



المؤتمر السعودي البحري الثاني

THE SECOND SAUDI MARITIME CONGRESS

11 – 12 March 2019
Four Seasons Hotel Riyadh, Kingdom Centre
Riyadh, Kingdom of Saudi Arabia

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MAKING KSA A GLOBAL LOGISTICS HUB



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International Seatrade Maritime News
and Seatrade Maritime Review correspondent
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Vision 2030 is indeed a remarkable document. The ambitious programme seeks to completely transform the economy of the Kingdom of Saudi Arabia, reducing its dependence on oil exports.

The growth and diversification will be achieved through a range of measures, including maximising the value capture from its massive energy sector through refining and chemicals manufacture, unlocking the potential of the non-oil sector in areas such as mining, manufacturing and retail, and positioning the Kingdom as a global logistics hub.

An integral part of the plan is to seek greater contribution from the private sector to the national economy and to attract foreign direct investment opportunities. It also looks at increasing employment opportunities for Saudi Arabia's growing young demographic and the goal of nationalisation through 'Nitaqat'. Finally, it seeks the further integration of the Kingdom into the regional and global economies as a hub connecting three continents – Asia, Europe and Africa.

“ Saudi has the biggest port network in the Middle East – of nine ports, compared to just four ports in 1976; and is currently undergoing further major expansion. The government is undertaking a multitude of large investments in transportation infrastructure, with new projects such as the Saudi Rail-Roads Expansion, as well as substantial investments from the private sector e.g. JIP and the Dammam Port upgrade, the new economic cities, etc. ”

Jens O. Floe

Chief Executive Officer of Red Sea Gateway Terminal, the modern container facility at Jeddah Islamic Port (JIP)

The strides that the Kingdom has made between 1976 and now can be seen from the fact that the number of berths for vessels increased from 33 in 1976 to 224 in 2017, while the cargo handled went up from 97 million tonnes to 240m tonnes during the same period. The current cargo handling capacity of all the Saudi Arabian ports is 560m tonnes.

Of the KSA ports, the respected marine data analysts Alphaliner placed King Abdullah Port in eighth place among the world's fastest growing ports in 2017. The improved ranking came after the port announced a 21% increase in its annual throughput in 2017, making it the second largest port in the Kingdom in terms of container handling, after JIP.

King Abdullah Port also moved up to 87th place among the world's 100 biggest container ports for 2017, up from 98th in 2016. The ongoing year promises to be even better, with a spot in the world's top 80 ports being virtually assured.

Another fast-growing port is Yanbu Commercial Port. Over the first ten months of 2018, Yanbu handled a total of 3.33 million tonnes of cargo, up from 2.3 million tonnes during the corresponding period of 2017. This represented a rise of around 45%. Over 3.1 million tonnes of the cargo handled at Yanbu up to the end of October this year was dry bulk, including sugar, iron ore, coal, cement, urea and sulphates.

Also performing well is Jubail Commercial Port on Saudi Arabia's Gulf Coast. The port handled a total of 11.89 million tonnes in the first ten months of this year, compared with 9.86 million tonnes over the equivalent period in 2017, an increase of more than 20%.

In addition to bulk cargo traffic, Jubail's container business has grown significantly, achieving a throughput of over 600,000 teu in the first January to October 2018 period, up from 550,000 teu in the same months of last year.

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It is significant that the total volume of cargo handled at all Saudi ports during October this year was 23.29 million tonnes, an increase of 4.51% compared to the corresponding period of 2017; and despite the fact that container traffic remained fairly static with a combined throughput of 549,000 teu, an increase of 1%.

Even as there is significant investment and expansion of major infrastructure projects, there is a crying need to improve the supply chain – and the Vision 2030 plan has dealt with this vital aspect. Ship agency services, for example, have been freed from the restriction of being performed only by 100% Saudi owned companies or by a Saudi national.

“ **SAGIA (Saudi Arabian General Investment Authority) and MAWANI (Saudi Ports Authority) have confirmed that a non-Saudi investor can now perform all ship agency services, except for supplying fuel and Customs clearance services. This will encourage foreign investors, raise standards and is in line with the privatisation of the ports.** ”

Rizwan Osman

Legal Director for the law firm Clyde & Co.

More than \$750 million is being spent on King Abdulaziz Port in Dammam; and over \$70m is being spent on the Red Sea Gateway Terminal in Jeddah. There is the new King Abdullah Port in Rabigh, serving a new economic city; it will further boost over-all container handling.

“In the roads sector, a new motorway is being constructed between Saudi Arabia and Oman,” says Osman. “Once it is commissioned, there will be much lower lead times and trading costs will be lowered. Only the railway sector remains somewhat underdeveloped in terms of extent and usage, but whatever exists is of a relatively high quality.”

At the moment, there are five railway lines – a freight line between Dammam and Riyadh, via Abqaiq, Hofuf, Haradh and Al Kharj; a passenger rail line linking Dammam with Riyadh, via Abqaiq and Hofuf; the Dammam Port line which connects Hofuf with the Port of Dammam; a new railway service between Riyadh and the Qassim; and a line which opened only in October this year to service Makkah and Medina from Jeddah.

With over \$10 billion being invested on beefing up the roads, rail and port infrastructure over the next decade, and several Saudi ports in the process of being privatised, there is bound to be substantial international investment and a big improvement in cargo throughput by 2030, the terminal year of the vision of turning Saudi Arabia into a global logistics hub.

Over the following pages we talk in more detail to key players in ensuring Saudi Arabia's ambitious Vision 2030 becomes a reality.



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MAWANI

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SAUDI PORTS AUTHORITY

MAWANI WORKS AT PRIVATISING SAUDI ARABIA'S PORTS

Foreign shipping agencies will soon have the right to operate independently at Saudi Arabian ports rather than having to work with a local investor. The move follows the Saudi Ports Authority's (also known as 'Mawani') plans to privatise the kingdom's ports, and could prove particularly attractive to Gulf-based shipping operators.

The port privatisation plans are part of 14 public-private partnership investment initiatives announced in April 2018. These initiatives are worth up to SAR 28 billion (\$7.46bn), and could create 12,000 jobs and generate up to SAR 40bn (\$11bn) in non-oil revenue.

The change in shipping licences, a small part of the Kingdom's ongoing efforts to attract foreign investment, is still in its infancy, and has not yet been widely publicised, but the first licences for foreign-owned shipping agencies could be issued as early as next year, according to Riyadh-based lawyer Khurram Ali, Legal Director and Head of International Trade and Transportation at legal firm Clyde & Co.

"A letter from the Kingdom's Ministry of Commerce and Investment to Mawani in August stated there is now no legal objection to granting foreign investors shipping agency licences," said Ali, quoted by news agency Zawya. "Foreign investors are being encouraged to come in and take over the operations of the ports, and the agency services are added on to that."

Shipping agency duties include a range of services from clearing vessels, bringing them into berth, paying port dues, arranging husbandry and stores and supplies for the vessels, as well as changes of crew, and also booking cargo to be carried in and out of the Kingdom.

"On the back of that, the Ministry of Commerce and Industry and Mawani themselves have laid out the procedure, saying that foreign investors can apply for these licences," said Ali. "The only things they cannot apply for is Customs clearance and supplying fuel to vessels."

It is thought that the decision to issue the licences is unlikely to affect the Kingdom's national shipping company Bahri, which operates for the most part as a carrier; but it is likely to be of interest to companies already operating at other Gulf ports, including those in the United Arab Emirates.

Ali suggested that DP World, which already operates a terminal at the port in Jeddah, could operate a shipping agency as an add-on service.

The change could also impact Saudi-based shipping agencies already operating in the Kingdom, such as Kanoo Shipping, Barwil Agencies, Haji Abdullah Alireza & Co., and United Enterprises Co. (UNENCO), as they currently enter into contracts to allow external players to operate in the Kingdom.

"International companies like Maersk, for example, could now have their own independent licences," said Ali. "At the moment, you have a few companies which have the monopoly in the Kingdom, and that will potentially change."

"I would not be surprised if other groups and some of the companies in Dubai saw this as an opportunity, because the market in the UAE for ship agencies is very competitive, and there are a lot of players. I would not be surprised if some of the ship agencies in the UAE thought: 'Why can't we do this in Saudi Arabia?'"



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SCOOPING A FISTFUL OF AWARDS FOR EXCELLENCE

Recently, in the closing days of October, Bahri (originally National Shipping Corporation of Saudi Arabia) underscored its position of leadership in the world of transportation and logistics by scooping a fistful of coveted industry awards at ceremonies held in Dubai and London.

Participating in the fourth edition of the UAE Maritime Week, the Middle East's first comprehensive maritime event, Bahri was given the 'Dubai Maritime Innovation Award,' which recognises the company's outstanding performance and contributions towards the advancement of the industry.

In addition, Bahri received two awards at the 15th edition of the Seatrade Maritime Awards for the Middle East, Indian Subcontinent, and Africa. The company's CEO, Abdullah Aldubaikhi, accepted the 'Shipping Company of The Year' award and the 'Maritime Logistics Award' on behalf of the company.

The company also received the 'Best Talent Development Strategy' award at the 'Future Workplace Awards 2018' and the 'Global Transporter of the Year' award at the 'Transport & Logistics Middle East Excellence Awards 2018' in Dubai; and was further honored with the 'Breakbulk Operator of the Year' award at the 'Global Freight Awards' ceremony in London.

"2018 has been a remarkable year for Bahri as it recorded solid growth across its operations," says Aldubaikhi. "These awards are a testament to our constant endeavours focused on achieving excellence in our services and offerings.

"We have had double-digit growth in our net profits for the first three quarters of 2018. The results were achieved despite lower spot market

rates, particularly in the oil transportation sector, and an increase in bunker costs.

"Our strong financial results demonstrate the success of our ongoing transformation drive across the organisation. We have been making significant investments towards strengthening our fleet and adopting new technologies and innovations in our operations. These efforts have paid off in the form of improved performance in our various business units."

In the four decades since its inception as the national shipping carrier of Saudi Arabia, Bahri has grown from a small shipping firm operating multipurpose vessels to become one of the biggest transportation conglomerates in the world, and occupies a pre-eminent position in the global maritime industry today.

"Bahri has played a leading role in the transformation and growth of the global shipping industry through an unrelenting focus on innovation and a commitment to delivering technology-driven, value-added onshore and offshore services," says Aldubaikhi.

As one of the largest providers of maritime services globally, Bahri structures its operations around six business units that include Oil, Chemicals, Logistics, Dry Bulk, Ship Management, and Data.

The group's service offering includes transportation of crude oil, oil products, chemical, bulk and general cargo, as well as ship management. The company currently owns 93 vessels, including 46 VLCCs, 36 chemical/ product tankers, six multipurpose vessels and five dry bulk carriers.

Bahri also created a dedicated Big Data business unit in 2015 – called Bahri Data – as part of the company's quest to become a knowledge-based business, thereby further enhancing its status as a pioneering exponent of data-driven decision-making in the maritime industry.

"Bahri has embarked on the next phase of its growth journey, and the success of its endeavours hinges on industry collaborations and customer support," says Aldubaikhi.

"We have been tailoring our services to the needs of our customers – from optimising usage of third parties and building specially-designed vessels, to providing door-to-door transportation, domestically and across borders."



Abdullah Aldubaikhi
CEO of Bahri



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SAUDI MEGA-YARD IMI LOOKS TO BUILD ITS SUPPLY CHAIN

The new \$5.2bn mega shipyard complex being developed by International Maritime Industries (IMI) hosted a Q&A session for potential supply chain partners at the Seatrade Maritime Middle East event in Dubai in the last week of October 2018.

In attendance were Chief Executive Officer, Fathi K. Al Saleem; Chief Financial Officer, Emad Al Humam; Vice-President for Procurement & Supply Chain Management, Abdullah Al Muhanna; Vice-President for Business Development, Julian Panter; and General Manager of Asset Management & Marine Operations, Justin Taylor.

The stated objective of the session, which remained closed to the press for reasons of commercial confidentiality, was to build new strategic business relationships, principally with suppliers, but also with any ship owners or managers interested in using the yard's future newbuilding and MRO (maintenance, repair and overhaul) capabilities.

The IMI yard complex is under construction at Ras Al Khair on the Gulf coast of Saudi Arabia, some 200km north of Dammam. Saudi Aramco

and Bahri are majority partners in the joint venture, alongside South Korean shipbuilder Hyundai Heavy Industries and oil rig builder Lamprell of the UAE.

IMI says the combined expertise of the four partners – all world or regional leaders in their respective fields – in designing the new yard will ensure the very highest standards in construction and repair of both merchant ships and offshore rigs.

According to Lamprell, IMI can start business, after a loan agreement with the proposed government lender, the Saudi Industrial Development Fund. This is an important condition for the success of the IMI yard, in addition to the significant investment made by the Saudi government in the facility's infrastructure.

The construction process at the site is underway with dredging and associated activities in progress. The partners have made progress in creating the business infrastructure, including the management organisation, the internal governance structure and the detailed business plan.

This follows the first capital contribution by each partner in accordance with their pro rata share and in line with the original drawdown schedule. It is planned that, pursuant to one of the offtake agreements, ARO Drilling will order 20 jack-up rigs from the IMI yard over the next ten years.

Phase One of the of the project, the rig construction zone, is due to open in early-2019, with three further zones opening on a phased basis through until late-2021/ early-2022. Upon completion, it will be the largest combined drydock in the Middle East and North Africa, with the largest shiplift and combined lift capability of any drydock in the world, promises IMI.

This ambitious project will help drive the Kingdom's economic diversity and growth, and localise energy sector industries through the creation of "anchor projects" that will provide the cornerstone for the growth and development of supply chains. It will also position the Kingdom as a technological centre, with top global expertise in the field of marine engineering and construction in the region.



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الجمارك السعودية SAUDI CUSTOMS



SAUDI CUSTOMS' STRATEGY TO IMPROVE COMPETITIVENESS

The World Economic Forum's 2018 Global Competitiveness Report published on October 17, 2018, revealed that Saudi Arabia's Global Competitiveness Index (GCI) improved by two ranks compared to last year, placing the Kingdom in the 39th position among the 140 countries included in the report.

Driven by its commitment to achieve the ambitious goals set out in Saudi Arabia's Vision 2030, Saudi Customs have launched and implemented various initiatives that adopt and implement groundbreaking technologies and innovative practices that aim at enhancing the business environment, increase the competitiveness of the Saudi market, and attract international investment in cooperation with its partners.

"Our transformation journey had a positive impact in raising the Kingdom's GCI ranking for the first time since 2012," said Ahmed Alhakhani, Governor of Saudi Customs. "Our strategy included 41 initiatives that cover the pillars of Customs' work across all land, sea, and air ports."

Saudi Customs' strategy revolves around three pillars and four enablers. The strategic pillars are revenue realisation, contributing to security and cultural protection and prioritizing customer centricity and trade facilitation.

The four strategic enablers are: achievement of organizational excellence; enhancement of the risk management's effectiveness and efficiency; infrastructure improvement and operations' digitisation; and enhancing the organisation, managing the change and communicating internally.

Alhakhani outlined the various efforts done by Saudi Customs over the past two years to improve the competitiveness of the business environment and facilitate logistical procedures that are a key enabler to enhancing trade facilitation and customer centricity.

"Saudi Customs have succeeded in the clearance of more than 80% of Customs declarations within 24 hours, on average, through pre-clearance procedures, technology enhancement efforts and the digitisation of most Customs operations," he said.

Fasah, the electronic national system for import and export that was launched as a joint effort of 25 government entities, achieved a positive outcome in the clearance procedure, through enabling companies to track and complete their clearance procedures electronically, and contributed in decreasing the number of clearance documents.

"This was in addition to the issuance of the new Customs clearance practice guide, which authorised companies to issue Customs clearance license," said Faisal Saad Albedah, Deputy Governor for Trade Facilitation at Saudi Customs, outlining some of the results achieved by Saudi Customs initiatives.

The guide also included many amendments that aim to contribute to monitoring customs imports and exports clearance activities, reducing Customs violations, and addressing possible operational disputes. Faisal explained that local exporters were also allowed to use the Customs bonding zone for storage purposes, in line with trade facilitation procedures.

"As many as 1.4 million Customs declarations were cleared during the first half of 2018, and the volume of exports and imports during the same period exceeded 66 million tonnes, surpassing the value of SAR365 billion (\$97.3bn)," said Albedah.

"More than 80% of Saudi Customs declarations were cleared within an average of 24 hours, and many shipments received direct clearance before they even reach the Customs' ports."

Albedah also highlighted the importance of the Authorised Economic Operator Program (AEO) that will enhance the business environment and further facilitate Customs procedures.

"Through reducing the number of documents needed for import and export, and activating the pre-arrival electronic submission, the Customs procedures and mechanisms have been greatly enhanced," he said.

Albedah also mentioned the pioneering step recently taken by Saudi Customs in cooperation with their strategic partner 'Tabadul' and international companies such as IBM Technical and Maersk Shipping Company to implement Blockchain technology in sea ports for digital transactions via the Internet.

"Blockchain ensures validation, licensing, and the highest levels of security and encryption to improve and digitalize sea shipments," he said. "This technology aims to speed up and facilitate ports operations safely, reliably, and at a high encryption level."

Albedah also said that more work was underway on several projects that include improving exemptions and restrictions procedures, developing logistics services, and automating additional Customs procedures.

Watch: Saudi Customs on trade facilitation >



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ميناء الملك عبدالله King Abdullah Port

UNIQUE LOCATION, INCOMPARABLE INFRASTRUCTURE

A prime example of the government-private joint-enterprise model, King Abdullah Port, located in King Abdullah Economic City, north of Jeddah, was established to foster a proper environment for successful and safe investment.

Situated on the global trade route, the port was conceived of as a Middle Eastern hub, to facilitate trade between Asia and Europe. It serves Saudi Arabia, the Middle Eastern and Arabian Gulf markets, in addition to the borders that link them.

“Our strategic location as the closest port to the Suez Canal with access to both the Mediterranean Sea and the Indian Ocean allows for fast, safe and easy access for a transfer of goods,” says the port’s Chief Executive Officer, Rayan Mustafa Qutub.

“Our proximity to the industrial projects in Jeddah, Rabigh and Yanbu, as well as the residential compounds in Jeddah, Mecca and Medina is a huge point in our favour. In addition, we employ modern methods of implementation, and use the latest and most advanced devices and services. Our skilled and multi-disciplined work force allows us to handle ships and goods quickly and effectively.”

The port boasts an exceptional infrastructure. Facilities include multi-purpose terminals that cater to containers, ro-ro and bulk cargo, more than 30 deepwater berths that can handle next-generation vessels, the

world’s biggest and most advanced container-handling cranes, direct round-the-clock link to inter-city highways, and a dedicated terminal for the Saudi Railway Land bridge.

Transportation links include a railway terminal for freight and cargo that links the port to the main regions of Saudi Arabia with a capacity of 6.5 million teu; and also provides proximity to the Industrial Valley at King Abdullah Economic City, which offers the opportunity to buy or lease appropriate-sized plots of land to accommodate both current and future business needs.

In addition to the industrial areas and logistics, there are specialised zones dedicated to special requirements. Amongst these is the Gas Zone, which will be developed in Phase-II to supply natural gas for investors of specific industries holding the requisite gas allocations, to enjoy a significant cost advantage.

Directly adjacent to King Abdullah Port, the Bonded and Re-export Zone (BRZ) is a securely controlled area that offers land and facilities for the storage of imported goods net of duty, streamlined import/export processes and support services for global logistics and supply chain operators.

There is also a Technological Park, which is a unique district within the Industrial Valley, and which focuses on the future, providing the ideal infrastructure and environment for innovation.

“Ready facilities are now available to expand or set up new businesses,” says Qutub. “Our Industrial Valley Logistics Park currently offers 1,026 sq metre units of flexible space for storage, office space or light manufacturing, and the set-up to accommodate both EU and US pallets. The park has 24/7 security and ready-installed fire alarm systems for added peace of mind.”

King Abdullah Port is conscious of the need to reduce potential hazards to the environment, and therefore uses sensitive equipment to monitor air and water quality at various locations within the port.

“The port has an innovative design that respects the surrounding marine environment,” says Qutub. “We also try to minimise use of toxic substances, and promote rationalisation and management of energy and water consumption.”

Watch: King Abdullah Ports CEO discusses regional development >



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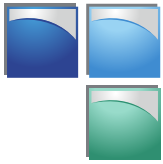
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محطة بوابة البحر الأحمر RED SEA GATEWAY TERMINAL

MODERN CRANES PERMIT HANDLING OF ULCVS

Red Sea Gateway Terminal (RSGT), the flagship container terminal at Jeddah Islamic Port, is a world-class facility, spearheaded by the Saudi Industrial Services group (SISCO). It was also the result of the first privately funded, BOT (build, operate, transfer) port development agreement in Saudi Arabia.

“Coupled with the demand within the Red Sea region for an integrated logistics hub, we set out to construct the country’s first BOT terminal,” says RSGT’s CEO, Jens O. Floe.

“We had a vision to enhance trade, thus regaining Jeddah’s rightful place as the ideal gateway into Saudi Arabia, as well as the transshipment hub on the Red Sea, allowing the port to compete with the leading ports of the world. No doubt, Jeddah as a port enjoys immense importance. Being on a strategic location made it an obvious choice for access into the regional markets.”

The downside was that the existing port, prior to RSGT’s arrival, lacked both the capacity and the capability to handle the operational demands of shipping lines – and of course the new mega vessels. Indeed, worldwide, few existing ports are really ready for these gigantic ships that require sufficient land-side capacity to keep cargo moving for vessels to maintain their schedules.

“Despite the challenging and unique circumstances facing the world, we did not waver in our commitment,” says Floe. “Backed by an economy that has demonstrated greater resilience compared to many of the G20 nations, and a mother-port that has maintained more solid growth in local volume than other ports, thanks to stable domestic consumption, we have delivered as we promised!”

The \$540 million terminal, which covers 750,000 sq meters, has a 450,000 sq meter yard designed to store 45,000 teu and 2,800 reefer points. It started operations on 22 December 2009; and within a year, despite 2010 being an exceptionally rocky year for shipping, outperformed expectations.

“It was a result of aggressive commercial planning, combined with relentless focus on operational and administrative cost,” recalls Floe. “The number of ships handled went up from 14 in January 2010 to 64 in November the same year.”

A major milestone was achieved on October 17 last year, when four of the largest and most modern ship-to-shore cranes arrived at Jeddah, allowing it to accommodate increasing vessel size and growing volumes.

“These new cranes were brought in to increase the capacity of the terminal by 50%, to reach 2.5 million teu, which was bound to have a major impact on the leadership of Jeddah Islamic Port, and enhance the Kingdom’s commercial position,” says RSGT’s Executive Vice-chairman, Aamer A. Alireza.

RSGT has indeed been redefining standards, and now boasts 14 super post-panamax cranes and a 300-metre wide, 4-km long dedicated navigation channel with a draught of 16.5 metres, capable of handling the world’s largest container vessels.

In the recent past, RSGT has been receiving on a regular basis an increasing number of Ultra Large Container Vessels, each with a carrying capacity of over 14,000 teu, and including the 19,100-teu CSCL Globe, the 18,000-teu Mayview Maersk, and the 19,000-teu Al Nefud.



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LogiPoint
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LOGISTICS SERVICE PROVIDER THAT “GOES ONE STEP FURTHER”

An established logistics service provider with a history of landmark logistics projects, LogiPoint is the brainchild of two established industry leaders, SISCO and the Xenel Group; and is a sister company of Red Sea Gateway Terminal (RSGT). Its slogan line is “We go one step further”.

To set down the credentials of the two founding partners, SISCO (Saudi Industrial Services Company) is one of the Kingdom's most prominent companies, which has undertaken large-scale investments in desalination plants, free zone ports, industrial estate development and other key projects.

Xenel is an acknowledged innovator and leader in building projects and companies in infrastructure, diversified industries and contracting, both regionally and internationally.

It was in 1999 that the company introduced the concept of a Bonded and Re-export Zone (BRZ) to the regulatory authorities in the Kingdom of Saudi Arabia, while laying out its benefits to the national economy.

Since then, Tusdeer has grown from a mere idea to a success story in its own right in developing the Kingdom's first BRZ, a multi-purpose logistics zone with one million sq metres of state-of-the-art logistics infrastructure within the Jeddah Islamic Port (JIP). It was developed under a BOT (build, operate, transfer) concession agreement with the Saudi Ports Authority.

In 2002, the first warehouse village was inaugurated with a total area of 17,600 sq metres – 34 warehouses with 518 sq metres each. ISNAD (Support Services Operations Co) was established in 2005 with the aim of servicing the total logistics cycle for customers, including city logistics, equipment rental and transportation services.

A major milestone was crossed in 2016, when Tusdeer and ISNAD merged to provide a one-stop integrated solution for storage, value-added logistics services and transportation.

In 2017, ISNAD signed with MODON to invest, develop and operate the Jeddah Logistics Hub (JLH) at Jeddah industrial Area One. The concept of the logistics hub is a one-stop location to provide industrial area users with several enabling logistics support services, such as truck parking facilities, equipment workshop facilities, industrial and retail fuel stations, truckers' rest area, and so on.

It was also in 2017 that LogiPoint was born, with the merger of Tusdeer, JLP (Jeddah Logistics Park), ISNAD and JLH under a single umbrella. It became a pre-eminent logistics real estate company that focused on providing a cluster of high value-added services and a business-friendly environment that would enable clients to focus on their core businesses and increase the efficiency of their operations.

LogiPoint's vital statistics are mind-boggling – a total land area of 1.78 million sq metres; 347,600 sq m of warehouse area; 70,000 sq m of truck parking area; 6,400 sq m of residential area; 747,000 sq m of total open yard; 38,800 sq m of commercial area and 11,800 sq m of truck service area.

“We now have behind us 19 years of impeccable service to customers across all the major industry segments,” says Ayman Barqawi, Executive Director of LogiPoint Portfolio. “Our uniquely positioned logistics zones and hands-on experience give our customers transactional, tactical and strategic benefits.

“We understand our customer's supply chain, and have the unique position to provide logistics support at every stage of the chain. We help clients avoid unplanned and variable expenses in terms of demurrage and penalties. LogiPoint delivers a comprehensive, safe and convenient end-to-end solution by leveraging our strategic assets.”



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SAUDI'S MOST MODERN EXPORT-IMPORT GATEWAY

Arguably Saudi Arabia's most modern and heavily automated export-import gateway, Hutchison Ports Dammam (HPD, formerly known as International Ports Services) is a multi-purpose deepwater facility situated at King Abdulaziz Port, Dammam, in the Eastern Province of Saudi Arabia.

The port is a joint venture between Hong Kong's Hutchison Ports (the world's leading port investor, developer and operator with a network of port operations in 51 ports spanning 26 countries throughout Asia) and MACNA (The Maritime Company for Navigation).

MACNA is one of Saudi Arabia's largest maritime companies, set up in 1995 for the purpose of developing shipping activities including sea, air, and land transportation all over the world. It owns a fleet of several ships

working in the field of marine transportation for both passengers and cargo.

"Ours is a multi-purpose deepwater port with facilities for handling container, ro-ro, breakbulk, and refrigerated cargo," says Jay New, HPD's CEO and General Manager.

"We have been constantly breaking records, and continually setting the bar higher for productivity standards. In addition, we provide export hubbing within Hutchison Port Holdings' global network."

Employing the most technologically advanced features, the port features remote-controlled quay cranes, automated gates and award-winning IT services. Container-handling operations are supported by specialised equipment, planned and monitored by the NAVIS SPARCS and Express Terminal Operating System.

HPD has two multi-purpose berths for ro-ro and breakbulk operations. Loading and discharging of RORO units are recorded using Teklogix Mobile equipped with barcode scanner that ensures accuracy, avoid delays and expedites ro-ro operations.

The terminal has three rail tracks and a rail stacking area next to the tracks. All Riyadh-bound import containers after discharging are directly shifted to Rail Stack, where they are finally loaded on the train.

HPD provides an integrated bonded zone in Dammam Port at Saudi Development & Export Services for warehouses, open storage, container zone and auto zone. It also has a dedicated temperature-controlled reefer facility, with 2300 reefer points; and a dedicated area for container freight station (CFS) operations.



PROVIDING NATIONWIDE NETWORK OF WAREHOUSES

A state-of-the-art 100,000 sq metre logistics facility has been opened near King Abdulaziz Port in Dammam by Kanoo Logistics, part of the Yusuf bin Ahmed Kanoo Group. The multipurpose facility includes a 10,000 sq m warehouse, as well as 500 sq m of elevated staging area and 5,000 sq m of parking space.

"At YBA Kanoo, through Kanoo Logistics, we are always looking for solutions that will benefit our customers and help their businesses grow," said Kanoo's Acting Group CEO, Fawzi Ahmed Kanoo. "We therefore chose to be near King Abdulaziz Port in Dammam to build the new warehouse, since it is an ideal location to store both import and export goods."

Kanoo Logistics' network includes both dedicated and multipurpose warehouses across Saudi Arabia, UAE, Oman, and Bahrain, which have a combined capacity exceeding 40,000 sq m of storage space. It also operates several open yard storage facilities in Saudi Arabia, comprising over 325,000 sq m in total.

The network provides storage for a variety of sectors, including the petrochemical and automotive industries, as well as fast-moving consumer goods (FMCG), even as Kanoo has a specialised hazardous chemicals facility in Dammam. All of its warehouses and yards are in close proximity to ports in these locations.

"To put matters in a nutshell, the number of calls that we handle, the diversity of demands that we cater to, the number of ports that we cover, and the number of various shipping activities that we are involved with in the region make us the largest independent family-owned shipping agency in the entire Middle East," says Kanoo.



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الشركة السعودية العالمية للموانئ
SAUDI GLOBAL PORTS CO.

RISING STAR ON THE SAUDI MARITIME HORIZON

Saudi Global Ports Co (SGPC), the new star on Saudi Arabia's maritime landscape, is a joint-venture company, formed between the public investment fund (PIF) of the Kingdom of Saudi Arabia and Singapore's PSA international (PSA). It will develop, operate and manage the second container terminal at the King Abdul Aziz port in Dammam, a key gateway in the Arabian Gulf.

The SGP terminal will be equipped with the latest equipment and technology to serve the fast growing economy of the kingdom and

the regional economies of Arabian peninsula, and transform Dammam into a preferred port of call. Being the biggest port in Saudi Arabia, Dammam is ideally located close to the kingdom's economic heart and capital city Riyadh, and linked by an existing railway network and highways to the rest of the country.

More than 14 weekly services from over 20 shipping lines connect Dammam port with the rest of the world. SGPC provides a state-of-the-art container handling facility to its customers, with two containers berths

equipped with six super post-panamax cranes to cater to the world's largest container vessels.

"The quay length is 700 metres in the first phase, and will increase to 1.2 km after expansion in the next phase," says Edward Tah, SGPC's Head of Operations. "The port has a 16-metre alongside draught, and can thus handle most of the world's largest container ships."

The container-handling operations are supported by the latest container-handling equipment and fully automated terminal operating system COSMOS, which has a fully integrated EDI (electronic data interchange) module that generates and auto-delivers EDIs through email to its customers.

Hamid Ali Rehmani, SGPC's Commercial, Claims and Legal Manager, adds, "In addition, the import/export EDIs uploaded by ship agents to Saudi EDI, a government-based nationwide EDI system, are uploaded to the terminal operating system by the Planning department without the need for manual data entry. This ensures accuracy of data and faster data availability for operational planning."



LARGEST OFFSHORE SERVICES PROVIDER IN THE MIDDLE EAST

Acknowledged today as the largest provider of offshore and marine services in the Middle East, Zamil Offshore Services was founded in 1977 as a 100% Saudi company working in diversified business fields. Its scope of work covers offshore marine services, ship chandling, ship chartering, offshore hook-up projects, offshore shipbuilding, ship & rig repairs, and sea ports operation and management.

"We own and operate the largest specialised offshore fleet in the region, with most vessels on long-term charter to Saudi Aramco, and a few to companies in Qatar and the UAE," says chairman Zamil Al Zamil.

"We also provide navigation and pilotage services at King Abdulaziz Port in Dammam. With our dedicated shipyard, we are the premier shipbuilder in Saudi Arabia and the most respected offshore rig-repairer in the Kingdom."

Zamil's newbuilding order-book is impressive, and includes seven Rolls Royce UT 722-2 AHTS vessels, one buoy-handling vessel and three harbor service tugs for the Saudi Seaports Authority; two tugs for the Saudi Royal Navy and one diving support vessel for a Saudi owner who has requested anonymity.

The Marine Operations division is one of the largest specialised offshore and marine services providers in the Middle East. It owns and operates the largest specialised offshore fleet in the Arabian Gulf, with most of the vessels being on long-term charter to Saudi Aramco, and a few being on short-term charter to companies in Qatar and the UAE.

The Shipbuilding, Ship & Rig Repair division manages and operates Zamil Shipyard, located inside Dammam port, with facilities spread over 121,400 sq metres, and with a 500-metre waterfront. The yard has a ship lift, which can handle vessels up to 1500 tons, 80

metres in length and 15 metres in breadth.

Zamil's Engineering & Construction Services division works in the specialised field of offshore hook-up projects with Saudi Aramco. It has a seven-year contract for the maintenance, upgrade, modification and commissioning support for Aramco's rigs and platforms in the Arabian Gulf.

Zamil Offshore operates the navigation and pilotage at King Abdulaziz Port in Dammam, serving about 2,400 vessels calling annually. It operates the navigation tower and nine harbor tugs, two pilot boats, one fire boat, one oil skimmer, one floating crane and one garbage collection barge.

"Being the largest offshore services provider in the Middle East, supported by over four decades of experience, we are confident of being able to diversify internationally with other partners," says Sufiyan Al Zamil, president of Zamil Offshore.

"We are considering partnership, alliances and joint ventures with multinational companies in Europe, South East Asia and the Far East."



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CATERING TO THE REPAIR NEEDS OF SAUDI VESSELS AND RIGS

The port of Dammam on the Eastern Province of the Kingdom of Saudi Arabia, home of the national oil company Saudi Aramco, has seen tremendous growth over the last 30 years.

To match this growth, the King Abdulaziz Port of Dammam has increased tenfold over the last decade, to establish itself as a major maritime hub of the Arabian Gulf and the main gateway to the Eastern Province and the capital Riyadh. Its location at the center of the Arabian Gulf and hinterland connections makes it an ideal choice for all connected to the marine, oil and gas industry.

Dammam Shipyard, located inside the Port of Dammam, allows owners to repair vessels, jack-up rigs or drilling platforms without leaving Saudi waters. Its strategic location saves Saudi rig owners a lot of time and money by conducting local repairs.

Part of the Riyadh-based Al Blagha Group, one of the largest marine infrastructure companies in Saudi Arabia, who control and manage a

number of maritime/ construction projects in the MENA region, Dammam Shipyard is fully equipped to support the marine, oil and gas industry with two IACS (International Association of Classification Societies) classed floating docks.

A sister outfit, Jeddah Shiprepair, currently works with Saudi Aramco, Coastguard Royal Saudi Naval Forces (RSNF), and solves problems and provides support in marine-based projects for the Royal Saudi Naval Forces, Royal Saudi Coastguard and Saudi Aramco.

A third division, Dammam Shipyard Offshore Division, was established recently to provide repairs for jack-up and land rigs in the Arabian Gulf and mobile engineering services to drilling and EPCI companies based in Saudi Arabia.



Globe
Group
مجموعة جلوب

WELL DIVERSIFIED MARINE PORTFOLIO

Since its establishment in 1976, the Dammam-based Globe has grown into one of Saudi Arabia's leading marine services groups, with a diversified portfolio that includes shipping, logistics, transportation, port operations, logistics, operations and maintenance,

container terminals, petrol and chemical plants, restaurants, real estate and retail fashion brands.

The company's business activities are looked after by six divisions – shipping, logistics, projects, retail, trading and motors.

Globe Shipping has an impressive track record of successfully identifying, introducing and representing as an agent, some of the world's most reputed container carriers in the market. In addition to its major shipping activities, Group is diversifying into other areas like freight forwarding, ISO tank business, flexi tanks, project cargo, heavy lift, etc.

A few years after its inception, Globe created Globe Logistics, which provides domestic and international land transportation services. The company offers safe, modern and efficient land transportation and container terminal services to local customers, importers and exporters, relying on its own 2,000 trucks for its

operations, and trusting 1,500 sub-contracted units for more flexibility.

The group operated the general cargo and container terminal at the East Port of Dammam on a 10-year lease, and was also the operator of the General & Grain Cargo Terminal at Jubail Commercial Port for a 10-year lease period.

"For the past 42 years, we have offered our clients exemplary service in a number of logistical areas," says Globe's Managing Director, Maad Ehsan Abdul Jawad. "Whether it is a one-off requirement, or a comprehensive turnkey operation, or a multi-faceted collaboration, we have the local knowledge, combined with the best professional and technical expertise to deliver beyond your expectations.

"'Creating Peace of Mind' is not just a fancy tag-line. Every member of our team believes in our core purpose, and understands what it means to our clients and our own success."



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موانئ دبي العالمية DP WORLD

PLAYING ITS ROLE IN ACHIEVING VISION 2030

A year ago, Sultan Ahmed Bin Sulayem, Group Chairman and CEO of global trade enabler DP World, unveiled plans to develop Saudi Arabia's Jeddah port in support of the Saudi Vision 2030.

Bin Sulayem outlined the significance of Jeddah as a gateway port for the Saudi market and for the region, connecting to major markets in Africa and the Middle East, and said that its role as a trade hub could be further boosted by DP World's vision for its development over the next 30 years.

"As the first major investor in Jeddah Islamic Port (JIP) for almost 20 years now, we are committed to supporting the Kingdom's effort to leverage its resources and investment capabilities through the development of Jeddah port," said Bin Sulayem.

"Our plans involve increasing efficiencies by using innovative tech solutions and making DP World Jeddah a semi-automated facility to create skilled jobs for Saudi nationals.

"We would like to help transform the port to an important gateway to markets serving 500 million people which will make the Kingdom's ports and logistics services a necessity and not a choice for global trade markets, particularly the Red Sea, which is the blood line of global trade."

Mohammad Al Shaikh, CEO of DP World Middle East, feels that DP World Jeddah is strategically placed in linking all international shipping routes and being in a place adjacent to many sea ports in the Red Sea region. "Jeddah port is pivotal in facilitating the

movement of goods between the East and West, and in boosting Saudi exports," he says.

The DP World Jeddah operates the South Container Terminal at JIP, with eight berths stretching along 1.90 km of quay with 16.5-metre draft. The common-user, multi-purpose facility of 1.56 million sq metres provides 67 hectares of container storage and six CFS warehouses, along with 16 gantry cranes, backed by a modern fleet of yard handling equipment. Its installed capacity is 1.7m teu.

"We are working on a new development to reconfigure the yard from 1.7m teu to 2.4m teu," says Al Shaikh. "We are upgrading our Sparcs system to the latest version, in line with DP World's standards. We have invested considerable resources, both financial and in terms of expertise, to ensure that the terminal operates to international standards in the handling of the new-generation mega-containerships."



SEEKING TO PRODUCE ALL-ROUND MARINERS

Two years ago, when the Faculty of Maritime Studies (FMS) at King Abdul Aziz University started conducting interviews for its student intake, the Dean, Dr Hattan A Timraz, spent several anxious days wondering whether the institution would have enough students to justify its staff expenditure.

"Today, we are barely able to keep up with demand from the maritime industry," says Dr

Timraz, who doubles as Assistant Professor for International Maritime Law. "The offshore industry is booming again, and companies are buying new vessels. There is now a profusion of supply vessels, barges, tug boats and offshore support vessels."

In the first year, the FMS took in 80 students, a figure that went up to 130 the following year. This year, the intake was 164; and it appears headed for the round 200.

"That is where we expect to stay for the next five years," says Dr Timraz. "Since we have five-year courses for subjects like Marine Engineering, Port Operations and Port Management, at some point, we expect to reach a thousand students on campus."

Dr Faisal M Aisaaq, who heads the Department of Hydrographic Surveying, Geomatics Engineering adds that, apart from supplying officers and cadets to Saudi Aramco and Bahri, who are the FMS's partners, the facility has had prominent companies like Zamil Offshore and Huta Marine coming for campus interviews.

"We try to produce all-round graduates who can go on any kind of vessel," says Dr Timraz. "After I graduated, I sailed for only two years, and then came ashore. When I graduated, there were very few Saudi mariners; and I did

not think it was worthwhile my staying at sea.

"But now the scenario has changed; and there are several Saudi youngsters who want to make the sea their career. There has been a big change in both attitude towards the sea and the culture in Saudi Arabia."

At the moment, the college is funded by the government, even as the tuition fees make a small contribution to the finances needed for running the place. But within five years, the institution hopes to be self-sufficient.

In the huge new building that is currently under construction, and into which the Dean hopes to move by the middle of next term, there will be a complex of 11 simulators, including bridge and engine room simulators and ground control simulators.

"Two of these will be 360-degree bridge simulators," says Dr Timraz. "There will be 23 laboratories and a number of classrooms, a large library and areas for student activities. It will be a facility that we can be justifiably proud of.

"The Annexe building is almost ready; we expect to be moving into it in the next couple of months after the landscaping is complete. The current building will then house offices and will be used mainly for administration."



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MULTIFACETED FAMILY BUSINESS

A company with a history dating back over a century and a half, and which has a company registration number '1' – the House of Alireza (also known as Beit Zainal) is Saudi Arabia's oldest family business, which actually managed and operated Jeddah Sea Port for a full decade.

Started in 1845 with the importation of foodstuffs, textiles and other merchandise from the Middle East and the Indian sub-continent, Haji Abdullah Alireza & Co (as it was re-titled in 1929) grew steadily with the acquisition of agencies of the shipping lines that carried these commodities, and opened offices in Riyadh and Dammam.

In the 1940s, the company broadened its base to include Ford Motor Co dealership, distribution of petroleum products, telecommunication contracts and bolstering of the shipping side of its business.

In 1960, the Company was incorporated into a limited liability enterprise. The subsequent decades witnessed significant change, both in its areas of interest and in the nature of its business relationships. Preferred are partnerships and joint ventures with reputable international companies desirous of participating in the development of the Kingdom.

"The management and operation of the Jeddah Sea Port for ten years, the first hyperbolic navigation system for the Ports Authority, computer centre for National Information Centre, land mobile radio and flight information display systems at King Fahd International Airport, Dhahran were some of our group's other business ventures," says Tarek A. Almarzouky, Haji Abdullah Alireza & Co's Chief Executive Officer – Maritime and Transportation.

"It must be stressed that, first and foremost, the House of Alireza is a family concern. There is a separate division responsible for each of the company's interests, which include

telecommunication systems, maritime services, travel and tours, lube oil blending and projects and commercial affairs. A retail outlet, Golden Palm, trades in jewellery and watches."

The House of Alireza has participated substantially in the formation of Saudi joint companies with world renowned corporations. A company originally founded in partnership with an international oil company and now a wholly Saudi owned company, is engaged in marketing of lubricating oils, ship bunkering, aircraft refueling.

Terminal operation, inland transportation and logistic support were until recently the concern of a joint company formed with the association of a well-known shipping line, which has now been converted into a 100% Saudi-owned company.



Tarek A. Almarzouky

Chief Executive Officer, Haji Abdullah Alireza & Co



LEADING MARINE CONSTRUCTION COMPANY IN THE MIDDLE EAST

The name of the Huta Group is inextricably linked with that of King Abdullah Port (KAP), if only for the fact that the group is a major owner of the port, which remains its most important investment.

"There is no government funding in KAP, which we started building in 2011; our Group holds a 50% stake, amounting to SAR2.6bn (roughly \$700m) in Ports Development Company, which owns and has developed KAP," says Michael Wuebbens, managing director of the Huta Group, which has more than 7,000 employees in seven companies, spread all over Saudi Arabia.

"For over half a century, the Huta Group has

been a forward-thinking leader through its deep understanding and knowledge of the region, that is crucial for infrastructural development and the rapid rise and growth of a society. We have always set high standards, because every project should be a milestone."

Of the companies that form the Huta Group, the leading firm, Huta Marine, is one of the best-known marine construction companies in the Middle East, and operates in the fields of dredging and reclamation, harbour construction and industrial installations.

"Be it dredging, reclamation works, port construction or any other Marine Civil related works, our ISO-9001 certified Huta Marine Works (HMW) has proven its merit above and beyond any reservation," says Wuebbens. "With our team of professionals and the latest fleet of dredging and floating construction equipment, HMW is turning every project into an ultimate industry reference and a case study!"

In the field of marine engineering, the group has completed a vast number of projects, including the entire construction of King Abdullah Port, dredging and reclamation, building of offshore

bridges and roads; dredging and reclamation and land development of Tusdeer free trade zone; the building of the recreational and passenger terminal of Yanbu Commercial Port; dredging at Khaleej Salman Bay; Obhur Creek development; and marine EPC works at several power plants in the kingdom.

Of the other group companies, Huta Hegerfeld operates in the fields of foundation engineering, civil engineering and building works, while Huta Foundation is in deep foundation, retaining structures, all piles tests and improvements. Huta Environment operates in environmental consulting, geographic information system and waste management.

A fifth company, Huta Water, handles desalination of sea water and potable water supply to regional markets, while Saudi Cranes is in mobile and crawler crane rental service, jobsite and lifting studies and contract lifts.

The seventh outfit, Ports Development Co (PDC) operates in the fields of transportation and logistics, bunkering and running container and ro-ro terminals. It owns a capacity of 20 million containers and 1.5 million vehicles.