

***Balmoral***  
*Global Logistics*

CONNECTING COMPANIES AND PLACES



**Balmoral**

# LOGISTICS AND INTERNATIONAL FREIGHT TRANSPORTATION SERVICES



We provide air, sea and land transport solutions, in Australia, Chile and around the world.

Balmoral also delivers related logistics services — such as customs clearance, storage and, export and import management for commercial and industrial clients.





*Balmoral*

## GLOBAL COVERAGE



Balmoral was chosen in Chile as the regional service provider and representative of FedEx Logistics.

Our international clients include suppliers of Mining (METS), Energy and other industrial sectors.



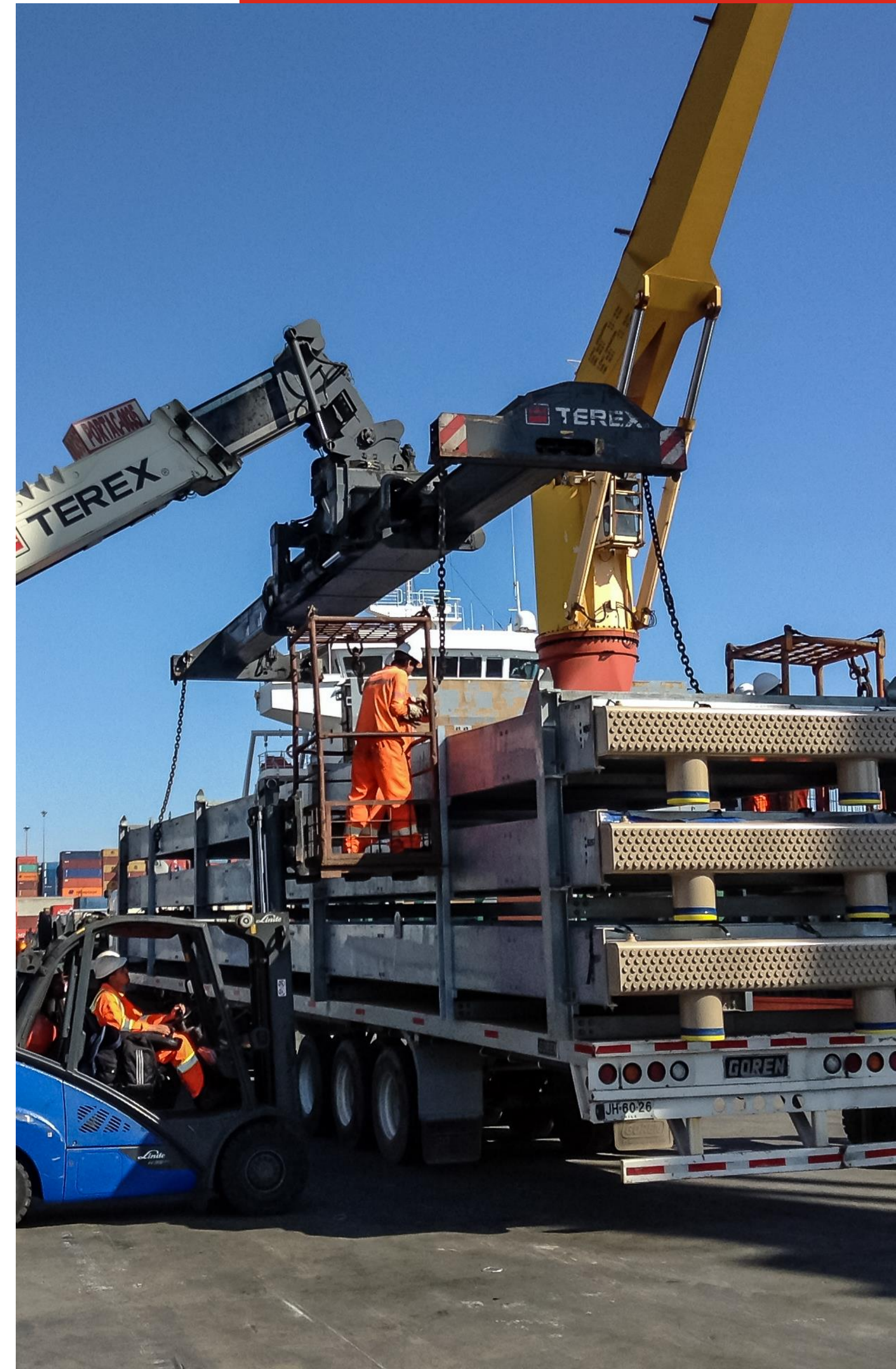


## PROJECTS AND SPECIAL FREIGHT LOGISTICS



We specialise in logistics and transportation for industrial projects and, oversize and overweight loads.

We design logistics solutions for cross-border life cycle of machinery, heavy equipment, entire plants and critical materials.





BECAUSE WE ARE GOING PLACES

EXPERIENCE IN  
INDUSTRIAL PROJECTS AND SPECIAL  
FREIGHT LOGISTICS

GLOBAL LOGISTICS



**Balmoral**

G E O T H E R M A L   E N E R G Y

O R M A T   S Y S T E M S   I S R A E L

Ormat undertook the construction for **Geotérmica del Norte** (a consortium formed between Enel and Enap).

This was the first large-scale geothermal plant in South America — located 4,500m above sea level in the región of Antofagasta, Chile.

**Balmoral** carried out the logistics and transportation of three power plants for the Cerro Pabellon Project.

EXPERIENCE





***Balmoral***

PHOTOVOLTAIC ENERGY

KALTEMP CHILE

■

Kaltemp built two photovoltaic energy plants, Tambo Real I and II — becoming the first local photovoltaic plant to link to the Interconnected Central System (ICS) of Chile.

**Balmoral** carried out the logistics and international transportation for the project located in the remote area of Vicuña in Northern Chile.

EXPERIENCE





***Balmoral***

MINING

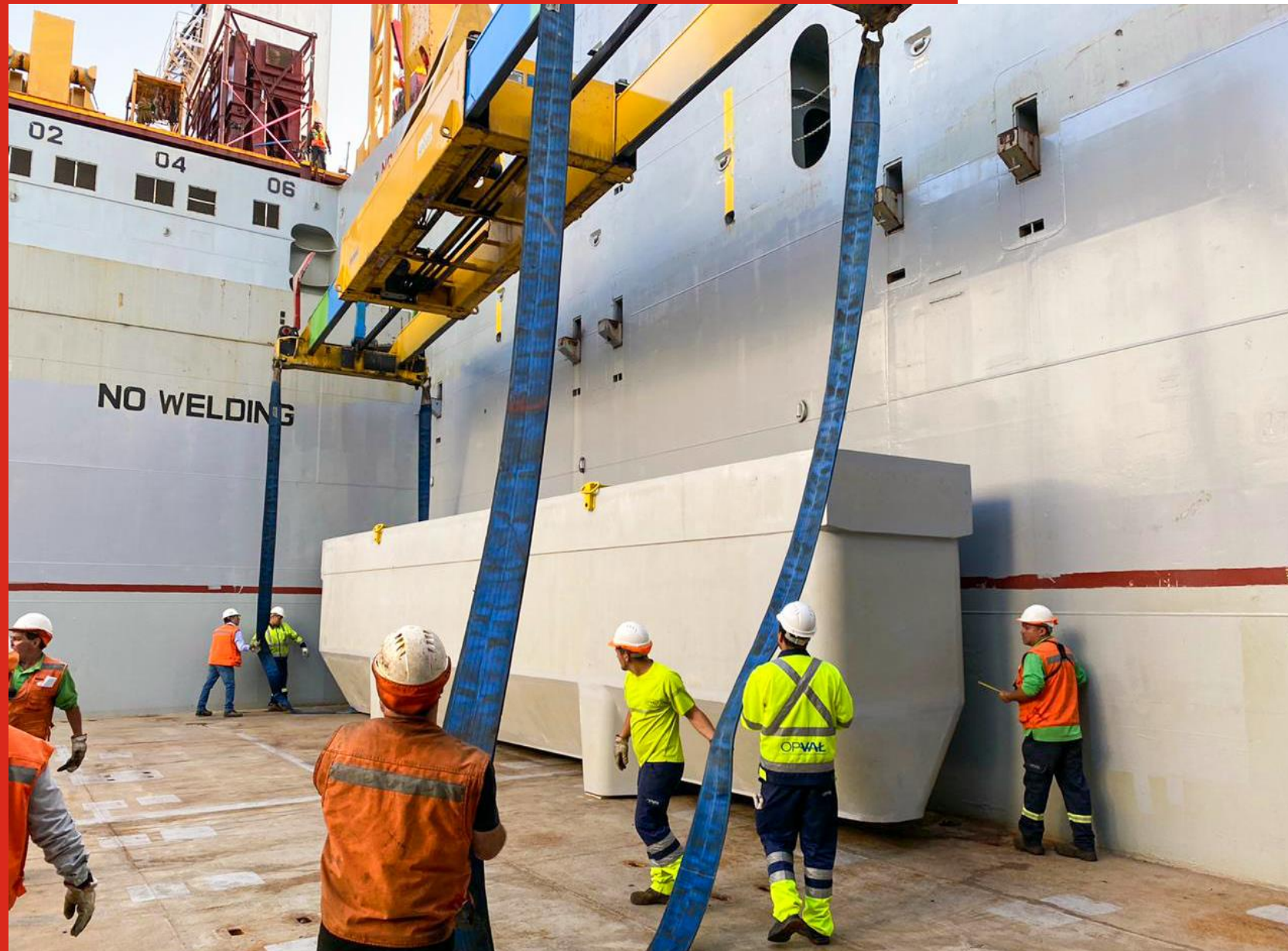
## ANCOR TECMIN CHILE

■

Ancor Tecmin is a world leader in technology and polymer concrete products, such as electrolyte cells for Electrowinning (EW) and Electrorefining (ER) of nonferrous metals such as copper, zinc, lead and others.

**Balmoral** carried out the logistics and international transportation of 150 cells, which were delivered to the Sardegna Island in Southern Italy.

EXPERIENCE







***Balmoral***

MINING

PROJECT SHIPPING AUSTRALIA

■

Phibion is an Australian environmental technology company that enables mining companies to improve the sustainability of tailings management operations, reducing overall cost and environmental footprint.

**Balmoral** and Project Shipping Australia collaborated with the maritime shipment and nationalisation in Chile of the first MudMaster equipment manufactured by the Australian company Phibion for the Chilean mining sector.

EXPERIENCE



***Balmoral***

MINING

## PACIFIC MINING PARTS

■

Pacific Mining Parts, a company headquartered in Brisbane, with offices in Chile, China and Indonesia, addresses the strategic needs of mining companies to diversify and reduce key supply chain risks.

**Balmoral** and FedEx Logistics shipped from Chile and delivered in Australia nine dump bodies.

EXPERIENCE





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BECAUSE WE ARE GOING PLACES

# SERVING THE MINING INDUSTRY AUSTRALIA AND LATIN AMERICA





# AUSTRALIA CHILE CLIENTS 2022 - 2023

*Balmoral*





## VALUE PROPOSITION

- **A specialised service.** Focused on Australia and Latin America trade lane and the mining sector.
- **A dedicated executive to assist your requirements.** Available for you in Australia during your working hours.
- **Faster response time.** While you sleep in Australia our team in Latin America is working on your requirements.
- **A deeper understanding of both markets.** Customs regulations, international carriers, local service providers, among others.
- **Bilingual support** in English and Spanish in both locations to assist you with your customers or local needs.
- **Greater access to the mining industry players** and stakeholders in Chile and other countries.





***Balmoral***

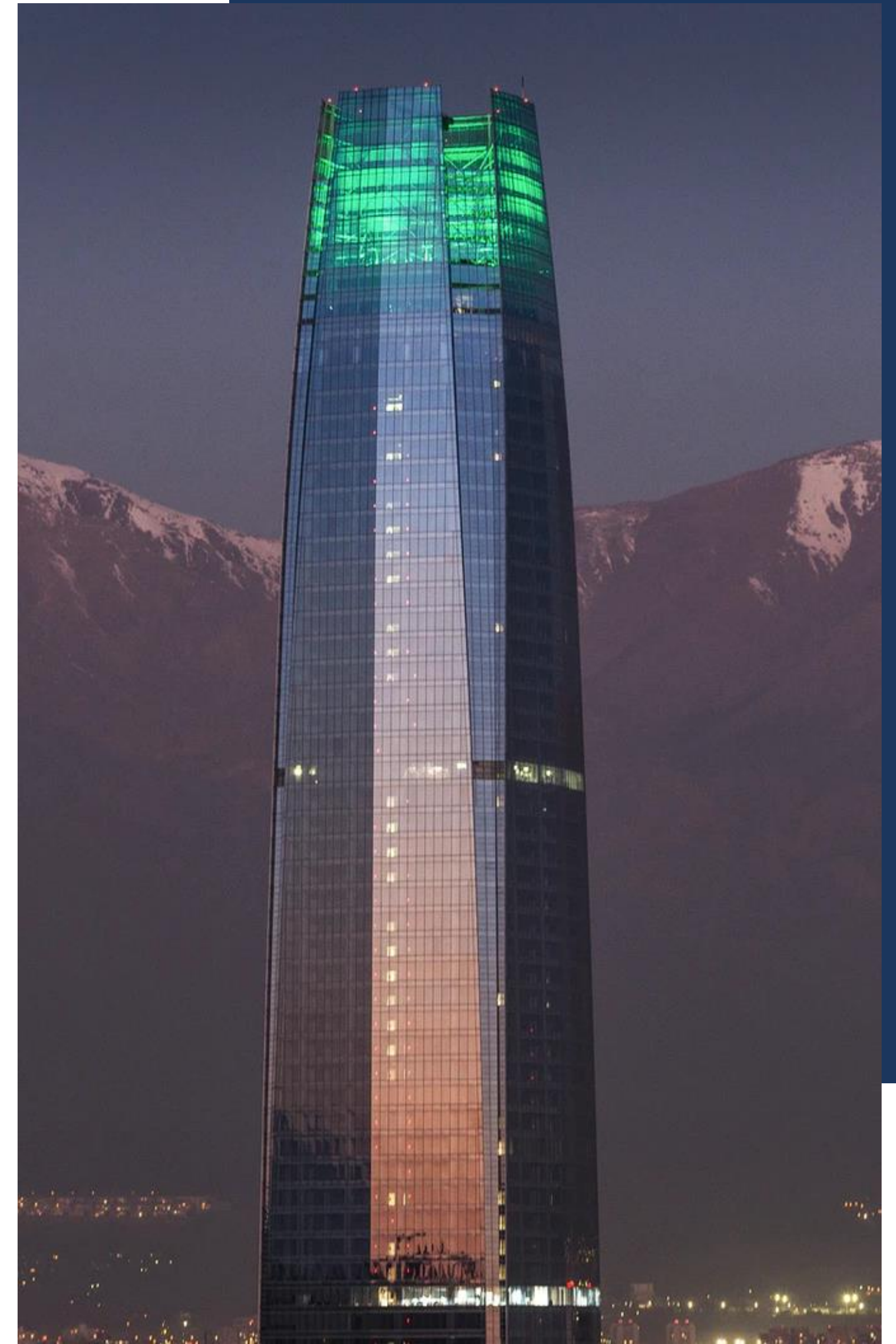
*Connecting Companies & Places*

SUPPORTING YOUR BUSINESS DEVELOPMENT STRATEGY IN LATIN AMERICA



## BUSINESS DEVELOPMENT CONSULTING AND SUPPORT

- After 13 years in market as suppliers of international logistics and freight transportation services, Balmoral envisaged a great opportunity to collaborate with the international expansion of Australian and Chilean suppliers of the mining industry (METS).
- Balmoral offers tailor-made solutions for Australian and Chilean METS seeking to succeed across markets.
- Our directors have more than 30 years of experience, as executives and consultants, in project development and execution in various industrial sectors.





# BUSINESS DEVELOPMENT CONSULTING AND SUPPORT

We provide consultancy and support to your business development in Chile and other Latin America countries. This includes, but not limited to:

- Definition of the products to be offered.
- Summary of the historical demand.
- Identification of projects and, the replacement markets.
- Competition.
- Price analysis.
- Identification of relevant stakeholder in market.
- Identification of potential customers and industry sectors.
- Work, together with your company, to define a penetration strategy.
- Definition of the local distributor or partner profile.
- Identification and selection of potential companies to become a distributor or local partner.
- Selection of one company to be the distributor or local partner.
- Definition, together with your company, of a strategy to approach the company chosen to be a distributor or local partner.
- Start talks with the selected local partner.
- Support the agreement and the signature of MOU.
- Support your company in the negotiation until signing the final contract.
- Representation of your company's interests in Chile and/or Latin America to be discussed.





## OUR VALUE PROPOSITION

- **A specialised service** focused on Australia and Latin America mining sector.
- **Senior consultants leading your process and** available with local presence for you in Australia and Chile.
- **Bilingual communication** in English and Spanish in both locations to assist you with your local needs.
- **Greater access to the mining industry players** and stakeholders in Chile and other countries.





CONNECTING COMPANIES AND PLACES

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