



DP WORLD

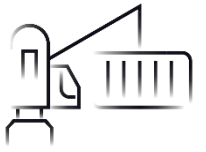
STRENGTHENING PORT OPERATIONS IN IMPROVING SERVICE DELIVERY IN MEETING REGIONAL AND INTERNATIONAL SUPPLY CHAIN DEMANDS

DP World Regional Examples



DP World Overview

295 business units in 78 countries | U\$ 11 bil of revenues in 2021



PORTS & TERMINALS

Trade-enabling, strategically located, and state of the art infrastructure and services, including marine terminals, inland terminals, and cruise terminals.



PARKS & ECONOMIC ZONES

Deliver integrated solutions across the containerized value chain, including industrial parks, economic zones, and logistics services.



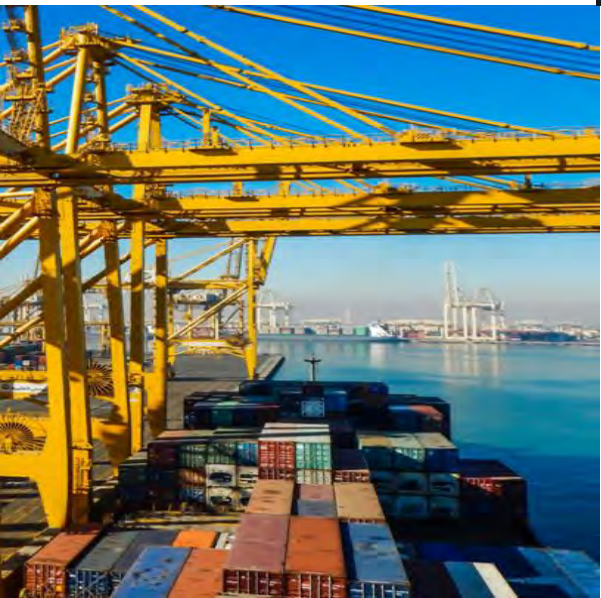
MARITIME SERVICES

Operational expertise in a range of maritime solutions from river barging, vessel chartering, port services and world-class marinas.



LOGISTICS

The most efficient production and movement of cargo globally, connecting the dots between our own global network of ports and terminals with ground-breaking technology.



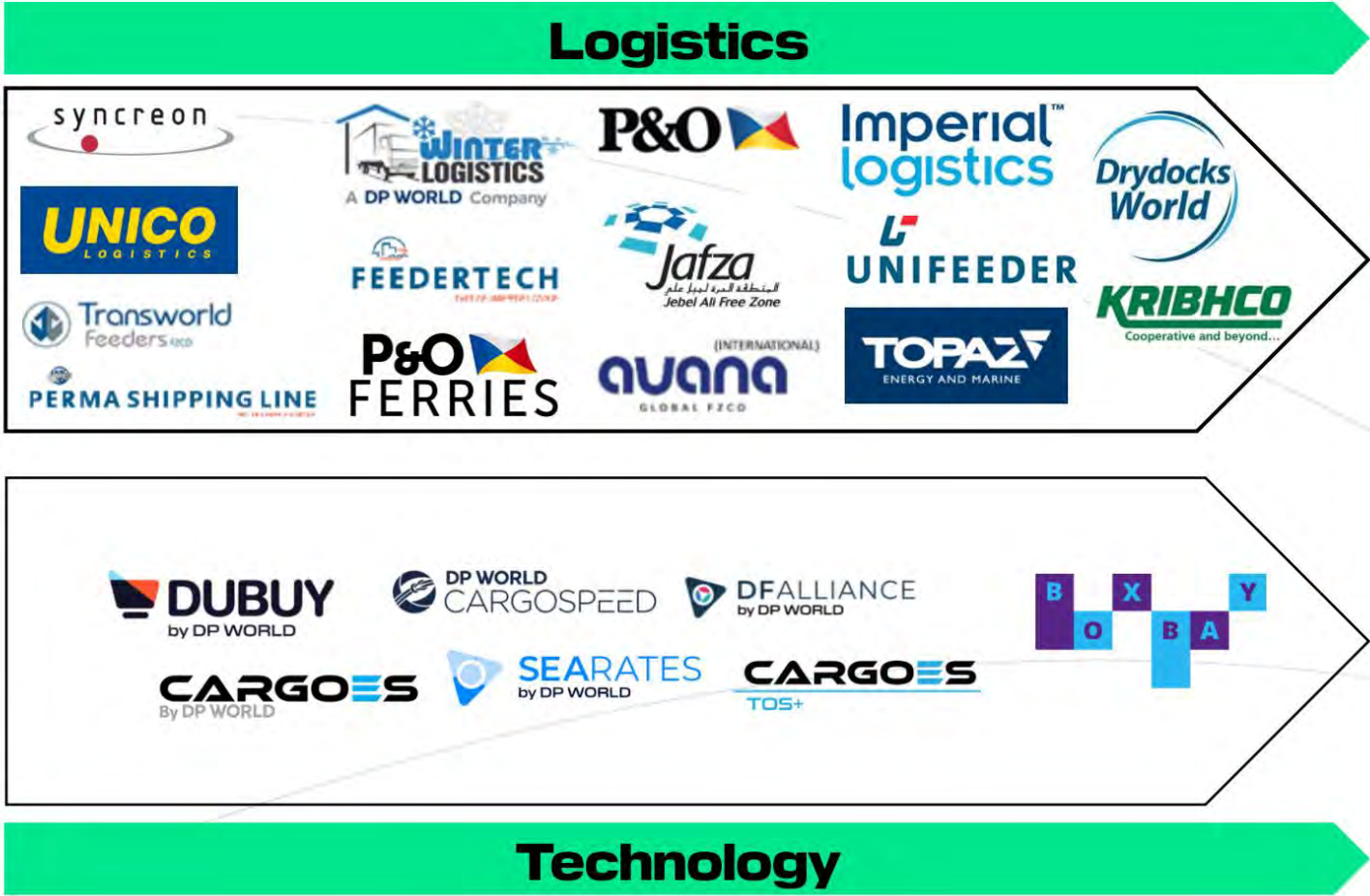
PORT OPERATOR TO SUPPLY CHAIN SOLUTIONS PROVIDER

2014

Revenue
\$3.4bn

Containerised
Revenue
80%*

Global Capacity
76mn TEU



2021

Revenue
\$10.8bn

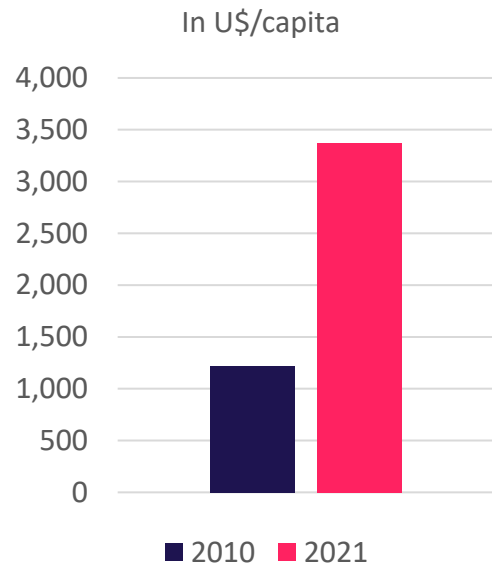
Containerised
Revenue
45%*

Global Capacity
92mn TEU

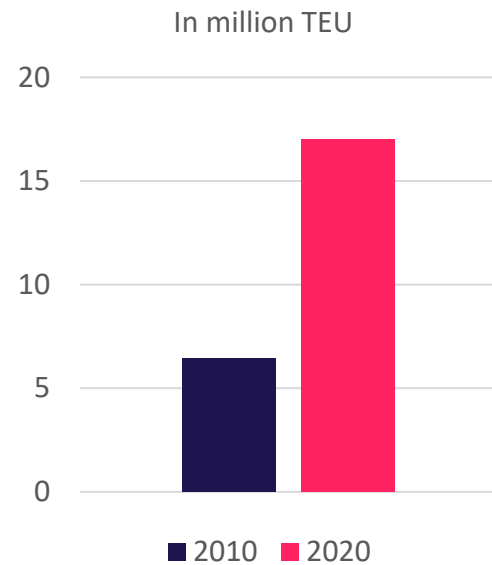
VIETNAM



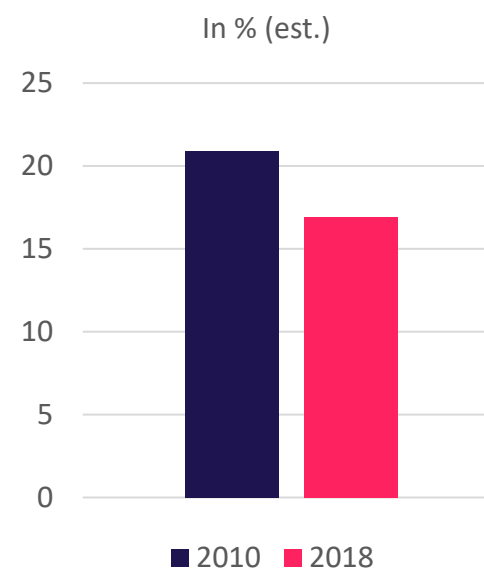
IMPROVEMENTS ON MANY FRONTS...



GDP per capita above 3,300 U\$ in 2021, almost at par with the Philippines and Indonesia.



Container Volume growth has been spectacular and a testimony of Vietnam's emergence as a key regional hub for manufacturing and consumption.



Cost of Logistics as a percentage of GDP is still above 15%, higher than China, Thailand or Malaysia. Singapore, US or Europe are below 10%.



Logistics Performance Index (World Bank) scores countries on how efficiently they move goods across and within borders.

... BUT THINGS COULD BE IMPROVED



Still about 10,000 people killed on roads every year.



Incomplete infrastructure: this bridge is unfinished since 5 years!

Not everything can be done at the same time but at least let's finish what has been commenced.

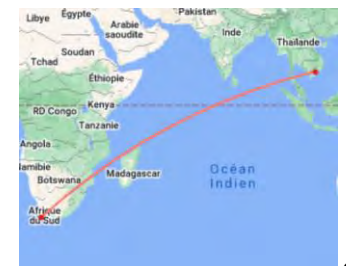


Road congestion generating pollution, shipping delays and road rage.

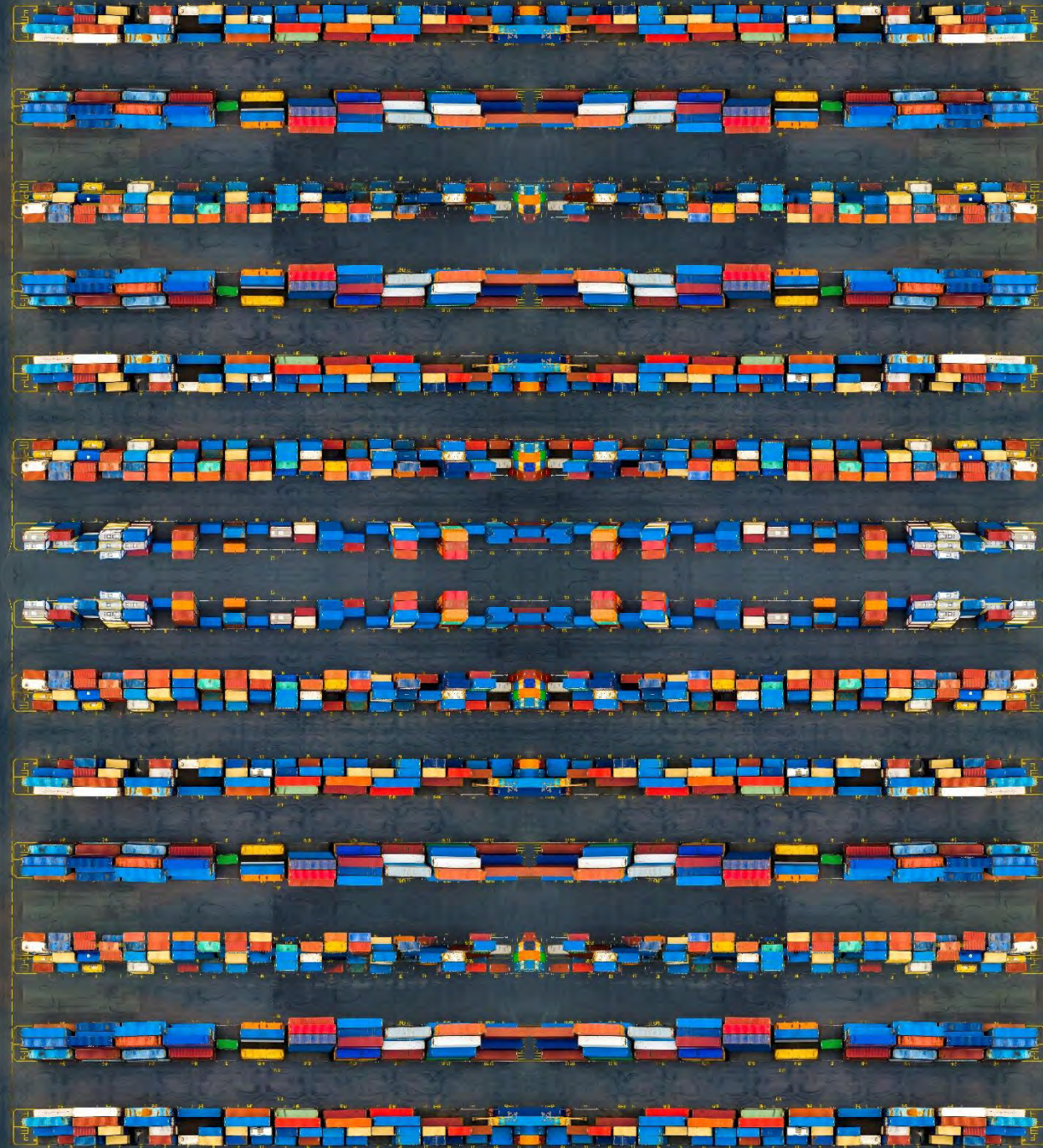


Antiquated port infrastructure which pushes the usage of trucks.

The 500,000 TEU of Mekong exports are transported in majority by trucks: put in a line it equals 10,000 km or the distance between HCMC and Cape Town.



REGIONAL EXAMPLES



MINDSET TO SOLVE SUPPLY CHAIN PROBLEMS

Customers benefit from upgraded direct service by barge rather than sitting in long traffic queues

- At DP World Philippines, we help our customers to solve issues created by trucking congestion by giving them the opportunity to transfer cargo from Southern Manilla Industrial area to Manilla port by barge;
- DP World built a new barge terminal (new infrastructure);
- Our customers in South Manilla don't have to use trucks, they can use barges and increase predictability of their shipments;
- Whilst decreasing Co2 emissions.



FINANCIAL SERVICES

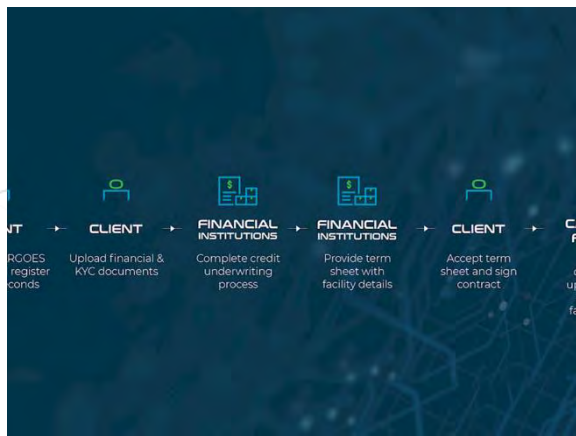


Digital platform to facilitate lender-borrower interactions to arrange credit

- Many exporters, importers and logistics companies, especially in emerging countries, cannot grow because of lack of access to adequate finance;
- The providing of financing to these businesses has a multiplier effect on trade, income, and the creation of new employment opportunities;
- DP World seeks to address this working capital requirement via CARGOES Finance, which provides a wide range of financing options from leading financial institutions.

TRADE FINANCE

- Financing options for international cargo movement
- Pre-shipment finance
- Post-shipment finance
- Extended payment Terms



LOGISTICS FINANCE

- Financing options for logistics movements
- Receivables/Payables financing
- Invoice factoring and Invoice discounting options

INVENTORY FINANCE

- Financing options for cargo in DP World warehouses
- Inventory as collateral

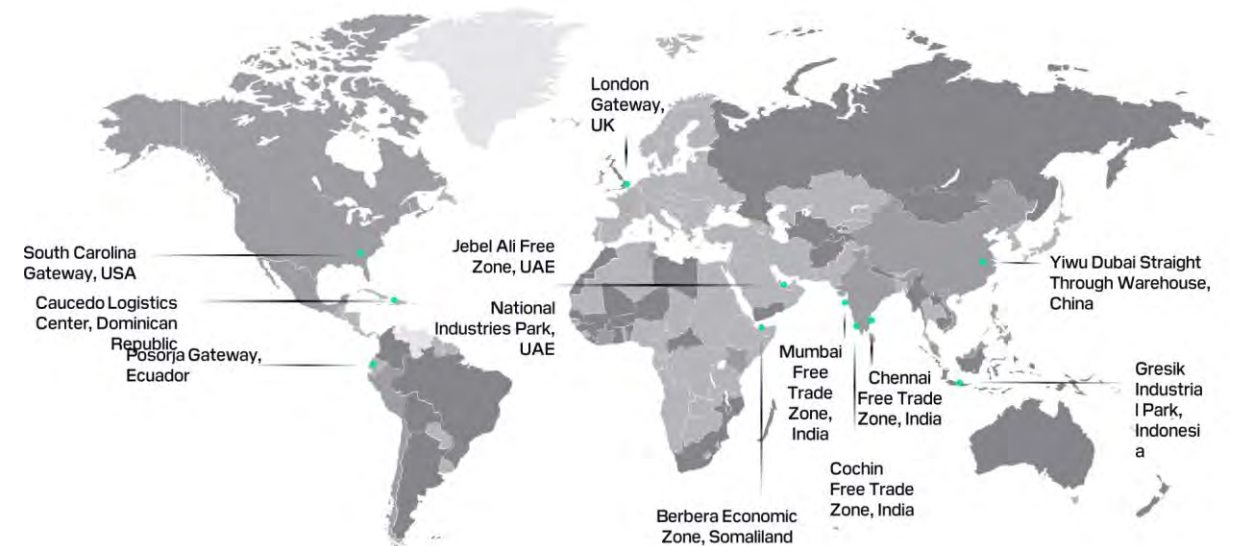


9,000 ha of
Industrial
Parks
in
9 Countries

INDUSTRIAL PARKS + PORTS

Ports and Parks is a Key Development Strategy for DPW

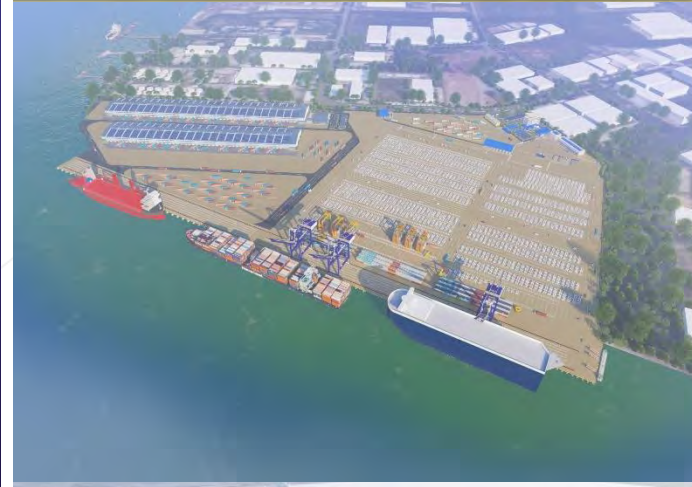
- DP World aims to build best in-class logistics hubs in key locations with an ecosystem that allows trade to thrive;
- Idea is to locate a business park or an industrial park next to a terminal that we operate;
- This allows tenants to benefit from ultra-low logistics costs and be more competitive on world's markets.



DEVELOP & FACILITATE TRADE

DP World always keen to invest in hard assets to help develop and facilitate trade

- At our terminal facility in Vietnam, we are planning to build warehouses with a partner to develop trade in the area;
- We are also upgrading our services to the automotive industry in order to create more added value;
- We are also working hard to connect our terminal with our other terminals assets worldwide;
- Also we want to help developing the industrial park to give a logistics advantage to tenants;
- In doing this, we also develop better and more efficient logistics supply chains.



WE DO THE EXTRA MILE FOR OUR CUSTOMERS

We develop partnerships and invest in cutting-edge technology



All of our terminals in South East Asia are joint-ventures. There are no exceptions.

- Thailand
- Korea
- Philippines
- Hong Kong
- China
- Vietnam
- Indonesia



We are modern.

DPW participates and invest in lots of technology-driven projects worldwide.

- BoxBay
- Cargo Speed
- Digital platforms



We develop logistics as a way to provide better and seamless supply chain;

We help Vietnamese exporters to ship to Canada, Korea, Dubai or London and allow them to sell door to door services;

This is very effective also when a DPW entity will take charge on the other end.



We do not invest in container terminals only but in many aspects of the logistics sector;

Excerpt of our assets in India;

We aim to do the same in Vietnam.



DP WORLD

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