### Global Shipping Company



# Shipping the Globe

#### Sadat Marine is a leading shipping company representing Egypt.

Our activities extend to Ship Owning, Chartering, Ship Management, Ship Operator services, Shipping Agency services and Full Logistics Operator services.

#### Sadat Marines is developing new markets and businesses to secure new growth engines

Sadat Marine's strong global network and its innovative management result Sadat Marine with sustainable growth, operational competitiveness and efficiency. Sadat Marine is securing a base for growth through strategic cooperation with shippers in emerging markets, and by advancing our activities into neighboring markets.

We are proud of our regional competitiveness and aggressive track record in the marine transportation of bulk cargo such as grain, fertilizers, and coal to and from the Egyptian market. Sadat Marine has achieved its successful container shipping activity in the territory by securing solid logistics networks in the region. Sadat Marine's marketing activities stems from its solid global network and almost half a century of experience in shipping services with overseas and domestic shippers. Sadat Marine is now taking its vision to the next-leap.



### Message from the Chairman

Sadat Marine welcomes you aboard our voyage of transformation into a key shipping and marine transportation company in the region.

Sadat Marine continues to expand its business activities in order to establish a sustainable growth plan yielding profits. We secure stable business opportunities through continuous investments in ship owning and services. A key to our success is our effective Risk Management Team who has continued to manage risks associated with the fluctuating shipping market locally and globally. The Sadat Marine Risk Management Team collects and analyzes data to establish preventive measures, allowing us cultivates trust with our clients regardless of market conditions.

The reputation and credibility sustained by Sadat Marine locally and in the MENA region is an acknowledgment of our leading operations performance and our key cooperation's with our international shipping partners stemming from over three decades of performance and experience. Sadat Marine has achieved remarkable success for over the years, and is now taking a leap forward in vessel management and hot-commodity commerce in the Territory.

Sadat Marine is proud to be one of the key private Egyptian company awarded government tenders for Grain and Mineral sectors in recent years.

Our sustainable growth throughout the decades is driven by our innovative senior management and more importantly by our professional operations team, and man-power. For more than 30 years, our company values have governed the way we deal with our employees, clients and society; which has become essential to the quality of our success.

Our business model integrates our operational and commercial activity, fusing our traditional operator and marine transporter role with new opportunities that support our controlled exposure policy which focuses on profitability in the long-run.

Sadat Marine will continue to deliver its innovative values, and secure its foundation for sustainable growth. With your trust and support, Sadat Marine will continue to fulfill its vision and gain success in the regional market.

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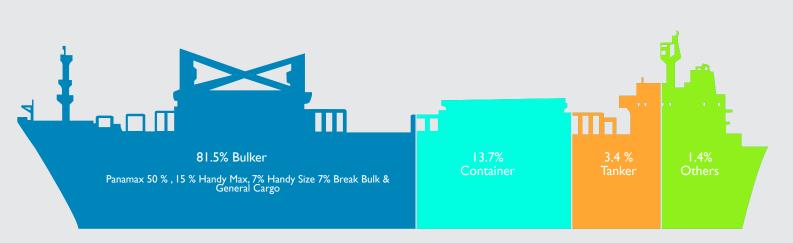
Dr. Effat El Sadat Chairman



## Cargo by product for year 2011

Steel Product (10.4%) Construction & Equipment (1.9%) -0 Fertilizer (5%) Break Bulk (3.6%) Rock Phosphates (2.8%) Iron Ore (2.1%) Cement & Clinker (18.2%)

> Sadat Marine Sales by Business Sector in 2011



#### Grain (35.8%)

Coal (15%)

Coke (5%)

Asserting our Competiteveness in the Dry Bulk Shipping category

### In 2009

Sadat Marine imported 60% of the Egyptian Coal imports.

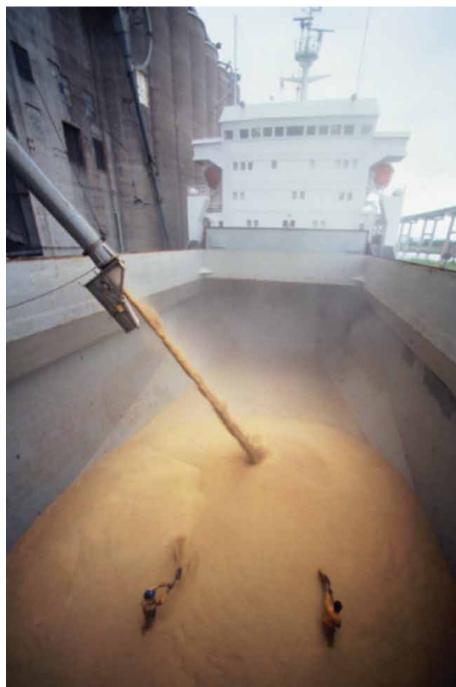
### In 2009

Sadat Marine imported 55% of the Egyptian Grain imports.



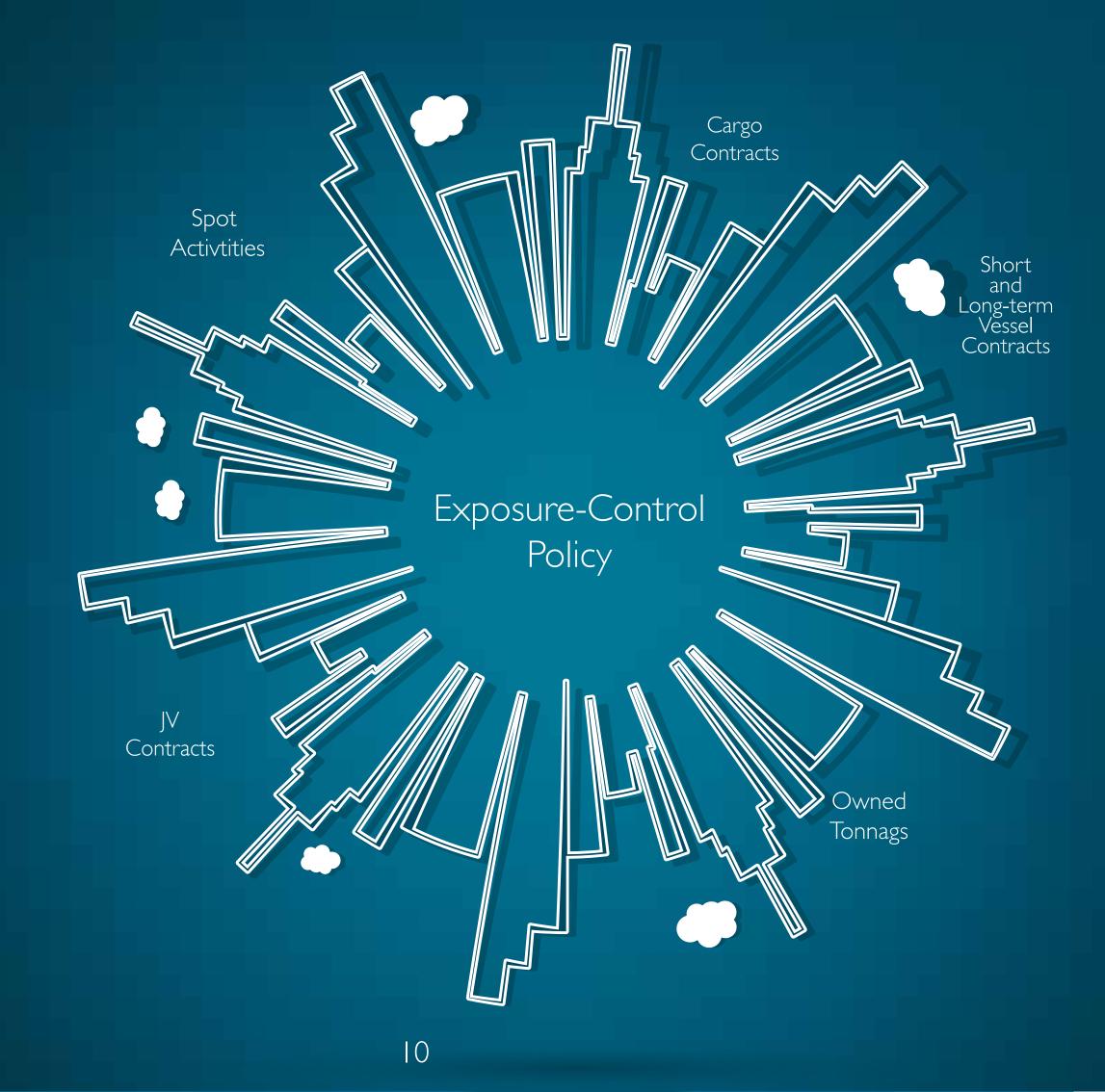


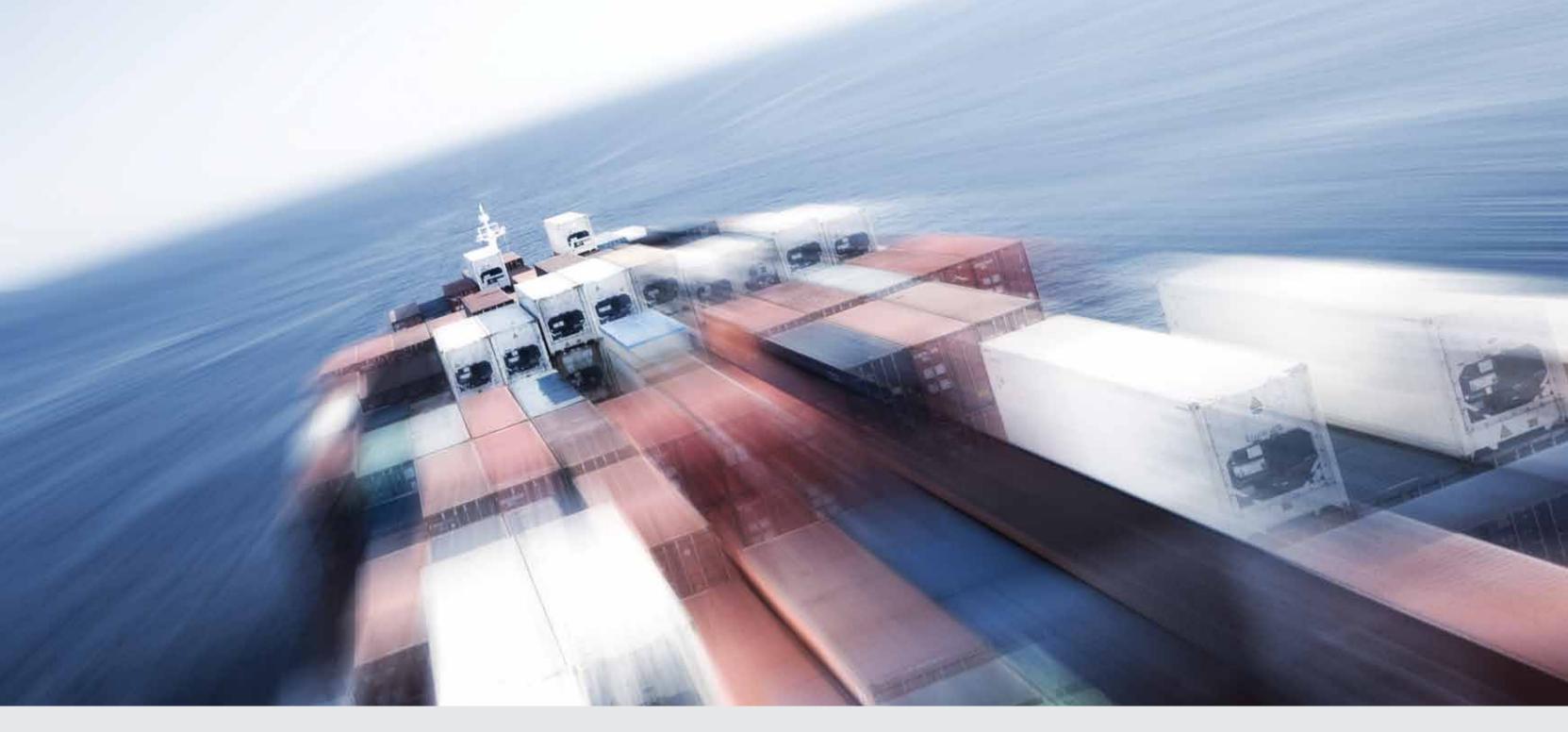




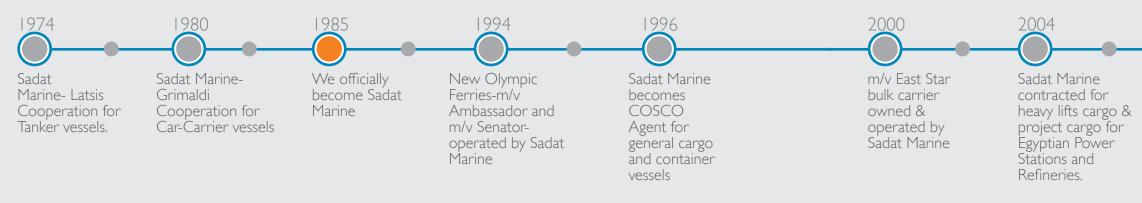
# Sadat Marine's Business Model

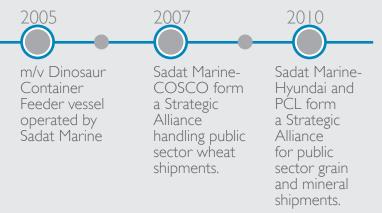
adopts an Exposure-Control Policy.











#### Over a Quarter of a Century



# Integrated Services

Sadat Marine builds sustainable bridges between the parties involved, guards their interest, and narrows the gaps between different shipping cultures and demands to generate a standard shipping performance, and confidence between parities involved.

Our system-professional team handling every fixture with high performance accordance to international standards.

Our activity is not restricted to conventional chartering services; our services extend to the following: agency services in all Egyptian ports, Suez canal transit, freight forwarding, crewing, inspection, warehousing, inland transportation and stevedoring.

Our system-professional team handling every fixture with high performance accordance to international standards.

### We go beyound Conventional Chartering Services



Warehousing



Inland Transportation & Stevedoring

Inspection



Suez CanalTransit & Freight Forwarding





## Unrivaled Maritime Market Intelligence in the Territory

Our Market Analysts team drills into firstclass market data to supply the most accurate market analysis.

With our market intelligence network you can finetune your projections with our unique insight and spot new opportunities in the region.

Our Egyptian and regional Market intelligence team allows you to strengthen your hand in negotiating. Sadat Marine understands needed awareness of timeurgent matters and our Team utilizes our solid local and global network to obtain critical supporting data in real-time. Our team excels in providing solutions and alternatives-always prepared to handle the risk measures. Our Maritime market profiling includes forcasting for freights, and strategic hot-commoditties; and importantly the profiling of market opprotunities fitting our client's ambition to secure a greater market share. Sadat Marine's unrivaled local market intelligence has become an essential part of our commercial offering.

Our intelligence spans across the market territory and our insights in the dynamics underplaying the market delivers promising market potentials advancing competitors reach.

Sadat Marine Intelligence Team delivers strategies for profitable operations in the territory.



### Sadat Marine Ship-Owners

Sadat Marine has been long serving the Egyptian public sector, and holds value in its strong, long -term relations with key government Import and Export entities.



### Sadat Marine Cooperates with Private and Public companies such as:

General Authority for Supply Commodities (GASC), Food Industries Holding Company , AI Nasr Co For Coke and Chemicals , AI Nasr Co for Magnetite , AI Nasr Salting Co , EI Mex Salines Co , EI Mex Salines Co , EI Nasr Mining Company, EI Nasr Phosphate Company , Sinai Manganese Company, Ezz Steel , AI Nasr For Casting Co , Helwan Fertilizers Company, and Italcementi Group-Suez Cement Company.

Sadat Marine is registered and an active participant in all local Government tenders and is a key-player in Strategic Commodity tenders issued by the Egyptian government.

Sadat Marine focuses on performance, and efficiency which is enabled through our leading Operations Team who turn Sadat Marine operations into a Dispatch Business.

# Chartering

Sadat Marine enjoys firm relations and direct connections with leading international Shipowners, whom support Sadat Marine through

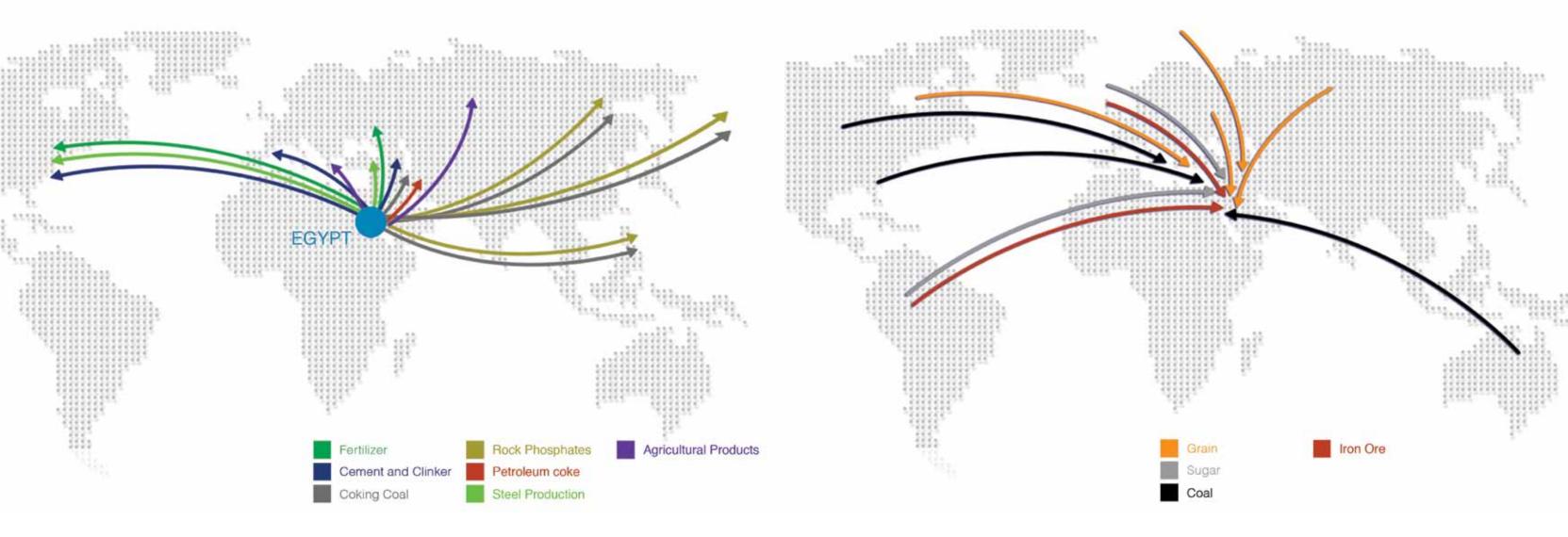
Time Chartering and Voyages, enabling Sadat vessels.



# Marine services to operate and ship-manage

## From Egypt

# To Egypt





### Terminal Support Stevedoring

Sadat Marine Provides up-to-date Stevedoring for RoRo, General Cargo, and Break Bulk; our services also include: maintenance and repair, container cleaning, pre-trip inspections (PTI).

Sadat Marine owns specialized equipment and Manpower required to load & discharging all king of commodities including Clinker, Cement, Coal, Coke, Steel Productions & Heavy Coils, in addition to all types of general cargo.

We aim to dispatch shipments effectively and in a time-sensitive manner.

Sadat Marine handles the loading & the discharging of vessels safely, and efficiently.

### Inspection Services for Oil, Gas, and Vessels Supply

Sadat Marine has been offers Inspection Services through one of its affiliate companies to major international oil and chemical companies, suppliers, traders, pipelines, owners, and refineries.

Service Specialization Covers: Quantity Control, Custody Transfer Inspection, Quality Control, Laboratory Services, Calibration, Sampling & Packing, and Automatic Sampling. Inspection covers Crude oil, Naphtha, Fuel Oil, Gas Oil, Gasoline, Lubricating Oil, LPG, Slack Wax, Natural Gas, and more.

Sadat Marine is a member of the American Society for Testing and Materials (ASTM).

# Transportation Logistics

Sadat Marine's management operates according to international standards and system quality in accordance with ISO 9002, yielding efficient services for our clients.

#### International Freight Forwarding

Sadat Marines extensive global and local network, allows target achievements efficiently and dependably. Sadat Marine handles a wide range of Cargo (LCL, FCL) for export and import purposes.

#### Sadat Marine handles Project Cargo, the Shipments for Egyptian Electricity Projects in Fayoum, Quesna, and Sidi Salem.

Apart from ongoing contracts, Sadat Marine handles Project Cargo concerned with major Public and private Natural Gas companies. Sadat Marine is acting as a Freight Forwarding Agent handling major projects in the field of Gas & Oil, and cooperates with key governmental entities such as Egypt Gas, Nat Gas, Town Gas & more.

Sadat Marine provides Custom-Clearance Services for Import, Export and Transit shipment.

#### Warehousing & Storage Activity

Sadat Marine owns three main stacking areas in terminal ports and nearby key ports. Our storage location and warehouses include two areas located inside the Alexandria Port and El Dekheila port Terminal, holding 10,000 square meters and 4,000 square meters equipped for cargo and container storage. Our inland storage area, located outside the Kilo 26 Terminal, holds 20,000 square meters is equipped to store cargo and containers. We also use handling equipment and own a fleet of trucks and trailers to offer smooth and reliable logistics to our clients.

#### Inland Transportation

28

Sadat Marine has over a decade of logistics operations connecting port terminals to ground transportation. Our port terminal warehousing and storage facilities are a strong and sustainable growth characteristic of the services provided by Sadat Marine. Sadat Marine owns and operates an extensive fleet of heavy duty trucks, which enable us to provide locally competitive rates to our international and local clients. Our fleet can load super-heavy project cargo, containers, and bulk cargoes. Our service operates all over Egypt.



## Suez Canal Transit

offer to our customers, and is the desired route when connecting the Atlantic-Mediterranean-Pacific waters. The shorter path through this canal saves costs, conserves gas and other resources, reducing the environmental impact of our vessels.

We offer our clients efficient performance saving time and costs to ensure smooth transit.

## Sadat Marine

is proud to have transported the Project Cargo to re-build the Bibliotheca Alexandrina.



## Sadat Marine

proudly transports wheat to the Egyptian People.



### Sadat Marine safely delivered the Underground Metro Wagons, transporting the Egyptian people safely every day.



### Sadat Marine safely transported

37

locomotives for the Egyptian National Railways. 19 8 18



### Sadat Marine transported the Boilers operating factories in

40

the new Industrial zone.



# Chartering and Brokerage

The chartering department is a prominent division of Sadat Marine.

The chartering department is extensively updated with important Egyptian commodities, and Contracts of Affreightment (COA).

Sadat Marine provides a variety of vessel sizes varying from small, handy upsized vessels to full panamax/ cape-sized vessels. By offering the right sized vessel for a job, we ensure the right-fit vessel for the commodity and preserve the carbon footprint of Sadat Marine that can be reduced by saving resources in smaller jobs.

# Sadat Marine is proud of its aggressive track-record and market-share in transporting an extensive range of strategic commodities to and from the Egyptian Market.

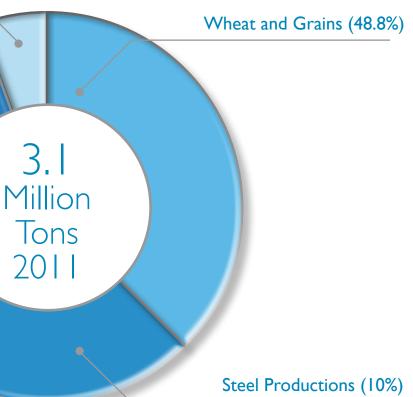
Sadat Marine provides the most convenient and finest export contracts available, carefully coordinated to meet the individual needs of each client, for tonnages located in Egypt>s territories, the Mediterranean, or the Red Sea.

Sadat Marine is pleased to provide the best suitable means for Egyptian import contracts for tonnages stationed globally and are routing the vessels to Egypt or neighboring countries,

Sadat Marine guarantees the finest comprehensive and cost-effective services, reliability, and optimal satisfaction. Our commitment to keeping environmental impact to a minimum is a priority in all aspects of doing business.

Iron $Ore (9\%)$	
Iron Ore (8%)	
Heavy Project Cargo (9%)	<pre></pre>
Cement and Cinker (8%)	
Phosphates & Fertilizers (19%)	





# Agency Services

### Sadat Marine holds offices on all key Egyptian ports.

Our Professional team is vital to our successful performance and secure smooth-handling and dispatch operations across all Egyptian ports.

Our Agency team is devoted to provide both efficiency and reliability in its services, Sadat Marine offers the following:

#### Offices on all Egyptian port

Well trained time conscious team employee Sadat Marine relations w/key player in all Egypt ports to secure smooth handling and dispatch operations under Sadat marine agency.

#### Devoted to provide both efficiency and reliability in its services, Sadat Marine offers the following:

- competitive port disbursement accounts,
- comprehensive follow ups for Berthing/Operation/Sailing prospects,
- provides clients with extensive data and consultancy needed during a vessels stay,
- prompt response to owners with all financial statements/ original voucher

Prompt availability for owners and extensive tending to Vessel requirements such as: Bunkering, Provisions, Crew Change, Repairs, Spare Parts Supply and other husbandry Services.

Sadat Marine Agency Services clients include COSCO, HYUNDAI, STX Pan ocean, and PCL.



Sadat Group enhances its corporate governance policies to aid in fulfillment of its corporate social responsibilities. Our corporate governance policies adapt to maintain a high level of management transparency by sharing with our stakeholders Sadat Group's company goals and guidelines. Our guidelines for management responsibilities continue earning the trust of our stakeholders.

Guided by our company vision, Sadat Group seeks to contribute to sustainable social development to its local community. At Sadat Group we seek to deliver value to our stakeholders in alliance with humanitarian, educational, and environmental organizations.

We believe in order to accomplish our vision, we must conduct our business to align company growth and sustainable social development. To do so, we must strengthen trust with business partners, and stake holders.

Our management endorses a company policy aimed to improve our quality of management by strengthening communication between management and employees to cultivate unity, and teamspirit among Sadat Group personnel.

The Sadat Groups corporate culture demands high ethical standards of all employees, and exerts efforts strengthening information security. Sadat Group gives back and supports its local community by focusing on providing humanitarian aid, education support, and environmental care. Our contributions and activities are facilitated by working together with NPO's, NGO's, and through our Etmana Foundation.

We strive to meet the needs and expectations of our stakeholders while achieving company growth. Our annual CSR scorecard is a fundamental tool for measuring our progress.





## Certificates

Certificate EG10/2610

The management system of

### SADAT MARINE -**International Shipping Consultant** and Commerce

14 Sizostris St., Al-Mansheya, Alexandria

has been assessed and certified as meeting the requirements of

### ISO 9001:2008

For the following activities

Shipping Agency, Chartering, Freight Forwarding, Trucking and Custom Clearance.

Further clarifications regarding the scope of this certificate and the applicability of ISO 9001:2008 requirements may be obtained by consulting the organization

This certificate is valid from 11 August 2010 until 11 August 2013 and remains valid subject to satisfactory surveillance audits. Re certification audit due before 8 July 2013 Issue 1. Certified since 11 August 2010

SGSSGSCSC

Authorised by

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### Member of:





غرفة التجارة المصرية البريطان



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www.sadatgroup.org

