

## السادة أعضاء جمعية رجال الأعمال المصريين الأفارقة المحترمين

تحية طيبة وبعد،،

استكمالاً للجهود والأنشطة المعمول بها والعلاقات المتميزة التي تربط جمعية رجال الأعمال المصريين الأفارقة بشركائها الاستراتيجيين والذي تحرص فيه بعض الجهات الخارجية على التعاون مع الجمعية وأعضائها فقد ورد إلينا من التمثيل التجاري المصري الترويج لخط الرورو المصري - الإيطالي للشحن السريع.

مرفق المنشور

وتفضلوا بقبول فائق الاحترام،

رئيس مجلس إدارة جمعية  
رجال الأعمال المصريين الأفارقة



د/ يسري الشرقاوي

جمعية رجال الأعمال المصريين الأفارقة  
مشهرة برقم 11455 لسنة 2021  
Egyptian African Businessmen's Association  
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الأمين العام لجمعية  
رجال الأعمال المصريين الأفارقة

مصطفى الأمير

م مصطفى الامير





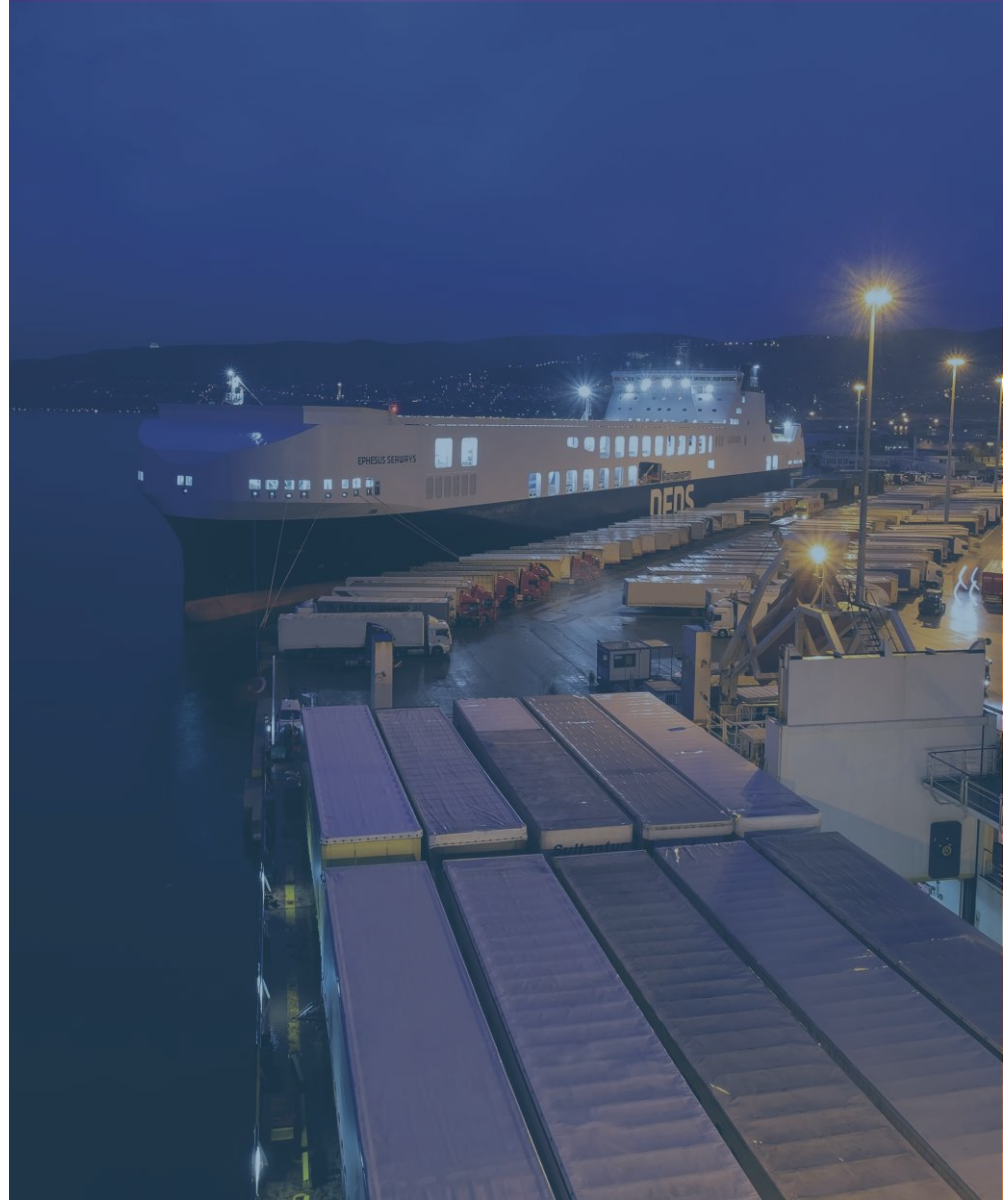
# Freight Ferry Service

Connecting Egypt with Europe..

A new model of shipping in Egypt  
[www.pan-marine.net](http://www.pan-marine.net)

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# About Pan Marine

As part of a well-established group with an extensive 45-year history in the maritime field. Pan Marine Shipping Services is a full-service marine agency with a proven track record of handling all types of vessels across Egypt's sea ports. Our team of dedicated professionals leverages extensive local knowledge to ensure efficient operations, fast turnarounds, and competitive prices for your business.

Pan Marine acts as representative for ship operators and owners, offering marketing and operational support all over the Egyptian ports. , we offer unparalleled support across all Egyptian ports.

We provide liner agency services with a dedicated staff to handle your liner needs for all types of lines such as (Containers, Ro-Ro, and NVOCC).



# About DFDS

DFDS operates a transport network in and around Europe with an annual revenue of DKK 27bn and 13,000 full-time employees. We move goods in trailers by ferry, road & rail and we offer complementary and related transport and logistics solutions. We also move car and foot passengers on short sea and overnight ferry routes. DFDS was founded in 1866 and is headquartered and listed in Copenhagen.

## About DFDS Business Unit Mediterranean

DFDS Business Unit Mediterranean, headquartered in Türkiye, operates in the Mediterranean region that connects Türkiye and Europe with its unique intermodal infrastructure combining Ro-Ro routes and European railway connections.

DFDS started its activities in the Mediterranean region in 2018 and it provides fast and reliable transportation solutions to its customers with over 1,000 employees.



# Agreement Summary



- The RORO (Roll-on/Roll-off) service from Damietta to Trieste operates under a bilateral agreement between Pan Marine Shipping Services & DFDS.
- Agreement of Vienna Convention on Road Traffic is approved by the cabinet of Egypt and approved by the Egyptian Senate.



## Collaboration Agreement

- Bilateral agreement between Egypt and Italy on commercial truck traffic has also been signed recently.
- In Sep-23, Pan Marine & DFDS has sent an official letter to MoT Egypt indicating that we are committed to open a freight ferry line between Egypt and Italy with a vessel capacity of min. 200 trailers one way.
- Both port administrations in Damietta and Trieste have signed an agreement with offering a cap on port expenses.
- The Egyptian government has ratified the Vienna Convention to facilitate the movement of European trailers within Egypt & vice versa.

- Reefer trailers to be supplied by different parties including Pan Marine.
- Pan Marine & DFDS agreed the commencement of the line in NOV-24 when the high season in terms of perishables starts.
- This agreement includes the integration of the Egyptian Customs Authority with the Italian Customs Authority.

# Our Service



Weekly service between Egypt-Italy aimed to supply a sea-bridge between Egypt and Europe over Trieste



## Departure/Arrival Times

### Summer time schedule\*

Damietta	Departure	<b>Friday 10:30</b>
Trieste	Arrival	<b>Monday 07:00</b>
	Departure	<b>Monday 17:00</b>
Damietta	Arrival	<b>Thursday 14:00</b>
	Departure	<b>Friday 10:30</b>

\* Above shown schedule indicates local times in summer-time



# Damietta RORO Terminal



Aerial Perspective of our RORO terminal in Damietta Port



# RORO Terminal Operations



## The RORO terminal privileged by the following;



RORO berth (quay #9) with a length of 250m



Storage area of 35000 meters



Administrative building contains offices for government entities such as; Phytosanitary, Custom Clearance, Food Safety Authority, etc.



Fully Equipped includes, Generators, Terminal Tractors, Mafi, Reach stackers, etc.



E-Seals provision for enhanced security and tracking



Container / Trailer stuffing, cross-stuffing and stripping



Equipment maintenance, repairs workshop & washing



Prioritizing trailers/containers gating in 24/7 for speed service



Scale access 24hrs before and during port stay



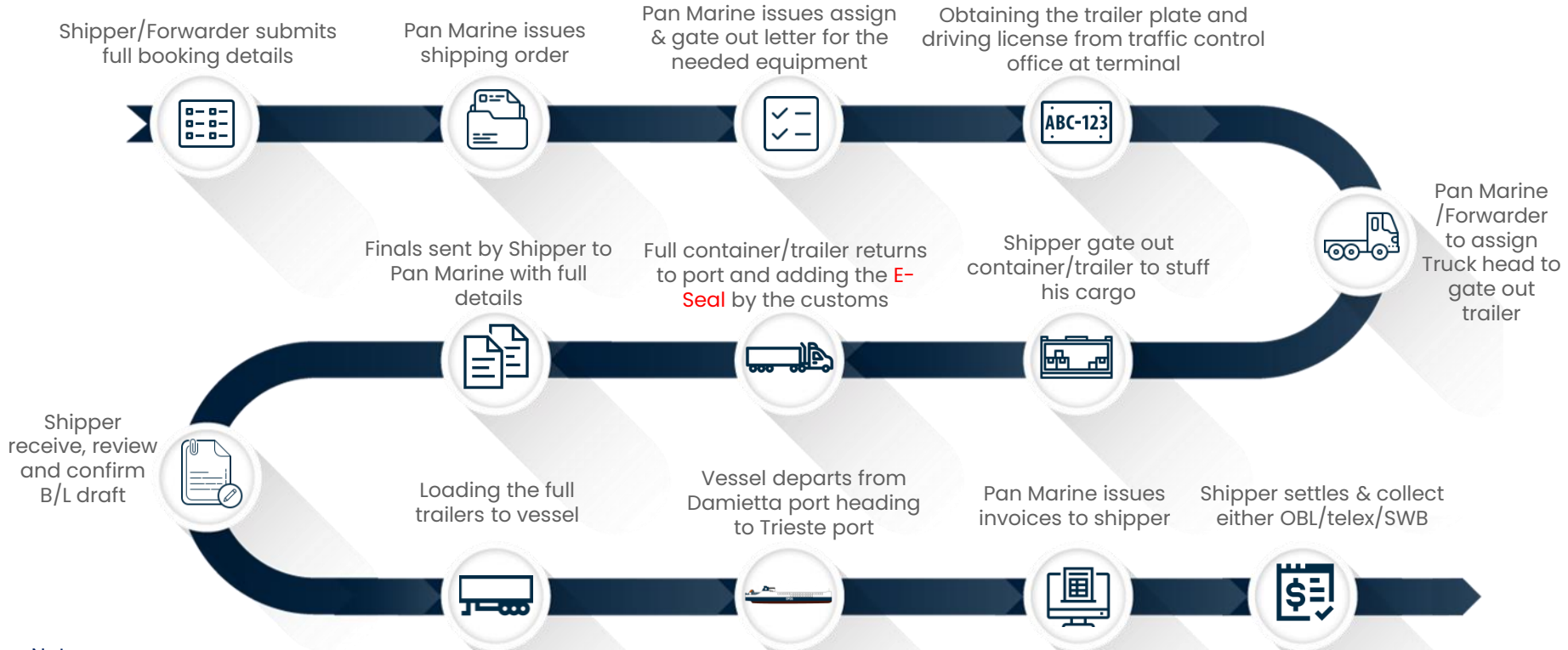
X-ray on-site for quicker customs processing exclusively for our cargo



Reefer plugs for reefer cargo

# Operational Process

## Outbound Process

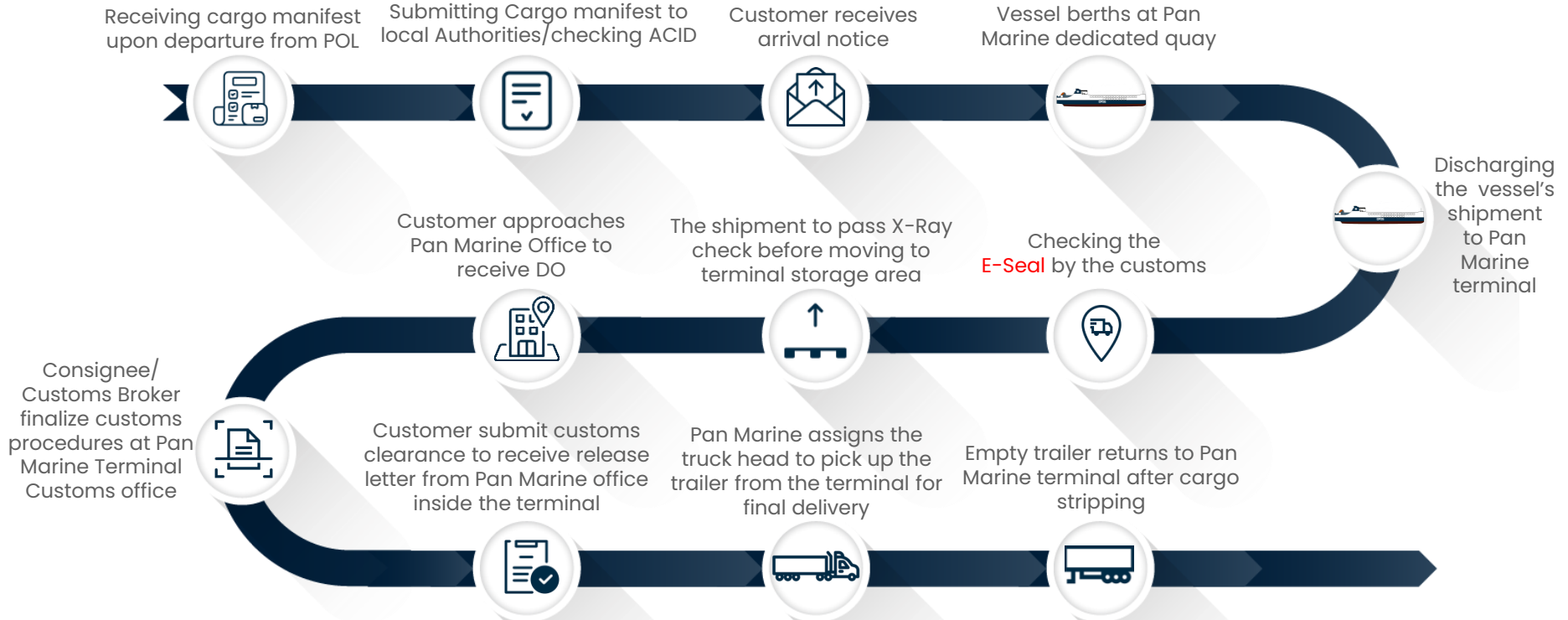


### Notes:

- BKG full details include; shipper name (full details) , commercial register + VAT certificate copies, route (POL / POD / FND), cargo description, quantity & weight, DG full details + MSDS for any DG cargo and IMO approvals.
- E-Seal is a mandatory according to bilateral agreement between the Egyptian and Italian governments.
- B/L details include; full shipper data, full consignee/notify data, Cargo Description, number of trailer/vehicle/plates, weights, VGM, E-Seal.

# Operational Process

## Inbound Process



### Notes:

- Bs/L must have the 3 Mandatory Numbers (ACI // Importer VAT # // Exporter VAT or REG #) to be discharged at Egyptian Ports.
- **E-Seal** is a mandatory according to bilateral agreement between the Egyptian and Italian governments.
- Customs Formalities duration depends on cargo type, and identity of consignee (i.e. free zone, local, etc.).
- Customs team are available at the terminal upon request regardless of working hours.
- A Fleet of 150 Truck heads is already available for this service subject to increase.

# Trucking Process & Services For Semi-Trailers



## Port Authority System

## Land Transport Regulatory Authority (LTRA)

## Customs Authority

## Traffic Control

## Port Authority Gates

Record trailer heads on port authority system

Obtaining traffic permit specifying the route for the trailer

Verifying the semi-trailer and its head on the customs clearance declaration

Issuing Egyptian licenses for the trailers and putting customs plates

Gate out the trailers from the port gates and record it on the port authority system

# Shipping Modules

Explore Our diverse logistics solutions



## Standard Units



### Semi-Trailers

Reefer, tilt, dry box



### Containers (20'-30')

Reefer, dry box, swapbodies



### Containers (40'-45')

Reefer, dry box, swap bodies



### Tank Containers (20'-30')

chemicals, oils, petroleum and foodstuff

## Project Cargo

Quotation on request

### Self-propelled wheeled units

Truck heads, buses, cars, special posed trucks, ambulances, fireengine, mobile concrete plant, Cranes, construction equipment and machineries



### Project cargo on Mafi trailer

Yacht, heavy equipment, out of gauge, crawler units, and open cargo



### Industrial cargo on Mafi trailer

Accepted only on the mafi trailers



\*\*IMDG Class 1 and 7 cannot be carried

# Shipping Modules

Explore Our diverse logistics solutions



# Cargo Types



## Textile & Apparel



## Automotive



## Glass



## Tire



## Food



## Other manufacturing

### Overview

Many Egyptian manufacturers require express service to increase their European market share in the peak fashion seasons

Egypt exports of buses, small commercial vehicles. Egypt has a growing automotive industry for spare parts manufacturing

Egypt glass industry is highly active in the region

Big tire producers are active in the region with their production facilities, carbon black and synthetic rubber have trade

Egypt has huge exports of agriculture and temperature control commodities

Manufacturing activities include automotive spare parts, machinery, white goods, FMCG, furniture, etc. Trade also includes raw materials and commodities

### Cargo

Textile, Garments, Apparel, & etc

Vehicles can be loaded to the RORO vessel on their own wheels or on an auto carrier trailer. Also, JIT Service for Automotive Industry

Mainly 3 types of goods; flat glass needs open top containers, glass-ware and packaging (bottle) is volume cargo

Finished goods are volume cargo, raw materials are tonnage

Fresh/Frozen products (Fruits, Vegetables, Meat & Poultry) need refrigerated trailers

Mostly volume, except raw materials and minerals. Security and low damage are important for white goods and furniture

### Industry Needs

Quicker & more frequent RORO service to connect Egyptian products with European regions market

Automotive industry needs to provide JIT service for their customers in European market

Flat glass section will use our service by their own glass carrier trailers to provide European market larger size of glass

Very important intra-regional trade. There is a network of factories with own production lines per factory

Egyptian exporters need quicker and frequent RORO service to deliver their products on shelf faster and in higher quality

Faster and more frequent delivery of Egyptian products in the European market

# Ro-Ro Trailers Advantages



## Shipping Liners

with container lines by 40 feet reefer container

VS.

## Freight Ferry

with freight ferry route by Standard reefer trailer

**+12** days Cairo-Munich

  
Door to Door Transit Time

**+6** days Cairo - Munich  
 2x Faster

**+4** container handling

  
# of transshipment

**No** transshipment

Rigid and ambiguous

  
Route selection

Flexible


Service

  
Frequency

Weekly

**68 CBM / 23 tons**  
11,60 x 2,30 x 2,55 → 21 ISO standard pallets  
24 Euro

  
Volume & Payload

**90 CBM / 23 tons**  
13,40 x 2,45 x 2,75 → 26 ISO standard pallets  
33 Euro  
 +25% capacity

Difficult to allocate

  
Security & Damage

Easy to track and fix



## Booking and Online Tracing

Online Booking and Tracking: Enjoy the convenience of booking your shipment and tracking its progress online, anytime, anywhere. Our user-friendly platform provides complete shipment visibility.



## 24/7 Customer Support

Our dedicated customer service team is available around the clock to answer your questions, address concerns, and provide real-time shipment updates.



## Documentation Assistance

Our team of experienced professionals is here to guide you through the shipping process and assist with any necessary documentation – ensuring a smooth and compliant journey.



## Office Locations for Document Handling

Pan Marine has suitably located customer service offices where you can submit and collect shipment documents in person in Damietta, Alexandria and Cairo.

# Value Added Service



## E-Seals For Enhanced Security

Ensure the integrity of your cargo with our electronic seal application. E-Seals provide real-time tamper detection and secure tracking throughout the transportation process.



## Custom Clearance

We handle all the difficulties of customs documentation, ensuring your cargo clears customs quickly and efficiently.



## Tailored solutions for your needs



## X-ray Screening

Ensure your shipment meets all security regulations with a dedicated onsite X-ray screening terminals for Pan Marine, guaranteeing a hassle-free and time-efficient process.



## Inland Transportation

We offer integrated inland transportation services, getting your cargo from origin to final destination.



## Real-Time Tracking

Track your shipment's location and status 24/7 for complete peace of mind.



## Your Gateway to Europe Starts Here!



### Contact Us

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#### Trucking Support

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#### Damietta Office

DPC (Damietta Port Center), Ghannam Mall, at the front of Damietta Port Main Gate, 3rd floor, Unit 413 / 414 / 415, Damietta, Egypt

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#### Cairo Office

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