



# DELTA EXPRESS AFRICA

COMPANY PROFILE PRESENTATION

A person is shown from the side, sitting at a desk and using a laptop. The image is heavily overlaid with a semi-transparent red color, making the details of the person and the laptop less distinct. The person's hands are on the keyboard, and the laptop screen is open. The overall composition is clean and modern, typical of a corporate or professional website header.

**ABOUT US**

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# / Who We Are ?

Delta Express Africa was founded with a mission to redefine the way logistics industry operates in the Horn of Africa. Since our establishment in 2011, our unstinting efforts and dedication has enabled us to confront the challenges posed by the decades of instability, due to the civil war in Somalia and overall state of insecurity in the region.



We understand the challenges of running efficient supply chain operations, and therefore realise how essential it is to have a well-organized and professional logistic service that helps you focus on your business objectives.

## Evolving the Logistics Procedures

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We realise how important it is to keep up with the dynamic world of business and its ever-changing ways of supply chain management. We provide nothing but the best services to our clients.

## Impact Through Partnership

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We work with you to let you achieve your business goals. Our logistic solutions are client-centred and ensure complete satisfaction and fulfilment of operations.

## Management Through Insight

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Our concrete foundation of experienced professionals enables us to offer unparalleled logistic services to all the clients. Our team is equipped with deep, functional expertise to facilitate you every step of the way.



# Our Mission



## Do Smart, Stay Competitive

Our mission is very clear. We participate in providing developed, innovative and effective logistic solutions and services, through the clear understanding of customer's requirement and operational constraints. The core purpose of our existence is to bring unmatched logistic solutions for our clients that help them to meet their supply chain challenges in the most efficient manner while staying focused on the delivery of well-organised, timely and hassle-free services.

# Our Vision

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We are committed to provide our clients with a combination of strategy, technology and the logistics management expertise we possess, to help them succeed. We have a passion for results, completely aligning with our clients for their success. We believe in commitment to highest quality, ethical standards and professionalism in everything we do.



# / Our Goals And Corporate Values

## Trusted and Reliable Logistic Services

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We aim at achieving recognition as a trusted logistic service provider, that puts clients' interests at heart. With our in-depth expertise in this field, we aim at providing customised services well-suited to our client's needs.

## Result-Oriented Approach

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We focus on delivering practical and enduring shipment solutions, enabling our clients to grow and lead. We operate with precision, passion and diligence as we aim to ensure our clients experience effectiveness and efficiency with us.

## Customised, Client- centred Approach

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We commit to each of our shipment tasks with utmost care and strategy, obtaining complete understating of client's requirements and employing our best resources to achieve timely delivery of all our projects.



**Responsibility**



**Transparency**



**Commitment**



**Partnership**



**Integrity**

Our corporate values and ethos are built-up on the strong foundation of reliability and commitment to whatever we do. We treat our clients as our partners because we consider their success to be ours. We own each of our projects and always deliver in the sense of urgency – every time.

# **/ Our Strengths**



## **Logistics Industry Leader**

We are pace setters in the greater East Africa and Horn of Africa logistics industry as we offer world class door to door services. We provide a one-stop holistic solution for all the logistic needs of our customers.

## **Comprehensively Experienced Team**

Our team of professionals brings extensive insight and expertise to your shipping and logistic projects. We are proud of delivering excellent logistic services based on over a decade of comprehensive experience in the industry.

## **Diversified Client Portfolio**

Our comprehensive range of shipping and logistic services enables us to cater to the needs of a wide range of clients as evidenced by our portfolio of clients from Europe, Asia, the Americas, Australia and across Africa.

## **Global and Flexible Logistics Networks**

We have partnered with leading global logistics networks to ensure that we offer our clients world class services. We have an open-door solutions-oriented policy to ensure that we offer our clients bespoke logistics services.

# Meet Our Team

Our company is driven by our extraordinarily talented team. The expertise and years of knowledge possessed by our co-founders is what makes us the absolute choice for our clients.



**Fahad Abdillahi**

**Group Chief Executive Officer**

Holding a B.Sc. degree in Computer Science and a Master's degree in Business Administration and Executive Operations and Supply Chain, Mr. Abdillahi has a long career in the shipping / logistics industry spanning over a decade and a half. He is a member of the East Africa private investors - a business coalition founded in 2016 with the aim of exploring investment opportunities in the Horn of Africa.



**Mr. Jama Abdi Ibrahim**

**Chief Operations Officer**

Possessing 20 years of experience in Finance and Project Management, Mr. Jama is a qualified multi-disciplinary connoisseur. Holding MSc in Leadership, Postgraduate Diploma in Project Management and Organizational Development from Linnaeus University (Sweden), and BSc in Business Administration, his areas of expertise include NGO / Project Management, Civic Education, Finance and Public Relations.



**Abdiqani H Hussein**

**Chief Financial Officer**

Holding an MBA in Accounting, a CPA and an Executive member of the Somali Accountants Association, Mr. Abdiqani has 15 years of experience working for finance leadership positions in various organizations across Somalia, Kenya, and Djibouti. He brings to the company, his expertise in improving operational business profitability, driving performance by combining effective financial stewardship with business partnership.

# Our Geographical Spread



Since our formation in 2011, Delta Express Africa has been recognized as one of the most successful freight forwarding, logistics, and inland transportation companies in the Horn of Africa and East Africa. We rank among the top 3 logistics companies in the Horn of Africa region Peninsula. It is our duty to grow with the logistics demands of our customers so that we can exceed their expectations. Our territory of operation currently includes the major cities and air / seaports in the Horn of Africa (HOA) namely:

- Djibouti,
- Kenya,
- Somalia
- Sudan
- South Sudan,
- Uganda,
- DRC Congo

Having mastered the above HOA region, our next stop is venturing into the Middle East (UAE, Dubai).



# OUR PORTFOLIO



# Our Services Portfolio

We, at Delta Express Africa, work to bring competitive advantage to a diverse range of clients working in different industries including Government organisations, United Nations, Healthcare, Oil & Gas, Telecommunication, Financial services, Food & drinks, Agriculture, Catering, Mining, Utilities, and Textile. We work in line with our client's business objectives and have the specialised expertise to bring about business value and productivity for them.



# **/ Our Logistic Solutions**



## **Air Freight**

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We understand that time deadlines are crucial when it comes to urgent shipments. We are best known for our daily / weekly worldwide air departures. Regardless of the nature of goods being delivered, we have stretched our network throughout the world, making us the best choice for delivery on your doorstep. Our freight services include full charter, part charter or consolidation.



## **Sea Freight**

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When cost is your primary concern and time is secondary, then you can resort to our sea freight services. We offer highly competitive rates for shipments involving bulky goods or goods that are hazardous. We have partnered with multiple carriers. Our team comprises of both the local and international sea freight experts who assist you in navigating through the regulations and ports.



## **Courier Services**

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We provide international and domestic courier services with daily collections arranged at times suited to our customers' needs. We provide an easy-to-use online booking and tracking system, that keeps you informed about your shipment. For added peace of mind, we obtain a proof of delivery with every shipment and our customer services team are always on hand to help.

# / More of Our Logistic Solutions



## Project Cargo Services

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Our experts have over 20 years of experience in handling complex multimodal project cargo shipping. Since every project is unique, we offer customized solutions for each of the projects. Our experts will design advanced project logistics as they pinpoint the challenges that might arise. Our project cargo clientele includes top companies in the mining, construction and oil & gas.



## Ship Agency Services

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We provide a full range of canvassing, commercial, paperwork, and operational assistance in Liner representation in Somalia ports and Djibouti. When the ship docks at the port, we take the initiative to conduct all the procedures necessary to clear it off for offloading in the quickest way. Our diligent actions translate into economic saving, by reducing the long delays on the port.



## Customs Brokerage

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We associate and deal with the customs authorities in the countries that we operate in to ensure all import and export cargo are processed immediately. We make the whole process hassle-free for our customers. Our operations team works efficiently with the best technology to ensure all customs requirements are met and timely catered to.

# **/ More of Our Logistic Solutions**



## **Inland Delivery Services**

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Depending on trucking requirements, we have bespoke solutions from point of loading to delivery. We cover transportation to any location in Somalia, Somalia to Ethiopia, Djibouti to Ethiopia and vice versa and the region at large. Our containerized trucks can handle perishable goods and other sensitive consignments. The fleets pass through a stringent test before loading.



## **GSSA Services**

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We operate as a General Sales and Services Provider (GSSA) and offer a full range of services on behalf of Astral Aviation, the largest private-owned cargo airline in Africa. We are the most preferred provider when it comes to representing airlines in cargo commercialization, administration services and operations delivering excellent value and a cost-effective presence in the region.



## **Flight Support Services**

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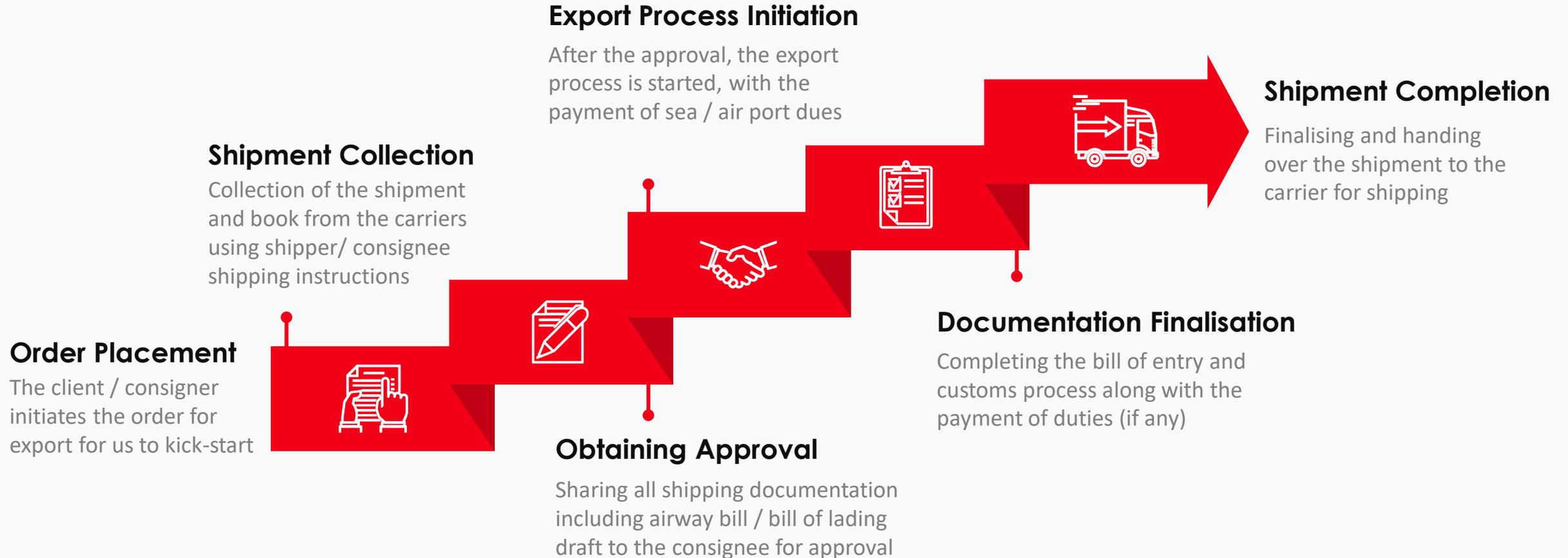
Having our headquarters in Mogadishu airport and a strong presence in Hargeisa and other major airports in the Horn of Africa, we offer a comprehensive range of flight support services including flight permits, ground support, navigation support, and governmental flight support. We are fully registered with the Civil Aviation Authorities in the region.

The background is a solid red color with a faint, semi-transparent image of hands. One hand is holding a smartphone, and the other is holding a pen, both positioned over what appears to be a document or a tablet. The overall aesthetic is professional and modern.

**HOW WE WORK**

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# / Outbound Shipments – Process Flow



# / Inbound Shipments – Process Flow

## Shipment Initiation

Proceeding shipments to the destination country (while applying tax exoneration on behalf of tax exempted / exonerated consignees)

## Document Checking

Confirming the correctness and compliance of the shipping documents received from the shipper

## Paying Dues / Charges

Paying applicable charges to the carrier and paying port dues to the sea / air ports authorities

## Obtaining Delivery Order

Obtaining delivery order from the carriers, once the shipment reaches the destination country

## Preparing Bill of Entry

Completing the bill of entry and finalising customs clearance formalities (while paying taxes and duties for non tax exonerated customers)

## Delivery to Consignee

Loading and delivering to consignee after all customs formalities are completed



**WHY CHOOSE US ?**

# / Our Competitive Edge

We aim at providing quality logistic services. We realise that for our consumers, its important to get hands onto a logistic and shipment service that they can rely on for decades. Our finest in class features help us deliver increased productivity and efficiency.

01



## Wide-ranging, Cost-Effective Logistic Solutions

We offer a one-stop solution to all your logistic needs. Our team ensures to keep a constant eye on transit times, costs, efficient delivery performance and compliance, thereby taking all the hassle off of our clients.

02



## Logistic Service Provider for Government Organisations

With our dedication, we have earned the trust of major governmental and UN agencies involved in peace building, humanitarian, and diplomatic missions in Somalia and Djibouti, a testament of our enviable track record.

03



## Strong, Strategic Leadership & Networking

Our co-founders bring concrete foundation of solid business networks to the company. We associate with custom authorities and partner with multiple carriers, passing on the benefits of our competitive negotiations to our customers.

04



## Comprehensive Cargo Facilities & Services

Our widest networks, most effective cargo movement facilities and stringent testing of our fleets, make us the most preferred delivery solution provider in the Horn of Africa.



# / Our Customer Portfolio



# /Our Metrics

100+  
Aircrafts Handled



To date, we have handled over 100 aircrafts into Djibouti and Somalia

Cumulatively, over 10 million kilos worth of weight shipments have been delivered so far



10million+  
Kilograms delivered

900+  
Equipment delivered



To date, more than 900 pieces of large equipment have been delivered

To date, over 100 large project cargos have been delivered



100+  
Project Cargos delivered

# / Our Membership & Certifications



Our certifications and memberships signify our commitment to providing excellent quality, accredited professional services. We settle at no less than the provision of the best services and will continue to deliver the same.



**We're A Company You'd  
Love To Work With.**

We understand that the safety, timeliness and efficiency with which the supply chain operations are managed, play a key role in achieving the corporate objectives of profitability, growth and improvement of your business performance. Our specialist services would help you concentrate on improving your current business and explore avenues of future expansion.



# Get In Touch With Us



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