



**DP WORLD**



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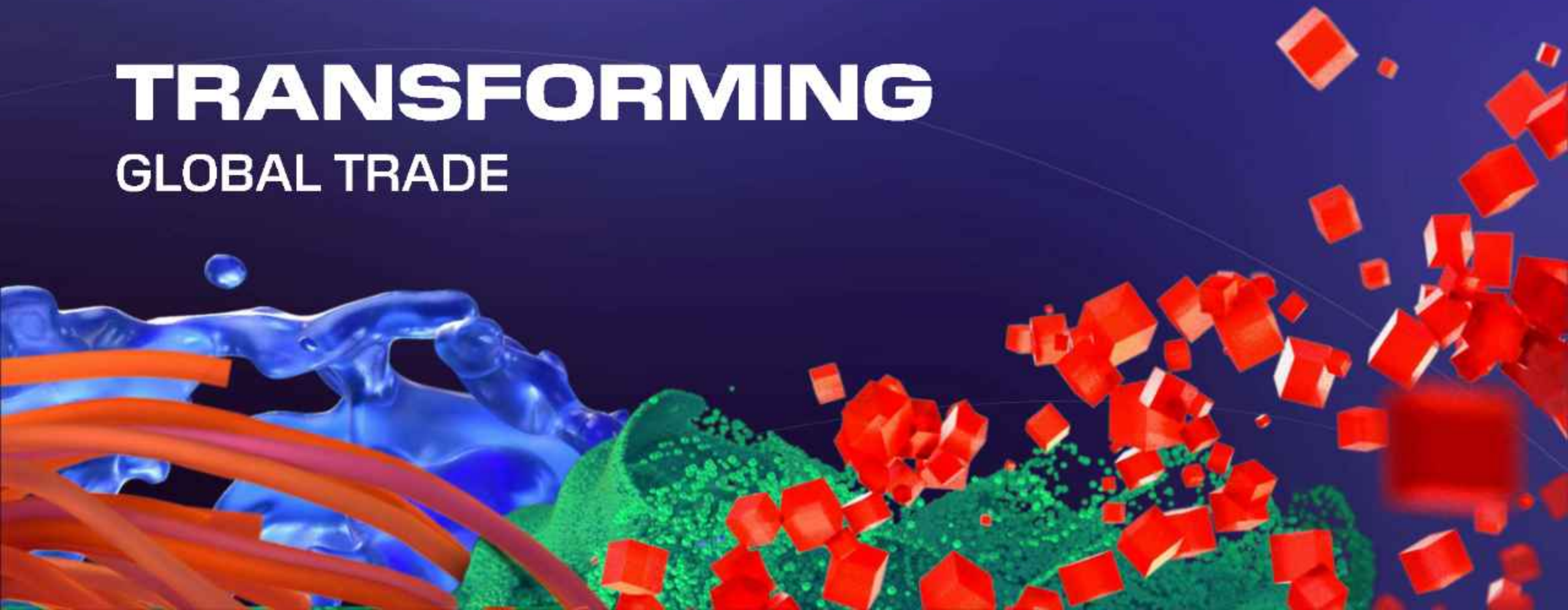
**ENHANCING SUPPLY CHAINS THROUGH  
INVESTMENTS AND BOOSTED GROWTH  
ACROSS THE AMERICAS**





DP WORLD

# TRANSFORMING GLOBAL TRADE







# GLOBAL TRADE IS EVOLVING

## NEEDS HAVE EVOLVED

Businesses are prioritising growth through market expansion



Consumer expectations continue to rise



The supply chain is now a major focus for businesses



## SO HAVE WE

We are constantly extending our reach and creating new routes/locations

We're building seamless connections through our assets for end-to-end supply chain solutions

We're creating better ways of moving goods to markets through technology and strategic innovation



The background is a solid dark blue. On the right side, there are abstract, colorful elements. At the top right, there are several long, thin, orange and red lines that appear to be falling or flowing downwards. Below these, there are clusters of small, bright green and red cubes or particles, some of which are larger and more prominent than others. The overall effect is one of dynamic movement and vibrant color contrast against the dark blue background.

# **WE MAKE TRADE FLOW TO CHANGE WHAT'S POSSIBLE FOR EVERYONE**

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Creating an integrated global supply chain  
“...from factory floor to customer door.”

# GROWING FROM LOCAL PORT OPERATOR TO SUPPLY CHAIN SOLUTIONS PROVIDER

**1972 - 1998**



## LOCAL PORT OPERATOR

**1972**

Development of Port Rashid

**1979**

Opening of Jebel Ali Port

**1991**

Port Rashid and Jebel Ali combine, creating Dubai Ports Authority (DPA)

**1999 - 2004**



## REGIONAL PORT OPERATOR

**1999**

Dubai Ports International FZE (DPI) formed

**2000**

Concession won in Jeddah (KSA)

**2002 - 2004**

Concessions won in Visakhapatnam (India), Constanta (Romania) and Cochin (India)

**2005 - 2017**



## GLOBAL PORT OPERATOR

**2005 - 2006**

CSX World Terminals and P&O acquired. Global network and market position increased

**2013 - 2014**

Opening of London Gateway (UK) Deep sea port and logistics park

**2015 - 2017**

Acquired Jebel Ali Freezone (JAFZA) Partnered with CDPO to create global investment platform

**2018 - PRESENT**



## SUPPLY CHAIN SOLUTIONS OPERATOR

Dubai Maritime City and Drydocks World (UAE) acquisitions

Partnered with NIIF to set up investment platform in India

Acquisition of Unifeeder

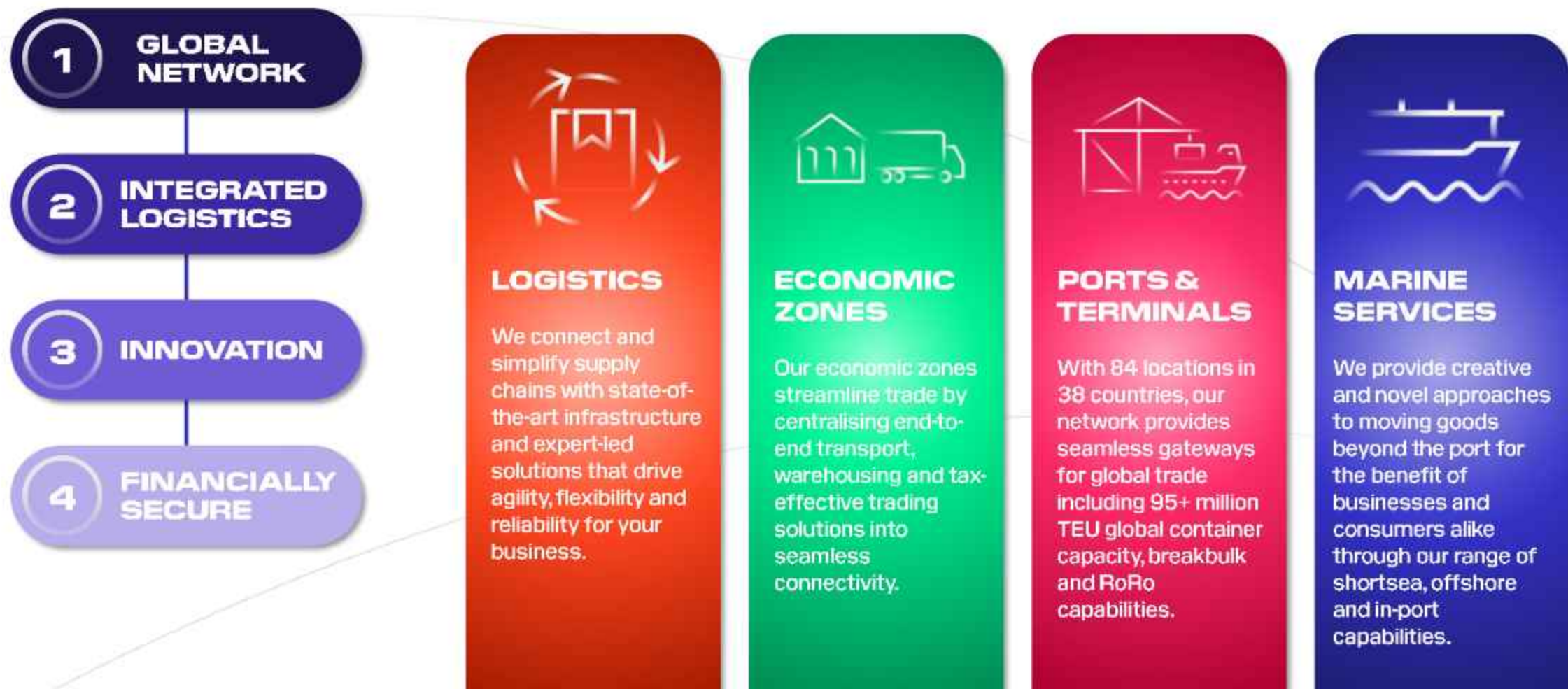
Acquisition of Único Logistics

Acquisition of Syncreon and Imperial Logistics – Integrated Logistics Provider



# OUR GLOBAL NETWORK

More than **10% of global trade** moves through our network of ports and terminals, logistics centers, and parks and economic zones.



# FOR EVERY PART OF THE SUPPLY CHAIN

← FROM FACTORY FLOOR TO CUSTOMER DOOR →



## TECHNOLOGY-LED SOLUTIONS TO REDUCE INEFFICIENCIES ACROSS THE SUPPLY CHAIN

Visibility and transparency, automated planning, digital rates, instant access and control, trade finance and insurance, enterprise IT solutions and systems plus B2B eCommerce.



Playing a wider role in the supply chain



Connecting directly with cargo owners & aggregators of demand



Providing technology led solutions to remove inefficiencies



Improve quality of earnings and drive returns



# GLOBAL SUPPLY CHAIN SOLUTIONS



# AMERICAS NETWORK



## PRIORITIES OF THE REGION:

- Build US and Mexico as the top two strategic expansion markets within the next five years with incremental growth through 3PL, Contract Logistics and P&T.
- Further establish Brazil and Canada operations across our services.
- Create integrated, interconnected offerings across regions to unlock billions of incremental growth through 3PL, Contract Logistics and P&T.
- Build freight forwarding networks and capabilities as the biggest opportunity to drive more customers through Ports & Terminals (P&T), Integrated Logistics Services (ILS), and Contract Logistics (CL).
- Maintain strong growth in our Ports & Terminals business.
- Continuously improve Safety and Sustainability performance.







**DP WORLD**

# **FEATURED CAPABILITIES**

## **LEADING CASES**



# DOOR-TO-DOOR

## INTEGRATED LOGISTICS SERVICES IN PERU

### PAITA, PIURA



(JV - 50% shares)



- 2 Empty Container Depot
- 1 Warehousing & Distribution Site

### CALLAO



- Port of Callao South Berth



- 4 Empty Container Depots
- 1 Car Storage Site
- 1 Warehousing & Distribution Site





# OUR SERVICES

DP WORLD PERU



**BONDED  
STORAGE**



**INTEGRATED  
SERVICES**



**REEFER  
SERVICES**



**EMPTY  
DEPOT**



**CSF  
(LCL CARGO)**



**NVOCC & PROJECT CARGO**



**CARS WAREHOUSE**



**WAREHOUSE & DISTRIBUTION**



# OVERVIEW

DP World Peru

Previously called Neptunia,  
until the re-branding to DP World  
Logistics, since November 2019.

Traditional logistics operator,  
with more than 40 years of  
experience (since 1980).

Presence established in  
Callao, Lurin and Paita.

One of the biggest bonded storage and  
empties reefers depot in the country.

Large trucking fleet with +100 trucks,  
chassis and underslung.

NVOCC capabilities for FCL,  
LCL and AIR cargo.

Dealer of all the reefer  
containers manufacturers.

**+12,000** BCO's handled in 2022  
including 1,600 long term contractual customers

Thanks to our ILS,  
we handle cargo from customers  
in different industries:



AUTOMOTIVE



RETAIL AND CONSUMER



FOOD AND PERISHABLES

## SUCCESS STORY D2D Blueberry traceability

85% of blueberries exported from  
Peru are shipped between August and  
December, and during the 2023-2024  
campaign, 37.6% of these exports  
were made through our logistics and  
port services.



# DOMINICAN REPUBLIC ALL-IN-ONE INTEGRATED SYSTEM ECONOMIC ZONES

At DP World – DR we have propelled a comprehensive **ALL-IN-ONE** ecosystem through value-added services:

- Freight Forwarding
- Customs Brokerage
- Transportation
- Caucedo's Port Services and Economic Zone

## KEY ATTRIBUTES



Strategic  
Location



Safe Investment  
Climate



Cost  
Reduction



Unlimited  
Storage



Complete  
Traceability

The only place where  
port, logistics and  
manufacturing are  
integrated

Availability for future expansion of  
the logistics and industrial  
economic zone:

**UP TO 3,000,000 SQM**

Direct in-land, air and  
ocean freight services  
in the country and  
Caribbean

First port in the  
Americas to have an  
Economic Zone within  
the port



# DOMINICAN REPUBLIC

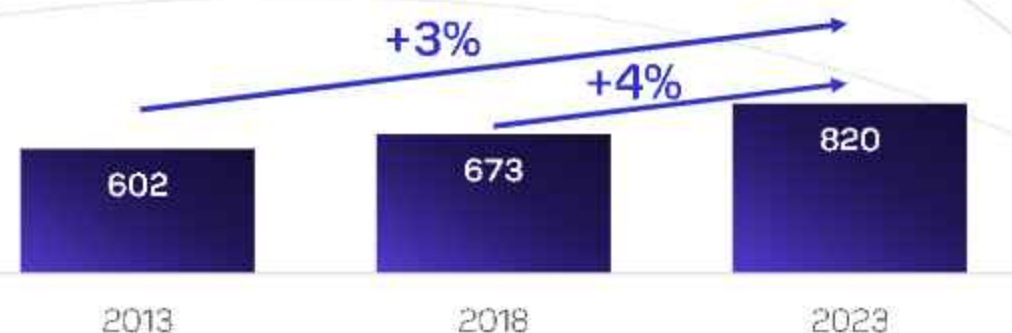
## Premier nearshoring center

The Dominican Republic has become an attractive nearshoring center for manufacturing and distribution to the United States, Latin American and Caribbean markets



### INCREASE IN COMPANIES

The # of companies (industrial & manufacturing) operating in free zones across the DR has risen from 602 in 2013 to 820 in 2023

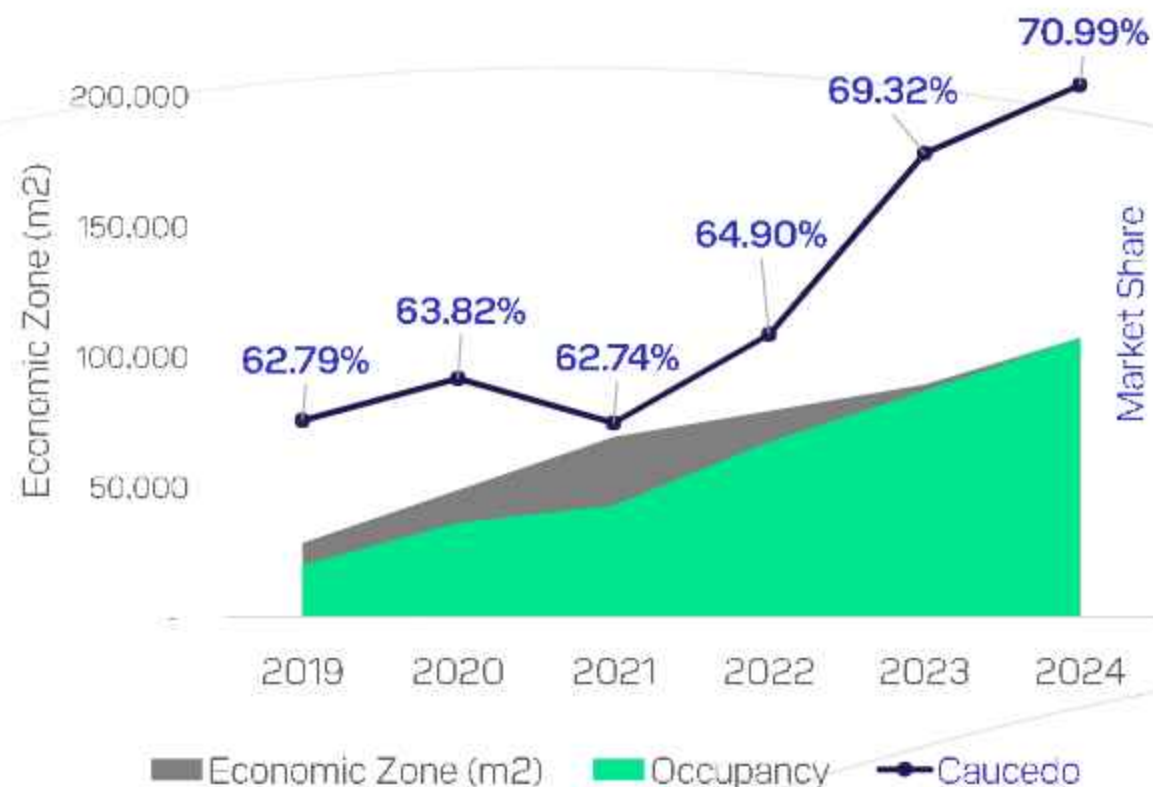




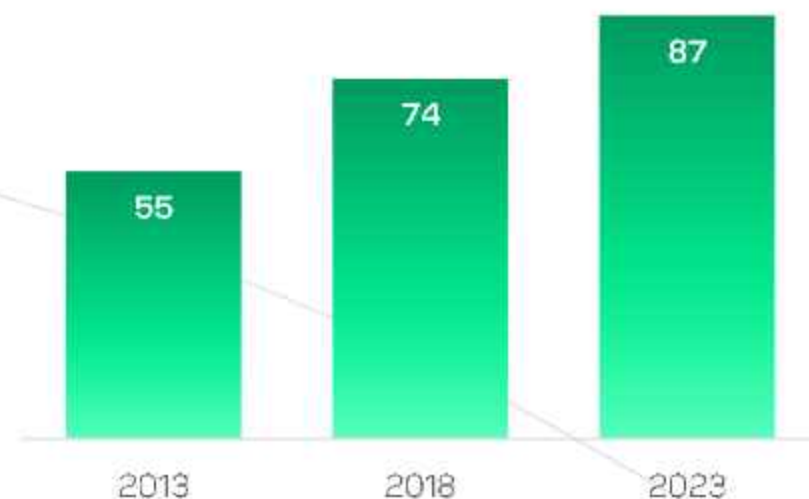
# BACKGROUND

## CAUCEDO

DP World DR's  
Economic Zone Impact in P&T Market Share



DR Parks Evolution (#)



### GROWTH IN FREE ZONES

The # of free zone parks has increased from 55 in 2013 to 87 in 2023



Source: 2023 Statistics Report,  
Consejo Nacional de Zonas Francas de Exportación

# INTEGRATED LOGISTICS

## LOGISTICS PARK CONNECTED WITH THE DEEP-WATER PORT IN POSORJA, ECUADOR

Logistics distribution center with direct port access,  
eliminating demurrage and storage costs at the port.

### OPERATIONS:



Labelling



Project Cargo



Distribution of National  
and International Goods



Raw materials  
close to industries



Packing & Repackaging



Consolidation &  
Desconsolidation

### LOGISTICS OPERATORS:







DP WORLD

# STRENGTHENING OUR CAPABILITIES







# **DP WORLD CHILE**

**\$400 MILLION DOLLAR INVESTMENT  
FOR OPERATIONS IN SAN ANTONIO AND LIRQUEN**

**CONTAINER  
TERMINAL**

**PASSENGER  
TERMINAL**

**SPECIALIZED  
CARGO TERMINAL**

**+2,100  
JOBS**



# CHILE

## CHALLENGES



- Regulatory Changes



- Port Closure



- Security Issues

## OPPORTUNITIES



### **Moor Master:**

Automated system with mooring units for ship berthing. San Antonio is the first terminal in the region with this system.



### **Railway:**

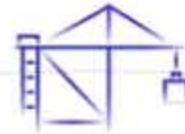
In a joint-investment with the Government, DP World in San Antonio is working to include a rail connection directly on the port to connect with other intermodal terminals in Santiago.

# PERU



## **SOUTH BERTH PORT OF CALLAO**

**2005**



**PRODUCTIVITY:**  
10-11 CONTAINERS PER HOUR





# **SOUTH BERTH PORT OF CALLAO**

## **2024**



**PRODUCTIVITY:**  
30-32 CONTAINERS PER HOUR

# DP WORLD PERU



**+\$1 BILLION DOLLAR INVESTMENT  
FOR OPERATIONS IN PERU**

**2.7 MILLION TEU  
= 80% OF CAPACITY**

**1,050 METER  
BERTH**

**+30 HECTARES  
CONTAINER YARD**

**+2,600  
JOBS**



**90%**

**OF EXPORTS & IMPORTS OF PERU  
MOVE THROUGH CALLAO**

**SOUTH BERTH: 60% OF VOLUME**



**2023 ANNUAL VOLUME RECORD IN PERU  
1.64 MILLION TEU**

**2024**

**JANUARY - AUGUST**

**+18%**

**1.26 MILLION TEU**



**2<sup>ND</sup> MOST EFFICIENT PORT**  
in the Americas region and #26 in the world  
(CPPI – World Bank Ranking - 2023)



# PERU

## CHALLENGES



- Congestion on port access roads



- Insecurity in the transport sector



- Uncertainty about regulations for all players in the industry

## OPPORTUNITIES



Possibility of extending the terms of port concessions



New laws:  
Cabotage law and free zones



# **DP WORLD ECUADOR**

**POSORJA, THE FIRST DEEP-WATER  
PORT IN THE COUNTRY**

**\$1.2 BILLION DOLLAR INVESTMENT**  
**ONE OF THE LARGEST PRIVATE INVESTMENTS IN THE COUNTRY**

**GREENFIELD PROJECT**  
**BUILT FROM ZERO**

**ACCESS CHANNEL**  
**DEEP & EXPEDITIOUS**

**21 KM**  
**ROAD**

**+700**  
**JOB**



# CONNECTING ECUADOR WITH THE MAIN MARKETS OF THE WORLD

**33%** of participation in the  
Ecuadorian market.

Movement of transshipment cargo,  
new for the country.

**THE MOST SECURE PORT IN ECUADOR**  
Truck Plaza + X-ray Scanners



**3<sup>RD</sup> MOST EFFICIENT PORT**  
in the Americas region and #37 in the world  
(CPPI – World Bank Ranking - 2023)



An aerial photograph of a port facility. In the foreground, a large area of water is visible. A long pier extends from the shore into the water, equipped with several blue gantry cranes. Behind the pier, a large yard is filled with numerous stacked shipping containers in various colors (white, blue, red, yellow). To the right of the container yard, there are several large white storage tanks and some industrial buildings. A 3D model is overlaid on the image, showing a green rectangular area representing the expansion of the pier and a purple rectangular area representing the expansion of the container yard. The background shows a mix of green vegetation and some residential or commercial buildings.

# **BERTH EXPANSION**

**VISION FOR THE FUTURE**

## **\$140 MILLION DOLLAR INVESTMENT**

- INCREASED BERTH AVAILABILITY
- DUAL VESSEL DOCKING  
Generating greater flexibility for vessels loaded at maximum capacity
- NEW MODERN EQUIPMENT



# ECUADOR

## CHALLENGES



- Energy Supply / Shortages

## OPPORTUNITIES



**TLC – FTZ / Free Trade Agreement with China**



**Implementation of technology for security improvements**



**Expeditious Maritime Access Channel of Posorja**



# **DP WORLD**

## **DOMINICAN REPUBLIC**

**THE #1 PORT IN DR AND ONE OF  
THE MOST MODERN IN THE  
CARIBBEAN**

**\$1 BILLION DOLLAR INVESTMENT  
FOR OPERATIONS IN DR**

**STRATEGIC  
LOCATION**

**SIMULTANEOUS  
VESSELS**

**+2,100  
JOBS**





# DOMINICAN REPUBLIC

## CHALLENGES



- Bureaucracy



Be on time when demands are required

## OPPORTUNITIES



Active collaboration between the Government and the Private Sector to promote DR as a logistics hub



Talent evolution plan in collaboration between the public and private sector







DP WORLD

# REDUCING OUR CARBON FOOTPRINT



A wide-angle photograph of a port facility during sunset. In the foreground, several white trucks are parked at charging stations with green and white pillars. The ground has 'PARE' painted on it. In the background, the sea is visible with several ships and a distant coastline under a colorful sky.

# **PATHWAYS TO NAVIGATE DECARBONIZATION AND CLIMATE CHANGE**



# INNOVATION

We drive constant improvements to better serve our customers and communities safely and sustainably.

Our innovations drive change across our industry, with efficiency and environmental standards always front of mind.

**Our objective:**

**2030**

Reduce Scope 1 & 2 emissions to 42%

**2050**

Become Net Zero



**2019**

Rolling baseline in accordance with the Science-Based Targets initiative

**2030**

Aligned with the Science-Based Targets initiative methodology

**2040**

Compensation of residual carbon emissions after maximising deep decarbonisation

**2050**

DP World will be the driving force of the industry to mitigate impacts of climate change



## EQUIPMENT ELECTRIFICATION & EFFICIENCY

Applying measures to increase efficiency of container handling equipment or shifting to electricity



## PROCESS EFFICIENCY & DIGITALISATION

Digitalising port operations through innovation (e.g., BOXBAY) and improving logistics processes



## RENEWABLE ENERGY SUPPLY

Pursuing self-generation renewable energy at ports, Power Purchase Agreements (PPA) and green energy tariffs

## LOW CARBON FUEL SUPPLY

Procuring biofuels and/or substituting with alternative fuels (hydrogen) to power our port infrastructure

## CARBON COMPENSATION

Purchasing carbon credits and nature-based solutions such as blue carbon initiatives under DP World's Ocean Enhancement Programme



# HOW IS DP WORLD INTEGRATING ITSELF AS AN AGENT OF CHANGE IN LATIN AMERICA?

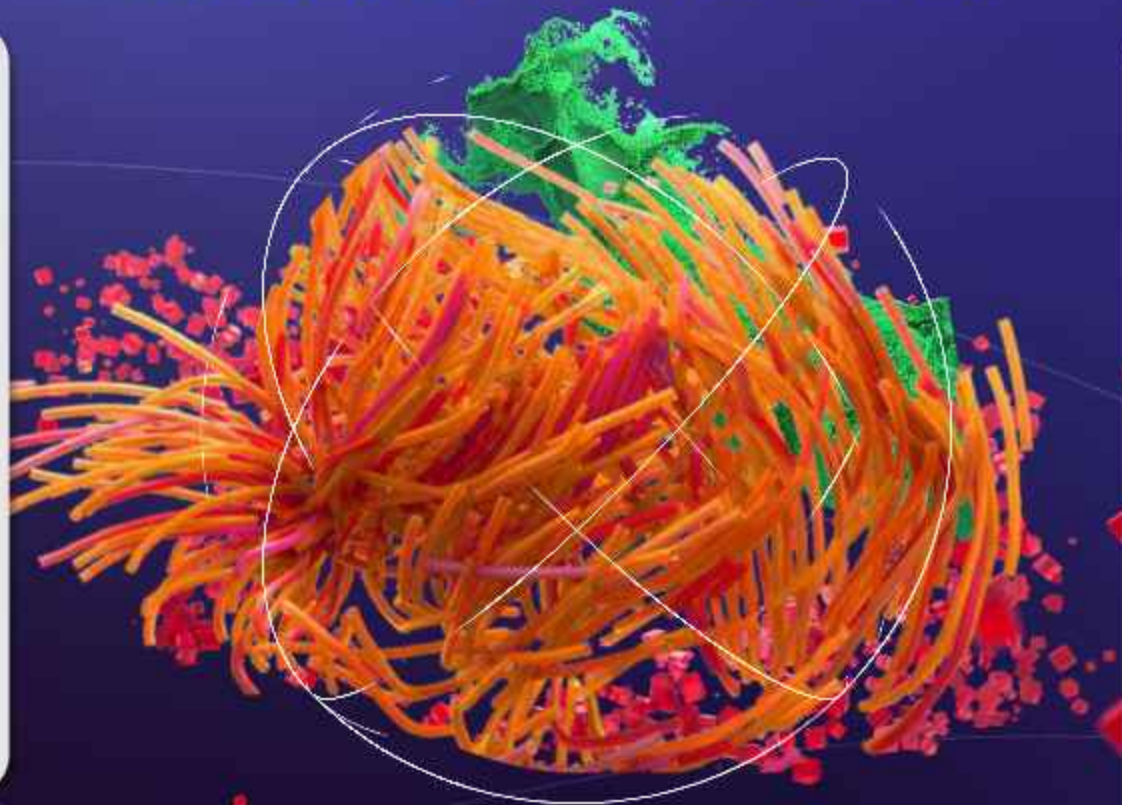


## **CALLAO**

Peru is paving the way with a **90% reduction** in scope 1 & 2 emissions

### **April 2024:**

Inaugurated the **first electric charging station** of all ports in Latin America



**WE HAVE INTERNATIONALLY  
RECOGNIZED CERTIFICATIONS**



## **ECUADOR**

Prevented the generation of **+45,000 tons of CO2** thanks to high-impact actions such as:

### **Sembrando Vida**

+100 hectares of mangroves planted (6,500 ton of CO2 prevented)

### **Freight Matching System**

**52% of cargo** moved from/to Posorja and Guayaquil is made possible thanks to this system. (22,000 tons CO2 prevented)



# WE MAKE TRADE FLOW, TO CHANGE WHAT'S POSSIBLE FOR EVERYONE



Thank you for your attention

**Carlos Merino**

CEO - DP World Peru & Ecuador