

## CAREC FORUM ON ECONOMIC ZONES

13-14 SEPTEMBER 2022

ULAANBAATAR, MONGOLIA

#### INTRODUCTION TO DP WORLD FROM PORT OPERATOR TO TRADE ENABLER

Over **190** BUSINESS UNITS IN **68** COUNTRIES

ACROSS 6 CONTINENTS

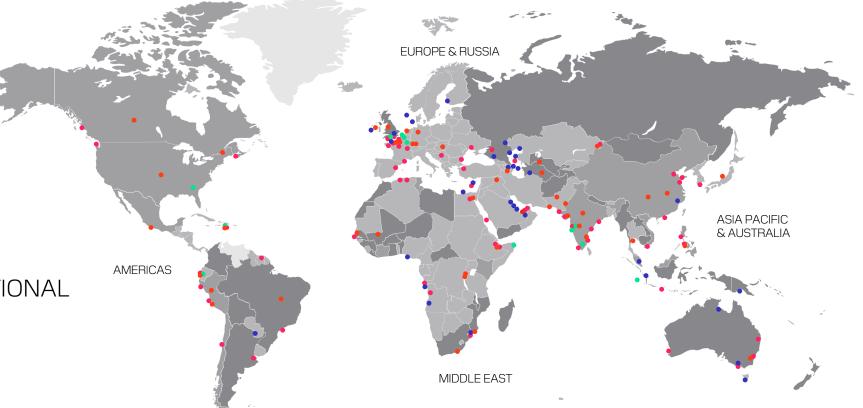
**60** MARINE TERMINALS

93 MTEU CAPACITY

**78** MTEU HANDLED 2021

**14** MTEU JEBEL ALI PORT

7 ECONOMIC ZONES OPERATIONAL12 ECONOMIC ZONES UNDER DEVELOPMENT

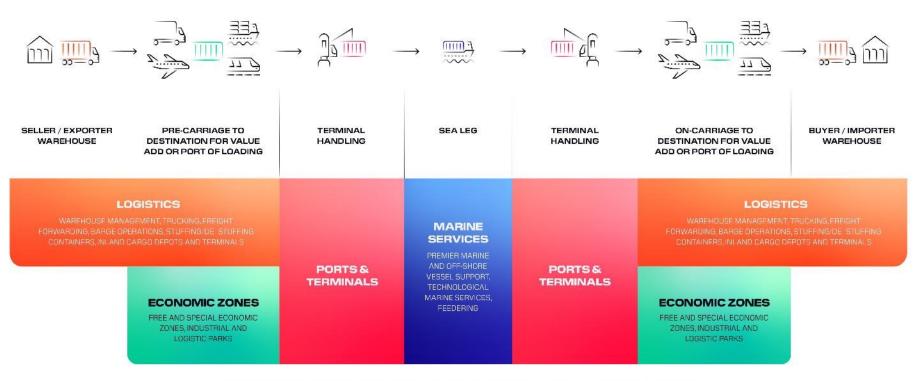


PORTS & TERMINALS

ECONOMIC ZONES



#### THE PLACE OF ECONOMIC ZONES IN DP WORLD VALUE CHAIN



#### TECHNOLOGY LED SOLUTIONS TO REDUCE INEFFICIENCIES ACROSS THE SUPPLY CHAIN

VISIBILITY AND TRANSPARENCY, AUTOMATED PLANNING, DIGITAL RATES, INSTANT ACCESS AND CONTROL, TRADE FINANCE AND INSURANCE, ENTERPRISE IT SOLUTIONS AND SYSTEMS, B2B E-COMMERCE



Extending the core business to play a wider role in the supply chain



**Connecting directly** with cargo owners & aggregators of demand

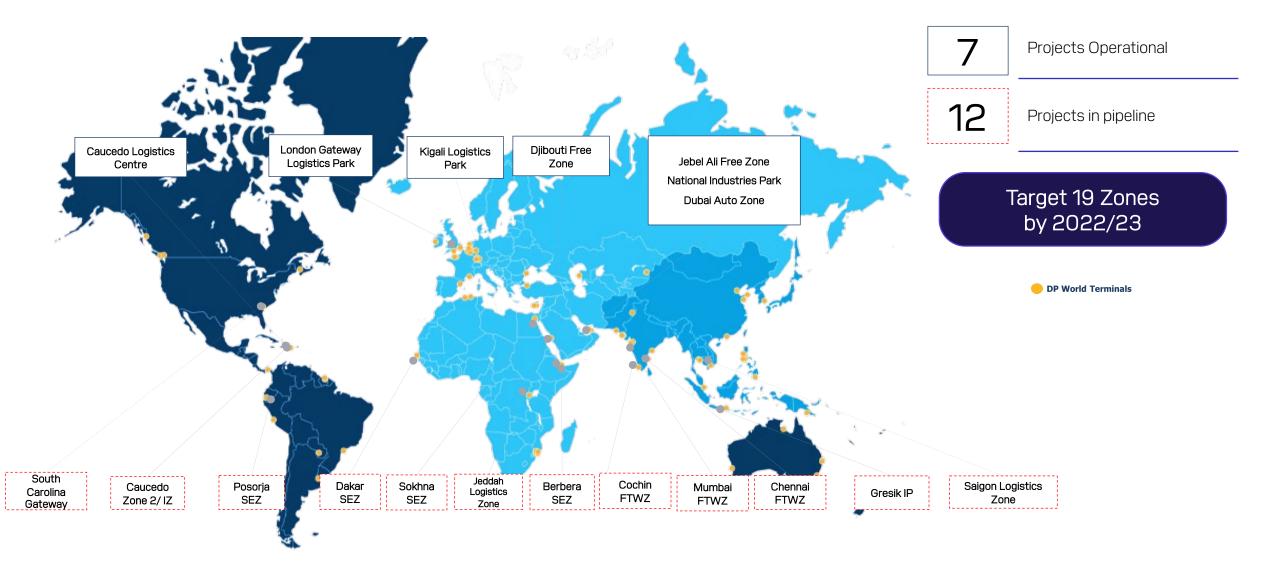


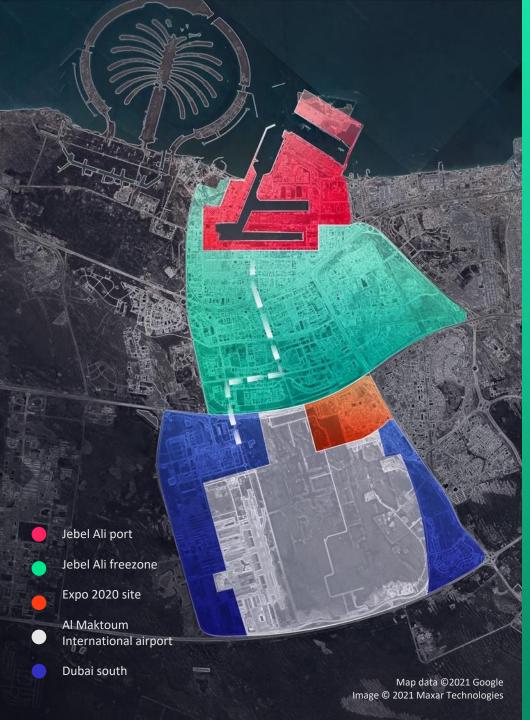
Providing technology led solutions to remove inefficiencies



#### OUR ECONOMIC ZONE PORTFOLIO

#### One Port One Zone (OPOZ)





## JEBEL ALI FREE ZONE (JAFZ)



Over 8,600 customers from 140 countries







Facilitates trade (2020) worth \$104.2 Bn



Main Logistics & Trade Hub for the region

ns **57** sq km



One of the largest Business Communities in the region



Operate in an Integrated One-Stop-Shop



#### Multimodal Connectivity

Jebel Ali Port, Al Maktoum Intl. Airport, Etihad Railway, Regional Highways



Access to 3 Bn+ people in the **MEASA** region



Over 350 logistics companies. 14 out of the 20 largest logistics companies in the world have their Regional base in JAFZA



Over **100** Fortune 500 companies



Dubai Logistics Corridor Sea – air customs bonded corridor 

#### KEY CHARACTERISTICS OF OUR ECONOMIC ZONES

<ul><li>Location</li><li>Port-centric</li><li>Unique value proposition</li></ul>	<b>Type of Projects</b> Logistics parks Industrial parks Free zones Special Economic Zones	<b>Size</b> From 20 ha logistics parks to 100 ha industrial parks to 600 ha SEZs
Engagement Mainly G2G (land under concession)	<b>Ecosystem</b> Customer centric ecosystem Supports vision of a trade enabler	<b>Business Model</b> Master Developer Developer Operator

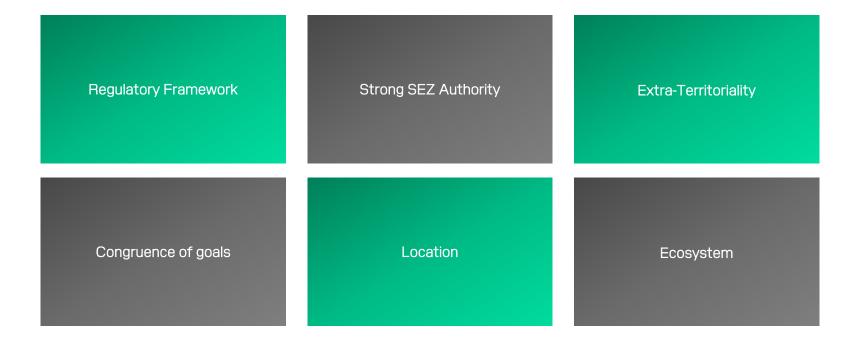
#### DP WORLD ECONOMIC ZONES ECOSYSTEM ECONOMIC ZONES ALONE CANNOT CREATE THE RELEVANT ECONOMIC IMPACT



#### OUR ECONOMIC ZONE VALUE PROPOSITION

Superior Regulatory Framework DP World reviews and makes recommendations to ensure that a competitive and conducive environment is in	<b>Competitive Environment</b> Reduced logistic costs Fiscal incentives	Conducive Environment DP World provides investment and trade facilitation services through one stop shops
<b>Connectivity</b> Our ports and logistics services offer superior connectivity	Wide Range of Activities Warehousing Value Added Services Light Manufacturing Services	<b>Aftercare</b> Ensure liaison with local stakeholders ( Ports, Customs)
Facilities Warehouses Serviced Land Plots Offices & Business Centres Build to Suit	<b>Trade Finance Solutions</b> DP World can offer inventory finance to customers operating in its zone	Marketplace DP World can create a marketplace for its global network of customers to trade

#### CRITICAL SUCCESS FACTORS – OUR ASKS





## LONDON GATEWAY (UNITED KINGDOM)

#### London Gateway, United Kingdom

Being the UK's most integrated logistics facility, DP World London Gateway has the infrastructure to optimise supply chain operations by offering the UK's best tidal access, largest port rail terminal, and easily accessible road connections across the country.

- Location: Adjacent to London Gateway Terminal
- Size: 90 ha
- Services: Logistics Services
- Incentives : Business Rates reduction, Capital tax allowances

#### **OUR ECONOMIC ZONES CUSTOMERS**





# THANK YOU