

# CHALLENGES AND CHANGING DYNAMICS

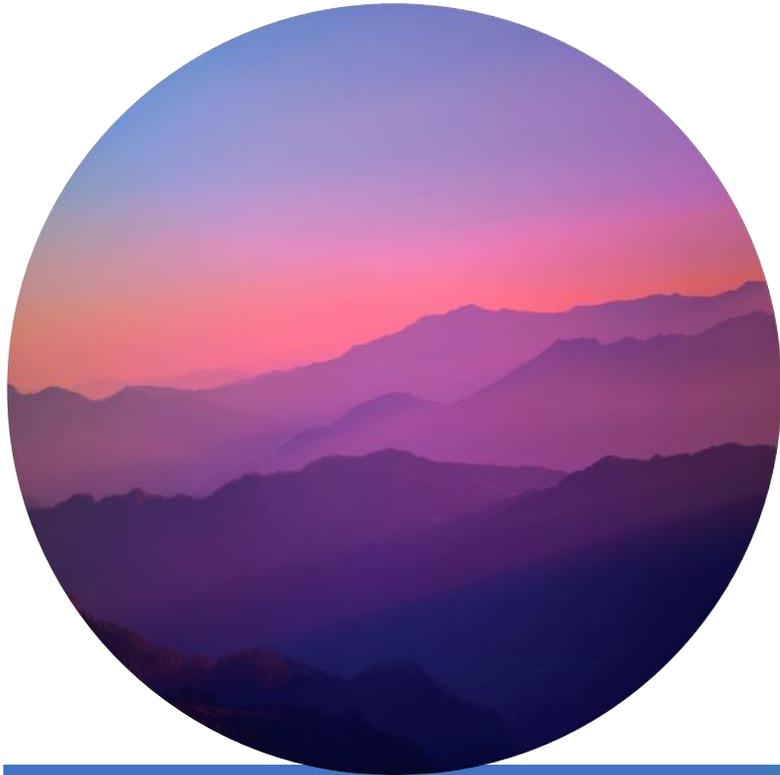
ENERGY & MARITIME INDUSTRY  
MARCH 2023



BUILDING OPPORTUNITIES  
NO LIMITS TO THE FUTURE



**THE WORLD IS UNDERGOING A STRANGE AND UNUSUAL TRANSFORMATION ON ALL FRONTS HEALTH, HUMAN, FOOD, GLOBAL ENVIRONMENT, ENERGY, TRADE, TECHNOLOGY AND ECONOMY "ITS EVERYONE'S GUESS"**



## TRANSITION

MARITIME, ENERGY AND TRADE SET TO GLOBAL SHIFT

REFINING AND OFFSHORE ENERGY INDUSTRY EXPANSION.

OIL AND GAS BRINGING NEW OPPORTUNITIES FOR ORGANIZATIONS & SEEKING CLEANER AND GREENER ENERGY MARKET.

A CUTTING-EDGE TECHNOLOGIES WITH FAST GROWING KNOWLEDGE AND NETWORKING OPPORTUNITIES



# TECHNOLOGY WILL CONTINUE TO PLAY A VITAL ROLE IN SHAPING THE FUTURE OF THE ENERGY MIX

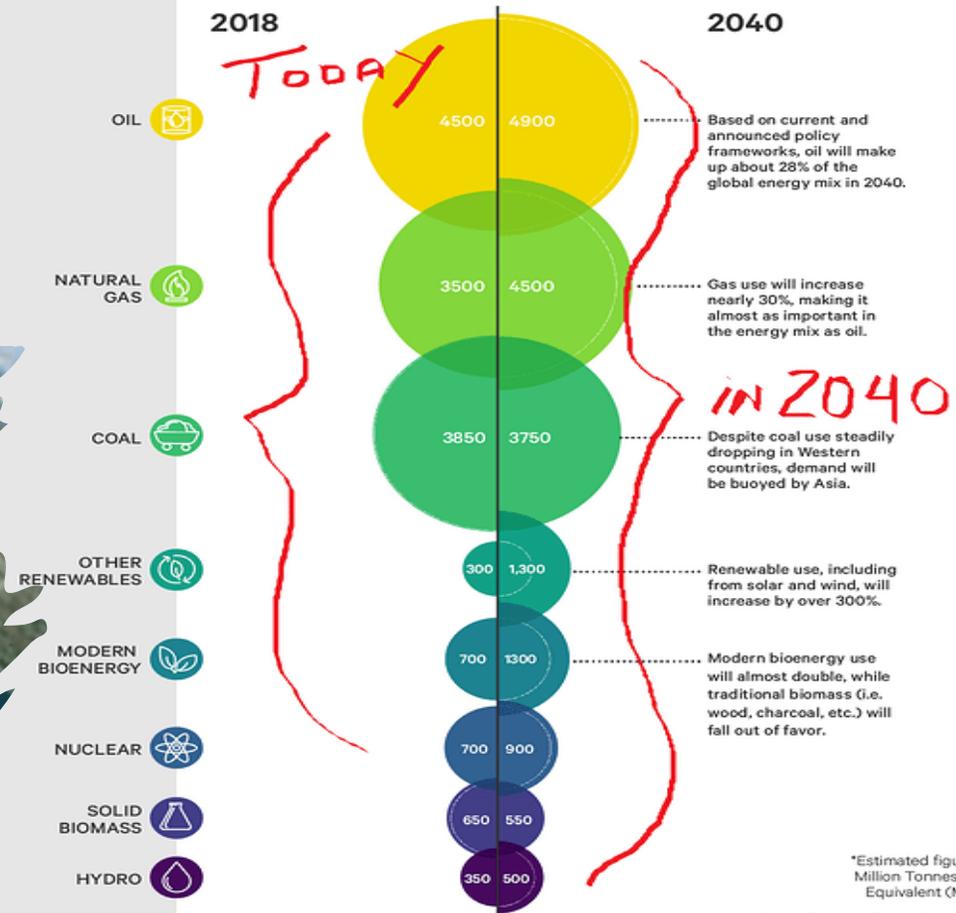


SMART TECHNOLOGIES  
EFFECTIVE SUPPLY CHAIN

IMPROVED ENERGY EFFICIENCY AND  
REDUCED EMISSION

## Changes in the Global Energy Mix 2018 vs Stated Policies 2040

Measured in MTOE\*





## ECONOMIC GROWTH

- IMPLEMENT POLICIES THAT PROMOTE SUSTAINABLE ECONOMIC GROWTH, WHILE CREATING JOBS IN THE DIGITAL, CIRCULAR ECONOMY
- ATTRACT AND RETAIN COMPANIES AND PREPARE THE WORKFORCE FOR THE FUTURE
- ENCOURAGE ENTREPRENEURSHIP AND INNOVATION



## SUSTAINABILITY

- MANAGE ENERGY AND NATURAL RESOURCES WISELY
- RECYCLE AND REUSE ASSETS
- REDUCE CARBON FOOTPRINT
- DRIVE TOWARD HAVING CLEANER AIR AND LESS NOISE



## QUALITY OF LIFE

- FOSTER DIVERSITY AND INCLUSIVITY
- IMPROVE PUBLIC EDUCATION, HEALTH, AND SAFETY
- ENABLE CONSTITUENT ENGAGEMENT

نحن نمارس نظرية النهج الشمولي في عملنا وإستشاراتنا WE PRACTICE THE HOLISTIC APPROACH THEORY IN OUR WORK AND ADVISE



المستهدفات الرئيسة للمشروع؟  
The main TARGETS of the project?

ماهي أهداف المشروع؟  
What are the OBJECTIVES of the project?



# Vision, Mission & Values



**BE NO. 1** - Creating a world-class energy & maritime investment/management "Powerhouse" with supreme services and results

Vision



**BE BOLD**

Highly motivated, willing and able with confidence and courage

Mission



Integrity



Follow highest standards

Sustainability



Manage resources wisely

Excellence



Deliver best results

Transparency



Walk the talk

Values



- Leaders in safety
- Highly qualified staff, both at sea and ashore
- Deal making capacity and ability to successfully build and manage long-term relationships with clients, suppliers, shipyards, financiers and other stakeholders
- Deliver first-class, value adding services to customers in specialized markets
- Standardized processes and ICT systems
- Professional and flexible organization with strong management systems
- Low cost and efficient operator

Key Strengths





# Holistic Solutions to Oil & Gas, Marine and Maritime Industry



## Ambitious

KBI-uae is a dynamic, diversified business conglomerate operating in the Middle East with a wide global connectivity and network to market and industry leaders

## Connected

Collaboration and Partnership with regionally and internationally recognized players in the market to leverage innovation capabilities combined with abundant engineering and management capabilities

## Customer & Industry Focused

Product and service offerings are structured around several distinguished strategic business divisions which includes oil & gas, marine and maritime sector, shipyard management, industrial engineering and smart solutions etc



## Experienced

Leadership Team with more than 30 years of global experience in developing & managing complex supply chains, building logistics infrastructure & network, leading logistics operations as well as driving excellence in management & operations

## Innovative

Devoted to continuously explore ideas and deliver state-of-the-art and value adding solutions to the chemical and maritime industry based on the international quality norms and standards



## Distinct Strategic Business Divisions



- النفط والغاز
- الطاقة
- النقل البحري المتخصص
- Oil & Gas
- Energy
- Specialized Shipping
- إدارة أحواض إصلاح وبناء السفن
- إدارة المشاريع
- Manage and Operate ship repair & shipbuilding
- Project Management
- الهندسة الصناعية
- المشاريع الهندسية
- Industrial Engineering
- Engineering Projects
- الحلول الذكية
- الحلول المتكاملة للمدن
- المدن البحرية
- Smart Solutions
- Integrated Solutions for Cities
- Maritime Cities



### Delivering Value Adding Services and Contributing to Ecosystem



- Total Solutions Provider - Engineering, Shipping, Procurement, Manufacturing, Construction and Commissioning, Operations, Maintenance, smart cities / clusters and Technology Services
- Providing the best sustainable customer-centric services in niche markets
- Focus on innovation and industry best practices to deliver added and high-value maritime services
- Play a leading role in the development, transformation and development of the oil and gas, energy, maritime and maritime industries
- We are committed to our business capabilities in all fields and contributing to the leadership's vision through the continuous pursuit of innovation, sustainability and excellence.



Overview



Products & Services



Strategic Orientation



Partners





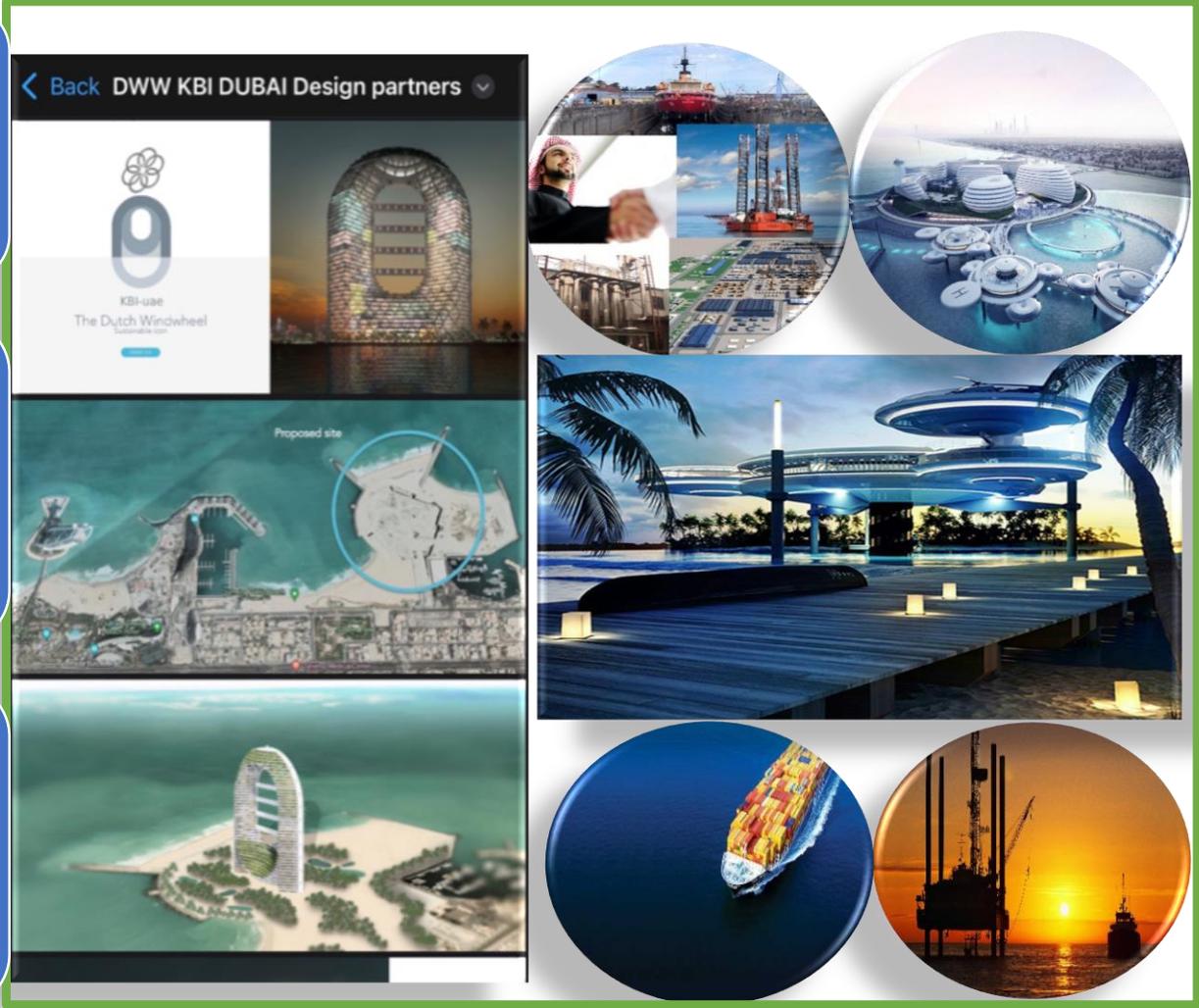
# THE UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS (SDGs) GAVE RISE TO A GLOBAL PLEDGE, IN SDG 14,



TO "CONSERVE AND SUSTAINABLY USE THE SEAS, OCEANS AND MARINE RESOURCES FOR SUSTAINABLE DEVELOPMENT". RESEARCH AND ANALYSIS OF ELEVEN MARITIME GROUPS BY THE ETG ECONOMIC TRANSFORMATIONS GROUP SUGGESTS THAT THE WAY FORWARD IS TO FOCUS ON BUSINESS GROWTH AND OPPORTUNITIES.

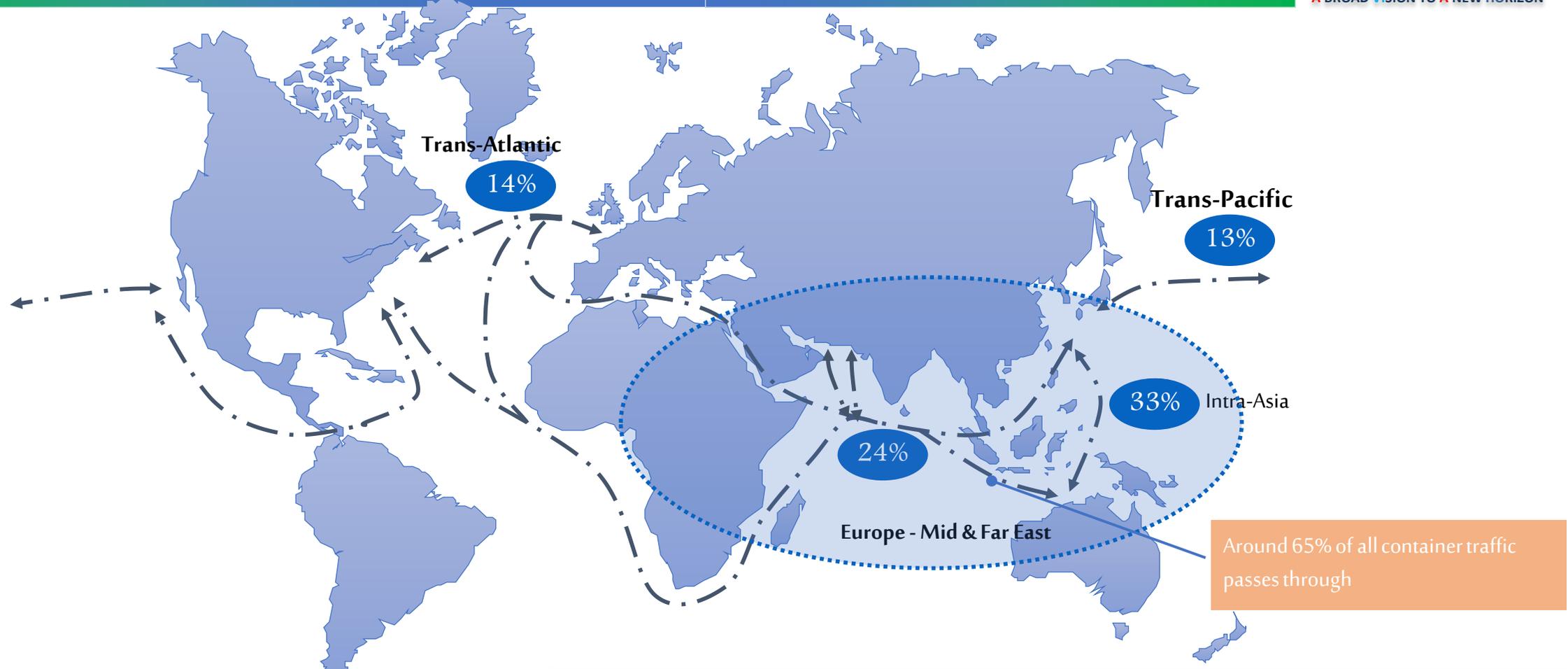
THE RESPONSIBLE AND SUSTAINABLE USE OF THE SEAS "BLUE ECONOMY" AND "BLUE GROWTH", PROMOTE THE ECONOMIC BENEFITS OF THE SEAS AND OCEANS, ENVIRONMENTAL HEALTH AND SOCIETAL VALUE IN POLICIES AND BEST PRACTICES - INNOVATION, COMPETITIVENESS, PRODUCTIVE PROFITS AND ENVIRONMENTAL IMPACT.

THE BUSINESS AND INDUSTRY COUNCILS HAVE DOCUMENTED THIS, FROM AN ECONOMIC STANDPOINT, THE DEVELOPMENT OF INTRAREGIONAL AND INTERNATIONAL TRADE, AND THE EFFECTIVE CONTRIBUTION TO THE GROWTH OF COUNTRIES' ECONOMIES. THE DECISION TO ESTABLISH ECONOMIC BLOCS AND IS KNOWN AS MARITIME CLUSTER CITIES WITH AN OFFSHORE FINANCIAL SECTOR, AS MAIN PILLARS OF ECONOMIC BLOCS.





# Arabian Sea lies in the major trade flows - almost 65% of all container traffic passes through



1 Include Far East, South Asia and Middle East

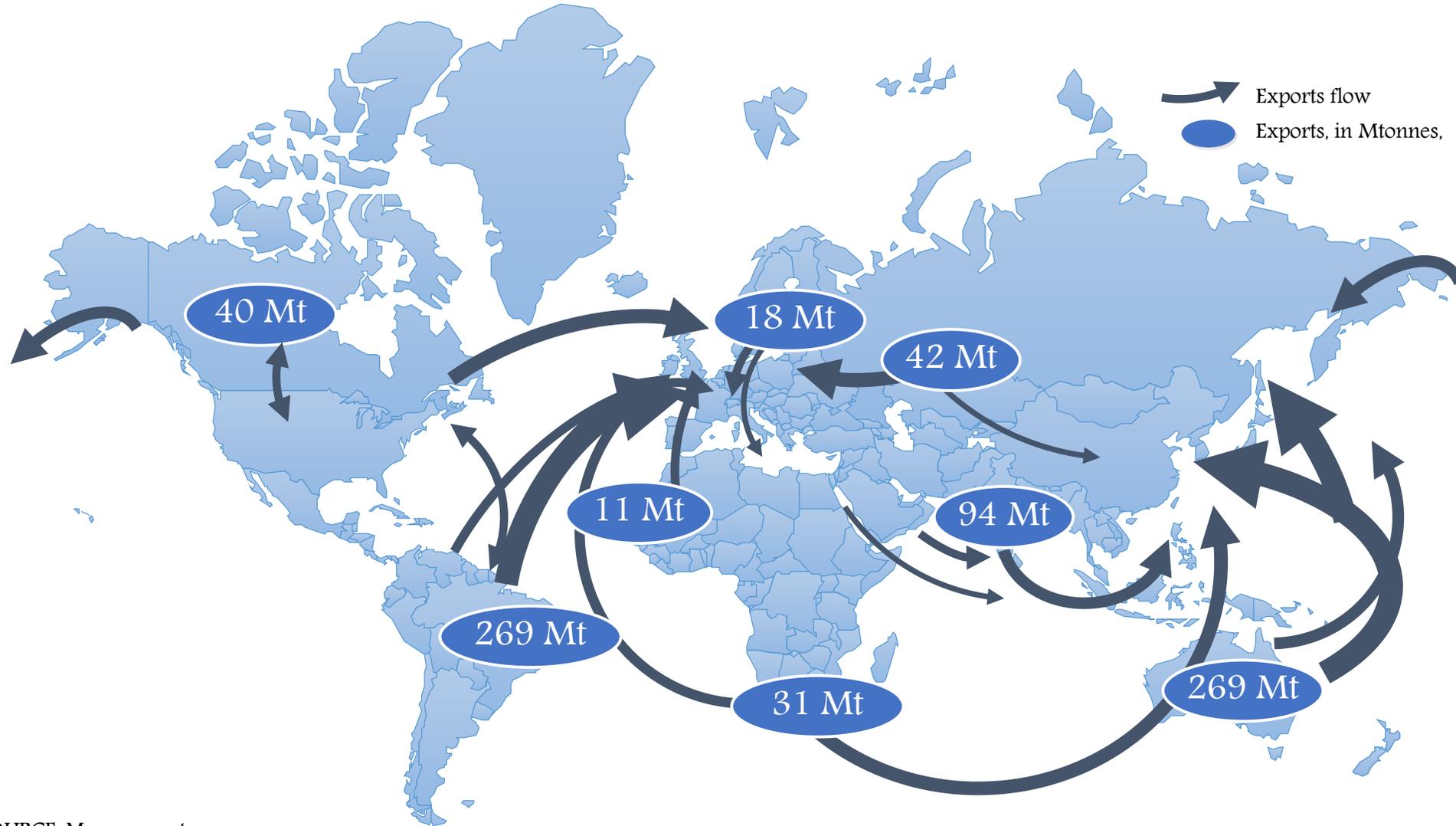
SOURCE: Management / Drewry Annual Container Market Review and Forecast



Suez , Red Sea maritime industry services will and can feature prominently in the China Economic Corridor & the link between the Belt and Road Initiative and the Maritime Silk Road Projects.



Most bulk trade is also routed through to China being the major driver of demand



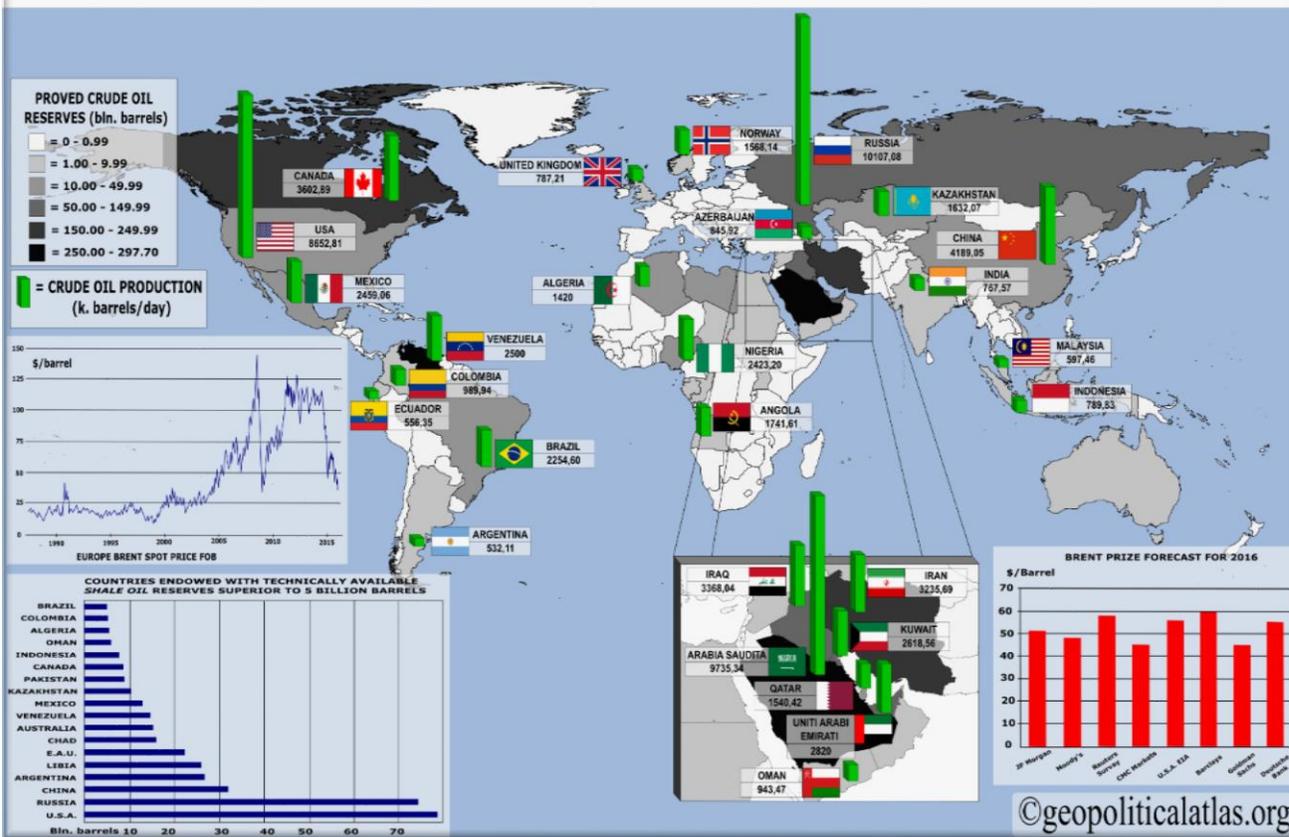
SOURCE: Management



Most of global Energy/Trade routed through our Seas (west to East / East to West) a driver of demand

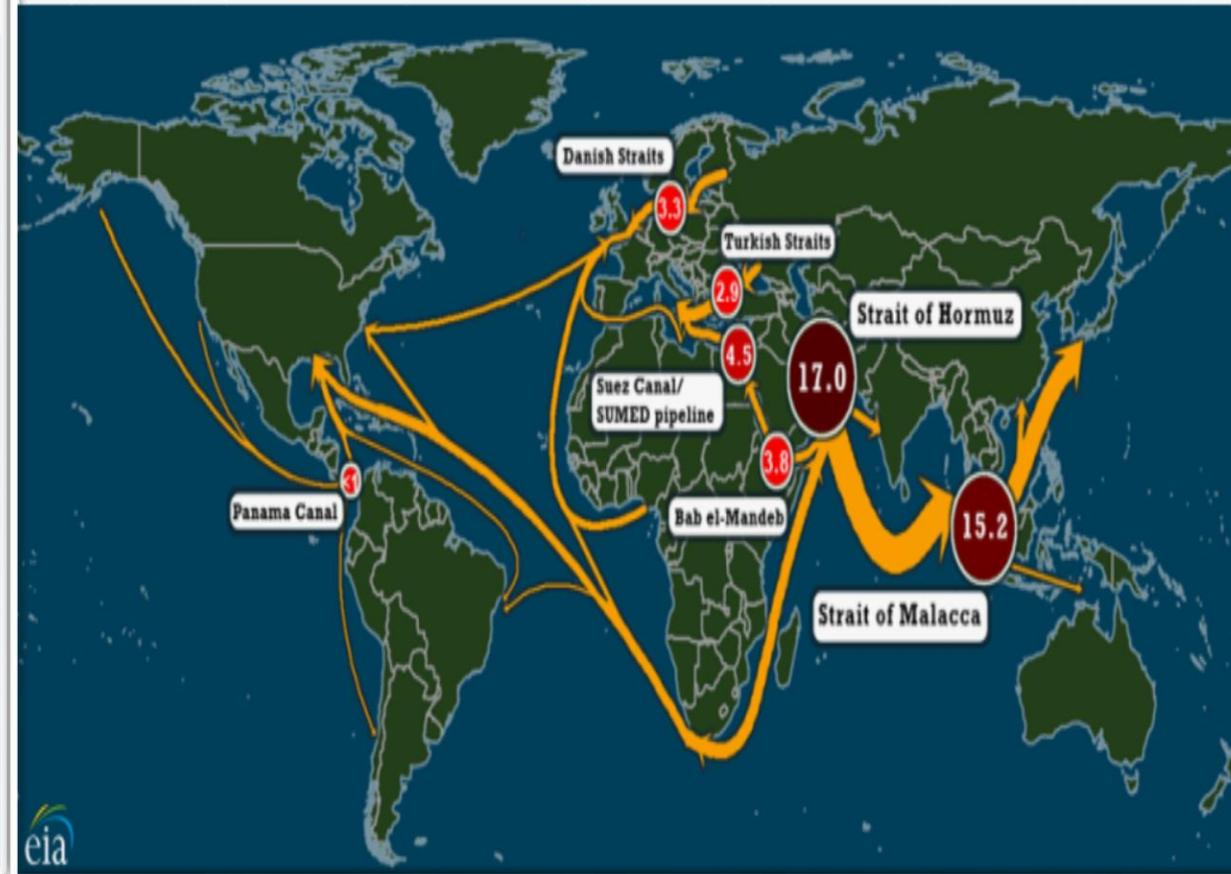


## WORLD OIL RESERVES AND MAIN PRODUCERS



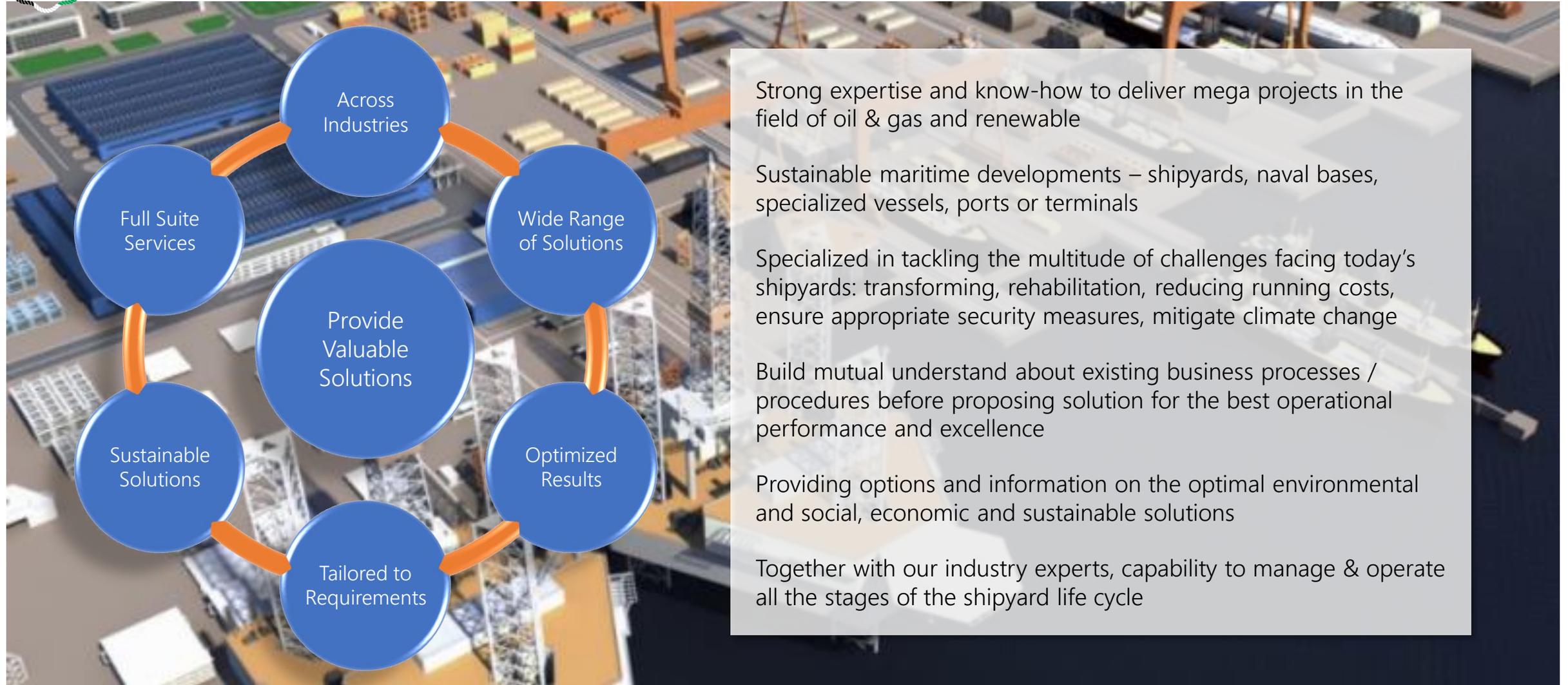
SOURCE: Management

## Daily transit volumes through world maritime oil chokepoints



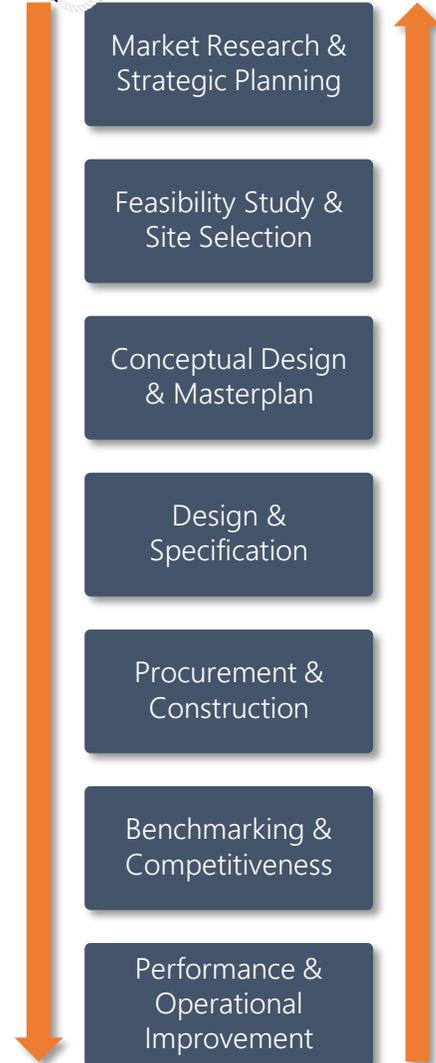


# Proficiency in Shipyard Management & Operations





## Services Covering the Full Lifecycle of Shipyards



**KBI-uae have more than 30 years extensive experience in developing, managing and operating drydocks globally**

- Innovative approaches to monitor and analyze the shipbuilding and ship repair markets, continually surveying factors that impact shipyard day to day operations
- Choosing the right location for shipyard and process design considering the necessary civil, structural, mechanical and electrical systems
- Committed to digital transformation, creating Smart Shipyards that combine digital innovation and tools with production intelligence
- Engage local manufacturers and suppliers and make sure they act in line with required values and business principles
- Vast experience in benchmarking, database construction, advanced analytics and hands-on best practice implementation
- Use of intelligent tools to analyze existing shipyards and develop effective performance improvement programs
- Business case development and ability to source funds and financial advice services
- Technical and financial due diligence for shipyard future investment and operational excellence
- R&D as a mixture of long-term focus and decentralized activities with an incremental and/ or product-oriented focus.
- We can manage not only long-term research but also the practical implementation of new technologies and knowledge by means of technical consultancy to the product development teams.
- Incorporate solutions to environmental and sustainability challenges throughout planning and development processes



# Smart Shipyards and Innovation backed by Experience



World's First - X-bow Design SSVs



Seismic Research Vessel  
"SALMA" for oil



FSRU Toscana - World's First  
Floating Storage Regasification Unit



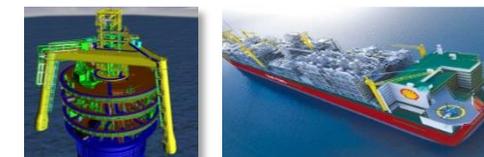
Conversion projects: 2 Tankers-to-  
Modular Capture Vessel (MCV) World  
first - USA & Gulf of Mexico



Dolwin Beta, Germany - the world's  
Largest Wind Power HVDC Offshore  
Platform



The Shell Prelude FLNG Turret -  
Fabrication of World's Largest Turret



World First Subsea Storage, UK -  
Fabrication of Gravity Based  
Structure for Subsea Oil Storage



Managed and operated various Drydocks, completed over 300 projects a year on average with a record of handling 42 refurbishment projects simultaneously including newbuilds, conversion, rig projects etc.

Managed yards spread over 200 hectares, 4 dry docks, with the largest dock capable of handling the world's largest ship and over 3,700m of berth space.

Innovative projects constructed in Drydocks as part of managing the yard, breaking records for some of the largest new build offshore fabrication projects worldwide.

Delivered projects to the highest quality, cost effectiveness and safety standards, during these projects the yards achieved over 1 million man-hours LTI free.



# Industrial Engineering, Manufacturing and Construction



KBI-uae design and manufacture equipment according to international standards, with an annual manufacturing capacity of more than 7,200 tons



Large number of equipment for major domestic projects, foreign-owned enterprises and joint ventures in China, exports to Canada, Japan, Germany, Norway, Thailand, Indonesia, Vietnam, Nigeria and other countries



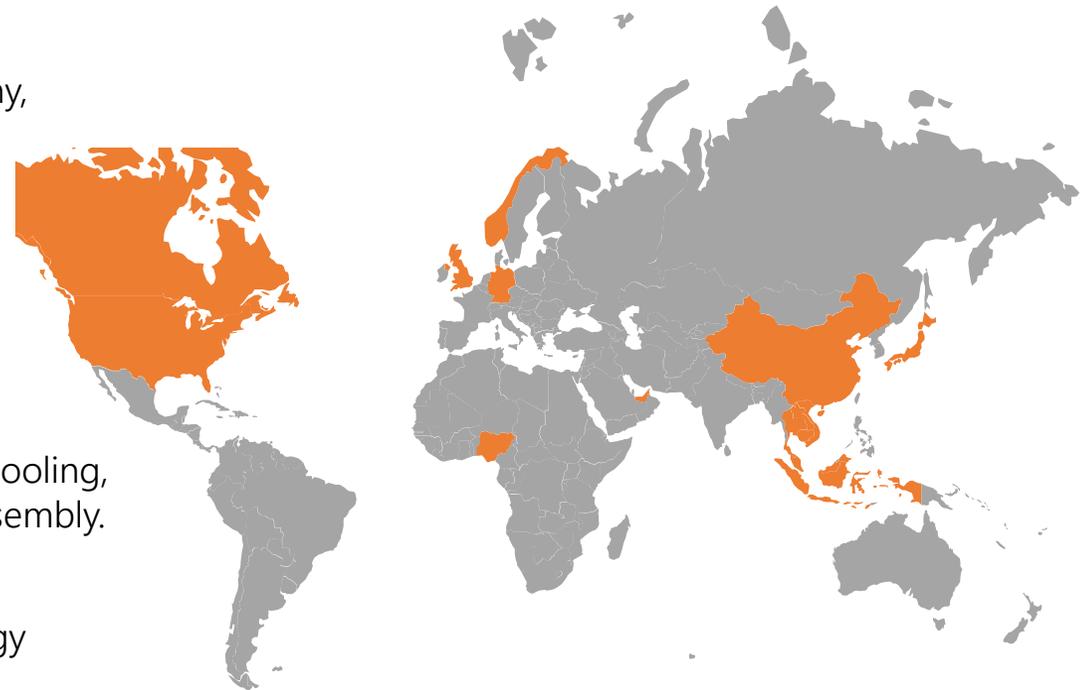
Specialized in supplying reaction kettle, heat exchanger, shell-and-tube heat exchanger, air cooler, tower, storage tank, general equipment, environmental protection, refinery and petrochemical fittings, welding of various special metal materials



Products mainly for pulp, petroleum, chemicals, food, water, air, heating, cooling, dehydration, synthesis, storage, separation, transportation and on-site assembly.



Full cycle management, quality assurance system and advanced technology



# Advanced Technology and Smart Business Solutions



We work closely with our clients to innovate and apply the best technical and business solutions using emerging and mainstream technology



## Research & Development

Turning ideas & concepts to a working model and final product



## Build Capability

Build and transfer knowledge & skills required at fast track



## Digitalization & Industry 4.0

Select the best fit technology and create a successful use case



Develop and empower employees in the organization to move from transactional driven to a data-driven and customer centric organization



# Wide Spectrum of Advanced Technologies

As Digitalization takes off in the 21st century, we support Technology Benchmarking, building Information Technology Infrastructure, developing solutions and easing your Business Process



Artificial Intelligence



Internet of Things



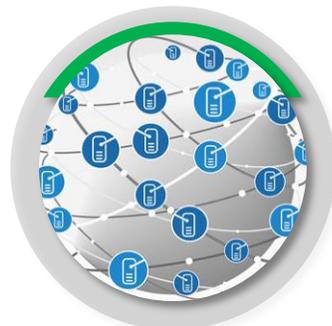
Big Data / Advanced Analytics



Application Development

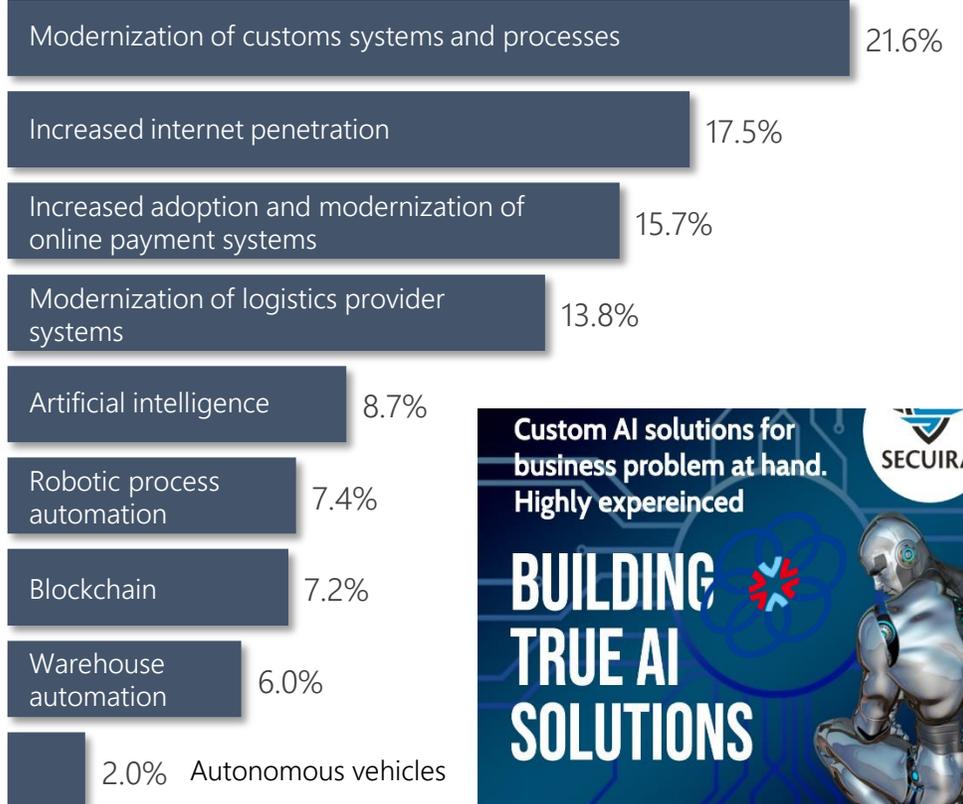


Robotics Process Automation



Blockchain

Importance of technology in facilitating emerging markets trade growth over the next 5 years.



Custom AI solutions for business problem at hand. Highly experienced



**BUILDING TRUE AI SOLUTIONS**





Overview



Products & Services



Strategic Orientation



Partners





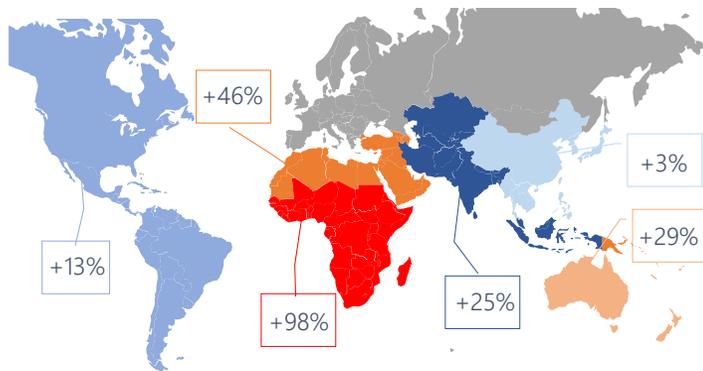
# Forceful Strategy to Master Challenges and Drive Growth



## Global / Regional Trends and Challenges

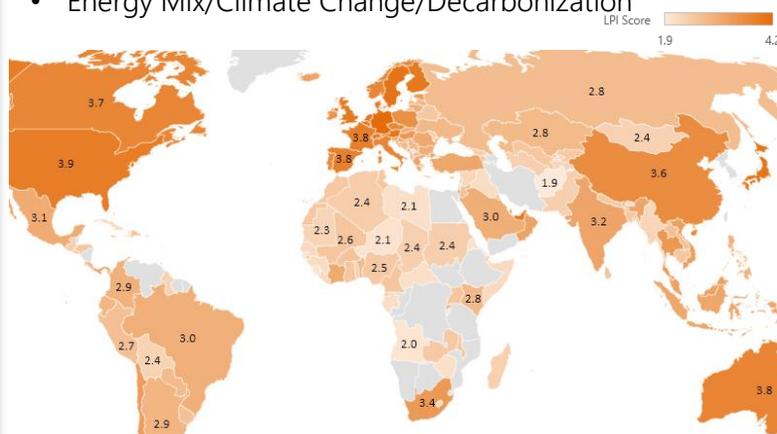
### Fundamentals

- World population expected to reach 9.7 Billion in 2050
- By 2030, circular economy will not be only mainstream but the only economy



### Geopolitics / Market

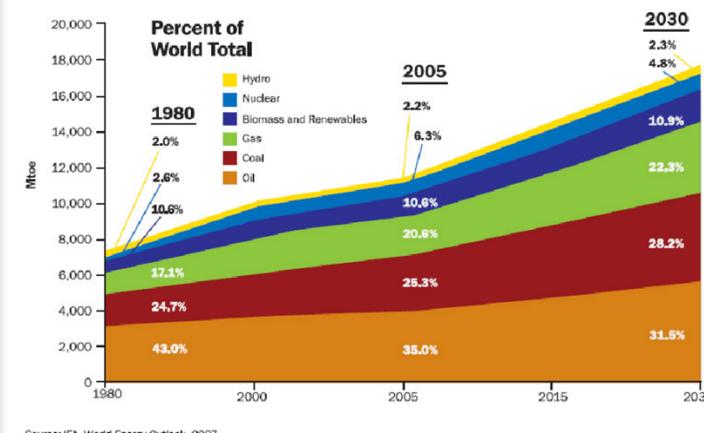
- Global risk and Geopolitics (USA/China/Russia/EU..etc.)
- World Economy, Stressed Markets, Maritime/logistics
- Countries future visions and transformation plans
- Energy Mix/Climate Change/Decarbonization



### Energy/ Transform Industry

- Higher cost and price volatility
- Disruptive Technologies / Digitalization
- Market consolidation and concentration

Future Global Energy Demand



## Strategic Imperatives

#### Drive Innovation

Foster creative thinking and innovation culture to unlock potential

#### Ensure Reliability

Sustain predictable and robust operations to achieve optimal customer experience

#### Create Value

Deliver optimal services to customers and enable profitable growth

#### Aim for Effectiveness

Continuous efforts to optimize processes and systems and drive excellence

#### Be Sustainable

Mainstream sustainable environmental, economic and social dimensions



# Africa - Its so attractive



A man in a blue suit and red tie is shown from the chest up, holding a glowing, wireframe globe of the Earth. The globe is illuminated with blue and white light, and the man's hands are positioned as if he is presenting or interacting with it. The background is a dark, futuristic cityscape with glowing lights.

A continent of fast resources  
17% of the world population  
9.6% of the global oil output  
90% of the world platinum supply  
90% of the world cobalt supply  
50% of the world's gold supply  
2 third of the world manganese  
35% of the world's uranium  
75% of the worlds coltan  
**809.87 TRILLION CUBIC FEET GAS**





**NIGERIA – 206.53 TRILLION CUBIC FEET**

**ALGERIA – 159.1 TRILLION CUBIC FEET**

**SENEGAL – 120 TRILLION CUBIC FEET**

**MOZAMBIQUE – 100 TRILLION CUBIC FEET**

**EGYPT – 77.2 TRILLION CUBIC FEET**

**TANZANIA – 57.54 TRILLION CUBIC FEET**

**LIBYA – 53.1 TRILLION CUBIC FEET**



## Move rapidly and strongly into Marine based industry (Soft structure)

**“EGYPT HOLDS THE  
GATE TO THIS  
POTENTIAL  
DRAMATIC  
ECONOMICAL  
POSITIVE SHIFT.”**





## Enhanced sustainability



**Total Maritime Sustainability and Excellence**  
 Shipping & Maritime Industries – Cargo –  
 Marine – Logistics - Cyber Risk Management –  
 Environmental



الاستدامة البحرية الشاملة والتميز  
 النقل البحري والصناعات البحرية - الشحن - الملاحة  
 - اللوجستيات - إدارة المخاطر السيبرانية - البيئية



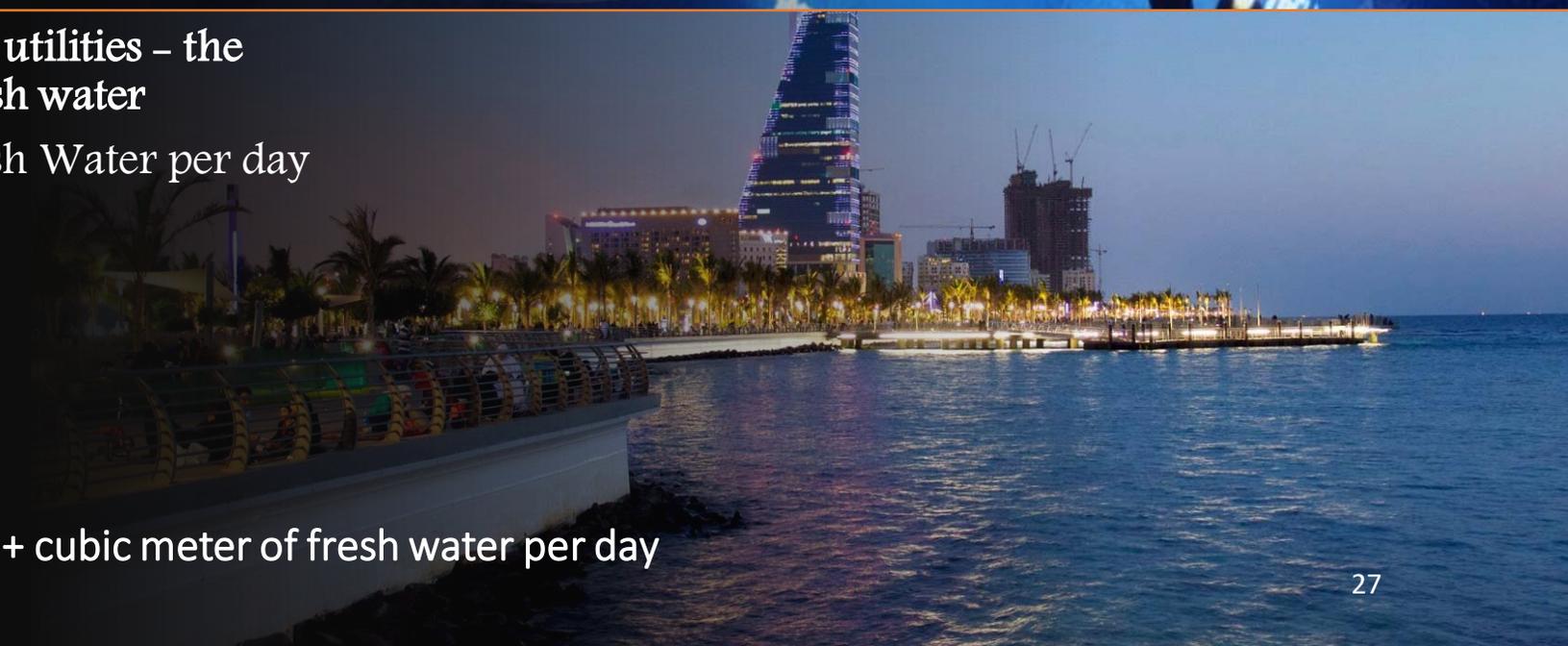


The Water Discus Technology – the innovative marine habitat

The future is **HERE**.....

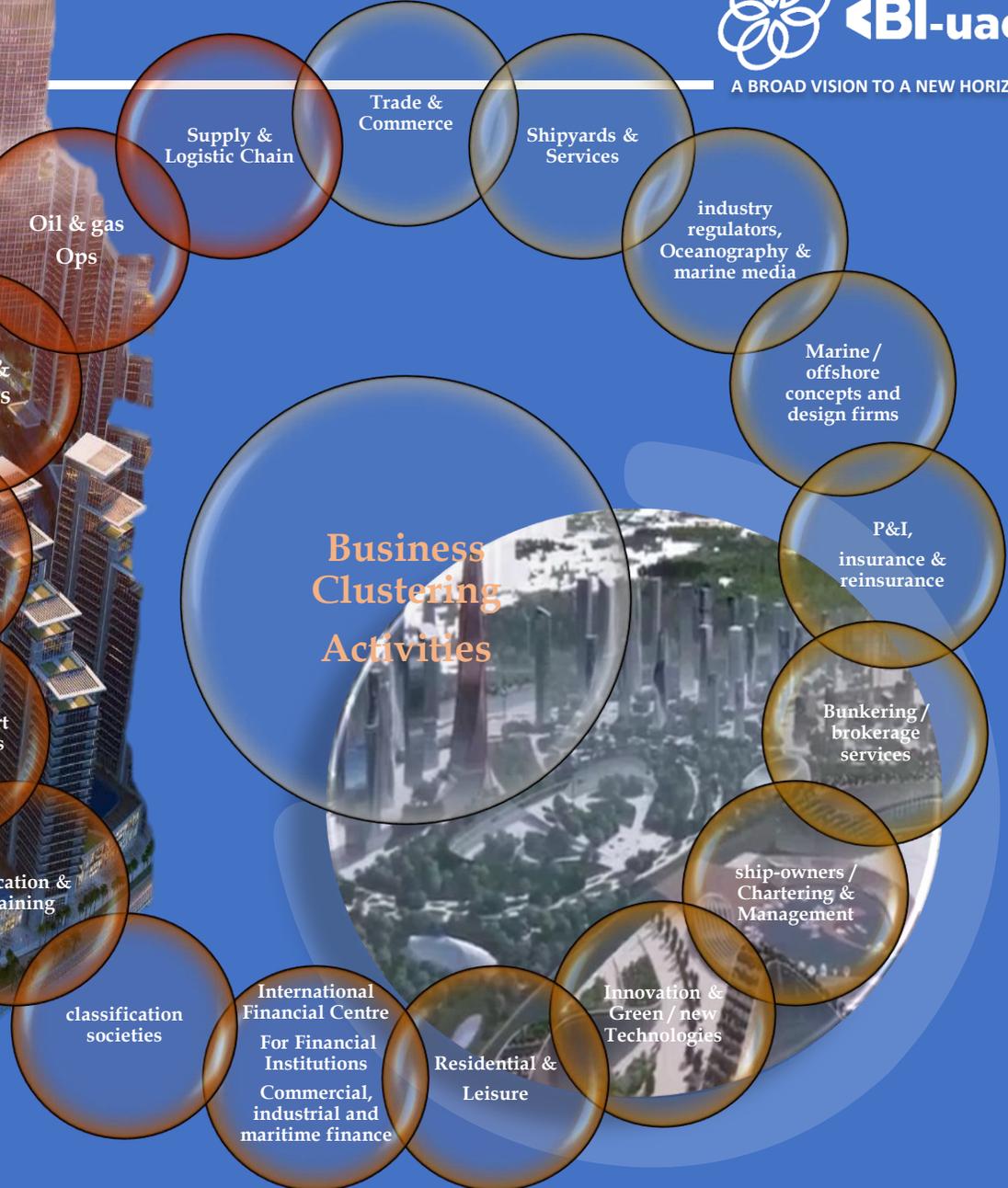
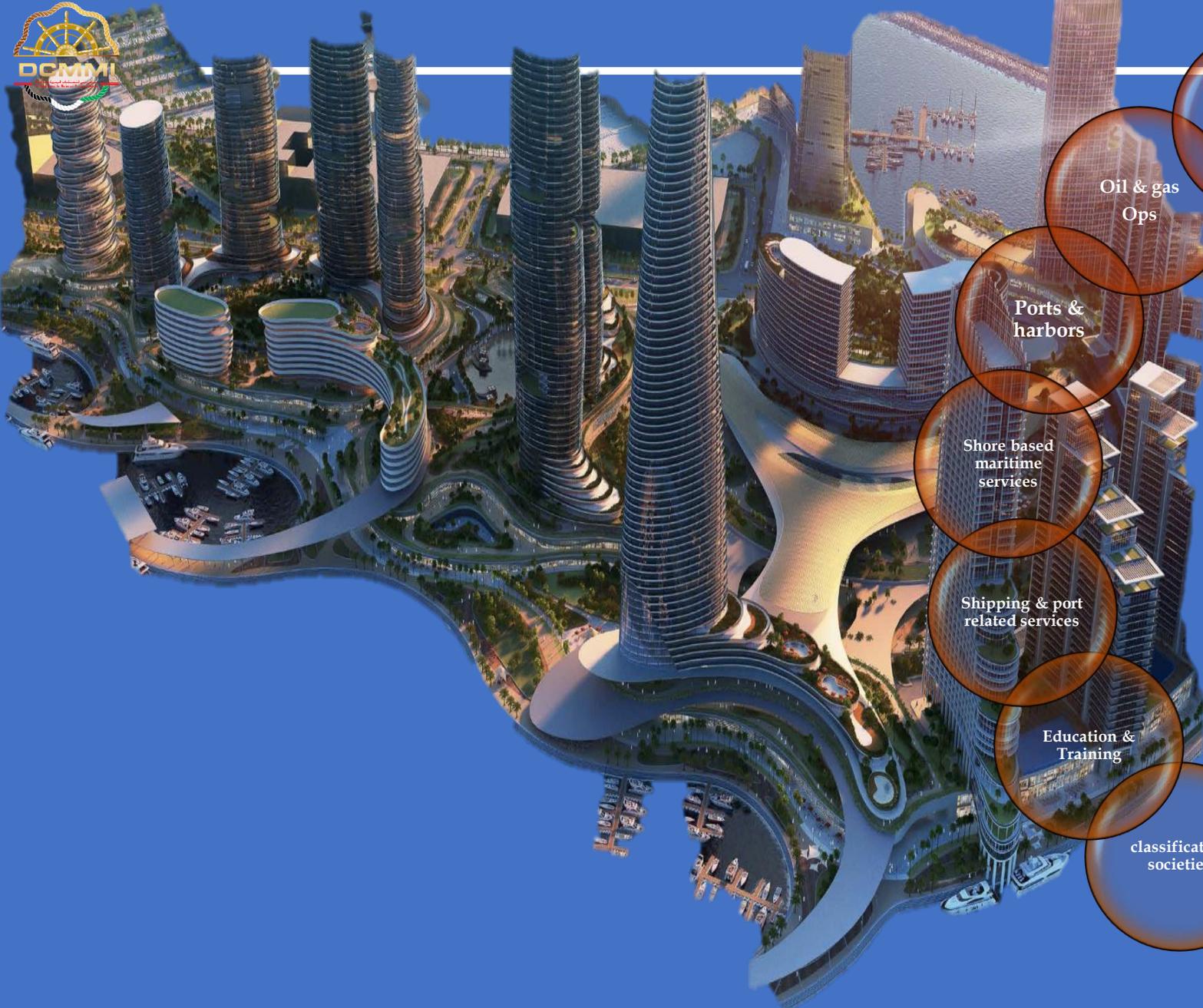
Total solution that transform the future of utilities – the  
Offshore Desalination Project for fresh water

Options – 200,000 cubic meter Offshore Fresh Water per day



OFFSHORE - water units producing 50-200,000 + cubic meter of fresh water per day

# A comprehensive and integrated city for the future maritime clusters – a global block





# Strategic Focus and Value Proposition



A BROAD VISION TO A NEW HORIZON

## Strategic Focus and Priorities

- Extend market presence in Egypt, especially in the field of maritime, Ship building, energy, shipping, oil & gas and navigation
- Nurture partnership and venturing with suppliers, customers and other performers in the market to service the big scale requirements of the regions upstream and downstream
- Implement sustainability practices and circular-economy based business models as form of strategic differentiation and creating competitive edge
- Promote digitalization and automation in the industry by introducing smart technological solutions
- Connect economies and nations to leverage knowledge and innovation power

## Deliverables to Ecosystem

<b>Clients</b>	High quality Products & Services to customers to operate safely and effectively	
<b>Employees</b>	Safe jobs, collaborative working environment with focus on competency development	
<b>Shareholders</b>	Profitable investment in sustainable business	
<b>Suppliers</b>	Long-term win-win relationships and business opportunities	
<b>Joint Venture Partners</b>	Joint forces and trusted business partnership	
<b>Governments</b>	Help to realize their visions and achieve socio-economic goals	
<b>Society / Community</b>	Provide employment, contribution to societal and charitable goals	

## Contribution to EGYPT 2030 Vision



- The strategy targets three main goals, economic development, competitiveness of markets and human capital.
- Enhance competitiveness of the energy market
- Grow contribution of renewables to national energy mix
- Create and improve performance of logistic hubs
- Improve local, regional and international connectivity of trade & transport networks
- Develop economic ties within the region and beyond
- Develop economic ties with global partners
- Ensure alignment of educational outputs with labor market needs

# Maintaining a Prudent Safety, Healthy and Sustainable Culture



## Working in partnership with government, institutes and civil society to ensure always evolving and moving forward sustainable economy

Leadership with focus on enhancing society, team expertise and green solutions to master environmental and sustainability challenges

Provide solutions for major environmental and sustainability challenges for shipyards and naval bases:

- Air quality, noise, light pollution, contamination
- Energy and water efficiency
- Waste management and recycling
- Safety risks to third parties
- 'Beyond the gate' – social and community initiatives



Highly environmentally conscious



Committed to sustainable thinking and culture



Achieve the highest environmental standards





Overview



Products & Services



Strategic Orientation

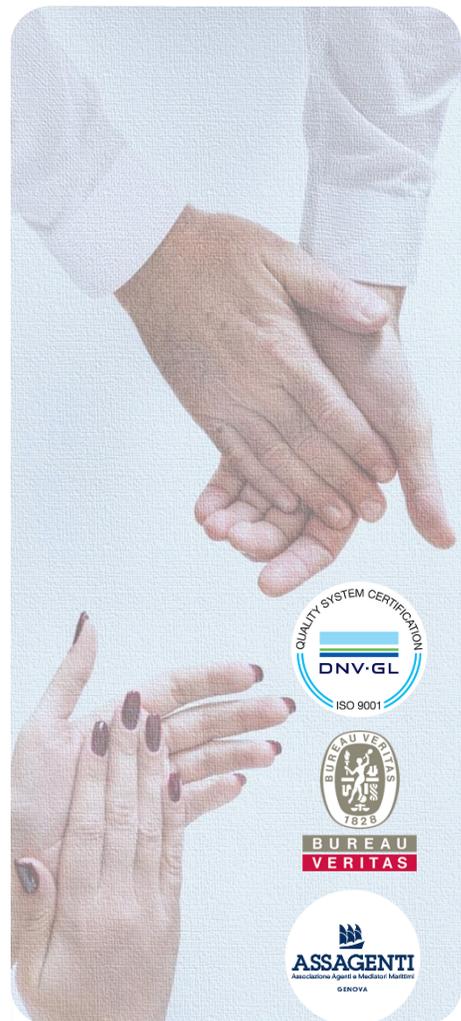


Partners





# Joint Ventures and Winning Partnership [ The Consortium ]

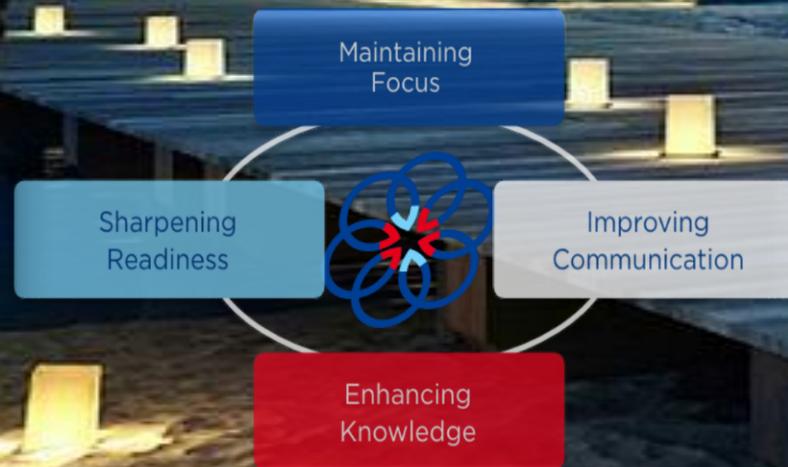
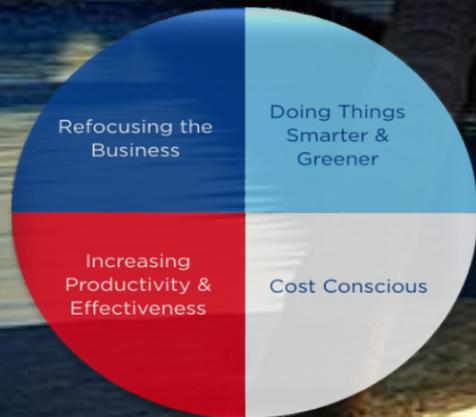




## PATH FORWARD



A BROAD VISION TO A NEW HORIZON



### OPTIMISM

- We need more creators / transformers
- Drive forward the vision of our leaders by creating industrialization as a mean of future opportunities
- Create added value to the national wealth & opportunities
- Build forward strategies and alignments, ensure synergies and collaboration
- Building long & lasting partnership (Think Regional with Global outlook)

# Thank You

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