



# THE ROLE OF MMC PORTS IN ASEAN REGION

## CONNECTING THE DOTS

16th ASEAN Ports & Shipping 2018

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MMC PORT HOLDINGS SDN BHD

# INTRODUCTION

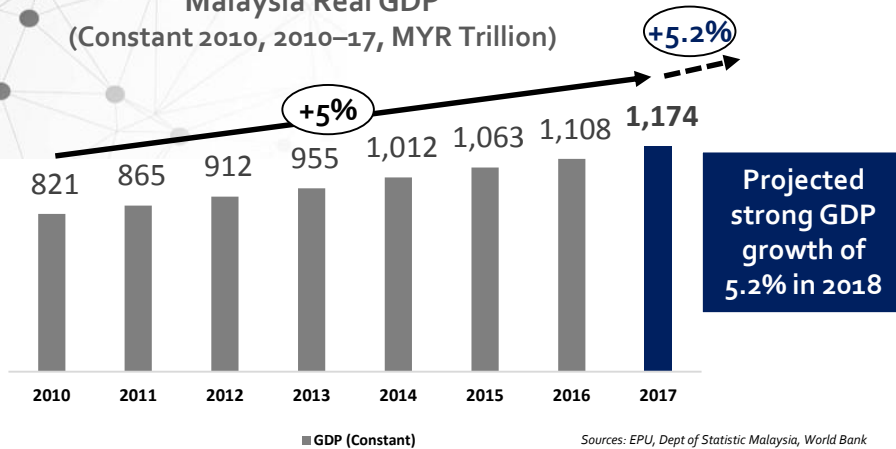
# Malaysia, A Trading Nation

Growing trade to fuel economic growth



## Malaysia Real GDP

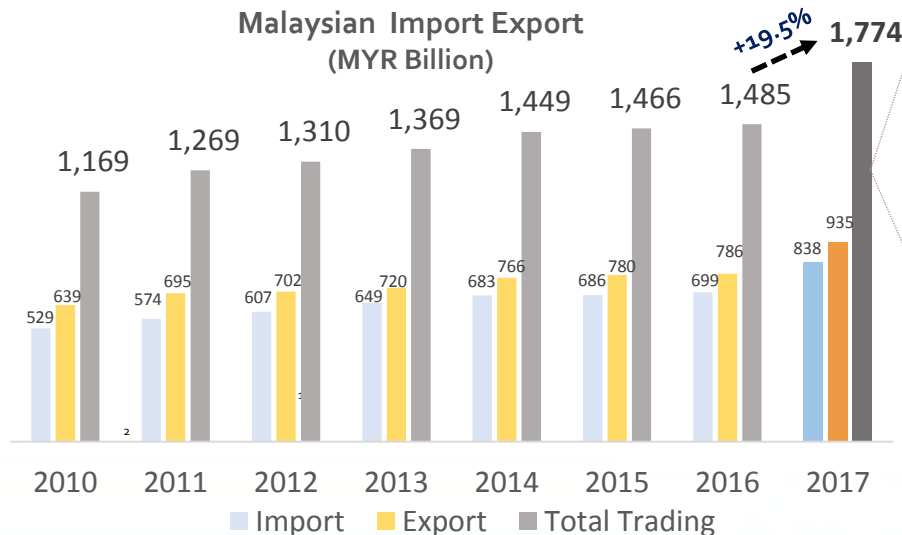
(Constant 2010, 2010–17, MYR Trillion)



- 2017 full-year GDP grew 5.9% on year compared with 4.2% expansion in 2016. Growth is expected to remain favourable in 2018, with domestic demand continuing to be the key driver of growth.
- The expected faster expansion in global growth would continue to benefit Malaysia's exports, with positive spill-overs to the domestic economic activity.
- Economic growth is expected to remain strong and resilient with GDP growth of 5.2% in 2018 and 5.0% in 2019.

Sources: Central Bank of Malaysia and World Bank

## Malaysian Import Export (MYR Billion)



### Malaysia's top 10 trading partners



- According to Malaysia External Trade Development Corp (Matrade), Malaysia is ranked as the **27th top trading nation**, while being the **24th largest exporter** and **26th largest importer**.
- Malaysian ports capture approximately **41% of the total containers volume along the Straits of Malacca**

# Malaysia as a Regional Logistics Hub

- Serving 600 Mil Population In ASEAN



## Strategic Location

- Leverage on Malaysia's strategic location in the middle of East-West trade.
- Approximately 100,000 vessels pass through the Straits of Malacca each year, accounting for about one-quarter of the world's traded goods.

## Serving 600 mill population in Asean

- Malaysia is located central of ASEAN, serving more than 600 mill people, a preferred hub for regional goods distribution.
- Has all the required infrastructure — air, sea and land with abundance of space.

## 5 Strategic Shifts to be "The Preferred Logistics Gateway to Asia"



Sources: MOT



# Malaysia - A Key Player in Belt Road Initiative



# THE CONNECTORS



A Member of  MMC Group

# PORTS

MMC PORTS IS **MALAYSIA'S LARGEST PORT OPERATING GROUP**



MMC Ports are strategically located along Straits of Malacca



**58% Malaysia's  
container markets  
shares**



**21.3 million TEUs of  
container capacity**



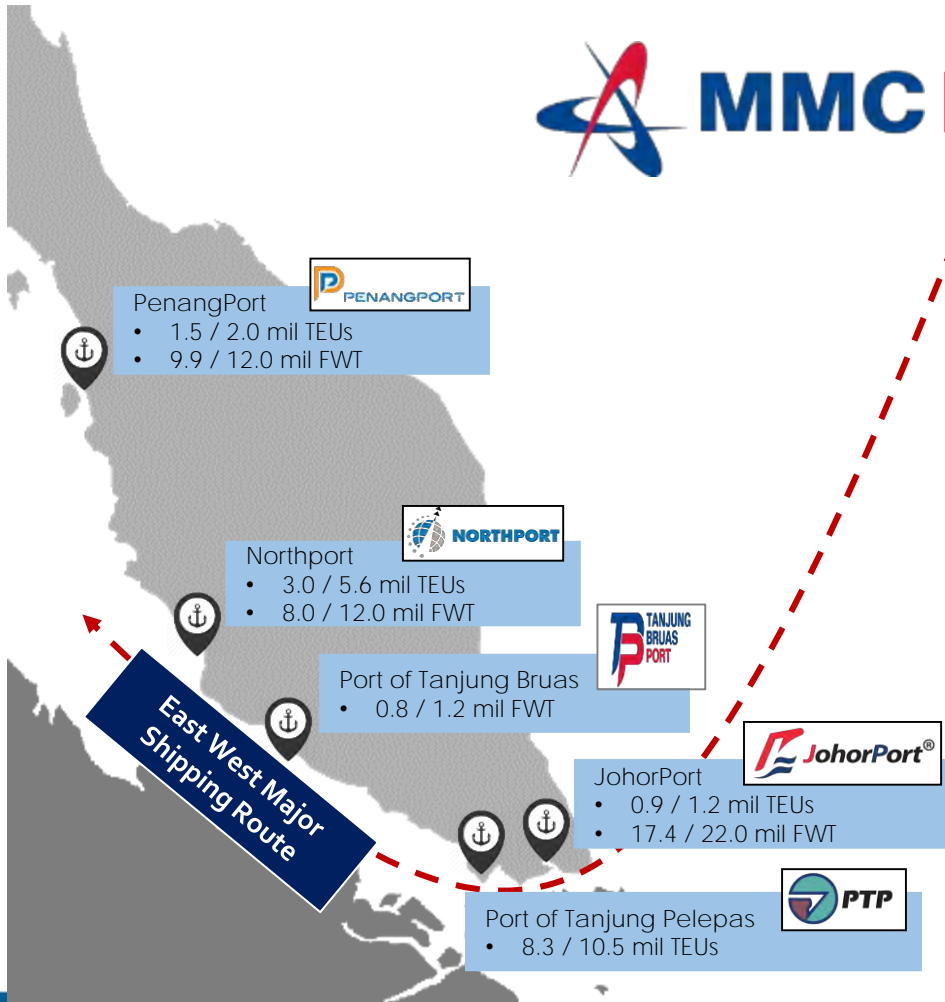
**13.8 million TEUs of  
container throughput**



**36.3 million FWT  
conventional  
throughput**



**Concession Period until  
2055**











**“OUTSTANDING PERFORMANCE  
AWARD IN THE PORT CATEGORY AT THE  
MALAYSIA WORLD MARITIME WEEK  
2017”**



**5,650,000**  
CAPACITY TEUs

**Handled  
2.95M  
TEUs in  
2017**



**9,859,742**  
YARD AREA (SQFT)



**1,400,000**  
WAREHOUSES (SQFT)

**Free  
Commercial  
Zone**



**12,000,000**  
CAPACITY FWT

**12 berths  
spanning  
over 3 km  
in quay  
length**



**1,100**  
REEFER POINT





“World's Largest Edible Oil Terminal”

Free Zone  
area of 660  
acres

40 million  
tonnes  
capacity

1.2 million  
TEUs  
capacity

24 berths with  
4.9km length

Offshore  
Inspection,  
Maintenance  
& Repair  
Centre



# Penang Port – Northern Region Gateway

“Export gateway of choice for the shippers in the South of Thailand”

Operating 9 terminals with all types of cargos

6 berths with 1.5km length

Container capacity currently stands at 2.07 mil TEUs per annum

Total area of 535, 894 m2 under the Free Zones Act



5  
warehouses/installations with capacity ranging 7,000-150,000 MT storage

Bulk & Break Bulk Cargo for Melaka & surrounding area

Accommodating ocean-going vessels of up to 160 m LOA and up to 15,000 DWT capacity

12 meters depth line

“Strategically located within the Straits of Malacca”



# LOGISTICS



Total logistics solutions provider

Total fleet

Warehouse & Yard

- Haulage
- Trucking
- Warehouse & Distribution
- Freight Forwarding
- Shipping & Marine services
- Heavy lift / Project cargo

- PM: 177 units
- Trailer: 1,192 units
- Conventional Trucks: 69 units

- Warehouse space: 1 mil sq ft
- Yard: 3.5 mil sq ft

- Haulage
- Trucking
- Port Logistics i.e QTS, Housekeeping
- Warehouse & Distribution
- Freight Forwarding
- Shipping & Marine services
- Heavy lift / Project cargo

- PM: 62 units
- Trailer: 583 units
- Conventional Trucks: 61 units

- Warehouse space: 950,000 sq ft

## One-Stop-Shop

### Air Freight



- Inbound / Outbound Freight
- Air charter /
- Pallet build up
- Customs clearance
- Government appointed, military inclusive, freight Forwarder

### Ocean Freight



- FCL / LCL
- Overseas / Overweight cargo
- Full / part charter
- Customs clearance
- Government appointed, military inclusive, freight forwarder

### Brokerage



- Export / Import: Customs Clearance
- HS Code identification
- Trade Compliance advisory
- Exemption processing
- Temporary Import / Export

### Haulage



- Since 1971
- Operated at all 4 major ports, 3 inland depot, one yard throughout peninsula
- 201 prime-movers
- 1230 trailers

### Warehousing



- 7 distribution centres
- 2 ICD operations with rail connectivity
- Over 1.0 mil sq. ft. warehouse space nationwide

### Land Transportation



- Total of 63 fleet comprises various type of trucks from 5 tonner box to 40' open truck
- FTL / LTL and charter / project approach

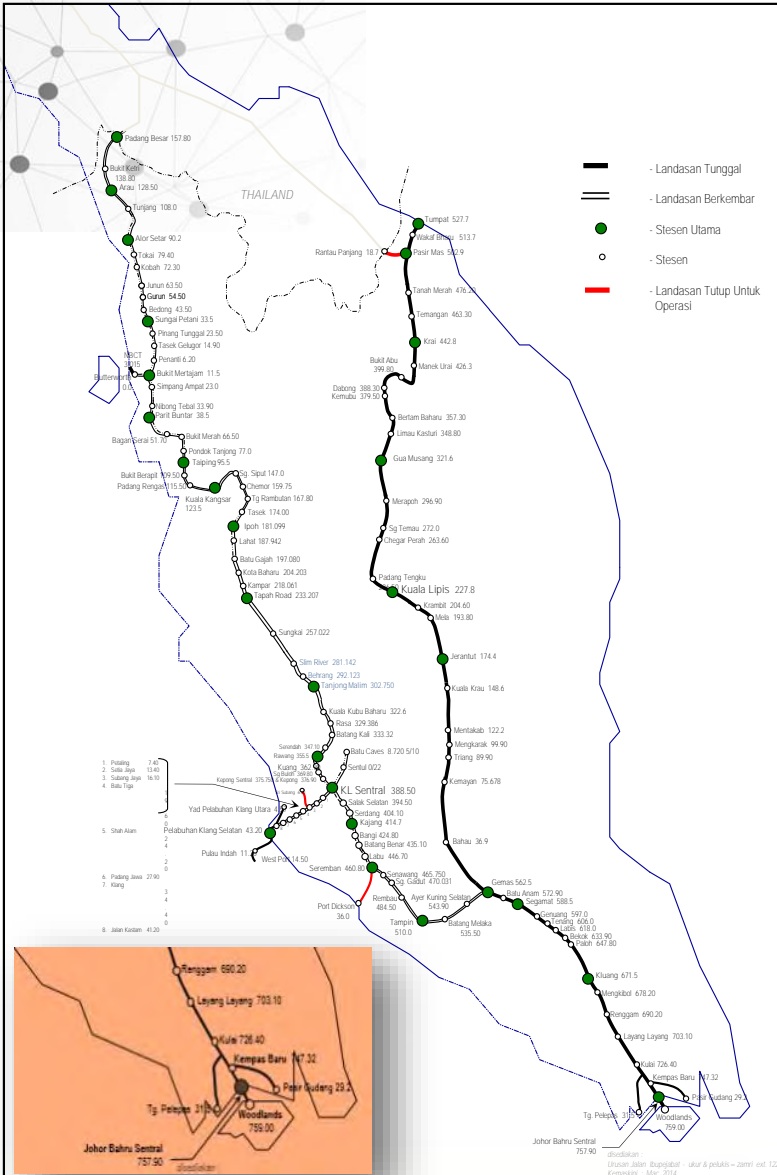
### Ports



- Port's ITT / COD movements
- Shipping / Marine services
- Project cargo
- Direct loading / discharge
- Freight Management

End-to-End Supply Chain Visibility





## Collaboration

- KTMB MMC Cargo Sdn Bhd in collaboration with MMC Ports are responsible for developing rail freight business

## Inter-terminal Transfer

- Provides an inter-terminal transfer (ITT) movement of containers by rail at a competitive rate that link up with road hauliers for a full door-to-door service

## Innovative Logistics Solutions

- To offer innovative logistics solutions to manage the amount of traffic from the congested road corridor to the rail mode alternative

## Frequency

- Running 5 days a week train frequency

## FREIGHT TRAIN SERVICES/TRANSIT TIME



Padang Besar to Penang	5 hours
Padang Besar to Port Klang	14 hours
Padang Besar to PTP	28 hours
Padang Besar to Surat Thani	8 hours

\*Average normal speed is 72 km/h.





- Runway length : 3,800m (able to land B747 & A380)
- Terminal capacity : 3.05m per annum
- Cargo Capacity : 80,000 tones per annum
- Aircraft bay/stands : 15 (8 passenger, 7 cargo)
- Apron space : Approximately 126,630 m2
- AFRS : CAT VIII (up to B747)
- NAVAIDS/ILS : CAT I
- Fuel Depot : Petronas (Jet A1, AVGAS)
- Ground Handling : Authorized Ground Handler (pax & cargo)
- Free Zone : 65 acres
- Aviation Park : 250 acres
- Properties/Facilities : 82,000+ sqf retail area  
: 23 units airline office  
: 20 units w/house & offices

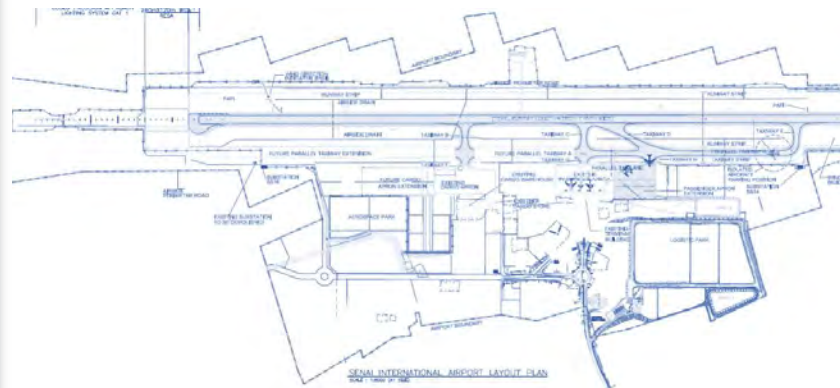
## Existing Connectivity

### Domestic:

- Kuala Lumpur
- Subang
- Ipoh
- Penang
- Kuching
- Sibul
- Kota Kinabalu
- Kuala Terengganu
- Miri
- Langkawi
- Tawau
- Kota Bharu (2018)

### International:

- Bangkok
- Ho Chi Minh
- Surabaya
- Jakarta
- Kolkata
- Guangzhou
- Macau
- Seoul
- Krabi/Phuket/Bali (2018)
- Shenzhen (2018)
- Changsa/Wuhan (2018)



# Senai Airport City

- ❑ The Senai Airport City consists of an integrated 2,718.68 acres of free zone and mix industries development located adjacent to the Senai International Airport.
- ❑ The Senai Airport City will be developed as a premier development with an integrated Work-Live-Develop-Meet-Play environment.
- ❑ The Park will provide industrial vacant plots, ready-built factories, office, incubators and laboratories facilities for rental to potential investors.



## CONNECTIVITY & SUPPORTING INFRASTRUCTURE

The main components of the Senai Airport City development are :

**ZONE 1** : 1,039 acres will be developed into a High-Technology Industrial Park

**ZONE 2** : 1,027 acres as a free zone Cargo and Logistics Park

**ZONE 3** : 651 acres to be developed into a Commercial and Residential Park



# An Ecosystem For Regional Distribution Hub & E-Commerce



## Regional Distribution Center (RDC)

### Secured:

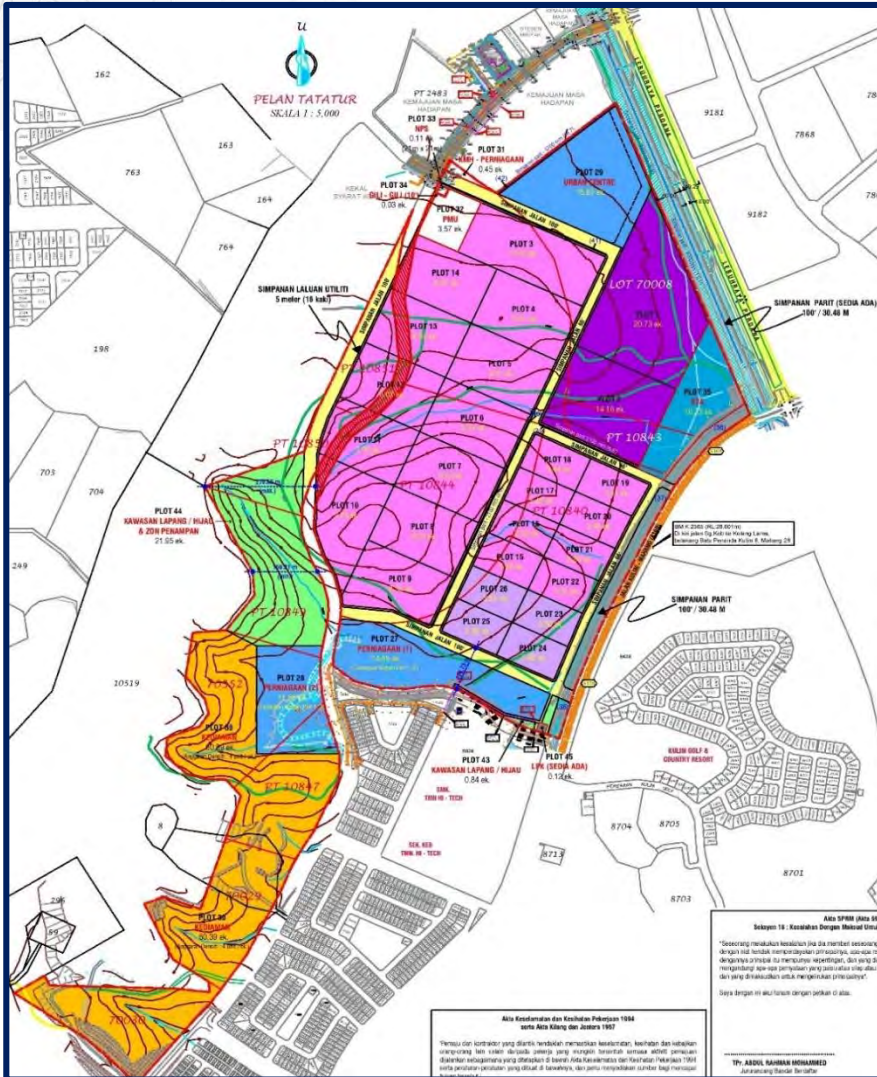
1. IKEA regional distribution center for ASEAN, Australia and NZ at Port Klang
2. BMW Regional Parts Center and Senai, serving 22 countries across APAC region
3. Volkswagen Regional Parts Center at PTP, serving 20 markets across ASEAN, Australia and NZ for VW, Skoda, Seat, Audi & Porsche

# THE FUTURE

# NEAR TERM (2018 – 2019)

# NORTHERN REGION

## OUR VALUE PROPOSITION



An **affordable alternative** to operators/industrialists  
with connectivity to  
Penang International Airport and Penang Port



# CENTRAL REGION

# Proposed **SSIS Freezone**

## Proposed Acquisition of Port Klang Golf Resort



Offer made to PKNS to acquire 164-acre land to develop Freezone with up to 4 mil modern warehouse space





**PROPOSED PORT FREEZONE**  
TG. HARAPAN, SELANGOR

# SOUTHERN REGION



TG. BIN - PETROCHEMICAL & MARITIME INDUSTRIAL CENTRE  
PHASE 1 (60% Partial Reclamation with Platform and Basic Infrastructure)





# Project Masterplan

Total Development Cost: RM 1.9 bil (approx.)

## Proposed Terminal Facility & Infrastructure

Area: 250 acres

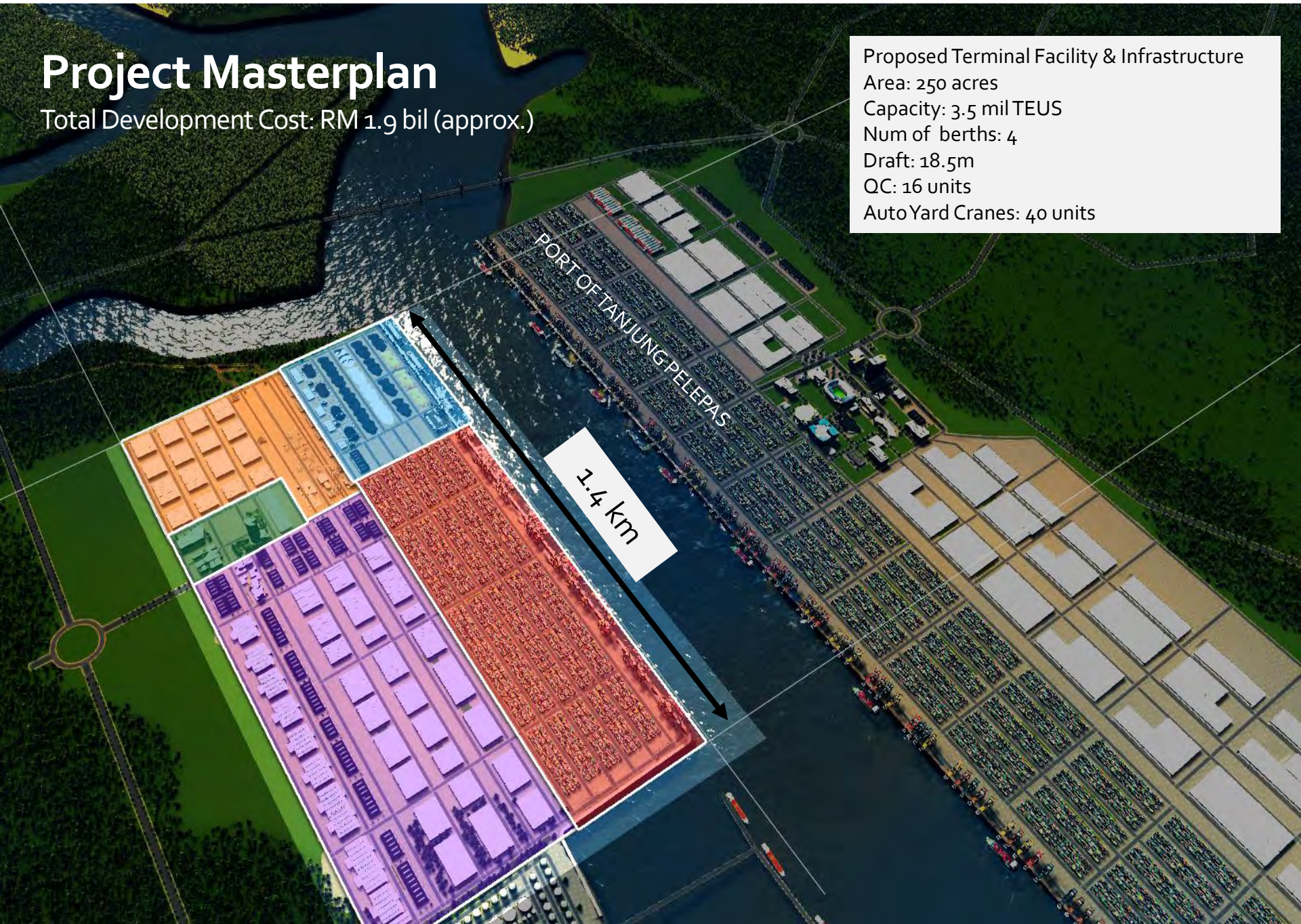
Capacity: 3.5 mil TEUS

Num of berths: 4

Draft: 18.5m

QC: 16 units

AutoYard Cranes: 40 units





## TERMINAL

- ## FREE ZONE

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# MIDDLE – LONG TERM PLANS

# Port Klang – Proposed 3<sup>rd</sup> Port, Carey Island

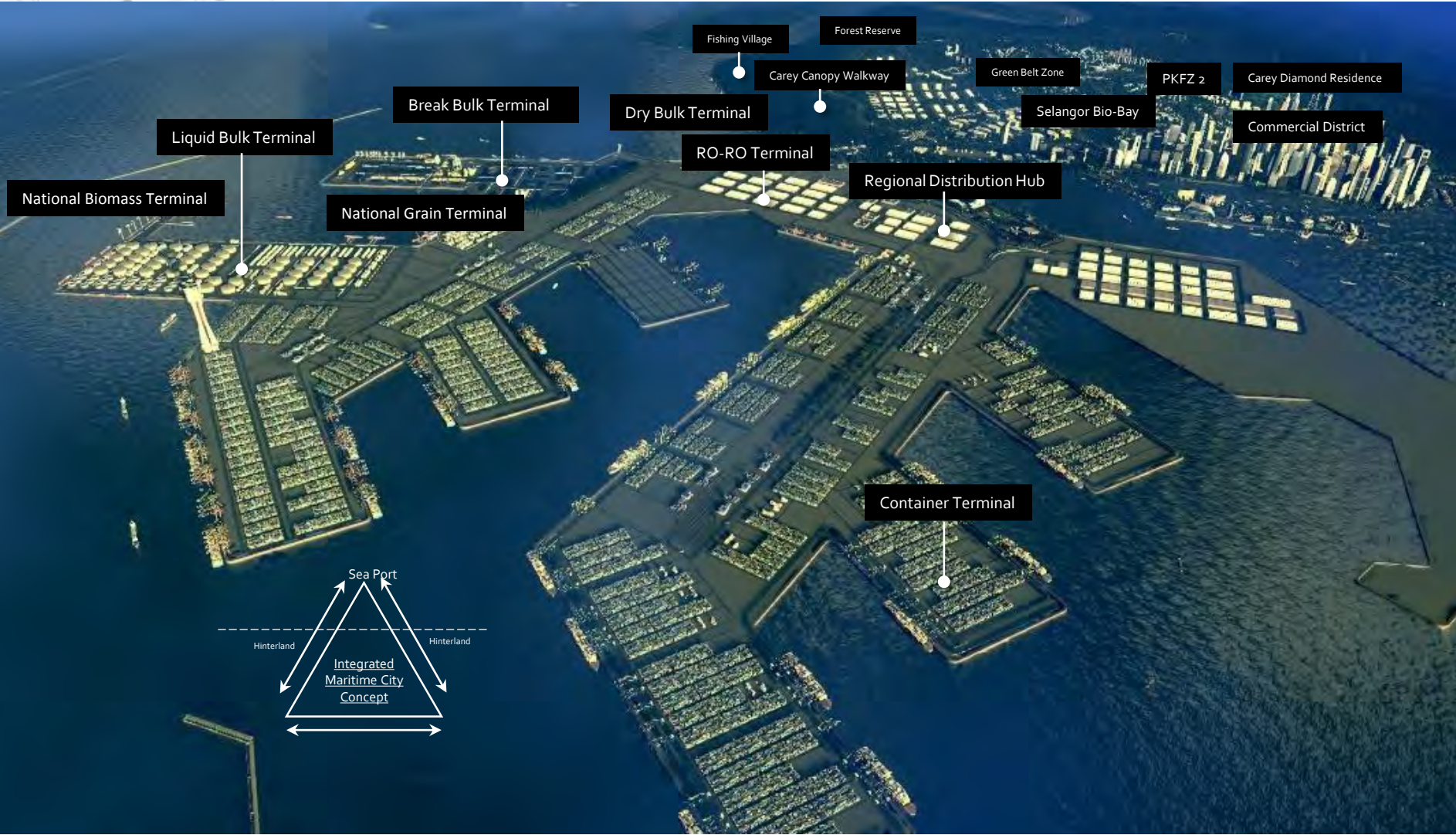
## Integrated Maritime City





# Integrated Maritime City

Proposed Development of 3<sup>rd</sup> Port, Carey Island







# Break Bulk Terminal

Proposed Development of 3<sup>rd</sup> Port, Carey Island

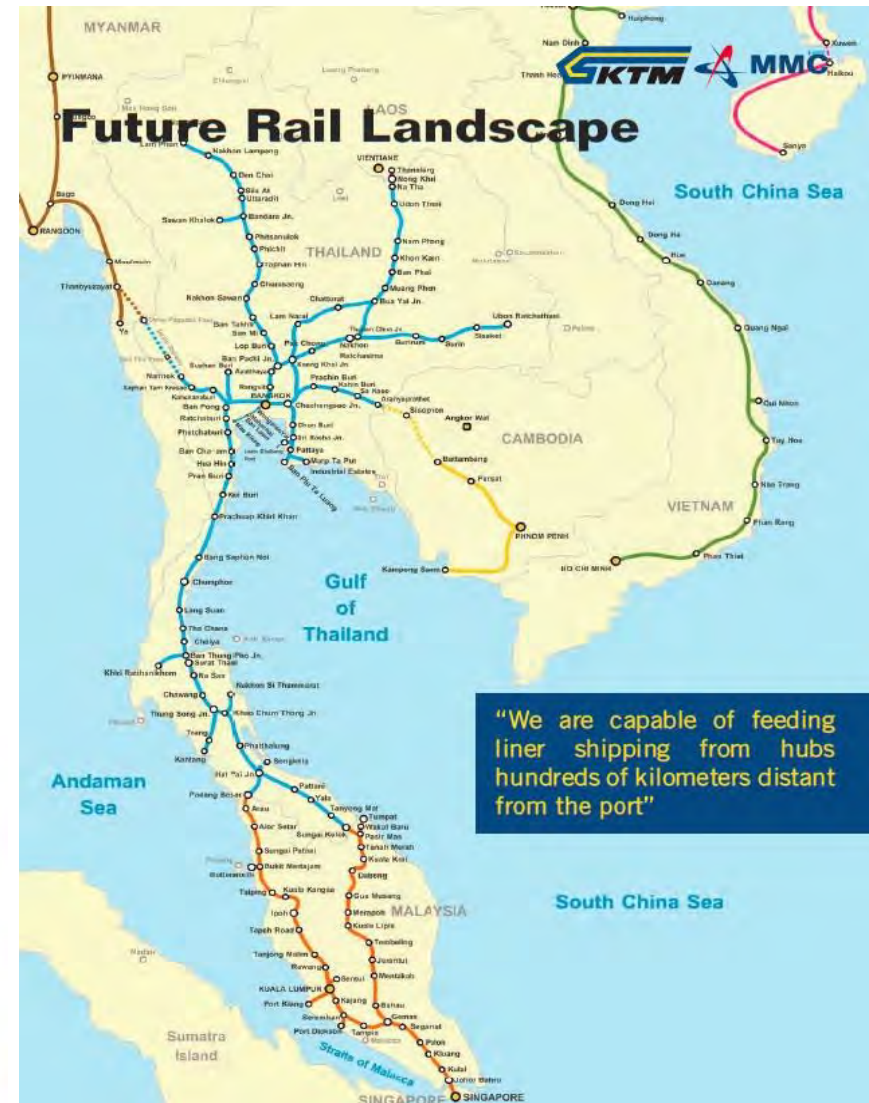
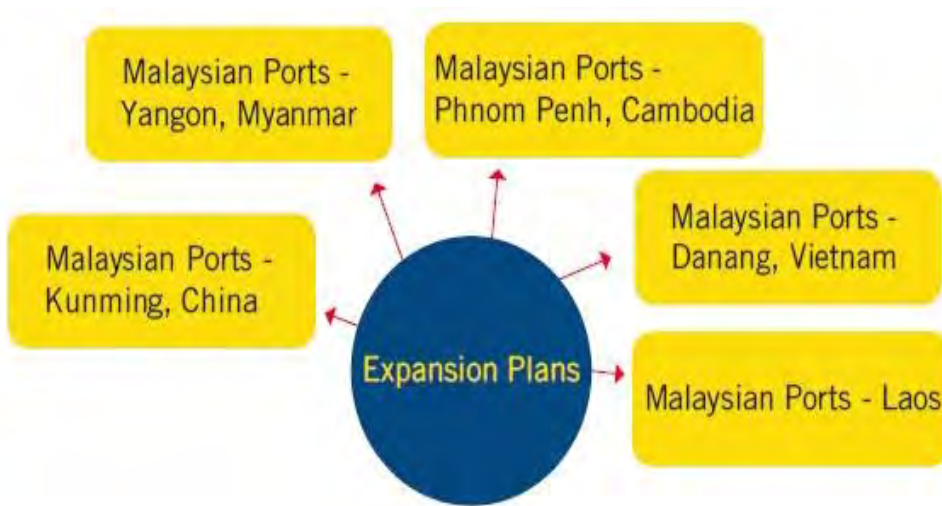




## Future Expansion on New Rail Feeder:

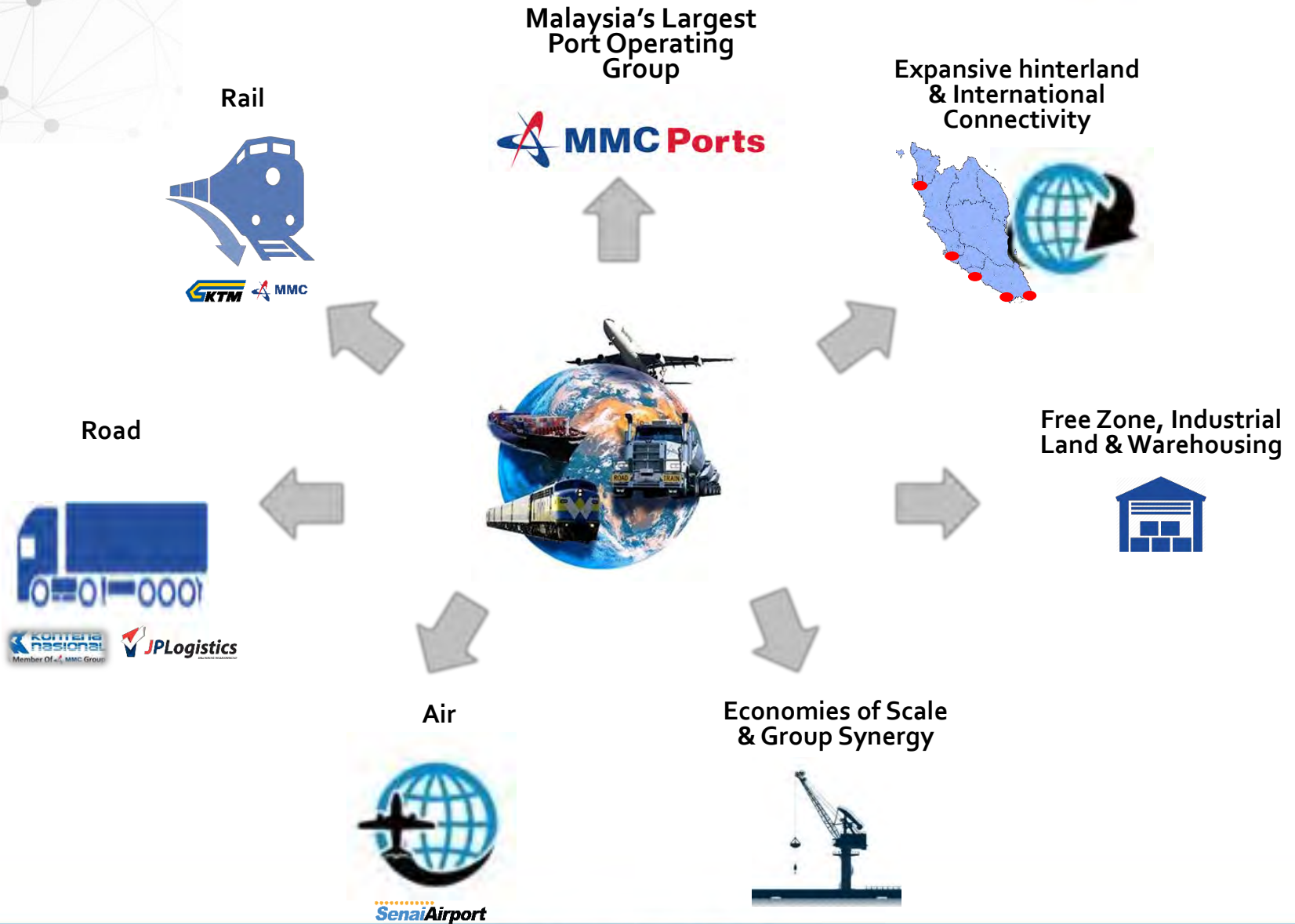
- Port Klang-Penang
- Port Klang-Padang Besar
- Penang-Padang Besar
- Port Klang-Segamat rail feeder services
- PTP/ Johor Port – Bangkok land bridge services

## Long term Expansion Plans:



# CONNECTING THE DOTS

## MMC PORTS: AN INTEGRATED LOGISTICS GROUP



**Thank You**

