

Why Digital Matters....

Digital Supply Chain Revolution webinar

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Creating the Future, **Now.**

DP World Overview: Global portfolio of port & terminal assets



Over 56,000 people from 134 different nationalities



LOGISTICS



DEEP SEA-PORTS
MARINE TERMINALS



MARINE SERVICES



ECONOMIC ZONES



78 Marine & inland terminals



150 operations located in over 51 countries



71.2 million TEU handled by DP World in 2019 & total capacity of **92 million TEU**



US\$7.7 bn revenue & **US\$3.3 bn** EBITDA in 2019 with a **43%** EBITDA margin



37 Years average port concession



DP World Future Vision: Integrated Global Container Logistics



Why Digital matters?

Value drivers beyond traditional assets

E2E offering

BCOs demanding visibility and integrated logistics providers

Online channels

Growing volume share on digital platforms and market places

Economies of Scale

Open digital platforms enabling SMEs to partner and compete

Summary of digital levers identified by DP World

Digital 'Plays' in DP World

Gradually building digital services on top of assets



"Assets + Digital"

An integrated value proposition

1 *Integrated container logistics ("assets")*



Market place

2



E2E visibility

3



Trade Enablers

4

Partnering with DP World on **Digital**

Examples

- 1 Offer end-clients **differentiated services** by leveraging the **Cargoes.com** suite
- 2 Listing rates and receiving **sales leads** on **SeaRates.com**
- 3 Accelerate **sales growth** by financing bigger deals with **Cargoes Finance**