



# Your world Our world

ECASBA – European Seminar  
26<sup>th</sup> May, 2016



# Highlights

## MAIN FACTS



**Biggest Shipping Agent in Portugal**, in number of vessels attended



**An effective Customer Service Unit** by an highly motivated and experienced team



**Modern Internet and EDI systems**, connecting our offices to ShipOwners, Customs and competent maritime entities and authorities



**Countrywide Shipping Agent/Forwarder** covering all major ports and business regions in Portugal from Lisbon to Oporto, Sines, Setúbal, Aveiro, Viana do Castelo, Madeira and Azores



**Door-to-door container transport**



**Network of correspondent Forwarders/Shipping Agents** covering all major economic regions in the world



**Dedicated Sales Team**



**ISO 9001:2008 Certified – FONASBA Quality Seal Certification**



**Authorized Economic Operator**

# Offices

## LOCALIZATION

### OPORTO / LEIXÕES

NAVEX- Empresa Portuguesa de Navegação, S.A.

Rua do Vareiro 19 – Leça da Palmeira  
4450 - 799 MATOSINHOS - Portugal  
Phone: +351 - 22 002 86 60  
Telex: 05194079995 NAVL G ( via UK )  
E-mail: navex-porto@navex.pt



### LISBON

NAVEX- Empresa Portuguesa de Navegação, S.A.

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E-mail: navex@navex.pt



### SETUBAL

NAVEX- Empresa Portuguesa de Navegação, S.A.

Av. Luisa Todi 277-281  
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E-mail: navex-setubal@navex.pt



### VIANA DO CASTELO

NAVEX- Empresa Portuguesa de Navegação, S.A.

Darque  
4900-056 Viana Do Castelo  
Phone: +351 - 252 325 250  
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E-mail: navex-viana@navex.pt



### AVEIRO

EUROLINE, Lda

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Portugal

Tlf: +351- 220 028 684  
Fax: +351 - 220 028 784  
E-mail: euroline@euroline.pt



### FIGUEIRA DA FOZ

NAVEX- Empresa Portuguesa de Navegação, S.A.

Travessa da Rua Fernandes Tomas, 5-1ª.

3080 FIFUEIRA DA FOZ  
Phone: +351 – 23 340 17 80  
E-mail: foztrafego@mail.telepac.pt

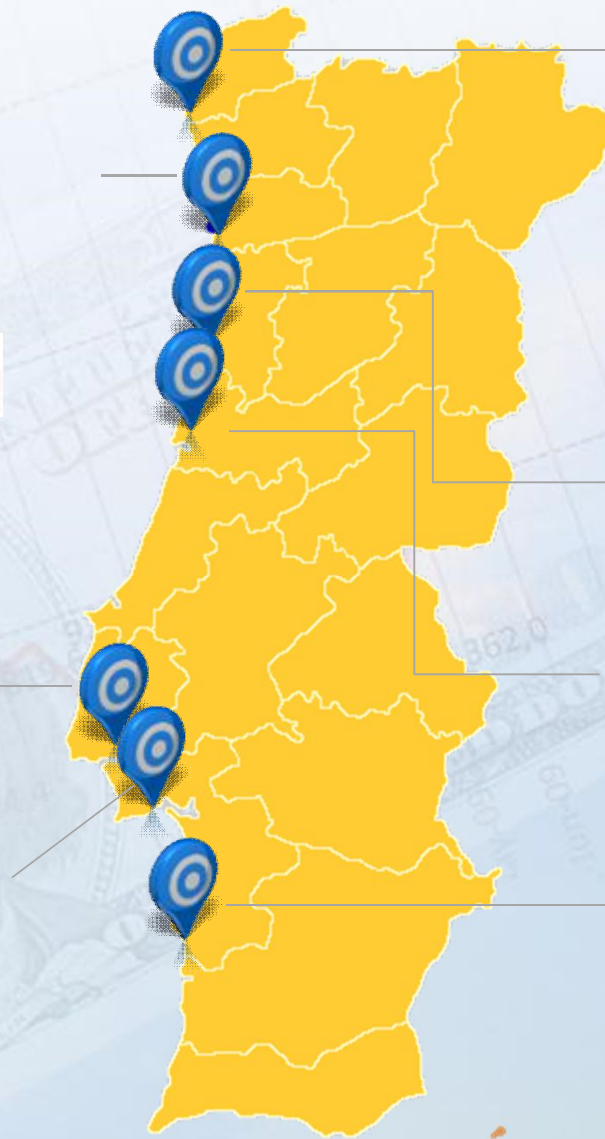


### SINES

NAVEX- Empresa Portuguesa de Navegação, S.A.

Terminal Multipurpose de Sines

7520 - 902 SINES - Portugal  
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E-mail: navex-sines@navex.pt



# ETE Group

STRUCTURE



**ETE – Empresa de Tráfego e Estiva, SGPS**

- Turnover: ~€250 million
- # Employees: ~800
- Net Assets Value: ~€200 million



**Common Shared Services, Insurance and Car Rental**



Mares Lusos



Autoguer

# Services

BOLD SOLUTIONS



## FORWARDING AND REGULAR LINES

- Full worldwide import-export door-to-door services
- Direct representation of containerized services to Europe, Africa and Continental America
- Weekly regular
- X-Trades



## PORT AGENCY

- Port Agency service to all types of vessels
- Customs clearance support
- Crew assistance services
- Supply of luboils, shipchandler and shiprepair services



## SHIPBROKING

- Chartering contracts adapted to each needs
- Special operations structuring and setting up



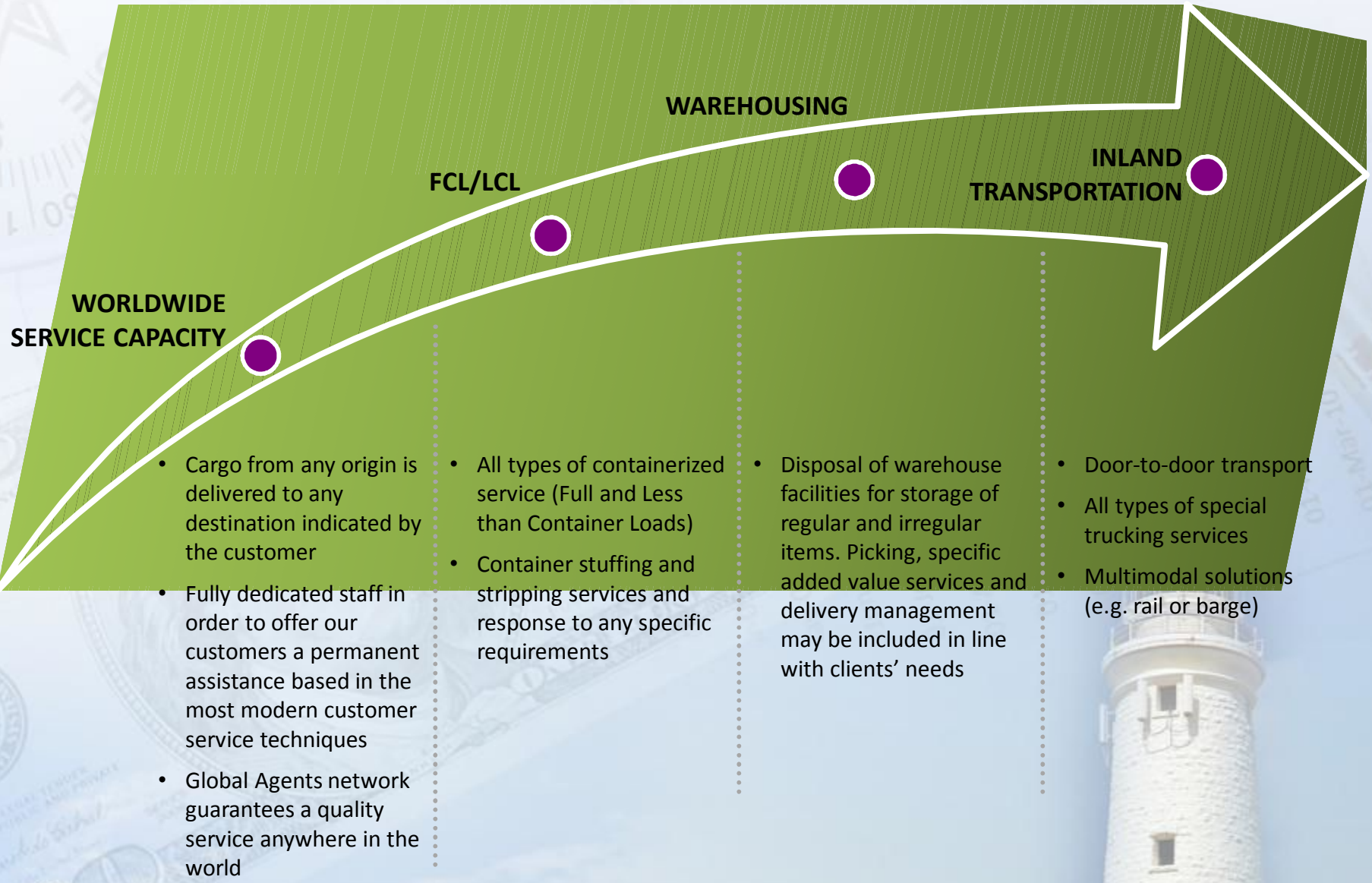
## PROJECT CARGO

- Project Cargo transportation (industrial installations, special parts and sizeable machinery)
- Specialized Trucking services
- Inter-relationship between shipper/ receiver companies



# Forwarding

WORLDWIDE COVERAGE



## WORLDWIDE SERVICE CAPACITY

- Cargo from any origin is delivered to any destination indicated by the customer
- Fully dedicated staff in order to offer our customers a permanent assistance based in the most modern customer service techniques
- Global Agents network guarantees a quality service anywhere in the world

## FCL/LCL

- All types of containerized service (Full and Less than Container Loads)
- Container stuffing and stripping services and response to any specific requirements

## WAREHOUSING

- Disposal of warehouse facilities for storage of regular and irregular items. Picking, specific added value services and delivery management may be included in line with clients' needs

## INLAND TRANSPORTATION

- Door-to-door transport
- All types of special trucking services
- Multimodal solutions (e.g. rail or barge)

# Regular Lines

## REPRESENTATIONS



- The Shipping Line to Southern Africa and Middle East
- Main Trades Portugal to/from: Mozambique, South Africa, East Africa, Middle East
- Multipurpose Liner Service
- Containers, break bulk and project cargo



- Biggest Feeder Operator in North Europe
- Short Sea Specialist
- Mediterranean and North Europe network



- Madeira Specialized Service
- Cape Verde Service
- Container service and bulk cargo
- Regular weekly sailings



- The Shipping Line to Northern Africa
- Main Trades Portugal to/from: Algeria, Lybia and Tunisia
- Multipurpose Liner Service
- Containers, break bulk and project cargo
- Regular sailings



- Azores specialized service
- Container service and bulk cargo
- Weekly sailings from Leixões



- FCL services on several trade lanes around the world
- Enabling customers to do 'one stop shopping' through TMCL's global network of agents in 115 countries



# ISO 9001: 2008

## QUALITY CERTIFICATION



## ADVANTAGES

- Navex was granted the Quality Certification under the referential NP EN ISO 9001:2008 by Bureau Veritas, the certification entity
- The certification led to an intense redesign of business procedures and identification of improvement opportunities, as well as helped on the harmonization of working methods across all our offices
- Further, a new focus on the client was achieved due to the involvement and dedication of all staff, who seriously adopted the Quality practices and Quality mentality
- The certification therefore guarantees a high level of quality provided to our clients

# Membership

ENTREPRENEURIAL ASSOCIATIONS

**SHIPPING AGENTS  
ASSOCIATION OF PORTUGAL**



**FORWARDERS ASSOCIATION  
OF PORTUGAL**



**PROJECT FORWARDERS  
NETWORK**



**POWERFUL NETWORK OF  
INDEPENDENT FREIGHT  
FORWARDERS**



**Membership**

# Core Values

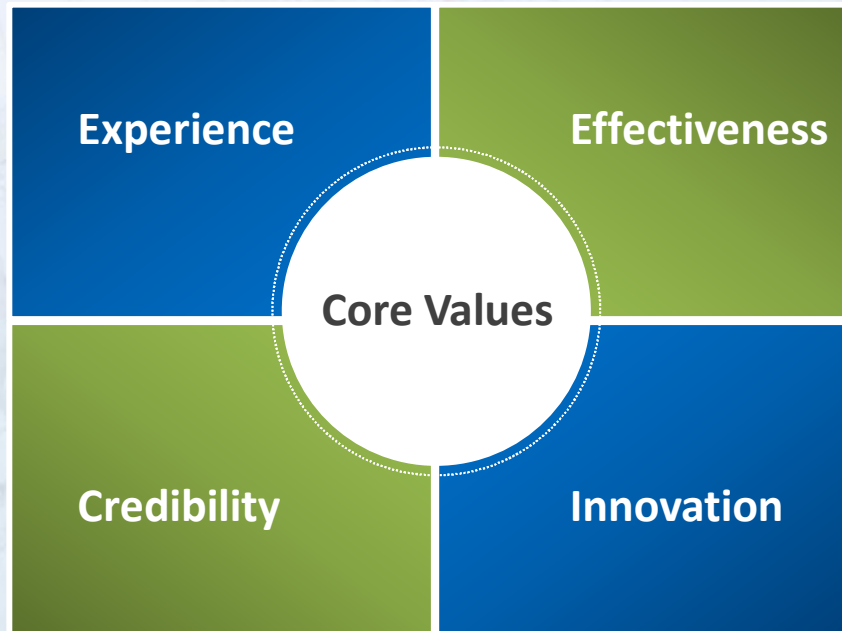
THE GUIDING PRINCIPLES

**We use our +70 years experience to handle more complex and serious situations.**

As a result clients know we can overcome difficulties and deliver solid results.

**We put a lot of effort and dedication on our work to keep reinforcing our reputation.**

As a result clients truly trust our company and recognize our credibility.



**We use strong communication and planning procedures.**

As a result we can guarantee highly effective solutions and a better return for our clients.

**We permanently examine new service opportunities, rethink existing services and improve business processes.**

As a result we deliver innovative and creative services across different domains.

# Business Environment

- More available information
- More transparency
- Less bureaucracy
- More transactional
- Tougher competition



**Changes are Required**

# TSA - discharge operation 2 cranes

- Discharge of two GOTTWALD cranes with 100 tons capacity and 51 mts maximum boomlength
- TSA Terminal Santa Apolonia – new terminal concession – April 2015



# TMPB – discharge operation vessel to barge

- Airplane for maintenance
- Discharge from vessel to the barge and delivery on North Lisbon



# SINES – Transport and Logistics coordination

- Transport from EDP power plant to Terminal
- Logistics coordination – information, transport, depot and loading operations



# SOLVAY – Logistics Chain up to End Users

- Transport to Warehouse and distribution to end users
- Logistics coordination – discharge operations, transport, information



The background is a collage of four elements: a compass rose in the top left, a US one hundred dollar bill in the center, a line graph with a red line and data points in the middle, and a white lighthouse in the bottom right. The text 'Thank You!' is centered over the collage.

# Thank You !