

TRANS  
MIDDLE EAST  
2023

# SESSION 1

## **GCC Economic Outlook for 2023:** Regional Market Developments and Forecasting GCC Economic Growth and New Opportunities

Presented by  
**Yousef A.S.N Al-Sabah**

## Education

### University of Oxford

Masters of Science – MSc Major Programme  
Management – 2020 – 2022

### University of Oxford

Saïd Business School, University of Oxford  
Diploma Global Business – 2019 – 2020

### Kuwait University

Master of Business Administration (MBA) MBA  
2005 – 2007

### Mubarak Al Abdullah Command & Staff College

Masters of Military Science Masters of Military  
Science – 2002 – 2003

### School of Oriental and African Studies, U. of London

Master of Arts (M.A.) International Studies &  
Diplomacy  
2001 – 2002

### Boston University

Bachelor of Arts (B.A.) Economics & Mathematics  
1992 – 1994

### British International School – Cairo

GCSE GCSE & GCSE  
1990 – 1991

### New English School – Kuwait

GCSE GCSE & GCSE – 1978 – 1990

## Past Positions

**Chairman of the Executive Board**  
– Arab Academy for Science  
Technology & Maritime

**Chairman of the Arab Transport  
Sector – Economic & Social Council**  
– Arab League

**Chairman of the Arab Ports  
Federation**

**Director General of the Kuwait  
Ports Authority**



Yousef A.S.N Al-Sabah

A nighttime cityscape with glowing skyscrapers and a network of white lines connecting various points across the scene, symbolizing global logistics and technology.

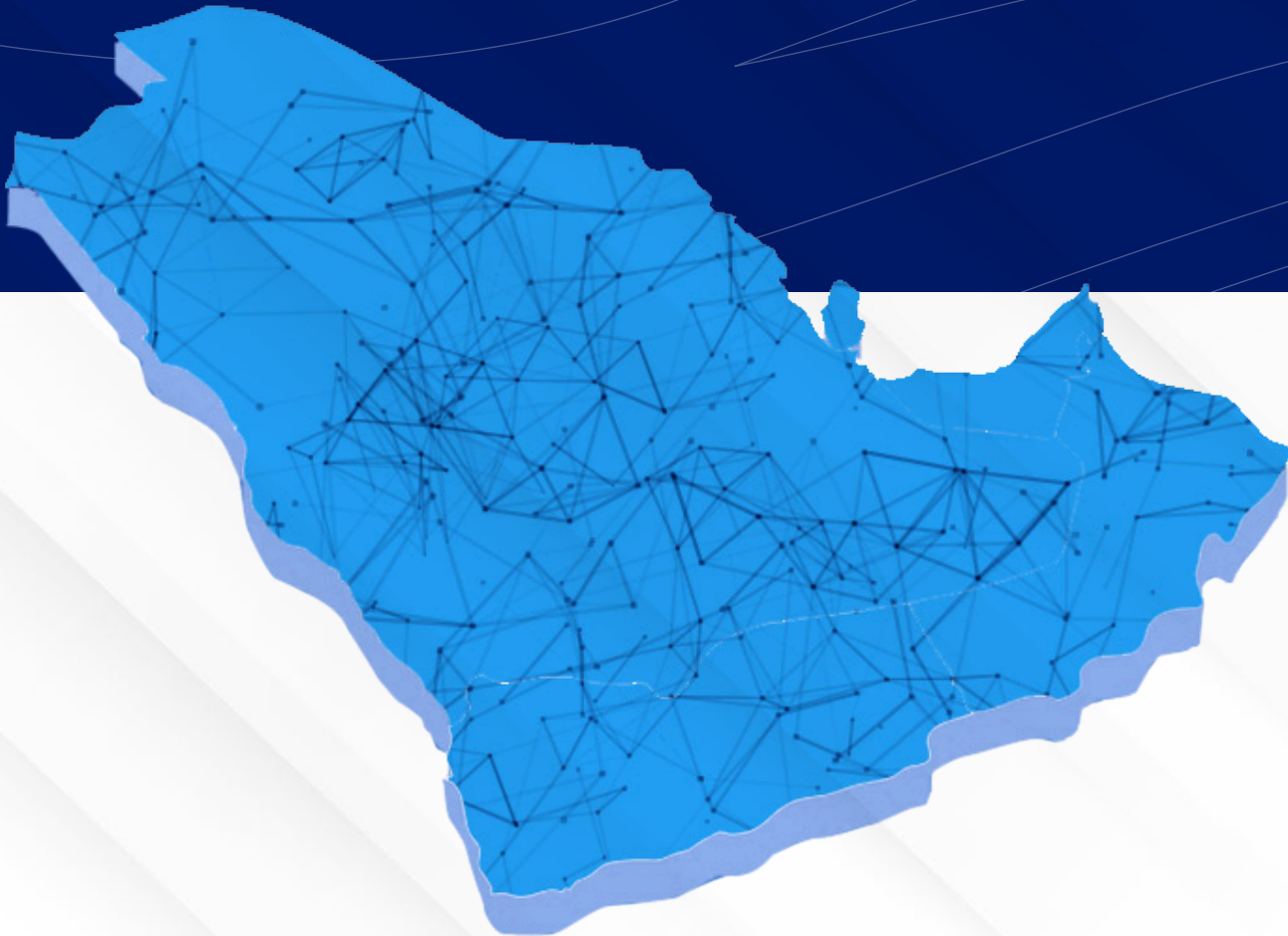
# Logistics 4.0

signed between ITC & Fairway America dated  
15th February 2021

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By:Yousef A.S.N Al-Sabah

# Logistics 4.0





# Logistics 4.0

# A New Opportunity

A Game Change & Disruption In The World Of the  
Land Based Movement of Goods

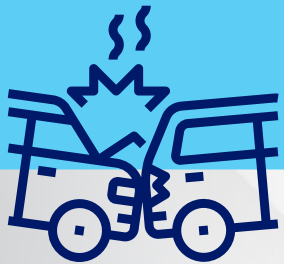
# Logistics 4.0





## Problems We Face Today:

Accidents



Long  
Routes



Empty  
Trucktrips



Environmental



Logistic  
Connectivity







# Truck accidents



# Long Routes



# Empty Trucktrips

Every year **American** trucks travel empty for **50 billion miles, 28%** of their total mileage,

and in **Europe** a **quarter** of containers on the road are **empty**.

Source: <http://www.ppmc-transport.org/implement-eco-driving-training-supported-by-on-board-devices-for-car-bus-and-rail-fleet-operators/>

More than **43%** of trucks on street are empty

Source: <https://www.code-n.org/blog/43-trucks-streets-empty-want-change-interview-logistics-startup-transmetrics/>

# Environmental



The environmental impacts of trucking have received a great deal of attention, particularly in comparison with the impacts of rail. Trucking poses threats to the environment from two major quantifiable sources, air pollution and noise. In addition, the use of trucks contributes to land-use related environmental stresses and to the environmental impacts of accidents.

# Logistic Connectivity



- 1- Most of the fulfillment centers cater for their own clients only.
- 2- Lack of Coordination between fulfillment centers catering multiple app based online stores & last mile delivery operations.
- 3- Shortage of Multivendor fulfillment centers.
- 4- immature awareness of 3PL & 4PL Services.



# Logistics 4.0 Solutions

1 Integrated  
Digital Logistics  
Station (IDLS)

2 Full ICT  
Utilization

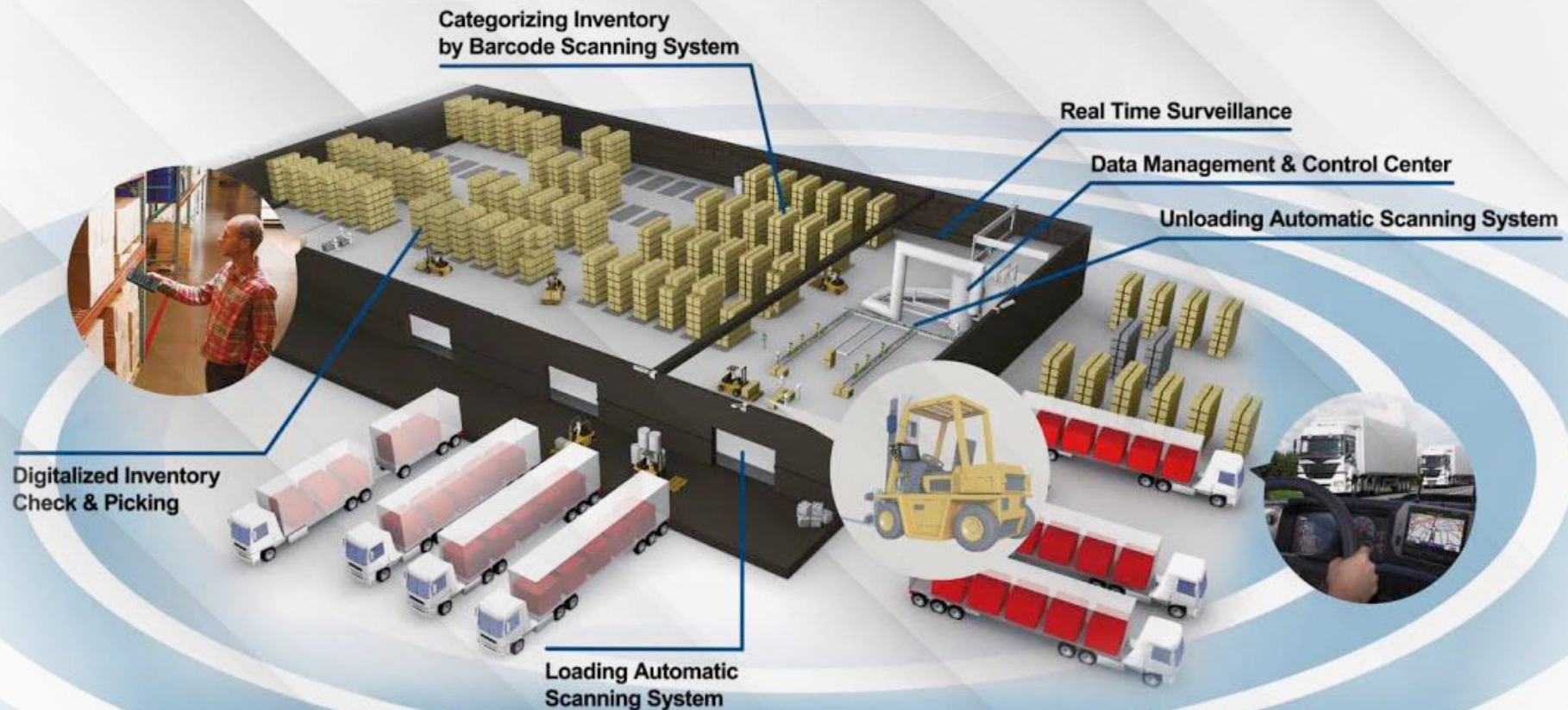
3 Application  
Based

4 Compatible  
With Future  
Autonomous  
EV Trucks

5 Support  
E-commerce  
Expansion &  
Growth

# Logistics 4.0 Solutions

## 1 - Integrated Digital Logistics Station Station (IDLS)



# Logistics 4.0 Solutions

## Integrated Digital Logistics Station Station (IDLS)



- At Least 20 IDLS Stations.
- 350 - 400 KM Apart.
- Exactly Identical in Shape & Size (Smart Scalability).
- Strategically Located All Over the US.
- ICT Network Integration of IDSL & Trucks.
- Controlling Movement of Goods.
- Data Collection of Cargo Types & Routes.



# Logistics 4.0 Solutions

## Integrated Station (IDLS)

### (IDLS) Contains:

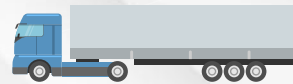
- 20 Truck Docking Stations.
- Dry /Cold/ Freezer Stations.
- Single Window to Include Offices for:
  - Shipping Agents (Air/Sea).
  - Stevedores.
  - Customs Clearance Agents.
  - Government Agencies.
  - Convenience Store/Coffeeshop.

# Logistics 4.0 Solutions

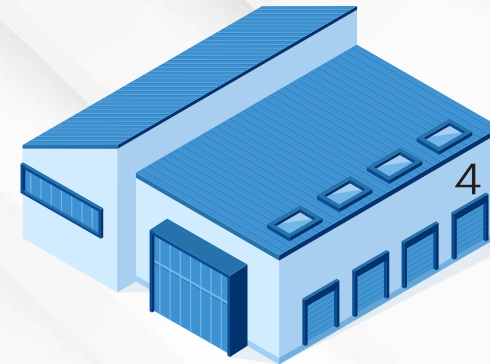
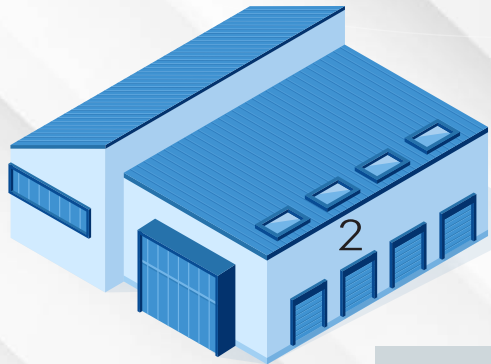
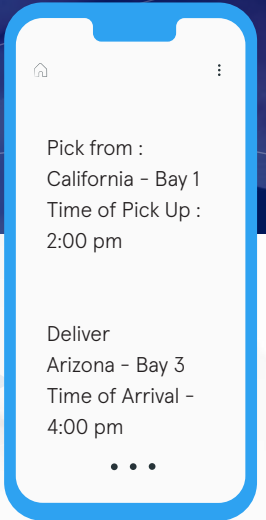
## Integrated Station (IDLs)

### Route Example

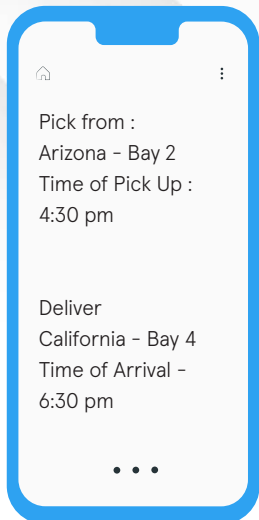
Arizona



California



California



Arizona

# Logistics 4.0 Solutions

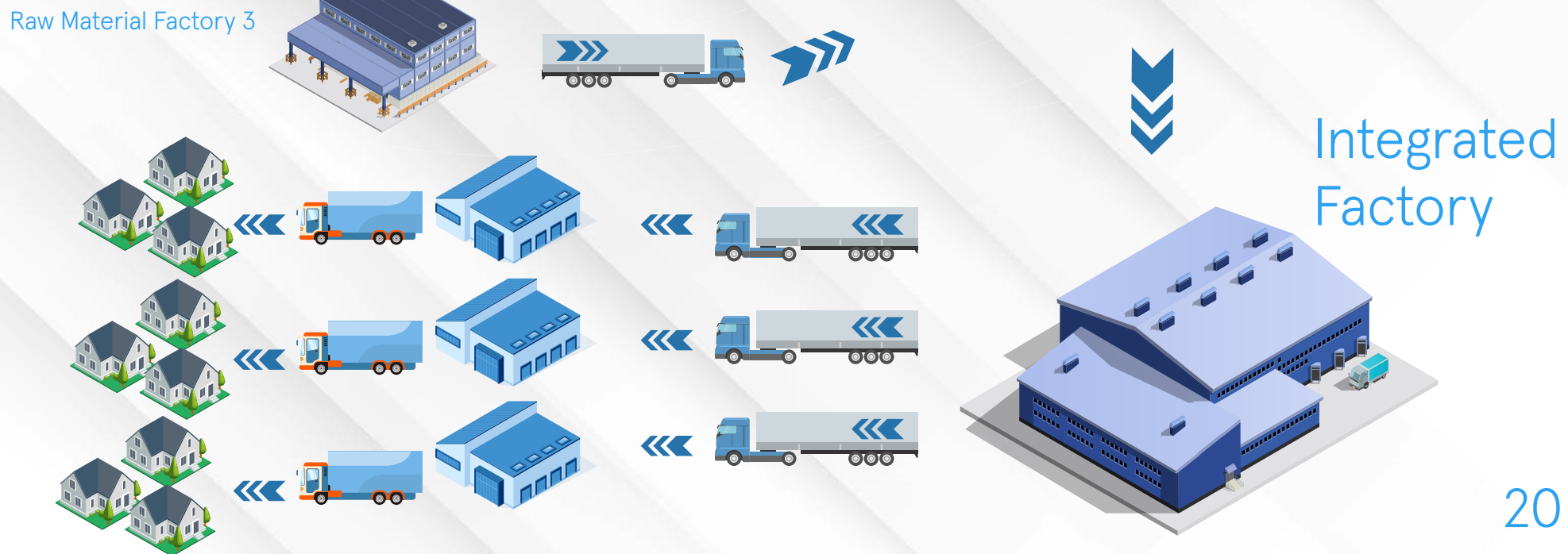
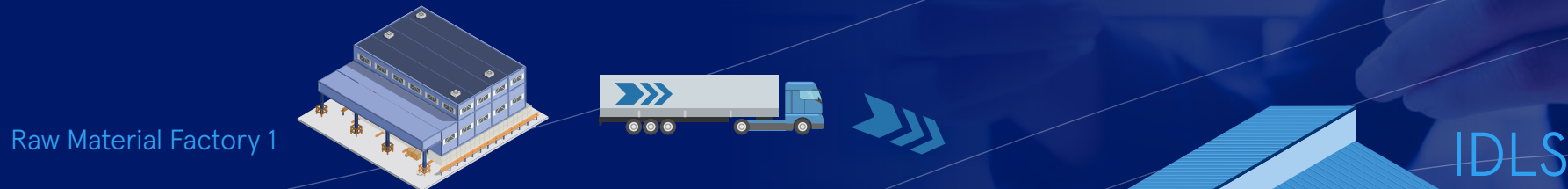
## 2 - Full ICT Utilization

-Integrates trucks , Goods , IDSL Stations , Fulfilment centers ,  
App based online stores , Express Delivery Companies , Vendors &  
Manufacturers.

# Logistics 4.0 Solutions

Full ICT Utilization

Ecosystem 1



# Logistics 4.0 Solutions

Full ICT Utilization

Ecosystem 1

Ecosystem 2

Air Port



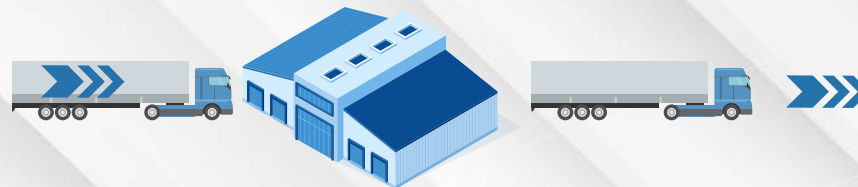
Sea Port



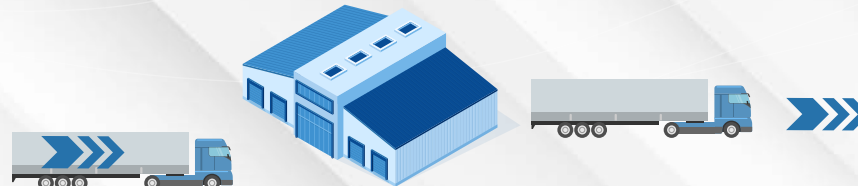
Border



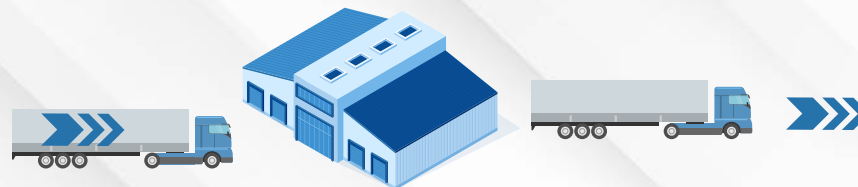
IDLS



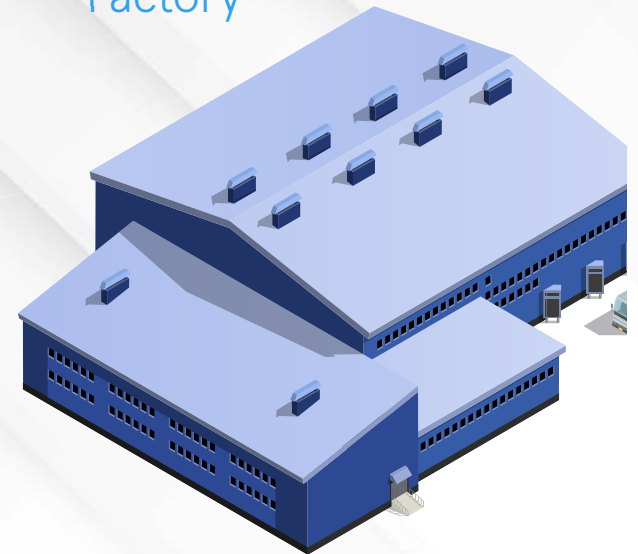
IDLS



IDLS



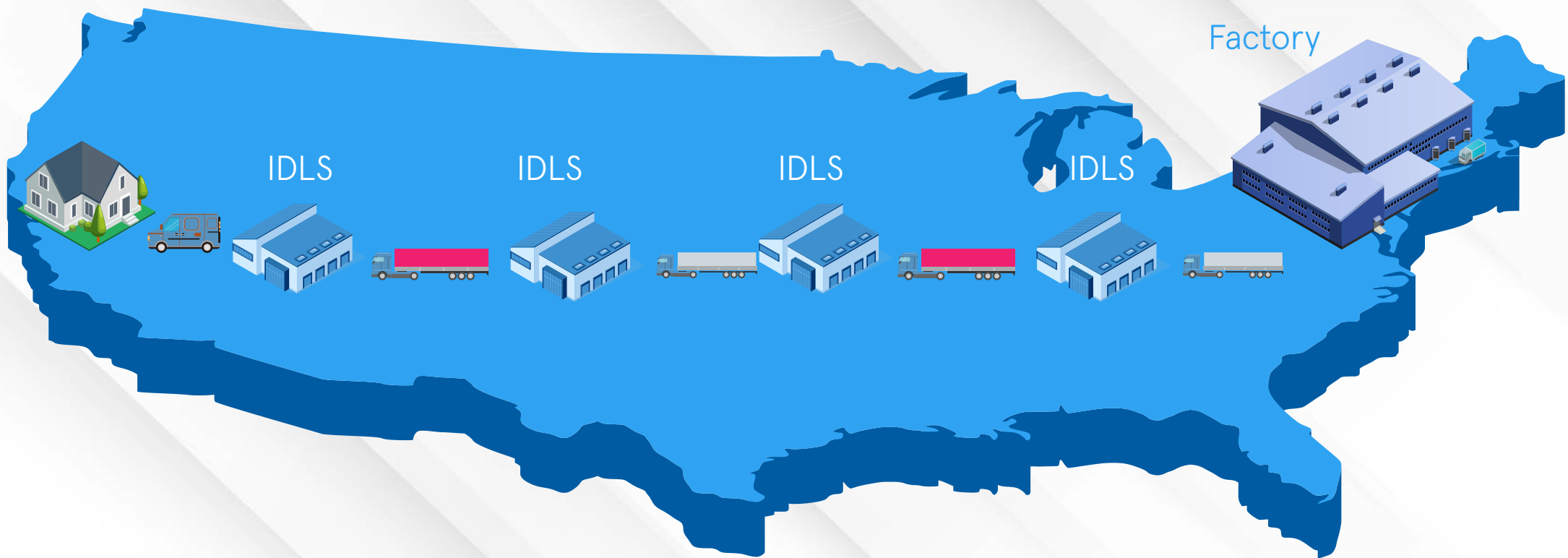
Factory



# Logistics 4.0 Solutions

Full ICT Utilization

## Ecosystem 3



# Logistics 4.0 **Solutions**

## 3 - Application Based



- Easily Downloaded From Google Play or Apple App Store.
- User Frindly for Customers, Truck Drivers, Companies & the 4.0 Team.

# Logistics 4.0 Solutions

## 4 - Compatible With Future Autonomous & EV Trucks



- Rapid Improvement in Autonomous Technology.
- Connected to Autonomous Truck Via ICT Network.
- Prepare EV Charging Docking Stations During Pick up & Delivery.



# Logistics 4.0 Solutions

## 5 - Covid/ Pandemic Compliant

- Support Hybrid Working Trends.
- The Logistics Industry Is One of the Few Industries That Gained From Covid-19 Pandemic.

# Logistics 4.0 Solutions

## 6 -Support E-commerce Expansion & Growth

- Plug & Play Feature to support Fast E-commerce Startups & Companies.
- Further Organize the Collection, Distribution & the Delivery of Goods.
- Create a Game Changer & Disruption.

# Game Changer & Disruption

Disrupt Yourself Before Others Disrupt You.

**Prof. Bent Flyvbjerg**

University of Oxford

# Game Changer & Disruption

- Monopolise Network.
- Control Stream of Goods Flow.
- Monitor Truck Movement.
- Wealth of Data From Trucks & Goods Pick up & Delivery Locations .

# Resilient Leaders



Thank You