

FAST MOVING
FORWARD THINKING



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IMPERIAL Logistics Overview

NOVEMBER 2010

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IMPERIAL Holdings: Perspective

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IMPERIAL is a diversified industrial services and retail group.

IMPERIAL operates in South Africa, Africa and Europe with an extensive global reach.

IMPERIAL is listed on the JSE, the Group is run on a decentralised management structure that actively encourages entrepreneurship, innovation and encourages industry specific best practice.

Car Rental & Tourism



Motor Dealerships & Financial Services



Distributorships



IMPERIAL Logistics: Perspective

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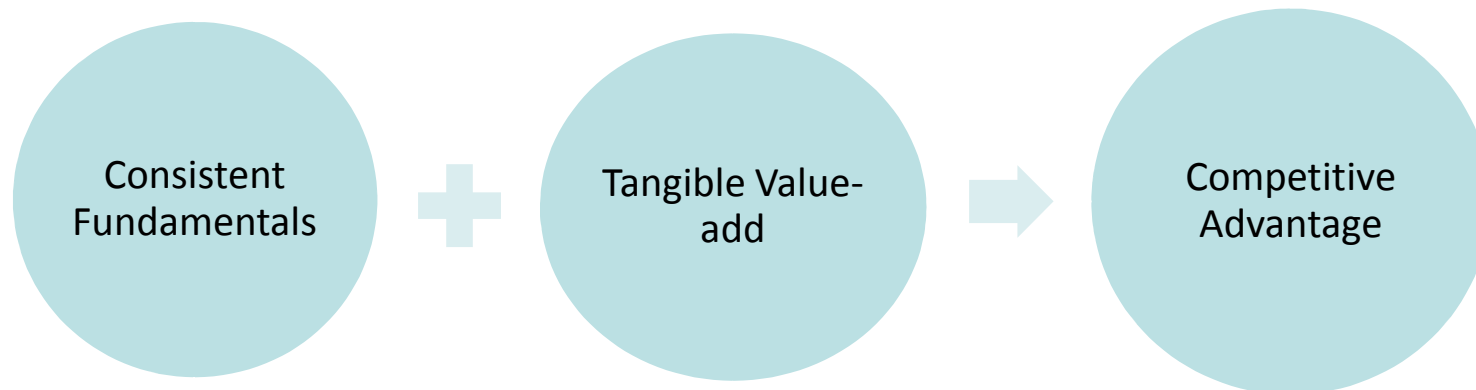


W.P. Transport



IMPERIAL Logistics: Positioning

IMPERIAL Logistics, a division of the IMPERIAL Group is a global logistics and supply chain leader that moves business and industry through innovation, inspiration and foresight.

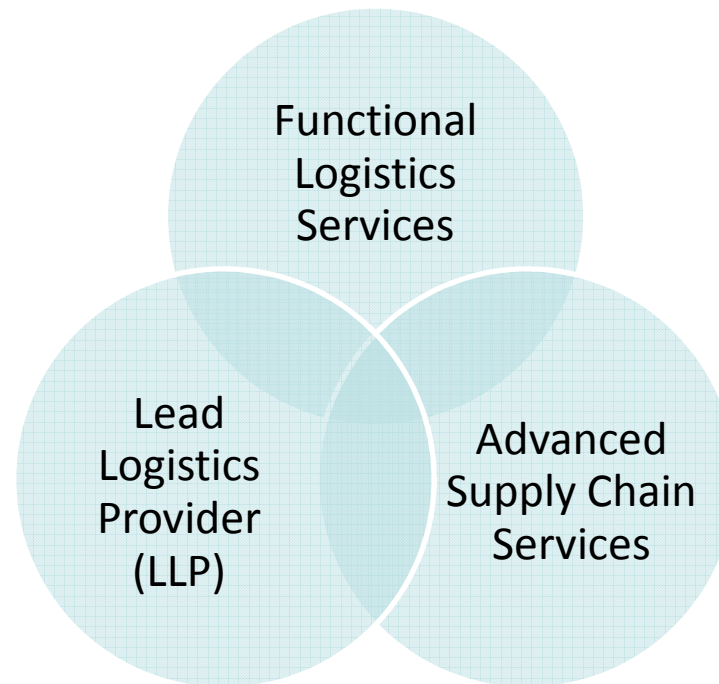


Combining consistent fundamentals and tangible value add, we provide logistics and supply chain management from a single source.







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IMPERIAL Logistics: Services

Through provision of logistics and end-to-end supply chain solutions, the company enables growth of its customers' brands through delivery of process efficiency and effectiveness, people capability and alignment and technology enablement.








IMPERIAL Logistics: Functional Logistics Services

Operating Company		Customers	Services
	Tanker Services	AfriSam, Sasol, Clover, Shell, Afrox, Total, BP, Distell, Tongaat, CI	Transport of specialised products with high HSE specification
	Etosha Transport	Namibian Breweries, Consol	Dedicated warehousing, long-distance transport, focused on return utilisation
	IMPERIAL Cargo	Distell, Consol, Mondi, Goodyear	Long distance transport, dedicated warehousing, delivery services
	Interchain	Massmart	Dedicated quick turnaround cross-border transport
	Freightmax	Zambia Sugar, Hulamin, Sasol	Inter-model transport management and in-port container operations
	Megafreight	Goodyear, Eastern Cape Wiring, BATSA	Customs clearing & forwarding, international sea and airfreight






IMPERIAL Logistics: Functional Logistics Services



Operating Company		Customers	Services
	IMPERIAL Dedicated Contracts	Mittal, Marley, Infraset	Specialised transport equipment focused on construction industry
	IMPERIAL Tipper Resources	Anglo Coal, Exxaro, Consol Glass	Specialised transport equipment focused on mining industry
	IMPERIAL Cargo	Mimosa, BP, RBM, TSB	Cross-border consolidation and transport
	EWC Express	ELS, Exclusive Books, BMG	Break-bulk consolidation and express logistics
	IMPERIAL Logistics Refrigerated Services	Nestlé, QK Meat, Frey's	Temperature controlled long distance and delivery transport services






IMPERIAL Logistics: Lead Logistics Provider



Operating Company		Customers	Services
	IMPERIAL Distribution	Nampak, brandhouse	Inbound logistics, primary transport, secondary transport and reverse logistics
	Fast & Fresh	Woolworths	Long distance trunking, store deliveries, equipment relocation, supplier collections
	TFD Network Africa	Tiger Brands, Adcock, MARS, Heinz, Energiser, KWV	Sales order management, inbound logistics, warehousing, primary transport, secondary distribution, reverse logistics, cash collection
	The Cold Chain	Enterprise, Earlybird, Growers, DairyBelle	Merchandising, sales order management, inventory management, deliveries & returns, cash collection
	Broco Transport Consultants	Nola, McCain, Bokomo, Simba	Inbound logistics and primary transport planning, control and measurement






IMPERIAL Logistics: Lead Logistics Provider




Operating Company		Customers	Services
	Northeast Carriers	Lafarge	Long distance and delivery services, managing sub-contractor base
	IMPERIAL Cargo Solutions	BATSA, Safripol	Warehousing, long distance transport and delivery services
	Freightmax	Shell, Chevron & Sasol Lubricants	Long distance transport, Industry warehousing and delivery services
	Cargo Africa	Dunlop, PG Group, Sasol Polymers	Management of subcontractor base for long distance transport
	Goldfields Logistics	Sappi, Afrox, Sonae Novabord, Pioneer	Inbound logistics, warehousing, primary transport, secondary distribution

IMPERIAL Logistics: Advanced Supply Chain Services



Operating Company		Customers	Services
	Volition Consulting Services	ABSA, SBSA, Sasol, Tiger Brands, Toyota, Woolworths, Exxaro, M&R, PG Group, K-C	Strategy, people, process & technology analyses, design & implementation procurement, planning, inventory & logistics managed services
	e-Logics	Transnet, Amtrak, SANRAL, Media24	Rail and road management systems and maintenance management services
	Pragma	Shell, PPC, Tiger Brands, Public Sector	Asset care centre Engineering logistics management
	Paltrack	Transnet, Capespan, Ceres Fruit Growers	Fruit export tracking and information service, specialised applications
	IMPERIAL Online	AMH, Premier, Regent, Europcar	Internet service provider, IT infrastructure hosting and software application hosting

IMPERIAL Logistics: B-BBEE



MEASURED ENTERPRISE


Company Name	Imperial Logistics A division of Imperial Group (Pty) Ltd
Trade Name	Imperial Logistics A division of Imperial Group (Pty) Ltd
Location	Germiston, Gauteng
Registration Number	1983/009088/07
Vat number	4820195099
Certificate Number	IMP-100607G - REV 2

BEE SCORE PER ELEMENT

Equity Ownership	14.49
Management & Control	5.85
Employment Equity	4.50
Skills Development	7.53
Preferential Procurement	12.90
Enterprise Development	15.00
Socio Economic Development	5.00

BEE STATUS

BEE Procurement Recognition Level	100%
BEE Status	Level Four Contributor
Black Ownership	16.4%
Black Female Ownership	4.1%
Value-Adding Supplier	Yes
Enterprise Development Beneficiary	No
Beneficiary Category	N/A
Applicable Scorecard	Generic Scorecard
Applicable BEE Code	Gazetted Codes 296/17
Verification Date	05 December 2008
Expiry Date	04 December 2009



ABVA
ABVA Full Member
A/N 0065

NERA has assessed and verified the relevant BEE Elements of the above mentioned enterprise. To provide an independent and impartial opinion on the BEE status of the enterprise, based on the Broad Based BEE Codes of Good Practice (Codes 296/2002) as well as any relevant gazetted industry charter scorecard.

We believe that B-BBEE is a strategic imperative

- Future success and sustainability is dependent thereon
- We are committed to transformation and empowerment
- IMPERIAL Logistics will continue to pursue and promote all facets of empowerment in its business
- NERA was appointed as IMPERIAL Logistics' verification agency
- The verified scorecard gives IMPERIAL Logistics a status four contributor (4) level according to the codes
- IMPERIAL Logistics qualifies as a value-adding supplier
- This effectively awards a Procurement Recognition Level of 125% to IMPERIAL Logistics

IMPERIAL Logistics: Environmental Approach

Environmental initiatives implemented by IMPERIAL Logistics

- IMPERIAL Logistics is committed to preserving the environment to reduce emissions of carbon dioxide in order to lessen the threat of global warming
- Carbon Disclosure Project (CDP), submitted CDP6 (May 2008 for CY 2007) and CDP7 (May 2009 for CY 2008)
- Annual State of Logistics survey in conjunction with CSIR and University of Stellenbosch
- Some of 'green' initiatives implemented at Woolworths include:
 - Fuel contains 5% bio-diesel
 - Borehole water
 - Testing of Euro 5 vehicles
 - Bio-degradable detergents
 - 'Green' rated refrigerant gas
 - Liquid Nitrogen refrigerated boxes
 - Nitrogen tyre inflation



IMPERIAL Logistics: Industry Recognition

- 'Best Managed Company of the Year' – May 2010
- Corporate Educator of the Year – 2009 & 2010
- Best Operations Management Education Programme – 2009 & 2010
- Best Transport Operator Award – 2009
- Logistics Achiever Enviro Award – 2009
- Various other Logistics Achiever Awards in 2010:
 - Gold Award with Sappi for Logistics Partnership
 - Silver Award with Sasol Oil for SC Organisation Development
- Other Awards:
 - Gold & Silver PMR Awards – 2009
 - Operations Management Program – 2008 (Volition)
 - Corporate Educator of the Year – 2008
 - Skill Development Award – Minister of Labour Awards 2008
 - National Business Award – Logistics 2008



IMPERIAL Logistics: Closing Facts



- IMPERIAL Logistics is a leading logistics and supply chain management company in southern Africa and Europe.
- IMPERIAL Logistics Fast Facts
 - Revenue > R16.7 bn in 2009/2010 and contributes > 30% of Group Revenue
 - 21 000+ employees
 - Storage capacity > 2 240 000 m² with > 1 500 000 m² covered warehousing
 - 6 000+ owned vehicles; operate and manage approximately 3 000 sub-contractor vehicles
 - Handle and transport more than 110 million tons per annum in South Africa and Europe
 - 419 million kms travelled by our local transport fleet in 2009, 'to the moon and back 545 times'
 - > 229 million litres of diesel consumed
- Through its established European and African presence, IMPERIAL Logistics delivers a global reach, which extends from Europe to southern Africa, India, the USA and Far East. Together with our expansive African footprint, our international reach is a critical factor that enables us to determine the correct operating model and build a compelling business case for each customer.

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THANK YOU