Our Vision

To Lead the Future of World Trade

<table>
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<tr>
<th>Our Purpose</th>
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<tr>
<td><strong>Add Value</strong></td>
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<tr>
<td>To deliver exceptional customer service and build lasting partnerships through global excellence and local know how.</td>
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<td><strong>Think Ahead</strong></td>
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<td>To foresee change and innovate to create the most efficient, safe and profitable trade solutions.</td>
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<tr>
<td><strong>Build a Legacy</strong></td>
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<td>To ensure everything we do leaves long-term benefits for the world we live in.</td>
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Our Values

Courage
We challenge, innovate and dare to be great. We embrace change and have the courage to do things differently.

Respect
We believe in respect for all. We welcome and value a wide-range of opinions and ideas.

Intelligence
We are in tune with global risks and opportunities. We provide a learning environment to help our people reach their full potential.

Pride
We take pride in being a responsible global citizen. Together we make a positive difference to our world and our future.

Our team of over 36,000 people is truly global, made up of more than 90 nationalities.
Our Business Model

DP World is a leading enabler of global trade and an integral part of the supply chain.

How we add value
• Marine and Inland Trade Infrastructure and Services
  • Marine Terminals
  • Inland Terminals
  • Maritime Services
  • Trade Solutions
  • Logistics and Ancillary Services
• Smart Trade Solutions

How we lead our business
• Customer focus and operational excellence
• Governance and Risk Management
• People and Culture
• Sustainability
Our Global Network

AUSTRALIA & AMERICAS
- Argentina
- Australia
- Brazil
- Canada
- Dominican Republic
- Peru
- Suriname

MIDDLE EAST, EUROPE & AFRICA
- Algeria
- Belgium
- Djibouti
- Egypt
- France
- Germany
- Mozambique
- Netherlands
- Romania
- Saudi Arabia
- Senegal
- Spain
- Turkey
- UAE
- UK

ASIA PACIFIC & INDIAN SUBCONTINENT
- China
- Hong Kong
- India
- Indonesia
- Pakistan
- Philippines
- South Korea
- Thailand
- Vietnam
Marine Terminals

DP World is a leading enabler of global trade and an integral part of the supply chain. We operate multiple yet related businesses – from marine and inland terminals, maritime services, logistics and ancillary services to technology-driven trade solutions.

We have a portfolio of 77 operating marine and inland terminals supported by over 50 related businesses in 40 countries across six continents with a significant presence in both high-growth and mature markets. We aim to be essential to the bright future of global trade, ensuring everything we do has a long-lasting positive impact on economies and society.

Our dedicated team of over 37,000 employees from 110 countries cultivates long-standing relationships with governments, shipping lines, importers and exporters, communities, and many other important constituents of the global supply chain, to add value and provide quality services today and tomorrow.

Container handling is the company’s core business and generates more than three quarters of its revenue. In 2015, DP World handled 61.7 million TEU (twenty-foot equivalent units) across our portfolio. With its committed pipeline of developments and expansions, the current gross capacity of 79.6 million TEU is expected to rise to more than 100 million TEU by 2020, in line with market demand.

By thinking ahead, foreseeing change and innovating we aim to create the most productive, efficient and safe trade solutions globally.

(1) As of April 2016
DP World is one of the **LARGEST** **MARINE TERMINAL OPERATORS** in the world

**15** Terminal development projects completed over the last 5 years

**70** Marine and inland terminals

**1600** Cranes

**31** Countries

**150,000+** Containers a day

**36,000** People

We serve around **70,000** Vessels a year

- or nearly **190** vessels a day
South Asia Container Port Industry

SOUTH ASIA – TOP TEN TERMINAL OWING/OPERATING COMPANIES

Market Split of 2014 by equity throughput

DP World
- Operating 22% of the region’s total container port capacity & handling 4.5 million TEUs, DP World remains the largest player in South Asia

Review of industry in 2014
- The Subcontinent region accounts for 20.8 million TEUs in container trade (FY 2015)
- 32.8 million TEU capacity
- Utilisation rate of 63.5%

Industry Forecasts 2014-2019
- Container volumes expected average annual growth of 5.5% vs. expected average annual capacity growth of 8.0%
- Volumes expected to reach 27 million TEU by 2019

All data from Drewry Maritime Research's Global Container Terminal Operators Annual Report 2015
Presence in the Subcontinent

- **Qasim International Container Terminal** - 1993
  - Quay: 1327 Meters
  - Capacity: 1.2 million TEUs

- **Mundra International Container Terminal** - 2003
  - Quay: 632 Meters
  - Capacity: 1.2 million TEUs

- **Nhava Sheva International Container Terminal** - 1997
  - Quay: 600 Meters
  - Capacity: 1.2 million TEUs

- **Nhava Sheva (India) Gateway Terminal** - 2013
  - Quay: 330 Meters
  - Capacity: 0.8 million TEUs

- **India Gateway Terminal** - 2011
  - Quay: 600 Meters
  - Capacity: 0.9 million TEUs

- **Chennai Container Terminal** - 2001
  - Quay: 885 Meters
  - Capacity: 0.8 million TEUs

- **Visakha Container Terminal** - 2002
  - Quay: 450 Meters
  - Capacity: 0.7 million TEUs
  - Expansion Planned: 0.6 million TEU

- **Container Rail Road Services** - 2007
  - Container Trains: 7
Timeline

- From 1993 DPW has consistently expanded its footprint in the Subcontinent
- First privatized container terminal in India - Nhava Sheva at JNPT Mumbai, Maharashtra
- Setting new benchmarks for Container Terminal Operations
- In 2011 Cochin ICTT was commissioned
- In 2015, commenced partial operations from 330m project at JNPT
Setting the Benchmarks

**Operations**

- Setting new benchmarks for all round productivity in container terminal business
- Establishing state of the art facilities at par with International standards
- Driving volumes in excess of terminal capacity to facilitate growth in capacity constrained Ports
- “On Time/Committed Turnaround” of vessels & reducing transit times
- Implementation of new generation Electric Rubber Tyre Gantries (E-RTG).
- “Zero Harm” culture across all the Terminal

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<th>Indicators</th>
<th>Globally Best</th>
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<tr>
<td>Vessel Turnaround Time</td>
<td>24 hours</td>
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<td>Berth Waiting Time</td>
<td>Zero</td>
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<tr>
<td>Gross Crane Productivity</td>
<td>30 moves per crane hour</td>
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<tr>
<td>Truck Turnaround Time</td>
<td>Under 60 mins</td>
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<tr>
<td>Import Dwell Time</td>
<td>22 hours</td>
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Setting the Benchmarks

Technology and Automation

Bridging the gap of technology within Port Community Systems through **IT enabled processes** – EDI, E – form 13, E-payments, mobile apps etc.

“Gate Automation”

Implementation of technology to automate and **remotely operate Quay cranes at NSIGT**. This state of the art technology is a first in India and will substantially improve operational efficiencies, safety and data quality.

Implemented a path breaking technology of the new **‘Smart Gate’** at NSICT to ensure seamless movement of cargo through the terminal gates.

Implementation of DP World developed **Intelligent Terminal Operating System (TOS) ZODIAC** to facilitate the ease of doing business and enhances the efficiency of the terminal operations covering real-time execution with planned resources in effective manner with smart controls.

Introduction of the **Optical Character Recognition Technology (OCR)** technology at NSIGT - a first in India for a gate operations to ensure a faster gate turn around for trucks and at the same time facilitate higher visibility of cargo movement to enable Customs and CISF to perform due diligence in a more efficient and safe manner.
Beyond the Gates

DP World Intermodal – Container Rail Road Services

- As a part of this strategy to help its customers to streamline their supply chains, DP World has been granted a ‘Category 1’ License by the Indian Railways to own and operate container trains on all India basis for an initial period of 20 years.
- Can carry both EXIM and Domestic container traffic.
- Runs 7 trains from strategic hinterland points in north India to the major gateway ports on the west coast.

MICT CFS

- Strategically located 500 m from the terminal to support all forms of Agricultural and Mineral cargoes which are a huge portion of Gujarat Exports all need major CFS support. Natural Gateway for Rajasthan cargo.
- The CFS must be in a position to offer SCALE with the growth of the market – MICT CFS is the largest CFS in the Port of Mundra.
Beyond the Gates

NLC Container Terminal
• The only terminal in Pakistan that provides customers with the option to clear shipments at port vis a vis an off dock container terminal ‘NLCCT’ in the heart of the city just 2kms away from Karachi port.
• Movement of import cargo to ‘NLCCT’ within 48 hrs after discharging from vessel calling at DP World Karachi.
• Reefer Handling Facility available at NLCCT for Import / Export Cargoes.

DP World Lahore
• Strategically located to support the Punjab and North West Frontier Province markets. (The hinterland accounts for close to 65% of Pakistan trade)
• Signed an agreement in 2008 with Pakistan Railways to develop an Inland Container Depot (ICD) at Prem Nagar Railway Station 22 km away from Lahore city. Inaugurated in January 2011.
Highlights

DP world hosted **MSC Cristina** at its newly opened Nhava Sheva (India) Gateway Terminal.

**MSC Cristina** of length 366 metres is the longest Container vessel to have called at any Indian port.

NSIGT is the only terminal at JN port to have the essential state of the art facilities to receive such large size vessels.
Pride in Security, Quality and Welfare

**DP WORLD HAS BEEN AT THE FOREFRONT OF ENSURING THE HIGHEST STANDARDS OF SECURITY AT ITS TERMINALS AND FOLLOWS STRINGENT INTERNATIONAL PROCEDURES**

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<tr>
<th>Certification</th>
<th>CT –PAT</th>
<th>ISO 9001</th>
<th>ISO 14001</th>
<th>OHSAS 18001</th>
<th>ISO 27001</th>
<th>ISO 28000</th>
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Our World, Our Future

Our World, Our Future is our global programme to bring sustainability into every aspect of our work.

**Environment**
- **MINIMISE IMPACT** on our environment by better managing natural resources and emissions.

**People**
- **INVEST IN OUR PEOPLE** by embracing diversity, encouraging personal development and providing them with the tools to drive change.

**Safety**
- **STRIVE FOR ZERO HARM AT WORK** to ensure the safety of our people and surrounding communities.

**Society**
- **BUILD A VIBRANT, SECURE AND RESILIENT SOCIETY** through strategic investment in the issues that affect our people and our industry.
It’s in our DNA
Contact Us

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Thank you