

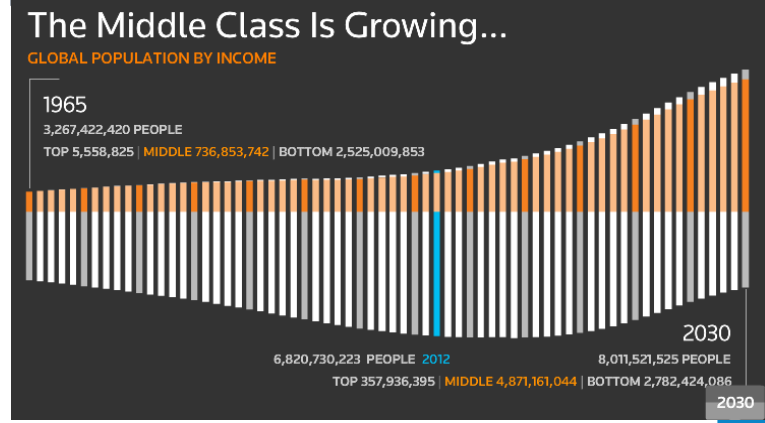
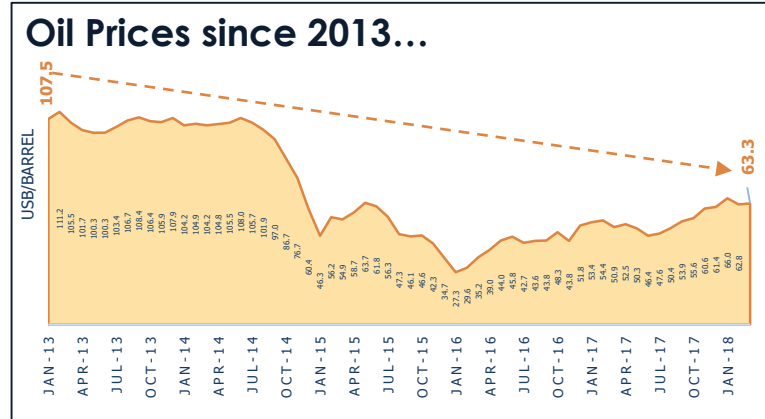
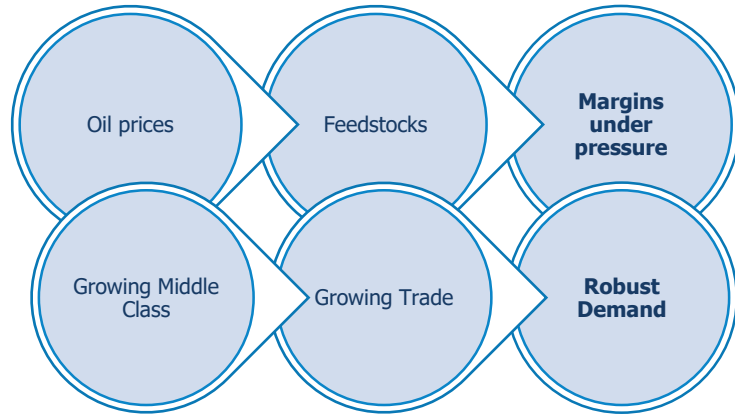
GPCA Supply Chain Forum  
**Drivers for collaboration,  
challenges and opportunities**

**Mohammed Al Muallem**

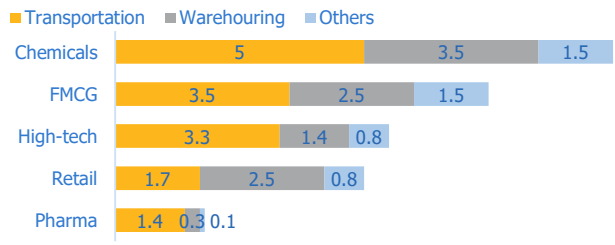
Chief Executive Officer & Managing Director, DP World UAE Region  
Chief Executive Officer, JAFZA

Creating the Future, **Now.**

# Chemicals Industry – Today and Future



## Logistics & Transportation Cost as % of total sales



**Efficiencies in supply chain - Key to seize the opportunity**

# Collaboration in Petrochemicals Industry

**Success Driven by Digital**

## Collaboration as a road to transformation



Upstream-Downstream

Horizontal Collaboration

Cross collaboration

*Upstream refinery-  
Downstream chemical  
producer*  
Aramco-SABIC  
Sadara (DOW-Aramco)

*Producer-Producer  
(Chemicals)*  
Borouge-Borealis  
Dow-Dupont

*Producer-Service provider  
Producer-Buyer*  
Sabic-Inpro

**Optimize value chains based on demand-supply**

- Production planning
- Increased service levels
- Explore new markets
- Increased efficiencies
- Increased transparency in communication



# Challenges in Current Supply Chain



*Holistic view, long-term solutions and sustainable strategy is important;  
Enablers of supply chain need to collaborate and be more agile to adapt to latest trends and customer preferences*

## Collaboration in Supply Chain

**Increasingly complex and diverse global supply chains...  
Need of the hour is increased value and efficiencies  
Solution is **COLLABORATION****



Information  
Exchange – Smart  
Solutions



Enhance last mile  
and first mile  
connectivity



Develop solutions in  
collaboration with  
supply chain partners



Development and  
investment in  
industrial clusters,  
logistics, commodity  
and trade zones



# DP World: Our Collaborative Business Model

Ports & Terminals

Parks & Zones

Trade Enablement

Security

Developing and operating a world-class portfolio of assets and create innovative trade solutions



**Jebel Ali Port and Terminals**  
Multimodal Connectivity



**JAFZA – Bonded industrial zone adjacent to Port, with dedicated clusters**

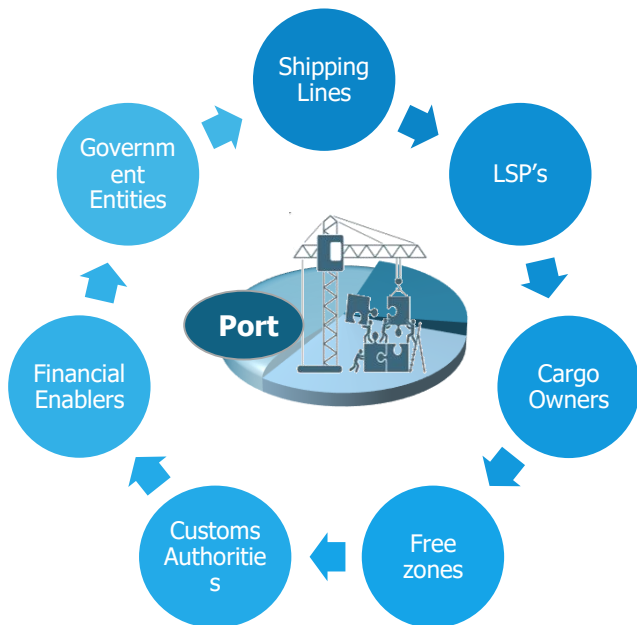


**Digital information exchange platforms**  
Integrated logistics offerings



**Security solutions for Trade facilitation**

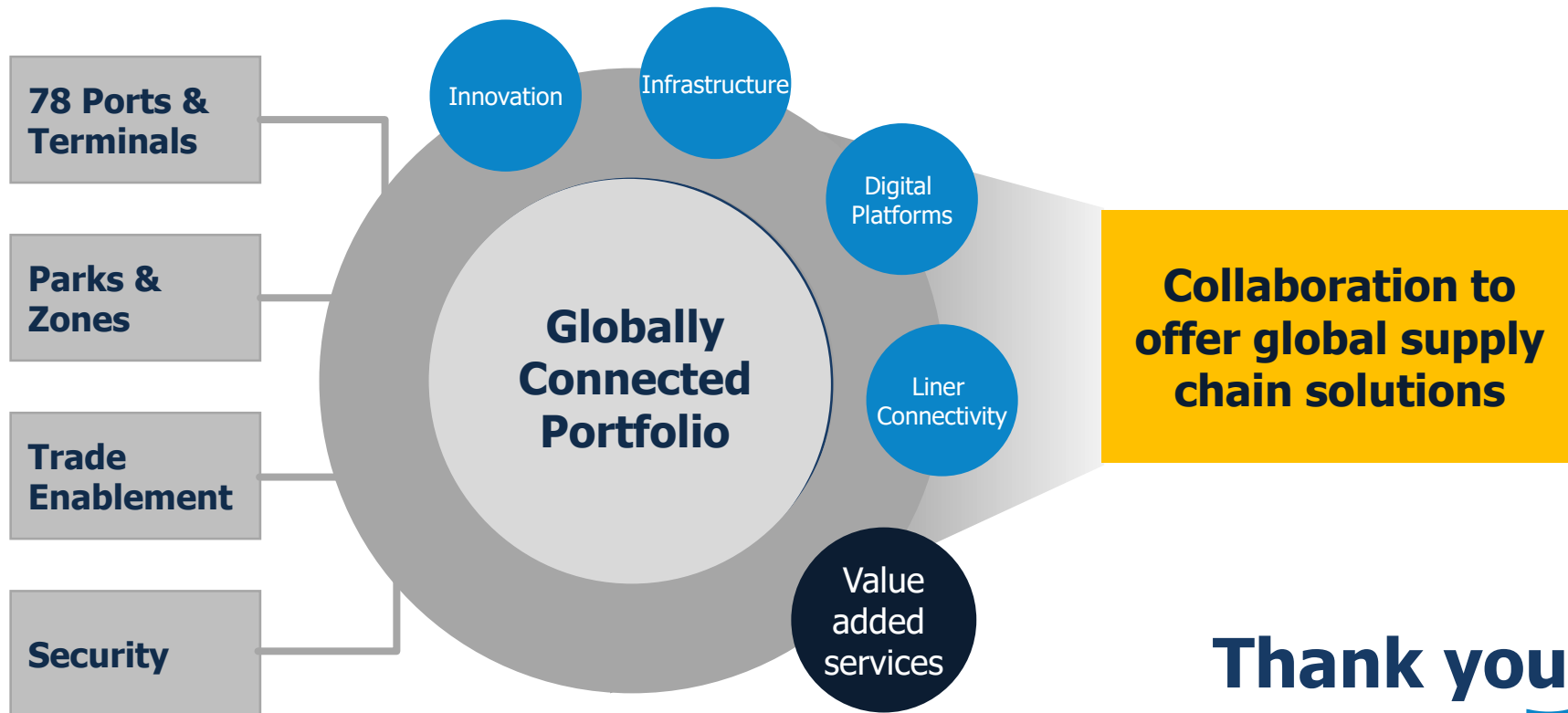
# Collaboration at Jebel Ali



## Collaborating with the industry for sustainable solutions Comprehensive solutions for petrochemical industry



## Integrated Business Model – Local to Global



**Thank you**