

# GT FOCUS



**Partnering Progress  
in Global Trade..**

### Gulftainer: Substantial Volumes Growth Despite Global Supply Chain Disruptions

As we navigate through the second quarter of 2024, the landscape of international trade and logistics in the first quarter presented both challenges and opportunities. Despite the ongoing disruption in the main water corridors and the global supply chain, Gulftainer has experienced a substantial uptick in volumes, container-handling capacity and operations activity.

Our industry is witnessing increased stockpiling in specific trade hubs leading to congestion at numerous ports and terminals within the region, coupled with shipping lines encountering significant berthing delays at larger ports. At Gulftainer terminals in the UAE, Saudi Arabia and Iraq, we continue to operate normally with improved ability to service a diverse range of markets, from the Indian Ocean rim to East Africa, through a hub-and-spoke network.

Khorfakkan in the spotlight – our thriving multi-purpose terminal strategically located on the Indian Ocean Rim, comprising of East Africa, Indian Subcontinent and Gulf that offers global shipping lines access to major Middle East and Africa markets, setting them for success and growth in the short and long term by keeping their cargo moving seamlessly and safely around the world.

We are committed to facilitating global trade and providing comprehensive supply chain and logistics solutions, as we continue to focus on accelerating technology trends to digitally transform and enhance our future-proofing operations.

As we look ahead, we are confident that our improved business ecosystem will propel us towards new levels of efficiency, sustainability and excellence within the industry.

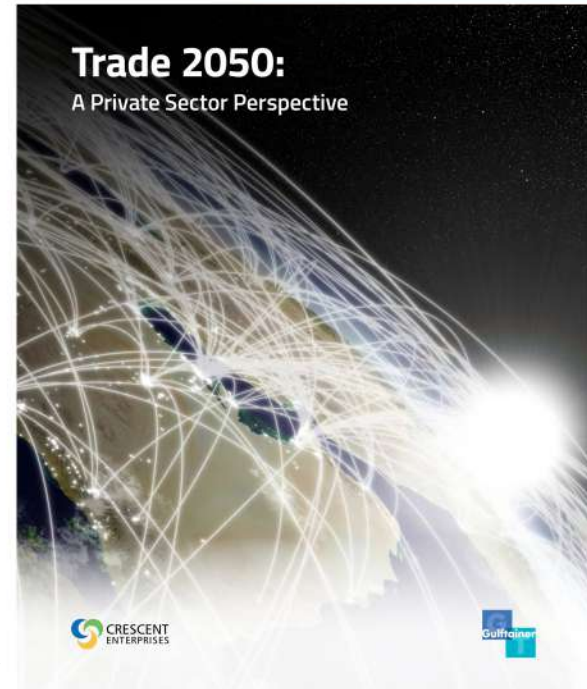
I wish to express my sincere gratitude to our customers, partners and the entire Gulftainer and Momentum Logistics teams for your ongoing support and commitment to a more connected and resilient supply chain.

**Peter Richards**  
Group CEO, Gulftainer



### Gulftainer collaborates with Ministry of Economy on “Trade 2050: A Private Sector Perspective”

Gulftainer, in collaboration with the UAE Ministry of Economy and Crescent Enterprises, has contributed to a comprehensive industry report that prepares for future trade scenarios. This report, titled “Trade 2050: A Private Sector Perspective,” draws on insights from key private-sector players worldwide, exploring how trade methods and the commodities traded will evolve. Our Group Chief Operating Officer, Tim Haas, remarked, “The future of trade 2050 paper reflects the necessary collaboration between public and private sectors to foster a better trading environment. As part of the global supply chain, it's crucial for us to be forward-looking and anticipate the changes that will impact our industry in the future. By proactively adapting to these potential challenges and identifying opportunities, we aim to enhance our service to customers.”



### Gulftainer selects 'RISE with SAP' for digital transformation to boost regional and global operations



Gulftainer announced its decision to adopt RISE with SAP and S/4HANA, moving its core ERP to the cloud as part of a broader digital transformation strategy. This initiative aims to enhance both regional and global operations by leveraging automation, AI capabilities and integrated sustainability processes. The implementation of RISE with SAP will allow Gulftainer to integrate advanced analytics, machine learning and robotic process automation, enhancing operational efficiency and decision-making.

This technology shift is also aimed at reducing operational costs, improving time to market and supporting the company's environmental objectives by incorporating sustainability processes directly into their operations. Gulftainer is poised to achieve greater operational agility, enhanced efficiency and improved customer service.



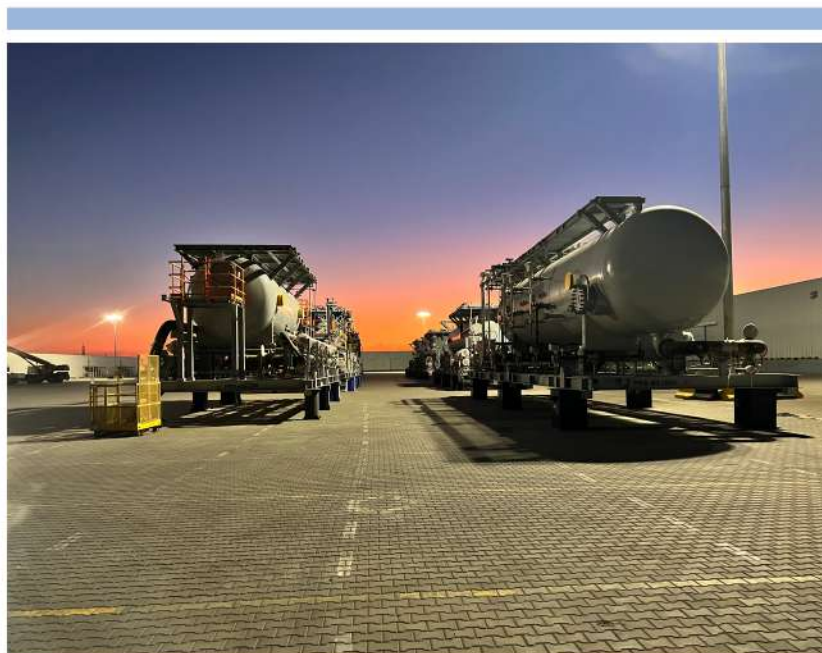
## Momentum Logistics serves as a dynamic hub for container and breakbulk storage in Dammam and Jeddah facilities

The logistics sector in Saudi Arabia is poised for significant growth, with its market size projected to exceed USD 25 billion in 2024, as per a Mordor Intelligence report. Saudi Arabia has made a substantial leap in the Logistics Performance Index by the World Bank, climbing 17 places from 55th to 38th. Momentum Logistics is well-placed in Dammam and Jeddah to leverage the evolving dynamics of the regional logistics landscape and contribute to the region's economic growth, supported by Gulftainer's tailored solutions in freight forwarding and transportation. Our advanced 12,000 sqm open yard facility in Dammam serves as a dynamic hub for container and breakbulk storage, offering secure and efficient solutions, including container repair and maintenance to ensure the safe transport of cargo. With a fleet of 70 technologically equipped trucks, Momentum Logistics ensures safety and efficiency in last-mile logistics.



## A new milestone for Gulftainer and Momentum Logistics Iraq

A 55-hour operation successfully managed by our dedicated teams at Gulftainer and Momentum Logistics handled over 6,500 freight tonnes, consisting of 162 packages of oil shipment, including 14 out-of-gauge packages, at the Iraq Container Terminal. This terminal is equipped with state-of-the-art facilities and assets to handle all types of cargo.



## Gulftainer and Momentum Logistics achieve new breakthrough



Our experts at Gulftainer and Momentum Logistics developed sea-land solutions via UAE's Khorfakkan Port and KSA's Jubail Port to keep your valuable dry and reefer container and Ro-Ro cargo on course. With our in-depth regional expertise and international networking, we strive to enhance supply chain visibility and transparency, providing real-time updates and insights for customer trust as we manage all logistics

aspects in-house, including freight, customs clearance, consolidation and transportation.

## Momentum Logistics introduced streamlined connectivity between Sharjah and China

Momentum Logistics introduced a new streamlined logistics solution that utilises direct consolidation boxes from China to Sharjah. This service provides a direct route from 'Door or Port to Sharjah Inland Container Depot,' enhancing less-than-container load (LCL) shipping connectivity between the two markets. This arrangement follows the Sharjah Port of Trade (SPOT) Emirates Line model, ensuring direct transportation to Momentum Logistics' depot, which is bonded under Sharjah Customs for deconsolidation.



## Gulftainer receives 'Choose New Jersey' delegation from the USA



During a visit to the UAE to understand how Gulftainer enhances trade connectivity between Sharjah and the USA, specifically to New Jersey, we were pleased to welcome a senior delegation from 'Choose New Jersey' to Gulftainer's offices. The meeting, attended by our Chief Sales & Commercial Officer, Simon Aynsley, and senior executives Neeraj Agrawal and Tushar Singhvi from our parent company Crescent Enterprises, focused on discussions about deepening cooperation in key areas such as trade, supply chain and logistics between our region and the US market.



## Gulftainer partners with Secureworks to ensure highest standards of safety and security

Gulftainer decided to work with Secureworks whose innovative solutions will strengthen our vulnerability management—a crucial component of an active cybersecurity environment. This enhancement will enable us to further optimise shipment visibility, on-time delivery, and efficiency by implementing advanced security measures.



## Gulftainer Iraq successfully completes challenging operation



Our Iraq Container Terminal continues to be a pivotal trade gateway and a key facilitator for supply chain and logistics, particularly for breakbulk and various types of cargo. With its strategic location providing direct access to major oil fields in Southern Iraq and proximity to the Umm Qasr Logistics Centre, a fully integrated logistics services bonded facility, the terminal efficiently manages time-sensitive cargo. Gulftainer's Iraq team expertly managed the discharge of a 67-tonne transformer from the vessel CMA CGM San Antonio, which

originated from Turkey. This crucial cargo was handled swiftly and safely, ensuring its timely delivery to the Iraq Ministry of Electricity.

## Gulftainer visits Sharjah FDI Office- Invest in Sharjah

Gulftainer visited the Sharjah FDI Office "Invest in Sharjah" to strengthen a long-standing business relationship that supports Sharjah's mission to mitigate the effects of global trade and supply chain disruptions. This partnership aims to provide exceptional value and ensure a smooth flow of trade from its flagship terminals, the Sharjah Container Terminal and Khorfakkan Container Terminal, enhancing its reputation as a business-friendly city. During the visit, our Chief Sales & Commercial Officer, Simon Aynsley, met with Mohamed Al Musharrakh, CEO of Sharjah FDI Office and emphasised the importance of Public-Private partnerships in driving Sharjah's economy and accelerating trade movement through its gateways.



# Gulftainer congratulates Iraq Ports Authority on the appointment of its new Director General



During a visit to the Iraq Ports Authority (IPA), our Country Manager in Iraq, Ibrahim Serhan, met with Dr Farhan al-Fartousi to congratulate him on his appointment as Director General of the Authority. The meeting highlighted the strong 15-year partnership between Gulftainer and the IPA. Serhan expressed our commitment to supporting Iraq's economic diversification and trade resilience, citing our efficient and secure operations at Umm Qasr port which enhance key economic and trade projects.

## Conferences

### Gulftainer participates in 47th Baghdad International Fair

Gulftainer attended the 47th Baghdad International Fair, an event that marked a significant milestone for the trade and logistics industry in Iraq. The fair coincided with an exciting phase of growth for Iraq's market, which is projected to exceed USD 7 billion in 2024, as highlighted in a Mordor Intelligence report. The fair offered an excellent platform to connect with our customers and discuss potential supply chain and logistics opportunities. It also provided an opportunity to highlight the strategic location of Iraq at the water corridors in the Middle East, which offers a competitive advantage to traders, transporters and manufacturers.





## Gulftainer attends the annual conference of CLC Projects



The annual conference of CLC Projects saw a strong attendance of 130 project freight forwarders and shipping industry service providers. Our Chief Sales & Commercial Officer, Simon Aynsley, delivered an engaging session highlighting our project cargo and breakbulk operations at Gulftainer's Khorfakkan Container Terminal and our other regional and global terminals. It was encouraging to see members of the CLC Projects Network come together to discuss critical issues and future opportunities within the global supply chain and logistics industry. At the event's outset, Simon had the honour of meeting Bo H. Drewsen, Chairman of CLC Projects Network, and expressed gratitude for the opportunity to be one of the main speakers.

## Gulftainer participates in Breakbulk Middle East 2024

During Breakbulk Middle East 2024, we engaged with breakbulk and project cargo industry experts, showcasing our robust supply chain and logistics solutions. At our stand, we discussed how Gulftainer's terminals in the Middle East handle heavy cargo with utmost care and how our integrated logistics provider, Momentum Logistics, supports the supply chain needs and growth ambitions of our customers, ensuring efficient and safe last-mile delivery. The event was a hub of productive interactions, with our teams committed to enhancing value across regional and global supply chains. We had the pleasure of meeting with key customers such as MSC Mediterranean Shipping Company, CargoGulf, Fracht Group - Switzerland, and Sea Sands Shipping L.L.C., and we anticipate further opportunities to network and demonstrate our capabilities.





## Momentum Logistics participates in WCA World Conference



Momentum Logistics took part in the annual WCA World Conference in Dubai. As part of the WCA network, we were keen to strengthen our existing relationships with WCA agents and expand our network by connecting with new agents from international markets, including China and beyond. The conference, the largest logistics networking event of the year, welcomed 4,500 delegates from over 180 countries. Our delegation, led by Daniel Caton, Managing Director of Momentum Logistics, engaged in discussions about business opportunities and collaborations in last-mile delivery services with shipping agents. This participation builds on the increasing momentum of Sharjah's trade with international markets and regions, positioning us to capitalise on the growing interest in the Emirate's investment climate, logistics services and access to regional markets.

## Gulftainer participates in Gulfood 2024

At Gulfood - The World's Largest, Most Trusted F&B Sourcing Event, which is the largest gathering of food suppliers in the region, our participation aimed to build connections with F&B producers and customers, providing them with customised solutions in food trade and logistics. During the event, our General Manager – Supply Chain, Agnel Chettiar, highlighted Gulftainer's F&B trade capabilities, which are designed to create real value for customers and open up new opportunities. Our terminals, Sharjah Container Terminal and Khorfakkan Container Terminal, act as the primary gateway ports for businesses in Hamriyah Free Zone and are strategically located on the Indian Ocean Rim to ensure the safe and efficient transport of cargo globally.



## Gulftainer attends Transport & Logistics Middle East conference

Future-proof technologies are increasingly essential in creating resilient supply chains in a fast-paced and fragmented global environment. Our technology and information security team attended the Transport & Logistics Middle East conference, eager to keep abreast of the latest technological trends and explore innovative solutions that are advancing the supply chain and logistics industry worldwide.



## Gulftainer and Momentum Logistics attend World Breakbulk Expo in Shanghai



The World Breakbulk Expo in Shanghai featured a notable presentation by our General Manager – Supply Chain, Agnel Chettiar, titled ‘Connecting Continents: Middle East Nearshoring as a Catalyst for Chinese Belt and Road Expansion’. He highlighted the increasing trend of nearshoring, where companies strategically move operations closer to their markets to mitigate supply chain disruptions. Gulftainer showcased Khorfakkan Container Terminal’s advantageous position as a multi-purpose hub with

global connectivity, making it an ideal centre for servicing the Indian Ocean Rim and beyond.

***“We come together with industry leaders and partners to discuss pressing issues facing the global supply chain landscape, and the opportunities that lie ahead of us.”***



## Momentum Logistics provides customised logistics solutions for Re.life

Momentum Logistics provided tailored logistics solutions for re.life market, a recyclables trading platform. This initiative facilitates the export of recyclable materials such as plastics, scrap metal, and wastepaper to India, supporting the circular economy and recycling efforts. Salim Al Owais, CEO of re.life, emphasised the importance of choosing the right trade partners to ensure that recycling efforts have both immediate and long-lasting positive environmental impacts.

*"We continue to lead by example, striving to enhance environmental sustainability and operational excellence in the supply chain and logistics industry."*



## Gulftrainer and Momentum Logistics support Green Art Expo 2024



Gulftrainer and Momentum Logistics were proud to support the Green Art Expo 2024, held on the heels of COP28. As the logistics partner for this year's expo, we facilitated fine art shipping for artists from the UK and USA to the UAE, employing our bespoke logistics solutions aligned with the UAE's sustainable supply chain goals. This event showed the importance of sustainability and recycling, with a particular focus on plastic recycling, underscoring how collective action can lead to substantial environmental impact.



## Recognition

### Momentum Logistics awarded 'Heavy Fleet of the Year' for third year in a row

The Truck and Fleet Awards 2024 celebrated a significant achievement for Momentum Logistics, which was awarded the 'Heavy Fleet of the Year' for the third consecutive year at Truck and Fleet Middle East. This accolade recognises our dedication to offering comprehensive third-party logistics solutions, including transportation, freight forwarding, warehousing, logistics cities and container services.



### Momentum Logistics wins Health and Safety Award 6th year in a row



Momentum Logistics was awarded the prestigious 'International Safety Award' from the British Safety Council, achieving the distinguished grade of Merit. This accolade acknowledged the firm commitment and diligence of our teams, whose dedication to enhancing our Quality, Health, Safety and Environmental standards not only met but exceeded the grading score prerequisites set by the Council.

## Our Community's Voice

### Gulftainer supports “Khorfakkan Club for the Disabled”

Empowering people and communities is at the heart of Gulftainer's ethos. Each year, we reaffirm our commitment to the nation and to supporting underprivileged groups, with a particular emphasis on the invaluable contributions made by ‘people of determination’ to our society. In this spirit we highlight the important work of the ‘Khorfakkan Club for the Disabled’, whose efforts continue to inspire our community. As an integral part of our CSR strategy, we are committed to ensuring inclusivity, providing access to cultural and educational resources to ensure that no one is left behind.



### Gulftainer marks International Women's Day



On International Women's Day, we were proud to celebrate the remarkable women at Gulftainer and around the world. We recognised the vital importance of financial independence and well-being for women, hosting a special Financial Planning workshop alongside a Meditation session at our HO. The day was dedicated to empowering our female colleagues by enhancing their knowledge of financial portfolio growth and

the various investment options available. The meditation session highlighted the significance of self-care, gratitude and affirmation, reinforcing the connection between mental health and financial well-being.

### Gulftainer and Momentum Logistics get together to celebrate 2023 successful year

As we bid farewell to 2023 and get set to embrace the opportunities of 2024, we took the opportunity to honour the heartbeat of our success – the incredible Gulftainer and Momentum Logistics teams. Our employees came together to celebrate the achievements that define our company, recognising the collective efforts and resilience that continue to push us forward. This gathering isn't just about celebrating success; it's a testament to the importance of our people in Gulftainer's journey.



## Top Hires

### Gulftainer appoints Matt Alford as Director – Operations Support

In February 2024, Matt Alford assumed the role of Director – Operations Support. During his 28-year career in the container handling industry as a Ports & Terminals asset management and infrastructure specialist, Matt previously worked with DP World in the UK before relocating to UAE in 2010 to take up Engineering Management roles with Gulftainer across UAE Terminals and Iraq. His tenure has been marked by a profound impact on maintenance strategy enhancement, asset performance optimisation and reliability improvements.



## Special Interview

### Simon Aynsley in an interview with Breakbulk TV and Logistics Middle East



In an interview with Breakbulk TV and Logistics Middle East, Simon Aynsley, Chief Sales & Commercial Officer emphasised the importance of niche quality customer service in today's competitive landscape. He stated, "while we maintain cost-competitiveness and provide omprehensive project management, the ability to manage operations smoothly at the terminal is crucial. However, maintaining open communication with our customers from start to finish is paramount in today's environment."

### Daniel Caton in an interview with EME Outlook Magazine

In an interview with EME Outlook Magazine, Daniel Caton, Managing Director of Momentum Logistics discussed the company's objectives for 2024. He highlighted their future-proof transportation and warehousing services and the added value they provide to clients' supply chains. Caton also shared insights into potential projects aimed at establishing integrated multimodal logistics facilities, which would expand their logistics footprint in the UAE and the wider region.





## Business Enquiries

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