

Opportunities in Southern Asian Ports

**Southern Asia Ports, Logistics and Shipping 2006
Mumbai**

**S.N.Srikanth
Senior Partner
HAUER ASSOCIATES**

Southern Asia



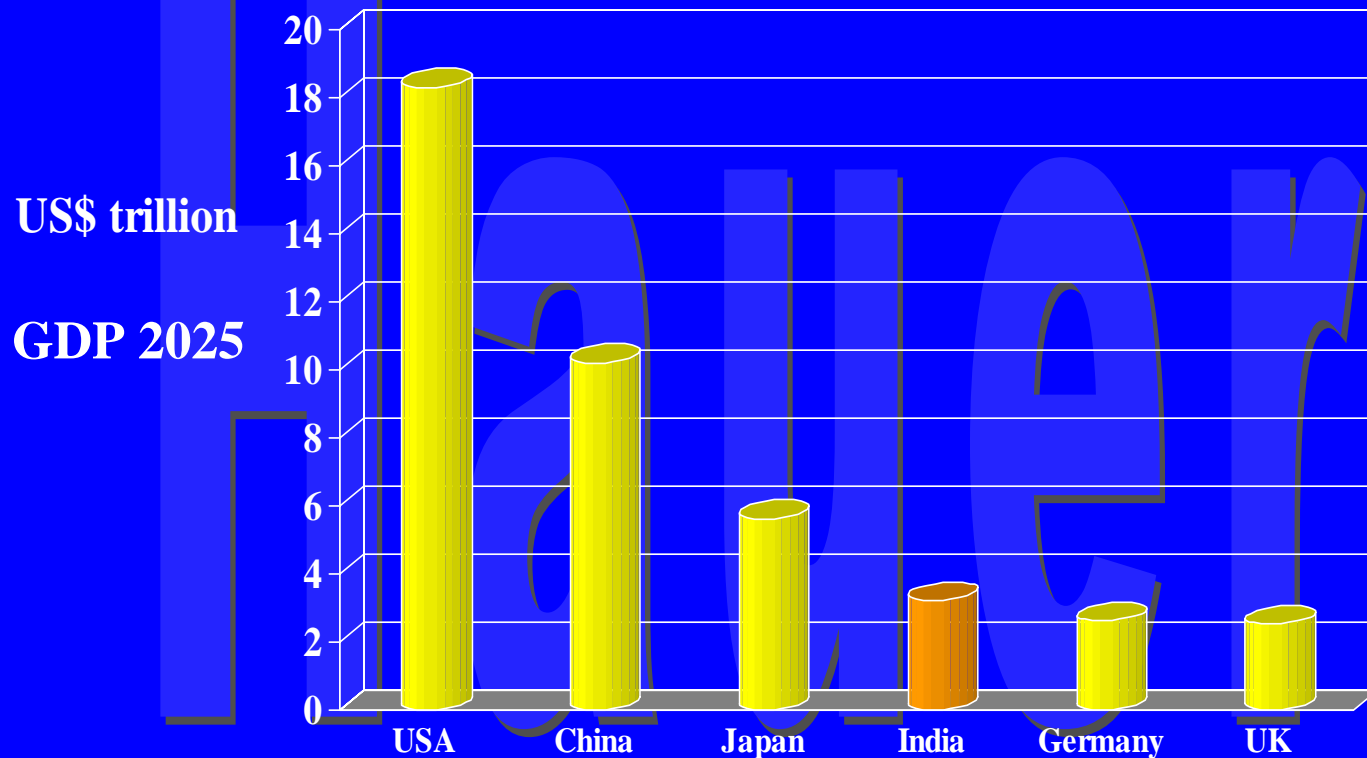
INDIA

Hauer

India: GDP Projections

4th largest economy in the world by 2025

Current growth rate: > 8%

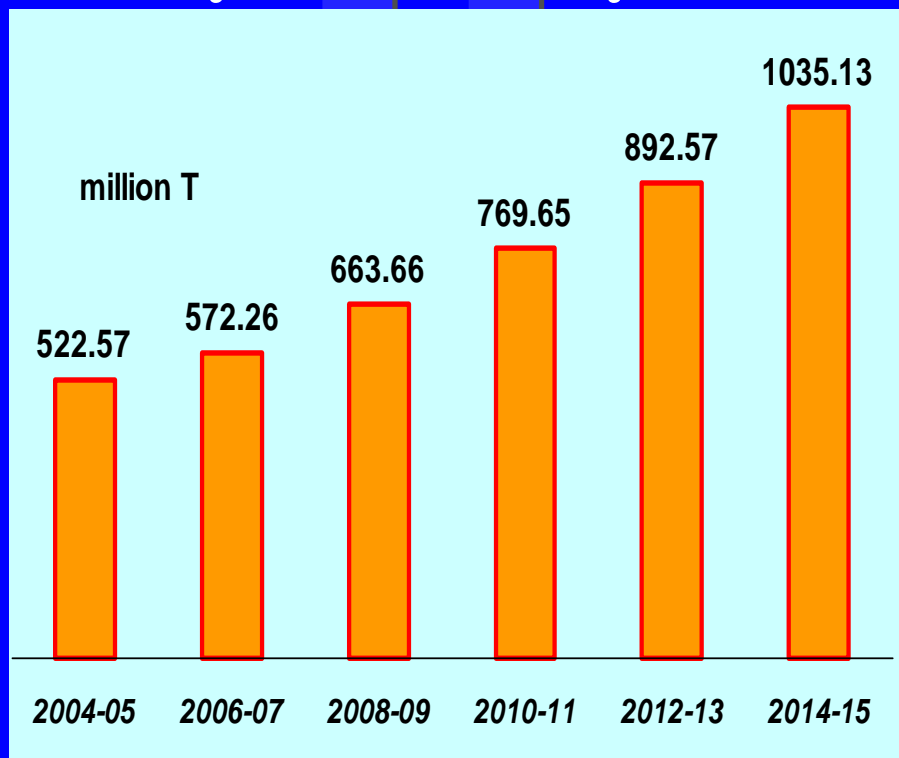


Source: Goldman Sachs on BRIC - 2003

India Port Traffic Projections

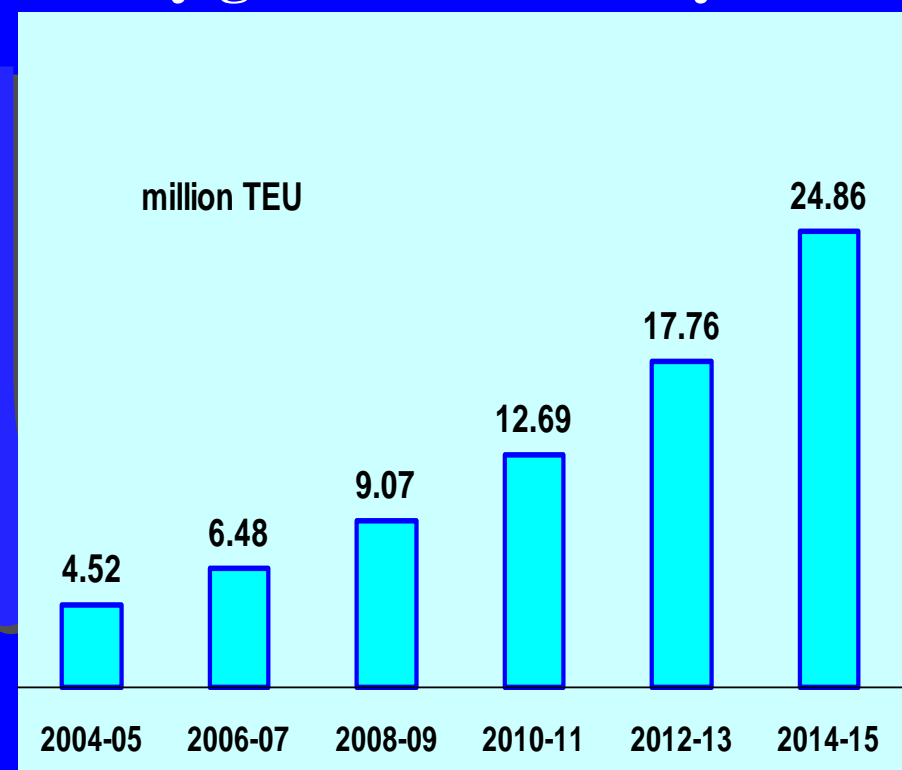
Total Traffic

May double in 10 years



Containers

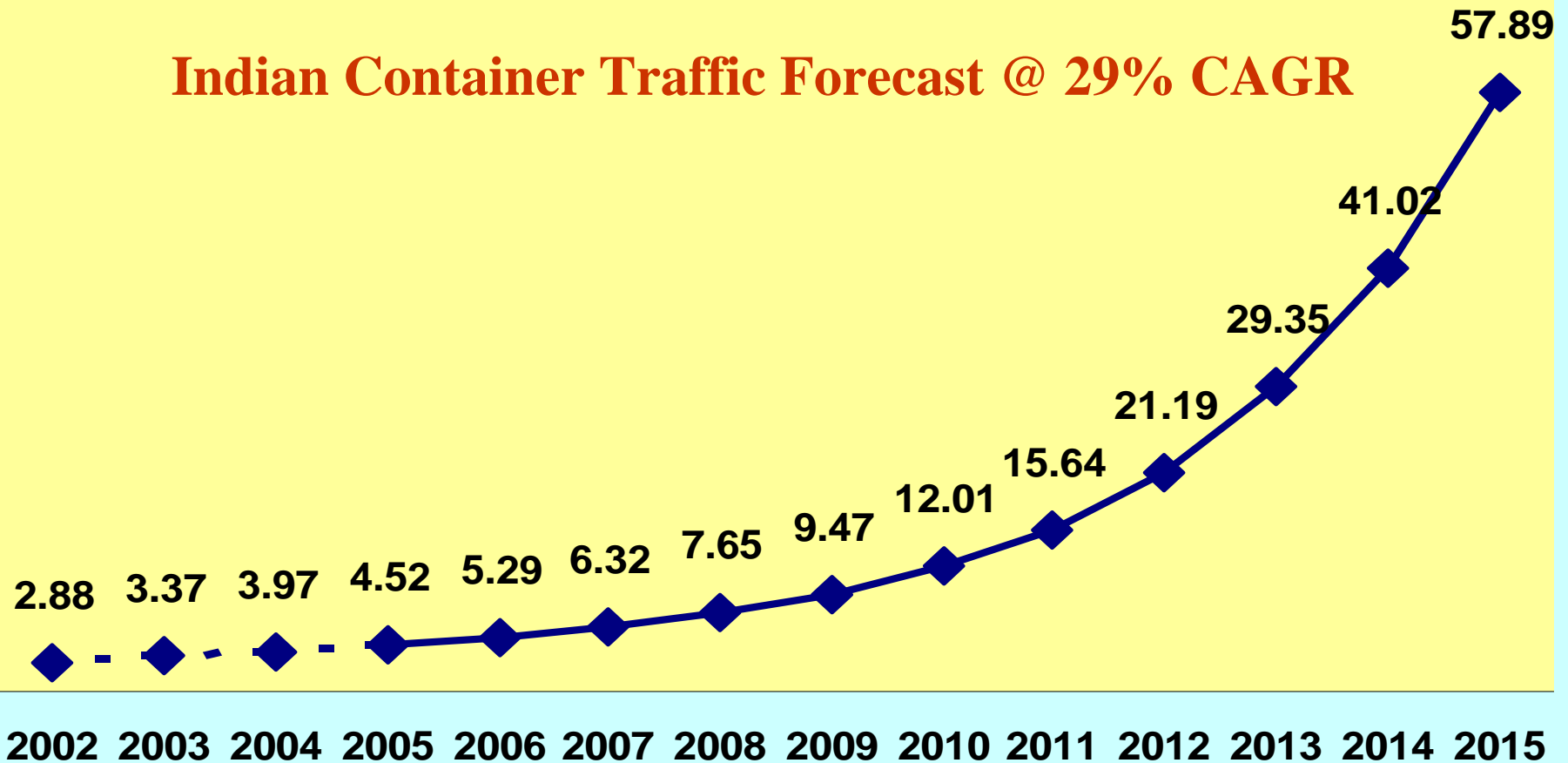
May grow 6 fold in 10 years



Containers: What if...

India grows over next 10 years as China did in the last 10?

Indian Container Traffic Forecast @ 29% CAGR



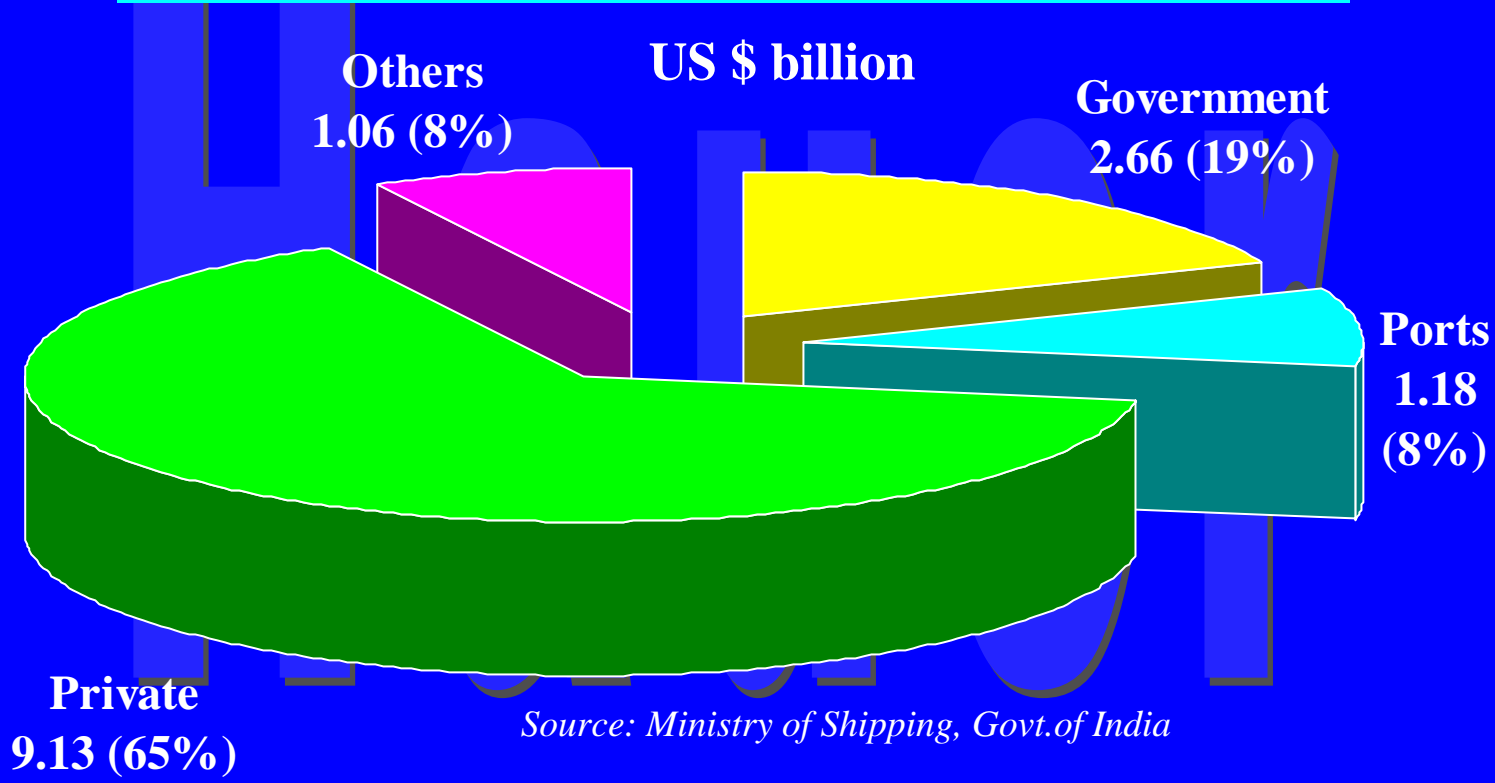
India: Federal & Regional Government Ports



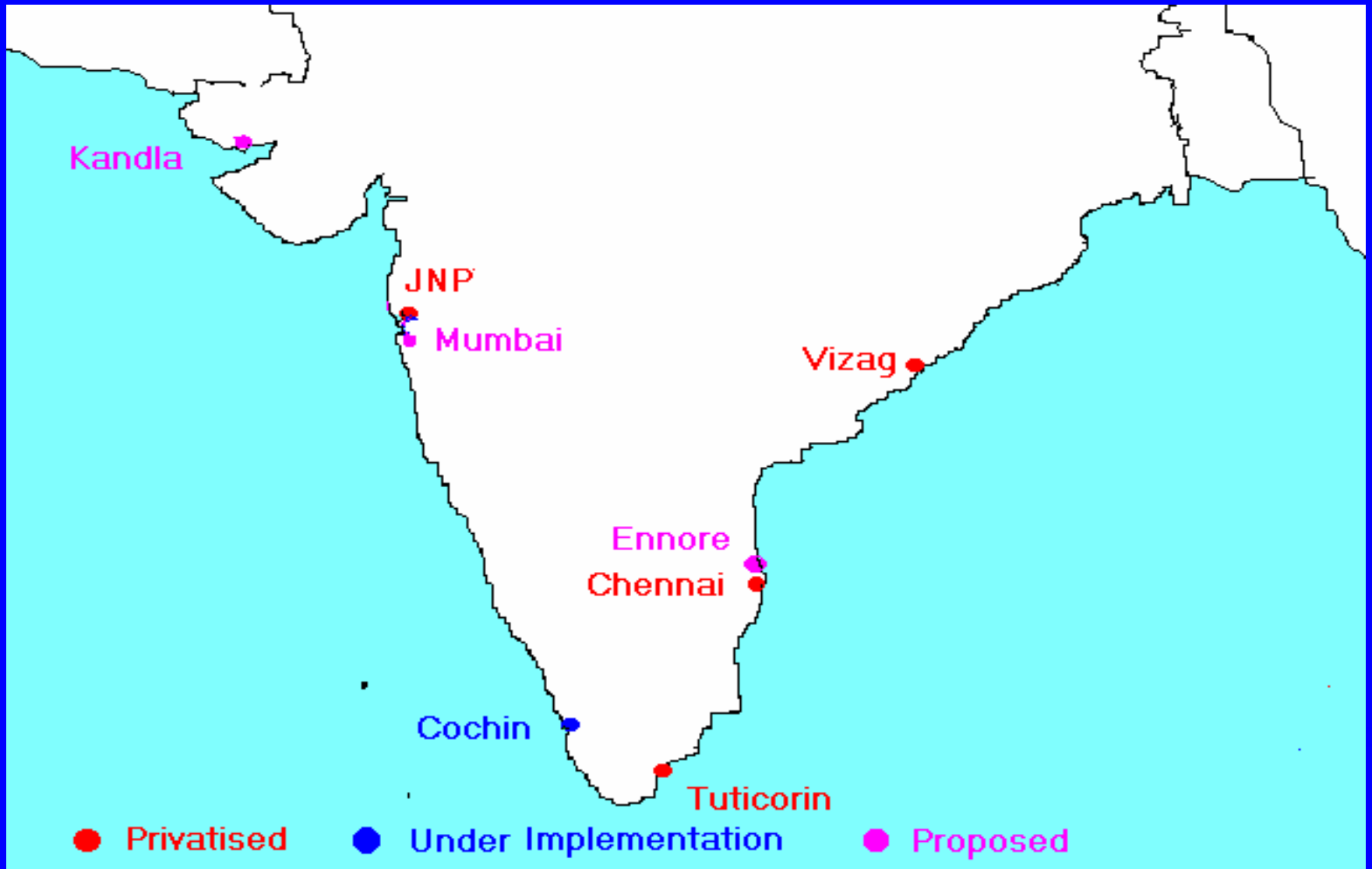
National Maritime Development Programme: US\$ 14 billion for Federal Ports by 2013-14

65% from private participants

Investments in Regional Ports not included



Privatization Efforts



Response to Privatization

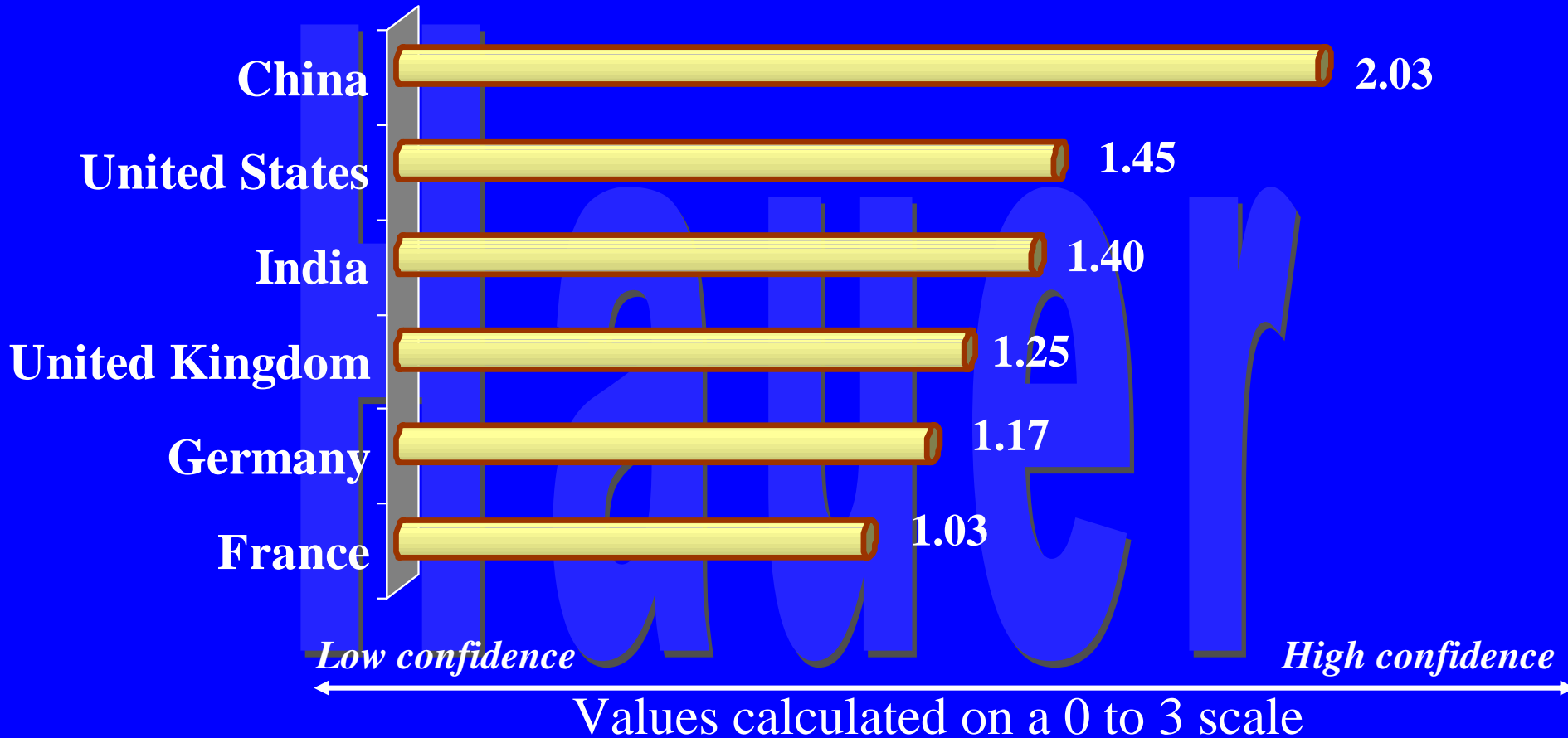
Bullish Revenue Share Offers from Bidders

Port	Year	Successful Bidder	Revenue Share offered
Chennai	2001	P&O Ports	37.123%
Cochin	2004	Dubai Ports	33.30%
Jawaharlal Nehru (3 rd terminal)	2004	Maersk- CONCOR	35.503%
Kandla	2005	ABG - Voltri	48.997%

India As An Investment Destination

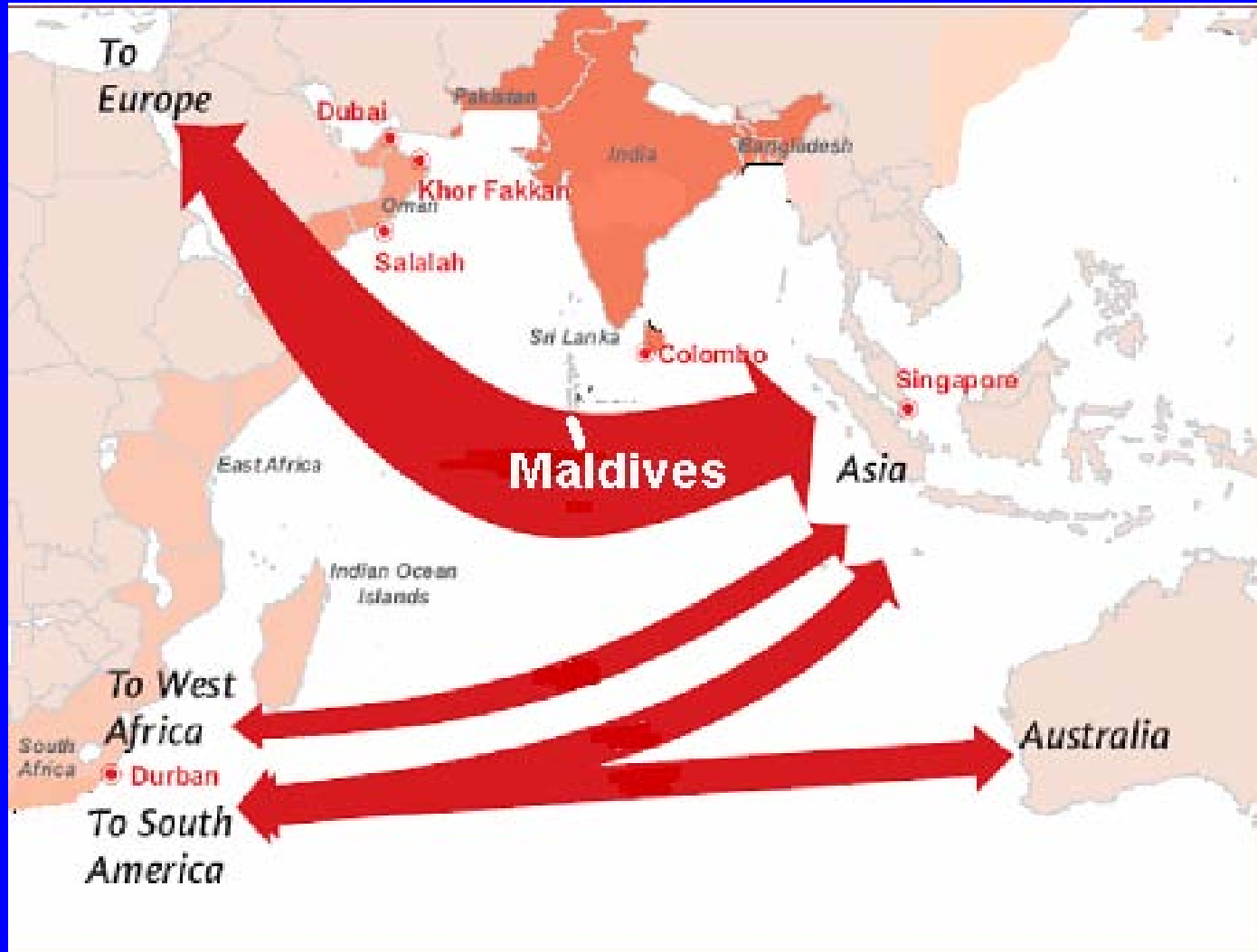
Third most favoured in the world

FDI Confidence Index 2004



Source: A.T.Kearney FDI Confidence Index Survey October 2004

The Maldives Transshipment Port



Opportunities

Sri Lanka

**Colombo South Harbour
(US\$ 700 million Private Investment)
Galle, Hambantota, Trincomalee**



Opportunities

Bangladesh

New deep water port

Upgradation of Chittagong & Mongla



Have a Great Conference !

Hauer