

*2nd Indian Ocean
Ports, Logistics & Shipping Conference
Seychelles, March 2006*

Chairman's Opening Remarks

Des Powell
Deputy Chairman
Port of Melbourne Corporation

Port of Melbourne



Our port's key issues

- 42% of Australia's import and export container trade
- Port reform –a new charter beyond landlord role
- Channel deepening – 12.1m to 14m
- Intermodal links- now vital
- Community amenity- increasing standards

Business today

- A changing marketplace at a global, regional and local level
- Globally customers drive initiatives as they build brands, penetrate markets and lower costs
- Market attractiveness is driving investment decisions, with focus on core growth regions

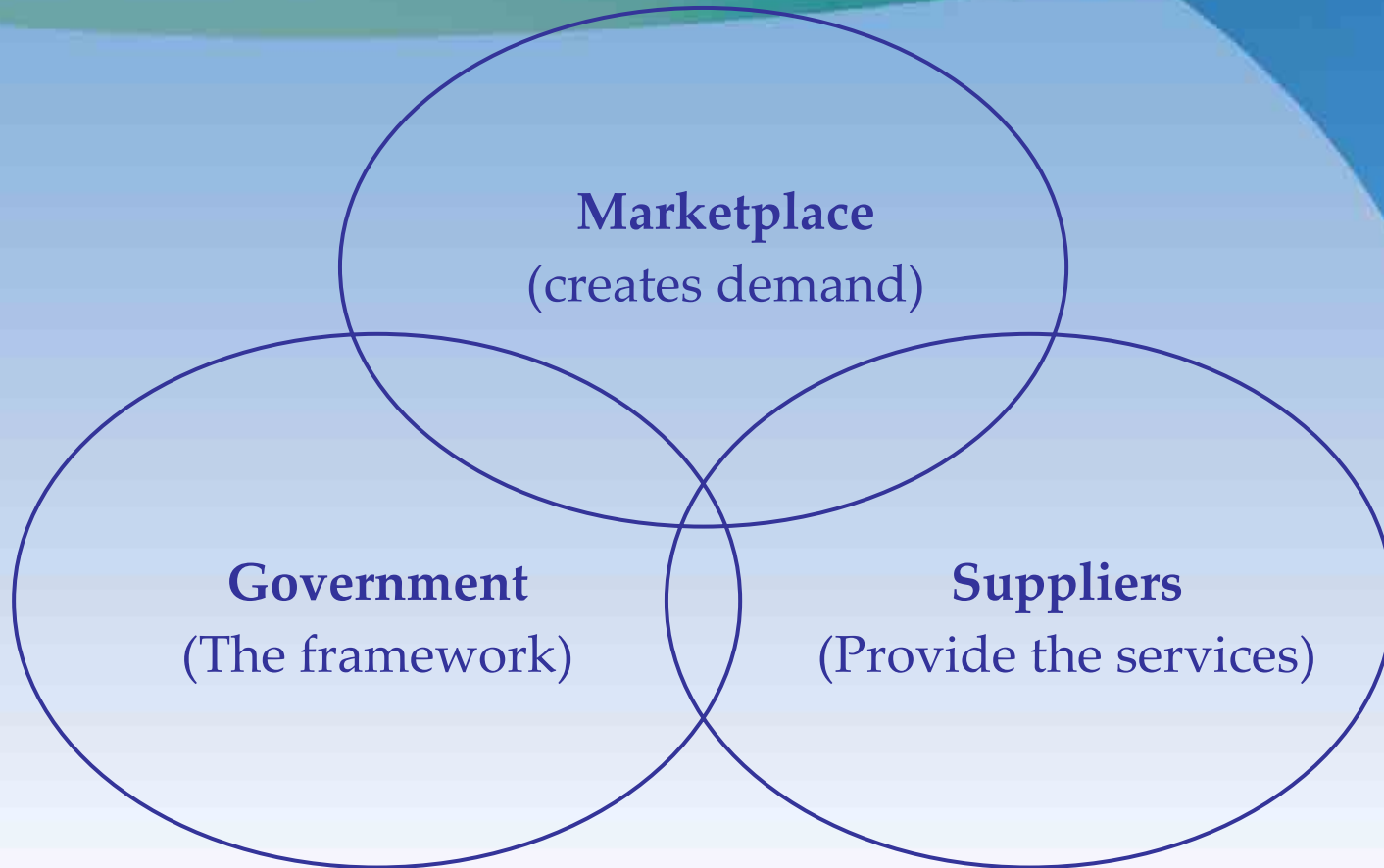
Business today

- Trade transcending national boundaries
- New co-operation in reducing barriers
- IT and communications now powerhouse sectors
- Logistics increasing in prominence

Implications

- Globalisation is a double edged sword – winners and losers
- Status quo is being challenged regarding manufacturing locations, suppliers, assets
- Outsourcing is accelerating change
- Government have to re-think policies regarding trade, foreign investment, infrastructure development, regulation, environment etc

The relationships in action



Today's sessions

The demand

Trade and Containerisation
Evolving trade trends
New Asia market
Trading development

The framework

Role of port changing,
importance to Government,
community responsibility

The services

Regional privatisation -
integrating regional services
Scale of Opportunities
Financing
Services – Logistics
Modernising shipping lines

For a successful day !

- Listen carefully
- Turn your phones to silent
- Stay awake
- Ask questions- nice ones of course !!!
- Applaud the speakers