MOZAMBIQUE

**Terminal de Carvão da Matola (TCM)** operates a drybulk terminal in the port of Matola which has delivered in excess of 8 million tonnes, of magnetite and coal.

Following the conclusion of a quay-offset and berth-deepening project, TCM is equipped to handle higher volumes, continuously breaking new records.

**A recently announced magnetite contract that will run for five years will ensure sustainable capacity utilisation going forward and a meaningful diversification from coal.**



## Drybulk terminals

RICHARDS BAY, SOUTH AFRICA

Grindrod with RBT Resources have a MoA with Transnet SOC for provision of rail and port services through the **Navitrade** facility and the drybulk terminal at Richards Bay for the export of coal. The MoA makes provision for the export of 4.5Mt (3.1 mtpa) of coal in the first phase followed by a ramp up to 20 mtpa dependent on contracted demand in subsequent phases of development.

This terminal is connected to the port of Richards Bay by overland conveyor.



**Kusasa Terminal** has warehousing (60 000m<sup>3</sup>) and silo capacity predominantly used for heavy minerals (phosphate rock and metal ores). These facilities are also conveyor connected to the port.

**Valley Terminal** has warehousing capacity of 100 000m<sup>3</sup> and is belt connected for imports directly from the Richards Bay Drybulk Terminal (predominantly used for sulphur and other phosphates).

**Seamunye Terminal**, which has rail connection and road transportation to and from the port, offers warehouse storage and specialised services including containerisation, bagging and blending for numerous niche drybulk commodities. The facility creates an ideal link for bidirectional cargo flows through the North-South corridor to Zambia and Democratic Republic of the Congo.

## Drybulk terminals

### WALVIS BAY, NAMIBIA

Capable of handling various drybulk imports and exports, the terminal is located within the main port of Walvis Bay.

At present, the handling of coal, copper concentrate, zinc and lead form the majority of the operation.



## Drybulk terminals

MAPUTO, MOZAMBIQUE

**Grindrod Mozambique Limitada (GML)** operates a drybulk terminal in the main port of Maputo servicing the sized coal and iron ore / magnetite markets received by road and rail. Capacity 1.25Mt pa.

**This terminal is capable of handling both rail and road hauled consignments.**

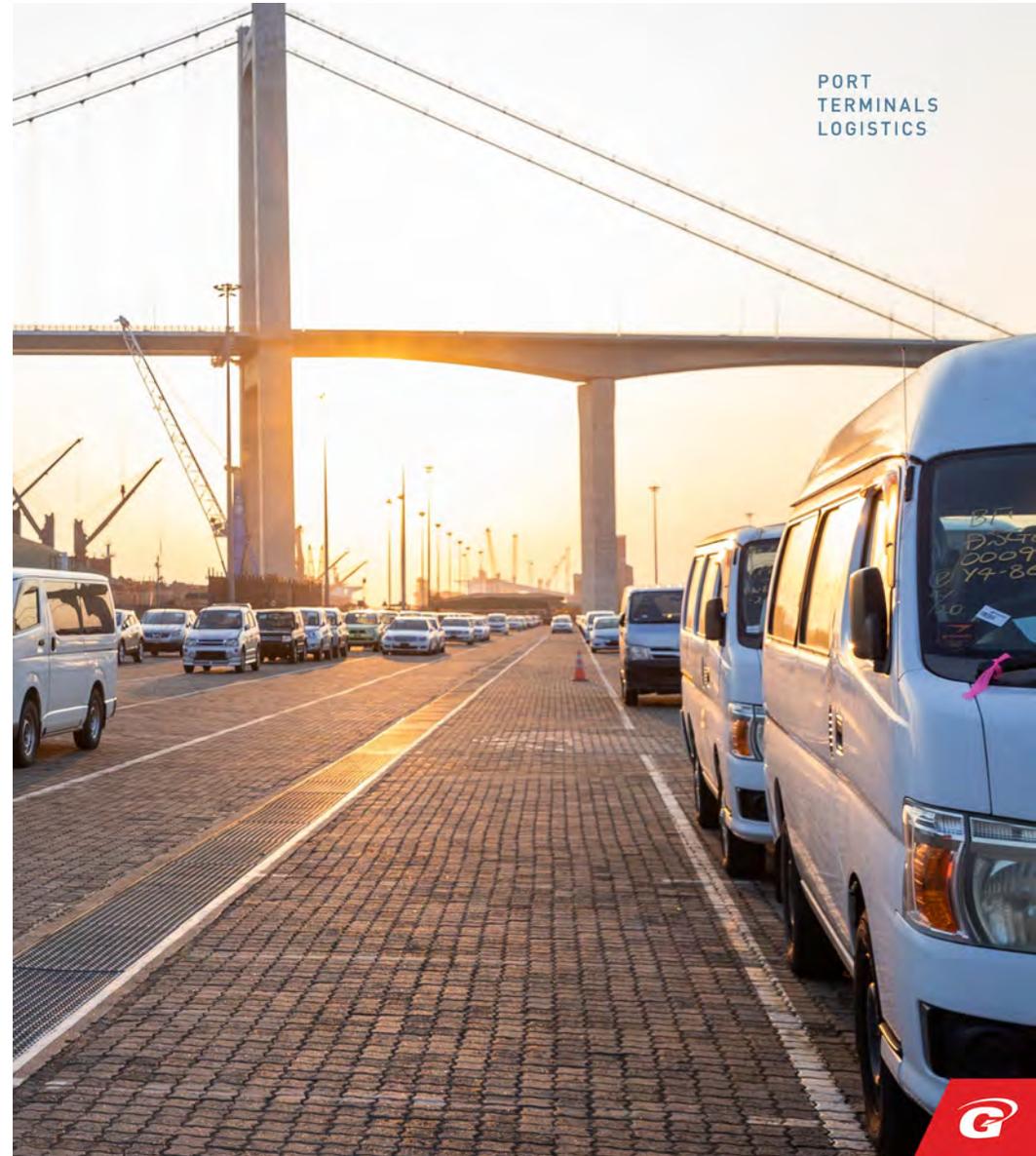


## Maputo Car Terminal Limitada

MAPUTO, MOZAMBIQUE

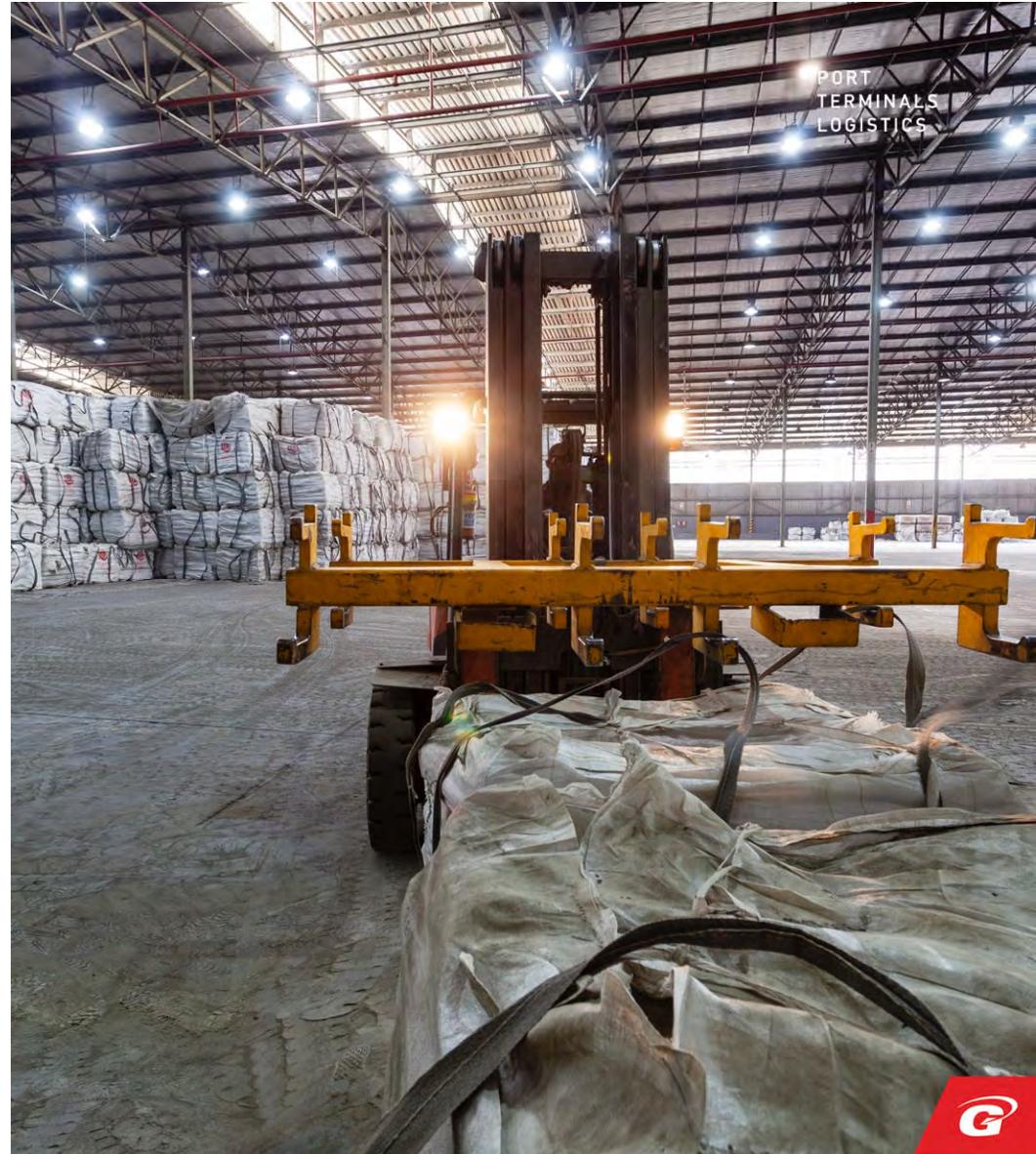
Maputo Car Terminal Limitada (MCTL) has been a privately owned car terminal situated in the Port of Maputo since 2007; this transshipment hub facilitates the import and export of vehicles and provides storage and management of project cargo.

The terminal has an annual throughput capacity of 115 000 cars comprising 4 158 parking bays and a paved area spanning over 85 100m<sup>2</sup>.



## Multi-purpose terminals

Our Multi-purpose terminals offer comprehensive operations to facilitate the import or export of containerised, bulk and break-bulk cargoes. Boasting facilities with direct access to the port, and coupled to container and inland terminals, the terminals are ideally positioned to meet the market needs with innovative solutions.



## Stevedoring

SOUTH AFRICA, MOZAMBIQUE,  
NAMIBIA AND EAST AFRICA

Stevedoring and cargo handling services are provided in Walvis Bay, Durban, Richards Bay, Maputo and East Africa. The service includes the discharge and loading of containers, vehicles, project cargo, break-bulk, and drybulk cargo.

In Richards Bay, the business has perfected the art of separating parcels of drybulk cargo with welded steel plates. An innovative solution that has provided exporters and vessel owners the opportunity of

sharing a hatch or combining cargos in one shipment. Our cross border and project logistics teams are often required to manage the delivery of cargo to remote regions in East Africa with limited infrastructure. A specialist project management service is integral to the discharge of cargo in these remote areas.

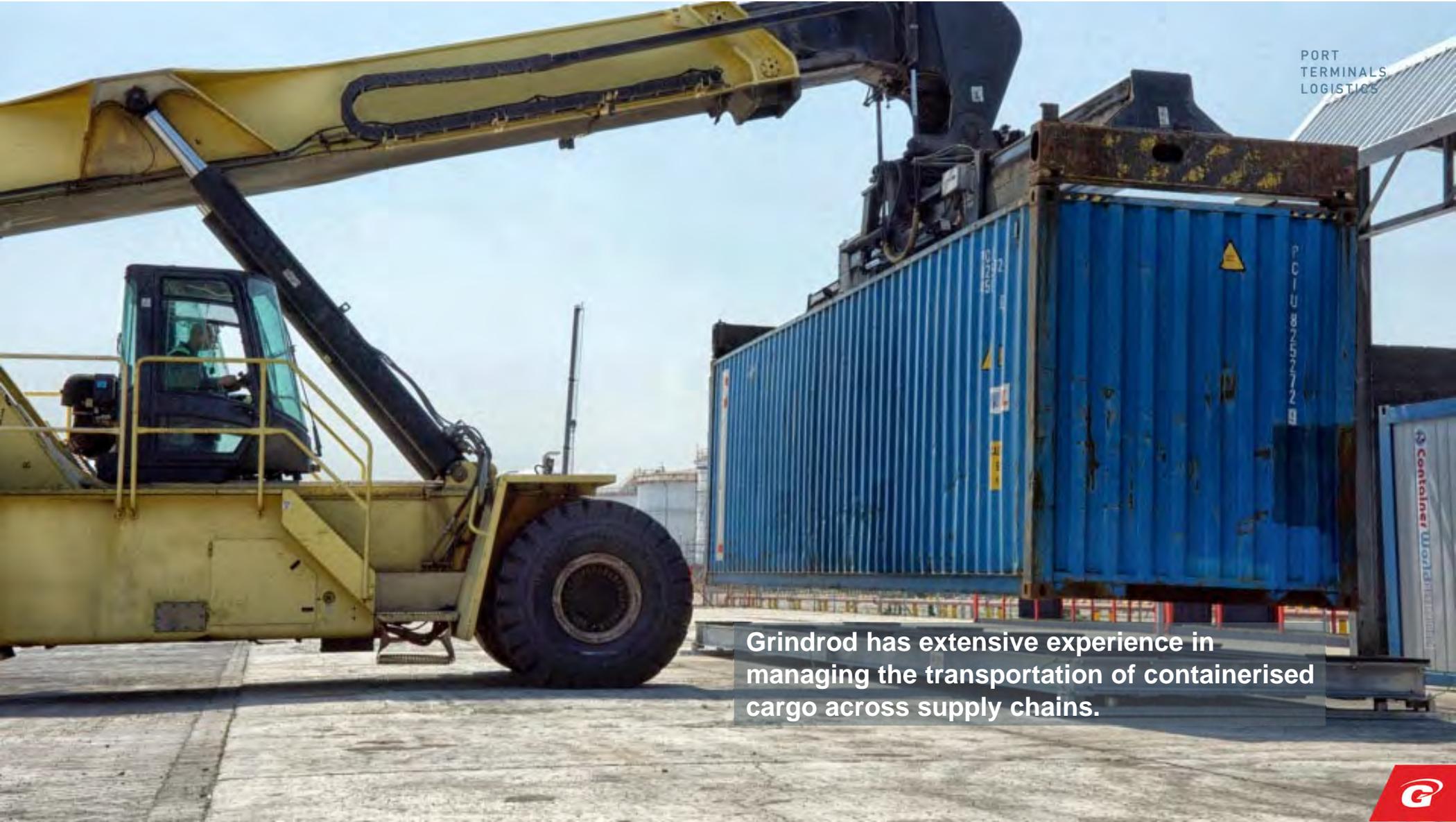
In partnership with specialist stevedoring companies, the aim is to expand services to all ports in South Africa, Namibia and Mozambique.

## LOGISTICS

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We offer tailored logistics solutions across the supply chain, for the efficient, end-to-end delivery of diversified cargo connecting inland corridors to the ports and on to global markets. Grindrod's long standing strategic relationships and joint ventures have created an extensive network that provides a worldwide presence, specialised skills and exceptional services.





Grindrod has extensive experience in managing the transportation of containerised cargo across supply chains.





## Intermodal

**Intermodal provides containerised cargo and cargo-handling services, with its South African and Mozambique-based warehouses and depots.**

### GRINDROD INTERMODAL

Upgraded terminals, redesigned processes and a footprint across Southern Africa, firmly positions the business as a market leader in container services, warehousing and transport.



### Container depot services

Storage and handling of empty marine containers

Mechanical and structural container repairs done to industry standards

Cold treatment preparation for reefer containers

Warranty repairs on reefer equipment

Washing and cleaning of containers

Empty container transport

Gassing of containers

CA preparations – STERI preparations

Port monitoring / on-board monitoring

Reefer call out services

Parts sales

Bonded and duty paid warehousing

### Our warehousing and distribution solutions include cross dock and bonded warehousing

Containerisation of bulk commodities (minerals)

Empty and full container depots

Sales of gensets to the reefer market

Container packing and unpacking

Cargo handling

Storage and distribution

Customs services



## JOHANNESBURG

Warehousing and open storage for mining minerals and project cargo. Private rail siding connecting Gauteng to the world.

## PORT ELIZABETH

The terminal interfaces with the port of Port Elizabeth and Coega. Services include the handling of empty and full general, refrigerated and tank containers, specialising in refrigerated cargo as well as transportation, general depot and warehousing.

## CAPE TOWN

This terminal handles a wide variety of commodities through the warehouse and plays a significant role in the refrigerated food export market. Full reefer and dry container staging.

## DURBAN

Warehousing and open storage for mining minerals and project cargo. Offers full and empty container staging and handles mechanical repairs to all reefer containers as well as structural repairs.

Provides empty container storage and handling services as well as empty container upgrades (A-Grade preparations). Local and long distance container transport.



## MAPUTO PORT

Maputo Intermodal Container Depot (MICD), a bonded intermodal container depot, jointly operated by Grindrod and DP World, providing mineral and cargo stuffing and destuffing and short-term storage, with a total footprint of approximately 49 000m<sup>2</sup>, including 8 000m<sup>2</sup> under roof, and a capacity of 2 300 TEU's.

**MICD holds the concession for all the cargo packed at the port which has been granted until 2043.**

## PALMA

The 3000m<sup>2</sup> facility has been developed to store and manage containerised and break-bulk cargo from the ports in Moçimboa de Praia, Pemba, Nacala, Beira, Maputo and Durban.

## NACALA

Warehouse and container and transport yard facilities.

The Syrah Resources contract initiated the construction of a dedicated Intermodal facility in Nacala in close proximity to the port. The contract is to truck bagged graphite from Syrah's mine in Balama to Nacala Port for export.

The significant investment in infrastructure and equipment, not only facilitates a pit-to-port solution for the Balama logistics project, but also enables Grindrod to offer a transport solution to clients in Mozambique and Malawi by road and rail.





## Cross border and project logistics

**As a leading regional logistics service provider, our commitment is to meet customers' needs with exceptional service that consistently delivers.**

### GRINDROD LOGISTICS AFRICA

Harnessing the capabilities of the group, Grindrod Logistics Africa (GLA) manages projects from start to finish, providing transportation and logistics solutions – from a single shipment to a fully integrated service. We have offices on all major transit corridors in southern Africa.



## Cross border and project logistics

### Our capabilities include

A single point of contact and centralised invoicing  
An expansive network  
Reliable, tailor-made solutions with solution-based delivery  
A full service offering  
Quick adaptability to market demands and changes in the local and legal framework  
Specialist knowledge on all project cargo shipments  
Qualified and professional staff  
An independent cargo broker  
Petroleum import clearances  
Inter Africa customs clearances and customs compliance

Our customers range from major retailers such as Woolworths and Shoprite, manufacturers, project companies, freight forwarders, shipping lines, commodity traders, petroleum, chemical and mining majors, agricultural and automotive customers - 160 selected customers from all industries.

We handle a range of items from petroleum, chocolate, chrome, coal, tyres, building materials, construction equipment, vehicles, fresh produce, food, clothing, relocation of endangered animals, day-old chicks, agricultural products, chemicals, automotive parts, steel and project cargo such as earthmoving equipment and massive steel structures.

As an independent agent we work with a range of stakeholders to deliver the best solution.

**As an independent agent we work with a range of stakeholders to deliver the best solution.**



## Clearing and forwarding

### RÖHLIG-GRINDROD

The integrated service offering at Röhlig-Grindrod consists of freight forwarding, customs brokerage and related logistics solutions. The company is represented in all major trading centres across 5 continents.

Customers are provided with total operational and management control over their shipments through worldwide clearing and forwarding, import, export and project cargo services, by sea, air or land.

An integrated information system ensures complete shipment visibility from order placement to final point of delivery. The management information allows customers to optimise planning and review their overall supply chain performance.



## Ships agency and marine technical services

Sturrock Grindrod Maritime (SGM) offers a wide range of services to the maritime industry in 13 countries in Africa, Asia, the Middle East and Oceania.

### SHIPS AGENCY

Representing ship owners, managers, operators and charterers from around the globe. Long-standing partnerships have been established with highly successful local operations which provide our customers with top-class service, insight and knowledge of local authorities and suppliers.



## MARINE TECHNICAL SERVICES

**Marine technology and servicing** plays a vital role in providing product support, service and repairs, rescue and survival equipment to the marine market.

### Calibration

Providing calibration, servicing and repairs in accordance with ISO 9001:2015 standards and OEM specifications

### Chandling

Supplying provisions and related supplies to the shipping industry

### Fire safety

Sales and servicing of firefighting equipment

SANAS certification for the inspection of transportable, refillable gas containers including approval as a high-pressure test station

### Survival

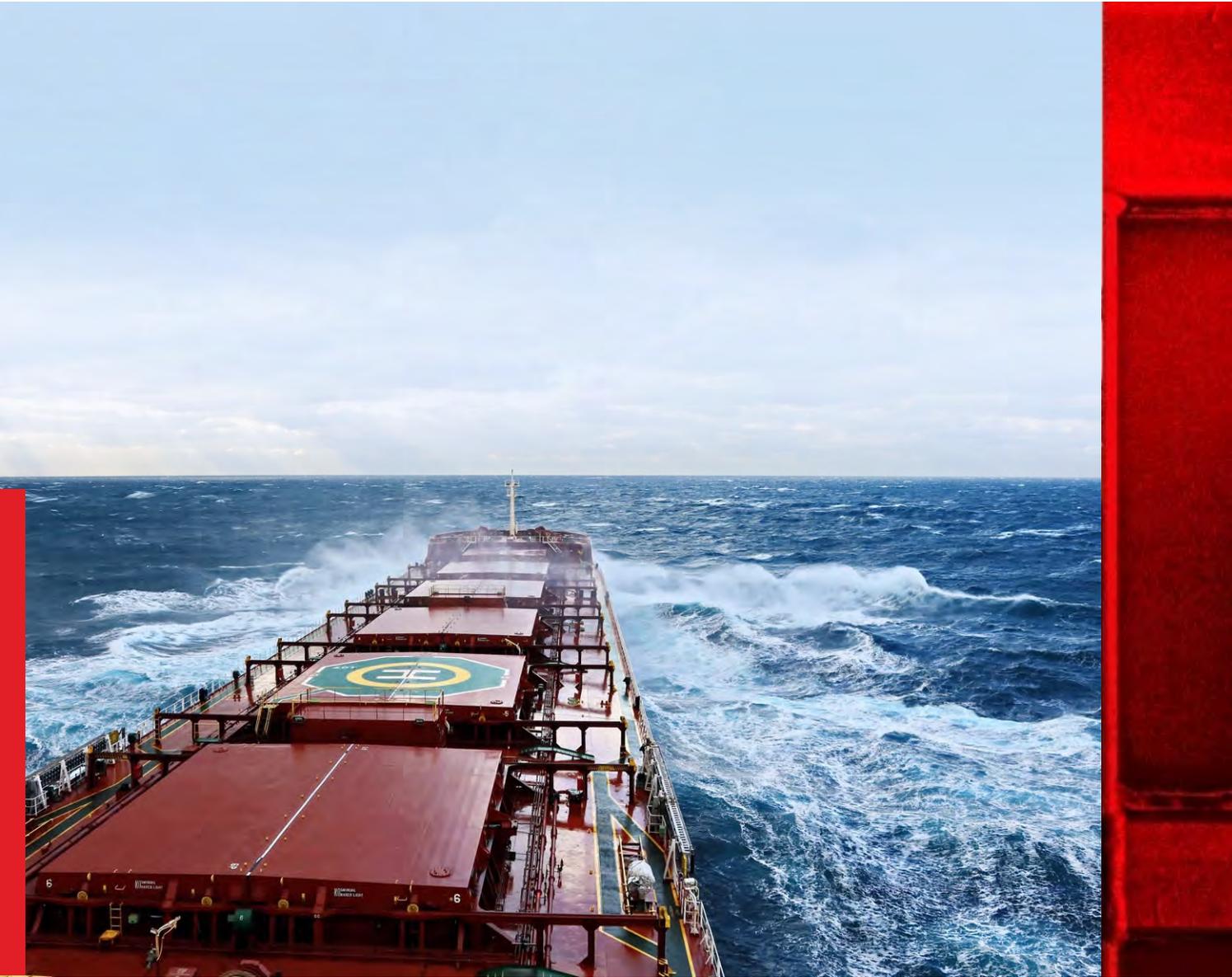
Servicing of lifeboats, rescue boats, Fast Rescue Craft (FRC) and davits for lifeboats, rescue boats and FRC's

Servicing and supplying of life rafts

Sales and servicing of marine safety equipment, immersion suits, lifejackets and electronic equipment

### Technologies

A specialised technical service and procurement division for auxiliary marine systems



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## TRANSPORTATION

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Grindrod is actively driving flows of minerals, agricultural products and project cargo across key southern African trade corridors by road, rail, sea and air.



## Seafreight

We provide a coastal shipping service calling on major ports in South Africa and Namibia. The seafreight operation is supported by Grindrod's multi-purpose terminals in Durban catering for containerised, break-bulk and bulk cargoes, including warehousing and distribution. Our three-vessel network provides a feeder service to international carriers, shipping regional and domestic cargo for Durban, East London, Port Elizabeth, Cape Town, Lüderitz, and Walvis Bay.

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Driven by pride in our craft, a passion for building long-term relationships, and an appetite for continually delivering effective logistics solutions.





## Rail

**Focus on providing improved efficiencies through its experience in coordinating logistics, managing railway operations and providing cost efficient rolling stock leasing solutions.**

### **Rolling stock leasing and finance**

We provide innovative, cost-effective leasing solutions to the African rail and mining sectors. We offer the benefits of our highly competitive debt funding and a fleet of modern, purpose-built locomotives and wagons to release our clients' cash-flow and balance sheet capacity for their core businesses.

### **Managing railways**

We offer individual models for different markets, but all based on providing the services that our clients and partners want; – from whole concession management by the Beitbridge Bulawayo Railway Company in Zimbabwe to the operation of heavy haul trains in Sierra Leone. Infrastructure management, rolling stock procurement, rolling stock maintenance, train consist optimisation, training, safety management and train control systems are all core competencies.

### RAIL CONSULTANCY SERVICES

#### **Rail freight broking services**

Grindrod Rail Consultancy Services (GRCS) has a dedicated team of brokers with decades of combined experience in the haulage of both mine inputs and mine exports into and out of the Congolese and Zambian Copperbelt.

We simplify things with one price, one invoice and one point of contact for the complete rail logistics movement of cargo. Our expertise is broad, covering copper (metal and concentrates), cobalt concentrates, chrome ore, coal, limestone, clinker, sulphur powder, sulphuric acid, mining chemicals, diesel and petrol, fertiliser, construction materials and general containers.



**Rail consultancy**

Mines rely on our experienced rail managers and engineers to provide a unique combination of independent advice and consultancy on a wide range of logistics solutions, particularly where a combination of road, rail, port handling and seafreight services is required.

**Rolling stock advice and maintenance**

Solid experience in the design, manufacture, maintenance, sourcing and financing of specific fit-for-purpose rolling stock across the Cape gauge network puts GRCS in a league of its own. Our innovatively designed, lightweight flatbed container wagon is a solution for many freight requirements in southern Africa where axle weight limits restrict payloads.



## Road

As part of providing an end-to-end service for our customers, we provide road haulage from point of origin to final destination. With our own fleet of trucks as well as carefully selected independent transporters, we ensure that cargo is delivered across trade corridors in southern Africa. Whether it be standard-sized shipments or out-of gauge, containerised, bulk, temperature-controlled, dangerous or high-value cargo we are able to provide the appropriate cargo transport and trailer.

**We handle full loads shipments, part loads shipments and groupage shipments of any frequency.**





## Air

**When time is of the essence, our responsive air freight division is the answer. Through strong strategic partnerships with reputable airlines, Röhlig-Grindrod secures preferential rates and delivers reliable, cost-effective, flexible solutions.**

Customers can choose from premium, classic or economy to suit their specific air freight needs. Whether airport-to-airport, door-to-door or any multi-modal combination, we deliver worldwide no matter the size, type and frequency of the cargo. Thanks to our extensive global network, our customers' suppliers are always within close range of our offices, minimising extensive transit times.

thank you

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