

DP WORLD



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DP World Pvt. Ltd

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Partnering for Progress

DP World is one of the leading marine terminal operators operating worldwide, with a global portfolio of more than 65 marine terminals across (1) six continents, including new developments underway in India, Africa, Europe, South America and the Middle East.

DP World's rapid growth from being a single port operator in Jebel Ali to handling more than 10% of the world's container trade has been fuelled by the company's focus on emerging markets that contribute to 75% of its portfolio.

(1) As of August 2013

connecting global markets

DP World owns and operates some of the first privatized container terminals in the subcontinent region, setting the stage for the tremendous containerization revolution that the region has experienced over the past two decades.

Investing over USD 1 billion, DP World is a market leader in Indian container terminal operations. With the largest portfolio of investments in ports along the Indian coastline, we define port logistics infrastructure in India. Our portfolio stretches across ports in Gujarat (Mundra, 2003), Maharashtra (Nhava Sheva, 1999 and 2012), Kerala (Cochin, 2005), Tamil Nadu (Chennai, 2001), Andhra Pradesh (Vishakapatnam, 2002) and a new development in West Bengal (Kulpi, 2006). DP World supports close to 30% of India's container trade.

(1) As of August 2013



excellence and innovation

As customers order larger vessels and seek world class ports to handle them, development of port infrastructure is becoming a major requirement in the industry. Our new development in Nhava Sheva is being designed and equipped to handle the world's largest container vessels and conserve natural resources at the same time.

DP World in the subcontinent is regarded as a leading innovator, with advanced IT solutions that allow terminal operations to be agile, flexible and responsive to the customers' needs.

We are not just here to do business. Having the largest portfolio spread across the coastline, we have the unique position of shaping the industry's future, something we do not take lightly.

DP World's focus on building relationships with customers and our ability to deal with emergencies, transparent flow of information and quick vessel turnarounds are services our customers truly value.

Our commitment to providing our customers an effective and efficient logistics solution does not end at the terminals alone.

We look at where we can add value to our customers outside the core quayside operation, beyond our terminal gates.

To this effect, in India, we have invested in a national rail license from the Government of India and operate 7 container trains from major hinterland markets to our major gateways in Mundra and Nhava Sheva.



commitment

to our people and our customers

Across the world, we firmly believe in developing the port communities we invest in. This region is no exception. Our workforce at all levels of the organization represent the intricate cultural fabric that exists in the subcontinent countries. DP World employs more than 3000 people across its terminals in the region. Almost all people employed at the DP World terminals in the subcontinent region are locally recruited and trained. We employ the best in the business, and we assist each of them hone their potential.

DP World aims to cultivate a dynamic and inspiring work environment as a key driver of its success. Although our operations are geographically diverse, and each of our terminals in the subcontinent operates under License Agreements with individual Port Authorities, the values of teamwork, commitment, and leadership are shared across the region.

DP World aspires to be the terminal operator of choice for our customers as well as an employer of choice to our Employees. We believe in delivering growth to our customers through effective teamwork amongst the various departments within DP World. Over the last 2 decades operating in the region, we can proudly say that we have truly partnered in our customers' growth, and this is our biggest competitive advantage.

DP World's core business philosophy is exceptional customer service. This has been at the forefront of every decision we take in the Subcontinent region; from the choice of terminals we invest in, to the facilities and technology we equip the terminals with; all done with the aim to provide quality service today and tomorrow, when and where customers need it. The world's largest shipping lines call at our terminals.





responsible corporate and personal behaviour

As a world class business, integral to the supply chain of our customers, it is important that we act with integrity in the development of innovative solutions for our customers and partners, leveraging the talent of our people to contribute to a sustainable future. DP World believes that channelizing its resources to ensure that people have the wherewithal in the long run to make both ends meet, would be more productive.

To date, we have worked in partnership on a number of innovative community projects, we have set in place a plan to reduce our carbon emissions and installed energy efficient equipment and products at our

terminals and led the discussion in the marketplace on tough issues such as piracy and its impact.

Conserving resources and developing the future of the country is the cornerstone of most CSR activities DP World undertakes within the subcontinent. DP World has used innovative techniques in running equipment at the terminal thereby reducing power and fuel consumption. The company has also initiated rain water harvesting projects at some of the terminals itself, thereby conserving natural resources.

Our approach to corporate responsibility is

anchored in the 'four quadrant' model of Community, Environment, People & Safety and Marketplace. Within each quadrant we have a number of existing initiatives and we are continuously adding new initiatives.

Pivotal to the success of this approach is the integration of corporate responsibility principles into the everyday business process, planning and strategy as we recognize that this will bring long term benefits to the community, the environment, our people, our customers and the business as a whole. This approach is built around our overall Vision as well as our Values.





Nhava Sheva International Container Terminal Jawaharlal Nehru Port

The Jawaharlal Nehru Port is India’s largest container port handling more than 40% of the country’s maritime traffic. The Nhava Sheva International Container Terminal, operating in JN Port is DP World’s flagship operation in India, and the country’s first foray into public-private partnership projects.

Within one year of the Nhava Sheva International Container Terminal commencing operations JN port entered the club of the world’s “1 Million TEU” ports. Infrastructure outside the port was still being developed, approach roads were single lane and the ships kept coming. As a terminal operator we had to think fast. Our operational processes had to be simple yet efficient, our equipment had to work the ships faster, and container movement in and out of the terminal had to happen quickly. All this went a long way in helping NSICT develop a robust operations model, something that even today stands us in good stead and is a key differentiator that separates us from the rest of the players in the industry. We have the fastest response times when addressing any situation faced at the terminal.

Our learnings in NSICT were also a great boon to us as we expanded over the next 5 years from 2001-2005 to further our footprint across India’s coastline.

In January 2014, the Nhava Sheva International Container Terminal handled the 336m long MSC Susanna, the longest ship to call at JN Port.

- Terminal Capacity**
1.2 million TEU per annum
- Commenced Operations**
1999
- Quay length**
600m
- Depth alongside**
14m



Mundra Port

Mundra International Container Terminal

Terminal Capacity

1.2 million TEU per annum

Commenced Operations

2003

Quay length

632m

Depth alognside

14.5m



On 18th June 2003, India's first greenfield project in a minor port received her quay cranes. In the first year of operations, the Mundra International Container Terminal handled 20,000 TEUs.

Today Mundra Port is India's second largest container trade gateway handling more than 2 million TEUs annually.

The Mundra International Container Terminal was India's first greenfield project in a minor port to successfully commence container terminal operations.

As one of the most sophisticated and technically advanced port facilities in the Indian Subcontinent, strategically located in the State of Gujarat, Mundra port is the closest gateway to India's largest cargo generating regions in the north and northwest. When the Mundra International Container Terminal commenced operations in 2003, it was a clear trigger to the changing face of container trade in India.

From its inception, MICT has incorporated alternative thinking into every part of its business. The result speaks clearly through the volume it handles today, and the confidence it has built up within the trade community. Driving this customer acceptance is the terminal's emphasis on enabling the faster turnaround of vessels by increasing operational efficiency. The Mundra International Container Terminal also provides its customers with an integrated container freight station (CFS) about three (3) km outside the terminal.



Terminal Capacity
1.1 million TEU per annum

Commenced Operations
2001

Quay length
885m

Depth alongside
13.4m



Chennai Container Terminal Chennai Port

Located on the south east coast of India, the Chennai Container Terminal is one of the most important container gateways for South India's container market of 2 million TEUs. The terminal operates within city limits and with a limited yard area. Its location in a city with a growing population poses its own set of challenges. However, through development and use of the latest technologies and with a motivated and qualified operations team, this container terminal has become one of the most efficient terminals in South India.

Over the last decade since the Chennai Container Terminal commenced operations, the organization has made much effort in building up confidence in

the South Indian trade fraternity and has gone that extra mile in reaching out to its' customers' customers.

The Chennai Container Terminal has maintained its focus on exceeding customer needs and anticipating future trends to not only facilitate but also act as a driver for containerization and industrial growth in South India. A CFS, with a covered area of 6500sqm, operates within the port offering such services as inspection, LCL de-stuffing and delivery of import cargo. The presence of the CFS within the port premises enables prompt and convenient services to importers as well as passengers including swift transshipment of LCL cargo to



Terminal Capacity

1 million TEU per annum

Commenced Operations

2011

Quay length

600m

Depth alongside

14.5m

India Gateway Terminal Cochin Port

Container trade in India has been growing year on year by 15% over the last decade and the government of India believed that the development of a transshipment hub within the country would further augment this growth. Cochin Port was the first port in India to realise India's dream of having her own transshipment hub port.

In 2004, DP World was awarded the concession to operate the existing container terminal and to newly construct and operate thereafter, the greenfield container transshipment terminal at Vallarpadam. With its strategic position only a few nautical miles from many of the major trade lanes, India Gateway Terminal is poised to become a natural connection point for India's trade with the world.

DP World the majority shareholder of the terminal with other partners being the Container Corporation of India (CONCOR, a Government of India undertaking), the Chakiat Infrastructure and Investments Pvt Ltd and Transworld Shipping & Logistics Pvt Ltd. With India Gateway Terminal, DP World has given India's trade community a reliable product which helps them to get their goods faster to market, and at competitive prices.



Visakha Container Terminal

Visakapatnam Port

The Visakha Container Terminal (VCTPL) is a deep-water gateway terminal on the Bay of Bengal coast of India, between Chennai and Kolkata. The Visakha Container Terminal, located on the Indian East Coast was set up in 2003, under the aegis of Visakhapatnam Port Trust as a joint venture between United Liner Agencies of India (Private) Ltd and DP World.

It is endowed with a natural depth of 16.5 metres alongside, excellent marine infrastructure and overland connectivity. These are complemented with contemporary infrastructure that the terminal has continuously developed over the last 10 years. It has now embarked on extending the berth length and enhancing its handling capacity to two million TEUs in the next three years.

Terminal Capacity

0.7million TEU per annum

Commenced Operations

2003

Quay length

450m

Depth alongside

16.5m





New Terminal Developments

DP World’s strength comes from the connections it makes – connecting talent, connecting with customers, connecting the communities we operate in and connecting markets worldwide. We create sustainable value through global growth, operational excellence and exceptional service. This is the key to our success and to our extraordinary story of growth which is set to continue into the future. DP World invests for the long term. We go where our customers need us – where the market is growing, and where we can add most value to them.

330 meter Terminal Project in Jawaharlal Nehru Port

In June 2013, DP World further strengthened its relationship with India’s premier gateway port, Jawaharlal Nehru Port with the ceremonial signing of the concession agreement to develop the 330 meter terminal project. The new single berth terminal will add 800,000 TEUs of annual capacity to the Jawaharlal Nehru Port at a critical time in the Port’s expansion phase. Equipped with the latest technology and terminal equipment, ad a draft of 16m alongside, the Nhava Sheva (India) Gateway Terminal will be in a position to handle the 14,000TEU vessels afloat today.

There is a need to develop infrastructure in India, and DP World is privileged to be a partner in providing world class facilities for India’s traders. Being one of the strongest emerging economies in the world, with a burgeoning middle class population, India offers immense potential for growth in the maritime sector. With Nhava Sheva (India) Gateway Terminal, DP World will contribute even more to India’s growth offering our customers the ability to grow and expand their business in India.

Kulpi Port

The Government of West Bengal plans to develop a port and a multi-product Special Economic Zone at Kulpi, on the east bank of the river Hooghly, around 60km south of Kolkata on India’s Bay of Bengal. Kulpi will primarily be a feeder port for containerized and general cargo, aiming to secure vessels on direct Intra-Asia calls. Kulpi will significantly reduce transit times and offer a modern, well equipped, cost-effective port option to the region. The terminal will have 8.5m draft with a broad tidal window and will ultimately have 900m quay line and 34ha of paved yard, providing a capacity of 1.35 million TEU.

Going beyond the Gate

Container Rail Road Services

DP World also provides services ‘outside the gate’ to help its customers to streamline their supply chains through the Container Rail Road Services Private Limited business unit. As a part of this strategy, DP World Intermodal has applied for and has been granted a ‘Category 1’ License by the Indian Railways to own and operate container trains on all India basis for an initial period of 20 years. Under the terms of this License CRRS is permitted to carry both EXIM and Domestic container traffic.

DP World Intermodal formally commenced its business operations in October 2007 when the first train carrying 90 Teus was flagged off from the Inland Container Depot(ICD) at Dadri in the NCR area to Mundra International Container Terminal (MICT). Over the months, DP World Intermodal has increased the scope of its business an today runs 7 trains from strategic hinterland points in north India to the major gateway ports on the west coast.

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Mundra International Container Terminal

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