



Success on a Global Scale



**EXPO
2020
DUBAI
UAE**

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Agenda



- Introduction
- Overview of Poland Pavilion
- Understanding the logistics needs of Poland Pavilion
- Overview of UPS – your logistics partner for Expo 2020
- Any other discussion topic / next steps



Overview of Poland Pavilion



- Theme: "Poland has chosen a design inspired by migrating birds for its Expo 2020 Dubai pavilion. Around half or three quarters of the birds that are found in the Arab world are born and nest in Poland and seasonally migrate."
- Designer: "The winning entry by Warsaw architectural studio WXCA was chosen from 30 entries for its close attention to the theme of mobility. The design combines the idea of nature and technology, and we have a very strong aviation business down in the south of Poland, so anything that is related to birds is good."

Source: The National UAE, Oct. 9, 2018





Overview of Poland Pavilion



- Description: “The structure will be made from wooden boxes that look like shipping containers. They will be surrounded by steel rods holding thousands of paper birds, which from a distance blur the lines of the building.”
- Goal: Poland hopes to build recognition for “made in Poland” as a brand and a concept that melds the traditional and the modern through its pavilion. Polish design is central to the programme, especially furniture and boats, but also medical, tourism, fashion, cosmetics and food.”





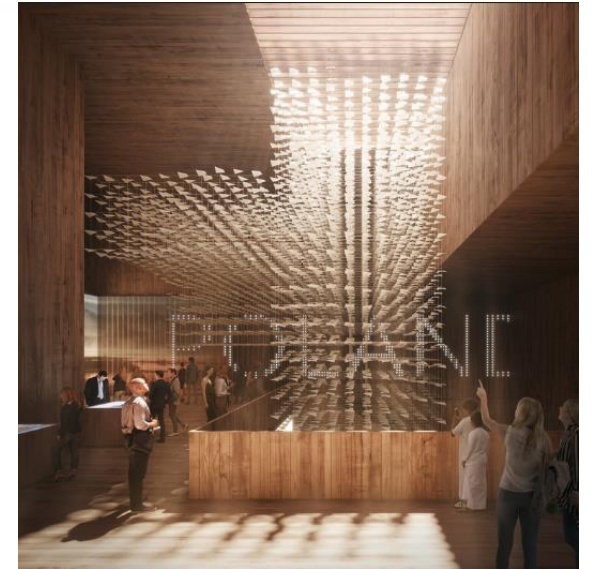
Overview of Poland Pavilion



- "At the Expo, we want to highlight Polish culture but at the same time we want to show how modern and advanced Poland is in terms of production and technology."

Source: Tomasz Pisula, President of the Polish Investment and Trade Agency.

- Location at Expo 2020: Mobility
- Size of plot: 2,000 m²
- Budget: \$ 22 million





Poland Pavilion - Location at Expo 2020 Site (Plot C.78)





Understanding the Logistics needs of Poland Pavilion



1

Construction – “Shell & Core”

- Locally produced in the UAE?
- Any production in Poland?
- Any production outside of Poland?
- Timing of the production?
- Construction “Shell & Core” contacts?

2

Construction – “Fit-out”

- Unique movie technology?
- Sound & lighting?
- Other products?
- Location of production?
- Timing of the production?
- Construction “fit-out” contacts?

3

3. Operations

- Food & beverages?
- Retail (physical)?
- Retail (online)?
- Gifts?
- Other products?
- Temporary storage needs?
- Operations contacts?

4

4. De-commission

- Return to local UAE?
- Return back to Poland / other countries?
- Charity?
- De-commission contacts?



Expo 2020 recommends using UPS, Official Logistics Partner

“The Organizer has selected UPS Middle East FZE, a subsidiary of United Parcel Service Inc. (UPS), as the Official Logistics Partner for Expo 2020. Expo 2020 Dubai recognizes that common and complex challenges may be solved by forging meaningful collaborations and successful partnerships.”

“It was crucial we had a global logistics giant to make sure we delivered Expo 2020 on time. It will need huge amounts of goods & supplies to be delivered from around the world to Dubai.”

Marjan Faraidooni, Senior Vice President of Legacy Development and Impact, Expo 2020

Expo 2020 Dubai Logistics & Customs Guide



Global Solutions for your business delivered by UPS

Courier

Guaranteed time-definite and day-definite delivery worldwide

Air Freight

Offer options to meet urgent and routine needs

Ocean Freight

Full range of ocean freight and transportation services



GCC Road Transport

Cross border transportation, pickup and distribution services

Distribution & Logistics

Design & planning of the supply chain network facilities and IT systems, distribution of goods regionally/globally

Customs Brokerage

Combine our brokerage and transportation services to ensure compliance and timely delivery of goods



Harnessing UPS's Global Network for your Expo 2020 Pavilion

Sharing the Overall Program Vision

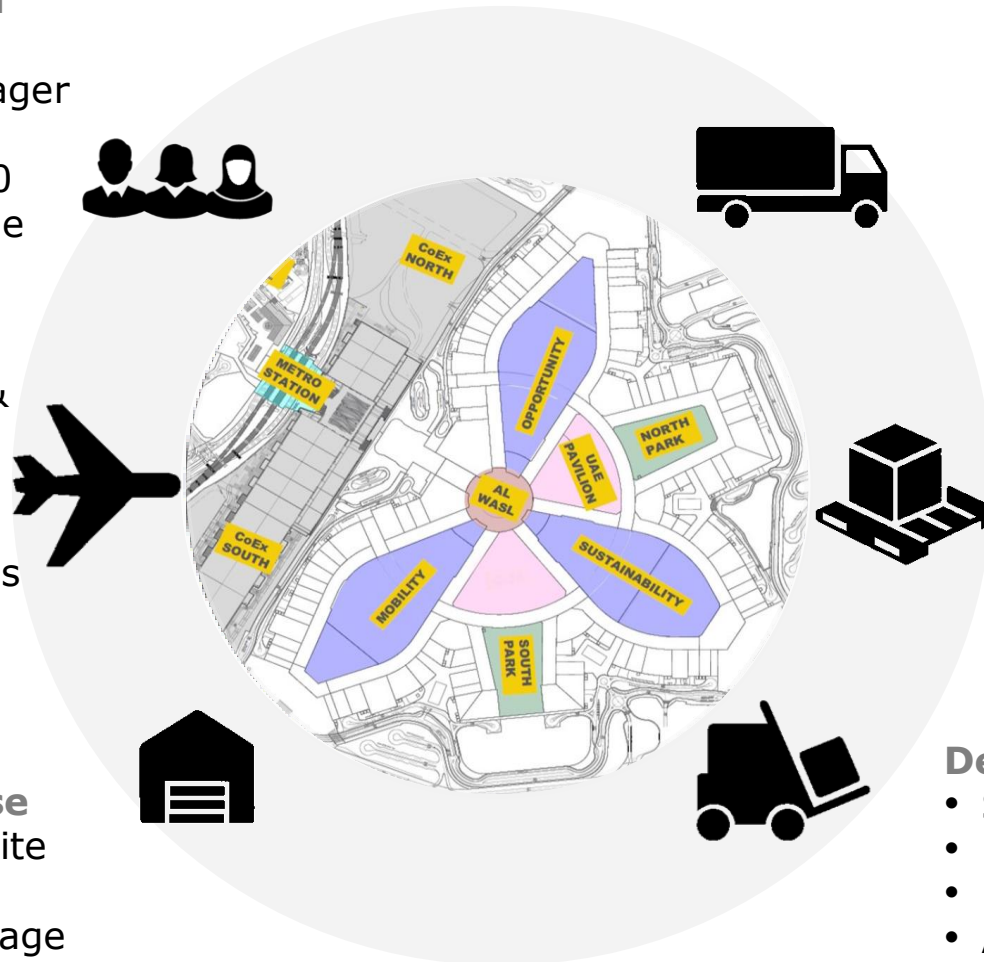
- Local Account Manager
- Solution Design
- Applying Expo 2020 functional knowledge
- Carbon Offsetting

Load-In

- UPS Air & Ocean Freight & Courier
- UPS Regional Transport
- Customs & Brokerage
- Transit Insurance Solutions
- All designed to support exhibit, content, retail and technology consignments

Local Off-Site Warehouse

- <5km from Expo 2020 Site
- Climate Controlled
- Yard & Construction Storage
- Assembly & Other Value Add Services



Distribution

- Dedicated Fleet for Expo 2020 operations
- Free Zone & Compliance Guides in Collaboration with Expo 2020
- Specialist Vehicles

Venue Logistics Support

- Test Events
- Logistics Workforce & MHE
- Mailroom Services
- Supports Special Events and/or Pavilion Refreshment

Decommissioning Support

- Storage for High Value Items
- Flight Case & Container Storage
- Disassembly & Packing
- Asset Recovery & Repatriation
- Recycling & Re-use



UPS - your logistics partner for Expo 2020

UPS has significant experience in providing logistics support for global mega-events.



UPS provides insight advantages

- UPS has dedicated team of managers embedded within the Expo 2020 organizing committee
- UPS engagement with Expo 2020 includes the development of logistics operating plans and the Expo 2020 Logistics and Customs Guide
- UPS is uniquely positioned to provide participants with methods of operation which align with the Expo 2020 site
- The service quality associated with UPS will be executed by our dedicated team of drivers and venue personnel



UPS creates value to participants

- Competitive rates (through economies of scale)
- Lower risk (dedicated on-site management organization at Expo 2020 site; balance between compliance and minimize duty / tax)
- Ease of use (direct contact with origin & destination UPS Expo 2020 Teams)
- Peace of mind (all planned deliveries onto Expo 2020 site need to be booked into DMS – delivery management system – which is managed by UPS / Expo 2020 Team)



Support from both your local UPS Team in Poland as well as central UPS Expo 2020 Team in Dubai



UPS Team in Poland

- Wojchieh Arszewski, Director of Public Affairs
- Marzena Godala, Country Manager - FF
- Monika Miller, Account Manager - FF
- Krystyna Chojeka, Account Manager - SP

UPS Expo 2020 Team in Dubai





Any other discussion topic / next steps





Indicative
Pricing





Indicative pricing for logistics services – Warehousing

Storage	Rate	Unit
Internal	AED 82.00	per m ² per month
External	AED 13.00	per m ² per month

Receipt	Rate	Unit
Pre-palletised	AED 40.00	per pallet
Palletised from loose cartons	AED 64.00	per pallet
Out of gauge items (non-palletised)	AED 26.00	per m ³
Bar-coding	AED 3.30	per pallet
Bar-coding	AED 2.20	per out of gauge item

Despatch	Rate	Unit
Pre-palletised	AED 40.00	per pallet
Palletised from loose cartons	AED 26.00	per pallet



Indicative pricing for logistics services – Container Storage

Container Storage	Rate	Unit
20' Container storage rental	AED 3.80	per day
20' Container storage purchase	AED 5,702	each
40' Container storage rental	AED 6.97	per day
40' Container storage purchase	AED 10,136	each

Container Delivery & Pick-up	Rate	Unit
1x 40'	AED 890.00	per trip
2x 20'	AED 890.00	per trip
Lift on / Lift off	AED 178.00	Per twenty foot equivalent (TEU)

- Containers for self-managed storage



Indicative pricing for logistics services – Distribution

Vehicle Type	Cost per day (incl. driver and up to 60 miles)	Additional driver per day	Additional charge per mile
1 tonne Utility Van	AED 635.00	AED 236.00	AED 1.18
3 tonne truck with/without tail lift	AED 684.00	AED 236.00	AED 1.32
7 tonne truck with/without tail lift	AED 1,170.00	AED 270.00	AED 2.74
12m truck / trailer	AED 1,477.00	AED 270.00	AED 3.73



Indicative pricing for logistics services – Venue Logistics

Service	Charge	Unit
Operational Crew	AED 23.20	hour
Operational Team Leader	AED 96.50	hour
MHE* - Forklift	AED 120.00	period of four hours
MHE* – Forklift Driver	AED 23.20	hour

- MHE = Mechanical Handling Equipment



**Contact for more
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