



DP WORLD

CREATING A SENSE OF URGENCY





THE NEXT MAJOR SUPPLY CHAIN DISRUPTION?

JUST A MATTER OF TIME!



DP WORLD



THE WORLD IS CHANGING IN MANY DIFFERENT WAYS

and is not just about the VUCA

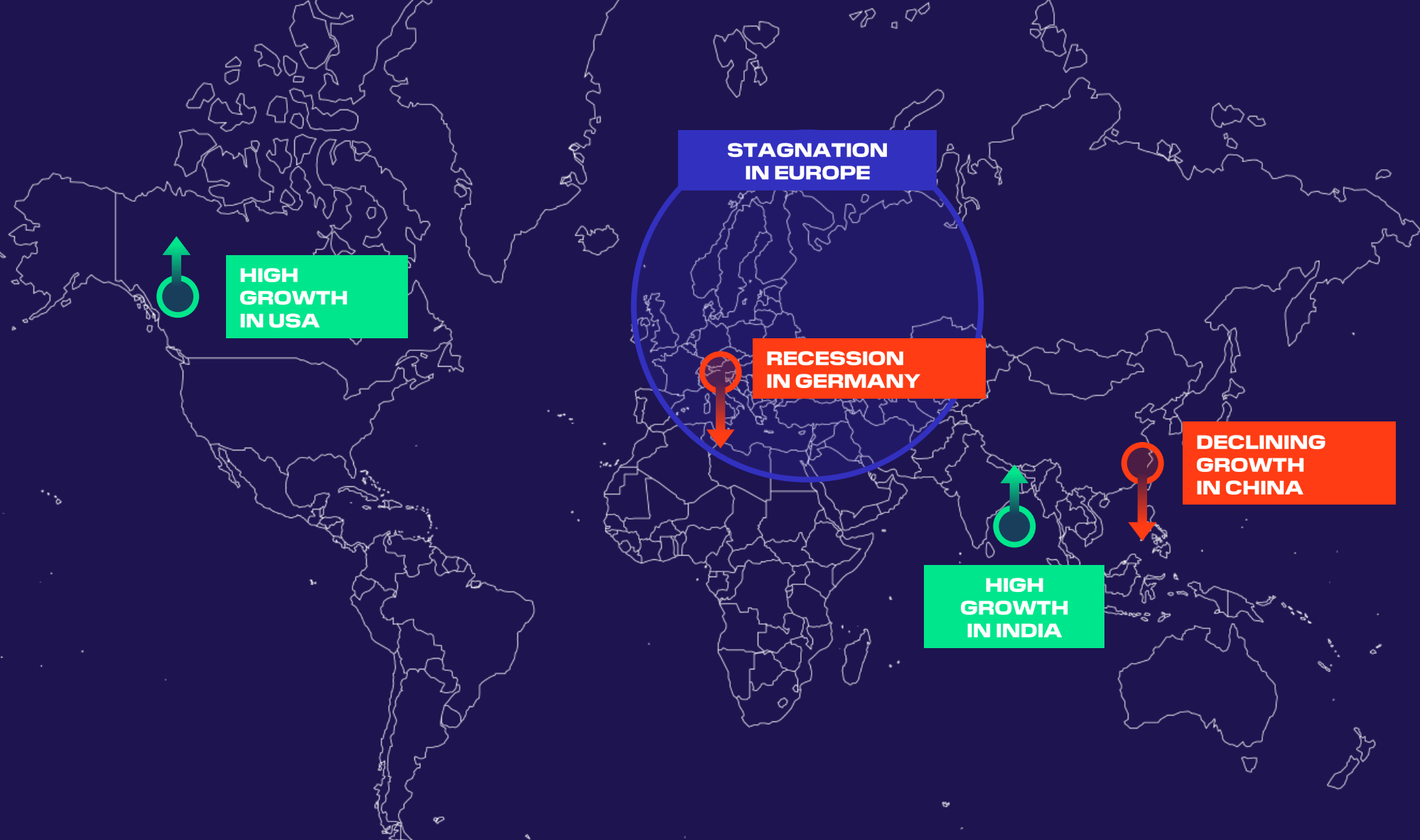


DP WORLD

GEOPOLITICAL

RISKS

FRAGMENTATION OF GLOBAL GROWTH





ECONOMIC

UNCERTAINTIES

DISRUPTIVE DISRUPTIONS DISRUPTING



CUSTOMER



amazon

DEMANDS



DP WORLD

**ARE YOU PREPARED
FOR THIS KIND OF
CHALLENGE?**



DP WORLD



I'M

KAI OLSCHNER

VP OF E2E SOLUTIONS

OUR GLOBAL PRESENCE

APAC & INDIA
\$2.1BN

\$6.4BN
Ports & Terminals

AMERICAS &
AUSTRALIA
\$2.8BN

\$3.9BN
Marine Services

MIDDLE EAST,
EUROPE & AFRICA
\$13.2BN

\$7.9BN
Logistics



c. 10%
OF WORLD TRADE MOVES
THROUGH DP WORLD



86+
COUNTRIES



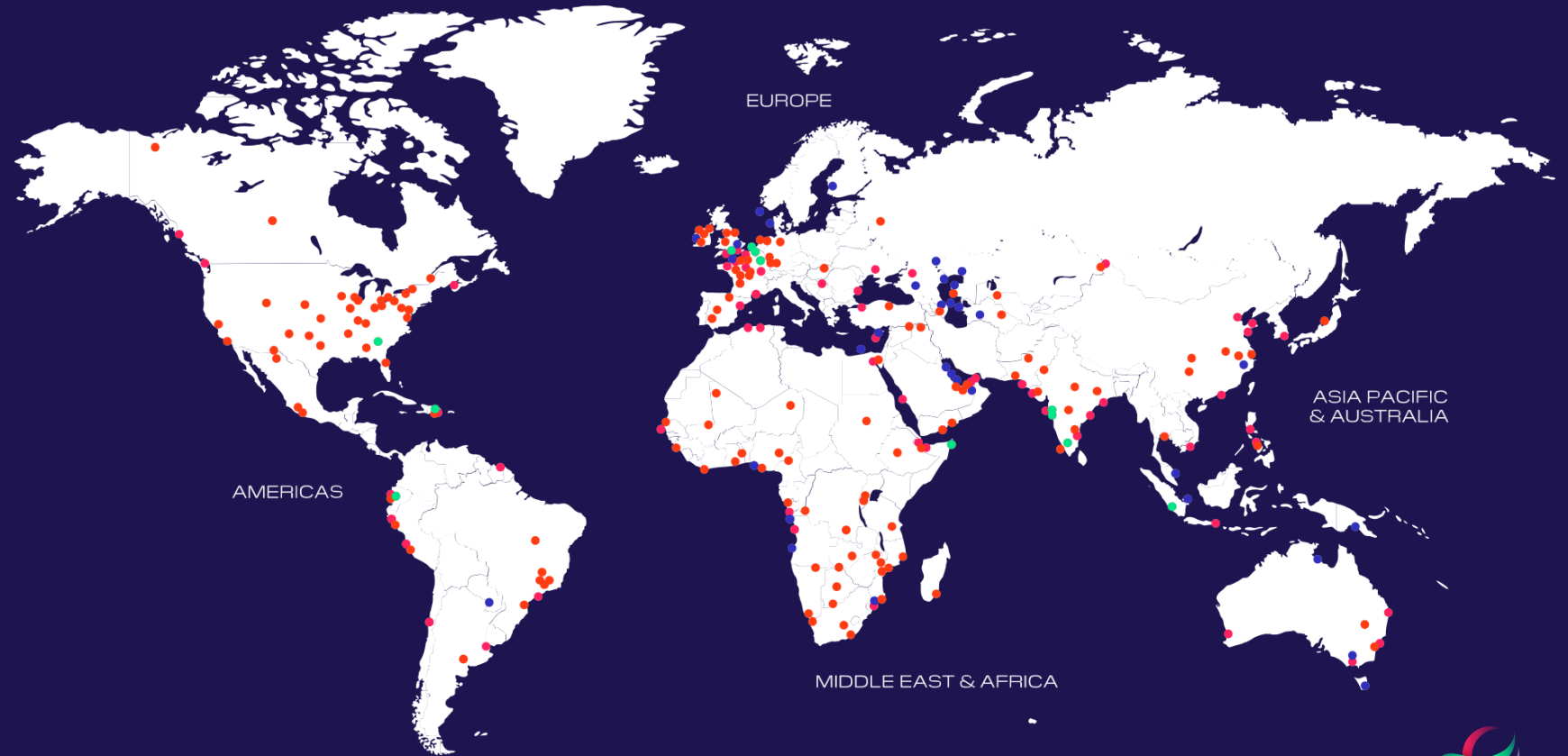
108,100+
EMPLOYEES



95M TEU
2023 GLOBAL CAPACITY



\$37BN
CAPITAL EMPLOYED
IN 2023



LOGISTICS



ECONOMIC ZONES



PORTS & TERMINALS

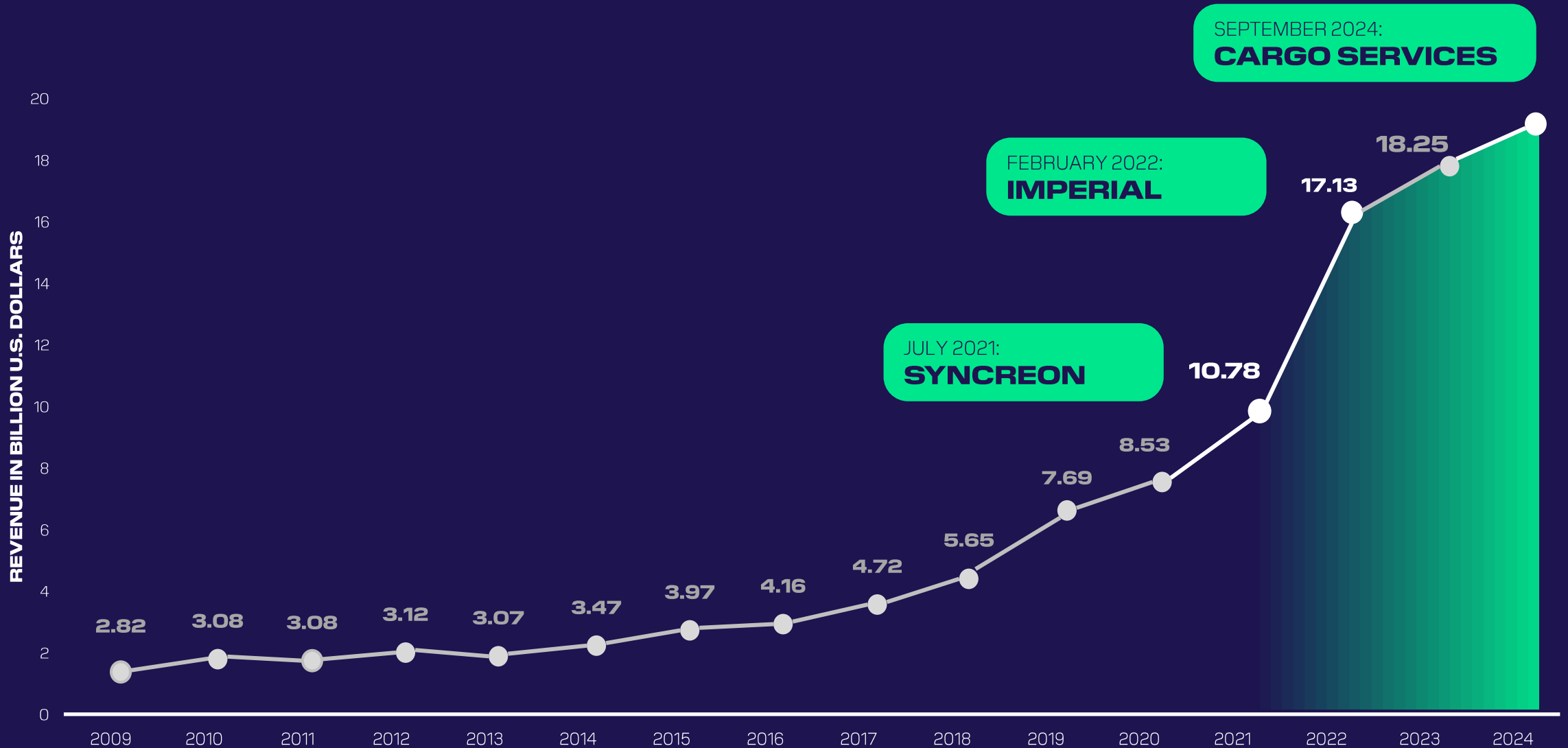


MARINE SERVICES



DP WORLD

OUR GROWTH STORY SO FAR



THE HUMAN ASPECT OF **GROWTH AND TRANSFORMATION**



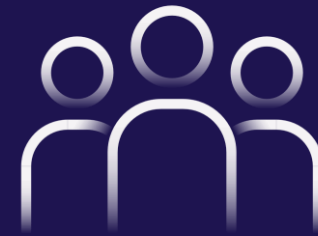
180

OFFICES
GLOBALLY



9000

EMPLOYEES FROM
IMPERIAL



14000

EMPLOYEES FROM
SYNCREON

**OUR VISION IS TO PROVIDE END-TO-
END SUPPLY CHAIN SOLUTION.**



**FROM FACTORY FLOOR
TO CUSTOMER DOOR.**



THIS IS WHAT IT MEANS FOR YOU



FREIGHT FORWARDING

- Ocean & Air Freight Forwarding (including Customs Clearance)
- Leading digitalization creating end visibility from origin to final destination)
- Strategic partnership with Emirates
- Targeted African expansion – becoming the leading player on the African continent
- Integrated trade finance platform



ROAD FREIGHT

- Road Freight Management
- Specialised Transportation
- Multi-modal Freight
- Integrated planning and execution management systems
- Leading safety and driver well being management



CONTRACT LOGISTICS

- Warehousing, Fulfilment, eCommerce and Value-added Services
- Manufacturing Support & Assembly Services
- Export Packing
- Reverse, Repair and Service Parts



4PL & SOLUTIONS

- Solutions lead engagement approach & implementation of complex solutions
- Supply Chain Control Tower
- Value based commercial models
- Embedded Continuous Improvement teams
- Integrated tactical planning to enable reduction in empty legs and improved efficiencies

DP WORLD enables you to be part of growing markets.



HOW?

Through our **UNIQUE
MARKET ACCESS.**

MARKET ACCESS SERVICES



Our unique market access approach provides your business with complete solutions for entering developing markets.

DP WORLD'S CORE OFFERINGS



**INTEGRATED MARKET
ACCESS SERVICES &
LOGISTICS SOLUTIONS**



**MANAGING
DISTRIBUTORSHIP
RELATIONSHIPS**



**MULTI-MARKET
AGGREGATION**



**SOURCING &
PROCUREMENT**



**MARKETING &
PROMOTION SERVICES**



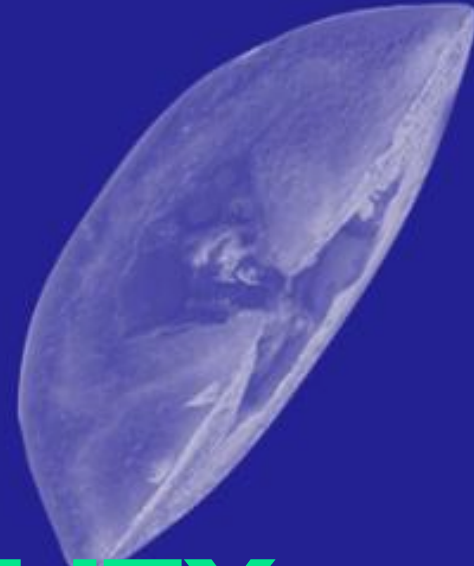
**SUPPLY CHAIN
CONTROL TOWER**





SUSTAINABILITY

CASE MARROCCAN FRUIT BOARD



MAROC FRUIT BOARD: THE CHALLENGE

Volume Export of approx. 2.5m tons every year. To UK, Europe, USA, Asia, and the Middle East Of mandarins, oranges, lemons, tomatoes, zucchini, beans and peppers.

BIGGEST CHALLENGE:



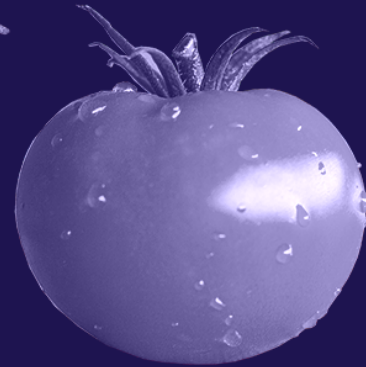
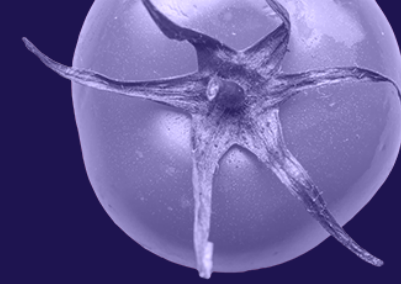
Farmer strikes and vandalism



More sustainable mode of transports vs overloading trucks through Spain & France



Unpredictable lead times



PAIN POINTS AND RISKS IN THE CURRENT SUPPLY CHAIN

Transportation from Morocco to UK/ Northern Europe

- Congestion at the port in Tangier resulting in time delays for crossing to Spain/France due to red sea crisis.
- Availability of empty 40' reefer containers due to congested port in Tangier is leading to unpredictability.
- Risk of damages & destroying exported Fruit & vegetables while transporting by overland trucks through Spain & France due to vandalism.
- Unpredictable transit times due to strikes on the continent (gilet jaune) & farmer protests.
- Missing flexibility by the current shipping lines for changing delivery points in UK after departure .Z



FRENCH FARMERS DESTROY SHIPMENTS OF SPANISH AND MOROCCAN TOMATOES

SPANISH FARMERS VANZALIDE MOROCCAN TRUCKS AMID COMPETITION CONCERNS



5-12 days by current vessel operators



5-6 days (2 drivers)
6-7 days (1 driver) by overland truck

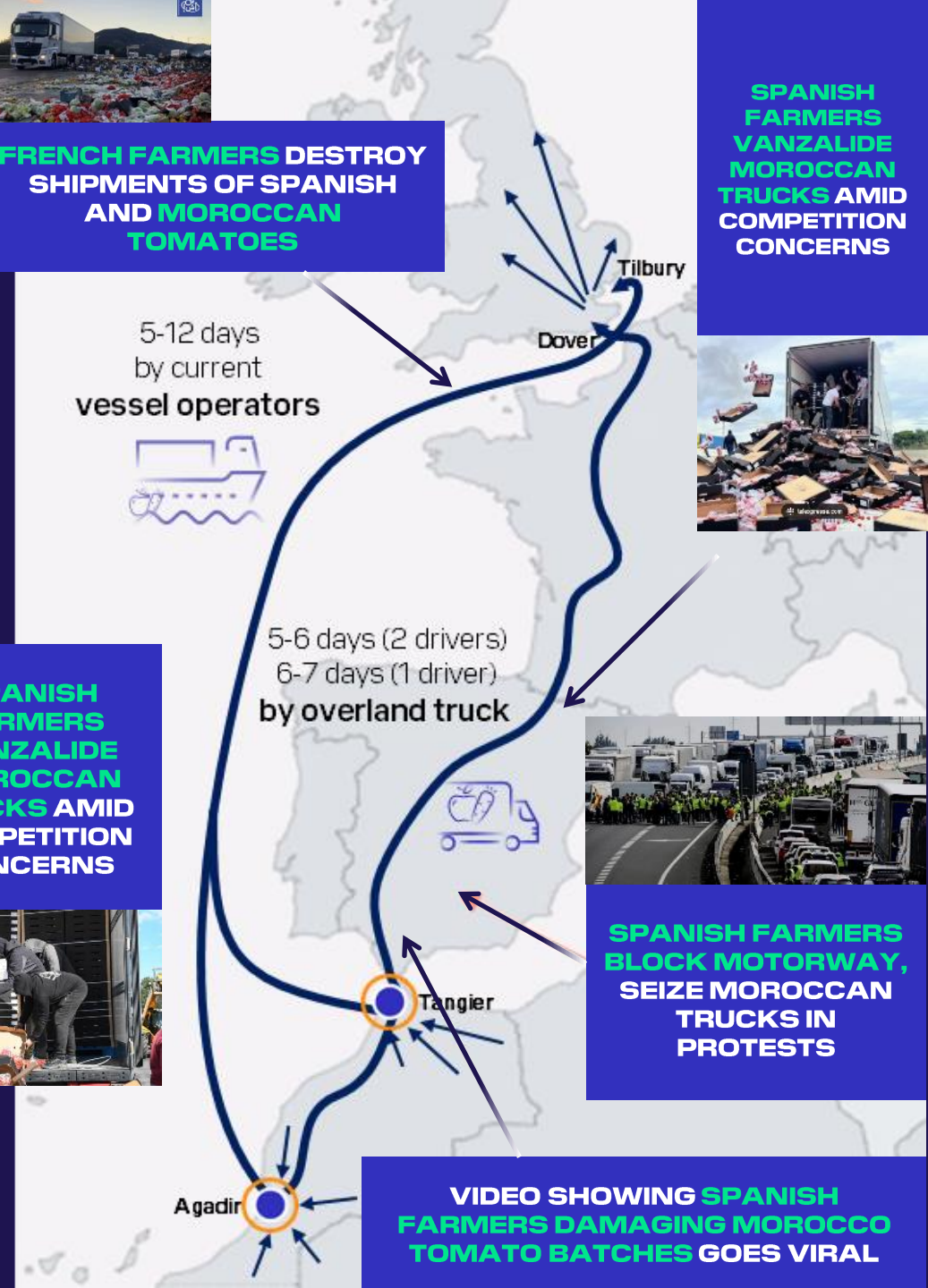


SPANISH FARMERS VANZALIDE MOROCCAN TRUCKS AMID COMPETITION CONCERNS



SPANISH FARMERS BLOCK MOTORWAY, SEIZE MOROCCAN TRUCKS IN PROTESTS

VIDEO SHOWING SPANISH FARMERS DAMAGING MOROCCO TOMATO BATCHES GOES VIRAL



MAROC FRUIT BOARD: OUR SOLUTION

DP World's solution for MFB is driven by a triangular relationship.

OUR SOLUTION:



SUSTAINABILITY:

Offering a newly built direct short sea link to the UK



PREDICTABILITY:

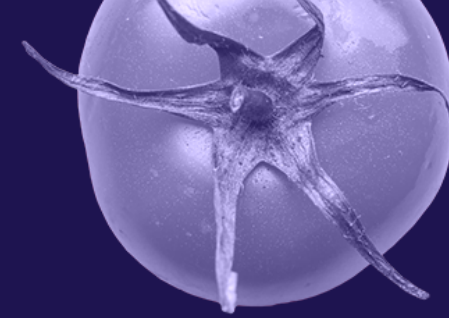
Product deliveries with a fixed departure and arrival schedule



PRICE SENSITIVITY:

Reducing transportation costs

The safety and security of the exported fruit & vegetables are automatically eliminated by the newly created transportation route by ship.



DP WORLD'S SUSTAINABLE SUPPLY CHAIN SOLUTION



**DEDICATED
SHORT SEA SERVICE**

**OPERATED BY
DP WORLD & UNIFEEDER**

**FIXED TRANSIT TIMES
OF 4 DAYS NORTHBOUND**

**PORT AGADIR DIRECT TO
LONDON GATEWAY PORT**

**LONDON & ANTWERP
GATEWAY OPERATED
BY DP WORLD**



**4 VESSEL OPERATED
IN REGULAR ROUND TRIPS**

**2 WEEKLY DEPARTURES
FROM AGADIR**

**VESSELS WITH
HIGH REEFER CAPACITY**

**FINAL DELIVERY
FLEXIBILITY AFTER
DEPARTURE AGADIR**

**ONE STOP SHOPPING FOR
MFB, 1 SINGLE POINT OF
CONTACT FOR ALL**



DP WORLD



KAI OLSCHNER

EMAIL: e2e@dpworld.com