

**SGTD**

**Doraleh Terminal**



## ***Transforming Regional Economy and Identifying Commercial Opportunities Through Infrastructure Development Projects***

- Mapping the economic potential vs existing infrastructure – and establish an extensive infrastructure master plan to enhance existing business but also to enable new activities.**
- Developp strategy and action plan to attract new growth markets**
- Developp efficiency strategy in order to remain both attractive and profitable**

## ***Transforming Regional Economy and Identifying Commercial Opportunities Through Infrastructure Development Projects***

- ❑ Mapping the economic potential vs existing infrastructure – and establish an extensive infrastructure master plan to enhance existing business but also to enable new activities.**
  - Analysis of logistics challenges of the existing activities: local & regional
  - Identify the high potential activities at early stage and/or yet untapped
  - Choice of infrastructure Projects relevant to local & regional commercial activities
  - Deep analysis of the impacts of the Project
    - Economic, Social & Environment impacts
    - Project Finance aspects and balance Invest/revenue generation
    - Maintenance, repairs & running cost to keep the infrastructure in effective condition
  - Rational and cost/quality effective Project Management
  
- ❑ Develop strategy and action plan to attract new growth markets**
  
- ❑ Develop efficiency strategy in order to remain both attractive and profitable**

## ***Transforming Regional Economy and Identifying Commercial Opportunities Through Infrastructure Development Projects***

### **❑ Developp strategy and action plan to attract new growth markets**

- Addressable market
  - national economy level, regional integration, Export/Import, Transshipment...
- Features and needs of the addressable markets
- Actions plan to provide and communicate the solutions

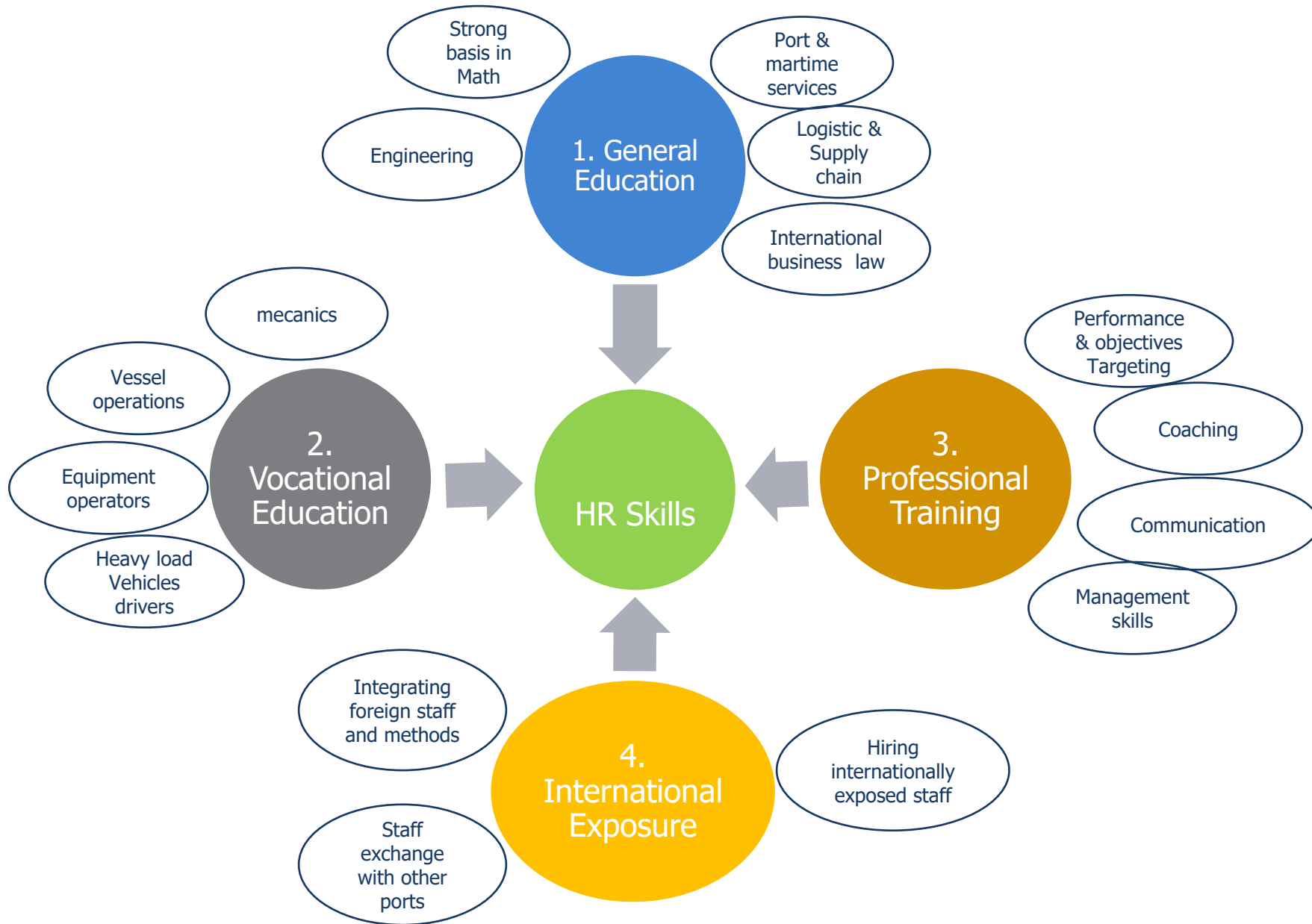
### **❑ Developp efficiency strategy in order to remain both attractive and profitable**

- Once established, commercial activities need to be kept sustainable and developing to remain attractive
  - national economy level, regional integration, Export/Import, Transshipment...
- Mantain the infrastructures to remain economically and quality attrative to allow national & regional products comptetive
- Be a major actor to support the local & regional Export and industrialisation

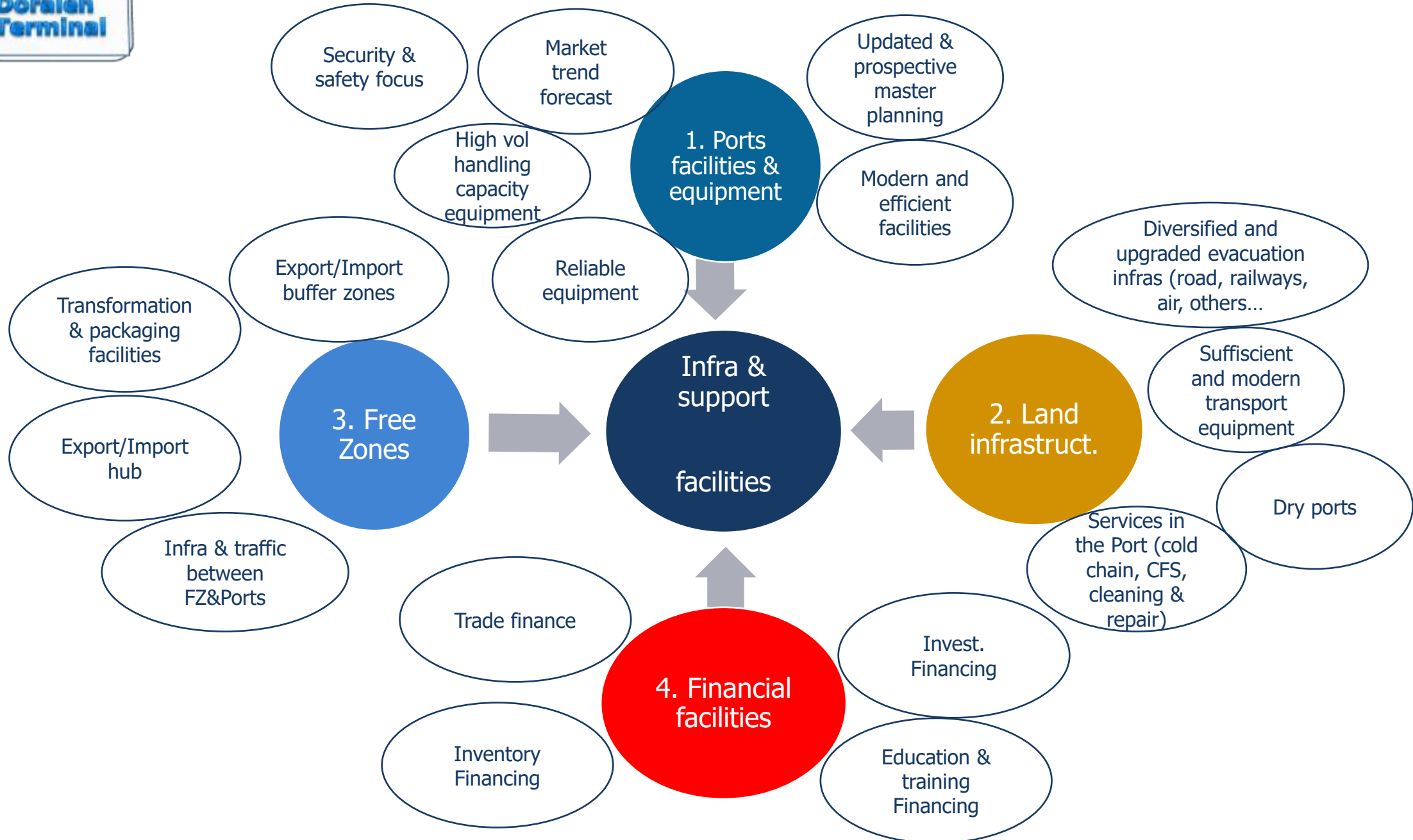
## **Means to continuing efficiency**

- HR skills (education and training)**
- Infrastructure et support facilities**
- Technology**
- Rules & Organization aimed to increase productivity and efficiency (legal framework, customs, ports...)**

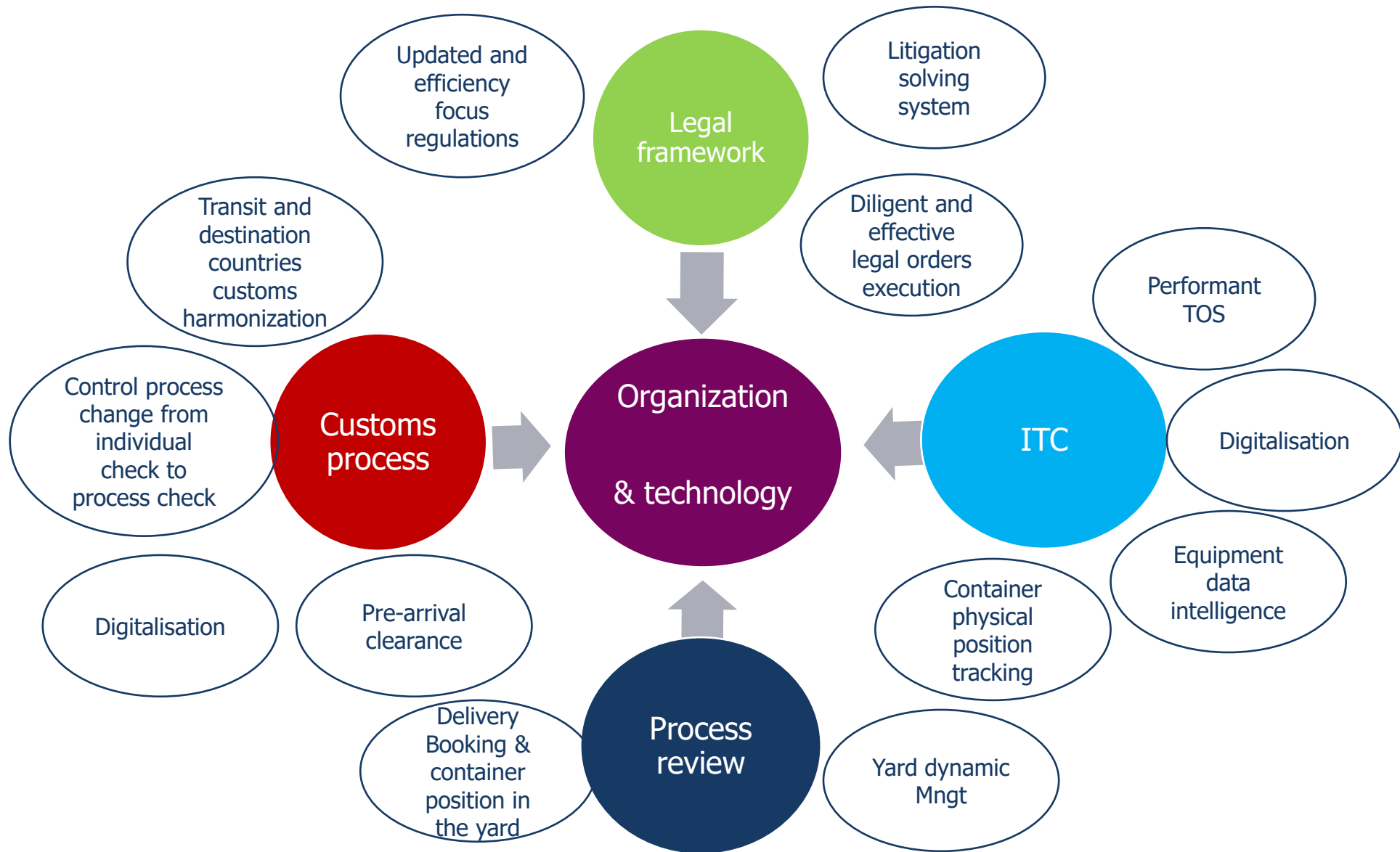
# HR Skills and competencies



# Infrastructures and support facilities

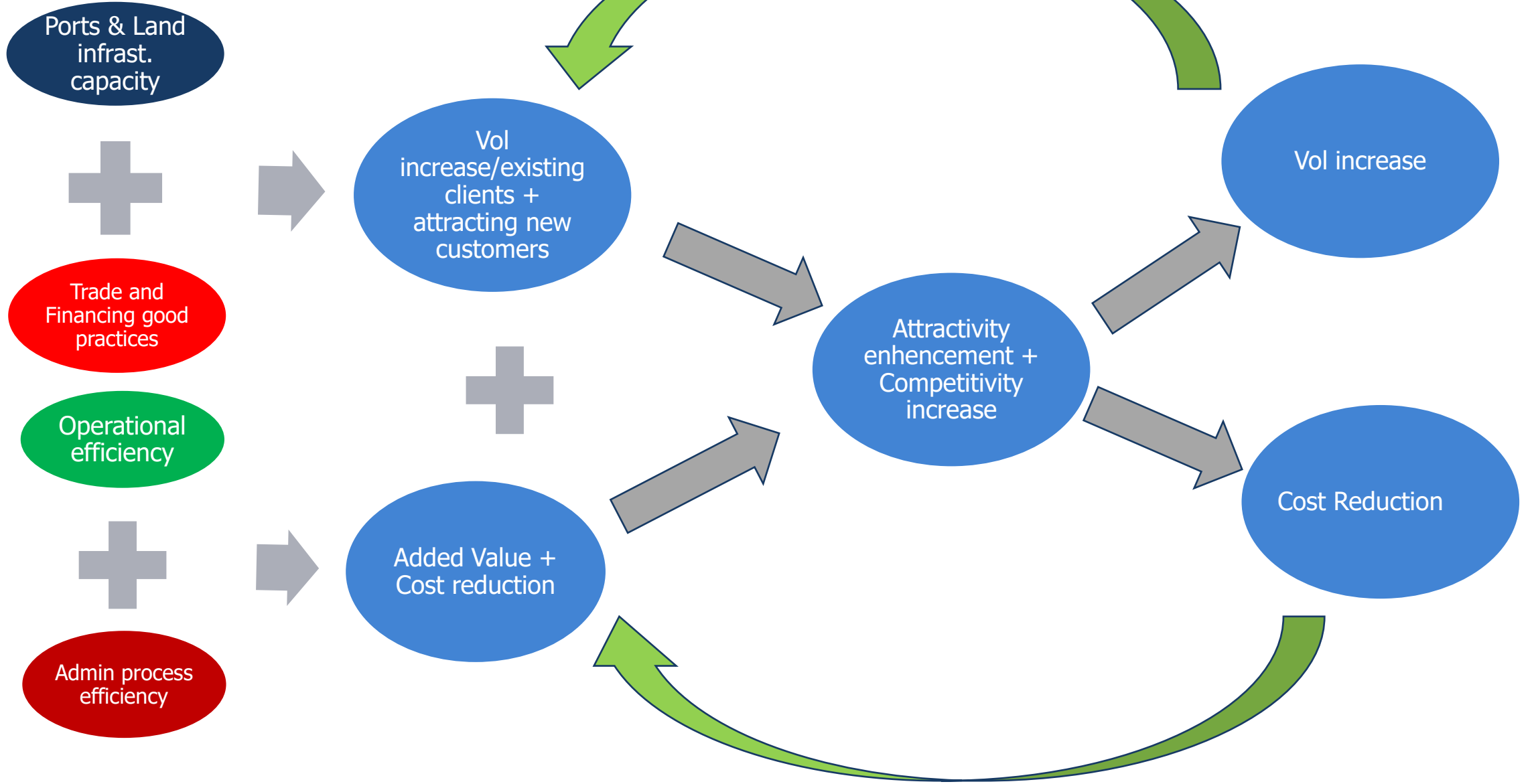


# Organization aimed to increase productivity and efficiency





# Attracting existing & new customers growth



# Thank you

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