INVESTORS JOURNEY

قطاع الموانئ
PORTS

PART OF
AD PORTS GROUP

ABU DHABI PORTS
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INVESTORS JOURNEY

START

1 Lead Generation

Options:
1. Hunting based on strategic product vertical Strategic product vertical
2. Abu Dhabi Connect
3. Leveraging ADPG network
4. New business enablers
5. Non-organic growth: M&A Collaboration

2 Scoping

1. Understanding overall supply chain
2. Discovering supply chain success factors
3. To be a client or partner of the port cluster

3 Building Commercial Proposal

Pure land and quay wall lease, based on business plan requirements OR Capex investment (involves following steps)
1. Input gathering: Capex from project management, Opex from operations, revenue forecast
2. Financial model: Calculate key financial matrix
3. IC presentation: Port cluster and corporate
4. Shares commercial proposal with the customer based on approval from IC

4 Contracting

Based on the agreed commercial terms, build and sign the contract

5 Project Management

Coordinate with the project management team to provide the necessary approvals and documentation to the tenants, enabling them to obtain the required permissions from statutory bodies

6 Government Engagement

Liaise with government stakeholders

7 Milestone Tracking

Track various project completion milestones

8 Commissioning

After project commissioning, transfer account management responsibilities to the commercial department

FINISH