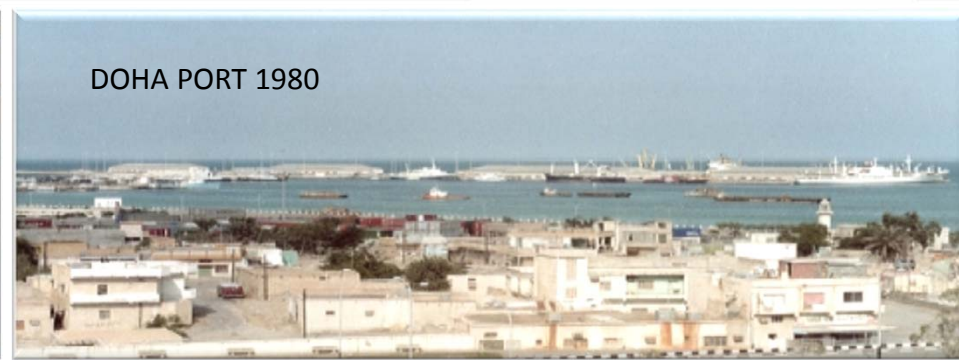


Modernization of Doha Port

5th May 2015

The story of Qatar's hyper-growth



Towards Qatar National Vision 2030



A critical pillar to support the demographic and infrastructure growth in Qatar while playing a larger part in regional and international trade



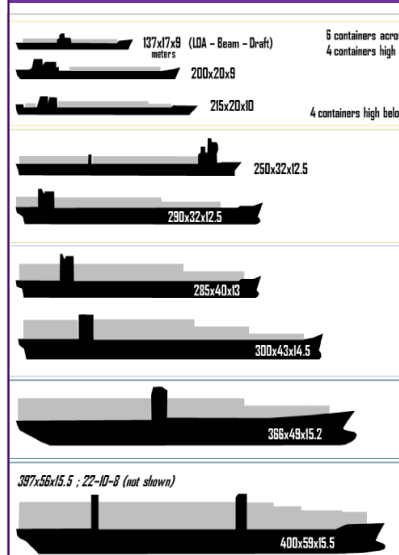
Key drivers for Port Modernization



Domestic Consumption

- Qatar's population has grown from 0.8 million in 2004 to 2.2 million plus in 2015
- More than 10% CAGR growth in last 3 years

Upsizing of vessels



Trade growth

- Driven by GDP growth; for Qatar, it has increased from \$44.5 billion in 2006 to in excess of \$202 billion in 2015
- Closely related to domestic projects and consumption market

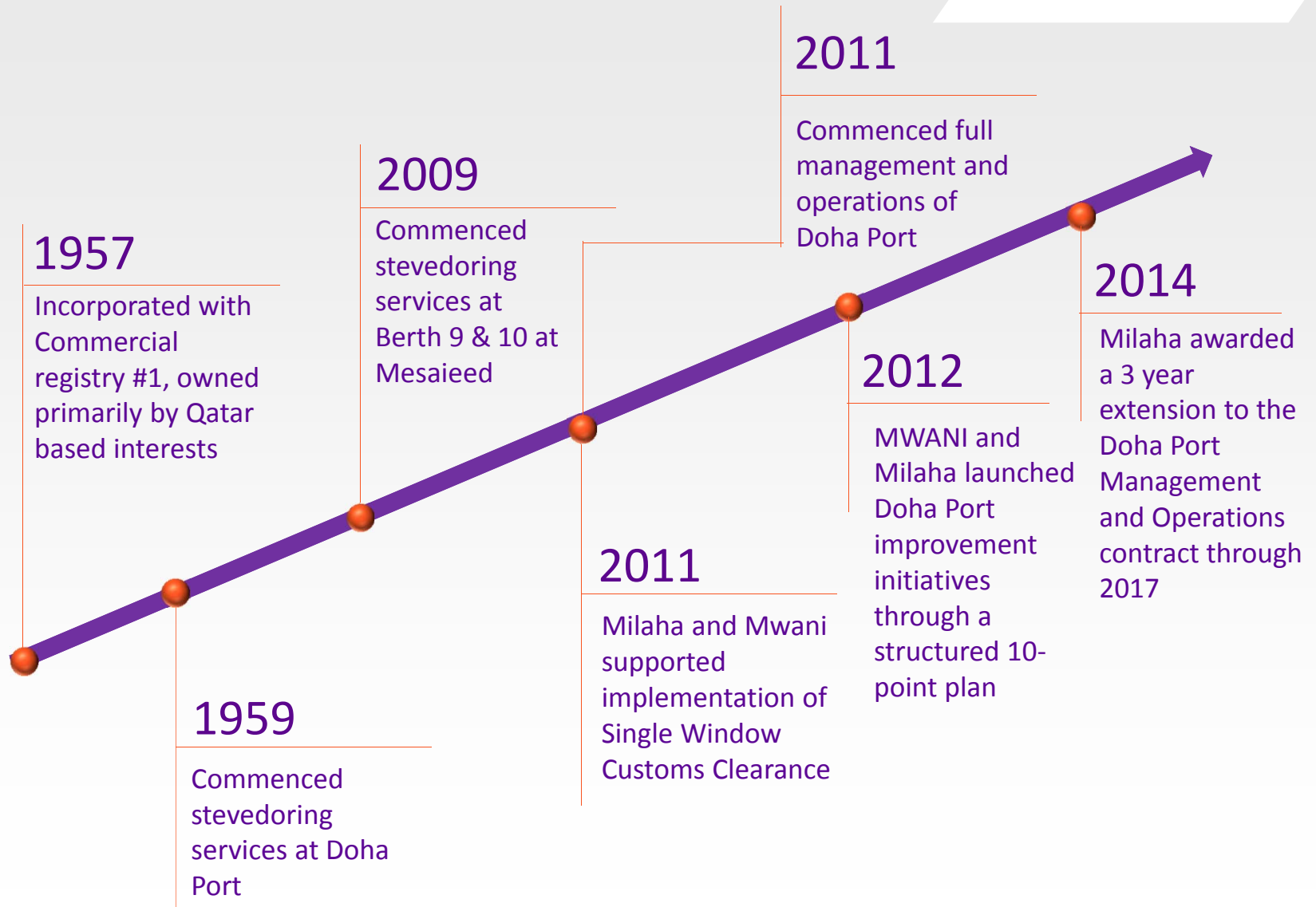
Competition

- Demand for faster vessel turn around
- Focus on reduction in carbon foot print
- Port as a critical element in the overall supply chain instead of a stand alone infrastructure

The modernization-imperative for Doha Port

	Where we stand against international benchmarks	How we can reach global standards, and what we have done
Bottle necks in flow of trucks	<ul style="list-style-type: none">▪ Approximately 6hrs against best in class average of 2 hrs.▪ Negatively influenced by access roads, general traffic congestion and truck travel restrictions	<ul style="list-style-type: none">▪ Streamline communication system between shippers/ consignees and port facility▪ More efficient use of technology for cargo screening▪ More efficient control of trucks, e.g. GPS
Delay in clearance of cargo by consignees / agents	<ul style="list-style-type: none">▪ Industry Average dwell time in Europe, Asia and US is between 5 and 7 days, whereas in Doha Port dwell time has recently been reduced from 10 to 3 days	<ul style="list-style-type: none">▪ Policies and tariff structure already proposed for encouraging shippers to clear cargo faster▪ As per the 10 point plan and approved by the Ministers office, free storage has recently been reduced from 10 to 3 days
Lower crane productivity in Doha port compared to global standards or Mesaieed	<ul style="list-style-type: none">▪ Doha Port cranes are Mobile harbour cranes of single lift type which restricts productivity, in this category we are at par with industry average	<ul style="list-style-type: none">▪ Latest generation Ship-to-Shore cranes will be installed in Hamad Port▪ Milaha has demonstrated our competency in handling such terminals by reaching highest international standards in CT7 Mesaieed
Integration of Port operations with supply chain	<ul style="list-style-type: none">▪ Substantial supply chain leakage for Qatar compared to international standards▪ Supply chain wastage equivalent to QAR 750m in food supply chain	<ul style="list-style-type: none">▪ Milaha, along with other logistics players have invested heavily in developing assets for improving supply chain integrity in the State of Qatar▪ Deployment of fast feeders to link strategic ports such as Colombo Sri-Lanka etc.

MWANI-Milaha's journey during evolution of Doha Port



Doha Port modernization efforts span across in

Modernization is not achieved through technical investments alone, but a cohesive effort to upgrade technical and physical infrastructure while driving the key behavioral changes



Technology



Training



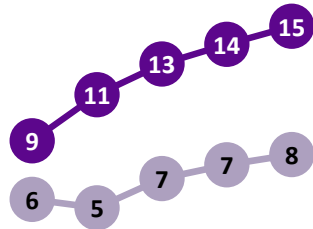
Planning

Strong focus on operational improvements drive productivity growth and costs savings

Doha-Crane Productivity

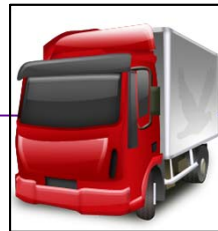


● Shore Crane
● Ship Crane

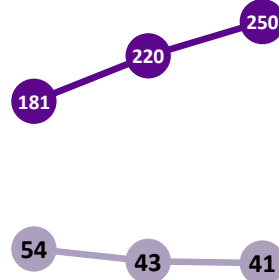


2011 2012 2013 2014 2015

Doha-Average Truck Turn Around Time

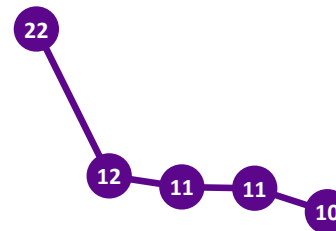


● With Customs
● Without Customs



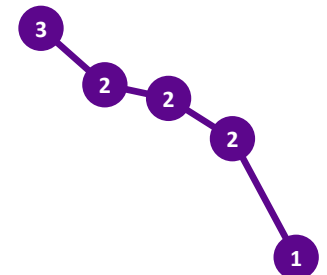
2013 2014 2015

Doha-Import Container Average Dwell Time



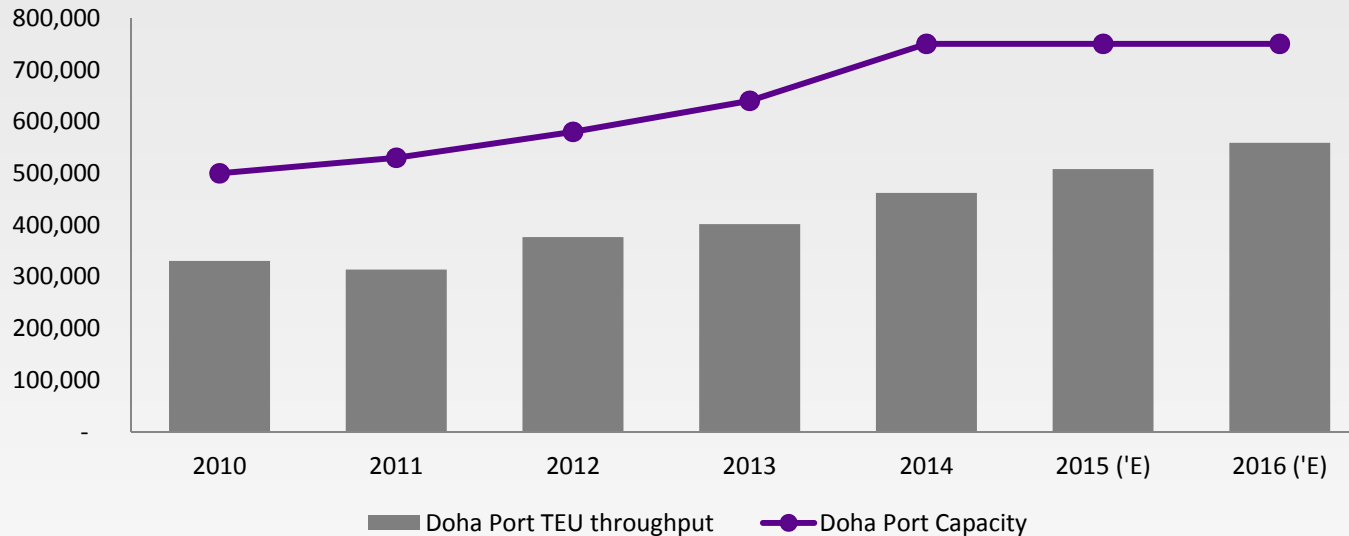
2011 2012 2013 2014 2015

Doha-LTI Rate



2010 2011 2012 2013 2014

Milaha's role in the growth of Doha Port



Key Initiatives & Achievements

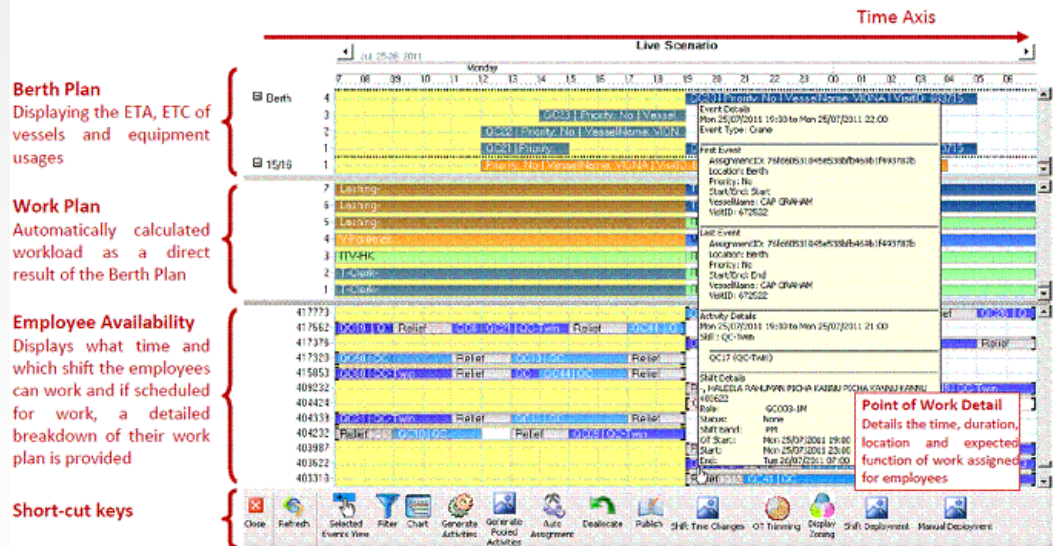
- Achieved **best-in-class efficiencies** in safety and ship side operations through process optimization and planning
- Invested QAR 19 million for implementing in **IT infrastructure & ERPs** such as ROSTIMA for manpower planning and JADE TOS (Terminal Operating System)
- Developed **extensive training programs** within:
 - ISO Awareness
 - Safe equipment handling and ship side operations – resulting in incremental increase in efficiency
 - Currently in the process of developing **Management Orientation Program** for onboarding **Qatari candidates**

Gains in personnel productivity has strongly enabled operations improvement



- Potential for efficient improvement and labour cost savings within the business constraints /labour laws through optimization of labour utilization and overtime minimizing
- Labour Productivity gain to support the growth in demand without the need for additional headcount
- Automated & systematic rostering and Labour allocation reducing time and effort on the planning and deployment process
- Ability to analyze new schedules and contracts quickly and effectively;

Our Control Dashboard...



Planning ahead...



Milaha continues to develop and train staff for greater understanding and awareness, the mindset change that has taken place has been a key driver in our ability to adapt and improve.



With our continuous improvement program and the “buy in” of the workforce we continue to streamline process, improve efficiencies, improve health and safety and deliver a better service.



We continue to prepare ourselves for the future, and any role we may play in supporting the 2022 World Cup and driving forward towards the 2030 National Vision.



We have the vision, direction, support and ambition to reach out further into the Gulf Region and Internationally to further develop Milaha and Milaha Port Services as a Regional and International player.

Thank You