



SCHENKER

150 Years Elevating Lives

Global Projects & Industry Solutions Market Insights



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Introducing GPIS, can you tell us more about it and explain what makes it important for our region?

Rafael: *Global Projects & Industry Solutions (GPIS) is an exclusive product offered by DB Schenker, where we as a specialized team provide logistics services for projects as well as dedicated forwarding solutions for defined industry segments. Within this product we are making use of all possible combinations of ocean, air, road, rail and inland waterways. We cover a full range of project freight management, complete supply chain services, specialized or complex cargo movements, cargo consolidations and warehousing, chartering, engineering, and much more.*

Typical industries for GPIS include Infrastructure, Mining, Heavy Industry, Renewables, Oil and Gas, Chemical, Utilities, Manufacturing and the Government and Public Sector. The solutions that we provide can range from production plans for textile companies to logistics support services for the government of one of our countries.

MEA is a region that is traditionally moved by projects or Maintenance Repair and Operations (MRO) businesses, specifically Oil and Gas. So far, the oil and gas sector serves as the “bread and butter” of MEA but current and future projects in our region showcase a growing potential for GPIS.

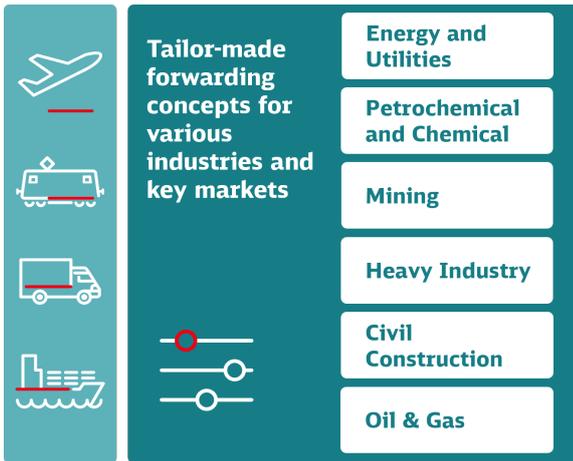
One sector that is progressing significantly is Renewables. With this sector growing, the need for breakbulk freight logistics is increasing exponentially. Wind turbines, for example, give a good idea on why GPIS is needed for this sector. In order to move wind turbines, companies need special equipment, extendable trailers, and breakbulk ocean vessels, thus, both road- and seaside solutions. This is where GPIS comes in to play and delivers specialized solutions for our customers.

Our region will have several of those needs in the future. We need to be on the forefront as a company and win this business.



Moving specialized cargo at Jebel Ali port, Dubai, UAE

GPIS sectors at DB Schenker



What do customers expect from us when it comes to GPIS business?

Khaled: Our customers are looking for a logistics provider with excellent customer service and experience in projects. GPIS enables us to leverage existing synergies within the company and therefore satisfy project needs by using more than one transport mode.

A more specific example I can give is Siemens Mobility and what they are looking for in Egypt. Currently, they require four mobilization centers near the high-speed-rail (HSR) track. DB Schenker works as a team to win this business. Our region as well as our German colleagues are supporting the solution design stage.

Filipe: Customers always request to have a strong presence in a country that they want to do business in. With DB Schenker's global footprint we definitely have an advantage. It is very important for our customers to be able to rely on our staff, our own branches, and assets.

The more demanding the requirements of the customer, the more expertise and competence is needed. Experienced staff as well as technical knowhow are what customers are looking for and this is where we need to deliver. Our network of hubs, regional branches and warehouses, and our dedicated team help us in bringing the right solutions to our customers.

For business inquiries and more information on our Global Projects & Industry solutions capabilities, email us at GPISMEA@dbschenker.com or visit our [website](#).

Rafael: GPIS' engagement covers a client's entire life cycle. Our customers are asking for 24/7 services, skilled manpower, and an agile and flexible attitude. We need to be able to ensure a trustable communication with customers and their subcontractors. In GPIS, everyone works as a team because teamwork is vital for our solutions.

Being a multimodal Business Unit, GPIS has the responsibility to serve as a link among other Business Units. GPIS customers do not want to deal with different counterparts for each transport mode. What they are looking for is one focal point.



LNG example picture
Credit: TotalEnergies

Africa's biggest private investment.

Mozambique offers great opportunities for GPIS business. One of the most promising projects is TotalEnergies' Liquefied Natural Gas (LNG) project, a \$20 billion venture and therewith Africa's biggest private investment. Starting from 2024, super-chilled gas is expected to be shipped from the northern coast of Mozambique to markets around the world. This project will boost the economy, create jobs, and offer great opportunities for the logistics sector. Business we as DB Schenker definitely want to be part of.

