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ECONOMIC ZONES WORLD

THE Zone

EZW bi-monthly newsletter

JAFZA CONCLUDES 25TH YEAR CELEBRATIONS

Honours customers and partners who have contributed to its immense growth

From left to right: Salma Ali Saif Bin Hareb, CEO of Economic Zones World and Hisham Abdullah Al Shirawi, Chairman of Economic Zones World honouring Humaid Bin Demas - Assistant and Secretary of Labor Affairs - Ministry of Labor

Jafza recently hosted a special dinner in honour of its customers, strategic partners and Government entities that have supported the free zone and played a role in the expansion and growth of the company over the years. The event marked the end of the 25th year of operations for the free zone and coincided with UAE's 39th National Day celebrations. A number of Jafza's key customers and senior officials from government departments were amongst the attendees who helped commemorate Jebel Ali Free Zone's 1985 founding.

Hisham Abdullah Al Shirawi, Chairman of Economic Zones World, Jafza's parent company addressed the gathering calling the event a special occasion that provided an opportunity to continue celebrations of 25 years at Jafza, as well as honour valuable partners and customers. "At Jafza, we believe that offering people the right environments within which to operate, enhances performance. With this in mind, bringing our partners more than facilities from which to function has always been a key focus. To this end, we have brought together products, all relevant services as well as value added benefits under one roof to form an ecosystem that is conducive to business", he said.

Also speaking at the event, Salma Ali Saif Bin Hareb, CEO of Economic Zones World, commented on Jafza's momentous journey over the years, saying, "This is not a journey we have taken alone; we had the support of Dubai; the leaders, government authorities, service providers and of course our customers. Together we have witnessed a remarkable 25 years punctuated with some of Dubai's greatest milestones. We have built on Dubai's excellent infrastructure: seaport, airport and road network; essentially elevating it to the sophisticated hub that it is today. Our shared commitment and belief in what we can achieve has resulted in today's success; and this commitment continues."

During the evening, partners honoured included the RTA, the Dubai Health Authority, Emirates Post, Dubai Electricity and Water Authority, Dubai Municipality, Dubai Customs, General Directorate of Residency and Foreign Affairs - Dubai, Department of Tourism and Commerce Marketing, Dubai Chamber, Dubai Statistics Centre, Dubai Economic Department, Dubai Economic Council, Ministry of Labour, Dubai Police, General Department of State Security, Executive Council, Etisalat, Dubai Trade, DP World, Imdaad, Hasaad Communications, World Security, and Trakhees.

Jafza began its 25th year of operations this year with 6421 companies. 2010 has also seen Jafza receive an impressive number of inbound projects. In the first 10 months of the year, 415 new companies joined the free zone. New arrivals so far have included Mitsubishi Corporation, Petrochina, JVC Professional, Proclad Stream-Flo, Schoeller-Bleckman and Isuzu Motors, among others.

Also this year, Jafza played an instrumental role in launching the Dubai Logistics Corridor, one of the world's largest multi-modal logistics platforms linking Jebel Ali port and the Jebel Ali Free Zone to Dubai World Central, home to Dubai Aviation City/ Dubai Logistics City and Al Maktoum International Airport. The Corridor, inaugurated recently by His Highness Sheikh Ahmed Bin Saeed Al Maktoum, President of the Department of Civil Aviation, Chairman of Dubai World Central and now, Chairman of Dubai World. It will bring greater efficiency to Jafza's existing, optimally configured supply chain infrastructure and is expected to significantly strengthen Dubai's logistics credentials.
This event culminated Jafza's celebrations of its 25th anniversary. Celebrations incorporated a number of activities to honour its customers, partners and employees including, among others, the launch of a commemorative Jafza stamp by Emirates Post; The Dubai: 1962 coffee table book launch with Motivate Publishing; and the distribution of a number of customized keepsakes, including the stamps, to key customers and partners, for posterity.

INSIDE Story

SALMA HAREB WINS PRESTIGIOUS ‘WOMAN CEO OF THE YEAR’ AWARD

Economic Zones World CEO wins top honour at ‘Women in Leadership’ Forum

Salma Ali Saif Bin Hareb

Salma Hareb, Chief Executive Officer of Economic Zones World, has been named the ‘Woman CEO of the Year’ at the prestigious Women In Leadership (WIL) Forum, held in Abu Dhabi last month. The panel of judges who announced the top honour, which is awarded to the most successful woman CEO of a leading company, from any industrial sector, over the last 12 months, cited Salma for her exceptional leadership qualities, decision making abilities, strategic management skills and inspiring initiatives.

The WIL Forum, was attended by female business leaders from across the region with a special focus this year on key support pillars that help in guiding towards effective leadership by women.

Commenting on the Award, Salma said, “I am honoured to receive this recognition. At Economic Zones World we consistently encourage our women executives to take on challenging roles, and my personal effort remains to lead by example.”

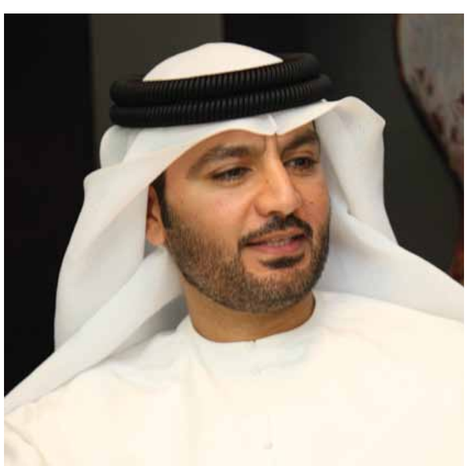
Salma has won several top industry awards, regionally and globally, for leadership roles since she became the first woman in the Middle East and North Africa to head a free zone in September 2005 when she took over as CEO of Jafza.

Tariq Bin Ghalaita (left), VP Commercial, Economic Zones World, at the Women in Leadership Awards on behalf of Salma Hareb

DR. ENG. HAMAD AL HASHEMI APPOINTED MEMBER OF NEW WAITRO EXECUTIVE COUNCIL

Appointment announced post TechnoPark-hosted WAITRO bienniel congress and general assembly

Dr. Eng. Hamad Al Hashemi, Managing Director of Dubai Institute of Technology (DIT), the R&D arm of Economic Zones World, has been appointed to the new WAITRO Executive Council (World Association of Industrial and Technological Research Organization). The appointment was made post the WAITRO General Assembly hosted by TechnoPark in Dubai.



Dr. Eng. Hamad Al Hashemi

Commenting on the recent appointment Hamad said, “It is an honour and privilege to be selected to serve on Executive Committee. DIT and WAITRO enjoy a strategic partnership that has developed over the years, after our numerous collaborations on broad industry-oriented services and projects. The organisation provides DIT the right support and platform to interact with the global scientific community and to play a part in developing R&D initiatives and innovation-led exchange beneficial to the sustainable growth of Dubai and the Middle East.”

Spearheading DIT, Hamad has contributed significantly in promoting industrial and technological research in the Middle East region. He has successfully brought leading global players in the arena of industrial and technological research to the region.

On behalf of DIT, Hamad also holds various senior positions in global organisations. He is Vice President of World Technopolis Associations (WTA) and Board Member of the Executive Committee of WTA and the President of Arab & Africa Region of WTA. In addition, he is also a Board Member of the International Association of Science Parks (IASP) and the International Network Association for Small & Medium Enterprises (INSME).

Under his leadership, TechnoPark has been chosen as Member of the Executive Committee (EXCOM) as well as Regional Focal Point (RFP) of WAITRO (World Association of Industrial and Technological Research Organizations) for the Middle East and North Africa (MENA) region.

The Executive Committee (EXCOM), under the chairmanship of the President, Dr. R.K Khandal consists of two Vice-Presidents, Dr. Charles Kwesigna and Mr. Liaquat Ali Shah and seven regional representatives. Representatives of two international agencies are invited to serve on the Committee. The WAITRO Secretariat, consisting of the Secretary-General and its staff, is responsible for the day-to-day running of the Association’s activities as directed by the Executive Committee. The Secretariat is located at SIRIM Berhad, Malaysia.

Assisting the Secretariat are five Regional Focal Points which are Africa (Council for Scientific and Industrial Research, CSIR-South Africa), Asia and the Pacific (Indonesian Institute of Sciences, LIPI-Indonesia), Middle East and Northern Africa (Techno Park-Dubai), Latin America and the Caribbean, and Europe (Fraunhofer-Gesellschaft, FhG-Germany).

EZW, DIFC SIGN MOU CEMENTING JOINT COMMITMENT TO ECONOMIC DEVELOPMENT OF DUBAI

Partnering to develop products to enhance financing services on offer to Jafza customers

Abdulla Mohammed Al Awar, CEO of the Dubai International Financial Centre Authority and Salma Ali Saif Bin Hareb, CEO of Economic Zones World during the signing ceremony

Economic Zones World (EZW) has signed a memorandum of understanding with the Dubai International Financial Centre Authority (DIFC) on identifying and developing products that will enhance financing services offered to companies based in the Jebel Ali Free Zone. The MoU confirms the parties' joint commitment to Dubai's economic development. The MoU was signed by Abdulla Mohammed Al Awar, CEO of the Dubai International Financial Centre Authority and Salma Ali Saif Bin Hareb, CEO of Economic Zones World, in the presence of senior officials from both entities, at the DIFC offices.

The collaboration is in line with a directive by the Government of Dubai for enhanced partnership and cooperation between Government bodies and organizations.

According to the terms of the MoU, EZW and DIFC Authority will work together to explore and develop a mechanism for inventory financing for Jebel Ali Free Zone customers. The design and development of a legal and regulatory framework and procedures in which to operate the system will also be covered in the agreement. The MoU also allows for further development of financial services by both parties.

Salma Hareb, commenting on the signing said, "Access to timely finance is a lifeline for our corporate partners. This agreement with DIFC Authority reaffirms our continued commitment to support our partners through innovative product development."

"As Dubai entities, together, we seek to leverage each other's strengths through collaboration, to achieve Dubai's economic objectives. It is our deep commitment to add value to our customers that prompted us to seek the best possible support in the development of financial services. The association with DIFC, with its expertise and reputation, will help us reach our collective goals," she added.

Abdulla Al Awar said, "Jafza is home to thousands of regional and global companies with their own complex business and financial needs. Our joint efforts with Jafza will ensure that customers are maximizing their options and can access the best possible financial services which meet their specific requirements. The DIFC has set high standards in creating a regulatory and legal framework based on the best global practices. This MoU enables us to explore with Jafza how their registered businesses could have access to these services and will also see both the DIFC and Jafza promoting each other's services and further supporting the economic development of Dubai.".

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DSC, JAFZA SIGN MOU ON EXCHANGE OF STATISTICAL INFORMATION

Agreement to strengthen combined efforts to benefit the Dubai business community

Arif Obaid Al Muhairi, Executive Director of Dubai Statistics Center and Ibrahim Mohamed Al Janahi, Jafza Deputy CEO and Chief Commercial Officer at the signing in the presence of senior officials

Dubai Statistics Center and Jafza have signed a Memorandum of Understanding recently to enhance collaboration between the two parties and to exchange the latest statistics information and data. The MoU was signed at the DSC headquarters by Arif Obaid Al Muhairi, Executive Director of the Center and Ibrahim Mohamed Al Janahi, Jafza Deputy CEO and Chief Commercial Officer in the presence of senior management from both companies.

The MoU is the result of a long-term cooperation between both sides that will contribute towards and impact various economic projects handled by the DSC. Jafza has actively promoted awareness among its companies on the importance of statistics and data collection conducted regularly by the Center.

The MoU includes several articles that highlight the fields and mechanisms of cooperation between both parties.

The agreement aims to strengthen their combined efforts to benefit the business community. As per the agreement, the Center will provide support, guidance and consultancy in statistics research and study. Additionally, both parties will benefit from an updated electronic system used by the Center to provide companies with full and detailed statistics on all aspects of life in Dubai.

Speaking on the agreement, Al Muhairi said, “The Center and Jafza have collaborated last year on some initiatives and this MoU enhances our cooperation. The Center will support Jafza by providing it with the latest data and information covering all fields in the Emirate through the Electronic system.”

Ibrahim Al Janahi said, “As the oldest and largest free zone in the country and region, with over 6500 companies, Jafza is in a strategic position to provide valuable data which could positively impact policy-makers and benefit the business environment of Dubai. We extend our full support to the DSC in their endeavors to collect accurate and updated information and data related to businesses operating in the Free Zone.”

The MoU was signed in the presence of Tariq Youssef Al Janahi, Director of Department of Corporate Excellence and Support, Ahmad Al Dashti, Director of the Department of Information Technology Department, and Tariq Bin Ghalaita, Vice President, Commercial at Jafza.

JAFZA RECEIVES PRESTIGIOUS ISO 27001 CERTIFICATION

Implements best in class information systems, minimizing security risks

Jafza recently received the prestigious ISO 27001 certification for its Information Security Management System (ISMS). This certification confirms the most stringent standards for information security management and is respected and recognized across all industries. ISMS is a systematic approach to managing sensitive company information in order to ensure the confidentiality, integrity and availability of data pertaining to customers, employees and trading partners. ISO 27001 is an auditable international standard, which defines the requirements for Information Security Management Systems.

As part of the ISO 27001 compliance process, EZW, parent company of Jafza, has systematically examined information security risks, taking account of the threats, vulnerabilities and impact. They then designed and implemented a comprehensive set of controls and other forms of measures to address those risks that are deemed unacceptable.

Additionally, the company has now adopted best practice management processes to ensure that the information security controls continue to meet the organization’s information security needs on an ongoing basis. Periodic surveillance visits by third party auditors help the organization to stay vigilant and ensure continued compliance with the standards.

Training sessions for employees related to ISMS awareness were also conducted, briefing them on information security threats and measures that should be adopted on a continuous basis by individuals in order to minimize associated risks.

Speaking on the subject, Ibrahim Al Janahi said, “EZW is an organization with complex security needs and we are part of an industry that demands protection of important information assets. Receiving this ISO 27001 certification confirms our commitment to providing a safe and secure business environment for our clients at all times. We are continuously evaluating and enhancing existing systems to find optimal solutions in our operations, which includes implementing the best available information security infrastructure.”

In addition to the ISO 27001 certification, Jafza has also developed a process based Quality Management System meeting ISO standards which documents all core business and support processes in the free zone. In 1996 Jafza won ISO accreditation (ISO 9002:1994) becoming the first ISO certified free zone in the world for its Quality Management System. It was later enhanced to ISO 9001:2000 levels in 2001 and the quality was actively maintained till 2009 after which it was upgraded to ISO 9001:2008 standards.

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ETISALAT, JAFZA ENTER INTO STRATEGIC COLLABORATION

Agreement inked to deliver enhanced telecom services to Jafza customers

Talal Al Hashimi, Managing Director, UAE Region, Economic Zones World with Abdulla Hashim, Senior Vice President, Business Solutions, Etisalat at the signing ceremony

Etisalat and Jafza have announced a strategic collaboration aimed to deliver enhanced telecom & Information Communication Technology (ICT) services to Jafza customers at the free zone with direct access to Etisalat services on a priority basis. The collaboration will benefit more than 6500 companies, employing over 139,000 people, currently, in the Free zone.

The strategic agreement stipulates that Etisalat will work closely with Jafza to create value for its customers and bring all the benefits of enhanced ICT services to them. Etisalat, through constant interaction with Jafza customers, would be able to understand their ICT requirements better and provide customized solutions that will further enhance productivity for these organizations. Etisalat has also set-up a dedicated email to facilitate a seamless interaction and provide prompt service to Jafza customers.

Talal Al Hashimi, Managing Director, UAE Region, Economic Zones World, speaking at the signing said, “Our aim is to provide the most conducive economic conditions to cultivate entrepreneurial ambitions. We are an investment destination par excellence, with a thriving work culture and an enabling IT infrastructure. Our agreement with Etisalat is in line with our objective of delivering world class infrastructure to companies who are based in Jafza. This partnership will further augment the free zone's reputation as the premier provider of business services for a diverse range of national and international customers who rely on us to create the most attractive investment opportunities for their business.”

Ibrahim Mohammed Al Janahi, Jafza Deputy CEO and Chief Commercial Officer added, “Etisalat is one of Jafza’s key strategic service partners. This agreement not only strengthens our long-standing relationship with the telecommunications provider but gives our 6500-plus customers access to more sophisticated and differentiated service offerings. Providing advanced technology infrastructure to clients is part of our continuous innovation-led, customer-centric strategy. Improved connectivity and operational efficiency gives our customers sustainable competitive advantages in their business and we will work closely with Etisalat to maximise our joint value proposition.”

Abdulla Hashim, Senior Vice President, Business Solutions, Etisalat, said, “Our partnership with Jafza is a significant milestone and will pave the way for delivery of world class communication services to the free zone. Our intention is to work very closely with Jafza to understand their needs and help them achieve their business objectives by enhancing their ICT infrastructure, improving operational efficiency, boosting productivity and optimizing costs through a partnership based approach.”

“This partnership is part of our long term strategy aimed at developing a closer relationship with our Small and Medium Business (SMB) customers located within specific business zones across the country and to deliver the best in telecom and ICT services to enhance customer satisfaction. The SMB sector is a vital focus area for Etisalat and we are enhancing our ICT offerings for the sector to help companies achieve higher productivity and operational efficiencies. This latest initiative will also bring more synergies in terms of ICT services & joint marketing activities with the Jebel Ali Free Zone,” Hashim added.

JAFZA INTRODUCES ONLINE SERVICE FOR INVOICE PAYMENT

Value-added service to further secure and simplify payment process

Jafza has introduced an online service for payment of customer invoices. This is a new value-added service to customers intended to simplify invoice payments through an easy-to-use, secure interface covering multiple channels. The service, facilitated through Dubai Trade, the integrated online portal under Dubai World, will enable customers to view all pending invoices and their due dates online. The new service then allows Jafza customers to select specific invoices that they would like to pay for and proceed to process them.

Customers can select their payment method from the various online channels available including Mastercard, Visacard, eDirham and Direct Debit through Commercial Bank of Dubai (CBD) and EmiratesNBD. The Direct Debit channel will also include more banks in the near future.

Once the online payment is made, the system will apply the amount automatically to the relevant invoices selected by the customer. Online payment services have been available to Jafza customers for topping up their Portal Deposit and Cash Guarantee Deposit for over a year now and is a popular method of payment for several customers. This facility is now extended for payment against invoices, enhancing customer convenience.

Ibrahim Mohammed Al Janahi commented on the service saying, “The new service is yet another initiative launched to ease procedures and increase operational efficiency for the convenience of our customers. The service is expected to be exceptionally convenient, while being fully secure and reliable. We plan to make more services available online in the future, utilizing Jafza’s investments in technology. We remain committed to offering the best solutions possible to facilitate our customer’s businesses.”

This service adds to Jafza’s comprehensive existing menu of online services, enabling very high e-Adoption rates. Earlier this year Jafza launched its e-License service which has already evoked tremendous response. Over 1,000 licenses were renewed online within the first month of its launch.

Ibrahim Al Janahi, Jafza Deputy CEO & Chief Commercial Officer

GAZELEY LAYS THE CORNERSTONE FOR LOGISTICS CENTRE IN BAVARIA

Over 10,000 square metres under development for W&M Schenk GmbH

From left to right: Rudi Eck, Mayor of Hassfurt, Mathias Schenk, Owner of W&M Schenk, Frank Brexel, Project Developer Gazeley, Germany

Gazeley, Economic Zones World's leading provider of sustainable logistics space has laid the cornerstone for a new logistics warehouse at Hassfurt, Bavaria. Gazeley is currently in the process of creating a state-of-the-art distribution centre with a total footprint of 10,400 sq.m for the textile logistics company, W&M Schenk GmbH.

The ceremony marked the start of structural framework construction and was attended by Mr Frank Brexel, Project Developer at Gazeley Germany GmbH, Mr Mathias Schenk, owner of W & M Schenk and Mr Rudi Eck, Mayor of the town.

The ten metres high warehouse will be developed on a 2.5 acre site next to the existing premises of W&M Schenk. The new building will be used for handling, repackaging, storing as well as to offer a number of other value-added services to new and existing customers.

Frank Brexel commenting on the occasion said, "We are delighted to support our customer's continued growth with this state-of-the-art unit."

Mathias Schenk remarked, "The new building which will be our fourth distribution centre, plays an important strategic role in our business plan, and will initially create 35 full-time jobs, with as many as 80 new full-time jobs once the premises are fully operative." The storage capacity can be further increased to support future expansion needs of the business.

Mayor Rudi Eck praised the development and the creation of new jobs in the area saying, "This is a positive development for the region of Lower Franconia".

The building will be handed over to W&M Schenk in the spring of 2011.

GAZELEY BEICHEN (TIANJIN) PROJECT COMMENCES CONSTRUCTION

24,000 square metre unit set for completion by mid 2011

3D masterplan of project at Beichen in Tianjin, China

GAZELEY SIGNS NEW AGREEMENT WITH STANLEY BLACK & DECKER AT DOLE, FRANCE

€12 M hub to be delivered in July 2011 and aims to create 40 direct job opportunities in the region

Artists' impression of upcoming Stanley Black and Decker facility in Dole, France

Gazeley has announced a new nine-year contract with the Stanley Black & Decker Group, the world's largest producer of power tools, accessories and safety solutions. A state-of-the-art logistics hub will be developed for the group, by Gazeley, that will distribute parts and products to the industrial and automotive sectors. The building will be located at the heart of Dole's industrial area, on a site selected by Stanley Black & Decker for its strategic location. The building will be dedicated to its new 'Expert' products range, and will facilitate efficient transportation to the company's near-by production plant.

Massimo Grassi Président of Stanley Black & Decker for Europe, commenting on the agreement said, "We are delighted to collaborate with Gazeley, a logistics property expert with a pioneering sustainable approach. We chose to partner with Gazeley based on its renowned expertise in build-to-suit projects, speed of delivery and because Gazeley has been able to address our needs."

Maité Inglis, Director of Gazeley, France added, "We look forward to delivering Stanley Black & Decker's bespoke distribution facility. Following a competitive tender, Gazeley was selected for our trusted record in delivering the very best in sustainable logistics warehousing within tight time frames."

Building work is expected to start on site in March 2011 for delivery by the end of July 2011. Upon completion, the hub will represent an investment of approximately €12 M overall and will directly create over 40 job opportunities within the region.

Gazeley has commenced construction of Phase 1 of an 80,000 square metre warehouse project in Beichen, Tianjin. The speculative development will deliver the 1st building of 24,000 square metre that is divisible and offers a 'Grade A' international standard warehouse. The Phase 1 building is scheduled for completion by the end of the second quarter of 2011.

Located in Beichen Hi-Tech Industrial Park, Binhai New Development Area, Tianjin, the project is 2 kilometers from Nancang Railway Marshalling Yard and linked to the rest of China through twelve expressways and a network of rail links with easy access to Beijing Airport, Tianjin Binhai Airport and Tianjin Seaport, the largest port in northern China.

The adjoining site was also developed by Gazeley previously, and delivered in September 2007 as a 42,000 square metre Northern China distribution centre for Wal*Mart - the world's largest retailer.

"With Tianjin being the transportation & logistics hub of Northern China, this project allows Gazeley to grow its development footprint into one of the most important regions in China," said Noel Gulliver, Gazeley's Senior Vice President – Asia Pacific. 'The success of our Wal*Mart project has created the platform for demonstrating Gazeley's world leadership in sustainable logistics development and will encourage more local companies to consider our cost effective, high quality & eco-friendly warehouses.'

Despite the challenge of a tight deadline to start, Gazeley has not only been able to meet expectations but has also completed a revised master plan & design along with a value engineering exercise that has delivered 13% costs savings and increased net lettable area by 10% to its client.

Gazeley is currently working on logistics parks in Kunshan and Nanjing and considering opportunities in strategic locations such as Wuqing, Chengdu, Dongguan and the Greater Shanghai Area.

Answers for Sudoku

9	4	6	1	3	7	5	2	8
1	7	3	8	2	5	6	4	9
5	8	2	9	6	4	1	7	3
3	2	7	6	4	1	9	8	5
8	6	5	3	7	9	2	1	4
4	9	1	5	8	2	3	6	7
7	1	9	2	5	8	4	3	6
6	5	8	4	1	3	7	9	2
2	3	4	7	9	6	8	5	1

GAZELEY DELIVERS STATE-OF-THE-ART SUSTAINABLE LOGISTICS FACILITY TO CEVA

63,000 square metres, delivered in record time, re-affirms EZW's CSR commitments

Salma Hareb with senior officials at the new CEVA facility

Gazeley delivered a new 63,000 square metre state-of-the-art environmentally efficient logistics facility to CEVA Logistics, one of the world's leading supply chain management companies. The facility has been delivered in just 34 weeks after holding the ground breaking ceremony, which is at least 50% quicker than normally allowed for a project of this nature.

The state-of-the-art facility located in Jafza South will be CEVA's primary logistics hub for the Middle East. The Gazeley and Jafza project management team facilitated early access for CEVA; six weeks before actual completion date. This enabled CEVA to complete the installation of racking and commence immediate operations on the day of handover.

The project incorporates a wide range of sustainable features including the use of recycled and locally sourced materials and state-of-the-art warehouse lighting, complete with motion detectors and dimming controls; a system that uses at least 20% less energy than regular lighting; and various water conservation features such as low pressure water taps, dual type WC flashing tanks, self absorbing storm water drainage systems etc. The suite of eco-initiatives helped the project achieve a LEED Certification. Based on the preliminary assessment, the facility will be able to reduce electrical energy consumption to the tune of 2,677,362 kWh per year - 23.8% energy reduction over ASHARE (The American Society of Heating, Refrigerating and Air-Conditioning Engineers) 90.1-2007 baseline. The project will contribute to reduction in CO_2 emissions generated in power plants by approximately 1300-1350 tons per year. The facility will also be able to achieve a 35% reduction in the overall fresh water consumption from baseline levels amounting to 1,161,588 litres per year.

The inauguration of the new facility was attended by Salma Ali Saif Bin Hareb, CEO, Economic Zones World, together with, several of CEVA's Middle East Management team.

Salma Hareb, commenting on the CEVA's new facility said, "The new CEVA facility is a significant achievement that exemplifies the top of the range warehousing facilities that will be the future of logistics infrastructure in the region. Such warehouses are expertly designed and are build-to-suit exact customer requirements; sustainable; as well as strategically located. We remain committed to providing developments that facilitate the long-term business sustainability of our clients. This project, further, reaffirms our social responsibility & commitment to the environment, which form an integral part of our overall business strategy."

The facility comprises two units; one with 35,000 square metres of warehouse and 500 square metres of office space and the second with 26,000 square metres of warehouse and 400 square metres of office space. The project also provides a mechanism to allow inevitable "tenant variations" to be accommodated before final delivery. 'CEVA's requirement to store certain products led Gazeley to create a dedicated "Dangerous Goods" room which facilitated the safe and regulatory compliant storage of items including deodorants, aerosols and household cleaning products. In addition more than 60% of the warehouse is temperature controlled to maintain an internal temperature of 22-26 degrees even if the summer heat brings external highs to 50+ degrees.

This project is part of an agreement signed between Gazeley and CEVA Logistics in late 2008 under which Gazeley is to build and provide a total space of 148,000 square metres for CEVA in France, Spain and Dubai. The first deal has seen Gazeley develop and deliver a 12,000 square metre warehouse to CEVA in Jafza followed by the present 63,000 square metre facility.

EZW provides such state-of-the-art sustainable products across the world through its respective regional arms. Gazeley has a proven track record in the delivery of build-to-suit distribution centres from 10,000 m² on a leasehold or freehold to suit customers' diverse needs.

Inside view of new CEVA Logistics Centre

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NESTLÉ'S AED 500 MILLION MANUFACTURING FACILITY IN TECHNOPARK INAUGURATED

515,000 Square foot facility will serve Nestlé markets across the region

Salma Hareb and Hisham Al Shirawi with HH Sheikh Saeed Bin Mohammed Bin Rashid Al Maktoum, HE Sultan Bin Saeed Al Mansoori, UAE Minister of Economy, HE Sultan Ahmed Bin Sulayem and senior Nestle officials

Under the patronage of His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice President and Prime Minister of UAE and Ruler of Dubai, HH Sheikh Saeed Bin Mohammed Bin Rashid Al Maktoum officially inaugurated Nestlé Middle East's new AED 500 million (USD 136 million) manufacturing facility in TechnoPark this month, marking a significant milestone in the company's decades-long history in the region.

The inauguration was attended by Chief Executive Officer, Nestlé S.A. Paul Bulcke, Frits van Dijk, Vice President in charge of Zone Asia, Oceania, Africa and Middle East, and Yves Manghardt, Chairman and CEO, Nestlé Middle East along with senior officials of Economic Zones World (the parent company of TechnoPark) including Hisham Al Shirawi, Chairman and Salma Ali Saif Bin Hareb, Chief Executive Officer, among others.

Speaking at the event, Paul Bulcke said, "Nestlé has been present in the Middle East for 75 years, bringing meaningful value to society at large by sourcing locally, creating new local employment, offering nutritious products and helping in the further development of the region. By opening our new facility in Dubai - our regional headquarters - we will be closer to our consumers in the region and can better adapt our products to their needs and preferences. The Middle East region is a very important part of the Nestlé business and our continued commitment and ongoing investments demonstrate our confidence in the region."

Salma Hareb wished Nestle on the occasion, saying, "Congratulations to Nestle on the opening of their manufacturing facility in TechnoPark. This is truly a proud moment when some of their products that we know and love become 'Made in the UAE', and a major step forward in boosting the nation's manufacturing sector."

Spread over an area of 1.02 million square feet, the new 515,000 square foot facility specializes in the manufacturing, canning and packaging of different Nestlé brands including Nido powder milk and Kit Kat chocolate and Nestlé Pure Life bottled water. With the Middle East identified as a region with tremendous growth potential for Nestlé, the company has made sufficient provision to expand the operations to meet growing market demands for the next few years. Currently, the facility employs 555 people.

"I am extremely proud that the first new Nestlé confectionery factory built in over a decade is here in Dubai. This factory will become the third largest Kit Kat plant worldwide and possesses state-of-the-art technology to make a world class product every hour of every day. With such a facility we will be able to meet the fast rising regional demand and eventually contemplate exporting to other regions. This investment shows the clear commitment of the Nestlé Group to the expansion of our activities here in the region," said Yves Manghardt, Chairman and CEO of Nestlé Middle East FZE.

The new facility also houses Nestlé's Regional Microbiological Laboratory, which began operations in early 2009. The state-of-the-art laboratory, which specializes in the analysis of salmonella, serves all Nestlé factories in the Middle East and is being used as a training facility for various government bodies in the UAE.

Further stepping up its R&D initiatives, Nestlé Middle East recently established an advanced Sensory Lab Unit for Renovation-innovation of Products in Al Quoz, Dubai. The lab is equipped with cutting-edge sensory technology and facilities, and serves as a center of expertise for sensory profiling analyses on shelf stable dairy products, coffee and confectionery.

Nestlé Middle East has invested more than USD 400 million in the region since its formal inception in 1997, owning and operating 17 factories and 37 offices, employing more than 7,000 people. These capital investments have contributed heavily to creating local jobs, enhancing technological and manufacturing capabilities, and fostering national economies around the region. In 2009, the Nestlé business in the region contributed approximately USD 1.4 billion to the Group's turnover.

EZW ECONOMIC ZONES WORLD

JAPANESE BUSINESS COUNCIL MEETS WITH JAFZA TO ENHANCE TRADE RELATIONS

Further strengthening of commercial ties between Japan and UAE discussed

Senior members of Jafza and the Japanese Business Council

The Jafza division of the Japanese Business Council, headed by Mr. Yasuyoshi Matsunaga, Managing Director of Toshiba Gulf, recently met with officials from Jafza to discuss further expansion of commercial ties between Japan and Dubai and ways to enhance the competitiveness of the free zone for Japanese businesses.

The UAE has traditionally proven to be a preferred business destination for Japanese companies looking to base themselves in the MENA region. Over 40% of Japanese companies in the region are based in the UAE. Jafza alone is home to over 107 Japanese companies including big names such as Sony, Hitachi, Toshiba, Panasonic, Nissan, Mitsubishi Motors, Bridgestone and Fuji Film among many others. Many of these companies are members of the Japanese Business Council which was set up in March last year.

Jafza has long considered Japan to be a vital trade partner and has been conducting periodic road shows and seminars in Japan for almost two decades working closely with the Japan External Trade Organization (JETRO), Japan Cooperation Centre for the Middle East (JCCME) among other organizations and partners.

According to the latest numbers by the Dubai office of JETRO, goods worth $22.727 billion (Dh83.45 billion) were exported from the UAE to Japan in 2009.

The UAE imported goods worth $6.497 billion from Japan, mostly cars, machinery, electronic goods, petrochemicals and iron. Japan's most popular export items to the UAE are cars, led by Toyota, and car parts, with this sector contributing 45 to 50 per cent to the trade volume, according to JETRO.

Jafza companies alone account for a significant portion of the trade between Japan and the UAE, amounting to $2.03 billion, making it the 6th largest trade partner for Jafza. Japanese companies in Jafza, further, create over 2000 direct job opportunities.

Jafza's meeting with the Japanese Business Council served to re-iterate its commitment and also to brief Japanese companies on detailed updates on the latest developments in the free zone including improvements to infrastructure facilities and services that will facilitate growth and development.

Talal Al Hashimi, Managing Director, UAE Region, Economic Zones World said, "Jafza has emerged as an important commercial gateway for Japanese companies, serving key markets in the Middle East and North Africa Region. It is a vital profit centre and an important re-export centre for these companies. The free zone has consistently sought to provide a favourable environment to industrial, trade and logistics sectors. With its continuous upgrades to its infrastructure and service offerings, customised investment models, dedicated build-to-suit capability and a host of other incentives Jafza is a prime investment destination."

He also commented that the meeting was an ideal occasion to not only highlight new offerings at Jafza but also to explore new opportunities with Japan. "Our joint initiatives and efforts will strengthen trade relations, encouraging, facilitating, and opening channels for other Japanese companies looking to do business in the region. We are working closely with the Japanese Business Council on best approaches and practices to stimulate investment. We have plans for more partnerships, road shows, seminars in key markets and hope to continue to generate significant interest from Japanese companies eager to set up base here," he added.

Mr. Yasuyoshi Matsunaga, Managing Director of Toshiba Gulf and the Director of the Jafza division of the Japanese Business Council said, "The meeting was a very fruitful one and we are very impressed with the new developments in Jafza's infrastructure and service offerings. The Japanese Business Community's mandate is to strengthen business relationships between Japanese and local companies and organizations. We consider Jafza a valuable partner in the Middle East and look forward to collaborating with them to facilitate businesses of Japanese companies in Dubai and to further stimulate trade relations between the economies."

MOBIS PARTS MIDDLE EAST FZE REMAINS BUOYANT DESPITE TOUGH MARKET CONDITIONS

Posts 22 % increase in revenue in 2009; set to double its growth rate this year

Mobis Parts Middle East facility in Jafza

Mobis Parts Middle East FZE, a fully owned regional subsidiary of Hyundai Mobis, the largest Korean auto parts company and a part of Hyundai Motor Automotive Group, has hit the USD 226 million mark in 2009, an increase of 22% on its revenue in the preceding year, despite the recession. The company has achieved a six fold growth in its turnover in the last six years. Its revenue during this period has soared from USD 38 million in 2003 to USD 226 million in 2009, which amounts to an average annual growth of 32 percent. Further, Mobis has achieved an increase of 50% in its turnover in Q2 of this year. “Going by the market demand we expect our revenue to well exceed USD 300 million mark this year,” said Hyung Young Lee, Managing Director, Mobis Parts Middle East FZE, commenting on the growth of Mobis in the Middle East.

Hyung Young Lee, Managing Director, Mobis Parts Middle East FZE

“The spectacular growth of Mobis is attributed to the company’s rapid expansion in the region, growing demand for genuine spares in the market and its strategic location in Jafza, the Middle East’s largest trade and redistribution hub offering excellent logistics with integrated shipping and loading efficiencies, which facilitated us to serve our clients across the region efficiently,” Lee added.

The main goal of Hyundai Mobis in the establishment of a regional subsidiary within the Middle East was to support and provide a further boost to the rapidly growing presence of Hyundai and Kia vehicles in the region. Mobis Parts Middle East has served the company’s principal objective very efficiently. Mobis Parts Middle East has helped Hyundai and Kia distributors reduce their inventories substantially with a 96% availability rate, reduced lead times and enhanced competitiveness, which ultimately provided a major boost to their sales. Before the establishment of Mobis Parts Middle East Hyundai and Kia distributors got their supplies from Korea, which required them to maintain an inventory for a minimum period of three months.

Mobis Parts Middle East FZE was established in Jafza in June 2001. The company started its operations in 2002 from its new 60,000 square metre facility in Jafza, which comprised a 30,000 square metre state-of-the-art logistics centre and a 2,300 square metre office facility on the first floor. It served 28 countries in the region. The company started growing at a rapid pace. By 2006 Mobis’ gross revenue reached US$ 105 million, an increase of 276% from the revenue of US$ 38 million in 2003. To meet this progressively increasing demand, Mobis, in 2006, initiated a US$ 12 million expansion plan and added 15,000 square metres of high-tech warehousing space to its existing facility. The expansion doubled its storage capacity in Jafza and allowed it to serve its rapidly growing markets more efficiently. Mobis has more than doubled its revenue since 2006 to reach 226 million in 2009 as it expanded its reach to 42 countries in the Middle East, Africa and the CIS, which included more than 100 Hyundai and Kia distributors in the region. Even in the economic downturn, Mobis has maintained its growth momentum in 2009. In 2010 the company expects to exceed its average growth rate of 32% by a good margin, a plan already off to a start with the achievement of over 50% growth in its revenues in the first half of the year compared with the same period in 2009.

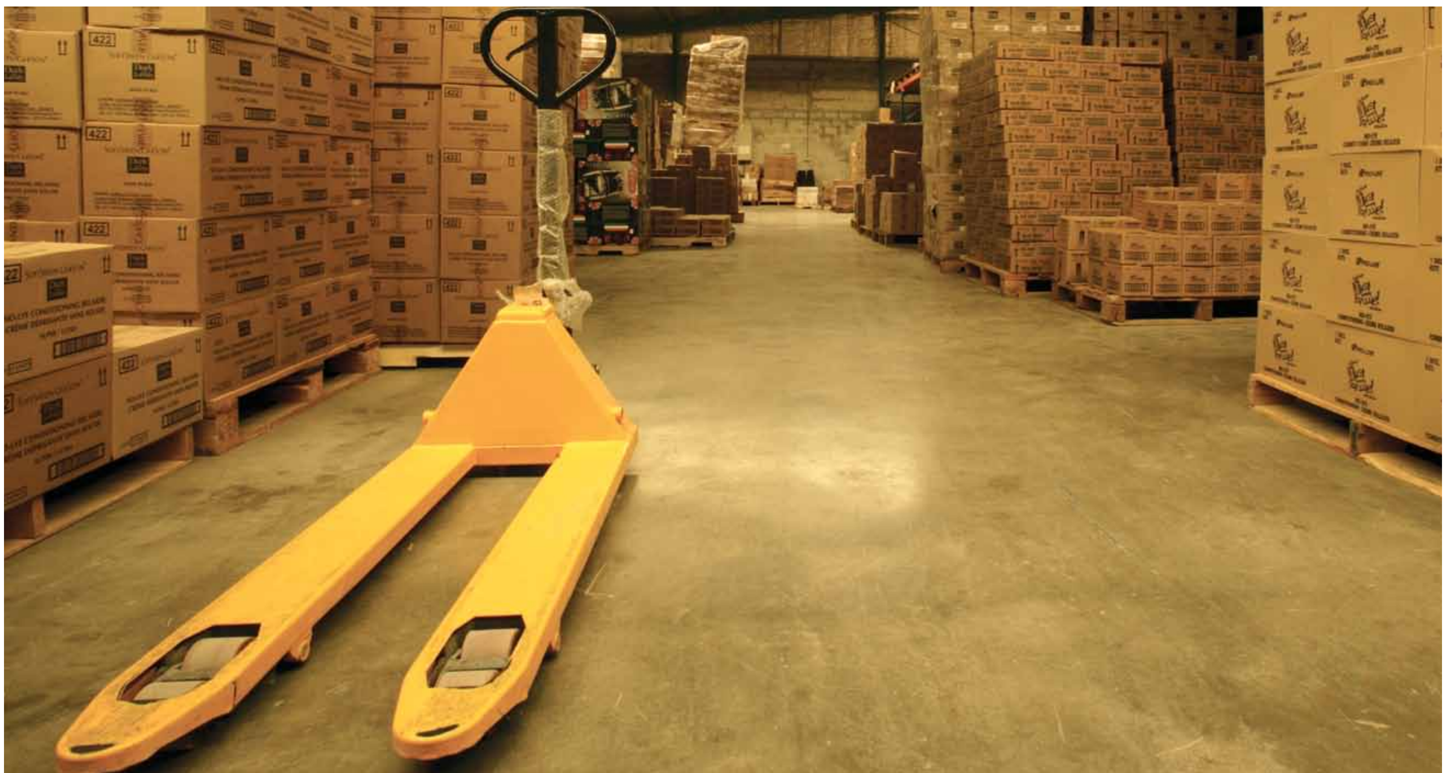
Mobis aspires to become one of the Middle East, Africa and the CIS region’s top five companies in the automotive parts industry by 2020 and double its turnover by 2015. With rapidly growing demand for Hyundai and Kia vehicles in the region this does not look like a big aim.

Inside view of Mobis facility in Jafza

BULANDI DISTRIBUTORS FZE RECORD OVER 500 PERCENT GROWTH IN REVENUES OVER FIVE YEARS

Jafza based SME eyes a doubling of turnover by 2012

Bulandi Distributors FZE, an SME (Small and Medium Enterprise) specializing in ethnic hair care products, has outpaced the market growth by two and half times in recession hit 2009. The company has recorded an increase of more than 30% in its revenue in the year, which is 250% more than the estimated market growth in the sector during the period. In the last five years Bulandi has seen more than a fivefold growth in its annual revenues increasing from AED 8 million in 2004 to AED 42 million in 2009.



Inside view of Bulandi Distribution Centre

Bulandi's remarkable growth can be attributed to its total commitment to provide customers what they need in the most efficient way. "Our location in Jafza has enabled us to meet our delivery commitments efficiently allowing us to grow at such a pace," said Harsha Bagia, Managing Director, Bulandi Distributors FZE, commenting on the impressive growth of the company in the last six years. Harsha Bagia, a Tanzanian national of Indian origin, is a dynamic woman entrepreneur. She was instrumental in the establishment of Buniyad Limited in 1993 in Tanzania and its subsequent success.

"African consumers have shown a strong desire for deep conditioning products that will relax and tame unmanageable frizz. I have tried to understand the requirement and needs of the consumers and catered to their needs in the best possible way.

"Our focused approach has resulted in a good following of loyal customers which continues to grow as time passes. This has been one of our major strengths that helped us grow at such a fast pace," she added.

Harsha Bagia, Managing Director, Bulandi Distributors FZE

Bulandi Distributors FZE had modest beginnings. The company was established in 2004 in Jafza as a sister company of Tanzania based Buniyad Limited, a leading dealer in ethnic cosmetic products. Bulandi started operations from a custom built 545 square metre warehouse with just one agency "Dark & Lovely" hair care products, a US brand developed specially for ethnic population. In less than three months the company, with its aggressive marketing and customer focused approach, established its footprint across the UAE. To serve its customers more efficiently Bulandi opened a subsidiary "Buland 2 Trading LLC" in Deira in Dubai, a traditional marketplace for retail and wholesale trading in the city. The company added a few more brands to its portfolio and moved forward with a vision to evolve into a market leader. In the very first year Bulandi achieved a turnover of AED 18 million. It has not looked back ever since.

Bulandi was established to cater to the needs and requirements of the population of African descent, initially in the UAE and the neighboring countries. Soon it expanded its operation to serve traders coming to Dubai from different parts of the Africa continent to source their requirements. "This was the time when the African population was finding it hard to get the brands they needed. We identified their specific needs and added the best brands in respective categories to serve the needs of customers efficiently, on time. This remains the core of our marketing strategy," Harsha said. "We have added more than 30 brands since then with more than 2,000 SKUs in different product categories."

To pursue its vision unhindered Harsha Bagia acquired 100% equity in Bulandi Distributors FZE in early 2008 and the company became an independent entity.

Bulandi today deals in skin care and salon equipment besides hair care products which remain its mainstay.

The company follows a six point growth strategy focused on – availability – awareness – quality – good price – service and – satisfaction. Harsha commenting on the company's key strategic focus said: "We make concerted efforts to ensure the availability of all the products we deal in to meet customer demands at the fastest pace. The awareness about our products is done through focused advertising campaigns in relevant media and other modules including direct mailers. To ensure quality we deal in only those brands which have impeccable track record. We maintain unbeatable prices by highly efficient operations and leveraging our capability to buy large quantities. To be able to offer guaranteed satisfaction to our customers we stay in touch with global trends and market demands and ensure availability of latest products."

To meet its massive growth Bulandi leased a 500 square metre warehouse in 2006 in Al Quoz in Dubai to stock products for the local markets and 3 custom built warehouses of 545 square metres each in Jafza in early 2010 for its global operations.

Bulandi expects its turnover in 2010 to reach close to AED 60 million which will be an increase of 40% over its revenue in 2009. "We are aiming to achieve AED 100 million in revenue by 2012 end. All our efforts are geared towards securing this formidable goal, which includes quadrupling our storage capacity in Jafza, the backbone of our impressive growth so far," said Harsha speaking on its growth plan for the years ahead. "We will be expanding our profile by including other segments in cosmetic industry and more brands in the existing categories. We want to be a single source of all cosmetics for ethnic consumers in the GCC and Africa," Harsha asserts.

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SOME IMPORTANT DELEGATIONS IN NOVEMBER - DECEMBER 2010

A two member delegation from Swedish Embassy in the UAE comprising HE Magnus Scholdtz, Ambassador and Johan Murray, Counsellor visited Jafza recently. They were received by Ibrahim Al Janahi, Adil Al Zarouni, Khadija Al Bastaki and Mansoor Al Bastaki at the free zone.

HE the Consul General of Japan recently visited Jafza to explore ways to further strengthen their ties with the free zone. He was received by Ibrahim Al Janahi at the free zone. Al Janahi briefed the guest on new developments at Jafza.

A 13 member senior Government delegation from Western Cape, South Africa visited Jafza on December 14. The delegation led by the Premier of the Western Cape was received by Adil Al Zarouni and Khadija Al Bastaki at the free zone.

A high power Government delegation from Turkey visited Jafza on November 30 to explore trade and investment opportunities. They were received by Adil Al Zarouni at the free zone. Al Zarouni briefed the delegates on unique Jafza offerings and value propositions.

A six member business delegation recently visited Jafza on familiarization trip. They were received by Khadija Al Bastaki at the free zone. Khadija briefed the delegation on salient features and unique strengths of the free zone.

A 16 member business delegation from Fars province of Iran visited Jafza on November 24 to explore business opportunities. They were received by senior Jafza officials at the free zone, who briefed them on strategic advantages of being in the free zone.

MARKET SPOTLIGHT

The State of Qatar

Qatar (State of Qatar) is officially an emirate in the Middle East. As a peninsula on the northeastern coast of the much larger Arabian Peninsula, it shares borders only with Saudi Arabia to the south. A strait of the Arabian Gulf separates Qatar from the nearby island nation of Bahrain.

Qatar has been ruled by the al-Thani family since the mid-19th century and has since transformed itself from a primarily pearling nation into an independent state with significant oil and natural gas revenues. It currently has the third largest gas reserves in the world.

Qatar has experienced rapid economic growth over the last few years on the back of high oil prices, and in 2008 posted its eighth consecutive budget surplus. Economic policy is focused on developing Qatar's natural gas reserves and increasing private and foreign investment in non-energy sectors, but oil and gas still account for more than 50% of GDP, roughly 85% of export earnings, and 70% of government revenues. Oil and gas have made Qatar the second highest per-capita income country and one of the world's fastest growing. Proven oil reserves of 15 billion barrels should enable continued output at current levels for 37 years.

Led by a bold, reformist emir, Qatar has been transformed into the world's largest exporter of liquefied natural gas. Part of the earnings have been invested overseas, primarily through a $85 billion sovereign wealth fund established seven years ago to save for future generations.

While oil and gas will probably remain the backbone of Qatar's economy for some time to come, the country seeks to stimulate the private sector and develop a "knowledge economy". In 2004, it established the Qatar Science & Technology Park to attract and serve technology-based companies and entrepreneurs, from overseas and within Qatar. More recently, with the support of the Qatar Foundation, some major American universities have opened branch campuses in Education City, Qatar. These include, among others:

- ***Carnegie Mellon University***
- ***Georgetown University School of Foreign Service***
- ***Texas A&M University***
- ***Virginia Commonwealth University School of the Arts***
- ***Cornell University's Weill Cornell Medical College***
- ***Northwestern University***

In 2009, the Qatar Foundation launched the World Innovation Summit for Education – WISE – a global forum that brought together education stakeholders, opinion leaders and decision makers from all over the world to discuss educational issues. The first edition was held in Doha in November 2009.

Qatar invests heavily in infrastructure, notably sports related. For the 15th Asian Games in Doha, it established Doha Sports City, consisting of Khalifa stadium, the Aspire Sports Academy, aquatic centres, exhibition centres and many other sports related buildings and centres. And most currently, it will become the first Middle Eastern host of the World Cup after FIFA announced the 2022 tournament will be held in the country. They have won the honour beating off the rival bids from the United States, Australia, South Korea and Japan.

Over the years, Qatar has proven to be a clever purchaser of assets, particularly those in distress. They helped save Barclays, UK and Switzerland's Credit Suisse at the start of the financial crisis, stepping in with a $5 billion deal for investments into Greece. Last year they put $10 billion into Volkswagen and Porche, as well as bought Harrods.

The Qatar Financial Centre (QFC) provides financial institutions with world class services in investment, margin and no-interest loans, and capital support. These platforms are situated in an economy founded on the development of its hydrocarbons resources, specifically its exportation of petroleum. It has been created with a long term perspective to support the development of Qatar and the wider region, develop local and regional markets, and strengthen the links between the energy based economies and global financial markets.

Apart from Qatar itself, which needs to raise capital to finance projects of more than $130 billion, the QFC also provides a conduit for financial institutions to access nearly $1.0 trillion of investments which stretch across the GCC as a whole over the next decade.

On the communication front, Al Jazeera, ("The Peninsula") is a television network headquartered in Doha, Qatar. Al Jazeera initially launched as an Arabic news and current affairs satellite TV channel of the same name, but has since expanded into a network of several specialty TV channels.

Qatar and the UAE

Trade exchange between Qatar and the United Arab Emirates reached AED 631 million in the month of August 2010. This accounts for 14 percent of the total trade of the GCC which was AED 4.6 billion, according to a report issued by the Unified Customs Authority in the Emirates.

Re-export volumes between Qatar and Emirates totalled AED 382 million, which is 19 percent of total re-exports from the Emirates. Emirates exports to Qatar were worth AED 172 million, accounting for 18 percent of total exports, while imports from Qatar were AED 77 million, accounting for 5 percent of the total imports.

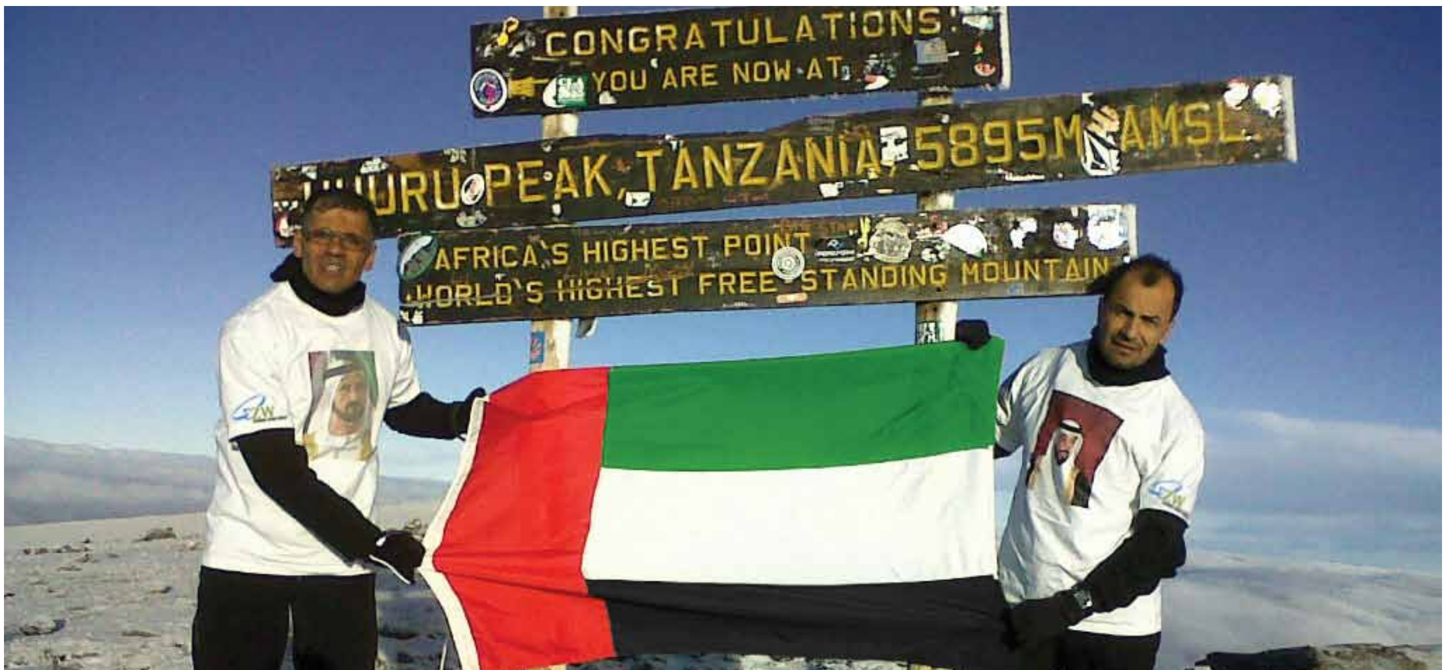
Quick Facts	
Full name	The State of Qatar
Population	1.5 million (UN, 2010)
Capital	Doha
Area	11,437 sq km (4,416 sq miles)
Major language	Arabic
Major religion	Islam
Life expectancy	76 years (men), 78 years (women) (UN)
Monetary unit	1 Riyal = 100 dirhams
Main export	Oil, gas
GNI per capita	n/a

SENIOR EZW EXECUTIVE ACHIEVES A RECORD FEAT; SCALES KILIMANJARO IN LESS THAN 24 HOURS

Raises UAE flag on the mountain top

Ali Dawood, Senior Vice President, Emerging Business Units, Economic Zones World has created a history once again. Ali accompanied by his friend Nasser Al Khaja has conquered Africa's highest peak in less than twenty four hours, creating a record. With this feat the two Emiratis became the first UAE nationals to scale the Uhuru Peak, Kilimanjaro summit at an altitude of 5,681 metre, in just one day. On his last climb Ali took 2 ½ days to reach the peak. This was his fourth trip to the mountain.

On reaching the peak Ali and Al Khaja raised UAE flag on the mountain top. The duo has dedicated their rare achievement to the UAE leaders His Highness Sheikh Khalifa Bin Zayed, President of the UAE and Ruler of Abu Dhabi and His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice President and Prime Minister of UAE and Ruler of Dubai.



Ali Dawood, Senior Vice President, EBU, Economic Zones World and Al Khaja at the Uhuru Peak, Kilimanjaro

"By unfurling the UAE flag on Kilimanjaro we wanted to send a message to all Emiratis that we can all do anything we set our hearts on, and nothing is impossible," said Ali commenting on their symbolic achievement.

Mount Kilimanjaro is located in northeast Tanzania and is the highest peak in Africa.

Ali commenting on the meticulous preparations leading up to the climb said "The climb involves vigorous training. We climbed 35 floors of stairs 10 times daily with cardio training consisting of regular walking to prepare ourselves for the steady endurance the climb demands."

"Planning the trek was very important because we needed to get permission first from the park's warden so that we could start at 6am instead of 9am like everybody else. Otherwise we wouldn't have been able to make it in that record of time. Every Friday and Saturday, Nasser and I would go on the treadmill at an upward slope for three hours in the morning and once in the afternoon, and cover 70 kilometres every week." Ali, who played squash for the UAE national team in 1999, is an avid sportsman. "I have sports in my blood and I have to work out every day," Ali said. Recounting his trek, he explained that he started out the route at Marangu Gate which then goes through a rainforest and up to Manadra Hut. "We then took the Alpine route, which is very hard work, because the hills are very steep," he said, emphasizing that they managed to complete the first leg of the trek in one hour and 45 minutes instead of the usual three hours.

"At this point we were 4,700 metres above sea level and it was very cold. It was very slippery and snowing heavily, and we had to drink fluids constantly and eat a light lunch. But we managed to find the strength in ourselves to continue."

The team then went on from Mandara to Horombo in four hours instead of five hours where they then slept the night, before reaching Gilman's point, which is a 45 minute walk from their final destination of Uhuru Peak.

CORRIGENDUM

In issue 24, there was an error on the photo caption under the first picture of the delegation news. The right photo caption for the picture is as follows: ***"Senior Jafza officials with Yukihiko Murakami, Managing Officer of DENSO's Aftermarket Sales Group and his team in Jafza."***
The error is regretted. - Editor

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