



DT World

BRIEF INTRODUCTION

JANUARY 2019



I. About Dubai Trade



Dubai Trade is the premier trade facilitation entity that offers integrated electronic services from various trade and logistics service providers in Dubai under a single window. It underlines Dubai's position as the ideal base for trading across borders with its unique geographical location, excellent infrastructure and seamless processes across the private sector and government agencies.

Dubai Trade integrates the major stakeholders in the trade and logistics operations including Port Jebel Ali, the flagship port of DP World which has a portfolio of 78 terminals across six continents; Dubai Customs, the region's leading Customs administration and Dubai's first government department that has embraced IT automation in a full-fledged manner; and Economic Zones World (EZW), the global operator of economic zones and activity-specific business and industrial zones including Jebel Ali Free Zone (Jafza), one of the major contributors to the overall growth of Dubai.

The Dubai Trade portal, as such, offers a single window to the online services of its stakeholders operating in sea, air, and land and provides a streamlined flow of services designed around customer needs and targeted at customer satisfaction. The portal services are on a continuing growth curve and currently include services for Traders, Shipping Lines and Agents, Clearing and Forwarding Agents, ATA Agents, Hauliers, and Free Zone Licensees, which include Marine services, Manifest and Cargo handling services, Cargo Clearance for Sea, Air, Land and Multimodal Shipping, Haulage services, Invoicing and Payment services and Free Zone services.

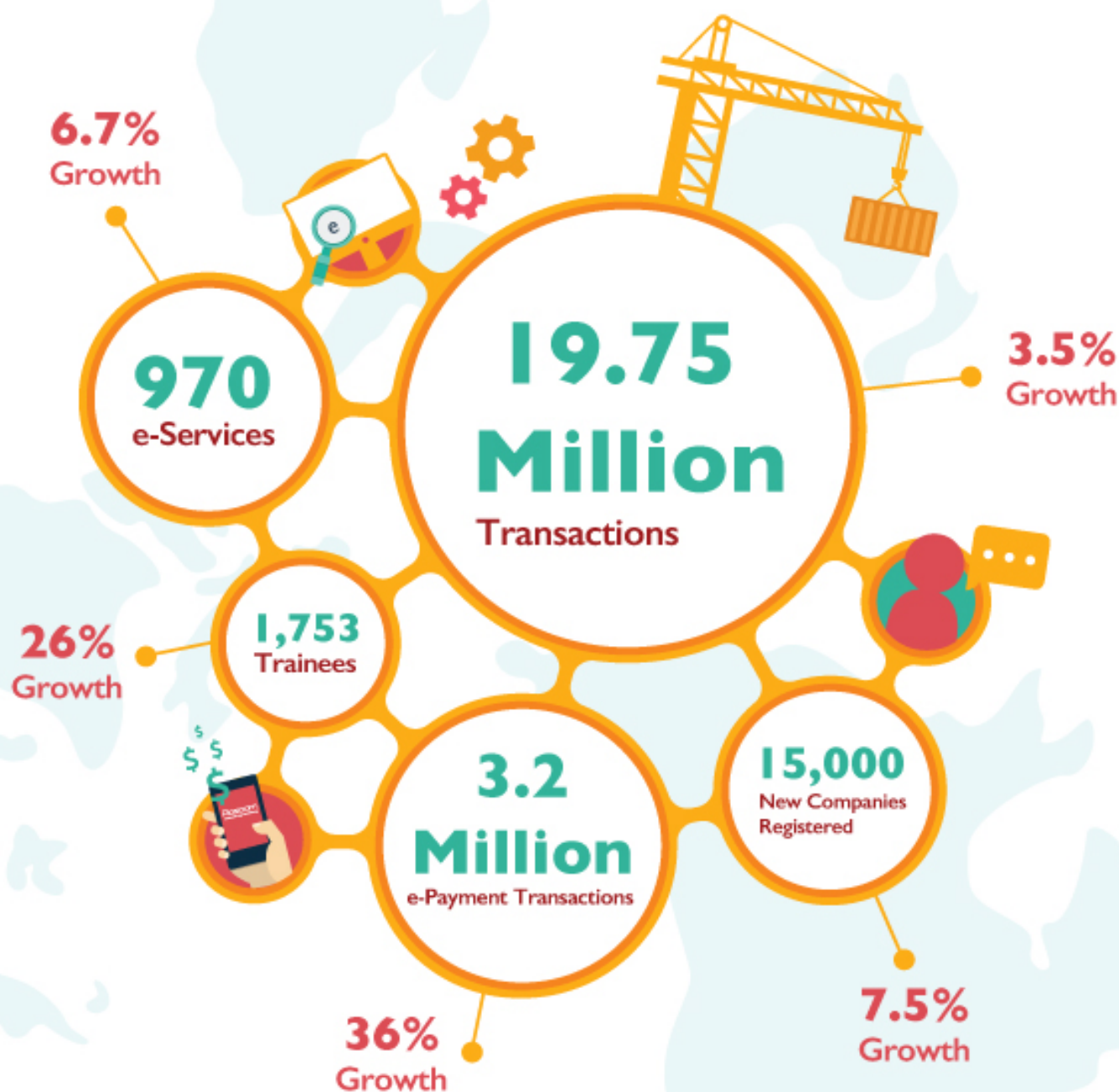
Dubai Trade offers service and business excellence with its customer centric strategy at the core of its operations, a value that customers feel in each and every service they access in the portal. With the growth pace of Dubai as a driver, Dubai Trade will always be on a fast-moving path towards achieving its stated vision:

“To Enable Seamless Trade”





Dubai Trade *Progressive Growth in 2017*



II. About DT World

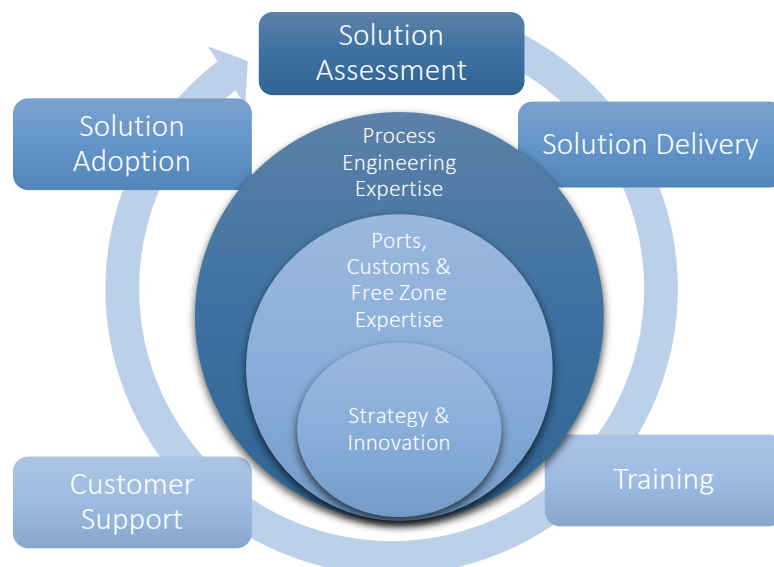
With the increasing international interest in adopting the Dubai Trade model in several other geographies, DT World has been created as a member of the DP World Group, to take on Trade Facilitation projects abroad. DT World works independently but with full support and commitment of Dubai Trade, thus providing prospective partners with highly dynamic and agile services backed up by the unmatched domain expertise of Dubai Trade.

DT World service portfolio includes:



A. Consultancy and Advisory Services

Over the past decade, Dubai Trade has successfully transformed the end-to-end trade supply chain in Dubai and the UAE into a seamless online process that is today dominating 98% of all cross-border trade transactions. This journey involved exceptional efforts in a wide range of business domains including Strategic Planning, Change Management, Process Re-Engineering, Innovation Management and R&D. DT World naturally inherited Dubai Trade's extensive portfolio of proficiency to offer it as a direct service offering to potential clients worldwide. DT World actually shares the same team who's led the success of Dubai Trade over time.

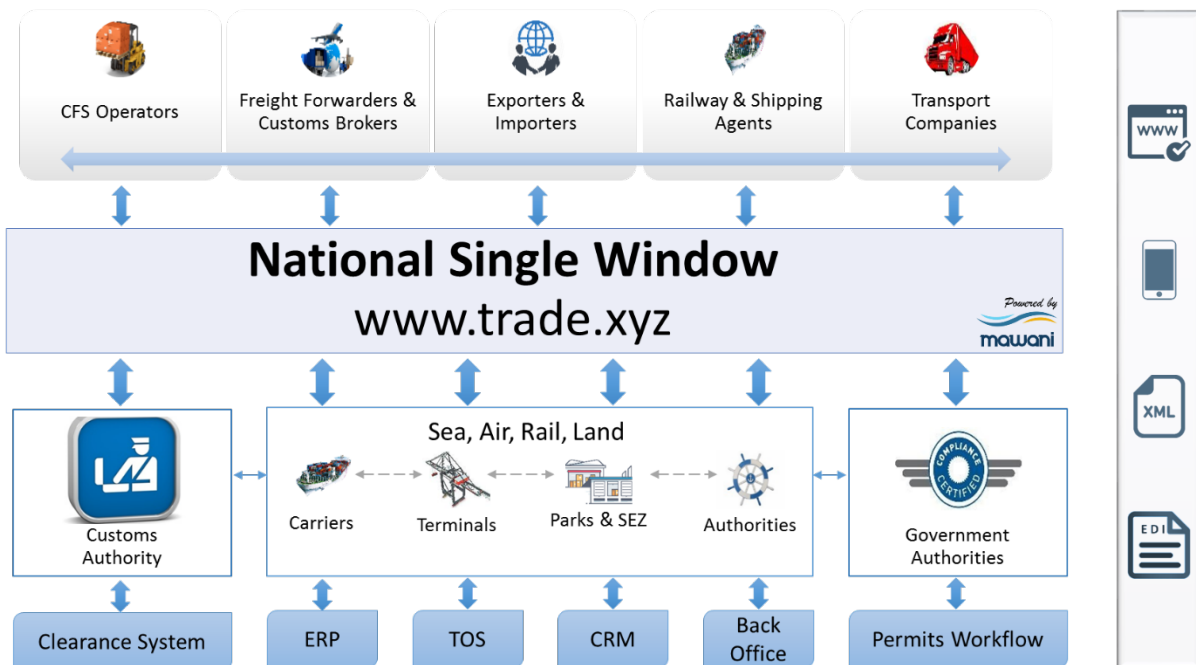


B. Logistics Community System (LCS)



DT World invested heavily in its leading Logistics Community System “Mawani” to make it the preferred LCS worldwide. Mawani integrates the services of port operators, railway operators, air cargo carriers, Customs and other government authorities and commercial operators to provide seamless process workflow to importers/exporters, shipping lines and agents, air cargo handlers, freight forwarders, brokers and CFS operators, rail and land transport operators and all other stakeholders involved in the end-to-end trade supply chain.

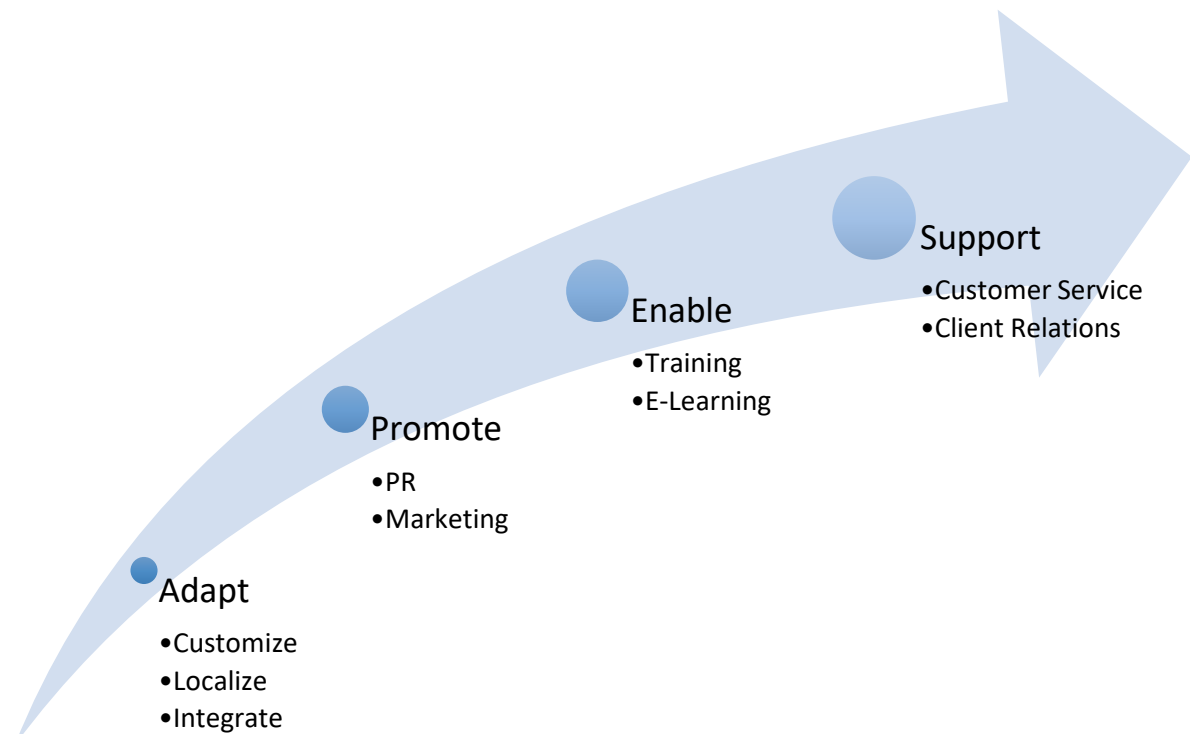
Mawani is a modular system designed to provide seamless customization and adaptability for mission-critical operations and provides end users with a multilingual user interface that can be rebranded to any local preference and offered through web browsers, mobile devices and B2B integrations.



C. LCS and Single Window Management & Operation

DT World believes that the success of any LCS may not be achieved by simply completing the software implementation, but rather requires an integrated set of critical services including change management, marketing and awareness, training and customer support among many other value-added support services that understand the market and proactively react to its dynamics. This is a vital component of success in changing the habits of the business sector to take the users online.

With that in mind, DT World offers its full management and operation services to interested partners to make sure that their investment in the LCS actually meets their objectives. Such services are governed by strict KPIs through long-term management contracts that guarantee the utmost results and ultimate ROI to our partners.

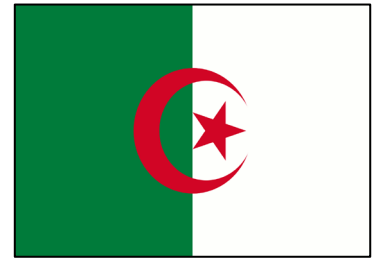


D. Direct Investment in LCS Projects

DT World has a strong belief in the value of its systems and services and in the ROI of transforming the trade and logistics business to adopt the online channels. With this solid confidence DT World may be interested in direct investment in particular LCS projects upon thorough assessment of the subject market in collaboration with the potential local partners. DT World is already engaged in such engagements in the following territories:

1. Algeria

DT World is a shareholder in Djazair Port Community System (DPCS), Algeria's national trade single window operator, in partnership with DP World and 3 of the government-managed terminals. DT World is also assigned with the full management and operation of DPCS through a long-term operation and IT services agreement. This project is starting in 3 terminals and is planned to cover all of the country's terminals with the objective of making Algeria the preferred trade & logistics hub in the Mediterranean.



2. India

Mawani India PCS is a fully owned subsidiary of DT World created to implement, operate and manage Bharat Trade, a unified Trade & Logistics online platform designed to integrate the different stakeholders in the wider India supply chain. Bharat Trade is a large-scale project which is starting with a few terminals on the west coast of India and planned to be extended to cover every Indian port nationwide.



3. Kazakhstan

DT World is a majority shareholder in the Eurasian trade single window joint venture “Nurly Zhol Digital”, in partnership with the government-owned SEZ Khorgos Eastern Gate. DT World is also assigned with the full management and operation of Nurly Zhol Digital through a long-term management contract. This project is planned to cover all of the country’s cargo stations with the objective of supporting the Digital Kazakhstan strategy and positioning Kazakhstan as the leading logistics hub on the BRI New Silk Route.



4. The Dominican Republic

DT World is providing consultancy and advisory services to “DR Trade”, a joint venture company created upon DT World’s advice by DP World Caucedo and Haina International Terminal with the objective of creating a Logistics Community System in the Dominican Republic. DT World is also implementing Mawani LCS in the Dominican Republic and providing management services to DT Trade through a long-term management contract.



5. Other territories

DT World is also working with other potential partners around the world to explore different engagement models based on case-by-case business analysis. DT World will continue to expand globally in carefully selected economies based on its long-term strategy to become the world’s preferred partner for Trade Facilitation.

