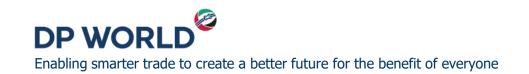
**Presentation to Investors and Analysts** 19 August 2020 DP WORLD LOGISTICS

### **2020 Interim Results Presentation**

Half Year ending 30 June 2020



### **REFERENCE TO ACCOUNTS**

The following references appear throughout the presentation

Financial results are as reported in the financial statements and include

- a) revenue from divested consolidated terminals up until disposal (if applicable)
- b) share of profit from divested terminals up until disposal (if applicable)

Before separately disclosed items primarily excludes non-recurring items. Further details can be found in Note 9 of the reviewed accounts.

Like-for-Like at Constant Currency Like-for-like at constant currency is without the new additions at KRIL (India), Posorja (Ecuador), Topaz (UAE) Fraser Surrey Docks (Canada), Ferries & Ferry Masters (UK), Feedertech (Singapore), Puertos y Logistica (Chile); the discontinuation of Surabaya (Indonesia) and Tianjin (China); consolidation of DPWA (Australia) and Caucedo (Dominican Republic).

The impact of exchange rates as our financial results are translated into US dollars for reporting purposes.

# 01

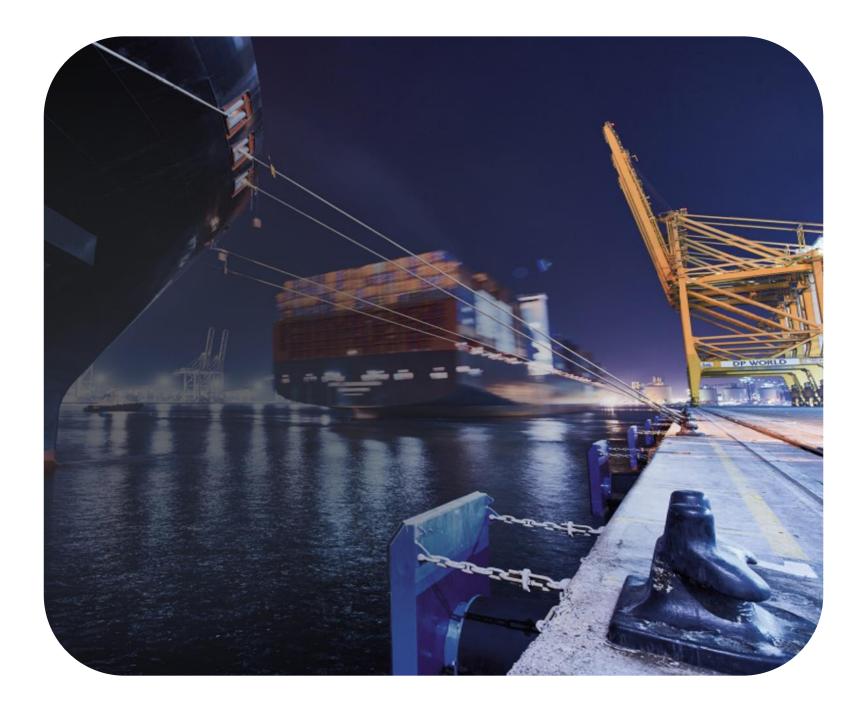
### DP World Introduction

Introduction - Yuvraj Narayan, Group Chief Financial, Strategy & Business Officer Financial Review – Yuvraj Narayan, Group Chief Financial, Strategy & Business Officer Regional Overview – Raj Jit Wallia, Deputy CFO Outlook – Yuvraj Narayan, Group Chief Financial, Strategy & Business Officer

Appendix

Result Announcement for the half year ended 30 June 2020

19 August 2020– Presentation to Investors and Analysts



### **OVERVIEW OF 2020 INTERIM FINANCIAL RESULTS**

Results before separately disclosed items <sup>(1)</sup> unless otherwise stated   USD million	1H 2020	1H 2019	As Reported % change	% change Like-for- like at constant currency <sup>(2)</sup>
Gross throughput <sup>(3)</sup> (TEU '000)	33,897	35,811	(5.3%)	(3.9%)
Consolidated throughput <sup>(4)</sup> (TEU '000)	19,970	19,495	2.4%	(5.4%)
Revenue	4,076	3,463	17.7%	(11.6%)
Revenue (excluding Emaar land sale)	4,076	3,163	28.9%	(3.4%)
Share of profit from equity-accounted investees	55	86	(36.7%)	(14.8%)
Adjusted EBITDA <sup>(5)</sup>	1,534	1,611	(4.8%)	1.1 <sup>(6)</sup>
Adjusted EBITDA margin <sup>(7)</sup>	37.6%	46.5%	-	43.9% <sup>(7)</sup>
Profit for the period	333	753	(55.7%)	(46.5%)

1 Before separately disclosed items (BSDI) primarily excludes non-recurring items. DP World reported separately disclosed items of a \$2.3 million profit.

2 Like-for-like at constant currency is without the new additions at KRIL (India), Posorja (Ecuador), Topaz (UAE) Fraser Surrey Docks (Canada), Ferries & Ferry Masters (UK), Feedertech (Singapore), Puertos y Logistica (Chile); the discontinuation of Surabaya (Indonesia) and Tianjin (China); consolidation of DPWA (Australia) and Caucedo (Dominican Republic)

3 Gross throughput is throughput from all consolidated terminals plus equity-accounted investees.

4 Consolidated throughput is throughput from all terminals where the Group has control as per IFRS.

5 Adjusted EBITDA is Earnings before Interest, Tax, Depreciation & Amortisation including share of profit from equity-accounted investees before separately disclosed items.

6 Adjusted EBITDA (excluding land sale to Emaar) adjust for the land sale transaction in 1H2019.

7 The adjusted EBITDA margin is calculated by dividing adjusted EBITDA by revenue, including our share of profit from equity-accounted investees.

### **COVID-19 IMPACT**



Drewry Global Throughput Forecast (World)

#### Drewry Global Throughput Forecast\* (World) 2019-2022

(Million TEU) 816 742 2020 2021 2022 \*Levels represented take into consideration the impact of the coronavirus o Drewry forecast 7.3% volume contraction in 2020 and 10% growth in 2Q2020 and 3Q2020 are expected to be the weakest guarters. • Volumes to improve as world economy normalises. • DP World ports remain fully operational globally. • Pro-active safety measures out in place i.e. equipment, social distancing, working from home. • DP World focused on managing costs and disciplined capex.

### **ADDING SCALE TO UNIFEEDER'S LOGISTICS PLATFORM**

Medium-haul services integrated with unparalleled inland capabilities across East Asia, Wider ISC, and Arabian Gulf

Regional and domestic carriers

**True multimodal network** with unparalleled coverage from East Asia to Gulf and Red Sea

Services spanning full spectrum of mediumhaul lines, shortsea, and coastal

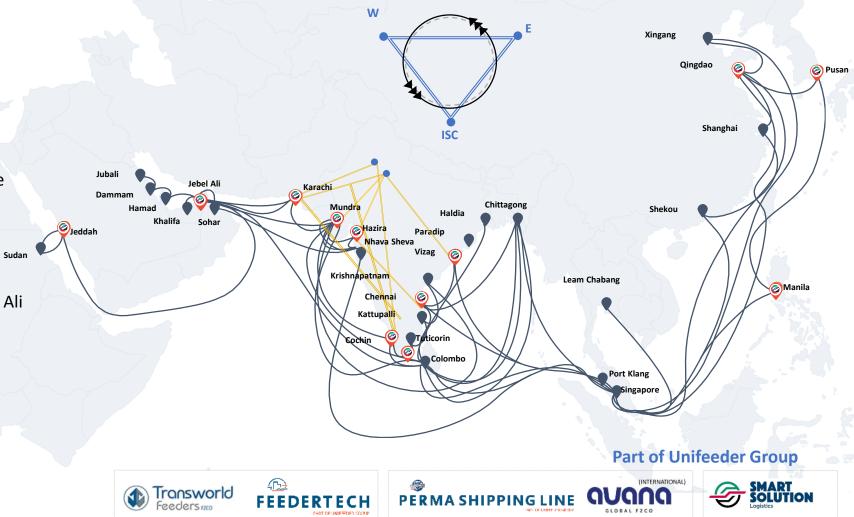
Largest regional equipment pool serving the full range of regional cargo flows

20 terminals connected across region

6

Port centric freight forwarding capabilities enabling seemless D2D connectivity in Jebel Ali

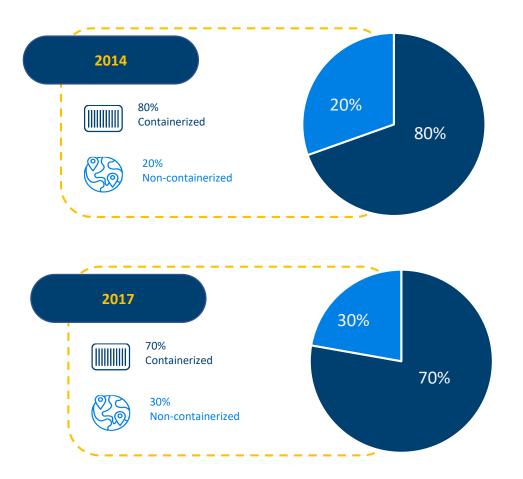


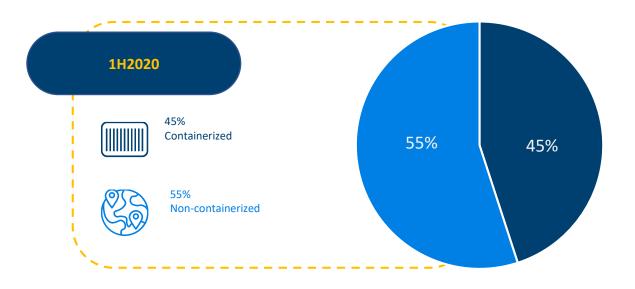


NVOCCs

Freight forwarding

### **REVENUE DIVERSIFICATION\***



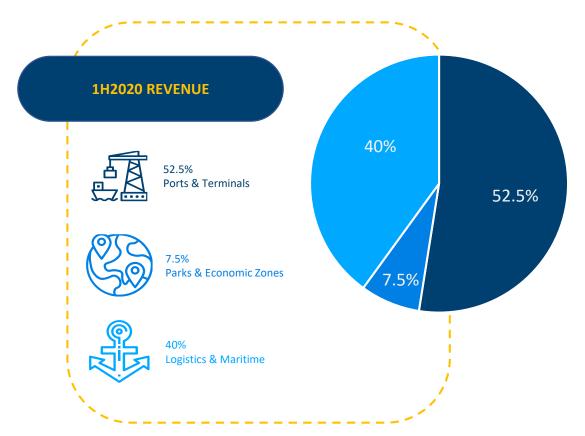


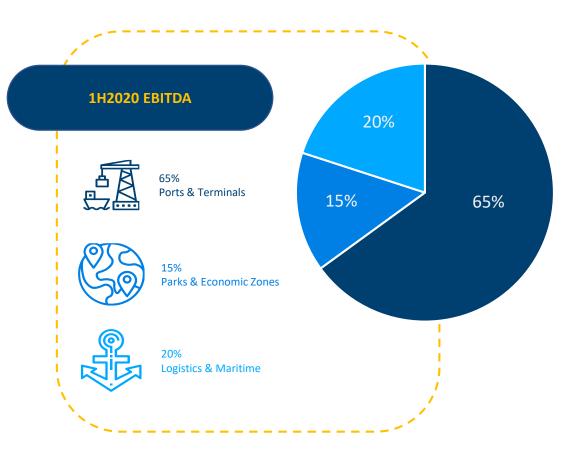
\* Rounded Figures

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### **REVENUE AND EBITDA MIX\***





#### \* Rounded Figures

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**Regional Overview** 

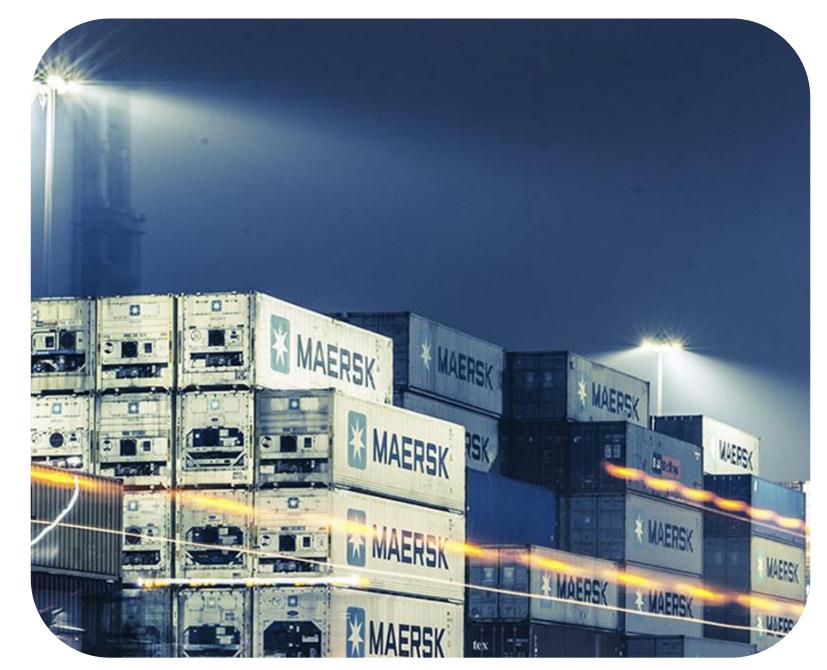
# 02

### DP World Financial Review

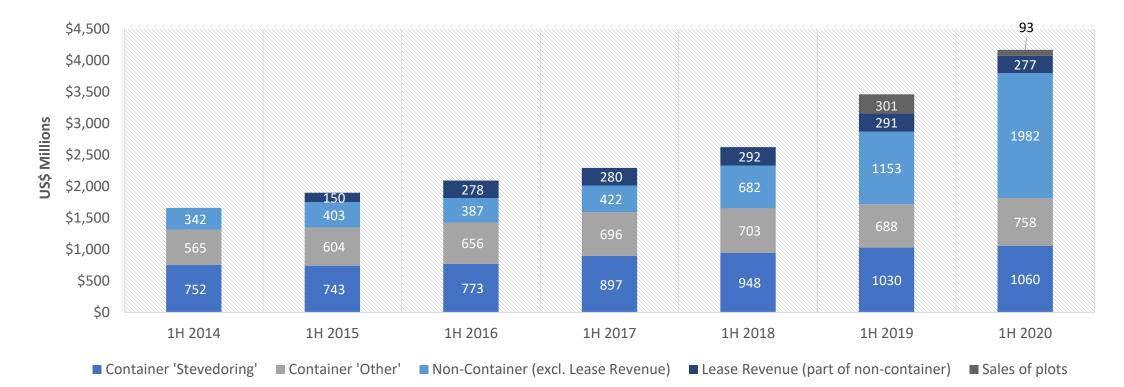
Yuvraj Narayan, Group Chief Financial, Strategy and Business Officer

Result Announcement for the half year ended 30 June 2020

19 August 2020– Presentation to Investors and Analysts



### **REVENUE BREAKDOWN**



- At 1H2020, non-containerized revenue accounted for approximately 55% of total revenue.
- Like-for-like revenue decreased by 11.6% due to a decline in non-containerized revenue.
- Total Lease revenue was \$277 million. Lease revenue is included in total non-container revenue for reporting purposes.

### **EBITDA MARGINS**

\$ million	1H 2020	1H 2019	As Reported % change	% change Like-for- like at constant currency( <sup>1</sup> )
Share of profit from equity-accounted investees (BSDI)	55	86	(36.7%)	(14.8%)
Adjusted EBITDA (including share of profit from equity-accounted investees)	1,534	1,611	(4.8%)	1.1%
Adjusted EBITDA margin	37.6%	46.5%	-	43.9%(²)

- Adjusted EBITDA declined 4.8%, and EBITDA margin for the half-year stood at 37.6%. Like-for-like adjusted EBITDA margin of 43.9%.
- EBITDA margin declined due to a change in mix with the consolidation of lower margin Logistics businesses.
- Adjusted EBITDA excluding Emaar land sale in 2019 increased 1.1% year-on-year on a like-for-like basis displaying resilience of the wider portfolio.

1 Like-for-like normalises for monetisations and new developments as well as currency impact 2 Displays Adjusted EBITDA margin on a like-for-like basis rather than % change.

### **CONTINUED INVESTMENT IN GROWTH**



- Capital expenditure of \$552 million invested across the portfolio during the first half of the year.
- Capital expenditure guidance for 2020 is for approximately \$1.0 billion with investments planned into UAE, London Gateway (UK), Berbera (Somaliland), Sokhna (Egypt) and Caucedo (Dominican Republic).
- Expect to have approx. 94.5 million TEU of gross global capacity in 2020 and 58.8 million TEU of consolidated capacity by end of 2020.

### **PROJECT PEACE**

#### **EQUITY DELISTING**

- DP World's strategy is to transform itself from a global port operator to the world's leading infrastructure led global supply chain solutions provider.
- DP World has made significant investments over last 24 months to build out end-to-end supply chain capability to pursue strategy.
- DP World Board concluded that disadvantages of remaining listed outweigh the advantages:
  - Board felt that the long term investment cycles of the industry diverge from public shareholders' shorter term perspective.
  - Listing had not provided DP World with the anticipated access to capital or other funding flexibility.

#### **FINANCIAL POLICY**

- Governance structure of DP World will remain unaffected.
- DP World is committed to a progressive deleveraging strategy as it integrates existing acquisitions, remains disciplined on capex and continues to recycle capital in the portfolio. DP World will target below 4.0x Net Debt / Adjusted EBITDA by the end of 2022 and strong investment grade rating in the medium term.
- Dubai World has confirmed that it will not receive any dividends from DP World and PFZW until such a time that PFZW's consolidated leverage falls below 4.0x Net Debt / Adjusted EBITDA<sup>1</sup>.

(1) Includes guarantee of PFZW debt

(2) Adjusted EBITDA is defined as earnings before interest, tax, depreciation and amortisation including DP World's share of profit from equity accounted investees



#### Dubai World

100%





**DP World** 

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### **DEBT POSITION**

\$ Million	30 June 2019	31 Dec 2019	30 June 2020
Interest Bearing Debt	11,095	13,281	12,955
IFRS 16 Lease Liability	2,399	2,513	2,953
Total Debt	13,494	15,794	15,908
Cash Balance	2,050	2,943	2,139
Adjusted Net Debt	11,444	12,851	13,769
Adjusted Net Debt (Excluding lease liabilities)	9,045	10,338	10,816
Net Debt / Adjusted EBITDA pre IFRS 16	3.0x	3.4x	3.7x
Net Debt / Adjusted EBITDA post IFRS 16	3.7x	3.9x	4.3x
Interest Cover pre IFRS 16	6.0x	5.3x	3.9x
Interest Cover post IFRS 16	5.1x	4.6x	3.5x

• Well matched debt profile with long-term debt to meet long-term nature of our business.

• Cash from operating activities remains strong at \$1,124 million in 1H2020 compared to \$1,046 million in 1H2019

Leverage (Net debt to annualised adjusted EBITDA) increased to 3.7 times (Pre-IFRS16) from 3.4 times at FY2019. On a post-IFRS16 basis, net leverage stands at 4.3 times compared to 3.9 times at FY2019.

### DEBT RATIO PROFORMA POST PERPETUAL ISSUANCE – DPW & PFZW COMBINED

\$ Million	Proforma Leverage
(+) Interest Bearing Debt	20,105
(+) IFRS 16 Lease Liability	2,953
(=) Total Debt	23,058
(-) Cash Balance	2,139
(=) Net Debt	20,919
(=) Net Debt excluding lease liabilities	17,966
Net Debt / Adjusted EBITDA pre IFRS 16	6.1x
Net Debt / Adjusted EBITDA post IFRS 16	6.5x

 $\circ$   $\,$  Target of below 4x Net Debt to Adjusted EBITDA (pre IFRS 16) by end of 2022.

- $\circ$  ~ Target strong Investment Grade Rating in the medium term.
- Successfully executed a perpetual sukuk transaction post mid year to raise \$1.5bn and reduce leverage.
- Interest bearing debt includes \$750 million of hybrid (50% equity treatment by rating agencies) and \$6.4bn of PFZW debt guaranteed by DP World.

### **DEBT MATURITY PROFILE – PROFORMA POST PERPETUAL ISSUANCE**



## 03 DP World Regional Overview

Raj Jit Singh Wallia, Deputy CFO

Result Announcement for the half year ended 30 June 2020

19 August 2020– Presentation to Investors and Analysts



### **MIDDLE EAST, EUROPE AND AFRICA**

\$ million before separately disclosed items	1H 2020	1H 2019	% change	% change Like- for- like at constant currency( <sup>1</sup> )
Consolidated throughput (TEU '000)	11,181	11,662	(4.1%)	(4.1%)
Revenue	2 ,938	2,508	17.1%	(12.9%)
Share of profit from equity-accounted investees	10	9	12.5%	9.7%
Adjusted EBITDA	1,265	1,362	(7.1%)	(15.9%)
Adjusted EBITDA margin	43.1%	54.3%	(11.2%)	52.6%(²)

- Consolidated volumes in EMEA region for the first half 2020 is a relatively resilient performance with Africa delivering robust volumes.
- In Europe, volumes have reflected the severity of the local lockdowns. UAE was soft due to the loss of lower margin cargo as expected and the impact on trade given the emergence of Covid-19.
- Revenue in the region grew 17.1% to \$2,938 million on a reported basis, benefitting from the acquisition of Topaz Energy and Marine and P&O Ferries.
- Adjusted EBITDA was \$1,265 million, down 7.1% on a reported basis and down 15.9% on a like-for-like basis. Excluding the land sale to Emaar in 2019, Like-for-like EBITDA is up 5.5%.
- We invested \$330 million in the region, mainly focused on capacity expansions in UAE, Sokhna (Egypt) and Berbera (Somaliland).

(1) Like-for-like normalises for monetisations and new developments as well as currency impact(2) Displays Adjusted EBITDA margin on like-for-like basis rather than % change



### **ASIA PACIFIC AND INDIA**

\$ million before separately disclosed items	1H 2020	1H 2019	% change	% change Like- for- like at constant currency( <sup>1</sup> )	
Consolidated throughput (TEU '000)	4,284	4,685	(8.6%)	(8.6%)	
Revenue	357	326	9.4%	(10.4%)	
Share of profit from equity-accounted investees	43	67	(36.2%)	(16.5%)	
Adjusted EBITDA	162	183	(11.6%)	(7.4%)	
Adjusted EBITDA margin	45.5%	56.2%	(10.8%)	54.0%(²)	

- Markets conditions in Asia Pacific have been relatively robust with some terminals delivering year-on-year growth despite the challenging market conditions.
- India has been under a more severe Covid-19 related lockdown which has impacted volumes significantly but we do expect a faster recovery when the economy re-opens gradually.
- o Reported revenue growth of 9.4% was aided by the acquisition of Feedertech
- Share of profit from equity-accounted investees declined by 16.5% on like-for-like basis mainly due to a weaker performance in ATI (Philippines).
- Adjusted EBITDA of \$162 million declined by 7.4% on a like-for-like basis due to weaker volumes.
- Capital expenditure in this region during the year was \$65 million, mainly focused in Mumbai (India).

(1) Like-for-like normalises for monetisations and new developments as well as currency impact(2) Displays Adjusted EBITDA margin on like-for-like basis rather than % change

### **AUSTRALIA AND AMERICAS**

\$ million before separately disclosed items	1H 2020	1H 2019	% change	% change Like- for- like at constant currency ( <sup>1</sup> )
Consolidated throughput (TEU '000)	4,505	3,148	43.1%	(5.2%)
Revenue	782	629	24.3%	(7.8%)
Share of profit from equity-accounted investees	1	10	(86.5%)	(58.4%)
Adjusted EBITDA	249	188	32.5%	(5.5%)
Adjusted EBITDA margin	31.9%	29.9%	2.0%	33.6%(²)

- In Americas, markets have been generally weak with the exception of Santos (Brazil) and Buenos Aires (Argentina) which have delivered volume growth due to new contract wins.
- In Australia, volumes have been weak with the cities of Sydney and Melbourne severely impacted by the Covid-19 related lockdown while Brisbane has been less impacted.
- Overall, the reported strong volume growth is due to the acquisitions of terminals in Chile, consolidation of Australia in 2019 and acquisition of Fraser Surrey Docks (Canada) and consolidation of Caucedo (Dominican Republic) in 2020.
- Reported revenues rose 24.3% to \$782 million and adjusted EBITDA increased by 32.5% to \$249 million. On a like-for-like basis, adjusted EBITDA decreased 5.5%.
- We invested \$83 million capital expenditure in this region mainly focused in Caucedo (Dominican Republic), Posorja (Ecuador), Vancouver (Canada).

(1) Like-for-like normalises for monetisations and new developments as well as currency impact(2) Displays Adjusted EBITDA margin on like-for-like basis rather than % change

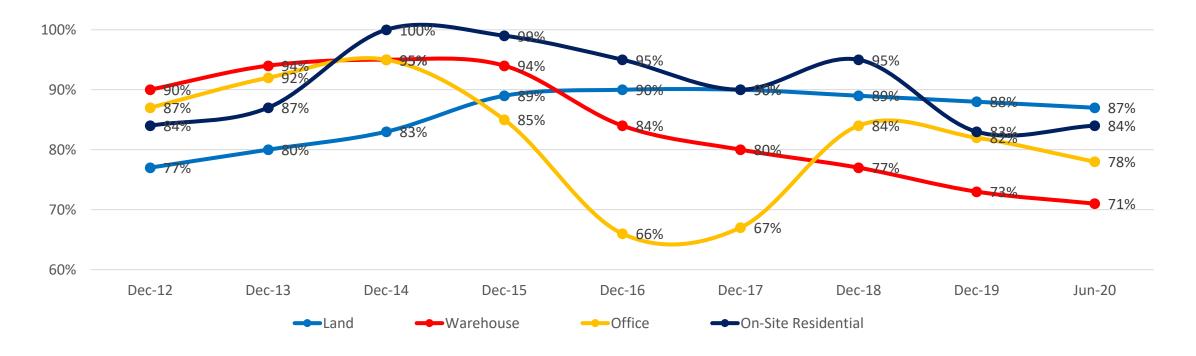
#### Introduction

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### **UPDATE ON FREE ZONE**

### **Occupancy Rates %**





190 new companies registered during 1H 2020 and total number of companies exceeds 8,300.

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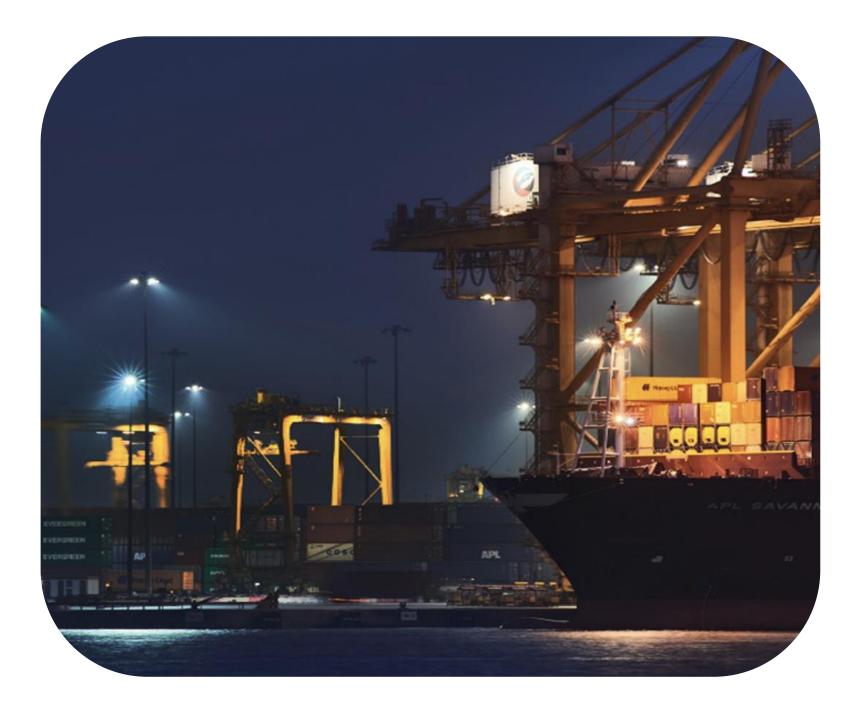
# DP World **Outlook**

04

Yuvraj Narayan, Group Chief Financial, Strategy and Business Officer

Result Announcement for the half year ended 30 June 2020

19 August 2020– Presentation to Investors and Analysts





- Portfolio has delivered better than expected performance in 1H2020 given Covid-19 pandemic.
- Outlook remains uncertain but trade is expected to recover when economies re-open.
- Looking ahead, we remain focused on delivering integrated supply chain solutions to cargo owners to drive growth and returns.

# 05 DP World Appendix



### **PROFIT AFTER TAX BEFORE SEPARATELY DISCLOSED ITEMS**

\$ Million	1H 2020 Before SDI	1H 2019 Before SDI	% change	% change Like-for- like at Constant currency ( <sup>1</sup> )
Depreciation & Amortisation	(661)	(451)	(46.5%)	(14.8%)
Net finance costs	(436)	(318)	(37.0%)	(7.2%)
Profit before tax	437	841	(48.1%)	(42.1%)
Тах	(103)	(88)	(17.3%)	4.2%
Profit for the year	333	753	(55.7%)	(46.5%)

• Profit for the year (before SDI) fell 55.7% on a reported basis.

(1) Like-for-like normalises for monetisations and new developments as well as currency impact

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### HALF YEAR 2020 FINANCIAL RESULTS AT A GLANCE

\$ million	Asia Pacific and India	Australia and Americas	Middle East, Europe and Africa	Head Office	Total
Gross throughput (TEU'000)	14,778	4,635	14,485	-	33,897
Consolidated throughput (TEU'000)	4,284	4,505	11,181	-	19,970
Revenue	357	782	2,938	-	4,076
Share of profit from equity-accounted investees	43	1	10	-	55
Adjusted EBITDA	162	249	1,265	(142)	1,534
Depreciation & Amortisation	(55)	(129)	(475)	(3)	(661)
Profit after tax before SDI	107	120	790	(684)	333

### **DP WORLD KEY FINANCIAL METRICS**

\$ million	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Gross Throughput (TEU mn)	43.4	49.6	54.7	56.1	55.0	59.9	61.7	63.7	70.1	71.4	71.2
Consolidated Throughput (TEU mn)	25.6	27.8	27.5	27.1	26.1	28.3	29.1	29.2	36.4	36.8	39.9
Revenue	2,821	3,078	2,978	3,121	3,073	3,411	3,968	4,163	4,715	5,646	7,686
Adjusted EBITDA	1,072	1,240	1,307	1,404	1,414	1,588	1,928	2,263	2,469	2,808	3,306
EBITDA margin	38.0%	40.3%	43.9%	45.0%	46.0%	46.6%	48.6%	54.4%	52.4%	49.7%	43.0%
Leverage (Net Debt / EBITDA)	4.7	4.2	2.7	2.0	1.7	1.3	3.2	2.8	2.5	2.8	3.9*
PAT	332.7	450.1	531.7	624.8	674.2	756.7	969.9	1,259.5	1,362.5	1,332.8	1,341.4
EPS (USD cents)	35.6	45.0	55.3	65.7	72.8	81.4	106.3	135.7	145.6	153.0	160.0
ROCE %	3.8%	4.4%	6.0%	6.8%	6.7%	7.1%	7.9%	9.5%	8.8%	8.4%	7.5%
Interest cover x	3.8	4.4	4.5	4.7	5.0	5.6	5.0	6.7	7.5	6.5	4.6
Сарех	967	1,129	481	685	1,063	807	1,389	1,298	1,090	908	1,146
Acquisition & Monetisation	142	0	(1,504)	(374)	(637)	83	4,100	174	300	2,500	3,100
Consolidated Terminal Capacity (TEU mn)	34.4	35.1	33.6	34.7	35.2	37.9	40.1	42.4	49.7	49.7	54.2
Gross Capacity (TEU mn)	59.7	64.1	69.4	69.7	70.7	76.1	79.6	84.6	88.2	90.5	91.8
Gross Capacity Utilisation	72.7%	77.3%	78.8%	80.4%	77.8%	78.7%	77.5%	75.2%	79.5%	78.9%	77.6%

\* Post IFRS16

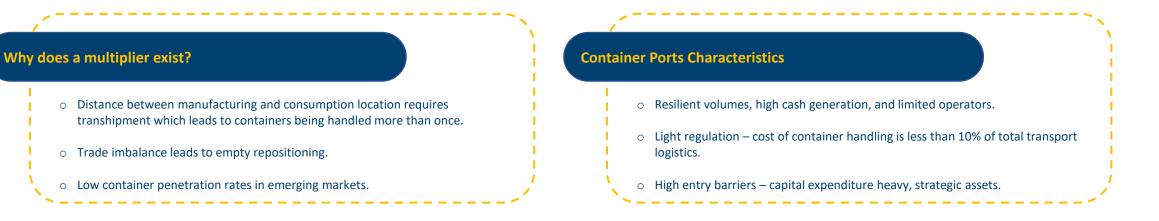
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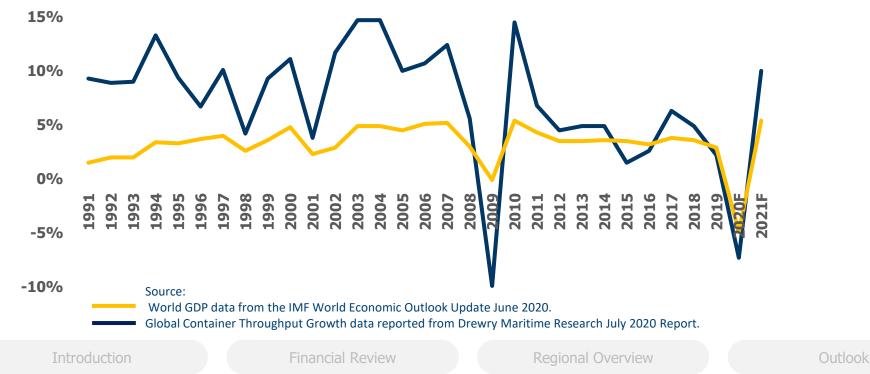
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### THROUGHPUT OVERVIEW

Gross Volumes '000 TEU	1Q 2019 (YoY)	1Q 2020 (YoY)	1Q 2020 Volume	2Q 2019 (YoY)	2Q 2020 (YoY)	2Q 2020 Volume	1H 2019 (YoY)	1Н 2020 (YoY)	1H 2020 Volume
Asia Pacific & India	+3.9%	-5.8%	7,551	+4.1%	-12.2%	7,227	+4.0%	-9.0%	14,778
Europe, Middle East and Africa*	-4.1%	-0.9%	7,332	-1.7%	-7.6%	7,153	-2.9%	-4.3%	14,485
Americas & Australia	-3.7%	+10.7%	2,303	+4.4%	-0.6%	2,331	+0.4%	+4.7%	4,635
Total Group	-0.6%	-1.7%	17,185	+1.6%	-8.8%	16,712	+0.5%	-5.3%	33,897
Consolidated Volumes '000 TEU	1Q 2019 (YoY)	1Q 2020 (YoY)	1Q 2020 Volume	2Q 2019 (YoY)	2Q 2020 (YoY)	2Q 2020 Volume	1Н 2019 (YoY)	1Н 2020 (YoY)	1H 2020 Volume
Asia Pacific & India	+3.7%	+3.5%	2,384	+8.1%	-20.2%	1,900	+5.9%	-8.6%	4,284
Europe, Middle East and Africa*	-5.7%	+0.9%	5,732	-2.4%	-8.9%	5,449	-4.1%	-4.1%	11,181
Americas & Australia	+19.9%	+90.3%	2,226	+94.3%	+15.2%	2,279	+57.9%	+43.1%	4,505
Total Group	-0.8%	+12.9%	10,342	+10.6%	-6.9%	9,628	+4.9%	+2.4%	19,970
*Jebel Ali volumes included in Middle East, Africa and Europe region	-8.8%	-3.4%	3,373	-6.3%	-10.0%	3,300	-7.5%	-6.8%	6,673

### **GLOBALISATION AND THE GROWTH OF THE CONTAINER**





More than 90% of cargo is transported on Sea



World container traffic vs. World GDP

### **CONTAINERISATION PENETRATION RATES REMAIN LOW**

Region / Country	2019 Port Throughput (mn TEU)	Estimated Population in 2019 (mn People)	Container / Thousand Capita in 2019 (TEU /'000 people)
China	17,357	1,368	13
UK	11,196	67	168
North America	68,674	494	139
Europe	139,724	834	167
World	800,756	7,694	104
Latin America	48,328	520	93
Brazil	10,592	211	50
Russia	5,174	146	35
Africa	28,393	1,308	22
India	17,357	1,368	13

#### Notes:

 $\circ$   $\;$  Port throughput figures include gateway and transhipment volumes.

 $\circ$  Significant volumes of unitised traffic also move in ro-ro mode in some countries e.g. UK Source: Drewry Maritime Research

#### Introduction

Regional Overview

### **KEY PORT DEVELOPMENTS**



### **KEY LOGISTICS & MARITIME DEVELOPMENTS**

### KRIBHCO Infrastructure Limited (INDIA)

KRIL operates three major Inland Container Depots/Private Freight Terminals at Pali, Haryana; Modinagar, Uttar Pradesh and Hazira, Gujarat and has container train operations with a pan India outreach. KRIL has a strong presence in the National Capital Region (NCR), which is India's largest Import/Export market with a population of over 46 million, including a terminal located on a notified double stack route.

#### Feedertech (Singapore)

Unifeeder, acquired a 77% stake in Feedertech Group. Feedertech operates two businesses, Feedertech, an independent feedering service and Perma, a regional short-sea network.

**Continental Warehousing Corporation (India)** 

> DP World and NIIF joint venture acquired 90% of Continental Warehousing Corporation (CWC) in India.

CWC is a leading integrated multimodal logistics provider of Warehousing, Container Freight Stations (CFS), Inland Container Depots (ICD), Private Freight Terminals (PFT) and integrated logistics solutions.

Appendix

#### P&O Ferries (UK)

P&O Ferries is a pan-European integrated logistics business consisting of a market leading roll-on-roll-off (Ro-Ro) ferries operation and a European transportation and logistics solutions provider (P&O Ferrymasters).

P&O Ferries handles over 2.5 million freight units per year which accounts for approx. 75% of group revenues.

#### Topaz (Caspian, MENA & Africa)

Topaz is a leading international provider of critical marine logistics and solutions to the global energy industry. The Company operates a modern and versatile fleet of 117 vessels, predominantly in the Caspian Sea, MENA, and West Africa regions.

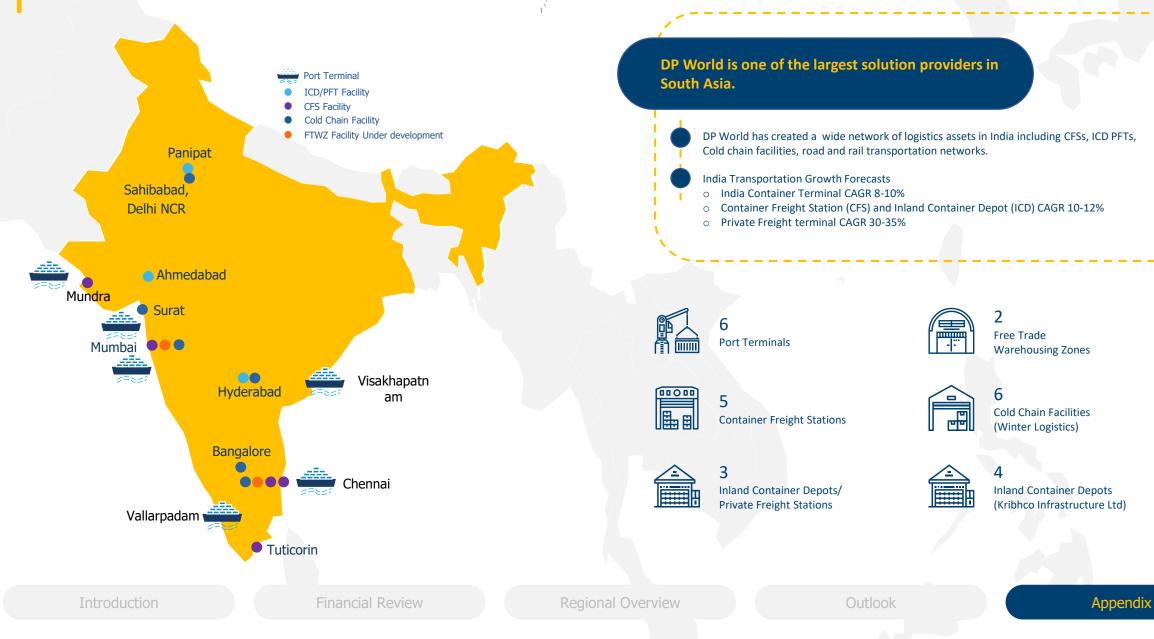
#### Unifeeder Group (Denmark)

**Regional Overview** 

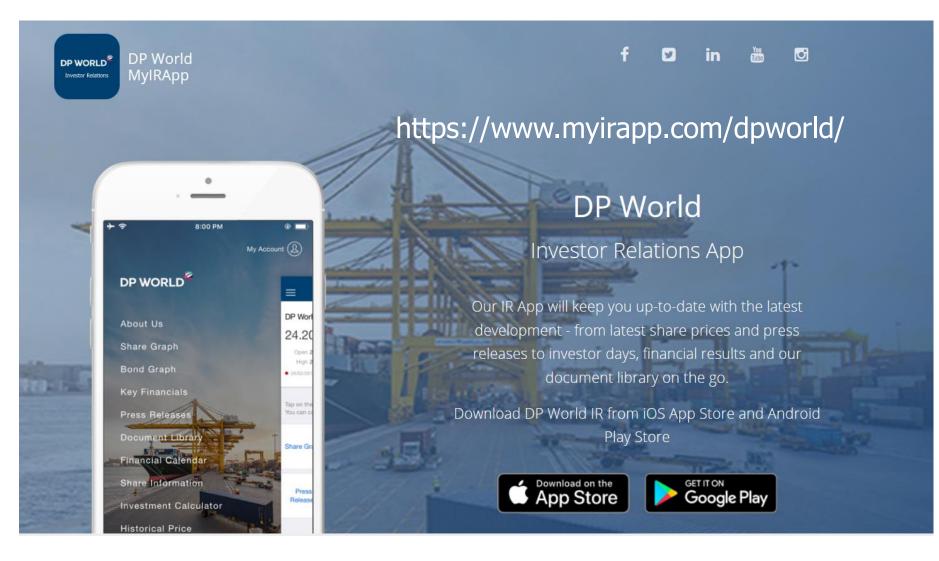
Unifeeder operates the largest and most densely connected common user container feeder and an important and growing shortsea network in Europe.

Introduction

### **DP WORLD INDIA OVERVIEW**



### **INVESTOR RELATIONS APP**



## **THANK YOU**

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