

An aerial view of a port facility, likely a container terminal, with a semi-transparent white text box overlaid. The port is situated on a coastline with a large body of water. In the background, there are green hills and a sunset sky with orange and yellow hues. The text box contains the event title, a main heading, and the speaker's name.

Philippines Port and Logistics 2026, 10-12 March 2026

Improving operating performance of terminals

Anthonie Versluis – Head of Commerce Asia-Pacific, MTBS



PORT BUSINESS & TRANSACTION ADVISORY SERVICES

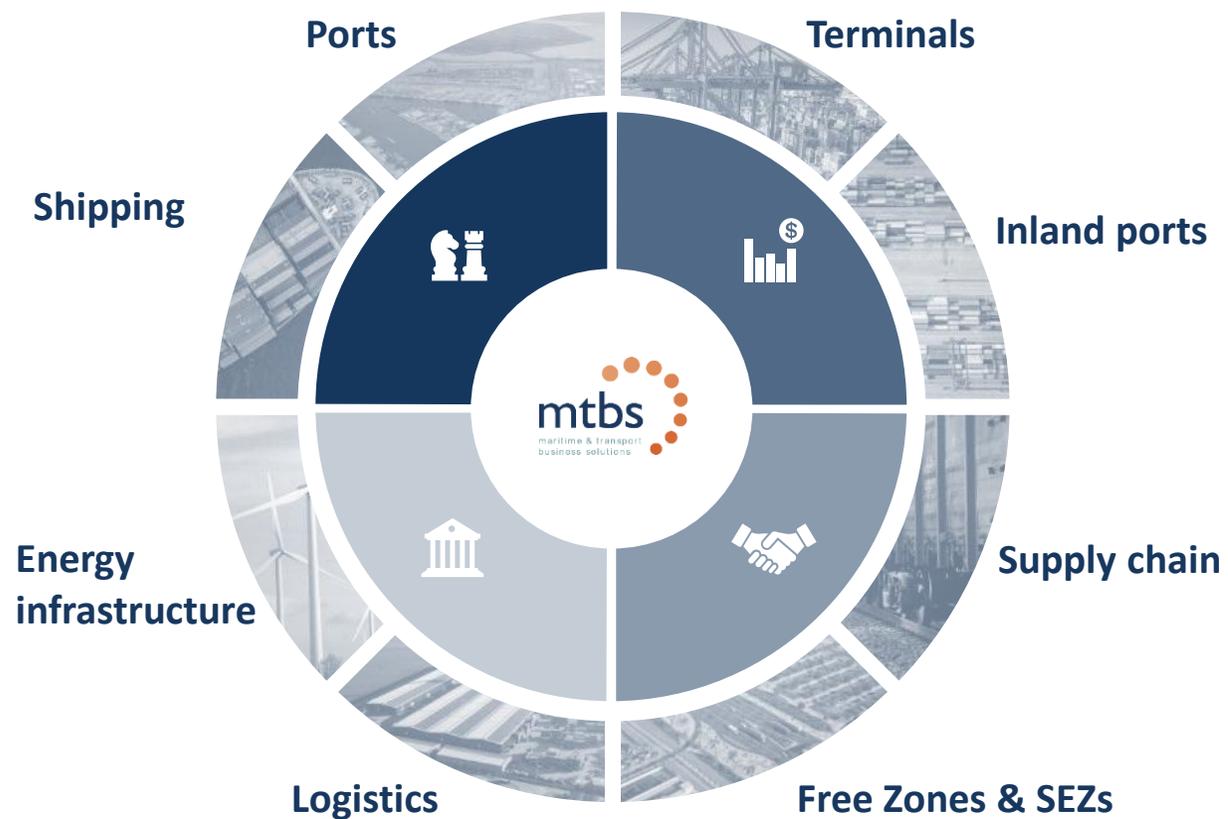
Maritime & Transport Business Solutions B.V.

MTBS Group Company Profile v20.10.2025



OUR SERVICE OFFERING

MTBS is your trusted advisor for boardroom decision-making



Strategy

We provide boardroom advice to our clients on commercial strategies, go-to-market plans, expansion initiatives, port policies, masterplans, energy transition, organisational reforms, investment/divestment planning and a wide range of other strategic topics.



Valuation

Our deep expertise allows us to efficiently execute any port-centric valuation projects through structuring the optimal value of an investment, bankability assessments, feasibility studies, business cases & demand forecasts and financial modelling.



Transaction

With our long-standing global experience, we support our clients with full end-to-end transaction advisory services, including PPP structuring, global roadshows, tender document drafting, transaction management, private M&A, negotiations, contract drafting and post-contract services.



Finance

Our strong network and sector specialisation enable us to successfully support clients in project finance, financial structuring, due diligence and the procurement of finance.

WHY CLIENTS CHOOSE MTBS

MTBS is your partner for any port-related challenge

Rooted in port experience

Our fully integrated and diverse team, internally trained to excellence and equipped with hands-on experience, delivers strategic advice and transaction support rooted in deep industry expertise

We have a management team formed by professionals with hands-on experience from port authorities, terminal operators, large engineering firms, Renowned (strategy) consultancy firms, and dredging firms

Port-centric advice

Our proven track record shows that we understand our clients' needs and deliver specialised advice on the full breadth of the port-centric value chain

MTBS has successfully executed more than 750 port-related projects and advised on more than 40 transactions with a team of dedicated port professionals



Global reach with local impact

Our global presence and experience ensures that solutions and transaction advisory are grounded in local market knowledge whilst leveraging global best in practice and industry leading know-how

At MTBS, we prioritise our clients, working locally on the ground to truly understand what's happening

Agile and independent delivery

Our global team of experts with over 10 nationalities allows for fast and efficient mobilisation anywhere in the world, with the benefit of full independence

At MTBS, we operate independently and adapt swiftly to the local context, ensuring we understand what matters most on the ground

OUR EXTENSIVE GLOBAL EXPERIENCE

We are backed by experience with over 750 projects across more than 125 countries



750+
Projects



40+
Transactions



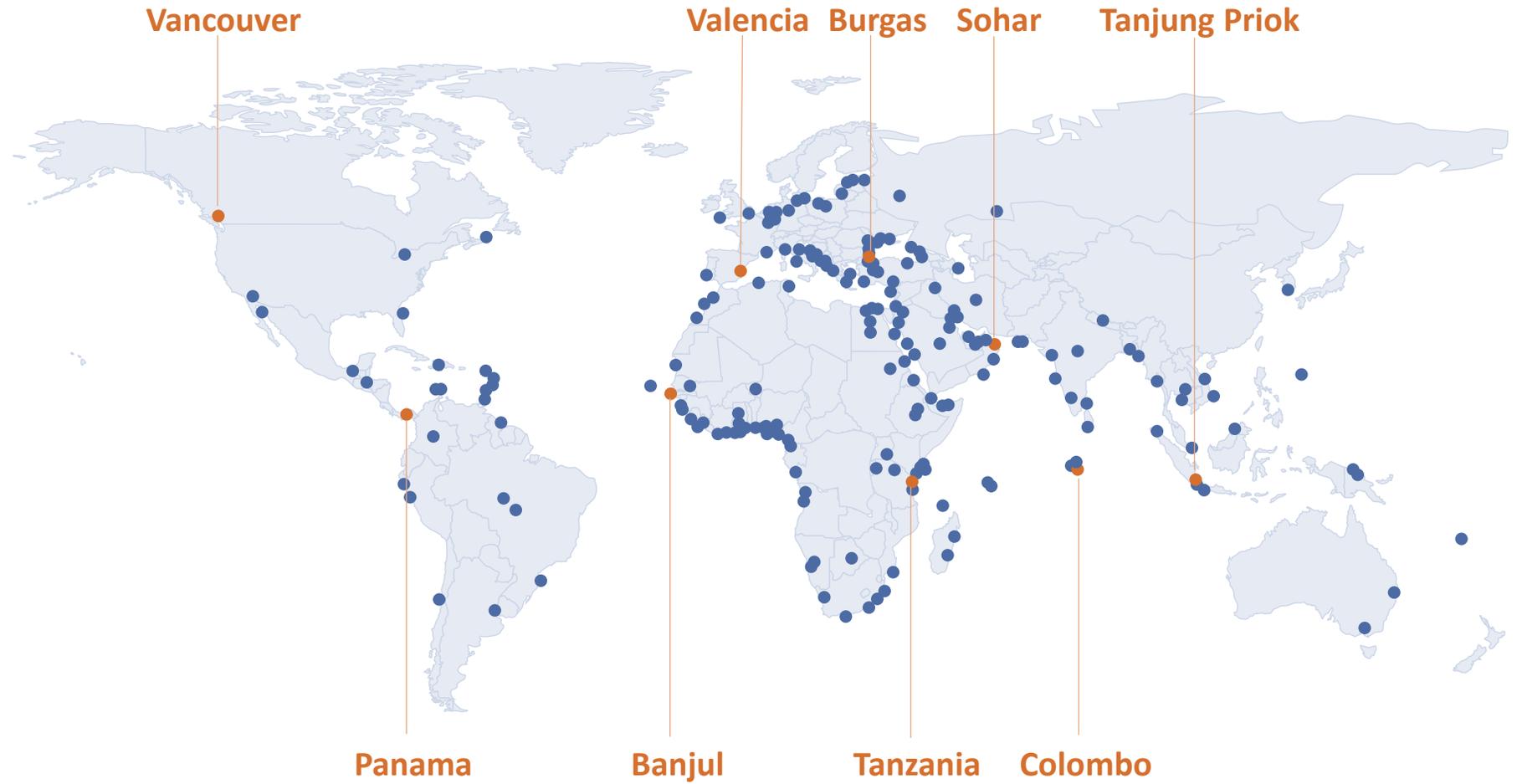
125+
Countries



250+
Clients



50+
Governments



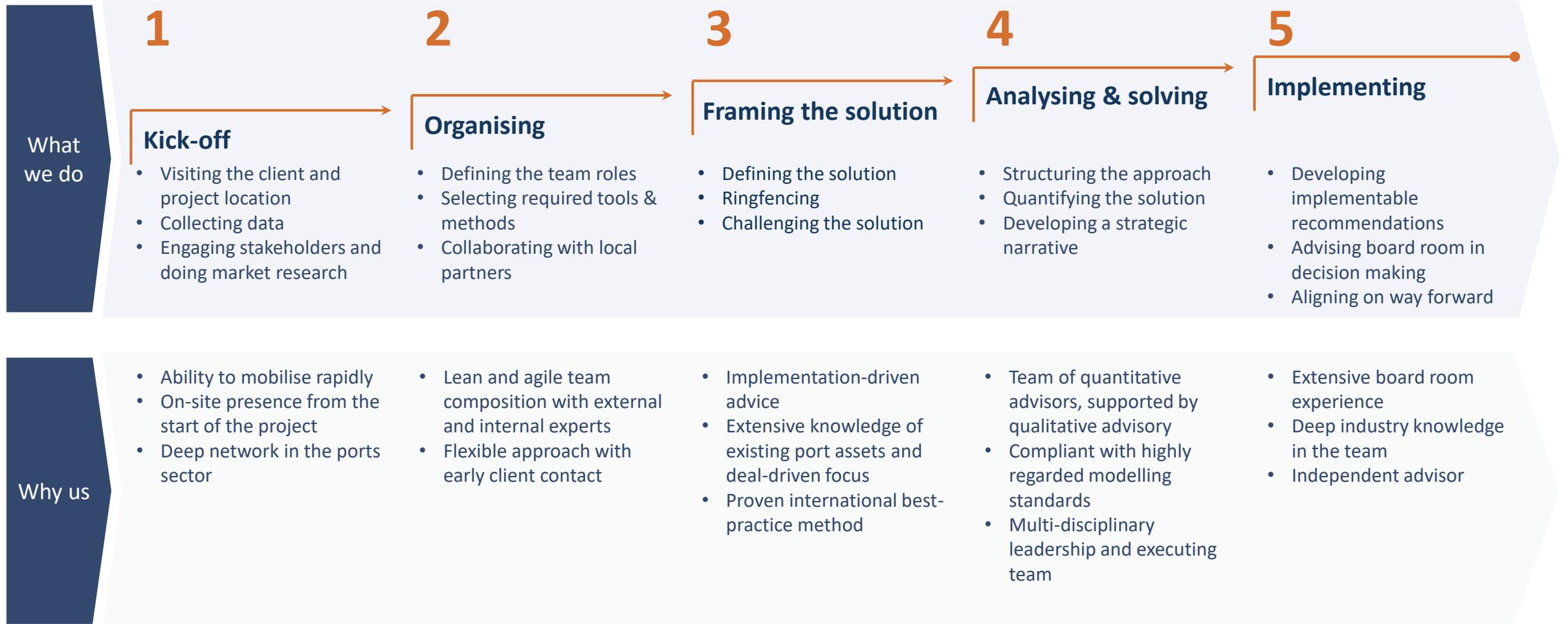
OVERVIEW OF OUR CLIENTS

We delivered value across a multitude of clients, having advised world-class players

PORT AUTHORITIES	OPERATORS	GOVERNMENTAL ORGANISATIONS	BANKS & IFIs

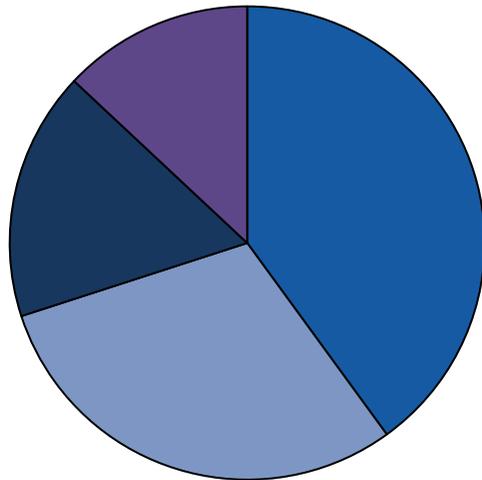
OUR WAY OF WORKING

Our unique approach enables us to successfully execute any port-related project



Main maritime cargo segments today (~ 13 bn tons, 2024)

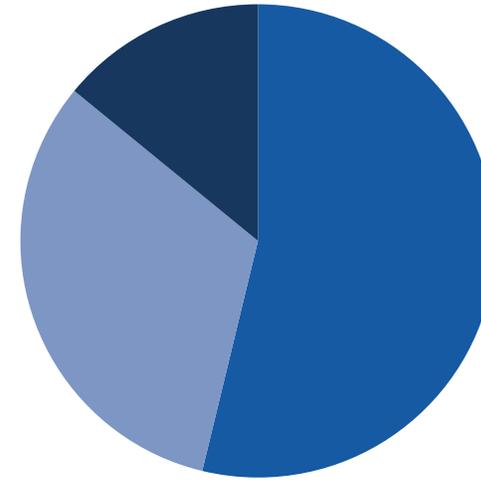
Trade (in tons) by cargo type



■ Dry bulk ■ Liquid bulk ■ Container ■ Other

- Dry bulk ~ 41 %
- Liquid bulk ~ 30 %
- Containers ~ 17 %
- Other ~ 12 %

Trade (in tons) by cargo segment



■ Raw materials ■ Intermediate goods ■ End goods

- Stagnation of growth in coming 2 decades
- Growing shares of upstream materials
- New cargo types, vessel types, shipping and handling methods

The challenge of maintaining or improving port and terminal productivity is not getting easier

On-going maritime trends and changes in ...

- Cargo segment/structure changes
- Dominance of East-Asia trade, intra & extra
- Long term decline in growth of maritime trade
- Growing variety in vessel types
- Growing variety in port users, in particular small craft
- Changing vessel design & propulsion systems
- Rise of coastal & short-sea shipping
- Rise of RoRo shipping - local, regional, global
- Rise in people transport - ferries, buses, cruise tourism
- Rise in hinterland rail transport and dry ports
- Shifts in hinterland structures
- Regionalization of trade, geopolitics
- Supply chain transformation
- E-commerce
- Automation, robotics, AGVs, in cargo handling
- Digitalization, local, global
- Compliance requirements – safety, security, certification
- Growth of yachting and marinas
- Growth in ocean exploitation – mining, wind farms, fish farming, salt-water farming, salt, energy
- Expansion in navigation no-go zones
- Expanding reach of vessel traffic control
- Green shipping, greener fuels, energy transition
- Growth in (chemical) port-dependent industries
- Green port policies
- Other maritime environmental concerns
- Automation in navigation/voyage/vessel mgt/berthing
- Rise of China maritime

Port / terminal performance KPIs *)

	Range	Best in class
> Idle time at berth	40 - 300 min	40 - 100 min
> Turnaround time per vessel	25 - 120 hrs	25 - 55 hrs
> Berth-on-Arrival (BOA)	80 - 98 %	92 - 98 %
> Berth waiting time (non-BOA)	15 - 48 hrs	12 - 18 hrs
> Aver crane loading/unloading speed		
• Dry bulk	200 – 1250 tph	650 – 1200 tph
• General cargo	150 – 600 tph	350 – 600 tph
> Throughput per berth meter pa		
• Dry bulk	2,500 – 15,000 tpm	8,500 – 12,000 tpm
• General cargo	1,000 – 6,000 tpm	3,500 – 6,000 tpm
• Containers	500 – 3,400 TEUm	2,300 – 3,000 TEUm
> Throughput per ha, dry bulk (tons)	100,000 – 1,000,000	500,000 – 1,000,000

*) Based on multiple global surveys

Making terminals more productive and more efficient

Terminal productivity

TEN main factors determining terminal productivity:

1. Berthing operations
2. ***Berth scheduling practices***
3. Vessel clearance practices
4. ***Organization / labor practices***
5. Cargo clearance / customs processes
6. Yard lay-out design concept
7. Berth and yard traffic management, prime movers
8. ***Yard marshalling alignment with stowage planning***
9. Cargo equipment selection
10. Berth and yard equipment management

Additional key factors

Dry bulk

- ***Crane / (un-) loader system selection***
- ***Crane driver training and skills***
- ***Sizing of hoppers***
- Conveyors versus trucks

General / mixed cargo

- ***Port versus ship cranes***
- ***Auxiliaries – slings, jigs***
- Other supporting equipment
- Technical support

