



A Member of  **MMC** Group

Welcome

SELAMAT DATANG

Malaysian Dutch Business Council (MDBC) Talk

08 January 2018



ports & logistics

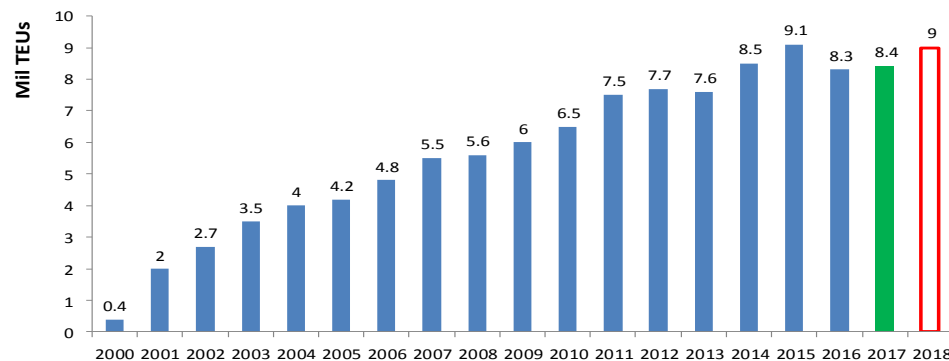
Pelabuhan Tanjung Pelepas Sdn Bhd

Agenda

- ▶ Overview of PTP
- ▶ Core Businesses
 - Container Services
 - Marine Services
 - Free Zone Services
- ▶ Future Growth Plans

From A Greenfield Site to A World-class Port while contributing to Malaysia's development over the past 17 years

- ▶ JV between MMC and APMT
- ▶ 60-year Government concession (1995 – 2055)
- ▶ Port development area consist of 3,500 acres for port terminal and Free-zone area
- ▶ Constructions work started in 1997
- ▶ Accorded Free Zone status in 1997 and Free Zone Authority in 1998
- ▶ Received first trial vessel in Oct 1999
- ▶ Officially launched on 13 March 2000
- ▶ Key transshipment hub in South East Asia region
- ▶ Supporting key national economic initiatives: Iskandar Malaysia, Southern Industrial & Logistics Clusters (SILC)
- ▶ Volume growth from 400K TEUs in year 2000 to 8.4 million TEUs in year 2017
- ▶ Ranked #19 in the world



Average of 12% container growth throughput

Corporate Structure

Backed by strong shareholders



MMC 70%

APM TERMINALS 30%

Ports & Logistics

- Transshipment Hub
- Multi-purpose Port

Energy & Utilities

- Power Generation
- Natural Gas Distribution
- Water

Engineering & Construction

- Electrified Double Tracking Railway Project
- Stormwater Management and Road Tunnel Project
- Oil & Gas Engineering

Klang Valley Mass Rapid Transit

Founded	1911 (London)
Headquarters	Kuala Lumpur, Malaysia
Area served	Malaysia, Middle East
Owner(s)	MMC Corporation Berhad.

Founded	2001
Headquarters	The Hague, Netherlands
Area served	Worldwide
Owner(s)	A.P. Moller-Maersk Group.

12,100 employees. PTP (70%), Johor Port Berhad (100%), Northport (97.3%), Penang Port (100%) Red Sea Gateway Terminal - Jeddah (20%) and Senai International Airport (100%), KTMB MMC Cargo (49%), Kontena Nasional (100%), SMART (50%)

20,600 employees and operates a Global Terminal Network of 72 operating port and terminal facilities and 140 Inland Services operations, as well as providing independent Crane Engineering Services to the global port industry, with a presence in 69 countries on five continents.

PTP Core Businesses

Container Services

- Serves various shipping lines and box operators through direct calls and hub for 2 major Alliances
- PTP biggest transshipment hub - **Maersk & Evergreen**
- Projected volume 2018 : 9.0 mil TEUs, local > 500,000 TEUs



Marine Services

- Triple-E / VLCC capable
- Handled more than 20,000 vessels movement annually
- Providing services within the port limit:
 - ✓ ATT Tanjung Bin
 - ✓ Malakoff
 - ✓ Ship to Ship



Free Zone Services

- RM2.8 Billion Invested
- Over 40 Companies
- More than 15,000 workers



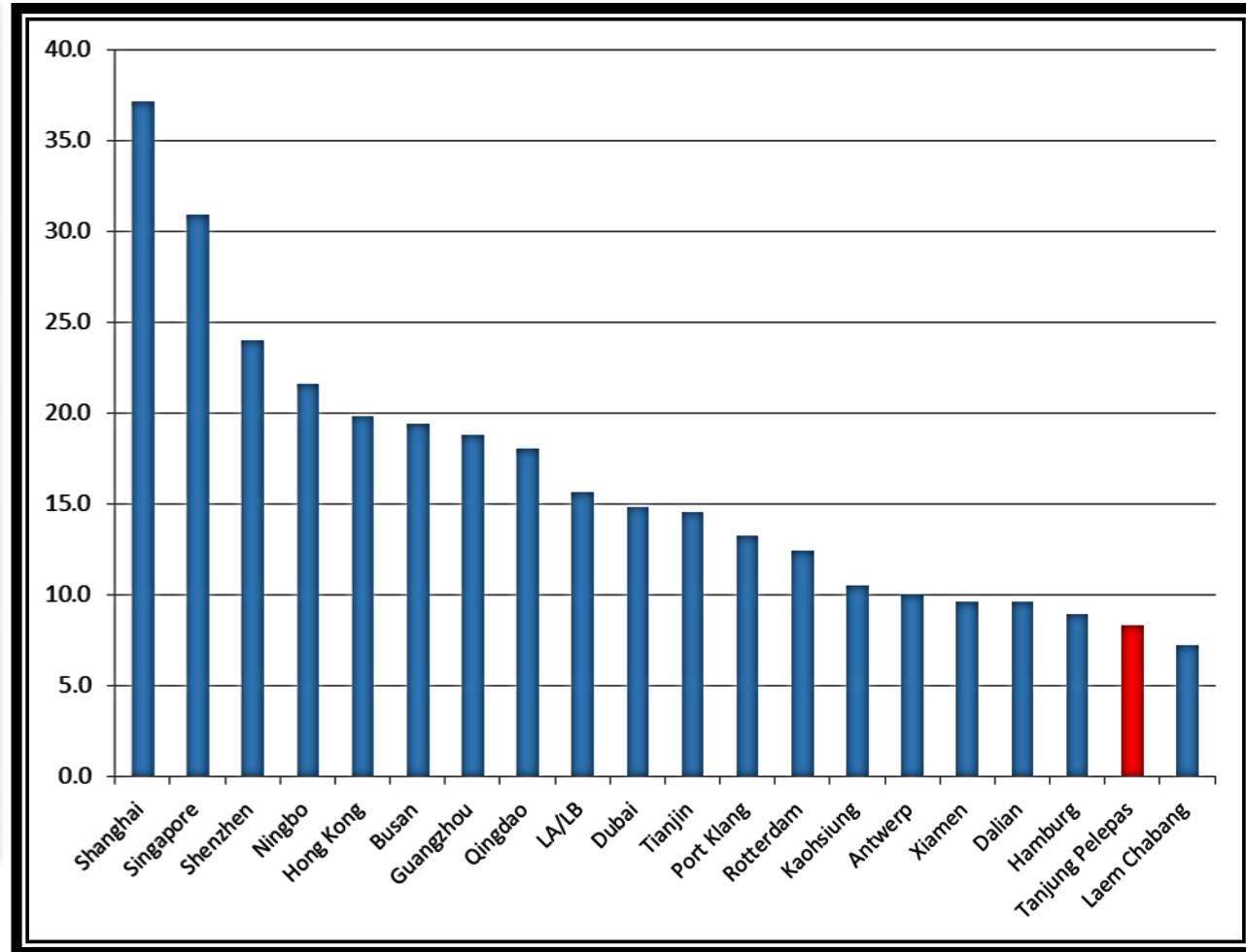
World's Top 20 Busiest Container Terminal



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2016 Global Container Ports Ranking (mil TEUs)

Rank	Port Name	2016	2015
1	Shanghai	37.1	36.5
2	Singapore	30.9	30.9
3	Shenzhen	24.0	24.2
4	Ningbo	21.6	20.6
5	Hong Kong	19.8	20.1
6	Busan	19.4	19.5
7	Guangzhou	18.8	17.6
8	Qingdao	18.0	17.4
9	LA/LB	15.6	15.4
10	Dubai	14.8	15.6
11	Tianjin	14.5	14.1
12	Port Klang	13.2	11.9
13	Rotterdam	12.4	12.2
14	Kaohsiung	10.5	10.3
15	Antwerp	10.0	9.7
16	Xiamen	9.6	9.2
17	Dalian	9.6	9.4
18	Hamburg	8.9	8.9
19	Tanjung Pelepas	8.3	9.1
20	Laem Chabang	7.2	6.8



* Source : Alphaliner

A Transshipment Hub In South East Asia

for world's largest shipping line

Sailing frequency

Route	Frequency (per week)
Intra-Asia	>47
Europe/Mediterranean	10
India Sub Continents	5
Middle East/Red Sea	3
Africa	15
US	2
Oceania	5



Connected to over 300 port of calls globally with >85 weekly services

PELEPAS FREE ZONE

Over 40 Companies, RM2.7 billion Invested, 7.1 million square feet of warehousing space and >11,000 employments

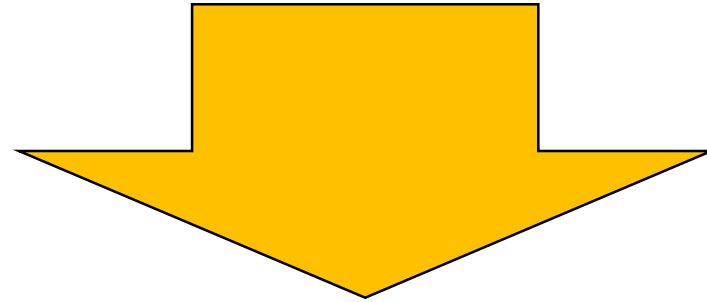


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Pelepas Free Zone Future Growth Potentials

CATALYTIC GROWTH FACTORS



Strategic location for Regional Consolidation & Distribution Hubs set up



World-class infrastructure & Global Connectivity



Competitive cost environment



Dynamic growth zone for import and export activities



Availability of >500 acres for leasing



Extended Hinterland market & access to global brands in Singapore

PTP Free Zone Value Propositions



- ▶ No customs declaration
- ▶ 'Authority' role
 - √ Paperless declaration
- ▶ Tax Exemption
 - √ import duties
- ▶ Terminal & free zone integration - faster movement of goods at competitive cost
 - √ Trucking services controlled and provided by PTP
- ▶ Simplified customs procedures and Green lane access
 - √ Levy exempt truck movements to Singapore

PTP Long Term Master Plan

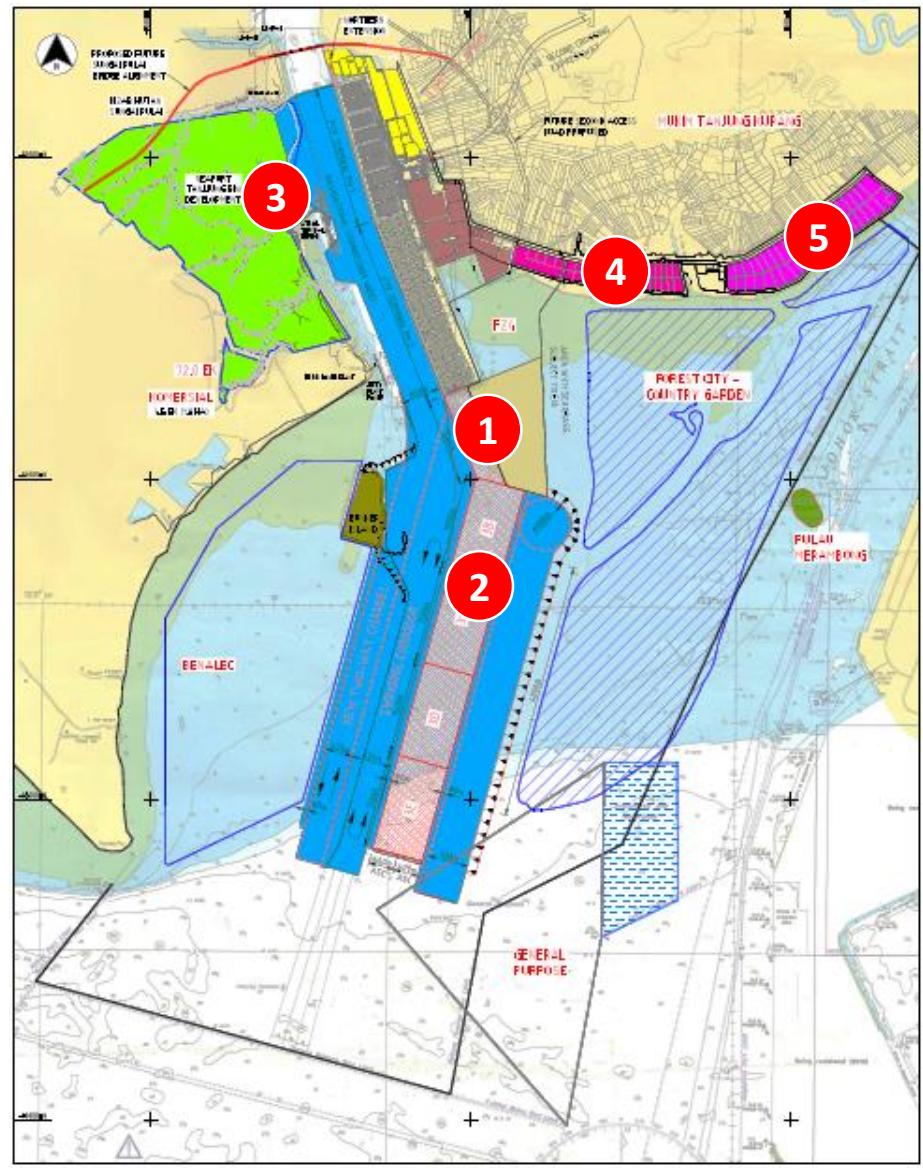
1. National aspiration to be a major hub in the Region
2. Stay competitive with Singapore
3. Port of choice for Global Trade

TERMINAL

1. Phase 3A
 - 1.4 km with 3.4 mil TEUs capacity
2. Phase 3B-3E & ET1- ET4
 - 12 km with 32.4 mil TEUs capacity
3. Tg. Bin Development
 - 1.4 km with 3.8 mil TEUs capacity

FREE ZONE

4. Free Zone Phase 3- 170 acres land
5. Free Zone Phase 4 & 5 - 400 acres land



Thank you



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