THE SUPPLY CHAIN AND LOGISTICS

Link

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Water Supply Chain is stressed globally.

As such demand of fresh water in many parts of world is estimated to be more than supply within this decade. Water pollution of rivers across emerging and also in developed world is further challenging water sustainability. The adverse impact of pollution of famous rivers like 'Yamshi' in China and the 'Ganges' in India has been reported time to time by researchers and media.

I watched with interest the news of rerouting major rivers in India aimed at balancing water supply chain in India. While there are water initiatives across world, this is my message that fresh water is precious and hence all of us should use with utmost care.

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THE SUPPLY CHAIN AND LOGISTICS Link

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Transportation & Logistics

GLOBE EXPRESS SERVICES DEPLOYS WISETECH GLOBAL'S CARGOWISE ONE SOFTWARE ACROSS 56 OFFICES WORLDWIDE

Cloud-based, single-platform solution brings productivity to centre of global supply chain

Globe Express Services (GES) announces it will enhance its business processes and capabilities globally by implementing CargoWise One software across 56 GES offices located across 20 countries.

CargoWise One is one of the most integrated and comprehensive end-to-end logistics solutions that forms an integral link in the global logistics industry. It is an operating system that streamlines processes, integrates business with customers and partners, and improves communication with the supply chain. The deployment of the next-generation CargoWise One technology will help GES in improving its visibility, efficiency, quality of service, and profitability.

"As logistics becomes increasingly global and complex, the competition gets stiffer and business-changing acquisitions take place more frequently. In such a dynamic environment, companies that are capable of meeting or exceeding the standard specifications definitely have an edge over competitors and therefore, it is important for businesses to innovate and streamline their supply chain to optimize productivity. We felt that CargoWise One's highly flexible and feature-rich system software has the capability to offer unmatched functionality to address the demands of the global logistics. We are upbeat that its single-platform technology will ensure increased productivity, better integration, and enhanced profitability once the implementation is complete. Implementing advanced technology is a worthy investment as it brings increased visibility and improved accountability, ensuring a stronger competitiveness and better control of supply chain," Mustapha Kawam, President & CEO, Globe Express Services.

Gene Gander, Vice President of Business Development Americas for WiseTech Global, the technology development company behind CargoWise One, states, "We are pleased to be partnering with Globe Express Services. CargoWise One is a broad and deep solution that offers unique advantages to a variety of customers depending on their specific workflows. With GES's broad product offering, they will have a comprehensive module for every touch point along the supply chain they manage. Additionally, with CargoWise One's single-file platform solution, Globe Express expect to boost to their productivity gains across all the countries where they operate. It's a truly global solution for a global operation."

Participants in the supply chain have witnessed gradual changes, including electronic invoicing, computerized shipping, and tracking

While supply chain management has been around since the assembly line, its role has evolved in the recent times to become complex. Full of risk, it is subject to regulations, fines, competition, and international shipping restrictions. Technology, however, has provided logistics sector with several new capabilities, redefining the role of supply chain management as a profession and discipline.

TNT SIGNS UP TWO CUSTOMERS FOR NEW COLD CHAIN PACKAGING AND SHIPPING SOLUTION

The express delivery company TNT has signed up two global customers for its new cold chain packaging and shipping solution Medpak VI°C, which officially launches this month. One is a leading clinical trial company; the other is a global biotech company.

Medpak VI°C is a reusable temperature-controlled packaging network service to help healthcare manufacturers reduce costs and waste when shipping temperature-sensitive pharmaceutical and biological materials.

This service is called Medpak VI°C because it guarantees a temperature variance of no more than 1 °C during transport.

Stricter regulations on patient safety and the growth in biologic drugs are increasing the need for proven cold chain logistics solutions, but these are often provided at a high price by specialist firms with no own delivery network.

With Medpak VI°C, TNT offers an all-inclusive solution that combines high-end temperature-controlled packaging solutions with the comfort of a transport integrator's air and road network. The service comes with tracking and monitoring solutions to ensure compliant cold chain management.

Central to Medpak VI°C is the patented, cold chain packaging technology from the German company va-Q-tec. This packaging solution uses PCM (phase change materials) and vacuum insulation panels to keep temperature-sensitive packages within defined temperature ranges. Readily available at GDP (Good Distribution Practice)-compliant stations, they can maintain chilled, controlled ambient, or frozen temperatures for more than 96 hours.

TNT provides the boxes on a one-way rental basis, transports the temperature-sensitive materials, and takes the empty boxes back after delivery to the receiver. The receivers can be hospitals, clinics, physicians, manufacturing or pharmaceutical distribution locations. This allows healthcare manufacturers to outsource the end-to-end management of packaging, conditioning, transport and return logistics to one global transport integrator.

"Reusing phase change material shippers can lower the cost of quality compliance, whilst reducing risk in the cold chain. With Medpak VI°C, we answer the need for balance between quality and cost, which our customers in the life science and health industry are looking for," says Cathy O'Brien, Industry Marketing Director Healthcare at TNT.

Healthcare is a priority industry for TNT's transformation and turnaround strategy Outlook.

NEW APPOINTMENTS IN GAC GROUP MANAGEMENT TEAM

Global shipping, logistics and marine service provider GAC has announced two new appointments within its Group Management team.

Håkan Wester takes on the new role of Group Vice President – Strategy & Planning, and is charged with coordination and supporting the implementation of GAC strategy throughout the Group's operations in more than 50 countries around the world. Wester joined GAC as Group Business Controller in 1998, taking on additional responsibilities for Quality and other Management Systems in 2002. He was appointed Group Vice President for Business Processes in 2010, and Group Vice President – Business Control four years later.

Mikael Leijonberg has been named as the Group's Chief Financial Officer (CFO), responsible for all Group Finance & Accounts and Business Control matters. Leijonberg has been

with GAC for two decades, having served as Financial Manager for GAC Dubai from 1996 to 2004, followed by six years as the company's General Manager, Finance and his appointment as Managing Director of GAC Bahrain in 2011. He moved to GAC's Corporate headquarters in Jebel Ali as Deputy Group CFO in September last year, before his most recent appointment as Group CFO.

DHL PROVIDES ROBUST REPAIR SERVICE FOR RUGGED COMPUTERS

- *DHL Supply Chain wins five-year contract from Getac Technologies in mainland Europe*
- *New service model reduces lead-times by 25 percent and carbon emissions by 20 percent*

DHL Supply Chain, the contract logistics specialist within Deutsche Post DHL Group, has won a five-year contract comprising repair services in mainland Europe of Getac Technology. Getac is a manufacturer of rugged notebooks, tablets and handheld computers for customers that usually operate under harsh conditions, for instance in the automotive, aviation and aerospace, energy and chemicals sectors. DHL provides an end-to-end service logistics solution that improves former service levels by one day to just 72 hours. Premium repair lead-times are even as short as 24 hours. The cooperation follows a six-month trial period, during which DHL exceeded Getac's expectations in terms of process control and repair quality.

"We are very pleased to have convinced Getac with our can-do attitude and quality of work, which ultimately won this long-term contract. The new service model we created provides Logistics, DHL Supply Chain.

their end-customers with a true value-add and thus a competitive market advantage for the company. We look forward to further expanding the solution and adding value-add features in the future," said Ray Ridyard, Vice President Global Business Development & Account Management Global Service

Between 200 and 300 repairs per month are being made by technicians working in DHL's End of Runway Logistics Centre at Brussels Airport, where the company invested in a dedicated repair wing. In addition to improved service levels, the solution also reduces Getac's carbon footprint by 20 percent due to less air transportation and increased product distribution by road.

"We were looking for a partner, who understands that service makes a difference and could provide us with a solution that puts a strong focus on the overall customer experience. DHL enables us to reduce the number of local repair providers, but despite this, we can offer better service across the continent, which will support our growth aspirations outside the UK," adds John Williams, European Operations Director, Getac Technolgy.

DHL is looking to expand the service to other countries and continents Getac operates in, and aims to provide greater visibility and automation of the solution over the contract period.

DHL REDEFINES LOGISTICS IN SINGAPORE WITH OPENING OF THE EUR 90 MILLION ADVANCED REGIONAL CENTER

As a multi-customer facility, the Advanced Regional Center offers bespoke solutions to cater to specific industry needs.

- *New facility boasts EUR 10.6 million automation system featuring advanced robotics*
- *90,000 sqm facility translates into 40% growth in DHL Supply Chain's warehousing footprint in Singapore*

DHL Supply Chain, the global market leader for contract logistics solutions, today launched its Advanced Regional Center (ARC) in Singapore. Built at an investment of more than EUR 90 million[1], the new 90,000 sqm warehouse includes a EUR 10.6 million multi-customer automation system featuring advanced robotics.

The pioneering system allows customers to enjoy the benefits of automation solution without the need for significant capital investment. The technological enhancement uses 130 robotic shuttles to pick and store products from 72,000 locations spread across 26 levels, improving picking efficiency picking by 20% and utilizing 40% less space than conventional warehousing operations. This is the first of its kind deployed by DHL globally and creates a model for the future of warehousing in land-scarce countries and dense cities where land availability is limited and expensive.

"As an organization our spirit thrives on a hunger for new knowledge and innovations that we can bring to customers to meet the challenges of Industry 4.0, the fourth industrial revolution. We see the Asian region as a swift adopter of technologies for enhanced productivity and efficiency. By 2020, Asia will constitute 30% of our total revenue. Facilities like the Advanced Regional Center offer a ready model of innovations that reduce complexity, improve accuracy and maximize opportunities for productivity gains," said Dr. Frank Appel, Chief Executive Officer, Deutsche Post DHL Group.

Singapore: A base for Regional Logistics Hubs

Built at an investment of more than EUR 90 million, the new 90,000 sqm warehouse includes a EUR 10.6 million multi-customer automation system featuring advanced robotics. As a multi-customer facility, the Advanced Regional Center also offers bespoke solutions to cater to specific industry needs. For example, the facility boasts clean rooms for Life Sciences & Healthcare businesses, specialized infrastructure for aerospace operations and customized storage solutions for managing service parts for technology customers.

Purpose-built to industry-leading standards, the ARC facility has been awarded 'gold status' for its energy and environmental design. The company has also implemented robust security measures that are in accordance with global TAPA standards.

"We've seen swift take up from multinational companies using the Advanced Regional Center as their regional or global logistics hub. It also includes a multi-customer automated solution – solutions like this have previously

shown within DHL to provide a space optimization of up to 40% and substantial productivity improvements, and are especially useful for customers with high value, fast moving goods which need to be processed in high volumes on a daily basis, ensuring speed, accuracy and security. By providing this solution in a multi-customer environment, it uniquely opens these types of solutions and advantages to a wider customer base. The system is modular in design and can be expanded depending on customer needs," said Oscar de Bok, Chief Executive Officer, Asia Pacific, DHL Supply Chain. Co-located within the ARC is the DHL Asia Pacific Innovation Center (APIC), DHL's first innovation center outside of Germany and a joint development with the Singapore Economic Development Board. Launched in 2015, APIC is the first dedicated center for innovative logistics services in the Asia Pacific region and showcases futuristic technologies.

[1] The EUR 90 million investment is a combined investment of approximately EUR 20 million from DHL and over EUR 70 million from Cache Logistics Trust, the appointed logistics real estate solutions provider.

MOHEBI CONNECTS TO THE SUBWAY CHAIN

Mohebi Logistics is delighted to announce a new long-term supply chain partnership agreement with Subway (in fact, MEIPC).

SUBWAY

Middle Eastern Independent Purchasing Company Limited is a non-profit regional organisation owned by Subway® Franchisees. The agreement will see Mohebi servicing over 430 Subway franchises across the Middle East and North Africa (MENA) region.

The scope of services covers demand planning, purchasing, sourcing, managing and moving products from Subway's approved suppliers to Mohebi warehouses in Jafza South. In addition, franchisees in MENA will benefit from hub redistribution services, including last-mile distribution services to the UAE initially, with a roll-out plan across the region.

These developments will ensure that Subway customers everywhere enjoy the same great taste and service. Equally franchisees, no matter where located, will have safe and efficient product supply, thanks to Mohebi Logistics' robust skills, local expertise, commitment to excellence and customer service aligned to Subway's strict set of standards.

Subway is one of the fastest growing franchises in the world, with almost 45,000 restaurants in more than 110 countries.

BARLOWORLD LOGISTICS EXPANDS INTO MULTI-TEMPERATURE FOODS SECTOR

Leading supply chain solutions provider Barloworld Logistics has expanded its service offering into multi-temperature foods logistics through acquiring 100% of KLL Distributors, and a controlling share in Aspen Logistic Services.

KLL is a multi-temperature secondary storage and distribution provider in South Africa, mainly serving the convenience sector and top-end retailers. Aspen Logistic Services is a primary refrigerated road transport service provider operating a state-of-the-art fleet – comprising in excess of 120 truck and trailer combinations nationally and cross-border.

“These acquisitions are in line with our strategy of servicing a growing market need for multi-temperature, multi-product, multi-principal and multi-drop network solutions,” says Steve Ford, CEO, Barloworld Logistics.

According to Ford, KLL’s competitive edge lies in its flexibility and agility in servicing its customers.

“KLL provides speed to market through frequent small drops, and an ability to integrate easily with national retailer’s ERP systems,” he explains.

The company’s three managing partners, Gustaf Oschman, Lizette Brooks and Stephen Herbert will remain in the business and will form part of its management team. Gavin Wilson, an executive at Barloworld Logistics, has been appointed to lead this division. Wilson has over 30 years’ experience in the industry and will spearhead its integration into Barloworld Logistics.

Aspen’s Managing Director, Dr Sujen Padayatchi, and his team will work closely with Barloworld Logistics to deliver smart, reputable and reliable transport solutions to customers throughout Southern Africa.

UPS RANKED NO. 1 ON LIST OF TOP LOGISTICS PROVIDERS

UPS is ranked No.1 in Transport Topics’ annual issue of Top 50 Logistics Companies in North America. UPS also ranked No. 8 on the top warehousing list, No. 10 on the top dedicated contract carriers list, No.15 for the top ocean freight forwarders, and fourth on the list of top air freight forwarders. Coyote Logistics, which UPS acquired in 2015, ranked No. 5 on the list of top freight brokerage firms.

“We continue to deliver for customers with our specialized logistics services while also expanding our network, capabilities, and investments in technology,” said Stan Deans, president, global logistics and distribution. “We provide services from 3D printing to warehousing, ocean freight to overnight shipping, and everything in between. This ranking shows our customers find value in our services.”

UPS added over 320,000 square feet to its healthcare facilities in 2015 and 980,000 square feet to its non-healthcare warehousing facilities. New services like China to Europe rail provide a faster alternative to ocean and a more economical alternative to air shipping. UPS also strengthened its cross-border services for Mexico making it easier for exporters in both countries to ship across the border. UPS Express Critical® service, which provides a broad range of urgent global transportation options, expanded into Mexico last year to complement UPS’s core services by filling the gaps for late cut-offs, weekends and holidays.

The Transport Topics Top 50 Logistics Companies list was compiled based on net revenue and warehousing rankings are based on total square footage. Dedicated contract carriers are ranked on the number of power units provided for shippers. Air freight forwarders are ranked by total metric tons and ocean freight forwarders are ranked on container shipments measured in 20-foot-equivalent units, or TEUs. All reported figures are based on full year data from 2015.

FEDEX FORECASTS ANNUAL GLOBAL ECONOMIC MEGATRENDS

FedEx, the worldwide provider of transportation, e-commerce and business services, announces the launch of the 2016 Access 25—a list of 25 people, places and ideas defining global connectivity. This year’s list reveals three global economic megatrends that focus on the ways mobility is reshaping the globe—empowering individuals, fueling innovation and driving societal change.

"At FedEx, we're constantly monitoring changes in customer needs and analyzing economic trends across the globe," said Raj Subramaniam, executive vice president, Global Marketing and Communications. "For 10 years, we've shared key insights through Access, our thought leadership program that fuels important conversations about trends impacting businesses large and small. Since FedEx makes the connections that help businesses build stronger supply chains in more than 220 countries and territories, we're in a unique position to be able to share these stories." Within each of the three megatrends, the Access 25 list also investigates related microtrends impacting global commerce. Among these trends are:

- Wi-Fi balloons—Companies like Google and Facebook are working to bring connectivity to parts of the world where a lack of fiber, towers, and infrastructure thwart internet service
- Mobile healthcare—Mobile clinics are taking health professionals to rural parts of the world and allowing them to proactively treat illnesses. S. Doctors in Africa promises to send 200 mobile health clinics and 2000 nurses and doctors to sub-Saharan African communities.
- Robotic exoskeletons are blending human capabilities with robotic components to make once unthinkable feats possible. At speeds of 10 miles per hour, soldiers are suiting up in these exoskeletons to move up to 200 pounds of gear.

Available online and in a print magazine, Access explores what greater connectivity means for the world, and seeks to generate dialogue about global opportunity, including trade and sustainability. It delivers perspectives

from thought leaders around the world. This issue features exclusive interviews with Margo Georgiadis, Google's president of Americas Operations, and Ava DuVernay, the award-winning writer, director and filmmaker

This year's cover story of the 10th anniversary edition of Access Magazine examines the global commerce and connectivity that has contributed to Dubai's remarkable rise. From the city-state's 22 Free Economic Zones (FEZs) to the expansions of its two airports—including Dubai International, now the third-busiest airport in the world—Dubai provides a compelling example of how global connections can drive economic and social prosperity..

"An open and connected world is a more prosperous, sustainable and caring world," Subramaniam said. "This connectivity allows our best thinking to compound and multiply—and when it's easier to bring new ideas to new markets, everyone benefits."

Ports

GULFTAINER REGISTERS 4% GROWTH IN CONTAINER VOLUME ACROSS GLOBAL PORTFOLIO IN 2015

• Recording impressive 9% spike in container volume, company's UAE terminals in Khorfakkan and Sharjah emerge strongest performers in 2015
• Launch of operations in Lebanon in 2016, tripling of container volume over next decade form key strategic goals

Gulftainer, the world's largest privately-owned, independent port operator based in the UAE, recorded a strong performance in 2015 with an overall growth of four percent across its global portfolio.

Gulftainer's operations in the UAE currently include the Khorfakkan Container Terminal (KCT) and the Sharjah Container Terminal (SCT) at Port Khalid and the Sharjah Inland Container Depot (SICD). The company's international presence spans the Middle East, Europe, and the Americas with projects in Iraq (Umm Qasr), Saudi Arabia (Jeddah and Jubail), Brazil (Recife) and the US (Canaveral).

In the UAE, Gulftainer's Khorfakkan Container Terminal and Sharjah Container Terminal collectively achieved an impressive nine percent surge in container volume. KCT registered the strongest growth of nine percent across the company's portfolio, and set a new record of handling a total volume of 19,561 TEUs for a single vessel during 2015. KCT is an award-winning shipping port, and one of the most important transhipment hubs for the Arabian Gulf, the Indian Sub-continent, the Gulf of Oman and the East African markets.

Flemming Dalgaard, CEO, Gulftainer, said: "The container industry worldwide is witnessing challenges in growth volumes due to a slowdown in the Chinese and European markets. However, Gulftainer's success in bucking this trend with positive and robust performances across our terminals underlines our ability to adapt to market volatilities and economic fluctuations.

"Gulftainer is currently on a growth path to expand organically as well as through leveraging new contracts from 2015. Our outlook for 2016 remains cautiously optimistic. We will continue to invest in infrastructure to meet the requirements of our customers serving newer, larger ships and step up our capacity to handle higher volumes per call. As we steer ahead with this goal, it is encouraging to note that our terminals continue to build credibility both at home and internationally with their above market operational performance."

In Iraq, Gulftainer's Umm Qasr Logistics Centre marked another significant milestone notching up one million TEUs which were handled over a five-year period since the commencement of operations in 2010. Meanwhile, the company's operations in Saudi Arabia continued to deliver strong performance through the year, and is well-positioned to achieve its long term targets 2016 also marked the beginning of Gulftainer's operations in the US, at Port Canaveral, where StreamLines, part of the SeaTrade Group, started operations with its 'Blue Stream Service' - a weekly container cargo service connecting Port Canaveral to Europe, the French West Indies, and Central America. The Blue Stream Service comprises five ships with 1,300 TEU capacity and 250 reefer plugs that work on a weekly rotation.

In addition to port activities, Gulftainer's 3PL company, Momentum Logistics, which operates freight forwarding, trucking, warehousing, container repair and contract logistics, also recorded positive growth in 2015.

Over the next decade, Gulftainer has earmarked an ambitious growth strategy to triple volumes. The company aims to continue expanding operations through investments in infrastructure towards accelerating operational efficiency and benefitting from new opportunities as they emerge. As part of immediate plans, Gulftainer aims to launch its operations in Lebanon.

WORLD'S NUMBER TWO SHIPPING LINE JOINS GROWING SOHAR ROSTER

- *MSC joins other major lines to add SOHAR as regular call*
- *SOHAR Port now handles one million tons of cargo every week*
- *MSC has 480 offices in 150 countries and employs 25,000 staff*

SOHAR is celebrating again this week as MSC (Mediterranean Shipping Services), since 2003 the world's second largest container shipper with over 2.7m TEU per year, adds the Omani Port and logistical hub as a regular call. Founded in 1970 in Geneva, Switzerland, the carrier operates 200 direct and combined services weekly, calling at approximately 335 ports. Today MSC has 480 offices in 150 countries and employs more than 25,000 staff.

Officials from SOHAR Port and Freezone, as well as executives from Oman International Container Terminal (OICT), part of Hong Kong's Hutchison Group, were on the quayside on Thursday to greet the MSC Lana. This latest addition highlights once again that SOHAR is establishing itself as the preferred Gateway to the Gulf for many major international operators. Thanks to its prime location outside the Strait of Hormuz and its excellent hinterland connections to Saudi Arabia and the UAE, as well as its proximity to Iran, SOHAR has become one of the world's fastest growing Port and Freezone developments with investments today totaling US$ 25 billion. The inaugural ceremony celebrated the continued and successful growth of the Port, where handling capacity at the state-of-the-art container terminal has doubled since 2014. With the relocation of all commercial traffic from Muscat to SOHAR, and the newly expanded Terminal C fully operational, the Port is now equipped to manage 1.5 million TEUs per year. OICT has recently added four new remote-controlled quay cranes, capable of handling 20,000 TEU vessels, as well as an automated truck appointment system, to reduce turnaround times at the terminal.

MSC is the latest major shipping line to join SOHAR over the past twelve months, with SOHAR welcoming the arrival of global lines Evergreen and Hanjin in 2015. SOHAR Chief Executive Andre Toet says: "The growth in both size and efficiency at our

OICT operated container terminal has led to more new lines and many more connections. This continued growth at SOHAR helps us to increase efficiencies and sink costs, savings that can be passed on all the way through the supply chain."

Chief Executive of OICT, Albert Pang, summed up: "It is with great pleasure that OICT welcomes MSC to our new facilities at SOHAR. This service is evidence of shipping lines' confidence in OICT's growing prominence as Oman's gateway for international trade. A combination of the latest IT systems and technology, a highly-skilled workforce and continuous investments in facilities, allow us to offer customers the highest standards of service and efficiency."

ABU DHABI PORTS POSTS 31% VOLUME SURGE IN FIRST QUARTER OF 2016

Business growth due to robust infrastructure projects and business activities

- *RoRo volumes up 31%*
- *General and bulk cargo increases 13%*
- *Container cargo edges up 5%*

Abu Dhabi Ports, the master developer, operator and manager of ports and Khalifa Industrial Zone (Kizad) in the Emirate, has attained double-digit growth in two major cargo sectors during the first quarter of 2016. Roll-on-roll-off (RoRo) traffic at Khalifa Port witnessed a 31 per cent increase with 33,687 vehicles, up from 25,709 vehicles in the same period in 2015. The trend highlights Khalifa Port's growing status as a premier RoRo hub in the region with its yard and facilities that could cater to the growing demand.

Meanwhile, general and bulk cargo across Abu Dhabi Ports saw a 13 per cent upturn, and stood at 3.98 million freight tonnes (FT), as compared to 3.5 million FT registered in the first quarter of 2015. The increased volume of general and bulk cargo indicates vigorous import and export activities related to the industrial and infrastructure development projects in the Emirate. Increased business activities of companies operating across the Emirate, especially in Kizad and Musaffah industrial area, have also contributed to this growth.

The first quarter results for Khalifa Port Container Terminal, which is operated by Abu Dhabi Terminals – a subsidiary of Abu Dhabi Ports, showed that it handled five per cent more containers compared with the same period in 2015. The terminal moved 316,996 TEUs (twenty foot equivalent units/containers), up from 302,151 TEUs in the first quarter of 2015. Continuing the last year's upward trend, the container cargo volumes indicate increasing demands from the Abu Dhabi market.

Commenting on the business growth, Captain Mohamed Juma Al Shamisi, CEO of Abu Dhabi Ports, said: "These achievements demonstrate Abu Dhabi Ports' commitment to its strategy of sustaining performance and growth across all its operations. With the guidance of our leadership coupled with the support from our stakeholders and the UAE's economic stability, we are able to witness such success."

"We aim to continue investing in innovative technologies and solutions, remaining customer focused in our serv-

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Thu 09 June: 10 am - 6 pm
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ice offerings and in building the capabilities of our national workforce," Al Shamisi added.

Khalifa Industrial Zone also witnessed increased business activities during the first quarter of 2016. Four prominent companies, including KSB Service LLC and Polysys Additive Technologies Middle East (PAT ME), commenced operations from within the industrial zone and National Food Products Company (NFPC) and Gulf Printing and Packaging Company, started construction of their facilities.

Kizad has a total of more than 90 national and international investors, and 13 million square metres of land leased that represent a total investment of more than AED 55 billion.

DP WORLD READY TO IMPLEMENT INTERNATIONAL CONTAINER WEIGHING RULES ACROSS GLOBAL PORTFOLIO

Aim to help customers and comply with IMO safety requirements

DP World is prepared for the implementation of the new International Maritime Organisation (IMO) Safety of Life at Sea (SOLAS) regulation which comes into effect on 1 July, 2016.

The new regulation mandates that shippers of goods must obtain the Verified Gross Mass (VGM) of laden export containers and communicate it to ocean carriers sufficiently in advance of the ship stowage planning.

Ocean carriers and container terminal operators will be legally obliged to ensure that containers without a VGM are not loaded on to a ship in all 162 IMO member states that are required to enforce the new law.

DP World's global terminals will have certified weighing capabilities if this is permitted under the locally adapted implementation of the SOLAS regulation. Comprehensive weighing services will be offered for exporters to determine the Verified Gross Mass (VGM) of each container so that they comply with the new legislation. The objective is to prevent serious accidents at sea where a ship's stability is compromised by wrongly declared cargo weight.

HE Sultan Ahmed Bin Sulayem, Group Chairman and CEO, DP World, said: "All our terminals will be ready to meet the obligations under the legislation by 1 July and each one will have certified weighing solutions in place to serve exporters in the IMO member states where we operate. As an enabler of global trade, DP World is offering customers an efficient solution for this new mandatory international regulation. Safety of a container at sea means security and peace of mind for the shipper."

DP World handled 61.7 million TEU (twenty-foot equivalent units) across its global portfolio of container terminals during 2015, with gross container volumes growing by 3.0%.

DP WORLD AND P&O MARITIME WIN CYPRUS PORT CONCESSION AGREEMENTS

Dubai/Cyprus, 25 April, 2016: DP World and the Government of the Republic of Cyprus have today entered into two separate concession agreements for the commercialisation of activities within Limassol port, Cyprus.

DP World Limassol has been awarded a 25 year concession for the exclusive right to operate the multipurpose terminal, whose activities include break-bulk, general cargo, ro-ro and the operation of the passenger terminal. Simultaneously, P&O Maritime Cyprus (a wholly-owned subsidiary of DP World Limited), has also been awarded a 15 year concession to exclusively provide a full range of port marine services including tugs and pilotage at the port of Limassol.

Both concessions will be awarded to a joint venture between DP World and G.A.P. Vassilopoulos Public Limited, a logistics and services company, listed on the Cyprus Stock Exchange. DP World shall hold 75% of the share capital of each joint venture, as well as the management rights.

Commenting on the deal, Sultan Ahmed Bin Sulayem, Group Chairman and CEO of DP World, said: "Having met President snastasiades tast mtntm, x el -

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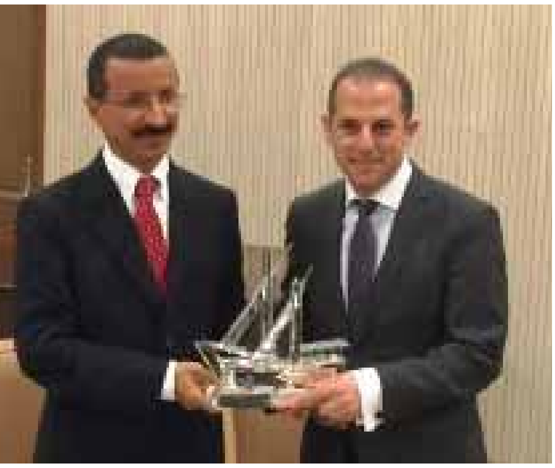

ressed mt detigmt tmat eP otrtd ,Pmi iaritime erviaes and tir ttaat artner V.s.P Gassitt titts mave siaaesscittt seaured two long term concessions in Cyprus, which is now the ninth country where DP World invests and operates within Europe. We believe in the long-term prospects of Cyprus and the potential for DP World, as a facilitator of trade, to maximise the potential of Limassol port. Tmese new atnaessitns demtnstrate eP otrtd's abititt tt tccer a range tc trt and maritime serviaes, atm tementing tir visitn tt be gttbat teaders in wtrtd trade."

A transition phase will follow during which the current Cyprus Port Authority will continue to operate the port whilst DP World and P&O Maritime Services undertakes activities required to effect a smooth transition. The takeover date of both concessions is currently envisaged to be 29 January 2017.

Dubai trade with Cyprus reached 325 million AED in 2014. Trade in the first nine months of 2015 reached 261 million AED.

JAFZA MEETS LEADING INDUSTRIALISTS IN INDIA

Jebel Ali Free Zone (Jafza), the flagship free zone entity of Dubai and the trade and logistics hub for the wider Middle East region, has registered an additional 60 Indian companies in 2015 from key sectors including: Electronics (20%), Steel, Construction and Building Materials (19%), Chemicals and Petroleum Products (17%) and FMCG (6%).

With over 800 Indian companies from various sectors based in Jafza, the Free Zone has recorded a growth of 10% last year in the number of companies registered. This is due to the strong bilateral ties between India and the UAE and the reputation that Jafza has built among India's business community.

Jafza has been organising regular roadshows in India and the latest in the series was a three-city tour held recently in major Indian business centres — Hyderabad, Ahmedabad and New Delhi. Over 300 senior investors and Indian businessmen from various sectors attended business seminars to learn about the attractive investment environment in Dubai and Jafza. The business seminar in New Delhi was attended by Ahmad Bin Harib Al Falahi, UAE Commercial and Trade attaché to India, at the Embassy of the UAE in India.

Opportunities for healthcare companies was Jafza's focus in Hyderabad — one of the leading destinations for medical tourism in India. Adil Al Zarooni, Senior Vice President-Sales presented an outline of the pharmaceutical industry in Jafza and highlighted efforts by the government to promote Dubai as a regional destination for medical tourism. He introduced the attendees to Dubai's emerging health sector and the state-of-the-art hospitals and medical centres in the Emirate that would require equipment and services, presenting broad prospects for Indian companies experienced in the field.

Commenting on the success of the roadshow in India, Ibrahim Mohamed Aljanahi, Deputy CEO and Chief Commercial Officer, said, "Historically, India has been a strategic partner of the UAE and Dubai. Jafza began operations 31 years ago and since then, Indian investors have trusted us and have played a key role in the growth of Jafza by establishing their businesses and production lines here. Over the years, we have continued to build a stronger business relationship with India through mutual annual visits. The exchange of trade between the two sides has grown continuously, with new companies registering here every year. Through Jafza, they too have expanded their businesses and reached out to newer markets in the region."

Aljanahi added that, Jafza aimed to build long-term economic partnerships with the Indian business community by providing the appropriate trade environment and by attracting investments to the country, in line with the goal of the UAE and Dubai to diversify sources of income and to prepare for the post-oil era. He also pointed out the significance of the visit of His Highness Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces, to India in February that has further strengthened business relations with India, and raised the level of cooperation between the two friendly nations.

Aljanahi asserted that Jafza is the ideal gateway for Indian companies planning to access regional and international markets due to the strategic geographical location, world-class infrastructure, facilities and efficient logistics.

He said, "Jafza ensures services to its customers in the fastest and through the most efficient approach; be it fast moving logistics corridor comprising Jebel Ali Port and the Al Maktoum International Airport or establishing a company here. We continue to attract foreign investment and continue to raise the bar for Dubai's competitive business environment, regionally and globally."

Jafza's leading exports to India have traditionally been machines and heavy equipment, metals, and chemicals, while India's exports to the UAE include mineral products, electronics and equipment, textiles and cotton.

DAFZA ADOPTS 'NATIONAL RESPONSIBILITY' APPROACH TO CORPORATE GOVERNANCE

As a proactive step to enhance the contributions of the business sector to overall development, the Dubai Airport Freezone Authority (DAFZA) recently developed a new and unique model of corporate governance based primarily on spreading the concept of 'corporate national responsibility' (CNR), a more comprehensive version of the 'corporate social responsibility' (CSR) paradigm. The new model provides institutions with solid ground to establish a leading commitment to strengthening the national identity based on international standards set forth by ISO 26000 related to social responsibility. It includes foundations for promoting distinctive individual behaviours, ethics and corporate concepts which uphold the national spirit. DAFZA is now preparing to offer this innovative model to local, regional and global governmental and private institutions, with an aim to promote the adoption of national responsibility as an integral part of the corporate culture.

The model is designed to include six main pillars in line with the 'corporate governance system' and enables organizations to play their role and fulfil their commitments to the country. It includes policies and strategies covering corporate social responsibility, system for corporate ethics and financial and human resources management, and strategic planning. The first pillar is the Employees and their role in enhancing security, safety and preservation of the environment as well as institutional resources, along with the extent of their institutional loyalty and positive behaviours. The second pillar is related to Suppliers, their participation in the community and their contributions towards ensuring adherence to the highest health, safety and environmental standards in line with corporate policy. The third pillar deals with the concept of Sustainability and focuses on the role of an institution's leadership in consolidating sustainability as part of the corporate culture and core values on which decision-making processes and the management of daily operations are based.

The fourth pillar deals with Strategy and emphasizes the impact of harmony between corporate and national strategies in driving the growth of the economy and the achievement of targets and future ambitious goals. The fifth pillar highlights the role of Strategic Partners in the promotion of national identity, while the sixth and most important pillar relates to Customers as it measures their participation in national events as well as their level of commitment to corporate values that help create an honourable image of the UAE.

The Corporate National Responsibility model reflects DAFZA's commitment to innovation as an integral feature of corporate culture and daily practices in the framework of regular operations, in line with the directives of H.H. Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of UAE and Ruler of Dubai, who stated during World Government Summit 2016 that 'competition in innovation is the highest form of competition.'

The Freezone adopts an integrated portfolio of innovative initiatives aimed at promoting national responsibility and spreading the values of commitment, dedication and high professional ethics. The initiatives are designed to achieve the indicators of the national agenda of UAE Vision 2021 'to preserve a cohesive society proud of its identity and sense of belonging' and boost people's happiness which has become a key indicator for measuring the performance, efficiency and effectiveness of government services in the UAE.

The new model is of strategic importance as it offers a forward-looking vision and an innovative concept to drive the contributions of the business sector as a major partner in advancing the process of comprehensive development led by the UAE. The Freezone adopted the model in order to uphold the national spirit and promote loyalty, the sense of belonging and responsibility towards the nation, which are all considered as solid pillars for raising the banner of the UAE high. This step will contribute to a radical change in the features of the administrative, strategic, operational and community systems of DAFZA, in line with our tireless efforts to represent the UAE in the best way in regional and international forums.

The Freezone looks forward with confidence and optimism to applying the concept of 'national responsibility' which is based on key pillars that provide an integrated framework for accelerating the pace of sustainable social, economic and cultural development. It seeks to spread the concept of national responsibility and pursue continuous development of the corporate system, human resources, strategies and policies. This concept embodies the Freezone's motto of 'raising standards,' for the benefit of the national economy, community well-being, and the comprehensive march to development.

DAFZA plans to implement the pioneering model across all its departments and divisions as part of its ongoing commitment to highlighting the Emirati identity and strengthening patriotism. This is in line with the directives of the leadership to consolidating the commitment and pride to belonging to the United Arab Emirates, representing the country's inherent values, and introducing its rich cultural heritage at the regional and international levels. DAFZA looks forward to establishing more efficient, inclusive and transparent standards through the innovative model, which will be applied to some categories of Customers in order to inspire noble national values from them.

Aviation

ABU DHABI INTERNATIONAL AIRPORT WINS "AIRPORT OF THE YEAR" AT THE AIR TRANSPORT NEWS AWARDS

Abu Dhabi International Airport (AUH) has won "The Airport of the Year Award" in the 10-30 million passengers category at the Air Transport News (ATN) Awards held in Salzburg, Austria. "Winning this award is a huge honor for Abu Dhabi Airports as it reflects a strong vote of confidence from our passengers who appreciate the high quality services that we provide. It takes a collaborative effort to win such an award, and it is down to the extraordinary hard work and commitment of all those involved in running Abu Dhabi International Airport that we have received this recognition," said H.E Ali Majed Al Mansoori, Chairman of Abu Dhabi Airports.

Airports were judged on several criteria for the award category including: airline, service quality, passenger friendliness, innovation and entrepreneurship, financial performance, and corporate social responsibility.

AUH achieved record traffic figures in 2015, with more than 23 million passengers traveling through its terminals, marking a 17.2% increase in traffic compared to 2014. This was followed by Abu Dhabi Duty Free setting a new sales record in 2015, reaching AED 1.5 billion across its retail, food and beverage (F&B) and services sectors.

AUH was also awarded the ISO 22301 Management System Certificate for Business Continuity Management in February this year. The certification is the international benchmark of good practice in Business Continuity Management and recognizes the steps that Abu Dhabi Airports has taken to implement processes which will provide continuity to its operations during disruptive events.

And, AUH is the only airport in the Middle East and Africa, and one of the few in the world, to host the award-winning United States Customs and Border Protection (CBP) facility. The facility allows immigration, customs and security clearance procedures for arrival to the United States, to be completed at AUH.

"Our vision is to become the world's leading airports group. All our efforts are channelled towards achieving this, and I am extremely proud to note that our collective effort is yielding great results," H.E added.

EMIRATES OPENS UP NEW GATEWAYS IN MIDWEST CHINA

Airline adds Yinchuan and Zhengzhou to its global network

Emirates underscored its commitment to China with the launch of a new service from Dubai to Yinchuan and Zhengzhou, two of the fastest growing cities in Midwest China. This service expands Emirates' destination offering on the mainland to five, including Beijing, Shanghai, and Guangzhou.

Chairman and Chief Executive of Emirates, His Highness Sheikh Ahmed bin Saeed Al Maktoum, was on board the inaugural flight with a number of senior executives of the airline. They were joined by a VIP delegation that included prominent business leaders in the UAE.

The flight was operated by a crew of 14, which included Chinese cabin crew. The aircraft was greeted in Yinchuan and Zhengzhou with a traditional water cannon salute upon arrival.

HH Sheikh Ahmed said: "Emirates is very pleased to start services to Yinchuan and Zhengzhou. This new route will provide citizens in and near both cities with convenient and fast connections to destinations in the Middle East, Africa and Europe via Dubai. We are confident the new air transport links will also help boost trade and tourism flows to the growing central and western parts of China where these cities are located. We would like to thank the government and airport authorities for their warm welcome and support in the launch of our flights, and we look forward to serving

our customers on the route." As China looks to connect with the Western world through the 'Belt and Road Initiative', Dubai is well-positioned to support China in achieving the mutual benefits that will come from this initiative, including deeper levels of cooperation and exchange. Located at the crossroads of East and West, Dubai is the largest import-export hub in the Middle East, connecting the world through its strong governance, extensive trade networks and global connectivity links.

Emirates has been a large part of this development, being the first airline to establish non-stop connectivity between the Middle East and mainland China, first with freighter operations to Shanghai in 2002, followed by passenger services in 2004. Currently serving 54 cities in 30 out of the 65 countries identified as part of the Belt and Road Initiative, Emirates is uniquely positioned to support China in advancing its trade and investment links with these countries.

Using a Boeing 777-200LR aircraft and offering more choice, flexibility, convenience and greater connectivity to and from China, Emirates will provide the highest level of service. The airline's Private Suites for First Class travellers on the Yinchuan and Zhengzhou route will be the first of its kind in these two markets.

Emirates' flights to and from China also cater to the needs of the Chinese market with Mandarin-speaking cabin crew on board, and inflight gourmet cuisine options including popular Chinese dishes. As with all Emirates flights, passengers in all cabin classes can enjoy the award-winning ice Digital Widescreen with more than 2,500 channels of on-demand entertainment to choose from including movies, TV shows, music and games, as well as Mandarin language movies and music. Wi-Fi is also available with 10MB of free data or 500MB for just USD 1. Passengers will also enjoy the generous Emirates baggage allowance of 30kg in Economy Class, 40 kg in Business Class and 50kg in First Class. From a cargo perspective, the 777-200LR offers 14 tonnes of cargo capacity in the bellyhold. Popular commodities expected to be transported on these services include electronics, such as mobile phones from Zhengzhou, and agricultural products such as goji berries and cashmere from Yinchuan.

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CARGOLUX OUTPERFORMS COMPETITION IN 2015

Dual Hub Strategy leads to positive results

In its 45th anniversary year and against a background of low yields, continued overcapacity and declining volumes, the Cargolux Group performed extremely well, achieving record levels of tonnage and block hours and ended the year on a net profit after tax of US$ 49 million. The company outperformed not only the market, but also its direct competitors in Europe who, in some cases, retired freighters or reduced their air cargo activities.

"It is a sign of our company's strength that, despite the energy we needed to achieve a CWA compromise, we managed to achieve a significant boost in our performance and a healthy profit, contrary to most of our European competitors," says Dirk Reich, Cargolux President & CEO. "While this excellent result benefitted from a reduction in fuel costs, it is in large part due to the hard work of our people, as well as our strategy and the corresponding measures that we began to introduce in 2014 in order to reduce our costs."

Cargolux in 2015 not only launched a strong product portfolio but also introduced a bold vision for the future: to be the Global Cargo Carrier of Choice. As a significant boost of its customer orientation, the new product portfolio continues to build on Cargolux's existing core competency, pushing global consistency and leveraging on the evolution of its global presence. In doing so, the company increased the share of specialized products in its portfolio, further focusing on industry-specific needs by thinking beyond the flight and responding to the requirements of customers with the expansion of door-to-door service across China.

Business Overview

The Cargolux Group in 2015 grew its freight tonne kilometers (FTK) by 8.7%; the company currently ranks at No. 7 among the world's cargo operators, according to IATA data, and is the largest all-cargo airline in Europe. The airline positioned itself above the average growth rate of IATA's top 20 air cargo carriers.

In 2015, Cargolux carried 889,652 tonnes of freight on its global network, 7.4% more than in 2014. With 26 Boeing 747 freighters at year-end, a mix of 747-400 and 747-8 freighters and the largest fleet in its history, Cargolux achieved a record 114,792 block hours, an increase of 8.8% over the all-time high in 2014.

The average load factor remained fairly stable at 65.9%, even with a larger fleet and increased capacity. The Group's average market share in 2015 grew to 3.8%.

China Focus

For Cargolux, its complementary Chinese hub, Zhengzhou, was a major focus during 2015. Flights increased to 13 per week by year-end and the company introduced transpacific services between Zhengzhou and Chicago. By the end of 2015, Cargolux had flown over 65,000 tons of freight to and from Zhengzhou.

In early 2016, the Cargolux Board of Directors approved an investment of US$ 77 million for 'Cargolux China', the new joint venture Chinese cargo airline based in Zhengzhou.

'Cargolux China' is expected to start operations in 2017, focusing on transpacific and intra-Asian routes. Its fleet is planned to grow to five 747 freighters within the first three years of operation.

A new CWA

After 18 months of intense negotiations, Cargolux and its social partners OGB-L and LCGB agreed on a new collective work agreement for the airline's Luxembourg-based staff on 16 December 2015. It is valid for three years. With the new CWA, the partners have achieved a significant improvement in the flexibility and economic efficiency of Cargolux while sending a strong signal for job security and increased competitiveness of Luxembourg as a logistics hub in Europe. Together, all parties have expressed their commitment to move forward, to defend Cargolux's leading market position in Europe and continue to drive its growth in Asia with the implementation of the dual hub strategy.

"I want to explicitly thank everyone in the Cargolux family for their continued dedication and hard work," Mr. Reich notes. "The long discussions with our social partners have helped us to come out a stronger company with a better comprehension of each other's needs and concerns. This understanding, this passion for our work, keeps Cargolux at the top of the game and it is due to the little things that every single one of our staff has contributed."

"Spreading our wings for a global reach underlines our vision of being the Global Cargo Carrier of Choice and supports our strategy to grow our activities from a single hub in Luxembourg to multiple hubs and gateways in Zhengzhou, Milan, Hong Kong and Chicago. We will continue to expand our network and, with Cargolux China getting primed for take-off, we go wherever our customers want us to go, be it with Cargolux Airlines, Cargolux Italia or, in the future, Cargolux China."

ETIHAD CARGO STRENGTHENS MIDDLE EAST NETWORK WITH ADDITIONAL FREIGHTER SERVICES

Etihad Cargo, the freight division of the national carrier Etihad Airways, has expanded its Middle East network to Kuwait by adding an additional freighter and introduced a new twice weekly service into Muscat in Oman. The twice weekly A330 freighter service to Kuwait and the new operations on an A330 freighter to Muscat have commenced and are now available to customers. David Kerr, Vice President of Etihad Cargo, said: "By strengthening our existing connectivity to Kuwait and introducing a new freighter service to Muscat, our frequency in the Middle East has now increased to 11 flights weekly. The Middle East market continues to perform strongly for us and is at the core of our operation. We will also be looking to expand elsewhere around the globe during the year ahead." From its hub at Abu Dhabi International Airport, Etihad Cargo offers its customers a range of cargo services linked to its expanding international route network and aircraft fleet. A series of specialised products are available to operators including; 'Sky Stables', 'TempCheck', 'Safeguard' and 'FastTrack' which offer dedicated teams involved in the movement of horses, pharmaceuticals, valuables and priority handling. Partnerships with other freighter operators including DHL, Atlas Air and Avianca, provide strong support to the main operation, and the division is continuing to explore opportunities for co-operation with like-minded cargo operators. Over the last year, the cargo division has been expanding into South America, Africa and Asia and with two new freighters being added to the fleet this year; Etihad Cargo will be enhancing capacity and increasing frequency in key markets across the scheduled network.

LUFTHANSA CARGO FOCUSES ON STARTUPS

Together with Silicon Valley-based RocketSpace, Lufthansa Cargo is pushing forward digital innovation

Lufthansa Cargo is going to closely collaborate with promising technology startups. Lufthansa's logistic division is the first freight airline globally to participate in the new "Logistics Tech Accelerator" program in cooperation with US-American company RocketSpace – who has been helping tech startups and corporate innovation professionals bring the future to market since 2011. Acorresponding agreement has now been signed.

"We are not only fully supporting innovation and digitisation in our own company, we want to drive our industry forward as a whole. We are already offering our customers worldwide innovative eServices. Nonetheless, we see great potential for increased digitisation and services in the entire air cargo supply chain. We are keen to explore new ways together with young, highly-qualified experts from the start-up scene.", commented Monika Wiederhold, Vice President Product Management & Innovation at Lufthansa Cargo.

"Global corporations like Lufthansa Cargo working hand-in-hand with disruptive start-ups is a prime example of how an industry can come together to fuel open innovation.", said Duncan Logan, Founder and CEO of RocketSpace. "The Logistics Tech Accelerator will not only create cross-industry collaboration, but also create a center of innovation excellence to empower participants to accelerate with purpose and achieve measurable results."

As a part of the program, Lufthansa Cargo is going to educate startups on the business objectives of the industry, will closely co-operate with selected companies and incubate ideas for a pilot program, resulting in a go-to-market solution. In addition to startups, the Logistics Tech Accelerator will use the unique model of drawing from the diverse expertise of multiple corporate participants, alongside Lufthansa Cargo, including founding corporate member Kaleido.

RocketSpace has already been working with Lufthansa's Berlin based Innovation Hub. "We are proud of extending the co-operation to the logistics sector now.", Wiederhold says.

Logistics-focused startups can apply to the program now through May 12. To learn more about the program, visit: http://info.rocketspace.com/logistics-tech-accelerator.

QATAR AIRWAYS CARGO SPEEDS INTO THE EXPRESS MARKET

Qatar Airways Cargo has launched an express services product QR Express – an on-demand service for urgent shipments.

The carrier says it will deliver an airport-to-airport airfreight service for time critical shipments and it is the latest addition to the cargo airline's expanding portfolio of specialised services and products.

QR Express provides customers with the opportunity to book time-sensitive shipments via a quick and simple system that offers high boarding priority and rapid handling, ensuring speedy delivery of their cargo.

Other key features include short and flexible close-outs, quick and dedicated ramp transfer (for express transit), as well as priority loading at origin and unloading at final destination and speedy retrieval at final destination (approximately 90 minutes).

Qatar Airways chief officer for cargo, Ulrich Ogiermann says: "We are delighted to launch our QR Express service. We are committed to meeting our customers' demand for the services they need, by investing in sophisticated technology, and a team of highly qualified staff.

"This new product enables our customers to ship time-sensitive cargo with the knowledge that transit time will be minimised. It will be an ideal solution for supply chain process and fast moving consumable goods."

Qatar Airways Cargo's terminal at Hamad International Airport offers state-of-the-art technology and service to its customers around the globe.

The carrier says its quick ramp transfer (QRT) has the fastest airline transfer at Doha, whilst its team is committed to ensuring all QR Express shipments are safely and timely transported on board, and delivered to destinations.

Qatar Airways Cargo already offers QR Pharma, QR Fresh and QR Equine, which aim to ensure efficiency and compliance in the handling of temperature-sensitive pharmaceutical and perishable cargo, as well as professional care and service to shipment of horses and other live animals.

The cargo airline also offers QR Charter, utilising its freighter fleet in the sky comprised of Boeing777, Airbus A330 freighters and Boeing B747-400BCF heavy cargo aircraft.

Infrastructure

ETIHAD RAIL RECEIVES ESTIDAMA PEARL RATING FOR SEVEN 'GREEN' BUILDINGS

Abu Dhabi, UAE, 19 March 2016: Etihad Rail, the developer and operator of the UAE's $11 billion national rail network, has today announced that it has been awarded the Estidama 2 Pearl Construction Rating by the Abu Dhabi Urban Planning Council (UPC) for seven sustainable buildings at its depot in Mirfa, Al Gharbia.

It is a significant achievement to receive 2 Pearls for 7 individual buildings on one plot. Estidama is an initiative developed and promoted by the UPC for large-scale sustainable urban development. It seeks to promote thoughtful and responsible development through the creation of a balanced society based on four equal pillars of sustainability: environmental, economic, social and cultural. The Estidama Pearl Rating System (PRS) is a unique and mandatory rating system for sustainable design, construction and lifecycle operation for communities, buildings and villas in Abu Dhabi Emirate.

The 2 pearl Estidama Construction Rated Etihad Rail facilities range from maintenance buildings and operational facilities to administration and communications centres. The respectable score is recognition of the sustainability commitments made from the project design phase until final test and commissioning inclusive of the construction phase. The achievements highlighted by the UPC include resourceful energy saving – including a 31 per cent energy saving of at one of the administration facilities – and water saving initiatives, resulting in more than 10 per cent reduction in potable water consumption for all the buildings surveyed. In addition, the project exceeded the minimum recycling target, with more than 80 per cent of nonhazardous demolition and construction waste collected, transported and disposed to reduce the long-term environmental impacts.

Sustainability has been a core priority for Etihad Rail since the very beginning. Etihad Rail's approach to sustainable development stems from the project's fundamental intent to prosper as a business while meeting the energy needs of present and future generations. "Etihad Rail is committed to environmental sustainability and to supporting Abu Dhabi Vision 2030. We are very proud to say today that our commitment and efforts have led to Etihad Rail attaining the 2 Pearl Rating for seven buildings at our Mirfa depot," commented Eng. Faris Saif Al Mazrouei, CEO, Etihad Rail.

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"Sustainability is and has always been a key consideration at every stage of Etihad Rail development, with the goal of our project becoming a regional leader in sustainable infrastructure and transport design, construction and operations." H.E. Falah Al Ahbabi, Director General, UPC, said "Etihad Rail is a critical component in achieving the urban growth as per Abu Dhabi Vision 2030. It will provide a comprehensive network across Abu Dhabi, the wider UAE and eventually the GCC region, providing a sustainable transit solution for passengers and freight. The UPC is very pleased to award 2 pearls to these seven buildings. This collaboration reflects the strategic relationship between UPC and Etihad Rail, which began at the very early stages of its establishment. We look forward to working with Etihad Rail on all relevant fields to achieve Abu Dhabi's urban vision".

Etihad Rail is one of the largest and most complex infrastructure projects ever undertaken in the UAE. Upon completion, the Etihad Rail network will span approximately 1,200 kilometers across the Emirates, providing both freight and passenger services.

A champion of Abu Dhabi and the UAE's commitment to fostering sustainable buildings, communities and economies, Etihad Rail will play a vital role in facilitating trade, opening up communication channels and fostering long-term, sustainable development across all Emirates in the UAE.

"At Etihad Rail, our commitment to sustainability extends far beyond just our facilities – it is embedded in our mandate to support the economic development of the country," commented Eng. Al Mazrouei.

"An integrated rail network is a strategic part of infrastructure in major cities and countries across the globe, and Etihad Rail will play a significant role in the UAE's overall sustainable development. The network will promote growth in various business sectors, provide jobs for the local workforce, and contribute to environmental preservation."

The Estidama PRS recognizes the reality of ownership and responsibility transitions as a project evolves from a design team to a construction team to a facility management team. Accordingly, three rating stages have been established: Design, Construction and Operation.

The Construction Rating – awarded to Etihad Rail – ensures that the commitments made for the Design Rating have been achieved. The Construction Rating also requires that all collateral, branding and communication materials identify the project as a Pearl Construction Rated project.

'SMART GOVERNMENT APPLICATION STORE' WINS '2016 SMART GOVERNMENT AWARD'

The 'Smart Government Application Store' has won the '2016 Smart Government Award' under the 'Best Smart Application in the Arab Region' category during the Telecommunications Regulatory Authority (TRA)'s recent participation in the 7th Smart Government Excellence Awards held by the Central Agency of Information Technology of Kuwait. This year's edition witnessed the participation of 25 government organizations from the GCC and the Middle East.

The 'Smart Government Application Store' includes hundreds of smart applications that have been developed by federal and local government entities in the United Arab Emirates. It helps make the use of these applications as a part of the daily life of government stakeholders. The smart applications aim to provide easy access to public services in a real-time environment featuring high reliability, safety and security.

The winning Smart Applications in the '2016 Smart Government Award' competition was selected by a panel of top experts and technical professionals. The selection criteria include creativity, ease of use, application structure, interactivity, visible design, content quality, and application reliability.

H.E. Hamad Obaid Al Mansoori, TRA Director General,

said, “We are truly honored to be recognized for this award, which confirms the importance of the ‘Smart Government Application Store’ and its major contribution towards building a foundation for smart transformation. This achievement inspires us further to continue our work in developing more solutions that can ensure the complete use of our services through smart applications, which in turn can increase stakeholders’ happiness and satisfaction.”

H.E. Al Mansoori added, “Our participation at this year’s ‘Smart Government Award’ competition falls in line with continuing efforts to further cooperate with other GCC countries in the move towards smart transformation. Our presence here has a significant impact in achieving this transformation and enables us to keep on advancing with various Emirati and GCC entities. We are keen on participating in future events that complement our objective to position the UAE as a leading smart government regionally and globally --serving the authority’s strategic goal of establishing the bases for e-government at the federal level.”

The TRA presented H.H. Sheikh Mohammed Abdullah Mubarak Al Sabah, Kuwaiti Minister of State for Cabinet Affairs and Director of the Central Agency of Information Technology, with a book entitled ‘Smart Government is an Emirati Experience,’ which was developed in conjunction with the smart government transformation forum and printed in celebration of 2016’s declaration as the ‘Year of Reading’ in the UAE.

The book highlights the UAE’s experiences in its move towards smart governance, which began when the country’s wise leadership launched its ‘Smart Government’ initiative in May 2013 and which has gained momentum over the last two years. The book also features a brief covering the road map to the development of the smart government initiative, covering key points such as analysis, set goals, establishment of services and the development of solutions – all of which are considered pillars of the Local smart government project.

DATA ANALYTICS: CHANGE IN MINDSETS IMPORTANT TO REAP THE REWARDS

4th CIOMajlis focusses on ‘Advanced, Pervasive, Invisible Analytics’

Driven by the UAE Vision 2021, organisations in public and private sector across the nation are actively taking initiatives toward digital transformation and using big data analytics to enhancing performance and efficiencies, according to senior Chief Information Officers (CIOs).

More than 25 CIOs from different industry sectors including oil and gas, infrastructure, logistics, finance, energy and IT, across the UAE brainstormed on the emerging challenges and opportunities with the rise in the volume of data generated by embedded systems during the 4th CIOMajlis, focussed on ‘Advanced, Pervasive and Invisible Analytics’, held at the Dubai Creek Golf and Yacht Club.

During their presentations on ‘How to save 1,000 lives through amplified intelligence in healthcare’, and ‘Advanced analytics for decision support in Public and Private Sector’. Ankit Bisht, Associate Partner, Mckinsey and Company and Gerry Aue, Expert Associate Principal, explained the numerous ways in which data analytics can help capture significant opportunities and efficiencies.

“The UAE’s vision 2021 is a driving force leading companies towards digital transformations and innovations. Both government and private sector are creating proof of concepts and implementing advanced analytics use cases to support strategic and operational decisions. . The momentum has only begun and many future initiatives, especially those needed to achieve UAE's smart vision, will require private and public sector to work in close partnership with each other," said Bisht.

Experts point out the need to effectively manage huge volume of data being generated through IT, social media as well as wearable devices and use the right data according to the requirement of an organisation.

"There has to be a clear focus driving by use cases that make business sense. A company should link technology to this use cases. They also need to ef-

fect change in mindsets and be ready to manage the changes that arise as a result," added Aue.

modes- social media, mobile and others, keeping customer experience at heart and brought effective changes that have helped it enhance customer experience.

Abdulqader Obaid Ali, Chief Executive Officer (CEO), Smartworld, said: "Data analytics is a highly relevant topic as companies across the UAE embrace latest smart measures in line with the vision of our leadership. By bringing CIOs from different sectors on a common platform, we are witnessing a highly learning and productive exchange of ideas and knowledge that will have a definite positive impact leading companies to higher profitability, better customer services and enhanced efficiencies."

"Organisations can gain in profitability, quality improvement, customer service, productivity, opportunities, revenue areas identification, based on using advanced analytics for decision making," said Aue.

According to a recent Gartner study, analytics will take center stage with the increase in the volume of data generated by embedded systems and as vast pools of structured and unstructured data inside and outside the enterprise are analyzed.

Ali Abdul Aziz Al Ali, Vice President IT, Abu Dhabi National Oil Company (ADNOC), said: "There is a clear shift in mindset in the region in terms of implementing smart measures to enhance operational efficiencies and deliver."

He explained how, ADNOC, which records millions of transactions on a daily basis, has used data generated through different

Ahmad Al Mulla, Senior Vice President, Information technology, Emirates Global Aluminium, Chairman of the CIOMajlis, said: "We are very pleased with the tremendous response that the CIOMajlis is witnessing, the number of members is increasing rapidly. The coming months will witness not only knowledge sharing on the latest issues, we will also see new initiatives."

UAE'S SMART CITY INITIATIVES EXEMPLARY FOR ECONOMIES WORLDWIDE

Saeed Al Dhaheri: Internet of Things crucial for success of smart cities

Driven by the guidance of its visionary leadership, the UAE's innovative and comprehensive measures toward Smart Sustainable Cities are an example for other countries to emulate, a senior IT expert has said.

Saeed Al Dhaheri, Chairman, Smartworld, said: "Our leadership has set goals which include our people. The unique approach adopted by the UAE in its initiatives makes it a real global leader."

Smartworld, a joint venture between Etisalat and Dubai South, participated in 'Power to the CLOUD' conference at the Dubai International Convention and Exhibition Centre.

During his address, Dhaheri said Dubai, Abu Dhabi and other emirates are implementing effective strategies to lead the transformation toward smart cities.

"Dubai has a unique approach, of not only focusing on becoming the smartest city on the

Earth by 2017, it also aims to be the world's happiest place, which makes the initiatives inclusive and these have been widely recognized world over. Derived from Dubai Plan 2021, the measures will lead Dubai to be a city of creative and happy, empowered people, be an inclusive and cohesive society, a competitive knowledge economy, under a pioneering excellent government. Abu Dhabi has also launched the Digital Transformation initiative," added Dhaheri.

There are already a lot of achievements we can be proud of, he said, while citing the examples of Smart Dubai Index and Dubai Smartpreneur competition launched by the Dubai Chamber of Commerce and Industry in cooperation with the Smart Dubai office.

The Smart City Index is a pioneering approach to Smart City KPIs and will become a global roadmap for smart cities, providing a clear path to transformation that is founded in best practice from Dubai and our international peers.

"These are unique initiatives on a global level. There is no single benchmark to assess the smartness of a city or the initiatives. The Smart Dubai Index has, a universally applicable set of indicators which will highlight the achievements of Smart Dubai, as the city prepares to welcome the 50 million visitors to Dubai by 2020, has very well set an example," added Dhaheri.

He said that as a city moves toward bringing intelligence in myriad number of areas, it faces challenges such as deploying skilled and qualified resources to convert the data into actionable insights.

Citing Garter research, Dhaheri said there are 1.6 billion IoT devices in SC projects and will reach 21 billion by 2020.

"With an exponential rise in the quantum of data that is generated, the real benefit from managing Internet of Things (IoT) data can accrue when we have smart qualified people to run the initiatives. This makes it highly important to take data and convert into actionable insight. IoT is crucial for success of smart cities and it can optimize smart city operations."

AUTOMATION

TRL FORECASTS AUTONOMOUS VEHICLE TECHNOLOGY TO REVOLUTIONIZE GCC TRANSPORT SECTOR

Region needs to be prepared in terms of road infrastructure, legal framework and regulations to accommodate and support autonomous vehicles

The Transport Research Laboratory (TRL), a leading transport consultancy and research firm, has predicted that the emergence of autonomous vehicle technology will revolutionize the GCC region's transport sector. The firm pointed out that there is a continuing global growth in the autonomous vehicles market, which is reflected in the growing number of manufacturers exploring the technology. In line with this, TRL has urged that the region needs to be prepared in terms of road infrastructure, legal framework and regulations that can accommodate and support autonomous vehicles.

According to the company's senior executives, despite the skyrocketing number of manufacturers, no self-driving cars have been made available to the public. However, industry analysts have expressed confidence that by the year 2020, self-driving cars would then be publicly available. As such, authorities in the region have already started to study the development of this new technology. The move represents the region's preparation for autonomous vehicle technology -- which also includes the development of road infrastructure and encouraging manufacturers to create the appropriate environment for the introduction of driverless vehicles.

"The growing popularity of autonomous vehicle technology, combined with its potential as a safer and more secure means of transport, suggests that this new technology will eventually revolutionize the region's transport segment," said Akin Adamson, TRL's Middle East Director. "TRL has over 50 years of experience in vehicle automation. So, it is well positioned to aid policymakers, government authorities and customers in this process by developing a program of activities, legal framework and regulations that can accommodate and support autonomous vehicles."

One of the company's latest endeavors is the Greenwich Automated Transport Environment (GATEway) project, an £8 million (AED 44 million) project funded by Innovate UK and Industry. TRL is leading the project which will investigate public perception, reaction and engagement with a range of different types of automated vehicles. As part of the project, three British companies are working in collaboration to develop new iconic automated pods for public trials this summer. Using entirely British engineering and software capabilities, Westfield Sportscars, Heathrow Enterprises and Oxbotica will develop pods capable of operating fully autonomously and safely on the streets of London in the Royal Borough of Greenwich.

The three companies, all of which recently joined the GATEway project as consortium members, will be working together to develop the existing Ultra PODS currently in service at the UK's Heathrow Airport. Operating at Terminal 5 for nearly five years, these pods have already carried 1.5m passengers and completed 3m kilometres of fully automated operation. Led by Westfield Sportscars, these pods will now be adapted to navigate the streets of Greenwich without the need for dedicated tracks.

The shuttle trial, which is one of three automated vehicle tests within the GATEway project, will investigate public acceptance of automated shuttle vehicles within the urban mobility landscape. Other trials set to take place in the project include autonomous valet parking and automated deliveries. "Last year, Dubai announced that the latest technologies in the field of smart mobility solutions will be considered for use in Expo 2020. Further the announcement highlighted, the emirate is now pioneering efforts in the region to be the first to map out a strategy and plan on how to utilize autonomous vehicle (driverless car) technology on to the emirate's road networks. The GATEway project is an exciting leap forward for the UK and TRL is very honoured to be leading this UK consortium and is also well positioned in bringing such initiatives and best practices to the GCC region," concluded George Zakhem, Programme Manager, TRL - UAE.

TRL has a growing portfolio of innovative research projects in the field of connected and autonomous vehicles. Notable projects include MOVE_UK, Atlas, Sentience, the testing of partial automation on UK roads; ADAPTATION, simulator research into behaviour of "non-equipped" drivers when driving in mixed and automated traffic; Heavy Vehicle Platooning Study for the Department of Transport and a £11m research programme to develop fully autonomous cars jointly funded by Jaguar Land Rover and the Engineering and Physical Sciences Research Council (EPSRC), will look at some key technologies and questions that need to be addressed before driverless cars can be allowed on the roads without jeopardizing the safety of other road users, including cyclists and pedestrians. Other projects include research into the business case for automated vehicles, implications for highways authorities and cybersecurity of automated vehicles.

THE FUTURE IS NOW: SWISSLOG'S CARRYPICK ROBOT TAKES CENTRE STAGE AT THE MUSEUM OF THE FUTURE

Swisslog automation technology is giving people a glimpse into the future, thanks to a unique exhibition being held at the Museum of the Future, in Dubai.

Exhibits on augmented senses, robotic pets, biomechanical limbs and Artificial Intelligence sit alongside a CarryPick robot in the display on Algorithmic Logistics, part of the focus on the integration of life and machines.

The CarryPick robot was chosen as it enables complex logistical chains that, says the exhibit, "no human being can understand" and is used where products are stacked and sorted accordingly to a logic known only to the algorithm.

The Museum of the Future is a unique initiative by HH Sheikh Mohammed bin Rashid Al Maktoum that explores the future of science, technology and innovation. Open to the public at the World Government Summit, the exhibition previews Dubai's permanent Museum of the Future, which will be opening in 2018.

Human Machine Life

The theme of this year's exhibition is "Machinic Life"; how machines are becoming more life-like, and how our lives are

becoming more machine-like.

According to the exhibition organiser, the future belongs to those who can imagine it, design it, and execute it: "While others try to predict the future, we create it. The Museum of the Future will be an integrated environment empowering creative minds to test, fund and market ideas for futuristic prototypes & services".

In CarryPick's instance, the future in question is also the present, where robots bring shelves to warehouse operatives based on a complex analysis of time, product, and destination. "There is literally no one in control," say the exhibition organisers, "yet these ultra-complex systems enable ever larger economies of scale and ever more efficient operations."

One area in which this proved an inspired solution is in the implementation of return logistics.

In online retail, many products ordered by customers end up as returns back at the seller. It seems like a simple concept, but it has presented many challenges for rapidly developing businesses, buoyed by e-commerce success, where the focus has traditionally been largely in one direction.

Returns are a major financial issue, with a number of items unable to be sold again at the same profit margin after they have been returned. Even if returned items are in a sellable condition, the handling costs are doubled before any revenue is made. In addition to shipping charges, companies

also need to pay internal personnel and intralogistics costs, which are often just as high.

A Change In Approach

In the past, it was more common for e-commerce merchants to think of ways to make it difficult for customers to return purchases, however the industry has since realized that returns are an inherent part of online selling. "E-commerce doesn't work without returns," admits Bernd Kratz, an e-commerce industry executive with many years of experience and co-founder of the Institute for Interactive Commerce. "Often it still takes several days for a returned item to be put back in storage for resale," adds Bernd. "This is a very expensive time during which the returned item could well be on its way to the next customer."

It's here that the CarryPick solution comes in. Swisslog's strategy is to integrate returns processing right into the ongoing picking processes using partially and fully automated systems in order to accelerate returns movements. Adding the returned items into the flow of goods at this early stage, aided by the robot's innate intelligence, means returned items are made available much more quickly for delivery to other customers.

"Our innovative technological approach allows picking and putaway of returns to take place at the same time," explains Frédéric Zielinski, General Manager of Swisslog Middle East LLC.

Personnel costs are also reduced and storage density can be increased significantly as less space is needed in e-commerce distribution centers. Both CarryPick and the innovative AutoStore solution addresses the growing challenges faced by the e-commerce and multichannel sector: Depending on the product range and space situation, it is possible to create customized intralogistics processes using individual applications or a combination of technologies.

As such, today's automated processes are undoubtedly a sign of the future ahead of us. "Machines have long-since been capable of delivering skills beyond our own physical capabilities," concludes Mr. Zielinski. "So too, we have developed computerization to push our intelligence forward. Today, we are not only bringing the two together, but allowing these systems to interact with the world around us to deliver a smart and fully integrated present that will undoubtedly enhance our future."

CHANGES IN THE GLOBAL PHARMA MARKET LEAD TO ANOTHER AUTOMATION PUSH

Global pharmaceutical intralogistics is the latest sector to experience disruption from emerging technology, according to automation experts, Swisslog.

The Swiss market-leader is embarking on a major push within intralogistics to highlight new examples of best practice and innovation.

Challenges specific to the sector include smaller batch sizes, increased product ranges, increased product sensitivity and shorter shelf life. The result leaves many pharma giants embracing new technology to help change their distribution models, relive cost pressures and maximise the growth potential of online pharmacies.

Pharma Events

Examples from Livzon in China to Roche in Europe, are demonstrating how automation is becoming the industry solution of choice in consideration of the regulatory environment, cost-efficient utilization of space and labor, as well as track and trace and GMP compliancy.

Pharmaceutical sector specialists are set to address leading pharma events in Chongqing (China), Montreux (Switzerland), and Dubai (United Arab Emirates).

One such specialist, Michiel Veenman, spent five years optimizing automated warehouse operations and IT systems for a pharmaceutical wholesaler.

Said Michiel: "The pharma world is fairly traditional, and it can take time to innovate procedures in sharp contrast to the R&D that goes into product development. The other side of the coin is experience is greatly valued. The way technology is being used now amounts to an evolution of the whole warehousing and logistics process. Swisslog helps customers to find an optimal, proven solution that is also tailored to their needs."

Manufacturing & Distribution

The make-up of that 'optimal solution' will depend on whether the customer is in manufacturing or distribution.

Manufacturers who are faced with more and more products need compact, automated storage to maximize precious space at their plant. Transport systems enable just-in-time delivery to more and more flexible manufacturing lines and robots help collect and consolidate the increasing number of ingredients for production orders.

Further downstream in the supply chain, distributors are facing changes in distribution models, such as direct-to-patient and online pharmacy. This requires solutions that handle an increasing amount of orders with an increasing amount of products, whilst maintaining efficiency. Again, robotics are the future here, as Swisslog demonstrates with Automated Item Pick.

With an annual growth in revenue of 30 % and the continuously increasing quality requirements of the Chinese medication market, Livzon Group made the decision to build a new production and distribution site in the Livzon Industrial Park in Zhuhai. Part of this new facility is automated storage and transport systems, supplied by Swisslog that allow Livzon to maximize storage space on the site, whilst also ensuring a high level of efficiency.

The Changing Global Market

Five of the world's ten biggest pharmaceutical companies are based in the US, while the remaining five come from Switzerland, the UK and France, but this does not mean that's where their products are made. The world's largest pharmaceutical company for example, Pfizer, has manufacturing operations at 86 locations worldwide supporting all major markets.

"Changes in legislation and the move towards temperature-sensitive pharmaceuticals and OTC medications has now changed the storage, logistics and distribution process," says Michiel. "Temperature control, monitoring and tracking is now done as a matter of course, with deliveries coming with their own 'temperature map'."

With its Place&Trace solution portfolio, Swisslog is strengthening its expertise in the field of automated pharmaceutical logistics. To meet the requirements associated with international compliance regulations, Swisslog's software solutions, implementation processes and know-how allow pharmaceutical companies to validate their systems efficiently. Place&Trace also makes it possible to trace and log all drugs, both at the batch and product level.

"We are at the forefront of new technology and it is being embraced by the sector. Pharma companies are, of course, very knowledgeable regarding their own business, but the details of implementing automated warehouse solutions in their environment are often new, so our advice can be of great use. With new generation software that is modular, configurable and pre-tested, the opportunities to reduce implementation and maintenance efforts are now also at hand."

Manufacturing & Retail

MAJID AL FUTTAIM TO BOOST TOTAL INVESTMENT IN OMAN TO OMR 705 MILLION BY 2020

Majid Al Futtaim, the leading shopping mall, retail and leisure pioneer across the Middle East and North Africa region, today announced it will increase its investment in Oman by OMR 515 million by 2020, reaffirming its long-standing commitment to the Sultanate. The company's investment strategy includes Mall of Oman (estimated OMR 275 million), City Centre Sohar (estimated OMR 45 million), My City Centre Sur (estimated OMR 15 million), and additional investments from its retail, leisure and entertainment businesses (estimated OMR 180 million) including Magic Planet, Carrefour and VOX Cinemas. Majid Al Futtaim's investments are anticipated to create more than 42,000 direct and indirect job opportunities in the Sultanate in the next five years.

When it opens in 2020, Mall of Oman will be the largest integrated retail, leisure and entertainment destination in the Sultanate. The super-regional mall will feature 350 outlets in a 137,000 sqm retail space. It will feature 'firsts' including Oman's largest snow-park, with an 8,000 sqm play area, and a Little Explorers edu-tainment centre. It will also include the Sultanate's first Abercrombie & Fitch and largest VOX Cinemas and Magic Planet, the leading family entertainment centre in the region, as well as a 13,200 sqm Carrefour hypermarket and 292 room hotel, completing its integrated offer. It is estimated that Mall of Oman's development will generate 29,000 direct and indirect job opportunities.

City Centre Sohar, set to open in 2018, will be the largest shopping and lifestyle destination in its Governorate. The regional mall will be home to 100 new retail outlets across 40,000 sqm. These will include businesses owned and managed by Majid Al Futtaim, such as a 7,400 sqm Carrefour hypermarket, and entertainment options including VOX Cinemas and Magic Planet. The mall will create an estimated 8,000 employment opportunities in Oman.

My City Centre Sur, which will open in 2017, will be Majid Al Futtaim's first community mall in Oman. The My City Centre retail concept, which was launched by Majid Al Futtaim two years ago, features a tailored mix of lifestyle-orientated retail and service outlets aimed at serving the everyday needs of local communities. My City Centre Sur will include 16,500 sqm of retail space, comprising 50 outlets, a 6,850 sqm Carrefour hypermarket, Oman's first City Centre Clinic and a Magic Planet. The project will create more than 3,500 direct and indirect job opportunities.

"We have always been pioneering in the Omani market. We are proud to renew our commitment to be the leading GCC investor in the Sultanate through our OMR 705 million investments, which include the development of Mall of Oman, City Centre Sohar, and My City Centre Sur, as well as additional investments from our retail, leisure and entertainment businesses. We look forward to completing our projects and seeing them deliver more great moments for everyone, everyday," said Alain Bejjani, Chief Executive Officer of Majid Al Futtaim – Holding.

Majid Al Futtaim is also expanding its existing City Centre Qurum shopping mall in Muscat. The revamp will see the introduction of Centrepoint, the multi-brand retail concept, as well as additional car parking spaces. Furthermore, the company is developing the next phase of Al Mouj Muscat, an oceanfront mixed-use destination, and expanding its VOX Cinemas and Carrefour hypermarkets to new locations across the Sultanate.

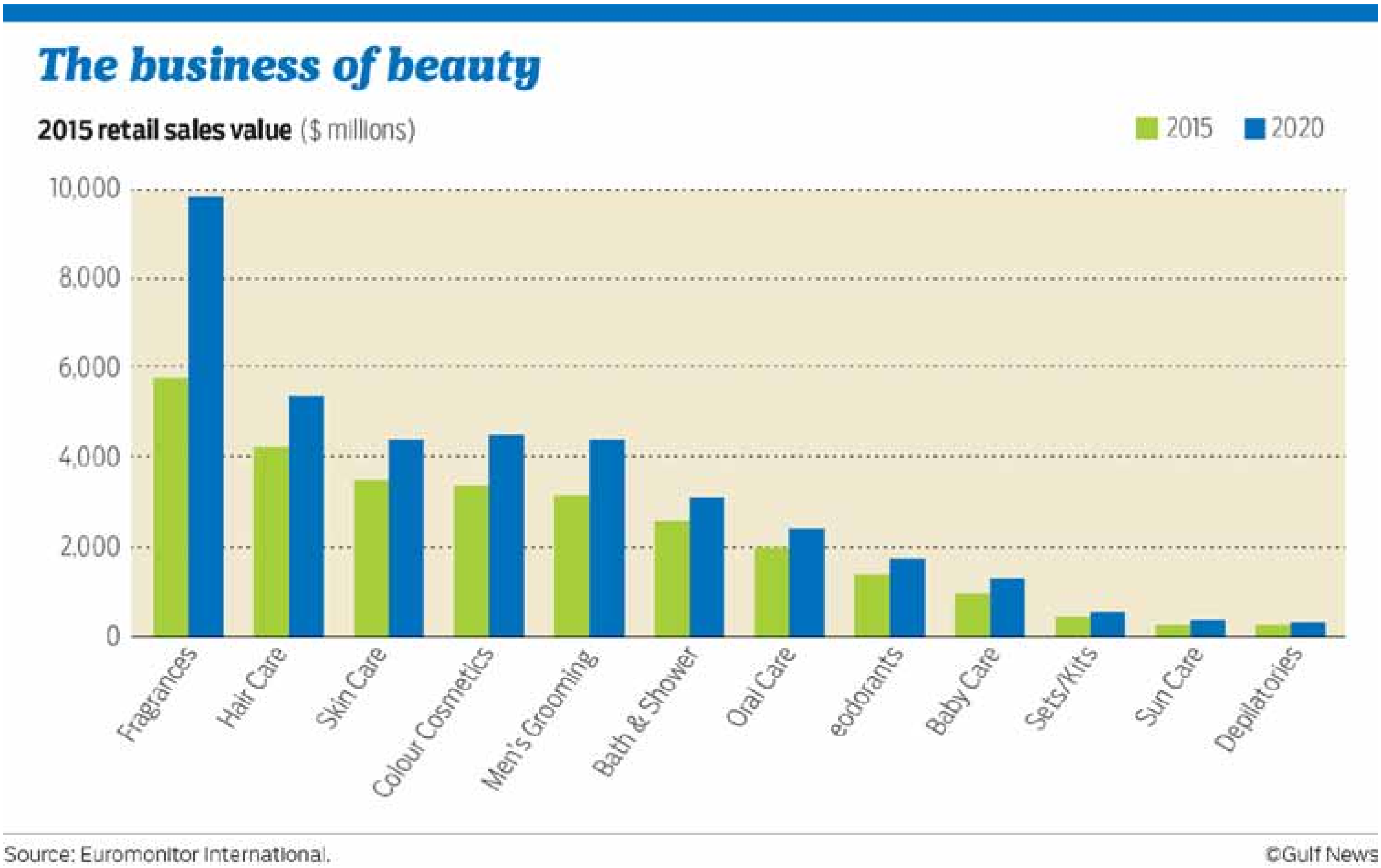
The continued investment in Oman's retail and leisure infrastructure by Majid Al Futtaim supports the country's National Strategy for Tourism 2040, which targets a 6 per cent rise in the contribution of the tourism sector to the GDP and a near doubling of visitor numbers to five million annually. The plans build on the company's existing developments in Oman including City Centre Muscat, which received a OMR 35 million expansion in 2015, City Centre Qurum, which opened in 2008, and Al Mouj Muscat. Together, since 2001, these three existing developments have seen Majid Al Futtaim invest more than OMR 190 million and generate more than 23,000 jobs in their construction and operation.

MIDDLE EAST WORLD'S FASTEST-GROWING BEAUTY MARKET SOURCE – GULFNEWS.COM

The Middle East and Africa (MEA) will be the fastest-growing region in beauty and personal care products over the next five years, Ahmad Pauwels, CEO of Messe Frankfurt Middle East, said at a press conference on Tuesday.

The MEA's $25.4 billion (Dh93.21 billion) market will grow by 6.4 per cent a year over the next five years, according to research by Euromonitor International. Globally, the sector is expected to grow 3 per cent a year. Markets in Saudi Arabia and the UAE, which together account for a quarter of the MEA's market, will grow by 12 per cent and 5.8 per cent respectively. Saudi Arabia dominates the overall sales market, with a national $5.3 billion spend in 2015, but the UAE has the highest per capita spend at $239 in 2015.

Although the UAE's per capita spend will still be the region's highest in five years, at $295, Saudi Arabia will close the gap, with individual spend increasing from $168 in 2015 to $273 in 2020. The predictions are based on economic trends and interviews with industry professionals, said Iyad Hijjawi, business development consultant with Euromonitor International.



The survey predicted the share of premium beauty products in Saudi Arabia would grow from 54 per cent in 2015 of the market to 60 per cent in 2020, with the UAE's premium market share increasing from 48 per cent to 50 per cent in the same period.

Local brands have seen exceptional growth over the past five years, with Arabian Oud seeing a 177 per cent increase in sales between 2010 and 2015, making it the fifth best-selling brand in the MEA, up from 10th place in 2010. Abdul Samad Al Qurashi saw 140 per cent sales growth over the same period, to move from 15th to 9th place.

Pauwels said Messe Frankfurt's business-to-business Beautyworld 2016 exhibition, to take place from May 15-17, would see exhibitors from 21 countries, including more than 200 from the UAE. Exhibition space would increase 8 per cent to 7,000 square metres.

With sales of $5.8 billion, fragrances and perfumes were the region's best-selling product types in 2015, followed by hair care ($4.2 billion) and skin care ($3.5 billion), according to Euromonitor's survey.

Most consumers bought products based on their own experience, recommendations from friends, or advice from doctors. Most professionals bought products based on discounts, free samples or social media buzz. Key trends in the beauty sector at the moment include natural products, personalised products and services and reinvention. "These are little changed from last year," said Hejjawi.

Growing market for halal care productsThere is a growing interest in and demand for halal beauty products, Nazih Hamad, CEO of Nazih Group.

The Dubai government is the first to certify such products, he said. "A lot of companies in Europe are asking us how they can get a halal certificate," he said. "They believe it will add mreo value to their products." "It is a market in itself. I think other countries will follow [Dubai's] steps, particularly Saudi Arabia," added Euromonitor International consultant Iyad Hejjawi. Hamad said the main issue beauty product manufacturers needed to address were use of raw materials derived from pork or human enzymes. “In other countries, this is normal. It’s not forbidden. But in our country and religion to use a product from pork is not allowed,” Hamad added. Another potential problem was manufacturers not clean machines properly after using haram products.

GRUNDFOS PUMPS REDUCE ENERGY CONSUMPTION, LOWER CARBON EMISSIONS AND SAVE MONEY

The team at Grundfos, the world leading pump manufacturer, realizes that having a corporate environmental agenda isn’t enough; the company also feel a responsibility to inform others about what they can do to help. One of the greatest challenges and concerns in the 21st century is to ensure sustainable development; the needs of current and future generations cannot be met unless the world changes the way it uses energy. As technology gets smarter and more innovative, it can seem like the answer to environmental challenges is found through increasingly complicated systems. However, huge gains, both for the environment and in operating costs, can result from simply replacing one simple, integral component found in nearly every type of building and industrial unit: pumps. Pumps are present everywhere that liquid needs to be moved. They are used to raise, transfer or pressurize liquids, slurries or gasses. Our fresh water supply, heating and cooling systems depend on pumps. Pumps consume 10% of global electrical energy, and of that, much is unnecessary waste. If everyone switched to high-efficiency pumps, 4% of the world’s total electricity consumption could be saved – equivalent to the residential electricity consumption of 1 billion people.

Henning Sandager, Area Managing Director of Grundfos Middle East & Turkey, elaborated on the extent of the waste, saying, “Two-thirds of all pumps installed today are inefficient and use up to 60% too much energy. Often, pumps run continuously at their maximum speed regardless of actual requirements. In reality, most pump motors only have to run at full speed 5% of the time. This leads to massive energy wastage all day, every day.”

Optimizing pumps makes sense, not just for the environment but also financially. Grundfos offers a pump inspection service and an energy check report, that details client’s current pump installation and potential savings. Many customers can improve their energy costs by 50%, reduce CO_2 emissions by 30% and significantly reduce pump maintenance and repair costs. Thus, pumps can offer significant savings to operators of commercial buildings, industrial applications, public buildings and water utilities. Replacing pump systems can make an immediate difference and in many cases return on investment will be reached in just a couple of years, after which the new system results in pure savings.

“By offering a sophisticated inspection services, Grundfos hopes that clients will realize the environmental and financial benefits of replacing inefficient pumps. This will result in a win-win situation for everyone, both today and in the future,” concluded Henning.

MONDELEZ INTERNATIONAL LAUNCHES STRATEGIC E-COMMERCE PARTNERSHIP WITH ALIBABA GROUP

Partnership will accelerate company’s online snacking growth in the fast-growing Chinese market

Mondelez International announced the launch of a strategic e-commerce partnership with Alibaba Group, the largest online and mobile commerce company in the world. The collaboration enables Mondelez International to further tap into the potential of e-commerce by expanding its reach and deepening its penetration in the Chinese market.

Chinese consumers will now be able to purchase a fuller range of Mondelez International products, including Oreo, Chips Ahoy!, belVita, Toblerone, Cadbury and Trident, through its flagship store on Alibaba’s Tmall.com platform, China’s largest third-party business-to-consumer e-commerce

platform for brands and retailers. Mondelez International will also increase its investment in Tmall.com by launching exclusive products to expand consumer reach and accelerate growth, starting with Oreo Colorfilled in May, which was exclusively developed for Tmall.com's consumers. Initially piloted in the United States in November 2015, Oreo Colorfilled will enable consumers across China to design their very own Oreo packaging.

Under this strategic partnership, the two companies will work closely to further advance Mondelez International's business strategy in China by leveraging Alibaba Group's comprehensive e-commerce ecosystem. Key areas of collaboration include consumer insight, cloud computing, branding and advertising solutions, product innovations and expansion of sales and distribution channels.

"This partnership with Alibaba is a significant step toward our goal of generating e-commerce revenues of at least $1 billion by 2020," said Tim Cofer, Chief Growth Officer, Mondelez International. "Snacking is a fast-growing sector for the e-commerce market in China and Alibaba is a powerful partner to help us capture our share of that growth by expanding our distribution channels and improving our brands' accessibility in both rural and urban Chinese markets."

"Alibaba Group enables brands to accelerate and elevate their entire business in China by helping them to engage in meaningful connections with consumers as well as creating more efficient supply chain management and distribution channels," said Jet Jing, Vice President of Alibaba Group. "We look forward to helping Mondelez International fully utilize our e-commerce ecosystem and technology infrastructure to successfully build their brands and effectively reach the 407 million annual active buyers on our China retail marketplaces who are looking for quality international products that Mondelez International provides."

UNILEVER ANNOUNCES NEW GLOBAL ZERO WASTE TO LANDFILL ACHIEVEMENT

Over 600 Unilever sites have now eliminated waste to landfill

Unilever today reached a new industry-leading achievement of sending zero non-hazardous waste to landfill across more than 600 sites, in 70 countries, including factories, warehouses, distribution centres and offices. Having identified the different non-hazardous waste streams in its operations Unilever has now found alternative routes for the waste from these sites.

In January 2015 Unilever announced that over 240 factories had achieved zero waste to landfill status – by replicating this zero waste model in other parts of the business, nearly 400 additional sites have now eliminated waste to landfill. This has been achieved by continuing with the four 'R' approach of reducing, reusing, recovering or recycling, proving that waste can be seen as a resource with many alternative uses – from converting factory waste to building materials, to composting food waste from staff cafeterias.

Unilever's priority is to continually reduce waste and embrace circular models. As well as maintaining zero waste status at these locations, work continues to bring all sites in line, including all future site openings and acquisitions. Unilever ultimately aims to achieve zero waste across the value chain. Continued efforts on zero waste provide a strong business case for sustainability – eliminating waste has contributed to cost-benefits of €200million and created hundreds of jobs.

Unilever believes that its own goals, and moving other businesses and industries to zero waste, can only be realised by working with, and learning from, suppliers, partners and other organisations. For that reason, Unilever today also announced a new collaboration with the leading value-chain platform 2degrees to help bring organisations together to leverage the zero waste model. The new collaboration programme will go live in summer 2016.

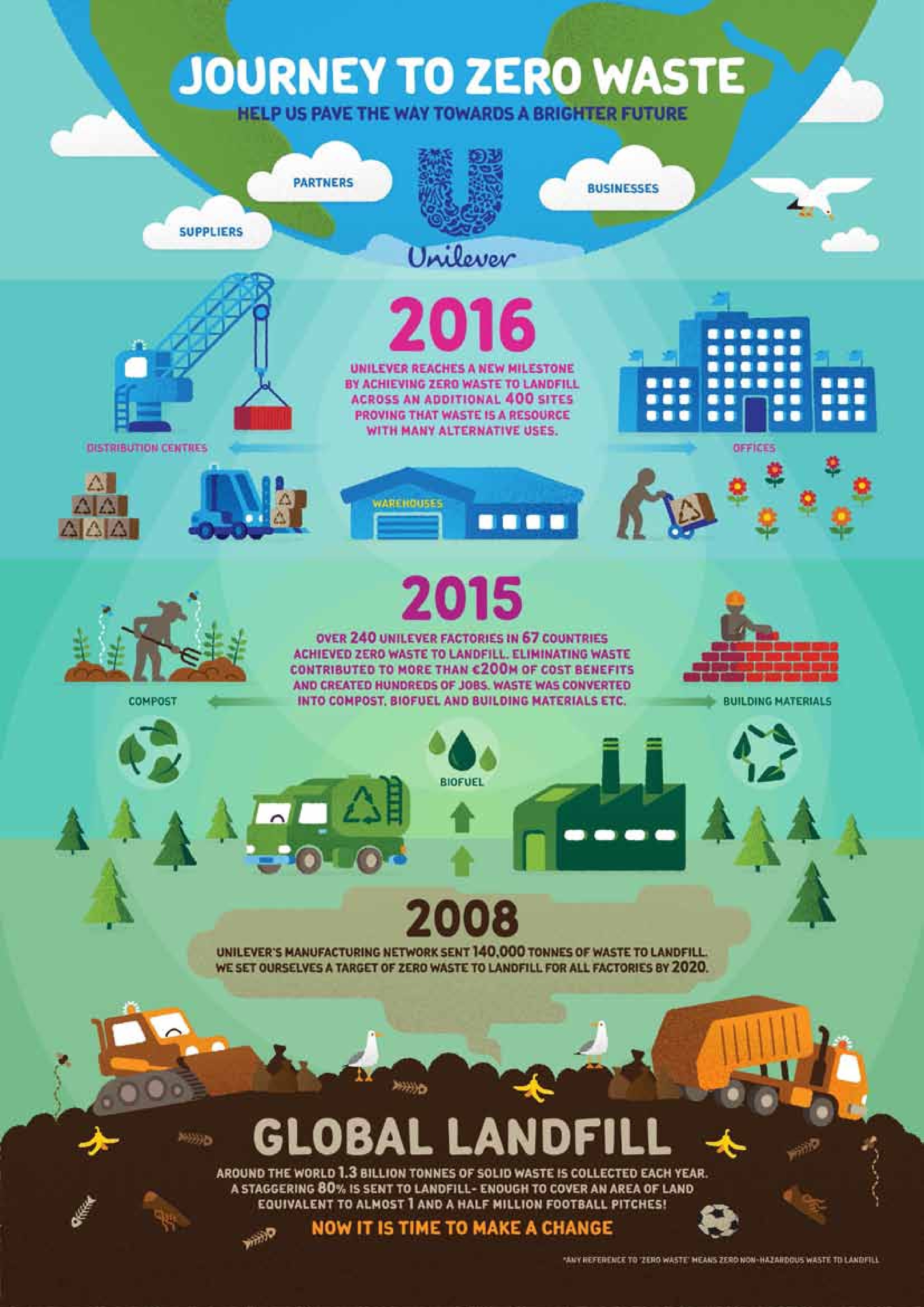
Pier Luigi Sigismondi, Unilever Chief Supply Chain Officer, said: “The global challenge of a growing population relying on limited resources is very real. Our zero waste goal underpins Unilever’s sustainable growth ambitions, as well as our commitment to become resource resilient and tackle climate change.”

“While I am proud of what our employees and partners have achieved across our manufacturing operations and the wider business, there is a lot more to be done to inspire a wide-scale movement. It is time to accelerate efforts to move towards a zero waste world and our new collaboration with 2degrees will allow us to share lessons and experiences, and to encourage other businesses and industries to take up the zero waste challenge. By building a network of partners and working together, we can eliminate waste on an unprecedented scale across the globe.”

Martin Chilcott, Founder and CEO, 2degrees said: “Unilever is continuing to demonstrate the leadership necessary to tackle the biggest resource efficiency and sustainability challenges that businesses face. To achieve bold goals, such as zero waste in the value chain, we need equally bold action and collaboration at scale. I’m delighted to be working with them to co-create a programme, launching in summer 2016, to help make this happen.”

Unilever Sustainable Living Plan

Unilever has stated that its ambition is to double the size of its business while reducing its environmental impact. The company is the Food Products Industry Leader in the Dow Jones Sustainability Index and was awarded a Gold Class distinction for its excellent sustainability performance by RobecoSAM in their Sustainability Yearbook 2015. The zero non-hazardous waste to landfill target forms a key element of Unilever’s sustainable growth ambitions.



JOURNEY TO ZERO WASTE
HELP US PAVE THE WAY TOWARDS A BRIGHTER FUTURE
PARTNERS
BUSINESSES
SUPPLIERS
Unilever
2016
UNILEVER REACHES A NEW MILESTONE BY ACHIEVING ZERO WASTE TO LANDFILL ACROSS AN ADDITIONAL 400 SITES PROVING THAT WASTE IS A RESOURCE WITH MANY ALTERNATIVE USES.
DISTRIBUTION CENTRES
OFFICES
WAREHOUSES
2015
OVER 240 UNILEVER FACTORIES IN 67 COUNTRIES ACHIEVED ZERO WASTE TO LANDFILL. ELIMINATING WASTE CONTRIBUTED TO MORE THAN €200M OF COST BENEFITS AND CREATED HUNDREDS OF JOBS. WASTE WAS CONVERTED INTO COMPOST, BIOFUEL AND BUILDING MATERIALS ETC.
COMPOST
BUILDING MATERIALS
BIOFUEL
2008
UNILEVER'S MANUFACTURING NETWORK SENT 140,000 TONNES OF WASTE TO LANDFILL. WE SET OURSELVES A TARGET OF ZERO WASTE TO LANDFILL FOR ALL FACTORIES BY 2020.
GLOBAL LANDFILL
AROUND THE WORLD 1.3 BILLION TONNES OF SOLID WASTE IS COLLECTED EACH YEAR. A STAGGERING 80% IS SENT TO LANDFILL- ENOUGH TO COVER AN AREA OF LAND EQUIVALENT TO ALMOST 1 AND A HALF MILLION FOOTBALL PITCHES!
NOW IT IS TIME TO MAKE A CHANGE
*ANY REFERENCE TO 'ZERO WASTE' MEANS ZERO NON-HAZARDOUS WASTE TO LANDFILL

NESTLÉ WATERS SIGNS AGREEMENT WITH UAE'S HIGHER CORPORATION FOR SPECIALIZED ECONOMIC ZONES TO BUILD NEW FACTORY IN ABU DHABI

Nestlé Waters has signed an agreement with the United Arab Emirates' (UAE) Higher Corporation for Specialized Economic Zones (ZonesCorp) to build a 100 million Emirati Dirhams water factory in Abu Dhabi.

The 30-year lease covers a 43,000 m2 plot, with construction beginning this year and opening planned for 2018. The completed factory is expected to provide up to 100 jobs in its first few years of operation, producing Nestlé Pure Life brand for the United Arab Emirates and lower Gulf.

"Abu Dhabi is the perfect location to establish a new water plant, as it offers many advantages for the smooth running of the facility, and a strategic location for distribution within the UAE and lower gulf countries," said Walid Zamamiri, Managing Director at Nestlé Waters for the Lower Gulf.

The factory will be Nestlé Waters' 16th in the Middle East and second in the UAE, where an existing plant has been operational at Al-Qouz Industrial Area since 2003, then relocated to TechnoPark in the Jebel Ali Free zone in Dubai in 2010.

The contract was signed yesterday at a signing ceremony during the UAE investment forum at the Hannover Messe. As part of its commitment to showcase its partner companies and share its expertise and knowledge, ZonesCorp is leading a high level delegation of 19 important industrial manufacturing companies to the prestigious 'Hannover Messe', the world's biggest industrial trade fair in Hannover, Germany. "We are delighted to have Nestlé as a partner, as the company is an excellent addition to Industrial City - Abu Dhabi (ICAD) 3 and our food and beverage cluster; more widely this partnership reflects ZonesCorp's strategy to increase the number of food and beverage sector investments within our economic zones," said HE Saeed Issa Al Khaili, Acting Chief Executive Officer at ZonesCorp. "We look forward to a longstanding partnership and to adding the new factory to the list of world-class facilities operating in the specialized economic zones in Abu Dhabi. This investment by Nestlé further demonstrates ZonesCorp's ability to attract leading global brands to our Industrial Cities."

The new factory responds to increasing demand for high quality bottled water brands in the region. It will be built to the highest standards in environmental sustainability, making it one of the most water- and energy-efficient bottling facilities, in line with commitments made in the first Nestlé in Society report for the Middle East, published in 2015, in which the company vowed to "Work to achieve water efficiency and sustainability across our operations," and "Improve resource efficiency in our operations." We will ensure that our factory is water efficient and that it benefits the local communities. In the Middle East, our 15 water factories have improved the water efficiency of their bottling activities by 40% in the last four years, resulting in water savings of 1.8 million m3.

In addition to its production investments in the country, Nestlé is also committed to "Promote healthy hydration as part of a healthy lifestyle," as published in the Nestlé in Society report for the Middle East. Nestlé Waters collaborates with international NGO Project WET to raise awareness among children about water conservation, with initiatives so far reaching nearly 22,000 active participants among students and teachers in schools across the UAE since 2010.

SCITRA RECEIVES THE EMIRATES QUALITY MARK (AL-ALAMA) FROM ESMA

SCITRA (Soaps and Chemical Industries Trading Company), a part of the Albatha Home & Personal Care Group of Albatha Holding, was recently awarded with the Emirates Quality trophy and awarded the Emirates QUALITY MARK from Emirates Authority for Standardization and Metrology (ESMA). Albatha Group is one of the largest private business Group in the UAE, consisting of more than 25 autonomous companies in diversified sectors and has combined staff strength of over 6,000.

SCITRA is the first company to use the Emirates Quality Mark on all detergent powders manufactured and packed at SCITRA's factory in Sharjah.

The Emirates Quality Mark are granted to the products that demonstrate compliance with the relevant ESMA Standards and that are manufactured by an organization implementing an effective Quality Management System to ensure continuous product compliance.

After comprehensive evaluation by ESMA of SCITRA's Quality Management System and manufacturing processes for detergent powder products, SCITRA have been awarded the Emirates Quality Mark and Trophy. Bill Hunt, SCITRA's General Manager, said: "We are delighted to be the first company in the UAE to meet all of the necessary requirements that are needed to be awarded the Emirates Quality Mark by ESMA. We are an organisation that is purely driven by values. We adopt best industry practices and standards that are ahead of the industry. "Scitra is the U.A.E's leading manufacturer of detergent powder, producing over 20 of the regions most respected brands, including TAJ".

Stephanus Ferreira, Head of Quality and Science at SCITRA, said: "We value the consumer and customers and this standards and certifications are necessary in the industry to build customer and consumer confidence. Educating the industry about the Emirates Quality Mark is extremely important so that they can trust the products and are sure of the quality.

MARITIME

REGIONAL AND GLOBAL LEGAL AND MARITIME COMMUNITIES SHOW WIDE INTEREST IN EMIRATES MARITIME ARBITRATION CENTRE

EMAC commences operations in UAE based on legal frameworks and sophisticated arbitrational mechanisms and establishes country's maritime leadership

Sultan Bin Sulayem: "Developing a world-class legislative and legal system that embodies the vision and directives of H.H. Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice President and Prime Minister and Ruler of Dubai, to help Dubai rank among the most prominent maritime capitals of the world."

Sir Anthony Colman: "EMAC was launched to develop a unified regulatory framework to resolve maritime disputes and highlight recent changes on local, regional and international levels."

The official appointment of members of the Emirates Maritime Arbitration Centre (EMAC) Board of Trustees, the first center of its kind in the Middle East involved in the settlement of maritime disputes in accordance with legal frameworks and thoughtful and independent regulatory controls, is an important qualitative leap towards consolidating the foundations of maritime arbitration as a major contributor to the world's maritime communities. The aim is to achieve the ambitious goal of making the UAE one of the most competitive maritime centers in the world. The decree ordering the appointments was issued by H.H. Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of UAE and Ruler of Dubai. It stipulates the formation of the

Board of Trustees for EMAC and designates Sir Anthony Coleman as Chairman and Majid Obaid bin Bashir as Vice Chairman.

H.E. Sultan Bin Sulayem, Chairman of the Dubai Ports, Customs and Free Zone Corporation and President of Dubai Maritime City Authority, said: "It is not surprising for Dubai to incubate the Emirates Maritime Arbitration Centre which is of special importance as a proactive regional initiative for the settlement of disputes according to developed arbitration mechanisms and thoughtful and independent legal frameworks and regulatory controls."

H.E. added: "The centre reflects the high level of professionalism and leadership reached by the UAE in terms of the development of world-class legislative and legal system that represent the vision and directions of H.H. Sheikh Mohammed bin Rashid Al Maktoum to place UAE at the forefront of the world's most prominent maritime capitals by the year 2020. We are confident that the centre will play a pivotal role in the organization of maritime arbitration which has become an urgent need for improving the performance, safety, efficiency and competitiveness of the local maritime sector and for gaining the trust of regional and international investors in Dubai's and UAE maritime sector with all its opportunities and promising prospects."

The EMAC Board of Trustees was formed through a generous initiative of H.H. Sheikh Hamdan bin Mohammed bin Rashid Al

Maktoum, Crown Prince of Dubai and Chairman of the Executive Council, at the beginning of 2015. The board includes an elite group of influential government, maritime, legal and business figures, namely, Ahmad Issa Al Falahi, Dr. Ali Obaid Al Yabhouni, Dr. Chi-Sang Kim, Mohammed Al Muallem, Capt. Mohamed Juma Al Shamsi, Mohammed Saeed Al Kindi, Saadi Abdul Rahim Al Rais, Saeed Al Malek, Capt. Jitendra Misra, Richard Briggs, Edward Newitt, Christopher Mills and Essam Bella.

The launch of the center is timely as maritime sector in Dubai and the UAE is currently witnessing outstanding development which requires the existence of a fundamental pillar for updating maritime regulations and operational strategies. This will contribute to the improvement of the performance, safety, efficiency and competitiveness of the maritime sector in the country.

The Emirates Maritime Arbitration Centre is a significant addition to ongoing efforts to meet the urgent need for clear and sophisticated regulatory frameworks for maritime arbitration, as the world is witnessing an increasing number of disputes arising in conjunction with the steady growth in international maritime trade. The center upholds a legal system that provides absolute freedom in the selection of litigation and multiple mechanisms of arbitration in accordance with the highest standards of confidentiality, transparency and efficiency. The center also provides a wide range of legal options to resolve disputes related to various marine business operations.

The Emirates Maritime Arbitration Centre reflects the successful strategic thinking of Dubai which is moving forward in developing legislative and legal structure vital to upgrading the capacity of maritime sector competitive advantages in keeping with local, regional and global accelerated developments.

The center provides an integrated framework for settling disputes arising from marine business transactions and creates a marine environment capable of meeting development needs and emerging trends. It also helps enhance the competitive features of the local maritime sector and consolidate the leadership of the emirate on the world map with the aim of achieving the goals of Dubai Maritime Sector Strategy."

Amer Ali, Executive Director of Dubai Maritime City Authority, said: "The launch of this proactive regional initiative is not baseless, but rather complements the successive achievements of Dubai which has today become one of the effective forces on the global maritime map. The Emirates Maritime Arbitration Centre features a number of major advantages that make it a solid foundation for the consolidation of Dubai's leadership as secure global hub for investors, owners and operators of ships, supported by an integrated legal and regulatory framework that is one of the best in the world. This framework will further improve the efficiency and readiness of the components of the local maritime community. We look forward to working hard to spread the centre's message of finding effective solutions for marine disputes based on international best practices, thereby helping freely create an integrated marine environment that responds effectively to rapid changes and meets the emerging needs to achieve comprehensive and sustainable development in the future."

The Emirates Maritime Arbitration Centre adopts an approach based on excellence and innovation, establishing a solid foundation to continue the radical shift in maritime laws, regulations, and arbitration services, which are essential pillars for maintaining the prestigious position of Dubai among the global Top Ten in maritime competitiveness and attractiveness. Dubai is ahead of leading global centers such as New York, Rotterdam, and Oslo. The center promises to make valuable contributions towards boosting the confidence of investors and regional and international ship owners in local maritime system. Dubai's maritime sector offers promising future prospects that will sustain relentless efforts to create an integrated legal environment that enhances the local maritime community and provides a positive atmosphere that encourages business and investment.

BUAMIM APPOINTED TO THE BOARD AND MANAGING DIRECTOR AND GROUP CEO

Gulf Navigation Holding PJSC (GulfNav), the Dubai-based shipping company, has announced in a press conference at Rose Rayhaan by Rotana today, its key expansion plans to increase its assets under management and service-based revenue. The shipping company also revealed the appointment of Mr. Khamis Juma Buamim as the new Board Member, Managing Director and Group CEO by the Board of Directors during the event. The move forms part of the company's intensified strategy to become one of the main industry leaders in the regional maritime and shipping industries.

Chairman Abdulla Saeed Abdulla Brook Al Hemeiri, and Mr. Khamis Juma Buamim along with other high-level executives, were present in the press conference to explain GulfNav's strategy to grow its fleet of product and chemical tankers and reinforce its shipping services business. Historically, the lucrative chemical shipping services have provided remarkable returns for the firm.

In addition to acquisition of new tonnage, GulfNav will execute new projects and activities to contribute to turnover and profit growth over the next five years. These projects include offshore support services, increasing shipping services and marine product sales and distribution through expansion of shipping services network within the Arabian Gulf and Gulf of Oman; engaging in trip time charters by working and trading vessels on spot hire; acquiring vessels on bare boat with purchase option; purchasing work boats for offshore projects; and building global network with business stakeholders and third-party owned vessel management under the Gulf Stolt Ship Management (GSSM) umbrella.

GulfNav has acquired 100 per cent stake of GSSM which was previously a 50/50 joint venture with Stolt Neilson to develop the in-house ship management arm and ensure that its assets are managed and maintained to the highest industry standards.

Additional commenced in Jan 2016 Technical Services and Workshop under the Umbrella of Gulf Navigation Maritime LLC, which is a 100% subsidiary of GulfNav. Technical Services is proposed to be a ship repair maintenance and technical service provider. The new Service facilities will be operating out of an existing Khorfakkan base of the company and cater to the ever growing shipping needs in the northern part of the UAE (Khorfakkan, Fujairah, Ras al Khaimah) and Gulf of Oman.

Mr. Buamim, will restructure the company and lead its expansion plans to achieve new levels of growth and development. The new MD & Group CEO was previously the Executive Chairman of Drydocks World and Maritime World from May 2010 until March 2015 and has successfully led the organization through its restructuring during a global financial crisis.

An oil and gas industry veteran, Buamim was the Chairman and Chief Executive Officer of Regional Clean Sea Organization (RECSO), the Gulf oil industry organization. Prior to joining RECSO, he was with Conoco and ConocoPhillips for 26 years in various management positions, including Vice President of Dubai Petroleum Company (DPC), a ConocoPhillips affiliate company in the UAE.

“With his wealth of experience and knowledge in businesses turnarounds, he will be instrumental in seeing through the company to restructure its balance sheet and resolve residual issues. Most importantly, his prominent role and stellar reputation within the maritime sector make him uniquely capable to open new doors for GulfNav and create opportunities and partnerships to realize its expansion plans. The Board of Directors has utmost confidence that Mr. Buamim will be able to steer GulfNav into a new course toward restoring its role as a key player in the maritime sector,” Mr. Abdulla Saeed Abdulla Brook Al Hemeiri, said.

Gulf Navigation Holdings PJSC, a fully-integrated ship-owning company with its own technical ship management company (GSSM), owns and operates a fleet of chemical tankers. It provides shipping services through its subsidiary Gulf Navigation Maritime LLC. The company started operations in Dubai during 2003. To this day, it remains the first and only publicly listed maritime and shipping company in the UAE. The company is headquartered in Dubai, UAE, with a branch office in the Kingdom of Saudi Arabia.

QATARGAS, SHELL AND UASC CONTINUE TO LEAD THE WAY IN THE DEVELOPMENT OF LIQUEFIED NATURAL GAS AS A MARINE FUEL

Qatargas, United Arab Shipping Company and Shell signed a Memorandum of Understanding (MOU) to explore the development of LNG as a marine fuel in the Middle East region.

This is the second such agreement signed by Qatargas and Shell in as many months and establishes another core partnership within the shipping industry. The MOU was signed at a ceremony attended by Qatargas Chief Executive Officer, Khalid Bin Khalifa Al-Thani, United Arab Shipping Company Chief Executive Officer, Jorn Hinge and Managing Director and Chairman of Qatar Shell Companies, Michiel Kool.

Through the joint relationship the partners will explore the development of new markets for LNG to be used as propulsion fuel within the Middle East Region and the conversion of UASC's existing vessels providing the opportunity to use a cleaner fuel. The MOU envisages LNG supplies for this pioneering initiative to be made available from Qatargas 4, a joint venture between Qatar Petroleum and Shell Gas B.V., with United Arab Shipping Company Line potentially using the fuel for its recently built container ships.

In Comments on this important milestone, Saad Sherida Al-Kaabi, Chairman of Qatargas Board of Directors, said: “LNG as a marine fuel is gaining momentum in the deep sea transportation industry as the best alternative to meeting increasing environmental standards.” Mr. Al-Kaabi added that “this agreement between Qatargas, Shell and United Arab Shipping Company demonstrates our commitment to building LNG fueled vessels and the supply system to support it. Further to our commitment to pioneering new LNG applications and in preparation to fulfilling any upcoming regulatory requirements, we believe that this direction by Qatargas and its industry partners is the right path to support a cleaner environment”.

Khalid Bin Khalifa Al-Thani, Qatargas Chief Executive Officer, said: “Qatargas is pleased to be a partner with Shell and UASC in this second MOU for LNG as a Marine Fuel. LNG as a transportation fuel is growing and we with our partners believe we have the people, tools and resources to make it a reality. Through this effort we know we can make a significant impact on how the shipping industry evolves over the next generation. We see this as our opportunity to support the international efforts to reduce greenhouse emissions and create a cleaner environment for future generations.

Jorn Hinge, United Arab Shipping Company Group Chief Executive Officer, said: “UASC, with Shell and Qatar Gas, is fully committed to environmental sustainability and developing LNG as a marine fuel.

As part of our newbuilding program, UASC has received thirteen of seventeen new vessels over the past sixteen months; seven 15,000 TEU vessels and six 18,800 TEU ultra-large container vessels. We are due to take delivery of a further four 15,000 TEU vessels in the coming months. These ships are the greenest in the world and uniquely LNG-ready, meaning once the infrastructure is ready globally, with a quick and cost-efficient retrofit, they can run on LNG and become even more eco- friendly”.

"We have seen an increased demand on green shipping from our customers in recent years and a focus on how the eco-efficient technologies on our new vessels can help them achieve their own sustainability strategy. Stricter environmental regulations are also expected, something we are well prepared for. Many organizations have already included stricter requirements in their tenders and evaluation criteria, meaning only those carriers with optimum environmental credentials will qualify or be shortlisted".

Michiel Kool, Managing Director and Chairman of Qatar Shell Companies said: "Shell is delighted to work in partnership with Qatargas and United Arab Shipping Company to create new market development opportunities for the use of LNG as a marine fuel in the Middle East region from its Qatargas 4 venture. Shell has been a pioneer in this area with our investments in LNG for transport infrastructure in Europe and the US, and we look forward to now deploying our expertise to create a regional hub in the Middle East in collaboration with two very strong global partners based in the region, Qatargas and United Arab Shipping Company".

The signing of this agreement reinforces the commitment and innovative approach that is being undertaken by industry leaders Qatargas, Shell and United Arab Shipping Company to identify and develop new market opportunities through collaboration and strategic partnership. The partners will continue to work diligently to develop LNG as Marine Fuel and fulfil aspirations of supplying the Merchant Fleet with clean burning fuel before the end of the current decade.

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Chairman & Managing Partner, innovaXL
twitter: @shashi_SCLG

Global Economy is gaining firmer ground and consumer confidence is growing

Due international trade and global supply chain are linking economies around the world, the changes manifested in one geographical region for sure impacts other region— this isalso due increased globalization and connectivity. So as trade lanes change, the supply chain constructsas well change—such changes are not only driven by cost but also for multiple other reasons including supply chain security and efficiency.

China is again being observed by experts globally for its attempt in getting focused on driving internal consumer economy than its past focus on export driven manufacturing economy. This is to be noted that official figures still suggest growth of China in GDP terms over 6%-- this is still a good growth. While IMF says that global economy growth is still too slow for too long in view of sluggish recovery, there are experts believing that the economy of China will stay a growth story and also be a combination of manufacturing centric export economy and growing service economy inside China.

Another positive growth story now comes from Eurozone. The Eurozone is displaying outlook of projected growth at +1.8% in GDP terms for this year—this is indeed welcome after multiple incentive efforts including quantitative easing and introduction of negative interest rates. Hope the challenges appearing in terms of confusion in Greece can again be resolved in a positive way. Growth of Eurozone means sourcing inwards into Europe will increase. BREXIT referendum to be held on 23 rd June 2016 needs also to be on radar of all supply chain professionals in view that the decision arrived in terms of exit or continued membership of Britain in EU will impact trade structure not only inside EU but also globally for both near and long term planning bucket; for this region as well, this could again mean a possibility of amended trade lanes and of course with a positive growth of trade flow.

The recent discussion that appeared in media on Saudia's plan to sell up to 5% stake in Aramco will trigger new set of energy centric and growth oriented supply chains in region. Aramco will as well then be planning to become larger business driver in new energy vertical globally. Right here in region new economy initiatives are being developed year on year in energy and other sectors that need more consideration by conservative analysts when doing predictions for growth outlook in region. Fall in commodity prices and also oil prices have triggered corrective economic actions globally, for sure the benefits will now start appearing.

For supply chain planning sake, this is to be highlighted that there are still challenges in terms of volatile currency in multiple countries, economy related confusion in Greece, Brazil & Russia and chances of sudden shift in demand & supply pattern of basic commodities. However after a shaky start early this year, the outlook of economy has gained firmer and positive ground indicating that consumer confidence is rising again.


THINKING AHEAD – MOVING FORWARD
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