



# PROJECTS & MACHINERY LOGISTICS

## Our mission

To deliver **high-quality services** and enable our customers to focus on their core business.

We offer **innovative, sustainable and tailor-made solutions beyond logistics** with one common approach, global and local.

## Our core services

- End-to-end sustainable supply chain solutions. Licensed customs broker
- Warehouse network in CIS
- Management of complex global projects, tailor-made with a dedicated team
- Secured transport of high-valuable or theft-sensitive goods
- Integrated logistics solutions through trade facilitation and after-sales services
- Innovative smart data tools for supply chain visualization and optimization



## How do we do this?

- **Dedicated team**, understanding your **local and global needs**
- Our **vast expertise** in CIS and Asia markets
- Provide the best charter solutions based on your requirements
- High-level **technical support** and economical **tailor-made solutions**
- On-Time, On-Budget, On-Track **project management**

Ahlers Logistics' Projects & Machinery manages complex global projects, tailor-made, with a clear scope and dedicated team.

**Jeroen De Ryck**,  
Business Unit Director Projects & Machinery, Ahlers Logistics



30 years+ specialized knowledge in strategic markets



International forwarding and licensed customs broker



In-house warehousing operations



Smart, innovative data analytics tools



A dedicated team of experts



## What do we offer?

**Manage complex global projects, tailor-made, with a clear scope and dedicated team.**

Our Projects & Machinery division stems from our longstanding, agency-activities tradition for the main breakbulk lines where we encountered a lot of oversized and heavy cargo.

However, projects do not only consist of this kind of equipment. More and more cargo is designed to fit into containers. **Hence, we focus on the A-Z management of projects**, in every aspect: transportation planning, customs clearance, and documentation, assisting in obtaining lower or zero import duties or taxes, monitoring of cargo and/or contact with the different suppliers, and the final receiver.

We support our customers in preferred geographical regions with a vast network of dedicated partners specialized in project logistics.

### Project cargo

We have a proven track record of managing complex global projects, tailor-made, with a clear scope and dedicated team. We strive for optimal solutions for every type of cargo and destination.

## Ahlers Logistics' Projects & Machinery provides tailor-made solutions

- We build, together with our clients, a customized solution from the initial planning and budgetary phase to the final delivery and facility start-up.
- We control your entire project supply chain, through our network of own offices and carefully selected partners, and with our team of experts in project logistics.
- Whether a heavy lift piece or a small box of nuts and bolts, every package is as important to make your project successful.

**Supporting your projects from concept to completion, all over the world**





## Machinery & Equipment

**End-to-end tailor-made multimodal solutions for your machinery and mining equipment logistics.**

Besides projects, we handle yearly around 600-700 units of mining equipment (excavators, dump trucks, etc.) of the well-known brands, mostly ex China into the CIS, which gives us broad experience in OOG-rail transport and trucking along the new Silk Road.

Whether it is using the New Silk Route or transporting by landing crafts in Southeast Asia, Ahlers Logistics has the right solution for transporting your heavy machinery and mining equipment.



## Multi-modal deliveries by the new Silk Road

Road, rail, inland waterways from Europe and China into CIS and Southeast Asia.

We move heavy machinery, such as dump trucks, excavators, bulldozers, skid-steer loaders and much more via intermodal solutions to and from all over the world. At strategic locations we can off- and onload on barge, truck, rail, whatever is needed.

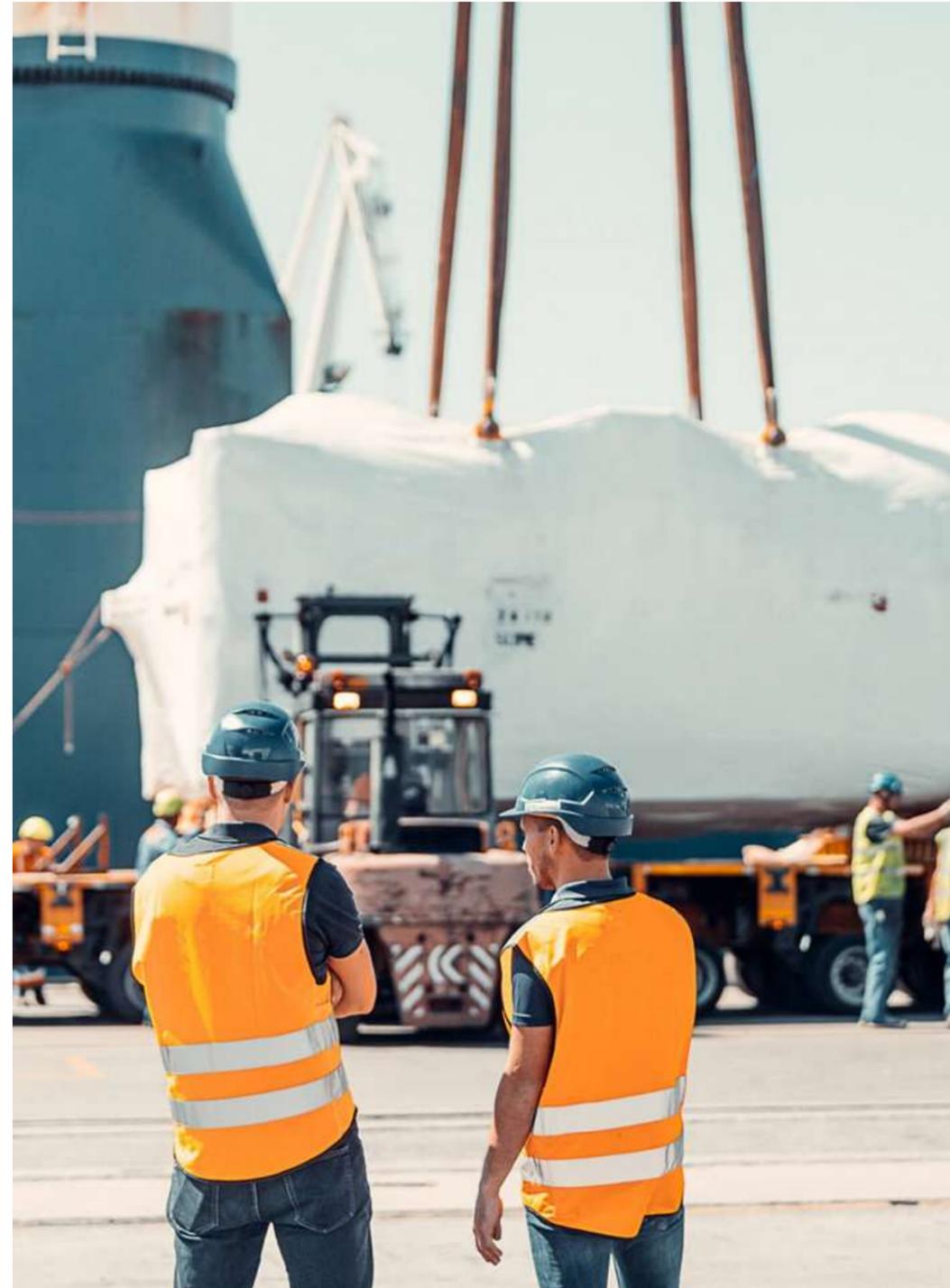


## Deliveries to/from China and Southeast Asia

**Linking Asian countries with a door-to-door shipment of project cargo.**

### Trade Lanes

- Thailand/China > Vietnam (plant/industrial equipment)
- China > India (plant/industrial equipment)
- India > Japan (steel plant equipment)
- Vietnam > Japan (steel plant equipment)
- China > Japan (steel plant equipment)
- Indonesia > Hong Kong (concrete pressure pipes)



## Chartering desk

### Finding the right vessel for your cargo.

Our global chartering desk (based in Singapore) works very closely with our regional offices worldwide ensuring that for each cargo, they find the most suitable vessels on the market.

Besides the match-making role, they also support the group by keeping a very close eye on the market trends, bunker prices, performance of different carriers, and giving legal advice related to charter parties, etc.

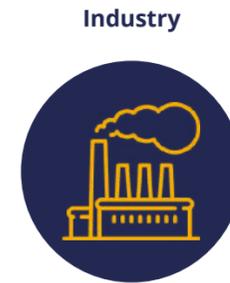
## Value-added services machinery shipments

Supporting your projects from concept to completion all over the world.

- From warehousing, storage, to surveys
- Removal of wheels or buckets for transport optimization
- Protection or removal of fragile parts or theft-sensitive components
- Project logistics chains, transshipping heavy goods
- Transporting goods with excess dimensions or weight
- Customs brokerage & Compliance
- Packing, Stuffing & Lashing

«In project forwarding, people make the difference. We offer our customers an experienced and agile team that understands our customer's challenges and objectives in today's quickly changing world.»

**Wim Copmans,**  
Key Account Manager Projects & Machinery



Equipment & physical plants  
for metallurgical industry



2014



European customers



## Challenge

Provide highly customized solutions for transporting oversize cargo from Asia and Europe to remote & complex regions and support customers in the metallurgical industry in mitigating risks in a volatile shipping market while balancing this with a reduction in their CO2 footprint.

## Solution

Since 2014, Ahlers has partnered with leading steel plant makers, expanding from small to large-scale projects in Asia and the CIS region. Leveraging our network, we have become a reliable and agile partner in the sector, focusing on highly tailored global project forwarding solutions, including project data analyses, customs consultancy, and sustainable transportation options. Our success has enabled us to enter new markets and collaborate with key players in the metallurgical sector, while actively supporting our clients in their decarbonization efforts.



## Key takeaway

Tailor-made project logistics solutions for metallurgic industry with a focus on sustainability.

**«Whether it is organizing a part charter service or transporting by the New Silk Road, Ahlers has the right solution for transporting your mining and construction machinery.»**

**Marko Buneta,**  
Key Account Manager Projects & Machinery



## Challenge

Transporting heavy machinery from production sites in China, India, Southeast Asia and Europe to growing markets. The customers' premium products in mining and construction equipment face aggressive competition, requiring efficient and reliable transportation solutions.

## Solution

Ahlers addressed the challenge of transporting heavy machinery from customer's production sites to expanding markets by initially focusing on Central Asia and subsequently expanding to global trade lanes. The dedicated team provides comprehensive solutions including intermodal transportation, breakbulk, RORO shipments and chartering services. Additionally, Ahlers offers value-added services such as storage, surveys, and customized packaging to optimize transport costs and ensure the protection of sensitive components.

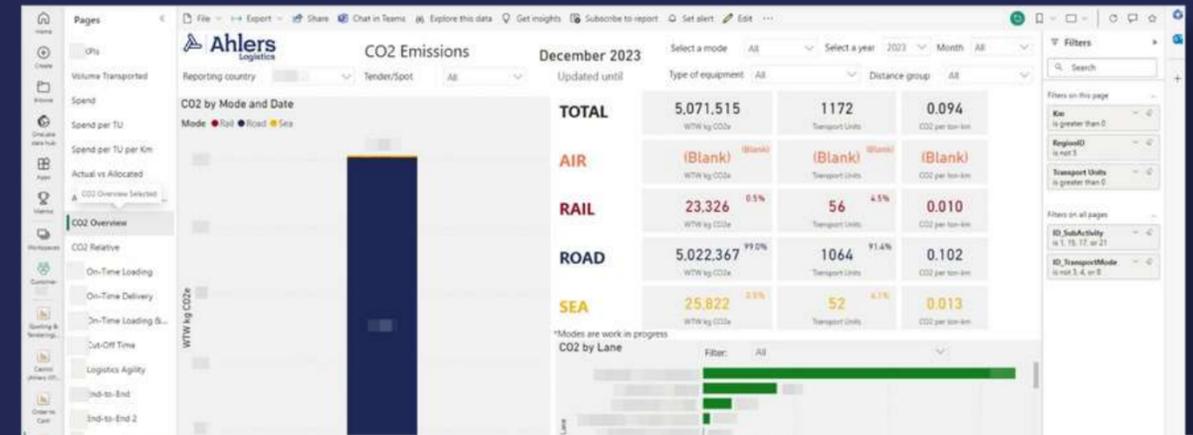


## Key takeaway

Ahlers optimizes transport for heavy machinery to complex regions, enhancing global competitiveness of the customers.

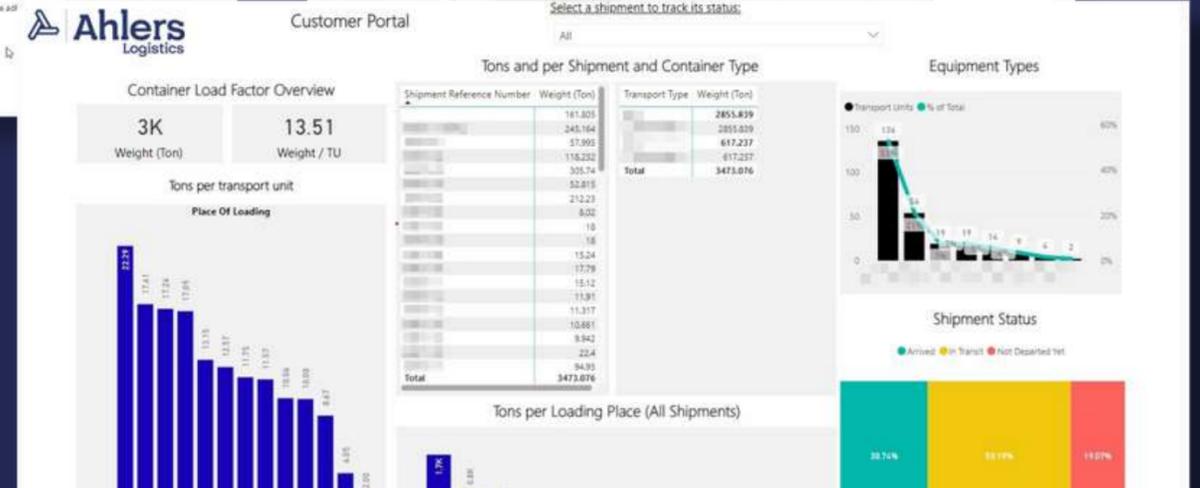
# We support our clients to develop their sustainability objectives via customized reporting tools and pro-active network optimization

Ahlers in-house CO2 intelligence allows our clients to gain real-time insights in their supply chain and to streamline routes in function of their expectations.



## Dashboard reporting

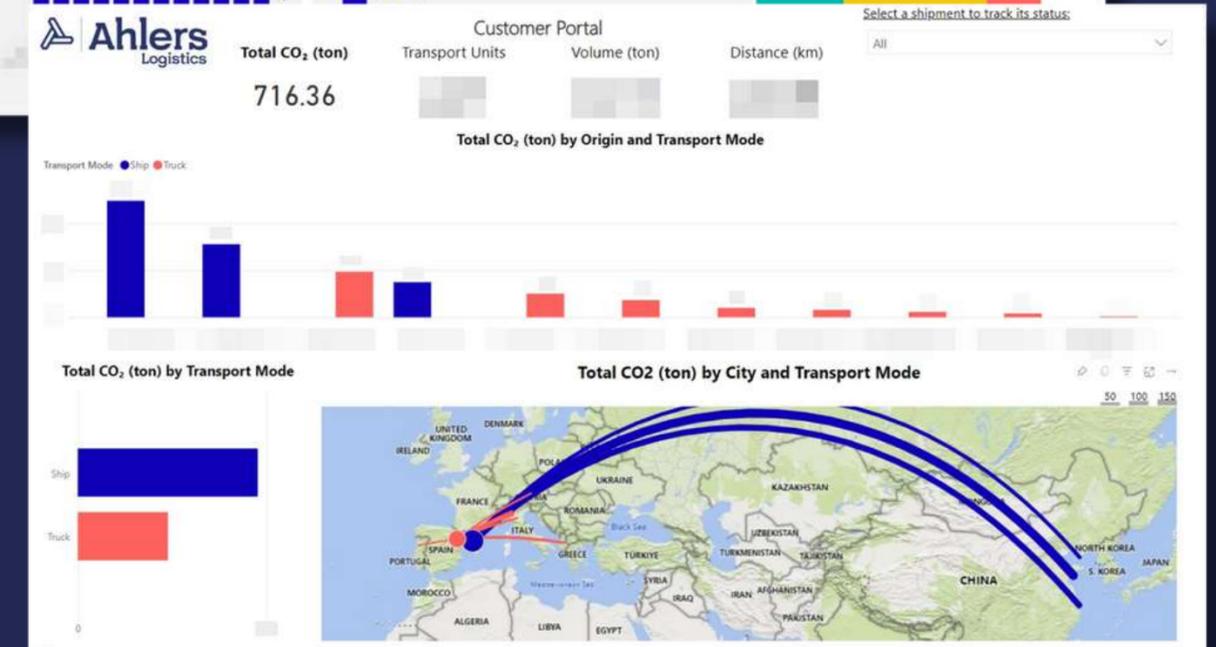
- Our customized dashboards provide real-time insights from the TMS, updating daily on cargo, costs, and carbon emissions for sustainable management.
- Clients can identify patterns, emissions hotspots and be enabled to evaluate their environmental performance to form basis of organizational & ESG reporting and business decision making



## Route optimization

The inhouse calculations also allow our clients to streamline routes and recommend alternative transportation modes, cutting CO2 emissions.

- Reporting standards: GLEC framework and ISO 14083
- KPI setting and monitoring: CO2 and energy usage





## Project services

- A-Z project management
- Multimodal door-to-door transportation
- In-house Chartering Desk
- On-site project supervision
- Route surveys
- Dismantling and erection
- Project KPI dashboards - Track & trace
- Customized reporting
- Customs services and documentation



## Classification decisions. Tax & levy exemption

### Guide you through a complicated process, saving time and resources.

- Licensed customs broker with over 30 years expertise
- In-house customs and legal specialists
- We work independently with suppliers to obtain the necessary technical information about each component of the technological equipment
- Understanding the practical requirements of the customs authorities concerning documentation needed to submit the application for the Classification decision or tax & levy exemption



## About Ahlers Logistics

Ahlers Logistics was established in 1909 in Antwerp, Belgium. Headquartered in Antwerp, Belgium.

### Where we are

- Western Europe
- Eastern Europe & Baltics
- Turkey
- Georgia
- Central Asia
- Southeast Asia
- China
- India



## Why choose Ahlers Logistics

- Rely on over 115 years' expertise with global established teams
- Local expertise as an importer and exporter of record
- A transparent process fully compliant with all import laws of the importing countries
- Long term strategic client partnerships
- Flexibility & hands-on approach
- Execution per the highest quality and safety standards
- Europe, CIS and Asia project logistics to worldwide



**TAILOR-MADE  
SOLUTIONS**



**CUSTOMER  
CENTRIC**



**DEDICATED  
TEAM**



**EXPERTISE**



**ANALYTICS**

## Solutions beyond logistics

These are jobs for people with specific qualities, but one thing is sure: they must be experts with a hands-on approach.

We always strive for optimal solutions whether it is a container or a breakbulk shipment, heavy lift handling or out of gauge services.

Moreover, we take care of your door-to-door delivery of heavy machinery, rolling stock and mining equipment.

Since 1909, Ahlers has been helping clients with logistics solutions all over the world. With 650 employees in 3 regions (Europe, CIS, Asia), providing state-of-the-art logistics and tailor-made solutions. We enable our customers to stay focused on their core business by creating and managing innovative solutions that add value and solve their supply chain challenges in complex markets.

**Moving hundreds of tons of machinery and equipment through multiple countries via road, rail, sea, or air to the most remote area's.**



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### Questions?

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