MOHAMMED IFRAH

- Managing Director
- DHL Express Morocco

DHL Express Solutions for Auto-Mobility in Morocco







The International Specialists

5,000
Shipments per Day

2Gateways



Fully
Operational gateway
in CMN with 6,810
m² for fast customs
clearance



+68%
Market Share



Dedicated DHL Flight

Casablanca Boeing 757 with 22 Tcapacity. Airbus A300 with 60Tcapacity Tangier Boeing737 with 14 T capacity.

140 Vehicles& 18 ServiceCenters

CASABLANCA & TANGIER
2 Cities connecting Morocco to the rest of the world



3 Facilities certified by Transport Asset ProtectionAssociation (TAPA)



Why choose DHL Express to and from MOROCCO?

DHL Express has the largest TDI market share in Morocco: 68%.

DHL network flights serve Morocco 6 days a week, connecting Europe with 3 planes 2 from CAS and 1 from TNG.

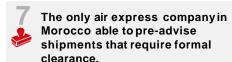
97% transit time performance.

The only express company in Morocco with in-house customs on site, which speeds up shipment clearance.



The only air express company in Morocco that won several external awards.

- Best Employer 2016 2017
 - Best Call Center 2016 -2017& 2018
 - Top employer 2018



Largest auto-sort facility among express companies in Morocco sorting more than 5000 ship/Day which ensures speedy delivery to receivers.





By far the largest number of service points and retail outlets in Morocco (18), ensuring that customers have easy access to DHL services.



Unparalleled infrastructure and best-in-class operations

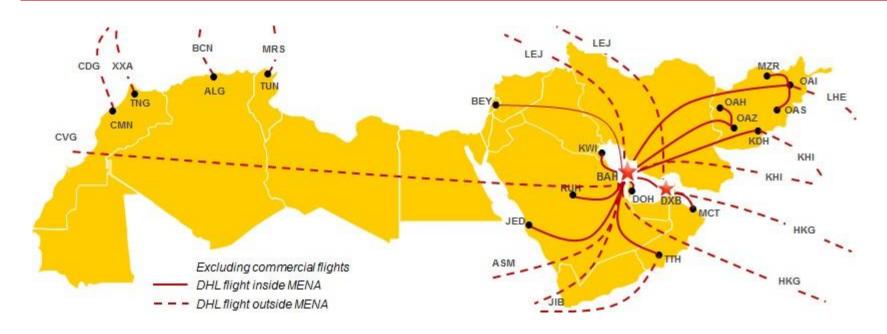
Two gateways at the core of our operations



97%	Transit tim	Transit time performance				
96,2%	Pre-noon delivery					
74,9%	Cleared on arrival					
	-24	FedEx ®				
Vehicles	140	14 -				
Gatew ays	2	0 -				
Service Centers	9	6 -				



Connecting Morocco with the world



^{*} Via the Colombo Gateway (CMB)



DHL Express *Morocco* at a glance

We are the Market Leader in Country Name with 65% market share

		FedEx ® Express	ups
Founded	1987	1998	1997
Employees	350	100	60
Vehicles	140	17	14
Hubs & Gateways	2	0	0
Service Centers	9	6	4
Retail Outlets	9	-	-
CS operating hours	Mon-Fri 08:30-18:30 Sat 08:30-12:30	Mon-Fri 8:30-18.30 Sat08:30-18.30	Mon-Fri 8:30-18.30 Sat08:30-18.30



Strength of DHL customs clearance

* As of Feb 2016

Item	Evaluation factors		FedEx ® Express	ups
	Transportation	Yes	Yes	Yes
AEO Certification	Warehouse operator	Yes	No	No
	Customs broker	Yes	Yes	-
Security	# of facilities certified in TAPA	1	0	0
Quality Managemen	t ISO 9001 Certification	No	No	No
	Serv icehours			
Import clearance	Import declaration prior to arrival	Deminimis, Informal, Formal	Deminimis, Informal	Deminimis, Informal
	Customs declaration for formal clearance	Prior to arriv al	Af ter arrival	Af ter arrival
	Vehicle departure time f rom CAS	07:45 09:30 15:00 16:00	Not Available	Not Available
	Import delivery time from AP/EU (Shipments arrived at ICN at 8 am)			
	Import delivery time from US (Shipments arrived at ICN at 11 am)		·	
Export clearance	Real time export declaration by synchronizing BL/Invoice with customs broker's system	Av ailable	Av ailable	Not available (by fax)
Cargo managament	Shipment sorting system	Auto sorting	Manual	Manual
Cargo management	Shipment manifest transmission	Automatic in real time	Manual	Manual



External awards



Provider of Choice





DHL Express Morocco has been recognized as the **Best Call Center** In MOROCCO in 2018

2018 in August: Customer Service Department of the Year: Transportation



Employer of Choice



DHL Express Morocco won the Award of the **Best Employer** two years in a row 2016 – 2017 and 2018



Latest Investments:



New Service Point
in
ESSAOUIRA – BENI
MELLAL & KENITRA
(the only express company
in those cities)
2018





Automotive Solutions:

- Hand carry/ OBC
- AOG Shipments Aeronautic/ Automotive spare parts
- Just In Time delivery / Collect in a specific hours & during Weekend + Holidays
- Customs Clearance at destination



Tell us about your logistic needs and we will offer you an individual solution Transportation, storage, customs clearance, maintenance, stuffing of containers, on site support, global attendance, worldwide provision of machinery, full charters

Follow-up &

Closing





EUR1 preparation

Deployment

- T1 Doc Preparration
- 1st miles and last miles delivery / Collect

Activation

- Next Flight out / NFO
- Charter Service
- Repair & Return

