



NEWS PULSE

Keeping you in touch with the latest company news!

November 2018

SKA-DHL Partnership Announcement

- SKA focused on expanding and improving upon DHL's global network and world-class service quality expected to prove critical as demand for relief shipments continues to rise in 2018
- Both parties will jointly manage forwarding, customs clearance, transportation and other logistics services for shipments into Somalia.



SKA's Transport and Logistics Fleet, Somalia

Dubai, November 5, 2018: SKA International Group, a leading logistics provider in the Middle East and East Africa has entered into an agreement with **DHL Global Forwarding**, the leading international provider of air, sea and road freight services, to facilitate the movement of aid and relief goods on a sustainable basis, into



SKA's Mike Douglas (CEO) and DHL Global Forwarding's Amadou Diallo (CEO) Signing the Agreement in SKA's Dubai Office



Somalia.

Under the agreement, SKA International, one of the top regional logistics experienced with distribution of aid and relief supplies in conflict zones, will work with DHL Global Forwarding to facilitate efficient movement of goods into Somalia. DHL Global Forwarding and SKA International will collaborate to manage the forwarding, customs clearance, and other logistics services for both inbound and outbound shipments. Most international shipments will be freighted by DHL via its global hubs, for consolidation in Dubai, Mombasa or Nairobi in Kenya, before being forwarded to Somalia for last-mile transport to priority destinations around the country.

The agreement covers a significant share of aid destined for Somalia – which is expected to reach into the billions of dollars in 2018 alone.¹ Somalia’s citizens and economy remain largely reliant on foreign aid for survival, with around half the country’s population – approximately 6.2 million people – expected to require emergency aid of food, water, and shelter amidst prolonged drought and conflict conditions this year.²

“SKA is pleased to partner with DHL’s global forwarding network. Our two entities combined have a wealth of expertise in handling all sorts of shipment types. This will come as a huge asset to how we operate in Somalia and provide support for DHL’s end-to-end solution set,” said Mike Douglas, SKA President & CEO. “The capacity which DHL’s network offers will help to scale up our services to support the burgeoning needs of Somalia and its people, even as the international community looks to ramp up aid to the country. SKA has a unique footprint in Somalia with an experience team and fleet of transport solutions and we see this agreement as a potential game-changer in how we apply our hard-earned experience to connect the country’s historically isolated population with critical resources from the rest of the world.



SKA Kamaz 6x6 Trucks

SKA International Group has operated in Somalia since being contracted by the country’s Transitional Federal Government in 2010, supporting foreign aid and development bodies with aviation support, extensive road freight fleets and infrastructure, and the largest Life Support accommodation camp in Mogadishu. The agreement will see both companies sharing pre- alerts, “track and trace” data, and other shipping information, and committing to same-day response times in a bid to minimize the risks of disruption.

“Logistics plays a huge role in remedying any humanitarian crisis, but the risks posed by Somalia’s ongoing insurgency and organized crimes, including direct threats from piracy,³ have made it difficult to deliver enough aid to where it may be needed most,” said Pramod Bagalwadi, CEO, DHL Global Forwarding, Eastern Africa. “This agreement will combine SKA International’s local expertise in providing logistics support in difficult conditions, as well as the world-class service quality, systems and speed that DHL Global Forwarding offers, to bring more consistent and committed service into Somalia without compromising the safety of those involved in their delivery,” he added.



SKA 727F Aircraft Departing Mogadishu

¹ <https://news.un.org/en/story/2018/01/1000602>

² <https://www.reuters.com/article/us-somalia-aid-drought/half-of-drought-hit-somalia-needs-aid- in-2018-u-n-idUSKBN1F62C7>

³ <https://www.osac.gov/Pages/ContentReportDetails.aspx?cid=24305>