

Press Xpress

CORPORATE PROFILE

2 0 1 8



01 MISSION & ACTIVITIES



- To establish the most efficient haulage and logistics company and execute all current contracts with unrivaled precision and efficiency.
- As well as serving our own distribution needs, Press Xpress will provide reliable and cost-efficient **DISTRIBUTION SERVICES** to third parties (e.g. to institutions, manufacturing, mining or agricultural companies).
- In West Africa, transport services are **High Cost and Low Quality** making it difficult to take advantage of trading opportunities.



02 HISTORY

The original purpose of PressXpress was to aid Daily Guide in the delivery of its Newspapers to customers. From 2012 The management ensured the newspaper was delivered to Daily Guide's offices in every region in Ghana by 6am-6days-A-week without fail.

By 2015 the directors of the group decided to expand into other logistics field thus PressXpress was incorporated in November 2015 as a full fledged stand alone logistics company by directors of the group Kwaw Blay and Kwame Blay, with a single commercial Uber car.

Since then Press Xpress has expanded rapidly to include 45 commercial uber cars in Accra & Kumasi, 7 Haulage trucks and 8 courier motor cycles.



Press Xpress



03 **GROWTH STRATEGY**

FOCUS

- To deliver efficient world class logistics
- Commitment to revenue capital optimization and margin growth
- Increase market share by providing better services than the competition

OUR CORE

- Experienced specialists across our company
- A small but high-level team members
- Connected approach to deliverables, quality and service excellence

04 **WHY GHANA**

Ghana is currently one of Africa's fastest growing economies this year, outpacing Ethiopia and Ivory Coast according to forecasts from the World Bank, International Monetary Fund and African Development Bank. It is one of worlds largest producers of Gold, Cocoa and now boosts a booming oil industry. Rapid growth is expected in 2018 (7.5% according to the IMF) as oil production picks up, the government reduces its borrowing costs, and the country continues as a politically stable economy.



DIRECTORS AND MANAGERS

A former Ghanaian student of Adisadel College, & graduate of the University of Sydney, with Double Bachelor of Science and Bachelor of Arts degree with Government and International Business major.

Kwame manages a number of the group's companies ranging from advertising firms, construction companies and printing material importation. Mr. Blay has vast experience in the Ghanaian business terrain and spearheads the interests of WPL.

He is currently the Chariman of Press Xpress Logistics and the Managing Director of the mother group.



Chairman
Kwame Blay



Managing Director
Kwaw Blay

An African business focused analyst with extensive research and field experience from TLG and MNP Capital. A key analyst on TLG's \$10m investment in BBH Limited in Ghana, its \$25m investment in GetBucks Micro-finance Limited in South Africa, and TLG's restructuring of Vero Limited in Uganda. He has also advised on real estate deals in Nigeria and Ghana. Prior to TLG, Kwaw worked with Western Group's subsidiary, DBS Real Estate Investments Limited as well as Blay & Associates law firm. He holds an MBA from London School of Business and Finance, a degree in commercial law from the University of Hull and is a certified commercial negotiator.

He is currently the Managing Director of Press Xpress Logistics and also oversees the interests of the shareholders.



Admin/Business Development Manager

Andromina Baffoe

A graduate from KNUST. Former employee at TV3 Ghana Limited. Currently serving as a business development manager and **oversees the deployment and supervision of PressXpress courier riders.**



Haulage Fleet Manager

Henry Kwabi

Graduate System Analyst at Ilegon. He worked 10yrs software with Takoradi Flour Mill Ltd. 2 years at Core Consult Ltd. He also 2½ years New U.S. Embassy building software and logistics 9 years. Western Publications Ltd Operations / Transport Manager. **Currently the Fleet Manager - Press Xpress Ltd.**



Accounts Manager

Godfred Opoku Arthur

Mr. Arthur is a graduate from University College of Management Studies, 3 years working with Hopeson Nyaxo & Co as an Audit Trainee. He is ACCA qualified. **He was employed by Western Group and PressXpress** seven years ago and has been working in various capacities as Auditor/Accountant.



Logistics Manager

Orlando Hosini

He holds a hardware System engineering degree. Has worked with Nethgh Ltd as Operation Manager with 2years experience. **Currently serving as a logistics and Opereations Cordinator with PressXpress from 2015 to date.**

Kumasi Branch



Transport Manager Kumasi

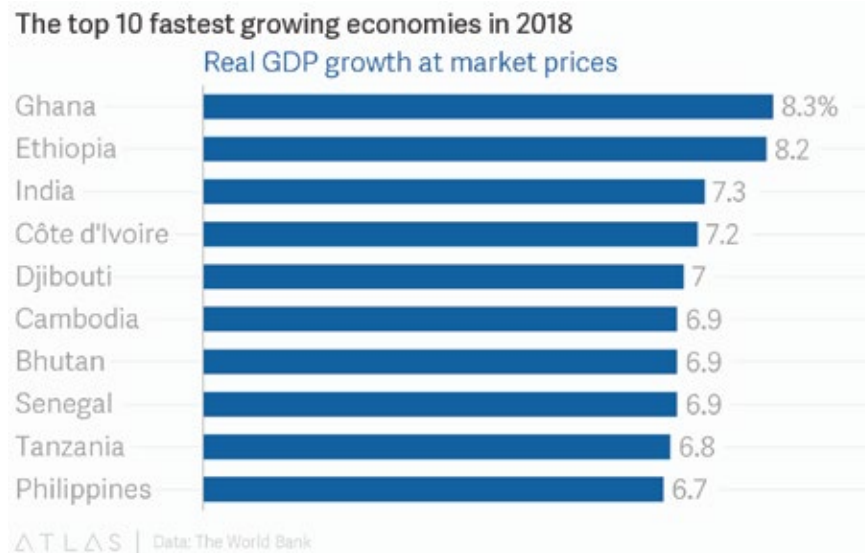
Franklin Hayford

2 years marketing and business development experience

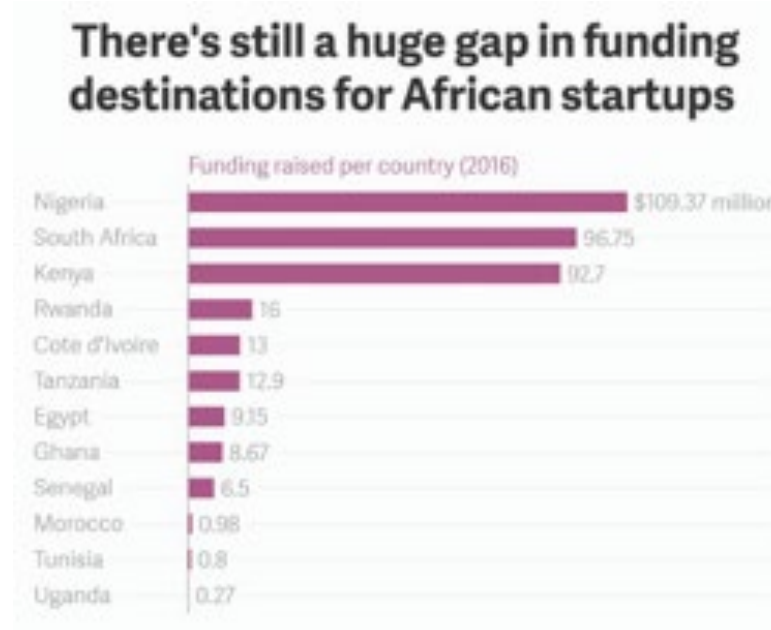


06 WHY GHANA

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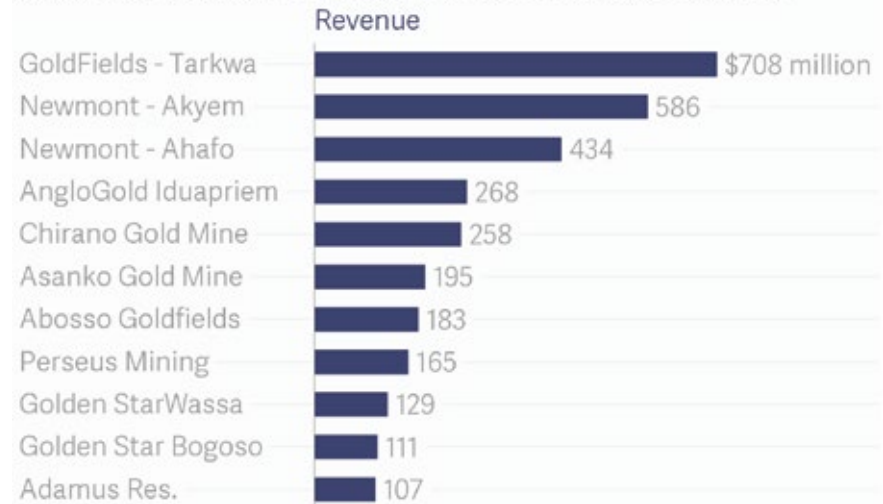
07 WHY GHANA

MINING SECTOR

Statistics from the country's fiscal authority, Ghana Revenue Authority (GRA), shows that the mining and quarrying sector recaptured its position as the leading source of direct domestic revenue after being displaced by the Financial and Insurance Sector in 2015.

Total fiscal receipts attributable to the mining and quarrying sector increased from GH¢ 1.35 billion in 2015 to GH¢ 1.65 billion in 2016, representing a growth of 22 per cent. This comprised payments of GH¢ 399.9 million, GH¢ 696.9 million, GH¢ 550.7 million and GH¢ 0.54 million in PAYE, Corporate Income Tax, Royalties and other taxes respectively.

Financial Performance of Ghana's 10 largest Mining Co.s in 2016



ATLAS | Data: Chamber of Mines

GHANA GDP FROM TRANSPORT - FORECAST

GDP From Transport in Ghana is expected to be 3974.00 GHS Million by the end of this quarter, according to Trading Economics global macro models and analysts expectations. In the long-term, the Ghana GDP From Transport is projected to trend around 4924.00 GHS Million in 2020, according to our econometric models.



08 OUR ASSETS

45 HEAVY DUTY TIPPER TRUCKS



**SINOTRUK
8X4 DUMP TRUCK**

CAB HW76, One sleeper, A/C
ENGINE WD615.47, 371HP, Euro2, 6-Cylinders
FRONT AXLE HF9
DRIVE AXLE HC16
CARGO BODY SIZE 7800x2300x1500mm

**SINOTRUK
6X4 TRACTOR**

CAB HW76, One sleeper, A/C
ENGINE D12.42-20, 420hp, 6-cylinder inline
FRONT AXLE HF7
DRIVE AXLE ST16
FUEL TANK 400 L
TOWING CAPACITY 50 tons

10 BULK ROAD VEHICLES 54,000 LTS



45 SMALL PASSENGER VEHICLES



8 MOTORS BIKES



4 COMPANY VEHICLES



08 OUR ASSETS

ECAVATORS



DOZERS



ADT TRUCKS



BACKHOES



MOTOR GRADERS



FRONT END LOADERS



COMPACTORS



WATERS BOWSERS



FUEL BOWSERS



LOW BED



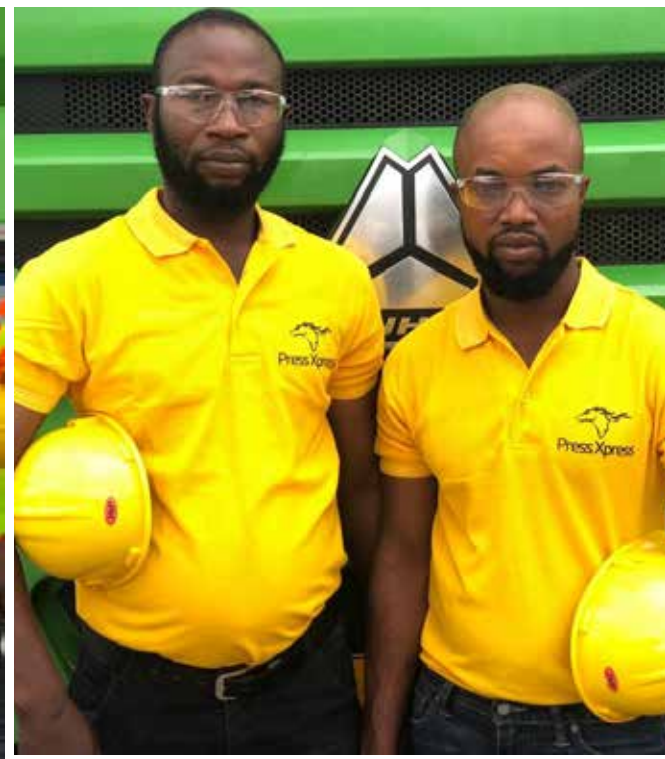
ROCK BREAKERS







08
OUR ASSETS
PICTORIAL



08
OUR DRIVERS
PICTORIAL



09 OUR CLIENTS

CLIENTS		LOCATION	PRODUCT	PERIOD
GOLDEN STAR MINING - ADAMUS		PRESTEA	GOLD DUST	1
WESTERN DIAMOND		TAKORADI	KAOLIN	1
RELIANCE LOGISTICS CONSTRUCTION LTD		ACCRA	SANK, CHIPPINGS	1
GHANA MANGANESE COMPANY		NSUTA	MANGANESE	3
WANGKANG CERAMICS GH LIMITED		TAKORADI	KAOLIN, WHITE SAND	1
EDLAC MINING SERVICES		TARKWA	GOLD DUST	2
NOBLE LOVE DELTA COMPANY LTD		TAKORADI	KAOLIN, FELSPER, SAND	2
SENTUO CERAMICS TILES			KAOLIN	2



10 OUR FUTURE

- 01 Market leader in logistics
- 02 Expand into new revenue segments
- 03 Further expand margins & increase Optimization



Press Xpress intends to be the first airline operator to fly directly from Ghana to China and vice versa.

11 FLIGHTS BETWEEN GHANA AND CHINA

Value of trade between Ghana and China is currently over \$6 billion. China is Ghana's single largest Asian trading partner. Ghana's export to China increased by 86% in 2014 alone and is still on the rise at \$billion within business and tourist travelers from both countries numbering in the millions.



Aircraft
Airbus 380



Cost per mile
\$28,000/hr



Purchase Price
\$375.5m



Capacity
500 Passengers



Competition
Boeing 777



Fuel consumption
320,000 liters

However, there are almost no non-stop flights between Accra and Beijing with average flight times between 22 and 35 hours.



12 COMPANY MANAGEMENT STRENGTHS

The company's strength lies in the well-balanced business portfolio, and in its wealth of human resources expertise, both supporting its business growth.

The company's Net sales are divided equally in terms of business across transportation, haulage and distribution logistics. Subsequently our management team likewise balanced.

This minimizes the company's exposure to risk and strengthens its management foundation.



13 BUSINESS OVERVIEW

BUSINESS MODEL

- Commercial transportation of people in Ghana
- Domestic and cross-border delivery of parcels and letters
- Haulage of earth, and other resources

MARKET POSITION/TRENDS

- Digital commercial client carrier – we are currently one of the top 5 fleet partners in Uber,
- Strong macro shifts in the industry driving growth of new entrants

CUSTOMERS

- Commercial and private clients
- Broad customer base across a number of business sectors
- Tailored solutions for commercial clients
Strong sales focus on SMEs

STRATEGY

- To provide effective and efficient services
- To maintain high quality and competitive services
- To gradually drive market penetration in the parcel delivery, commercial transportation and haulage
- Invest in innovative services, e.g. a transportation phone application for parcel delivery, private parcel boxes



14 CORPORATE GOVERNANCE

Basic Concepts Concerning Corporate Governance

Based on interests of its stakeholders including shareholders, customers, employees, business partners, creditors and local communities including foreign countries, PRESS XPRESS has determined the following principles in recognition of the fact that development and

Building of a corporate governance system, not only to ensure transparency of management and to reinforce management supervision functions, but to promote swift and decisive decision-making, is important.

RANGE OF CUSTOMER INDUSTRIES AND SHIPMENT CONTEXT

Major Industries Served:

- Automotive
- Consumer
- Chemicals
- Energy
- Engineering & Manufacturing

Context Examples:

- Bank Docs
- Contracts
- Certificates
- Invoices
- Manuscripts
- Shipping Docs

- Financial Services
- LSHC
- Public Sector
- Retail
- Technology
- Textile
- Cosmetics
- Electronic Components
- Luxury Goods
- Samples
- Spare parts of all kinds



15 BASIC POLICY ON BUILDING AN INTERNAL CONTROL SYSTEM

The corporate group, which is composed of Press Xpress Limited and sister companies will stipulate basic policy as follows on building an internal control system, in order to ensure properness of business and properness of financial reporting, in accordance with Ghanaian Law.

16 GPS TRACKING & MONITORING

All our vehicles are fitted with GPS tracking systems, thus allowing constant contact with drivers and location of loads.

17 QUALITY MANAGEMENT

Definition of **Press Xpress quality**

Press Xpress' quality management places the first priority on safety and legal compliance and provides the quality customers require through thorough ensuring basic action.

The Kaizen cycle is constantly pursuing improvements to both efficiency and quality in order to continually increase customer satisfaction even more.

For all sites, the basic policy is defined in steps that can be taken with the goal of achieving the highest levels of quality management for or customers.

FIRST stage: Priority on safety and legal compliance. Eliminating risks that make it difficult to provide service



18 QUALITY MANAGEMENT

- All Press Xpress employees (including contractors and part-timers) shall ensure safety in the workplace.
- Business related activities shall comply with all laws and regulations without exception.

Second stage: Quality based on customer requirements. Providing standard quality

- Clearly define and thoroughly implement basic actions for each site based on customer requirements.

THIRD STAGE: Pursuing more efficiency and higher quality

- Always being aware of operating costs, solving inefficiencies and quality related issues, continually striving for greater efficiency and quality: The continuing Kaizen cycle
In accordance with this policy, each business entity strives for safety, quality, and efficiency, as well as providing excellent service at a

OUR CONCEPT OF QUALITY MANAGEMENT

At Press Xpress we operate a concept of quality management that delivers value by improving quality benchmarks across your business. Each layer builds upon the previous to ensure a compliance and operations framework which supports all aspects of business process improvement and quality management.

The four aspects of this process are:

- Implementation or review of basic Health & Safety practices to ensure that there is an agreed framework in place to build upon and meet fundamental business requirements
- Development of Standard Quality procedures in all sites to benchmark current processes and attain basic working platform
- Ongoing improvement projects to elevate each site's efficiency and cost competitiveness, and add competitive advantage to business operations
- Develop standard process to stabilize the improvements through Kaizen, and set ongoing process of improvement of review



19 LESS-THAN TRUCK LOAD (LTL)

FINDING SAVINGS IN YOUR TRANSPORTATION PATTERNS

Managing your loads through our LTL service is the perfect way to optimize your domestic supply chain. Press Xpress offers co-load and consolidation LTL services to reduce your cost and improve your distribution pipeline.

Bringing experience, creativity and insight to your less-than-truckload shipping challenges, we step in to coordinate and add value at every turn.

Services include:

- Seamless account management
- Cross-border LTL services
- Spot rates
- Invoice auditing
- Comprehensive reporting

• FIRST & LAST MILE CONTRACT LOGISTICS

We deliver crucial beginning and end services in the supply chain, key elements that enable on time delivery.

• END-TO-END VISIBILITY

Press Xpress' sophisticated in house systems allow real time visibility of your inventory along the supply chain, giving you the confidence to maintain appropriate and efficient inventory levels.

• PRESS XPRESS

An Africa-wide focused service provider

With an extensive global office network and facility footprint, we can give you the reassurance you need through a seamless supply chain whenever you enter new markets or develop new sourcing regions.



20 CSR POLICY

Given the meaning of CSR (Corporate Social Responsibility), corporate activities that focus only on compliance are incomplete. Indeed, companies today are required to go a step further and understand that they are members of society and must therefore give due consideration to social ethics, human rights, the global environment and local communities. Embracing this change in the social environment, Press Xpress is tackling its corporate social responsibility sincerely, determined to meet the expectations of shareholders while aiming to achieve sustainable development.

Compliance

In order to maintain being the "Trustworthy" logistics service provider to our Ghanaian customers, Press Xpress believes that establishment and maintenance of a group compliance system is one of our highest priorities. Unlike a product manufacturer or a carrier who

Operates ships and aircrafts, we are the company that is based on the day to day activities of our employees. We understand that our most important assets are our employees, and their knowledge and experience.

In order to maintain this trust and ensure our employees can act to the best of their abilities, our group's officers and employees act in accordance within all local and international laws, and understand the significance and importance of compliance in our daily activities.

Press Xpress has established a "Code of Conduct" which officers and employees of the group must comply in performing our day to day business activities.

We believe that compliance to this "Code of Conduct" is the first step of providing superior service and obtaining the trust of our customers.



Business Continuity Social and Contribution Initiatives

Press Xpress is committed to being “a good corporate citizen,” and acting according to its core values at all times. To achieve this the company will support social contribution initiatives such as disaster support, environmental conservation, welfare, and cultural support. Each of our employees is aware of his or her responsibilities in this respect, and will contribute accordingly.

Embedded in our Corporate Social Responsibilities commitments, our business continuity plans are

Designed to aid early detection, prevention, appropriate post-incident management and damage minimization in the event of unforeseen situations such as war, acts of terrorism and natural disasters.

Following damage from a disaster or catastrophic event, the company will be able to maintain its important functions uninterrupted wherever possible, or if interrupted, to quickly restore them.



CERTIFICATIONS

CS739432015 C0005774993


REPUBLIC OF GHANA

The Companies Act, 1963, Act 179
Certificate To Commence Business

I hereby certify that

PRESS XPRESS LIMITED

having complied with the provisions of Sections 27 and 28 of the Companies Act, 1963, Act 179 is entitled to commence business with effect from **18th day of November 2015**

Given under my hand and official seal at Accra, this 18th day of November 2015


For Registrar of Companies

CS739432015 C0005774993


REPUBLIC OF GHANA

Certificate of Incorporation

I hereby certify that

PRESS XPRESS LIMITED

is this day incorporated under the Companies Act, 1963 (Act 179) and that the liability of its members is limited.

Given under my hand and official seal at Accra, this 17th day of November 2015


For Registrar of Companies



22 CERTIFICATIONS

POSTAL AND COURIER SERVICES REGULATORY COMMISSION

1. LICENCE TO PROVIDE COURIER SERVICES

1.1 THE LICENCE

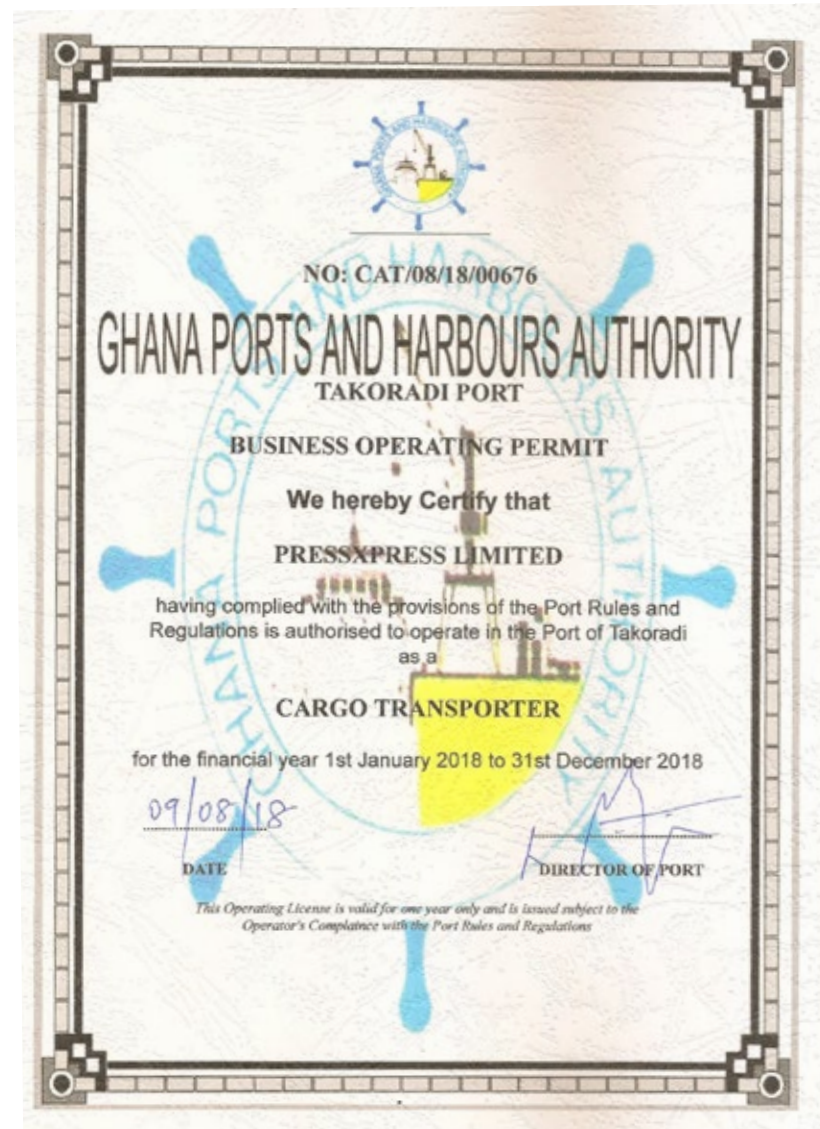
The Postal and Courier Services Regulatory Commission (hereinafter referred to as the "Licensor") in exercise of the powers conferred on it by Section 13 of the Postal and Courier Services Regulatory Commission Act, 2003 (hereinafter referred to as the "Act") and of all other powers exercisable by it for that purpose, hereby grants to **PRESS XPRESS LIMITED**, (hereinafter referred to as the "Licensee") a Licence for the period specified in condition 1.2 and subject to the terms and conditions set out in the Schedule attached hereto, the Act and to any Regulations made or which may be made under the Act, to provide courier services.

1.2 This Licence shall come into force on the 29th January 2018 and shall be for the duration of Five Years.

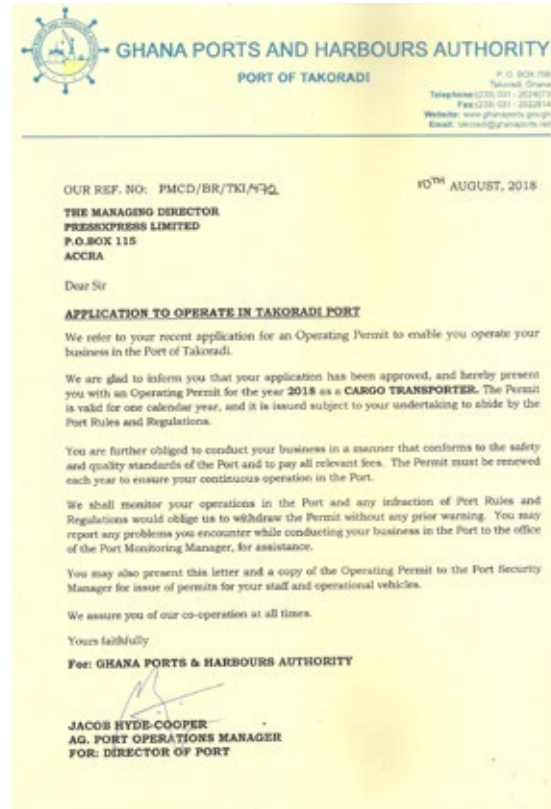
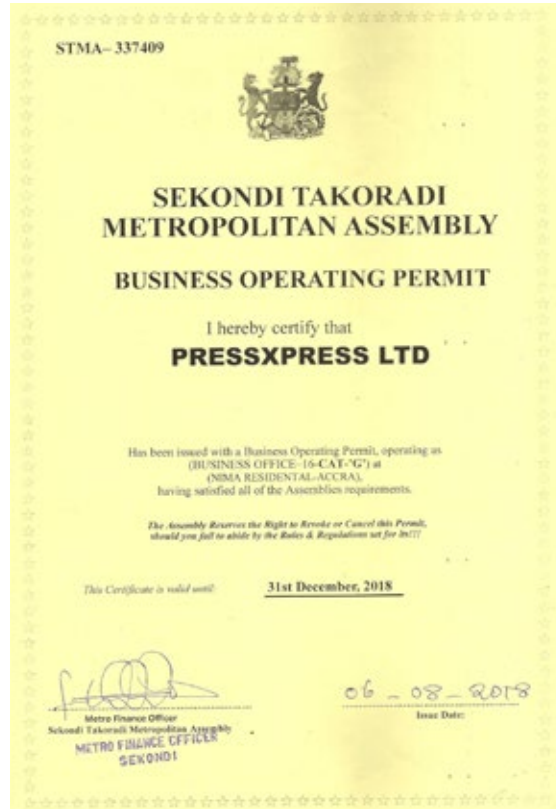
1.3 This Licence is valid for **DOMESTIC - LARGE Operations**.

Issued this 29th January 2018.

**EXECUTIVE SECRETARY
POSTAL AND COURIER SERVICES
REGULATORY COMMISSION**



22T CERTIFICATIONS





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C O R P O R A T E P R O F I L E

www.pressxpress.com/marketing