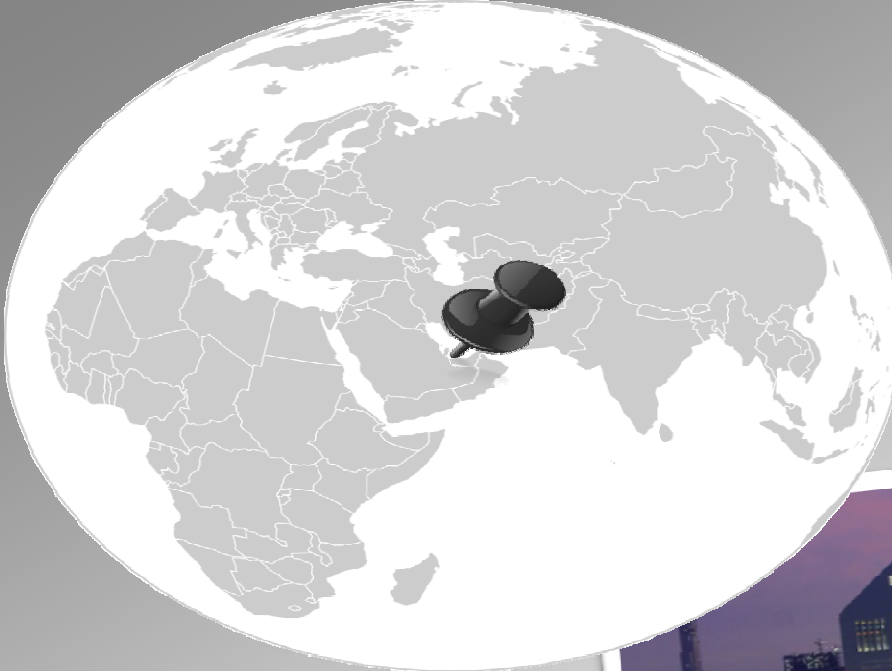




Middle East

TNT
THE PEOPLE NETWORK

Dubai – Gateway to the Middle East



Dubai in 1991



Dubai in 2013

TNT

We provide a wide range of express delivery services to businesses around the world, building on our strong position in Europe



€ 6,680m	Revenues (2014)	200+	Countries served by worldwide network
€ (86)m	Operating income (2014)	61	Countries with TNT's own operations
1 million	Daily deliveries	54	Aircraft in global air fleet
Listed	On NYSE Euronext Amsterdam	3,000+	Hubs and depots worldwide
58,000	Employees worldwide		



INTEGRATED EUROPEAN NETWORKS



65 airports served
45 aircraft
695 weekly flights



44 countries served
20 international road hubs
550 hubs and depots
70% of customers by value can be reached overnight by truck

GLOBAL REACH THANKS TO OWN RESOURCES AND PARTNERSHIPS



TNT in the Middle East

Benefit from TNT's proven best-in class capabilities with long-standing regional experience across the Middle East.

- ✓ Global Connectivity
- ✓ Reaching 2 billion consumers within 4 hours flying distance.
- ✓ Road networks linked seamlessly to our own daily boeing 777 freighter.

Outside of the box we offer air freight, air-road, sea-road and one of the most advanced parts distribution centers in the region.

Middle East connection with Europe and Hong Kong 6x per week.



TNT's Middle East Road Network

Our fully integrated Middle East Road Network (MERN) is growing continuously and offers day definite transit times from the Jafza Jebel Ali Free Trade Zone

- ✓ Dedicated and fully liveried fleet of TNT road trailer vehicles.
- ✓ Vehicles feature soft suspension, high-ride box trailers, GPS tracking system.
- ✓ Complete track & trace with automatic email notification to receivers upon dispatch.
- ✓ Network operates 24 hours, 7 days a week linking all GCC countries in under 3 days.

TNT's MERN offers extensive coverage with market leading transit-times and familiar service benefits



TNT's Middle East Road Network from Dubai



TNT's Regional Air Network

Our fully **integrated** regional air network is connected to Europe and Asia via TNT's own Boeing 777 freighter, landing six days per week in Dubai

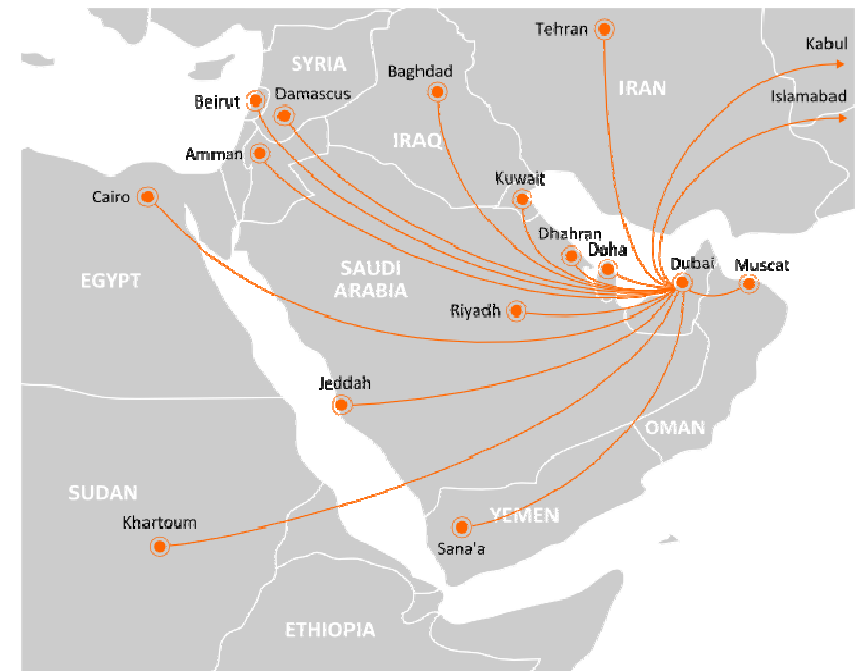
Urgent courier deliveries and shipments to destinations not accessible by road take place via TNT's globally integrated regional air network.

- ✓ Delivered quickly
- ✓ Good Condition
- ✓ With full visibility.

Optional self-service track & trace, along with POD & customer service supported reporting features.



Leading transit-times and familiar service benefits



TNT's Regional Air Network from Dubai



Dangerous Goods



TNT personnel is trained to handle dangerous goods. Disruptions to the movement of these shipments are minimised through use of our own network & aircraft.

TNT employs a dangerous goods manager. This manager is responsible for keeping up to date with changes in the legislation and the applicable regulations and for being compliant with the legislation.

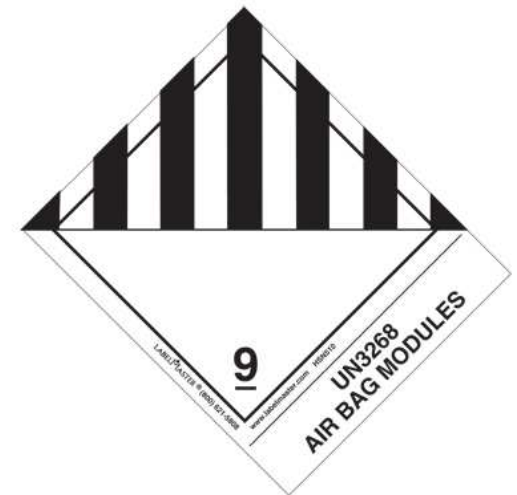
Ultimately it is the shippers' responsibility to ensure that all consignments will be shipped according to the applicable regulations.

However, your local TNT Depot has trained staff that are fully aware of all regulatory requirements and will advise you about requirements and assist wherever necessary.

Local TNT organizations organize in depth training supported by the TNT Head Office.

Throughout the organization we have fully trained and qualified specialists. Customer Service staff is trained to refer to these qualified specialists for all in-depth questions.

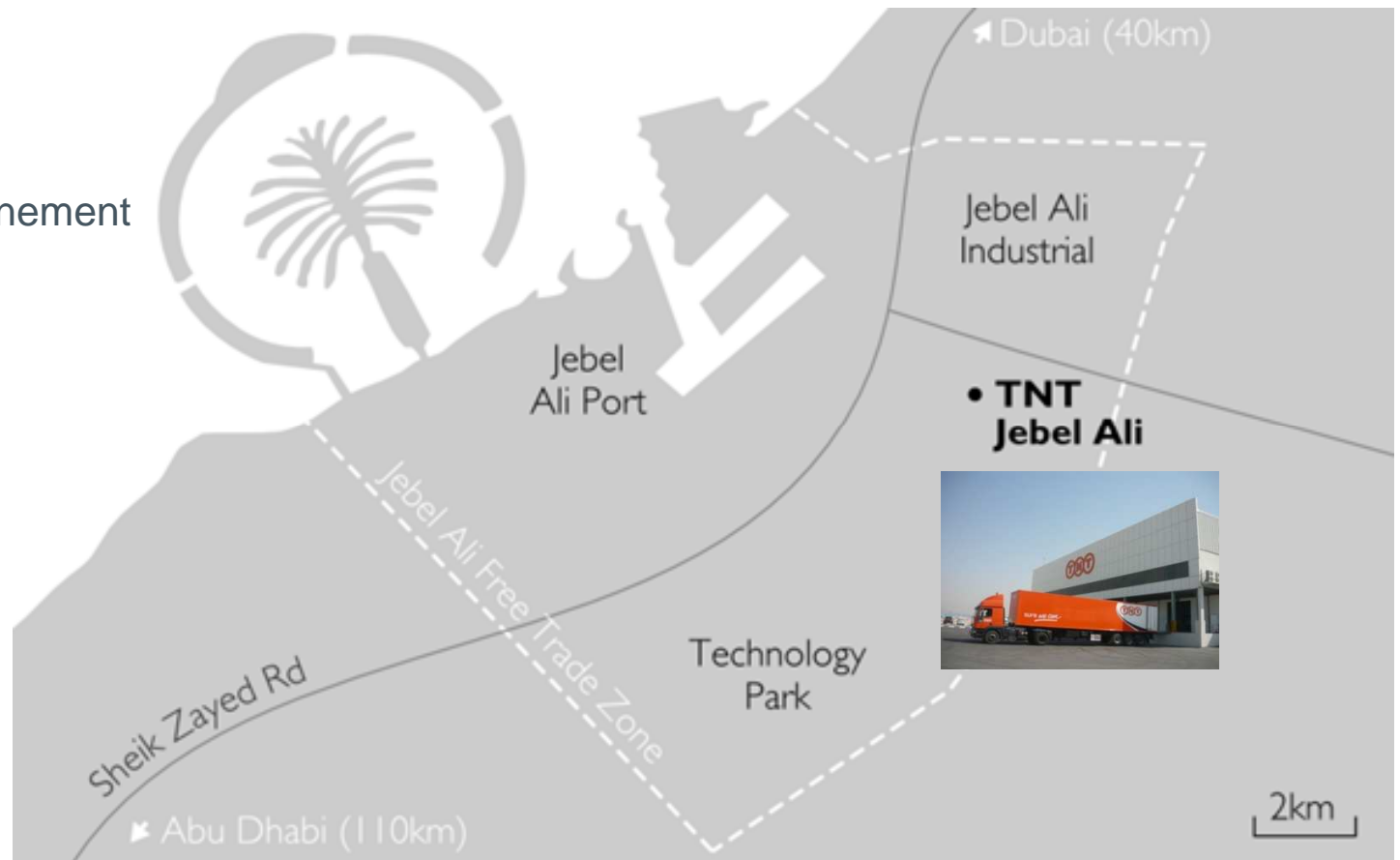
Dangerous Goods training for TNT Express employees is provided as per the intervals required by the applicable legislation (ICAO TI, ADG Code, ADR, etc).



Jebel Ali Free Zone facility



- Duty payment postponement
- Own company



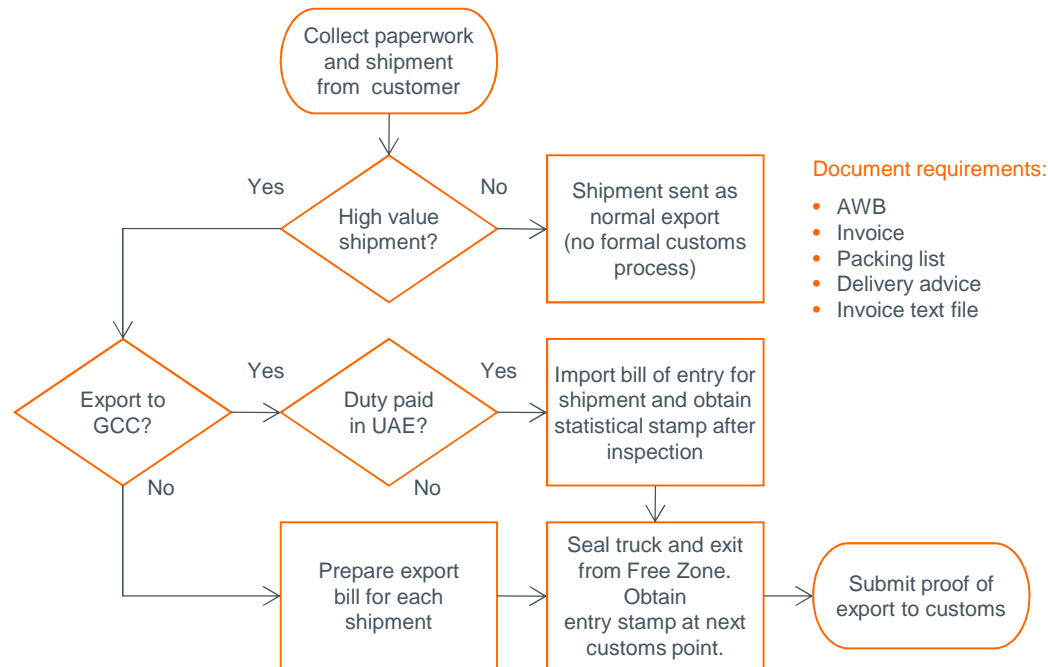
Outbound Customs

Depending on destination, two primary scenarios exist for the payment of customs duties on shipments into the Middle East from Dubai

Two methods of customs duty payment are possible for outbound shipments from the Jebel Ali Free Zone in Dubai:

1. Duties can be pre-paid in the UAE using Apple's or TNT's account with customs. Once duties have been paid, TNT will obtain a Makasa Stamp from customs. When importing to GCC countries, this proves that duties are already paid.
2. Duties can be paid at destination. An export declaration is made in the UAE before dispatch. All duties will be paid at destination. Payment construction to be discussed.

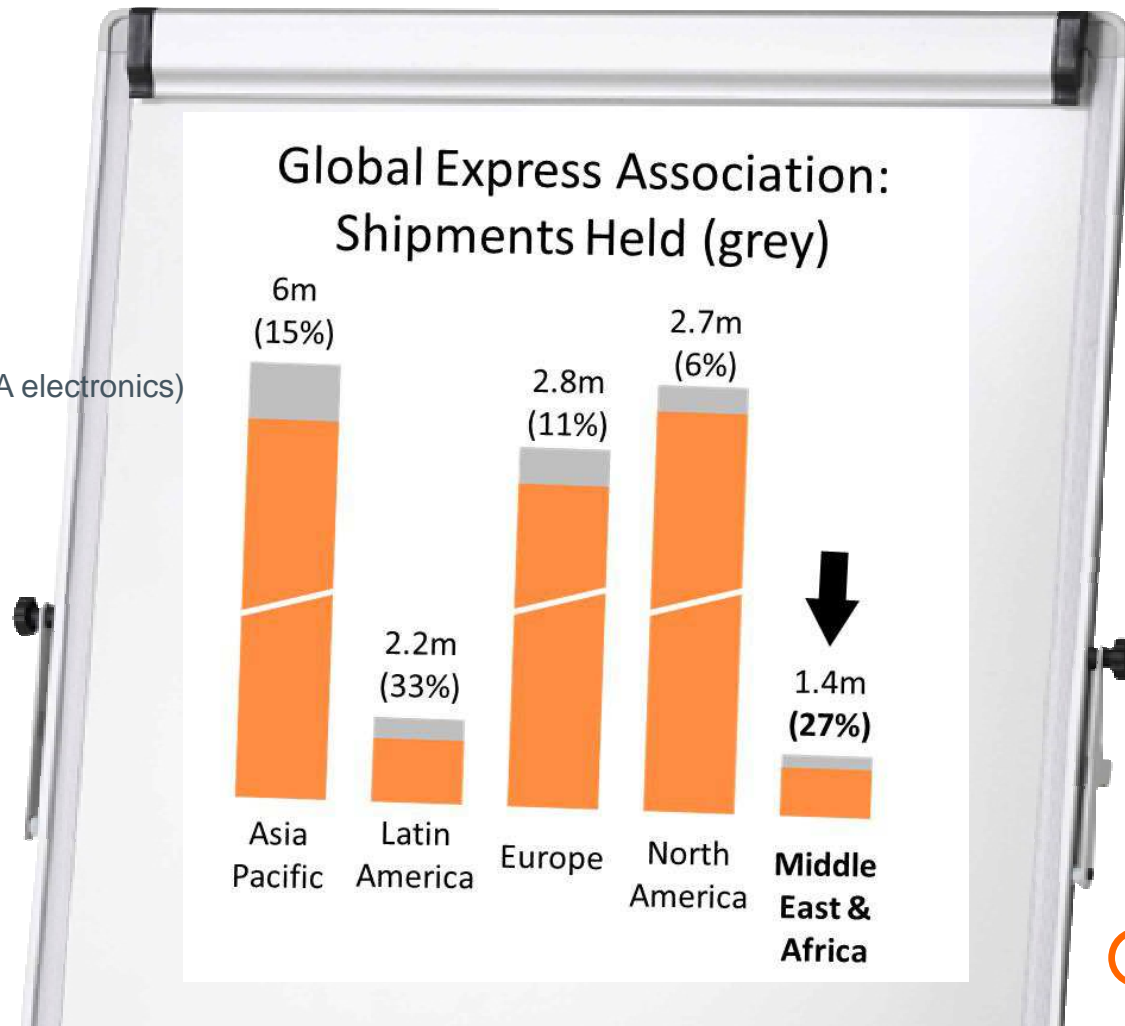
Export customs process overview:



CUSTOMS IN THE MIDDLE EAST REGION



- Counterfeit (Lifestyle/Automotive KSA)
- Proof of payment
- Made In label (Automotive)
- Ministry of Health Approvals
- Ministry of Communication (Qatar/KSA electronics)
- HS Code disalignment



Enhanced Liability

A SMALL PREMIUM WITH BIG BENEFITS IN THE EVENT OF LOSS OR DAMAGE

It is a concern to note that an increasingly high percentage of freight moving into and out of the Middle Eastern countries does so without the goods being covered against loss or damage. At TNT, our business is to ensure that your shipment, whether a pallet, parcel or document, arrives on time and in perfect condition. We take this responsibility seriously. Even though we always take the utmost care with your shipment, it is prudent to protect your valuable goods against any potential loss or damage in transit. That's why TNT Enhanced Liability covers the full value of your shipment so you have added peace of mind. TNT offers enhanced carrier liability on all express and economy express non-document consignments up to a maximum value of 25,000 Euro or the declared invoice value of your goods, whichever is the lower. For this enhanced liability cover a fee of 1% of declared invoice value of goods or 20 AED per consignment (whichever is the greater) will apply.

EXCLUSIONS

The cover is subject to the exclusions as specified in our general terms and conditions, available at www.tnt.com. For example (but not by way of limitation):

- Loss/damage attributable to the willful misconduct of the Assured
- Ordinary leakage, loss in weight or volume, or ordinary wear and tear
- Loss/damage caused by insufficiency or unsuitability of packing or preparation of the subject matter insured
- Loss/damage caused by delay
- Loss/damage arising from the use of any weapon employing atomic or nuclear fission and/or fusion or other like reaction or radioactive force or matter
- War risks on land



OUR CORPORATE RESPONSIBILITY PATH



HEALTH & SAFETY

Provide a safe and healthy environment for all our stakeholders. Meet and where possible exceed all obligations in health and safety regarding our workplace, road, air and subcontractor activities.



ENVIRONMENT

Measure and reduce the environmental impact of our activities. Continue to develop innovative, low emission supply chain solutions and reduce our carbon footprint through coordinated country carbon reduction plans.



SOCIAL & ENGAGEMENT

Create engagement and development opportunities for employees while delivering safe and efficient supply chain solutions for people in need.

EMBED CORPORATE RESPONSIBILITY IN ALL OUR ACTIVITIES





PLAYING OUR PART FOR THE PLANET

We acknowledge our requirement to reduce CO2 emissions and are providing solutions

- Investment in alternative fuels
- Electric vehicles
- Green offices and depots



THE PEOPLE NETWORK

Thank You