

# The SBMA Experience

The infrastructure development that sets ports apart.

Presented by:

**MARTIN KRISTOFFER F. ROMAN**

DEPUTY ADMINISTRATOR FOR PORT OPERATIONS



# PRESENTATION OUTLINE

**01.**

THE  
INFRASTRUCTURE  
DEVELOPMENT  
THAT SETS PORTS  
APART

**02.**

THE  
CORE  
THESIS

**03.**

BEYOND PIERS –  
THE SEZ  
MULTIPLIER

**04.**

STRATEGIC  
INFRASTRUCTURE  
COMPONENTS

**05.**

ECONOMIC ZONES  
AS “MAGNET  
INFRASTRUCTURE”

**06.**

THE  
COMPETITIVE  
ADVANTAGE  
(THE “SBMA  
MODEL”)

**07.**

FUTURE-  
PROOFING  
THE PORT

**08.**

CONCLUSION

# 01. THE INFRASTRUCTURE THAT SETS PORTS APART

How Special Economic Zones and Business Parks Drive National Economic Contribution

PARTICULAR	2019	2020	2021	2022	2023	2024
BOC	32.37B	28.68B	38.12B	48.73B	50.656B	54.100B
BIR	3.04B	1.99B	2.14B	3.35B	2.010B	2.422B
Income tax remitted by SBMA	136.0M	130.9M	129M	156M	130M	479M
Dividend to NG	1.231B	992M	1.110B	1.334B	1.305B	798M
LGU Share	425M	331M	289M	321M	382M	383M
TOTAL	37.20B	32.12B	41.79B	53.89B	54.48B	58.18B

# 02. THE CORE THESIS

## THE CONCEPT

A port is no longer just a gate or cargo; it is an industrial ecosystem

## KEY INSIGHT

Ports thrive when they are physically and legally integrated with Special Economic Zones (SEZs).

## THE RESULT

This integration transforms a transit point into a value-adding engine for the entire country.



# 03. BEYOND THE PIER – THE SEZ MULTIPLIER

To stand out globally, a port must offer more than deep water. It needs a "hinterland" of business parks.

## **Manufacturing Integration**

Raw materials arrive at the port and move directly to adjacent factories, reducing logistics costs.

## **Value-Added Services**

Business parks allow for assembly, labeling, and processing within the customs-free zone.

## **Inventory Efficiency**

Proximity to the berths allows for "Just-in-Time" manufacturing, a massive draw for foreign investors.

# The Business Parks



**SUBIC BAY  
GATEWAY  
PARK 1 & 2**



**TIPO HIGH  
TECH ECO  
PARK**



**SUBIC  
TECHNO  
PARK**



**GLOBAL  
INDUSTRIAL  
PARK**

# Logistics & Specialized Services



**Maritime  
Complex**



**Ship Repair  
Facility**



**Grains Terminal**



**Petroleum  
Tanks**



**Trucking Yard**

# 04. STRATEGIC INFRASTRUCTURE COMPONENTS

What specific developments create this competitive edge?

## **Dedicated Cargo Corridors**

Seamless road networks connecting the container terminals directly to industrial hubs without city traffic.

## **Utility Reliability**

Independent power grids and water treatment facilities that ensure 24/7 operations for high-tech industries.

## **Digital Connectivity**

Fiber-optic backbones that support smart-port logistics and automated warehouse management.

# Cost of Doing Business



## SEAPORT

Competitive compared to other areas



## RENTAL

US\$36.6 sq.m.



## LABOR

US\$8.95 per working day



## POWER

US\$0.14 kWhr



## WATER

US\$12.14 (Standing) +  
USD 1.33/ cu. m.

For commercial establishment with above 501 cu.m. consumption

# 05. ECONOMIC ZONES AS “MAGNET INFRASTRUCTURE”

Why do Business Parks make the port a national contributor?

## **Job Creation**

For every port worker, the adjacent business parks create dozens of manufacturing and service roles.

## **Foreign Direct Investment (FDI)**

Investors don't just look for a dock; they look for a stable environment to build facilities.

## **Revenue Generation**

Beyond port fees, the SEZs generate national export value and stimulate local supply chains.

# 06. THE COMPETITIVE ADVANTAGE (“SBMA MODEL”)

## One-Stop Shop

Streamlined permitting within the zone eliminates the "red tape" found in traditional ports.

## Fiscal Incentives

Tax holidays and duty-free import of capital equipment make the port-SEZ combo financially irresistible.

## Security & Safety

A managed environment that protects high-value assets and sensitive cargo.



# 07. FUTURE-PROOFING THE PORT (GREEN PORT CITY)

## **GREEN LOGISTICS**

Transitioning business parks toward renewable energy to meet global ESG standards.

## **DEVELOPING COLD CHAIN**

Building specialized warehouses to capture the high-growth agricultural export market.

## **INTERMODAL LINKS**

Strengthening the connection between sea, air (SBFZ), and rail.

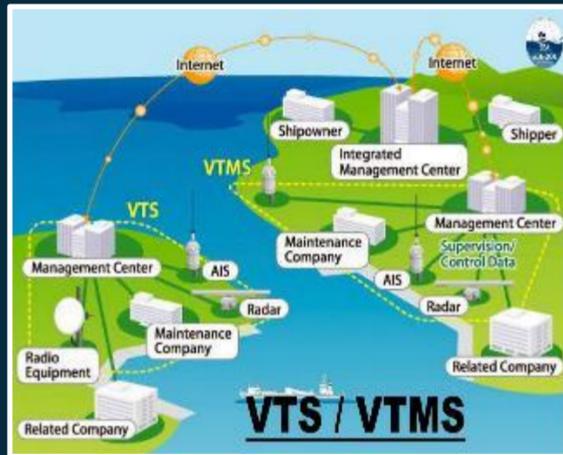
# MISSION

The SBMA will lead and serve its stakeholders by creating economic and employment opportunities that contribute to the nation's progress mission and development.

# VISION

It is our shared aspiration to be a green port city, driven by collaborative growth in business and investments as we provide the best quality of life for all our stakeholders.

# A Smart and Secure Port: Completed and Ongoing Projects



**VESSEL  
TRAFFIC  
MANAGEMENT  
SYSTEM**



**BODY  
WORN  
CAMERAS**



**NEW OIL  
SPILL  
EQUIPMENT**



**SHORE  
POWER  
CONNECTION**

# A Smart and Secure Port: Future Projects



**AI-DRIVEN  
OPERATIONS**

**SPECIALIZED  
DRONES**



**DIGITAL  
TWIN**

**INTRUDER  
DETECTION**



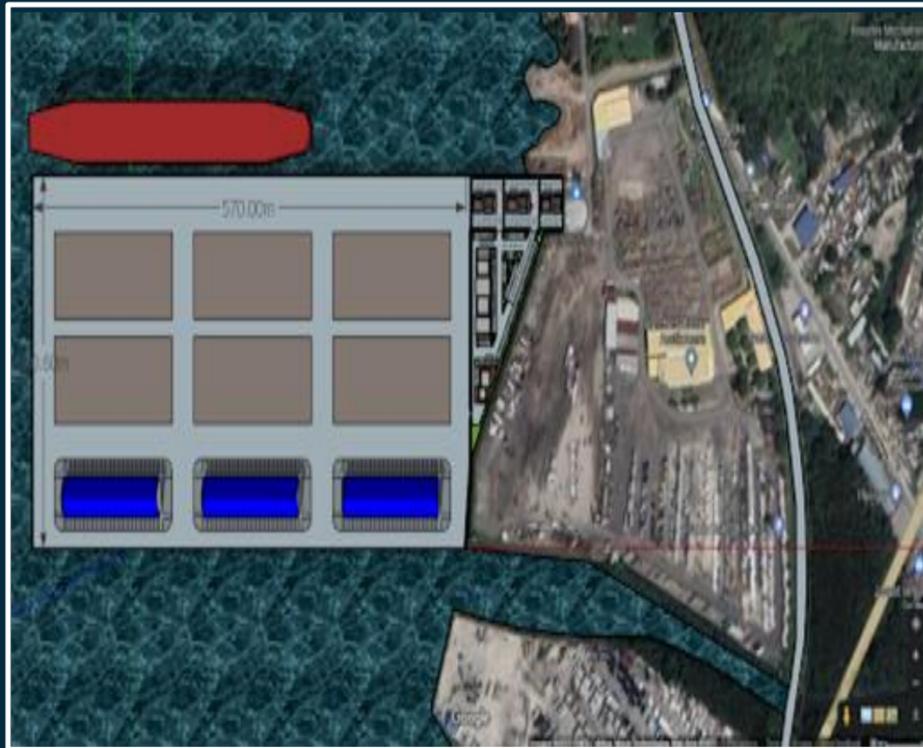
**AUTOMATED  
TERMINALS**

**UNMANNED RESCUE  
EQUIPMENT**

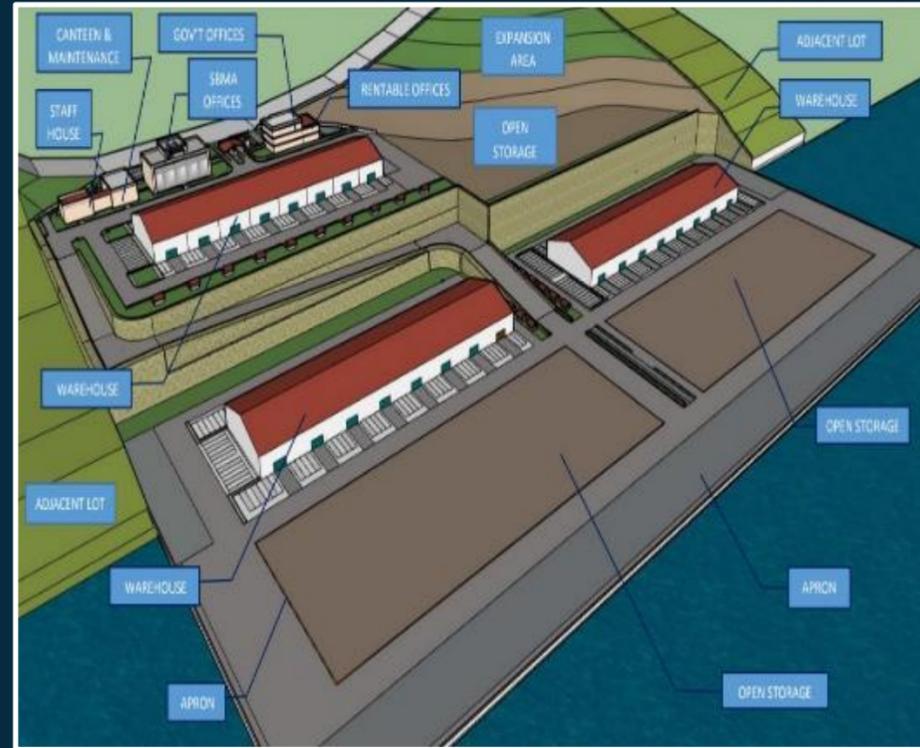


**5G  
NETWORK**

# Port Masterplan and Strategic Expansion



**Lower Mau Multi-Purpose Port**



**Redondo Peninsula Port Terminal**



**Subic Bay Cruise Ship Terminal**

# SUBIC-CLARK-MANILA- BATANGAS RAILWAY SYSTEM



**HERMOSA BATAAN (MABIGA BYPASS ROAD)**



**LEGEND:**

- KALAYAAN-TIPO R
- TIPO - MABIGA RO
- TIPO DISTRICT AR
- SBFZ BOUNDARY
- SCRP LOGISTICS T

This inset map provides a detailed view of the Hermosa Bataan area, showing the proposed railway routes (green and red lines) and other infrastructure like roads and buildings. A legend on the right side of the inset map defines the colors used for different railway types and boundaries.

# 08. CONCLUSION

Our Port's strength is defined by the industrial density that surrounds it.

By continuing to develop world-class business parks and seamless infrastructure, we ensure that Subic remains not just a regional hub, but a cornerstone of national prosperity.



# Port of Subic Bay Today

**Strategic  
Luzon  
Gateway**

**Industrial  
and Logistic  
Zones**

**Multi-  
purpose  
Terminals**

**1,877**

**LOCATORS**

**167,878**

**FREEPORT ZONE  
WORKFORCE**

**PHP  
593.87B**

**TOTAL FOREIGN AND  
DOMESTIC  
INVESTMENT**

**PHP  
4.26B**

**OPERATING REVENUE  
IN 2024**

# Thank You!

 Subic Bay Freeport Zone

 +639175178812

 [mkfroman@sbma.com](mailto:mkfroman@sbma.com)

 [www.mysubicbay.com.ph](http://www.mysubicbay.com.ph)

