

Partnering progress  
around the world



Partnering progress





# Vision

To consistently achieve best-in-class performance in all our port operations and third party logistics activities worldwide.

# Mission

To continue to enhance our reputation and performance as the most productive port operator and third party logistics provider, by ensuring that our customer service outperforms our competitors in the markets in which we operate.





# Awards and Achievements

- Gultainer ranked No.2 in the Gulf Region, in respect to the volume of containers handled in 2012
- Maintained distinction of being the 'fastest container terminal in the world' bestowed by the industry leaders from 2010-2012
- Named 'Shipping Port of the Year' at the SCATA Awards 2011
- Awarded the 'Sharjah Economic Excellence Award' by Sharjah Chamber of Commerce and Industry in 2008 & 2011
- Gultainer is the largest independent private terminal operator in the world
- Gultainer ranked No.1 in the Middle East, in respect to Mobile Harbour Crane productivity performance in 2010
- Gultainer was presented with the 2010 Achievement Award by Liebherr Container Cranes for the highest recorded individual crane productivity over a 30-hour vessel operation
- Named 'Terminal Operator of the Year' at the SCATA Awards 2009
- Gultainer is very close to breaking into the rank of the top 10 global terminal operators of the world by throughput



**We are here  
to work in  
partnership to  
deliver growth  
that is real and  
sustainable.**

03/04



# Partnering Growth with Sustainability

## A Message from Our Managing Director

At Gulfainer, we believe in the power of partnerships. It is the foundation of every success story that we have been part of.

**As world trade grows at a faster pace, the future lies in new economies and opportunities, making partnership an essential element of unlocking growth. With over 35 years of experience in operating some of the most productive ports in the world, we know exactly what it takes to fulfill your ambitions.**

Our true worth isn't just measured by our bottom line – it's also in the way we adapt and thrive while carrying the heavy load of regional and world trade on our shoulders. Following our success in the UAE, Kuwait, Pakistan, Turkey, Brazil, Russia, Lebanon, and most recently in Saudi Arabia, we continue to avoid the trap of complacency and actively pursue international growth opportunities.

One of the main reasons for our success, is our unstoppable drive to provide better service and support that enables our clients to become more competitive in their own markets. Another important factor is our management team's 'hands-on' approach to getting the job done. By keeping the lines of communication short, we are able to speed up decision-making and respond almost immediately to our clients' changing needs.

**We are here to work in partnership to deliver growth that is real and sustainable.** And with millions of containers handled and thousands of client expectations met and surpassed, I can honestly say that we've only just begun.

We look forward to partnering with you in the future.



**Peter Richards**  
Managing Director  
Gulfainer Group

UAS  
www.uasc.net

# When Regional Expertise Partners with Global Standards

## About Gulftainer Group

Headquartered in the United Arab Emirates (UAE), our company was founded in 1976, and was initially tasked to manage and operate two ports in the Emirate of Sharjah. Since then, we have grown from strength to strength to become a globally competitive port operator and third party logistics provider, managing some of the most productive ports in the world, including Khorfakkan Container Terminal (KCT) in Sharjah, reputed to be the fastest terminal in the world.

As the world's largest private and independent terminal operator, and backed by our reputation for productivity and technical expertise, we have built strong relationships with the major shipping lines in the industry.

To date, Gulftainer operates and manages:

- Khorfakkan Container Terminal (UAE)
- Sharjah Container Terminal (UAE)
- Ruwais Port (UAE)
- Sharjah Inland Container Depot (SICD) (UAE)
- Hamriyah Port (UAE)
- Iraq Container Terminal - Umm Qasr (Iraq)
- Umm Qasr Logistics Centre (Iraq)
- Iraq Project Terminal - Umm Qasr (Iraq)
- Recife Port (Brazil)
- Northern Container Terminal - Jeddah (KSA)
- Jubail Commercial Port - Jubail (KSA)
- Ust-Luga Port (Russia)
- Tripoli Container Terminal (Lebanon)

Best-in-class port operations wouldn't be complete without a world-class third party logistics provider, and that's why in 2008, we launched Momentum, which specialises in delivering cost-effective supply chain solutions – from transportation and freight forwarding to warehousing and logistics cities.

Gulftainer is placed among the Top 10 volume ranking privately owned port operators in the world, and is the largest port operator in the Middle East in terms of number of terminals. Our company draws on the rich seafaring history of the people of Sharjah and combines it with global expertise and cutting edge technological innovations to provide best-in-class service consistently delivered on, if not ahead, of schedule.







# Throughputs



## Partnering Past Milestones with Future Success

### Gulftainer - A Brief Timeline

#### 1976

Company established – awarded contract to manage and operate Sharjah Container Terminal (SCT) by Sharjah Port Authority.

Purchased Speedtrux and Trucktainer (transport division).

#### 1986

Awarded contract to maintain and operate Khorfakkan Container Terminal (KCT) in Sharjah on behalf of the Sharjah Port Authority.

#### 1995

Opened container repair division at SCT and KCT.

#### 2004

Awarded consultancy contract by Kuwait Port Authority to advise on operations at Shuwaikh Port.

Inauguration of purpose built Inland Container Depot (SICD) near Sharjah/Dubai border.





## 2006

Commenced joint ventures with Pak Shaheen for transport and logistics operation in Pakistan.

Formed Gulf-Com in a joint venture with Al Marwan to manage and operate Moroni Port in the Comoros Islands.

Phase I expansion of Khorfakkan Container Terminal completed with new 400 m berth, 800 m breakwater and 150,000 sqm

## 2008

Commenced joint venture with Demas International for transport and logistics operation in Turkey.

Launched Momentum, a full-service third party logistics company.

## 2009

Logistics contract to operate Ruwais Port (UAE) on behalf of Borouge.

Sulaimaniyah Airport Cargo and Logistics Centre announced.

## 2010

Iraqi terminal operations (Umm Qasr) commence.

Signing of agreement with Prominvest to develop Russian projects.

## 2011

New logistics city development in Umm Qasr initiated.

Ust-Luga terminal operation announced.

Phase II expansion of Khorfakkan Container Terminal completed with a 400 m extension of the existing berth to an overall length of 800 m, taking the total handling capacity of the terminal to 4.0 million TEU.

## 2012

Recife terminal operations begin – Brazil.

Opening of Iraq Container Terminal (ICT), the largest and most modern container terminal in Iraq.

Awarded concession to manage and operate the Port of Tripoli in Lebanon.

## 2013

Russian Ust-Luga terminal operation to commence.

Awarded contract to manage Northern Container Terminal (Jeddah) and Container operations at the Jubail Commercial Port in Saudi Arabia.

# When Industry Experience Partners with New Opportunities

## Global Operations

The international reputation of the Sharjah and Khorfakkan Container Terminal has led organisations from around the world to seek our vision, focus and expertise in port operations and logistics.

We have committed ourselves to an aggressive international expansion strategy. Thanks to our own initiatives and strategic joint ventures with our partners, the years have seen us expanding our international operations to include Iraq, Russia, Lebanon, Brazil, Kuwait, Pakistan, Turkey and Saudi Arabia.

### **SHARJAH CONTAINER TERMINAL (SCT)**

Officially the first container terminal in the UAE, SCT utilises modern machinery to provide the most efficient turnaround possible for vessels and also offers tailor-made solutions for port users. With excellent productivity levels and online offerings for customs facilitation, SCT also boasts plenty of space and inland access to its own inland depot for warehousing and cargo handling.

### **KHORFAKKAN CONTAINER TERMINAL (KCT)**

Added to our portfolio of terminals in 1986, KCT continues to set records and is regarded as the fastest terminal in the world, based on customer feedback. To its credit, it has a consistent productivity of over 50 moves per hour achieved per gantry crane. Located on the East Coast of the Emirate of Sharjah in the UAE, KCT is strategically placed near the east-west shipping routes and outside the sensitive Strait of Hormuz – serving as an ideal hub for feeder ship connections to Gulf ports, Iran, India, Pakistan and East Africa.

### **IRAQ PROJECT TERMINAL (IPT)**

IPT is a specialised facility for handling project, general and heavy cargo. Manned by technically proficient staff, IPT also provides in-house logistics and support services.

### **IRAQ CONTAINER TERMINAL (ICT)**

Equipped with state-of-the-art equipment and machinery, ICT is unmatched by any other terminal facility in Iraq. Not only does it have its own deepwater draft to enable higher load levels, its gantries are also available to enable gearless vessels. Under expert expat and local management, it is a secure terminal that boasts computerised systems to ensure transparency at all times.

### **UMM QASR LOGISTICS CENTRE (UQLC)**

Since its inception, UQLC became the driving force that changed the way business is transacted in Iraq. With its fully integrated facility complete with warehousing, cold stores, storage areas, accommodation and offices, its security and flexibility in handling cargo has created a reliable corridor between the ICT and the UQLC ICD storage facilities.

### **RECIFE PORT**

One of the fastest-growing ports in Brazil, the unique geographical location of Recife Port gives it prime access to a large consumer market, making it an ideal hub for businesses. With a long history of handling general cargo, it is the only terminal in the region that has its own dedicated equipment, staffed by a team of world-class professionals. In order to fuel its growth and expansion, GulfTainer has installed new equipment at the port which will speed up the handling of both general cargo and containers.





### **RUSSIA**

Having signed a major joint venture agreement with Prominvest, the financial investment arm of Russian State Corporation's Russian Technologies, we now operate and manage the terminals in the port of Ust-Luga near St. Petersburg – a vital, and ice-free gateway into the heart of Russia.

The area itself, which previously had low penetration of containerisation, now offers great potential for businesses that want to reach the Baltic States, one of the highest-consumption areas in the region.

### **SAUDI PORTS**

The latest addition to the Gulfainer Group, Saudi Arabia is the largest gateway to markets in the Middle East. We manage and operate the North Container Terminal in Jeddah, and the Jubail Commercial Port, and we handle over 32% of the cargo traffic there. Each terminal has its own strength, with the Northern Container Terminal offering gateway access to/from Jeddah and Riyadh, and also transshipment opportunities for regional cargo. The Jubail Commercial Port specialises in the petrochemical industry cargo and handling.

# Partnering Port Management with Third Party Logistics

## Momentum, Part Of The Gulftainer Group

Established in 2008 to provide third party logistics support for the Gulftainer Group, Momentum has since made a name for itself as a leading third party logistics provider in the industry. Momentum offers clients a comprehensive range of integrated logistics services, including transportation, freight forwarding, warehousing, logistics cities, container repair services and contract logistics.

On a global scale, Momentum works with its worldwide agents and group partners, like Demas in Turkey, GTL MTL in Pakistan, as well as TPC and Avalon in the UAE. Momentum also has well-established offices in North and South Iraq.

Momentum is a complete third party logistics provider (3PL), with activities that encompass Worldwide Freight Forwarding – a business that offers a complete end-to-end range of services that include airfreight, ocean freight, customs clearance and land transport.







# When Unmatched Productivity Partners with Best-In-Class Efficiency

## Client Testimonials

**"Gulftainer's degree of flexibility, the fact that they don't apply rigid and fast rules and they're willing to listen is a major plus. Flexibility is the key quality of a great partner in this industry."**

**"Gulftainer has a passion to excel from an operational and technical standpoint. They have pride in this and when they move to new markets they are exporting their know-how."**

**"We are one of the luckiest companies who has built such good, cooperative and comprehensive relations with Gulftainer. The relationship is at such a good level that you can think of us as one family. Both companies understand each other very well, We have learned a lot, and still will learn from Gulftainer, they were always the best of friends in times of distress."**

**"Gulftainer has a superb track record of technical capability and cost efficiency."**

**"What I associate Gulftainer with is efficiency and keeping their promises...keeping their word."**







Every opportunity needs the right expertise to realise its full potential. We are constantly looking for new partners who could profit from our experience. If you would like to explore new opportunities or improve an existing operation, let's meet and discuss how we can partner together. We assure you of our full support and commitment in making it happen.

**Gulftainer Group**

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