

CHEMISTRY THAT MATTERS™



# SABIC AND JUBAIL COMMERCIAL PORT PARTNERSHIP

GULF STEVEDORING- GULFTAINER JUBAIL WORKSHOP

SABIC Presentation – presented by Mohammed Bin Battal, Head of MEA Supply Chain  
January , 2018

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# WHO WE ARE

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# SABIC IS A GLOBAL LEADER IN CHEMICALS

From making cars and planes more fuel-efficient, to contributing towards water conservation, and helping enable colorful smartphone cases, we find solutions to the challenges of today to help our customers achieve their ambitions and build a better tomorrow.



# SABIC AT-A-GLANCE



1976

Company established



35,000

Employees around the world



50

Countries of operations



4<sup>th</sup>

Largest global chemical company\*

35.4

US\$ B<sup>\*\*</sup>

Annual revenue



≈ 150

New products each year



12,190+

Global patent filings



61

World-class plants worldwide

# OUR STORY: A HISTORY OF CHEMISTRY

1976



SABIC established

1980



Hadeed founded.  
JVS with Shell and Exxon

1981



JV with Mitsubishi

1984



First Public Shares

1996



Middle East's largest  
Joint Stock company

1997



New Logo  
introduced

2000



Selling in 100  
Countries

2002



New Global  
Headquarters

2002



Acquired DSM  
Petrochemicals

2006



Acquired Huntsman  
Petrochemicals UK

2007



Acquired GE Plastics

2009



JV with Sinopec

2012



Inauguration of  
SABIC Academy

2015



JV with SK Chemical

2016



Inauguration of  
Home of Innovation™

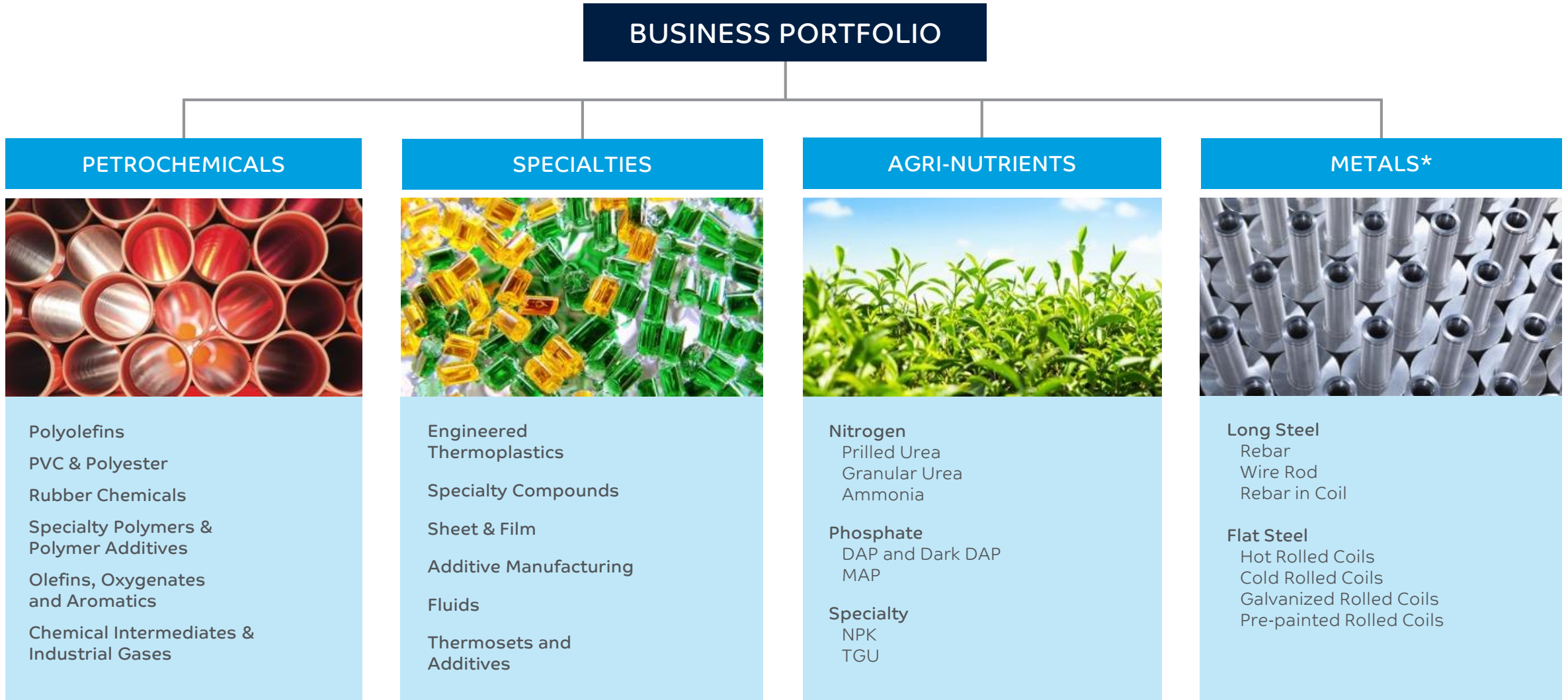
## OUR VISION

# TO BE THE PREFERRED WORLD LEADER IN CHEMICALS

We will achieve this by collaborating with our customers, helping them achieve their ambitions. When they grow, we grow.

**That's why for us, the customers' success comes first.**

# OUR BUSINESSES



\* Supplied under SABIC brand through Hadeed, a fully-owned SABIC Affiliate

# STRATEGIC INDUSTRIES WE SERVE



## AGRI-NUTRIENTS

Our portfolio of high quality agri-nutrients play a vital role in helping to secure adequate global food supply and make it possible to produce more food from less land.



## CLEAN ENERGY

SABIC's specialty and polymer products can help create sustainable renewable-energy solutions for the future.



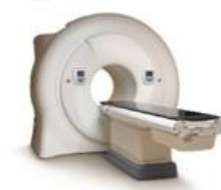
## ELECTRICAL & ELECTRONICS

Manufacturers need to make products in a cost-effective manner, yet meet consumers' expectations for style, ease of use and sustainability. Our materials are the foundation for the next generation of electronic devices.



## CONSTRUCTION

We provide products to architects and builders who seek solutions to satisfy public demand for environmentally responsible structures while providing design freedom.



## MEDICAL DEVICES

We help customers successfully address the challenges facing the industry by providing advanced technologies, a broad product portfolio, and a healthcare policy.



## PACKAGING

SABIC polymers seek to help food and drink producers meet their goals while still providing sustainable benefits like lightweighting and environmentally-focused initiatives.

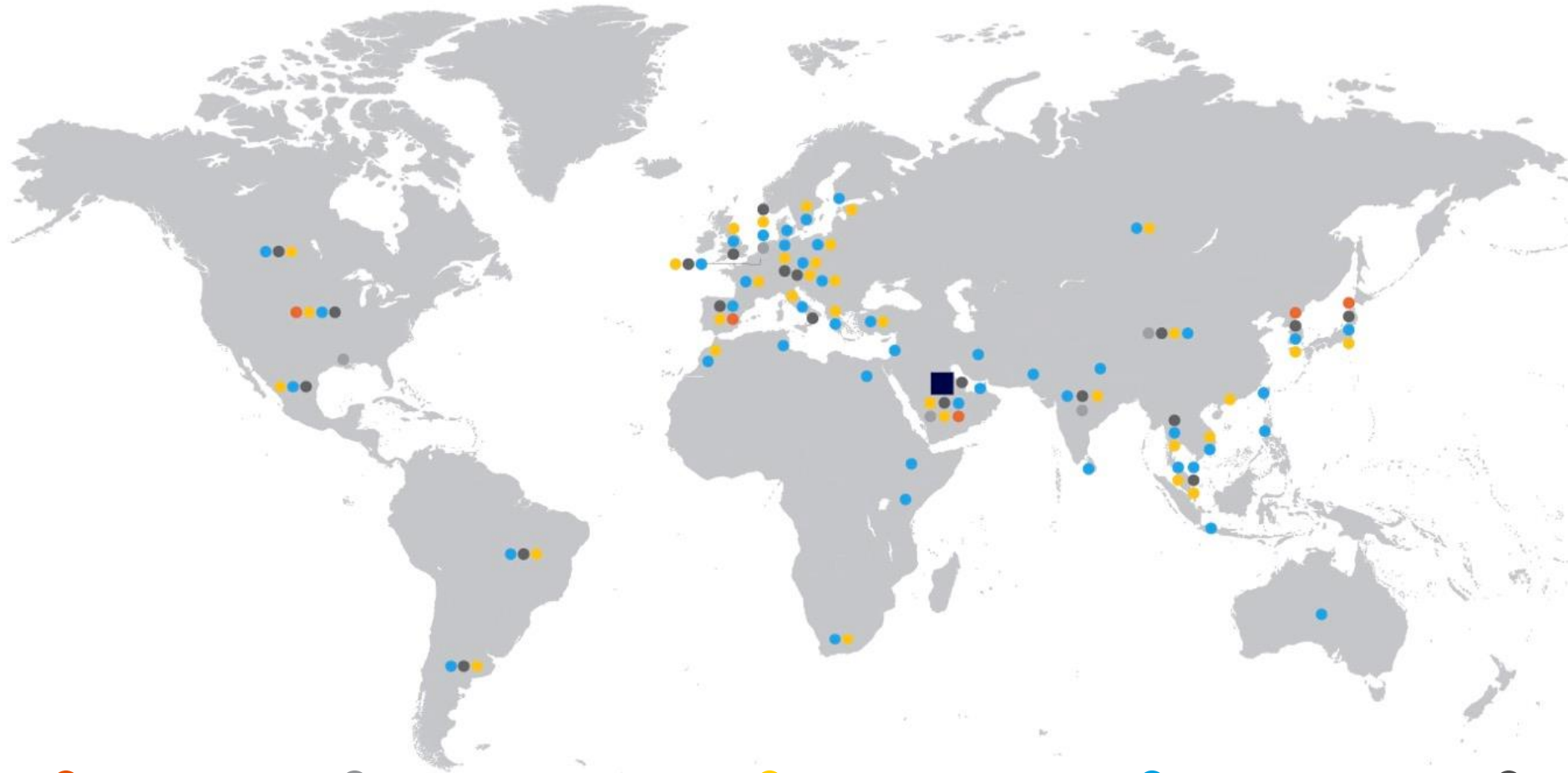


## TRANSPORTATION

Automobiles, aircraft, rail interiors, heavy-duty trucks and other vehicles require new approaches to meet ever-rising requirements. We put our material, design and technical expertise to work to help OEMs meet this challenge and drive innovation to new levels.



# OUR GLOBAL PRESENCE



■ Global Headquarters

● Product Application Centers

● Technology and Corporate Research and Innovation Centers

● Distribution, Storage Facilities and Logistical Hubs

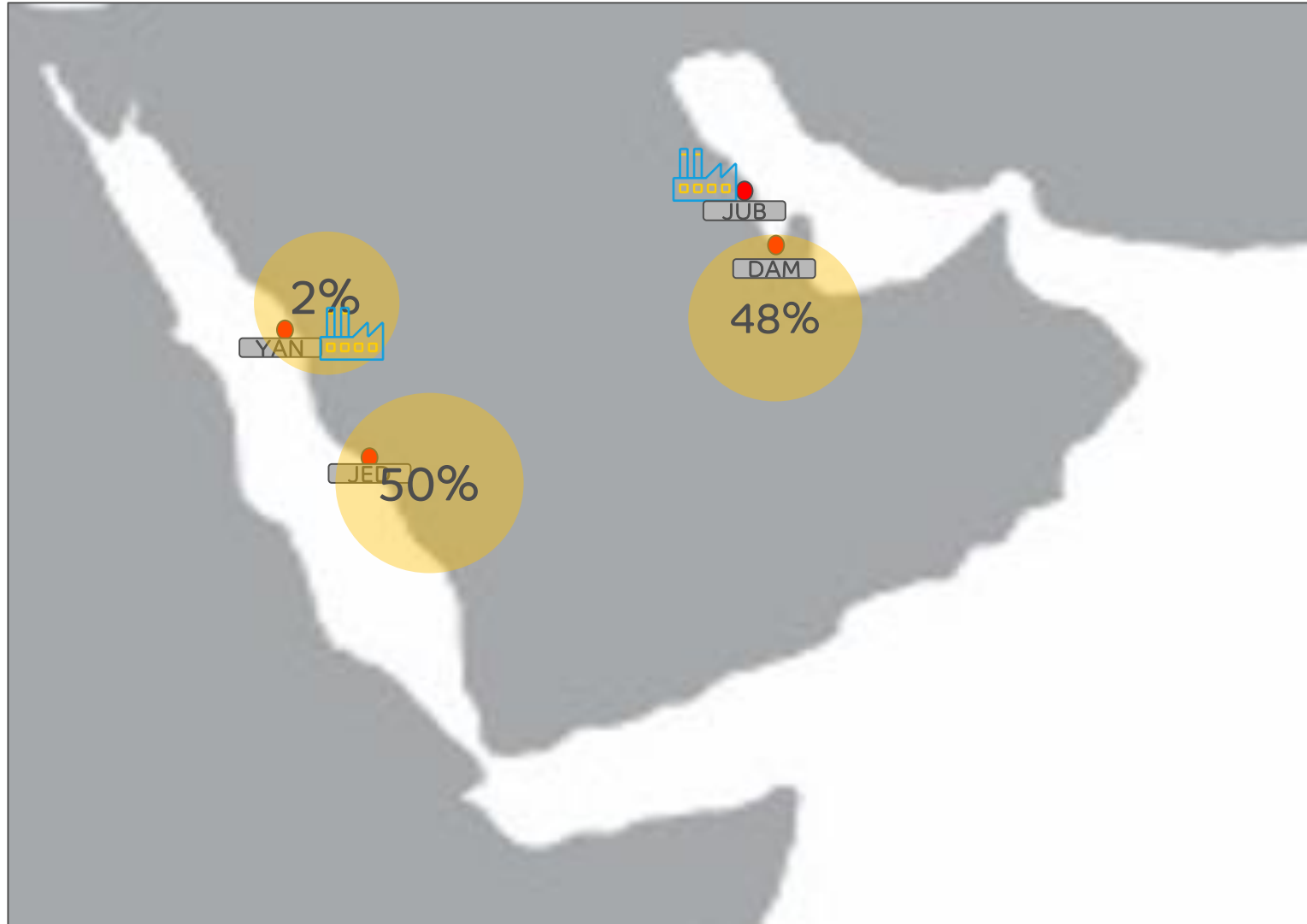
● International Subsidiaries & Sales Offices

● Manufacturing and Compounding Companies

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# SABIC SHIPMENTS JOURNEY THROUGH JUBAIL COMMERCIAL PORT

# SABIC CONTAINER BUSINESS HISTORICAL DISTRIBUTION (2006 AND BEFORE)



WHY SABIC HAD THIS DISTRIBUTION?

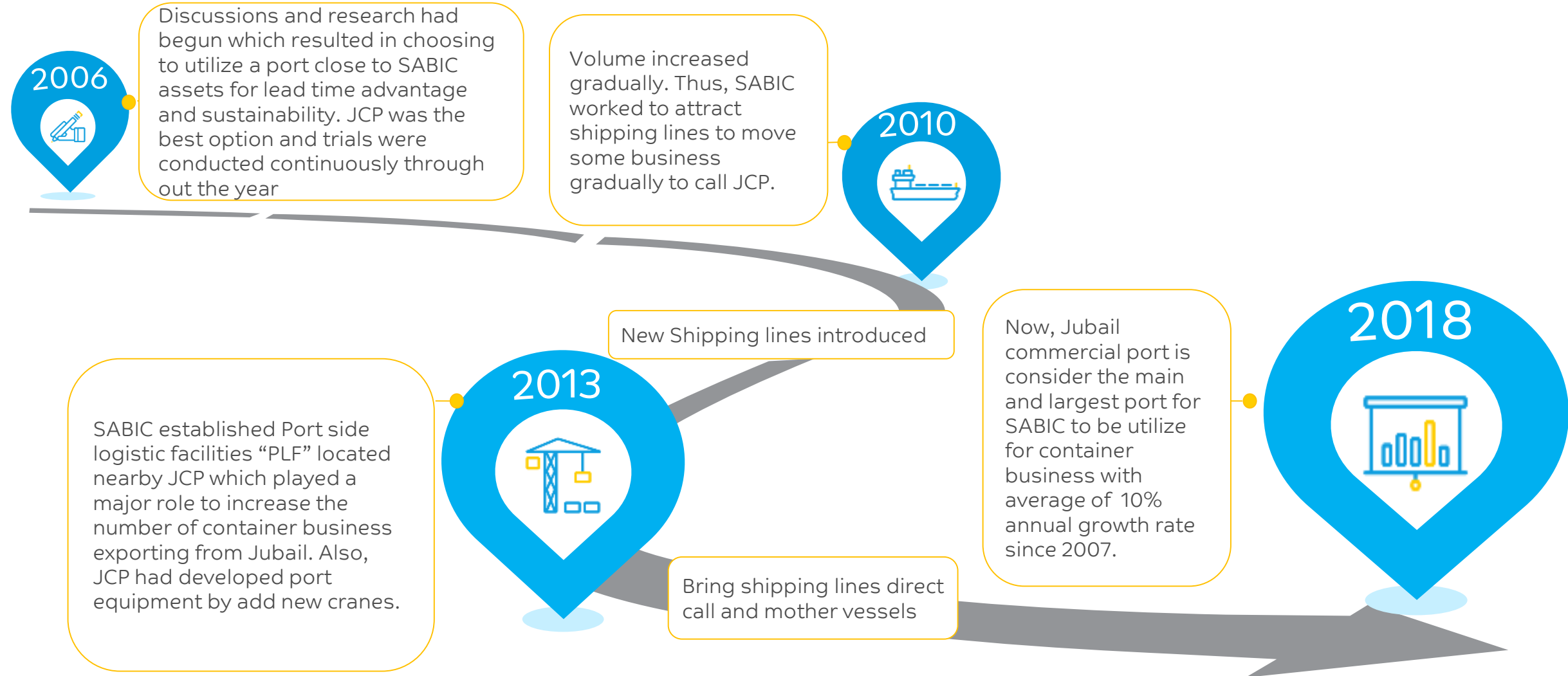
Is it the Ideal distribution ?

Why not utilize nearby loading port?

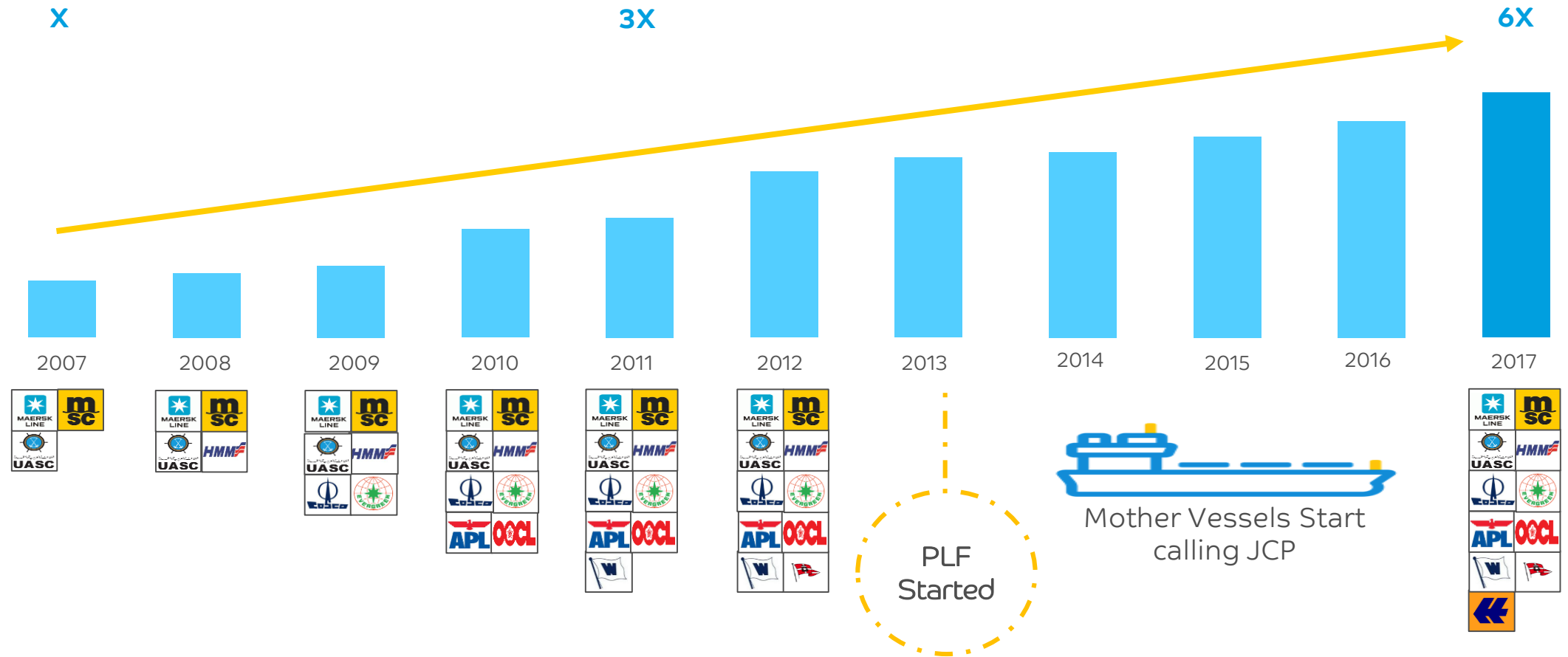
Does it bring value?

Is it the only option?

# SABIC SHIPMENTS JOURNEY THROUGH JUBAIL COMMERCIAL PORT

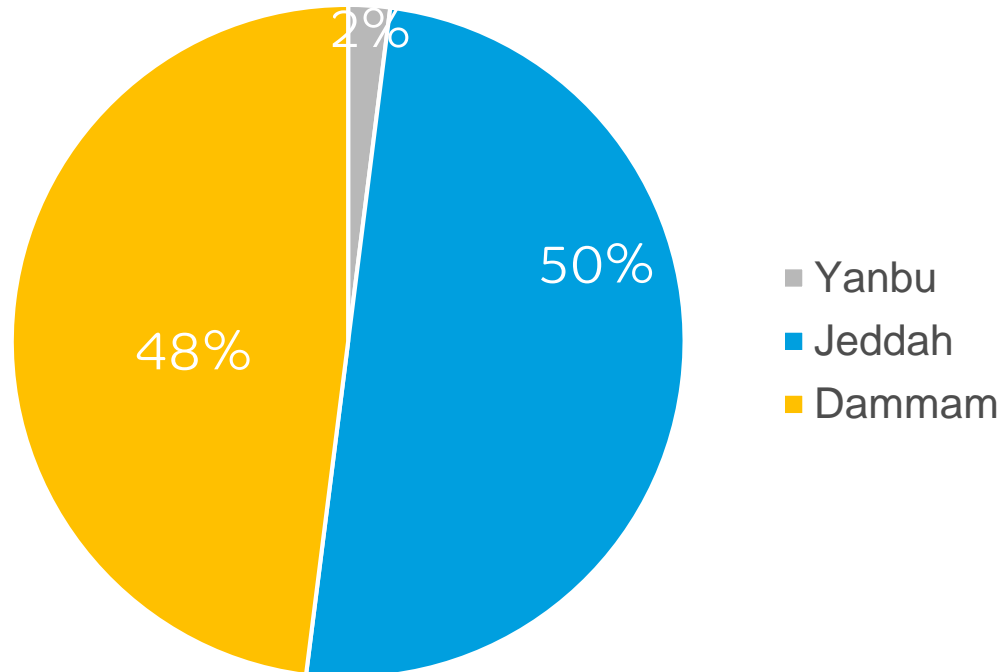


# SABIC NUMBER OF CONTAINER EXPORT GROWTH FROM JUBAIL COMMERCIAL PORT

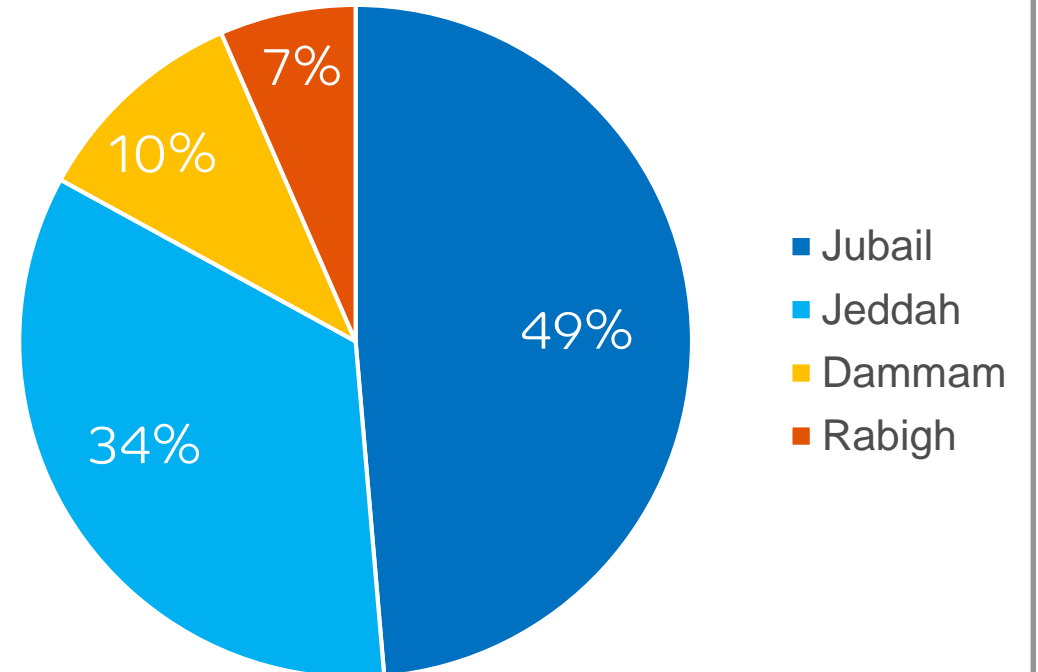


# SABIC CONTAINER BUSINESS DISTRIBUTION COMPARISON

2006 SABIC Loading Port share



2017 SABIC Loading Port share



# SABIC AND JUBAIL COMMERCIAL PORT



JCP had giving SABIC better lead time advantages  
**Service**



SABIC multiple shipping lines utilization had allowed JCP to be more open to global international trade  
**Opportunity**



SABIC contributed to bring shipping lines mother vessel calls to JCP  
**Competiveness**



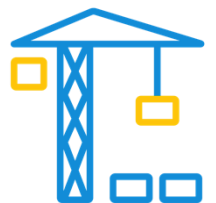
SABIC contributed to reduce the truck overload and traffic between JCP and distance ports  
**Safety**



SABIC reflected positively to decrease CO2 as part of SABIC  
**SusCHAINability**



SABIC played a major role to increase import of empty containers and trades at JCP  
**Social responsibility**





THANK YOU

