

# GRUPO RAS

Global Transport & Logistics

## Corporate Presentation



International Transport | Infrastructure & Warehousing | Customs Operations & Regional Distribution  
Shipping Agency | International Business Development



Established in 1991, GRUPO RAS has become a multinational company specialized in planning and management of logistics services, handling more than 3.5 billion dollars in clients goods.

With over 800 members has strengthened its position in other business areas



Gross  
revenues  
evolution

Gross Revenues (Million USD)	
2010	131
2011	162
2012	194
2013	206
2014	215

# Simple solutions to complex operations

With 45+ offices in 10 countries, it has over 800 members working in 5 business divisions

**Argentina / Argentina**

Mendoza - Córdoba - Rosario - Buenos Aires

**Brasil / Brazil**

Porto Alegre - São Paulo - Santos - Rio de Janeiro - Paranaguá - Curitiba  
Campinas - Joinville - Belo Horizonte - Brasília - Londrina

**Bolivia / Bolivia**

Santa Cruz de la Sierra - Cochabamba - La Paz

**Chile / Chile**

Santiago - Valparaíso - San Antonio - Iquique

**Ecuador / Ecuador**

Guayaquil - Quito

**Estados Unidos / United States**

Miami

**México / Mexico**

Ciudad de México - Manzanillo - Veracruz - Guadalajara

**Paraguay / Paraguay**

Asunción - Ciudad del Este

**Perú / Peru**

Lima

**Uruguay / Uruguay**

Montevideo\* (10 Unidades de Negocios) | Pluscargo Uruguay  
RAS International - RAS Logística - RAS Transport - RAS Distribution  
Polo Logístico Portuario - Polo Logístico Nacional - Polo Logístico Zona Franca  
Polo Logístico Ruta 5 - Rohr Shipping





is specialized  
in **5** business  
**divisions**



International  
Transport



Infrastructure  
& Warehousing



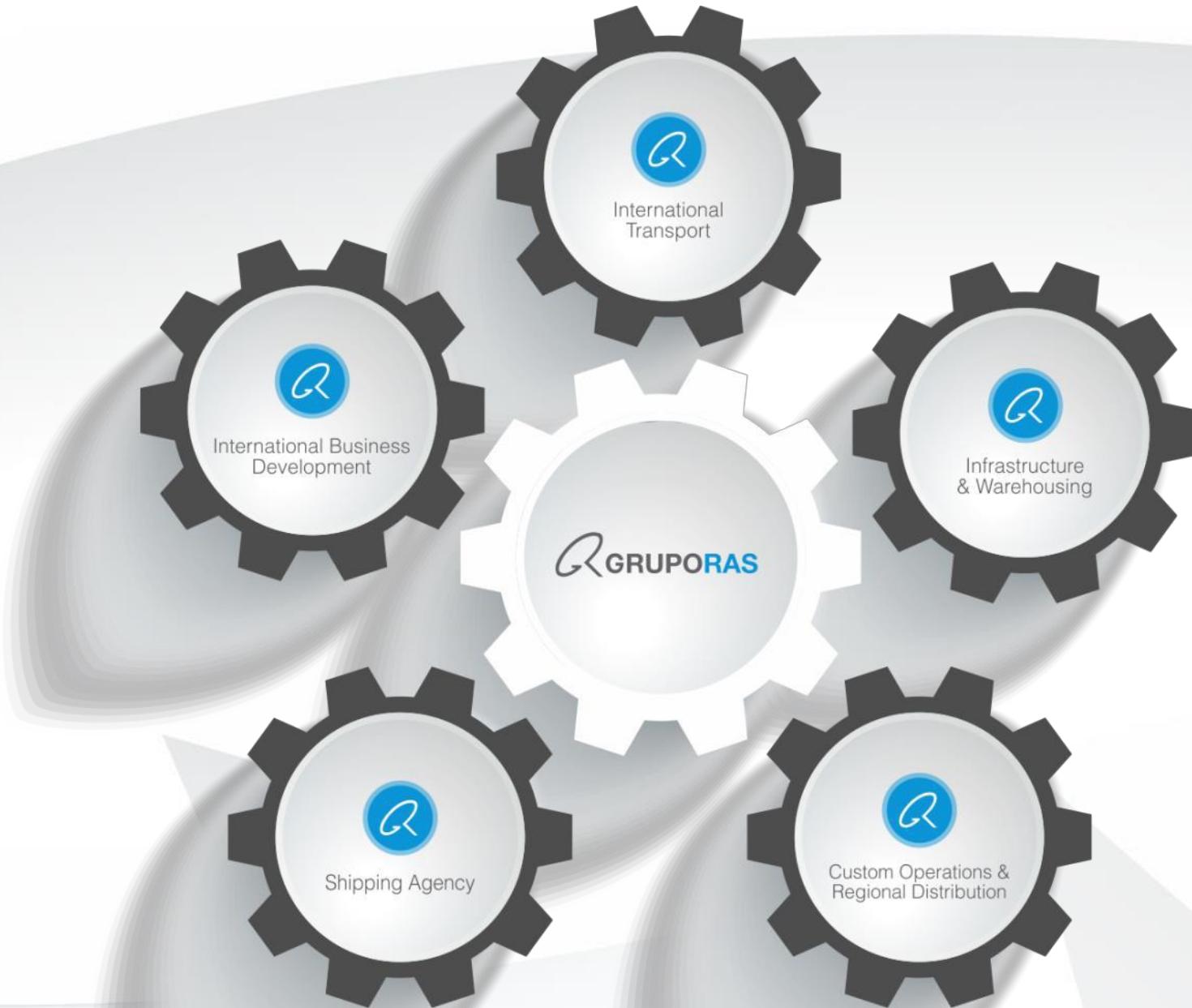
Custom Operations  
& Regional Distribution



Shipping Agency



International Business  
Development



Increasing the competitiveness of our clients through our comprehensive services



# Division International Transport

 **PLUS CARGO**  
A member of GRUPO RAS **RAS TRANSPORT**  
A member of GRUPO RAS



## NVOCC - Freight Forwarding

Within GRUPO RAS, PLUSCARGO is the major freight-forwarder in the region with weekly frequencies to and from every part of the world





## With presence in the main Latin American cities and ports

- Q NVOCC – Freight forwarder with weekly frequencies to and from every part of the world
- Q Air and sea freight import and export
- Q Comprehensive operational coordination through all the stages, from origin to destination
- Q Exclusive agents for bulk liquids transport (Flexitanks)
- Q Quality management system

 **PLUSCARGO ARGENTINA**  
A member of GRUPO RAS

 **PLUSCARGO BOLIVIA**  
A member of GRUPO RAS

 **PLUSCARGO BRASIL**  
A member of GRUPO RAS

 **PLUSCARGO CHILE**  
A member of GRUPO RAS

 **PLUSCARGO CÓRDOBA**  
A member of GRUPO RAS

 **PLUSCARGO ECUADOR**  
A member of GRUPO RAS

 **PLUSCARGO MENDOZA**  
A member of GRUPO RAS

 **PLUSCARGO MÉXICO**  
A member of GRUPO RAS

 **PLUSCARGO PARAGUAY**  
A member of GRUPO RAS

 **PLUSCARGO PERÚ**  
A member of GRUPO RAS

 **PLUSCARGO ROSARIO**  
A member of GRUPO RAS

 **PLUSCARGO URUGUAY**  
A member of GRUPO RAS



## Specialized in Project Cargo

Project cargo is a term used to broadly describe the national or international transportation of large, heavy, high value or a critical (to the project they are intended for) pieces of equipment.

Also commonly referred to as Heavy lift, this includes shipments made of various components which need disassembly for shipment and reassembly after delivery.

Pluscargo, the company that manages all these kind of logistic activities has become a leader in the Mercosur region, contributing to the potential installation of factories, wind mills, etc.



# Inland Transport

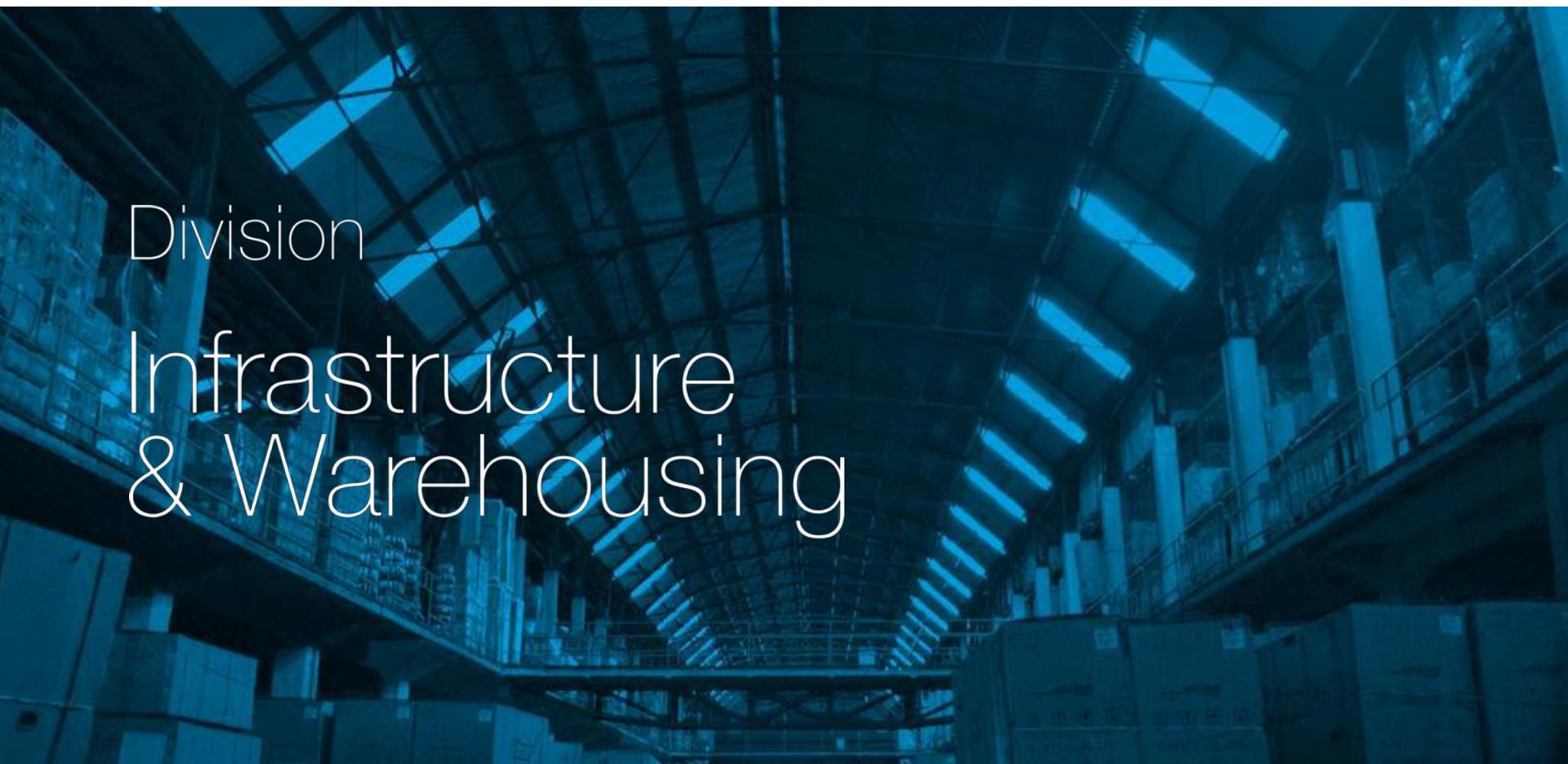
Controlled regional distribution





## International land transport with a modern truck fleet

- Q Land-truckload freight and consolidated cargoes, to and from the major countries in the region
- Q Insurance for every mode of transport
- Q Quality management system



# Division Infrastructure & Warehousing

 **POLO LOGÍSTICO PORTUARIO**  
A member of GRUPO RAS **POLO LOGÍSTICO NACIONAL**  
A member of GRUPO RAS **POLO LOGÍSTICO ZONA FRANCA**  
A member of GRUPO RAS **POLO LOGÍSTICO RUTA 5**  
Parque Industrial | A member of GRUPO RAS

# **POLO LOGÍSTICO PORTUARIO**

A member of GRUPO RAS

## **BOMPOR** - Free Port

Specialized in regional distribution operations, using the advantages of the Free Port of Montevideo





**40.000**  
square meters  
of bonded  
warehouse



Free Port Law N° 16246



**10.000**  
square meters  
of container  
terminal



## Car Terminal

- Ⓐ Space for over 400 units inside Free Port of Montevideo
- Ⓐ Exclusive Stock Check System
- Ⓐ Electronic labeling of goods according to the most advanced technical standards



# Reefer container yard



## Cold Chamber

- ⌚ Unique warehouse inside Montevideo's Port, a major advantage on this type of service
- ⌚ Individual freezers able to store goods requiring storage temperatures under 0°C
- ⌚ Controlled temperature

## Conference Room

- ⌚ Product launching
- ⌚ Personnel training
- ⌚ Conferences



## Identification & traceability of goods

An exclusive Stock Check System, electronic labeling of goods according to the most advanced technical standards



**The ISO 9001:2000  
Quality Certification**



## Punta de Sayago Port

- Q 100 Ha Logistic Port, with the aim to be an extension of the Port of Montevideo .in diverse logistic activities
- Q An agreement for operating 15.000 m<sup>2</sup> has been awarded to GRUPO RAS, through a competitive bid process

# **POLO LOGÍSTICO ZONA FRANCA**

A member of GRUPO RAS



A project created under the Free Trade Zone regime which  
empowers GRUPO RAS warehousing services





**10.000**  
square meters  
of bonded  
warehouse



**POLO LOGÍSTICO ZONA FRANCA**

A member of GRUPO RAS

> Free Zones Law N° 15921

Tax Benefits  
given by the state



# Modern & Intelligent logistics

Modern architecture and vanguard building constructions with green areas

Easy and quick access from main international roads  
(10 minutes from Carrasco International Airport)

# **POLO LOGÍSTICO NACIONAL**

A member of GRUPO RAS

## Domestic Warehousing

The largest warehousing infrastructure at domestic level in Uruguay





## 3PLN – Domestic Warehouse In Uruguay

- 7,500 sqm Warehouse
- Value added operations, stock management system, customized supply chain logistic and national distribution, quality management system

**POLO LOGÍSTICO RUTA 5**  
Parque Industrial | A member of GRUPO RAS

## Industrial & Logistic Park

Development of a great industrial center in Montevideo to provide solutions to the expanding logistics services industry in Uruguay and the region





Property:  
80 Ha.

## Benefits

- ④ 800,000 sqm at the side of one of the main logistic routes in the country
- ④ Signed partnership with a very well known multinational to support its expansion projects
- ④ Railway project development to connect the Industrial Center with Montevideo's Port
- ④ 30,000 sqm Bonded Warehouse - Car terminal



## Benefits

- Q Viability approved by the Municipality of Canelones
- Q The zone is promoted by the National Government to foster the development of logistics and industrial activities
- Q Tax, customs and fiscal benefits for companies to be installed in the park
- Q FOS (Surface Occupation Factor) estimated: 60%
- Q Services: Water effluents, energy, waste, fire prevention, roads, lighting, security, access control, parking, offices coffee shop, restaurant, container yard

Division

# Customs Operations & Regional Distribution



**RAS LOGÍSTICA**  
A member of GRUPO RAS



**RAS DISTRIBUTION**  
A member of GRUPO RAS



## Customs Clearance

Through RAS LOGÍSTICA, GRUPO RAS provides much more than a standard customs clearance service; it becomes a partner of its clients, assuring high quality management





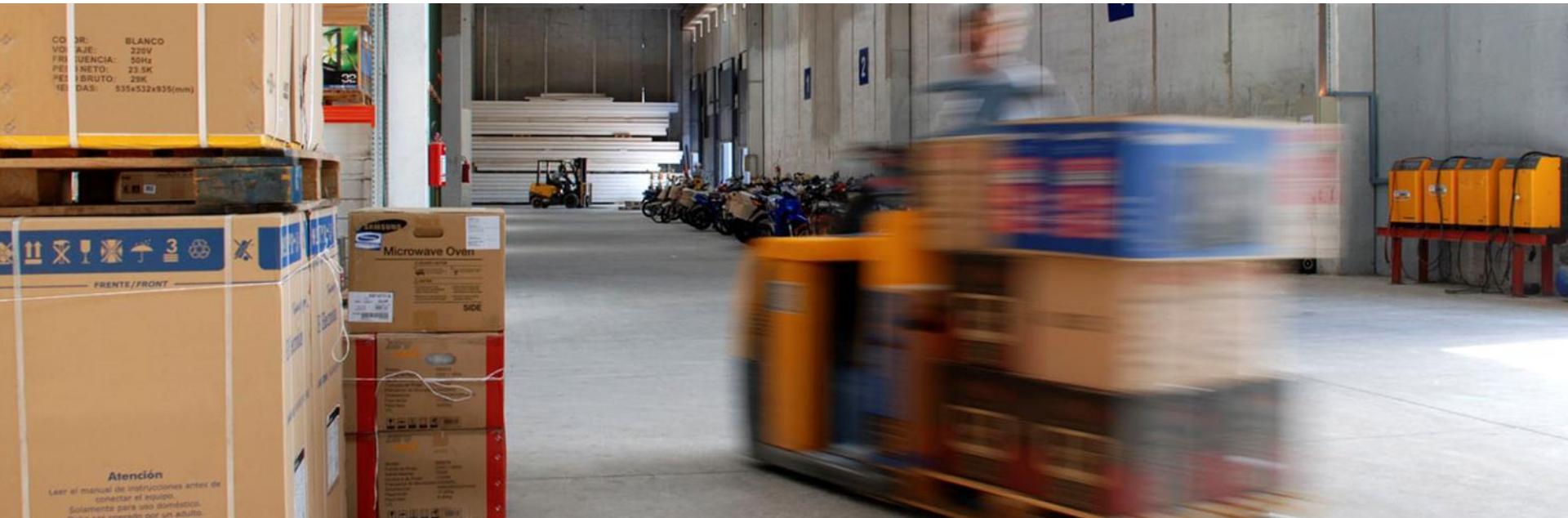
## National custom operations

- Q Cost study, development and procedures for Customs, Export, Import, Temporary Admission and In-Transit operations
- Q Development and advice in investment projects
- Q Outsourcing of foreign trade areas
- Q Comprehensive advice on international trade and logistics from a legal, technological, operative and commercial point of view.
- Q Quality management system



## Regional & International Distribution

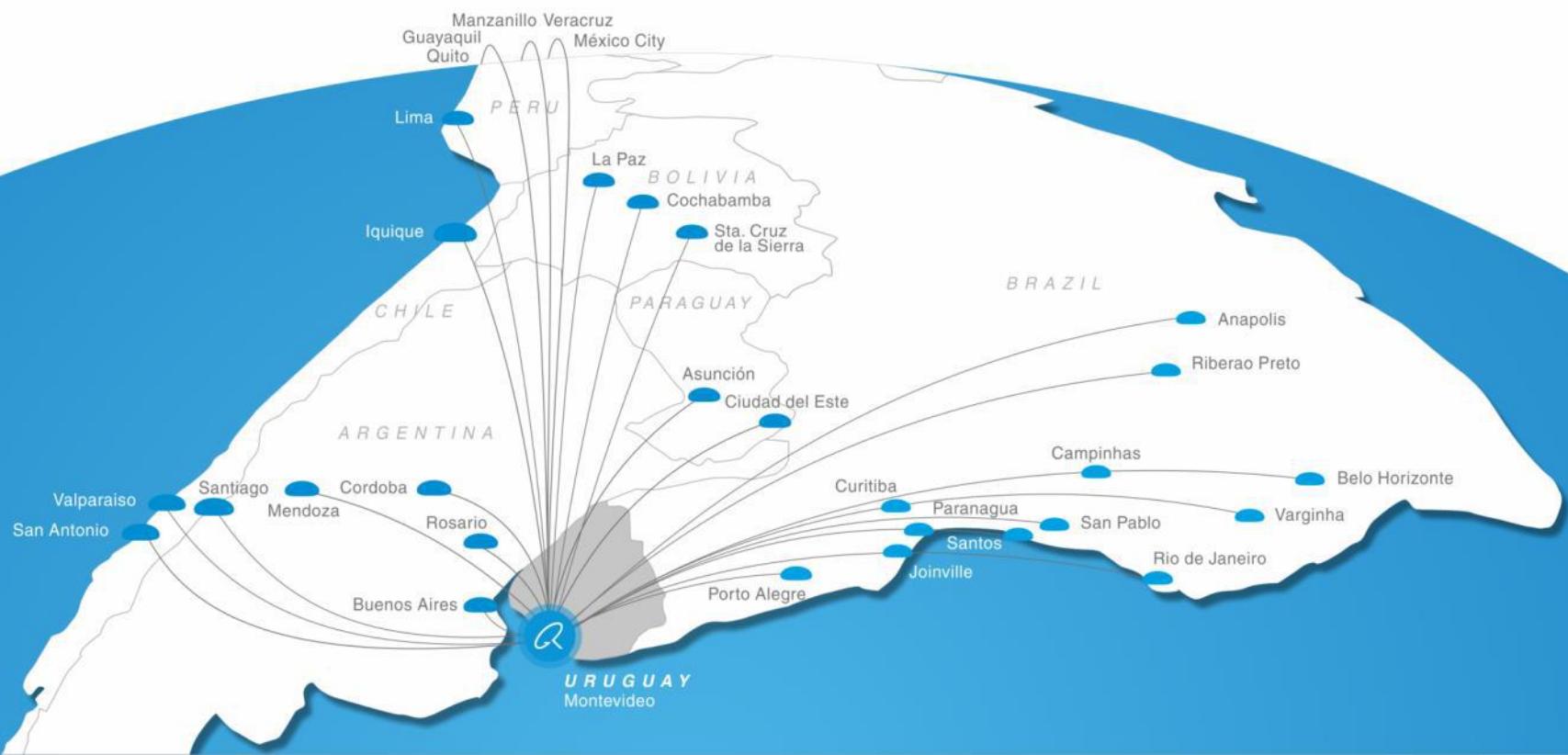
RAS DISTRIBUTION provides the perfect tool to help international companies develop and increase their exports to Latin America at the lowest possible cost





## International distribution management using the advantages of the Free Port

- Q Logistic services that allow transportation and control of stock from Uruguay to the region providing coordination along the complete logistics supply chain.
- Q Intermodal transportation of consolidated cargoes to other countries within the region that arrive at Montevideo Port from overseas.
- Q Quality Management System



## Gateway to the region

- Strategic location to transit cargoes in the region
- Great fluvial (Parana – Paraguay – Uruguay waterway) maritime, road and air connections.

### TRANSIT TIME

	AIR	ROAD
Buenos Aires	1.00 hr	24 hs
Porto Alegre	1.30 hr	24-48 hs
Rio de Janeiro	4.00 hs	72-96 hs
San Pablo	2.30 hs	72-96 hs
Asuncion	2.00 hs	72-96 hs
Lima	5.00 hs	72-96 hs
Santiago	2.30 hs	72-96 hs

# Division Shipping Agency



# Shipping Agency

Integral services for goods handling which facilitates trade





PLUSCARGO PARAGUAY is a traditional Maritime Agency of Paraguay. For almost 25 years, it has handled all international logistics chain, also recognized by its complementary Freight Forwarder services.

PLUSCARGO PARAGUAY's image is linked to COSCO Maritime Company (China Ocean Shipping Company), since the end of last century.

In 2016, PLUSCARGO PARAGUAY renews and ratifies its commitment with COSCO, after its merging with CSCL (China Shipping Container Lines).



# Main Services

## LCL Import / Export and Air Freight services

Air cargoes consolidation, maritime and river traffic from and to Europe, Oceania, Far East, Mexico and the United States.

## FCL Import / Export

Containers complete shipment to and from Far East, North of Europe, Mediterranean, United States, the Caribbean and Mexico.

## Customs Clearance

Customs, nationalization of goods, temporary admission and transhipment.

## Regional Distribution

Storage and distribution of cargoes through the free port of Montevideo to Asunción, Buenos Aires, Porto Alegre, Rosario and Santa Cruz.

Division

# International Business Development



## One-Stop partnership

Specialists in regional and international markets offering a wide range of services to companies worldwide who seek to enter the region



# Business Areas



Textile



Agricultural  
Business  
Development



Representations



Industrial  
Engineering  
Projects



Business  
Development  
on behalf of  
third parties



## A specialized unit on agricultural business development and investments

- ❑ Farming commodities logistic
- ❑ We offer final solutions to milk producers in breeding, feeding and milking areas, with high quality technical back up, through a professional team committed with the milk industry development in the country for more than 11 years
- ❑ We are agents of DeLaval, CRI (Cooperative Resources International) and Nutrefeed





# Textile

Manufactured for export at  
our own plants in Uruguay



## Industrial engineering projects in partnership with Fisch & Fisch

- Technical expertise to assemble or transfer between countries an industrial plant or its parts with the capability to perform turn-key projects, taking responsibility for all the phases of the process



## Representations

- ④ RAS INTERNATIONAL act as a local partner to customers seeking to promote their sales in Latin America
- ④ Gives support to customers for the identification of target markets
- ④ Sell the customers products and distribute them through our bonded logistic and distribution centre in the Free Port and Free Zone



## Business development on behalf of third parties

RAS INTERNATIONAL develops business on behalf of third parties supported on GRUPO RAS integrated logistics services and the different legal regimes in Uruguay in order to achieve economies of scale and provide significant competitive advantages to its partners



# Corporate Social Responsibility





# School of Business and Logistics Grupo RAS

GRUPO RAS is actively engaged in helping the communities in each country where it operates. We created the "[School of Business and Logistics GRUPO RAS](#)" whose aim is to convey knowledge with the purpose of training resources for the Logistic Industry





## COURSE

# Cargo Basic Operator

Oriented training in the handling of machinery. Provides the necessary knowledge for the proper handling of the cargo





## LOGISTIC SEMINAR

# International Distribution of Goods

Activity in agreement with the IDB, providing students from all private and public universities. A part of the training concept Quaternary, "Finishing Schools", complementing the university education with theoretical and practical elements to facilitate integration in the logistics industry





Universidad  
Católica del  
Uruguay

# Chair of Logistics

We have implemented, together with the Catholic University of Uruguay, the first  
“Chair of Logistics GRUPO RAS” within the Bachelor of International Business

The main objective is to provide future professionals with practical tools and  
knowledge about the logistics industry





Aula Ceibal



Plan Ceibal  
Uruguay

## Aula Ceibal “Open Doors”

GRUPO RAS promotes and supports “Aula Ceibal - Puertas Abiertas” located at Manga / Piedras Blancas town. At this centre 70 children are assisted, provided lunch and tea.

This experience is the first pilot of a series of future events to be concreted in the country where each child is assisted on computer learning depending of his or her age and knowledge





# Soon

**POLO LOGÍSTICO PORTUARIO**  
A member of GRUPO RAS

## GRUPO RAS tower

- Independent offices with flexible plants, overlooking the Bay
- Exhibition Galleries
- Conference and multipurpose rooms
- Areas for academic activities
- Restaurant with panoramic view



Head Office:

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