



WEBINAR ACCELERATING MALAYSIA'S ECONOMIC RECOVERY THROUGH A RESILIENT PORT AND LOGISTICS SECTOR

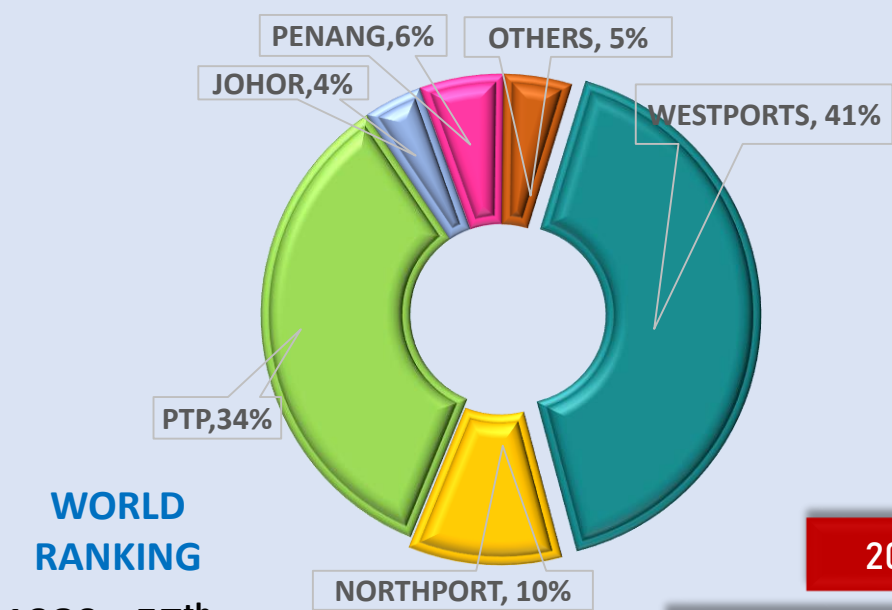


TABLE OF CONTENTS



	PAGE
I. WESTPORTS RESILIENT GROWTH	3
II. IMPLICATIONS OF COVID – 19 PANDEMIC	4
III. COMMERCIAL IMPACT OF COVID – 19 PANDEMIC	5
SOLID FOUNDATION	
▪ PORT CAPACITY	7
▪ ON DOCK DEPOT (ODD)	8
▪ DIGITALISATION	9
V. FORGING AHEAD	
▪ CONTINUOUS DIGITALISATION AND AUTOMATION	11
▪ CONFIDENCE TO INVEST	12
▪ FUTURE PORT & LOGISTICS EXPANSION INITIATIVES	13

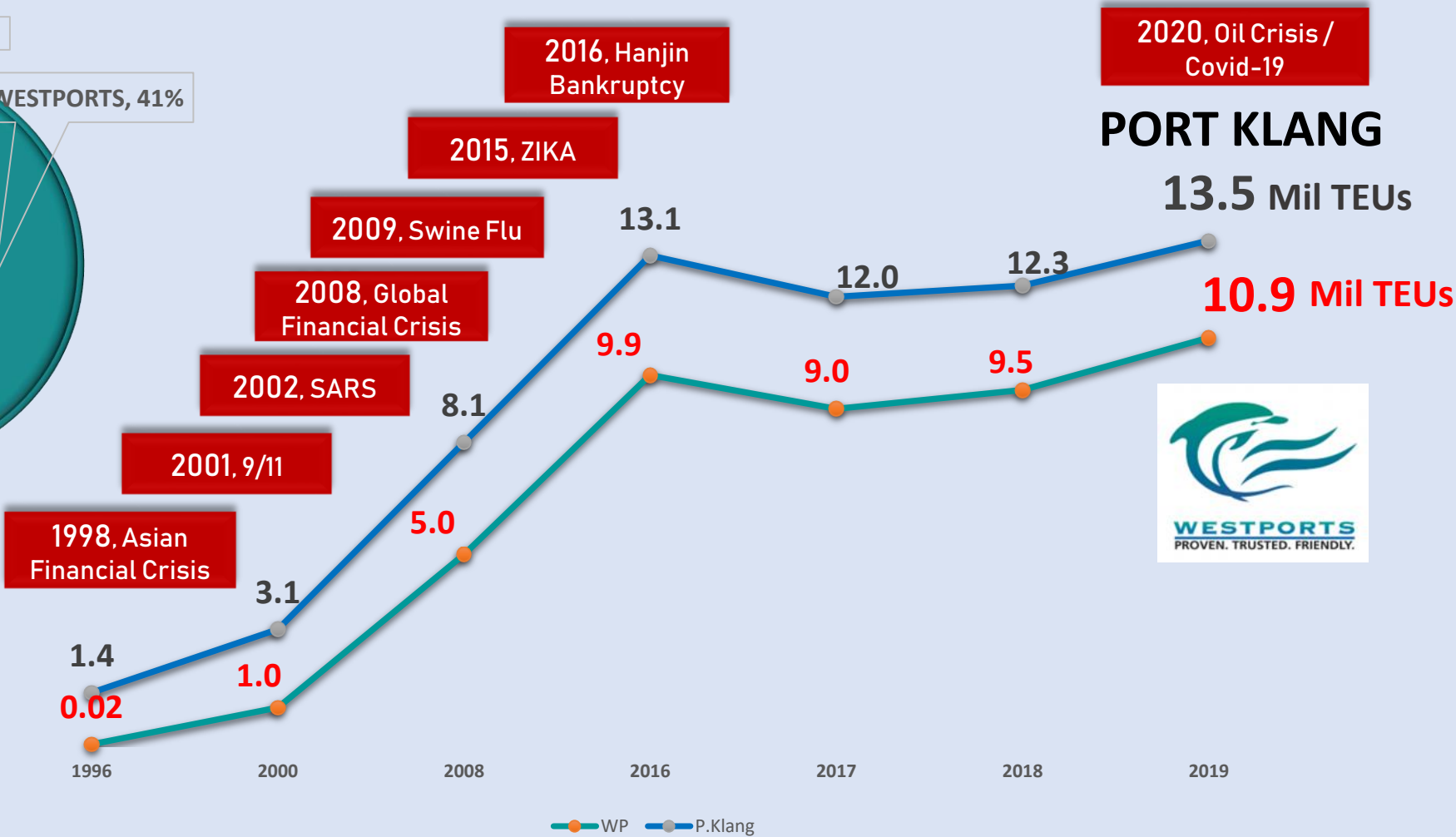
WESTPORTS RESILIENT GROWTH



WORLD RANKING

1980 : 57th
1990 : 35th
1995 : 26th
2008 : 15th
2013 : 13th
2017 : 12th

2018 : 12th



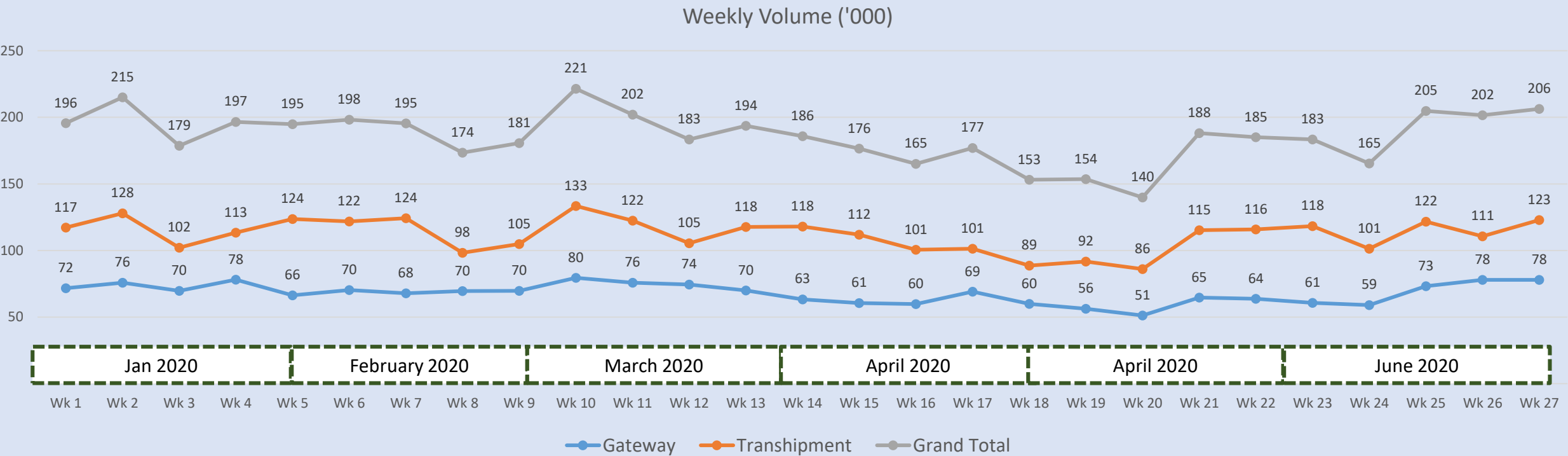
- Total Malaysian Container Throughput in 2019 was 26.4 Mil TEUs
- 51% of Malaysian Container Throughput is via Port Klang

IMPLICATIONS OF COVID – 19 PANDEMIC



- **Blank Sailings announced by Shipping Lines**
 - Reduced tonnage due to lower demand.
- **Increased unemployment - worldwide**
 - Westports is determined not to retrench.
- **Drop in consumption and closure of businesses**
 - Output was reduced heavily across a variety of industries and many have been shut down.
- **Recovery period & Confidence in Business Outlook**
 - There is a substantial impact on customer activity. No definitive projection in the business outlook can be deduced as to when the economic recovery will happen. 2 – 3 years?
- **Regional port closure / congestions**
 - China, India, etc – multiple ports under lockdown.
 - Philippines, China, etc. – reefer yard congestion
- **Import & Export affected due to business closure**
 - Supply chain was disrupted to a virtual standstill.

COMMERCIAL IMPACT OF COVID-19 PANDEMIC



SOLID FOUNDATION

PORT CAPACITY – 14 Mil TEUs

Existing



TGS

46,922

Existing



REEFER POINTS

2,932

New Development



3,876
Expected
Completion by
Q4 2020

New Development



1,200
Expected
Completion by
Q4 2020

Total

50,798

Total

4,132

ON DOCK DEPOT (ODD)

- Sufficient space within On Dock Depots (ODD) to cater for the Shipping Lines 'over supply' of equipment.
- This facilitated the swift export recovery when business resumed.

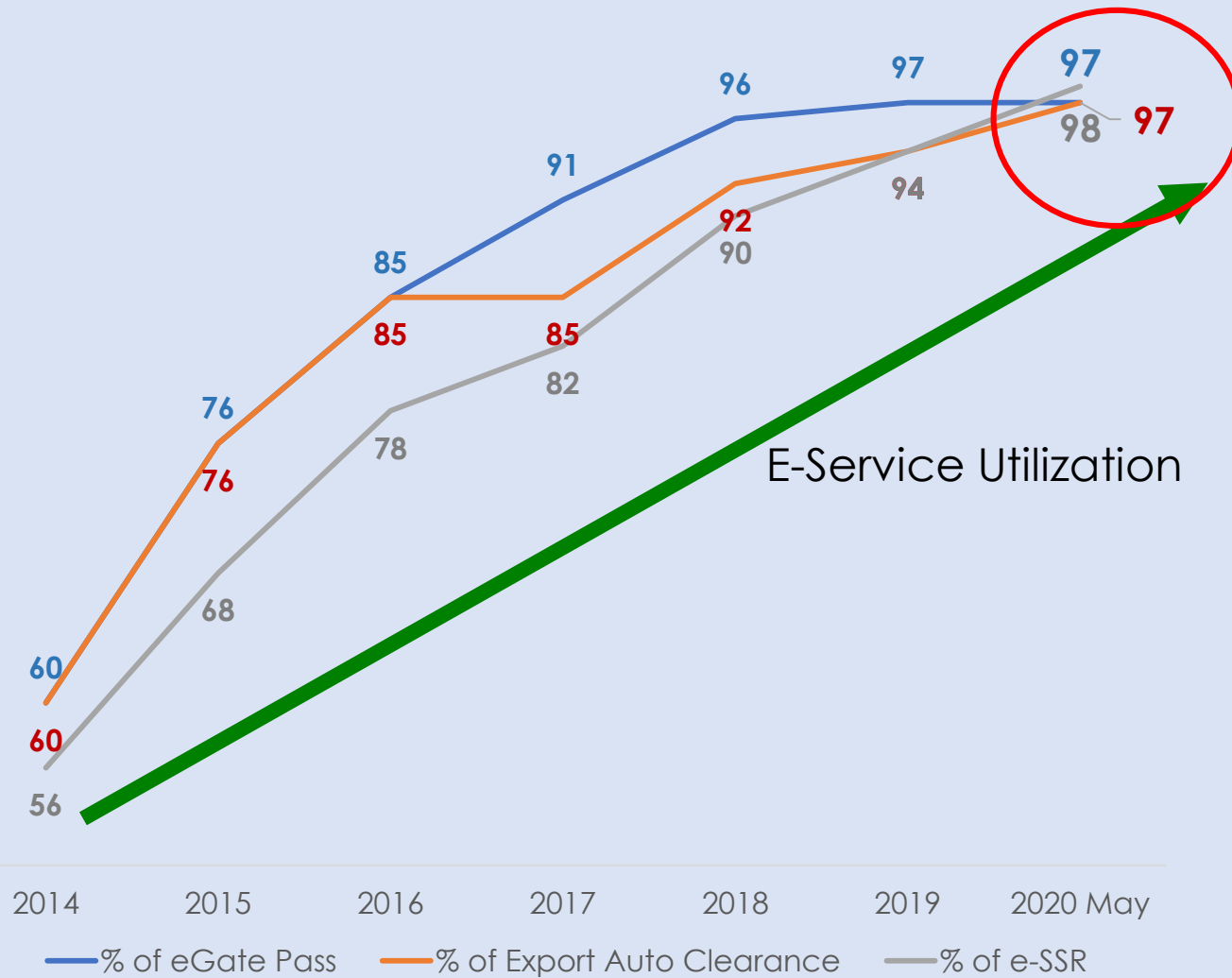


CUSTOMER :



DIGITALISATION

Through eGate Pass, Export's Auto Clearance & eSSR from 2014



E-service utilization in May 2020 reached an average of 97%



Electronically-generated by forwarding agents through the e-Terminal Plus portal



Issued instantly without the need to collect it from the port



Free of charge



Forwarding agents are able to collect import containers more quickly

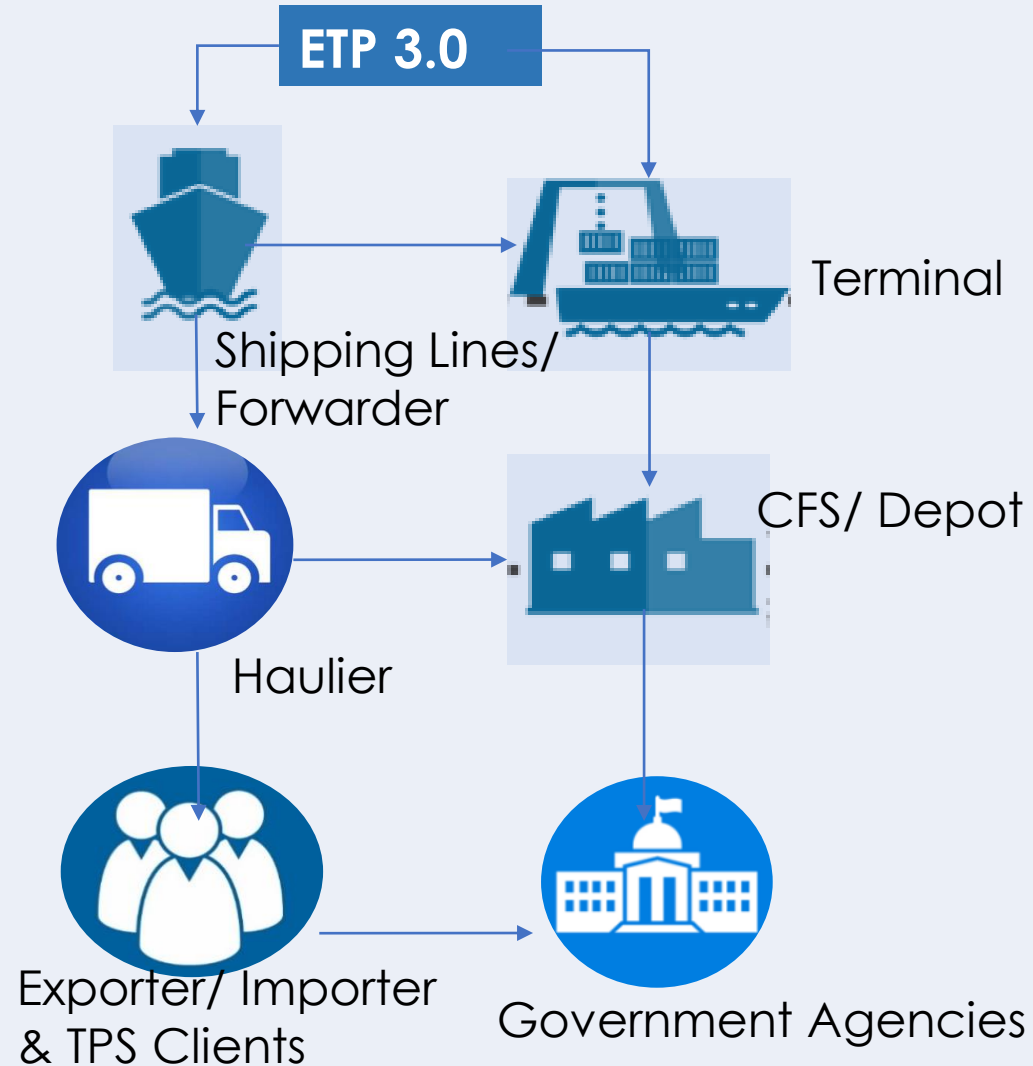


Since 2019, Mobile App enables business to be managed on the go

FORGING AHEAD

CONTINUOUS DIGITALISATION AND AUTOMATION

New and Enhanced Customer Service Portal



ADDED FEATURES

CUSTOMIZED
DASHBOARD

SELF SERVICE VESSEL
OPERATION MODULE

FULL E-SSR MODULE

EDI EDIT FEATURE

MULTI CHANGE
MODULE

BOT ASSIST ON
ENQUIRIES

ONLINE PAYMENT

CUSTOMIZED
REPORTING MODULE

FUTURE INNOVATION

AUTOMATION

REALTIME P-CHECK

GPS

ITAP

GREEN
TECHNOLOGY

OCR

CONFIDENCE TO INVEST

- In 2019, WP was operating at an utilization rate of approximately 72% of its total terminal handling capacity.
- Prior to the Covid-19 pandemic, as part of Group's proactive management strategy, WP undertakes periodic increase in Terminal capacity to meet projected increase in throughput demand as well as to remain competitive in the industry. We are supply driven!

2020

2021 / 2022



12 RTGs
40 TTs
144 Trailers



APPRAISING
ADDITION OF
5 – 7 CRANES

FUTURE PORT & LOGISTICS EXPANSION INITIATIVES



WESTPORTS

- **Hub for Regional Markets**
- **Hub for Niche Markets:** Buatan, Dumai, Lubuk Gaung, Kuala Tanjung & Trang
- **Polymer Resin Hub:** Middle East & Houston
- **Cotton Hub**

PKFZ

- **Regional Distribution Centre:** Robert Bosch, Mark & Spenser, Cotton, London Metal Exchange, Polymer Resin

PULAU INDAH

- **Regional Distribution Centre:** IKEA & Daiso

THANK YOU



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