

# ASEAN Ports' Competitive Imperative: A Port User's Perspective



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**APL**

# Today's Presentation

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- APL terminals' overview
- Port users' requirements
- Asia as global manufacturing hub
- Port infrastructure challenges
- ASEAN's competitive imperative
- Key factors for success

# APL Terminals' Overview

APL has investments in 9 terminals across North America and Asia – solely operates 7 with combined capacity 6.2m TEU



Top 10 terminal operator in the world (Drewry)

# Port Users' Requirements

## Terminal Productivity



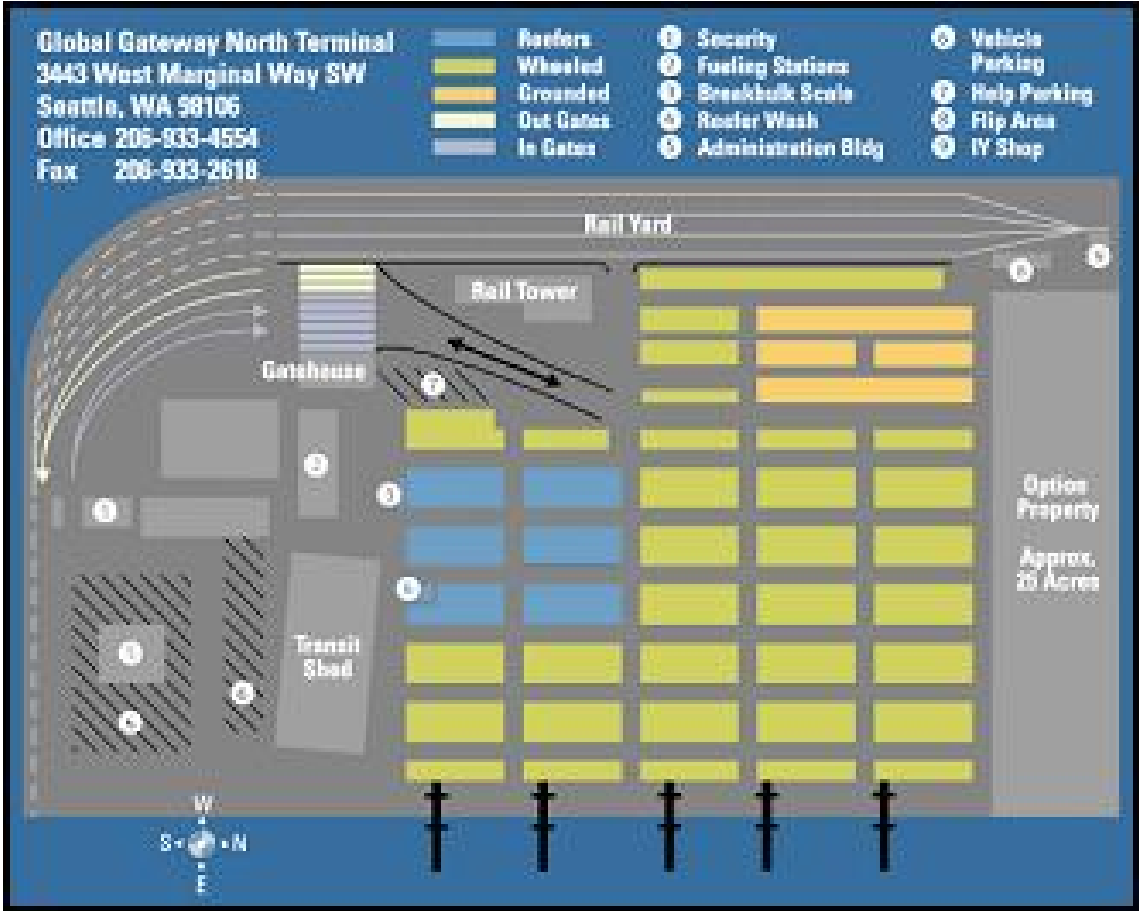
# Port Users' Requirements

## No Congestion



# Port Users' Requirements

## Terminal Expansion Plans



# Port Users' Requirements

## Security



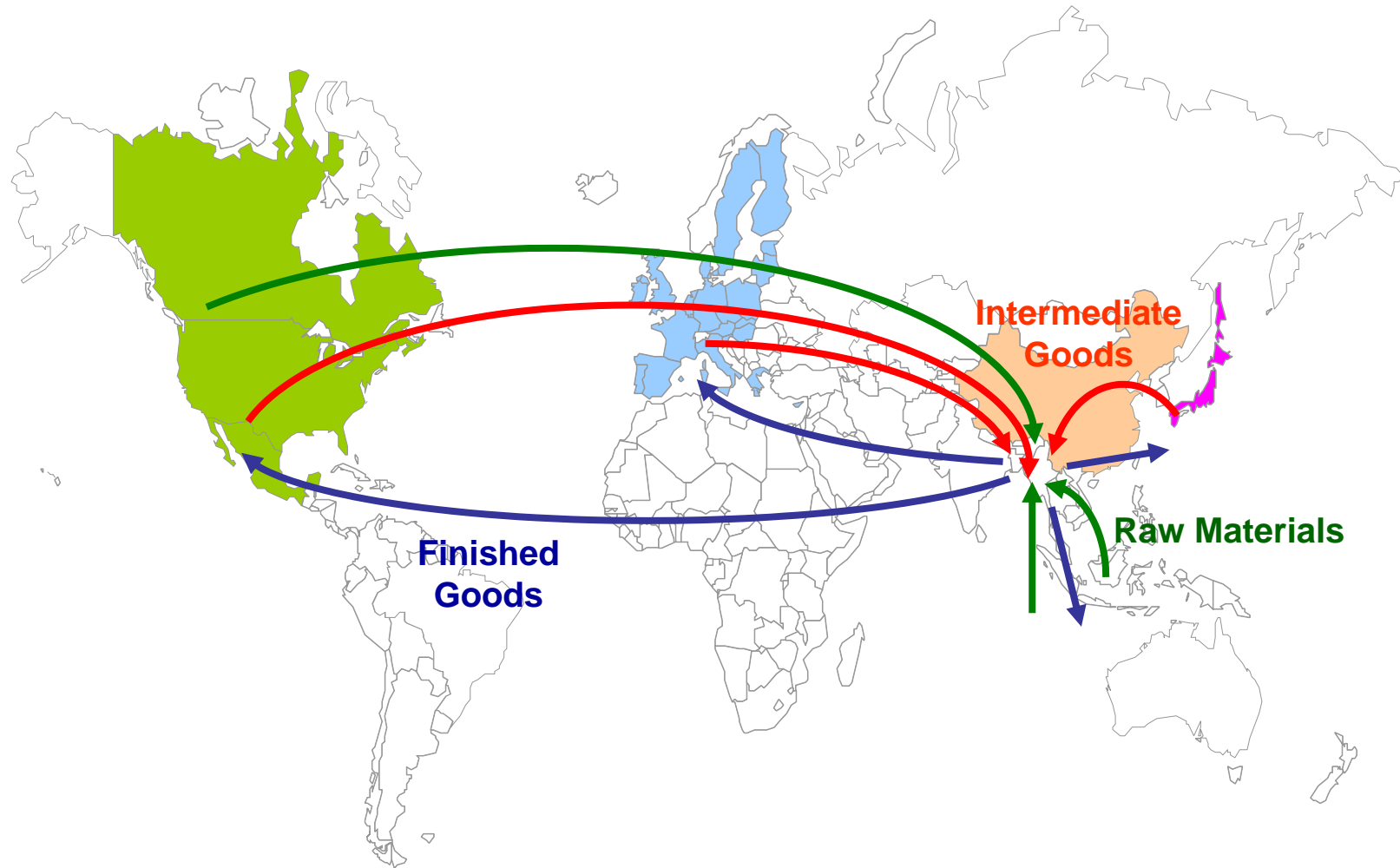
# Port Users' Requirements

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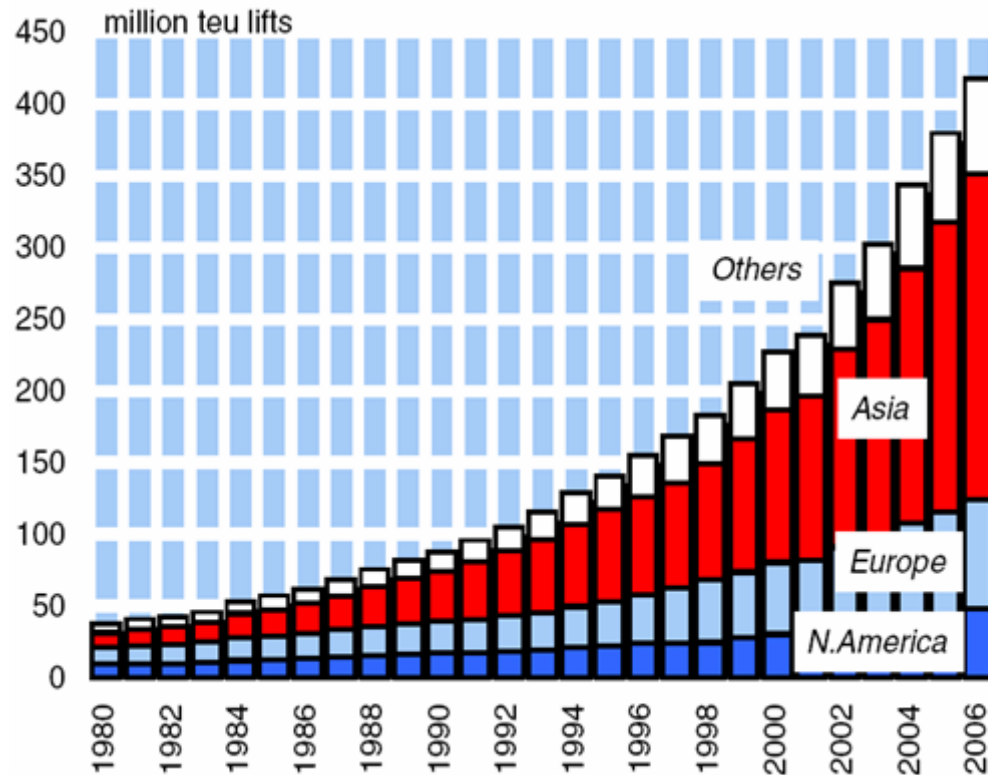
## Competitive Port Pricing!



# Asia as global manufacturing hub



# Container trade growth



Source: Clarkson

- Container trade has expanded rapidly during the last 30 years
- Fundamental and permanent change in world trade and sourcing patterns
- Increasing dependence on manufacturing in China and other low-cost locations such as India, Thailand and Vietnam

# World container flows (2005)

8.7M TEU N.CON  
3.2M TEU MED

16.5M TEU NAM  
3.7M TEU LTAM

HEAD HAUL ONLY →



**TRANS-ATLANTIC**  
4.9 million TEU  
5.1% Growth

**ASIA-EUROPE**  
11.9 million TEU  
11.4% Growth

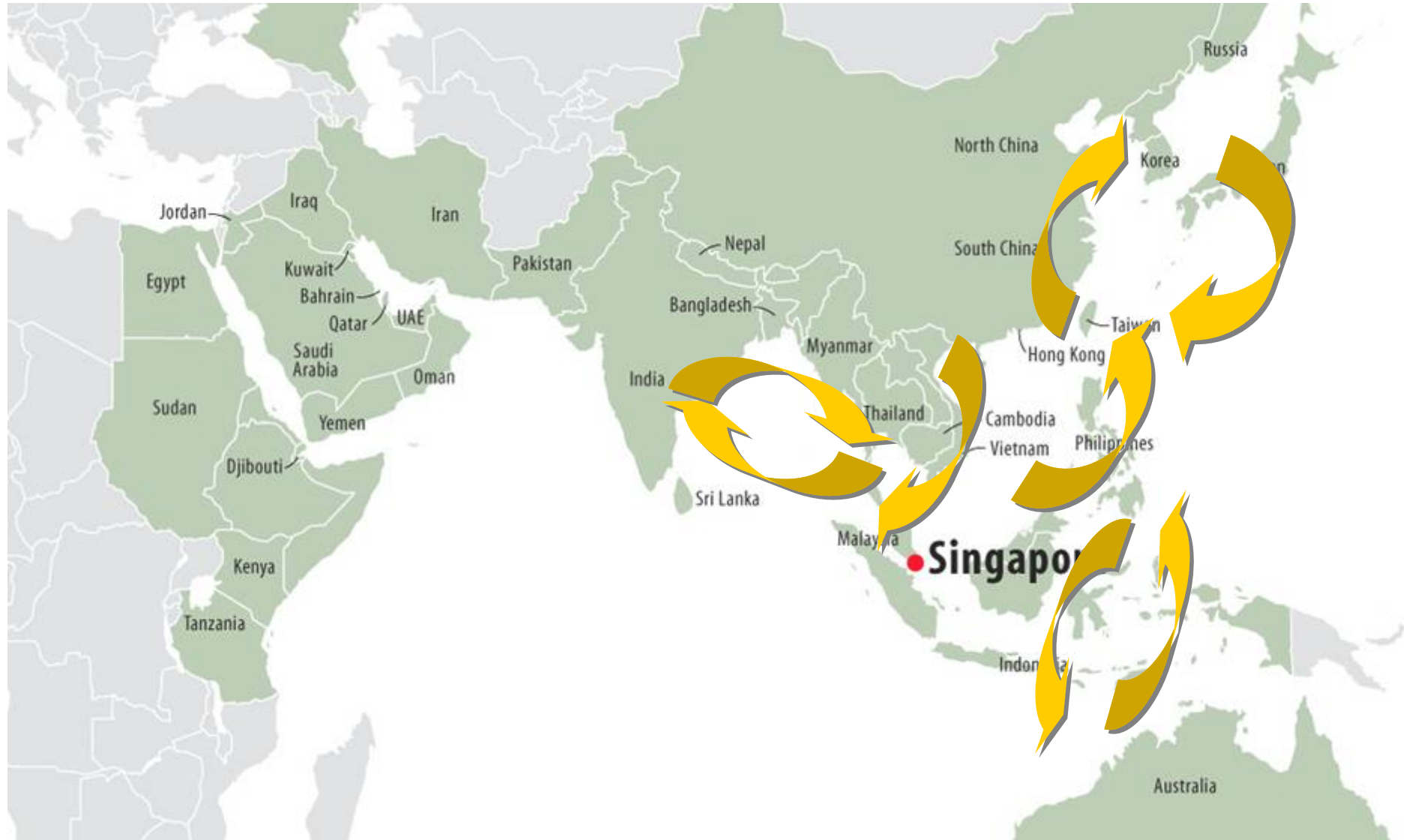
**TRANS-PACIFIC**  
20.2 million TEU  
10 % Growth

**INTRA-ASIA**  
26.1 million TEU  
(including Australia, Indian Subcontinent and Middle East)  
9.5 % Growth

17M TEU SHORT SEA  
9M TEU LONG SEA

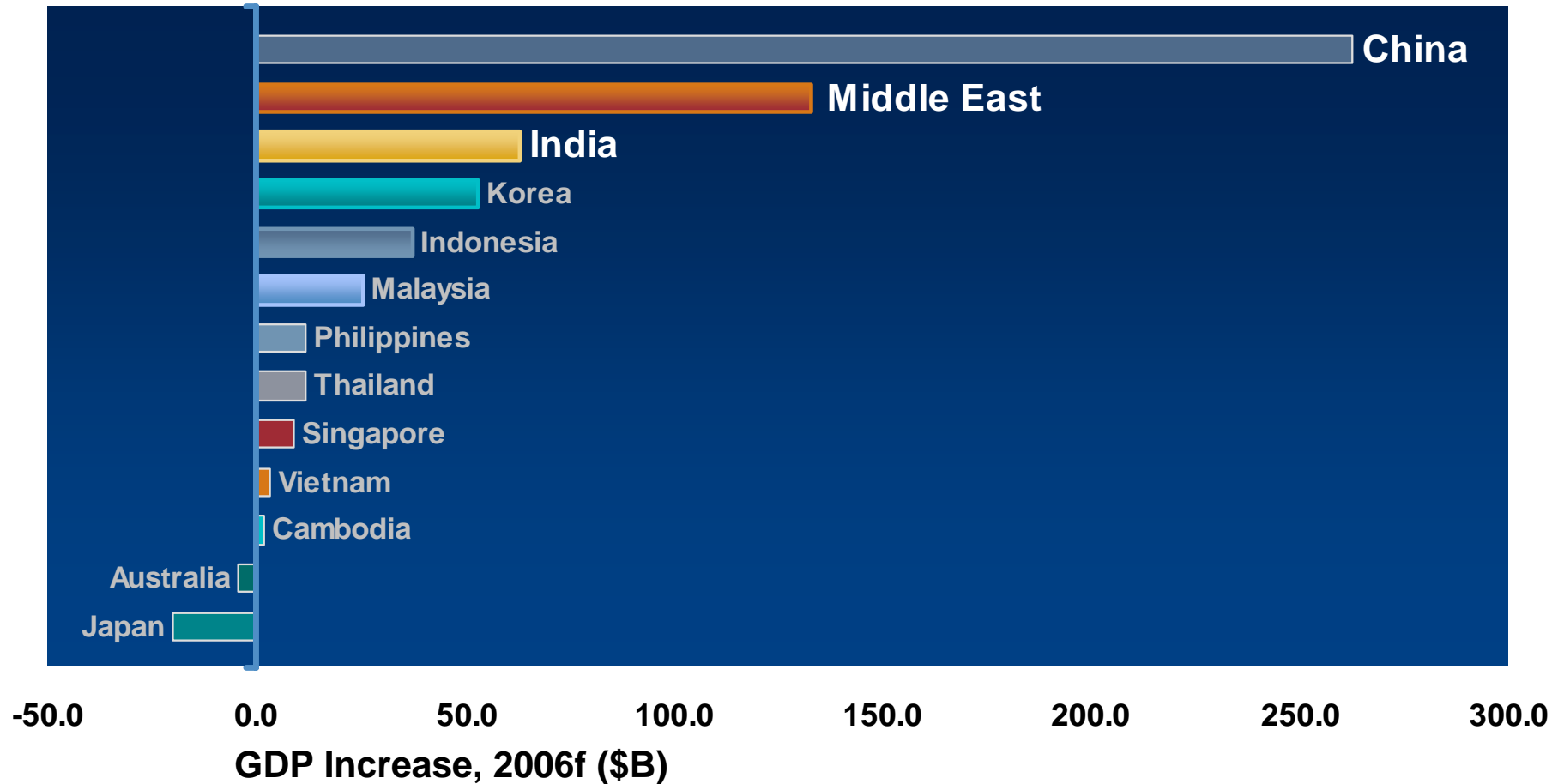
GLOBAL TRADE (M TEUS)	
Trans-Pacific	27.5
Asia-Europe	18.6
Intra Asia Short Sea	17.0
Long Sea	9.0
Trans-Atlantic	7.0
North-South	13.7
Intra Region	9.7
<b>TOTAL</b>	<b>102.5</b>

# Key Intra-Asia trades



# Asian GDP growth

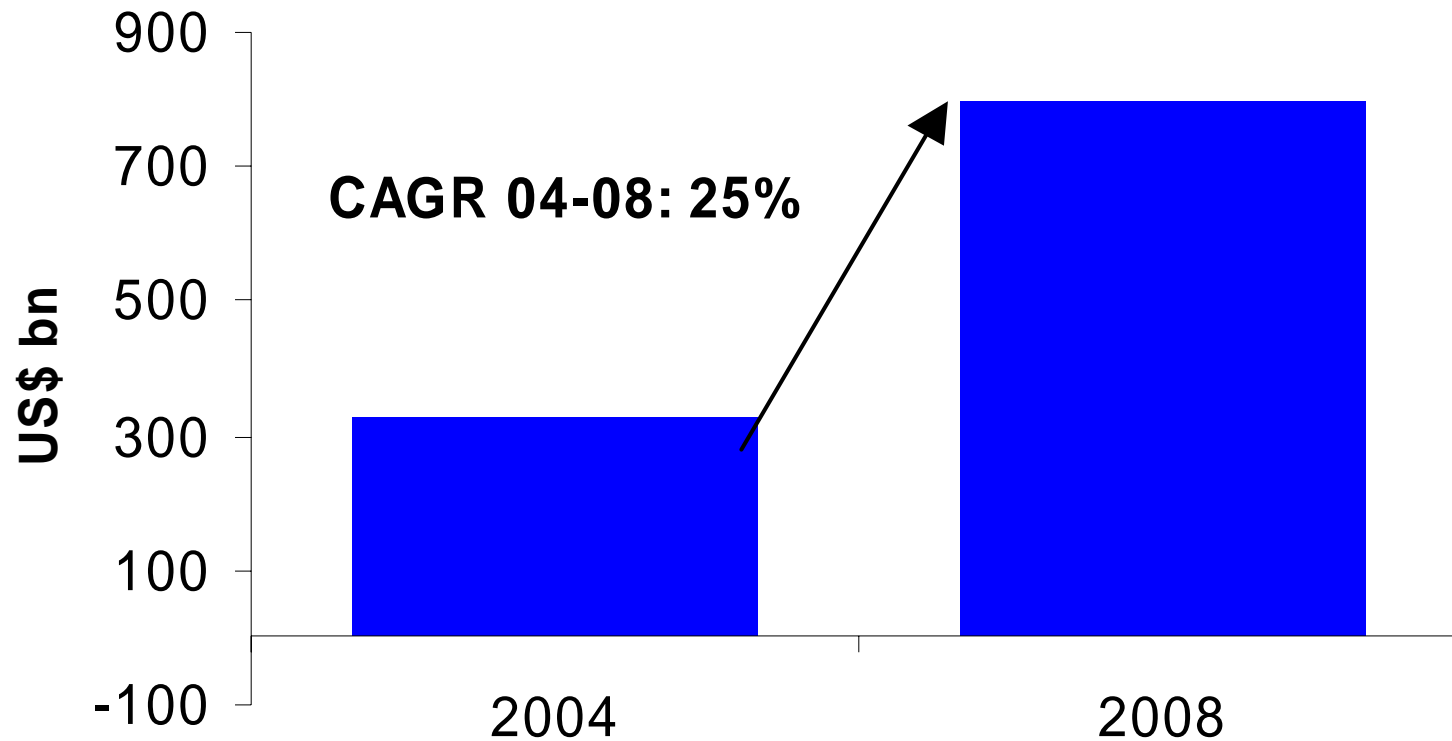
*Growth led by China, Middle East & India*



Source: IMF, Economic Intelligence Unit, Asian Development Bank

# China leads growth ...

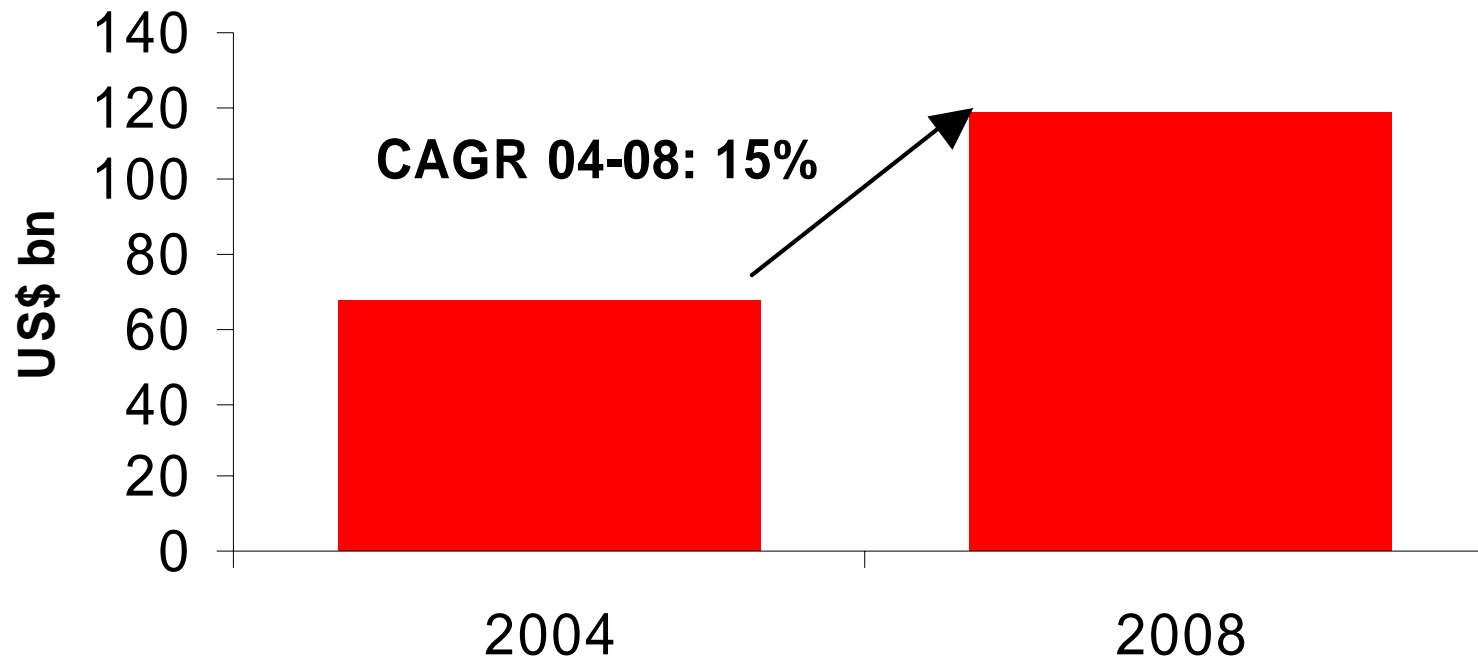
## China Transport and Logistics Market Size and Potential



Source: Transport Intelligence

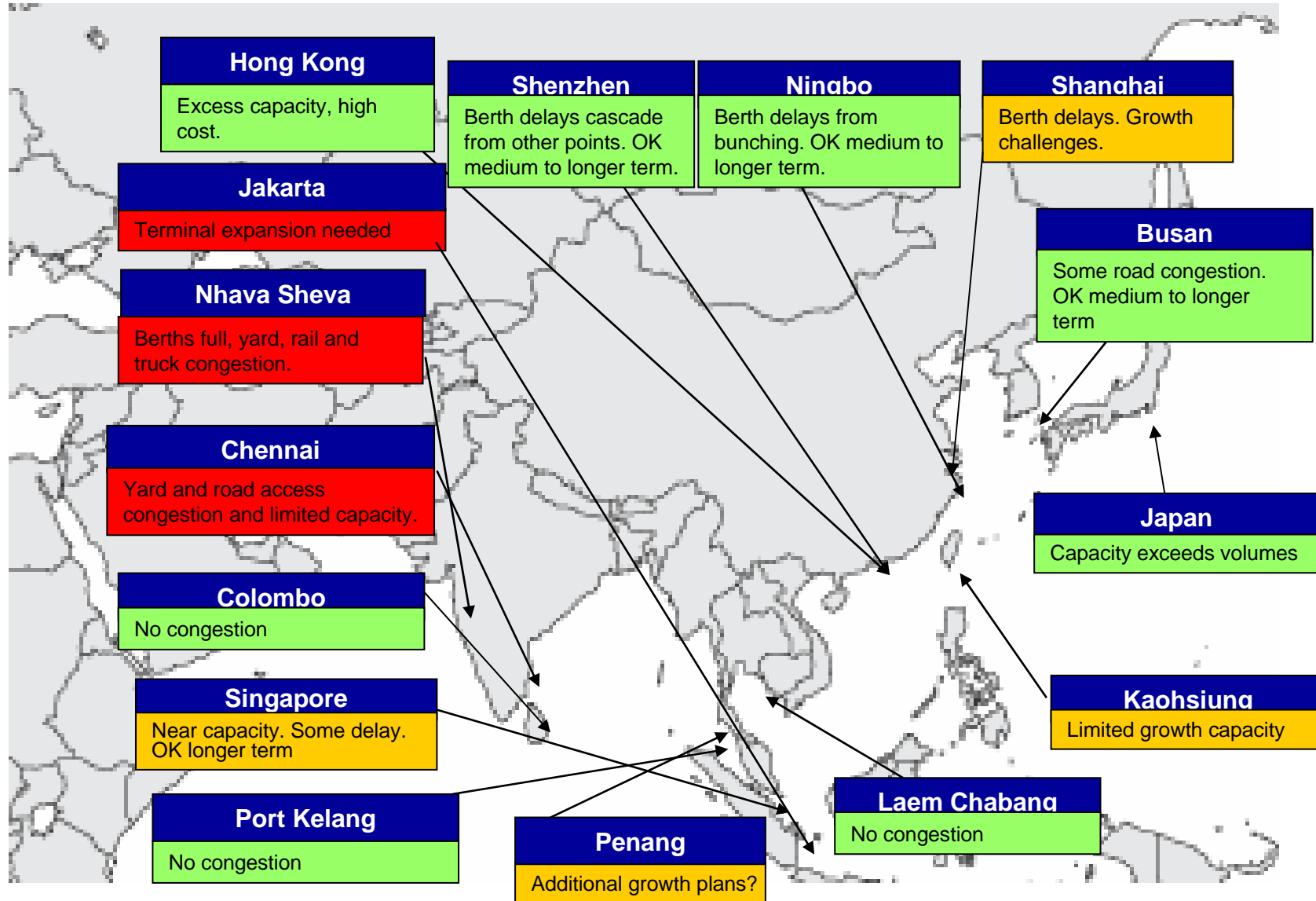
# India too...

## India Transport & Logistics Market Size and Potential



Source: Transport Intelligence

# Port infrastructure challenges



# ASEAN's Competitive Imperative

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**ASEAN ports must NOT  
become choke points that  
will stifle trade growth...**

# Key Factors for Success

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- Collaborate to remain competitive
- Lockstep growth in trade and terminal capacity
- Enhance landside infrastructure
- Update technology
- Increase productivity and efficiency
- Improve connectivity
- Competitive port pricing

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**THANK YOU**