

# Our Mission



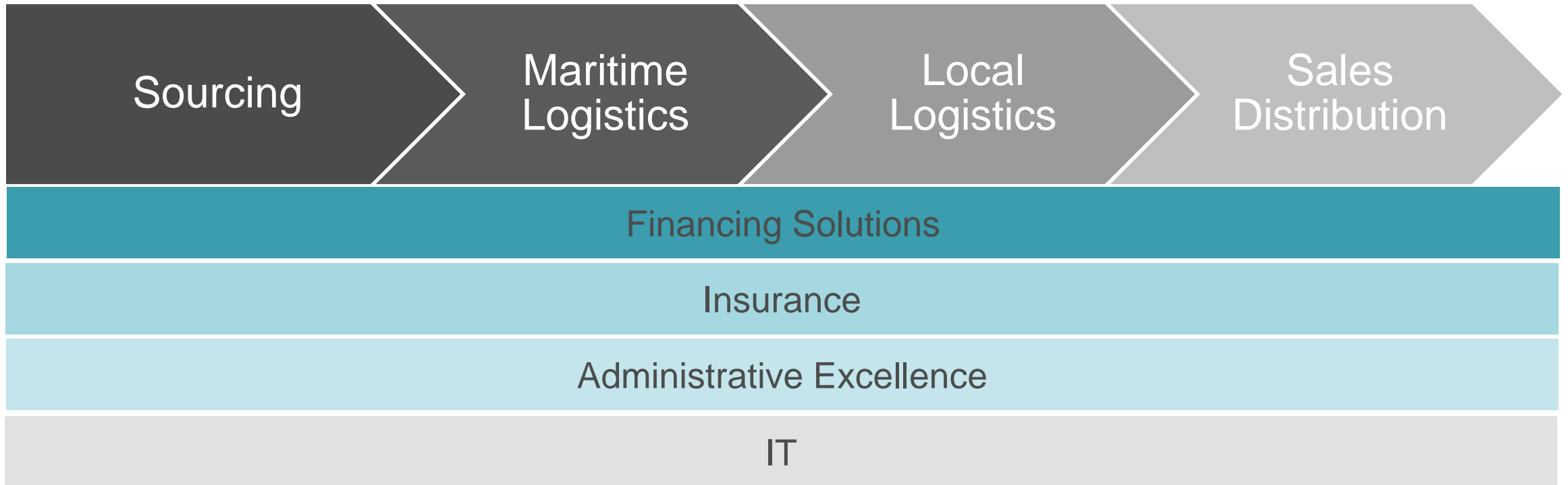
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**Manuchar supplies raw materials in emerging markets.  
We deliver the most efficient and reliable sourcing and  
supply chain solutions from around the globe.**

*We keep your production running. Anytime. Anywhere.*

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# We are a globally active trading, logistics and distribution company



# We use our extended global presence, local market knowledge and logistics capabilities to connect producers and end-users of commodities

## OUR FOOTPRINT

160  
LOCATIONS

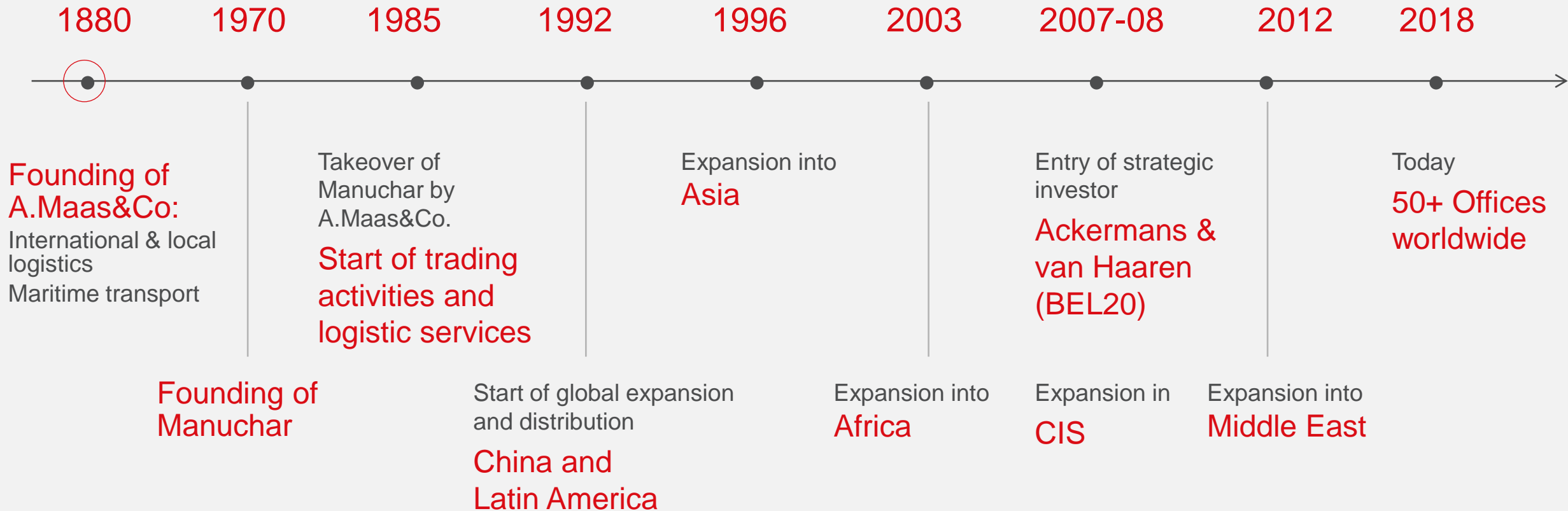
+405,000 m<sup>2</sup>  
STORAGE

+75  
AFFILIATES

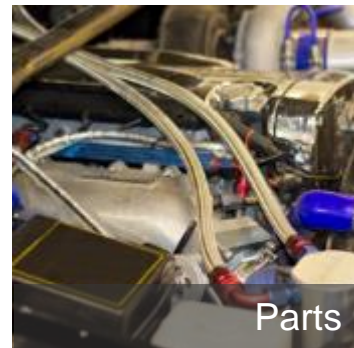
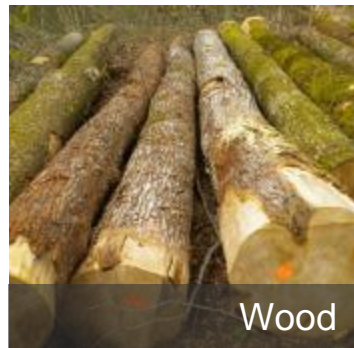
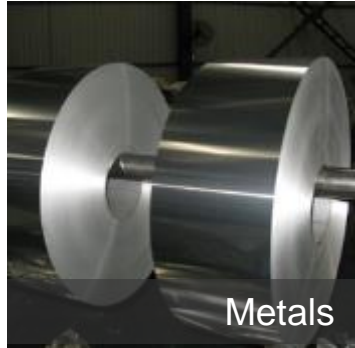
+35  
COUNTRIES



# Manuchar has strong Belgian roots and falls back on a longstanding history



# Manuchar is a trader in various commodities and a distributor of mainly dry chemicals

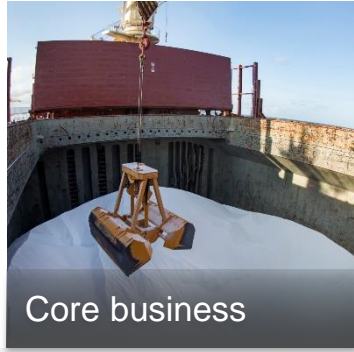


## 9 BUSINESS UNITS

EACH YEAR,  
WE SHIP 4,000,000 MT  
COMMODITIES



# We add value in your supply chain through flexibility & excellence



## QUALITY – EFFICIENCY - RELIABILITY We apply high and consistent standards across our Group

Sourcing

Maritime Logistics

Local Logistics

Sales

Third Party Logistics

Global network

Local Market Knowledge

Own People, Warehouses and Trucks

Present in most important ports in the emerging world

Financing Solutions

Integrated IT systems

Regulatory compliance

Credit insurance

Administrative Excellence

Health & Safety programs

Corporate social responsibility

Sustainability

'Non conformance' reporting

Quality Policy – certificates of ISO, SEDEX, Responsible Care, Ecovadis, ...

# M Multinational or local player? We operate with the same global standards and excellence



# Manuchar

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## Headquarter office

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## Speakers

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THANK YOU







## Resilience in practice

*Examples from my past, not applicable to Manuchar only*

- Not everything is about cybersecurity:
  - 1. Flood in datacenter
  - 2. Private cloud provider stops activity
  - 3. Cutover test fails, and we forgot about the fail-over procedure
  - 4. Office 365 authentication stops working for +/- 24 hours
  - 5. Backup tapes stored offsite but no storage to restore from
- Cyber incidents:
  - Ransomware: decryption is never complete
  - Domain compromised: reconstruction from scratch needed. Takes weeks.
  - ...
- AI is nice, it helps to discover patterns and predict the future (for as long as the future continues to behave like the past)
  - Who could predict the Covid impact
- Blockchain is not the holy grail (yet).
  - Microsoft announced a stop of its own blockchain services
  - Lots of initiatives ongoing worldwide, but will we come to a de facto standard?