

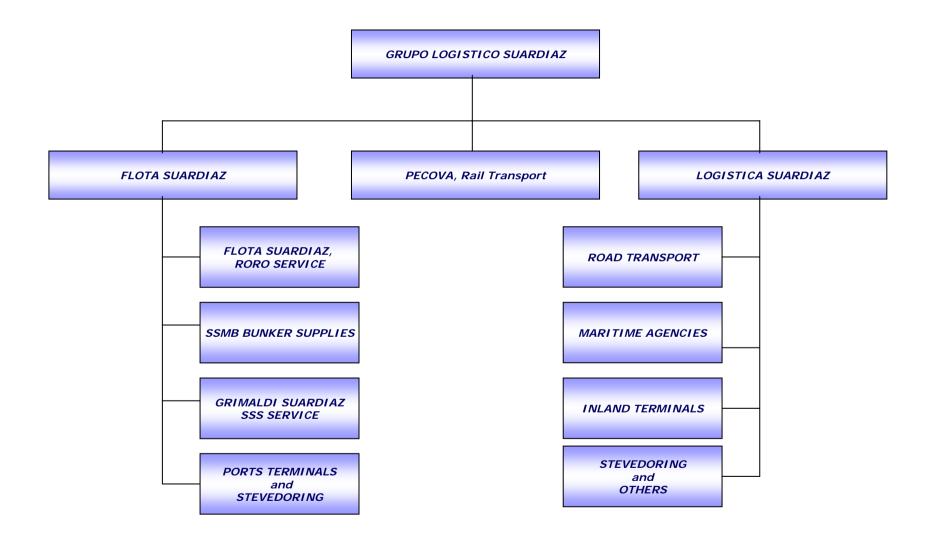




MAY 2010

#### SUARDIAZ GROUP - ACTIVITIES







- Suardiaz has been operating for over a century. The head office is located in Madrid, and it renders services throughout Spain and Europe through its network of Delegations and Agencies.
- We have own offices all around Spain, 14 offices, main ports, Bilbao, Santander, Gijon, Vigo, Barcelona, Tarragona, Valencia, Sevilla, Cadiz, Algeciras, Tenerife, Las Palmas GC, Madrid, Toledo.
- The Suardiaz Group is one of Europe's most important transport companies in terms of tradition and experience in the maritime logistics and rolling cargo sector.



• Our organisational structure allows it to offer clients, integrated logistics and cargo transport services that meet current market demand while constantly making sure to strictly comply with quality and safety standards.

Multimode transport (sea, land, air, and rail)
Ship Owner
Ship Agent
Forwarding
Chartering
Port Operations
Storage, deposits, and handling
Customs agency
Bunkering

- In the past few years, the Company has been developing a diversification plan. As a result, new activities have been taken up such as bunkering and transporting crude oil.
- Member of the main associations in the transport and logistic market as WWSA, FETEIA, IATA, BIMCO, etc...
- Certified by LR ISO 9001.





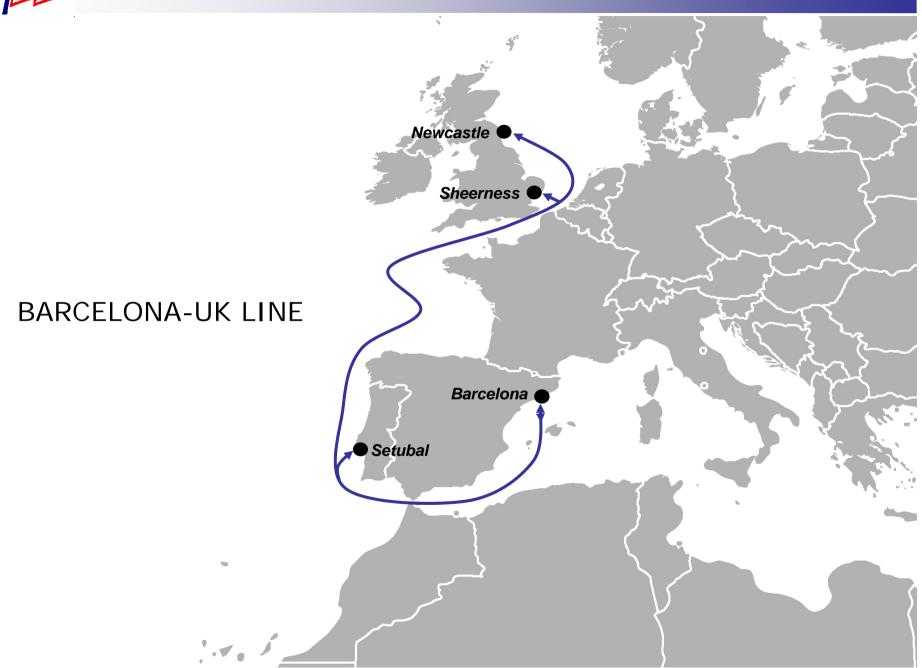
### **FLOTA SUARDIAZ**





- Flota Suardiaz is one of Europe's most experienced and traditional shipping companies when it comes to logistics, transporting vehicles and rolling cargo by sea.
- Pioneer in Spain in operating Ro-Ro vessels since 1948.
- Also company owns Bunkering and Crude Oil Vessels.
- First Spanish fleet in Roll-on/Roll-Off and Car Carrier vessels.
- Vessels were recently built, being one of the most modern in Europe.



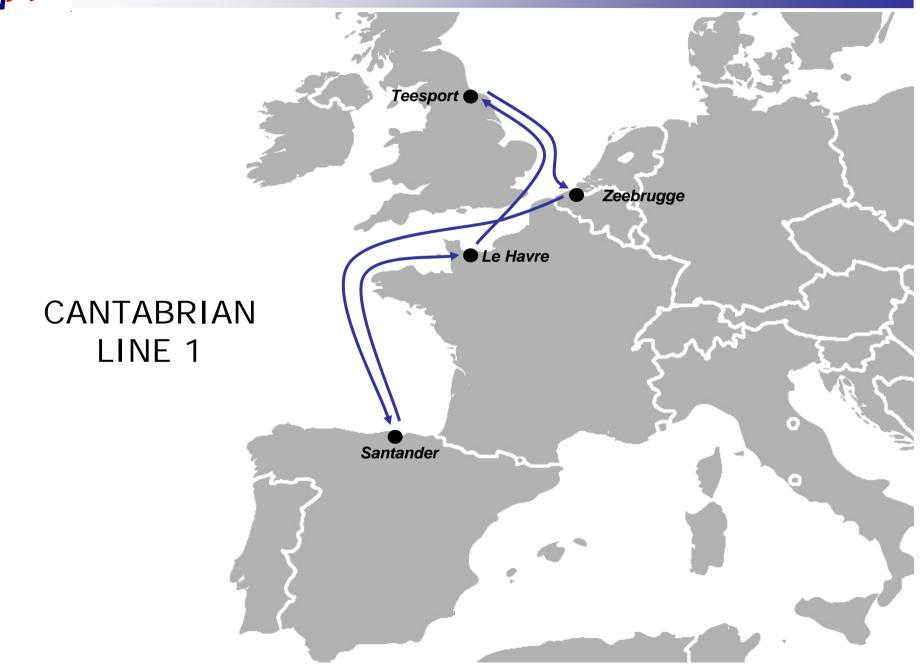






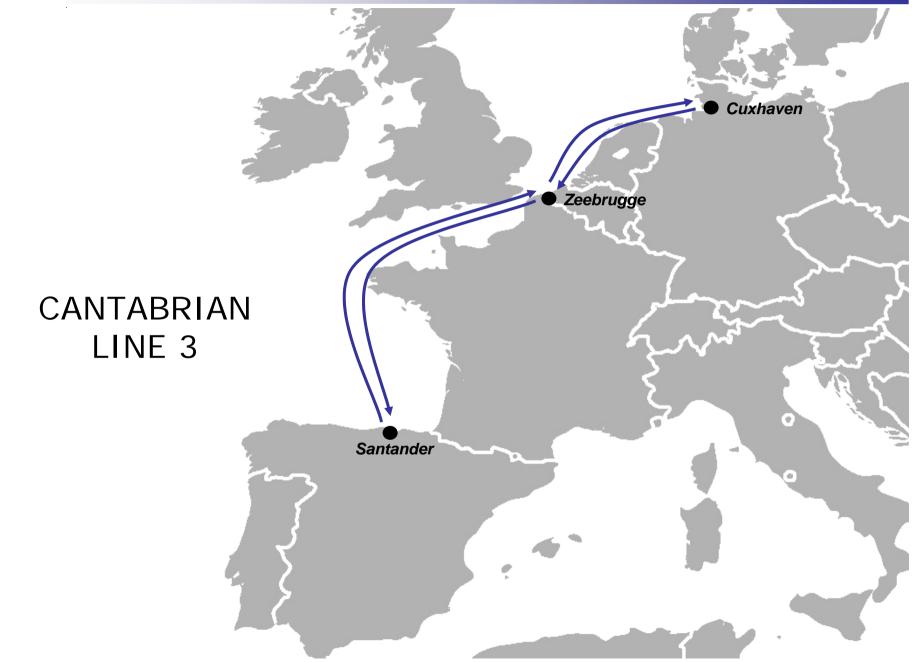




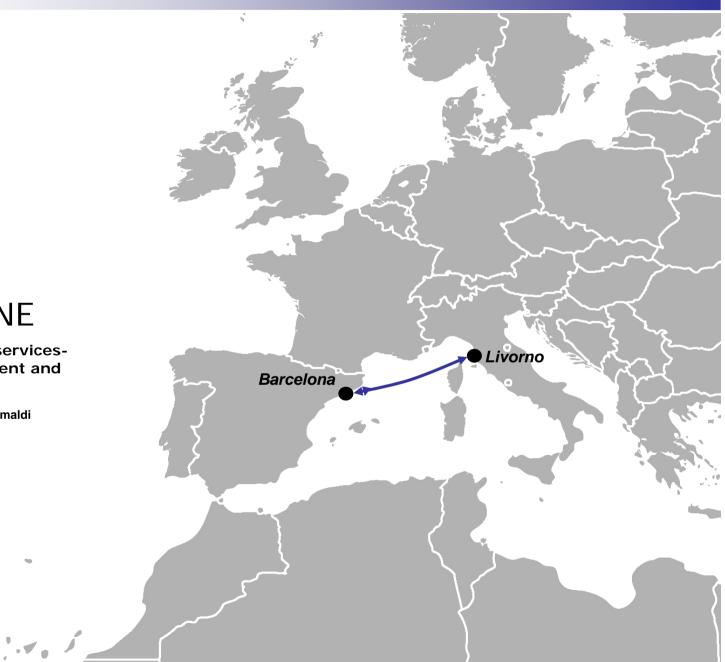












## ITALY LINE

(Short Sea Shipping services-Multi cargo/multi client and passenger)

> (\*) Joint venture with Grimaldi Napoli



Ship	Flag	Туре	System	Year Built	Capacity			Max.
					Trailers	Vehicles	Crew	Speed
Galicia	Spain	Ro/Ro	Ownership	2003	49	1.409	16	19,0 kn
Suar Vigo	Spain	Ro/Ro	Ownership	2003	110	1.404	16	21,5 kn
Bouzas	Spain	Ro/Ro	Ownership	2002	105	1.164	16	21,5 kn
Tenerife Car	Spain	Ro/Ro	Ownership	2002	54	1.354	15	21,0 kn
Gran Canaria Car	Spain	Ro/Ro	Ownership	2001	42	1.146	13	21,0 kn
La Surprise	Spain	Ro/Ro	Ownership	2000	105	1.164	16	21,5 kn
L'Audace	Spain	Ro/Ro	Ownership	1999	105	1.164	16	21,5 kn
Iván	Portugal	Ro/Ro	Time Charter long term	1996	73	853	15	15,0 kn
Barnoil	Spain	Bunkering Tanker	Ownership	2004	3.000 m3		4	7,5 kn
Greenoil	Spain	Bunkering Tanker	Ownership	2008	4.500 m3		5	7,0 kn
Livia	Marshall Islands	Crude Oil Tanker	Ownership	2003	120.300 m3		21	14,5 kn
Florencia	Italy	Ro/Pax	Time Charter 50%	2004	172	160	46	23,0 kn







### LOGISTICA SUARDIAZ





#### **General Activities**

- Representation and shipping agencies of national and international lines.
- Multimode merchandise transport
- Port operations
- Customs clearance
- Air freight
- Forwarding Agents
- International Forwarding
- Storage and logistics activities
- Handling containers
- Chartering
- "Turnkey Projects"
- Administrative and documentation management



#### **Geographical Location**

As general agents of national and international lines, the Group has a leading position in Spain with an extensive network of offices at the main ports.





Specific and Specialized Business Areas

- International Ship-Owners' Agency.
- Flota Suardiaz Agency.
- Container service for the Iberian Peninsula and the Canary Islands.
- Air forwarding activity with offices at Madrid and Barcelona airports.
- Ferry service (cargo and passengers): Algeciras Tánger
- Roll-On /Roll-Off Vessel service: Cádiz Casablanca
- China Service, Agents in Spain of Sinotrans.
- Container traffic with the United Kingdom, Ireland, and the Netherlands.
- Container and Conventional cargo traffic with Scandinavia.
- Warehouse





# In Alliance with DFDS and FS, we offer the best conection with UK, RoRo, Rolling Cargo, Containers



BILBAO – BRISTOL – LIVERPOOL (3 times a week)– DUBLIN – GREENOCK

BILBAO - IMMINGHAM - MOSS - HAMBURG- CHATHAM

SANTANDER – LE HAVRE – TEESPORT – CUXHAVEN

SANTANDER – LE HAVRE – ZEEBRUGEE – SOUTHAMPTON

BILBAO – PORTSMOUTH – BILBAO (Twice a week)

VIGO - ZEEBRUGEE- SOUTHAMPTON - VIGO - CASABLANCA - TENERIFE - LAS PALMAS











#### AGENTS IN BARCELONA, CADIZ, ALGECIRAS

#### RORO, ROPAX AND CONTAINER SERVICES

Lines:

Genova, Marsella, Barcelona, Valencia, Casablanca, Algeciras

Casablanca, Barcelona, Tunez

Genova, Barcelona, Tanger

Cadiz-Casablanca, Algeciras-Tanger



SPECIFIC Rail and Road Transpor by TET.

#### Trans European Transport Suardiaz, S.L.





• Service by own Trucks and Trains

- Service by Truck Agency
  - Special Transport





#### SHARED COMPANIES

The Suardiaz Group has shares in an important number of companies related to port activities and located at the main Spanish ports. :

**Stevedoring:** Estibadora Sevillana, Sociedad Estiba y Desestiba Vigo, Consignaciones Asturianas, Sestiba (Tfe/Lpa), Estarraco Tarragona, Estigades Cadiz

**Port Terminals:** Oligsa (Gijon), Autoterminal (Barcelona), Compañía Auxiliar (Tenerife), Teminal Polivalente (Cadiz), Terminal Setubal, Terminal Salerno

Operator of the cruise-line terminals in Barcelona and Malaga.



# THE SHIP AGENT



- REPRESENTATION ALL AROUND THE WORLD
  - BRANCH OFFICE AT ANY PORT
    - PARTNER OF THE OWNER
      - KNOW HOW
      - ALL IN SERVICE





## **BEFORE ARRIVAL**

## DURING STAY

## AFTER DEPARTURE



### **BEFORE ARRIVAL:**

NOMINATION

INFORMATION

COORDINATION

ARRANGEMENTS

"SINGLE WINDOW"

CARGO AGENT



### PORT STAY:

ATTENDANCE

KNOWLEDGE

INFORMATION

"SINGLE WINDOW"

DOCUMENTATION



### AFTER DEPARTURE:

DOCUMENTATION

INFORMATION

"SINGLE WINDOW"

PAYMENT

DELIVERY



### CONCLUSION:

#### SINGLE WINDOW

### AGILITY

#### LOGISTIC AND SUPPLY CHAIN

#### **INFORMATION – ATTENDANCE**

#### SHIP AGENT = SHIP OWNER (any port)



# THANK YOU