

Saudi Trade and Development Company



**TUSDEER**

Bonded & Re-Export Zone

**The Gateway  
To Commerce and Growth**





Message from the CEO

## **“A journey of many firsts”**

As Saudi Arabia re-affirms its status as one of the most desired investment destinations globally, and as a robust economy even in today's challenging environment, smart businesses are heading towards Saudi Arabia to avail of the opportunities here. In these times the need for an efficient, dynamic and dedicated economic zone like Tusdeer, which facilitates existing businesses and enables new initiatives with world class infrastructure support, value added services and professional guidance, assumes renewed importance. At Tusdeer, we have never lost sight of this important fact.

In a span of less than ten years, Tusdeer has grown from an idea, a mere ambition, to a success story in its own right. Developing the Kingdom's “First Bonded and Re-export Zone” (BRZ), under a Build, Operate, & Transfer agreement with the Saudi Ports Authority in 1999, was not an easy ride. There were many zones of all types in the region and they had got a head-start on Tusdeer. Closer to home, we had the task of introducing the concept of a Bonded and Re-export Zone to the regulatory authorities, while laying out its benefits to the market. It required us to innovate, communicate, engage, invest, enable and above all persevere in underlining the importance of our zone to all the stakeholders in the value chain.

Tusdeer BRZ, the idea and the entity, caught on! Working with our customers, it also became clear to us that Jeddah Islamic Port, located at the crossroads of International Trade, would need to add to its capacity as well as capabilities. The idea of the first grassroots, privately owned and managed, world-class terminal at JIP was born. The Red Sea Gateway Terminal (RSGT) came into being, and with it came the concept of an Integrated Logistics Hub.

Early on, Tusdeer and the shareholders had realized the need of an integrated zone. A zone which would serve you, our clients, beyond current offerings through providing a new set of innovative solutions and enable you to achieve your desired KPIs, your goals. The integrated logistics hub is designed with an eye on the future and already makes a provision for an intermodal terminal linking Tusdeer BRZ and RSGT directly with the Saudi Land Bridge Railway Project, which is set to connect Jeddah and Dammam by 2014. As such, the Integrated Logistics Hub is just the platform we had envisioned – a platform which enables our clients to do their business efficiently, profitably and successfully.

The journey from a mere idea to providing a multi-purpose specialized platform, from which international businesses operate at their optimum capabilities, has been a remarkable one. I am convinced that it will only get more exciting in the future as we push the boundaries of innovation, and I invite you to come join us on this journey of many firsts.

**Aamer A. Alireza**



DB Schenker partnered with Tusdeer BRZ in 2003 to begin operating our LCL import and export activities out of the 2000 sqm. warehousing space leased from Tusdeer. Our shipments originate from various origins including Hamburg, Antwerp, Genoa, Rotterdam, New York and Jebel Ali and land in our warehouse at the Tusdeer free zone. All customs formalities as well as distribution functions are performed under our supervision using Tusdeer's value added services. Thanks to this facility, we can offer our customers short and long-term storage and re-export services to various destinations. Tusdeer facilities and services have been instrumental in the strong growth of our Ocean LCL product over the past years, and this trend continues even during these tough economic times.

**Mr Emmanuel Avermaete,**  
Branch Manager, Schenker Saudi Arabia LLC

## Why Saudi Arabia?

Because Saudi Arabia is 70% of the lucrative GCC market.

Because Saudi Arabia is the largest economy in the region with GDP USD 592.8 Billion in 2008.

Because Saudi Arabia is one of the most desired locations for investment in the world today.

Because Saudi Arabia was ranked the "No.1 country in the Middle East" in terms of ease of doing business. (World Bank "Ease of Doing Business" report, 2005, 2006, 2007, 2008 2009)

Because Saudi Arabia promises an expanding industrial base, a vibrant economy, a thriving mass of human capital, and a will to achieve its true potential.



## Why Jeddah?

Because Jeddah is a thriving city of 3.4 Million strategically located close to the Suez Canal along the vital East-West trade routes.

Because Jeddah Islamic Port (JIP) is the premier port on the Red Sea, and is the gateway to Middle East markets.

Because Jeddah's transit time savings, when used as a hub for regional distribution, as compared to other ports in the region exceed 7-8 days.

Because JIP is the Kingdom's largest port and 70% of the country's imports pass across its quays.

Because every year Jeddah caters to the needs of over 3 Million Hajj Pilgrims and of another 3 Million visitors during the Holy month of Ramadan.

Because Jeddah serves as a trade and trans-shipment hub for East African and North African cargo in addition to the Middle East cargo.

"Tusdeer has provided a unique platform for Sharraf Shipping Agency, Jeddah to cater to the specialized logistics needs of a multitude of our clients. Tusdeer features in our long-term plans already - we plan to double our presence immediately, and treble it within the next 12 months"

**Mr. Mohammad Abdul Malik,**  
**Sales Manager - Western region,**  
**Sharraf Shipping Agencies**







## Why Tusdeer?

Because 'Tusdeer' is a vision to facilitate trade and commerce, to create opportunities, to support initiatives, and to bring synergies, all to lubricate the engines of economic growth.

Because Tusdeer is ideally positioned today in the leading economy of the region, is located within the premier port in the region, and together with Red Sea Gateway Terminal is poised to lead the drive for efficient logistics solutions through building capacities and enhancing capabilities.

Because Tusdeer has already proven to be a valuable partner and logistics solution provider for some of the industry leading names in the world.

Because Tusdeer aspires to be on the cutting-edge of technology and development a commitment visible in the following milestones:

- The state-of-the-art Red Sea Gateway Terminal , a Tusdeer affiliate.
- Provisions for intermodal integration with the Railway land bridge connecting both East and West Coasts of the Kingdom.







#### Success Story

'Al Zafer Cargo Services were one of the first companies to realize the true potential of the Tusdeer advantage. Starting with one warehouse in 2003, Al Zafer have grown their business nine-fold with Tusdeer in six years'

**Al Zafer Cargo Services**

Why now?

Because the **future is NOW!**





"At TNT, we have a promise to keep to our clients, and it's simple: "Sure, We can". It's a promise which requires us to constantly look for innovative solutions. Through Tusdeer, we have been able to add efficiencies to our value chain and offer better options for our clients. We are excited by this partnership and the possibilities it creates for our clients, and look forward to strengthening our presence in the Western region through Tusdeer"

**Martyn Wright,**  
**Managing Director TNT Saudi Arabia and Bahrain"**





## Tusdeer BRZ

The year was 1999. Saudi Trade and Export Development Co. (Tusdeer) was established to develop and operate the first Bonded and Re-export Zone in the Kingdom of Saudi Arabia. Tusdeer entered into a BOT agreement (Build, Operate and Transfer agreement) with the Saudi Port Authority to reclaim, develop and operate One Million square meters of land as a customs duty-free special economic zone catering to the needs of International trade and local businesses.

**Background:** Tusdeer is a private company owned jointly by SISCO (a prominent public listed company in the Kingdom) and Xenel group (a leading business house in the region).

**Present:** Tusdeer BRZ is a success story in its own right. Along with its affiliate, the state of the art Red Sea Gateway Terminal, it provides a thriving integrated logistics hub on the strategically vital coasts of the Red Sea, while adding to the capacity and capabilities of Jeddah Islamic Port and creating new opportunities for economic growth in the region.

**Offerings:** Professional expertise, a host of value added services combined with logistics facilities like Warehouses, Container Yards and Multi-purpose yards.

"The Centre-point supply chain is a complex model. With the worldwide network of suppliers, there is always a chance of a documentation or labeling error. Our Tusdeer warehouses are a convenient and cost-effective option in such cases. More importantly the timely completion of Customs formalities while in Tusdeer is absolutely invaluable to our operations"

**Centrepoint**

(Leased multiple warehouses from Tusdeer and are in discussions for substantial additional facilities)



## Warehousing

Pre-built as well as built-to-suit facilities - all come with 24/7 security, and basic utilities like electricity and water. All warehouses are equipped with fire-fighting systems while our pre-built warehouses come with an administration office unit.

- No Customs-duty applicable on cargo stored at the BRZ warehouses.
- Timely on-site customs inspection by a team of Customs officers conveniently stationed within the BRZ.
- Speedy deconsolidation and efficient handling of Groupage cargo, after which deliveries are effected directly from the warehouse.
- Cross-stuffing, reworking and re-handling of re-export cargo in a cost-efficient and timely manner.
- Assembling, Packaging, Re-packaging, Filling, Stickering and Labeling of Cargo.
- Storage period of up to three years for all cargo.
- Support services including all kinds of operational equipment and labor available at competitive rates.
- Simplified documentation processes.
- Well trained and highly experienced professionals on hand to provide efficient solutions as well as to assist with the necessary procedures.







Saudi Arabia is an exciting market full of opportunities as well as challenges. Through Tusdeer, we have made the most of the opportunities and tackled its challenges with ease. Our business has grown more than five times with Tusdeer in the past five years, and with the new 12000 sqm. facility we are taking this year, it only promises to grow manifold in the future.

**Captain Mohammad Manzoul,**  
**GM Bin Zager Barwil Maritime Transport**











## Container Yards

Option of using the Tusdeer General Container Yard for short-term requirements, or leasing a dedicated Container yard for clients with recurring requirements - as in the case of Logistics and Supply Chain Management Companies.

A cost-effective temporary storage option for cargoes experiencing delay for any number of reasons e.g. Loss of documents, discrepancy in documents, non-compliance with SASO or Health authorities' requirements; or for cargoes to be re-exported.

All container yards built to world-class specifications.

All kinds of Handling Equipment including Reach stackers and Forklifts provided along with professional expertise.

Customs duty-free storage facility outside the port making it possible to defer duties and providing a cost-effective alternative to paying port storage and line demurrage.

Efficient and careful handling of cargo at the time of customs inspection ensuring no loss of value though mishandling/pilferage.

Cross-stuffing, Inspection, or reworking of all kinds of containerized cargo.

Simplified documentation processes.

Well trained and highly experienced professionals on hand to provide efficient solutions as well as to assist with the necessary procedures.

"Ever since we have moved to Tusdeer, we have seen overall efficiencies improve by over 20% - so much so that in a short span of time we have trebled our volumes into Jeddah port because of Tusdeer's invaluable support."

### Home Centre

(Using the Tusdeer Container Yard for customs inspection and temporary storage purposes)

## Multi-purpose Storage Yards

Multi-purpose yards available in various sizes and specifications as per the requirements of the clients.

Customs duty-free storage facility outside the port—making it possible to defer duties and providing a cost-effective alternative to paying port storage.

A cost-effective temporary storage option for cargoes experiencing delay for any number of reasons e.g. Loss of documents, discrepancy in documents, non-compliance with authorities' requirements; or for cargoes to be re-exported.

Splitting B/Ls, breaking bulk, inspection, and reworking of all kinds of cargo including automobiles, heavy vehicles and machinery, commodities and building materials—post inspection, cargo may be released in part or in full to the local market upon payment of duties.

All kinds of Handling Equipment including heavy-lift machinery and cranes, Forklifts, Low-bed trailers etc. provided at competitive rates along with professional expertise.

Professional and careful handling of cargo ensuring no loss of value through mishandling.

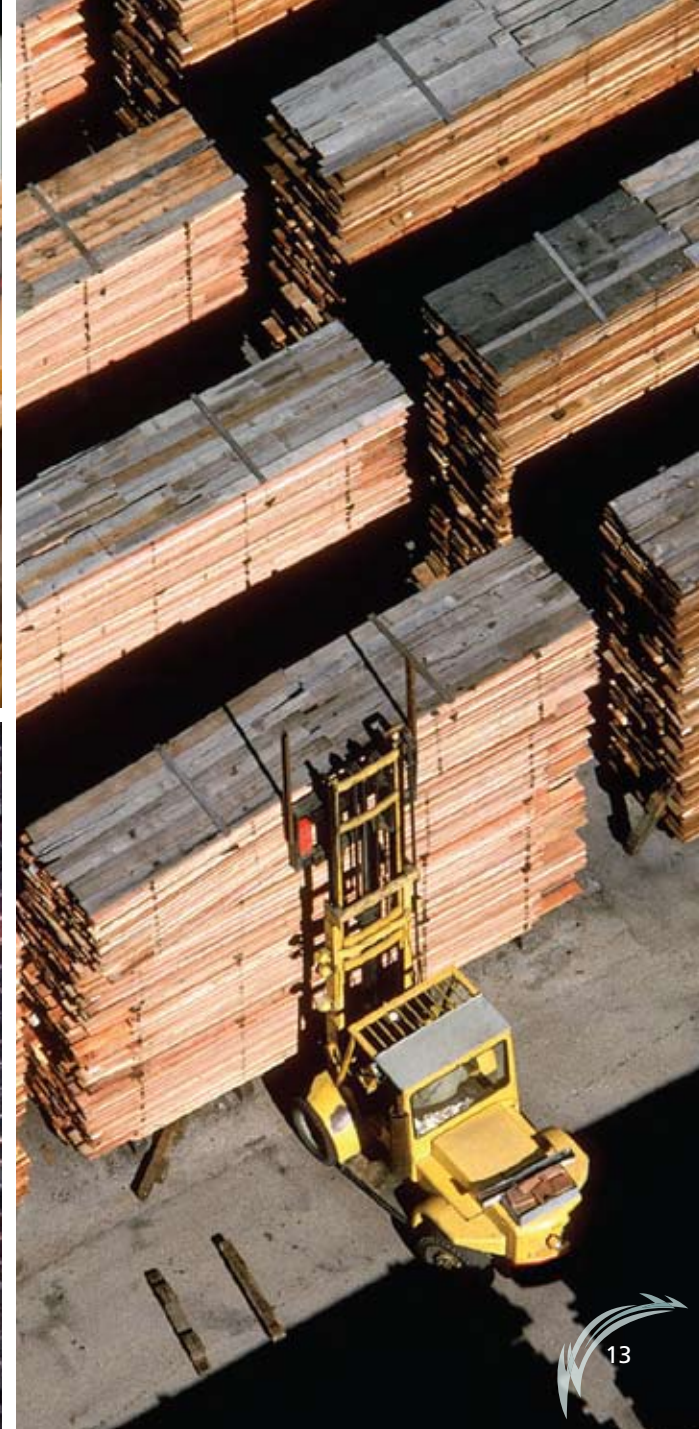
Storage period of up to three years.

Simplified documentation processes.

Well trained and highly experienced professionals on hand to provide efficient solutions as well as to assist with the necessary procedures.







We started with one warehouse in 2006, today we operate four warehouses. Tusdeer played an important role in our growth and we are pleased to be a part of Tusdeer's growth. Tusdeer's prompt attention to our queries saves valuable time and money for us.

**Mr. Mohammad Aslam,**  
Branch Incharge,  
Al Maweed Marine Services)





## محطة بوابة البحر الأحمر RED SEA GATEWAY TERMINAL

Tusdeer is a share-holding affiliate of the Red Sea Gateway Terminal (RSGT) – a state of the art terminal which through its lay-out, design and cutting-edge technology enhances JIP's overall capability to compete with the top 10 largest ports in the world. Phase 1 of RSGT is already operational.

### New Capacity

- Custom-built world-class container terminal with a 1.5 million TEU capacity will increase Jeddah Islamic Port's annual through-put by 45%.
- The 450,000 sqm yard has storage capacity for 45,000 TEUs and 1680 reefer plugs.

### New Capability

- Berthing length 1,053m with a draught of up to 18m at quay wall.
- Eight Super Post-Panamax Cranes, capable of tandem handling two full 40-foot containers, or four 20-foot equivalent units, provide an out-reach of 23-rows across and lifting capacity of 85 MTS under the spreader – the best in the country.
- 300m wide, 4km dedicated navigation channel, which with a 18m draught enables receiving the new generation of 12,000+ TEU container ships.

### Intermodal Connectivity

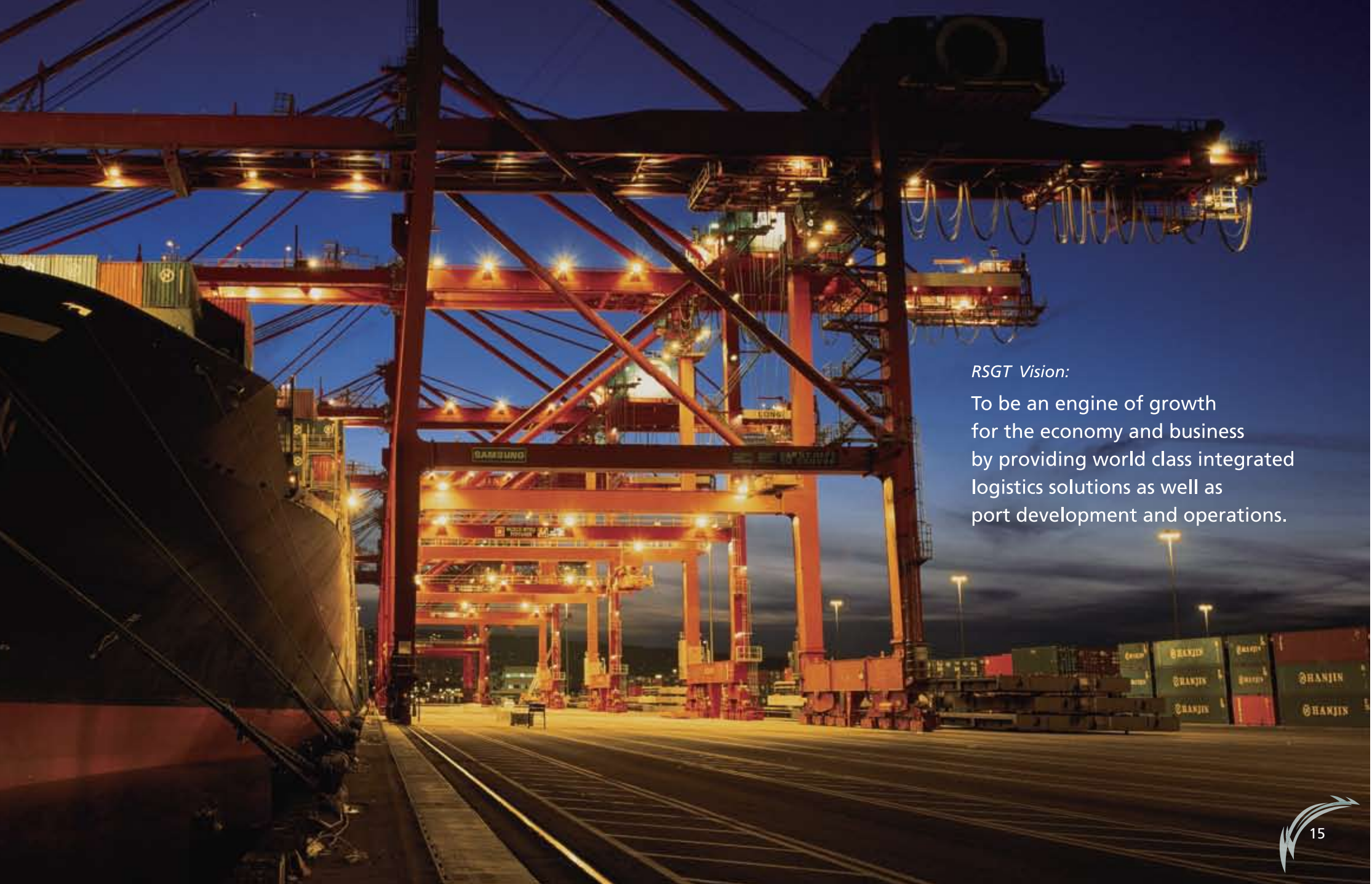
- Provision for an Intermodal terminal to enable connectivity with the Saudi Land Bridge, providing direct rail link between Saudi Arabia's Eastern-Western regions.
- The rail link to be directly integrated with wharf-lines for fast container transfer.

### Integrated Logistics Hub

- Complete integration with Tusdeer BRZ and the addition of Intermodal Terminal form an Integrated Logistics Hub, which provides a focal point for efficient handling of cargoes.
- Advanced IT systems enable free information flow and paperless transactions in a time and cost-efficient manner.
- Optimization of external road network enables carrying increased traffic loads.



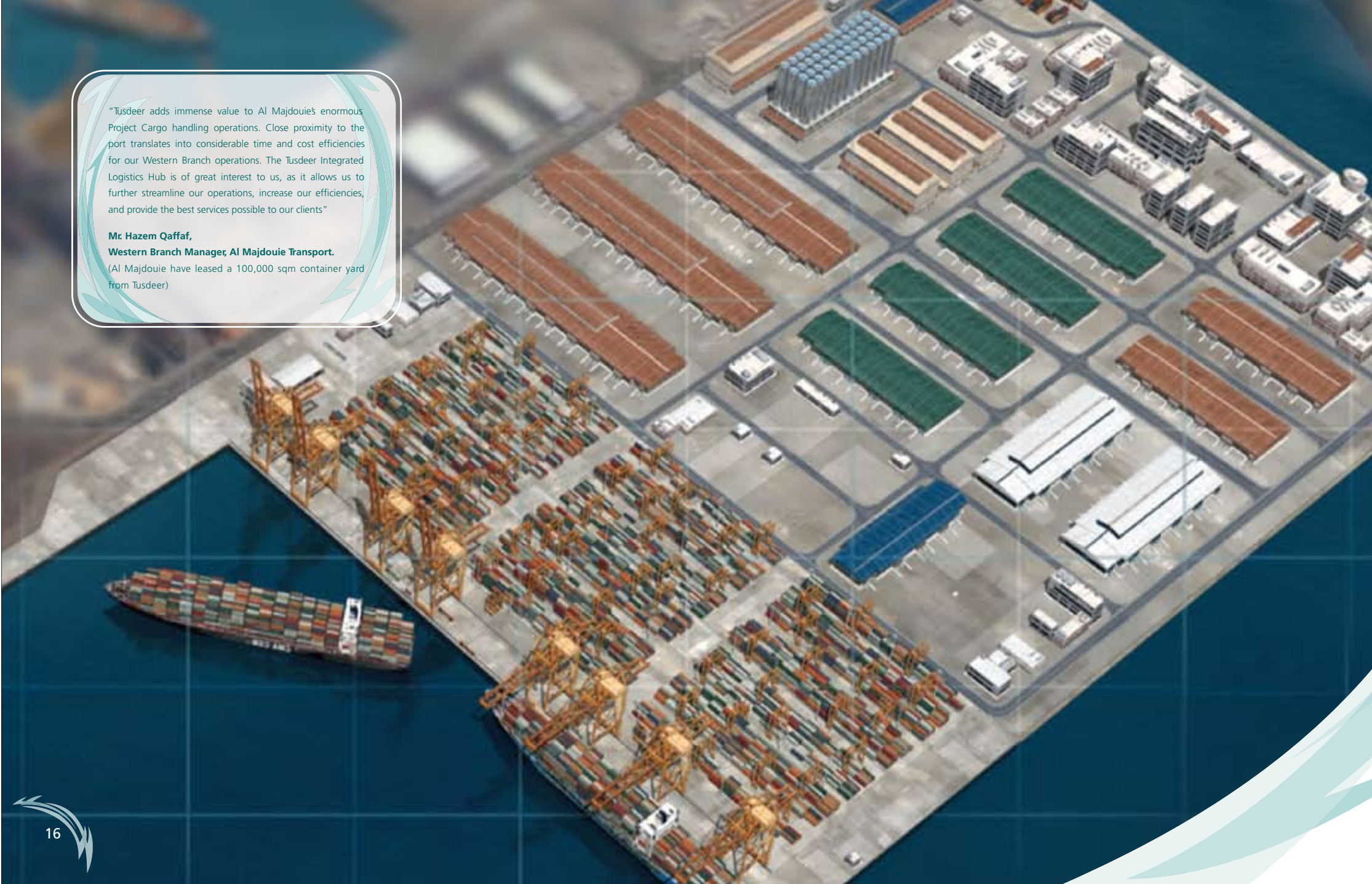




*RSGT Vision:*

To be an engine of growth  
for the economy and business  
by providing world class integrated  
logistics solutions as well as  
port development and operations.





"Tusdeer adds immense value to Al Majdouie's enormous Project Cargo handling operations. Close proximity to the port translates into considerable time and cost efficiencies for our Western Branch operations. The Tusdeer Integrated Logistics Hub is of great interest to us, as it allows us to further streamline our operations, increase our efficiencies, and provide the best services possible to our clients"

**Mr. Hazem Qaffaf,**  
**Western Branch Manager, Al Majdouie Transport.**

(Al Majdouie have leased a 100,000 sqm container yard from Tusdeer)



