



Supply Chain Solutions that Deliver



AAMIG Perth

October 2012

Agenda

- Introduction
- Who is UTi
- An Emerging Africa
- Trade Logistics
- Sub-Sahara Logistics Performance
- Africa Infrastructure Country Diagnostic Report
- What Should You Be Considering
- Delivering Better Lives - UTi Charitable Foundation



Our Company Profile

Financial Highlights (FY12)

Revenues:	\$4.914 billion
Net Revenues:	\$1.703 billion
Operating Income:	\$128.6 million
Net Income – continuing ops:	\$72.5 million



Comprehensive Global Network

21,077 employees (FY12)

363+ Owned Freight Forwarding locations in 270 cities in 59 countries

Operate in 23+ M Sq Ft; 181 UTi Leased and 59 Client Owned Logistics Centers Globally



Industry Verticals

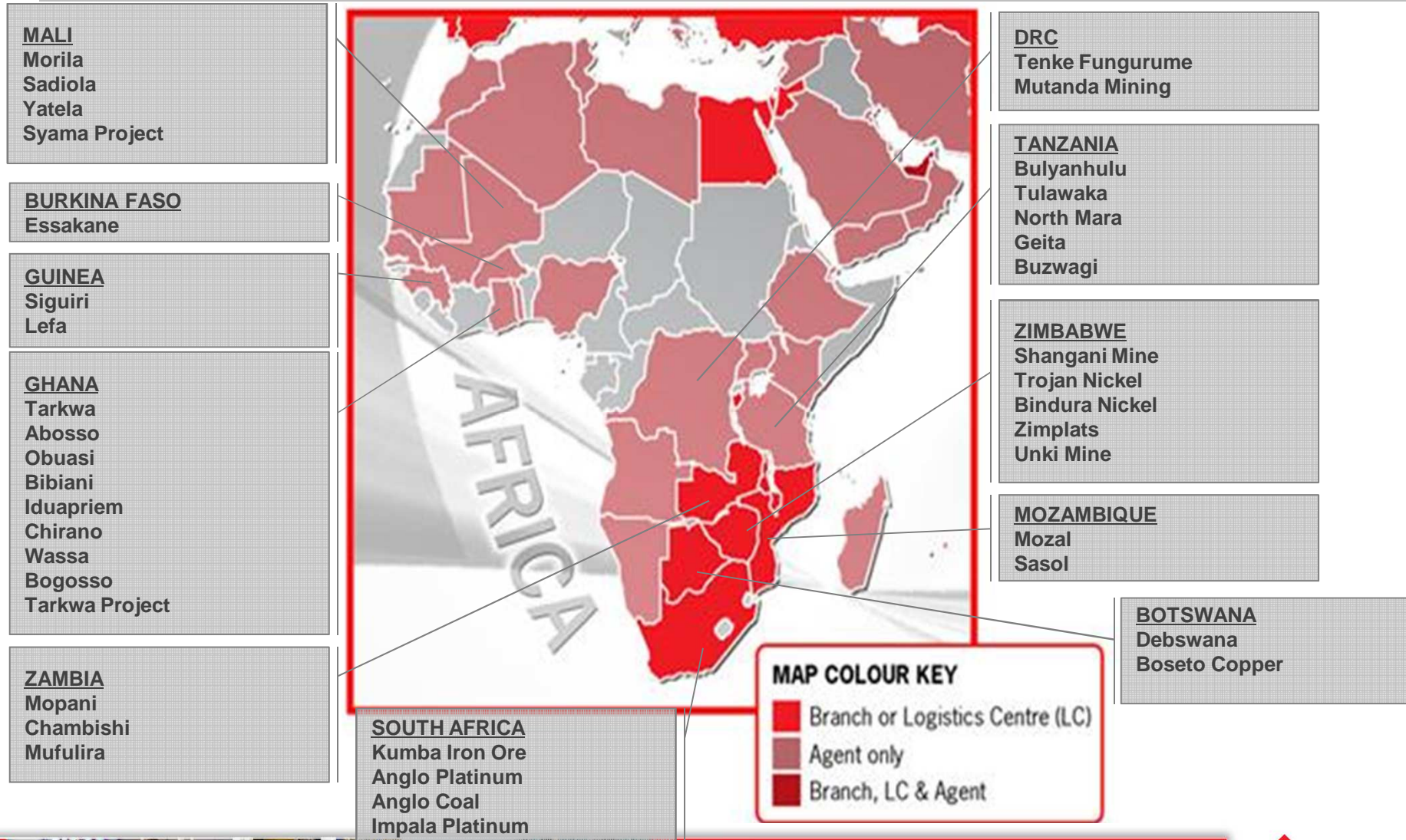
- Automotive
- Chemical
- Consumer & Retail
- Cruise
- Fashion & Apparel
- Government & Defense
- Hi-Tech
- Pharmaceutical
- Projects, Mining & Energy

Key Services

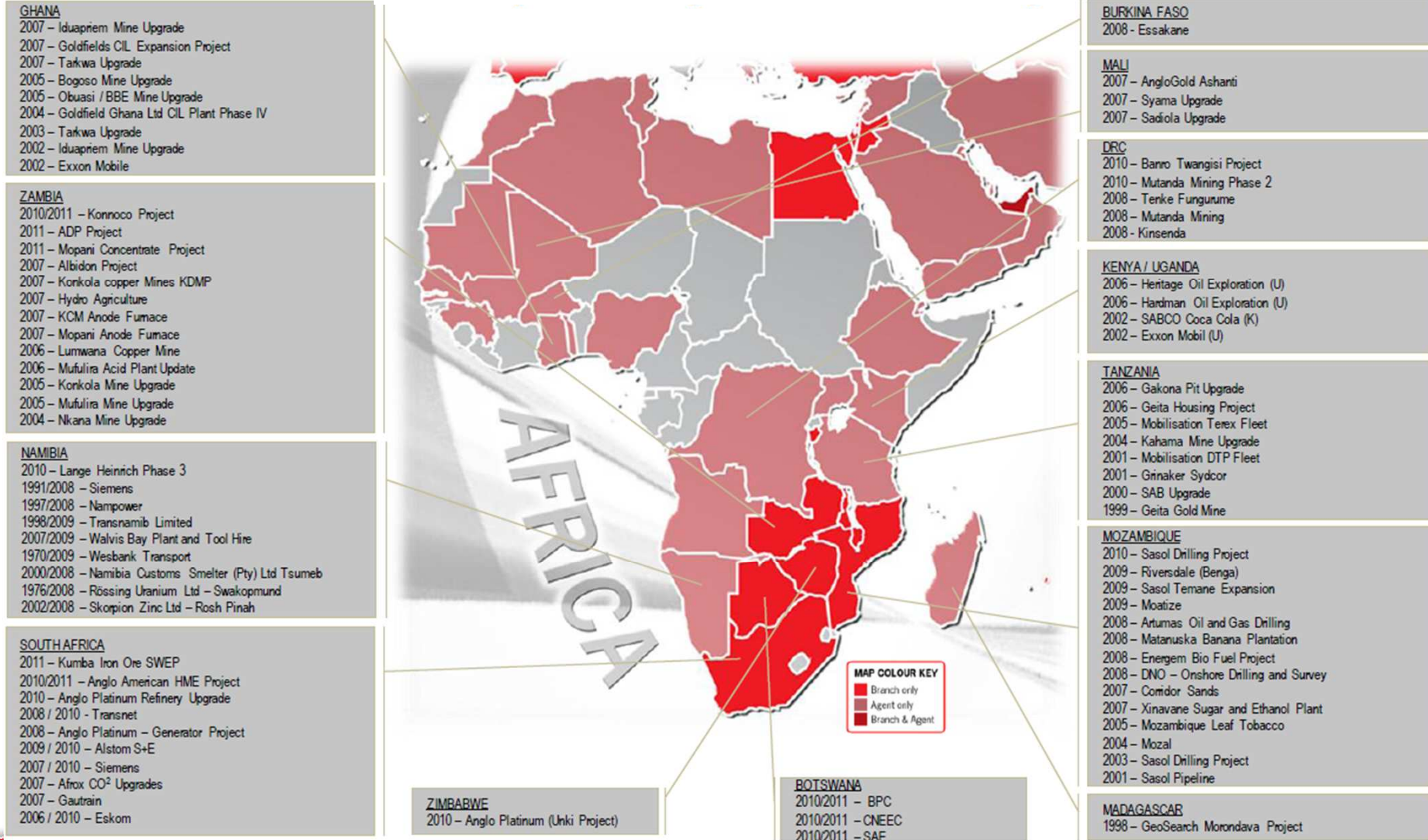
- Air & Ocean Freight Forwarding
- Contract Logistics
- Ground Transportation Management
- Customs Brokerage
- Supply Chain Consulting



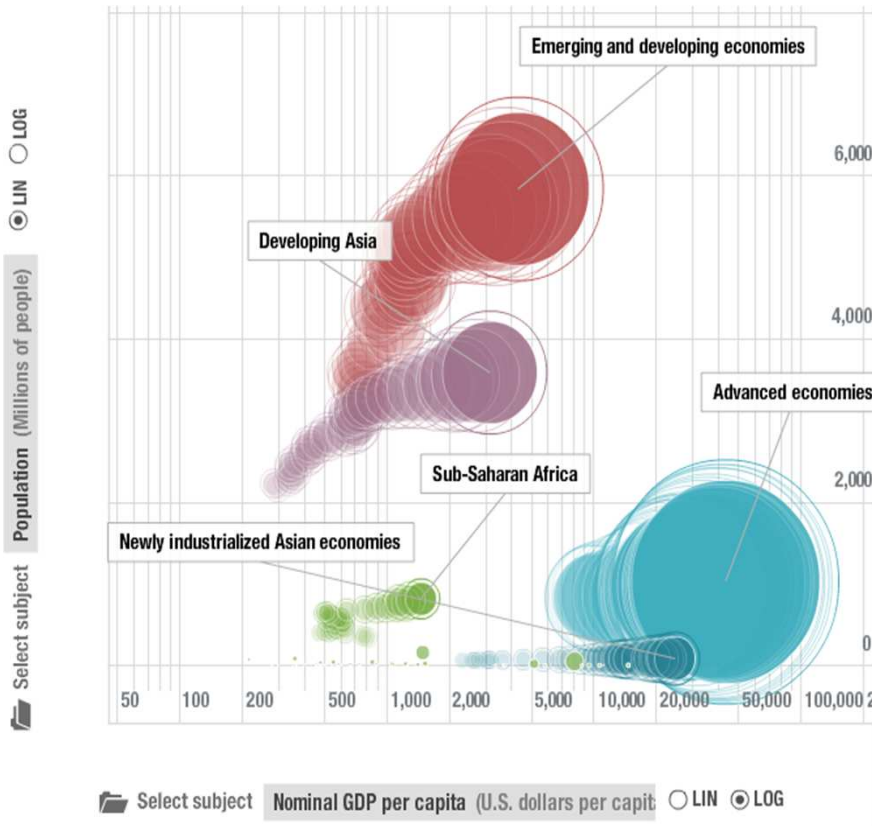
Operating Mines that UTi Service



UTi's Previous Project Experience



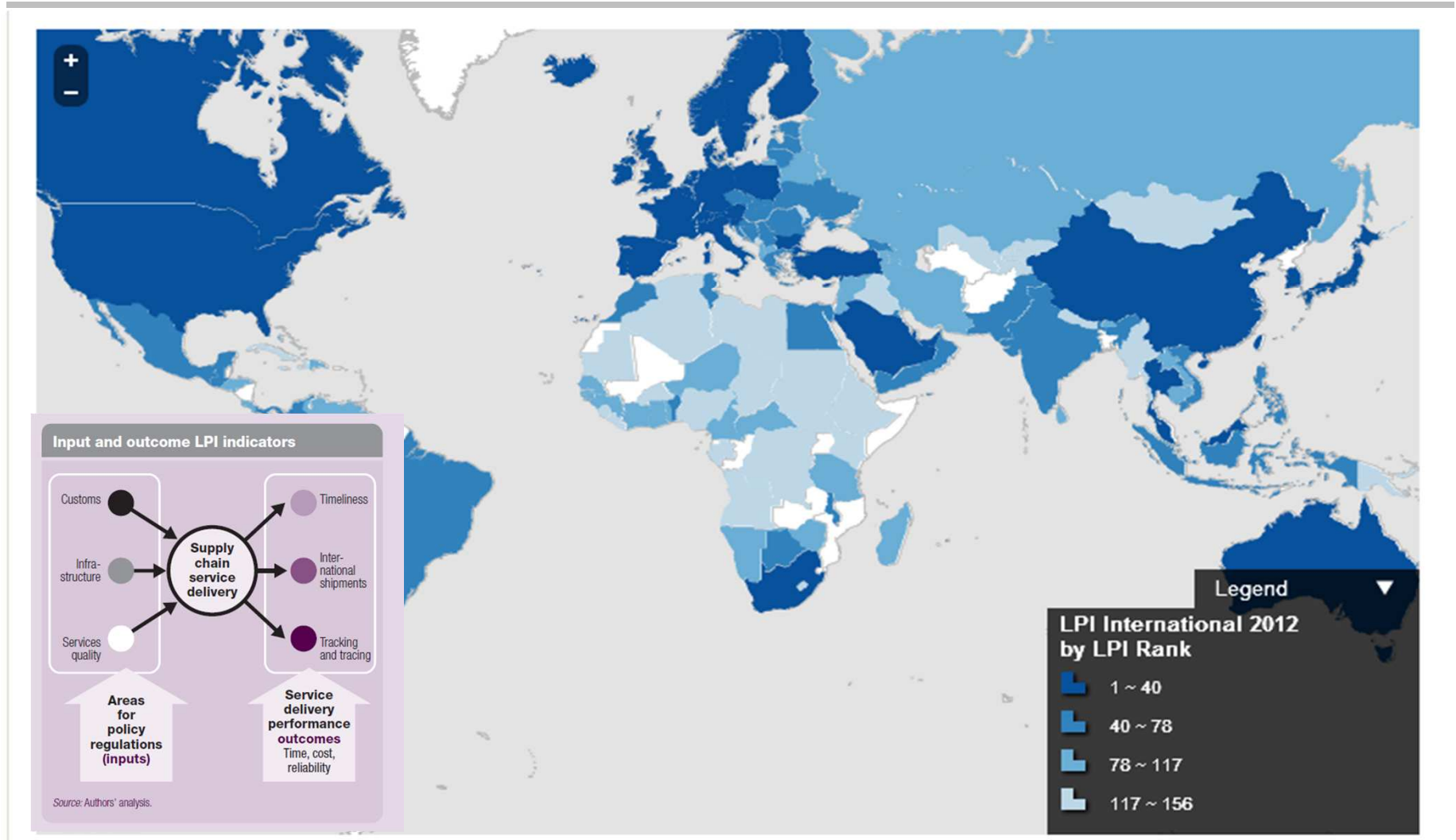
An Emerging Africa – The Importance for Logistics Performance



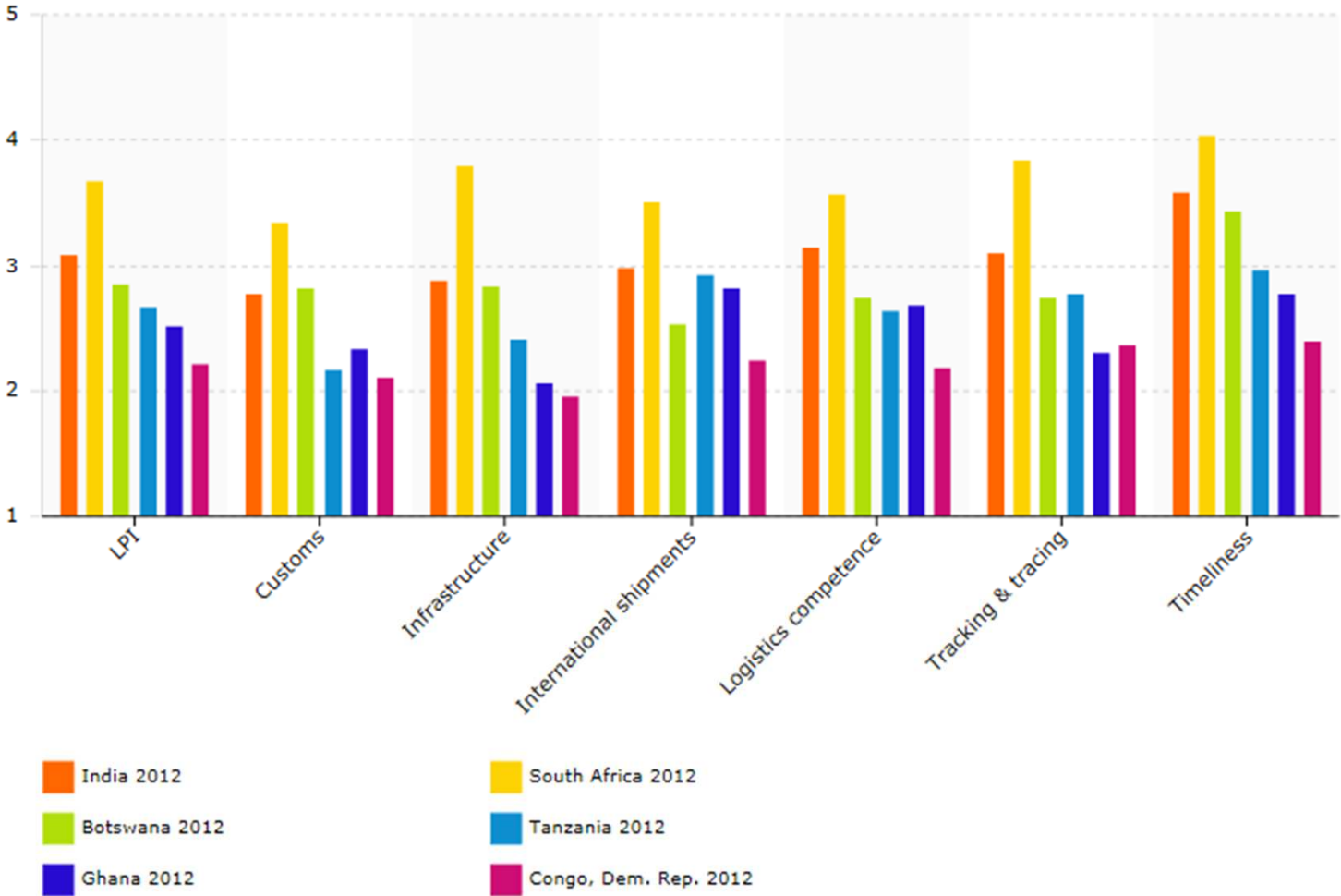
Cause	Effect	Possible Ramifications	
Rapid Economic Growth	Higher Family Incomes	More Consumer Spending	Emerging Market Opportunity
High Savings Rates	Low Household Debt	Ready Supply of Domestic Capital	Emerging Market Opportunity
Urbanization	Infrastructure Buildout	Demand for Commodities	Emerging Market Opportunity
Desire for Social Stability	Policies for Peace & Prosperity	Focus on Creating Jobs	Emerging Market Opportunity
Natural Resources Wealth	Exploration, Development & Production	Revenue Stream for Governments	Emerging Market Opportunity
Corporate Transparency	Easier to Attract Overseas Investments	Market Liquidity	Emerging Market Opportunity



Trade Logistics a Critical Factor for Economic Growth



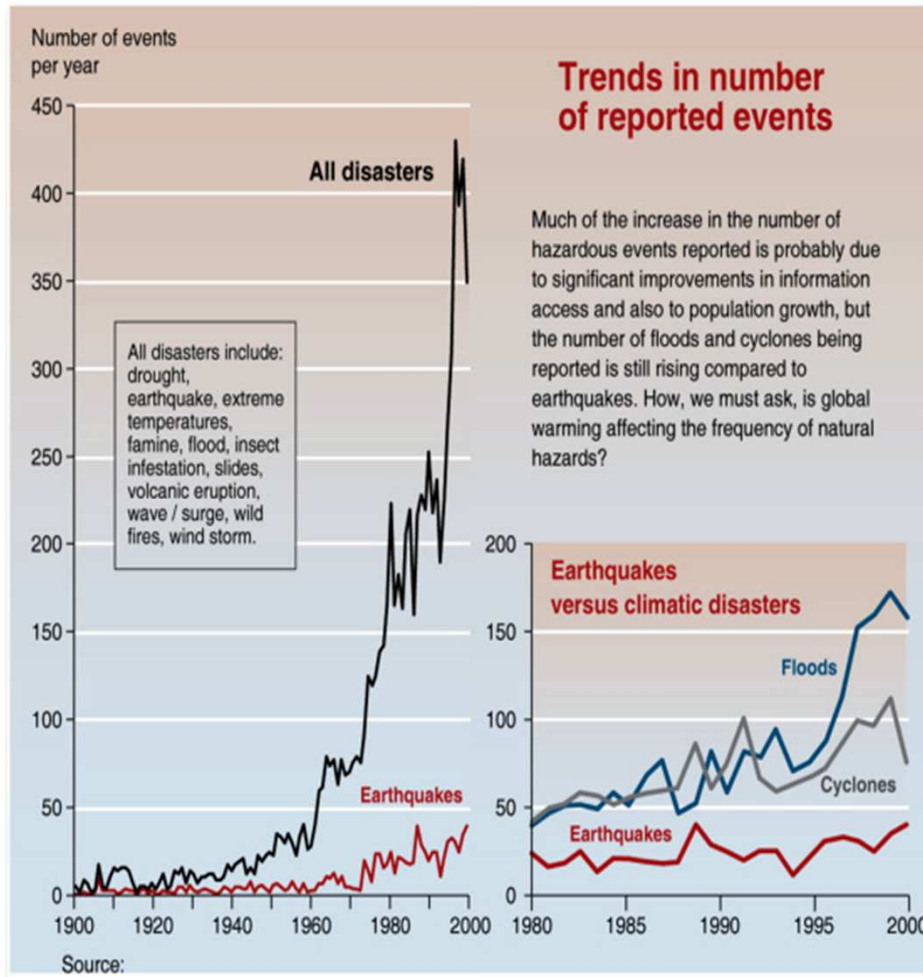
Sub-Sahara Africa Comparative



AICD – Africa Infrastructure Country Diagnostic

- Air Transport
Enjoyed Strong Growth, Relatively efficient East & South Network, Poor Safety Record (Monitoring of Airlines), needs improved air traffic control and surveillance facilities.
- Ports
Container Volumes tripled in last decade but still weak and suffers from Trade imbalances and inland transport linkages, only a handful of Deep Sea Ports, High costs & considerable delays.
- Railways
Economic significance declined markedly in last 30 years following economic liberalization and improvement in road infrastructure; Simply not enough rail traffic to generate revenues required to finance track upgrades.
- Roads
Progress made in developing funding and building nevertheless maintenance remains significantly under funded. Requires a more competitive trucking industry and smoother trade facilitation otherwise it will continue to remain uncompetitive. Rapidly growing cities face mobility problems due to inadequate infrastructure.
- Energy
Africa's chronic power problems affect 30 countries and take a heavy toll on economic growth and productivity. It requires 7,000 MW of new power generation capacity each year but has been installing only 1,000 MW in recent years.

Disruptions in the Supply Chain



- Global Financial Crisis
- Japanese & Indonesian Tsunami's
- Australian Floods
- South African Mine & Transport Union Strikes
- Piracy
- Middle East Conflict
- Euro Zone Economic Woes
- Security



What Should You Be Considering

Mining Indaba 2012

The principal risk in building a company in Africa lies not in the continent's socio-political conditions, but in the need to put together a **business model** and a **management team** capable of **dealing effectively** with the **dynamics** of an **emerging market**.

Mark Bristow – CEO Randgold Resources

- Have a Supply Chain Strategy
- Be prepared to adapt it as your business evolves
- Keep abreast of the local and global events affecting your supply chain
- Engaging Logistics Partners that have a Strong Global Network
- Evaluating your prospective PLP's service culture
- Understand how your prospective PLP will on board your business
- Ensure you are regularly measuring and reviewing performance

UTi Non-Profit Charitable Foundation



Delivering Better Lives

It was formed in 2007 out of desire to increase UTi's Corporate Social Responsibility and to foster an altruistic culture within the company.

The vision has been "To deliver better lives to needy or disadvantaged people or communities in which we live and do business."

It's trustee's are either current or existing senior employees of UTi Including two of the original founders of UTi, Tiger Wessels and Allan Draper. Its managed by its founding Australian, Glenn Mills.

DBL's Focus Area's



The foundation has determined that support will be provided in the following areas:

- Education
- Health
- Community Infrastructure
- Housing

Within these three areas we have a primary focus on children



Our Success Factors

“Our Goal is to improve 100,000 lives Annually”



UTi Charitable Foundation
“Delivering Better Lives”



- No Monies Spent on Administration
- Partnering
- Strictly Measuring Outcomes



Our Success Factors

“Our Goal is to improve 100,000 lives Annually”



UTi Charitable Foundation
“Delivering Better Lives”



- Fund Raising Activities by UTi Employees

- Walkathon Community Events
- Swimming Events
- Running Events
- Cycling Events
- Serving Ice Creams



Mounties Warehouse Team - South A



Auckland Team - New Zealand



Our Success Factors

“Our Goal is to improve 100,000 lives Annually”



- Managing Execution In House



- Our Understanding of logistics
- Our Global Network
- Our capacity on the ground to deliver



DBL Projects Delivered in Africa



UTi Charitable Foundation
"Delivering Better Lives"



South Africa

Ebuhleni Pre-School

Kenya

Tanzania

Burundi

Mashitsi Village School

Mozambique

Ghana

Zambia

Zimbabwe

Nyaure Medical Clinic



Q & A



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