



GULFTAINER PULSE

QUARTER 1 2025

gulftainer.com

OUR PRESENCE



CEO MESSAGE



As we navigate through a rapidly changing world, it's crucial to recognise that the shifts in the shipping and ports industries-especially the new alliances and emerging partnerships-should not be viewed negatively. In fact, these changes present us with a multitude of new opportunities. While others may chase flashy headlines, Gulftainer's focus remains on what matters most: continuing to be the best port operator in the world, as acknowledged by our customers-both current and future.

We are also witnessing unprecedented fluctuations in tariffs, which add another layer of complexity to the global supply chain. While the turbulence may create concerns, it's important to remember that these

challenges also open the door to innovation and strategic adjustments that align with our long-term vision. This is where we can lead-finding niche opportunities where others might only see obstacles. By staying true to our core strengths, we remain well-positioned to thrive in this evolving landscape.

Yes, change can bring uncertainty, and it's natural for people to be concerned. But, as we know, if life didn't demand change, we would never see growth or development. Change is the very engine that propels us forward, and we must rise above the apprehensions it may bring. It's time to embrace new ideas, explore new directions, and set new targets that will continue to strengthen our position.

What sets Gulftainer apart is not just our cutting-edge facilities or our world-class operations-it's our people. We are a family, and the pride we take in each other's contributions, big or small, is the bedrock of our success. The recent recognition with first-class safety awards underscores our unwavering commitment to excellence. Unlike some of our competitors, we never cut corners. We maintain the highest levels of productivity while ensuring that our facilities remain among the safest for both our staff and customers.

As we move forward, it's important to remember that each of us plays a role in the journey we are on. The future is bright, and together, we will continue to build on the strong foundation that has made us who we are today.

Change is inevitable, tariffs turbulence or not, but so is our ability to rise to the challenge and seize every opportunity.

Let's keep pushing forward, as we've always done.

Peter Richards
Group CEO

GULFTAINER WELCOMES NKX SERVICE FROM FERMION SHIPPING



GulfTainer welcomed the NKX service, connecting China to the UAE via Khorfakkan Container Terminal, with feeder services to India and Turkey. This new service will enhance regional connectivity by facilitating the seamless flow of cargo from China to the Middle East, with Fermion Shipping managing vessel operations and commercial activities.

"Khorfakkan plays a crucial role in the region's trade network, offering strategic advantages by optimising shipping routes and reducing costs, it is a critical hub for the Middle East's expanding economy" said a Fermion Shipping spokesperson.

MOMENTUM LOGISTICS' TRANSPORT DIRECTOR RECEIVES "OUTSTANDING CONTRIBUTION TO TRANSPORTATION AWARD"



Momentum Logistics continues to invest in its fleet to cater to the evolving needs of its customers. Owned and managed fleet enhances its ability to deliver faster, increase load capacity, and offer more efficient service.

Transport Director, Martin Roberts received "Outstanding Contribution to Transportation" award at the Truck and Fleet Awards 2025.

MOMENTUM LOGISTICS LAUNCHES LESS-THAN-TRUCKLOAD SERVICES BY ROAD, FROM UAE TO GCC COUNTRIES

Momentum Logistics has launched Less-Than-Truckload (LTL) services by road, from UAE to Saudi Arabia, Oman, Bahrain, Qatar and Kuwait, covering all GCC countries.

The bonded trucking facility operates around the clock, seven days a week. With extensive expertise in customs processes, it ensures that all necessary permits are secured based on the nature of the goods, ensuring smooth and timely transit.



GULFTAINER WELCOMES M/V NORDLION AT JUBAIL COMMERCIAL PORT

Gulftainer welcomed M/V Nordlion at the Jubail Commercial Port (JCP) as part of the new 'EJBS' shipping service, by Emirates Shipping Line, connecting JCP with the ports of Jebel Ali in the UAE and Shuwaikh in Kuwait, with a capacity of 1,800 TEUs. This new service will help meet market demands, support the region's growing trade, and strengthen JCP's position as a logistics hub and a crucial link.



MOMENTUM LOGISTICS SAUDI ARABIA HANDLES SENSITIVE CONTAINERS

Momentum Logistics Saudi Arabia was entrusted with unloading containers containing sensitive equipment, packed in two wooden crates, each weighing four tonnes. After the unloading, the crates were securely transported and delivered to the client's designated location.

This project highlighted the Momentum Logistics' ability to provide high-quality logistics solutions for sensitive cargo tailored to meet its clients' needs.



MOMENTUM LOGISTICS SAUDI ARABIA DESTUFFED CONTAINERS FOR AL FAJER MARITIME

Momentum Logistics Saudi Arabia team handled destuffing containers for Al Fajer Maritime. Despite the challenging nature of the project, the team delivered the task safely. These containers successfully unloaded and delivered to NEOM without a hitch by 8 flat beds trucks.

Saudi Arabia remains a key market for Momentum Logistics, and we continue to work closely with Al Fajer Maritime, the agents for ONE Shipping Line and KTMC.



THE INTERNATIONAL MARITIME ORGANIZATION VISITS GULFTAINER'S IRAQ CONTAINER TERMINAL

Gulftainer welcomed the Secretary-General of the International Maritime Organization (IMO), H.E. Arsenio Dominguez to its Iraq Container Terminal (ICT). During the visit, it highlighted the company's adherence to IMO standards and its global footprint in port and logistics management. The IMO Secretary-General commended Gulftainer's commitment to maritime best practices, praising its implementation of IMO standards and operational efficiency.

Nic Gray, Managing Director of Gulftainer Iraq shared the company's commitment for achievement of the Marime Single Window (MSW) along with ever adapting processes to meet environmental sustainability requirements, which has been initiated by group wide training focused on ESG (Environmental, Social, and Governance) awareness.

Accompanying H.E. Dominguez were prominent Iraqi officials, including the Minister of Transport, H.E. Razzaq Muhebs Al-Saadawi; the Governor of Basra, H.E. Mr. Assad Al-Eidani; the Iraqi Ambassador to the UK and IMO, H.E. Mr. Mohammad Jafar Al-Sadr; and the Director General of the General Company for Ports of Iraq, Dr. Farhan Al-Furtousi.



UNITED STATES OF AMERICA

CANAVERAL CARGO TERMINAL MAINTAINS ITS RECORD WITH UNITED STATES COAST GUARD FOR 10TH YEAR IN A ROW

Gulftainer's Canaveral Cargo Terminal (CCT) in Florida maintained its record with the United States Coast Guard (USCG), by passing their Annual Audit with Nil Deficiencies for the 10th year in a row.

Canaveral Cargo Terminal's Managing Director, Luke Richards said: "We are honoured to receive another perfect inspection result from the U. S. Coast Guard. This milestone reflects the dedication and professionalism of our team, as well as our strong, long-standing partnership with the U.S. Coast guard in upholding the highest maritime safety and security standards."



EVENTS

BREAKBULK MIDDLE EAST, UAE

Gulftainer and Momentum Logistics participated at the Breakbulk Middle East to connect with fellow industry professionals and business counterparts. It was an opportunity for both organisations to meet with cargo owners, project owners, EPC companies, freight forwarders and supply chain professionals, and offer resilient trade solutions to cater to the ever-changing global market.



Gulftainer's General Manager – Shipping Lines, Zina Sujith contributed to the "Women in Breakbulk" panel, sharing her perspective on overcoming challenges as a catalyst for growth and achievement.



This year, Gulftainer made waves at the Breakbulk Middle East, with insights from the Group Chief Operating Officer, Daniel Wright on Breakbulk TV.



Gulftainer's Director of International Sales & Ship Agency, Preston Coelho, shared innovative solutions offered by Khorfakkan as an alternative to major congested hubs in a panel session.



Momentum Logistics' Managing Director, Daniel Caton shared key insights on Breakbulk TV, and Momentum Logistics team engaged in impactful discussions shaping the future of breakbulk and project cargo.



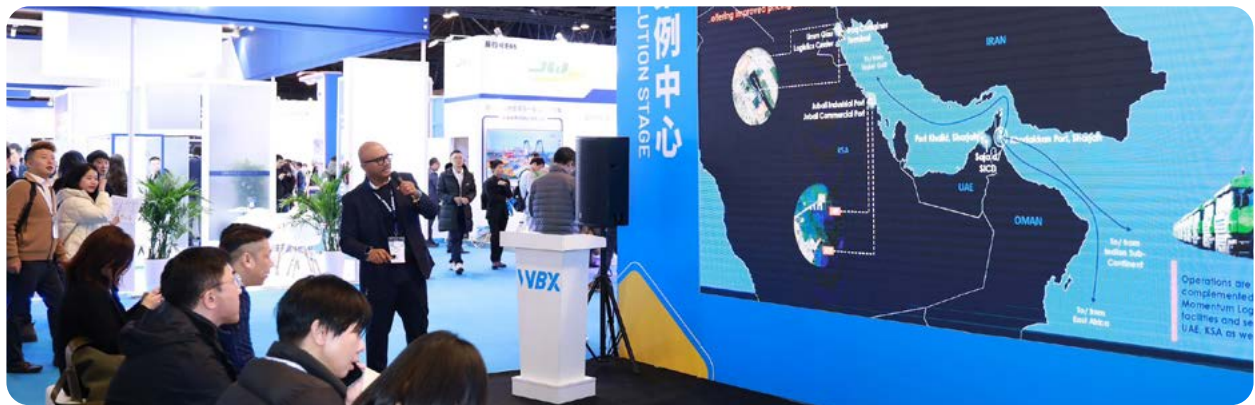
EVENTS

WORLD BREAKBULK SUMMIT, CHINA

Gulftainer and Momentum Logistics participated at World Breakbulk Summit (WBX) in Shanghai. It was an incredible experience connecting with industry professionals, sharing ideas and discussing bespoke solutions to move project and breakbulk cargo from China to the Middle East.



Gulftainer's Director of International Sales & Ship Agency, Preston Coelho spoke at World Breakbulk Expo (WBX) on "Congestion and the Need for Alternative Ports"



IRAQ INTERNATIONAL EXHIBITION FOR OIL, GAS, ENERGY AND PETROCHEMICALS

Momentum Logistics attended Iraq International Exhibition for Oil, Gas, Energy, and Petrochemicals at Basra International Fairgrounds in Iraq to meet with clients, fellow industry professionals and business counterparts.

It was an opportunity for the Momentum Logistics and GTVC team to meet with cargo owners, freight forwarders and logistics professionals, and discuss bespoke integrated solutions for project cargo, breakbulk and general cargo.



GULFTAINER SIGNS A MOU WITH LINGANG SPECIAL AREA OF CHINA (SHANGHAI) PILOT FREE TRADE ZONE

Building on the success of recent engagements in China, Gultainer announced a strategic partnership with the Lingang Special Area of the China (Shanghai) Pilot Free Trade Zone, a premier free trade zone in China. Together, they plan to increase bilateral trade and enhance economic cooperation between UAE and Chinese companies.

The MOU was signed by Wu Xiaohua, Deputy Secretary of the Party Working Committee of the Lingang Special Area Management Committee and Simon Aynsley, Chief Commercial Officer, Gultainer.



GULFTAINER ENTERS INTO DISCUSSIONS WITH HONG KONG ECONOMIC AND TRADE OFFICE



Gultainer was pleased to attend an event hosted by Hong Kong Economic and Trade Office in Dubai, where Gultainer's General Manager - Shipping Lines, Zina Sujith met with the delegation led by the Under Secretary for Transport and Logistics, Mr Liu Chun-San.

During the discussion, she provided an overview of Gultainer's ports on both the eastern and western seaboard, as well as the inland container terminal. Furthermore, she emphasised on the ability to deliver integrated logistics solutions with Momentum Logistics.

GULFTAINER SHARES THOUGHTS ON MAJOR CHALLENGES FOR PORTS AND TERMINAL OPERATORS

Our Chief Commercial Officer, Simon Aynsley, shared his thoughts on major challenges for ports and terminal operators in 2025 in an article in Journal of Commerce by S&P Global.

Simon mentioned - as traditional ports become congested, shipping companies may resort to rerouting cargo to less congested facilities like Gulftainer's Khorfakkan Container Terminal in UAE or Jubail Container Terminal in Saudi Arabia, which offer an alternative gateway, and feeder and land bridging solutions.



GULFTAINER SHARES PERSPECTIVE ON THE MIDDLE EAST CARGO AND PARADIGM SHIFTS CAUSED BY THE INFRASTRUCTURE INVESTMENTS

Our Chief Commercial Officer, Simon Aynsley, shared his perspective on the Middle East cargo and paradigm shifts caused by the infrastructure investments in an interview with Cargo Talk.

Simon mentioned that there is a surge in cargo in the Middle East, particularly with huge infrastructure projects taking place in KSA and Iraq. Located just outside the Straits of Hormuz, Khorfakkan Container Terminal provides customers with the flexibility to navigate potential disruptions and congestion.



GULFTAINER SHARES INSIGHTS ON GROWTH IN MIDDLE EAST AND US MARKETS

Gulftainer's Chief Commercial Officer, Simon Aynsley, shared his insights on expansion plans, niche market strategies, and the future role of rail connectivity with the Logistics Middle East.

He mentioned that Gulftainer has impressive presence in both regional and international markets. The company has successfully positioned itself as an innovative player, strategically navigating global logistics through targeted investments and operational adaptability.



GULFTAINER SHARES INSIGHTS ON “EMERGING TRENDS SHAPING THE FUTURE OF BREAKBULK LOGISTICS”



Gulftainer’s Chief Commercial Officer, Simon Aynsley, shared his insights on the “Emerging Trends Shaping the Future of Breakbulk Logistics” in a blog on - how companies like Gulftainer are leveraging their unique capabilities of breakbulk shipping and technological advancements, to transport critical industrial goods while navigating the complexities of logistics.

INNOVATION AND DIGITISATION

GULFTAINER SHARES INSIGHTS ON AI & DIGITAL DISRUPTION REDEFINING MARITIME AT SHIPTEK CONFERENCE IN DUBAI



Gulftainer’s Director of Information Technology, Vinay Sharma, participated in a panel session on “Riding the waves of change: AI & Digital disruption redefining Maritime” at the ShipTek Conference in Dubai.

The panel discussed the challenges shipping, maritime and terminal companies face in adopting AI-driven technologies, and ways they can overcome these challenges.

CORPORATE SOCIAL RESPONSIBILITY

GULFTAINER AND MOMENTUM LOGISTICS EXHIBITED AT AMERICAN UNIVERSITY OF SHARJAH CAREER FAIR 2025



The company successfully participated at American University of Sharjah (AUS) Career Fair 2025, as a Bronze sponsor. AUS students visited the booth to explore internship opportunities with Gulftainer and Momentum Logistics.

The career fair was held under the patronage of, and inaugurated by H.E. Sheikha Bodour bint Sultan Al Qasimi, President and Chairperson of the Board of Trustees of AUS. This year’s event connected the students with over 900 internship and employment opportunities, offered by 79 companies.

EMIRATES NATURE AND THE WORLD WILDLIFE FUND CONDUCT ON-SITE AWARENESS SESSIONS

Emirates Nature and the World Wildlife Fund (EN-WWF) conducted on-site awareness sessions at our Sharjah Container Terminal.

Four sessions were organised and 52 members of the staff participated in these sessions. The sessions focused on creating awareness about environmental sustainability through interactive activities, such as engaging quizzes and games, followed by open discussions. A friendly competition was held at the end, with the winning employees receiving exclusive EN-WWF merchandise made from sustainable raw materials.



GULFTAINER CELEBRATES THE SPIRIT OF THE COMPANY IN A YEAR-END GATHERING

Gulftainer organised an annual company event, which was a resounding success. The event featured four engaging and entertaining activities that not only promoted camaraderie but also highlighted our diverse talents and teamwork. Winners were announced over an energetic beat of the drums.

Group CEO, Peter Richards addressed the group and shared encouraging words, which made the event even more memorable – “Central to our business philosophy is a commitment to our people, not solely to the bottom line. This annual event serves to recognise and celebrate the dedication, professional growth, and achievements of our employees, while fostering a sense of camaraderie through an enjoyable and memorable experience.”



GULFTAINER ORGANISES ANNUAL STAFF RECOGNITION EVENTS

Gulftainer hosted three annual employee events to celebrate the remarkable hard work and achievements of our team across Khorfakkan Container Terminal, Sharjah Container Terminal and Momentum Logistics.

These events featured an exciting lineup of activities, including competitive games, energising drumming sessions, and delicious food buffets.



GULFTAINER LAUNCHES HEALTH CAMP FOR EMPLOYEES

Human Resources team organised a health camp for employees to promote wellness and enhance productivity in the workplace. Over 700 employees from all Gulftainer Group including participated in the event, which was supported by Bupa Sukoon Insurance and Qatar Insurance Company.

The health camp offered a range of services, including general health check-ups, blood pressure monitoring, fitness assessments. Employee well-being is a priority and wellness programs are an integral part of the company's culture. These initiatives contribute to the health and engagement of the employees, fostering a positive work environment and supporting the overall success of the organisation.



GULFTAINER'S CHIEF COMMERCIAL OFFICER MAKES IT TO THE TOP 20 EXECUTIVE LIST BY LOGISTICS GULF NEWS

Gulftainer's Chief Commercial Officer, Simon Aynsley, was included in the Top 20 list of thriving leaders to watch in 2025 by Logistics Gulf News. This annual 'Thriving 20' edition highlights industry leaders and trailblazers who have demonstrated remarkable innovation, resilience, and impact within the logistics sector over the past year.

Being featured in the Top 20 list, Simon continues to set new benchmarks of excellence while pushing the boundaries of possibility in the ever-evolving world of supply chain and logistics.

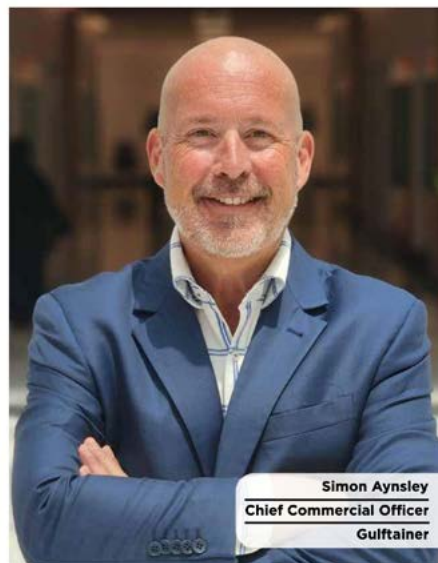
MOBILITY

JANUARY 2025

Simon Aynsley is Chief Commercial Officer at Gulftainer, a fully integrated end-to-end supply chain solutions company which includes a portfolio of ports, terminals, transport and logistics operations across both the Middle East and USA. A dynamic C-suite executive with over 35 years of global leadership experience in shipping, logistics, and supply chain management spanning Australia, New Zealand, Europe, Scandinavia, the Mediterranean, Middle East and Asia, Simon is recognized for his transformative leadership, strategic foresight, and ability to deliver significant organizational growth and operational excellence.

As Chief Commercial Officer at Gulftainer, Simon has played a pivotal role in redefining the company's position in the global logistics market. "The last few years has seen challenging times for the organisation hence the need to re-position the Company". Upon joining in 2022, Simon has spearheaded efforts to recalibrate Gulftainer into a fully integrated, end-to-end supply chain logistics solution with a heightened commercial and entrepreneurial focus, and it's paid dividends with 2024 projected to finish strongly in terms of financial performance.

Simon's commercial leadership has been instrumental in repositioning Gulftainer's brand on the global stage. By leveraging his extensive international



Simon Aynsley
Chief Commercial Officer
Gulftainer

network, he has rekindled new and existing client relationships and secured new strategic partnerships across the container, bulk and PCC sectors both in the Middle East and USA. His commitment to innovation has also contributed to the development of new digital solutions designed to enhance operational efficiency and the customer experience.

Beyond his success at Gulftainer, Simon's career is marked by a series of impactful leadership roles. He previously served as Chief Commercial Officer and Non-Executive Director at Spectainer Pty Ltd, where he was pivotal in commercializing innovative new automated collapsible container solutions and driving sustainable practices in global shipping. Simon also spent 22 years with the CMA CGM Group, more recently as Group Managing Director for CMA CGM & ANL in charge of Australia & New Zealand for 10 years and Managing Director of the United Arab Emirates for 5 years. Simon has overseen operations generating more than USD 15 billion annually achieving consistent growth milestones.

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GULFTAINER SUPPORTS CONSERVATION PROGRAMMES WITH EMIRATES NATURE



Gulftainer's Head of QHSE, Aparna Jayadevan talked about the role Gulftainer plays in supporting conservation programmes and driving impact on the ground with Emirates Nature.

As part of Leaders of Change programme with Emirates Nature, the employees participated in hands-on conservation activities, making a positive impact for nature and biodiversity while also raising awareness about the importance of community participation.



Partnering Progress in Global Trade



1976

Founded in Sharjah



18

Facilities



200+

Tractor Units



300+

Trailers



250,000M²

Warehousing & Yard area



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