

Vallis

Africa, the Middle East and Eastern Europe

ExportaMoz Solutions

Workshop

International Trade & Access to

Export Finance

Radisson Hotel, Maputo

20th February 2025

Africa, the Middle East and Europe: Where we do it

Africa:

1. Angola
2. Burkina Faso
3. Cameroon
4. DRC
5. Guinea
6. Guinea-Bissau
7. Liberia
8. Kenya
9. Madagascar
10. Malawi
11. Mali
12. Mauritania
13. Mauritius
- 14. Mozambique**
15. Namibia
16. Rwanda
17. Senegal
18. Sierra Leone
19. Somaliland
20. South Africa
21. Sudan
22. Tanzania
23. The Gambia
24. Togo
25. Uganda
26. Zambia
27. Zimbabwe

MENA:

1. Bahrain
2. Egypt
3. Israel
4. Morocco
5. Syria
6. UAE (Dubai)

Europe:

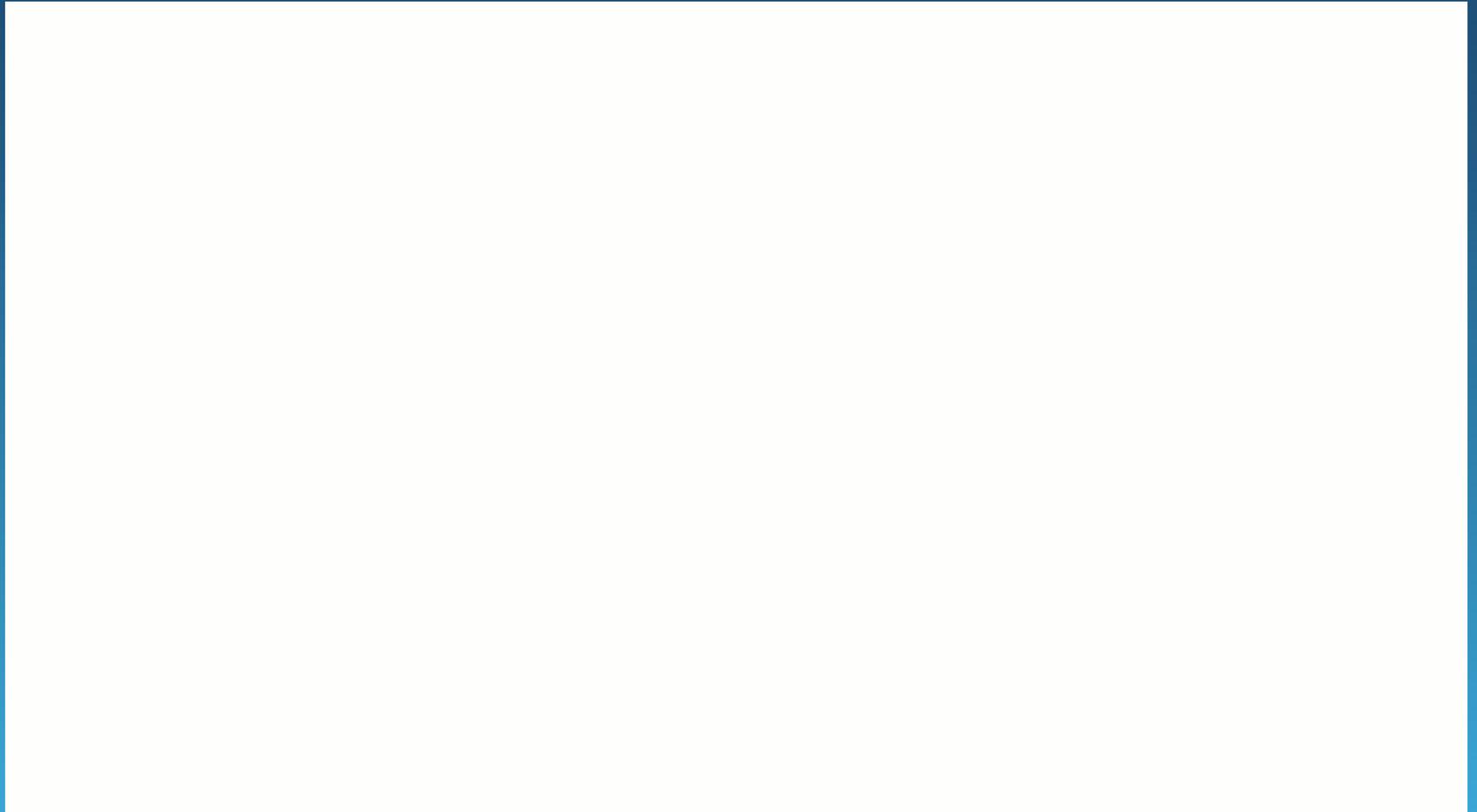
1. Ukraine

Further representations and Operations

- | | |
|------------------|-----------------------|
| 1. Algeria | 11. Jordan |
| 2. Benin | 12. Niger |
| 3. Chad | 13. Nigeria |
| 4. Cote d'Ivoire | 14. Qatar |
| 5. Comoros | 15. Republic of Congo |
| 6. Djibouti | 16. Saudi Arabia |
| 7. Eritrea | 17. Somalia |
| 8. Eswatini | 18. South Sudan |
| 9. Ethiopia | 19. Tunisia |
| 10. Ghana | |

Vallis currently operates extensively in Africa, the Middle East and Europe via our own network

What and How We Do It



Vallis

Africa, the Middle East and Eastern Europe



Vallis Group Clients



Protecting integrity for Producers and Suppliers

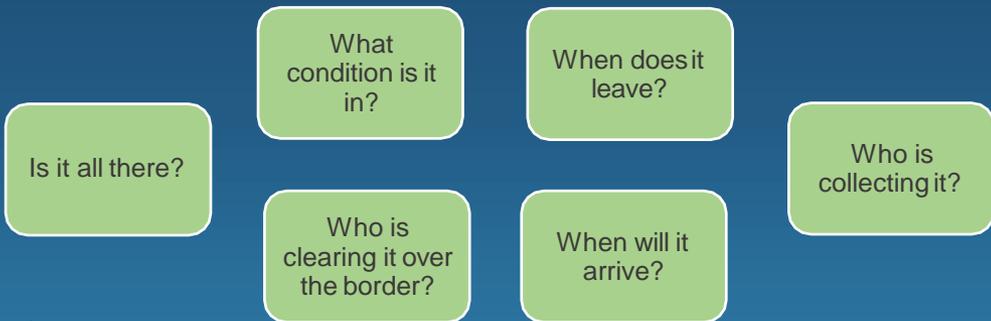
Producer



- Stock Management
- Supply Chain Assurance Services
- Marine and Cargo Services
- Audit and Inspections

Provide assurance to Producers and Suppliers regarding:

1. Stock management processes and procedures
2. Supply Chain logistics
3. Marine and Cargo Loading and Discharge



Vallis is able to satisfy the concerns of Producers and Suppliers that what they deliver meets the quantity and quality requirements of the Buyer. We can enable the Producers and Suppliers to track movement of goods in real time.

Protecting integrity for a Financier

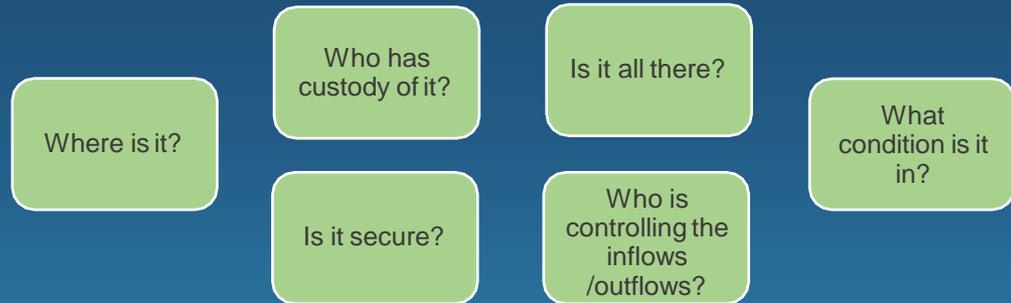
Financier



- Stock Monitoring
- Marine and Cargo Services
- Audit and Inspections

Provide assurance to a Financier regarding:

1. The availability and status of Stock
2. The stock management capability of a warehouse
3. Marine and Cargo Loading and Discharge for goods financed



Vallis is able to satisfy the concerns of a Financier that what they finance exists in the quantity and quality expected and is stored in an appropriately secure and controlled environment. Movements in and out can be tracked in real time or with regular frequency reporting.

Accreditations



Vallis Group is a full Testing, Inspection, Certification (TIC) Council member



Vallis Group is an ISO 9001:2015 certified company



Vallis Group is a Grain and Feed Trade Association (GAFTA) Superintendent member



Vallis Group is a member of the Federation of Cocoa Commerce (FCC)



Vallis Group is a member of the Federation of Oils, Seeds and Fats Association (FOSFA)



Vallis Group is a member of Brand Recognition Compliance Global Standards (BRCS)



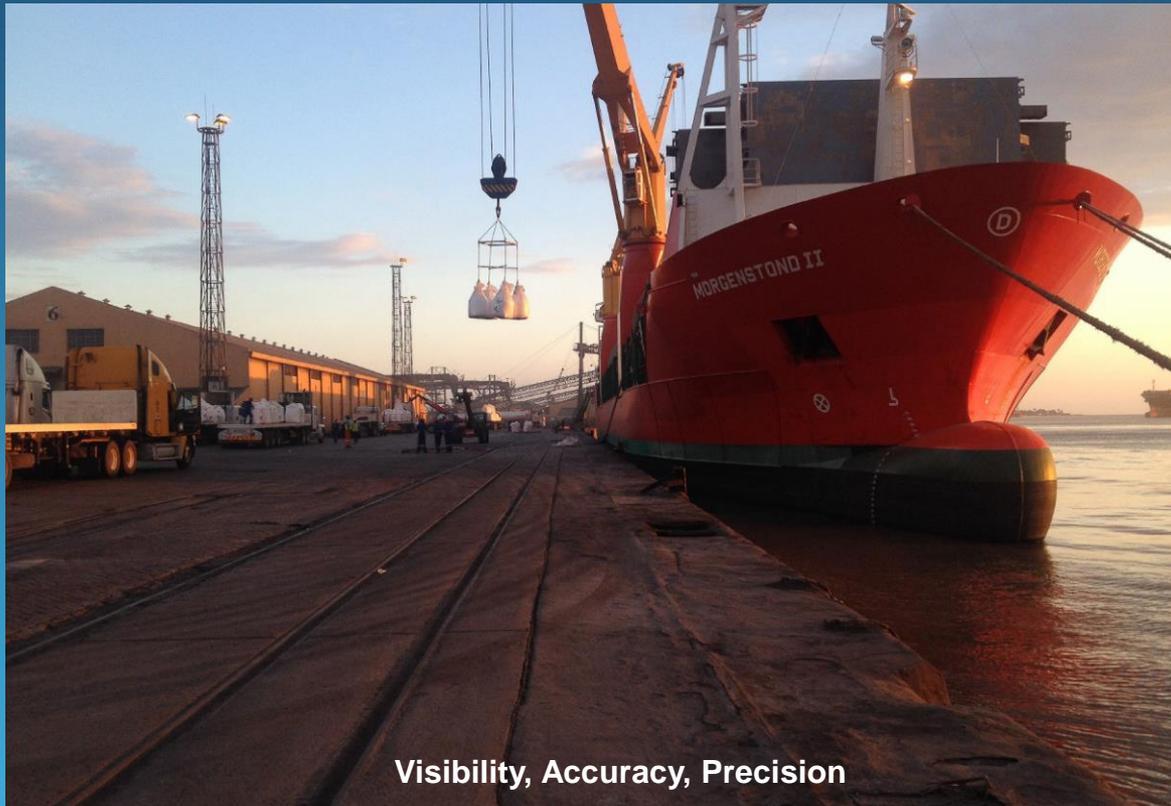
Vallis Mozambique Lda

- Established in 2009.
- 51 fully contracted staff, dedicated to delivering excellence.
- Fully compliant with all national regulations.
- Operational Head Office in Beira (strategic positioning).
- Regional offices in Maputo and Nacala.
- Fully licensed and accredited to operate in all national ports.
- Teams lend their expertise to operations in Eswatini, Botswana, South Africa and Angola.
- Service supplier of choice to multiple clients.

Vallis Mozambique Lda



Marine and Cargo Services



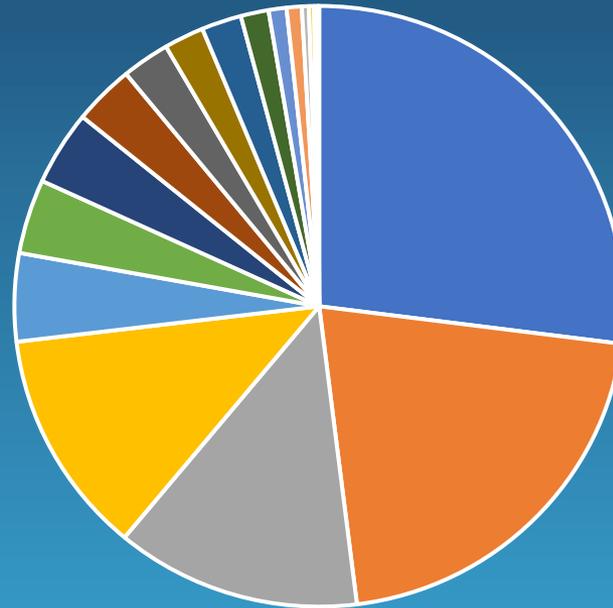
Visibility, Accuracy, Precision



Vallis Mozambique Lda

Marine and Cargo Services

Tonnes Handled by Country - 2023



- | | | | | | |
|--------------|-----------------|------------|--------------|---------------|----------------|
| □ Mozambique | □ Kenya | □ Cameroon | □ Djibouti | □ Ivory Coast | □ Egypt |
| □ Togo | □ Tanzania | □ Ghana | □ Somaliland | □ Senegal | □ Madagascar |
| □ Namibia | □ Guinea Bissau | □ Guinea | □ Malawi | □ Benin | □ South Africa |

Vallis Mozambique Lda

Marine and Cargo Services



Customers

- Charterers and Cargo Owners
- Receivers and Consignees
- Humanitarian Agencies
- Logistics Companies
- P&I Clubs and Ship Owners
- Freight Forwarders
- Shipping Agents



Vallis Mozambique Lda

Marine and Cargo Services



Marine Surveying

- Cargo surveys
- Vessel surveys
- Damage surveys
- Loss Adjusting

Vessel Cargo Inspections

- Loading and discharge supervision
- Cargo tally verification
- Quantity determination
- Sampling and quality inspection
- GAFTA approved superintendents

Vallis Live

- Vallis Live is an innovative application to verify stock in real-time
- Customers have control over their interests
- Revolutionary technology to disrupt current methodologies



Vallis has an established presence in all major ports across Africa and the Middle East with dedicated and skilled port-based teams providing your eyes and ears on the ground.

Vallis Mozambique Lda

Marine and Cargo Services



Marine and Cargo Services - Tonnages

TONNES	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
January	0.00	5,522.00	68,185.00	34,559.00	24,175.00	26,172.11	65,900.00	66,440.71	40,700.00	19,500.00
February	0.00	2,999.00	12,000.00	15,922.70	7,249.60	79,773.00	37,199.64	50,056.00	72,855.80	11,000.00
March	0.00	2,500.00	20,700.00	37,645.18	52,000.00	30,248.00	44,499.76	23,424.92	34,535.00	7,600.00
April	0.00	13,548.94	73,586.00	78,749.51	30,262.75	77,374.13	21,510.00	71,000.00	85,468.17	56,887.25
May	0.00	62,055.00	18,898.06	12,574.09	27,522.47	89,381.14	136,698.80	215,719.00	20,315.89	32,250.00
June	0.00	16,600.00	48,090.00	39,668.94	55,341.94	69,958.03	91,025.16	94,648.00	107,423.72	15,010.00
July	0.00	0.00	9,000.00	24,304.38	23,001.00	79,401.82	77,000.13	76,574.80	157,226.53	35,734.98
August	0.00	23,899.32	59,675.25	115,399.74	72,187.75	159,434.82	70,813.83	33,800.00	67,553.68	35,650.00
September	0.00	32,600.00	67,909.50	69,977.58	88,775.00	37,000.00	50,646.48	16,500.00	91,086.00	113,726.76
October	0.00	27,168.35	16,576.00	118,976.00	137,549.98	112,000.00	155,083.08	143,076.92	48,800.00	84,369.00
November	0.00	83,292.00	53,784.14	58,442.38	133,402.00	122,978.04	110,850.50	81,723.03	142,100.00	168,341.72
December	4,248.00	23,100.00	78,370.48	16,557.90	102,384.68	102,763.52	123,971.55	43,750.00	56,900.00	40,000.00
Total	4,248.00	293,284.61	526,774.43	622,777.40	753,852.17	986,484.61	985,198.91	916,713.38	924,964.78	620,069.71

Vallis Mozambique Lda

Marine and Cargo Services



Marine and Cargo Services – Individual Operations

OPS	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
January	0	1	4	2	2	6	5	4	2	5
February	0	1	1	2	1	8	3	2	6	3
March	0	1	4	5	4	3	5	2	4	5
April	0	2	5	9	5	8	3	5	9	7
May	0	6	3	2	2	6	11	14	3	6
June	0	1	3	6	7	6	7	5	10	6
July	0	0	2	3	2	6	6	5	12	14
August	0	4	7	11	9	13	7	3	9	6
September	0	2	6	7	5	5	3	1	10	13
October	0	2	1	8	10	5	7	11	8	11
November	0	5	5	7	12	10	8	6	18	14
December	1	3	7	1	6	6	5	6	5	7
Total	1	28	48	63	65	82	70	64	96	97

Vallis Mozambique Lda

Stock Management Services



- ❖ Vallis operations began in Mozambique in 2009. The following commodities have all been managed by Vallis in Mozambique:
 - ❑ Cashew, Clinker, Cotton, Fuel, Fertilizer, Gas Oil, Groundnuts, Green Gram, Lithium Ore, Maize, Peanuts, Pigeon Peas, Petalite, Rice, Sesame, Soya beans, Spodumene, Steel, Tobacco, Vegetable Oil, Wheat.
- ❖ >2,500,000.00 tonnes of stock under management at various levels since 2019
- ❖ Positive action taken in the prevention of alleged attempted thefts
- ❖ **ZERO LOSES**

Vallis Mozambique Lda

Stock Management Services



Vallis provides 3 levels of services tailored to meet client needs:

➤ **SVA**

Stock Verification Agreement

consists of periodic audits and stocktakes

➤ **SMA**

Stock Monitoring Agreement

enables basic monitoring and reporting of stock movements

➤ **SMA Plus**

Stock Monitoring Agreement Plus

extends the basic offering to provide a reasonable and more cost-effective alternative to CMA

ACTIVITY	Stock Verification Agreement	SMA	SMA Plus
Contractual Entity	Vallis Services	Vallis Services	Vallis Services
Formal site inspection report			✓
Seal warehouse outside working hours			✓
Tally in stock		✓	✓
Issue Stock Confirmation Certificates			✓
Monitor Release Instructions			✓
Tally out stock		✓	✓
Daily stock reporting		✓	✓
Continual staff presence during working hours		✓	✓
Periodic external audits and stocktakes	✓		

Vallis Mozambique Lda

Stock Management Services



- Beira
 - Permanently deployed to 8 operations
 - Nacala
 - Permanently deployed to 4 operations
 - Maputo
 - Permanently deployed to 3 operations
- Capacity to deploy 24/7
- Additional measures, i.e. serial # seals

Key USPs:

- ✓ Dedicated staff.
- ✓ Maximum focus on **absolute** reporting accuracy
- ✓ Daily reports direct to client
- ✓ Direct line to UK Head Office for assistance, advice and guidance



Vallis Mozambique Lda

Quality Assurance and Quantity Inspection Services (QAQIS)



- Partnered with multiple internationally accredited laboratories providing end to end service
- Own fully registered and calibrated equipment
- Includes agri, consumable and liquid products
- In-country granular and moisture analysis capabilities - reports provided within 36 hours of samples received
- Sample retention for future reference and/or dispute resolution

Vallis Mozambique Lda

Quality Assurance and Quantity Inspection Services (QAQIS)



- Independent Audits
- Highly experienced Auditors (>50 years combined)
- Auditors proceed without knowledge of quantities expected
- No stone left unturned
- Final product – in-depth and highly detailed reports supported by photo and video evidence
- Valued by clients and insurance providers alike

Key Personnel

Vallis Group (UK Head Office)

Managing Director

Andrew Barr-Sim

Finance Director

Steve Thomson

Commercial Director

Jack Aylward

Commercial Managers

Natasha Orr

Jack Austin

Vallis Mozambique LDA

Manager & Administrator

Darren J Chantler

Operational Lead – Southern Mozambique Region

Ercilio Nhate

Operational Lead – Central Mozambique Region

Dane Carlos (Stock control)

Nicholas Morando (QAQIS)

Henriques Dauce (M&C)

Francisco Alves dos Santos (M&C)

Operational Lead – Northern Mozambique Region

Aleixo Wafawanaka

Vallis Group has 500+ staff across all operations

Vallis Mozambique Lda is the largest single employer within the group.

Vallis Mozambique Lda



Why Choose Vallis?



- Independent – we have **no vested interest** other than to report the **facts** to you
- Trusted by financial institutions, trade houses and clients alike
- Reliable, dedicated staff determined deliver on our promises
- Flexible, tailor-made solutions to meet your needs

✓ **INTERGRITY**

✓ **TRUST**

✓ **TRANSPARENCY**

Vallis Mozambique Lda

