



Supporting Industries.
Connecting Economies.

Supporting Growth: Sustaining Terminal Efficiencies at Manila South Harbor and the Batangas Port

Sean Perez, Vice President – ATI

February 13, 2015 | Friday | Manila Peninsula Hotel



Our Business

Supporting Industries. Connecting Economies.

ATI offers comprehensive and competitive port services for containerized, non-containerized, bulk & break bulk, and passengers – a synergy of services which comes second to none in the Philippine port industry.



**THE PHILIPPINE
STOCK EXCHANGE
INC.**

Philippine Stock
Exchange-listed firm
since 1996



DP WORLD

Part of the port network of
DP World, the 4th biggest
terminal operator worldwide

Backed by three decades of
experience and expertise



Diverse workforce
of 1,400+ people, with local
and global experience

ISO 28000:2007
Supply Chain Security Management System
(First company in the Philippines to receive such certification)

OHSAS 18001:2004
Occupational Health and Safety Standard

ISO 14001:2008
Environment Management System

IMO-ISPS Code
International Ship and Port Facility Security Code

Compliant to Global Standards
on Operations, Safety,
Environment & Security

Our Locations



Manila South Harbor

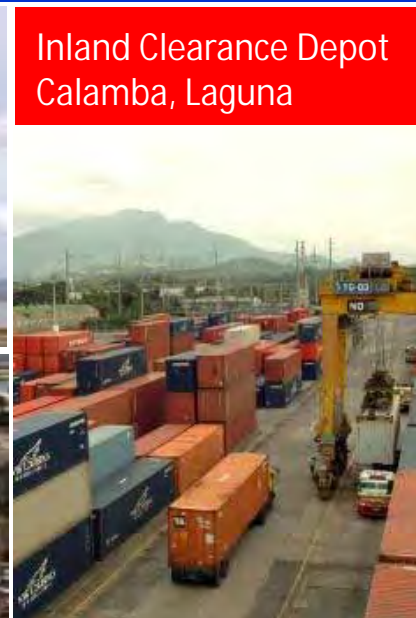


Sta. Mesa Container Yard



Inland Clearance Depot
Calamba, Laguna

Batangas
Port



South Cotabato
Integrated Port



Supporting Industries. Connecting Economies.

Challenges of 2014

Truck-ban induced Supply-Chain Breakdown



Restricted road access for trucks adversely affected the natural flow of cargoes in and out of the major Manila ports



Increased container inventory resulted to slower yard production, higher vessel dwell time, undue stress on port resources



Truck turnaround crawled to a minimal, affected normal delivery of supplies and aggravated traffic along roads



Domino Effect: BREAKDOWN in Road Logistics Cycle trickled down the entire SUPPLY-CHAIN.

ACCOMPLISHMENT

- Mitigating the challenges of 2014
- Enhanced traffic flow at MSH
- Batangas Port option



TECHNOLOGY

- Traffic light system for port users
- Online payment options
- Vehicle Booking System



INVESTMENTS

- Equipment acquisition
- Facilities expansion
- Social investment





ACCOMPLISHMENT

Optimized Terminal Footprint

Manila South Harbor



Volume handled in 2014:

889,528 TEUs

Empty evacuation in 2014:

391,000 TEUs

Laden Stacking Area

Empty Stacking Areas

MSH FAST FACTS:

Assigned Piers:	3, 5 and 9
No. of Berths:	5
Draft:	12m
Yard Space:	34 hectares
Quay Cranes:	9
Rubber-Tired Gantries:	23 (mid-2015)
Truck Holding Area	250 truck slots
Annual Throughput Capacity:	>1.25M TEUs

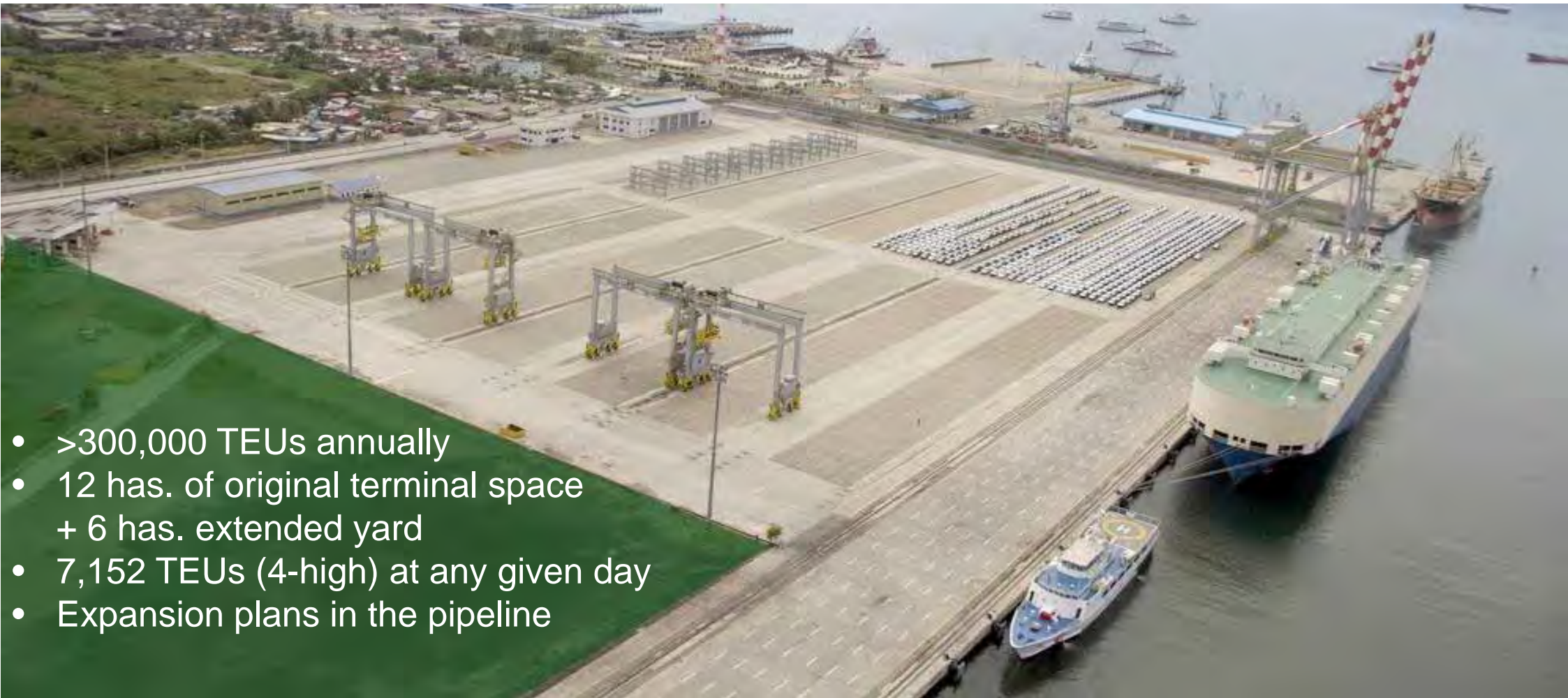
Enhanced Traffic Flow

Multiple gate access for trucks based on transaction



Batangas Container Terminal

Best Alternative Port Option for Calabarzon



- >300,000 TEUs annually
- 12 has. of original terminal space + 6 has. extended yard
- 7,152 TEUs (4-high) at any given day
- Expansion plans in the pipeline



ACCOMPLISHMENT

2010-13: Start-up Years for BCT

Sporadic port activities; Utilization barely 5-10%





ACCOMPLISHMENT

2014: Turn-around Year for BCT

Robust port activities; Utilization now at 65%

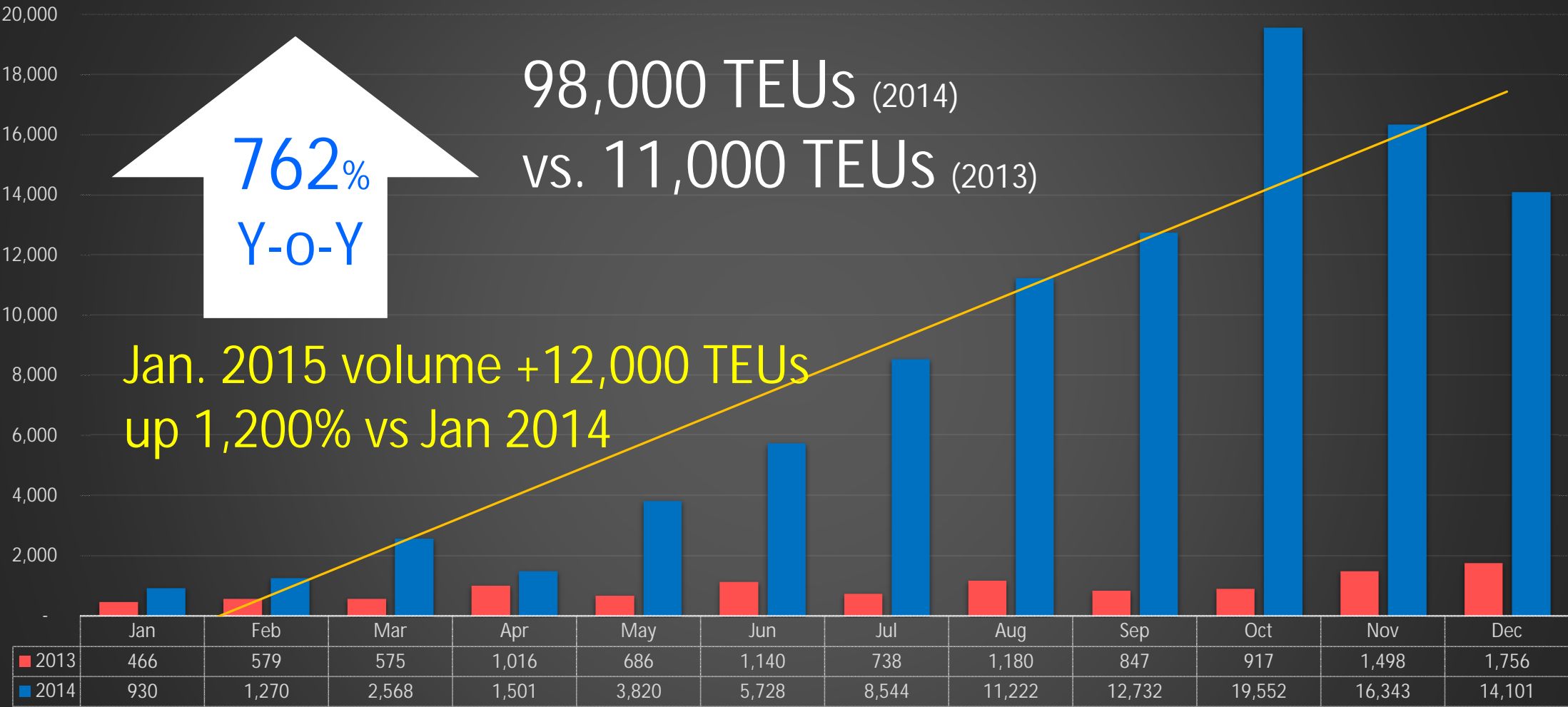




ACCOMPLISHMENT

Historical Volume Growth

Unprecedented Year-on-Year volume surge





ACCOMPLISHMENT

Growing List of Customers

From 60 in 2013 to 900 to date



Good Food, Good Life



All for dreams



MANILA CORDAGE COMPANY

COLGATE-PALMOLIVE



Monde Nissin CORPORATION

Traffic Light System

Online/Real-time Monitoring System for Truckers



OPEN

Shipping line's empty allocation is still open; ready to accommodate empties

WARNING

Nearly 10 slots remaining in a shipping line's empty allocation

CLOSED

Shipping line's empty allocation is full. Empty containers will no longer be accepted.



Open Warning Close

EMPTY STATUS : CHINA SHIPPING, C/O CSM

DOUBLE TRANSACTION: CHINA SHIPPING, C/O CSM

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ATI e-Payment System

Pay port fees anytime, anywhere 27/4

Why queue in line, when you can pay online?

- Convenient
- Safe and Secure
- Direct Bank-to-ATI transactions
- Cashless payments

Talk to our Marketing Team to enrol in ATI's WebTrack



Vehicle Booking System

Ushering a hassle-free future for port users

- Sophisticated IT vehicle booking and appointment system for truckers delivering or collecting containers at the port
- Works like airline booking systems for optimal airport efficiency and traffic management
- Controlled 24-hour access to the ports without causing heavy traffic in Metro Manila
- Experience: Turnaround time for trucks at DP World Southampton (UK) is [less than 30 min.](#)
- Keys to Success:
 - Industry support (system adoption)
 - Government support (No truck ban)



Equipment Acquisition

Future-proofing ports to cope with growth

- Sustaining ATI's highest capex in history of over Php2.0 billion annually
- Additional new Quay Crane deployed at Pier 3 (2014)
- Additional 4 Rubber Tired Gantry Cranes (2015), increasing fleet to 23
- Additional 6 Side Loaders (2015), increasing fleet by 50%
- Additional 18 Internal Transfer Vehicles (2014-15)
- Investments are aligned with ATI's commitment with PPA (South Harbor Development Plan)



IMPACT:

- + 30% Empties
- + 15.5% Laden
- + 80% for THA

Facilities Expansion

ACCOMPLISHED DEVELOPMENTS

Pier 3 Back-up Area
+1,600 TEUs (Empty)

Blocks SFG & SFF
+1,500 TEUs (Laden)

Block 177
+1,080 TEUs (Empty)

Block CND
+1,020 TEUs (Laden)

Additional THA
+100 trucks

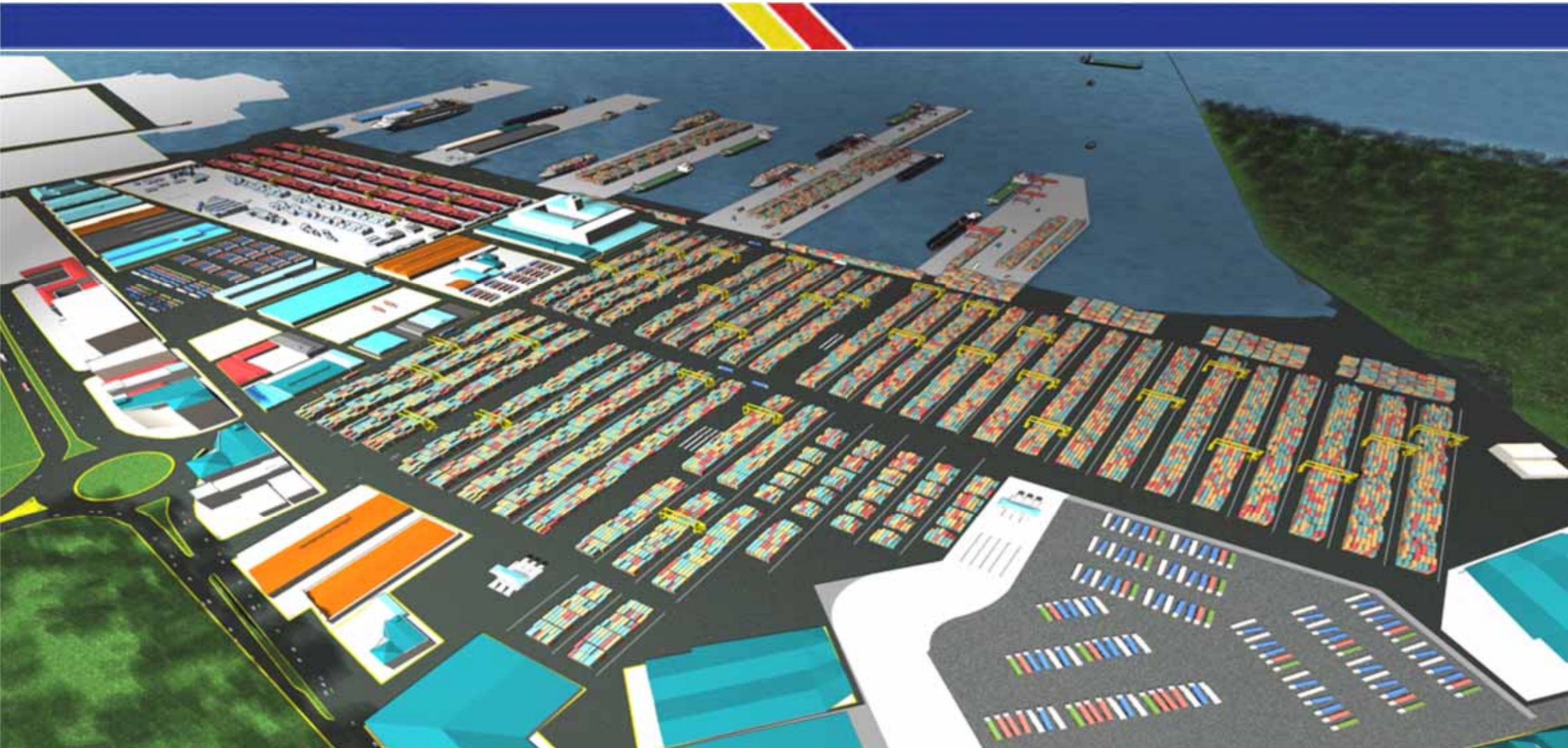
ONGOING DEVELOPMENTS

Blocks 143-146
+3,840 TEUs

Additional THA
+250 trucks



Long-term vision for South Harbor





SOCIAL INVESTMENT

Corporate Responsibility

ATI Cares. ATI Shares. ATI Dares.



Empowering tomorrow's leaders by investing on today's youth. ATI supports 181 college and high school scholars to date.



Responding to humanitarian exigencies and times of calamity.

Securing the future of abandoned children by helping build the new foster home of Cribs Foundation.

Protecting La Mesa, the source of Metro Manila's water.



Building homes for 'Yolanda' survivors in Tanauan, Leyte -- the hardest hit municipality in eastern Visayas.

- 1) Truck ban does not solve road congestion. Government should focus on developing road infrastructure (Port Connector Roads) and support the Vehicle Booking System.
- 2) Manila Ports will continue to serve the main economic center, which is Metro Manila and nearby environs – the center of the consumer population of the Philippines.
- 3) Sufficient capacity at Manila Ports to handle volume. There must be discipline to avoid abuse of ports as a storage facility.
- 4) The Batangas and Subic option works. Stakeholders should continue working together to optimize these alternate gateways.



Thank you.