



Jafza bi-monthly newsletter

THE Zone



JAFZA SEEKS TO SUPPORT ECONOMIC DEVELOPMENT BY STIMULATING EXPORT GROWTH

Joins Hands with DEDC to Enhance Jafza Companies' Export Potential



A Manufacturing Plant in Jafza

Despite WTO's grim economic growth outlook, Dubai has achieved a remarkably strong growth in its non-oil trade. In 2007, Dubai's non-oil trade grew by 29.7% to reach AED 678.5 billion. In percentage terms, Dubai's exports registered an increase of 24% while imports rose by 32%. But in terms of actual figures, there is a wide gap between Dubai's non-oil imports and its non-oil exports. In 2007, Dubai imported goods worth AED 453.34 billion while its exports valued at AED 225.16 billion. Jafza seeks to reduce this gap and wants to boost Dubai's economy by stimulating substantial growth in its exports, thus providing a sustainable basis for Dubai's long-term economic development.

To achieve this goal, Jafza, as a part of its long-term strategy, recently signed a Memorandum of Understanding with Dubai Export Development Corporation (DEDC). Under the MoU, DEDC will provide Jafza companies full guidance and support to enable them to enhance their export capabilities.

DEDC will help exporters by providing them necessary information on potential markets and strategic support in enabling them to extend their reach into these export destinations.

contributor to Dubai's non-oil trade. In 2007, Jafza accounted for 37% of Dubai's total non-oil trade. Jafza-based companies generated more than half of Dubai's total non-oil exports in 2007.



(From left to right) Ms. Fatma Salem, Executive Vice President, Operations, Jafza, Pat McGillicuddy, Chief Operating Officer, EZW, Ms. Salma Hareb, Chief Executive Officer, EZW, Eng. Saed Al Awadi, Chief Executive Officer, DEDC and Asim Al Abbasi, Chief Financial Officer, EZW.

Jafza is one of the main drivers of Dubai's impressive economic growth and development. It is also a major

This move seeks to support its valued clients in their respective growth initiatives.

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TECHNOPARK



US TECHNOLOGY MAJOR 3M JOINS TECHNOPARK

Plans to Set Up a High-Tech Manufacturing Base to Serve the Regional Markets



Hamad Al Hashemi, MD, TechnoPark and Irfan Malik, Regional Managing Director, 3M signed the agreement in the presence of Ms. Salma Hareb, CEO, Economic Zones World and Abdalla Al Banna, Vice President, Sales and Marketing, TechnoPark.

3M, a Minnesota-based highly diversified global technology company, has recently signed a long-term lease agreement for a 40 thousand square metre plot in TechnoPark. The agreement was signed by Hamad Al Hashemi, Managing Director, TechnoPark and Irfan Malik, Regional Managing Director, 3M, in the presence of Ms. Salma Hareb, CEO of Economic Zones World. TechnoPark is an Economic Zones World company.

One of the top 2008 Global Fortune 500 companies, 3M, plans to set up a high-tech manufacturing base in TechnoPark to cater to the regional markets. From its upcoming facility, 3M also plans to provide localized technical and professional service support to its customers in the region.

A recognized leader in research and development, 3M produces thousands of innovative products for dozens of diverse markets worldwide. 3M's core strength is applying more than 40 of its distinct technology platforms - often in combination - to a wide array of customer needs. With \$24 billion in sales, 3M employs 75,000 people worldwide and has operations in more than 60 countries.

3M's business is essentially rooted in applied research and innovation across several sectors. Research and development forms the core of 3M's operations. It spends an average of 5% of its gross revenue on R&D projects every year. In 2007, 3M spent \$1.42 billion on R&D.



TECHNOPARK NOMINATED TO INSME BOARD

Seeks to Working Closely with INSME on Facilitating SME Growth in UAE and the Region

The General Assembly of International Network for Small and Medium Sized Enterprises (INSME), in its 2008 annual meeting, has unanimously chosen and nominated TechnoPark as a member on its Board of Directors.

The nomination makes TechnoPark the first member from the Middle East to join the INSME Board.

Rome-based INSME, is one of the world's leading non-profit associations engaged in promoting trans-national cooperation and public-private partnership in the field of innovation and technology transfer to SMEs.

The 2008 INSME annual meeting held in Guangzhou, People's Republic of China, from July 1st to July 4th, focused on "SME Innovation and Growth", by increasing capital access.



Dr. Samir Hamrouni, Sr. Advisor Science and Technology, TechnoPark

The annual meet concluded with a clarion call to aggressively promote cross-border cooperation and public-private partnership to facilitate inhibited growth in SMEs.

TechnoPark, through close cooperation with INSME, seeks to stimulate innovation-led growth in the UAE and the region's small and medium-sized enterprises.

Dr. Samir Hamrouni, Senior Advisor Science and Technology, represented TechnoPark at the annual INSME meeting. During his visit to China, Dr. Hamrouni met D. Liang Gui,

Director General of Torch Center Innofund, one of the biggest technology centres in China and discussed possibilities of cooperation in sciences, technology and transfer of expertise.

The Torch Centre is a leading organization engaged in promoting high-tech industrialization in China. The Centre has so far provided a total of 5.3 billion Yuan to almost 8,000 projects in various technology sectors; and has over 600 technology business incubators across China with nearly 40,000 companies, 9 international business incubators and a dozen sector-specific incubators, in addition to 62 university parks.

During his China trip, Dr. Hamrouni also visited China International Europe Business School (CIEBS) and met with Mr. Pedro Nueno, Professor of Entrepreneurship and Executive President of CIEBS, to initiate dialogue on collaboration and partnership in the technology education sector, and with TechnoPark's Dubai International Business School.

GAZELEY**GAZELEY: DELIVERING VALUE - ENHANCING GROUP'S CORE STRENGTHS**

John Lewis (Retail) Warehouse at Magna Park Milton Keynes (UK)

Economic Zones World's acquisition of Gazeley, a logistics property development subsidiary of Wal-Mart in June this year has been described as a strategically astute move for both the parties. The coming together of the two companies has added great value to both the organizations and complemented each other's core capabilities.

UK-based Gazeley Ltd. is a global provider of sustainable logistics space. Gazeley's unstinted commitment to environment and energy conservation fully complements Economic Zones World's core values that centre around sustainable developments and community welfare, wherever they operate.

Gazeley was founded in 1987 in the UK to develop industrial and warehouse space for ASDA, a leading supermarket chain in the UK, which was taken over by Wal-Mart in 1999. It was one of the first developers to recognise that being a profitable business, adding value to customers and protecting the environment are compatible and as a result started building its core strength on eco and energy efficiency components.

As a fully owned subsidiary of Wal-Mart, Gazeley has since developed more than 5.6 million square metres of sustainable warehouse and industrial space for leading multi national corporations and third party logistics providers worldwide which recognize the significant long term benefits provided by environmentally-friendly development. Gazeley's diverse client base today comprises a number of Fortune Global 500 Companies including Procter & Gamble, Nestle, Kenwood, Woolworths, John Lewis, DHL, TNT, Exel, Kuehne & Nagel International among many others. Gazeley is also the preferred developer of warehouse and logistics space for Wal-Mart and ASDA.

Gazeley has strong presence in the UK, France, Belgium, Spain, Germany, Italy, China, Mexico and India and has plans to further expand into Central and Eastern Europe. It has developed sustainable warehousing and industrial projects worth more than US\$ 721 million across Europe in 2007.

In the first phase of its plan to develop its presence in Central and Eastern Europe, Gazeley has recently appointed

ground-breaking biological waste water treatment process for the first time. Over the past five years Gazeley has built 1.2 million square metres of eco-efficient, sustainable warehouse space which has not only given its clients the ability to reduce their carbon footprint but also helped them in providing a significant reduction in operational costs. In fact this innovation in sustainable warehouse development has successfully reduced Gazeley's customers' operating costs by Euro 1.3 million (US\$ 1.9 million) on a yearly basis.

In a recently completed 60,000 square metres warehouse for retailer John Lewis, Gazeley has successfully lowered CO₂ emissions by 39%, energy usage by 40% and water usage by 61%. These environmentally-friendly improvements produce annual operating cost savings of over euro 333,000 (US\$ 488,794) for the occupier.

Gazeley continues to pioneer new technologies and integrate the advances in site assessment, materials science, efficient construction practices, energy efficiency and bio-diversity protection in all its developments, thereby helping its customers remain competitive over the long term.

As a market leader in the development of sustainable logistics spaces Gazeley brings huge experience and expertise to EZW and strengthens the Group's core capabilities. Gazeley's client base and presence in the UK, mainland Europe and emerging BRIC economies further supports and complements EZW's growth strategy that focuses on these regions. Gazeley on the other hand draws on EZW's huge network, resources and largely common growth strategy to realize its global aspirations.

a senior executive to head its new operations in Poland. Gazeley also plans to establish operations in Russia and other emerging markets in Eastern Europe as well as developing economies such as Brazil in the near future.

Gazeley has pioneered the use of environmental technologies in its developments since its inception in 1987. At Magna Park Lutterworth (UK), its first project, Gazeley used a

ECONOMIC ZONES WORLD COMPLETES GAZELEY ACQUISITION AFTER EU REGULATORY APPROVAL

Integration of the Two Businesses Gathers Pace

The Economic Zones World (EZW) acquisition of Gazeley has received European Union (EU) regulatory approval, which finally completes the integration of two highly complementary businesses. The acquisition has enhanced EZW's global capability and reach, and has provided it with wider resources to support its growth strategy. The coming together of EZW and Gazeley, provides the organizations with the strength and opportunities to deliver higher standards of customer service globally.

The senior management teams at EZW and Gazeley, are currently working on integrating the two businesses to maximize commercial and customer benefits. The integration process is expected to be complete soon.

JAFZA LAUNCHES FAST TRACK LABOUR ACCOMMODATION PROJECT AT THE SOUTH ZONE

Upcoming Facility to Accommodate 3000 People



New Labour Accommodation Project at Jafza South (Picture only for illustration purpose)

Jafza has recently embarked on a fast track innovative labour accommodation project at the South Zone. The first of its kind; an AED 47 million facility, is scheduled to be ready for leasing before the year-end and will be able to accommodate 3000 people.

Built on a 45,000 square meter plot, the innovative double storey facility will have two complexes of specially designed blocks of multi-unit cabins. The two complexes together will have 15 blocks comprising 100 multi-unit cabins providing accommodation to 3000 persons.

The G+1 facility will have 7 blocks of 48 multi-unit cabins and 8 blocks of 52 multi-unit cabins. Each of the 15 blocks will have two double ablution and two double shower units.

The innovative fast track facility uses a highly efficient substructure, which has high strength to weight ratio, and offers exceptional adaptability and life expectancy. A genuinely effective insulation system will be used through a superstructure that will provide highly efficient and reliable climate control.

JAFZA ADDS TWO FOUR-STOREY OFFICE COMPLEXES TO ITS FACILITIES

Two four-storey office complexes in Jafza South are expected to be ready soon for leasing

Built on a 50,000 square metre plot, the upcoming twin office buildings will add more than 4,000 square metres of prime office space to Jafza facilities.

Each office complex will be supported with a separate power substation and telecom control centre, which will ensure uninterrupted high-tech power and telecommunication facilities to its clients.

The aesthetically designed and energy efficient office complexes will offer 82 office units. The twin complex will be supported with 163 parking spaces.

The AED 25 million twin office complex project, has taken almost nine months to complete. Both the complexes have together consumed some 1800 cubic meters of concrete, 500 square meters of aluminium cladding, 1600 meters of glazing and 216 tons of steel.



New office complexes in Jafza

COMPANY NEWS



KRAFT FOODS POSTS ROBUST GROWTH IN THE MIDDLE EAST & AFRICA REGION

Building on its growth momentum by reinforcing the strength of its brands



A Kraft warehouse facility

Jafza based Kraft Foods Middle East and Africa FZE, a fully owned Middle Eastern subsidiary of Kraft Foods Inc., has achieved double digit growth in its revenue, as well as volume, in the region despite challenging market conditions. "We have been able to deliver remarkable results by reinventing brand value of our products to meet growing market preference for more natural products. We re-launched our flagship brand TANG with added nutritional ingredients to reinforce our brand leadership across the region," said Vishal Tikku, Managing Director, Kraft Foods Middle East and Africa FZE commenting on Kraft's remarkable growth in the region in 2007. Kraft has maintained its growth momentum further into 2008 across the region and expects the year to be even better.

Kraft Middle East & Africa FZE (Kraft Foods MEA) is the US Food and Beverage giant, Kraft Foods' regional headquarters for the Middle East and Africa region. In addition to the GCC, Kraft Foods MEA is responsible for overall management of Morocco, South Africa, Egypt, and has its two key production facilities in Bahrain and Saudi Arabia in the region. It also directly manages Kraft operations in Levant countries, Iran, Iraq, Algeria, Pakistan, North and Central Africa, Saudi Arabia and all GCC countries.

Kraft Foods has been the market leader in powdered beverages and processed cheese in the Middle East for more than fifty years. Tang, Kraft Foods' flagship brand in the powdered

beverages sector, commands almost 80% value market share in the region. To reinforce its brand value, Kraft last year re-launched Tang with more natural ingredients. "Tang, Kraft's fruit-flavoured powdered drink, has been fortified with vitamin C for many years but it contained artificial flavourings. In re-launched Tang we have changed the formulation to make

all its flavours 100% natural. New Tang now uses natural flavours derived from fruit, and an additional vitamin bundle including Vitamins A, B and C and comes in updated packaging which strongly reflects Tang's new value offerings. Kraft reinforced the value of its cheese products by promoting its nutritional values such as the calcium content, which helps children, grow up healthier and stronger," Tikku said. "Our commitment to quality and listening to our consumers' concerns has delivered results," he further added.

Commenting on the challenges the food and beverage industry currently faces Tikku said: "Continuously rising input costs is the biggest challenge that the food and beverage industry today faces. It has severely affected our net profitability. We are trying to address these challenges by implementing our corporate strategy in a very pragmatic way. We are now focusing on building a quality-cost ratio by providing the right bundle of benefits at the right price. We are also planning to introduce new products in the market to expand our product profile in the region." Kraft has introduced Maxwell House Selection, a new soluble coffee product and Milka brand which is Kraft's leading chocolate brand in Europe. Kraft's most successful brands in the MEA region are Tang, Kraft Cheese, Oreo-biscuit and wafer rolls and Toblerone, the leading Swiss chocolate brand.



Vishal Tikku, Managing Director, Kraft Foods Middle East and Africa FZE

COMPANY NEWS



GLOBAL CARGO SYSTEM POSTS RECORD THROUGHPUT GROWTH

Building new warehouse to meet the consistent volume upswing



Global Cargo System's headquarters in Jafza South

Jafza-based, Global Cargo System, UAE's leading global logistics solution and supply chain management service provider, is all set to unveil its new high-tech storage facility next month.

The new 6,000 square meter cutting-edge warehouse will raise Global Cargo System's storage capacity by another 15,000 pallet positions with a capacity to accommodate 30,330 CBM of cargo. The well-designed 12 meters high, RF technology compliant facility has seven ramps to facilitate efficient loading and unloading operations.

Global Cargo System's current state-of-the-art 4,859 square meters storage facility includes 2,854 square meters dry warehouse and 1,215 square meters of cool storage facility. The warehouse, fitted with heavy duty adjustable racks, has 4,550 pallet positions with a total capacity to accommodate around 9,200 CBM of cargo. All the racks and pallet positions are bar-coded to support the RF technology of its warehouse management system.

The warehouse is supported with 6 movable ramps that can facilitate loading and unloading operations of six containers simultaneously.

"The new warehouse is expected to hugely support Global Cargo System to meet enormous year to year growth in the group's throughput," says Ven Govinda, Chairman and CEO of Global

Cargo System Group of Companies, who has been the driving force behind the group's meteoric rise, in just a decade of its operations.

Global Cargo System ranks among the region's fastest growing logistics companies. In just ten years of its operation, the group has seen 200 times growth in its throughput to reach 200,000 TEU in 2007 from less than



Global Cargo System's Logistics facility in Jafza

1,000 teu in 1997; which is the year Global Cargo System was established.

"Our Jebel Ali Free Zone operation accounts for more than half of the group's total handling, which touched a 110,000 TEU mark last year," said Ven commenting on Global Cargo System's remarkable success on its home turf.

"There has been a remarkable change in the emirate's trade pattern in the last couple of years. The exports from Dubai,

particularly from Jafza, in the last few years, have seen impressive increases. Our exports volume has almost quadrupled in the last four years to reach 30,000 teu last year. The shift in the cargo flow pattern reflects a growing industrial sector in the emirate and in Jafza," he added.

Talking about the Group's historic evolution, Ven said: "We started our operations on a very modest scale. Though short of resources, we had enormous confidence in our ability and an iron will to succeed. Our commitment to service excellence and to 'Deliver What We Promise' propelled our incredible growth, allowing us to build a loyal customer base as we moved ahead. The real change, however, came in the year 2000 when we shifted our operations

to Jafza. We started growing at a phenomenal pace ever since. Today the Group, from its 20,000 square meters Global headquarters in Jafza South, serves over 100 destinations across the world covering all leading trade routes. Its main concentration is, however, on Asia-Middle East-Europe trading routes. The Group has nine offices in six countries across Asia and Europe including China (Shanghai and Shenzhen), India (Chennai, Mumbai), Hong Kong, Malaysia, Italy, Spain and

the UAE, which take care of the clients' logistics needs across the east-west trade corridors.

Global Cargo System, today, besides complete supply chain management services, offers total logistics solutions using multi modal options to its ever growing regional and global clients.

The Group's impressive logistics infrastructure in Jafza includes two high-tech storage facilities having a combined capacity to accommodate 39,320 CBM of cargo. The cutting-edge warehousing facility offers real-time tracking facility to its global clients through its fully integrated freight forwarding system 'Piranha'. For warehouse management, Global Cargo System uses one of the most versatile EXE Technology warehouse management systems - EXCEED, which can easily integrate with all major ERP software like Manugistics, iP, SAP, Peoplesoft and other APS systems.

"The entire warehousing and distribution operation at our logistics centre is carried out with the help of



Ven Govinda, Chairman & CEO, Global Cargo System Group of Companies

Psion Teklogix' RF technology, which facilitates round the clock online tracking of goods movement to our clients," asserts Ven proudly.

The Group has a fleet of 100 trucks, which is scheduled to be doubled to 200 in the next twelve months, to support its rapidly growing local and regional land transport operations.

"We owe our tremendous success to excellent Jafza facilities; the Jafza management's unique proactive approach and our unmitigated commitment to provide the best value for money to our clients," says Ven, commenting on the main attributes to his company's remarkable accomplishments. "We do not measure our success in terms of boxes handled but in terms of our contribution to our clients' successes."

COMPANY NEWS

ALAMSTEEL JOINS HAND WITH MACSTEEL TO FORM A 50:50 JOINT VENTURE*New entity sets up the region's first processing plant in Jafza**Michael Pimstein, CEO, Macsteel Service Centre SA and Shyam Bhatia, Chairman, Alam Steel signing the JV agreement*

Dubai-based Alam Steel and South Africa's steel industry major Macsteel have recently set-up a 50:50 joint venture - Macsteel Gulf - to establish a state-of-the-art service centre in Jafza

for processing high grade steel plates and sections.

The AED 100 million, high-tech factory, will be set up on a 30,000 square metre

plot in Jafza and will cater to the growing demand for steel plates and sections in the construction, petrochemical, manufacturing and fabrication industries in the UAE and other markets in the GCC

countries. The Macsteel Gulf's Jafza factory will commence production by mid 2009 and is expecting its annual production capacity to reach 100,000 tons in the next 3 years. It will build similar facilities in Saudi Arabia and Qatar, once its Jafza factory starts production.

Macsteel Gulf plans to expand its operations across the Arabian Gulf region and will be investing more than Dhs1 billion in the region in the next five years.

Macsteel's ambitious expansion plan seeks to capitalize on the burgeoning steel markets in the region. The 6 GCC countries together are estimated to have consumed more than 20 million tons of steel in 2007. The demand for steel in these markets is expected to grow at a rapid pace, as the construction projects worth more than US\$ 2 trillion gather steam in the next few years. The UAE market, which accounts for 40% of the region's total steel consumption, is expected to more than double in the next four years. In 2007, construction contracts worth US\$ 33 billion have been awarded in the UAE. The value of new contracts every year is expected to grow double-digits, as new projects start rolling in the emirates.

**PALM WATER COMMENCES OPERATIONS IN JAFZA***Temporary sewage treatment facilities to service new Jafza Developments*

In July 2008 Palm Water, a business division of Palm Utilities, completed and commissioned the first of a number of temporary sewage treatment facilities, planned as part of the larger Jafza Utility Project. The first facility, is servicing Jafza's landmark twin towers (Jafza View 18 & 19) as well as the first buildings constructed in Downtown Jebel Ali, located adjacent to the Jafza View Towers. This facility has a treatment capacity of 1000 cubic metres per day. The facility uses the latest Membrane Bioreactor (MBR) Technology and is producing high quality effluent that will be re-used for irrigation purposes.

The construction of the second 8,000 cubic metres per day capacity MBR facility is complete and currently under commissioning. The facility is scheduled to commence operation in September 2008. This facility will service the newly constructed Jafza South Staff Accommodation (18,000 residents). 20% of the effluent produced at the plant will be re-used for irrigation of the soft landscaping in and around the Staff

*Palm Water's first temporary sewage treatment facilities in Jafza*

Accommodation Facility. Palm Water has installed tanker-filling points at this facility, in order to distribute effluent to other parts of the Free Zone and surrounding developments to be used for irrigation and construction facilities.

Other facilities currently being planned include a 750 cubic metre per day

temporary facility for Jafza Convention Centre (CVC), currently under construction, as well as a 200 cubic metre per day facility, for the upcoming TechnoPark HQ building, where the re-use of effluent for irrigation purposes is also envisaged. The excess effluent from these plants will be discharged to the sea via a 7km outfall pipeline, already constructed.

The construction of the two facilities and the effluent outfall has taken 18 months to complete at a cost of AED 53 million.

All these facilities are however temporary and will eventually be replaced by a 112,000 cubic metres per day capacity, centralized MBR Sewage Treatment Plant, to be located in Jafza

South as part of the Jafza Utility Project. The plant includes a tanker reception facility for Industrial Wastewater of 4,000 cubic metres per day. In addition to the re-use of effluent for irrigation purposes within Jafza, TechnoPark and Downtown Jebel Ali, an effluent Polishing Plant with a capacity of 80,000 cubic metres per day is also planned at this facility. This will provide polished effluent to District Cooling Plants located in TechnoPark and Downtown Jebel Ali as make-up water in lieu of using potable water.

In addition to the above-mentioned Sewage Treatment Facilities, Palm Water and Jafza are also planning 100,000 cubic metres per day capacity, Sea Water Reverse Osmosis (RO) plant, which will be located in Jafza North. The plant will provide potable water to Jafza as well as TechnoPark facilities. The 1st phase of the permanent Sewage and Water facilities are currently scheduled for completion towards the end of 2010 with end-2012 set as the 'Project Completion' target.

COMPANY NEWS



ECONOMIC GROWTH IN UAE SPURTS GROWTH IN MANPOWER OUTSOURCING BUSINESS

Dulscos consolidates its strength to serve the industry efficiently



Dulscos facility in Jafza

Booming economy, rapidly growing markets, increasing competition and rising cost of hiring efficient manpower in the region has given huge impetus to the HR outsourcing business. Manpower outsourcing is well-positioned today to establish itself as a standard business practice amongst the UAE companies, says S. Bala Kumar, Director, Dulscos HR Solutions, which is one of the region's oldest and largest human resource outsourcing companies.

"Looking at the rapid growth of Dubai's diverse economy, we expect a steep rise in the demand for blue-collar workers in the coming years. To meet the upcoming market requirements, we have initiated an aggressive growth plan to augment our outsourcing capabilities in terms of our manpower base and supporting infrastructure," Bala says, revealing company's strategic focus.

Dulscos HR Solutions, a part of Dubai-based Dulscos Group, is a leading manpower provider to some of the key economic sectors in the U.A.E. viz. manufacturing, retail trade, telecom, hospitality, IT, health services and logistics.

Dulscos has pioneered the concept of human resource outsourcing in the Arabian Gulf region. Its manpower outsourcing business started some seven decades ago, with Stevedoring services to British India Steam Navigation Company ship that was anchored some distance away from the creek in the

Arabian Gulf. Dulscos continued to grow ever since. Today, Dulscos has specialized divisions for manpower related services for logistics and non-logistics sectors. It offers a comprehensive range of manpower ranging from general helpers, semi-skilled, and skilled workers across all categories.



Dulscos Village

Dulscos, through its excellent track record, has played a key role in positioning manpower outsourcing as a strategic tool for the companies to improve their operational and cost efficiencies.

"Outsourcing is the perfect solution for companies who do not want the time and resources of their HR or Administrative departments to be taken up by bringing employees into the country, procuring visas, and providing administrative

support to new personnel," Bala said. "By outsourcing, companies can free up their resources for more productive use and concentrate on their core activities while their short-term or long-term manpower requirements are handled by the specialists in the most cost efficient way."

Logistics outsourcing is one of Dulscos's key focus areas, which is why Dulscos has a specialized team that handles all manpower-related needs of logistics companies.

"We currently have over 2000 employees supporting the logistics sector

in the UAE. More than one-third of this number is engaged in providing services to its logistics clients in Jafza, which is the region's largest trading and redistribution hub," says Bala, commenting on Dulscos's logistics outsourcing services.

Dubai, the region's logistics hub, faces the challenge of manpower management in the logistics industry. The challenge is having the right kind and right number of people at the right time.

With the help of its proven processes and flexible manpower management, Dulscos ensures that clients' manpower needs are addressed within the stipulated time. It partners with its clients to improve operational efficiency, thereby helping them to improve customer satisfaction.

Some of the important clients for Dulscos's logistics outsourcing include DP World, Emirates Group, DHL, Al-Futtaim Logistics, UPS, TNT, FedEx etc.

Half of Dulscos's manpower outsourcing strength is devoted to serving non-logistics sectors.

Dulscos is one of the fastest growing manpower outsourcing companies in the region. In the last five years, it has seen almost quadruple growth in its turnover and triple increase in its manpower profile, which has grown from 1700 persons in 2003 to more than 5000 today.

"Dulscos HR Solutions' record growth and success can easily be attributed to its unflinching commitment to provide quality manpower to its clients. To achieve this, Dulscos heavily invests in its outsourced staff by providing them with soft skills and technical training to enable them to discharge their duties in the most efficient manner wherever they work. Dulscos takes full care of their employees, to enable them to hone their skills and facilitates them to grow according to their capabilities and performance. The welfare and medical facilities ensure that the staff is mentally and physically fit to work, ensuring maximum work efficiency," Bala said, commenting on the main reasons for Dulscos's incredible growth.

Over 4000 Dulscos personnel work in industries and organizations throughout the UAE on a sub-contract basis.



S. Bala Kumar, Director, Dulscos HR Solutions

JAFZA NEWS

ECONOMIC ZONES WORLD TAKES INITIATIVE TO HONE ITS TEAM'S PERCEPTION AND SKILLS

Organises focused training course for Jafza sales team



Jafza Sales team along with Adel Ahmed Bin Turkeya, Executive Vice President, HR & Corporate Services, EZW at Emirates SkyCargo

In order to synchronize the strategic objectives of Jafza and its execution at the sales level, the HR Department of Economic Zones World, organized a course for its sales team. The course was segregated into two phases, namely, 'Solutions-Based Sales', and 'Logistics Framework'.

The content of the course was diligently planned on the basis of a questionnaire,

which was circulated amongst select EZW partners who were chosen based on a 'Stratified Sampling Approach'.

The main objective of this questionnaire was to understand the pre-setup and post-setup behavior of sampled partners, and their futuristic needs.

Solutions-Based Sales: The aim of this course was to understand the

Regional Trends, Value Addition by Jafza, Solutions-Based approach, Partner Relationship Management, Social Networking, Introduction to Logistics, Inco-Terms, 3PL and 4PL. The course was an academic framework intended to bring the sales team on par, and enable them to meet the pre-requisites of Phase 2, namely 'Logistics Frame-Work'.

Logistics Framework: The course was designed exclusively for Jafza and was aimed at providing the complete logistics knowledge to the sales team in order to make them understand and appreciate logistics needs of their existing partners and future prospects. The course was initiated by a 'Technical Visit to Gulf Agency Company-Logistics Park', with an aim of understanding practical concepts before reviewing it on the design-board. The main objective of this course was to understand the Key Logistics Concepts, Understanding the Difference Between Supply Chain Management and Logistics, Understanding the Documentation Process of Multi-Modal Logistics, Designing the Distribution Network, Designing the Transportation Network, Inventory Management and World Geography.

The course was completed with a technical visit to Emirates SkyCargo, where the inputs from classroom training were further strengthened with practical on-ground developments.

The course was planned and executed by the 'Training & Development Section' in conjunction with the 'Strategic & Development Section.'

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IMPORTANT VISITING DELEGATIONS (JULY-AUGUST 2008)



A five member delegation from Japan, comprising Members of the House of Representative, visited Jafza on July 10, 2008 to explore investment and business potential in Jafza for the Japanese business community. The VIP delegation was received by Ibrahim Al Janahi, Senior Vice President, Commercial Sales, Jafza at the Free Zone.



A 16 member VIP business delegation from Mie City, Japan visited Jafza on August 24, 2008. The delegation was welcomed by Khalid Al Marzooqi, Sales Executive, Asia-Pacific, Commercial Sales, Jafza at the Free Zone. Khalid Al Marzooqi, in his presentation, briefed the visiting delegation on Jafza's unique value propositions for Japanese investors.



A 22 member Korean delegation from Gyongbuk Province comprising Government officials, and members of Invest Korea, KOTRA visited Jafza on July 10, 2008. The delegation was received by Fouad Al Awadhi, Sales Manager, Asia-Pacific, Commercial Sales, Jafza at the Free Zone. Al Awadhi, in his presentation, briefed the Korean delegation on Jafza value offerings.



A 16 member delegation from the Institute of Chartered Accountants of India led by Mr. Raj Kumar S. Adukia visited Jafza on August 18 to explore investment possibilities for Indian investors. The delegation was received by Khalid Al Marzooqi, Sales Executive, Asia-Pacific, Commercial Sales, Jafza.

LOGISTICS

DP WORLD POSTS RECORD GROWTH IN THE FIRST HALF OF 2008*Expects to maintain its growth momentum across the year**Mohammed Sharaf, CEO DP World*

DP World has posted a very strong throughput and revenue growth in the first half of the current fiscal year ending on June 30. In its recently released, un-audited results for the six months, DP World has declared a consolidated throughput growth of 21% to 13.6 million TEUs. The Group has also reported a massive growth of 32% in its revenue to \$1,598 million (from \$1,209 in 2007) during this period. DP World's profit after tax from continuing operations, has more than doubled to \$287 million (from \$129 million in 2007) in the year's first half.

Between January and June-end DP World has added two new terminals, one at Dakar in Senegal and the other at Sokhna in Egypt, to its portfolio. It has recently acquired Tarragona in Spain, which joined the portfolio on 1st July, 2008. It has also been awarded concessions for Aden and Ma'alla ports in Yemen, which are expected to join its portfolio later this year.

DP World has achieved this remarkable growth despite a deteriorating global financial and economic background.

In the last few months the industry has reported indications of weakening growth in some markets, but DP World has continued to perform ahead of the market and report growth.

"We expect to keep building on our performance in the first half of the year and deliver even better results at the year end," said DP World CEO Mohammed Sharaf commenting on the Group's growth on the occasion.

With 45 terminals and 13 new developments across 29 countries, DP World is one of the largest marine terminal operators in the world.

In 2007, DP World handled more than 43.3 million TEU (twenty-foot equivalent container units) across its portfolio, from the Americas to Asia – an increase of 18% on 2006. It has a global capacity of more than 54 million TEU, which is set to increase significantly in coming years with a committed pipeline of expansion and development projects in key growth markets, including India, China and the Middle East. Capacity will rise to around 90 million TEU by 2017.

**DUBAI TRADE SUCCESSFULLY LAUNCHES DP WORLD E-SERVICES FOR ONLINE PAYMENTS***Initiative to facilitate faster container movement at Jebel Ali Port*

Dubai Trade, Dubai World's trade facilitation department and provider of online trade services, has recently introduced additional DP World e-services that enable online payments for port charges. The new services aim at facilitating easier and faster container movements at DP World's flagship Jebel Ali Port in Dubai.

Mahmood Al Bastaki, Director of Dubai Trade, commented: "With this latest addition of payment services, importers and exporters can now be relieved of the burden of physically visiting the counters to fulfill their dues. We are closely working with DP World to integrate all their payable services into our centralised payment gateway, Rosoom."

*Jebel Ali Port*

DP World e-services use Rosoom platform for online payments. Dubai Trade; which brings together the vast majority of companies that interact with Dubai's ports, customs and Free Zone for the purpose of trade into a single community, launched Rosoom in May this year. The Rosoom platform has been a huge success with the trading community. It has facilitated over 14,000 successful payment transactions to date that amount to over Dhs.11.7m (US\$3.2m).

The newly launched e-services from DP World, enable trading community to make online payment of port charges for LCL (less than container load) cargo un-stuffed at the Jebel Ali Port CFS (container freight station) and private CFS locations. The e-services also enable the payment of document processing charges for containerised and non-containerised export cargo against customs bills generated through the new declaration platform - Mirsal II.

JAFZA ORGANISES YEAR'S THIRD CUSTOMER MEET

Dubai Customs and Dubai Chamber of Commerce & Industry apprise Jafza clients of their latest offerings



Ibrahim Al Janahi, Senior Vice President, Commercial Sales, Jafza addressing Jafza clients



Jafza officials talking with customers

Officials from Dubai Customs and the Dubai Chamber of Commerce & Industry addressed a select group of Jafza customers on July 9, 2008 on pertinent developments in their respective service offerings designed to boost trade and add value to the clients' businesses.

Visiting officials from Dubai Customs explained the features and specific benefits of Mirsal II, the department's newly launched reform and modernization program. Mirsal II has been introduced to ease business interaction with Dubai Customs and includes the introduction of an online declaration facility, which leads to faster, more

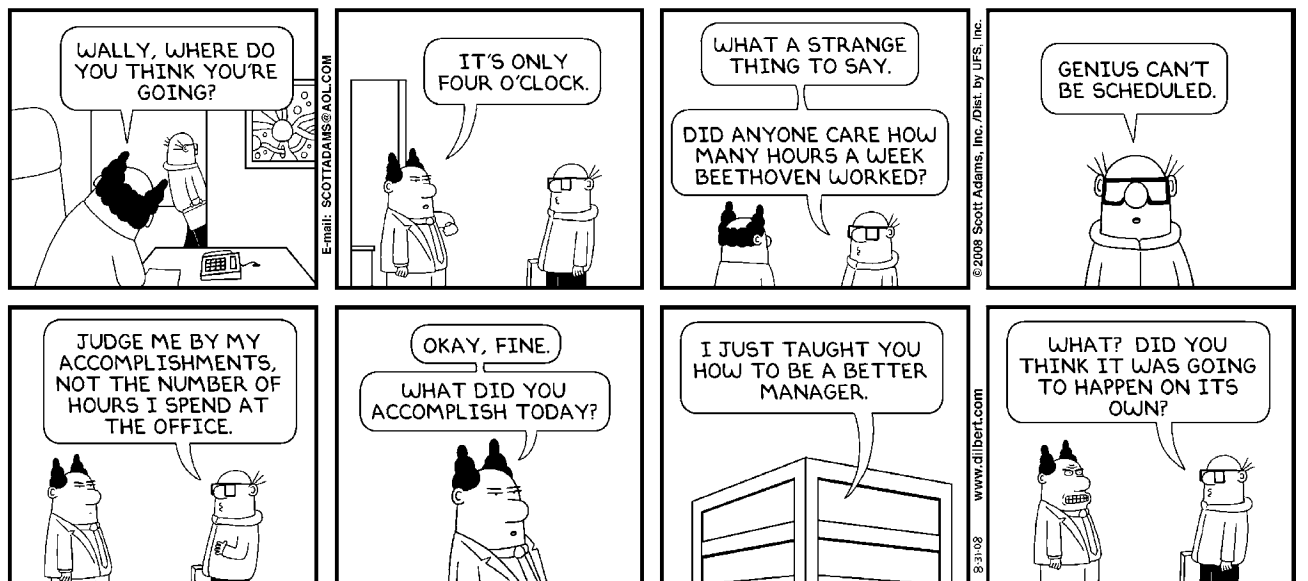
efficient customs clearance and quicker turnaround of processes. Officials from Dubai Chamber of Commerce and Industry briefed Jafza companies on the new developments in the Mohammed bin Rashid Al Maktoum (MRM) Business Award program, which has been created to recognize the contribution of pioneering companies in the development of the country's economy.

This was Jafza's third customer get-together of the year. Jafza regularly invites its clients to informative sessions on new developments, including improvements to infrastructure facilities and services. Additionally, key Jafza partners and stakeholders are also invited as guest speakers to these business gatherings.

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