




Secure Logistics Group

www.slg.com.pk

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Introduction To **Secure Logistics Group**



History and Time Line

Secure Logistics Group (Pvt) Ltd ("SLG" or "The Group") has been rendering a broad array of solutions specializing in Logistics and Vehicle Fleet Management Services across the country. The Group has maintained a proven track record in achieving customer satisfaction across its businesses. Our key to success stems from quality human resources, judicious planning and meticulous execution while leveraging country-wide asset base and infrastructure



Logistics Division

(formerly SecurLog (Private) Limited)

Provides integrated logistics services and supply chain management solution, such as customs clearance, short haul and long haul transportation, warehousing, air and sea freight



Vehicle Tracking Services

(formerly Secure Track (Private) Limited)

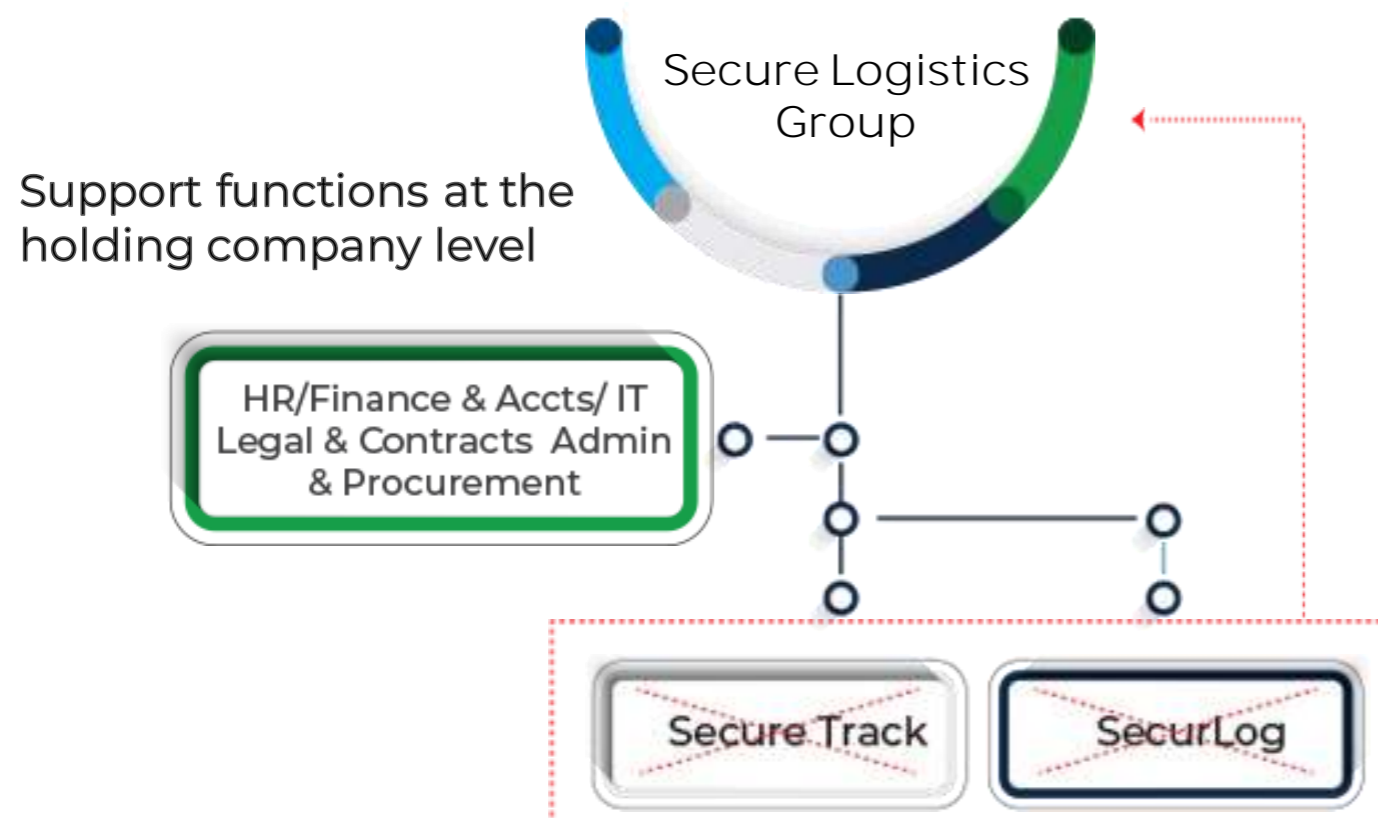
Provides Advanced Fleet Management solutions and tracking solutions to ensure security of vehicles, assets and increase efficiency



Corporate Restructuring

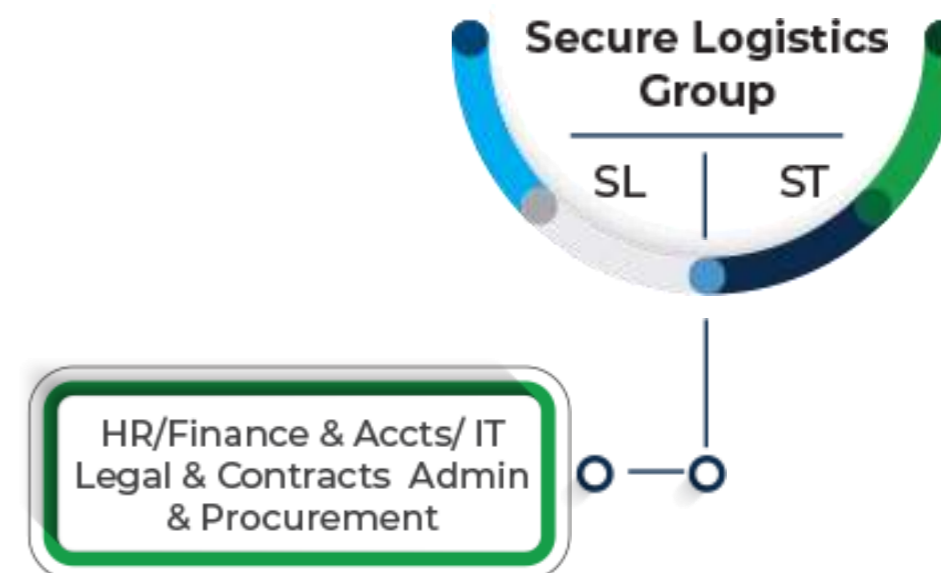
- Corporate Restructuring through a Scheme of Amalgamation under Section 284 of the Companies Act, 2017 (the “Restructuring”) involving SLG and its wholly owned subsidiaries, namely (1) SecurLog (Pvt.) Ltd. (“SLL”), and SecureTrack (Pvt.) Ltd. (STL), achieved closure effective September 19, 2017. Consequent to the above closure, the logistic and vehicle fleet management businesses, hitherto part of SLL and STL have become two independent business segments of SLG

Pre-Amalgamation Organizational Structure



- Secure Logistic Group was a holding company providing corporate support to three wholly owned business entities
- Effective January 1, 2017, the Group merged its logistics and tracking operations into the parent company

Current Organizational Structure



- Post-amalgamation, SL and ST are business units of SLG following segmental accounting

Capital Raising

- Round 1 capital raising through Pakistan's first quasi-equity issue by a logistics company
- PKR 600 Million through Convertible TFC issue in January 2019
- Investors include Pakistan Catalyst Fund (PCF) and JS Bank Limited (JSBank)
- Funds utilized for major fleet expansion by way of an addition of 54 Prime Movers & Semi-Trailers each

Long-term, Privately Placed, Secured Convertible Term Finance Certificates of PKR 600 million

Convertible into Ordinary Shares of Secure Logistics Group at a re-agreed conversion price mechanism, unless redeemed at or prior to maturity



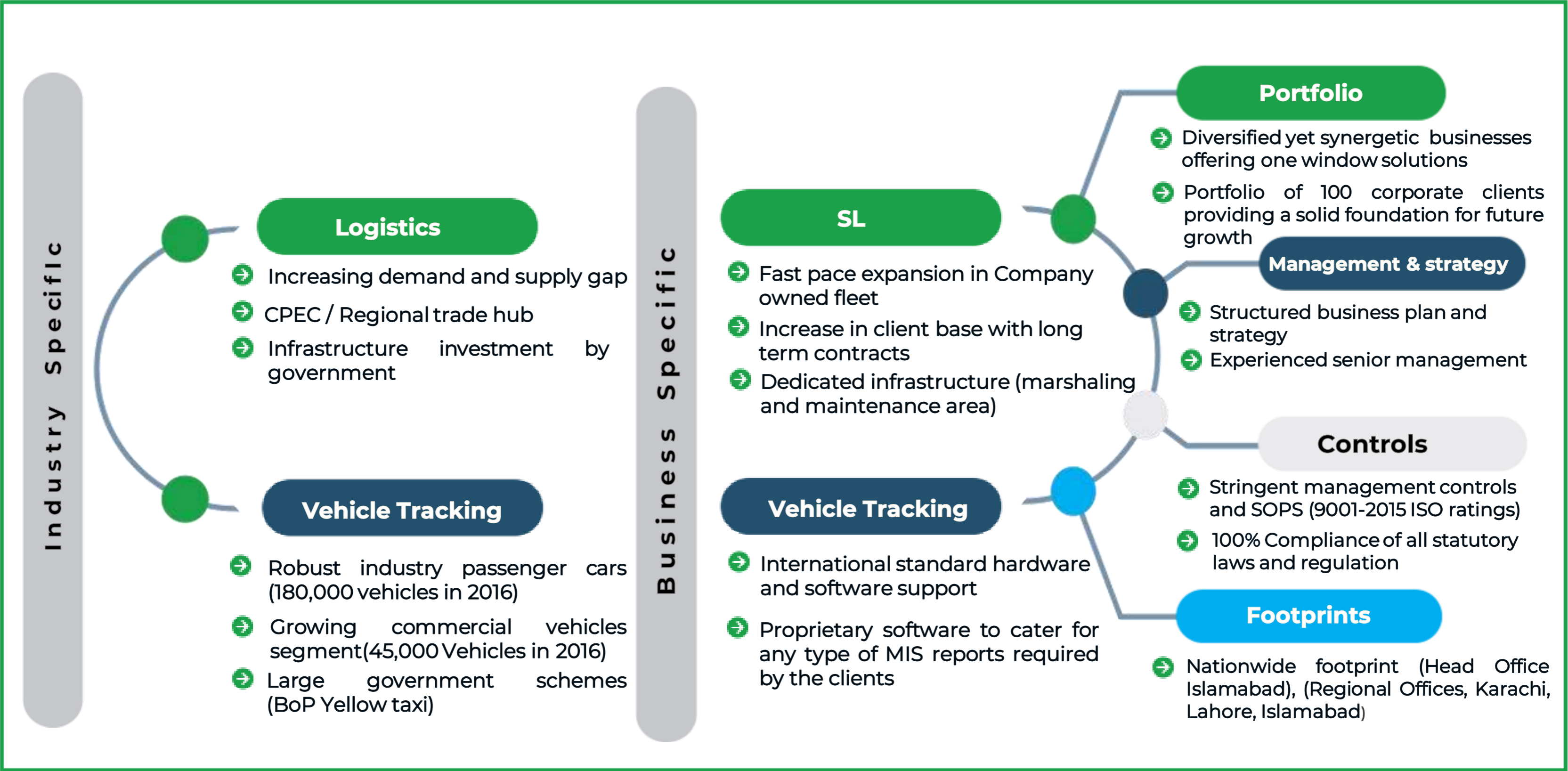
Capital Raising (Cont'd)

- ➔ Round 2 capital raising by way of private placement of equity
- ➔ PKR 1.20 billion through an equity issue in January 2020
- ➔ Investors include Karandaaz Pakistan (KP) and Saudi Bugshan Group (SBG)
- ➔ Funds utilized for further scaling up of business through an addition of 35 Prime Movers / Semi-Trailers, 70 Distribution Vehicles, 80 containers of 40 Feet, 158 external fuel tanks on each Prime Mover, etc.

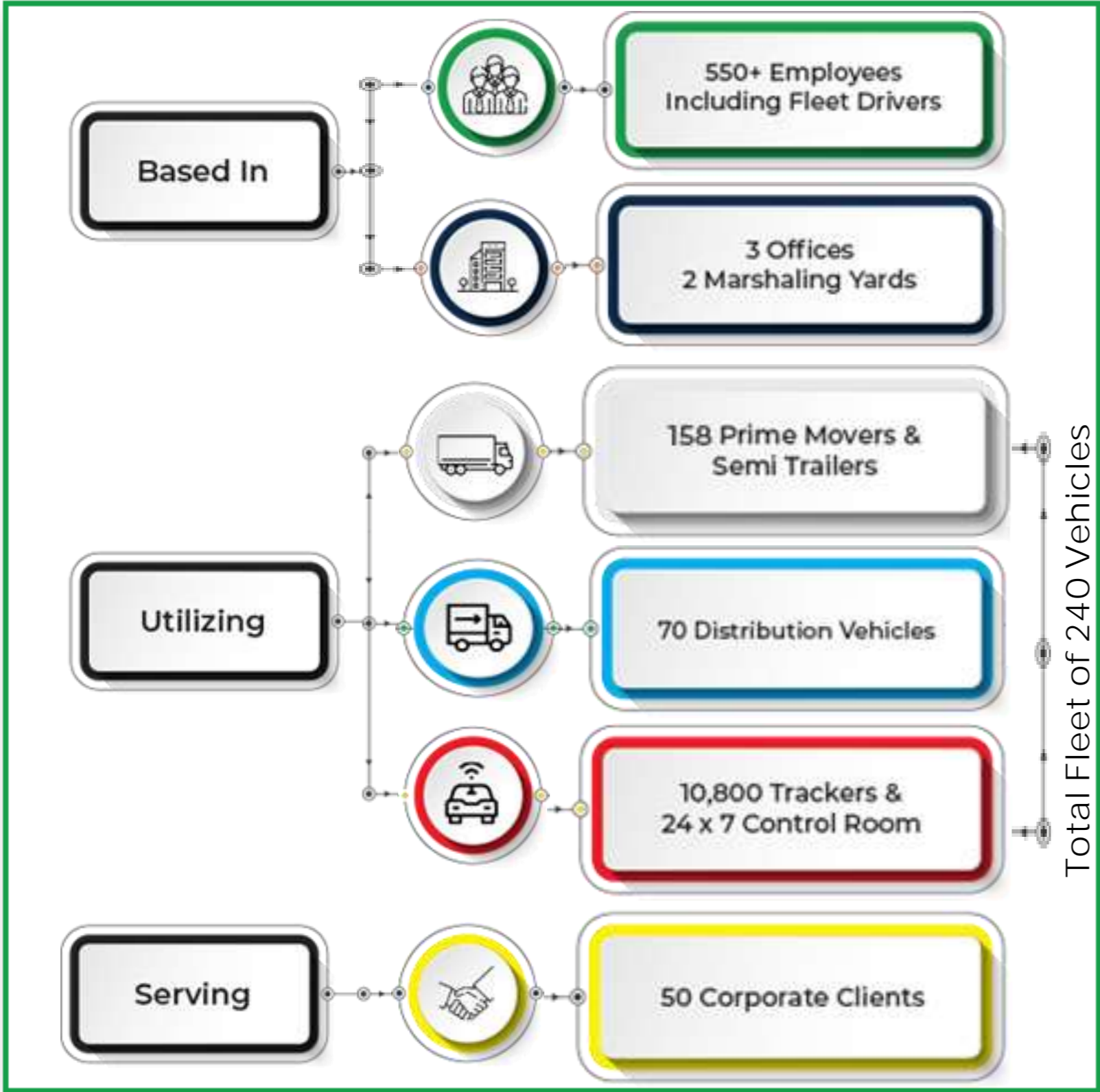
Private Placement of common Shares of
Secure Logistics Group Private Limited amounting
to PKR 1,200,000,000



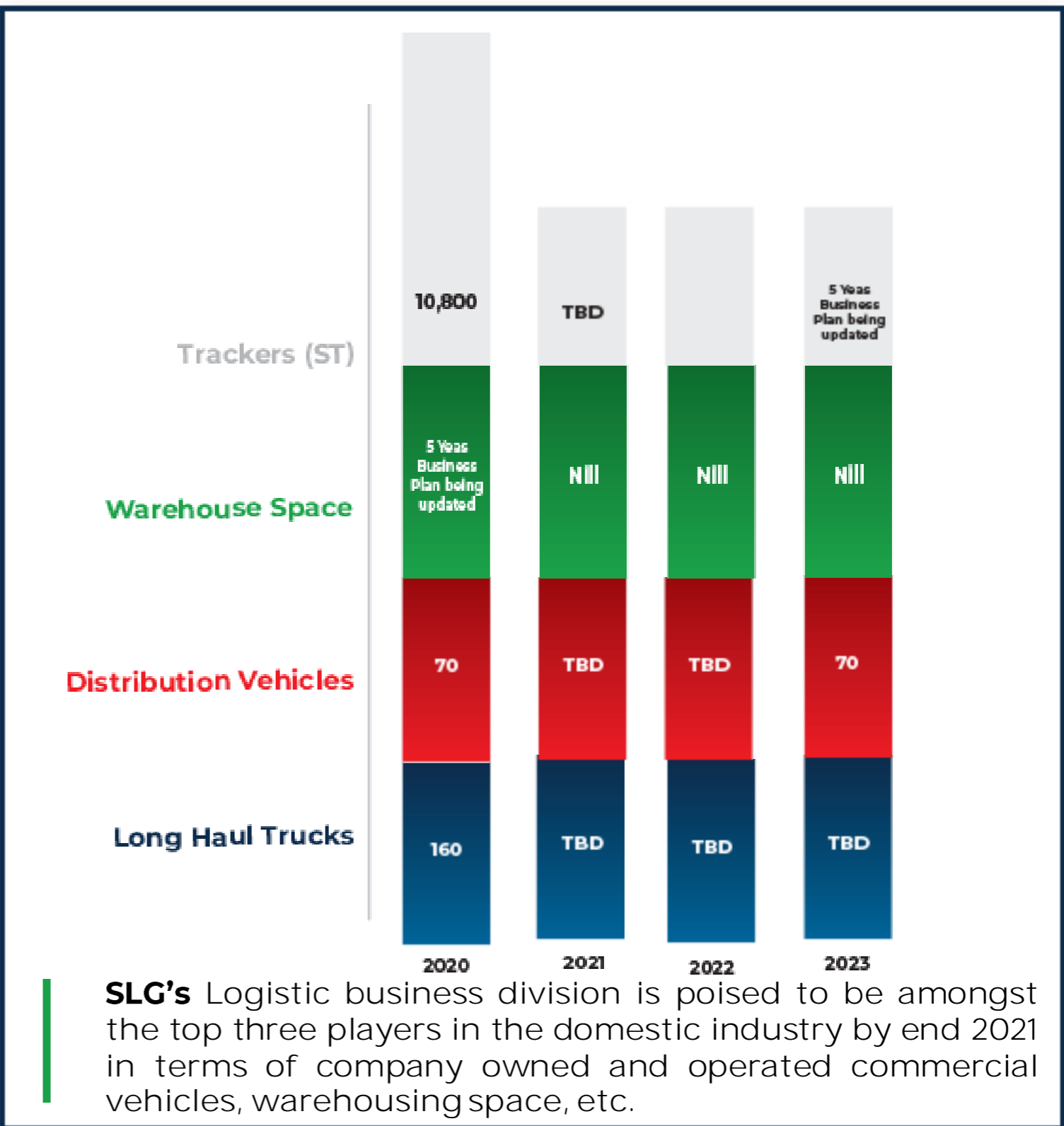
Qualitative Growth



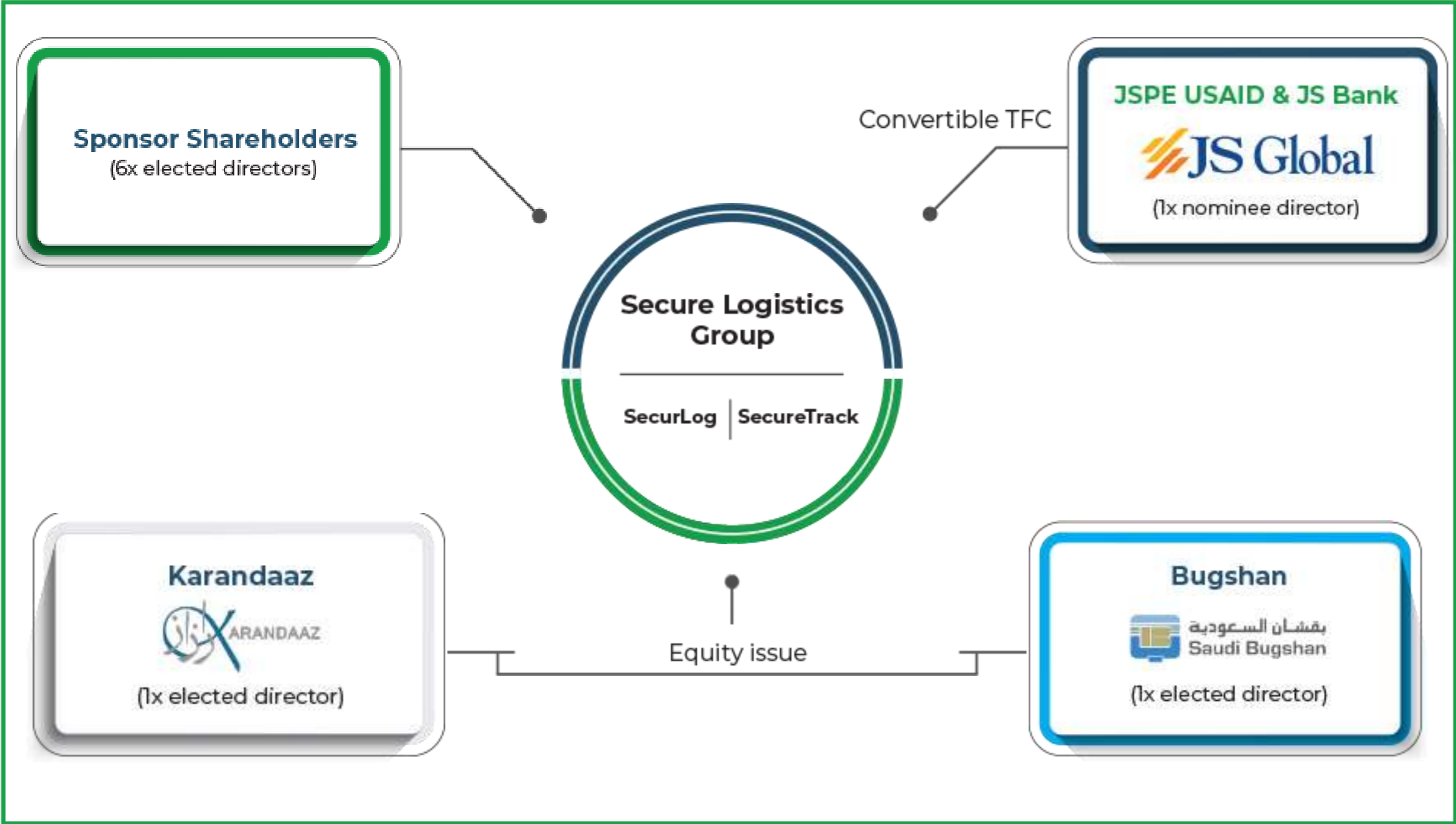
SLG at a Glance - 2020



SLG Five Years Growth Trajectory



Shareholding Structure



Profile of Investing Entities

Saudi Bugshan Group

- ➔ SBG is the holding company of one of the largest conglomerates in the Middle East and North Africa region and has its headquarters in Jeddah, Saudi Arabia. Building upon a more than 90-year old family trading history, SBG was established in 2000. It operates in a diversified set of sectors, including real estate, automotive, perfumes and cosmetics, education, healthcare, security and defense
- ➔ Bugshan Investment (BI) is the investment arm of one SBG. It is the vehicle through which the Group participates in JVS, invests in money markets and real estate, and co-invests in private equity deals in the local, regional and global markets

Karandaaz Pakistan

- ➔ KP, a Section 42 company established in August 2014, promotes access to finance to businesses through a commercially directed investment platform, and financial inclusion for individuals by employing technology enabled solutions
- ➔ Karandaaz Capital aims to support the development of a market for MSME financing by deepening access to growth capital that will result in the generation of broad-based employment in Pakistan
- ➔ KP is sponsored by UK Government and Bill & Melinda Gates Foundation

JS Private Equity

- ➔ JS Private Equity (JSPE) was formed in 2005. During 2006-07, JSPE raised Pakistan's first dedicated fund, the JSPE Fund I. Partners included International Finance Corporation and the Asian Development Bank
- ➔ During 2016, JSPE raised another Pakistan's dedicated fund, the PCF I LLC which had been funded mainly by the USAID under a co-investment arrangement with JS Bank. PCF alongside JS Bank had made investments in Auto, Logistics and Communication sectors to date



BoD Member's Profile

Pervaiz Afzal Khan **Executive Director & Chairman, SLG**

- MBA and MIA degrees from Columbia University, New York
- Over thirty five years of diversified experience in public and private sector, corporate / investment banking and energy industry
- Served as CEO, Uch Power and Uch II Power (Pvt) Ltd, which operates as part of a \$2.5 billion Uch energy complex. Mr Khan was Country Delegate Pakistan for GDF Suez (the Group Holding Company) and a member of International Power's Asia Excom, responsible for supervising an aggregate portfolio of 5,000 M/Ws
- Has been a member of several Board of Directors/Supervisory Bodies: Privatization Commission, PSO, Government Power Holdings (Pvt.) Ltd, Lahore University of Management Sciences, the Ambassador Program (for Pakistan) of Columbia Business School

Gulraiz Afzal Khan **Chief Executive Officer, SLG**

- Master's degree in Strategic Studies from Command & General Staff College (CGSC), Fort Leavenworth, USA. Honor graduate and winner of "George S. Patton Jr. " Medal
- MBA from London Business School
- Attended Armed Forces War Course, Islamabad
- Over twenty-two years of military experience in Command, Staff and Operational appointments

BoD Member's Profile

Navid Goraya

Chief Investment Officer, Karandaaz Capital (Elected Director)

- Navid has an MBA from IBA (University of Karachi) and has also attended the High-Performance Leadership Programs at INSEAD, Fontainebleau, and London Business School. He also serves on the advisory boards of firms in life sciences and financial services in New York
- Navid Goraya brings with himself over 25 years of global experience in asset management, investment strategy, product development and corporate finance
- Has led specialized Investment Banking teams at the Royal Bank of Scotland and Qatar National Bank and award-winning research team at a leading brokerage house in the Karachi Stock Exchange

Isaam Hamid

Head of Portfolio Management at Bugshan Group (Elected Director)

Faisal Ismail

Director Pakistan Catalyst Fund LLC (Nominee Director JSPE)

- FCA from the Institute of Chartered Accountants of Pakistan and has a Masters in Economics from the University of Karachi
- Faisal Ismail has over 14 years of experience primarily in the Private Equity, Hedge Funds, Banking and Manufacturing sectors
- He was involved with an extensive range of alternative investment clients in Ireland promoted by European and US investment managers, covering a variety of strategies from fund of funds to convertible arbitrage, distressed debt, private equity, emerging markets and Shariah-compliant strategies

Management Profiles - Functions

Mussadiq I. Shaikh **GM Accounts & Finance/ Financial Controller, SLG**

- ➔ Qualified ACA from Deloitte Touche. Associate member of the Institute of Chartered Accountants of Pakistan
- ➔ Seven years' experience post ACCA qualification - worked as Manager Finance with National Logistic Cell (NLC) and as Consultant with Privatization Commission of Pakistan
- ➔ In-depth Industry specific knowledge and adept in capital markets and banking transactions

Nilofar A. Gardezi **Manager HR & MIS, SLG**

- ➔ MS leading to PhD (Specialization in HRM), MBA (Specialization in Management) and BBA (Honours-ITM). Certified Senior Professional Member of Pakistan Society of HRM and Senior HR Professional Certification (SHRM-SCP) from European Professional Certification Agency (ECPA)
- ➔ Over 5 years of experience in HR. Worked for Attock Petroleum Limited, British Council, Standard Chartered Bank and International Islamic University Islamabad
- ➔ Author of two International publications in European Journal of ("Business and Management") and ("International Journal of Engineering Research & General Sciences")

Management Profiles (Cont'd) – Functions

Irfan Hafeez **Manager Admin & Procurement**

- Masters in Economics from University of Punjab
- Professional Diplomas: Project Management, Supply Chain Management (SCM) & Human Resource Management (CHRP) from NUST University Islamabad
- Over 9 years of experience in Procurement and Administration
- Skilled in administration, contracts negotiations and procurement services

Farrukh Hussain **Manager IT**

- BS(Hons) in Information Technology, Specialized Google IT Support Professional and Certified ITIL v3 and CompTIA A+
- Qualifications are approved by South African Qualification Authority (SAQA). member of Computer Society of South Africa (CSSA), Britain and Australia Since July 2011
- 18+ years of experience' spanning IT infrastructure, Network communication management, system operations, service management and disaster recovery from Cape Town, South Africa and Islamabad International Airport

Sambara Arbab Mungrani **Assistant Manager & Legal/ Contracts**

- Bachelors in Law (LLB) from University of London (External Program), Islamabad School of Law
- 6 years of post-qualification experience
- Worked as Legal Associate at Sajjad Law Associates (SLA); Hassan Law Chambers; and Khosa Law Chambers (KLC)

Management Profiles (Cont'd) – SecurLog Operations

Adeel Rehman **Senior Manager Operations, SecurLog**

- ➔ Masters in Business Administration from Institute of Business Administration (IBA), Karachi. MA Economics & Finance, University of Karachi
- ➔ 15 years of post-qualification experience in Logistics, Operations, Strategic Planning under Maersk, EZBuy, TCS Express & Logistics
- ➔ Trained Green Belt Six-Sigma body of knowledge- ASQ, 2018; and Certified ICDL Diploma holder

Fayyaz Hussain **Deputy Manager Operations (North), SecurLog**

- ➔ B.Com from College of Commerce, Lahore
- ➔ Specialized Certification in Logistics & Supply Chain Management
- ➔ 15 years of hands on experience in Logistics Operation in Agility Logistics Ltd, Chen One Stores and Leverify

Abid Kaleem **Manager Operations (Distribution Vehicles) (Central), SecurLog**

- ➔ Master in Business Administration (MBA) in Marketing from Comsats University, Lahore
- ➔ 7 years of post-qualification experience in Logistics Operations and Business Development in Ruba Group of companies; National Logistics Cell (NLC), etc

Management Profiles (Cont'd) – SecurLog Operations

M. Zeeshan Ali **Manager Operations (South), SecurLog**

- MBA in Supply Chain Management & HRM from PAF Karachi Institute of Economics & Technology
- Professional Trainings in Chartering of Break Bulk Vessels and Project Cargo Management from PIFFA
- 6 years of post-qualification experience in Agility and Amizia Transport Ltd.'s operations involving Bulk & Containerized segments

Usman Ghani **Deputy Manager Operations (Central), SecurLog**

- Master in Business Administration (MBA) in Supply Chain Management from University of South Asia
- 7 years of post-qualification experience in Combined Freight International, Rafey International and AP Muller, Maersk Group

Saad Rehman **Deputy Manager Operations (South), SecurLog**

- MBA in Supply Chain Management from Muhammad Ali Jinnah University, (MAJU)
- 6 years of hands on experience in Logistics, Transportation, and Operations in Water Link Group of Companies, Ammizia Transport Ltd; and Tri Star Transport Ltd

Management Profiles (Cont'd) – SecurLog Maintenance

Major Tahir Yaqub (R) **Senior Manager Maintenance, SecurLog**

- MBA in Marketing from Preston University; BSc in Math's/ Physics from Peshawar University
- Member of Chartered Institute of Logistics & Transport (CIL&T)
- Over 22 years experience in maintenance, establishing and managing workshops and various other projects related to commercial transportation fleets

Tayyab Shahid **Manager Maintenance (North), SecurLog**

- Various certifications from International Islamic University, Islamabad
- Over 20 years of experience in automobile industry in different mechanical & technical posts including hands on exposure to Japanese, German and Chinese technologies (Mercedes, BMW including BMW armoured vehicles, Rolls Royce & MINI, SinoTruk, etc.)
- Functional expertise includes handling fleet maintenance, establishing and managing workshops and various other projects related to fleet management

Arsalan Iqbal **Manager Maintenance, SecurLog**

- B.Sc (Mechanical) from U.E.T, Lahore and MBA (Marketing) from IBA, Punjab University, Lahore
- More than server years of experience in maintenance management of Automobiles - light & heavy trucks, material handling equipment & machinery, vans and cars involving multiple technologies (Mercedes, BMC, Messy Fergusson, Komatsu, HINO, ISUZU, Lonking, Fuso, Mitsubish, Foton, Daimler, SinoTruck etc.)
- Core competency in fleet management, maintenance planning & forecasting, team building and technical training

Message from CEO



From a humble beginning in 2009, the restructured and recapitalized SLG has grown into a leading fully integrated logistic and vehicle fleet management provider offering truly 'one-window' solutions to clients. Over the years, we have added value to the society and the economy alike by creating thousands of jobs and contributing to the national exchequer. Our humble achievements would have not been possible without the hard work and immense contribution of our staff; ever present support of our shareholders and financial institutions; vendors and suppliers; and most importantly, the unflinching backing of our customers. With all of all of my humility, I take this opportunity to thank them all!

While the current business conditions are challenging, we remain optimistic about the future prospects of the national economy. As the highways, airports, shipping ports and other related infrastructure evolve across the country, both inside and outside the ambit of CPEC, the logistic industry is geared to take a quantum leap. Simultaneously, the reinvigorated economic activity is bound to give a boost to the vehicle fleet management services. And, there couldn't be a better illustration of our faith in the future prospects than our commitment to have incurred a Capex of Rs4 billion between 2016 and 2020 to build a commercial vehicles fleet and associated infrastructure.

I am proud to be part of a talented team which is relentlessly pursuing the goal of building a top-notch logistic and vehicle fleet management business with a Regional foot-print. I am confident of our team's ability to successfully execute the strategy and deliver the desired results leading to the creation of value for all stakeholders.

Gulraiz A. Khan
Chief Executive Officer

Clients Testimonials



Logistics

"Since last five years, the Company has been providing transportation Services to the Premier Group from Karachi to its plant located in KPK Pakistan, the performance of the Company has been good ever since it start providing the Services. We wish them the very best of luck in their future operations"



Abid Siddiqui
GM Premier Group

Vehicle Fleet Management

"During the last four years, Secure Logistics Group (Pvt) Ltd has been installing tracker devices in vehicles & providing tracking services to the customers of Alfalah Insurance Company Ltd. The Company's services to our customers have been extremely satisfactory. We wish them success in their future endeavors"



Abdul Haye
CEO Alfalah Insurance

Control Environment

The SLG's Control Environment is graphically represented as follows

- Controls and policies are strictly implemented to raise sense of responsibility in staff at each level to ensure effective internal controls being allowed
- It also serves as a guidance for new and existing staff in performing their recurring and non-recurring tasks
- Master manual covers standard operating procedures for all business segments and all business function



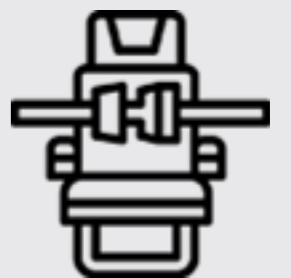
- SLG has documented its EHS policies in a 'Health, Safety, and Environment & Community Manual' (HSEC Manual). The SLG staff is required to stringently follow the laid-out policies and SOPs as mentioned in the HSEC manual. The management regularly monitors and review the implementation of such policies through physical inspections and review
- SLG management aims at providing safe, healthy and sustainable environment wherever we operate - for our employees, customers/clients, partners and contractors. Given the nature of our business, following aspects can affect the HSEC environment
 - ✓ Petroleum products used in our trucks and other vehicles is of approved specifications
 - ✓ Maintenance activities is carried out under the vigilance of qualified maintenance staff
 - ✓ Disposal of used lubricants & petroleum products is according to the prescribed SOPs
 - ✓ Living conditions of guards and truck drivers (provided by the Company) is clean and hygienic; and
 - ✓ Working conditions in all offices is clean, hygienic, safe and secure



Environment



Health



Safety

**Head Office
(Isb)**



**Marshaling Yard /North
Office (Isb)**



**Central Office
(Lhr)**



**South Office
(Khi)**



How to Conduct Effective Meeting



Disaster Management & Fire Fighting



Effective Communication & Business Writing Skills



Accreditations & Memberships



Geographical Footprint

- ▣ Head Office
- Regional Offices
- ◆ Marshaling Yards / Warehouse



Head Office



Lahore Office



Karachi Office



Marshaling Yard



SecurLog



Transportation Industry Dynamics

- ➔ The domestic transportation industry is driven by the underlying dynamics of various modes of transport Cargo transported by road (which carries 96% of all domestic freight movement) has seen consistent increases over the past fifteen years whereas freight by railway and declined steeply
- ➔ Number of registered cargo trucks increased from less than 150k in 2000 to over 270k in 2017
- ➔ Number of operational railway freight wagons decreased from 24k in 2000 to 16k in 2017

272,934

Number of registered cargo trucks (FY17)

13.3%

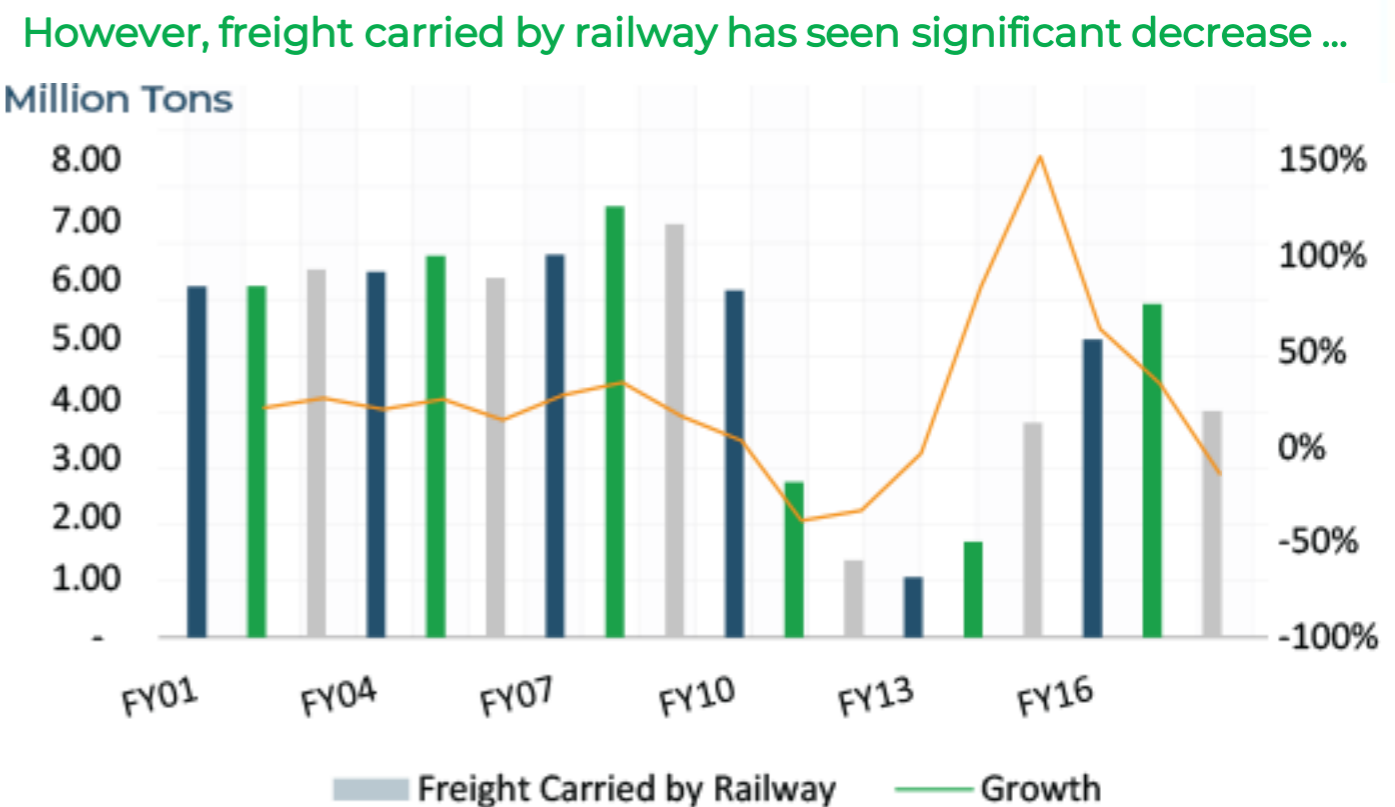
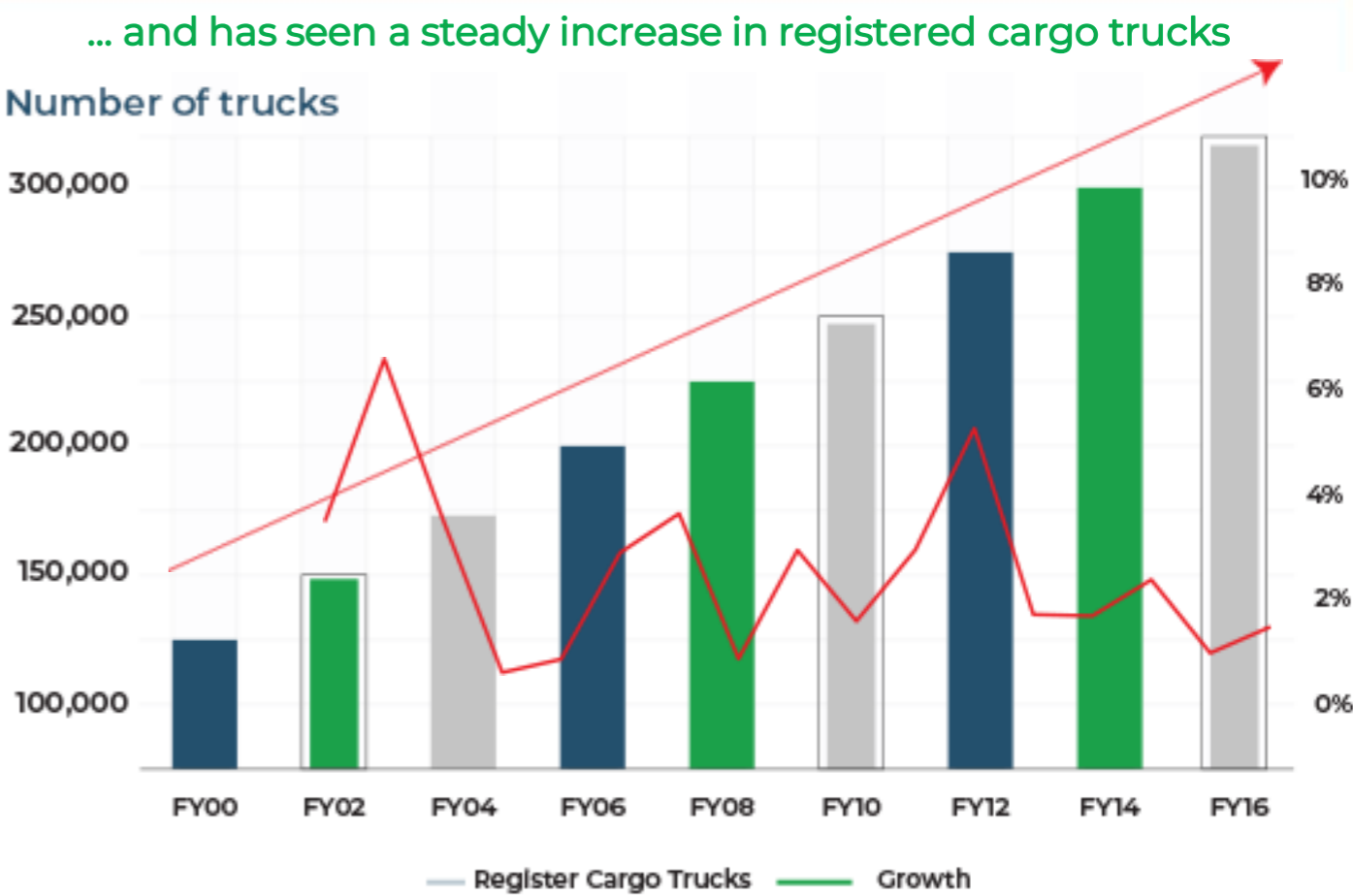
Share of GDP of the Transport, Storage & Communication sub-sector (FY17) – FY 18 Provisional of 13.04%

5.4%

Percentage of people employed by the Transportation sector in Pakistan

96%

Share of commercial cargo and passengers transported by road rail, air etc.

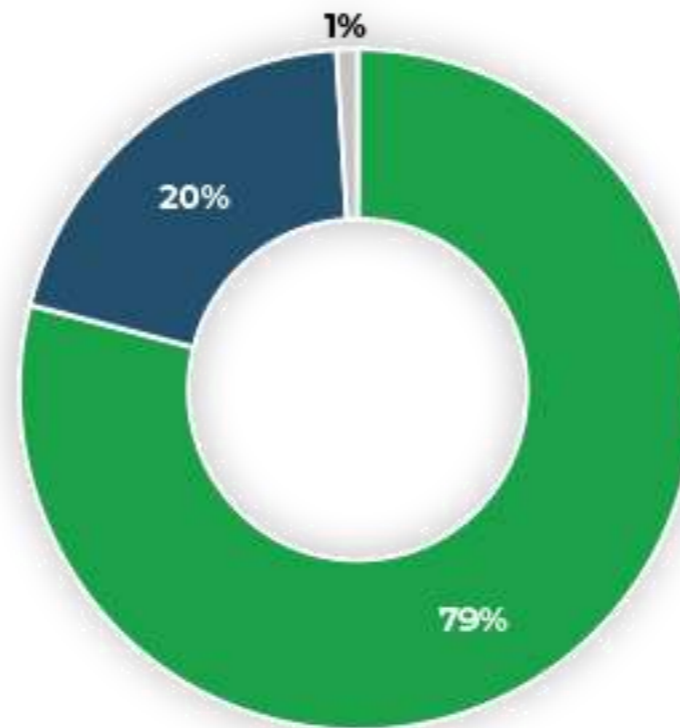


Transportation Industry Composition & Positioning

- ➔ The domestic transportation is large and unorganized, comprising mostly of small, owner-driven fleets of less than five vehicles. Few players only with larger fleets and sufficient financial backing
- ➔ The overall trucking fleet is comprised of older technologies with average lifespan of 6-8 years. Therefore, there is significant demand for Prime Movers and multi-axle trucks and trailers

Composition

- Small Size (1-5 vehicles)
- Mid Size (10+ vehicles)
- Large Size (100+ vehicles)



Introduction

- SecurLog is geared to provide a spectrum of logistic services with its current focus upon short and long haul transportation. It focuses mainly on two segments:
 - ✓ Bulk: Coal, fertilizer, cement, rock phosphate, steel etc
 - ✓ Containerized: Packaging Materials, Textile, Electronics etc

Why SecurLog

- Company owned fleet to cater to clients needs on long term contractual basis
- Network of Head Office, three Regional Offices and two Marshaling Yards in strategic locations to serve the clientele
- Trained and experienced team facilitates planning and execution of optimal logistic solutions
- Tracking capability shared with corporate clients enabling them to track their shipments in real time
- Unique combination of logistics with in-house security and trading capability, thus positioning the company apart from other pure logistics service providers



Spectrum of Services

Existing Services



Long Haul Transportation

- Bulk & containerized cargos over long distances under long term contracts



Regional Transit Trade

- Government permission, NOC's and approvals
- Security escort and real time tracking
- Handling and delivery of trans-frontier cargos



Distribution Vehicles

- Beverages and containerized cargos over short and medium distances under long term contracts



Spectrum of Services

Planned Services



Custom Clearance

- ➔ Completion of all custom formalities including paperwork & documentation
- ➔ Coordination with custom authorities on all matters & clearance of goods
- ➔ Delivery at clients' doorstep



Air & Sea Freight

- ➔ Completion of paperwork & documentation
- ➔ Booking of cargo space with air & sea liners
- ➔ Delivery at clients' doorstep

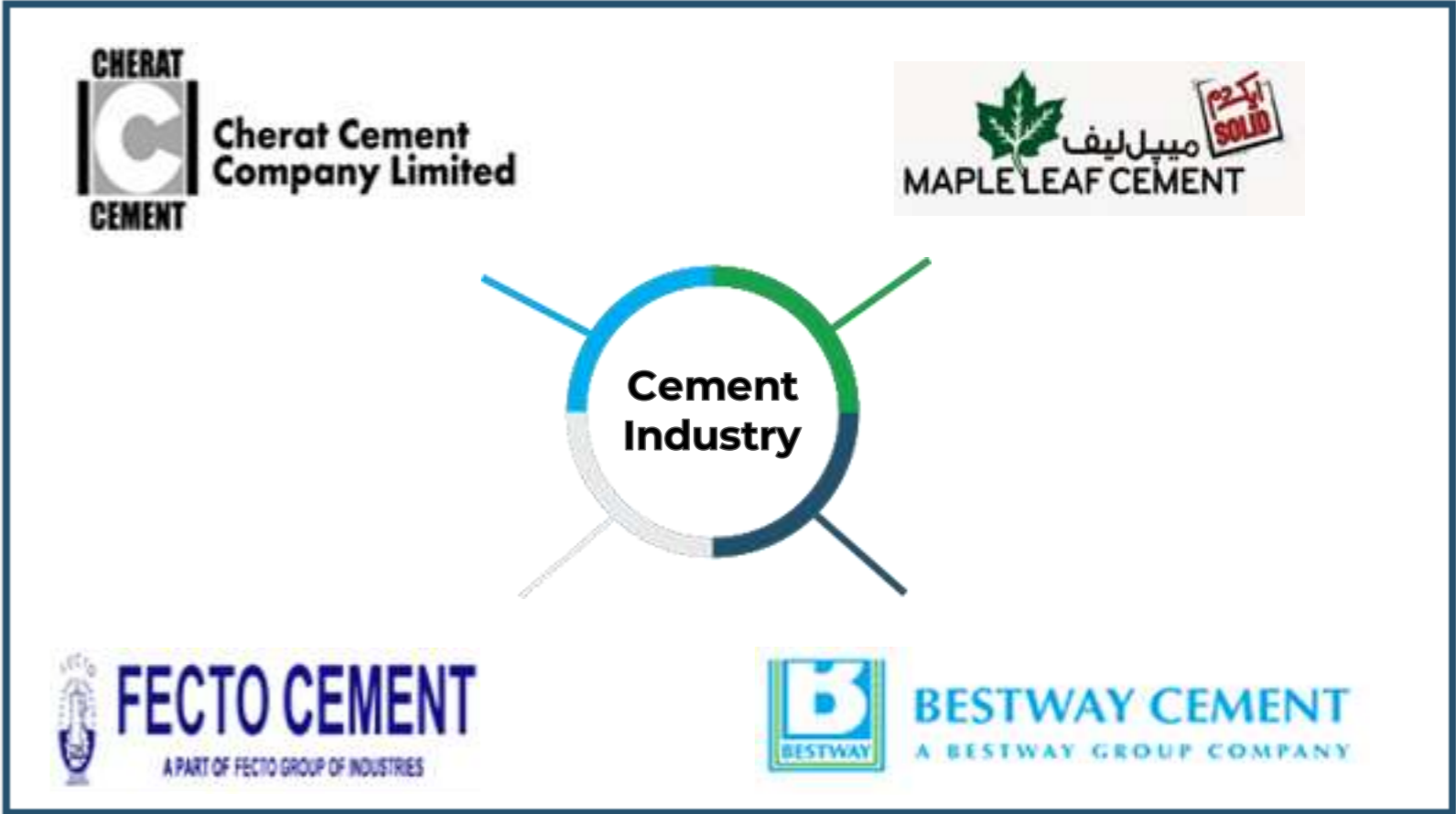


Warehousing

- ➔ Warehousing in key locations across the country
- ➔ Online inventory control, tracking and reporting system
- ➔ Door to door 3PL solutions

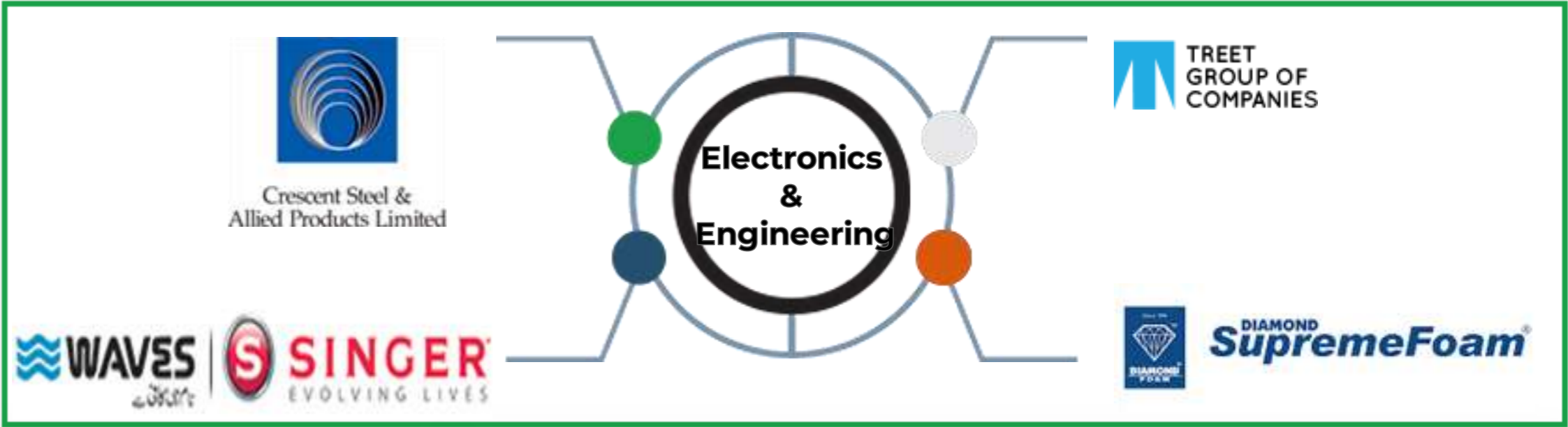


Major Clientele



- SLG normally signs long-term (one year +) contracts with clients by deploying dedicated vehicles
- SLG is involved in transportation of bulk commodities and containerized cargos

Major Clientele (Cont'd)



+ SLG has working relations with several major international logistic and shipping companies

Contact Us


 Head Office


 Regional Office


 Marshalling Yards/Warehouse



Head Office


 213 Service Road East
I-10/3
Islamabad


 (051) 2250171-76

 (051) 2250177


 info@slg.com.pk


Regional Office Central

 House # 14-E/II
Gulberg III
Lahore


 (042) 35774237-38

Regional Office Southern

 House No. 10-C/111
Muhammad Ali Society
Karachi

 (021) 34534407-09

Regional Office Northern

 213 Service Road East
I-10/3
Islamabad

 (051) 4433739-40

SecurLog

 info@securlog.slg.com.pk

SecureTrack

 info@securetrack.slg.com.pk