



Nectar ®



Bulk Handling • Bagging Solutions • Terminal Management • Equipment Management • Consultancy • Monetization

Operations in 150 Locations in 75 Countries

Country	Location		Country	Location		Country	Location	
EUROPE			ASIA			Guinea-Bissau		
Albania	Durres		Afghanistan	Termez		Ivory Coast	Abidjan	
England	Bridgewater		Australia	Geelong		Liberia	Monrovia	
Georgia	Batumi		China	Zhanjiang		Mauritania	Nouakchott	
Italy	Livorno		India	Haldia/Calcutta		Nigeria	Calabar	
Romania	Constanza			Dharamtar			Lagos	
Russia	Novgorod		Indonesia	Jakarta			Port Harcourt -	
	Solikamsk		DPR Korea	Chongjin			Old Port	
	Vladivostok			Hungnam			Port Harcourt -	
Spain	Valencia		Korea	Nampo			Onne	
Ukraine	Mariupol			Kunsan			Ogoja	
	Yuzhny			Masan			Jahun	
			Malaysia	Pusan			Jos	
				Port Klang		Senegal	Dakar	
MIDDLE EAST				Lumut		Sierra Leone	Freetown	
Iran	Bander Abbas			Erdenet		Togo	Lome	
	Bander Khomeini		Mongolia	Yangon				
Iraq	Umm Qasr		Myanmar	Gwadar		NORTH AMERICA		
Jordan	Aqaba		Pakistan	Karachi		USA		
Kuwait	Shuwaikh			Port Qasim			Mississippi	
	Shuaibah		Philippines	Cebu		CENTRAL AMERICA		
Lebanon	Beirut			Manila		Cuba		
Saudi Arabia	Jeddah		Sri Lanka	Subic Bay			AGL	
	Yanbu			Colombo			Antilla	
Syria	Homs		Turkmenistan	Turkmenabad			Boqueron	
	Tartous		Uzbekistan	Almalyk			Carupano	
Turkey	Antalya			Samarkand			Cienfuegos	
	Iskenderun		Vietnam	Ho Chi Minh			Haiphong	
	Istanbul						Mariel	
	Izmir (Nemrut)		EAST AFRICA				Matanzas	
	Mersin		Djibouti	Djibouti			Neuvitas	
Yemen	Aden		Eritrea	Assab			Palo Alto	
	Hodeidah			Massawa			Santiago De Cuba	
	Mukallah		Kenya	Mombasa			Vita	
U.A.E	Dubai		Madagascar	Tamatave			Barahona	
	Jebel Ali		Mozambique	Beira			La Romana	
	Sharjah			Maputo			Rio Haina	
	Fujairah		Somalia	Nacala			Puerto Quetzal	
NORTH AFRICA				Berbera			Port Au Prince	
Algeria	Algiers			Mogadishu			Cap Haitien	
	Bejaia			Port Sudan			Puerto Cortes	
	Djen Djen			Arusha			Coatzacoalcas	
	Oran			Dar es Salaam			Manzanillo	
Libya	Benghazi			Mbeya			Topolobampo	
	Misurata			Tanga			Veracruz	
	Tripoli		Zimbabwe	Zanzibar				
	Casablanca			Beitbridge				
	Jorf Lasfar			Gweru				
	Bizerte			Harare				
	Gabes							
SOUTH AFRICA			WEST AFRICA			SOUTH AMERICA		
South Africa	Durban		Angola	Lobito		Colombia	Barranquilla	
	Port Elizabeth			Luanda			Turbo	
				Namibe			Guayaquil	
				Cotonou			Manta	
			Benin	Douala		Ecuador	Georgetown	
			Cameroon	Mindelo			Paita	
			Cape Verde	Praia		Guyana	Paramaribo	
				Banjul		Peru	Guanta	
			The Gambia	Tema		Suriname	Puerto Cabello	
			Ghana	Takoradi		Venezuela		

Locations printed in Blue - Standard Quayside Operation

- Non-Quayside Bagging operation
- Bulk discharge / expediting

- Terminal management
- Trucking and warehouse management

Nectar Group - Our Heritage

Introduction

Nectar Group provides innovative solutions and high-quality services for the handling of bulk commodities worldwide. Our market leading products and services transform supply chains by creating efficiencies that enable clients to ensure:

- Maximum return on investment
- Minimal wastage and
- Optimal speeds

Nectar Group has developed a strong international client base by successfully fulfilling high expectations and living up to our strong reputation for completing operations in an efficient and timely manner, even under the most challenging of circumstances. The secret to this success is the result of our excellent fleet of equipment and a totally dedicated and inspired management team supported by our skilled and loyal technical field teams and international partners.

Transforming the handling of bulk cargoes

Since we were established in 1972, Nectar Group has earned a worldwide reputation for safe handling of bulk cargoes. Mopak™, the first generation of Nectar mobile bagging equipment especially designed to work alongside a vessel on a quayside, transformed how cargoes were handled in developing countries. It helped open up whole new markets by enabling cost efficient bulk shipments. Since then Nectar has continued to develop innovative bagging equipment, including the Compac™ and Impac™ products and today offers a wide range of value-added solutions for handling bulk cargoes.



Nectar Group Today

We handle over 7 million tonnes of cargo each year and employ over 300 people around the world. We have operated in 150 different locations in 75 countries and our fleet now consists of more than 100 bagging plants alongside all other equipment.

The services we offer include:

- Bagging Services
- Equipment Sales and Aftersales Service
- Bulk Cargo Handling
- Port Equipment Management and Maintenance
- Bulk Terminal Operation and Management
- Consultancy
- Turnkey Project Management
- Monetization Solutions



Nectar started its journey providing innovative solutions to extraordinary cargo projects in the early 1970's before it revolutionised the bulk handling industry with its first mobile bagging systems.

Bulk Handling - Tailor Made Services

Nectar offer a variety of tailor-made bulk handling services to our clients to handle a range of bulk cargoes.

Our services include:

- Bulk discharge of cargo from ships utilising grabs, hoppers and other necessary ancillary equipment to client's transport or transfer to storage
- Bulk handling of commodities to and from storage for stacking and/or reloading on to transport for further distribution
- Transshipment of cargoes from ship to ship or lightening of cargoes from ship to barges alongside or at anchorage

Nectar can take on varying degrees of responsibility in carrying out the above services, which include:

- Full responsibility for discharge and delivery of cargo to client's transport or storage including the stevedoring
- Transport of the cargo to client's premises and tallying services
- Warehouse management services for delivery outtake control and handling of the commodity within a warehouse such as bagging.
- Assist in minimising turnaround time of the vessel in the port (expediting) by utilising our local knowledge and contacts. This provides peace of mind to clients who own and operate the vessels but may not be familiar with a particular port

The delivery of these services is flexible. We offer a variety of packages including partnerships and joint ventures and, in the majority of cases, we include a performance guarantee.

Over the years, Nectar have accumulated local knowledge and expertise in various challenging locations that helps to ensure the operation goes smoothly.



Bagging Solutions - Performance Guaranteed

The Compac & Impac Range of Bagging Equipment

At Nectar Group we are able to offer the world's most advanced mobile bagging systems which can be utilised in almost all conditions and environments. The high-quality and easy-to-use systems expedite the bagging process with minimal wastage and with maximum speed and accuracy to ensure that the overall supply chain is as efficient and cost effective as possible.

Our equipment, which is designed to ISO standards can be transported by truck, rail or ship and can also be utilised and tailored for use at inland locations such as warehouses and silos with great ease.

Managed Services

All of our bagging services are fully managed to meet your exact requirements. We are so confident in our equipment, personnel and our high standards that when using our managed services, we offer customers a performance guarantee securing a daily speed and guaranteed accuracy on weights. Our services are efficient and fast, designed to save money and minimise both exposure and cargo losses to the point of delivery.

The main features of Nectar's bagging services include:

- Tailor-made bagging & logistics solutions
- Accurate weights +/- 0.5%
- Dutch Weights and Measures Certified
- Guaranteed performance
- 140 metric tonnes per hour design capacity per bagging unit
- Global coverage
- Ideal for free-flowing cargoes including fertilisers, pulses, grains, rice, sugar etc

Advantages of Bagging at Destination

- Less Handling of Bags
- Direct delivery
- Reduced risk of cargo damage or loss
- Lower transportation and handling costs
- Reduced risk of demurrage
- High discharge speeds
- Flexibility for onward transportation
- Technology and Skills transfer to Local Labour

Case study: Bagging Services – Adding Value

A recent bagging assignment undertaken by Nectar Group involved the discharge and bagging of 12,000 tonnes of Rice in West Africa.

We were responsible for handling the bulk discharge of the cargo, bagging into 50kg and 25kg bags and loading on to the client's trucks. We coordinated with the supplier of the cargo, the ships agent, and provided on-site monitoring and daily reporting for the vessel's discharging operations and post-operation follow up with all parties.

Our involvement produced an impressive reduction in damages and losses saving our client over US\$150,000 in costs. Our expertise ensured that the whole process ran smoothly from beginning to end and paved the way for the client to reduce operating and insurance costs substantially on future shipments.

At Nectar Group we always aim to exceed our client's expectations and we pride ourselves on our ability to offer clients a professional service at competitive rates.

Clients have reported 70% reduction in cargo losses when cargo is shipped in bulk rather than pre bagged.



Bulk Terminal Management

- Guaranteed Operational Performance

Nectar Group provides customised Bulk Terminal Management services which are founded on our extensive experience of managing thousands of bulk operations over the last 40 years. This experience includes not only a vast range of commodities that are difficult to handle, but also working in challenging locations where local knowledge has ensured a smooth operation.

Nectar have a proven track record of making projects work in difficult locations by combining our technical and operational expertise with local knowhow in a port or a region. We maintain strict safety standards and observe good environmental practice for the benefit of all stakeholders.

Nectar structure our terminal management services to meet specific requirements. These can include all or some of the following areas:

- Operation of entire facility from taking delivery of the commodity, loading on board or discharge from vessels
- Pro-active management of the facility including continuous monitoring of processes involved and implementing any necessary improvements
- Maintenance of all terminal equipment in accordance with standard practices
- Terminal equipment management and procurement activities to support optimum running of the facility
- Interaction with other stakeholders and clients including tailor made reporting of activities to facilitate maximum efficiency
- Managing, monitoring and guaranteeing agreed KPI's across the facility

Nectar's Bulk Terminal Management services are supported by our Consultancy Services, enabling us to contribute to the success of any project from the design stage up to completion. We provide expert advice on various aspects of developments including planning, design, procurement and commissioning of equipment. This ensures that the facility has the best chance of success right from the start.



Bulk Terminal Management

- Guaranteed Operational Performance

Case study: Coal Terminal Management

Nectar Group has been active in Mozambique ports since the 1980's. Over the years, Nectar has worked in close co-operation with the Mozambique Port Authorities and port Concessionaire companies. In addition to various services that Nectar is already providing, the Group has also been appointed to operate and maintain the coal export terminal. The project involves the building of a new terminal on the site of an old installation which was used many years ago.

Together with the concessionaire company, Nectar has been involved in providing assistance during the construction of the coal terminal in relation to various areas including operational and technical management issues.

In managing the coal terminal, Nectar is responsible for all of the activities within the terminal from unloading of coal from the trains up to loading of the vessels including maintenance of all terminal equipment. The coal is transported by train from the mining area to the port which is approximately 575 km away. On reaching the Port, the coal is offloaded by excavators and transferred on to a conveyor system and stacked on to the stockpile by a stacker. The terminal has 300,000 mt stacking capacity. Reclaiming of the coal is carried out by a fleet of front end loaders utilising hoppers and conveyor systems transferring the coal to two ship loaders on the quayside. The terminal has a design throughput capacity of 5 million tonnes per year and has a vessel loading capacity of 2,400 metric tons per hour.

With Nectar's highly skilled and dedicated technical and management team, the Group has successfully exceeded its performance targets since the terminal started operating in 2011. The facility now includes a modern terminal management system and one of the most advanced water treatment systems in Mozambique which is used for dust control during the operation. In addition to this, Nectar has also formed a local company employing and training around 180 personnel to international standards.

The service provided by Nectar as the Terminal Operator has the same quality assurance and performance guarantees as other activities of the Group.



Equipment Management - Tailor-Made Services

Nectar owns, manages and maintains a variety of cargo handling equipment including:

- Mechanical and remote controlled grabs
- Fixed and mobile bulk cargo conveying systems
- Mobile bagging equipment
- A range of bulk hoppers
- Mobile harbour cranes
- STS (Ship to Shore) cranes
- Mobile pneumatic dischargers
- Front end loaders and excavators
- Mobile trimming equipment

We normally work on the basis of partnership and joint venture for managing third party equipment.

We ensure that the equipment is always working to its maximum potential and that the operatives are well trained and safety conscious.

A local Nectar team works with the client's representatives to ensure equipment is always maintained in accordance with manufacturer's specifications and ready to perform to an agreed schedule. With Nectar you can rest assured that the highest level of care has been taken to maximise output.

Transfer of knowledge is an essential part of our service portfolio. Nectar employ and train local personnel as well as devising a training schedule for customers' staff as required. Our trained technicians are constantly on call to answer any questions or resolve any issues that you may have in regards to the running and maintenance of the machinery.

Health and safety, especially within a port environment, is our utmost concern and our specialised team is always on hand to make sure that our rigorous procedures are adhered to at every stage of the process, ensuring minimal risk and maximum working time.

Over the last 40 years, we have successfully worked in 75 countries around the world. As experts in the entire logistical chain from vessel to end user, we are superbly positioned to produce solutions that deliver a smooth process and remove the worry of high costs related to breakdowns and poorly operated equipment.

Nectar have the experience and expertise to handle your operations with a high level of efficiency and professionalism.



Consultancy Services - Delivering Solutions with Expert Knowledge and Local Knowhow

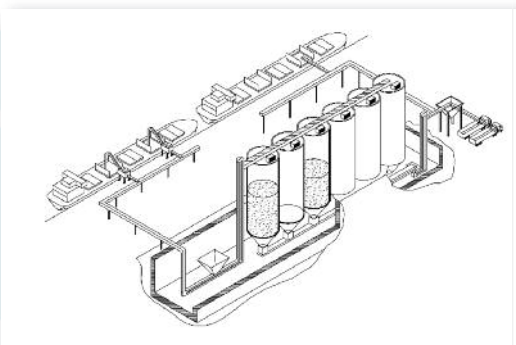
The scope of projects Nectar cover ranges from providing improvements to existing bulk handling equipment and facilities to the development of brand new sites. We listen to your needs and effectively combine technical and operational expertise with our specific local or regional knowledge. We provide solutions which are practical and which you can implement with confidence.

As an independent service provider with experience and extensive knowledge of manufacturers and suppliers in the market, we provide you with peace of mind throughout the different stages of the project.

Nectar can manage your entire project development process, including feasibility, design, engineering, manufacturing, installation and commissioning. We bring in hands-on operational and technical expertise to such projects during feasibility analysis, providing you with realistic options to assist in your decision-making process.

We have extensive consultancy project experience including:

- Capacity improvement of existing bulk handling equipment and facilities
- Development of new bulk handling facilities and terminals
- Selection of bulk handling equipment to suit specific projects
- Design and provision of mobile and fixed bagging equipment solutions
- Integration of bulk handling, conveying and bagging installations
- Provision of bulk material handling systems covering solutions from ship to shore-side storage and handling facilities



Consultancy services also include project management for new equipment procurement projects. This involves all aspects of a successful procurement process including identifying needs of the client up to commissioning of the equipment on site.

A typical equipment procurement project includes:

- Identifying customer requirements
- Preparing technical and design parameters for the equipment considering commercial factors and local circumstances
- Preparation of tender documents and independent management of tender process in liaison with the client
- Provision of technical expertise to the client during final negotiations with selected equipment supplier
- Monitoring of manufacturing process up to and including delivery, erection and testing of the equipment to ensure that all contractual requirements are fulfilled

Nectar's team works closely with the client during each execution stage providing vital support, monitoring, implementation and feedback to ensure the project is a success.



Monetization - Creating Value

At Nectar Group we are able to handle all aspects of the monetization, importation and logistical process, ensuring the whole process runs smoothly and that sales exceed expectations. We pride ourselves on our ability to offer clients a professional service at competitive rates.

Through our local knowledge of a variety of overseas locations and our business relationships established with local companies, Nectar is able to ensure that the tendering process is conducted in a fair, transparent and commercial manner.

- Tender issuance
- Buyer review and selection
- Terms of sale
- Buyer payment assistance
- Letter of credit management
- Sales contracts
- Vessel arrival and discharge activities
- Assuring complete documentation in accordance with US Government reporting and management requirements
- Market assessment and predicted / estimated pricing
- Access to qualified consultants and US-based firms when required

Case study:

A recent monetization assignment undertaken by Nectar Group involved the sale of 20,000 tonnes of wheat in Africa.

We were responsible for handling the local tendering process, negotiating sales contracts and letters of credit, co-ordinating cargo and shipping documentation, on-site monitoring of vessel loading and discharge operations and post- operation follow up with all parties.

Our involvement contributed to the generation of sales proceeds 30% higher than anticipated, and our international logistics expertise ensured that the whole process ran smoothly from beginning to end.



Nectar Equipment - Warehouse & Quayside

Warehouse weighing and bagging solutions

	Impac M60	Impac XL60
Bags kg	50 kg	1,000 kg
tph	up to 60	up to 60
Bags / min	20	1

Mobile weighing and bagging solutions

	Compac M140	Compac XL120
Bags kg	50 kg	1000 kg
tph	up to 140	up to 120
Bags / min	50	2



Compac XL120

Compac M140



Compac M140/Compac XL120

- Custom engineered weighing and bagging solution contained within a ISO 20ft container
- Designed to withstand the challenging and often extreme operating quayside conditions
- An accurate electronic and easy to use control system provides a high degree of weight accuracy and stability
- Control panels for individual lines housed in separate compartments for ease of adjustment with memory for handling different commodities

Pneumatic Discharger

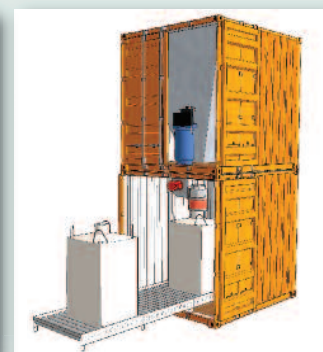
Nectar's fleet of modern and well maintained pneumatic dischargers provide high-speed discharge without any degradation to the product handled.

- Diesel engine
- Hydraulically operated front (7.6m) and rear (5.5m) boom
- Weight 4,500kg (including front and rear boom)
- Design capacity of up to 190 tons per hour with grain density 0.75



Impac M60 / Impac XL60

- High-quality design
- Containerised in 10ft ISO container
- Accurate weights +/- 0.5 %
- Highly configurable
- Designed for loading by conveyor, front-end loader or other means
- Can be moved by medium-sized forklift
- Cost effective





Best Ship Loading /Unloading System
Award 2012



Bulk Logistics Excellence
Award 2010

Nectar Group Limited 1 Ashton Gate, Ashton Road, Harold Hill, Romford, Essex RM3 8UF United Kingdom



+44 1708 386 555



+44 1708 386 665



nectar.uk@nectar.co.uk



www.nectargroup.net

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