

RSA-TALKE signs key contract with The Dow Chemical Company

- **Signing of contract with Dow in line with RSA-TALKE's strategy of offering integrated logistics solutions to the chemical and petrochemical industries in the Gulf region**
- **Adds warehouses for petrochemical products to its storage capacities in Dubai by 10,000 square metres for polymer logistics at Dubai World Central**
- **Dubai an increasingly important hub for international chemical logistics**

Dubai (UAE), 02. February 2015. Dow and RSA-TALKE today signed a contract for the storage of petrochemical products that will be marketed by Dow from Sadara Chemical Company, a joint venture of Dow and Saudi Aramco in the Kingdom of Saudi Arabia. The joint venture for chemical logistics RSA-TALKE is constructing a 10,000 square metre warehouse for petrochemical products in Dubai. It is located on the same premises as the company's dangerous goods warehouse, which was opened in early 2014 at the Aerotropolis known as Dubai World Central (DWC).



Just signed a contract for the storage of petrochemical products in Dubai (fltr.): Richard Heath, Director Middle East & Asia at TALKE and Director at RSA-TALKE, Andreas Schmitt, Supply Chain Director, Dow Chemical IMEA, and Abhishek Ajay Shah, Managing Director RSA Logistics and Director at RSA-TALKE.

This second warehouse complex at Dubai World Central has been designed to mainly store petrochemicals. With the new build of the warehouse, RSA-TALKE – a joint venture of Dubai-based RSA Logistics and the German TALKE Group – serves demand of customers from the chemical and petrochemical industries in the Gulf region, which is confirmed by the choice of the warehouse by Dow for its products from Saudi Arabia.

"The strong demand from the up-and-coming chemical and petrochemical

industry in the Gulf region has confirmed our strategy of expanding our portfolio of specialised logistics services," as Richard Heath, Director Middle East & Asia at TALKE and Director at RSA-TALKE, explains. "We expect the dynamic growth of the chemicals sector in Dubai and the region to carry on and will continue to expand our service offering," says Abhishek Ajay Shah, Managing Director at RSA Logistics and Director at RSA-TALKE.

"We are delighted about the signing of the contract with Dow for their flow of petrochemical products from the Sadara plant and see this significant agreement as a confirmation of our strategy in Dubai," says Abhishek Ajay Shah. Dow has established a solid presence in the Middle East

petrochemicals industry, partnering with leading regional companies like RSA-TALKE to set up state-of-the-art petrochemical complexes across the region.

The planned new build of a large container terminal for chemical goods in the Jebel Ali free zone (JAFZA) rounds off RSA-TALKE's concept. "With the RSA-TALKE tank container terminal and its associated services we will strengthen the position of our group in the GCC even further," says Richard Heath. "By expanding our service portfolio, we can provide professional logistic services to support chemicals manufacturers in the whole of the Gulf region with the continuing expansion of their own product portfolio."

The United Arab Emirates and the countries of the Gulf Cooperation Council GCC are regarded as key markets for the chemical industry, with Dubai as an increasingly important logistics centre. The Emirate of Dubai is seen as a significant hub for the export of chemicals from the region to Africa, India and the Far East.

To the editors:

RSA-TALKE is a joint venture between RSA Logistics and TALKE. The company was founded in 2013 and offers state-of-the-art storage capacity for harmless and dangerous petrochemical products at the logistics hotspot Dubai. Apart from storage capacity in Dubai, the company also offers access to the joint venture partners' structures and resources, providing customers with a broad range of efficient specialised logistics services for the chemical and petrochemical industries.

RSA Logistics was established in 2007 and now has a major presence in the UAE and Kenya. RSA offers services in Contract Logistics, freight forwarding, distribution and supply chain management. Headquartered in Dubai, RSA have developed business verticals, in Chemicals, Automotive, Oil & Gas and Projects.

RSA was the first company to start operations in Dubai World Central in 2009, which has allowed the company establish itself as a pioneer and a service provider that specializes in tailored solutions to a diverse range of Multinational customers.

With positive growth shown in the chemical vertical, RSA are committed to providing high quality facilities with flexible technology, to further enhance the customer experience. RSA continue to aggressively expand its services through the Middle East & East Africa.

RSA's facilities are ISO certified, rated as 5 star facilities by the DMCC and SQAS assessed.

TALKE Group, founded in 1947, is among the world's leading logistics service providers to the chemical and petrochemical industry in Europe, the Gulf States, India and China. The company's core competencies include the transportation, storage and added-value services for hazardous substances of almost all classes as well as for harmless dry and liquid chemicals and polymer granules. Moreover, the logistics specialist offers tailor-made contract logistics solutions, state-of-the-art outsourcing concepts and planning and project management services for the construction of logistics facilities.

TALKE Group employs around 2,400 employees at 39 sites in Europe, the Middle East, India and China. Over 2,300 tankers, silo trucks and containers and an extensive range of special equipment to suit individual customer needs for both road and intermodal transports are at the Group's disposal in order for it to provide its reliable transport and logistics solutions.

ALFRED TALKE Logistic Services is a member of the Responsible Care programme, and was one of the first logistics service providers in Germany to join this initiative in 2009.

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