

FOCUS

Partnering Progress



SHARJAH CONTAINER TERMINAL WELCOMES M.V. MAG PEARL

Gulftainer welcomed the M.V. MAG Pearl on its maiden call to the Sharjah Container Terminal (SCT). The visit marks the third new service into Gulftainer's UAE ports this year.

Part of MAG Container Lines (MCL) fleet, the M.V. MAG Pearl offers a direct service between Sharjah's Port Khalid and the Port of Abu Al Fulus in Iraq, thereby contributing to the strengthening of business links between the two regional trade hubs.

Peter Richards, Gulftainer's Group CEO said: "We are delighted to welcome this vessel on its maiden call



GT management welcomes MV MAG Pearl to SCT

to SCT. Gulftainer has worked very closely with MCL for over 15 years and the strong partnership we have built together throughout this time

shows the commitment we have to enhancing our capabilities to always meet the evolving expectations of our customers."

IRAQ REACHES MILESTONE THROUGHPUT



Gulftainer employees (left) and Iraq Port Authority officials (right) celebrate cargo handling milestone

Gulftainer's terminals at Umm Qasr Port in southern Iraq, have achieved a major milestone, by registering container volume of two million TEUs since it began operations in the region less than nine years ago. Gulftainer was the first foreign investor to launch a joint venture with the General Company for Ports of Iraq (GCPI) in Umm Qasr Port, starting operations at the Iraq Project Terminal on Berth 8 in August 2010. Nic Gray, General Manager of Gulftainer's operations in Iraq, said: "The latest developments at Iraq Container Terminal and Iraq South Terminal last year mark impressive milestones for Gulftainer in Iraq. The company offers reliable, fast vessel turnarounds, competitive rates, 48 hour customs clearance, dedicated in and out gates and an on-terminal customs scanner to customers." Mr. Safaa A.J. Alfayyadh, Director General of the Iraqi Port Authority (IPA) said "We congratulate Gulftainer on this latest achievement that is attributed to the efficient management and excellent operational capabilities of the company."

A VIEW FROM THE BRIDGE



I'd like to take some time in this issue to highlight some of the good work we are continuing to do despite the ongoing economic and industry trials we face. It is right that we celebrate and congratulate Gulftainer's staff throughout all our ports and divisions for their successes, for the milestones we reach and for the innovation being rolled out across the company. You will see as you read through the pages of this publication that we continue to advance achievements with technology, through new

services and, very importantly, with safety. Yet, even as we honour these achievements, we must remain ever vigilant to the changing forces of the industry, the world-wide economy and political change at play throughout 2019; Global tariff issues; what will Brexit look like, if it ever goes ahead, and oil demand and prices. All of these have an impact on a macro level, which in turn affect our ports. Even so-called industry experts can't agree on a narrative. Some talk of caution, of small gains, or even downturns in the industry. One analyst recently revised his economic outlook for the Middle East and Africa downward, citing oil GDP and economic contraction, while another forecast ports worldwide will have lower earnings and higher debt in 2019.

So, we must control what we can and we each must do everything in our power to make the difference that will allow Gulftainer ports to stand out. We must continue to provide value to our customers through efficient service, innovative

use of technology, and positive customer relations.

Everyone within Gulftainer can make an impact on our business in a constructive way that will continue to position us in the most positive light through these uncertain times.

I would like to make special mention of some of the recent achievements we've celebrated: our terminals at Umm Qasr Port in Iraq reaching two million TEUs in less than nine years; to our strong relationships with so many valued customers; to the major infrastructure upgrades underway at the Port of Wilmington and to the upgrades of equipment and our company-wide emphasis on the environment.

Maneuvering through 2019 and beyond calls for us to draw on what we do best, to be the best partner we can to our customer and that is a goal we can certainly achieve.

Peter Richards
Group CEO

MOMENTUM LOGISTICS CELEBRATES 10TH ANNIVERSARY



Momentum employees celebrate major milestone

Momentum Logistics has celebrated 10 years of delivering outstanding services to customers. The company, which was initially established as a support to Gulftainer's terminal operations, has evolved to become so much more in its own right. Since its inception, the company has expanded its scope and secured independent logistics contracts around the world. Headquartered at

the Sharjah Inland Container Depot (SICD), Momentum also operates in Port Canaveral in Florida and at the Port of Wilmington, Delaware, USA; in Iraq, Saudi Arabia, Turkey and Pakistan as part of Gulftainer's global portfolio.

Momentum Logistics has continued to develop its services throughout the years and now offers a fully

integrated suite of supply chain solutions which include: freight forwarding, transportation, warehousing, logistics cities and container services. The company has over 500 clients that benefit from its customer-centric approach, outstanding service and competitive pricing.

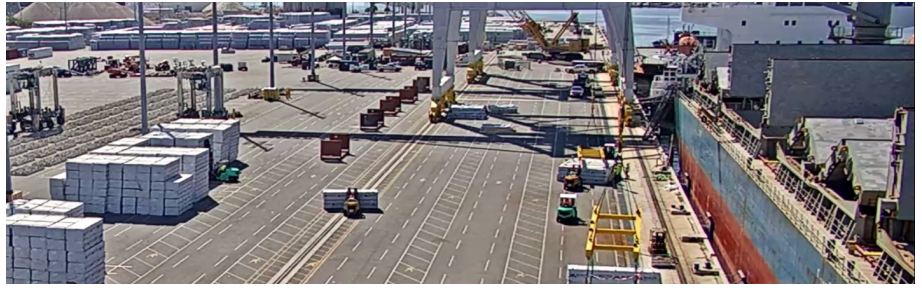
Speaking on the milestone, Stuart Mainland, General Manager of Momentum Logistics, said: "We consistently look for new ways to enhance our operational efficiency in anticipation of new opportunities for growth around the world. As we mark our 10th anniversary, it is encouraging to note that we continue to build credibility both at home and abroad." He added: "Our goal is to capitalise on the upsurge in consumer spending, global economic growth and technological advancements that will see us double our revenue over the next five years."

SAFETY IS MORE THAN A WORD, IT'S PART OF OUR CULTURE

GT USA's Canaveral Cargo Terminal (CCT) commenced operations in May 2019 having worked forty consecutive months without a loss time incident. That's taking Safety Seriously!

How do we do it? Well, success begins with understanding exactly what you want to achieve, so we start by setting goals and, where employee well-being is concerned, there can be no compromise. The goal at CCT: Zero lost time incidents. We do not look to reduce incidents, our key goal is to prevent them, all of them.

However, even though CCT assigns leadership accountability, we teach that safety is the responsibility of each individual employee. CCT creates a path that leads to success, so all our equipment operators go through a rigorous training and certification process which is granted only when employees are able to demonstrate a clear understanding of equipment functions and operational abilities, with a high level of understanding of machinery mechanics required to identify potential equipment faults.



Canaveral Cargo Terminal, Florida

Training is ongoing with bi-monthly training via the Group's Quality, Health, Safety and Environment (HSE) team's "Toolbox Talks" initiative. Toolbox Talks offer an effective means of increasing the knowledge of workers on the HSE risks they face, and the precautions required, when carrying out their jobs. They encourage and reinforce safe, healthy and environmentally sound behaviors.

CCT terminal safety leaders work together with employees making bi-monthly terminal inspections, which provide risk analysis identification and, when needed, develop new "Best Management

Practice" and policies to address potential issues.

"Management and employees at the terminal are all trained to look for potential risks, exposures and variances every day during routine operations," says Luke Richards, CCT Operations Manager.

We teach that routine operations can often create complacency and so even mundane tasks need to be considered. It may not possible to eliminate every potential risk exposure, but through methodical and persistent efforts we can and will be able to create an enjoyable and safe work place," he added.

EMIRATES AIRLINES HONOURS VALUED CUSTOMER



GT CEO welcomes Emirates Airlines District Manager

Gulfair Group CEO, Peter Richards was pleased to receive an unexpected visit from the Emirates Airlines district manager for Sharjah and the Northern Emirates recently. Mr. Khalid Al Serkal dropped in to present Gulfair with a scale model of an A380. This is the flagship aircraft in

the Emirates fleet, and is one that Peter Richards is all too familiar with as he jets his way around the GT terminals. Gulfair has built a valuable relationship with Emirates over the past 10 years and has appreciated the support given to all our travelers throughout that time.

DIPLOMATS VISIT PORT



Namibian delegation visits Port

A delegation of nearly twenty people accompanied H.E. Ambassador Monica Ndiliawike Nashandi, the Namibian Ambassador to the USA as she took time from her busy schedule to visit Delaware's Seaport. Mr. Wale Adelagunja, Chairman of Delaware's Africa Caribbean Affairs Commission, coordinated the statewide visit and our port was one of many stops on her calendar that day. Her Excellency Ambassador Nashandi is shown in the centre of the photo above.

PARTNERING INVESTMENT

Gulftainer joined the Sharjah FDI, Invest in Sharjah and the Chinese Business Council, to discuss the Sharjah–China "Belt & Road" at the Sharjah Chamber of Commerce. The event highlighted new partnerships and investment opportunities being made available in the emirate to Chinese businesses which can provide existing and new investors from China direct access into local UAE markets through Sharjah, and to then enable further growth in their regional and global operations.



GT team supports investment forum

GT SHOWCASES NEW TECHNOLOGY SERVICES



Senior Director, Ramesh Shivakumaran, leads GT team at ICAI Conference

The Dubai chapter of the Institute of Chartered Accountants of India, held its 37th Annual Conference in the Dubai. The theme of the event for 2019 was 'Accelerating Millennium Strides' and focused on transforming businesses to adapt to technological evolution. Sheikh Nahayan Mubarak Al Nahayan, the UAE's Minister of Tolerance, was the keynote speaker at the event and spoke of how the UAE Government is driving the growth in technology, to continue to develop a sustainable economy. Gulftainer's commercial and accounting teams attended the event to promote the firm's latest technology driven services, Sharjah Port of Trade and its new digital payment module.

WILMINGTON RECEIVES ORDER OF NEW TRACTORS



Terberg tractors now operational at the Port of Wilmington

GT USA Wilmington has taken delivery of the first 3 of an initial order of 16 terminal tractors from Terberg Tractors Americas. The equipment, which is low-emission and fuel-efficient will be introduced in a phased manner, with delivery of the remainder of the order scheduled for August and October 2019. "We are eager to take delivery

of these tractors in the coming months to enhance and support our transformation at the Port," said Eric Casey, CEO of GT USA Wilmington "We will continue to enhance operations through the introduction of this and other cargo handling equipment throughout 2019 as part of the \$100 million

program to modernize and improve facilities at the port. In addition to incorporating energy efficient LED lighting and the most recent Tier 4F low emission Cummins engine, which is compliant with current EPA legislation. The machines also have a new design transmission which will further contribute to a reduction of up to seventeen percent in fuel use. Terberg Tractors Americas Inc. spokesperson Ron van Arkel spoke about the long-standing relationship with the company. "Terberg is delighted to extend our strong relationship with parent company Gulftainer as GT USA embarks on this exciting new chapter at the Port of Wilmington, Delaware. These new tier-4 final tractors, delivered through Terberg Tractors Americas, will support GT USA's improved productivity targets."