


17-05-17

Your Supply Chain : Integrated!

Sharjah Business Summit



Did you know?

An aerial photograph of a large port terminal, likely in Sharjah, United Arab Emirates. The terminal is filled with numerous yellow gantry cranes and stacks of colorful shipping containers. A large blue ship is docked at the pier. In the background, a city is visible along the coast, and the surrounding landscape is arid and hilly.

Gulftainer, a Sharjah based company, is one of the world's largest, private, independent terminal operator, and the largest terminal operator in the Middle East by number of terminals...

Gulftainer History



Gulftainer's Journey from Local to Global

Awarded contract to maintain and operate Sharjah Container Terminal

Launched Momentum - A 3PL firm

UQLC initiated

KCT expanded to a capacity of 4.0 million TEU

Awarded contract to manage terminals in Jeddah and Jubail in Saudi Arabia

Started operations at Port Canaveral, USA

1976

1986

2008

2010

2011

2012

2013

2014

2015

2016

Awarded contract for Khorfakkan Container Terminal

Iraqi Terminal Operations commence

Recife, Brazil operations begin
Opening of UQLC

Awarded concession for Tripoli in Lebanon

Signing of agreement on Port Canaveral, U.S.A

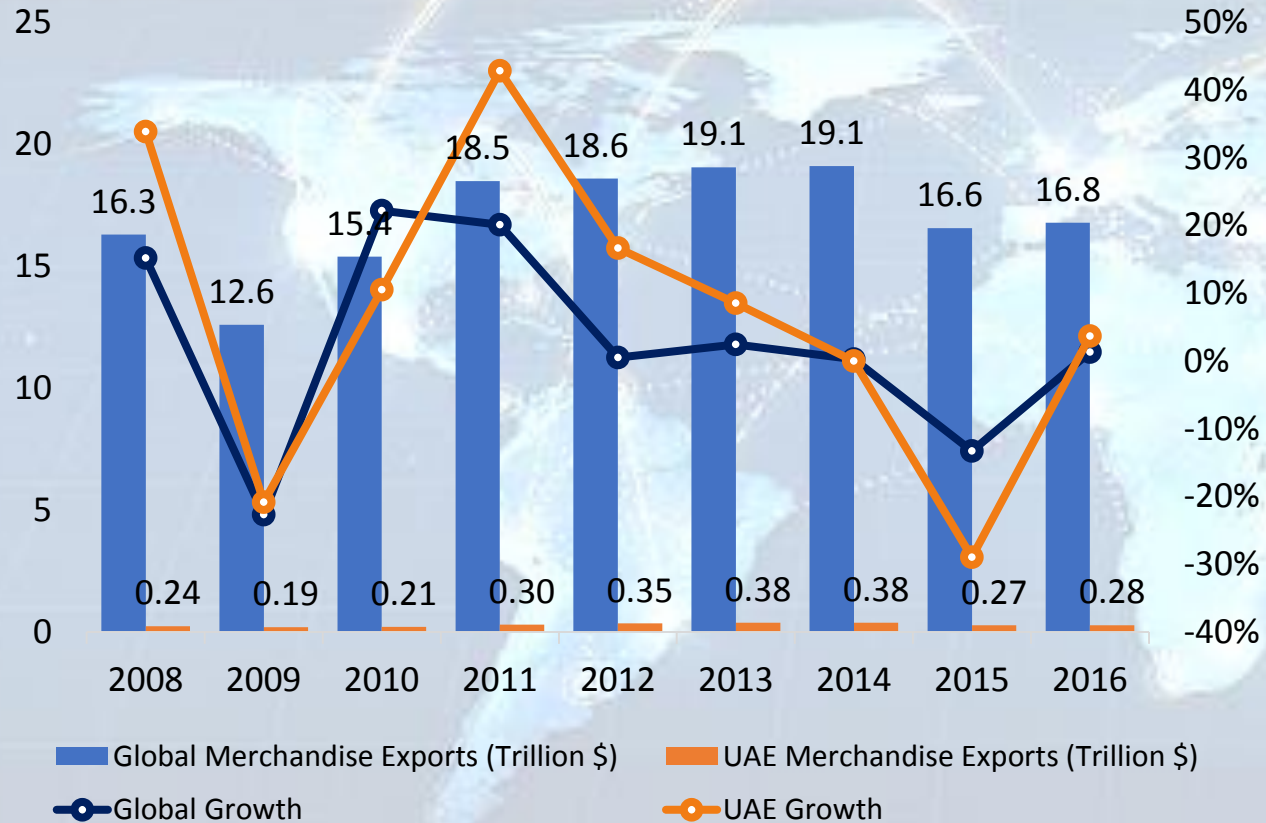
Started operations at Tripoli Port

A stylized world map with glowing blue and yellow lines representing global trade routes and connections. The map is set against a dark blue background with a grid pattern. The text "Global Trade complexity" is overlaid on the left side of the map.

***Global Trade
complexity***

Global Trade vs. UAE Trade

Merchandise export (2008 - 2016)



- Global merchandise exports reached approx. \$16.6 trillion in 2015 but grew very slightly at 1.3% in 2016;
- UAE trade, on the other hand increased by about 3.7%;
- 2017 so far shows a more robust growth of world trade estimated at about 2.4%, with UAE expected to grow even faster at 4%;

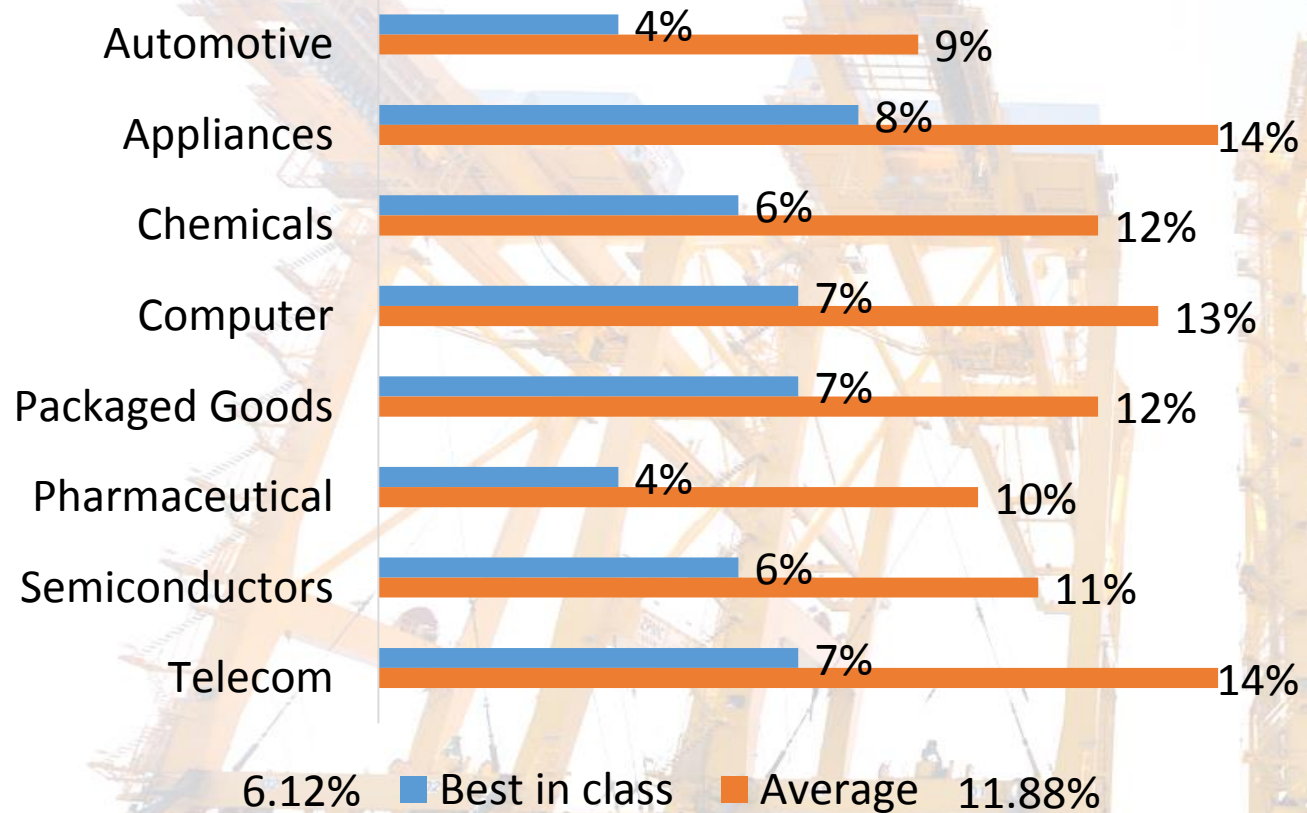
Source: World Bank, CIA factbook

Cost of Supply Chain



What is your Supply Chain cost?

Supply Chain Cost as % of Sales



- Supply Chain related costs, as a percentage of sales, varies depending on the industry – It could cost more than 1/10th of the product cost in some cases;
- Shippers and consignees need to make their supply chain more efficient and put more focus on optimization;

Source: McKinsey Study

Supply Chain is challenging



Challenges in current supply chain



**Globalization and
Protectionism**



**Macroeconomic
Conditions**



**Technology and
Digital Disruption**



**Trade
Compliance**



**Customer
Preferences**



Capital



**Risk
Management**

Role of Ports in the Supply Chain



Role of Ports in Supply Chain

Traditional role of ports

Maritime Shipping

Handling & Storage

Port Centric logistics

Link between foreland & hinterland – Nurturing the ecosystem

Key Enabler and gateway to Cross-border Cargo Movement

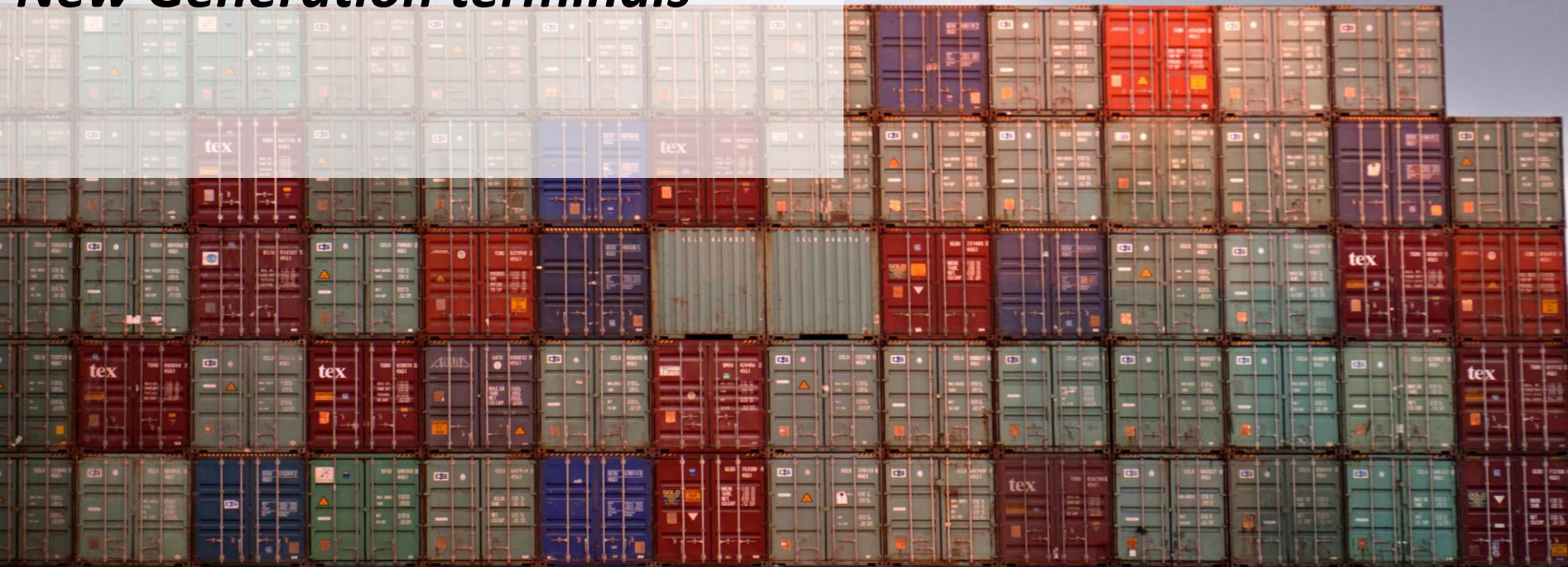
Multimodal Infrastructure;
Cargo safety & security;
Poly-functional capabilities

Industry-centric solutions;
Market-centric solutions;
Dry ports

Linking partners in supply chain, encouraging investments across ecosystem

Connecting manufacturer to the market Transition from 'Transportation' to 'Value-add' logistics

New Generation terminals



New Generation Ports : The Traditional role... +



**Information
Exchange**



**Industry-centric
logistics**



**Efficiency and
Productivity**



**Enhance last
mile & first mile
connectivity**



**Bringing solutions in collaboration with
supply chain partners**



**Development and investment in industrial
clusters, technology and trade zones**

A welder wearing a white hard hat, a blue uniform, and a white respirator mask is working on a metal structure. The welder is wearing red protective gloves and is using a welding torch. The background shows a blurred industrial setting with a white arrow pointing upwards. A semi-transparent white box is overlaid on the left side of the image, containing the text.

Gulftainer/Momentum – Facilitating sustainable supply chain

Gulftainer + Momentum: Facilitating Sustainable Supply Chain in the UAE



- Polyfunctional capabilities;
- 5M TEU Container capacity;
- Multimodal hub with sea and road connectivity;
- Global & regional connectivity

Infrastructure



- Khorfakkan is regarded as one of the World's most Productive Port ;
- 24/7 * 365 operations;
- Vessel, Berth, Gate efficiencies;

Technology & Processes



- Focus on efficiencies & productivity;
- Warehousing, storage, transportation and container repair solutions
- Free zones – SAIF and Hamriyah

Solutions

It's not about competing

Organizations

It's about competing

Supply Chains



Choose yours.... **Wisely!**