

Birdseye

A PACE SPEDITION communiqué



IN THIS ISSUE:

CEO's Message – 1

The Abraham Accord – 2

UAE Economic Indicators –3

Blockchain In Logistics –3

Freight rates are at an all time high –4

Qatar-Saudi re-open borders –5

MRO Middle East re-scheduled –5

2020: A year of change and challenge –6

CSR Initiative –9

Meet Our Team –9

A MESSAGE FROM THE CEO

Hello Stakeholders,

With 2020 behind us, uncertainties and challenges in many countries still continue and we hope that 2021 will be a year of restoration and bounce back. On the business and personal front, we have had to make many compromises to keep the flame burning and sustainability was the buzzword. Certain industries were harder hit than others and we know of many large organizations filing for bankruptcy or going out of business. 2020 has taught us many lessons on staying resilient, agile, and flexible. We saw high street fashion houses manufacturing masks and other PPE material. Airlines started loading cargo on passenger aircrafts inside cabins to quickly attract cargo volumes which were still in high demand. Freight rates from Asia went north and continue to remain strong even in the new year. Securing space from Asia remains a challenge and we do hope it stabilizes post Chinese New Year.

With every challenge comes an opportunity and it is important for us to spot these opportunities quickly and convert them into action. At Pace Spedition, our boutique white-glove services on Fine Arts has done well even in these difficult times and we continue to consolidate our position as a quality service provider to the Fine Arts business. Finally, I would like to thank all our employees who worked extremely hard and put in the extra hours working from home, our front runners who were out receiving and delivering our customers shipments even during the lockdown, without violating any guidelines set by the local authorities and we did ensure there were no showstoppers to our customers supply chain. A big thank you to our customers and partners for their support in 2020 and we will continue with this relationship in the new year.

Warren Jacob
CEO



THE ABRAHAM ACCORD

The historic Abraham Accord will stimulate trade and investment cooperation between the UAE and Israel creating new business opportunities in trade and commerce in the private and government sectors. Trade between the UAE and Israel has hit AED 1 Billion and is expected to create 15000 new jobs.

Dubai's main imports from Israel include vegetables and fruits, diamonds and flat screens, hi-tech devices, and medical and mechanical devices; while exports include diamonds, smart phones, engine spare parts, perfumes and lubricants.

"Expo 2020 is a golden opportunity for Israel to introduce its services, products and opportunities to the world."



MSC was the first ocean carrier to ship their containers from the UAE to Haifa on the 'Indus Express'. Israeli carrier ZIM will not be far behind and will soon begin offering ocean liner services to and from the United Arab Emirates (UAE).

Under the new peace agreement, there will be 28 direct flights between the UAE and Israel which will facilitate the movement of passengers and cargo.



UAE ECONOMIC INDICATORS

Dubai recorded AED551 billion worth of non-oil external trade in the first half of 2020. The emirate's ability to minimize the impact of the pandemic-induced global economic slowdown on its trading sector reflects its exceptional logistics infrastructure, which enabled it to maintain uninterrupted trade flows and a streamlined supply chain. Imports accounted for AED320 billion, exports AED77 billion, and reexports AED 154 billion. A total volume of 44 million tons of goods were traded through Dubai including 30 million tons of imports, 8 million tons of exports and 6 million tons of re-exports.



SUPPLY CHAIN AND BLOCKCHAIN: A DYNAMIC DUO



Blockchain is today the most widely discussed topics across industries. Thanks to the Bitcoin, many of us now understand blockchain better, but there is still much to be done to move to the next level in the transportation and logistics vertical. Firstly, blockchain aims to bring standardization, glass tube like visibility and improve and modernize the supply chain process. With supply chain's being overly complex and many stakeholders involved, blockchain will be able to connect the many players in the supply chain, bringing efficiencies and helping in quick dispute resolutions if they are to occur. Authenticity and accuracy of data is maintained as everyone in the network will play a key role in data validation to ensure integrity.

Business scalability will also become possible in the blockchain ecosystem which traditional tracking systems may not always be able to provide. At Pace Spedition, we see blockchain as a game changer and our team has been actively engaged with a few service providers reviewing their platforms to manage blockchain transactions. As and when blockchain technology enters the logistics space, we will be ready and compliant.



FREIGHT RATES ARE AT AN ALL TIME HIGH

AS SHOWN BY THE SCFI AND FBX

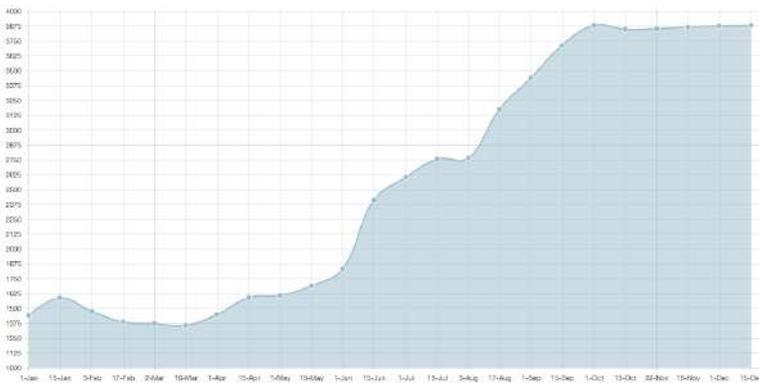
The Shanghai Export Containerized Freight Index (SCFI) was officially launched as of October 16, 2009. This index reflects the ocean freight and the associated seaborne surcharges of individual shipping routes on the spot market.

Shipping routes, which are major container trade routes export from Shanghai to the following regions: Europe, Mediterranean Sea, US west coast, US east coast, Persian Gulf, Australia/New Zealand, West Africa, South Africa, South America, West Japan, East Japan, Southeast Asia and Korea.

2020



2020



Freightos Baltic Global Average Freight Rate Index

FBX is based on aggregated and anonymized real-time business data from global freight carriers.



QATAR AND SAUDI ARABIA REOPEN BORDERS AFTER OVER 3 YEARS

On January 9th 2021, the UAE, Saudi Arabia, Bahrain and Egypt re-established diplomatic relations with Qatar and announced the re-opening of the air, land and sea borders. UAE's trade with Qatar was at \$3.5 billion just before the freezing of relations which made it the largest GCC trading partner with Qatar. Nearly 45% of the tourist influx into Qatar comes from its GCC and Gulf neighbors.

The Abu Samra border is the only land border crossing between Qatar and Saudi Arabia which allows a free flow of goods and people into Qatar from neighboring GCC states and plays a vital role for trade and commerce between the gulf states and Qatar.

"It's good the crisis has been resolved, and the warm welcome we had, and the happiness we see in our brothers," the driver of the second car to pass through the Abu Samra-Salwa crossing told Ekhbariya TV.



MRO MIDDLE EAST RE-SCHEDULED

MRO Middle East is a two day exhibition co-located with Aircraft Interiors Middle East (AIME), taking place every year in Dubai, UAE. The event attracts local, regional and international decision makers from Airlines, MROs, OEMs, Lessors, Suppliers and more to connect with 5,000 attendees and develop business in the commercial aviation aftermarket.

MRO Middle East has been re-scheduled to take place on the 15th and 16th June 2021 at the Dubai World Trade Center. The Aircraft Interiors Middle East will also be taking place on the same dates.



2020 A YEAR OF CHANGE AND CHALLENGE

The author, Adv. Joy Thattil is the Managing Partner at Callidus Legal, having offices in Dubai, Singapore and India.
Email Id: joy@calliduscmc.com



No one in their wildest dreams imagined at the end of 2019, what the onrushing train of 2020 would bring. 2020 was always touted to be known as one of the important years with some great historic changes expected to take place all across the globe but with the natural disasters, the pandemic, the worldwide lockdown, massive recession; the Geospatial World called this year as the " worst year ever seen".

The big hope was that 2020 would be THE year for profitability and sustainability. But in a matter of weeks, it had to be put on a back-burner as survival became the top priority. A United Nations progress report published in December 2020 indicated that none of the international Sustainable Development Goals for 2020 were achieved. The entire year of 2020 passed by the COVID- 19 pandemic which has led to global social and economic disruption, mass cancellations and postponements of events, worldwide lockdowns and the largest economic recession since the World War 2.

But before we bid goodbye to this unprecedented year, it is essential to make sense of the developments which tested the world and its people. We started the year worrying about the possibility of World War III and ended up facing bigger troubles. A look back on the year that passed by like a gush of winds, below is the list of all the major events that we've endured this year.

1.AUSTRALIA BUSHFIRES AND WESTCOAST WILDFIRES

It began in September 2019 and continued to blaze in to the New Year as well. It was also called the "Black Summer" as it killed as many as 500 million animals, burned 47 million acres, displaced thousands of people and killed at least 34 people. The Royal Australian Navy (RAN) and the Royal Australian Air Force (RAAF) were deployed to New South Wales to assist mass evacuation efforts. Deadly wildfires erupted from California to Washington State, burning millions of acres and displacing hundreds of thousands of people since mid-August.

2.HARRY AND MEGHAN QUIT (MEGXIT)

On 8th January 2020, Prince Harry, Duke of Sussex, and Meghan, Duchess of Sussex, made an announcement on their social media handle of their intention to "step back as 'senior' members of the Royal Family". Megxit came to signify the break by the couple from the British royal family and its former protocol and their plans for independence under their new brand, then tentatively named Sussex Royal.

3.COVID 19 PANDEMIC

As mentioned earlier this year has to be credited to the virus as it has ruled the roost and shaken up the entire world. It is an on-going pandemic of coronavirus disease 2019 (COVID-19) caused by severe acute



2020 A YEAR OF CHANGE AND CHALLENGE

(CONTINUED)

respiratory syndrome coronavirus 2. The virus was first identified in December 2019 in Wuhan, China. The World Health Organization declared the outbreak a Public Health Emergency of International Concern in January 2020 and a pandemic in March 2020.

As of 27 December 2020, more than 80.3 million cases have been confirmed, with more than 1.75 million deaths attributed to COVID-19. The world woke up to a "new normal" with various preventive measures including social distancing, wearing face masks in public, ventilation and air-filtering, hand washing, covering one's mouth when sneezing or coughing, disinfecting surfaces, and monitoring and self-isolation for people exposed or symptomatic. The Coronavirus disease has impacted every segment of life like commercial establishment, education, economy, religion, transport, tourism, employment, entertainment, food security, sports, etc. The outbreak has become a major destabilizing threat to the global economy. Economist intelligence unit has forecast that markets will remain volatile until a clearer image emerges on the potential outcomes.

4. IMPEACHMENT OF PRESIDENT DONALD TRUMP

Donald Trump became the third President in American history to be impeached on with a majority of Representatives voting in favour of the two articles of impeachment drawn up by House Democrats. The former President was accused of abuse of power and obstruction of Congress, both connected with the Ukraine scandal. He was ultimately acquitted by the Senate on February 5.

5. BREXIT

After years of negotiations and drama, Brexit finally happened on January 31. The United Kingdom officially left the European Union but braced itself for yet more negotiations in the years to come. To date, the UK is the first and only country formally to leave the EU, after 47 years of membership within the bloc, after having first joined its predecessor, the European Communities (EC), on 1 January 1973.

6. VIOLENCE IN DELHI OVER CITIZENSHIP AMENDMENT ACT

India's Citizenship Amendment Act (CAA), which was passed in late 2019, would allow people of certain religions from neighboring countries to become Indian citizens. However, Muslims were exempted from this, leading many to protest it for being "anti-Muslim."

Between February 22 and February 27, protests over the CAA led to communal violence in northeast Delhi, wherein mobs attacked Muslim neighborhoods in a frenzied state. At least 53 people died in the violence.

7. BEIRUT EXPLOSION

On 4 August 2020, a large amount of ammonium nitrate stored at the port of the city of Beirut, the capital of Lebanon, exploded, causing at least 204 deaths, 6,500 injuries, and US\$15 billion in property damage, and leaving an estimated 300,000 people homeless. A cargo of 2,750 tons of the substance had been stored in a warehouse without proper safety measures for the past six years, the explosion was preceded by a fire in the same warehouse, but as of November 2020, the exact cause of the detonation is still under investigation.

8. BLACK LIVES MATTER PROTEST

The police-involved killings of George Floyd, Ahmaud Arbery and Breonna Taylor this year sparked a wave of peaceful — and sometimes violent — demonstrations and riots across the world to demand an end to police brutality and racial injustice. African American George Floyd died on May 25 when a white policeman knelt on his neck for more than eight minutes. Hundreds of people gathered outside the White House to protest against the police.

9. 46TH PRESIDENT ELECTED IN USA

Joe Biden became the 46th president of the United States on Nov. 7, defeating President Trump with a critical assist from his birth state, Pennsylvania, which delivered the votes to propel him to victory and end one of the most contentious elections in recent memory. Ms. Kamala Harris is the First female, the highest-ranking lady elected official in U.S. history, the first African American and the first Asian American Vice President.

10. KARACHI AND KERALA PLANE CRASH

In May, a Pakistan International Airlines (PIA) plane carrying 99 people aboard crashed into a densely populated residential area near Jinnah International Airport in Karachi. The crash killed 97 people while two passengers miraculously survived it.

On the 7th August, a repatriation flight had crash landed at Calicut International Airport due to heavy rains and ended up skidding off the end of the tabletop runway killing 19 passengers and both pilots.

2020 A YEAR OF CHANGE AND CHALLENGE

(CONTINUED)

1.Nature has completely healed while Human Activity was zero.

2.After a dramatic postponement, the highly anticipated SpaceX Crew Dragon launch finally happened on May 30.

3.We have all learnt and accepted the new normal thus proving the fact that humans can adapt to any environment.

4.In order to curb any further damage due to Covid 19, many Countries have done their best to create a safe and effective vaccine using their own resources.

5.Though COVID 19 had primarily harmed senior citizens, there was a 103 year old grandmother who had beat the virus.

6.Wild Animals Occupied the Streets when human movement had reduced.

7.Parasite became the first foreign film to win at the Oscars.

8.Work from home has benefitted companies by saving commuting time, increasing productivity, and creating a better work-life balance.

9.Humanity became the need of the hour and that was the best realization of 2020.

2020 has been one of most tiring years that anybody has witnessed in our very comfortable lives. But in the midst of the tragedies there was courage, there was grace, there was sacrifice, there was hope—there were people who faced the worst rising up to be their very best. Few will recall the year just ending with anything close to fondness. But it will surely be recalled with no small measure of pride.



© ILLUSTRATION BY GREGG HARRIS

CSR INITIATIVE

As part of our CSR initiative, we have partnered with Oxfam India in December 2020 to help underprivileged children from India's poorest states to go back to school. We strongly believe that every child has a right to education irrespective of their background and education will give them a fair and equal opportunity in achieving their dreams and, in building a stronger society and country.



Dear Warren Jacob,
THANK YOU FOR YOUR SUPPORT

For nearly 70 years, together, with your generous support we have been transforming the lives of millions across India. Your contribution adds immense value in our fight against inequality and for that we are very grateful.

Supporters like you have enabled us to carry out much needed interventions to fight discrimination and inequality. You can find out more about our work by visiting <https://www.oxfamindia.org>

Once again, **thank you for your contribution**. We look forward to your continuous support. If you have any queries, please email us at: https://www.friendsofoxfam@oxfamindia.org or call us on +91 (011) 4653 8000.

Warm regards,
Amitabh Behar
 CEO, Oxfam India



MEET OUR PACER'S

Alistair Louis has joined our team as our UAE Sales Manager.

His domain has been in the aerospace business and is a specialist in handling turbines, landing gear's and AOG shipments. He has been in the UAE for over twenty four years and we are delighted to have him onboard to grow our aerospace and defense portfolio of clients.



Claudia Prabakar is a post graduate in Supply Chain Management and heads our imports program.

She also manages our two biggest customers and has been doing an excellent job in managing and growing our key accounts. Claudia has worked with Yusen Logistics and Gebruder Weiss before joining our team.

