

POWER



50

THE MOST INFLUENTIAL EXECUTIVES IN GCC LOGISTICS

The 2019 Logistics Middle East Power 50 has seen a lot of flux over the last 12 months as the shifting nature of the regional logistics and supply chain sector continues to impact the industry.

The singular constant of the Middle East's logistics industry during the past 12 months has been that it is changing rapidly. E-commerce, digitisation, merges and acquisitions and big moves by end-users have all had a major impact. This is reflected in the 2019 edition of the Logistics Middle East Power 50, which ranks executives in the logistics and supply chain sectors not just according to the size of the company they manage, but

according to the influence they have over the regional logistics puzzle.

GCC economies have continued to expand amid a global slowdown as a result of trade wars, Brexit and concerns of a market correction in China. This is the result of wise investment in logistics and transport infrastructure by the government, concerted efforts to diversify, steady progress in streamlining regulation, and strategic development of digital capabilities. The same is expected of the leading logistics companies in the region and the 2019 ranking reflects their success.

1

Sultan Ahmed Bin Sulayem

GROUP CHAIRMAN
& CEO,
DP WORLD



Sultan Bin Sulayem has been group chairman and CEO of DP World since May 2007 and is also chairman of the Ports, Customs & Free Zone Corporation (PCFC). With more than 34 years' experience in the logistics sector, he served as the first chairman of the Jebel Ali Free Zone (JAFZA) when it was founded in 1985 and oversaw its development into the region's leading hub for logistics, which now hosts more than 7,500 businesses including nearly one-hundred Fortune 500 companies.

Bin Sulayem's career spans a wide range of leadership roles in business and government and has been one of Dubai's leading businessmen for more than three decades, having started his career in the customs office at Jebel Ali Port. Bin Sulayem has been appointed to the boards of several leading industry associations and governing bodies, including the Dubai Executive Council, the UAE Federal Tax Authority and Virgin Hyperloop One.

During his tenure at the helm of DP World, Bin Sulayem has successfully led the company's international expansion and business diversification, including the acquisition of the P&O Group for US \$6.8 billion

in March 2006, propelling the company to a leadership position as one of the world's largest port operators and trade enablers. Today, DP World operates 78 marine and inland terminals on six continents and employs more than 45,000 employees in 42 countries.

DP World has pursued a robust program of acquisitions over the last 12 months, diversifying its position in the logistics and supply chain sector, while consolidating its leadership in the maritime field and port operations. On July 24th, DP World signed two preliminary agreements with the Indonesian Maspion Group to create a US\$ 1.2 billion container port and industrial logistics park in East Java.

Virgin Hyperloop One, a company chaired by DP World's Sultan Bin Sulayem, and the only hyperloop company in the world to successfully test its hyperloop technology at scale, announced a development partnership with the Saudi Arabia's Economic City Authority (ECA) on July 22nd to conduct a study to build the world's longest

test and certification hyperloop track. DP World acquired Topaz; a leading international provider of critical marine logistics and solutions to the global energy industry, at an attractive valuation in July 2019,

with the business expected to meet

DP World's returns criteria. In June 2019, DP World entered into a joint agreement to implement the integrated development of Norilsk Nickel; the world leader in the production of palladium and high-quality nickel.

In addition, in April 2019, DP World and industrial engineering specialists; SMS Group, launched a new international JV that aims to change the way that containers are handled in ports. BOXBAY represents a new and intelligent High Bay Storage (HBS) system that will be ready in time for the Dubai Expo 2020 with a pilot project scheduled at Jebel Ali Terminal 4. The design and rack structure of the system creates unique advantages with containers stored up to eleven stories high, delivering the capacity of a conventional terminal in a third of the surface area.



2

Nour Suliman

CEO, DHL EXPRESS
MIDDLE EAST &
NORTH AFRICA



Nour Suliman is the CEO of DHL Express Middle East and North Africa, which controls 50% of the marketshare for TDI (Time Definite International) shipments. In his current capacity as CEO, he oversees DHL's operations across 19 markets and leads a team of 5,300 employees. Suliman has been with DHL for 41 years and has held the position of CEO for the last 9. He joined the company in 1978 as a young courier and has since held multiple positions across divisions and countries while climbing the corporate ladder. He was previously the Country Manager for DHL Express Saudi Arabia where, under his leadership, the office consistently achieved strong performance. He also managed the business in Bahrain for eight years and prior to that held various managerial roles across multiple DHL Express functions and departments including Customer Service, Sales and Marketing, and Commercial, across other regional countries including the UAE and Cairo.

"Since taking over as CEO my main focus has been to steer DHL's regional investment and expansion strategy with

clear targets to strengthen the region's connectivity to the global marketplace," says Suliman. "We've committed over US \$235 million in expanding DHL's facilities and growing reach, capacities and logistical capabilities to enhance transit times and customer service."

In the last 7 years DHL has opened up 4 new multi-million dollar facilities in KSA, 2 in the UAE, 2 in Egypt, 2 in Morocco, and 1 in Jordan, amongst other accomplishments, and it has more in the pipeline for 2020.

"We increased flight frequencies, introduced new routes to the DHL air network, and enhanced DHL's overall air and road capabilities to support the region's shifting economic landscapes and trends," adds Suliman. "We also grew DHL's MENA workforce by over 25% and made talent development a central focal point."

DHL Express' strategic focus and efforts have been very successful ensuring an average 10-12% year-on-year growth in revenues, outperforming the other regions

DHL operates in.

"Much of our focus in 2018 was on strengthening our eCommerce footing," explains Suliman. "We invested in enhancing our air network to better our capabilities, expanded our facilities to accommodate growth and the space needed

for more shipment inflow; we upgraded our MENA airplanes to a uniform fleet of Boeing 767's, added more intra-regional and intercontinental routes, connections and flights to our portfolio, increased rotations into KSA which makes up a major part of our business, and expanded our lanes into Asia to drive in more traffic from countries like Pakistan and India."

DHL Express' most recent milestone is the opening of its newly built US \$30.5 million logistics facility in Dhahran which is DHL's fourth infrastructure investment in KSA in the past 4 years. It also opened the doors to its newest, state-of-the-art logistics facility and country office in Amman at an investment of US\$ 5.8 Million.





Jack Muhs

REGIONAL PRESIDENT, MIDDLE EAST, INDIAN SUBCONTINENT AND AFRICA, FEDEX



As President of the Middle East, Indian Subcontinent and Africa region for FedEx Express, James R. Muhs heads a team of 11,000 members, within a region that covers 45% of the world's population, and is home to 17 of the 25 fastest growing global economies.

With a commitment to provide customers with outstanding service and access to a broad portfolio of transportation, e-commerce, and business services, his team supports the region's immense potential in advancing businesses and growth of the non-oil economy.

Muhs also oversees the ongoing integration of TNT with FedEx Express, which is combining the strengths of the world's largest air express network with the extensive TNT road network, serving the growing cross-border needs of regional economies.

Offering services which meet the needs of the rapidly changing business landscape, Muhs works with his team to deliver more flexibility for last-mile deliveries, and added benefits such as shipment traceability, and online tools to manage customs regulations. He oversees a team

of more than 1,400 in the U.A.E., Bahrain and Kuwait and 11,000 across the Middle East, Indian Subcontinent and Africa (MEISA) region.

As recently announced by IATA, FedEx is again the world's busiest air cargo carrier for the last 12 months, growing 3.8% year-on-year in freight ton kilometres. The 16 weekly flights in and out of the Dubai hub added over the past year support the company's air and ground networks, particularly the connectivity offered through their extensive Middle East Road Network, which connects the UAE directly to Saudi Arabia, Bahrain, Kuwait, Oman, and Jordan.

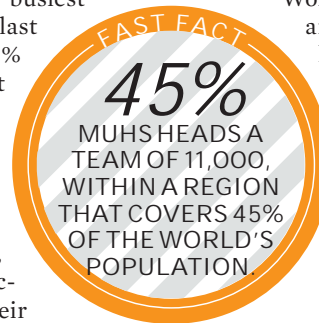
FedEx Express was an early entrant and investor in the UAE. Establishing its airport hub in 1998, Dubai has served as its global gateway for the region, linking Dubai directly with airports in Europe, Asia and the US, connecting the UAE to the FedEx network of more than 220 countries and territories around the world. The

company has 10 facilities in the GCC: 7 in the UAE, 2 in Kuwait, and 1 in Bahrain. In addition, customers can access FedEx services through 14 retail locations: 11 in the UAE, 2 in Kuwait, and 1 in Bahrain.

Working with the government and private sectors, Jack is keen on highlighting the importance of the logistics industry as a key driver of economic performance and diversification, connecting people and possibilities around the world to help businesses prosper and communities flourish.

With FedEx winning multiple awards, including recognition as one of the top places to work for in the UAE and most woman-friendly employer in the UAE, Jack is focused on investing in his team members, the people responsible for driving success not only for their customers, but for the company.

In his 35 years with FedEx, Jack has been a four-time recipient of the FedEx Five Star Award, the company's highest award for individual leadership and contribution.



4

Rami Suleiman

REGIONAL PRESIDENT
FOR THE INDIAN SUB-
CONTINENT, MIDDLE
EAST AND AFRICA
(ISMEA), UPS



As preparations for Expo 2020 Dubai ramp-up, UPS, the Official Logistics Partner, lands in the top four on our ranking for 2019. Rami Suleiman is responsible for overseeing more than 70 high growth markets for a company that moves 3% of the world's GDP every day and employs more than 480,000 people.

He has been CEO since May 2018 and has capitalised on UPS's investments in its network, technology and partnerships to build on the company's footprint in ISMEA, positioning it as a trade enabler within the Middle East to the rest of the world. With nearly three decades dedicated to transformation strategy and logistics industries, Suleiman brings his growth-oriented focus to one of UPS's key international growth markets. Backed by UPS's smart global logistics network that moves 3% of the world's GDP, he is bullish on the growth of customers looking for increasingly sophisticated services needed to seize cross-border opportunities.

"In ISMEA, the anticipated growth associated with Expo 2020 Dubai and the needs of our customers for specialised solutions are creating a remarkable demand for our services," says Suleiman. "For the last 12 months, UPS has expanded our footprint in ISMEA

through private-public partnerships, as well as network flexibility and efficiency to respond to fast changing demand, capturing market opportunities and offering competitiveness to our customers of all sizes."

As part of UPS's commitment to invest strategically in high-growth markets in ISMEA, UPS announced in October 2018 the acquisition of full ownership in its express services unit in India. This investment, along with the opening of two integrated logistics facilities in India in less than 12 months, help Indian businesses, large and small, connect with global markets via the UPS network, particularly Dubai.

In November 2019, UPS Worldwide Express was expanded to 14 new countries in ISMEA. The sweeping expansion of global services also includes later pick-up times, improved time-in-transit and Saturday delivery in seven countries in ISMEA, all part of the company's desire to better connect businesses to its smart global logistics network, while demonstrating the company's strategic focus on international high-growth markets.

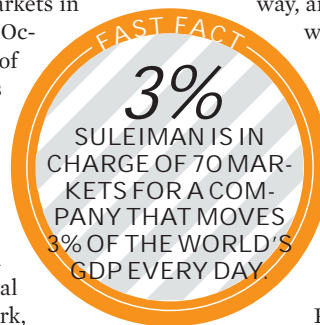
"Additionally, we announced the global expansion of UPS My Choice service, the largest since the service was launched seven years ago, to cover ISMEA," adds Suleiman. "Every UPS My Choice user now has access to e-mail notifications that a delivery is on its

way, an alert the day before delivery with a delivery-window estimate, notification that package is out for delivery, and a notification that delivery is completed."

And just last month, UPS announced that drones are officially joining its fleet with the addition of a new subsidiary, UPS Flight Forward. The company is filing for Part 135 certification from the

U.S. Federal Aviation Administration to allow flight operations beyond line of sight and expects to be the first U.S. drone operation to deploy routine flights.

UPS reported a 2018 revenue of US \$72 billion, up from US \$67 billion in 2017 and international business, to which ISMEA operations contribute, was responsible for 20.1% of total 2018 revenue. It delivers 20.7 million packages and documents daily to more than 220 countries and territories worldwide.



5

**Peter
Richards**

GROUP CEO
GULFTAINER



As the largest independent port operator in the world, Gulftainer stands out as one of the top-ranking companies in its segment and the operator of the second-largest port in the Middle East by TEU throughout. In addition to Khorfakkan Container Terminal (KCT), Gulftainer also operates Sharjah Container Terminal (SCT), and Sharjah Inland Container Depot (SICD) in the UAE, Umm Qasr Port in Iraq, the Port of Tripoli in Lebanon and Northern Container Terminal (NCT) at Jeddah Islamic Port (JIP), Jubail Commercial Port, Jubail Industrial Port and the Port of Yanbu in Saudi Arabia.

The company is led by CEO Peter Richards, a veteran of the Middle East logistics industry, with over 12 years of seagoing experience and 32 years of expertise in the operation and management of ports and container terminals. Richards joined Gulftainer's headquarters in the UAE in 1987. He has served as General Manager, Operations Manager, Terminal Manager and Operations Superintendent with the company. Peter is currently an Executive Board Member of Gulftainer, CEO of Gulftainer Group and CEO of Gulftainer's US arm, GT USA.

He oversees a workforce of more than 3,000

and a global container volume throughput of over five million TEUs. Gulftainer's CAGR from 2012 to 2017 was 14%, which far exceeds global growth levels of 2.8%.

Notably, Richards has been highly instrumental in expanding Gulftainer's global footprint to Europe, and the Americas, in addition to securing consultancy contracts regionally. In 2014, he took the reins to drive the company's expansion plan into the USA, and subsequently led successful negotiations to secure concessions for the Canaveral Cargo Terminal, Florida and more recently, for the Port of Wilmington in Delaware – making Gulftainer the only Middle Eastern port operator with a presence in North America.

The long-term development of the company both in the UAE and all group offices around the globe remains a primary development target for Richards. The company's business model, which is aligned with the UN Global Compact principles, is constantly being tested to ensure the sustainability of the company's future growth.

Under Richards' guidance, work within the company continues to identify innovative ways to future develop the company by pursuing new solutions within the technology sphere, Internet of Things, Blockchain etc. that could drive the

future development of not only Gulftainer, but also the ports and logistics industry.

Gulftainer expanded its services portfolio in the UAE during 2018, with the unveiling of the Sharjah Port of Trade (S.P.O.T) services, an innovative and strategic sea cargo clearance offering. Promising unparalleled connectivity between Sharjah and Dubai, S.P.O.T services can be availed at the crossroads of the E311 highway and Maliha Road. S.P.O.T offers the fastest transit times and lowest service costs to deliver cargo north of Al Barsha area, as well as end-to-end connectivity across the UAE.

In addition to the service at KCT, Gulftainer started two new direct services at Sharjah's premier gateway terminal, Sharjah Container Terminal (SCT). The first, the M.V. Port Klang, is one of the fastest services between the Indian subcontinent and the UAE from Sunmarine Shipping Services, while the second links the emirate with upper Gulf countries in partnership with the M.V. MAG Pearl from MAG Container Lines (MCL) - marking the port operator's third new service within the first quarter of 2019. Gulftainer's Iraq Container Terminal (ICT) at Umm Qasr Port in southern Iraq also achieved two million TEUs in container volume since Gulftainer started its management of the facility in 2010.



Tarek Sultan
 VICE CHAIRMAN
 & CEO
 AGILITY



Agility has more than 26,000 employees and over 500 offices in 100 countries and in 2018 increased its annual profit by 18.4% compared to the year before. Revenue for the year reached US \$5.1-billion, an increase of 10.2%.

Tarek Sultan has been the CEO and vice chairman of Agility since 1997, spearheading the company's expansion from a local Kuwaiti warehousing company into a global business that has been designated a "3PL Industry Leader" by Gartner and a "Global Challenger" by the Boston Consulting Group.

Agility is a leading supply chain company and one of the top logistics providers in the Middle East. It sponsors the annual Agility Emerging Markets Logistics Index, a detailed analysis of 45 leading emerging markets ranked by their logistics potential, along with a survey of supply chain professionals.

Sultan is bullish about Africa and has invested in industrial infrastructure, supporting logistics networks, helping governments

“ AT AGILITY, WE ARE CURRENTLY REENGINEERING OUR BUSINESS SO THAT TECHNOLOGY IS REALLY AT ITS CORE- A KEY DRIVER OF EFFICIENCY AND IMPROVED SERVICE LEVELS”

FAST FACT
\$5.1BN
 AGILITY'S REVENUE FOR THE YEAR REACHED US \$5.1-BILLION, AN INCREASE OF 10.2%.

modernise customs and enhance trade revenue, working with oil and gas customers on complex project logistics, and offering airport services to improve the flow of passengers and traffic.

Agility has created more than 2,000 local jobs in Africa, and is growing fast.

Sultan is also an advocate for trade liberalization. He is a passionate supporter of simplifying cross-border trade in order to spur growth, for big, medium and small companies in emerging markets. Sultan also firmly believes that investing in technology is the best way for a business to thrive.

“At Agility, we are currently reengineering our business so that technology is really at its core – a key driver of efficiency and improved service levels,” he says. “Technology will help us carve out a unique niche for our company and effect radical change in our business processes – one that will be difficult for the SME logistics sector to emulate because of the invest-

ment levels required.”

In 2018, Agility committed to invest \$100 million over three years to launch Shipa.com, a digital logistics platform that lets businesses, entrepreneurs and consumers manage their freight, e-commerce, and urban deliveries online.

Agility has also established a ventures group to partner with supply chains that are reshaping the future of logistics. For example, Agility is working closely with Homoola, a Saudi startup that facilitates ease of transactions between shippers and carriers.

Agility unified its industrial real estate business under a new brand, Agility Logistics Parks (ALP), at the end of 2018. Agility Logistics Parks is one of the largest private owners and developers of warehousing and light industrial parks in the Middle East, Africa and South Asia. It has inaugurated a new office in Duqm, Oman, expanding storage, freight forwarding, custom brokerage, road and transportation and project and heavy lift capabilities.

7

**Baheej
Biqawi**CEO, ALMAJDOUIE
LOGISTICS
COMPANY

Almajdouie Logistics Company owns and operates more than 2-million square metres of warehousing and terminal facilities across the GCC, including covered and open yards, and handled 14.6-million metric tonnes of cargo in 2018. With its head office in Dammam and regional offices in Bahrain, Dubai, Abu Dhabi, Kuwait, Oman, South Korea, and Japan, as well as seven more across KSA, it employs 4,000 people and is the largest logistics player in the kingdom.

Almajdouie Logistics Company is headed by Baheej Biqawi who has been with the company for 16 years, four of which he has spent as the CEO. During this time, he has made horizontal and vertical changes to its services, expanded its geographical reach, and increased its operational presence.

The last 12 months have been busy for the company, with a range of expansion projects and new business units announced. Some of the highlights include, launching Almajdouie Logistics – GEFCO, the first integrated finished vehicle logistics company in Saudi Arabia, launching mlcGO – an independent digital platform for on-demand trucking and e-commerce

customers, and being appointed as the official handling agent for the state-of-the-art Eastern Gateway Bonded Zone, a new state-of-the-art multi-model, multi-user, temperature-controlled, bonded storage & customs clearance gateway.

“In 2018, we renewed most of our ongoing contracts, including a new 5-year agreement with Yanpet that will see us expand the scope of our activities, providing both inbound and outbound logistics services,” says Biqawi.

“Under the new contract, we will be responsible for product handling and transportation. This includes conducting silo to container operations, maintaining silo levels and packaging lines, direct loading of trucks and bulk containers, warehousing, and container stuffing. In addition, we will lead a safety programme centered on Yanpet’s Safety, Security, Health and Environmental Management (SHEM) requirements and Gulf SQAS standards,” he adds.

The petrochemical industry continues

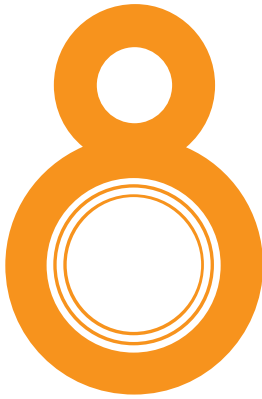
to be major business area for Almajdouie, where it has ongoing contracts with Aramco, SABIC, Natpet, Ibn Zahr, Saudi Kayan, Al Waha, Petrokemya, Maaden, Chemanol, and PetroRabigh.



Furthermore, its joint venture, Almajdouie De Rijke Logistics (Mdr), continues to manage logistics operations in Sadara and Yansab in KSA.

Almajdouie was also recently awarded a project with Orpic in Oman to manage their product supply chain for four years (extendable for another four years). “We will be responsible for inbound logistics at the LIWA plant, planning and executing the discharge of product silos, including packaging, stuffing, storage, and gate operation,” says Biqawi.

“We will also be responsible for maintaining the packaging lines and providing all necessary equipment to handle products. Furthermore, we will provide our operations expertise to implement a logistics management system that integrates all transactions into a common platform.”



Mohamed Juma Al Shamisi

CEO, ABU DHABI
PORTS



Abu Dhabi Ports is a master developer and manager of ports and industrial zones in Abu Dhabi. It manages eleven commercial, logistics, community and leisure reports, including its flagship deep-water Khalifa Port. It is also developing Kizad (Khalifa Industrial Zone Abu Dhabi), which is located adjacent to Khalifa Port and serves a range of logistics and manufacturing investors and is destined to grow into one of the world's largest industrial zones.

The company employs 800 people in Abu Dhabi and has positioned itself as a core vertebrae in the backbone of the regional logistics industry. Kizad has attracted more than 500 investors and AED 65 billion in investment across multiple sectors, including metals, polymers, oil and gas, automotive, food, energy and logistics since it was launched in 2010.

The China-UAE Industrial Capacity Cooperation Demonstration Zone Project, established in the Khalifa Industrial Zone Abu Dhabi (KIZAD) with Jiangsu Provincial Overseas Cooperation and Investment Company (JOCIC) has attracted more than 20 Chinese companies since it was officially launched in 2018 with investments of more

THE CHINA-UAE INDUSTRIAL CAPACITY COOPERATION DEMONSTRATION ZONE, ESTABLISHED IN KHALIFA INDUSTRIAL ZONE ABU DHABI (KIZAD) HAS ATTRACTED MORE THAN 20 COMPANIES SINCE IT WAS LAUNCHED IN 2018 WITH INVESTMENTS OF MORE THAN AED 6.2 BILLION

than AED 6.2 billion.

Abu Dhabi Ports and COSCO Shipping Ports Limited opened CSP Abu Dhabi Port Container Terminal (COSCO) in 2018, thus positioning Abu Dhabi as the regional hub for COSCO's global network of 36 ports and further connecting the emirate to the major trade hubs along the Belt and Road Initiative (BRI).

The deepwater, semi-automated container terminal includes the largest Container Freight Station (CFS) in the Middle East, covering 275,000 square metres.

The facility offers facilities for full and partial bonded container shipments, the full range of container packing services,

short-term warehousing for de-consolidated cargo as well as easy connectivity with container terminals in Khalifa Port.

The terminal is also the first international green-field subsidiary of COSCO SHIPPING Ports, a subsidiary of China COSCO Shipping, the largest integrated shipping enterprise in the world. CSP has so far invested

Dh1.1 billion in capital expenditure on construction and machinery at the terminal.

The partnership with COSCO shipping ports is part of a five-year strategy by Abu Dhabi Ports aimed at strengthening the maritime sector in Abu Dhabi and driving economic diversification, in line with Abu Dhabi Economic Vision 2030.



9

Nabil Sultan

DIVISIONAL
SENIOR VICE
PRESIDENT,
CARGO, EMIRATES
SKYCARGO



Emirates SkyCargo is the largest International cargo airline in the world (measured by FTKM). During the Financial Year 2018/19, Emirates SkyCargo carried close to 2.7 million tonnes of cargo aboard 269 aircraft including 12 freighters. This includes a wide variety of cargo from lifesaving medicines, fresh fruits, vegetables, seafood and meat to heavy engineering equipment, spare parts for industries including aviation, shipping, oil & gas and personal cargo including pets and cars. During that same period it hit revenues of more than US \$3.6-billion.

Emirates SkyCargo operates to a global network of over 155 cities across six continents including 15 cargo only destinations and the world's largest GDP certified multi-airport hub for the transport of pharmaceuticals at Dubai International, where a 24/7 bonded trucking system connecting DXB and DWC airports allows a smooth and rapid connection for cargo transferring between passenger and freighter aircraft.

The cargo division of Emirates is headed by Nabil Sultan whose career spans more than 28 years in commercial operation

roles within Emirates. Educated in the United States, Nabil holds a Bachelors Degree in Computer Science and Management Information Systems from the University of Portland, Oregon, USA. He began his career with Emirates in 1990 in the IT department, and two years later joined the company's management training programme within the Commercial operations department.

Between 1995 and 2008, Nabil gained extensive commercial experience at Emirates, working in various management and leadership roles both within and outside the U.A.E, heading commercial operation as Vice President for both the UK & then India for more than 8 years after which he moved back to UAE as a Senior Vice President for Commercial Operations West Asia, followed by Senior Vice President, Commercial Operations Gulf, Middle East, and then Senior Vice-President, Commercial Operations for Europe & CIS.

In 2009, he was promoted to Divisional Senior Vice President, Revenue Optimisa-

tion and Distribution for the Airline. In June 2013, he was appointed to his current position, as Divisional Senior Vice President, SkyCargo (the freight division of Emirates Airline). In 2019, Emirates

SkyCargo launched a new purpose

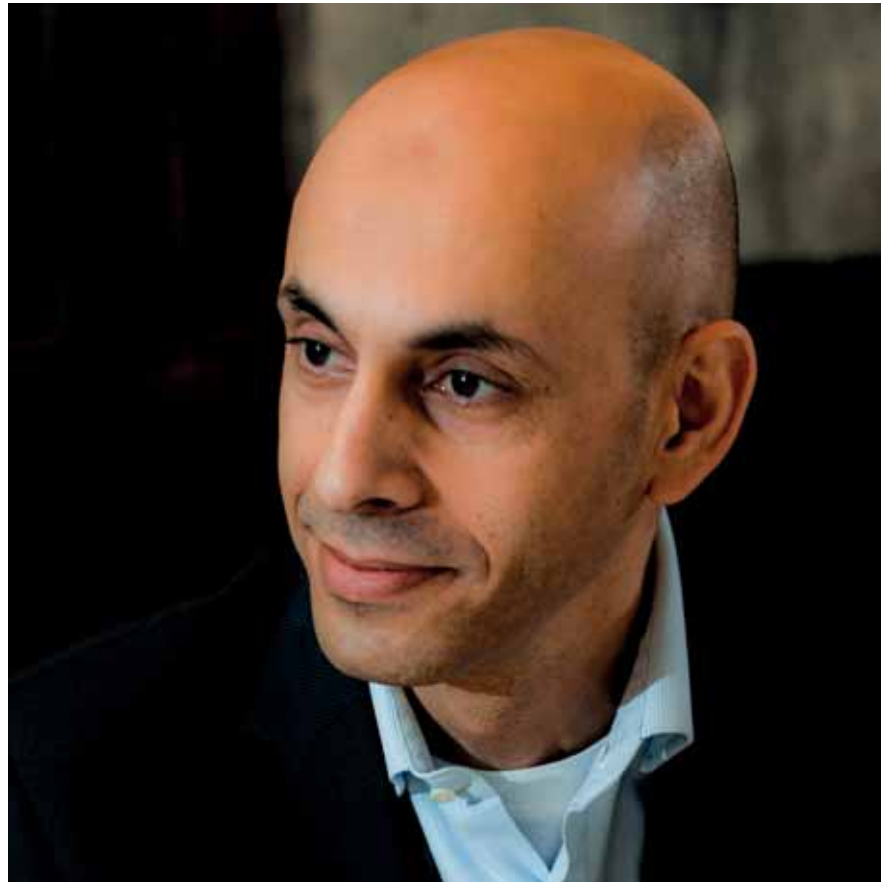
built facility in Chicago airport dedicated for pharma. The facility is spread over 1,000 sq. metres, with scope for additional expansion and provides comprehensive protection for pharma cargo through temperature controlled zones for acceptance and delivery, pharma cargo build up and

break down, storage and direct ramp access. Developed in partnership with ground handling company Maestro, the facility has a capacity of 15,000 tonnes of pharma shipments per annum.

The cargo airline also executed several historic transports including transporting the first piano to have arrived in Australia back to its home in England, flying a 2000 year old statue weighing close to 2 tonnes between Pakistan and Switzerland and flying cars for the Gumball Rally.



10

**Bashar
Obeid**CEO
ARAMEX

Aramex is an international express, mail delivery and logistics services company based in Dubai, UAE, from which it manages a network of 40 independent express companies and 13,800 employees in 54 countries. It is the first Arab-based company to be listed on the NASDAQ stock exchange, and has been headed up by Bashar Obeid since 2017, when he was appointed CEO. Obeid played a major role in the development and growth of Aramex since as early as 1993. In January this year, the company acquired Saudi Arabia-based company, Saudi TAL, for approximately \$80 million. In December 2018, it announced the launch of a crowd-based delivery platform, Aramex Fleet, in Saudi Arabia. The programme aims to offer Saudi nationals employment opportunities in flexible last mile delivery work.

The acquisition of Saudi Tal based in Riyadh for \$80 million (AED 293.6m) opens more avenues of growth in the kingdom, which is the biggest market for Aramex in the Middle East. The company, the first from the Arab world to list on

“THROUGHOUT 2018, WE CONTINUED TO INVEST IN CREATING A LEANER, MORE EFFICIENT BUSINESS AND TRANSFORMING OUR OVERALL OPERATIONS. THIS WORK HAS PAID OFF AND ULTIMATELY EXPANDED BOTH OUR TOP AND BOTTOM LINE WHILE SIGNIFICANTLY UPGRADING OUR SERVICE LEVEL TO OUR CUSTOMERS.”

the Nasdaq before delisting to go private and later listing on the Dubai Financial Market, is seeking growth opportunities as it realigns its portfolio subsidiaries.

“Our acquisition of Saudi Tal supports Saudi Arabia’s Vision 2030, which aims to encourage private sector investment to diversify the economy,” said Bashar Obeid, chief executive of Aramex. “This acquisition is also in line with our strategy to have leaner and more efficient operations in all markets we operate, and will allow us to focus on upgrading last-mile

delivery through innovative solutions, which will ultimately result in an enhanced customer experience.”

In 2018, Aramex’s net profit increased by 13 percent to AED 492.6 million (\$134.11 million), while full-year revenue increased by 8 percent to AED 5.086 billion (\$1.38 billion). “Throughout 2018, we continued to invest in creating a leaner, more efficient business and transforming our overall operations. This work has paid off and ultimately expanded both our top and bottom line while significantly upgrading our service level to our customers,” said Bashar Obeid, CEO, Aramex.

FAST FACT
**AED 5
BN**
IN 2018, ARAMEX'S
REVENUE IN-
CREASED BY 8% TO
AED 5.086 BILLION.

11

**Abdullah
Aldubaikhi**CEO
BAHRI

From starting its operations in 1978 with just four multi-purpose vessels, Bahri has emerged as a global leader in the transportation and logistics industry. Over the last few years, in particular, Bahri has firmly reinforced its credentials as an industry leader by becoming the world's largest owner and operator of VLCCs with over 40 vessels and a total fleet of over 90.

In 2018, Bahri reported revenue of US \$1.6-billion across its 11 subsidiaries and sister companies, which include National Chemical Carriers Company, the largest chemical shipping organization in the Middle East, and International Maritime Industries Company, which is developing the largest shipyard in the region in partnership with Saudi Aramco and Lamprell.

"Through our strategic agreements and joint ventures with industry leaders, including Saudi Aramco, SABIC, ARASCO, Bolloré, and Bunge, we are creating new vision, opportunities and possibilities for the industry," says Aldubaikhi. "The establishment of a new shipyard for the offshore sector at Ras Al-Khair Industrial City in the Kingdom – our joint venture with Saudi Aramco, Lamprell, and Hyundai Heavy Industries – is one such example."



12

**Abdulla
Mohamed Shadid**MANAGING DIRECTOR,
CARGO AND LOGISTICS
SERVICES, ETIHAD

Etihad Cargo is the air freight arm of Etihad Airways. The airline's freighter fleet operates a network of 22 destinations from Abu Dhabi aboard 5 Boeing 777F aircraft, but also includes bellyhold freighter capacity across Etihad's more than 80 destinations aboard its 100+ strong passenger fleet. The cargo arm of the airline saw revenues in excess of US \$1-billion in 2018.

"Joining the company in March 2018, my key priority was to implement a major metamorphosis to transform Etihad Cargo into a more sustainable and agile business," says Shadid. "Introducing new ideas while utilising Etihad Cargo's existing strengths, my main goal was to deliver a better value proposition to our partners and clients."

According to Shadid, the airline has achieved this through investing in digitalization, streamlining freighter operations, and launching new products and services to better serve different air freight verticals.

Etihad Cargo has now migrated to "an entirely integrated technology platform. The digital transformation has enabled us to not only provide our customers with



a platform that seamlessly manages all their air cargo needs, but also improve the company's own efficiencies and increase capabilities in terms of tracking and reporting," says Shadid.

"We also revitalised our freighter network trade lanes, focusing on key profitable routes and abolishing cost-prohibitive lanes," he adds. "We have also introduced capacity into key profitable markets such as China, India, Vietnam and Spain."

13

**Eugene A.
Mayne**

GROUP CEO
TRISTAR



Eugene A. Mayne founded Tristar in 1998 when he saw the regional need for greater road safety. “In the UAE it was a challenge to get a professional transporter to move bulk petroleum products in a safe and reliable manner,” he explains. Tristar was therefore established with the aim of building a fuel logistics business that would provide safety in operations as its USP.

Today, Tristar has set global standards and industry benchmarks on safe road transport operations in the 20 countries where it operates. With an annual turnover of US \$500-million and a staff count of 2,000, Mayne has grown the company into one of the largest integrated liquid logistics firms in the Middle East.

The road transport business has been complimented with a wide-range of best-in-class warehousing and lubricant distribution centers, and the group has partnered with Kuwait-based Agility in 2003, which is one of the world’s leading providers of integrated logistics services. It also diversified into turnkey fuel supply operations, fuel farm and chemical terminal management, ship owning and chartering business, lubricants distribution, and commercial aviation fuel services.

Tristar has exponentially grown into a fully integrated liquid logistics solutions provider in the Middle East with a fleet of more than 1,500 commercial vehicles including trucks, trailers road tankers and 25 chemical, oil and gas vessels globally mostly with Oil Majors with presence in 20 countries and territories spread across the Middle East, Africa, Asia, the Pacific and the Americas.

During the last 12 months the company has signed contracts for six new build 25,000 MT DWT, IMO Type 2 Oil and Chemical Tankers with South Korea’s premier shipbuilder, Hyundai Mipo Dockyard. The vessels will be delivered starting 2020 and will be time chartered to oil major Shell.

It also signed a Joint Venture with the Stevens Group based in the Netherlands in forming Tristar Hazmat FZCO in Jebel Al Free Zone which will provide logistics and supply chain management and distribution of hazardous goods and substances throughout the Middle East.

“The JV brings together the diverse footprint and established network of the Tristar Group in the logistics and supply chain management across the Middle East providing the Stevens Group with a unique opportunity to deploy its specialized ser-

vices and expertise in the storage, handling and distribution of all classes of hazardous material,” says Mayne.

The group also operates a JV in Saudi Arabia, United Stars, which last year signed two agreements with SABIC to transport MTBE (methyl tertiary-butyl ether), Caustic Soda and other chemicals from the SABIC plants in Jubail in the Eastern Province to SABIC customers inside the Kingdom, Gulf Cooperating Council (GCC) and Jordan.

United Stars will also transport gases such LIN, CO₂ and Argon from Jubail and Yanbu in the Western Province to different SABIC customers in the Kingdom and GCC using specialized gas tanks.

Tristar has also been contracted by Saudi Industrial Gas Co. Ltd. (SIGAS) to transport Liquid Nitrogen and Liquid Co₂ from Dammam to different locations in the Kingdom, specifically to remote oil and gas rigs. The group expanded in the United States when it acquired the 300,000 barrel Canal Crude Oil Terminal in Louisiana. Moreover, it acquired the Shell Chemicals terminal in JAFZA, which has a capacity of 5,505 CBM that will be expanded to 15,000 CBM.

14

Gary Chapman

PRESIDENT, DNATA

Dnata is the on-the-ground backbone of the air freight industry in the UAE and much of the wider Middle East. The group saw revenues in excess of US\$3.2-billion in 2018, while handling 727,000 tonnes of cargo at Dubai International and Al Maktoum International in Dubai. Gary Chapman, who has been part of the organization for more than 30 years, leads a team of 12,300 employees active in airport operations, including ground handling, air freight handling and catering, to travel.

During 2018, dnata strengthened its position in the freight forwarding industry by acquiring Dubai Express, Freightworks LLC and a 51% stake in Bolloré Logistics LLC, UAE which operates in 106 countries.

“Last year, we focused on realigning our business to address customer demands, both above and below the wing,” says Chapman. “We launched a hotline for customer feedback and issues management, manned by a team that works collaboratively with key airport stakeholders. Using Net Promoter Score as a key performance measure of our customer relationships helped us foster employee and customer engagement.”



15

Mark Geilenkirchen

CEO, SOHAR PORT AND FREEZONE

SOHAR Freezone hosts a multitude of companies not only from Oman but also from the GCC, the Indian sub-continent, Asia and Europe. Since its initiation, SOHAR has witnessed consistent growth, setting new records in vessels calls and cargo throughput.

Furthermore, an agreement for the development of the first phase of SOHAR Port South was signed with Dredging International NV, earlier this year.

This project saw the addition of 50 hectares of land in the first phase with a further 200 hectares to be added in the subsequent phase. The additional land area will be assigned almost exclusively for oil and gas-related investments including an LNG bunkering facility by Total.

As a result, this will considerably boost the capability of SOHAR to handle greater volumes of cargo traffic and simultaneously create new and sustainable job opportunities. Furthermore, the SOHAR Port South development will lead to a rise in trade flows to Oman, encouraging shipping lines to make more direct calls to the Port and thus open the doors for a larger group of potential customers in the coming years.



16

Fredrik Nyström

GROUP VICE PRESIDENT, MIDDLE EAST, GAC

Nyström is responsible for all GAC’s shipping and logistics activities in the Middle East region, with 38 offices in 9 countries and more than 3,000 employees. GAC is headquartered in Dubai and has witnessed a remarkable increase in its warehousing footprint across the region in the last 12 months, in-

cluding a AED 100 million contract logistics facility at Dubai South, the largest and most sophisticated in the company’s history. It has also opened new warehouses in Bahrain, Khalifa Industrial Zone Abu Dhabi (KIZAD) and Hamriyah.

“GAC has invested significantly in our contract logistics infrastructure in recent years. We inaugurated our Dubai South contract logistics facility in November 2018 and in May this year announced the appointment of Total Solar to install solar panels at both the Dubai South and GAC Logistics Park contract logistics facilities,” says Nyström. “We have also opened a warehouse and open yard in Khalifa Industrial Zone Abu Dhabi (KIZAD), strategically located next to Khalifa Port between Abu Dhabi and Dubai.”

GAC has been awarded several noteworthy, new logistics contracts throughout the region including a multi-year agreement with Lagardère Travel Retail. It was also appointed to provide logistics support for the Special Olympics World Games Abu Dhabi 2019, the world’s largest sports and humanitarian event this year.

17

Madhav Kurup

REGIONAL CEO
MIDDLE EAST & SOUTH ASIA
HELLMANN WORLD-
WIDE LOGISTICS

Madhav Kurup has been with Hellmann for more than ten years, during which he has had a formidable impact on the logistics industry. Since taking over the company's Middle East and South Asian operations, he has also continued in setting new industry standards.

“When I took over Hellmann Middle East region, the company was going through its most difficult period since its inception in the Middle East, which coincided with the 2008 financial crisis. During the last ten years we have consolidated our market leadership in strategic verticals and continued to transform the company through innovation in the areas of our strategic industries and technology with our people and our customers at the forefront,” says Madhav.

He has made the company one of the most successful players in the Middle East, transforming it from a transactional forwarder to a fully integrated solutions provider with market leadership in Automotive, Healthcare, Fashion, Perishable, Chemical and FMCG logistics within the Middle East and South Asia region.



Hellmann presently employs more than 2,500 employees in the region, as well as having three vertical specialised joint ventures in the UAE and a new specialised JV in Sri Lanka (started in 2018).

Hellmann has also recently established an e-commerce division that has the ability to provide fully integrated solutions in the region. Hellmann also expanded its chemical joint venture in

the UAE, and has grown its warehousing activities in KSA and South Asia, where it specialises in fashion logistics, with Dubai being a strategic Sea/Air Hub. Madhav has continued to achieve growth in key sectors despite the difficult market conditions. Regional revenues for 2018 were US \$486-million, with 120,000 TEU of freight cargo handled and 80,000 metric tons of air freight.

18

Erwin Wittemaier

PRESIDENT, MIDDLE EAST & AFRICA, KUEHNE + NAGEL

Erwin Wittemaier joined Kuehne + Nagel as president and regional manager for the Middle East & Africa three years ago, but has more than 24 years' experience with the company and in the logistics industry. He was president and regional manager for Eastern Europe prior to this appointment and says that growing Kuehne + Nagel's market share within the Middle East and African countries is a top priority going forward. He leads a team of 2,000 people in the Middle East alone.

The group's EMEA operations saw gross profit last year in excess of US \$7.1-billion and in the GCC region the company operates 10 distribution centres in Dubai, Abu Dhabi, Bahrain, Doha, Muscat, Riyadh and Jeddah.

The group globally is to ocean freight what FedEx is to air freight, and is a leading 3PL and freight forwarder for pharmaceuticals in the Middle East.

Kuehne + Nagel UAE opened its new warehouse extension in the Logistics District of Dubai South in March last year, boosting its pharma capabilities in the region.

The inauguration coincided with Kuehne + Nagel's 40-year anniversary since establishing operations in the UAE, ten years after it launched its phase one warehouse expansion in Dubai South.

The new warehouse is intended to serve aerospace and other high-tech industries, but will enable Kuehne + Nagel to further grow its pharmaceutical operations in line with international guidelines in governance, risk and compliance standards, as the extension allows more capacity in the existing Phase 2 warehouse to be utilised for pharma logistics.

19

Michael Carstensen

MANAGING DIRECTOR, UAE, DSV PANALPINA

With its acquisition by DSV this year, the fifth-largest freight forwarder in the world, Panalpina has rocketed up the Power List to the top 20 in the region, as the combined organization forms the fourth-largest logistics company in the world. DSV Panalpina is a logistics goliath globally across a number of sectors with a combined 3 million TEU Air & Sea division, more than 1.5 million tons of airfreight annually and a US \$17-billion annual revenue.

Michael Carstensen, managing director for the UAE, started as a trainee in 1985 with DSV and has grown through positions like operational manager, sea freight manager and general manager into managing director in South East Asia, Indian Sub-Continent (where DSV India was established as a greenfield project), regional manager of the Africa sub-continent and North Africa, and finally MD for the UAE, where DSV opened its first office in 2007.



20

Khalid Al Shirawi

CEO, GLOBAL SHIPPING & LOGISTICS

Khalid Al Shirawi is the founder and CEO of UAE-based Global Shipping & Logistics. He leads a team of more than 700 working with more than 100 international brands that rely on GSL for their end-to-end logistics management including freight and clearance, warehousing, co-packing,

transport and distribution.

Global Shipping & Logistics (GSL) recently entered the pharma logistics space after four decades of operations in the FMCG and frozen-foods verticals and is now the only 3PL in the UAE with an on-shore Pharma license.

"Our business has grown and flourished based on our ability to maintain the highest standards of quality across all our services and operations. Many customers in the current market are looking for an advantage in today's challenging market, and our ability to continuously improve and eliminate waste in the processes creates competitive advantages for our clients," says Al Shirawi.



21

**Abhishekh
A. Shah**

CEO & CO-FOUNDER
RSA GLOBAL

Abhishekh Ajay Shah played a key role in establishing RSA in Dubai ten years ago. Since then the company has expanded into key logistics verticals across the region and is now one of the largest logistics service providers of its kind in the Middle East. Shah leads a team of 550 in the Middle East, with additional staff working in offices around the world.

In the last 12 months the company has acquired Meesan Logistics in India, a renowned and privately-owned logistics enterprise headquartered in Delhi with office in five cities across the country, and set up the company's first China branch in Hong Kong.

This joins offices in India, Kenya and the UAE. RSA Global provides logistics services for chemical majors through RSA-Talke, and in 2018 it established eCommerce capabilities and launched RSA National's terminal facility at Al Maktoum Airport.



22

**Raman
Kumar**

MANAGING
DIRECTOR,
AL FUTTAIM
LOGISTICS

With more than 1,000 employees and distribution centers across five cities in the GCC, Al Futtaim is one of the largest logistics providers in the region. Led by Raman Kumar, who has more than 34 years of experience in the industry, it is the number one leader in finished vehicle logistics and has expanded in Oman, KSA and Sri Lanka over the last year.

In the last year it has launched or expanded its Exhibitions & Events Logistics, Energy Logistics, Beakbulk & Project Logistics, Food & Beverages Logistics, and most recently Healthcare Logistics operations.



23

Oliver Klingbeil

MANAGING DIRECTOR, SA TALKE

Oliver Klingbeil is managing director of Saudi Arabia's S.A. TALKE, a joint venture company between the TALKE group from Germany, the SISCO group from Jeddah (Western Province) and the Al-Jabir group from Jubail (Eastern Province). He was appointed to the position 7 years ago and has been with the company for more than 15 years. More than 1,207 expert logisticians and 66 additional support staff are based in the region. SA Talke's primary Middle East markets are Saudi Arabia, the UAE and Oman.



24

Karl-Heinz Emberger

CEO, MIDDLE EAST & AFRICA, DB SCHENKER

DB Schenker is one of the fastest growing logistics service providers in the Middle East and Africa region, expanding its Contract Logistics footprint across the region to 200,000 square meters in the last five years. DB Schenker is positioning itself and expanding its infrastructure for the further supply of retail and industry to the Gulf.

The most recent proof was the groundbreaking ceremony for a second logistics center in Dubai in April 2018. The 35,000 square meter facility is located adjacent Al Maktoum International with easy access to Jebel Ali Port.

DB Schenker moves more than 100,000 tonnes of consumer and retail goods into the UAE alone every month, and also has contract logistics operations with major industrial organization in the region. The company plans to have 80,000sqm of warehousing in the UAE by 2021. DB Schenker is advancing freight management in Dubai by offering electronic shipment documentation for all freight into Dubai.

As of 2018, shipping documentation can be electronically for import and customs processes in Dubai, eliminating the need for submission of the physical shipping paperwork from overseas.

"The new e-freight option will increase efficiency and speed in cargo import processes for our customers," says Lal Premarathne, General Manager of Schenker LLC. "In addition, we are able to improve security and control over documentation, keeping full visibility of the documents at all times".

The initiative has been approved by Dubai customs authority. DB Schenker continues to innovate and improve supply chain and logistics processes for its customers in the region.

25

Ali Khalifa Bin Beyat

CEO, ALLIED TRANSPORT

Allied Transport was established in the UAE in 1972. Strategically located in Dubai South, the logistics hub, ATC specialized in land freight transportation and the haulage of various types of cargo, with an integrated management system. The company operates more than 250,000 freight trips

per year with a fleet of 1,000 trucks and 2,800 trailers, and is a key land transportation partner for Emirates SkyCargo.

The CEO Ali Khalifa Bin Beyat has ensured that ATC uses the most advanced equipment and technology to maintain its high standards. In April 2016, ATC became the first transportation company in the UAE to achieve TAPA TSR 2014 level 3 certification, and recently upgraded to TAPA TSR 2017.



Specialist areas include container transportation, retail distribution, auto driveway services, dedicated trucking, temperature-controlled cargo, project and pharma cargo, and moving pharma cargo and moving dangerous goods.

26

Phillipe LortalCEO, MIDDLE EAST
& SOUTH ASIA,
BOLLORE
LOGISTICS

Phillipe Lortal has been CEO for the region at Bollore Logistics since 2013. In the UAE market alone he leads a team of 128 people that has increased company revenues for the year from AED169-million in 2016 to AED 199-million in 2017. The company has 23,000sqm of warehousing in Dubai South & North.

Bolloré Logistics is present in 10 countries in the region (including Jordan, Lebanon, Qatar, Saudi Arabia, Sultanate of Oman and United Arab Emirates) and it has agents in Bahrein, Iraq, Kuwait, Syria and Yemen with more than 900 people employed in the Middle East.

They work across 44 regional offices in freezones, airports and sea ports in the GCC.



27

Richard BellMANAGING DIRECTOR,
RHS LOGISTICS

RHS Logistics' parent company, Rais Hassan Saadi was founded in 1910 and ranks amongst the leading commercial enterprises in Dubai. The core business is shipping and freight-related services and its logistics arm RHS Logistics owns and operates 160,000sqm of warehousing across DAFZA, Jebel Ali and Dubai South.

Recently, the company has begun to diversify to offer specialized services for various logistics verticals, such as pharmaceuticals. A joint venture Tripharma Logistics was launched in March, 2018.

"I believe the opportunity for pharmaceutical logistics in Dubai is at the most advanced level that I've seen in 20 years," says Richard Bell, managing director, RHS Logistics. "Our new services for the pharmaceutical sector will be provided through a three way partnership between RHS Logistics, a leading 3PL in the region and our partners from Italy Columbus and Montalti and we feel that with their professional expertise, backed by our local knowledge, we'll be able to truly enhance pharmaceutical logistics in the region."

Bell whose leadership at the enterprise



has spanned 20 years since its regional 3PL division inception in 1998, is committed to infrastructure and technology development on every level to sufficiently reflect global industry trajectory.

28

**Shadi
Malak**
CEO,
ETIHAD RAIL

Etihad Rail was established in June 2009 under Federal Law No. 2, with the mandate to manage the development, construction and operation of the UAE's national freight and passenger railway network. The railway network will link the principal centres of population and industry of the UAE, and will form a vital part of the planned GCC railway network across the GCC.

It has successfully completed Stage One of the network spanning 264 km, transporting sulfur from sources at Shah and Habshan to the export point at Ruwais. Stage Two links the United Arab Emirates and Saudi Arabia from Fujairah to Ghuwaifat through Mussafah, Khalifa Port and Jebel Ali Port.

Built to international standards, Etihad Rail's state-of-the-art network will span approximately 1,200 km, acting as a catalyst for economic growth and sustained social development. Upon completion, the railway will redefine logistics and transport in the region, providing a modern, safe, efficient and sustainable mode of transport that will connect all regions of the UAE to its neighbouring GCC countries. For Stage 2 alone of the network, Etihad Rail is investing more than US \$4.4-billion in the local logistics industry.



29

**Fuat
Adoran**
EXECUTIVE VICE
PRESIDENT, BAMECA
CLUSTER, CEVA
LOGISTICS



CEVA Logistics is one of the largest non-asset-based supply chain management companies in the world, and employs more than 42,000 in 17 regional clusters globally. In the

UAE alone it has approximately 350 employees and operates in 5 site locations across the country. It provides logistics services across a number of economic verticals.

30

Mohammed Mohebi

FOUNDER & CEO,
MOHEBI LOGISTICS

Mohammed Mohebi is one of the UAE's most dynamic young business leaders. Since establishing Mohebi Logistics in 2007, he has been the driving force behind its growth, making it a leading name in the region's logistics sector. He formed a number of joint ventures, resulting in the establishment of Mohebi Martin Brower Logistics (MMBL), the supply chain manager to all McDonald's restaurants in U.A.E, Kuwait, Bahrain, Qatar and Oman and STI Middle East. MMBL provides air and sea freight management services for large volumes of cargo including all McDonald's restaurants in the Gulf region and its Dubai South facility handles more than 100,000 pallet positions worth of goods a year for Nestle Middle East.



31

Mustapha Kawam

PRESIDENT & CEO,
GLOBE EXPRESS

Mustapha Kawam was appointed president and CEO of Globe Express Services (GES) four years ago. He joined the company in 1995 as a sales representative and has played an instrumental role in the establishment of GES Kuwait and further expansion of the company's presence within the Gulf region.

He oversaw the opening of the industrial warehouse and accompanying office in Jebel Ali Free Zone (Jafza). In 2017 he grew revenue to more than US \$74-million and is now focusing on expanding the company's school bus transport business.



32

Vinod Jayan

MANAGING DIRECTOR,
IKEA UAE,
EGYPT AND OMAN

IKEA may be a home furnishing and accessories retailer and not a logistics company or traditional 3PL, but it operates its own supply chain in the Middle East market and is one of the largest logistics players in the region because of it. It's Dubai South warehouse is one of the largest

distribution centres in the region, the size of 20 football fields. It boasts 100,000 square metres of storage space, is operated by 200 people, and serves Ikea's seven Gulf Cooperation Council stores in Dubai, Abu Dhabi, Doha, Riyadh, Jeddah, Dhahran and Kuwait City. It is to flatpack furniture what DHL is to express logistics.



33

**Ralph
Huehnermann**

MANAGING DIRECTOR,
GEBRÜDER WEISS' UAE

Ralph Huehnermann has been managing director of Gebrüder Weiss' UAE operations since 2019, although his time in the logistics industry dates back 20 years. Gebrüder Weiss meanwhile, looks back on a history of more than half a millennium in logistics. It was founded in 1473 as a freight forwarder, but has since grown into one of the largest integrated logistics firms in the world, with offices in 150 countries. From an early stage, Gebrüder Weiss has recognized that strong specialist divisions in addition to operational units are crucial to be efficient and sustainable at a global level.

As such, in addition to land & sea and air freight transport solutions, it also provides a full range of logistics solutions, from warehouse management, supply chain management and procurement to ecommerce and IT solutions. The group has an annual turnover of more than 1.5-billion euros, employs more than 7,000 people and handles more than 12.7-million shipments per year across a logistics infrastructure

that includes 3,500 trucks and more than 626,000 square metres of warehousing. Gebrüder Weiss has distribution centres in Dubai and Abu Dhabi in the UAE.

The logistics company opened a fifth location with four new employees in the Emirate of Abu Dhabi in 2017; this branch offers customs clearance in addition to air and sea freight.

The location on the Arabian Peninsula complements the existing branch in Dubai.

"Due to their ideal geographic locations and structural conditions, both Emirates have established themselves as hubs for international air and sea freight traffic and are continuing to grow" the company said at the time.

"We are developing the Gebrüder Weiss brand even more extensively throughout the world and positioning ourselves as a globally operating full-service logistics company. The expansion of our international network of locations at the present time is a logical step for us," says Heinz Senger-Weiss, Air & Sea Board Member at Gebrüder Weiss.

34

**Farooq
Shaikh**

CEO
LOGIPOINT -
LOGISTICS ENABLED



The ambitious journey of LogiPoint began in 1999 when it built the kingdom's first and largest Bonded and Re-Export Zone (BRZ) in Jeddah Islamic Port, a 1 million square meter logistics hub on reclaimed land.

Over the next 20 years, LogiPoint transformed the Saudi maritime and supply chain landscape into a world class integrated logistics infrastructure, as it introduced bonded warehousing and

storage, value-added services and cross-border solutions, faster customs clearance, transparency and accountability in operations, and logistics parks and zones beyond JIP to the mix.

It operates a total land area of 1.78 million sqm; 347,600 sqm of warehouse area; 70,000 sqm of truck parking area; 6,400 sqm of residential area; 747,000 sqm of total open yard; 38,800 sqm of commercial area and 11,800 sqm of truck service area.

35

Ronaldo Mouchawar

VICE PRESIDENT,
AMAZON MENA

Ronaldo Mouchawar is a giant of the Middle East retail industry, having been listed in our sister publication *Arabian Business*'s 100 Most Powerful Arabs list in 2018, and he makes our Logistics Middle East Power 50 list because of the huge influence that SOUQ (now Amazon.ae) has had on the e-commerce and last mile logistics sectors in the region.

Amazon kicked off its first ever Middle East website (www.amazon.ae) in May 2019 after the acquisition and rebranding of SOUQ.com, which Mouchawar founded in 2005.

After inception, Mouchawar oversaw the expansion of the e-commerce company to the Kingdom of Saudi Arabia and Egypt. His entrepreneurial talent soon made SOUQ.com the largest online retail and marketplace platform in the Middle East. With his innovative spirit and agile business perspective SOUQ.com soon became the first choice for online shopping for millions of customers.

Mouchawar has more than 15 years of experience in technology and business management. He started his career as a Technical and Systems Consultant with EDS in the US, and before starting SOUQ.com, he spearheaded a consulting company that managed numerous web and e-commerce projects in the Arab world.



With a family background in trading, combined with a passion for innovation and technology, Mouchawar was inspired to start, develop and lead the e-commerce market in this region. As keen to set high goals for himself and his team in his career as he did as a basketball player, he is an inspiration to young entrepreneurs looking to blaze their own trail and is passionate about creating jobs for Arabs and recruiting like-minded entrepreneurs to join his growing team.

36

Deepak Khushalani

FOUNDER & MANAGING DIRECTOR,
PREMIER LOGISTICS

Deepak Khushalani leads one of the fast-growing logistics start-ups in the region, with staff spread across the region as well as India and China within just a few years of launching. The company began operations in the UAE in 2016 with just 3 staff and has grown into an organisation of 55 having 24,000 sqm's of warehousing space, (split between 10,000 of Racked area & 14,000 sqm's of bulk space) and additionally an open yard footprint of 25,000 sqm's.

In the past 12 months Premier have established various verticals within the organization. The successful establishment of a Finished Vehicles Logistics (FVL) division in collaboration with a leading Vehicle Distributor in the Middle East, right from collecting the cars from the factory, shipping, customs clearance at Jebel Ali Port, completing individual car check list, transport to the yard in Dubai Logistics City and then final delivery to the showroom has been a very successful end to end solution that has been implemented.

Moreover, it has also developed an



in-house Value-Added Services (VAS) department currently catering to over 70 brands within the Middle East, providing services such as Co-packing, Shrink wrapping, Labelling, Barcoding, Repackaging and much more. Due to the rapid expansion of the business, it has managed to secure multiple contracts for Project Logistics Services such as Lashing and Crating for bulk items. These include heavy machinery, cars, vans and other heavy vehicles.

37

Kishore Lakhani

CHAIRMAN, INDU MARITIME & LOGISTICS

Kishore Lakhani is chairman at Indu Maritime & Logistics, the warehousing and logistics arm of InduGroup. InduMaritime & Logistics specialises in a comprehensive range of supply chain and logistics solutions. Indu owns and operated multiple warehousing facilities serving international manufacturers, distributors and retailers from general, chemical, FMCG, textiles, automotive, electronics and oil & gas industries.

In 2017, Indu Maritime formed the Hellmann Indu Chemical (HIC) joint-venture with Hellmann Worldwide Logistics. This Chemical JV is intended to be a one stop destination for chemical supply chain solutions. The Joint Venture is an umbrella to three facilities, accounting for a total of 20,000 pallet positions. This has leveraged Indu Maritime's more than 1-million sq ft of warehousing space in the Jebel Ali Free Zone.



38

Faraz Khalid

CEO NOON.COM

Faraz Khalid started fashion e-commerce firm Namshi in 2011 and grew it into one of the most successful online players in the region. Now, he is leading Noon.com to do just that. The online platform which operates in the UAE and Saudi is set for expansion into Egypt.

The e-com platform operates its own logistics in the region, with three fulfilment centres in the GCC, and 12 distribution centres, as well as a fleet of delivery vehicles. Overseeing the several hundred strong logistics team is CEO Faraz Khalid. With an MBA from The Wharton School, Faraz Khalid played an instrumental role in the success of Namshi, which was launched in 2012, and built the region's largest fashion catalog with over 700 international brands.



39

David Stockton

MD AND CEO DULSCO

DulSCO is one of the most well-known names in the industrial sector, in fact it is the largest provider of waste management services in the region, collecting and disposing of waste for more than 3,500 companies. Recently, the firm completed

a thorough rebranding from top to bottom, which was overseen by the firm's managing director and CEO David Stockton who joined DulSCO from G4S UAE more than two year ago where he held a similar position. The primary reason, Stockton says, for the rebranding was to give the firm a fresh impetus in a bid to spark a conversation with existing and new clients.



40

Georges P Schorderet

CEO
AL MARAI

Georges P Schorderet has been with Almarai for 15 years and served as the CEO from February 2015. He oversees a company that owns 200,000 cows globally and is the world's largest vertically integrated dairy company, controlling its own logistics in Saudi Arabia and the UAE. Almarai has commissioned Swisslog to automate its distribution logistics for its operations in Al Kharj, south of Riyadh. The project is part of a strategic reorientation of its logistics operations. Almarai plans to achieve additional competitive advantages by optimising and significantly accelerating its logistics processes.

Intertek, a leading Total Quality Assurance provider to industries worldwide, has awarded Almarai Company, Middle East's leading food and beverage manufacturer and distributor, the ISO 9001:2015 certification for Quality Management Systems. As one of the world's largest dairy companies and the world's largest vertically integrated producer, Almarai controls all facets of the production process from crop production and dairy farming to manufacturing, processing and packing.

The vertical integration requires Almarai's stringent quality standards to be met at every stage of the production, and the Quality Management Systems to be put in place across all operations. The group's influence on the regional supply chain is exemplified by its contract with Schoeller Allibert, whereby the Material handling specialists' custom-designed alternative to limited life packaging reduces packaging costs by up to 90% on a per-trip basis.

41

Michael Jorgensen

ACTING CEO
OMAN SHIPPING
COMPANY

Michael Jorgensen was appointed acting CEO of Oman Shipping Company in January this year following the departure of Tarik Al Junaidi. Oman Shipping Company is on a rampant growth trajectory growing from 2 to 50 ships in the last 14 years. In January, Jorgensen ordered two more eco-friendly newbuild VLCCs.



42

Jens Romer Sode

REGIONAL VICE-PRESIDENT,
EUROPE, MIDDLE EAST & AF-
RICA, APL LOGISTICS

Jens Romer Sode was appointed as Regional Vice President, Europe, Middle East and Africa in March 2018. Based in Hamburg, he is responsible for the company's business in mainland Europe, Middle East and Africa through its offices in Germany, Neth-

erlands, United Kingdom, Turkey, UAE and Egypt. APL has offices at both Dubai Airport Freezone and Jebel Ali Freezone. Prior to joining APL Logistics, Jens' professional experience ranged from CEO at Damco Benelux to various positions within the A.P. Møller-Maersk Group. Jens holds a FMBA in Administration & Management from Columbia Business School, a

Masters of Business Administration degree from Copenhagen Business School and an executive leadership education from INSEAD.

APL recently established APL Logistics Oman as a joint venture with Arab Global Logistics. APL Logistics is the go-to global supply chain specialist for companies in the consumer, industrial, and retail sectors. The new joint venture company is backed by APL Logistics' deep logistics expertise and global execution experience and has its head office in Muscat.

دائرة النقل
DEPARTMENT OF TRANSPORT



UNITED ARAB EMIRATES
MINISTRY OF INFRASTRUCTURE
DEVELOPMENT



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René Kofod-Olsen

CEO
TOPAZ ENERGY AND
MARINE

DP World acquired Topaz from Oman's Renaissance Services and Standard Chartered's private equity arm for an enterprise value of US \$1.08 billion (Dh3.96bn) in July. "DP World recognises the success we have achieved and wants us to continue to deliver that going forward. Testament to this success, are our results for the first half of 2019," said René Kofod-Olsen, chief executive of Topaz Energy and Marine.

"The acquisition concludes our journey to deliver the right solution for our current shareholders, combined with a strong future capital structure for the company, creating the necessary liquidity to provide Topaz with a sustainable future," he added. The company's first-half net income also surged to US \$42m from a US \$4m loss recorded at the end of first six months of 2018. Revenues jumped 56 per cent year-on-year to US \$235m.

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Morten Kirch

REGIONAL MAN-
AGER, MIDDLE
EAST & AFRICA, SSI
SCHAEFFER

Morten Kirch is regional manager for SSI Schaeffer. He is in charge of the automation department and covers the GCC and African areas. With more than 15 years' experience in the field, Kirch comes with sound knowledge in efficient planning, designing and organising of warehouses. SSI Schaeffer entered the Middle East market in 2007 with a showroom and regional head office in Dubai.

The company provides products and systems for intra-company material flows and waste engineering across six market sectors and 70 operative companies and more than 10 production facilities worldwide. SSI Schaeffer offers solutions for warehousing and automation across fashion, food and beverage and retail to industry, healthcare and wholesale.



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Walid Daniel

CEO
SPAN

Walid Daniel, with more than 35 years' experience in the regional logistics industry, oversees a company that has executed over a hundred projects in the last 12 months in the region. Four of these can be classified as mega projects. These 4 projects are distributed across different countries, and consist of over 120,000 square meters including over 2,500 linear meters of mobile shelving & an excess of 190,000 pallet locations. The group has also executed several strategic and complex projects across the region and Africa that included different levels of automation ranging from advanced IT & smart picking solutions to fully automated facilities.



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Alain Kaddoum

GENERAL MAN-
AGER, SWISSLOG
MIDDLE EAST

Alain Kaddoum has been in charge of Swisslog's regional operations for almost two years, and in that time has secured a number of high-profile contracts for the logistics solutions and automation systems specialist. Swisslog has almost completed implementation of the Mai Dubai and Almarai local projects and completed several AutoStore projects, and late last year launched ItemPiQ in the region, a ground-breaking new automated picking solution. Through these achievements the local head count has doubled.

"We see plenty of opportunity in the retail, F&B and e-commerce sectors," says Kaddoum. "These sectors are booming."



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Miroslav Kafedzhiev

VICE PRESIDENT AND GENERAL MANAGER OF HONEYWELL SAFETY AND PRODUCTIVITY SOLUTIONS FOR THE MIDDLE EAST, RUSSIA, TURKEY AND AFRICA (MERTA)

Honeywell has been serving customers in the Middle East for more than 60 years and continues to introduce technologies to facilitate further growth and development. Miroslav is a key contributor to the company's mission to bring the very best solutions to customers, and is responsible for spearheading the SPS efforts of double-digit sustained growth in the MERTA Region. His aim is to create a One Honeywell mind-set and approach in the company's interaction with stakeholders, strengthening the company's position as a global leader in development and deployment of safety and productivity solutions for the retail, transportation, logistics and manufacturing industries.

With decades of experience in the industry, Miroslav also oversees the development and retention of Honeywell's key talent across the region. He is passionate about enabling the regional industry's evolution through Honeywell technology and solutions, helping it become more efficient, error-free, and profitable.



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Mohamed Hassan

VICE PRESIDENT OF FLYDUBAI CARGO

Launched in 2011, flydubai Cargo is the air freight division of the UAE's leading budget carrier, offering cargo capacity in bellyhold across its fleet of more than 50 Boeing 737 passenger aircraft. flydubai Cargo has grown its freight network to cover points across the world from Hong Kong to Bangladesh and the UK. Last year the airline launched animal transportation across its network, and added Italy as a destination. flydubai Cargo has built a network that, due to interline agreements with other airlines and its partnership with Emirates SkyCargo, offers its services to more than 300 destinations globally, allowing the transportation of a variety of goods from Dubai across Africa, CIS, Central Asia, Europe, the GCC, the Middle East, Russia, and the USA.

"Since we began our operations in 2012, we have been focused on offering customers consistent and efficient cargo solutions and we are delighted that we will now be able to offer live animal transportation," says Mohamed Hassan, vice president of flydubai Cargo. flydubai Cargo continues to innovate and last year it became the first airline to complete a proof of concept using blockchain technology in the airfreight industry. In addition, the airline only uses electronic Air Waybills (e-AWB).



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Aniyan Kutty

FOUNDER & CEO, CLARION SHIPPING & LOGISTICS

Clarion Shipping & Logistics was founded in 1996 by Aniyan Kutty. It owns the single largest storage facility at the Jebel Ali Free Zone in Dubai, the UAE. The integrated logistics solutions company has offices across the GCC, Africa and Asia and was acquired by Apollo Logistics, a subsidiary of Indian logistic provider Apollo International in 2014 for AED 109-million.

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Abdulla Abdul Rahman Muhammad Al Mheiri

CO-FOUNDER AND CEO, AXL LOGISTICS

Al Mheiri became an entrepreneur early on running a business at age 23 back in March 2013. He received a Degree from Dubai Entrepreneurship Academy and held several jobs in Dubai, including H.H Sheikh Majid Bin Mohammed's Private office as a Project Manager before becoming co-founder at AXL. Under Abdulla's leadership, AXL has opened 6 branches in Dubai and Abu Dhabi.