

REGIONAL SPOTLIGHT

# Emerging Markets: Africa



**Panel moderator:**  
**Ian Treder,**  
Logistics Director,  
OMA Group  
West Africa



**Olivier Dirkzwager,**  
Commercial Manager  
West Africa,  
Mammoet



**Amaury Luyckx,**  
Managing Director,  
Polytra



**Liz Whitehouse,**  
Managing Director,  
Africa House

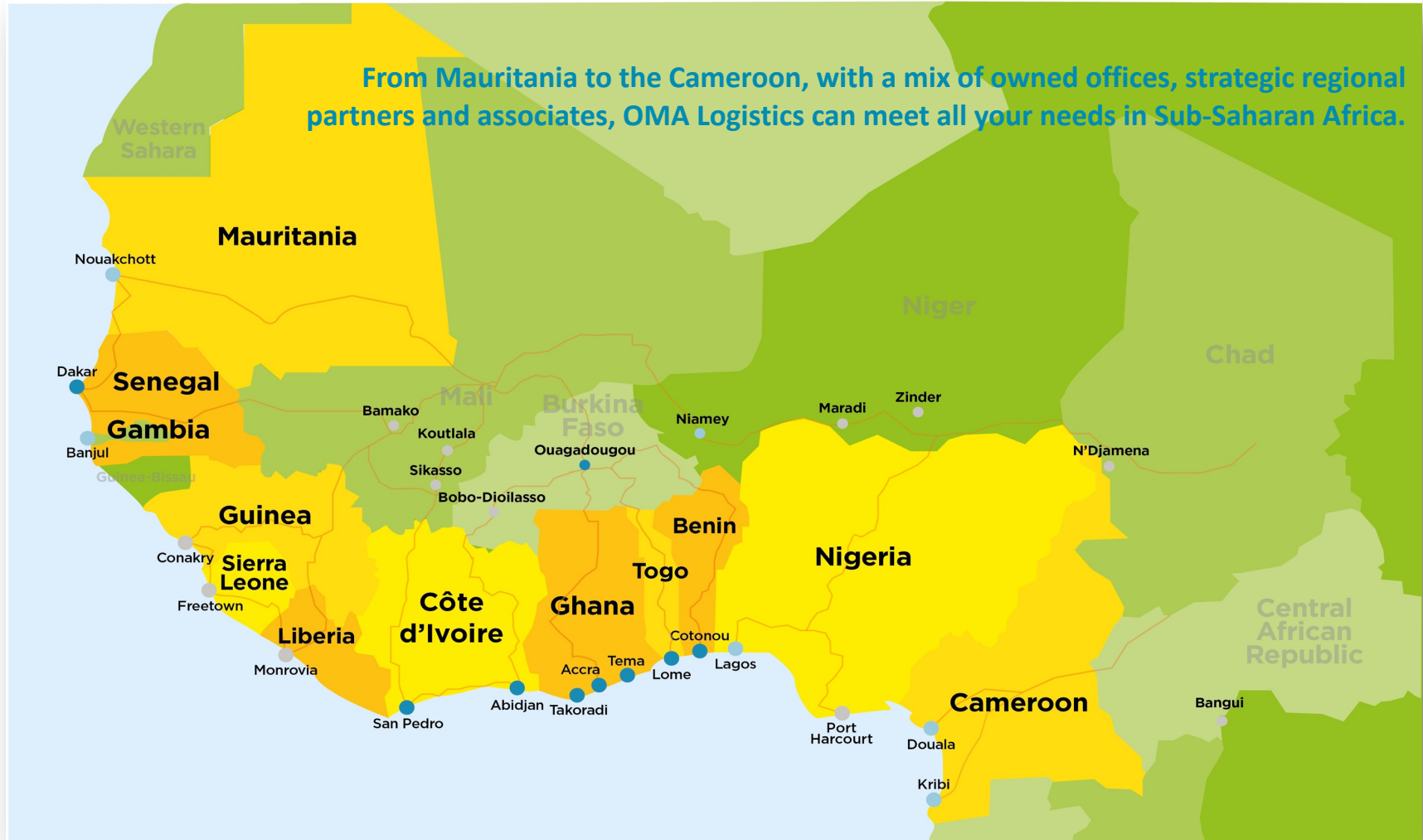


**Seni Edu,**  
Managing Director,  
Xellz Nigeria,  
Managing Director,  
Eko Support Services



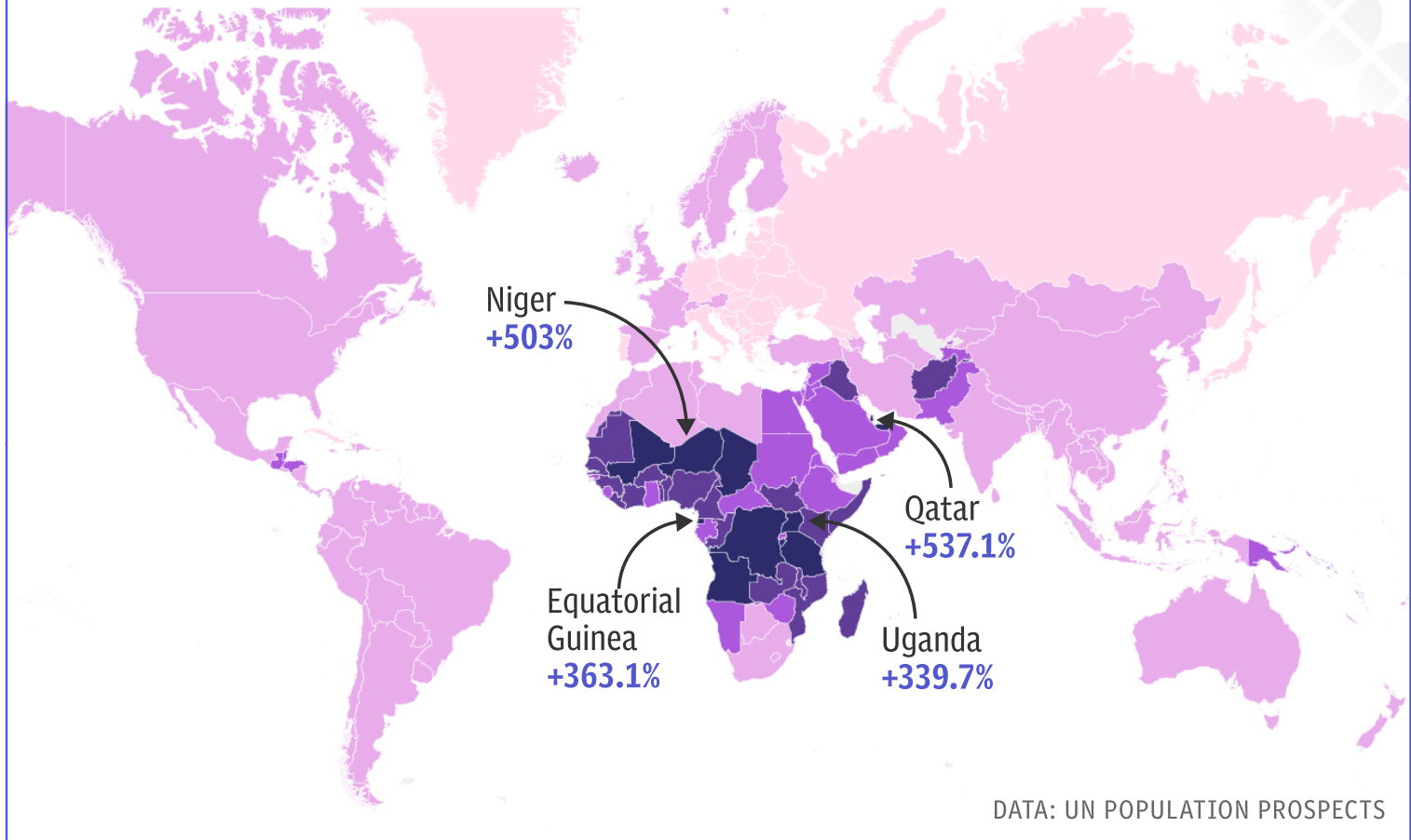
The **OMA Group** comprises independent indigenous limited liability companies in **BENIN | BURKINA FASO | COTE D'IVOIRE | GHANA | SENEGAL | TOGO** as well as strategic regional partners in **CAMEROON | NIGERIA | NIGER | MAURITANIA**

From Mauritania to the Cameroon, with a mix of owned offices, strategic regional partners and associates, OMA Logistics can meet all your needs in Sub-Saharan Africa.



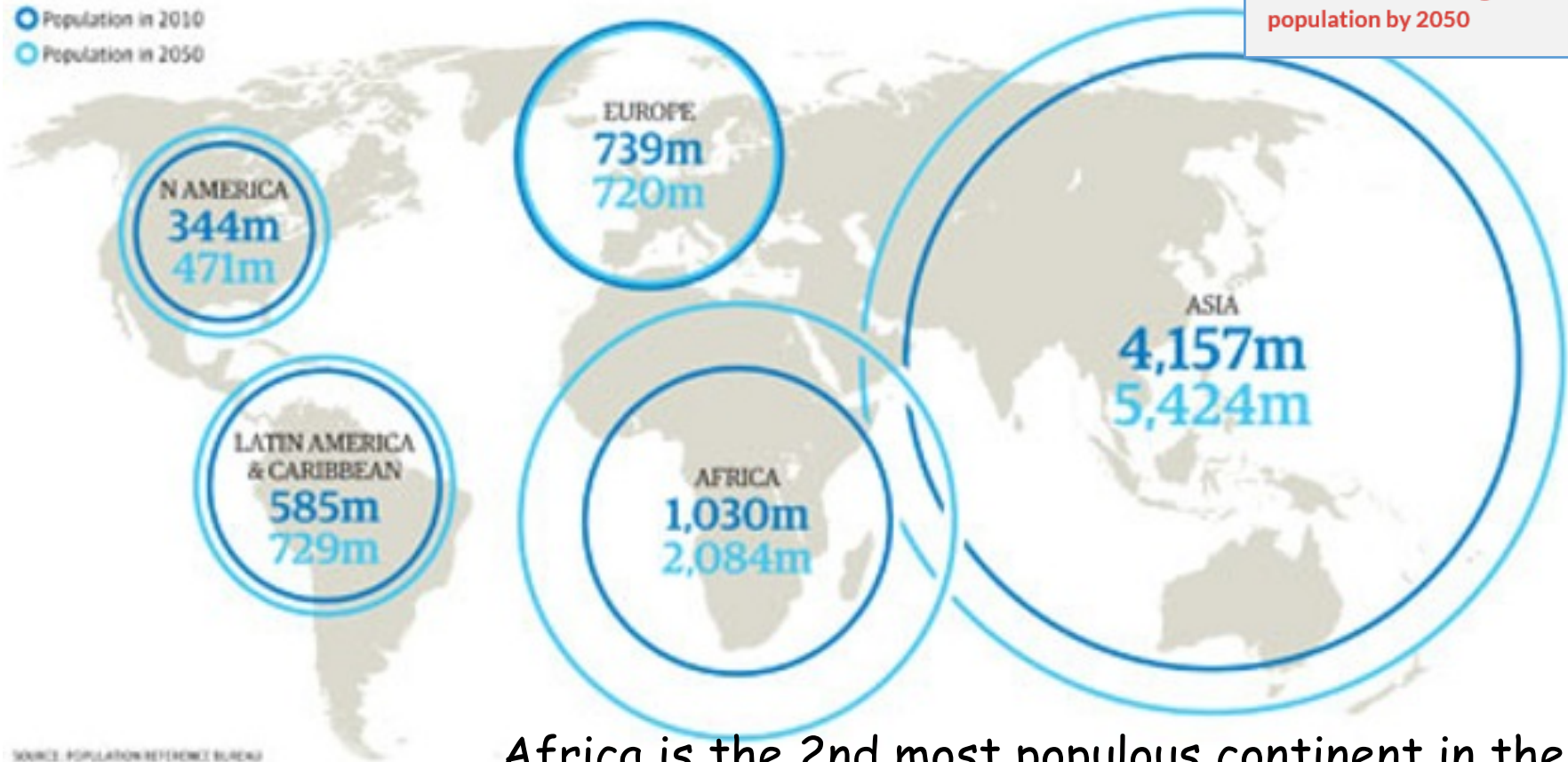
## Estimated population change (2000-2050)

◆ 300%+ ◆ 200-299% ◆ 100-199% ◆ 0-99% ◆ -0% or below ◆ No data



# Why Africa? - Demographic Explosive Growth

● Population in 2010  
● Population in 2050

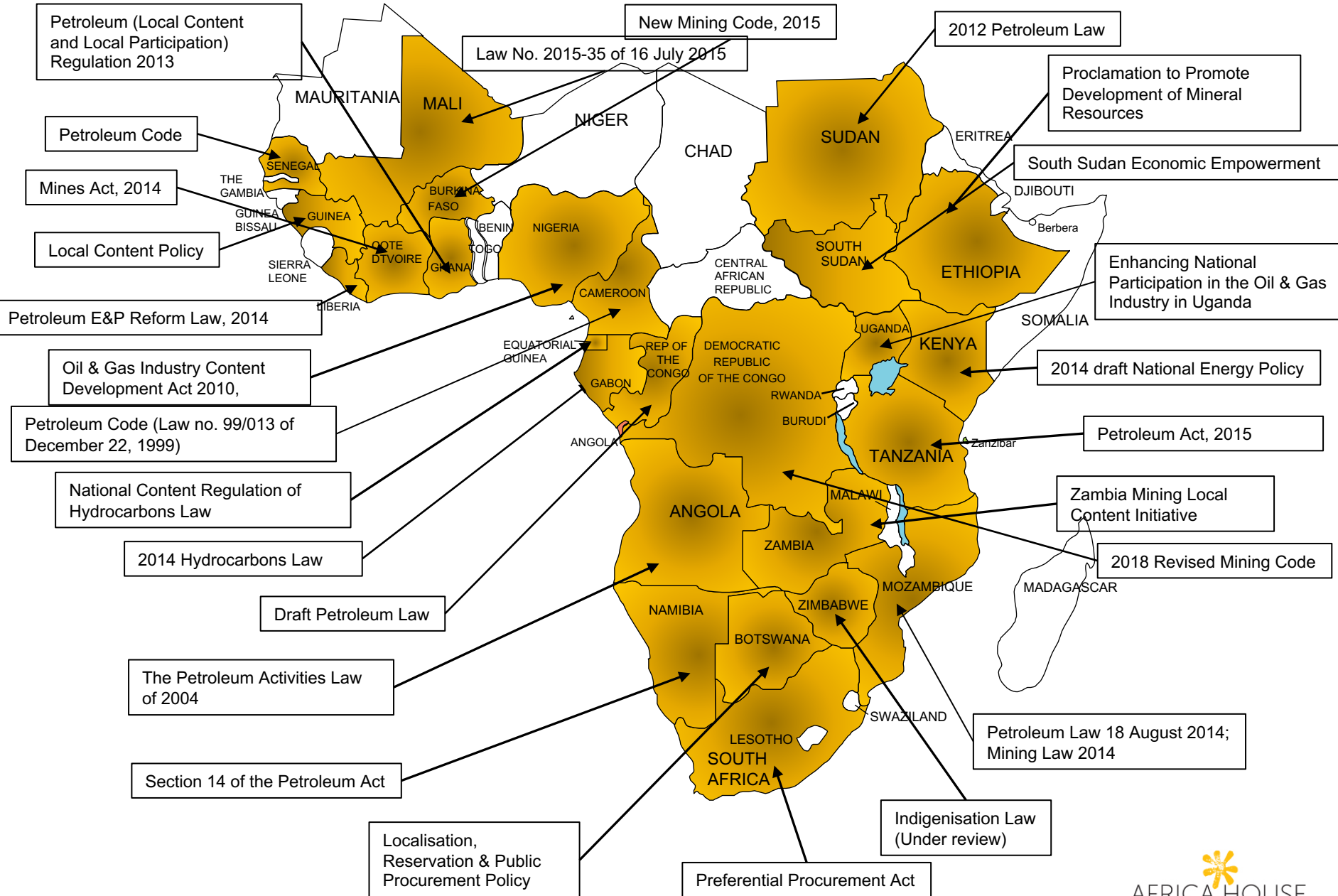


Africa is the 2nd most populous continent in the world with 50% of the population younger than 25 years old.

A young working-age population should boost growth per capita



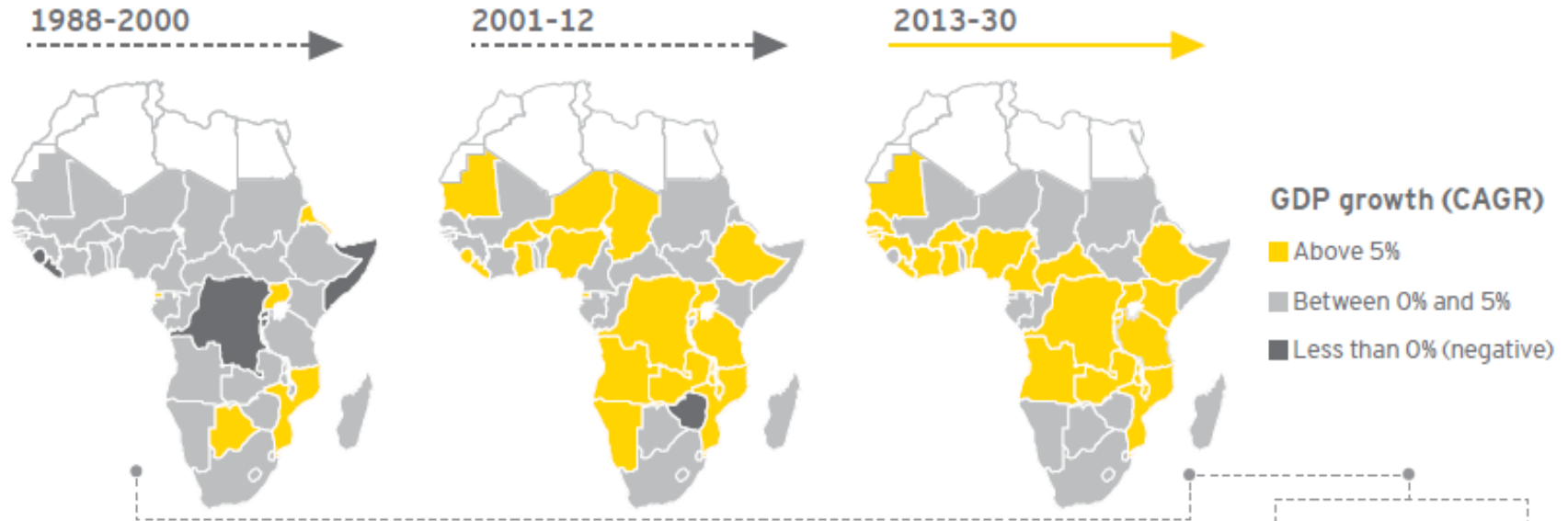
# Countries with Local Content Requirements/Preferential Procurement Laws



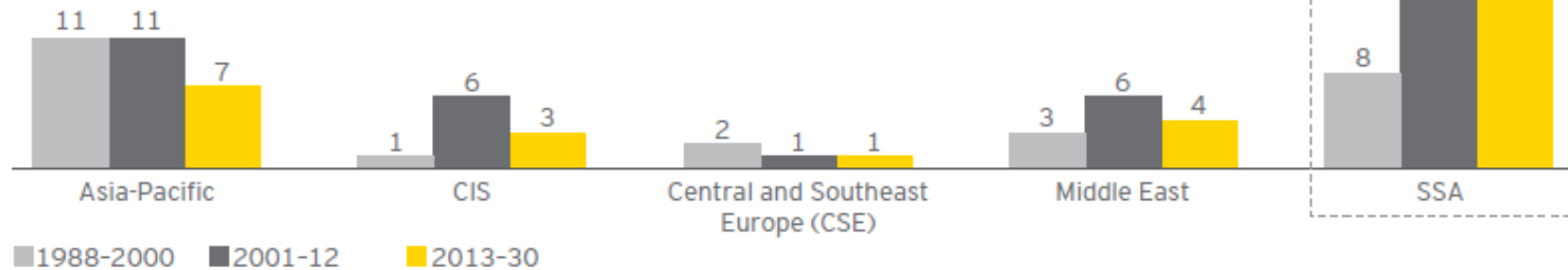
# Why Africa? - Market Opportunities & Economic Growth

The African growth story is real

- Main Market Growth potential for European companies = Tomorrow's Market



Number of economies growing faster than 5% a year



Sources: Oxford Economics database estimates, accessed in August 2014; EY analysis.



# Regional Logistics Linkages: Current and Planned

Reopening of Assab and Massawa ports and roads a priority for Ethiopia: key trade routes for northern cities

\$13bn being spent on Djibouti ports

New Port in Eritrea?

China's Belt and Road Initiative looking to open Central Africa to trade and investment – from Djibouti/Ethiopia

\$442m DP World Port Concession at Berbera

US\$300m Berbera Road Corridor

Mogadishu – over 7,000 TEU per month

Hub	
Development Node	

Lamu – developing hub; alternative for trade for Ethiopia, S. Sudan, N. Uganda.

Mombasa – only major port in Kenya at present

Tanga – upgrade for oil exports from Uganda – industrial hub?

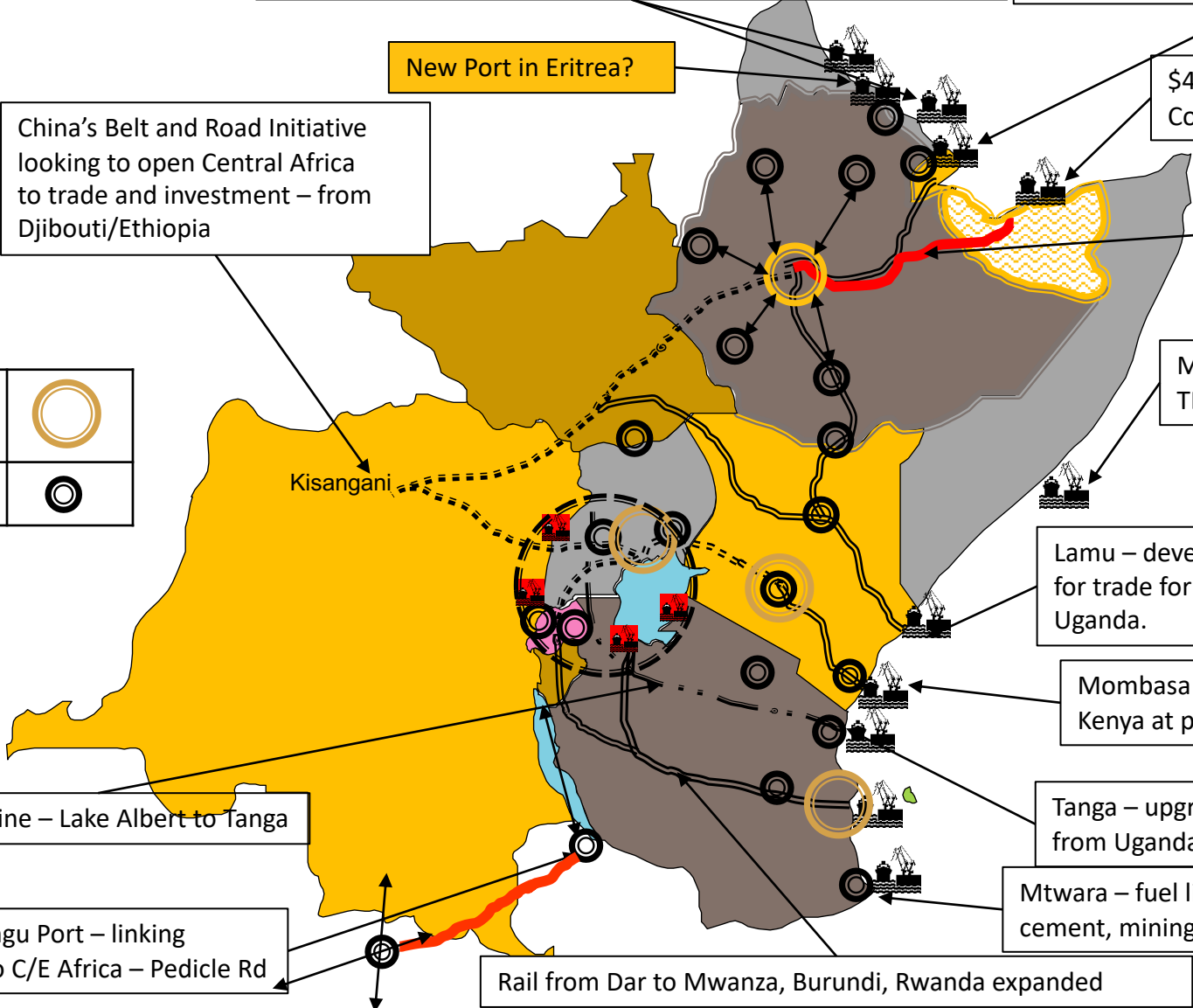
Mtwara – fuel licence; gas, cement, mining

Oil Pipeline – Lake Albert to Tanga

Rail from Dar to Mwanza, Burundi, Rwanda expanded

Mpulungu Port – linking SADC to C/E Africa – Pedicle Rd

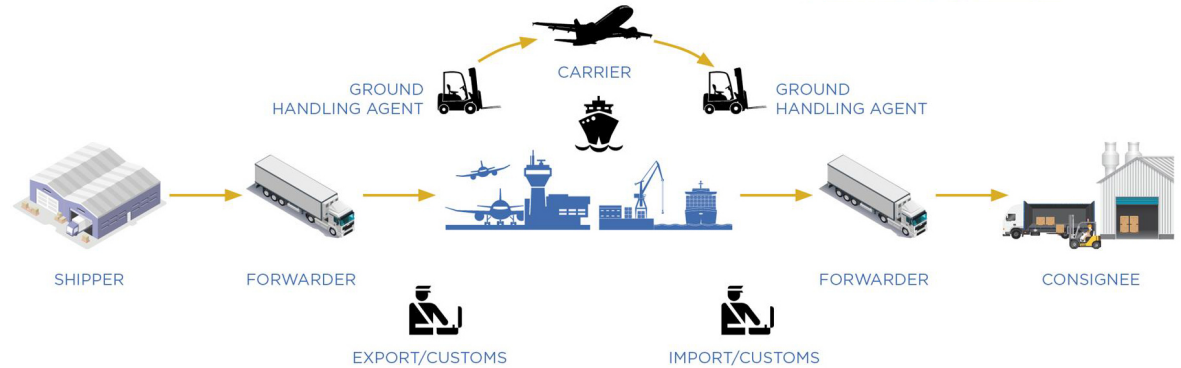
Kisangani







# What we do



OMA Logistics works as your business facilitator in West Africa. We give you the tools and detailed information you need to make the supply chain logistics process easy to navigate, whichever industry you work in, wherever in the world.

## Our services

- Forwarding – air & sea freight
- Customs clearance
- Multimodal transport
- Project cargo handling
- LCL deconsolidation
- Offshore logistics and ship-to-shore
- Warehousing – bonded & non-bonded

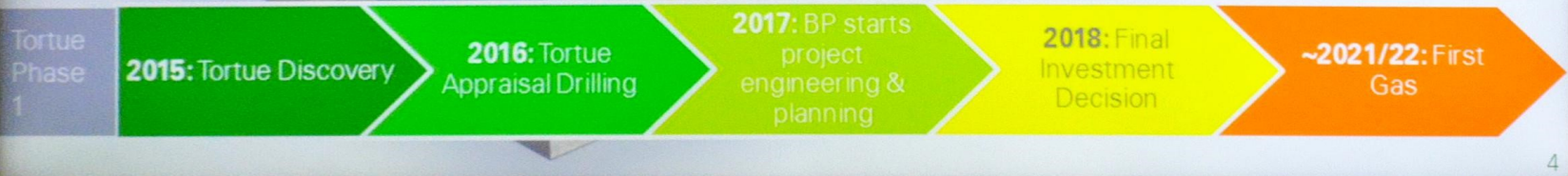
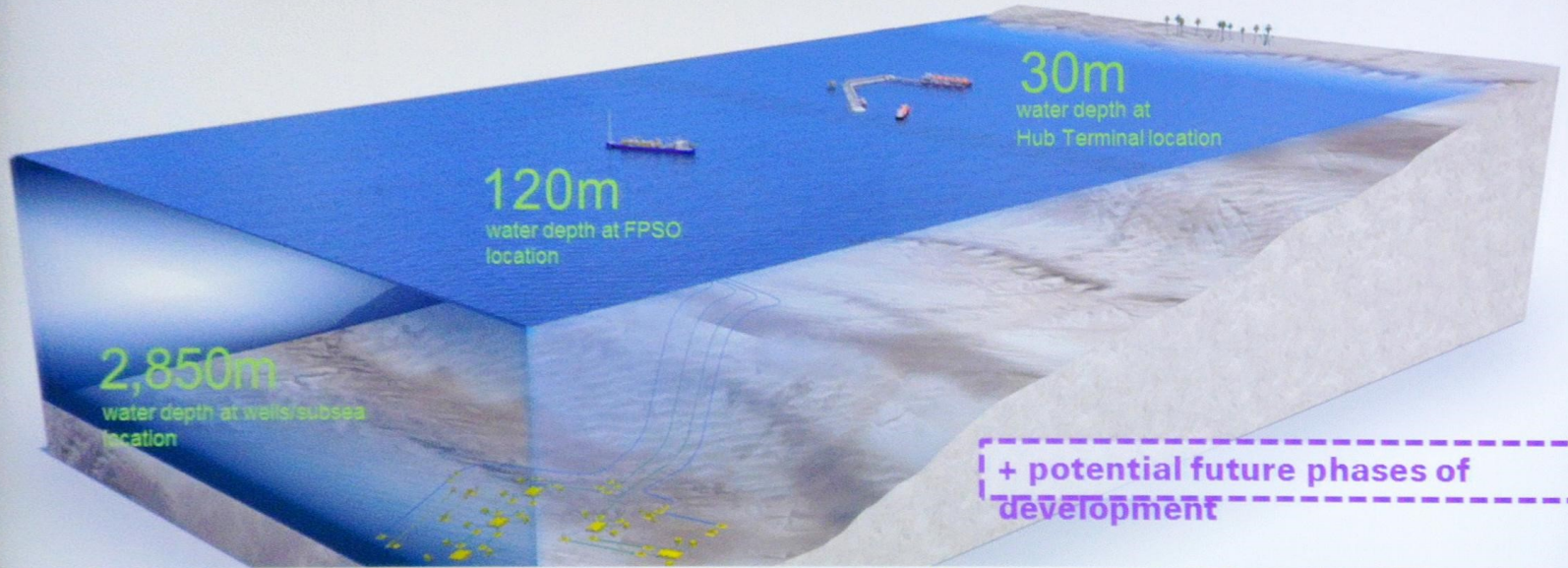
## We offer solutions for


- Mining logistics
- Oil & Gas logistics
- Energy & Infrastructure
- Project cargo
- Exhibition goods
- Commercial cargo
- Temporary imports
- Vessel Owners - husbandry



## Tortue project – overview

bp



A photograph of an offshore oil rig at sea. The rig is a complex structure of white and yellow metal, with a prominent red and white tower. It is connected to a large black and red vessel by thick black mooring chains. The scene is set against a blue sky with a bright sun in the upper left and a dark blue sea below. The text "capable of managing condensate" is overlaid in white on the rig's structure.

capable of managing condensate