

# MARITIME TRANSPORTATION & PORT LOGISTICS FOR CUSTOMERS SUCCESS



**SEA&PORTS**



**SEA&PORTS**



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## About Us

SEA & PORTS is a group of companies dedicated to the global maritime and port logistics industry. It has a deep expertise in transportation and logistics in traffic trades with Africa and particularly West Africa. SEA & PORTS is the only Spanish maritime Group that operates internationally with its own shipping lines covering all areas of the maritime transportation.

Our head office is located in Madrid and our current areas of operations include the Mediterranean, North Europe, West and North Africa, America and Asia.



**+30**  
years of experience

Presence in  
**+55**  
countries

Network of  
**+100**  
offices

## SEA & PORTS Group

### Shipping Lines



### Maritime Agencies

#### Europe Agencies



#### Africa Agencies



#### Europe & Africa Agencies



### Port Services & Logistics



### Freight Forwarder



### E-Commerce





## Mission And Vision

Our mission is to deliver effective, reliable, innovative, and customized solutions that exceed customer expectations in the maritime transportation, ports, and logistics.

Our vision is to lead the maritime transportation and logistics in niche markets, becoming a reference for efficiency, excellence, and competitiveness.

## Corporate Social Responsibility

At SEA & PORTS we are committed to improve the development of the countries we operate in. We work with associations and organizations in West Africa, especially those that use sports to teach values to children. We contribute helping them raise money in sports related events.

In addition, we are creating a foundation to continue contributing to the improvement of the society.

### Our values



Customer satisfaction,  
our commitment



Integrity and accountability  
as our raison d'être



Our employees, the  
most valuable asset



Proactive and innovative



Our brand, our customer's  
guarantee



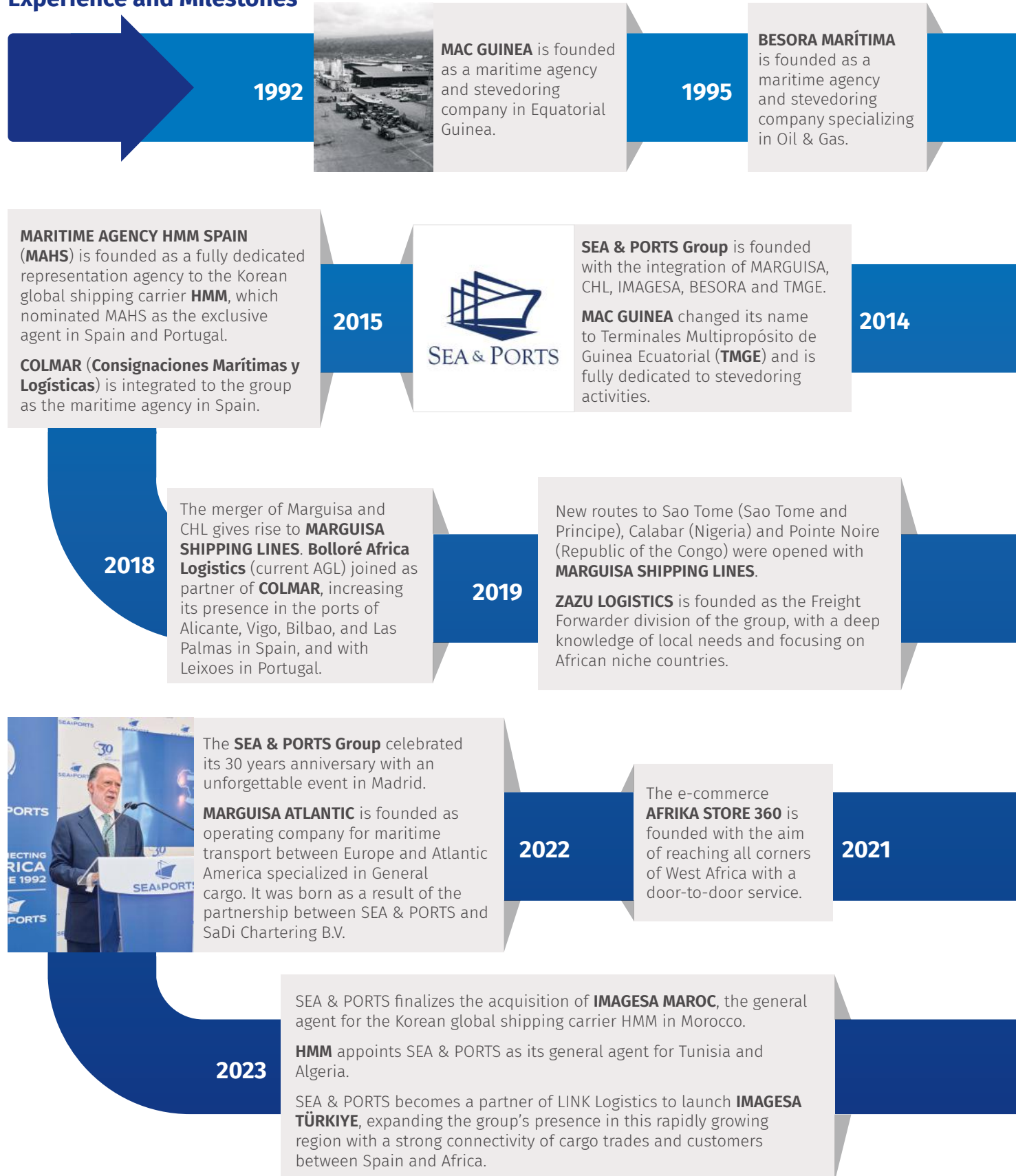
**“Our mission is to deliver effective, customized and innovative solutions that exceed our client’s expectations”.**

Juan Arroyo  
President & CEO



# Our History

## Experience and Milestones



1997



**MARGUISA**, one of our current shipping companies, was founded. It is specialized in regular maritime transportation for importing & exporting goods to and from West Africa.

2012

**MAC GUINEA** separates the maritime agency and stevedoring activities, and it creates **IMAGESA** for the agency activity.

2020



**UNITED MARGUISA LINES (UML)** is founded from the partnership of MARGUISA and UNITED HEAVY LIFT (UHL), specialized in Project and General cargo, Heavy Lift, and conventional cargoes from Europe and Mediterranean to Africa.

**BESORA** is reactivated as a ship and husbandry agency specialized in Oil & Gas for Equatorial Guinea, incorporated Navitrans as a partner, a reference in the Oil & Gas sector in Africa.

The **SEA & PORTS Group** launched a rebranding process to create a visual identity that would homogenize all its brands.

2024

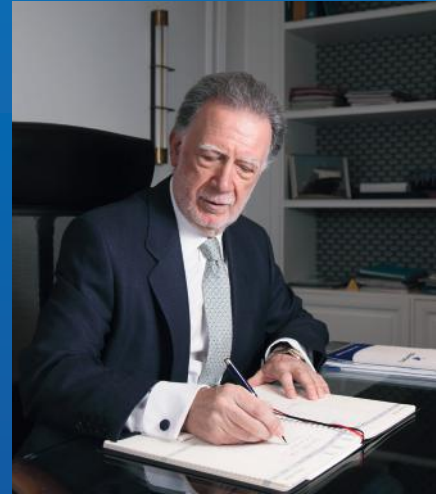


**SEA & PORTS Group** expands its operations in North Africa as **HMM** nominated the group as their general agent in Libya, solidifying its position as a reference in the Iberia-North Africa cluster region.

# Interview

**Juan Arroyo**

SEA & PORTS President & CEO



- **What is SEA & PORTS and how many years of experience does it have?**

SEA & PORTS, an excellent team integrated in different business areas operating in two fields: maritime transportation and port and land logistics, with more than 30 years of experience in both sectors.

- **What is SEA & PORTS specialized in?**

Our expertise is Africa and, in particular, in niche countries in Africa, and in other geographical locations. We also always consider any opportunity that appears in our activity.

- **What are the objectives for the 2024-2026 period?**

Our objectives for the next three years are sustainable growth, productivity and competitiveness increase, diversification, profitability increase and our social commitment through the creation of a foundation.

# International Presence

Own Office Network





**SEA&PORTS**

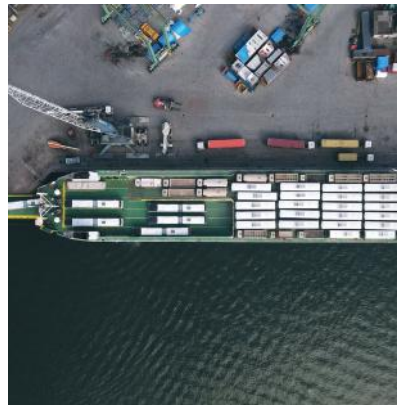


# Shipping Lines



## Connecting the world through maritime excellence

Our extensive experience and professional team allow us to provide the best possible service from and to different parts of the world, offering a broad range of maritime transportation services: Container, Ro-Ro and Multipurpose.



### Container Service

Global coverage with regular departures from and to West Africa, connecting the main ports with weekly direct sailings. Six geared vessels with an individual capacity of 3,500 TEU nominal.

### Ro-Ro Service

Regular and customized Ro-Ro service from any part of the world to West Africa. Dedicated service for northbound timber cargoes from Douala to Dakar and Valencia.

### Multipurpose Service

Semiregular sailings from all Mediterranean, Black Sea, and North European ports to West and East Africa, and America, focusing on Project cargoes with customized solutions. A fleet of multipurpose vessels for heavy lift transport and manipulation.



We look after our customers' businesses



A personalized service for each client



Our experience, your peace of mind



We are open to changes





## Marguisa Shipping Lines

**Marguisa Shipping Lines** is the shipping company of the Group, leader in international container traffic among the Spanish carriers. Starting its activity in 1992, it covers the trade routes from the Mediterranean Sea, Northern and mainland Europe, Asia, Middle East and South America to West Africa, and it offers maritime services for all types of cargo (container, Ro-Ro and multipurpose services).



**+50**  
sailings/year

**+350K**  
Tons/year

**+60**  
countries

**+100**  
offices



## United Marguisa Lines

**United Marguisa Lines (UML)** is the result of the partnership between Marguisa Shipping Lines and United Heavy Lift. Uniting the strengths of these experienced companies results in a semi-regular multipurpose vessel service between Northern Europe, the Mediterranean and Africa.

**+250K**  
Tons/year

**+200**  
calls/year

**+100**  
projects/year

**+40**  
operated countries



## Marguisa Atlantic

**Marguisa Atlantic** is dedicated to General cargo and operates between Europe and Atlantic America, improving the supply chain within the multipurpose maritime transport sector, and providing specialized solutions in the trade of bulk, breakbulk, general and project cargo.



**+620K**  
Tons/year

**+45**  
vessels/year

# Maritime Agencies



## Great experience and personalized service working 24/7

Our agencies network delivers a 24/7 service that adapts to the needs of our clients, providing all types of solutions related to maritime transportation for containers, Ro-Ro, or Project cargo and covering many sectors, including Oil & Gas.



### Shipping Agency

Thanks to the close connection to shipping lines, our agency network offers our customers frequent sailings along the main commercial routes to connect different parts of the world, managing a full range of container, multipurpose or Ro-Ro cargo services.



### Regular Lines General Agency

An effective organizational model with fully dedicated teams of sales, customer service, and operations, that integrates the shipping lines' identity, systems and procedures. They guarantee the shipping lines objectives for market share and contribution.



### Port Operations Management

Our agency network can manage all port operations with stevedoring companies to offer customized solutions designed for the customers' specific needs.



### Warehousing and Logistics Cargo

We offer a whole range of options to store any type of cargo and transport from point A to point B with all the guarantees. Our agencies have the necessary tools and workforce to deliver a door-to-door service.



### Customs Formalities

Full customs services to help and guide our customers through the entire process to pass it properly and on time.



### Husbandry Services

Our know-how, experience, and continuous training delivers a 24/7 ship consignment service to vessels and assistance to their crews.



Customized service adapted to our clients' needs



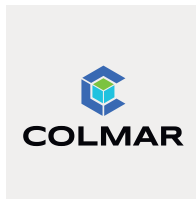
Full range of services delivered 24/7



Guaranteed delivery



Extensive experience in Spain-Africa & East-West transportation



## Colmar



**Consignaciones Marítimas y Logística (COLMAR)** offers a 24/7 and 365-days shipping agency service for charterers, ship owners, and traders around the world. It has offices in Madrid, Barcelona, Sagunto, Bilbao, Vigo, Alicante (Spain) and Leixoes (Portugal), and is a leading reference in container, multi-purpose and Ro-Ro service.



## Imagesa



**International Maritime Agency Guinea Ecuatorial (IMAGESA)** is the leading maritime agency in Equatorial Guinea, Sao Tome and Principe, Morocco, Türkiye, and Cameroon, that represents Marguisa, UML, CMA-CGM and HMM in these countries, and it represents other tramp shipping operators.



## Besora



**Besora** is the agency specialized in Oil & Gas with more than 25 years of experience that provides husbandry, shipping, customs broker, freight forwarding and purchasing services to Oil & Gas companies.



## HMM



Sea & Ports, in partnership with the Korean global shipping carrier HMM, represents shipping lines as a maritime agent across key markets, including Spain, Portugal, Tunisia, Algeria, Morocco, Libya, Senegal, Nigeria, Ghana, and Ivory Coast.



- colmaragency.com
- image-sa.com
- besoramaritima.com

- imagesa-tr.com
- hmm21.com
- imagesa

- HMM Iberia & North Africa
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- ImagesaSTP

# Port Services & Logistics



## Experience and highly qualified human capital

Our stevedoring companies can handle different activities for any kind of vessel and freight: stevedoring, land transport, lashing and repairing containers. It is aligned with the strategic plans and investments by the governments in the port sector.



### Stevedoring

Any type of vessel and type of cargo can be handled, using state-of-the-art machinery, know-how and a highly qualified human team.



### Land Transport

We have machinery for any type of road haulage, even special ones up to 50 tons.



### Lashing

The appropriate type of lashing is always provided to secure the freight and avoid incidents when transporting goods.



### Repairing Containers

Repair of any type of damage, dents, breakages, and buckling of the equipment to ensure their best condition at most competitive cost.



High productivity



Cost savings with competitive tariffs



Lower ICE (incidents, claims & errors)



24/7 stevedoring services



# TMGE

Terminales Multipropósito de Guinea Ecuatorial (TMGE) is the company in charge of port operations, port management, depots, warehouses, and all related inland logistic services in Equatorial Guinea. Their services include road transportation, workshops, and container repairs. It is the largest stevedoring company in the country, taking care of over 70% of the cargo movements.



**70%**  
Container  
ships\*

**100%**  
Container transshipment  
ships\*

**10%**  
Tramp  
Vessels\*

**60%**  
MPP  
Vessels\*

**15%**  
RORO  
Vessels\*

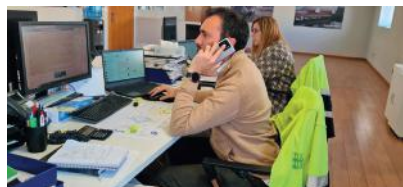
\*Market share

# Freight Forwarder



## Multimodal logistics door-to-door solutions

We offer multimodal solutions at a national and international level, specialized in the connection between the Mediterranean and West Africa: door-to-door, logistics, customs, Waiver certificate management and advice support. We have the necessary experience and resources to provide the solutions that our customers require.



### Logistics Solutions

Tailor made solutions adapted to the nature of the product, including dangerous goods, ISO tanks, high-value cargo, and more. Our services are suitable for all type of industries.



### Sea Freight Services

Full container (FCL) and groupage (LCL) cargo service to and from West Africa at the best price and transit time. Also, services for goods that cannot fit in containers like Ro-Ro, Lo-Lo, Bulk, Heavy lift, and Multipurpose vessels (MPV).



### Air Transport

Fast and safe solutions for air cargo services including passenger flights, freighters, and charter services. And parcel delivery services from and to the main international airports.



### Land and Rail Transportation

We transport in groupage or full truck, and in long distances or last mile in dedicated vehicles.



### Logistics and Customs Management

All kinds of logistics and transportation auxiliary services such as warehouse storage, specific packaging solutions, consolidation, transfers, and distribution.



### Waiver Certificate - ECTN

Management and advice for the issuance of the Waiver certificate to all countries that require it, from any origin. It is a mandatory document for exports transported by sea to Africa.



Quality service



Trust in suppliers and customers



Flexibility and adaptability: understanding clients' needs



Simplicity and agility



# Zazu Logistics

**Zazu Logistics** is the specialized Freight Forwarding division focusing on the African market with a deep knowledge on local population necessities and physically located in Africa.

We adapt to our customers' needs, offering a logistics value chain management program. We provide services to FCL, LCL, Air cargo, Customs services, Waivers, over-sized and Heavy Lift cargoes, Project cargoes, any type of special cargo, or 24/7 dedicated hub for customers.

Zazu has offices in Madrid, Valencia, Malabo, and Bata, and it is growing in other West African countries with presence in more than 100 countries thanks to its network of agencies.



**+50**  
countries door-to-door solutions

**+5K**  
TEUs/year

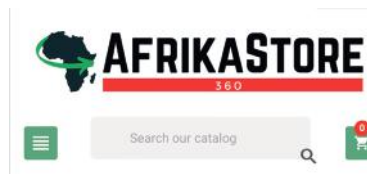
**Top 10**  
freight forwarders Spain-WAF

# E-Commerce



## Connecting West Africa through digital commerce

We have developed an e-commerce platform focused on West Africa and based on our experience in the complete logistics process. Our objective is to offer all types of high-quality products to different customers in West Africa, especially Equatorial Guinea and Sao Tome.



### Business To Customer

Our e-commerce offers a wide range of products with online customer support, facilitating safe and easy payment options through our agency IMAGESA in Africa.

### Business To Business

We facilitate companies to purchase outside of Equatorial Guinea by providing personalized advice and support for any type of sector, and with order and inventory management systems.

### Marketplace

Platform that connects suppliers and customers from Africa and/or other countries. It offers a safe and guaranteed purchase process reinforced by an online customer service that helps buyers.

**+900**  
deliveries/year

**+200**  
customers

**+20K**  
listed products

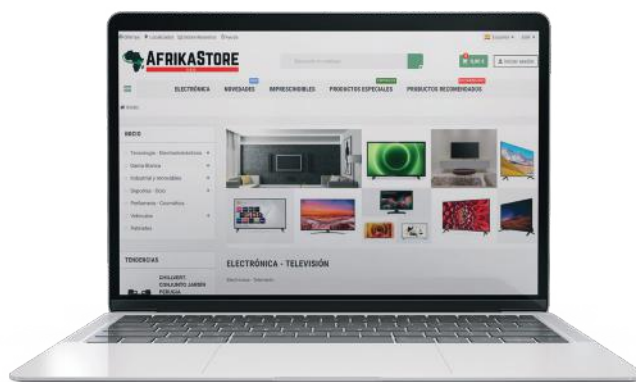
**+3K**  
Tons/year delivered



## Afrika Store 360

**AFRIKA STORE 360** aims to reach all parts of West Africa, reducing transport costs and making a wide variety of products available to everyone, with a door-to-door service to Bata and Malabo with the possibility of shipping to other destinations. IMAGESA is involved in payment management and order deliveries.

The team is formed by several high experience profiles in the world of e-Commerce, maritime transportation, and logistics.



Dedicated  
customer team



Purchase management  
service



Direct and regular  
deliveries



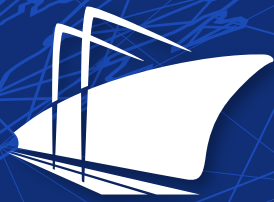
Wide range of products  
with competitive prices



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**MARITIME TRANSPORTATION  
AND PORT LOGISTICS EXCELLENCE**



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