



Innovation and Reliability at first hand...

Hexagon Im- und Export GmbH & Co. KG

Bremen/Germany

Because at Hexagon, we are...

- # **..serving worldwide for decades**
- # **..reliable and innovative**
- # **..ready to support under any condition**
- # **..partner for the entire value chain**
- # **..running a large product portfolio and broad network**
- # **..partner of many German and European premium brand companies**

- # Overseas trading activities roots back as far as 1796
- # From the beginning up to today – obliged to Hanseatic merchant traditions and trade codices & practices
- # Since 1992 member of Groupe Rawji (DRC), acting as sourcing, buying and financing house for Group's global activities
- # Subsidiaries and sister companies in South Africa, Uganda, India, Dubai, China to support procurement and sales activities
- # Long-term experiences in serving African markets, with focus on West-/Central-/East Africa
- # Specialized in sourcing and supplying FMCG and technical equipment
- # Large network of subsidiaries, partners and agents in covered markets
- # Revolving and project business



Our business conduct:

Creating long-term business relationship under close and trustful contact with supplier and customer, covering the entire value-added chain.

Broad diversified portfolio on all quality levels

Specialist in sourcing and supplying FMCG and technical equipment

- ☐ Food / Food-related products
- ☐ Hardware / Spare parts
- ☐ Stationary / Office Equipment / IT
- ☐ Raw Material / Commodities / Chemicals / Ingredients
- ☐ Medical equipment / PPE / C19-related equipment
- ☐ Automotive / Spare Parts
- ☐ Capital goods / machinery / facility equipment / devices

Supply of

- ☐ Packaged goods
- ☐ Ready-made products
- ☐ Basic Foods
- ☐ Special Foods
- ☐ Large quantities
- ☐ Bulk / LCL / FCL / Single projects
- ☐ Vehicles / Machines / Spare
- ☐ Machines for processing





	FMGC		Technology/ Industry	Commodities
	Food	Non-Food		
Hexagon Im- und Export GmbH & Co. KG Bremen - Germany	X	X	X	X
Hexagon International Commodity Traders Johannesburg -South Africa		X		X

Services



- Sourcing



- Sales



- Confirming



- Financing



- Logistics



- Insurance



We offer full service with long-term experience...

Sourcing & Sales

- ✓ Access to of large numbers of suppliers worldwide
- ✓ Opportunity to compare prices and qualities enables us to find THE right product
- ✓ Long-term relationships with suppliers facilitates competitive prices
- ✓ Diversified sourcing means reduction of dependence on one supplier
- ✓ High reputation of Hexagon-Group generates advantages in purchase conditions

Confirming & Financing

- ✓ Granting financing up to 150 days / special project finance possible
- ✓ Confirming - Entering into purchase agreements already negotiated by buyer with seller.
- ✓ Access to different providers for financial solutions and products enables choice of optimal solutions for all parties involved
- ✓ Comprehensive Due Diligence and credit assessment process before entering into purchase agreements increases security for all parties involved in transaction

Logistics & Insurance

- ✓ Own warehouse for storage and consolidation
- ✓ Door-to-Door processing available
- ✓ Multimodal logistic solutions
- ✓ Profound cooperation with international active insurance broker offers broad range of solutions exceeding basic insurance of logistics

Benefits for our customers at a glance

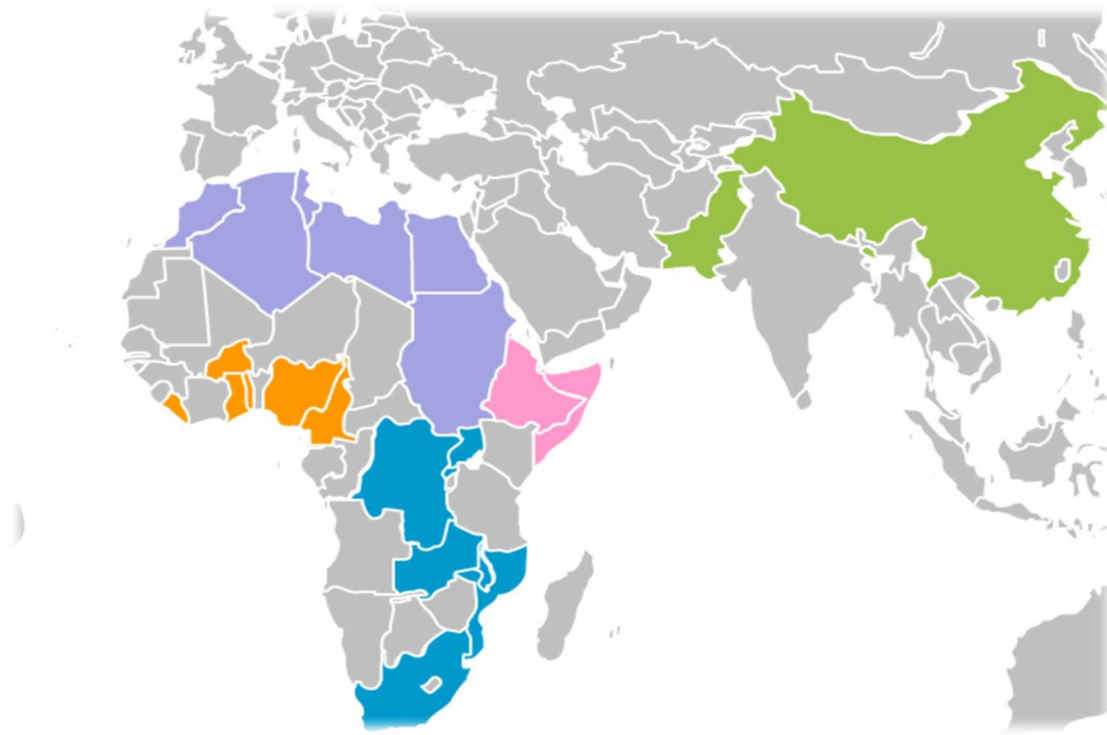
- ☐ Many years of distribution experience in Africa
- ☐ Own Sourcing capacities
- ☐ Long-term experience in Financing and Confirming House business
- ☐ Broad Network of Logistics Partners
- ☐ Insurance Premiums at most competitive level
- ☐ Quality check and inspection services possible
- ☐ One-stop-shop > all in one hand
- ☐ Direct support for customers by agent on site
- ☐ Handling by the German Headquarter in Bremen
- ☐ Supply to key accounts and local distributors
- ☐ Exclusive distribution of reputable and wide-known products
- ☐ After-Sales-Service
- ☐ Project management and finance

Our approach:

**To build long-term relationships with
our customers and partners – reliable,
efficient, sustainable, at eye level**



The Hexagon-Group - already active in various African markets...



West Africa:	Ghana, Burkina Faso, Mali, Côte d'Ivoire, Senegal, Cameroon, Liberia, Nigeria, Togo
EAC:	Eritrea, Ethiopia, Djibouti, Rwanda, Somalia, Uganda, South Sudan
SADC:	D. R. Congo, Mozambique, Malawi, South Africa, Zambia
North Africa:	Algeria, Egypt, Libya, Morocco, Tunisia
Asia:	China

Hexagon offers a broad range of **Food products** within the FMCG-cycle ...

- ✓ Products for distribution in FMCG-segments
- ✓ Sourcing in China, Europe, Africa
- ✓ Well-known suppliers with long term relationship, high delivery capacity
- ✓ Extract from portfolio:

Mayonnaise

Corned Beef

Non-alcoholic beverages

Milk Powder

Baby Food

Sweets

Cookies

Cheeses

Coffee Powder

Pasta

Tomato Paste

Seasoning Cubes....

...And much more...

- ✓ Private labeling possible!



... as well as in **Non-Food** segment ...

- ✓ Products for distribution in FMCG-segments
- ✓ Sourcing in China, South America, Europe, Africa
- ✓ Well-known suppliers with long term relationship, high delivery capacity
- ✓ Extract from portfolio:

Cosmetics

Kitchen Accessories

Soap Noodles

Tools

Plastic Raw Materials

Oils/Chemicals for Cosmetic/Food

Production,

Packaging Material

Sanitary

Hardware

Furniture

Solar Panels

Fertilizer

- ✓ Availability of any product on demand through own sourcing capacities



... Covering **technical supply** ...

✓ Target customers:

Processing/Metalworking Industry,
Mining Companies, Automobile
Market, etc.



✓ High competence in supply for
industry and technology branches,
Sourcing worldwide



✓ Extract from portfolio:

Pumps

Welding supply

Conveyor belts

Spare parts for trucks, construction
machinery

Industrial mixer

ATM-Technology



✓ Availability of any product on
demand through own
sourcing capacities



✓ Sourcing in China, Europe
South America, Africa



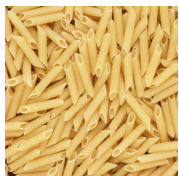
References I

FMCG Food & Non-Food

Handling of recurring large shipments of different food products with intermediate finance from Europe, Asia and South America into DRC



Global sourcing and supply of basic foods with financing to several western- and centralafrican countries



Market introduction of german premium brand for baking ingredients and mixes in westernafrican countries in cooperation with manufacturer



White label products for DRC and South Sudan in cooperation with subsidiary in Uganda



Recurring supply of snack products into Uganda to furthe distribution



Sourcing, supply and financing of detergent, tooth paste, razor blades to Mozambique



Permanent supply of perfum fragrances and skin care products from Europe and China to Ghana, furthermore active support during planning and implementation of customers own label incl. establishment of local production



Supply of light bulbs and other lightning products to several eastern african countries



Sourcing and revolving supply of batteries into DRC and Uganda



Supply of stationary to different central-/ western african countries



Technic & Commodities

Processing and handling of revolving shipments of commercial vehicles and SUV incl. supply of spare parts from Europe and Asia to DRC, acting as appointed intermediate dealer



Sourcing und delivery of conveyor belts, spare parts, welding material as well as several technical spare parts to Nigeria and Egypt)



Sourcing, revolving supply and financing of Gensets, pumps, tool sets and different hardware to Malawi



Supply of construction material, office furniture, IT equipment for new HQ of DRC-bank#1, regular recurring supply of stationary and ATM-technology, spare parts and more



Sourcing, supply and financing of smart TV-sets to Ghana



Supply and financing of production line for PVC-products incl. regular supply of raw material to Ghana

Supply and financing of PVC-pellets to Togo and Ghana



Supply of oils and other ingredients for production of cosmetics to DRC and Malawi



Supply and financing of Toyota consumer vehicles and spare parts to Ghana

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