



مرفأء أبو ظبى
ABU DHABI TERMINALS

NEWSLETTER

OCTOBER 2015 - ISSUE 3

TRADE MOVES WITH US



Martijn van de Linde
Chief Executive Officer
Abu Dhabi Terminals

CEO FOREWORD

Greetings,

With the 3rd edition of ADT's newsletter in front of you, we are proud that demand for services through Khalifa Port Container Terminal proves to be solid, with a successful year-to-date and a growth that is driven by the significant development of the Abu Dhabi industry over the past years, as well as the privilege we have in playing a more regional role in terms of transshipment traffic.

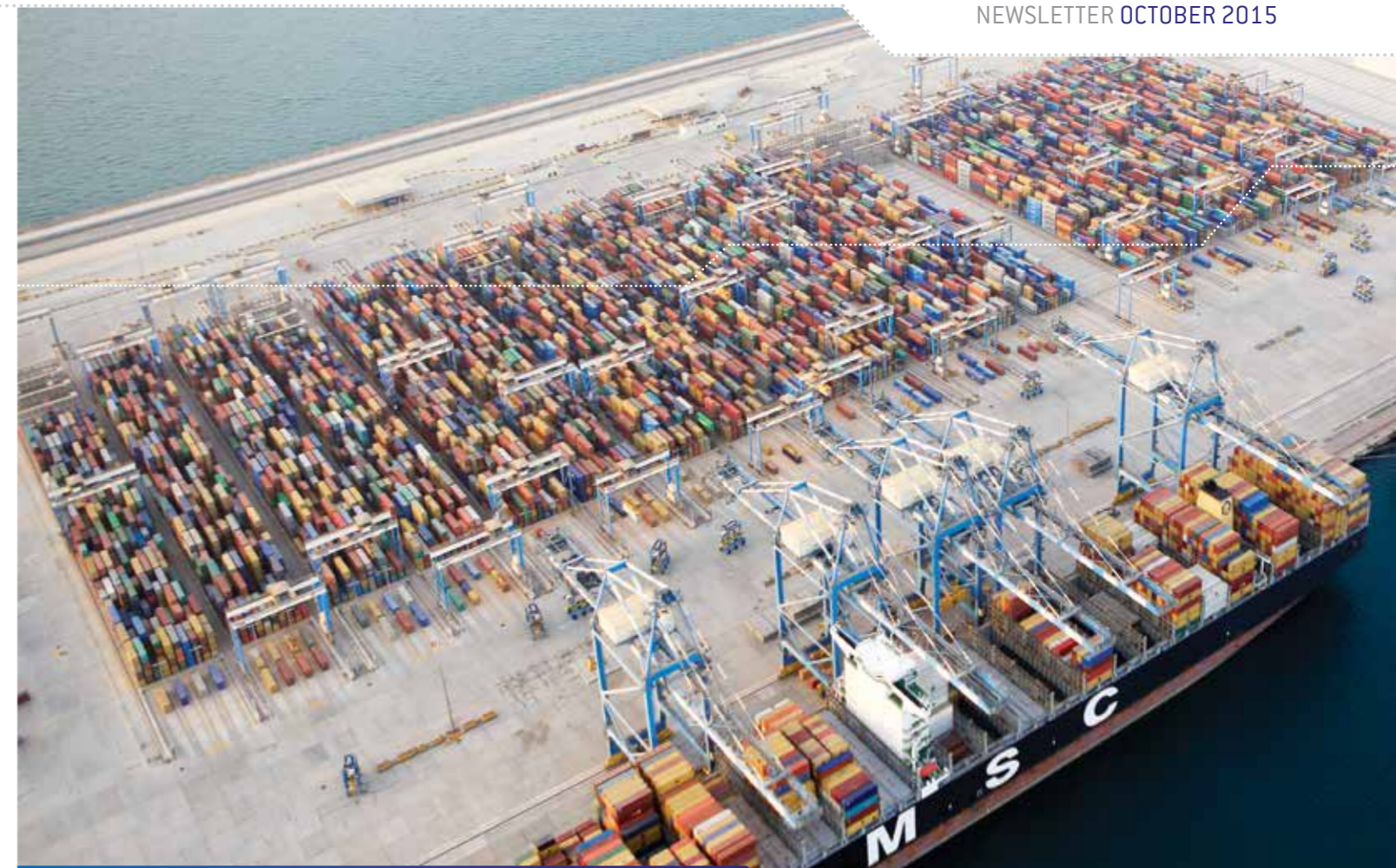
As the operator of Abu Dhabi's main container port we notice that more shipping lines and trade customers find their way to KPCT; a clear sign that our customers are committed to Abu Dhabi and we are extremely pleased with their vote of confidence.

KPCT has officially become the fastest growing container port in the Middle East and this has placed us in a very competitive position to serve our customers better by increasing productivity, minimizing turnaround times and lowering logistics cost.

The third quarter of 2015 turned out to be our most successful to date with soaring volumes in July, a port productivity record on the CMA Thames and the 4th service this year added to our growing network.

Above all, we are grateful to our customers who enable us to provide our services and we continue to invest to serve their needs and assist them in running their businesses successfully. I can assure you all that we see "Trade Moves With Us" as more than a slogan. It is our mission that we have to live up to every day. This commitment will continue to be our guiding principle.

We strongly believe that together with our customers we can grow the value of our port in line with Abu Dhabi's Economic Vision 2030 and we look forward to the final months of 2015.



KHALIFA PORT CONTAINER TERMINAL NAMED 3RD FASTEST GROWING PORT WORLDWIDE

Khalifa Port Container Terminal has been rated as being among one of the fastest growing container ports in the world. This recognition is established within 3 years of operation and come closely at the heels of the scale and expansion of KPCT.

The Top 120 World Container Ports ranking lists KPCT as the 3rd fastest growing container port in the world and the fastest growing port in the Middle East based on its 26% volume growth in 2014. Published since 2005 by Container Management magazine, KPCT entered the list last

year by earning a spot in the top 10 of fastest growing container ports; a result which now has increased tremendously and confirms the strategic position played by Abu Dhabi in the context of global shipping.

ADT attributes its rapid growth to the significant growth of the Abu Dhabi industry as well as a substantial increase in regional transshipment and shipping lines calling at KPCT.

Speaking about the ranking, Martijn van de Linde, CEO of Abu Dhabi

Terminals, said, "We are extremely pleased with the vote of confidence given to us by our customers both trade and shipping lines which enables us to be recognized as one of the world's fastest growing container ports. Our corporate philosophy remains focused on delivering excellent service to our customers and helping them lowering their supply chain costs while bringing their international markets closer to home."

The Top 10 growth ranking can be found on page 8 of this newsletter.

KHALIFA PORT SETS NEW PRODUCTIVITY RECORD ON CMA THAMES VESSEL



ADT set a new productivity record by handling 2615 moves in just under 13 hours on the 9,365 TEU CMA CGM Thames which called into Khalifa Port on Tuesday 21st July. An operational productivity metric and record of 206 Berth Moves per Hour (BMPH) at an average of 46.38 Gross Moves per Hour (GMPH) was achieved during her port stay.

This is the first time ADT has crossed the important benchmark of 200 berth moves per hour as achieving and maintaining these high levels of productivity are one of the key value drivers for shipping lines and port operators in order to maximize

efficiencies and increase terminal throughput and capacity.

"This productivity record is the result of excellent collaboration and planning by both CMA CGM and ADT operational teams. KPCT ranks among the top five in Europe, Middle East and Africa with regards to port productivity and this record expresses continued confidence in ADT's ability to perform and maximize value for our customers," said Simon Brebner, Chief Commercial Officer at ADT.

Claude Lebel, Senior Vice President at CMA CGM Gulf Regional Office in

Dubai commented: "Fast turnaround is essential for our ships and Khalifa Port has set their new record moving 206 units per hour allowing our vessel to be completed in 13 hours. This is our third call for this new service and a good cooperation with ADT can only improve the service we render our customers."

The productivity is evident from the volumes that are increasing year-on-year at KPCT. The total number of TEUs handled by ADT during the first 7 months of 2015 increased by 41% compared to same period in 2014.

ADT NOTES CARGO RECORD MONTH IN JULY AT KPCT



Volumes rose in July 2015 at KPCT making it the busiest months since inception with the most cargo moving through Abu Dhabi's main port.

Container volumes in July recorded a third straight month of growth with a volume totaling 142,747 TEUs, surpassing the previous 2015 volume record of 112,021 TEUs handled in April 2015.

The July container volume also surpassed volumes of 111,515 TEUs in June and 104,254 TEUs in May.

ADT's logistics division also noted increased

volumes with a record throughput of 250,727 metric tons, handling over 10,000 containers for the first time in a single month. The terminal operator received a record inbound cargo from

Borouge of 136,957 metric tons and a record inbound volume processed by GAC (Gulf Agency Company) at 142,428 metric tons. A milestone of 500,000 safe man hours was reached

without an accident during the month. With these soaring numbers ADT is on track to handle a record level of containers for the current calendar year.

KHALIFA PORT CONTAINER TERMINAL ADDS HYUNDAI'S KMS SERVICE TO ITS GROWING NETWORK LIST



ADT added a new service to its growing network list. Hyundai's KMS service made her maiden call to Abu Dhabi's main port on Saturday 5th September with the 6,800 TEU 'Hyundai Bangkok'.

Hyundai Merchant Marine (HMM) has become the latest carrier to increase their services at KPCT by adding the KMS service which provides a weekly port rotation between Korea and Middle East Gulf. This service represents the 4th new service calling at KPCT since

the start of the year and further increases the number of direct international destinations from Abu Dhabi providing more choice for import and export companies that have a GCC focus.

The KMS service rotation will be: Kwang Yang, Busan, Ningbo, Kaohsiung, Yantian, Hong Kong, Singapore, Port Kelang, Jebel Ali, Khalifa Port, Bandar Abbas, Karachi, Singapore, Hong Kong, Kwang Yang.

"By adding a 4th new service to our

network in a short time span and a committed pipeline of developments and expansions, we are determined to continue our growth by expanding our services and providing more value to shipping lines, trade and logistics customers," said Simon Brebner, ADT Chief Commercial.

"The newly added KMS service links Korea and the Far East directly to major ports in the GCC and has one of the best transit times in the trade which benefits our customers tremendously."

ADT MARKS TWO YEARS WITHOUT LOST TIME INJURY

Congratulations! Keeping a safe work environment is top priority at ADT and on 24 August 2015 it has been 2 years since the last LTI (Lost Time Injury) was recorded due to a heat related occurrence. This means from 2013 a clear record as a "Safe Organization".

With almost 500 people of staff and a large number of contractors and vendors working inside KPCT, a positive safety culture has been embedded within the organization, and for everyone involved at Khalifa Port. ADT employees were involved at the project phase of KPCT and during the design phase of the terminal. As a result, it became possible to eliminate many real-time port operational risks such as minimizing the amount of machine-people interface.

ADT requires all employees, contractors and vendors to abide by the company's HSE principles for protecting

people and providing a suitable working environment prior to starting any work inside the terminal which helps in ensuring high levels of productivity and carrying out work without any delays.

Protecting all persons who may be affected by KPCT operations is a key company policy and is the responsibility of all of ADT's managers and employees. Therefore the company upholds the belief that "all incidents are preventable and must be prevented" and "all workers have the right to go home safe after their shift".



3 MILLION TEU MILESTONE ACHIEVEMENT AT KPCT

On 26 July 2015, ADT handled its 3rd million TEU which came less than 10 months after handling 2 million containers. The 3 millionth container was achieved while serving the Hanjin Xiamen, a vessel belonging to ADT's long-term customer, Hanjin.

The new throughput milestone comes in line with ADT's successful first half of 2015, which saw the terminal operator handle 628,000 TEU – a 36% increase compared to the same period in 2014. Volumes have been bolstered by the rapid growth of polymer export and shipping lines growing transshipment activity in the Gulf region.

ADT has seen a notable increase in the number of import and export cargo in the UAE and the investments the terminal operator made in KPCT's infrastructure have paid dividends.

Once the next expansion program is completed mid-2016, KPCT will have an additional 3 STS cranes increasing capacity to 2.5 million TEUs per year while ensuring that the turnaround time for containers moving in and out of the terminal will become even more efficient.

NEWS FROM CUSTOMER SERVICE

ADFCA ONLINE SERVICES - DISCOUNT FOR ADT CUSTOMERS

Abu Dhabi Food Control Authority (ADFCA) has introduced between 5% and 20% discount for their export related activities through ADFCA's online portal. More information can be found here: <http://www.adfca.ae/English/Documents/A4-Flyer-web-EN.pdf>

CONTAINER YARD INVENTORY - WEB PORTAL E-SERVICE

Container Yard Inventory helps shipping lines/agents to manage their container inventory by downloading various yard inventory related reports and corresponding container numbers. It replaces all auto yard inventory reports which are being sent presently to shipping lines.

LIVE VESSEL UPDATE - WEB PORTAL E-SERVICE

Live Vessel Update allows shipping lines/agents to monitor the status of their vessels while these are alongside at KPCT. This e-service will provide more visibility of the operation of their vessels.

ENHANCED VESSEL SCHEDULE - WEB PORTAL E-SERVICE

ADT's **Vessel Schedule** reflects enhanced information such as arrival and departure port codes, estimated time of berthing (ETB) and actual time of departure (ATD). Vessel expected, vessel alongside and vessel sailed can also be retrieved through this is public e-service. Please visit: <https://webapps.adterminals.ae/Public/Vessel.aspx>

BULK APPOINTMENT AND PAYMENT FACILITY - NEW E-SERVICE

Trucking companies (both cash and credit) can create bulk appointments for their containers by using **Container Appointment Validation** e-services in ADT web portal. Trucking company (cash) can also make the bulk payment for their invoices by using this new e-service.

PORT USERS INFORMATION GUIDE

The updated KPCT Port Users Information Guide is now available on ADT website. The guide is a useful document aiming to provide a full overview of KPCT. The guide can be found on the following page: <http://www.adterminals.ae/Ports/khalifa-port-container-terminal/port-users-information-guide>

TUTORIALS OF E-SERVICES

Tutorials of all e-services are available on ADT web portal for customer reference. The tutorials can be downloaded by clicking on the below link. <https://webapps.adterminals.ae/Public/Downloads.aspx>

MODIFICATION OF M&R SYSTEM (DBCS/AOCS SYSTEM)

ADT's M&R system has been modified and will not allow repairing companies to load/offload any empty containers from yard to truck and truck to yard if the validity of the delivery order (DO) has expired.

For any further assistance, please contact:
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Tel: +971 (0)2 492 5000

LIST OF UPCOMING EVENTS & EXHIBITIONS

9 – 12 NOVEMBER 2015

ADIPEC, ABU DHABI NATIONAL EXHIBITION CENTRE, UAE

The Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC) is the world's new meeting point for Oil & Gas professionals www.adipe.com

Come and visit us at stand CN61 in the concourse near the Atrium to hear the added value of ADT's services for the oil and gas industry.

23 – 26 NOVEMBER 2015

THE BIG 5, DUBAI WORLD TRADE CENTRE, UAE

The Big 5 International Building and Construction Show is the gateway to MENA construction market and the largest construction exhibition in the Middle East. www.thebig5.ae Come and visit us in the concourse.

8 – 9 DECEMBER 2015

TOC MIDDLE EAST, LE MÉRIDIEN DUBAI HOTEL & CONFERENCE CENTRE DUBAI, UAE

The TOC Container Supply Chain exhibition and conference is the global meeting place for ports, terminals, shipping lines, 3PLs and shippers. www.tocevents-me.com ADT is sponsoring this event and will speak at the conference.

TOP 10 FASTEST GROWING PORTS WORLDWIDE

No.	Port	Location	Growth %	TEU
1	Taicang	China (Shanghai)	41%	3,056,800
2	Sines	Portugal	32%	1,227,694
3	Khalifa Port	UAE	26%	1,137,679
4	Mundra	India	26%	2,722,435
5	Southampton	UK	25%	1,830,792
6	Port Qasim	Pakistan	23%	941,000
7	Tanger Med	Morocco	20%	3,077,750
8	Ho Chi Minh	Vietnam	19%	5,368,927
9	Cartagena	Colombia	18%	2,385,542
10	Vung Tau	Vietnam	18%	1,145,523

This ranking comes from Container Management magazine based on their Top 120 World Ports report published in August 2015 calculating volume and growth in 2014.



VOICE OF THE CUSTOMER INTERVIEW WITH MELVYN VAZ

SINCE WE KNEW THAT INDUSTRY VETERAN, MR. MELVYN VAZ, GENERAL MANAGER OF KHALIDIA INTERNATIONAL SHIPPING, WOULD RETIRE SOON, WE ASKED HIM FOR A FEW WORDS ABOUT THE INDUSTRY BEFORE WE LET HIM SAIL AWAY AND ENJOY HIS TIME AFTER SPENDING THE LAST 30 YEARS IN ABU DHABI.

You have been witness to Abu Dhabi's growth over several years – how do you see Abu Dhabi's shipping and logistics business developing in the future?

Abu Dhabi's cargo volumes have and will always be on a steady rise.

The industries in Abu Dhabi are by and large either completely or to a large extent owned and controlled by local groups so a strong commitment is evident.

While the dipping oil prices have created a challenging economic environment at this time, farsighted policies and sufficient fiscal reserves will ensure there is no going back for the economy of Abu Dhabi.

As dependence on hydrocarbons will gradually be balanced off with the increasing contribution from the non-oil sectors the economy will be better protected against volatility and these augurs well for trade.



MR. MELVYN VAZ, GENERAL MANAGER, KHALIDIA INTERNATIONAL SHIPPING

With the sanctions against Iran to be lifted soon, Abu Dhabi is in a good position to reap the benefits of the opening up of that market.

What are your observations on the transition from Mina Zayed and the development of Khalifa Port?

Abu Dhabi was in dire need of a large modern port to service the requirements of the local trade and to ensure that there was no migration of customers to other ports to fulfill their growing requirements.

Looking retrospectively the move from Mina Zayed to Khalifa Port was a very good move indeed. Not only do we have the finest semi-automated port in the region, it works very well as compared to the rush and congestion we had in Mina Zayed.

Besides the new initiatives being put into place like the Maqta Gateway is going to ensure that Khalifa Port ranks amongst the best in the region if not worldwide.

What in your view are the industries / sectors to look out for in the immediate future?

Abu Dhabi's growth will be mainly from industries. There is a tremendous amount of interest of multi-nationals to start several new industries here. I keep getting asked by several large world groups about local information and I can tell you that the growth in about 3 or 4 years will be phenomenal.

The growth of Kizad coupled with the planned developments to the logistics infrastructure will see the growth of a number of sectors outside of oil – chemicals, food manufacturing, automotive parts, green technology and renewable energy all of whom will be promising drivers of growth in trade.

Looking back at your career, there will be many things you are particularly proud of, and also some difficult times in business that you and your team came out of. Can you share these with us?

About my career, I am proud that apart from providing finer services to the trade in general, I helped a few organizations grow. We (Khalidia Shipping) were fortunate to have had a steady growth and really no real difficult times all these years. Our growth was without any catastrophes or legal or financial issues.

If we were able to chart our course even in the most challenging and difficult of times, it has been largely due to the amount of time we focused on anticipating issues and taking proactive actions to exploit opportunities and avoid or mitigate problems. Secondly all of this would not have happened if there was not the building and managing of a team that could deliver the levels of service required to build Khalidia's reputation.

I also had to ensure that our people maintained the high the levels of integrity and trust that Khalidia had built its reputation on.

You are now relocating to India after having spent more than 30 years in the UAE. What will you miss about Abu Dhabi?

I will miss Abu Dhabi very dearly indeed. To me it has been a really super place to live in. There is no city in the world that can compare with this great place. Stability, security, clean environment, high living standards, convenience, availability of world-class services, the list is endless of all that we took for granted all these years. Plus but not least the friends I leave behind including so many in the port community.

Finally, what will be your message to all at Abu Dhabi Terminals?

To begin with I would like to congratulate ADT for doing such a fine job and the support and friendship of all who have made KP what it is. You are all one big fine family – whose friendship I will always cherish.

Thank you, Melvyn.

We wish you all the best for the future and thank you for your support and the excellent business relationship which we established over the years.



MR. MELVYN VAZ AT ADT'S CLIENT CRUISE EVENT IN MARCH 2015.

KPCT VESSEL SCHEDULE



SERVICE	LINE	VESSEL	VESSEL SIZE	ROUTE
CMX	China ME	APL / MOL / OOCL / HAPAG LLOYD	3 / 1 / 1 / 1	6400~9200TEU Shanghai, Hong Kong, Chiwan, Singapore, Jebel Ali, Abu Dhabi, Sohar, Singapore, Chiwan, Nansha, Shanghai
AGX 1 / AMA / CIMEX	Asia ME	CSC / UASC / CMA	3 / 3 / 1	12500~14000TEU Xingang, Dalian, Busan, Shanghai (Yangshan), Ningbo, Shekou, Port Kelang, Khor Fakkan, Jebel Ali, Abu Dhabi, Port Kelang, Nansha, Xingang
FMX	Far East ME	HJS	7	8400TEU Shanghai, Kwangyang, Busan, Ningbo, Xiamen, Shekou, Singapore, Port Kelang, Jebel Ali, Abu Dhabi, Bandar Abbas, Singapore, Shanghai
ME2	MED ME	ML	7	8400TEU Port Said (SCCT), Marsaxlokk, Tangier, Algeciras, Valencia, Barcelona, Genoa, Port Said (SCCT), Jeddah, Salalah, Jebel Ali, Dammam, Jubail, Abu Dhabi, Jebel Ali, Jeddah, Port Said (SCCT)
JADE	Asia Med	MSC	11	13000~14000TEU Port Said, Malta, Valencia, Barcelona, La Spezia, Gioia Tauro, Port Said, King Abdullah, Jebel Ali, Abu Dhabi, Singapore, Yantian, Xiamen, Qingdao, Busan, Ningbo, Shanghai, Xiamen, Nansha, Chiwan, Yantian, Singapore, Port Said
KMS	Korea-ME	HMM	7	6500TEU Qingdao, Kwangyang, Busan, Ningbo, Kaohsiung, Yantian, Hong Kong, Port Klang, Jebel Ali, Abu Dhabi, Bandar Abbas, Karachi, Singapore, Yangtian, Qingdao
MEX1	Asia Med	CMA	11	10000TEU Valencia, Barcelona, Fos, Malta, Salalah, Abu Dhabi, Port Kelang, Xiamen, Shanghai, Ningbo, Yantian, Chiwan Valencia
APG	FE ME	EVG	7	7000~8500TEU Shanghai, Ningbo, Taipei, Hong Kong, Shekou, Singapore, Tanjung Pelepas, Colombo, Jebel Ali, Abu Dhabi, Dammam, Port Kelang, Laem Chabang, Hong Kong, Shanghai
EGS	Med ME	MESSINA	2 (Bi-weekly)	1900~4700TEU Castellon, Genoa, Salerno, Aqaba, Jeddah, Djibouti (1/2), Bandar Abbas (1/2), Abu Dhabi, Jebel Ali, Djibouti, Jeddah, Misurata, Castellon
RUWAIS (BOROUGE)	RUWAIS	BOROUGE LOGISTICS	3	1000~1400TEU Abu Dhabi, Ruwais, Abu Dhabi
FAS	UAE India Feeder	CMA	3	2700TEU Khor Fakkan, Mundra, Mumbai-Nhava Sheva, Khor Fakkan, Abu Dhabi, Jebel Ali, Khor Fakkan
PGF / ME Feeder	Gulf Feeder	MSC	1	3000TEU Jebel Ali, Umm Qasr/Dammam/Qatar, Abu Dhabi, Jebel Ali
IGI	India Gulf	X-press / OEL	1 / 1	2800TEU (Khor Fakkan), Jebel Ali, Mumbai-Nhava Sheva (JNPT), Mundra, Abu Dhabi, (Khor Fakkan)
Qatar Feeder	UAE Qatar	Milaha	7	400~1700TEU Jebel Ali, Khor Fakkan and Abu Dhabi to Doha and Mesaieed
SAX	Shuaikh Arabia Gulf Express	X-press	1	1200TEU Jebel Ali, Shuaiba (Kuwait), Shuwaikh (Kuwait), Abu Dhabi, Jebel Ali
UGS/SJX	UAE	X-press	1	2500TEU Jebel Ali, Sharjah, Abu Dhabi, Jebel Ali
IGS	UAE Iraq Feeder	EVG	1	1600TEU Jebel Ali, Abu Dhabi, Umm Qasr, Jubail, Jebel Ali
PSX	Pakistan Feeder	WHL	2	1000TEU Jebel Ali, Bahrain, Dammam, Jubail, Jebel Ali, Karachi, Abu Dhabi, Jebel Ali
JKS	Jebel Ali Kuwait Service	Simatech	1	2800TEU Jebel Ali, Shuaiba (Kuwait), Shuwaikh (Kuwait), Abu Dhabi, Jebel Ali

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