

INFRASTRUCTURE BUILD-UPS:

LATEST PROJECT DEVELOPMENTS IN THE MIDDLE EAST AND THE EMERGING OPPORTUNITIES FOR NEW PORT PROJECTS / UPGRADES

CASE: LATEST PROJECT AND DEVELOPMENT IN DAMMAM CONTAINER TERMINAL

UEFA EURO 2016





Hutchison Ports Dammam reaches *20 million Teu* milestone

On 6th October 2016, Hutchison Ports Dammam celebrated the prestigious milestone of handling 20 million TEUs since the start of its operations in 1997.

YOUR PARTNERS

**OUR CUSTOMERS
COME FIRST.
WHAT MATTERS
MOST TO THEM,
MATTERS MOST
TO US.**



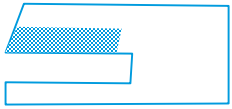
1997



1997

Always prepared to serve the next generation of vessels ahead of demand

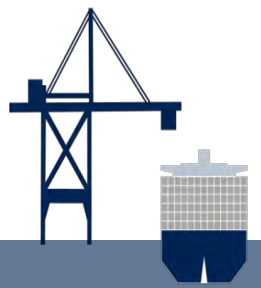
IPS- Dammam Port



0.5 M
TEUs

20ha

4 - 6 Panamax QC



2007

The Transformation Early Stage Development (1997 – 2005)

Enhance operations by more Straddle Carrier, more RTG and deployment of Post Panamax QC



2007

Always prepared to serve the next generation of vessels ahead of demand

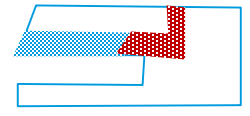
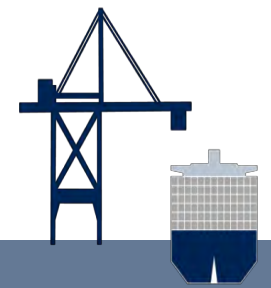
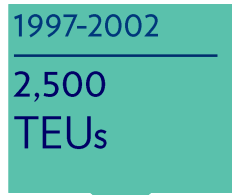
IPS- Dammam Port



0.5 M
TEUs

20ha

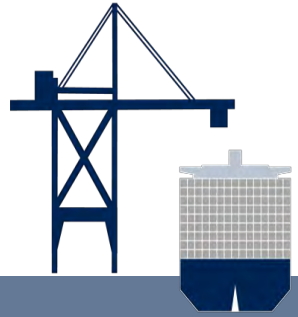
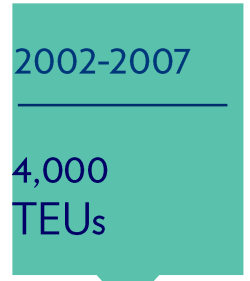
6 Panamax QC



1.3 M
TEUs

60ha

+6 Post-Panamax QC



2012 The Transformation Modernization – Equipment (2010 to Now)

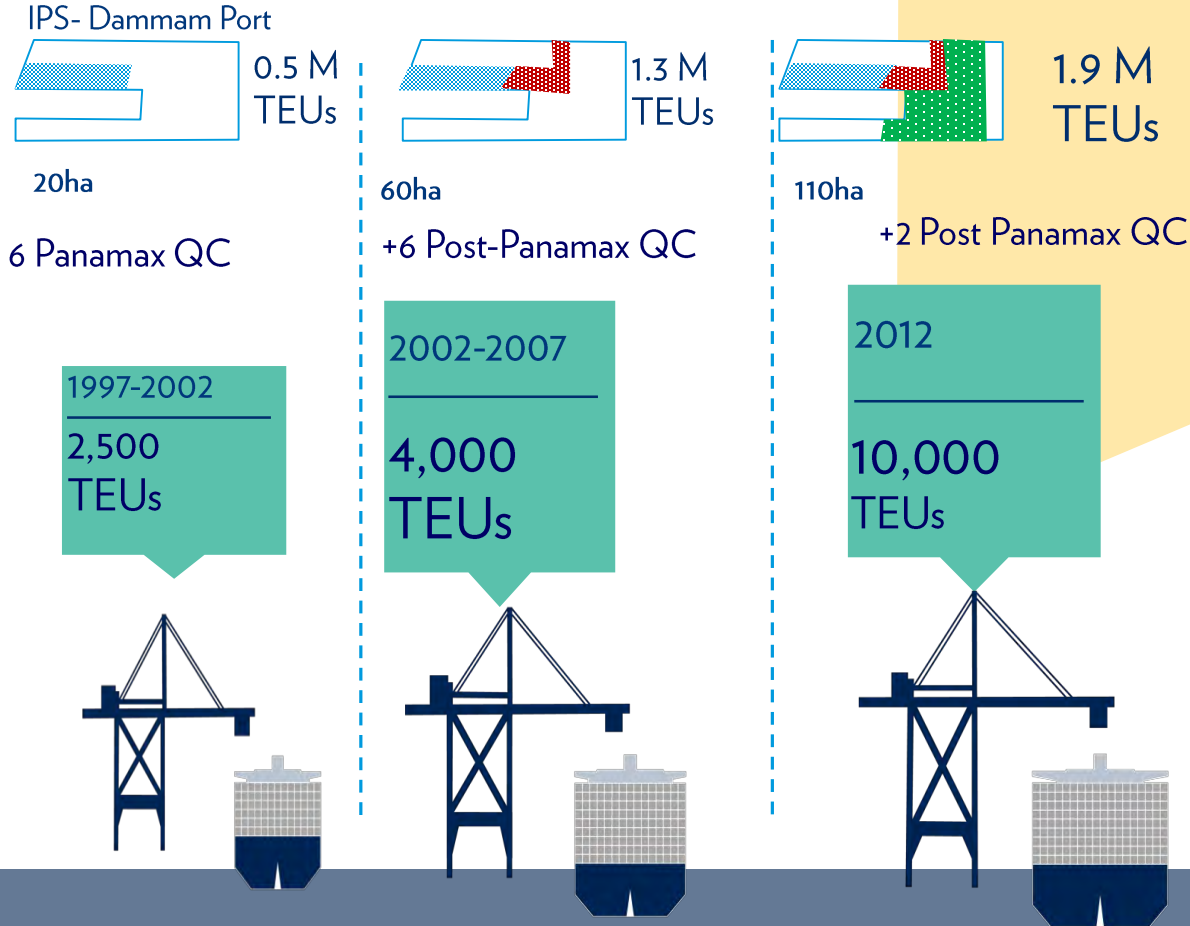
Added 5 QCs and 33 RTGCs (3 QCs delivered in Dec 2014 and 6 RTGCs in 2H 2015).

Berth 29 has been upgraded for container operations (delivered in Dec 2014) and yard behind berth 29 & 30 have been converted to RTGC operation.



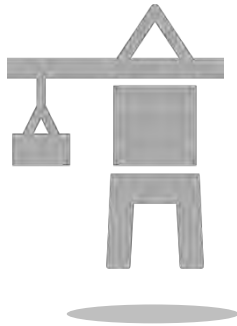
2012

Always prepared to serve the next generation of vessels ahead of demand



We bring in the future of ports and unique customer centric to Saudi Arabia

- The First state-of-the-art remote controlled semi automated cranes.



- The First automated gate technology
- The First EDI Tracking & Interfacing systems solution



1st in the Kingdom



3 RC QC

Fully Operational

+2 RC QC
in Dec 2016

Remote Control Technology

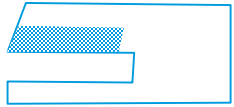
Tailored vision



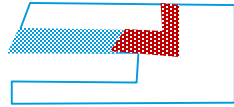
2016

Always prepared to serve the next generation of vessels ahead of demand

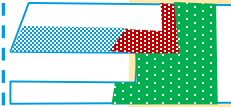
IPS- Dammam Port



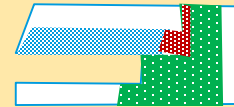
0.5 M TEUs



1.3 M TEUs



1.9 M TEUs



2.5 M TEUs

20ha

60ha

110ha

116ha

6 Panamax QC

+6 Post-Panamax QC

+2 Post Panamax QC

+3 ROC QC @44m LH
+2 ROC QC - Dec 2016

1997-2002

2,500 TEUs

2002-2007

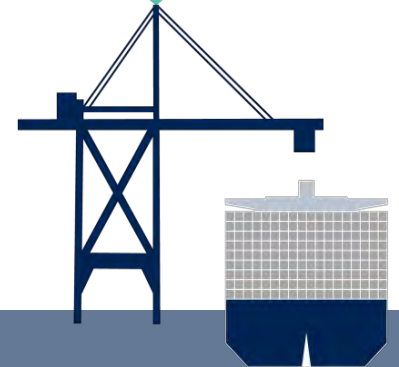
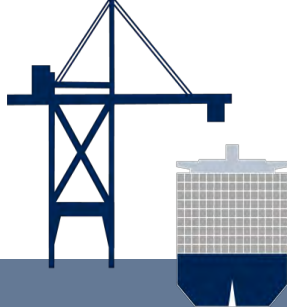
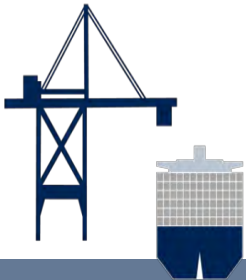
4,000 TEUs

2012

10,000 TEUs

2016

13,000 TEUs



NETWORK STRENGTH

**WE SHARE
AN AMBITION
TO KEEP
IMPROVING
OUR NETWORK.**

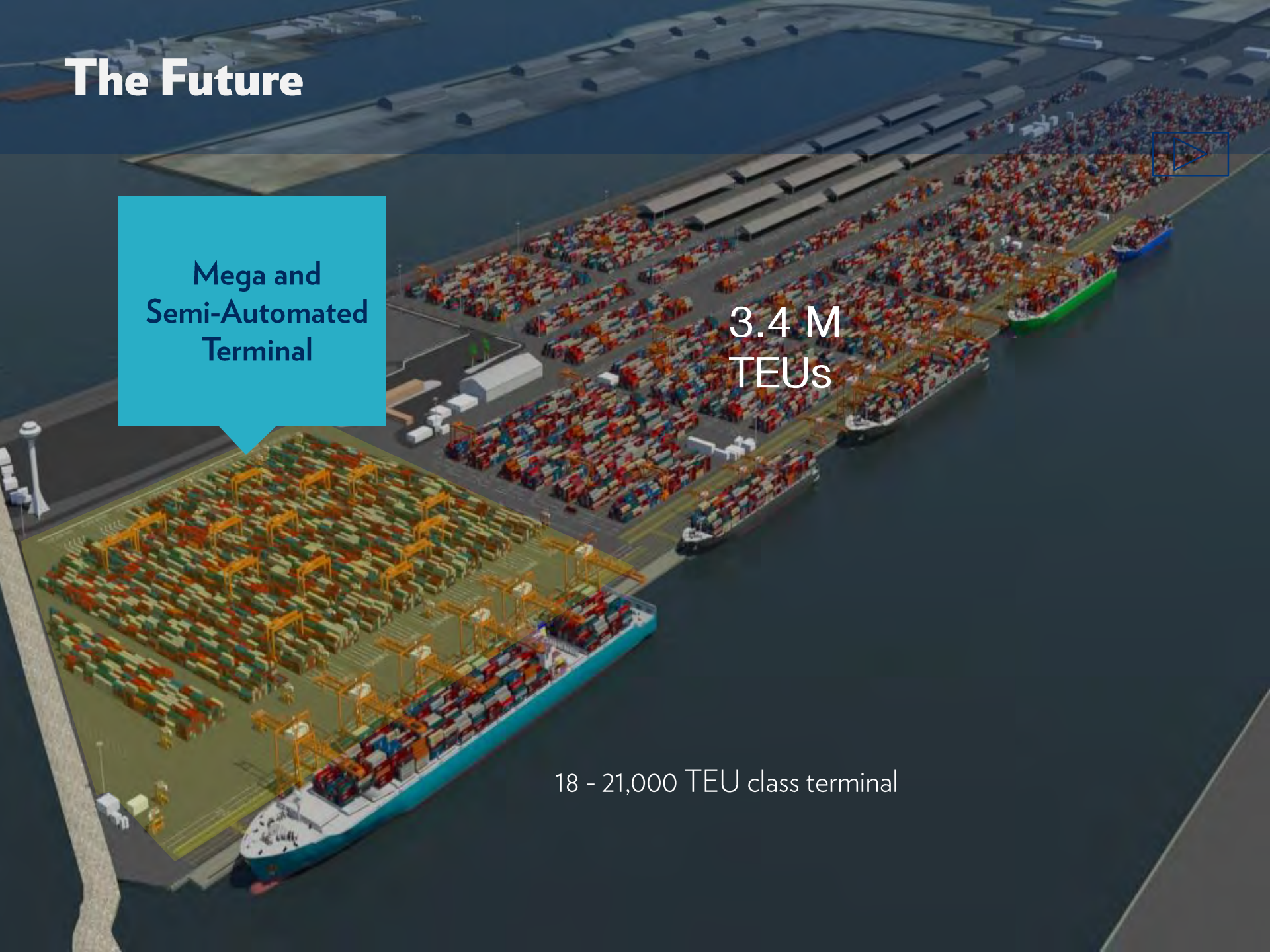


The Future

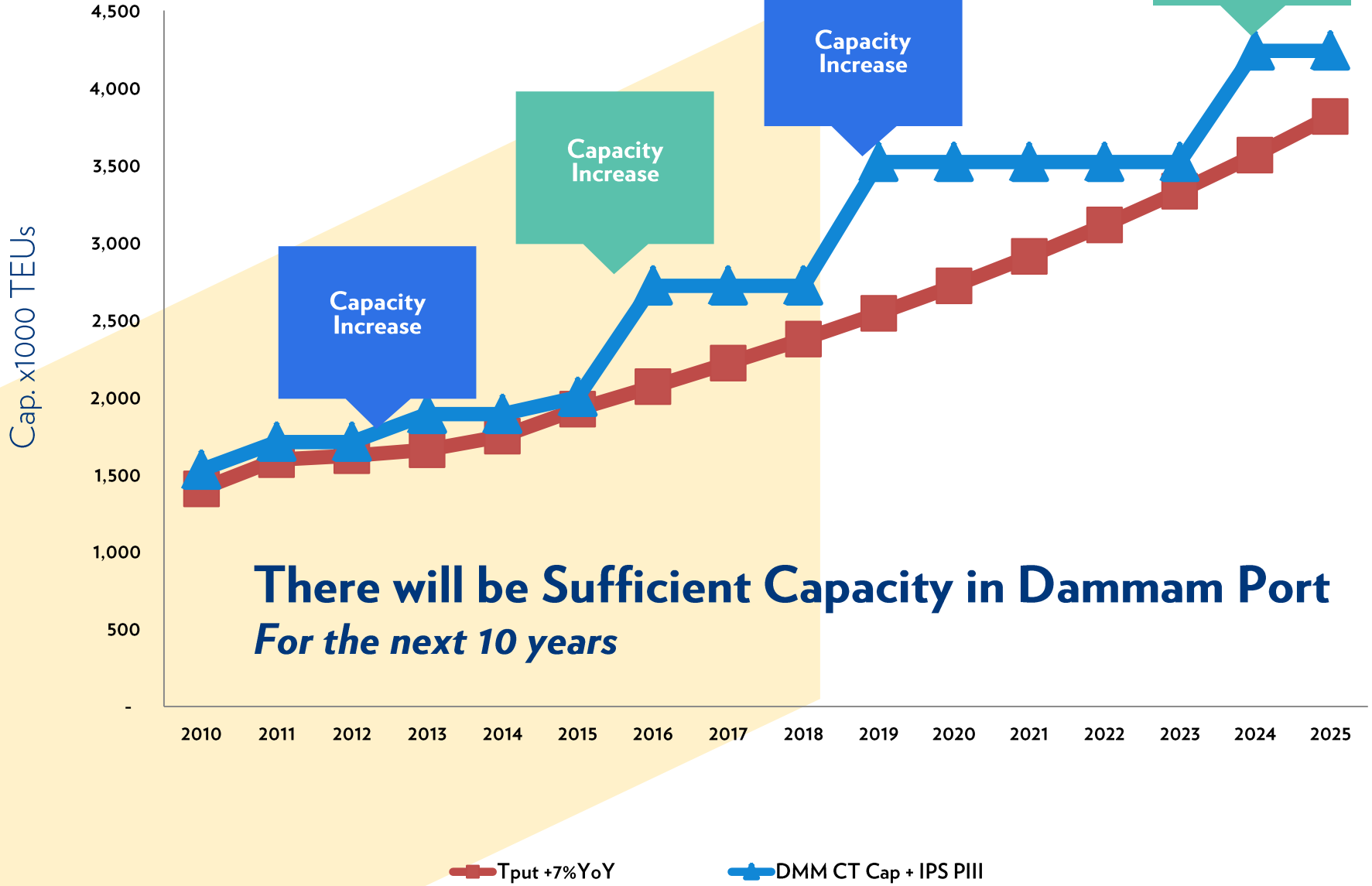
Mega and
Semi-Automated
Terminal

3.4 M
TEUs

18 - 21,000 TEU class terminal



Forward Looking





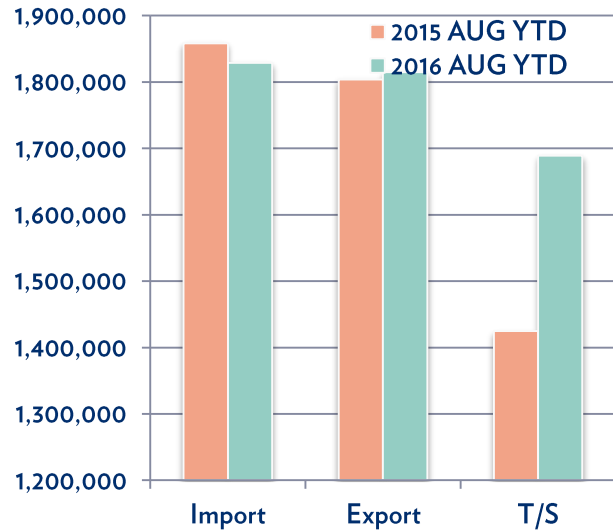
INFORMED DECISIONS

**WE SEE THE BIG
PICTURE AND THE
SMALLEST DETAILS
IN AND AROUND
OUR PORTS.**

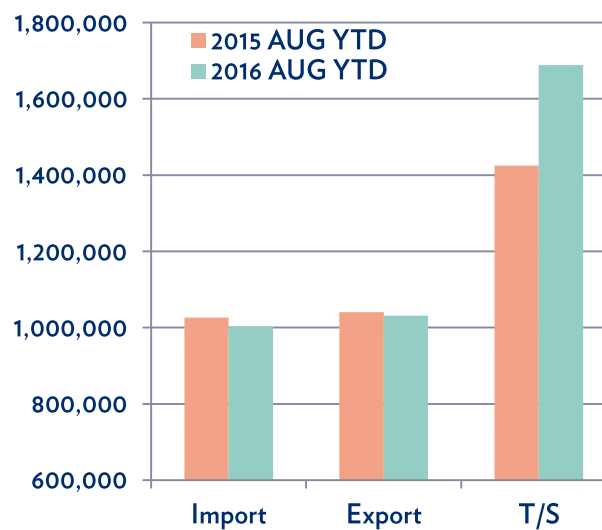
CHALLENGES IN SAUDI ARABIA'S HINTERLAND

Challenging Market: Saudi Arabia's Import is Negative growth..... Growth

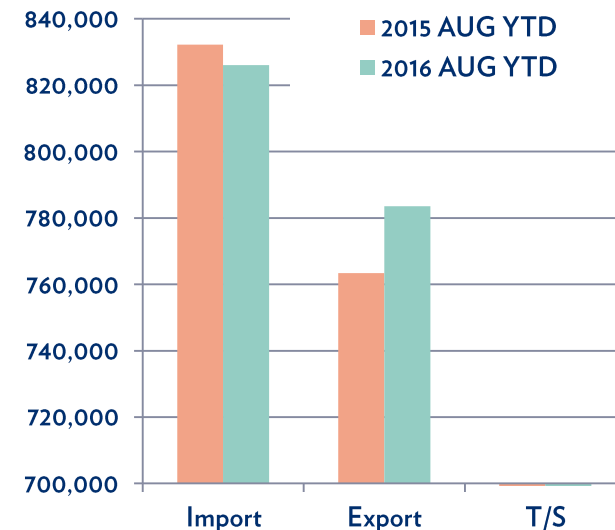
SAUDI ARABIA THROUGHPUT



WESTERN REGION THROUGHPUT



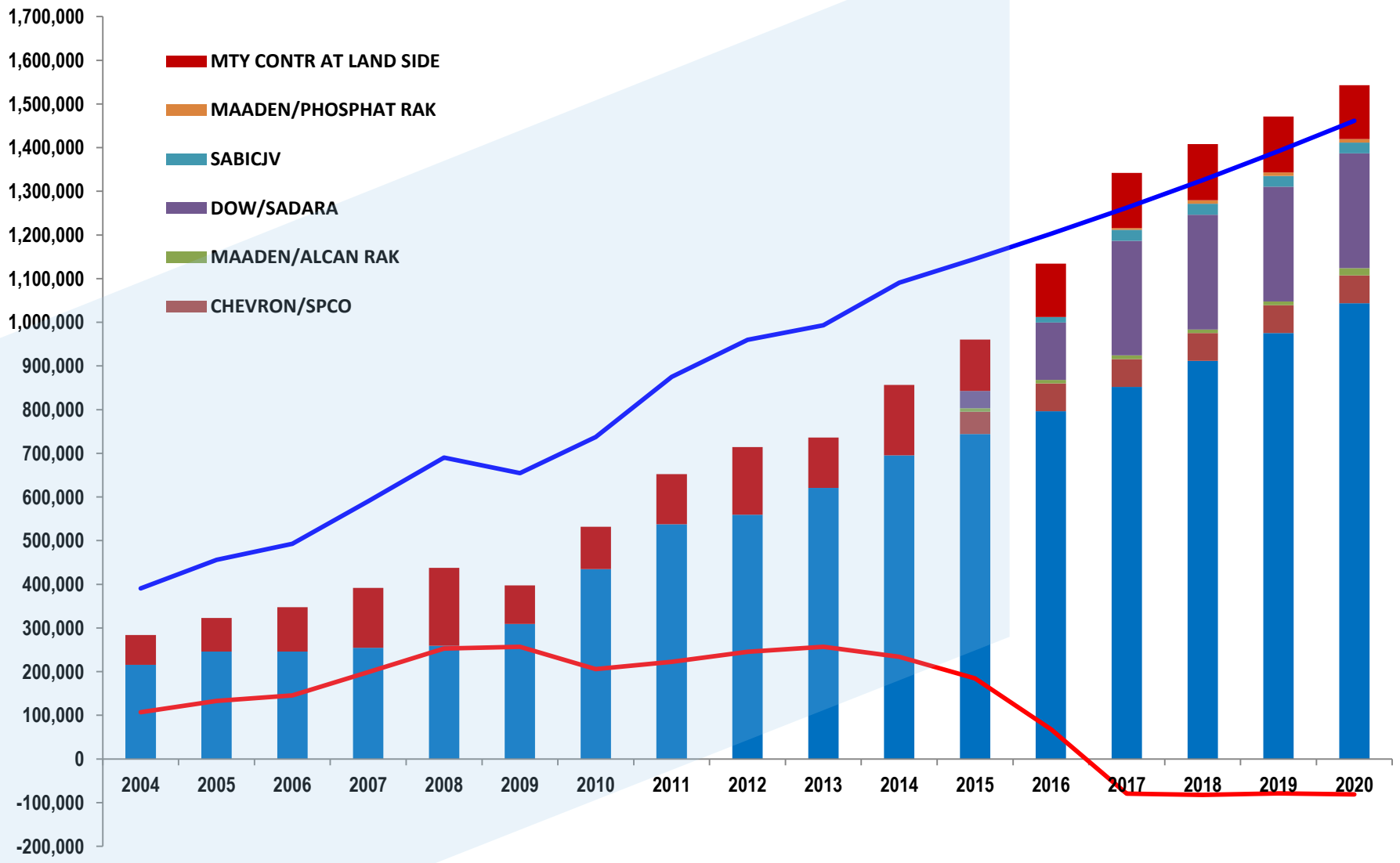
EASTERN REGION THROUGHPUT



REGIONAL TP/UT	TRADE	2016 AUG YTM ('K TEU)	YoY Growth
Saudi Arabia National T.put	Import	1,828.7	-2%
	Export	1,814.8	1%
	T/S	1,688.8	19%
	Total	5,332.3	5%
Western Region	Import	1,002.6	-2%
	Export	1,031.3	-1%
	T/S	1,688.8	19%
	Total	3,722.7	7%
Eastern Region	Import	826.1	-1%
	Export	783.5	3%
	T/S	0	
	Total	1,609.6	1%

Saudi Arabia: Eastern Region's Import and Export (im)balance

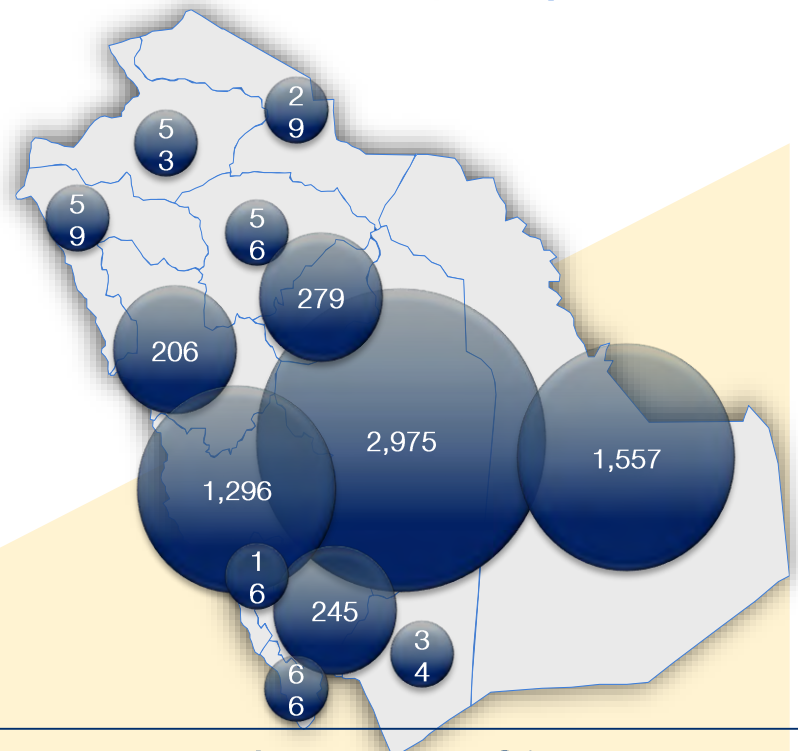
Shortage of Empty Containers



Saudi Arabia Industries

Over 65% of Saudi Arabia's manufacturing plants are located in the Riyadh and the Eastern Region

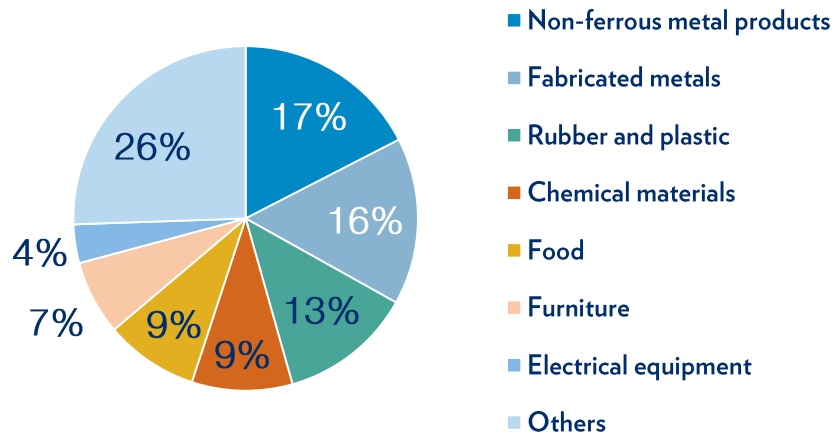
Number of factories per region – 2014



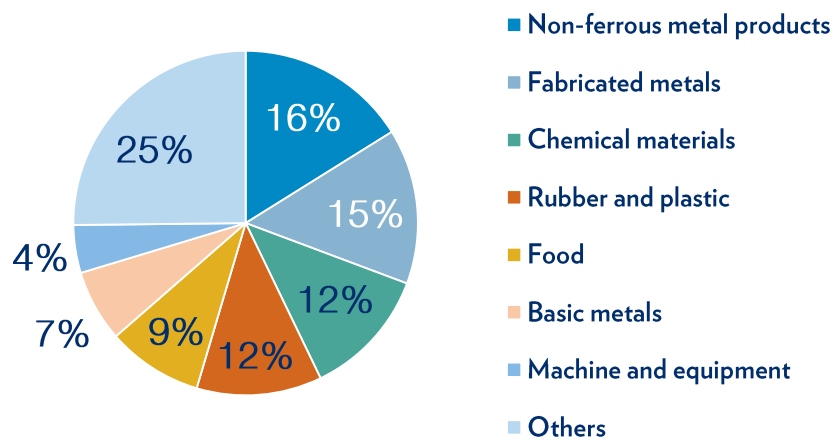
Total factories in KSA: 6,871

- Dammam Port's hinterland is the highest industrialized area in the country being highly diversified in terms of sectors
- Within its hinterland, non-ferrous & fabricated metals and chemical materials represent a large share of the existing industries

Split of factories in the Riyadh Region

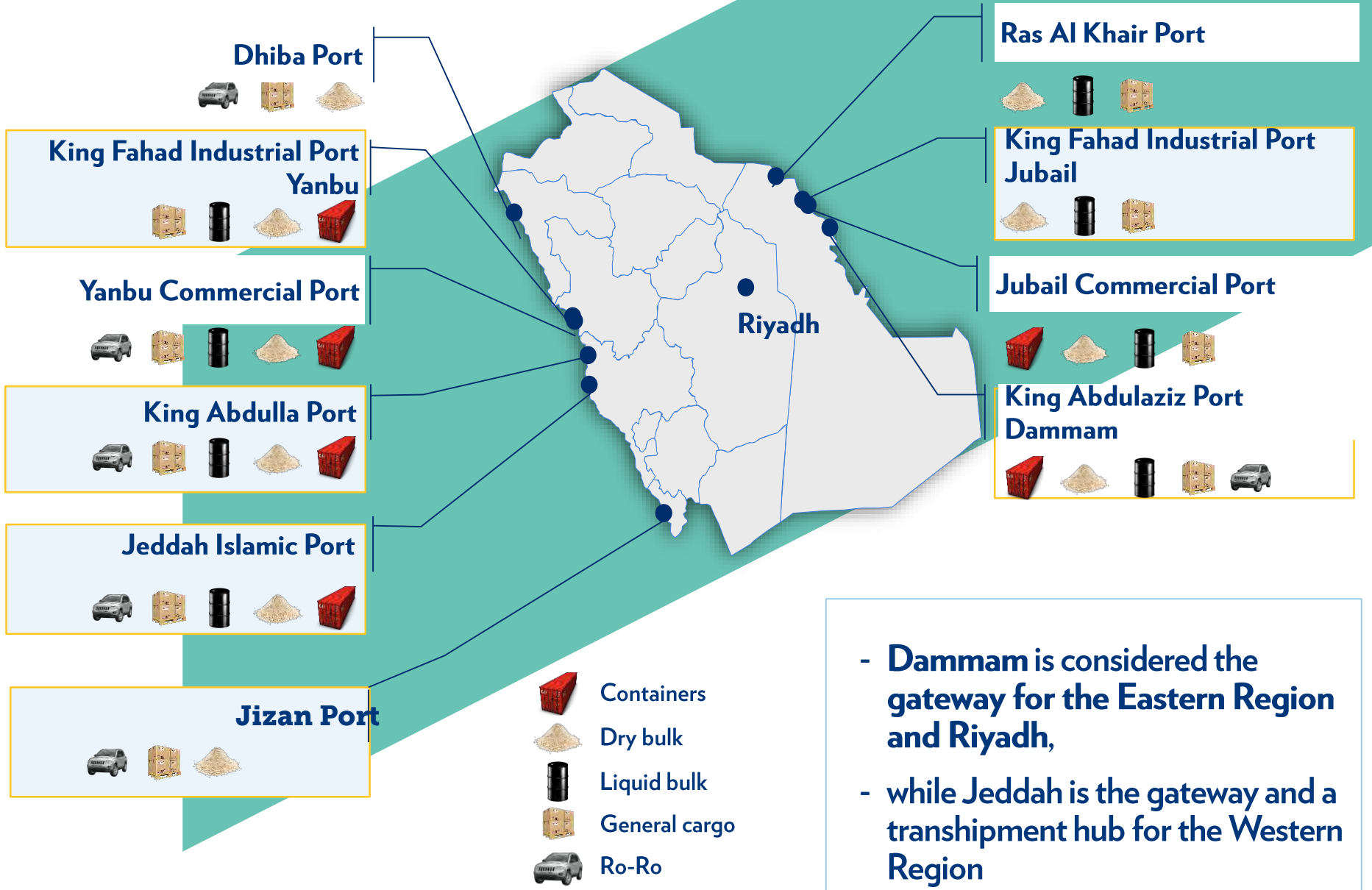


Split of factories in the Eastern Region



Ports in Saudi Arabia

Saudi Arabia has 10 main sea ports where King Abdulaziz Port is one of the key players



- Dammam is considered the gateway for the Eastern Region and Riyadh,
- while Jeddah is the gateway and a transshipment hub for the Western Region

Overlaps Common Hinterland

Easter Region is Petrochem, Minerals, and industrial Export base.

Riyadh & Central Province has a strong demand import base.

Riyadh &
Central Province



Ras Al Khair
Industrial Area

Jubail Industrial
Area 1 & 2

Dammam Industrial
Area 1, 2, & 3

- 5% Jubail's Export through Jeddah Port
- < 20% Riyadh Import through Jeddah
- Eastern Province has a strong demand of Import and Export base

Rail Network: Connecting Hinterlands

Saudi Arabia and GCC's Rail Network Plan



Sources: Reuters, National rail companies



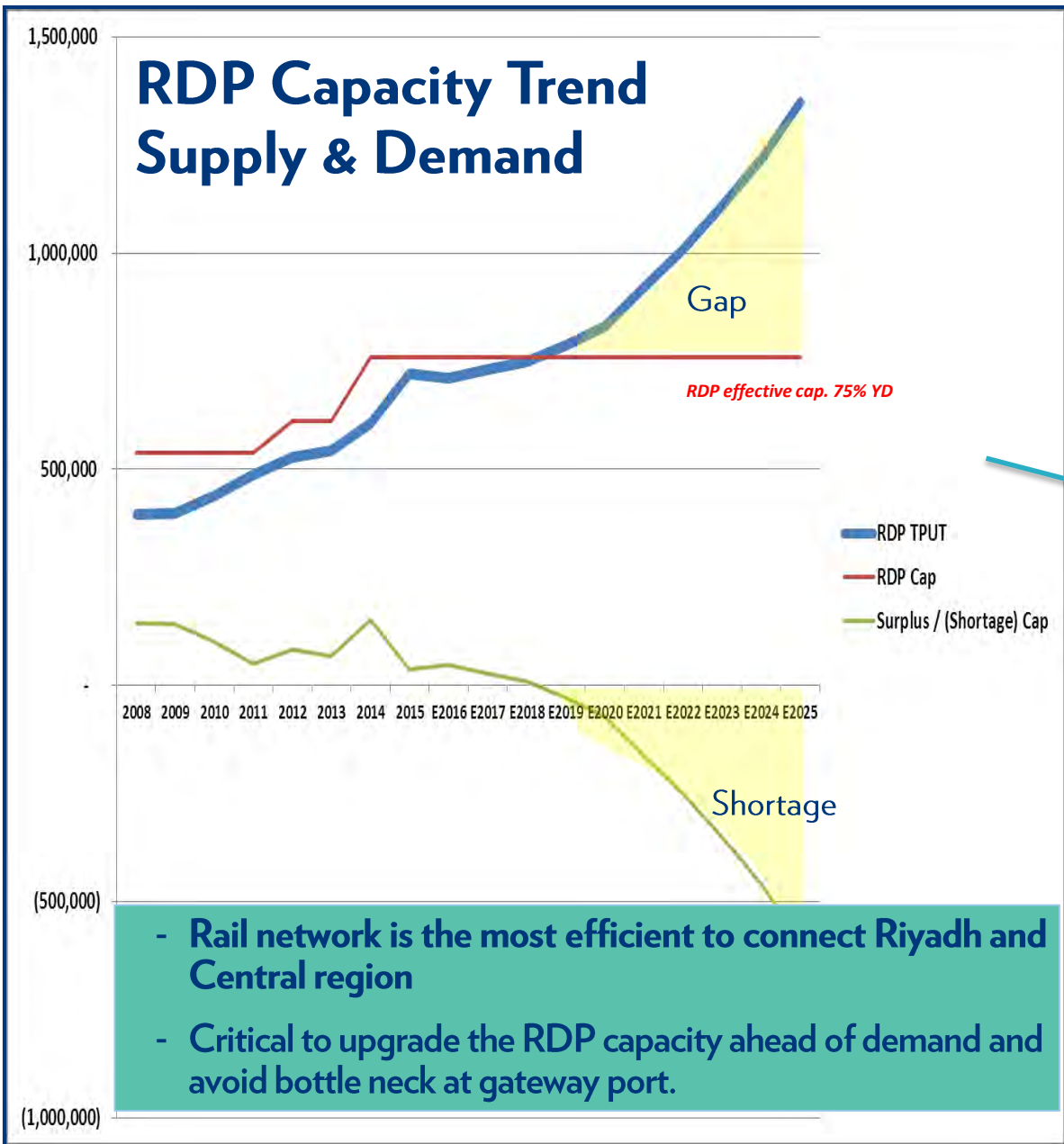
Snapshot – with the Land bridge



Snapshot – without the Land bridge



Hinterland: Riyadh & Central Region – import base.



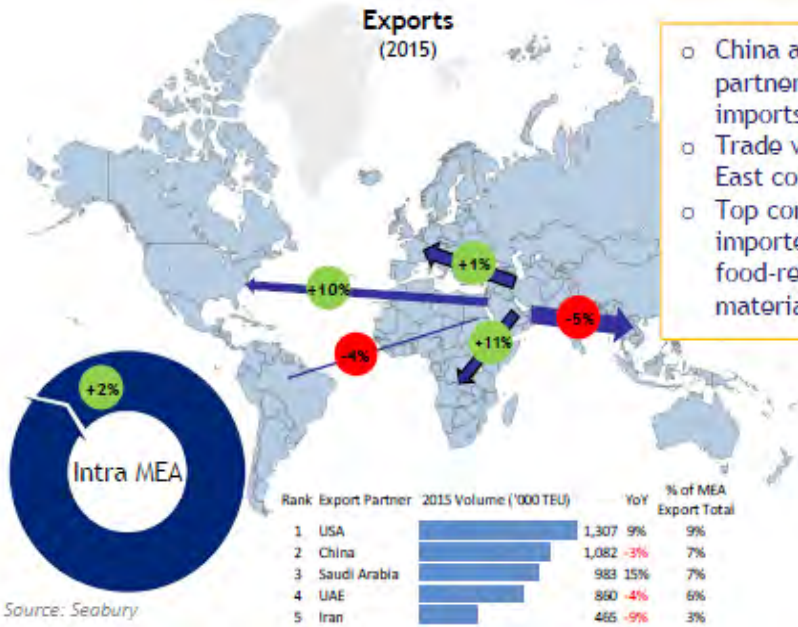
Handling at PS On-Dock Rail Terminal

APPENDIX

MEA's & Global Trade

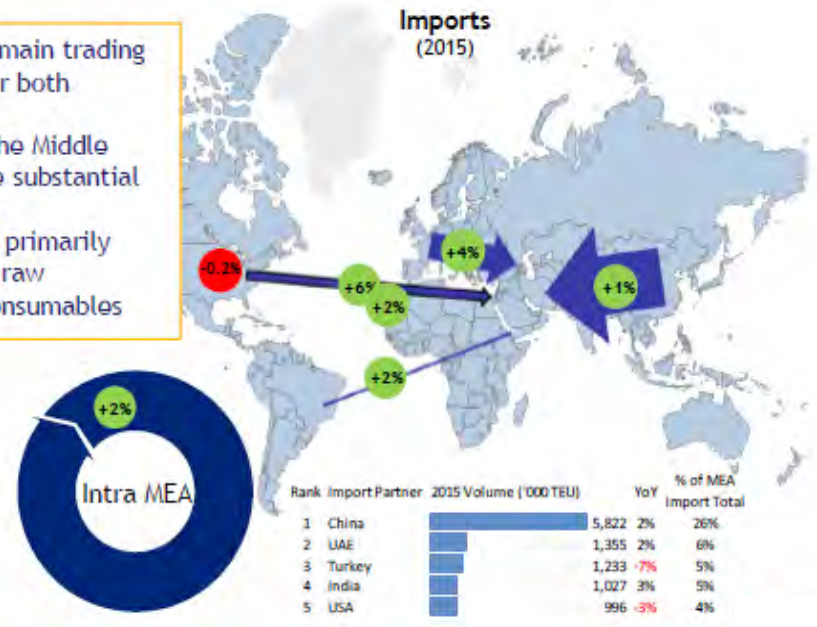
- China and the U.S. are main trading partners to the MEA, for both imports and exports
- Trade volumes within the Middle East countries are quite substantial
- Top commodities being imported/exported are primarily food-related as well as raw materials/ industrial consumables

Exports (2015)



Source: Seabury

Imports (2015)



Forecast 2017

⦿ YOY % growth for corresponding timespan
 ➔ represents volume and direction of trade flow



Source: Seabury

Saudi Arabia trade

Over 80% of the country's trade is exports, with mineral fuels and their products representing the majority

Saudi Arabia trade flows (Mil tons) - 2014

Trade with GCC countries:

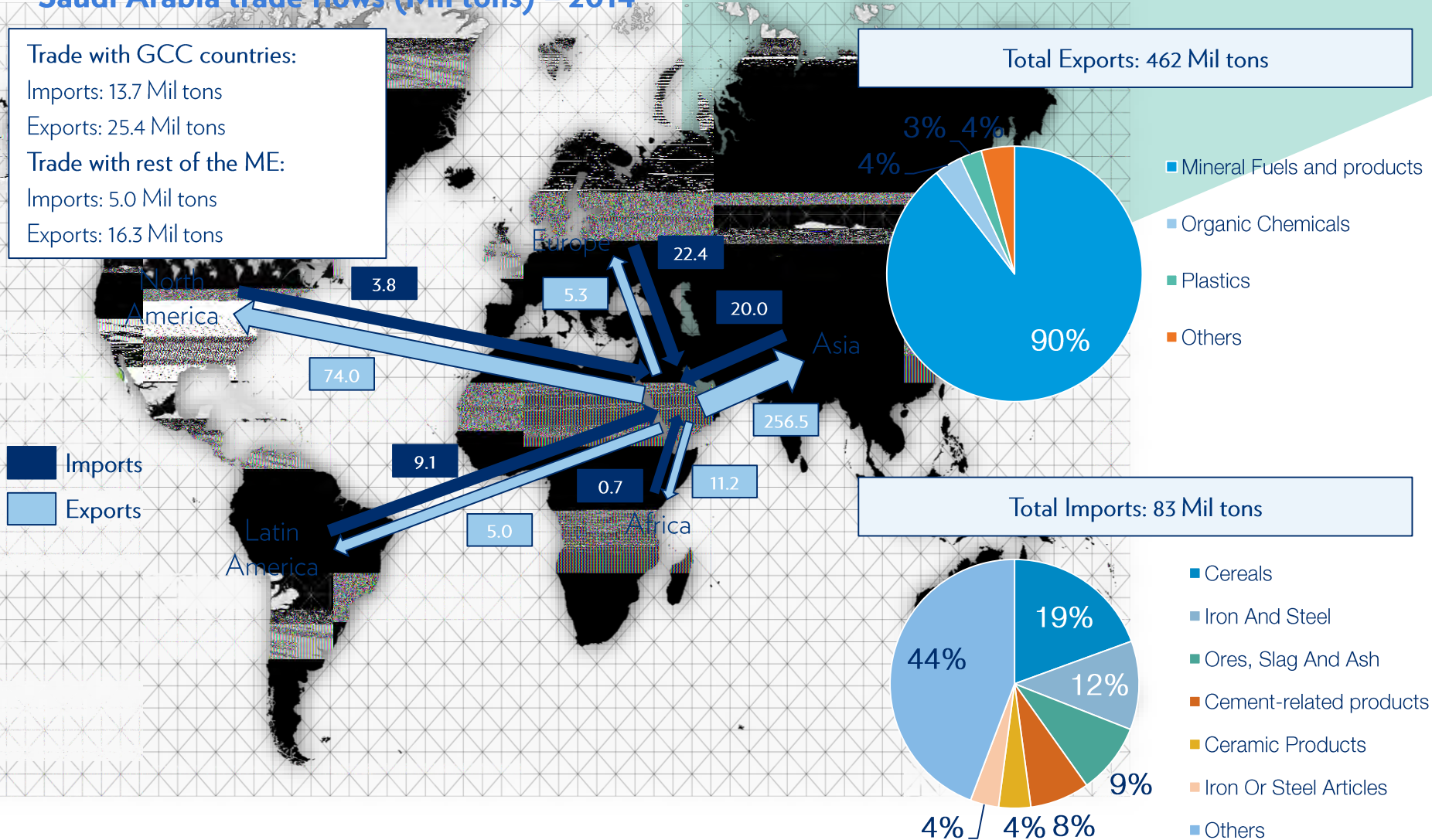
Imports: 13.7 Mil tons

Exports: 25.4 Mil tons

Trade with rest of the ME:

Imports: 5.0 Mil tons

Exports: 16.3 Mil tons



Saudi Future Projects

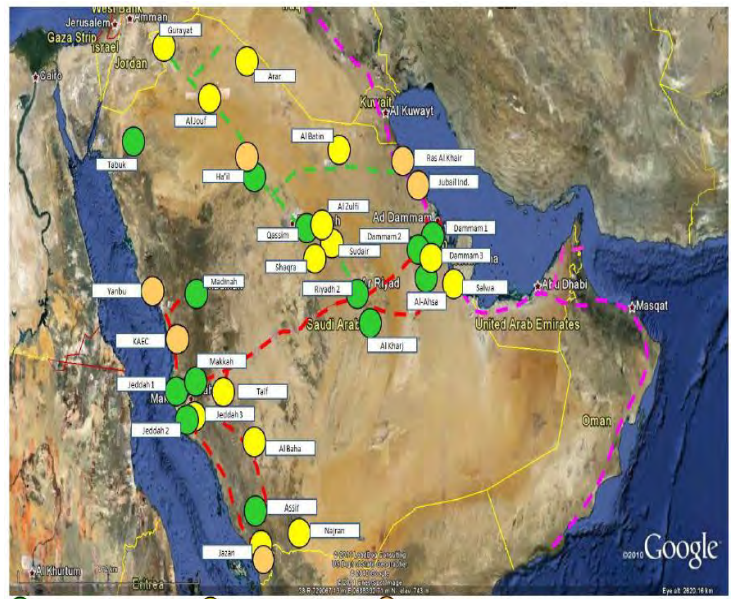


Kingdom Tower- Jeddah
 - 1km tall
 - SAR 4.6 bil
 - 2018

King Abdullah City of Atomic & Renewable Energy



King Abdullah Medical City



Existing MODON Industrial Cities New MODON Industrial Cities Economic Cities / Royal Commission
 (source: MODON/ADI)



	Saudi Economy today	Economic cities in 2020
GDP	US\$310bn	US\$150bn*
Jobs	7.5 mil	1.3 mil
Population	29.6 mil	4.5 mil
GDP/capita	US\$ 51,924*	



**CONNECT TO
SAUDI ARABIA**

**CONNECT TO
THE WORLD**