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Middle East

REPORT 2024

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Investment, expansion, and progress

A clear theme of progress runs through the pages of the **Seatrade Maritime Middle East Report 2024** - companies, collaborators, and governments sharing stories of growth and investment in pursuit of a revolution in regional shipping and logistics.

As the Middle East shipping and logistics markets grow and strive towards new ambitions, Seatrade has expanded its portfolio to support our partners, clients, and colleagues to reach new customers, forge new relationships, and achieve their business goals.

The Saudi Maritime & Logistics Conference 2024 has a new name and expanded scope, recognising significant participation from the logistics sector in previous editions of the show and its central role in the Kingdom's plans under Vision 2030. The two-day conference agenda is packed with insightful discussions from government and industry leaders (see page 37).

Qatar has its own lofty goals, led by expansion of its North Field gas reserves and supported by an extensive logistics and infrastructure development programme. On 4-5 February 2025, the industry will gather for the inaugural **Seatrade Maritime Qatar** to share innovations, identify opportunities, and find solutions to challenges facing players in the Qatari market.

Seatrade Maritime Logistics Middle East returns to Dubai in May 2025, drawing local, regional and global leaders for three days of business and networking at the flagship event of UAE Maritime Week.

The shipping, offshore, and logistics markets never stop, and so our experienced and dedicated editorial team at Seatrade Maritime News report the most important news and insightful analysis daily, from the Middle East and beyond.

The Seatrade team and I look forward to welcoming you to Dammam, Doha, Dubai, and to the other leading global shipping hubs served by our maritime events portfolio.



Emma Howell
Director of Digital and Commercial Content, Seatrade Maritime

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Regional infrastructure, global reach

Port companies across the Middle East continue their investment in logistics and infrastructure to efficiently capture trade, and as local capacities are bolstered, overseas acquisitions are rapidly extending the reach and visibility of regional brands on the global stage.



The proximity of the Middle East to major trade lanes has long been promoted as a strength ripe to be capitalised on and a reason for investment in logistics; as pressure to diversify from oil and gas grows, logistics has become a clear strategic target for companies and governments across the region.

One of the most high-profile signals of the importance of logistics to the region was its prominence in Saudi Arabia's Vision 2030. The national strategy highlighted the Kingdom's position at the crossroads of trade between Asia, Europe, and Africa, and set the ambition of developing a unique logistics hub integrated with the Gulf Co-operation Council.

Since Vision 2030 was announced in 2016, investment in Saudi Arabia's ports has increased and brought the nation closer to its logistics ambitions. It may be some time before the realisation of Oxagon, the planned 4.3 mile-wide floating city with an automated port and logistics network under the NEOM mega-project, but concrete advances have been made on both Saudi coastlines and between.

At King Abdulaziz Port in Dammam, on the Middle East Gulf, the first half of 2024 saw a 37.4% increase in throughput at the terminal to 1.5m teu, and an 87.9% increase in transshipment volumes to 37,806 containers. The second half got off to a strong start too, setting a new record for container handling on a single vessel, with 20,645 containers moved across import and export.

The achievements at King Abdulaziz Port come as a \$1.9bn investment project is under way to upgrade facilities across two container terminals at the port under the build operate transfer deal with Saudi Global Ports.

Saudi Global Ports signed a record-breaking deal with Chinese company SANY to supply King Abdulaziz Port with 80 electric trucks - the largest contract ever signed by the manufacturer - and 15 rubber-tyred gantry cranes were recently delivered to further improve efficiency.

Extending its reach beyond the Kingdom, Red Sea Gateway Terminal announced a 22-year concession with the Chittagong Port Authority to operate the new 500,000 teu capacity Patenga Container

Terminal, establishing RSGT Bangladesh as Bangladesh's first international terminal operator.

Despite the current rerouting of many vessels around the Red Sea to avoid the Bab al-Mandab Strait, investment also continues on Saudi Arabia's west coast, where DP World and Mawani broke ground earlier this year on a 415,000 sq m logistics park at Jeddah Islamic Port.

In February 2024, investments of more than SAR1bn (\$270m) at the Red Sea Gateway Terminal at Jeddah Islamic Port were completed, more than doubling the terminal area and increasing capacity from 2.5m teu to 6.2m teu. A deepened and widened northern channel now has a wider turning circle and serves 11 berths with a total length of 2.6 km, equipped with 24 ship-to-shore cranes.

The UAE-Saudi deal at Jeddah shows the ongoing expansion of DP World in the face of challenges due to the situation in the Red Sea. First-half profits at DP World fell by almost 60% in the first half of 2024, but capital expenditure was on course to reach \$2bn for the year, with investments across Drydocks World in the UAE, London Gateway in the UK, Inland logistics in India, Dakar in Senegal, East Java in Indonesia, Callao in Peru, Jeddah in Saudi Arabia, Dar Es Salaam in Tanzania, DP World Logistics in Africa, and Fraser Surrey Docks in Canada.

DP World pioneered the expansion of Middle East ports brands across the world, boosted by the 2006 acquisition of P&O, but the group is not resting on its laurels. In July, it announced the inauguration of 51 freight-forwarding offices across its Asia Pacific region.

Other recent investments in Asia Pacific include \$50m to develop DP World Busan Logistics Centre in Busan New Port; the acquisition of the operator of Savannakhet dry port in Laos's first special economic zone, Savan Logistics; and a new daily rail service connecting Sydney's Port Botany to Yennora Intermodal Terminal.

DP World compatriot AD Ports has rapidly expanded in recent years in pursuit of its vision of driving trade through an integrated portfolio of ports, industrial zones and logistics supply

chains. The Abu Dhabi-based group has capital expenditure guidance of \$3.3bn to \$4.1bn over the 2024-2028 period and tallied a list of agreements and expansions in the first half of 2024 alone.

AD Ports Group partnered with Adani Ports to enter Tanzania, acquiring a 30% stake in Dar es Salaam Port Container Terminal 2 operator TICTS. The acquisition of an 81% stake in a joint venture that secured a 20-year concession agreement to upgrade and operate the existing Luanda multipurpose port terminal in Angola was paired with a 90% stake in another joint venture serving the terminal and broader Angolan logistics market.

A majority stake was secured in Tbilisi Dry Port, staking a claim in the strategic Middle Corridor, and acquisitions were completed on APM Terminals Castellon in Spain; Sesé Auto Logistics in Europe; Karachi Gateway Terminal Multipurpose Ltd in Pakistan; Dubai Technologies in the UAE; and GFS in the UAE.

AD Ports Group's Noatum also launched maritime services in Türkiye and, in August acquired Safina BV to gain a strong foothold in Egypt's maritime agency and cargo services markets.

Its flagship Khalifa Port was inaugurated in 2012 and has since grown to cover 8.63 sq km, with a 12.5 km quay wall and 21 berths. The port has a current promoted capacity of 7.8m teu, but company representatives have stated an 11m teu capacity aim by the end of 2024, on the way to a target of 15m teu by 2030.



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Feeder and shortsea newcomer is in it for the long haul

Saudi Arabia's **Folk Maritime** has entered the market at a turbulent time for container shipping, but has come equipped with a long-term strategy to revitalise regional feeder and shortsea container services, **CEO Poul Hestbaek** tells *Seatrade*.



When asked if the world needs another feeder company, **Folk Maritime's CEO Poul Hestbaek is stoic, suggesting that the answer is probably no. However, he goes on to explain that the newly launched Folk Maritime has a very different mandate: "It's much broader than that."**

The Folk mandate goes beyond opening up new shipping lanes and offering new feeder services along the Red Sea. Hestbaek explains that Folk's role is part of a much larger development for the Kingdom. Logistics is a founding pillar of Saudi Arabia's Vision 2030, designed to diversify its economy and create long-term career opportunities for Saudis. The country has a stated aim of becoming a global logistics hub and, through the Public Investment Fund (PIF) and other vehicles, has invested heavily in the development and digital transformation of ports and the wider logistics

network across the country. For Hestbaek, Folk Maritime, a PIF company, has a crucial role to play in connecting regional markets to the Kingdom's major trading hubs.

Folk's feeder services will provide the first and last sea miles for cargo on its journey on the main container trade lanes, with Jeddah and Dammam each playing a major role in connecting global markets to smaller ports in Saudi Arabia, the Red Sea and Arabian Gulf.

Listen to the full interview with Folk Maritime CEO Poul Hestbaek on the Seatrade Maritime Podcast





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Its shortsea services will provide direct solutions between cargo owners and their customers within the Middle East and beyond. "That could be volumes that come from India or the Indian subcontinent going into the Middle East, but it could also be cargo that moves within the Middle East. We want to be a facilitator, working directly with the cargo owners to solve their transport needs," says Hestbaek.

Beyond the domination of large container lines and alliances, Hestbaek sees scope for the rise of regional carriers, operating their own vessels under their national flags, and using their own containers to deliver goods. With those components aligned, regional carriers will be able to provide tailored and specialised services to customers, with experienced local teams who are closer to their customers.

Red Sea disruption

Folk was incorporated in 2023, announced its first services in March 2024, and celebrated its inaugural voyage in April 2024. However, the establishment and early development of the company has come at a time of disruption in the Red Sea, a key strategic area for its network.

Hestbaek acknowledges the impact. "We already have services in the northern Red Sea, but it is natural that the situation in the southern Red Sea means we have experienced some unforeseen challenges, so there are some parts of our strategy that we will have to delay. Eventually, we want to have a full coverage of the Red Sea ports and connect them to the main liners via Jeddah.

"We have established a service that connects Jeddah with the northern Red Sea and a service connecting Jeddah with Port Sudan. This is currently only feeder cargo, but over the next few months, we will introduce shortsea, which we see as an equally strategic part of our business. We aim to expand the coverage as soon as the geopolitical situation allows us to do so," he adds.

The Red Sea disruption has also impacted the Arabian Gulf, where cargo displaced from the Red Sea is causing congestion. Folk Maritime's partners are currently limited in their ability to provide transshipment services in Dammam, but once the geopolitical situation is improved, the company plans to mirror its Red Sea approach with full coverage of feeder and shortsea services in the northern Gulf.

The next step in Folk's service development plans is to connect India to the Arabian Gulf and to the Red Sea. Timing will be an important part of Folk Maritime's expansion. Hestbaek believes that the market is now calming after its rapid reconfiguration



as networks adjusted to sailing around the Cape of Good Hope.

"The charter and S&P market has now plateaued. It's on a high level, but it's not increasing any further. The demand in the market seems to have been covered, and so the market has settled down.

"I expect that in the second half of the year, we're going to see a gradual reduction in both charter levels and durations. We have to keep in mind that the market high is not just because of the southern Red Sea crisis, but it's also that shippers moved their peak season volumes earlier this year because they were concerned of supply disruption.

"A lot of the Christmas product for the northern hemisphere has moved six weeks earlier than normal - and that, of course, created this massive peak over the past six, eight weeks. Once that tapers off, probably from the end of August, we're going to see a more balanced market. That will then give us the opportunity to accelerate," says Hestbaek.

Fleet development plans

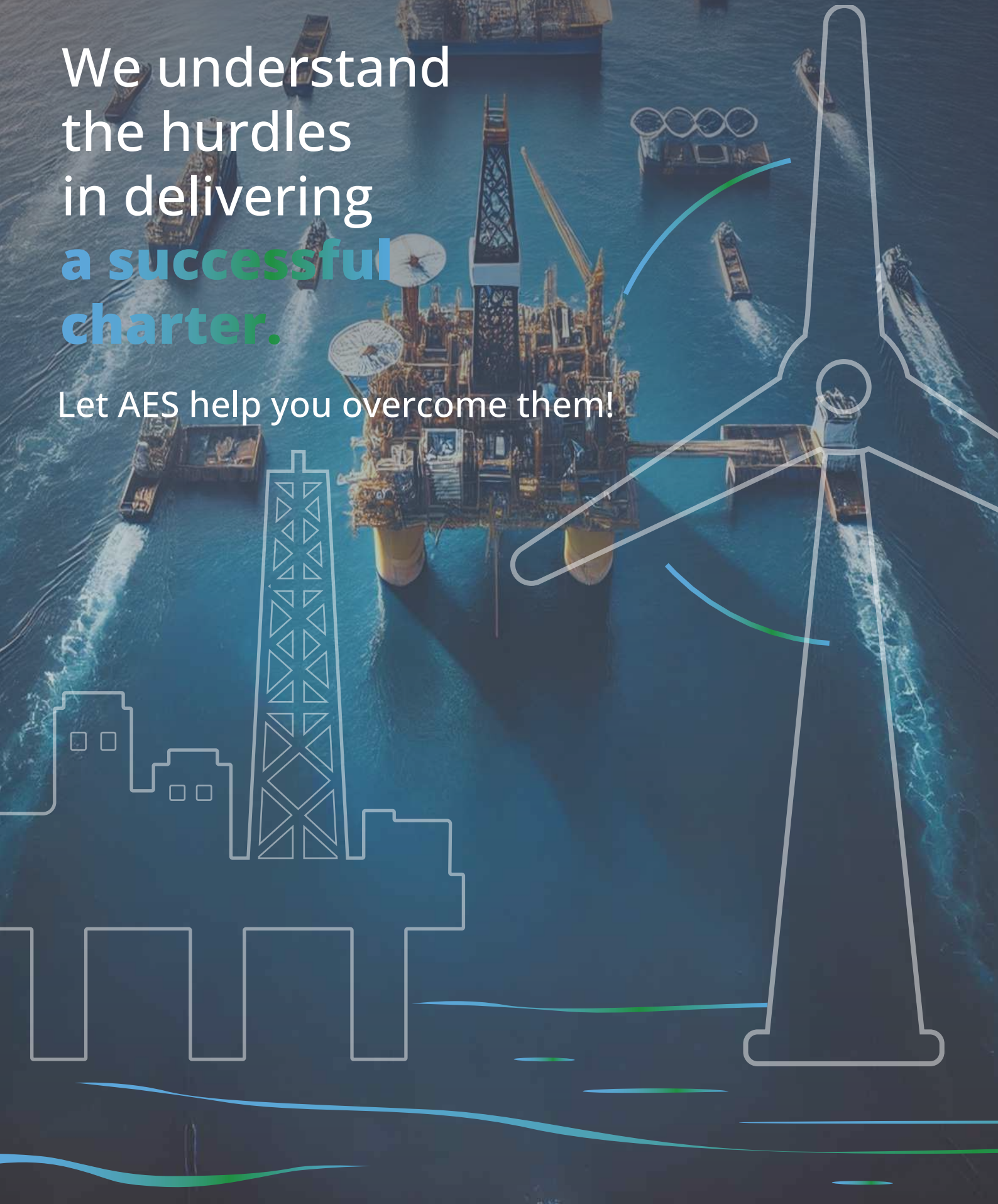
Folk Maritime is currently using and operating chartered tonnage for its services. It is prepared to purchase its own vessels, but when the time is right.

Hestbaek explains: "The feeder market, like the total market, is changing. The normal feeder workhorse,



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which was usually a 2,500 to 2,800 teu vessel, may not be the feeder vessel of the future - and the right vessel for the region may not be the same as for the global network.

On the importance of sustainability in vessel designs, Hestbaek says: "I believe that we are far from having defined what's going to be the fuel of the future. There have been a lot of initiatives around methanol fuel, but it is apparent that it's going to be very, very difficult to source all the methanol fuel that is needed.

"And we are missing an opportunity to try to drive change more quickly. I understand we cannot make fossil fuel become green, but we can make it much cleaner. We understand that we must move to green fuel, but the interim period may be longer, and therefore we should also evaluate other options and look for ways to become greener with the tools we have today."

In the meantime, the company will aim to make progress with vessels it employs from the charter market. Hestbaek says: "We believe that by having some unique designs and unique features on the feeder and shortsea vessels that we will be operating, we can gain on both cost competitiveness and sustainability, and that's what we plan to order in three to four years' time.

"In the charter market, you can only play with the vessel that's available; that gives some limitations, but we're going to max out those possibilities and bring in newer, more efficient vessels."

Building a new technology strategy

One area in which Folk faces no limitations is in its digital technology, where the new company is free to adopt the latest solutions without being held back by legacy infrastructure.

Having experienced the introduction of new systems into previous companies, Hestbaek is relieved to be starting fresh. "We don't have legacy systems, so we don't have those limitations. We are free to build a tech strategy that fits what we need, and - perhaps more importantly - what our customers need.

"We are delivering a tech strategy to our board towards the end of the year, mapping out the focus areas that we want such a tech strategy to deliver. Whether it's the feeder cargo or whether it's the shortsea cargo, we need to take the successful Amazon approach: that everything starts and ends with the customers.

"At the same time, we also need to build on automation and data management. From an operational perspective, you need to create a very detailed cost structure so that you can optimise your cost, and introduce artificial intelligence to both help drive consumer behaviour towards the most cost-efficient way of moving their cargo and to ensure high utilisation at the lowest possible cost."

"In a couple of years, what Folk Maritime will be known for is our tech platform and our ability to operate and pass this ability to our customers," he adds.



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Longer-term outlook

Folk Maritime's long-term ambitions are underpinned by its sole shareholder, PIF, one of the largest sovereign wealth funds in the world. PIF's robust backing enables the company to take a long-term outlook and, in return, Hestbaek expects to deliver benefits beyond profit.

"If we can create a logistics structure around Saudi Arabia, anchored in Saudi Arabia and supporting the whole region, that brings another value into scope. We're going to show that Folk Maritime has a longer view, and that we can take a longer stance, because we are part of the big picture of Vision 2030," he says.

From this unique vantage point, Hestbaek sees vast potential in the region.

"Our near neighbour India is becoming a first supplier of many, many goods that have been produced elsewhere. The shortsea trade focus for Folk will drive us much faster, I believe, than the feeder requirements, even though feeder will remain very important.

"This shortsea connectivity will be a lever for Folk to become a major player, able to create a stronger supply security for the Kingdom. Folk Maritime, with its own ships and containers, will be a main vehicle for supply chain security in the future.

"Saudi Arabia is now beginning to take advantage of the geographical scope, where the country is sitting with a very important coastline on each side - a hub at the meeting of three continents. And Folk is poised to play a significant role in supporting that."

Listen to the full interview with Folk Maritime CEO Poulsen Hestbaek on the Seatrade Maritime Podcast



Qatar breaks records in pursuit of LNG dominance

Through a tumultuous five years for LNG markets and shipping, Qatar has built a long-term plan to expand its production and export volumes, supported by a cutting edge renewed LNG carrier fleet.



The rapid rise of the US to become the world's largest exporter of LNG in 2023, and market shocks in the wake of Russia's invasion of Ukraine have reshaped seaborne LNG trades in recent years, with recent added disruption from Houthi attacks in the Red Sea.

Swings in LNG production and demand altered the commercial fundamentals of trades the world over, as Europe scrambled to replace Russian pipeline gas, Arctic LNG 2 faced tough international sanctions, and the US sought to secure export markets. LNG carriers were among the first vessels to reroute via the Cape of Good Hope as early as December 2023, avoiding attacks on merchant shipping by Houthis off the coast of Yemen. The policy was so well adhered to that transits by two LNG carriers in June and July 2024 were the first since January.

Beneath the sudden movements in geopolitics steering the energy trades in recent years, Qatar slipped to third position in global LNG exports in 2023, recording its first volume drop since 2016. A look at Qatar's projects in its gas-producing North Field and the nation's commitments in the LNG carrier orderbook show that a further decline is not in its master plan.

Record production increases

In February 2024, Qatar's energy minister and CEO of QatarEnergy, Saad Al-Kaabi announced North Field West, a new 16m tonne per year (mtpa) expansion project, adding to the existing 32 mtpa North Field East and 16 mtpa North Field South projects currently under development.

North Field West will increase LNG output by 85% from its current level of 77 mtpa to 142 mtpa by 2030.

In a subsequent update on progress in the North Field, Al-Kaabi said Qatar's LNG expansion projects were on track towards targets, noting QatarEnergy's involvement in projects overseas. "With 18 mtpa coming from our LNG project in Texas, Qatar will be doubling its LNG production capacity in the next few years," said Al-Kaabi.

Ongoing investment in the North Field and the ramp-up in export capacity has the market calling the second half of this decade the third LNG supercycle, with Qatar as a market mover once again alongside the US. Qatar powered the initial LNG production boom in the late 2000s and has maintained steady exports since. Despite sitting



are scheduled for delivery in 2028 and 2029, with the remaining 10 to be delivered in 2030 and 2031.

The order added to an existing orderbook of 12 standard-sized LNG carriers at CSSC that are themselves part of a record-breaking shipbuilding and leasing programme totalling 104 vessels with capacities of 174,000 cu m. The final 19 time charter party (TCP) agreements signed by QatarEnergy and its affiliate QatarEnergy trading were for the operation of six vessels by CMES LNG Carrier Investment; six vessels by Shandong Marine Energy (Singapore) Pte Ltd; and three vessels by MISC Berhad, all under construction at Samsung Heavy Industries; while the remaining four vessels under construction at Hanwha Ocean will be operated by a joint venture of Kawasaki Kisen Kaisha (K-Line) and Hyundai Glovis.

Charters have also been signed for the 18 QC-Max vessels, split 50/50 between Chinese and Qatari operators. Four of the ships will be operated by CMES; three by Shandong Marine Energy; two by CLNG; while Qatar Gas Transport Company Ltd (Nakilat) will own and operate nine of the QC-Max vessels. Nakilat will also own and operate 25 of the standard-sized LNG carriers under long-term contracts for QatarEnergy.

out a second cycle from around 2015, led by the US and Australia, Qatar comfortably led global LNG exports through until 2023.

Few expect that demand for LNG will keep pace with rising global export capacity, but an oversupplied market could be an advantage for Qatar over its competitors. LNG production costs in Qatar are much lower than for other exporters, especially compared to producers in North America and Australia. Revenue from associated liquids production brings Qatari production costs down as low as \$0.3/mmbtu by some estimates, an order of magnitude lower than the global range of \$3-\$5/mmbtu.

Some analysts put Qatar's share of global LNG production at 25% by 2030, with expectations that the country will not only have the best margins in an oversupplied market, but it will also be positioned to supply Asian nations tempted by low LNG prices for power generation.

A pillar of Qatar's low LNG cost basis is its fleet of LNG carriers - another area leaders have chosen to target with investment.

Record shipbuilding

In April 2024, QatarEnergy announced the signing of an agreement for the construction of 18 QC-Max LNG carriers at China State Shipbuilding Corporation's (CSSC) Hudong-Zhonghua Shipyard. At a cost of \$6bn, the contract is the largest single shipbuilding contract in history. Eight of the ships



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Q&A: Offshore market in Dubai

Seatrade Maritime speaks to an offshore industry stalwart with his finger on the pulse of the regional offshore and energy sectors. **Fazel Fazelbhoy, CEO of Synergy Offshore FZ LLE and Seatrade Maritime Club ambassador**, shares his insights into the Dubai OSV market as oil and gas investments return to strength.



In 2023, you said at both Seatrade Maritime Middle East and Saudi Maritime and Logistics Conference that the offshore supply vessel (OSV) market was on the cusp of a supercycle. Has the market moved as you expected it would?

It is really nice to be able to say, for once, that "I told you so"... and be right!

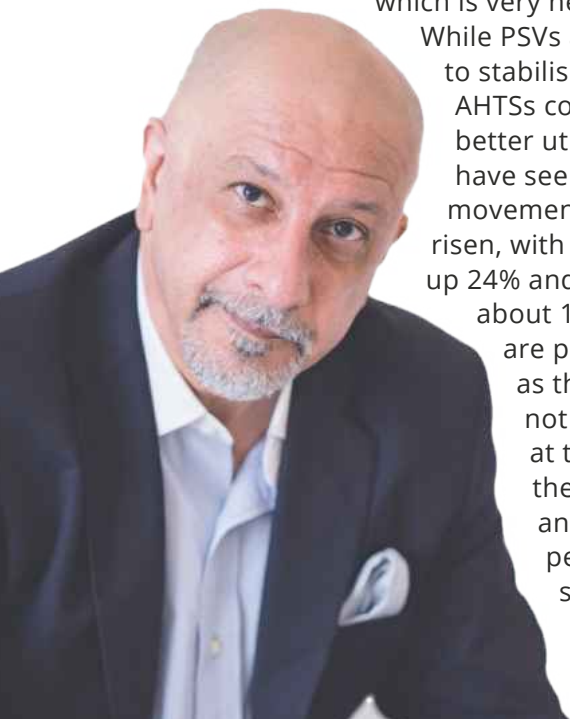
Yes, we are in the supercycle now. There was a steady increase in rates and utilisation throughout 2023 and a big bump in regional occupancy/ utilisation at the end of 2023, going in to 2024, as per data from my colleagues at the Westwood Global Energy Group. Anchor-handling tug supply vessels (AHTSs) were up to 94% and platform supply vessels (PSVs) were up to 89%, which is very healthy indeed.

While PSVs are expected to stabilise at this level, AHTSs could still see better utilisation. Rates have seen a similar movement and have also risen, with AHTSs jumping up 24% and PSVs up by about 16%. These are positive signs as the market is not oversupplied at this time and these rates and utilisation percentages look set to be stable at these levels,

with an upside potential on rates. Further, while there has been some newbuilding, it is nowhere near the speculative levels that we saw 15 years ago.

Offshore activities in the Middle East are driven by national oil companies. What are current NOC investment levels like in the offshore sector, and how healthy is the pipeline of projects?

The UAE and Qatar are well on track to meet their expansion targets by 2027-2030. The UAE is still expanding capacity from 4 mbpd to 5 mbpd, and Qatar is expanding both its oil and gas fields. In terms of gas, Qatar is going from 77mtpa to 142 mtpa. The only disappointment is the cancellation or rather suspension of Aramco's plans to expand capacity to 13 mbpd from the current maximum sustainable capacity of 12 mbpd. This has led to a suspension of 22 drilling rigs, as well as the cancellation of approximately 35 supporting OSVs. There may be another few rigs being suspended - and their support vessels as well - over the next few months. However, Saudi is still utilising well over 350 OSVs at the moment and their inspection, maintenance and repair (IMR) activity continues. At the CERA conference in Houston in March this year, Aramco CEO Amin Nasser said: "We should abandon the fantasy of phasing out oil and gas, and instead invest in them adequately, reflecting realistic demand assumptions." He added that oil and gas will linger in our energy mix far longer than end-of-decade peak predictions and the current transition strategy is not workable. This clearly demonstrates the Saudi Arabian commitment and belief in the oil and gas sector.



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GCC OSV WEGE KPIs Jul-24

GCC Utilisation	Vessel type	Sub type	2022	2023	2024	2025	2026	2027	2028
	AHTS	<8,000 bhp	77%	82%	94%	98%	100%	104%	96%
	PSV	2-4,000 dwt	83%	83%	89%	90%	90%	88%	86%

GCC Dayrates	Vessel Type	Sub Type	2022	2023	2024	2025	2026	2027	2028
	AHTS	<8,000 bhp	\$10,100	\$11,750	\$14,541	\$15,376	\$16,307	\$16,528	\$16,277
	PSV	2-4,000 dwt	83%	83%	89%	90%	90%	88%	86%

The Middle East has a number of offshore fields and projects underway. Are there particular nations absorbing OSV capacity, or experiencing significant growth?

The UAE and Qatar continue to dominate the OSV activity space, with the highest utilisation being in Qatar, followed by the UAE. The recent disruptions in Aramco's plans are still playing out, but not many OSVs are leaving the region. Many of the Aramco suspended vessels have stayed in Saudi Arabia and are now working for some of the engineering, procurement, and construction (EPC) contractors to support ongoing projects. Alternatively, they are busy redeploying regionally. The artificial islands in the UAE, Hail, Gasha, Dalma and several others, continue to employ whatever tonnage is available to support offshore civil construction, therefore tugs, barges and landing craft are just about all sold out.

In the past, we have seen vessels redeployed between continents to chase the strongest market. How tight is vessel supply within the Middle East, and how competitive is the Middle East compared to other offshore markets?

Fortunately, the oil demand and supply dynamics are global at this time, with more demand than available supply. The Deepwater Golden Triangle of the Gulf of Mexico, Brazil and West Africa are all busy and with the huge finds in offshore Guyana and Suriname and a resurgence in offshore drilling in both Brazil and West Africa; hence the deepwater fleet is well deployed. At the same time, Southeast Asia is also doing well, with both drilling rigs and OSVs having high utilisation rates, leaving the Middle East, which is one of the most active regions in any case. So, all of this augurs well for regional OSV owners and operators, as most of them prefer to stay "close to home" so long as their own markets are doing well.

The last offshore boom came to an abrupt end when the OSV orderbook was large. Are there any signs of owners ordering newbuilds to meet their tonnage requirements?

The last offshore boom came to an end towards the

end of 2014, not only because the OSV orderbook was large. The oil price dropped from more than \$100 per barrel to \$40. Capital discipline became the mantra of the international oil companies, led by Bob Dudley of BP. Exploration and production (E&P) spend dropped dramatically from 2014 to 2017, which meant less drilling and exploration activity, hence fewer OSVs required. This combination of events led to the large-scale stacking (warm and cold) and to the drop in fleet utilisation. Further, many of the OSVs at that time were being built on speculation, with traditional shipping banks encouraging owners to build. Finance was available on very attractive terms. Termination for convenience clauses were taken lightly, as there was no track record of them ever being used en masse. Heady days indeed for OSV owners leading up to 2014. This time round, it is a bit different. Many - if not most- of the traditional shipping banks have moved away from the OSV sector, as green finance frowns on oil and gas E&P. For once, owners seem to keep their memory banks charged, as they recall how harsh the contractors and end-users can be and how quickly vessels can be off-hired or terminated for convenience. The recent drilling terminations or suspensions in Saudi Arabia remind us of the need to be cautious. But fortune does favour the brave. So, while there is no epidemic of OSV shipbuilding at the moment, there are selective companies that have and are implementing a selective newbuild programme, led by no less than Rawabi Energy, that apparently has more than 40 newbuilds in progress.

The market is now balanced and peak oil is not expected to be reached, at least not until the mid-2030s. Current oil production at 102 mbpd is just about meeting demand, with oil prices trading around \$80 per barrel. If peak oil demand reaches the expected 108 mbpd level, and the depletion rate for current production continues as it is, the OSV supercycle will continue for at least the next three to five years.

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Growing the UAE as a global maritime cluster

Part of the UAE's maritime growth ambition is to provide a platform for companies to showcase the progress made by the UAE's maritime cluster. This has resulted in the UAE Maritime Week, held again under the patronage of the UAE Ministry of Energy and Infrastructure (MOEI), showcasing initiatives, achievements, and the presentation of future plans that will attract further investment and industry collaboration.

This Q&A article is based on a series of questions presented by Seatrade Maritime to **H.E. Eng. Hessa Al Malek, Advisor to the Minister for Maritime Transport Affairs, MOEI.**

UAE Maritime Week and Seatrade Maritime Logistics Middle East (SMLME) will soon be upon us in May 2025. How do these events support the UAE's maritime cluster, and what value do they bring to the Ministry, companies in the UAE, and companies outside of the UAE?

UAE Maritime Week and SMLME offer a powerful combination to support the UAE's maritime cluster. I have highlighted the different areas of support – both for UAE companies and for rest-of-the-world companies looking to join the week-long set of events.

- **Showcasing progress:** The events provide a platform for the MOEI to showcase the progress made by the UAE's maritime cluster. Initiatives, achievements, and future plans can be presented, attracting further investment and industry collaboration.
- **Policy feedback:** Interaction with industry leaders allows the MOEI to gather valuable feedback on existing policies and identify areas for improvement. This can help shape future policies that better serve the cluster's needs.
- **Global recognition:** A successful event strengthens the UAE's position as a leading maritime hub. This positive image attracts international attention and reinforces the MOEI's efforts to develop the maritime sector.

Opportunities for UAE companies:

- **Networking and partnerships:** The events offer unparalleled networking opportunities. UAE companies can connect with potential clients, partners, and investors, fostering collaboration and generating new business opportunities.
- **Knowledge sharing:** The conference sessions provide valuable insights into the latest industry trends, technologies, and regulations. This knowledge empowers UAE companies to stay ahead of the curve and adapt to a dynamic maritime landscape.
- **Talent acquisition:** Companies can showcase their work culture and career opportunities, attracting top talent from the global maritime pool.

Companies outside the UAE:

- **Market access:** The events offer a gateway to the Middle Eastern and North African maritime markets. Companies can connect with potential clients and partners in the region, expanding their reach and market share.



- **Understanding the region:** Educational sessions and industry discussions provide valuable insights into the specific needs and regulations of the Middle Eastern maritime sector. This allows companies to tailor their offerings and services effectively.
- **Collaboration opportunities:** Interaction with established UAE companies and government officials can lead to fruitful collaborations. This can involve joint ventures, technology partnerships, or knowledge-sharing initiatives.

How has growth in the UAE's Maritime Cluster over the past two years compared to the Ministry's targets? What types of maritime businesses are growing in and being attracted to the UAE most?

- **Growth initiatives:** The Ministry's goal was to double the AED91bn maritime sector within a few years. Initiatives like the cluster itself, with its focus on collaboration and innovation, suggest they are actively pursuing growth.
- **Positive industry indicators:** News reports mention growth in specific sectors like container handling at UAE ports. This growth aligns with the cluster's aim to boost the overall maritime industry.

Types of businesses growing and attracted:

While hard numbers might be elusive, here are some areas likely experiencing growth and attracting interest:

- **Logistics and transshipment:** The UAE's strategic location and well-developed infrastructure make it an ideal hub for transshipment between continents. Businesses involved in logistics and cargo movement are likely thriving.
- **Maritime services:** Companies offering services like ship maintenance, repair, and bunkering are likely experiencing growth as the UAE aims to become a one-stop shop for maritime needs.
- **Technology and innovation:** With initiatives like the MOEI-MBRSC collaboration the UAE is actively promoting innovation. Businesses developing and deploying technological solutions like autonomous ships and digital port management are likely being attracted to this environment.
- **Sustainable maritime solutions:** As the global focus shifts towards environmental responsibility, companies offering clean fuels, green port technologies, and waste management solutions could see increased interest.

The Ministry marked the International Day of the Seafarer with an initiative on seafarer mental and physical health, including activities, workshops, and counselling sessions. What role does government

support for seafarers play in strengthening the UAE's Maritime cluster?

Government support for seafarers plays a crucial role in strengthening the UAE's Maritime Cluster in a few key ways:

- **Improved morale and well-being:** By investing in seafarer well-being through initiatives like mental and physical health programmes, the UAE creates a more attractive environment for seafarers. This can lead to higher job satisfaction, reduced crew changes, and a more stable workforce – all essential for a thriving maritime industry.
- **Reputation as a seafarer-friendly nation:** The UAE's commitment to seafarer welfare is being noticed. Initiatives like "Supporting our Blue Army" and "Salmeen" project the UAE as a nation that prioritises the rights and well-being of seafarers. This can attract top maritime talent and shipping companies, further bolstering the UAE's position as a global maritime hub.
- **Compliance and efficiency:** Strong government support ensures the UAE adheres to international maritime regulations regarding seafarer rights and working conditions. This reduces the risk of legal issues and operational delays, promoting a more efficient and reliable maritime sector.

MOEI recently announced a collaboration with the Mohammed bin Rashid Space Center (MBRSC). How important is collaboration with other government agencies in developing the UAE maritime sector?

Collaboration between MOEI and MBRSC, like the recently announced Satgate project, highlights the critical importance of government agency co-operation in developing the UAE's maritime sector. Here's why:

- **Synergy and innovation:** Different agencies bring unique expertise. MOEI understands maritime regulations and needs, while MBRSC possesses advanced space and AI capabilities. By working together, they can create innovative solutions like Satgate, which utilises satellite technology for enhanced maritime security and efficiency.
- **Resource optimisation:** Collaboration avoids duplication of effort. Instead of each agency developing separate maritime solutions, they can pool resources and expertise, leading to faster development and cost savings.
- **Holistic approach:** Maritime development requires addressing various aspects. MOEI might focus on regulations and infrastructure, while MBRSC tackles communication and navigation. Collaboration ensures a comprehensive approach that considers all facets of the maritime sector.
- **Global competitiveness:** A strong, unified

government front showcases the UAE's commitment to maritime advancement. This collaborative effort attracts international investment and positions the UAE as a leader in innovative maritime solutions.

Dubai and Abu Dhabi both improved in this year's rankings of maritime cities, with public policy cited as a key driver of improvement. Are there areas of focus and policy at the Ministry that will propel UAE cities further up future rankings?

Certainly, MOEI has several areas of focus and policy that can push Dubai and Abu Dhabi even higher in future maritime city rankings. Here are some key areas they might consider:

Focus on seafarer well-being: As discussed earlier, prioritising seafarer well-being through initiatives like mental health programmes and improved working conditions is already a positive step. The Ministry can further strengthen this by:

- **Investing in training and career development programmes for seafarers.** This will enhance their skills and make them more employable, fostering a more professional and competitive maritime workforce.
- **Streamlining crew change procedures.** Faster and more efficient crew changes will improve seafarer morale and reduce fatigue, leading to a safer and more productive maritime environment.

Enhancing maritime technology and innovation: With Dubai already a leader in this area, the Ministry can further propel the UAE by:

- **Supporting research and development in areas like autonomous shipping, digitalisation of ports, and advanced logistics solutions.** This will enhance efficiency, safety, and sustainability within the maritime sector.
- **Promoting collaboration between academia, industry, and government agencies to foster innovation in maritime technology.** This can lead to the creation of groundbreaking solutions that give the UAE a competitive edge.

Strengthening environmental sustainability:

The global focus on sustainability presents an opportunity. The Ministry could:

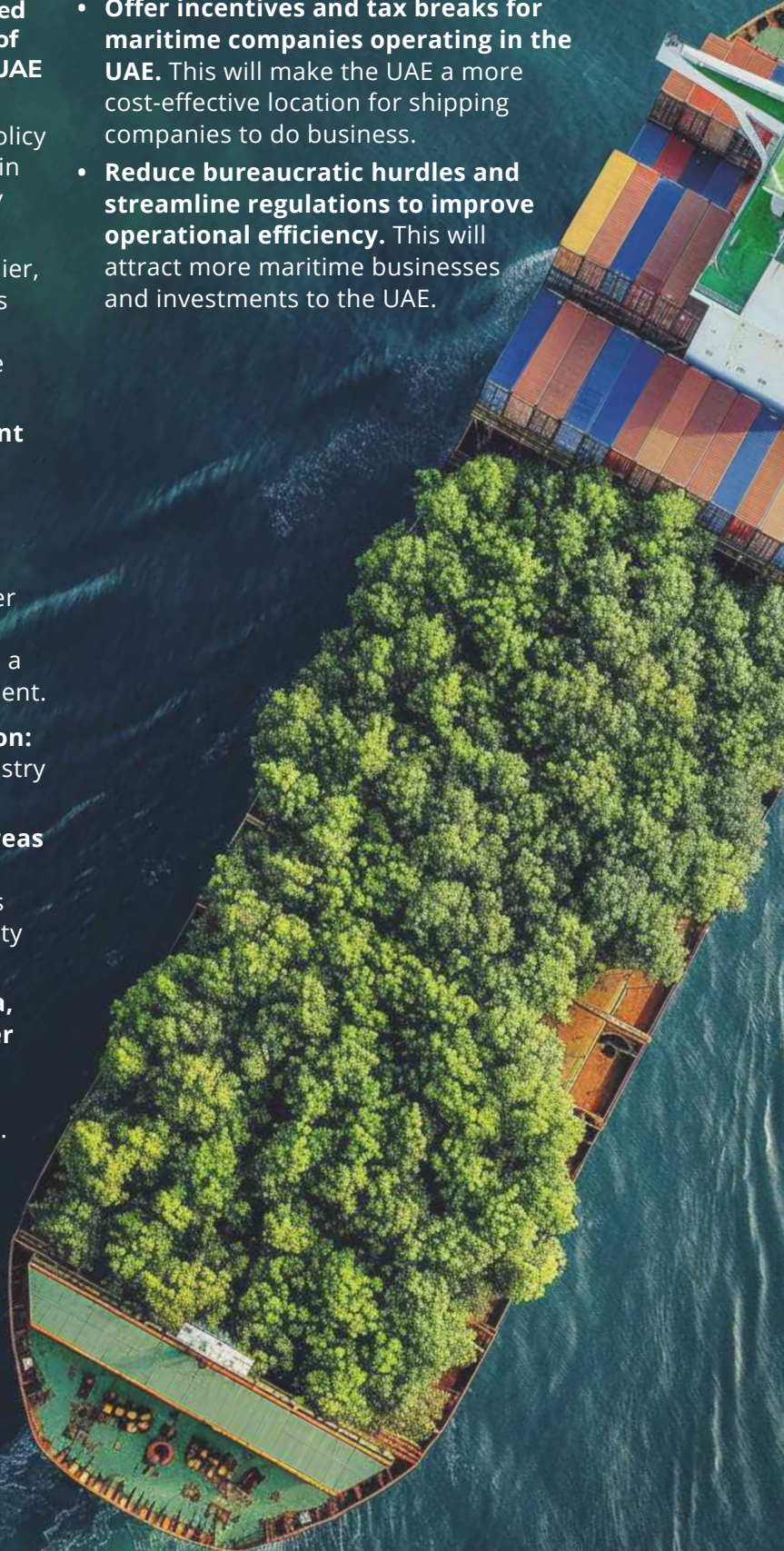
- **Develop and implement regulations that promote the use of cleaner fuels and technologies in the maritime sector.** This will reduce the environmental footprint of UAE ports and shipping activities.
- **Invest in developing green ports and infrastructure that are energy-efficient and minimise pollution.** This will attract environmentally conscious shipping companies

and further solidify the UAE's position as a sustainable maritime hub.

Maintaining a competitive business environment:

A thriving maritime sector requires an attractive business environment. The Ministry can:

- **Offer incentives and tax breaks for maritime companies operating in the UAE.** This will make the UAE a more cost-effective location for shipping companies to do business.
- **Reduce bureaucratic hurdles and streamline regulations to improve operational efficiency.** This will attract more maritime businesses and investments to the UAE.





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Asyad leads Oman's global logistics expansion

Nations across the Middle East are capitalising on the region's geographic location with heavy investment in supply chains and logistics; for Oman, Asyad Group is leading the way at home and overseas.

Asyad Group has a vision to reach the top 10 global integrated logistics service providers - and a clear mission to propel the development of Oman as a logistics hub while contributing to economic growth. Recent investments and developments across its ports, logistics, and shipping segments show it means business when it comes to reaching those targets.

The group recently announced the acquisition of UAE-based global freight forwarding company Skybridge Freight Solutions (SFS), its first international acquisition in its core logistics segment.

Asyad told Seatrade that the



investment in SFS expanded the group's reach into the heart of global trade, enhancing its footprint in major economies including China, India, the US and the GCC. Adding active operations in key cargo origins will boost the group's offerings to international companies looking for comprehensive GCC logistics solutions under an integrated entity, it added.

"SFS is a fast-growing company that boasts a strong financial footing and caters to a diverse array of major industries, making it an ideal partner to expand Asyad's logistics capabilities and amplify its global reach. This acquisition means enhanced service offerings, access to a wider range of multimodal end-to-end logistics solutions and expanded global reach for Asyad's customers," said Asyad.

The SFS network spans more than 90 geographies over six continents, with 1,400 customers including Fortune 500 and blue chip companies across industries including food, energy, automotive, pharmaceuticals, and construction.

Duqm terminal

While Asyad eyes synergies and greater reach across the group, SFS's established network will enable Asyad Container Terminal - Duqm to better serve the growing industry in and around Duqm.

Inaugurated earlier this year, the terminal is now operational and handling regular calls with its remotely-operated semi-automatic cranes, including four



ship-to-shore (STS) and 12 rubber-tired gantry (RTG) cranes.

"We are currently in an important capacity-building stage for the terminal. We have been able to serve the important fishing industry in Duqm and develop a pertinent value proposition with shipping lines looking to increase resilience in their networks. This has meant carrying out tactical transshipment operations for customers or even supporting vessels that become distressed due to weather conditions. We look forward to building on this initial success and increasing the connectivity of the terminal," Asyad said.

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The Naghi Marine Group delivers a comprehensive range of world-class marine services tailored to meet the unique needs of the maritime industry. With a rich legacy of excellence, Naghi Marine is committed to upholding the highest standards of quality, safety, and sustainability in all our operations.

The Naghi Marine Group offers a comprehensive list of services including:

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-  **Ship Agency Services:** A full spectrum of husbandry services including vessel clearance, berthing arrangements, crew handling, provisions, material support, and waste management.
-  **Offshore Services:** Specialized platform supply, crew transfers, and offshore support for diverse marine activities.
-  **Marine Construction:** Cutting-edge services for port development, quay wall construction, and marine infrastructure projects.
-  **Vessel Maintenance and Support:** Top-tier maintenance, repair, and overhaul services to ensure your vessels operate at peak performance.
-  **Specialized Marine Services:** Salvage operations, Oil Spill Response, Dredging, AtoN Deployment and Maintenance, SPM Maintenance, Pipeline Laying and Maintenance, and more.



Why Choose Naghi Marine?

-  **Expertise and Experience:** A team of seasoned professionals with deep maritime sector knowledge.
-  **Commitment to Quality:** Adherence to the highest standards of safety, quality, and reliability.
-  **Innovation and Sustainability:** Pioneers in advanced technologies and sustainable practices for a greener maritime industry.
-  **Customer-Centric Approach:** Tailored solutions to meet your specific needs, ensuring satisfaction and successful outcomes.

Trusted by Industry Leaders:

The Naghi Marine Group is proud to have served esteemed clients such as Saudi ARAMCO, the Saudi Ports Authority (MAWANI), Red Sea Global, Bahri, Saudi Coast Guard, POWERCHINA, and others delivering quality services that exceed expectations and set industry standards.

Join leading maritime organizations who trust Naghi Marine for their most critical projects. Let us help you navigate the future of marine services with confidence and excellence. Contact Us to discover how Naghi Marine can elevate your maritime operations.



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Development at Asyad Container Terminal – Duqm is full speed ahead, with a new senior management team put in place this summer, strong marketing efforts, and ongoing investment in equipment and systems.

“There are major development projects under way in the Duqm region, and we want to ensure that we build our capacity to meet this demand,” said Asyad.

As a deepsea facility with zero-congestion and an initial designed handling capacity of 1m teu, Duqm is well-placed to attract calls from some of the largest east-west trades on its doorstep, as well as growing north-south trades.

Energy logistics

Duqm is also home to the OQ8 refinery, a joint venture project between Kuwait Petroleum Corporation (KPC) and Oman’s energy investment firm OQ. Asyad Shipping plays a critical role in operations at the OQ8 refinery, providing maritime transportation services for the refinery’s crude oil shipments.

“The successful delivery of the first blended crude oil shipment entirely managed by an Omani supply chain demonstrates Asyad Shipping’s technical expertise, advanced infrastructure, and operational capabilities,” said Asyad.

“The group has a strong partnership with OQ8 and expects the project to stimulate demand for refined product transportation within the regional markets. “This growth in refined product movement will undoubtedly create new opportunities for Asyad to expand its tanker fleet and logistics services,” said Asyad.

OQ8 told Seatrade that current crude oil demand at the refinery

averages 230,000 bbls per day of Oman Export Blend and Kuwait Export Crude. Products are shipped out of the refinery on suezmax and aframax tankers. For the first six months of the year, monthly production averaged 3.14m barrels of gas oil, 1.01m barrels of jet A1, 220,716 tonnes of naphtha, 18,667 tonnes of sulphur, and 58,464 tonnes of petcoke.

OQ8 said as a new and technologically advanced refinery, it offers greater flexibility, a higher nelson complexity index score, a wider range of crude assays, and competitive refining costs per barrel. Long-term offtake agreements are in place with OQ Trading and KPC for the refinery’s products.

“As OQ8 optimises its operations, changes in crude oil import patterns may affect crude tanker demand, creating further potential opportunities for Asyad’s tanker fleet and logistics services as supply chains evolve,” said Asyad.

International expansion

Outside of the Middle East, Asyad recently opened an office in Singapore, a move it said was driven by a strategic initiative to strengthen its global presence and operational capabilities in one of the world’s key shipping hubs.

“This move aligns with Asyad Shipping’s strategy of diversifying and renewing its maritime fleet to meet the evolving requirements of the maritime sector and global trade trends. The Singapore office aims to provide effective maritime shipping solutions to various global companies, connecting them with major commercial markets.”

Dr Ibrahim Al-Nadhairi, CEO of Asyad Shipping and Dry Dock Company, said the new office supports the company’s goal of



expanding its global operations and enhancing its ability to offer innovative and efficient maritime shipping services.

“There is substantial demand for Asyad Shipping’s services in Singapore, particularly driven by the increasing need for the shipment of various petrochemical products between the global markets, including Singapore,” said Asyad.

From initially managing nine vessels, the Singapore office has scaled up to manage 15 ships as commercial operations expand and the company earns the trust of global clients.

“This demand spans several sectors, including LNG and crude oil, highlighting the potential for enhanced commercial collaboration,” said Asyad.

Despite its recent period of growth, Asyad said it continues to focus on expanding its services and solutions in high-margin sectors such as healthcare and pharmaceutical, automotive, and technology.

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Progress of the UAE BluePass initiative and milestones achieved

Back in May 2023, the UAE Ministry of Energy and Infrastructure (MOEI) launched the 'Blue Pass' transformational project, aimed at building a cluster of local and international maritime organisations, helping them exchange their services.

A year on, Seatrade Maritime talks to **Capt. Rami Al Breiki, Chief Executive Officer, Neonautica Group**, who provides an update of how this initiative has progressed and what milestones have been achieved.

Since its launch in May 2023, the UAE BluePass initiative by the UAE Ministry of Energy and Infrastructure (MOEI) has made significant progress. The platform has expanded to include more than 300 registered maritime companies and provides services to in excess of 25,000 vessels.

Strategic partnerships with 12 key entities have been established, enhancing the platform's credibility and trust. The UAE BluePass has successfully digitised port services and facilitated seamless connectivity between maritime stakeholders, fulfilling its goal of modernising business processes in the maritime sector. The UAE Blue Pass is expanding its scope to encompass multimodal logistics, including land, sea, and aviation.

This consolidation aims to support the UAE's objectives by enhancing efficiency, transparency, and cost reduction through real-time tracking, optimisation, and automation. Collaborative efforts between government entities and the private sector are crucial for this success. The initiative is expected to improve the UAE's rankings, mitigate risks, and increase scalability while contributing to environmental sustainability by reducing fuel consumption and emissions.

Key stakeholders in this endeavour include the Ministry of Energy and Infrastructure, Ministry of Economy, Federal Authority for Land and Maritime Transport, General Civil Aviation Authority, and major port and logistics groups like AD Ports Group and DP World.

At the time, H.E. Eng. Hassan Mohammed Al Mansouri, Under-Secretary of Infrastructure and



Transport

Affairs at the Ministry of Energy and Infrastructure, said: "The maritime industry is one of the sectors that relies heavily on traditional methods and personal relationships in conducting business. This makes it difficult to acquire supplies and services required by maritime companies and merchant ships smoothly. This has led us to search for innovative solutions to facilitate business, reduce operational expenses, and avoid wasting time on supply operations." Has the Blue Pass initiative achieved this? What examples can you provide of a more seamless customer journey?

The UAE BluePass initiative has effectively addressed the traditional, cumbersome processes in the maritime industry by introducing innovative digital solutions. These include digitised port services, real-time data on vessel activities, and a comprehensive marketplace platform.

Examples of a more seamless customer journey include streamlined gate passes, shore leave processes, and inspections, which have significantly reduced operational expenses and time wasted on supply operations. Furthermore, by evolving into multimodal logistics, the UAE BluePass aims to enhance the customer journey across all transportation modes - sea, land, and aviation.



This integration facilitates collaboration between government entities and the private sector, resulting in a more seamless and efficient logistics experience.

The project aimed to build a database of maritime companies and commercial vessels operating in the UAE and its waters. How many registered members are there now - and how many vessels does that represent?

As of now, the UAE BluePass platform boasts more than 300 registered members and serves in excess of 25,000 vessels.

This extensive database allows for efficient management and tracking of maritime activities within UAE waters and beyond. The initiative's expansion into multimodal logistics will further broaden the membership and database, incorporating stakeholders from land and aviation sectors. This holistic approach ensures comprehensive management and tracking across all logistics modes, enhancing the overall efficiency and reliability of the UAE's logistics infrastructure.

In addition to partners, shipowners, and service providers, the UAE BluePass has introduced new membership categories for professionals and the Ra'ed initiative. These new categories aim to engage a broader range of stakeholders, including logistics and supply chain professionals who can leverage the platform for networking and business opportunities. The Ra'ed initiative, specifically, focuses on providing Emirati entrepreneurs and start-ups with access to the UAE BluePass's extensive network and resources, further supporting local entrepreneurship and growth. This inclusive

approach ensures that the UAE BluePass remains at the forefront of innovation and collaboration within the logistics industry.

The website lists strategic partners. What is the role of those partners and how do they benefit members?

The UAE BluePass thrives on strategic partnerships essential for its success. To date, it has formed 12 key alliances with government entities, free zones, classification societies, shipowners, ports, and associations. These partnerships grant members access to more than 25,000 vessels owned or operated by these entities worldwide. This network facilitates the digitised services offered by both members and strategic partners, fostering interactions that enable members to explore business opportunities and leverage the platform's credibility for trust and reliability. Key partners include the Fujairah Free Zone, Bureau Veritas, the Marshall Islands Registry, Panama Maritime Authority, and Dubai SME. As the UAE BluePass evolves into multimodal logistics, these partnerships will extend to include stakeholders from land and aviation sectors, such as the General Civil Aviation Authority and RTA. This broader network will further enhance the platform's capabilities, supporting the UAE's strategic logistics objectives.

As a member, you get real-time updates on vessel activities. Please explain more about this functionality.

Members of the UAE BluePass receive real-time updates on vessel activities, including arrival and departure times, port calls, and service needs. This functionality ensures that maritime operations are conducted smoothly and efficiently, with up-to-date information





BluePass objectives



readily available to all stakeholders. Integrating successful systems from some of our partners and stakeholders will enhance this real-time data functionality, providing comprehensive updates across sea, land, and air transportation modes. This integration will enable more efficient co-ordination and management of logistics activities, aligning with the UAE's objectives for a seamless logistics infrastructure.

The UAE BluePass allows access to a marketplace platform delivering insights on tenders, procurements and purchasing opportunities. Have you any case studies of companies that have done business as a result of using this marketplace?

The UAE BluePass's marketplace platform has already shown promising potential by enabling successful business transactions among various companies. Maritime service providers have benefitted from increased business opportunities and streamlined operations. The potential is increasingly positive, and as we build the database, we expect to see significant growth in business opportunities and efficiency within the UAE's logistics sector. The UAE BluePass's marketplace will offer even greater opportunities for stakeholders across different transportation modes. This integration will support more complex and comprehensive logistics solutions, further boosting business opportunities and efficiency within the UAE's logistics sector.

Since its launch, a Ra'ed exclusive package has been introduced. What is this and who does this benefit?

The Ra'ed exclusive package is an initiative launched by the the UAE BluePass to support Emirati entrepreneurs and start-ups. It offers full access to

the platform and includes financing opportunities through strategic partners like Dubai SME. This package aims to promote local entrepreneurship and economic growth by simplifying business registration processes and providing necessary resources and knowledge sharing. As the UAE BluePass evolves, the Ra'ed package will extend its benefits to start-ups and entrepreneurs in the land and aviation sectors. This holistic support will foster innovation and growth across all transportation modes, aligning with the UAE's strategic economic objectives.

At its launch, it was hoped that the project would enhance the competitiveness of the UAE national maritime sector and promote the UAE's position as one of the world's leading maritime hubs. Has this been achieved and what are the next steps for the UAE BluePass?

The UAE BluePass platform has significantly enhanced the UAE's competitiveness in the global maritime sector. By integrating digital solutions and fostering collaboration among maritime stakeholders, the UAE BluePass has positioned the UAE as a leading maritime hub. Future plans include expanding strategic partnerships beyond logistics, involving local and foreign chambers of commerce, and creating pathways for UAE graduates to access training and job opportunities within the maritime industry. Incorporating multimodal logistics will further bolster the UAE's competitiveness, offering a seamless and integrated logistics infrastructure that spans sea, land, and air. This comprehensive approach will attract more global business, enhance efficiency, and support the UAE's ambition to become a leading logistics hub

Company spotlight

Updates and news from the Gulf Co-operation Council (GCC)

Aegir Marine puts focus on customers



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Right from the start (2000), we were clear about one thing: AEGIR-Marine would be a service company with true customer focus. Not because it sounds good, but because that's what we really want: to put the customer first.

We employ passionate and committed engineers who provide excellent service. The kind of service that is often hard to find, the kind of service we like to get ourselves. When you call us, you will be connected with the right person immediately: a dedicated specialist. No voicemails that will be answered 'some day'; one call should do it. We operate independently from OEMs and keep a well-stocked warehouse. Any PRIME Part can be shipped within the hour to avoid lengthy delivery times. If that is what it takes, then that is what we will do. And we will do it with a smile, because that is the way we do business.

Aramco – where energy is opportunity



Stand no: J30

We are one of the world's largest integrated energy and chemicals companies, creating value across the hydrocarbon chain, and delivering societal and economic benefits to people and communities around the

globe who rely on the vital energy we supply.

We are committed to playing a leading role in the energy transition. We have a responsibility to help the world achieve a net-zero economy, and our people are working hard to help solve the world's sustainability challenges.

For our customers, we are a supplier of choice. For our shareholders, we provide long-term value creation. For communities around the world, our ambition is to provide reliable, affordable, and more-sustainable energy.

Our perspective

We believe in the power of energy to transform lives, enhance communities, advance human progress, and sustain our planet. With the global population forecast to increase by 2bn over the next 25 years, even more energy will be required to meet rising demand. It will take all available sources of energy to fill this need — both legacy and alternative sources. And, while alternative energy sources are steadily making advances, they will not be capable of meeting future demand alone. Even as we transition to a low-emissions future, hydrocarbon-based energy sources will be counted on to meet the bulk of the world's energy demand well into the future.

We're committed to driving energy efficiency and addressing the global emissions challenge. And, as the world's largest integrated oil and gas company, we believe we are uniquely qualified to make effective contributions to the overall solution.

We have already demonstrated the potential of technology to reduce emissions from both mobile and stationary sources. We are also capturing emissions and turning them into useful industrial products and manufacturing feedstocks that boost economic growth and job creation. These successes, along with

other strategies, have given us one of the lowest CO2 footprints in the oil and gas industry.

At Aramco, we are proactively doing our part to reliably and sustainably provide the energy products that enable people to seize opportunities that can transform our world.

Bahri



Stand no: K20

The National Shipping Company of Saudi Arabia, otherwise known as Bahri, was established by Royal Decree No. M / 5 issued on January 22, 1978 (Safar 12, 1398 AH) as a public joint-stock company listed on the Saudi Stock Exchange (Tadawul). The Public Investment Fund (PIF) owns 22.5% of the company, while the Saudi Aramco Development Company owns 20%. The remainder of the shares are owned privately by citizens and investment institutions.

Over the four decades since its establishment, Bahri has grown from a small shipping company with a fleet of four multi-purpose vessels into one of the largest transport companies in the world. Today, we own an extensive fleet of tankers and ships and are considered a leader of the global maritime sector.

Bahri provides its portfolio of services through an integrated network of global operations facilitated by 3,000 employees who are committed to meeting the needs of our customers. We are dedicated to achieving maximum results for our partners through the construction of vessels specially designed to provide integrated transportation services, domestically and internationally. And we are always keen to provide pioneering

sea, land and air services that offer added value by effectively utilising the latest global technologies.

Bahri's commitment to innovation and applying best practice across its businesses has ensured the company continues to maintain its leadership position at the forefront of the maritime sector since its launch. We have diversified our businesses and expanded into new markets to maintain our standing in the transport and logistics sectors, while a longstanding dedication to expansion has led to the development of modern facilities, such as a private container yard at Jeddah Islamic Port. Plans are underway to establish a similar facility at King Abdulaziz Port in Dammam.

Today, we are the first national transportation company to complete more than 40 years of operations, and we aim to achieve more growth and success through the ongoing establishment of a strong customer base, domestically and internationally. Our goal is to maintain our high standards of quality, reliability and safety and deliver increased value for our shareholders.

By maintaining this commitment to achieving excellence across our operations, Bahri will help fulfil the Saudi Vision 2030 goal of establishing the Kingdom as a strategic hub and global logistics centre. Four aims of this national blueprint drive us in particular:

- Ensuring the Kingdom ranks in the top 25 of the Logistics Performance Index.
- Increasing local output in the oil and gas sector to 75%.
- Raising the proportion of non-oil exports to 50% of gross domestic product.
- Developing the Kingdom so that it is a top 15 economy globally.

.....

HPC Hamburg – putting sustainability at forefront



Stand no: E10

At HPC, we stand at the forefront of global port and logistics consultancy. Acting as a collaborative platform, we unite professionals, clients, and partners to transform ports within the transportation supply chain. Our goal? To shape these hubs into not just efficient but also sustainable centres for freight, energy, and data. The impact is not only for stakeholders but for the entire region they serve.

Join us on this transformative journey toward more sustainable and effective port solutions.

What we stand for

At HPC, we live diversity every day. With a vibrant team representing more than 15 different nationalities and a global clientele, our workplace thrives on the richness of varied perspectives. We're not merely a consulting firm; we're a tapestry of cultures working together. Our commitment to diversity goes beyond words – we've embraced the mission and vision of the German Diversity Charter, a testament to our dedication in recognising, appreciating, and integrating diversity in our global work environment. Because at HPC, diversity isn't just a goal; it's our everyday reality, shaping the way we think, work, and succeed together.

More ethics and compliance

At HPC, we believe in fostering relationships built on integrity, fairness, responsibility, and sustainability. Aligned with our parent company HHLA, these values are the cornerstones of how we interact with our employees, clients, suppliers, business partners, competitors, and other stakeholders. We extend this commitment to our suppliers and partners, expecting them to uphold these principles in their business relationships. For a deeper dive into our commitment, feel free to explore the details in our 'Code of Conduct.' It's more than just a set of rules – it's a reflection of who we are and the standards we hold dear at HPC.

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IMI – home to MENA's largest full-service yard

INTERNATIONAL – العالمية
MARITIME – للمناعات
INDUSTRIES – البحرية

Stand no: I20

IMI is the largest full-service yard in the MENA region, with global ambitions and reach, offering advanced, sustainable services that will help shape the future of maritime. It provides newbuild and maintenance, repair and overhaul (MRO) services for commercial vessels, including VLCCs, bulk carriers, offshore support vessels and offshore jack-up rigs.

State-of-the-art technologies, including artificial intelligence, biometrics and the Internet of Things, are embedded into the yard's infrastructure, offering customers a cutting-edge advantage in an era of digitalisation.

By using green products, materials and renewable energy sources, including solar and wind, IMI will set the standard for sustainability in the global maritime industry, reducing carbon emissions and impact on marine life.

IMI also provides customers and business partners with innovative lifecycle management offerings, high-quality products, efficient schedules and internationally competitive prices.

IMI is integral to Saudi Arabia's vision of building a regional logistics hub that reinforces its position as a gateway to three continents. The company aspires to be a global leader, offering ship and rig companies state-of-the-art products, infrastructure and high-quality solutions.

IMI's development as an advanced maritime facility is essential to the fulfilment of the National Industrial Development and Logistics Program – one of Vision 2030's 13 Vision Realisation Programmes (VRPs). The programme is a component of Vision 2030's wider goals, which aim to leverage the Kingdom's strategic location to create a thriving logistics industry.

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Inmarsat – providing connectivity lifelines



Non-Exhibiting Sponsor

Relied on for more than 40 years, our world-leading satellite networks touch every aspect of life, all over the planet, to keep communities, companies and countries connected when it matters most – even during the most turbulent times.

We're here to keep you safe. Inmarsat was set up in 1979 by the International Maritime Organization (IMO) to develop a satellite communications network for protecting lives at sea and we are deeply proud of our safety heritage.

We were the first satellite operator to meet the stringent requirements of the Global Maritime Distress and Safety System (GMDSS) and International Civil Aviation Organization (ICAO) for global safety communications.

Our GMDSS services are closely monitored and overseen by the International Mobile Satellite Organization (IMSO) to ensure compliance with the requirements set by the IMO. This ensures that our services consistently meet the required level of reliability and availability for seafarers relying on GMDSS satellite communication. We maintain a strong collaborative relationship with the IMSO, engaging in continuous testing and monitoring of our GMDSS services to ensure their ongoing effectiveness and adherence to industry standards.

Connected world

Today, we have the world's most advanced and resilient mobile connectivity infrastructure to ensure that our satellite services are not only saving lives, but also providing a connectivity lifeline in the most remote and challenging locations.

We serve aviation, maritime, government and enterprise markets with an unparalleled portfolio of services and solutions. Our customers range from airlines and shipping fleet operators to the military and aid agencies, and a host of commercial enterprises, from

mining and logistics to agriculture. What they all share in common is the need for highly reliable connectivity, no matter where they are.

We work closely with our global network of technology, manufacturing, resale and wholesale partners. Together we continually innovate, developing and delivering the solutions and services that are shaping the future, transforming industries and enabling a truly global digital society.

With locations across every continent, our world-class services and 24/7/365 customer support are available directly from Inmarsat and via our partners.

Underpinning all this is a fully-funded technology roadmap, which is delivering greater innovation than at any other time in our history.

Macna – trusted partner in the Kingdom



الملاحة MACNA

Stand no: K50

Macna, a 100% Saudi-owned company, is a wholly owned subsidiary of the Al Blagha Group, a large, diversified group headquartered in Riyadh.

Since its establishment in 1990, the Al Blagha Group has demonstrated its strong presence and expertise across various sectors, including shipping, marine infrastructure, ship repair, real estate, and logistics. Macna's core business is the transport of passengers and cargo by sea to and from the various islands under construction or already operational within the Kingdom.

Our diverse fleet comprises high-speed ferries, crew transfer vessels, landing craft and marine ambulances. We are the only licensed high-speed craft operator within the Kingdom and are the trusted partner to all of the significant Government and PIF organisations within Saudi Arabia.

Magsaysay



Magsaysay provides land-based and sea-based manpower and development business solutions to local and international organisations around the world. Its programmes and services have focused on the globalisation of human resources solutions for the maritime sector and a number of other industries, allowing sea-based and land-based Filipino workers to upskill, take on quality jobs, and enhance their employability as trade becomes more complex and globally integrated.

Magsaysay is committed to enrich people's lives through fulfilling careers, powered by training and development, to benefit the industries and communities it serves. Headquartered in Manila, Philippines, the company has regional offices across the Philippines and strategic business units in Indonesia, China, Thailand, Panama, and Croatia.

It is globally known as leading provider of excellent quality crew and exemplary crewing services for the world's maritime and cruise industries for 75 years. It provides partner Principals around the world direct access to top-notch, well-trained, and exemplary Filipino crew for both merchant marine vessels and cruise ships.

Magsaysay's service is anchored on building a human resources pipeline and investing heavily in the sourcing, selection, training, and certification of seafarers and crew members for the specific jobs that they will perform onboard cruise ships and merchant marine vessels.

Magsaysay has been the recipient of numerous international and local awards as well as citations. The company has been recognised by the POEA, PAG-IBIG, and BIR for its exemplary services, governance, and compliance through the years.

Med Marine



Stand no: C70

Med Marine is a leading Turkish shipbuilder and tugboat operator, providing a broad range of services in towage, pilotage and mooring in the busiest ports of Turkey for over 25 years.

Eregli Shipyard, owned by Med Marine Group, is among the largest shipyards in Turkey based on some 180.000 sqm with more than 30.000 sqm indoor areas to build state-of-the-art tugboats, workboats, offshore vessels and coated/ Stainless Steel (STST) IMO II type chemical/oil tankers, either for its own operations or clients around the world. Med Marine has a wide selection of state-of-the-art tugboat design portfolio and the shipyard is constantly being improved with advanced production standards by keeping up with latest health, safety and environmental regulations. Med Marine has successfully completed the construction and delivery of 200+ projects, including tugboats, chemical/oil tankers, mooring and pilot boats. Med Marine is capable of constructing tugboats up to +120 TBP; and mooring/work/pilot and crew boats. Eregli Shipyard has received certifications for "Shipyard Security Compliance" and "Shipyard Production Compliance" certificates to build naval ships for Turkish Military and NATO.

Med Marine is a member of European Tug Owners Association since 1997, and a member of BIMCO since 2000. In addition, Med Marine was awarded ISO 9001 certification in January 2001 by BV and in 2010, ISO 14001:2004 & OHSAS 18001:2007 certificates have been achieved.

Through a blend of superior design and extensive experience, Med Marine upholds the highest global standards within its industry to effectively cater to the needs of multinational clients.

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Mwani Qatar - supporting National Vision 2030



Stand no: C30

Mwani Qatar is responsible for managing the nation's seaports and shipping terminals, but the integrated port and logistics services provider is also playing a more pivotal role. By substantially developing Hamad Port, the company is not only strongly positioned to develop a regional shipping hub, but also to play a major role in diversifying the Qatari economy ready for a post-hydrocarbon future.

Alongside its oversight of the country's quays, dry ports, and container terminals, Mwani Qatar also provides navigation assistance and pilotage, towage, and Aids to Navigation (AtoNs), as well as loading, unloading, cargo handling, and storage.

Furthermore, the company is involved in developing seaports and related services in line with international standards.

Mwani Qatar is responsible for commercial ports Hamad Port and Al Ruwais Port, as well as the development of Old Doha Port into a cruise port. Hamad Port, the largest commercial port in the country, is a long-term, physical manifestation of the Qatar National Vision 2030, focusing on the social, economic, environmental and human development of the nation.

The multi-billion-dollar investment in the ports sector does not merely offer expanded capacities, but also brings a host of new, sector-specific capabilities in the maritime sector. As a vital support to the infrastructure preparations for the 2022 FIFA world cup and several world events and projects, Mwani Qatar, under the guidance of the Ministry of Transport, works closely with stakeholders and partners to increase inbound and outbound cargo volumes and establish its entities as preferred ports of call for all shipping lines.

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PSI serves up one-stop solution



We are your one-stop, turn-key solution provider for your industry needs. With our independent project approach towards technologies and manufacturers, we are able to make the best choices based on the regulatory framework, performance requirements, commercial conditions and client preferences. We actively encourage ingenuity and creativity within our teams in order to find new, more efficient and cost-effective ways for our clients to operate, collaborating with others where appropriate, in order to develop the optimum solution.

As a global engineering solution provider, PetroServe International (PSI) comprises a team of highly qualified professionals, including experts in the fields of process, mechanical, electrical and instrumentation which has been meeting the challenges of the global energy industry since 2016.

PSI is dedicated to handling technically challenging projects and possesses an excellent track record, with the capability to execute projects from conceptual design to final completion and commissioning.

PSI carries out highly demanding, complex projects that require strong project management expertise and technical know-how. Leading through excellence is the motto for PSI's performance, thus gaining the reputation of being a reliable and trustworthy partner.

We have JV partners for manufacturing facilities across the globe to cater for the requirement of fabrication and assembly of engineering packages. Our facility is capable of handling large projects, including Early Production Units, Modular Wellsite Packages, Chemical Injection Skids, Metering Skids, Surge Relief Skids, High Integrity Pressure Protection Sytems (HIPPS), Control Panels and Control Systems, Solar Packages and other integration/ automation assemblies.

Our emphasis on meeting the strict requirements of industry standards and client specifications has enabled us to consistently maintain the quality as per international standards.

Above all, PSI values the trust placed in it by its partners and recognises that the reputation of the group is built on its integrity and the ability to reliably deliver complex projects for the long-term benefit of the customers and communities served.

Also, we are approved with major companies like Adnoc Group of companies, Dragon Oil, McDermott, Petrojet, ROO, OSC etc.

Red Sea Gateway Terminal – firmly on global container terminal map



Stand no: C40

Red Sea Gateway Terminal (RSGT) is the newest flagship container terminal at Jeddah Islamic Port, a world-class terminal spearheaded by the Saudi Industrial Services group SISCO, as well as the first privately funded BOT (build operate and transfer) development project in Saudi Arabia, with investment of \$1.7bn up to 2050.

RSGT is an international terminal operator, representing a partnership between the Red Sea Gateway Terminal of Saudi Arabia and the Malaysian Mining Company (MMC). The combined assets, handling capacity and experience place the terminal operations among the 10 largest container terminal operators globally, with a combined annual handling capacity of 20m teu, and equity-weighted throughput of more than 10m teu.

Located at the Port of Jeddah, the Red Sea Gateway Terminal was established in 2009 as Saudi Arabia's first private sector BOT project. Currently, with an annual container throughput capacity of 5.2m teu, RSGT is providing world-class integrated logistics solutions, port operations in one of the world's 40

busiest container ports, and serves as an engine of growth for both local and regional economies.

Sedres Maritime – continuing to expand



Stand no: K30

Sedres Maritime, established in 1993, has grown from a company catering to limited services to now being capable of providing complete marine and total logistics solutions to our esteemed clients.

Our services cover Shipping Agency, Crew Change, Freight Forwarding, Land Transportation, Customs Clearance, Ship Chandling, Construction, and many others through JV partners, with the ability to provide bespoke services suiting individual client's requirements.

Sedres is headquartered in Jubail and has offices in Jeddah, Riyadh, Yanbu, Dammam, Ras Tanura, and Khafji. Driven by a passion for efficiently serving our global clientele, we continuously expand our network of owned offices and business partners.

Backed by more than 30 years of profound industry experience, you can count upon us for reliable solutions, prompt responses, and timely delivery, every time.

Zamil Offshore continues to expand its reach



Stand no: J40

Established in 1977, Zamil Marine Services is one of the largest specialised offshore and marine services providers in the Middle East. Zamil operates an extensive fleet of offshore oil and gas support vessels, of which a large number are on long-term charter with local clients.

Our services extend beyond the

Arabian Gulf and Red Sea regions to global areas, as our vessels are equipped, manned and certified for International operations.

The scope of services on offer range from direct Vessel Chartering, Cross-Chartering and Vessel Management. Our fleet of more than 60 vessels includes, PSV/OSV/DSV, Fast Crew Boats, Anchor Handlers (AHTS and AHT) and Lift Barges.

Zamil Marine Services has a strong wealth of knowledge, experience and competency and our comprehensive range of vessels offer solutions for a wide range of clients, from diving services, geophysical services and reservoir management, oilfield services, accommodation and emergency standby, drilling support to production and offshore construction.

Zamil Marine Services has expanded significantly its lift barge operations and currently has in operation five vessels of its own - soon to be eight - and 11 on cross-charter.

Zamil Marine Services, under the Flag state of Bahrain and KSA, holds the following certification through the ABS: DOC (document of compliance); ISO 9001:2015, Quality Management Systems; ISO 14001:2015, Environmental Management Systems; ISO 45001-2018 Occupational Health and Safety Management Systems; and ISO/TS ISO 29001:2020, Petroleum, petrochemical and natural gas industries.

Zamil is headquartered in Al Khobar, Kingdom of Saudi Arabia



المؤتمر SAUDI
السعودي MARITIME
البحري & LOGISTICS
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18 - 19 September 2024

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Find out more

What's on • Exhibitor list • Floorplan • Agenda

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العالمية - INTERNATIONAL
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المؤتمر السعودي البحري واللوجستي

SAUDI MARITIME & LOGISTICS CONGRESS

WELCOME TO SAUDI MARITIME & LOGISTICS CONGRESS

Welcome to Saudi Maritime & Logistics Congress 2024. It feels like only yesterday we were welcoming a record number of attendees through the doors to this event and here we are, one year later, with a huge amount of momentum and activity to share.

The world and the Kingdom of Saudi Arabia has continued to accelerate change and innovation at a rate not seen before. There is significant progress in the technology of alternative fuels; the adoption of AI in processes and workflows continues to grow; and throughput of containerised-freight in KSA and regional ports has once again rocketed.

The conference programme you'll witness at this year's event will discuss all of those themes and more, with leaders from around the Kingdom, region and indeed the global industry sharing their thoughts and experiences. Coupled with a significantly expanded showcase of exhibitors on the exhibition floor, the event will once again play a part in propelling the Kingdom's industrial development toward its goals. I'm very proud to be part of this journey and can't wait to see as many of you reading this in person as possible.

Chris Morley

Group Director of Seatrade Maritime



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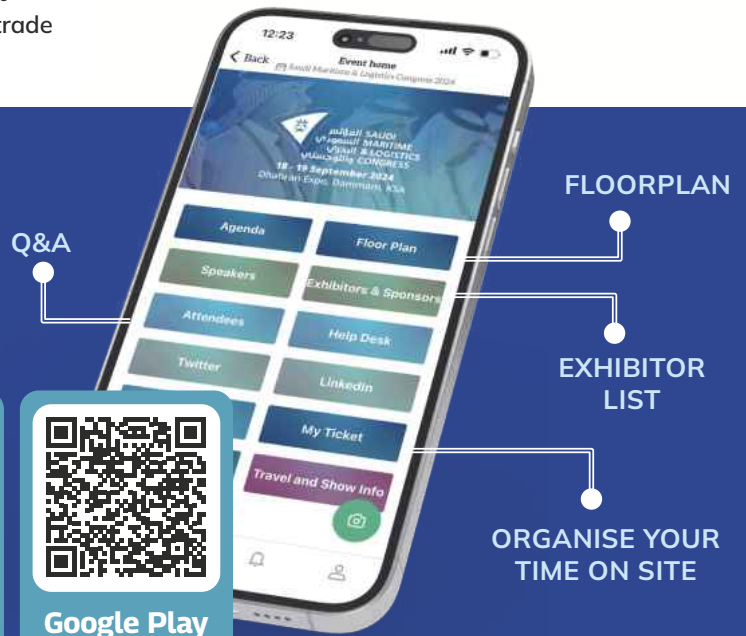
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What's on?



New features for 2024 include the 'Maritime Think Tank'. A panel comprised of prominent figures from Saudi Arabia and the international maritime community, including Erik Jensby, Head of Membership & Business Development at BIMCO and Poul Hestbaek, CEO at Folk Maritime, will offer critical insight into how the industry will develop over the coming years.

Maritime VIPs will have the opportunity to enjoy an invitation-only networking event on the evening of Tuesday 17 September, before taking part in a VIP tour of the exhibition the following morning. The official exhibition opening ceremony will take place soon after at 11:00am on 18 September.

Another point of note will be the presentation of the prestigious 2024 **Seatrade Maritime Lifetime Achievement Award** on the opening day, at 11:45, in the main theatre.

The event will also feature the **Global Maritime Club Lounge** for VIPs and speakers, while the **Maritime Boulevard** will span the exhibition's central aisle, connecting the **Keynote Theatre** with the world's leading maritime companies positioned alongside.

From the show floor

Visitors can enjoy a world-class exhibition featuring many of the leading manufacturers and suppliers displaying the very latest maritime equipment and services.

The event is supported by founding partners **Bahri** and **Seatrade Maritime**, while main partners include Mawani and Saudi Arabia's **Transport General Authority (TGA)**, alongside strategic partners **Saudi Aramco** and **International Maritime Industries (IMI)**.

Exhibitors also include industry players such as **Abdulla Nass & Partners, AON, Arab Shipbuilding & Repair Yard Company, Jana Marine Services, Faisal M. Higgi & Associates, Geoseas, High Seas Marine & Industrial Services, Integrated Marine**

Solutions, POSH Saudi, MAMAS for Port Services, Rawabi Vallianz Offshore Services, Sedres Trading & Maritime Services, Zamil Offshore, Naghi Marine, Red Sea Gateway Terminal, Mwani Qatar and Hutchison Ports – all preparing to spotlight their latest products and to visiting maritime dignitaries and professionals.

In addition, **Innovation Norway** will have a dedicated pavilion featuring companies such as Jotun Saudia, Kongsberg Norcontrol, Miroso, Kongsberg Maritime, Vaholmen VOC Recovery AS and Zenitel Norway AS.

Additional amenities include a new **food court**, additional coffee outlets throughout the show, and the return of the popular shuttle service between the venue and key hotels.



Scan the QR code to find out more!

PRESENTING AN UNMISSABLE LINE-UP OF
60+ maritime
business leaders



Eng. Ahmed Ali Al Subaey
CEO
Bahri



Eng. Essam M Al Ammari
Deputy for Maritime
Transport
TGA



Eng. Abdullah Al-Ghamdi
CEO
IMI



Kaupo Läänerand
Deputy Minister for
Maritime and Water Affairs
Ministry of Climate, Estonia



Ahmad Abdulaziz Sindi
General Manager,
Transportation Sector
Oil Sustainability Programme



Poul Hestbaek
CEO
Folk Maritime



Abdularahman Bakhurji
President Fulfilment
SAL



Capt. Turki Al Shehri
Managing Director
*National Maritime
Academy*



Hisham Al Ansari
CEO & Shareholder
MSC Saudi Arabia



Raveen Guliani
COO
DP World Logistics



Elpi Petraki
President / Business
Development Manager
*WISTA International |
ENEA Management Inc*



Nils Kemme
Managing Director
*HPC Hamburg Port
Consulting GmbH*



FREE
to attend
visitors should register at
saudimaritimecongress.com

Conference highlights

The free-to-attend conference will once again prove indispensable as delegates enjoy a thought-provoking agenda designed to address today's key maritime concerns while assessing future enterprise opportunities.



Opening on Wednesday 18 September, speeches from international leaders including Bahri's CEO Eng. Ahmed Alsubaey, and an exclusive video address from IMO Secretary-General Arsenio Dominguez will set the scene.

This will be immediately followed by a series of strategic industry announcements, as well as the presentation of the **Seatrade Maritime Lifetime Achievement Award**.

Industry keynote speeches will give leading maritime businesses the opportunity to expand on their future plans, while the new **'Maritime Think Tank'** will delve into how trade-lane disruptions and changes in infrastructure services might alter operations. The expert panel will also offer insight into critical areas that shipowners and operators should prioritise in the coming years, aiming to demystify the forces shaping the "new normal" for the global maritime industry.

Afternoon sessions on day one will include a presentation on interconnected logistical developments in KSA and how they impact on the cargo owner, plus discussions on regional transshipment evolution and the land-bridge initiative. The day's final session will focus on shipbuilding and repair and how the sector responds to the demands of decarbonisation and opportunities presented by new technologies and alternative fuels.

Highlights for day two include a fascinating panel discussion on the adoption of AI and machine learning for the maritime sector. Expect a deep dive into how future excellence in this field will impact the bottom line. A second panel discussion on offshore safety, moderated by **CEO of Synergy Offshore Fazel Fazelbhoj**, will further develop the theme of digitalisation as his guests explore best practices in cybersecurity and offshore operations.

Thursday's afternoon sessions will focus on energy transition: how sustainability strategies in the Kingdom are expanding its role as an exporter of refined product; the continued resurgence of the offshore market; and the potential for production of alternative fuels.

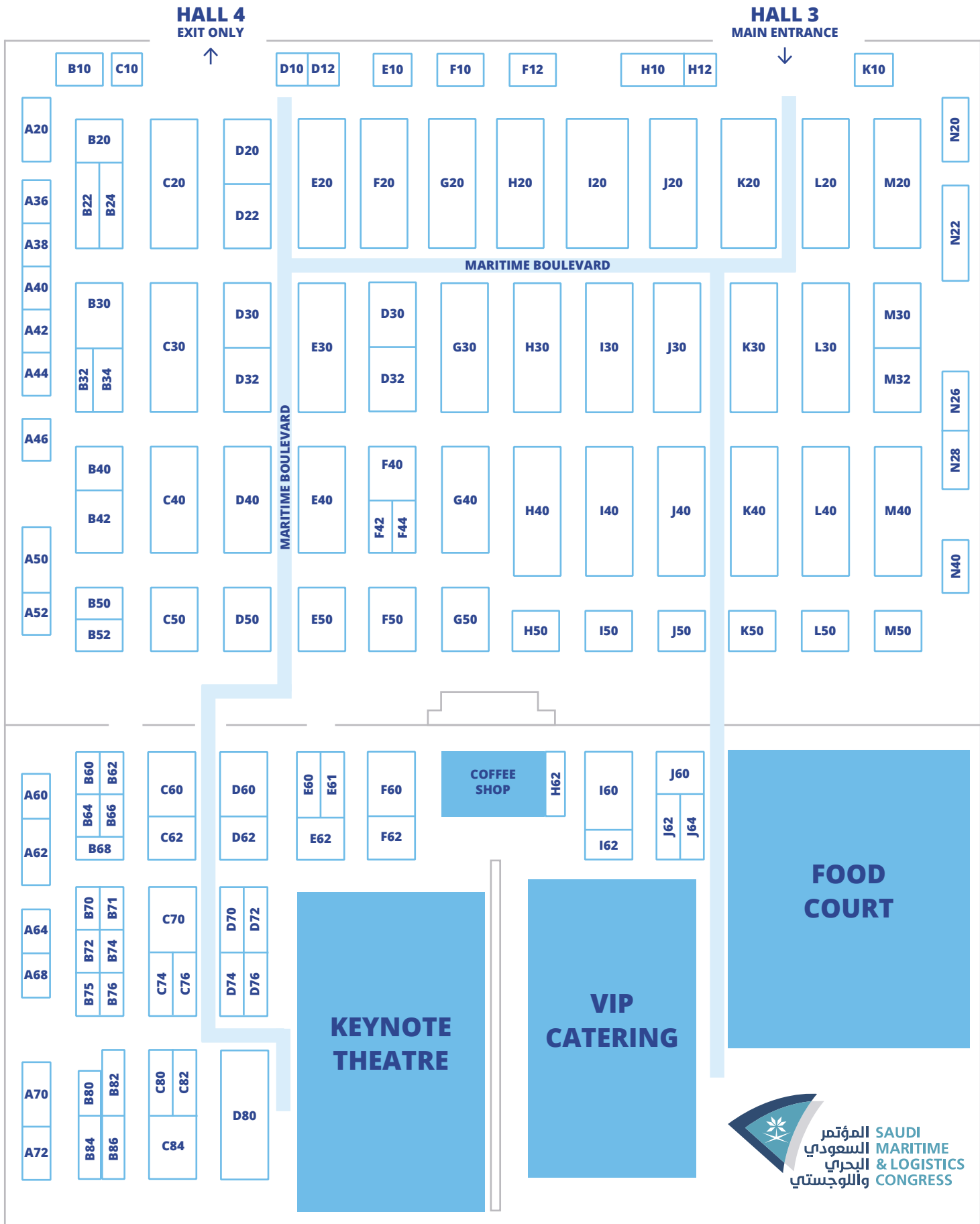
Finishing off proceedings will be a panel discussion featuring **Capt. Turki Al Shehri, Managing Director of the National Maritime Academy**, who will discuss workforce development, the educational infrastructure across the region, recruitment, career development and retention strategies.

As always, networking will play an important role throughout the conference, giving delegates the opportunity to spend valuable time re-establishing relations and forging new connections.

Come and explore



3 CAMELS MARINE SERVICES	C76	HIGH SEAS MARINE & INDUSTRIAL SERVICES CO LTD	E40	REINTJES MIDDLE EAST LLC	F62
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BAHRI	K20	MAKEEN - SAUDI ENGINES MANUFACTURING COMPANY	G40	SIEMENS ENERGY	C74
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BEIJING TIMERIVER TECHNOLOGY CO., LTD.(ROBOTPLUSPLUS)	I40-6	MARCAP SAUDI MARINE EQUIPMENT SERVICES LTD	B40	SMIT LAMNALCO	B50
BRUNTON WIRE ROPES	H50	MARINE OPERATIONS FOR ENVIRONMENTAL SERVICES (SAIL)	K40	SOHAR PORT	D40
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DNV	E20	NANJING HIGH ACCURATE MARINE EQUIPMENT CO., LTD.	I40-7	TABADUL	L40
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ECOCOAST	E62	NAVARINO	B66	TEJOURY	A70
ENVOCOAST	D12	NDT CORROSION CONTROL SERVICES CO	H12	THREE LIONS TRADING COMPANY WLL	B74
EXALTO EMIRATES	D30	NATIONAL MARITIME ACADEMY	I60	TIDEWATER	M40
FAISAL M, HIGGI & ASSOCIATES CO LTD	D80	NORTH WEST MARINE & AVIATION SOLUTIONS	B24	TMC COMPRESSORS / LUBMARINE	E20
FATHOM.IO	H62	NORWAY PAVILION	F20 & E20	TOTALENERGIES / LUBMARINE	E60
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GARNET ARABIA COMPANY LTD	C82	OCEAN POWER INTERNATIONAL LLC	A52	TRANSPORT GENERAL AUTHORITY	L20
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GOLTENS RED SEA	E20	PORT OF SALALAH	D40	UNIVERSAL SATELLITE COMMUNICATION DMCC	C80
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HELLMANN WORLDWIDE LOGISTICS SAUDI ARABIA LLC	A46	RAWABI VALLIANZ OFFSHORE SERVICES	I30	WEATHERDOCK AG	B76
HFW - NON EXHIBITING SPONSOR		RED SEA GATEWAY TERMINAL	C40	WEICON GMBH & CO KG	A40
				YUSUF BIN AHMED KANOO CO LTD	F50
				ZAMIL OFFSHORE	J40
				ZEEZEE TECH CO., LTD	I40-4
				ZENITEL NORWAY AS	E20
				ZF GROUP	B72



This was correct at date of publication. Please scan the QR code for any updates

Conference schedule

DAY 1	Wednesday 18 September 2024
09:00 - 10:30	Registration
10:30 - 11:00	VIP Tour of the Exhibition
11:00 - 11:10	Opening Ceremony National Anthem, followed by reading from the Holy Quran
11:10 - 11:15	Welcome Remarks
11:15 - 11:45	Keynote Welcome Addresses
11:45 - 12:05	Exclusive Announcements & Seatrade Maritime Lifetime Achievement Award
12:05 - 12:15	Industry Keynote
12:15 - 13:20	Maritime Think Tank
13:20 - 14:50	Networking Break / VIP Lunch
14:50 - 15:50	Interconnected Logistics & The Supply Chain of the Future
15:50 - 16:50	Shipbuilding and Repair
16:50 - 17:00	Summary and Close of Day 1

DAY 2	Thursday 19 September 2024
09:30 - 10:45	Registration
10:45 - 11:00	Welcome & Special Announcements
11:00 - 12:00	The Digitalisation of Maritime: The adoption of AI and machine learning
12:00 - 13:00	Offshore Safety: The importance of maintaining world-class safety standards
13:00 - 14:30	Networking Break / VIP Lunch
14:30 - 15:30	Energy Transition for a Sustainable Future
15:30 - 16:30	Workforce Development
16:30 - 16:40	Closing Remarks and Close of Conference



OPENING HOURS

Wednesday 18 September 2024

Registration & Badge Collection from: 8:30am

Exhibition Opens: 9:00am

VIP Exhibition Tour: 10:30am

Conference Opening Ceremony: 11:00am

Conference Welcome Remarks: 11:10am

Thursday 19 September 2024

Registration & Badge Collection from: 8:30am

Exhibition Opens: 9:00am

Conference Welcome Remarks: 10:45am

VENUE

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Gulf shipyards capitalise on buoyant energy business

Higher energy prices have brought an offshore revival and a boost in activity for yards across the Middle East.

Saudi Aramco-sponsored International Maritime Industries, the Dhahran-headquartered shipbuilding and repair mega-yard, is the most recent addition to shipbuilding and repair capacity in the Middle East, and is now also the largest such facility in the region. With a solid shareholder base comprising Saudi Aramco, tanker owner Bahri, energy fabrication firm Lamprell, and South Korean shipbuilder Hyundai Heavy Industries, the new facility is in the enviable position of holding a guaranteed forward book worth \$10bn over the next decade. Much of it is energy-related.

The company has already established a track record in the construction of offshore rigs. A second jack-up, *Kingdom2*, was delivered to

Dammam-based ARO Drilling in May. Built in co-operation with Lamprell at Hamriyah in the UAE, the rig follows the first of the new



Letourneau Super 116E units, delivered to ARO last November.

The dramatic revival in the oil market that has reversed the fortunes of the sector, following the oil price crash in the second half of 2014, has transformed the fortunes of shipyards across the region. And such is the level of offshore activity that day rates have surged upwards, prompting owners and operators to undertake conversions, upgrades, and life extension projects on a wide range of existing energy support vessels. New ones are also being built where capacity exists.

The buoyant market is evident not only at the region's heavyweight shipyards, including ASRY in Bahrain, Drydocks World in Dubai, and Asyad Drydock in Duqm, Oman; it is also clear to see in medium-sized and smaller facilities too.

Veteran repair man, Paul Friedberg, owner of Nordmarin LLC (formerly Gmmostech) based in Dubai Maritime City (DMC), spoke to Seatrade about the current situation. "The repair and conversion market in the Arabian Gulf continues to stay strong," he said. "There is definitely more demand for upgrades and retrofits and most companies in Dubai Maritime City, for example, are experiencing high workloads, with substantial orderbooks.

"At Nordmarin, we have never seen an activity level such as we are experiencing now. There is wide diversity in projects and we have a three-month orderbook - the highest the

company has had in 10 years," he added.

Friedberg has hired contractors who began excavation and construction work in the next phase of expansion at his DMC facility at the end of July. The project is scheduled for completion at the end of April 2025.

Expansion is evident at some of the largest facilities too. Activity at Asyad Drydock in Duqm, located outside the Gulf on the Arabian Sea, has grown significantly, with higher occupancy at its two 410 metre-long drydocks as well as its 2.8 km of alongside repair berths. Last year, the company spent more than RO6m (\$15.6m) on a new floating dock which was expected to raise yard capacity by around 20%.

Speaking to local journalists as the new dock was commissioned, Dr Abdul Salam al Rabani, Acting Chief Operating Officer, said the shipyard had been designed with space for up to three floating docks in the future. He also noted that the 158 maintenance and repair projects completed in the first nine months of 2023 was up by 20% on the same period of the previous year.

The outlook is not rosy for all yards across the region, however. Hostilities in the Red Sea that have so dramatically dented Suez Canal revenues are also having a significant impact on local repair yards, notably facilities in Jeddah. But understandably, this sensitive subject is not one on which sources wish to comment.

DDW adds to portfolio with massive offshore deals

Conversion, upgrade and repair works continue to grow in number and scale at Drydocks World as regulations drive a focus on environmental compliance.



In a ship repair context, the scale of the offshore upgrades and conversions completed recently by Drydocks World (DDW) at its huge facility in Dubai is exceptional. The 14,145 dwt chemical tanker *Voyageur Spirit*, built in 2008, was converted into a floating production storage offloading (FPSO) unit earlier this year and renamed FPSO *Petrojarl Kong*. Conversion of the tanker into a circular unit with a diameter of 70 metres took more than 1,000 workers 14 months.

Running in parallel, the 150,939 dwt shuttle tanker *Nordic Brasilia* built in 2004, was converted into a floating storage and offloading (FSO) vessel. Once again, more than 1,000 workers were deployed on the conversion which, this time, took 11 months. The FSO has now been renamed *FSO Yamoussoukro* and, together with the FPSO, will operate on Baleine Phase 2, a vast oil and gas field in the waters off Côte d'Ivoire in West Africa.

These projects are only two of the latest. Over recent years, DDW has established an enviable track record in some of the most complex conversion and upgrades of energy assets. Other conversions completed recently include *Tango FLNG*, now deployed off the coast of Congo, paired with converted *FSU Excalibur*.

In a recent interview, Capt Rado Antolovic outlined some of the yard's other recent accomplishments. Major reactivation projects have now been completed on 13 jack-up rigs. But routine surveys, repairs, retrofits and upgrades still provide everyday

business, with 260 repair projects completed in a single year, he said.

"There is a growing focus on sustainability, environmental protection, and emissions reduction - and Drydocks World is at the forefront of these initiatives," Antolovic told Seatrade. "The global push towards reducing greenhouse gas emissions and enhancing environmental performance has significantly influenced our project portfolio and operational strategies."

No surprise, then, that DDW has been heavily engaged in offshore wind-related projects, describing the sector as a significant growth area. Antolovic cites the Hollandse Kust Zuid wind farm off the coast of the Netherlands. DDW built two 700MW offshore substations, Alpha and Beta, connecting the 1.5GW wind farm to the Dutch grid.

Meanwhile, a steel-cutting ceremony was held earlier this year, kicking off the construction of two high-voltage direct current platforms for the Norfolk Vanguard



wind farm, off the UK's east coast, in the southern North Sea. The complex five-year project will bring together a number of partners including Aker Solutions, Siemens Energy, and developer and owner of the Norfolk projects, RWE. Each of the two platforms will have a capacity of 1.4GW, providing a significant boost to the UK's renewable energy when they come on stream.

In shipping, Antolovic noted growing interest from both local and international owners interested in upgrades, retrofits, and the installation of energy-saving devices. This trend is expected to accelerate as regulations tighten and the penalties for poor performance rise.

"We have witnessed a significant increase in projects focused on retrofitting vessels with advanced technologies," he said. "This surge is primarily driven by the need to comply with stringent international regulations to reduce emissions and enhance efficiency."

Meanwhile, Antolovic outlined some of the expansion and innovation projects currently under way at the Dubai shipyard complex. He noted recent expansion at DDW's South Yard, with the addition of

75,000 square metres of fabrication capacity and a new load-out jetty with a capacity of 35,000 tonnes.

The yard's propeller repair services have been upgraded. Suitable for servicing propellers of all types and sizes, the yard offers in-situ repairs for minor damage and comprehensive repairs in a dedicated workshop. Nickel aluminium bronze alloys can be used for missing parts and the facility now has laser pitch-checking and blade-profiling capabilities.

The company has also embarked on an enterprise resource planning programme to support operational production of projects including ship and rig repairs, vessel conversions and newbuildings. Using IFS Cloud, new technologies such as greater automation of procedures, robotics, and digital twins will be easily integrated into existing procedures.

Commenting on this development, Antolovic said: "This is going to be the backbone of our operations, and many of the other digital solutions will be integrated with IFS to provide seamless real-time data on all areas of the production business."





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Albwardy Damen's hybrid set-up reaps rewards

On the shores of Sharjah, Albwardy Damen is showing how ship repair and newbuild construction can work together.

Shipyards specifically set up to handle new construction and ship repair are rare because the two business streams have different operating models. Shipbuilding is a meticulously planned process, with work stages carefully timed and integrated. Ship repair is largely a spot business, with emergent works frequently changing the entire timeframe of a specific project.

Albwardy Damen, a 10-year-old shipyard built from scratch on virgin desert land in Sharjah, has successfully combined the two lines of business and is currently on a roll. The company set new activity records at its Sharjah site last year and work in hand at its various locations has remained high this year.

According to Lars Seistrup, Managing Director, Albwardy Damen, firm oil prices are underpinning new investment in offshore marine infrastructure in Gulf waters. New artificial islands are being built, new ports constructed, and land reclamation across the region is driving investment in dredging assets and other hardware relating to marine infrastructure.

As mid-year approached, the yard's management released figures demonstrating an orderbook of more than 30 vessels, about one-third of which are at various stages of construction. Meanwhile major



repair projects completed recently include close to a dozen damage repairs, several projects following shipboard fires, and damage from missile attacks. Most emergency repairs undertaken by the yard are carried out on lay-by berths.

The company continues to expand and has steadily added extra capacity at key locations throughout its first 10 years. It has opened an extra workshop in Dubai Maritime City dedicated to mechanical projects including engines and thrusters. The Sharjah shipyard has close to 35% more dry-berth capacity compared with 2014 and construction of a new berth and extension of an existing one has now been given the go-ahead. Awaiting go-ahead is a new central warehouse and an additional enclosed berth.

Meanwhile, in Fujairah – one of the world's busiest anchorages – the company has workshops, teams of engineers in all essential disciplines, and riding gangs. A team of 20-plus divers carry out hull cleaning, propeller polishing, and underwater repairs. The company's class-approved underwater welding specialists

are in demand, not only in Fujairah, but also in other locations across the six Gulf Co-operation Council countries.

Repair teams can be mobilised at short notice to carry out spot repairs on the anchorage, while ships receive other essential services from the many ship agents located in the Emirate, with its coastline on the

Gulf of Oman. The shipyard's Fujairah team now has a headcount of more than 100, supplementing the 1,700 payroll personnel in Sharjah and the 300 extra people currently hired on contract.

Seistrup is keen to highlight a recent development from parent company Damen that could be relevant to workboat operators in the region. Following COP28, there are signs that the various marine stakeholders are becoming more environmentally conscious, he says.

The Damen Shipyards Group has received official European Union Stage V certification for its D16 engine. Based on the Volvo Penta D16 IMO II unit, the low-emission engine combines fuel efficiency with flexibility – it can run on biomass-based hydrotreated vegetable oil, which gives extra emission benefits.

The engine, which is available for newbuildings and retrofits, is suitable for a range of vessel types, including tugs, barges, pilot boats, workboats and other service craft.

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ASRY bookings remain solid as recycling climbs the agenda

Recent recycling of a containership at ASRY and interest from shipping giant Maersk point to new opportunities in Bahrain.



Maersk is no stranger to the Bahrain Yard. Image credit ASRY

Ship repair projects booked at Bahrain's ASRY in the year to July climbed to 57, a significant increase on the same period in 2023. The average yield per project was more than \$1.1m, down by about 30% year on year but still higher than the five-year average. Yard managers had been expecting a decline in both the size and value of projects but, so far, this has not been evident.

Ships have outweighed rig repairs so far this year but the split between regional and international business is roughly even – 49% and 51%, respectively – which is closer than last year – 47% and 53%. The change is not dramatic, but ASRY strategists believe that conflict in the Red Sea is a principal reason.

“A significant influencer on this trend of more regional clients making up the client base has been the re-routing of international ships to avoid the Red Sea, and therefore opting not to repair in the Arabian Gulf, with several clients instead using the Cape of Good Hope route

to avoid security concerns and related costs,” the shipyard said in a statement.

Meanwhile, naval vessel repairs contribute a significant volume of revenue and the yard claims to be ‘the partner of choice for regional Navy assets, including those from the US and UK’. “Navy business has remained a strong element in the yard’s product mix, with revenues on track to match those of 2023,” the yard said.

Set up in 1977 as a pan-Arab venture, the oldest major shipyard in the Gulf now looks set to broaden its revenue streams. Complying with both the Hong Kong Convention and the EU Ship Recycling Regulation and holding ISO 30000 ship recycling accreditation from DNV, ASRY undertook the recycling of a small container vessel, Wan Hai 185, last year. Steel is understood to have been recycled at a local steel mill, but details of the project have not been released.

However, in July, Maersk signed a Memorandum of Understanding (MoU) with Bahrain's Ministry of Transportation and Telecommunications and

the Ministry of Industry and Commerce to assess the feasibility of establishing a ship recycling operation in the Kingdom.

Executives from ASRY attended the MoU signing and it is understood that the yard will be responsible for installing the equipment necessary for recycling at its site. A.P. Møller-Maersk, meanwhile, will provide technical and operational advice.

Also party to the agreement is SULB, a steel-producing company with plants in Bahrain and Saudi Arabia. The steel firm will use the steel from recycling, process it, and recycle into local and international markets.

Speaking at the signing, Ahmed Hassan, Maersk SVP Head of Asset Strategy, said: “We are hopeful that this MoU will provide the right platform to accelerate responsible ship recycling in the Kingdom, create a positive impact on the country's economy and create jobs.”

Over the past eight years, Maersk has been involved in the recycling of 22 vessels.



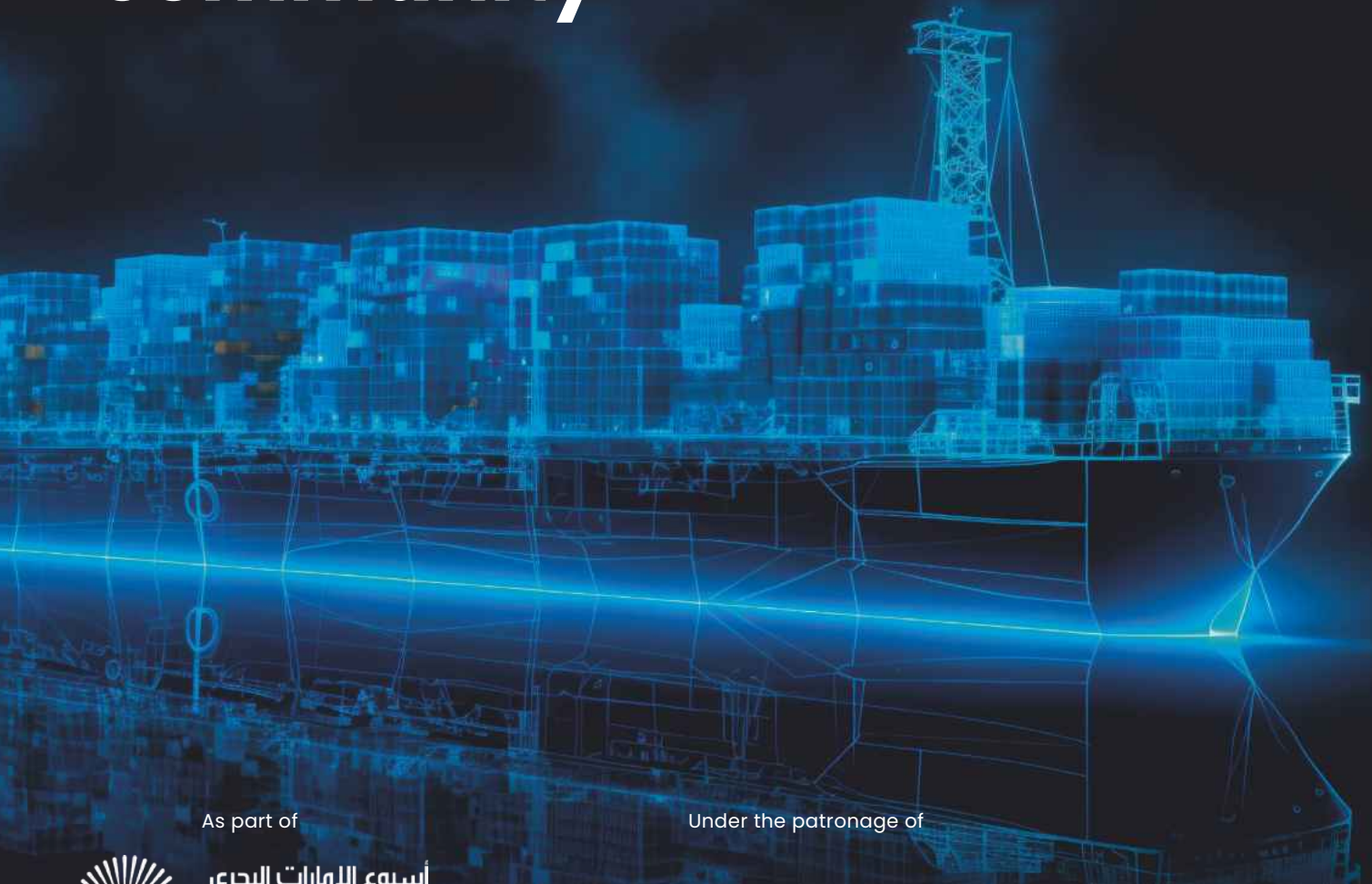
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Find out more

Electric tug shows green shoots in Middle East port fleets

The Middle East's first electric tug marks a new direction in port operations.



The Maritime Sustainability Research Centre, Abu Dhabi will address short- and long-term research needs in maritime sustainability.

In a region that holds the vast majority of the world's hydrocarbon reserves, decarbonising shipping's supply chains has remained a low priority. Until now.

Safeen Group, a maritime services subsidiary of AD Ports Group, has ordered the region's first all-electric tug from Damen Shipyards. The Damen RSD-E Tug 2513 harbour tug, with a bollard pull of 70 tonnes, will operate in Khalifa Port, initially with generators.

The ship was built in Damen's Vietnam yard and will be more energy-efficient than traditional Azimuthing Stern Drive (ASD) tugs, even during its initial use of generators to provide power. Damen said the vessel will be capable of two or more assignments before a two-hour battery recharge.

Damen Financial Services provided a lease and purchase agreement for the tug, the second of its design after New Zealand's Sparky, and the first of a series of six ships built on speculation by Damen.

What is described as a 'trial initiative' is seen as a first step in what is likely to become a formalised electrification strategy across the marine services fleet, the company said. A key part of this will be the commissioning of a shore power facility at Khalifa Port, with capacity to provide 1.5MW of power for charging service craft. At that time, the tug will provide a fully electric service and more service vessels will be able to provide a climate-friendly operation.

Willem Moelker, Sales and Marketing Director at Albwardy Damen Sharjah, commented: "Electricity is a no-brainer for smaller craft operating in port or near port and, with battery technology improving almost daily on the back of the electric vehicle revolution, it will only get more attractive for certain craft.

"The COP 28 conference last year was a turning point in terms of climate action in the UAE," he declared. "With the government pushing net-zero targets and adopting a very ambitious climate agenda, we see increased interest in more sustainable shipping solutions, whether it is more

environment-friendly fuels, biofuels, ammonia and methanol as fuel, or catalytic and NOx-reducing technology for existing tugs and smaller craft."

AD Ports Group continues to expand its decarbonisation efforts with the signing of a Memorandum of Understanding with Orascom Construction to develop a green methanol storage and export facility in Egypt. Closer to home, the group launched The Maritime Sustainability Research Centre, Abu Dhabi (MSRCAD), a non-profit venture focused on joint industry-government applied and fundamental research to strengthen Abu Dhabi's maritime sector.

Meanwhile, late in July, ADNOC Logistics and Services announced that its joint venture with China's Wanhua Chemical Group has ordered nine very large ethane carriers (VLECs) for \$1.4bn and two very large ammonia carriers for about \$250m. The ships, among the largest of their types, will operate on dual-fuel engines in 20-year charters that will generate \$4bn of revenue.

LR marks a golden year in the Middle East

As Lloyd's Register celebrates 50 years since the opening of its first office in Dubai, Richard de Vries, Vice President of Business Development for the Middle East, Africa and India at LR reflects on market changes through the decades, and LR's current activities in the region.



Ras Island has become the heart of Abu Dhabi's LNG industry. Image credit ADGAS

What brought LR to the UAE 50 years ago - and how has demand for its services evolved in the intervening decades?

LR made its first footprint in the UAE in 1974, three years after the nation became independent. Around this time, the organisation was collaborating on two remarkable projects: the Das Island LNG plant built 100 miles offshore of Abu Dhabi, and Port Rashid in Dubai, which was for a long time the deepest man-made port in the world. LR opened an office in Dubai to support these projects. In 1981, LR opened a second office in the region, this time in Abu Dhabi, to support the expansion of Port Zayed.

How has LR's footprint in the Middle East expanded over the past 50 years?

LR maintains a strong connection with the region and we continue to grow our presence, classing around 30% of both the existing Middle East fleet and orderbook. Recent notable contracts include 12 in-service tankers from Kuwait Oil Tanker Company (KOTC), which transferred into LR class from November 2023; and the delivery during the year of 10 MR type tankers for Bahri Ship Management, which is based in Dubai.

Meanwhile, the organisation has moved to a centralised model, focused on global service and

regional expertise. As part of this reorganisation, this year I was appointed Vice President of Business Development for the Middle East, Africa and India. This is the second time I have worked for LR in the Middle East since I joined the organisation in 1997, and it's great to be back as we work with the industry to support its decarbonisation and digitalisation ambitions, alongside our work in class.

The nature of classification itself has changed over the past two decades, from a focus on class and survey to providing consultancy services to the industry to help our customers achieve a competitive edge.

How does LR support development of local talent in the Middle East?

LR is committed to supporting local communities through local recruitment of talent and the professional development of its employees. The UAE is full of talent, but much of it is imported. To support local ambitions to develop talent from within the Emirati community, LR is making a conscious effort to attract, train and retain local talent to create a legacy that goes beyond the infrastructure we help to build and into local communities.

What role have local partnerships played in LR's development in the UAE and wider region?

LR works with a number of significant stakeholders in the Middle East and Africa regions, with gas and offshore increasingly important sectors. These are industries that are driven by international and regional requirements and so class and advisory is always high on the agenda when new projects emerge.

The Middle East is growing as a shipping centre and, over the past year, a number of international operating companies have opened offices in the region, including ONE and BW Hafnia in Dubai. Meanwhile, in Abu Dhabi, there's a lot of activity, with companies such as Al Seer, Safeen and Abu Dhabi Ports. Abu Dhabi National Oil Company (ADNOC) is expanding its oil production capabilities and recently started crude oil-production from the Belbajem offshore block. The region holds many opportunities.

The Middle East is often an early adopter of innovations and new technologies. How has digitalisation shaped the regional market in recent years?

The UAE is an exciting place to conduct shipping business, as innovation is encouraged and stakeholders are keen to push the boundaries of AI, technologies such as 3D printing, and engineering techniques to explore efficiencies and maximise operations. We see this in our interactions with clients in the region and in May, we signed a joint development project (JDP) with Qatar Shipyard Technology Solutions to provide the shipyard with remote survey capability.

Where used appropriately, remote surveys can be as effective as in-person surveys, reducing travel and operational disruptions while offering greater agility and flexibility for vessels in remote or difficult to access locations. It's one example of how technology can be used to improve efficiency while maintaining the highest levels of safety.

Fossil fuel-producing nations face a transition in the coming decades as the world looks to decarbonise. What opportunities do you see for LR as the region and world move to greener sources of energy?

Last year, the UAE sent a very clear message that it is serious about addressing climate change, reducing emissions and fostering a sustainable future when Dubai hosted the 28th United Nations Climate Conference in November/December. His Excellency Dr Sultan Al Jaber called for a just, orderly and equitable energy transition, while protecting nature, lives and livelihoods everywhere and securing climate resilience for all.

This presents opportunities for class to support maritime in the Middle East as they consider their options for sustainable operations.

One example of where LR is having an impact is its work with Asyad Shipping to deliver the first Environmental, Social and Governance report for the Omani government.

The report focuses on Asyad Shipping's progress, as it aims to make ESG the cornerstone of their wider business strategy operations.



Building the skills of an 11,000-strong workforce

Drydocks World has a master plan to diversify into new markets, invest in new technologies, and double its capacity within 10 years; central to all of its ambitions are education and talent retention, CEO Captain Rado Antolovic, PhD, tells Seatrade.

Dubai's waterfront is best known for its beaches, resorts, and marinas, but nestled between the shoreside attractions is a heavy industry site that has provided world-class ship repair services for more than 40 years. Positioning the company for its next four decades, Drydocks World CEO Captain Rado Antolovic, PhD, tells Seatrade.

Dubai's waterfront is best known for its beaches, resorts, and marinas, but nestled between the shoreside attractions is a heavy industry site which has provided world-class ship repair services for over 40 years. Positioning the company for its next four decades, Drydocks World CEO Captain Rado Antolovic, PhD, tells Seatrade that diversification

"Today we are a company of more than 11,000 full-time employees. We are the largest shipyard facility on earth with such a number of full time employees, and this is very important, because it provides us with stability by retaining know-how and skill sets within our industry.

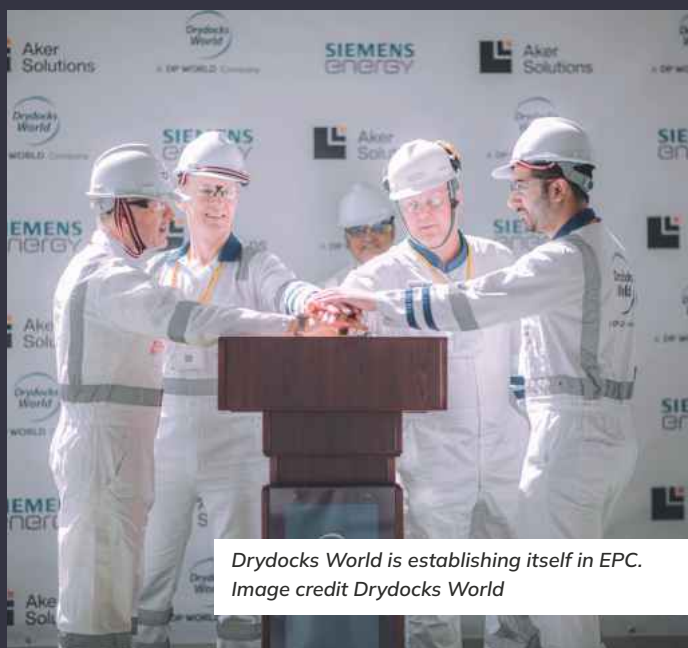
"We must train people in order to be diverse, and we must align people with the highest health and safety standards to ensure that the scope of services is maintained, as well as the economy of delivery. One might say that this is not the wisest financial approach... but we believe that retaining this number and growing is critical as we move forward."

Counting its more than 6,000 contractors, Antolovic said the company headcount on the morning of the interview was 17,120 people in the field.

"Last year we finished more than 38m working hours, with only one lost-time injury. It was a small injury, we had no fatalities and no environmental incidents. This is a result of having a great workforce that adheres to high standards, who work as one team, well-planned, well-monitored, and well-guided."

Ambitious plans

The task ahead for the Drydocks World workforce is substantial, as the company maintains its busy ship repair schedule while expanding its engineering,



Drydocks World is establishing itself in EPC. Image credit Drydocks World

procurement and construction (EPC) services for the oil and gas sector, and for renewable energy. The company aims to double its capacity while maintaining the same footprint, increasing its number of projects by 20% per year.

"For the first 40 years, we were just an A to Z construction company, providing repair, maintenance, and a variety of project services. Now, with our direction in EPC, we have a number of lucrative contracts, including new generation flare-less oil and gas projects, like the recently completed floating production storage and offloading (FPSO) Atlanta."

The company has since completed the upgrade of two vessels for offshore Côte d'Ivoire, the FPSO Petrojarl Kong and FSO Yamoussoukro.

Antolovic stressed the energy-saving technologies on board the latest FPSOs, along with their higher environmental standards through eliminating gas flaring and maintaining water quality during operation.

Drydocks World's focus on the environment starts at home, said Antolovic, as the yard's location leaves no room for carelessness when it comes to pollution.

SeatradeMaritime PODCAST

Even propellers that are not booked in to be worked on can be tested, adds Antolovic, with diagnostics to identify issues that may develop in the next 1,000 hours of operation.

“We can communicate this to the owners or to the management company and say ‘look, your propeller is okay, but it has some damage or some deviation or deflection that will affect its efficiency in the next 200, 300 hours. We can easily fix this now, but if you don’t do this now, in a year’s time, you’ll have a major issue, and might need to change the full propeller.’ This is important, it’s preventative and provides a much-needed service to our clients.”

Reflecting on his position, Antolovic said he is proud of his work and the people of Drydocks World.

“I am privileged to be in Dubai representing DP World as Drydocks World CEO. I am excited to see the results of our work. When you see the vessel being repaired or the project being built, and the project delivering what is supposed to be delivered, it actually makes you proud. You have left something behind you that will be used for generations to come.”

“When you can educate or take the best out of people, that is the biggest achievement, so I do believe in people. I firmly believe in managing people properly, showing them, walking the talk, being a leader. When I’m there, I do spend time once a week going around the facility to meet people, to see people, to see what’s going on. And that is cascaded down to all my direct reports. Everybody, regardless of their function or department, we need to be present.”



New propeller repair facilities were recently completed.
Image credit Drydocks World

“Drydocks World is located in the heart of Dubai. Looking to the ocean, to our left we have one of the top resorts, Nikki Beach, behind us is a residential area, and just 1.5 miles away is the Burj Khalifa.

“We recently discovered corals living in our aquatorium; that means that the filters of our dry docks are of the highest standards to ensure that the millions of tonnes of water that is pumped out from these largest dry docks... doesn’t pollute the water, and the water is completely cleaned.

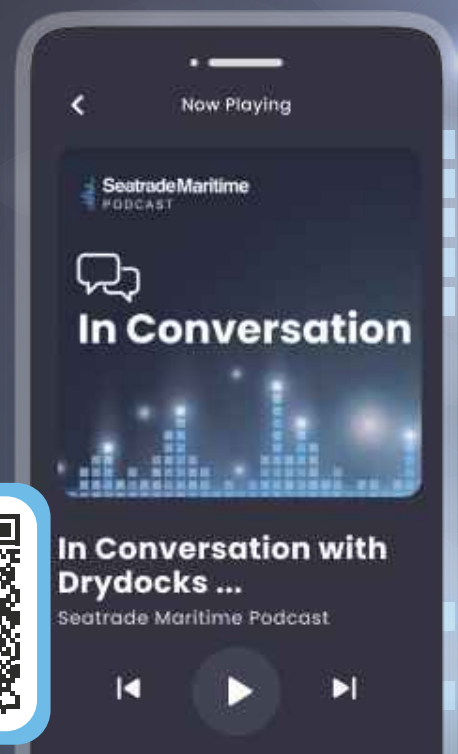
“We just last year managed to reduce our CO2 emissions in Dubai by 47% by connecting to the largest solar panel electric grid in Dubai, as well as new technologies such as hydroblasting, LED lights. Going beyond that, we are looking at reducing the emissions and waste of our food. Behind a kilo of meat or kilo of vegetables are hundreds, if not thousands of litres of water to grow it, so it’s all connected.”

Yard enhancements

Drydocks World recently completed an initiative to expand its propeller repair capabilities, investing in people and technologies to offer new and enhanced services.

“Every vessel has propeller propulsion. Propellers are exposed, and propellers get damaged and misaligned. We are now able to have top-quality engineers, mechanics and experts in propellers and propulsion and equip ourselves to do proper testing and simulation to ensure our services provide alignment.”

Listen to the full podcast interview with Captain Rado Antolovic here:



ABS racks up industry firsts in Middle East expansion

Far from resting on its laurels as a regional leader in the offshore space, ABS is steering from the front in progressing the shipping and offshore industries across the Middle East.



Wala Alduhaim is the first female marine surveyor in Saudi Arabia. Image credit: ABS

Class society ABS has continued to invest in the Middle East, boosting its employee headcount and achieving multiple industry firsts in its own projects and collaborations with companies across the region.

Dheeraj Sharma, ABS Vice President of Regional Business Development, Middle East and Africa, told Seatrade that the past year has been one of engagement and outreach for ABS across the region, leveraging its recently-opened LNG Academy to support local stakeholders and proactively engaging with maritime bodies and authorities to establish links that create opportunities for closer co-operation across the industry.

The Middle East workforce of ABS now totals more than 100 employees, including 80 surveyors and 12 engineers. Its employees play a pivotal role in supporting maritime safety and decarbonisation, as well as supporting the company's strategy of using digitalisation to empower shipowners to navigate regulatory complexities and seize future opportunities in fleet development, said Sharma.

Industry Firsts

Supporting the ongoing acceleration and expansion of Saudi Arabia's shipping and offshore industries, ABS awarded Rawabi Vallianz Offshore Services the International Code of Safety for Ships Carrying

Industrial Personnel (IP code) Safety of Navigation (SOC) certificates for their four vessels: *Rawabi 501*, *Rawabi 502*, *Rawabi 503*, and *Rawabi 504*.

Rawabi is the first company in Saudi Arabia to both apply for and successfully obtain the SOC certification, demonstrating their dedication to maritime safety and operational excellence, said Sharma.

"ABS is honoured to recognise Rawabi for this remarkable accomplishment. Being the first company in Saudi Arabia to achieve the SOC certification underscores Rawabi's leadership and commitment to upholding the highest industry standards," he added.

The company has also supported groundbreaking firsts within its own organisation. Wala Alduhaim, the first female marine surveyor in Saudi Arabia, has been sharing her first-hand experiences as a trailblazer in the region and profession at industry conferences, establishing herself as a role model alongside her day-to-day duties as a surveyor. Alduhaim has given a glowing review of her time at ABS so far and, as her time at the company approached one year, she is looking ahead to further accomplishments and success in the industry. As Alduhaim said in a recent social media post, "this is only the beginning".

Sharma notes that ABS is helping to break down barriers elsewhere in the region too. "By hiring and nurturing the first female surveyors in Saudi Arabia and the UAE, as well as the first Emirati female engineer, ABS highlights its commitment to diversity and inclusivity, enhancing organisational capabilities and perspectives," he said.

Outreach and knowledge sharing

This year saw ABS expand its global programme of technical meetings within the Middle East, events with a history of success in other shipping and offshore clusters. The first ABS Middle East Technical Committee meeting in Dubai saw more than 70 industry professionals and clients gather for a day of discussions and collaboration.

The meeting covered a diverse range of topics aimed at advancing safety, sustainability, and innovation, including the recently introduced ABS Rule Manager 2.0 and Goal-Based Standards, a SMART Notation Update, information on ABS Rule Changes and a cybersecurity update, according to Sharma.

The meeting included an update on the Industrial Personnel Code, detailing how asset operators can stay abreast of regulatory developments and industry standards.

ABS also successfully concluded its second annual Shipping Technology Forum in Doha, Qatar. The event brought together industry leaders and subject matter specialists to explore the latest advancements in maritime and offshore technologies and was co-chaired by Samir Bailouni, Chief Operating Officer at the owner of the world's largest LNG carrier fleet, Nakilat, and Chairman of the ABS Shipping Technology Forum.

"A highlight of the event was an engaging panel discussion on the role of digitalisation in marine and offshore industry operations to achieve a sustainable future, moderated by Rostom Merzouki, ABS Global Gas Solutions Director," said Sharma.

ABS Global LNG Academy

Highlighting regional strengths on the global stage, the ABS Global LNG Academy in Doha held its first public course on LNG Commercial Operation in collaboration with Poten & Partners. The course welcomed participants from Qatar Energy LNG and Nakilat, demonstrating demand for specialised courses in the sector and further strengthening ABS's relationships with leading players in Qatar's booming LNG sector.

Dual-fuel engines were discussed in a separate workshop at the academy, in collaboration with MAN Energy Solutions.



Rawabi earned several certificates from ABS, including a first for a Saudi company. Image credit: ABS

Offsite courses brought the academy's expertise to a wider audience across the region.

The academy delivered a two-day training course with the marine superintendents at ADNOC Group in Abu Dhabi, considering the intricacies of offshore supply and support vessels. Topics of discussion included special and drydocking surveys, common damage, and compliance with the DPS-2 notation. Common failures and challenges faced by offshore vessels, analysing practical strategies for mitigating risks, ensuring compliance, and optimising vessel performance were also explored.

Specialists from the ABS LNG Academy also delivered a three-day course on LNG as Marine Fuel at the International Maritime Industries (IMI) shipyard in Ras Al-Khair, Saudi Arabia, with 19 hand-selected engineers from IMI taking part. The course is a part of the ongoing training programme to support IMI's initial LNG dual-fuel vessel design, construction of which is scheduled to begin in mid-2025.

The academy also took part in the Kuwait Oil Tanker Company Officer Seminar held in Kuwait, with a presentation offering insights on alternative fuels.

The past year has been one of engagement and outreach for ABS. Image credit: ABS



Columbia Group hits the ground running with Dubai expansion

Columbia Group sees the right conditions for rapid growth in the UAE shipping market and has brought its full service offering to support a growing client base from its new Dubai office, **Xanthos Kyriacou, Regional Managing Director at Columbia Group** tells Seatrade.



Columbia Group entered the Middle East market with its Saudi Arabia office in Riyadh in 2020, pitching the move as just the first in a regional expansion. Four years on, the company saw that the time was right for a new base at Jumeirah Lake Towers.

“Over the past couple of years we have been working with Dubai-based clients, and it was important for us to get closer to those clients,” Xanthos Kyriacou, Regional Managing Director at Columbia Group tells Seatrade.

“Secondly, the expansion matches perfectly with our strategy to develop the business in the GCC countries. There are more and more opportunities in the maritime sector here, and the UAE government is pushing hard to support the industry through its investments. I’m not trying to play music into the ears of the authorities here, it’s just the reality.

“We see the UAE as fertile ground, not only for ship management, but for the wider platform of Columbia’s integrated maritime services. We are not just bringing ‘second party’ management as we like to call it, but we are also focusing on procurement, crew training and wellbeing, catering, and on digitalisation, efficiency and AI through our partnership with SmartSea.”

Digital acceleration

Columbia is breaking new ground with SmartSea as the technology company’s first customer, but the maritime digitalisation outfit has a substantial transport pedigree – SmartSea is the new maritime offering from aviation leader SITA, a membership-owned group with a 70-year history, whose IT and communications technology underpins almost every passenger flight in the world.

For Kyriacou, the UAE is an example of a maritime nation and hub embracing new technologies, and Columbia wants to be at the forefront of unlocking the potential of widespread maritime digitalisation.

“As Columbia, our agreement with Smartsea is to provide our expertise so to bring what the aviation industry has over to maritime, whereby ports are connected to agents, and agents are connected to vessels, etc. This is just a first step in what we must do to remain at the forefront and prepare ourselves for the future, because the world is changing rapidly, and we need to change along with it.”

SITA estimates that the maritime industry is around 10-15 years behind aviation in technology, a gap it aims to narrow with SmartSea.

“I remember when I started my career, sitting waiting in front of the telex machine and being so



happy when I could receive a telex of over three lines. Things move quickly, and we need to focus on technology.

“The benefits from digitalisation are huge. Sure, it makes us attractive as a company because we can show owners our initiatives and technologies, but the real benefits go to the end users. Our clients and their vessel get accurate, timely reporting, we have AI and machine learning to help us with diagnostics and preventative maintenance, and so much more.”

Current strong markets across most shipping sectors come at a good time for an industry in need of technology investment and efficiency improvements. While Columbia makes those investments, it has been around long enough to understand market realities.

“We all know that the shipping market is cyclical, so we have to prepare for those rainy days that will come. We use these good times to build up the expertise that will benefit us in leaner times, building financial resilience, investing in sustainability, but most importantly investing in training for our people both ashore and onboard.”

A new breed of shipowners

Reflecting on market changes in his career, Kyriacou said that the younger generation of shipowners are different to those from decades past.

“The typical shipowner of the 80s and 90s was a captain or held other role in operations. The demographics are changing, and the new generation of shipowners are, generally, not as involved in operations. This can be challenging, but it is also an

opportunity to show our expertise and explain, for instance, why certain actions need to be taken, why a ship has an issue, why some other development isn't an issue. The demands remain basically the same, we just take a different approach in responding to those demands.”

In the years since joining CSM in 2000 as a purchasing officer, Kyriacou climbed through various roles in Cyprus before becoming Managing Director of Columbia Shipmanagement Italy in 2020, and Columbia Group Regional Managing Director in 2023.

Comparing Dubai to the other shipping centres he works in, Kyriacou jokes: “It's a bit hotter.

“We opened a small office in Türkiye last year and that's a more traditional market. When I go to Istanbul and talk to the owners there it's very hierarchical and one year on, the office has a solid clientele base but it takes a different approach.

“I find Dubai and the broader GCC region uniquely dynamic and full of opportunities. The region's strategic location at the crossroads of major shipping routes makes it a vital hub for global trade. This, combined with its significant interest in the energy value chain, particularly oil and gas, creates a robust ecosystem for maritime services. The GCC markets are characterized by rapid development and a strong focus on infrastructure and technology, which aligns well with Columbia Group's strengths in innovation and efficiency.”
says Kyriacou.

Asked whether Columbia Group has further ambitions in the Middle East, Kyriacou says the immediate focus is on further establishing the Dubai office and offering its services to partners across Dubai and Abu Dhabi.

“Our history shows we are always willing to take immediate steps, big steps, where we see a real opportunity. If something comes up in, say, Oman or Qatar, we are ready to explore it. For the time being, we have just started in Dubai and see so much opportunity here.”



MENAS invests in aids to navigation services as demand rises

As port and infrastructure investment in the Middle East continues to grow, the need for reliable aids to navigation and supporting industry knowledge is greater than ever.



Since 1911, Middle East Navigation Aids Service (MENAS) has been involved in developing and maintaining aids to navigation (AtoN) in the Middle East Gulf, and, more than 100 years since its founding, demand for its services and the breadth of its operations have changed dramatically, MENAS General Manager Mahdi Al Mosawi told Seatrade.

Along with the development, fabrication, supply and maintenance of AtoN, MENAS owns and maintains an extensive network of buoys, lighthouses, racons, AIS and differential global positioning system (DGPS) sites. It also provides essential information and advice, including issuing Notices to Mariners (NTM), broadcasting navigation warnings (NAVTEX), and advising on hazards to shipping and additions to navigation charts for the Middle East Gulf.

Mosawi said while thousands of vessels rely on its services every month, mariners are sometimes confused about

MENAS' AtoN services and those provided by port authorities.

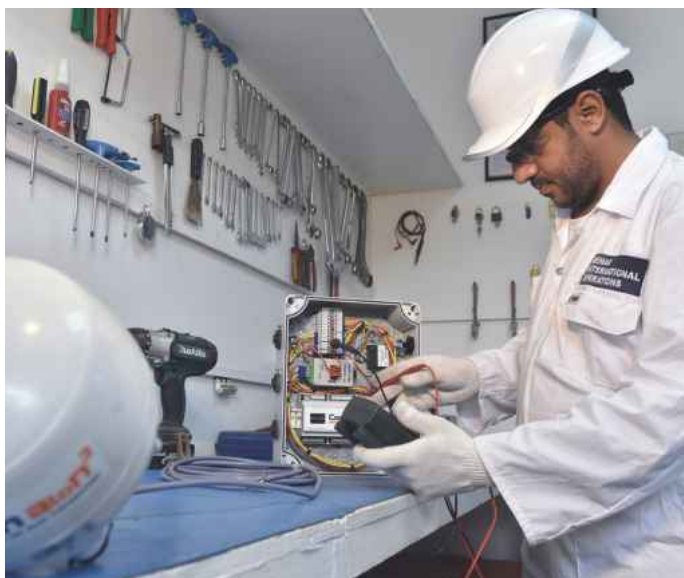
"What we provide actually completes what is provided by port authorities. For example, before approaching the Gulf, vessels can receive DGPS coverage and they can receive NAVTEX warnings from the Strait of Hormuz to change their route if there is any hazard or activity going on in their way.

"We provide services to help vessels reach the fairway buoy – the gateway to a port channel – so they can safely enter ports and exit the Gulf. We have buoys marking the international passage until the fairway buoy of any port, which completes the services of port authorities like pilotage and channels."

The Middle East region has experienced significant growth in traffic volumes, coupled with extensive port development, boosting demand for the work MENAS does.

"There has been a real increase in terms of pushing navigation warnings and notices to mariners. MENAS is asked to push alerts for





activities like rig moves and vessels doing survey work for port developments,” said Mosawi.

Data from MENAS showed NAVTEX warnings have risen from 171 in 2017 to 336 in 2023, with a peak of 423 issued in 2019.

“Growth in the region has been gradual and we have been able to see it coming, so we can prepare for these increases in NAVTEX requests. For our physical assets like buoys, we have equipped monitoring systems to make sure components like the light and AIS are working properly, and those monitoring systems warn us of changes like a battery running low or a buoy out of position. This allows us to carry out preventative maintenance and attend issues immediately, making our operations more efficient,” said Mosawi.

Growing demand and the march of technology has led the company to recapitalise its DGPS site in Ras Al Khaimah Free Zone, a project that is on course for completion in summer 2024. The new installation replaces a previous nearby site that was established in 1997, and the new investment in technology will bring better accuracy and longer range to the upgraded system.

AtoN services at MENAS are funded by Nav Dues or Light Dues, fees paid by vessels calling in the region. A rise in dues in 2023 was the first such increase since 2006. Mosawi said the company is keen to provide good value for the dues it receives by providing efficient services, as well as through knowledge sharing with regional governments and authorities.

“We regularly attend events like the Saudi Maritime Congress, other industry events and meetings with authorities themselves. In the old days, authorities didn’t know about the equipment we use, and now they are happy that we are willing to share our experience with them.

“We don’t just install equipment straight away, we trial them for at least a year or two and share the results of those trials and studies on the AtoN equipment with the International Association of Marine Aids to Navigation and Lighthouse Authorities (IALA).”

With its assets exposed to the hot weather in the Gulf for extended periods of time, MENAS hosted an international workshop on AtoN in hot climates, which led to the drafting of new IALA guidelines on the provision of AtoN services in extremely hot and humid climates.

“We have the first and only light-intensity room in the region, where we can check that a light will give the necessary range required before it goes into service. We also test used lanterns in the room to make sure that the UV effect on the lens hasn’t faded the light, and that it still has the required range.”

In response to demand in the region, MENAS began providing AtoN training courses to port authorities and aims to bring its training to private companies in the future. It delivered its first level three foundation course on AtoN late last year, an event that was attended by government agencies from across the GCC, including from the UAE and Saudi Arabia. The company plans to deliver its first AtoN technician/engineer level two course in late 2024.

“The main aim for these courses is to bring the knowledge of the authorities to the highest levels to enhance safety in the Gulf,” said Mosawi.

As authorities in the Middle East mostly contract out their AtoN work, training gives them the knowledge to properly evaluate the services they receive, said Mosawi. Any eventual rollout to provide training to private companies will be focused on supporting safety and improving service levels, rather than for commercial gain.

MENAS is based in Bahrain and has a close relationship with authorities there, particularly with the Ministry of Transport and Telecommunications’ regulator for shipping, the Ports and Maritime Affairs (PMA). Acting as a subcontract for PMA under an annually-renewed agreement, Mosawi said MENAS is one of the most active regional sub-co-ordinators in the region, issuing a large number of notices to mariners and NAVTEX broadcasts.

“The reason behind that is that we have been here for a long time. We have good connections with governments and with marine companies, so whenever there is an activity or hazard, they contact us straight away and keep us in the loop to make sure that the charts are updated on time.”



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Unique Group has big plans in Saudi Arabia

30 years on from humble beginnings in a garage in Sharjah, Unique Group has more than 18 locations spanning the globe. The Middle East has remained a core market for the company, and it has grand, long-term ambitions in Saudi Arabia, CEO **Sahil Gandhi** tells *Seatrade*.



The vision by three people in a garage in Sharjah of becoming global leaders in subsea and energy was easy to dismiss in 1993 - but 30 years later, Unique Group offers diverse products and services in the subsea, renewables, maritime and energy sectors across the world.

The intention was always to build a one-stop shop for its customers, Unique Group CEO Sahil Gandhi tells *Seatrade*, and the constant evolution of the industry has driven the company to adapt.

"Our people, many of whom have been with us since the beginning, are central to our success. Their dedication and hard work have been instrumental in turning our vision into reality."

"Our solutions and product portfolio has been constantly evolving, based on our customer requirements. This has also motivated us to innovate and build technology that makes our clients' operations

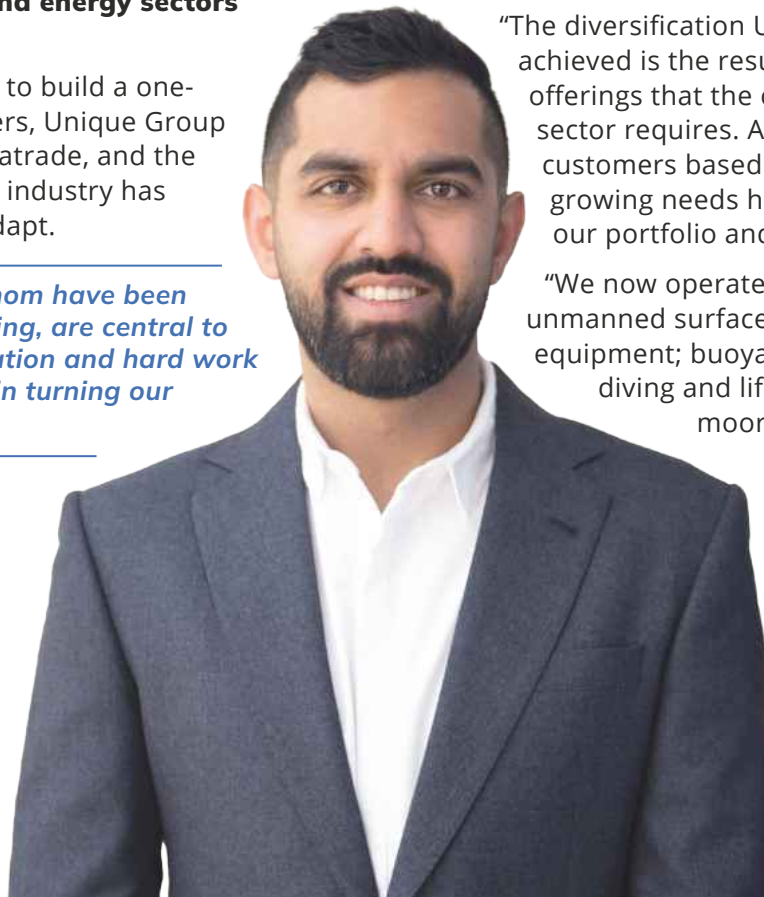
more efficient and safer. We have also expanded globally so that we can be nearer to our clients, consistently prioritising excellence and innovation."

From an initial focus on subsea engineering, Unique's expertise has grown, said Gandhi.

"The diversification Unique Group has achieved is the result of us creating offerings that the customer and the sector requires. Adding value to customers based on their dynamic and growing needs has led us to diversify our portfolio and global presence.

"We now operate across five divisions: unmanned surface vessels (USVs); survey equipment; buoyancy and Water Weights; diving and life support; lifting and mooring; and consultancy.

"Our in-house R&D department has enabled us to produce our own products under the Unique label, and we've expanded into new sectors such as medical, with hyperbaric



oxygen therapy (HBOT) chambers, aquaculture and environmental conservation, with our Uni-USV range.”

“Our manufacturing locations, including diving centres in Cape Town and Sharjah, are where we manufacture saturation systems, air dive systems and HBOT chambers. Our Isle of Wight facility specialises in Seaflex-branded soft fabric buoyancy and Water Weights load-testing products.”

“Our more than 650 employees are spread across 18 global sales, rental, and service centres... We’ve also recently expanded our lifting and mooring solutions, starting in Saudi Arabia and planning further growth.”

Saudi investment

Unique Group has been in the Saudi market for more than a decade, and 2024 marked an important step in the company’s ambitions to enhance its presence in the Kingdom, starting with a newly expanded facility in Dammam.

“It’s been exciting to witness Saudi Arabia’s development in recent years. The country has always been a major market for us, and we aimed to extend our presence in line with the Saudi Vision 2030 and the increasing requirements from clients.”

“We have strong partnerships with key players like Aramco, NEOM, the National Center for Wildlife (NCW), King Abdullah University of Science and Technology (KAUST), the General Authority for Survey and Geospatial Information (GEOSA), and Red Sea Global. We have seen a surge in projects across Saudi Arabia and, with the ambition that the country has, we are confident it will only keep growing. So, we decided to expand our presence in Saudi Arabia



to support our customers more effectively and quickly.

“We are focused on creating in-country value, and pride ourselves on being the first and largest subsea equipment provider in the region. Our expansion is part of our longer-term goal to design and manufacture our equipment in Saudi Arabia,” said Gandhi.

The expanded, 2,000 square metre facility in Dammam houses a wide range of equipment, including survey tools, USVs, diving and life support solutions, buoyancy, and Water Weights equipment, available for both sale and rental. The facility also features the region’s largest dynamic winch test bed, with a static pull capacity of 600 tonnes and dynamic live load test capability of up to 40 tonnes.

“This expansion aligns with our “Make in Saudi” initiative, focusing on local employment and



manufacturing. It marks a significant step towards building diving equipment within Saudi Arabia, with the manufacturing and assembly processes for air dive systems, power packs, and scuba replacement units now taking place locally. This contributes to at least 40% utilisation of the local workforce and establishes Dammam as a hub for diving solutions manufacturing."

Investment in the Kingdom comes as Unique Group identifies an opportunity in the market, with demand for its services from multiple sectors as Saudi Arabia pursues its ambitions. Gandhi views the group's work as a collaboration, integrating the company's technical expertise, developing local talent and engaging in knowledge transfer in-line with Saudi Arabia's Vision 2030.

"The Kingdom is poised for growth, and we have been working closely with key universities and environmental agencies where our survey equipment and USVs, such as the mid-range Uni-Pact USV, have been deployed for water body monitoring, pre-construction surveys and environmental monitoring."

"Our buoyancy bags have been widely used for the pipelay, cable lay and shore-pull projects in the offshore fields and the Water Weights load testing bags are also used in crane proof load testing across ships. Our spooling machines and lifting shackles are also being used in construction projects and subsea engineering projects.

"In the offshore industry, we also see a surge in demand for commercial diving equipment such as



air dive systems and launch and recovery systems. With our in-house engineering and manufacturing divisions, we can cater to these requirements quickly ,based on project requirements," said Gandhi.

Local interest in sustainable USVs is growing as companies learn of their environment-friendly and efficient operation, with interest in their survey capabilities for marine environments from extreme shallows to offshore depths."

Beyond Saudi, USVs are being deployed for diverse operations, said Gandhi.

"Recent projects have included acquiring nearshore topographic and bathymetry data along the east coast shoreline of Singapore using our Uni-Pact USV; a 12km pipeline survey in the Netherlands, to measure the cathodic potential, field gradient and depth of burial of a 36 inch pipeline in extremely shallow waters with Uni-Pact; and survey of a dam in India.

Another Unique development, its Uni-FlowX Controlled Mass Flow Excavation system, was recently deployed in challenging weather and tough seabed conditions off Malaysia.

"We completed two complex cable trenching project scopes involving the post-burial of 28 mm fibre-optic cable across three separate locations, covering a total distance of approximately 14.2 km, and a post-burial of 23 mm fibre-optic cable to a depth of between 0.8 and 1.2 metres, over approximately 7.2km.

"Our engineers drive advancements in USVs, survey equipment, and diving and life support solutions. Our R&D department's innovative spirit has resulted in safer, more efficient, and sustainable subsea operations."

UK engineering

The group's most high-profile recent acquisition was Subsea Innovation in the UK, supporting Unique Group's global engineering and technology capabilities.

"Subsea Innovation's experience in offshore deck equipment, launch and recovery systems, and emergency pipeline repair systems aligns seamlessly with our offerings, boosting our ability to provide integrated solutions for clients."

"As a group, we specialise in the creation of bespoke engineering - from first principles to the design, manufacture, and supply of complex solutions. Subsea Innovation brings exceptional expertise in delivering complex subsea projects. We expect this acquisition to drive substantial global growth."

WISTA UAE builds early momentum

Less than two years since its launch, WISTA UAE has established itself as a social and networking hub for women in the UAE's maritime industries, and the branch is poised for further growth, **President of WISTA UAE, Rania Tadros**, told Seatrade.

As the Women's International Shipping and Trading Association (WISTA International) celebrates its 50th anniversary, the group's UAE Branch is marking its own early successes in developing and supporting a network of women in the UAE shipping sector.

"We received our formal approval to set up the branch at the 2022 WISTA AGM in Geneva, and we have grown quite substantially since then. We're around 70 members now, including corporate and individual members, which is great," Rania Tadros, President of WISTA UAE, told Seatrade.

"We try to cover a number of angles, but there's a strong social component. We have monthly meet-ups in the UAE, from informal dinners, our Christmas party, our Ramadan get-together, through to more formal events like our breast cancer awareness day, which was sponsored by Mercuria, and an event on the pathways for women in bunker trading, sponsored by Monjasa," said Tadros.

The group's schedule of local and international events includes participation in panel discussions across the emirates. WISTA UAE has also hosted more of its own conferences, said Tadros, including a landmark event with the Mission to Seafarers and DP World on the theme "Addressing wellbeing for female seafarers", which was attended by HRH The Princess Royal in her capacity as President of the Mission to Seafarers.

"Our members attended and we had a great panel on female seafarers, how we can prioritise their welfare, and the invaluable contributions they make to world trade. Those themes are important to fostering greater female participation in the industry," said Tadros.

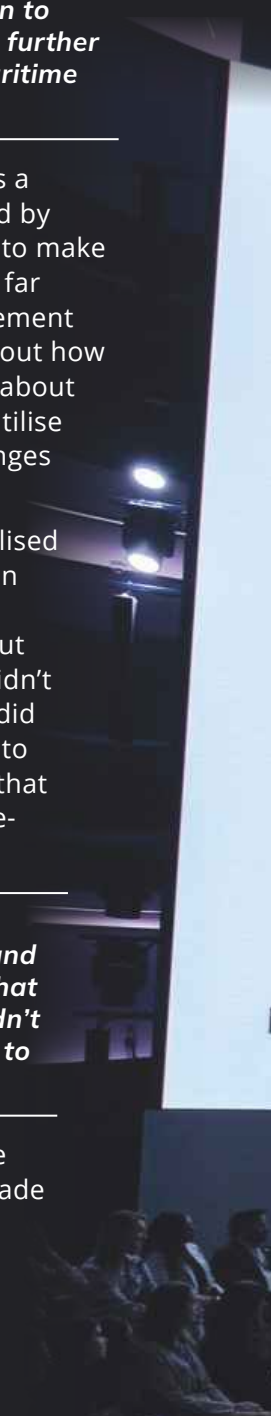
This event also marked a significant milestone for WISTA UAE as it signed Memorandums of Understanding with both the Mission to Seafarers and the Nautical Institute to further support individuals throughout the maritime industry.

Another stand-out event for Tadros was a discussion and networking event hosted by Wilhelmsen Ship Services. "We decided to make it a very positive theme, looking at how far we've come on gender equality improvement in the MEA region. Instead of talking about how little representation there is, we talked about how women in the right positions can utilise them to support others, and the challenges that can bring.

"There was a real positivity. I hadn't realised how doing little things along the way can make so much difference to people; we had some very positive storytelling about role models, how women themselves didn't have industry role models, but neither did men. Men also need those role models to be able to think of women in positions that have historically been traditionally male-dominated.

"We talked about people's positive experiences with female role models, and men and women alike were sharing what progress they had seen, what they hadn't seen, and what the event taught them to look out for," said Tadros.

WISTA UAE is a partner of UAE Maritime Week 2025 and its flagship event, Seatrade Maritime Logistics Middle East.



Besides its own events and sharing information and member discounts for other industry gatherings, the group sparks more spontaneous meetings. "There is a whole tonne of informal get-togethers, ladies meeting at our events and then going off to do their own things and form industry connections. It's incredibly rewarding," said Tadros.

Practical ambitions

WISTA UAE is still expanding, said Tadros, and as it grows, it has three main objectives in the near term. "We started with the aim of reaching 50 members, and, with that achieved, we want to continue raising awareness of WISTA UAE and growing the membership. We also want to build our support to help women in the maritime industry to elevate themselves, to upskill and reach their full potential," said Tadros.

WISTA branches will play an important role in the upcoming IMO and WISTA International Women in Maritime survey, which is open from 2 September to 31 December, 2024, by spreading word on the survey, encouraging corporate members to respond, and sharing the survey report in 2025.

Tadros said she is keen to be involved in the upcoming survey and to learn from the insights it reveals.

"The reality is that a lot of our members are not seafarers and are not going to be seafarers, but they are and want to be actively involved in shipping. It will be good to see where the other women are in shipping, where there's growth, how people progress from their positions, and if they're not progressing, why not? We may also find areas where there is good representation that we're perhaps not aware of."

The report on the findings of the IMO and WISTA International Women in Maritime survey is due to be published in May 2025.



LEO shaping the new reality at sea: opportunities and challenges of marine communications

As Low Earth Orbit (LEO) satellite connections revolutionise life and work at sea, IEC Telecom is making business continuity a priority to maximise the benefits of digitalisation in a low-bandwidth environment

We're experiencing rapid change in the satcoms sector. Low-earth orbit (LEO) satellite constellations are transforming business connectivity on land and at sea, enabling greater levels of digitalisation while significantly reducing costs.

Nabil Ben Soussia, Dubai-based Chief Commercial Officer of international satellite service provider IEC Telecom Group, told Seatrade: "There is a continuing rapid growth of low-earth orbit satellite constellations, which are transforming the way we communicate and presenting new opportunities for connectivity at sea and on shore. LEO is anticipated to capture 40% of the global satcom marketplace by 2030, with the maritime sector leading the way."

Cost-effective LEO connectivity affects pricing across the market. Ben Soussia advises that fixed satellite service fees are set to drop by more than 20% by 2028. In fact, with more LEO satellite providers

entering the market, he warns that there is likely to be an oversupply of airtime in the coming years, leading to fierce competition.

"No industry felt a more drastic change upon LEO introduction than the maritime sector," he notes. "Overnight, the possible speed limits increased more than tenfold, from 1.5-2 Mbs typical for VSAT to 220 Mbs over Starlink. This event unlocked a myriad of new technologies for seafarers, closing the digital gap between life at sea and ashore."

Business operations aren't the only reason for the escalation in satellite connectivity use. Affordable connectivity allowed for a significant improvement in well-being on board, becoming the determining factor in talent attraction and retention. "With this fast-paced transition, we can no longer set up



crew welfare with a top-to-bottom mentality," says Ben Soussia. "Mariners deserve a choice with a proper two-way ecosystem to support that."

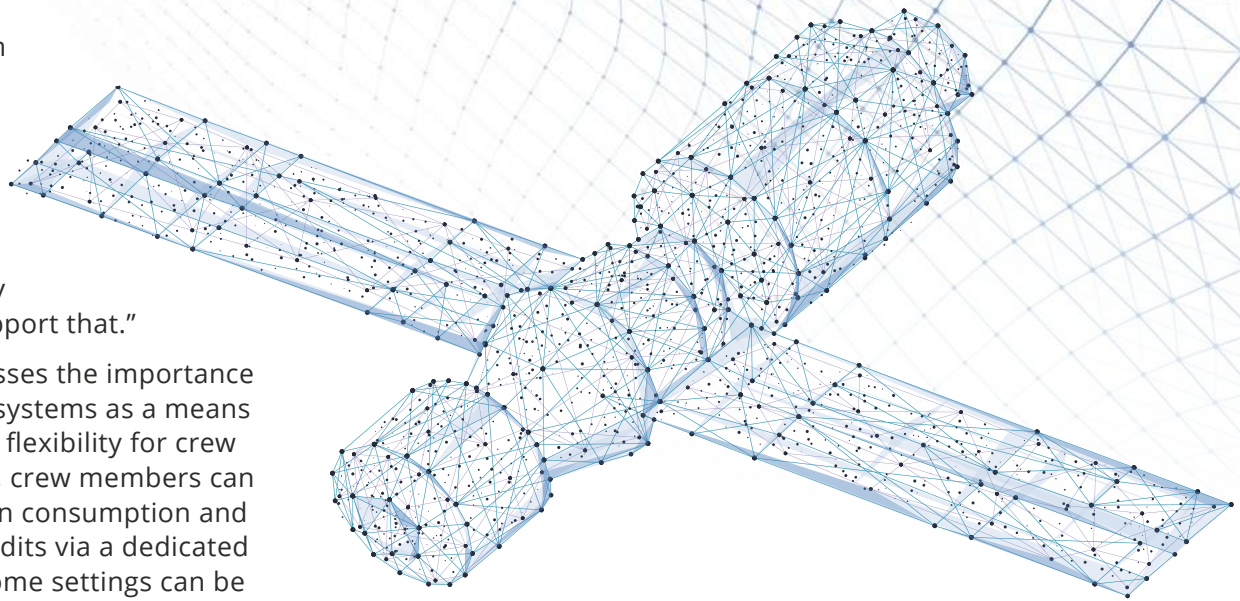
IEC Telecom stresses the importance of crew voucher systems as a means to achieve online flexibility for crew members. Today, crew members can monitor their own consumption and request extra credits via a dedicated captive portal. Some settings can be enrolled across the fleet and further customisation is possible to address the specific requirements of each vessel.

While the LEO networks are designed to cater globally, and some already have coverage across the planet, it will take a while before service availability will be equally inclusive. For now, networks of the new generation can be accessed within international waters, but browsing within territorial waters remains restricted to licensed satellite operators. Eventually, all countries will have to make a choice in favour of a certain LEO network. Yet, IEC Telecom expects that VSAT and L-band solutions will remain in demand in the territorial waters of many seafarer nations for a while.

Ben Soussia comments: "To ensure the sustainability of the ICT ecosystem on board, in terms of operational efficacy and associated costs, investing in network management is no longer an option, but a critical need."

While streaming Netflix poses no threats over LEO, it will halt all vessel operations over legacy satellite networks, with a single user exhausting the capacity of the internet available to the whole vessel. Utilising a comprehensive network management solution, the ICT manager can authorise nearly unlimited access to digital resources over LEO while limiting the list of applications for VSAT and further narrowing it down for L-band.

But here comes the catch: once the vessel sets its course for digital transformation, it operates differently. Technologies expand the notion of the crew beyond the team based on the vessel. New job functions, whether on board or in the HQ, are dependent on continuous sea-to-shore video connectivity with remote maintenance, video surveillance, and telemedicine, to name just a few.



"Understanding the challenges of digital vessels, IEC Telecom made business continuity one of the key priorities of our research and development," explains Ben Soussia. "Opportunities over the L-band are much broader than they are commonly seen. With the right set of optimised applications, a vessel can continue its digital course, even in a low bandwidth environment."

As of today, the market is slowly moving towards a certain power balance, with LEO, VSAT, and L-band each taking its niche. That said, IEC Telecom takes precautions when it comes to long-term forecasts.

LEO satellites are not designed for longevity, with five-year lifecycles, as opposed to 15 years in the GEO league. This is a catalyst for the industry's continued high-speed transformation. Starlink is already deploying the next generation, and OneWeb is planning to start the process in 2025.

As a result, long-term strategising is now obsolete. Ben Soussia concludes: "Technology is developing more swiftly than ever, and business planning needs to mirror this pace. We must embrace a more agile approach, focusing on forecasting trends over the next five years, rather than trying to model scenarios for two or three decades down the line."

Whichever route we take, LEO has transformed the reality of maritime communications. To have a competitive edge, vessel owners should be ready to adapt to operating in multi-network mode, with smart solutions to manage the transition and optimise the gains.

Is Qatar the ‘one to watch’?

In this interview, we discuss the growth of Qatar and its place on the global maritime map. Seatrade Maritime talked to **Daniel Kaabi, CEO, Sea Horizons Offshore Marine Services**, about why he considers Qatar “by far the land of opportunity for the industry” and what his company has been up to recently.

How does the Qatar market compare to other regional markets in the Middle East? What are its strengths?

- While other markets in the GCC by comparison are mature and saturated, Qatar is currently by far the land of opportunity for the industry as it finds itself in early stages of growth and expansion, offering long-term opportunities for local companies such as us to build a footprint and leave a mark while also showcasing ourselves by creating value and developing the local content in the state. Qatar offers ample opportunities for future contracts, an attractive ecosystem to build and grow business, facilitative business set-up procedures at economical costs and most of all the opportunity to establish ourselves as a key service partner in the offshore sector at an early stage of the lifecycle.

How is Qatar managing the balance of supporting local companies and attracting international players in the offshore market?

- With the numerous opportunities supported by the state’s offshore expansion plans, Qatar offers a very attractive entry point through its issuance of requirements wherein it specifically offers foreign companies the opportunity to enter the market via partnerships and joint ventures, thereby securing interest on both sides. With our numerous partnerships currently, and some that we will be announcing very soon, we find ourselves strategically positioned to create value of the coin, with foreign partners and Qatar Operators. We are eager and excited to localise international companies and their services into Qatar for the long-term horizon.
- Recently, we were awarded two marine consultancy projects for both Qatar Energy and QatarEnergy LNG with European partners with more than a decade of experience in the maritime sector. The value we bring to Qatar via such opportunities reside in the expertise we are able to mobilise with

our strong, effective and ever-growing network of global partners.

- With the new developments, we have been able to now offer more services as we recently partnered with a consultancy firm out of Scotland to enhance the emergency response management of the ports. This will support in the planning of marine incident response management for both Ras Laffan port and Mesaieed industrial cities for years to come.

Qatar is investing heavily in its offshore projects, particularly with the Northfield expansion. What opportunities does this present for Sea Horizon Offshore Marine and for what services/vessel types?

- Being a locally established company, we see a big drive towards local ownership in offshore assets and marine services provision with exponential demand growth forecast. This will enable us to position ourselves as a key local player supporting Qatar’s offshore expansion plans.
- With a dynamic approach in supporting our partners in the region, we see a big opportunity to mobilise assets and new tonnage in the region. We pride ourselves in being the Qatari partner of choice for foreign players and the bridge to establishing working relationships with Qatar operators while benefiting the state’s developing economy by mobilising some of the best resources from around the world.
- With the big expansion plans, there is more demand for Qatari-owned vessels along with longer-term contracts. This allows us to secure newer vessels and begin discussions on newbuild opportunities to support the Qatar marine and energy sector. In the coming years, the market for offshore support assets and services of all types will evolve in Qatar as the state focuses on meeting forward-looking global LNG demand on a long-term basis. This will have an impact on the entire value chain of support assets, from drilling rigs and support vessels of all classes to subsea services and maintenance support requirements.

As the industry leaves behind its long downturn, are you taking any steps to use the current strong offshore market in the Middle East to prepare for potential leaner times in the future?



- The downturn is something that every business in the energy industry, including marine asset owners and service providers, will have in the back of their minds.
- Unfortunately, for most of us, as the downturn is something that is in our mind, we do tend to get caught up in the good times that are here and are ahead. Caution is a word that we float around within the organisation quite often as we look for assets that have longevity. We think there is a lot of opportunity in accommodation assets and construction assets, as these vessels will always be in demand, whether in good times or bad, as they play a key role post-exploration and until the end of the well lifecycle.
- To sum it up, we mostly focus on niche assets to represent, and explore any types of assets that we believe have a long-term plan within Qatar and the region itself, in order to build a solid base in the hope of being protected through potential decreases in market activity.

Although long-term contractual stability can be a challenge for most of the region, we see Qatar making the right steps towards having a long-term vision for contractual stability that will benefit both vessel owners and operators.

Sea Horizon Offshore Marine recently became the Middle East representative for Jumbo Offshore. Has there been much demand for Jumbo's services, and how is the transport and installation segment developing?

- This is a partnership we are extremely proud of, as it is a new service that supports our business and value case.
- With the growth in expansions all over the region, we see a big demand and need for topside installations and the services of Jumbo Maritime. With their specialised assets, we are proud to provide support in marketing them within the Middle East especially given their historical track record.
- It is great that Jumbo has put such faith in SHM Qatar to market their vessel, not just in Qatar, but the entire Middle East region as a whole. It reiterates our focus on partnering with companies that are leaders in their markets to bring the same value to the Middle East.

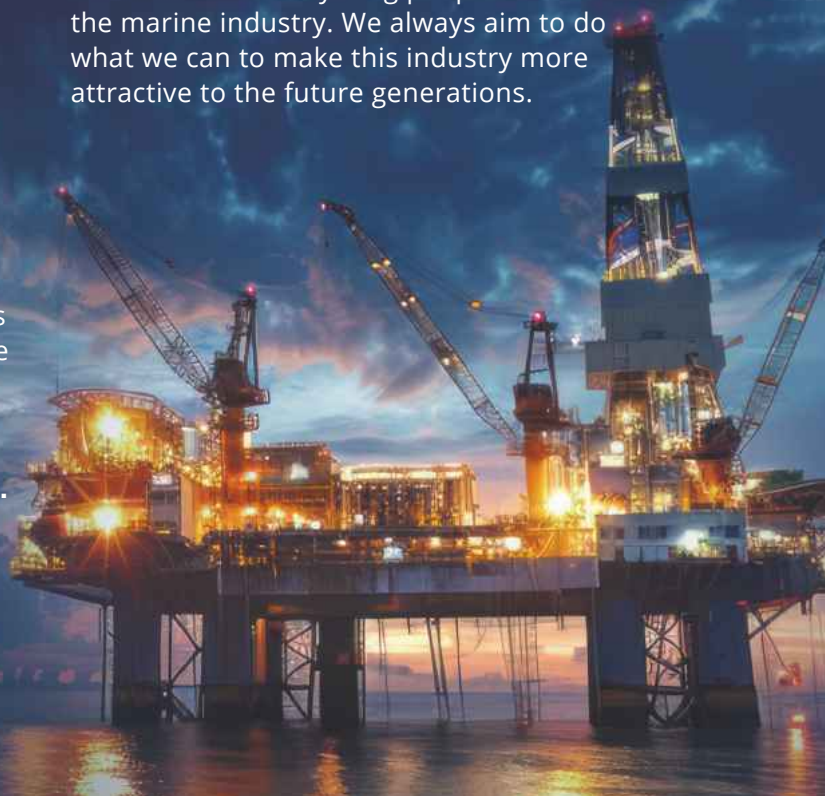
You received the Seatrade Maritime Young Entrepreneur of the Year award in 2023 for your leadership at Sea Horizon Offshore Marine Services. What has the company achieved and initiatives have you led since receiving the award?

- Firstly, it was an absolute pleasure to receive this award and I greatly appreciate the support and recognition from Seatrade Maritime.

- Being a company that focuses on the trust of our partners, this has been a great recognition to support all our partners in the region and beyond.
- We pride ourselves in being a company that emphasises transparent support to all our partners. Really pushing that through within the organisation and becoming the trusted partner for many new companies has meant a great deal.
- We have been able to secure some new partnerships and explore new areas of business since then.

You are an advocate for youth empowerment in maritime through your role at Youngship UAE. What opportunities do you see for young people in the Qatar offshore market? How can the sector attract new talent?

- Being someone that entered the industry at a young age myself, I see great opportunity for youth in the marine industry.
- In my time previously at Youngship UAE, I was able to see the challenges that all young people face entering our industry, these individuals who are full of curiosity and anxious to make a footprint in the industry.
- At SHM, we are always exploring ways to attract new talent within the industry that we can guide and support. We have recently started a graduate programme to support youth in the industry and are exploring more opportunities to bring younger people into the industry.
- By next year, we aim to partner with some local universities in Qatar to continue that initiative and support more young talent into the Qatar maritime industry. Qatar's population has a median age of age of 34 years, so there is a lot of room for young people to enter the marine industry. We always aim to do what we can to make this industry more attractive to the future generations.



Putting the spotlight on Saudi's Transport General Authority

Seatrade Maritime had the pleasure to get some quality time with **Eng. Essam M Alammari, Deputy for Maritime Transport, Transport General Authority, Kingdom of Saudi Arabia**. In this conversational interview, Eng. Alammari talks candidly about the growth of the Kingdom's maritime and logistics sectors and highlights the importance of strategic industry events such as Saudi Maritime Logistics Congress.



This year, Saudi Arabia has seen the launch of its own shortsea and feeder company Folk Maritime, and attracted international partners like CEVA Logistics, DP World, and Fincantieri. What role does the TGA and its regulations play in supporting local and international investment in the maritime industry?

The TGA has been encouraged by the launch of Folk Maritime, which signals a positive step in the development of homegrown shipping operators within the Kingdom. Partnerships with CEVA Logistics, DP World and Fincantieri are also strong signs of the growing international confidence in Saudi Arabian maritime services.

At the TGA, our role is to create an attractive environment for the growth of other such companies in the future. An important part of this is to ensure there is an adequate regulatory framework

in place that promotes safe and sustainable practices throughout the maritime industry.

Through the implementation of our maritime strategy, the TGA is able to develop a plan that incentivises the creation of jobs, supply chain resilience and sustainable growth. Furthermore, this ambitious development within the maritime sector is in alignment with the Kingdom's Vision 2030, which aims to transform Saudi Arabia into a global logistics hub, in which shortsea operations play a key role.

We have also seen the Kingdom take a stronger role on the international stage at organisations like the IMO. What are Saudi Arabia's priorities in international regulation for shipping?

Saudi Arabia's priorities in the international regulation of shipping are guided by Vision2030 and the National Transport and Logistics Strategy to become an international hub for maritime logistics and achieve sustainable blue economic growth for the Kingdom.

At the IMO, the regulatory approach for the Kingdom mirrors this approach, with a focus on ensuring maritime sustainability and importantly balancing increasing maritime global trade with environmental protection.

At the same time, another priority is ensuring maritime safety, especially with the increased



uptake in new technologies, including low-emission fuels and the movement towards automation of shipping. These areas present regulatory challenges and opportunities that the Kingdom is addressing through the IMO and bilateral/multilateral meetings.

What progress has Saudi Arabia made towards the Saudi Vision 2030 goal of building a unique regional logistics hub, and how has the TGA enabled that development?

The TGA works on an international level to advance co-operation with IMO member states to seek opportunities to enhance global connectivity to the Kingdom.

In 2024, Saudi Arabia ranked 16th globally out of 187 countries by the United Nations Conference on Trade and Development (UNCTAD), reflecting the concerted efforts by the Kingdom to increase global maritime connectivity and capitalise on the Kingdom's strategic location in line with the aspirations of Vision 2030. Saudi Arabia continues to develop the port of NEOM and NEOM's Oxagon to be one of the world's first fully integrated port and supply chains system.

The TGA held its first annual forum for shipowners and operators earlier this year. What topics were raised during discussions with Saudi owners, and how will they inform the TGA's work?

The main topics raised were the development of technologies within the maritime industry such as Artificial Intelligence (AI) and how to better support seafarers through certification, training and skills development.

The forum also explored avenues of addressing how operational efficiency can have a reduced environmental impact. The TGA is working towards addressing issues of this nature on its path towards the Kingdom's Vision 2030 goals.

The TGA is seeking to develop dynamic solutions to issues facing the maritime industry through collaboration and co-operation with industry experts and stakeholders alike and key events such as the forum for shipowners and operators are important events to highlight areas of issue and progress.

The event itself featured the important signing of an MoU between the TGA and the Bureau Veritas Marine and Offshore SAS, which was built around fostering best practices on sustainability and social governance between the two entities. This is a demonstration of the value the event had in creating a place to enable important discussions. The TGA is working to continue this co-operative approach into the future through further events of this nature.

What are your current personal priorities for supporting and improving the Saudi maritime sector?

Saudi Arabia has high aspirations for the future of its maritime sector, reflected within our vision and our national plans.





My personal priorities align with and support these objectives. Since representing the Kingdom as the Permanent Representative to the IMO in 2019 and then upon taking my position as Deputy for Maritime in 2024, I have sought to increase international co-operation in the maritime field, develop lasting agreements with countries to support maritime co-operation and maritime academic institutions including the WMU and IMLI.

The maritime sector cannot exist without seafarers. Therefore, a key area I believe in - and support - is ensuring the highest standards for seafarers while encouraging more people to enter the maritime workforce.

We are pleased therefore with year-on-year growth in the numbers of Saudi seafarers. At the IMO, our new Nextwave project, which will take place in 2024 – 2025, will seek to train 20 cadets from SIDS/LDC countries on board Saudi ships while exploring factors affecting entry into the industry.

We hope this initiative will act as a flagship for addressing a key issue for international shipping while supporting seafarers from these countries.

Another key priority for me is the focus on facilitating national and international trade through KSA's ports, developing the Kingdom as a global logistic hub and ensuring that the regulation and policy components of the TGA's work are best able to facilitate this.

At the same time, the world is witnessing incredible advancements in technology that bring new challenges but huge opportunities for Saudi Arabia, our seafarers and our ports. While incorporating these new areas into regulation and legislation is challenging, it is a key area that will support KSA as a maritime leader of the future.

The Saudi Maritime & Logistics Congress has gone from strength to strength in recent years. What impact has the event had on the Saudi market, what role has the TGA played in the event - and why should companies attend the show?

As we have seen from its progressive growth in attendance, which stood at an impressive 95% in 2023, the Saudi Maritime Congress has become a key regional forum for the exchange of ideas between the brightest and best the industry has to offer.

From policymakers to investors, industry professionals to academics, this strength of this Congress is indebted to the diversity of its attendees.

The participation not only of the TGA, but of our partners in Mawani, Bahri, Saudi Aramco and others, is a strong signal that the Kingdom's policymakers and industry giants are committed to the important dialogue taking place over the direction of travel of shipping.

All of these entities have helped to shape the agenda and attract the speakers we will hear from throughout the Congress. Therefore, the reasons for attending are obvious: you get to be part of the conversation. Throughout the course of the event, participants will allow networking between thousands of attendees from across the globe and at every level of the industry.

They will also benefit from a programme that focuses on the most critical questions of the future: supply chain resilience, digitisation, sustainability, automation to name a few. SMC is no longer a regional conference, but a global one, and it is the TGA's hope that it continues to grow.

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