



Role and Opportunities of POIC Port in Asean Trade & Development

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Introduction

- Paper has 2 parts.
 - Part 1 is on the business direction of the POIC port
 - Part 2 is on a description of the POIC Port Infrastructure
- This is the first time POIC is presenting this completed port infrastructure in an international conference.

POIC – The Company

- Setup, 2005.
- Wholly owned by State Govt Sabah, Malaysia.
- 4,400 acres of integrated industrial complex.
- Catalyst – in spearheading State industrialization starting with PO industry.
- Provide basic and specialized infra. Bridge between private and public sectors in realizing industrial potentials.
- For more details, please visit www.poic.com.my



POIC

LAHAD DATU
POIC PORT

Unlocking access to new resource frontier

Part 1 – POIC's Port Business Model

- Port is built as a necessary infra to transform Sabah into an industrialised, high income, developed economy (POIC creates cargo)

⇒ Meaning:

- (i) 35% industrial share of GDP- 2016, 7.5%
 - (ii) US\$12,236 or more in 2016 (World Bank) – 2016, US\$5270
- These goals → a matter of govt policy both at State & National levels

Port Strategy

- 4 specific strategies aimed at creating industries and cargo

Strategy 1: Creating Industries/Cargo

- Industrialise the palm oil and palm biomass sector
- Palm oil → 6 million MT
- Palm biomass → 30 million MT dry biomass

Palm Oil

- For palm oil, aim is towards unlocking oleochemical & biochem → products typically require containerisation
- Assuming half of Sabah's palm oil is converted into products requiring containerisation → 200,000 TEUs
- However, if palm oil is used as input to produce consumer products such as instant noodle, edible oils, biscuits, personal care and household products, the TEUs will be significantly higher.

Palm Biomass

- For palm biomass → Aim is to convert biomass into bio products such as bio-pellets.
Assuming 3 million MT of biomass (10% of total biomass in Sabah) → 200,000 TEUs
- E.g of end products are biochar, activated carbon, fibre, animal feed, compost/fertilizer, PKS for energy.

Strategy 2: Geography

- Due to geographic centrality of Sabah to ASEAN, POIC is designed to be the logistics distribution, bulk breaking hub for ASEAN.
- The initial focus will be on regions eastward of Sabah



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Strategy 3: Lombok – Makassar Straits

- Capture logistics potentials of the Lombok – Makassar Straits as Malacca Straits is to Singapore

Asia's 2 Main Shipping Lanes



Strategy 4: Asia's Last Resource Frontier

- Source, consolidate and add value to Asia's last major resources rich frontier of Sulawesi, Kalimantan, Irian Jaya, P&G, North and East Australia and the Southern Philippines.

(POIC Port is developed together with other infrastructure such as warehousing, tank terminals and industrial land designed to unlock the region's resource and logistics potential)



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2-hours

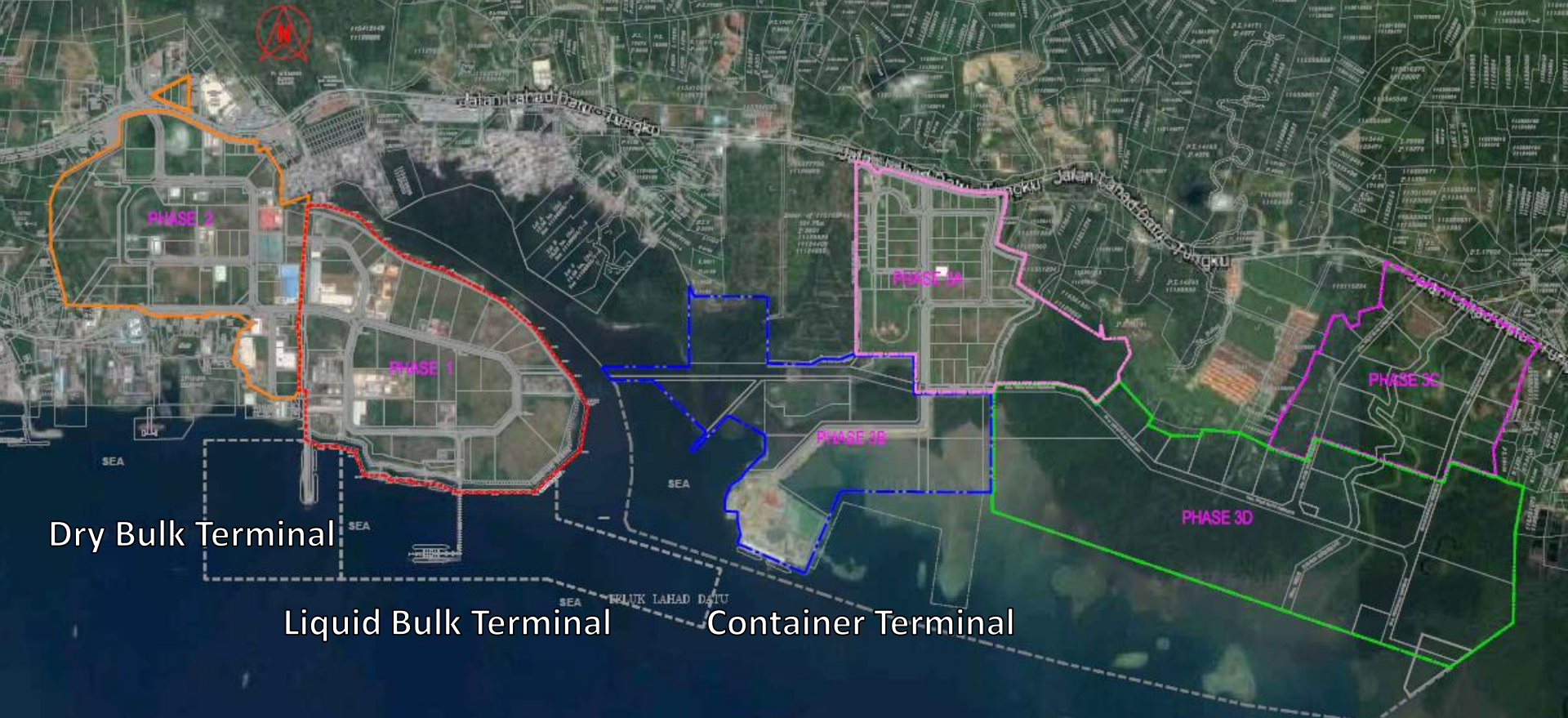
3-hours

LOMBOK - MAKASSAR STRAITS

Part 2 – POIC's Port Infrastructure

Lahad Datu: An Emerging Port City



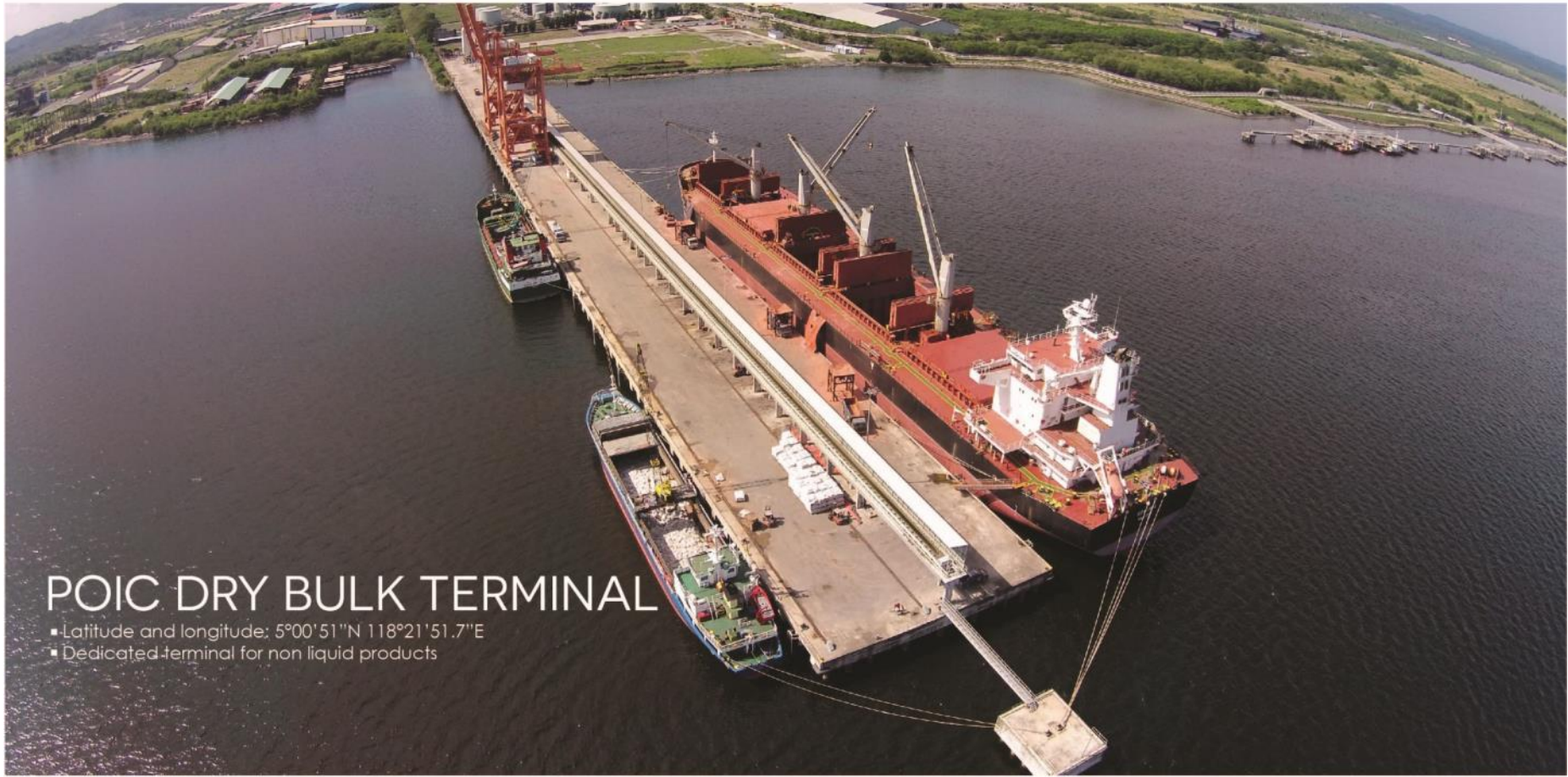


Dry Bulk Terminal

Liquid Bulk Terminal

Container Terminal

POIC Land & Ports



POIC DRY BULK TERMINAL

- Latitude and longitude: 5°00'51"N 118°21'51.7"E
- Dedicated terminal for non liquid products

BERTH NO	LENGTH	DRAFT (M)	MAXIMUM VESSEL SIZE (DWT)
1	188	12.8	40,000
2	138	10.8	20,000
3	188	12.8	40,000
4	138	10.8	20,000



POIC LIQUID BULK TERMINAL

- Latitude and longitude: 5°00'39.9"N 118°22'23.9"E
- Berth length : 500m
- Dedicated terminal for oil-based products
- Allows direct pumping from shipper's tanks to vessel via POIC interchange

BERTH NO	DRAFT (M)	MAXIMUM VESSEL SIZE (DWT)
1	20	100,000
2	20	100,000
3	12	20,000
4	12	20,000
5	12	6,000
6	12	6,000
7	12	6,000

POIC Liquid Bulk Terminal



Max vessel size: 100,000 DWT

- a** Berth #1; Draft 20m
- b** Berth #2; Draft 20m

Max vessel size: 12,000 DWT

- c** Berth #3; Draft 12m
- d** Berth #4; Draft 12m

Max vessel size: 6,000 DWT

- e** Berth #5; Draft 12m
- f** Berth #6; Draft 12m
- g** Berth #7; Draft 12m 20

POIC CONTAINER TERMINAL

- Latitude and longitude: 5°00'37.67"N 118°23'37.22"E
- Design capacity of 250,000 TEUs per annum
- 1,000 acres reserved for future terminal expansion

BERTH NO	LENGTH	DRAFT (M)	MAXIMUM VESSEL SIZE (DWT)
1	308	15	65,000

STORAGE FACILITIES	NO. OF GROUND SLOTS
Inbound yard	624
Outbound yard	624
Empty container yard	222
IMDG yard	85
Reefer yard	36

Equipped for **efficient cargo handling**



BARGE BERTH

- Latitude and longitude: 5°01'03"N 118°22'07"E
- Dedicated berth for barges to discharge heavy project cargo, bulk raw materials, sand, gravel and export of bagged fertilizer.



BERTH NO	DRAFT (M)	MAXIMUM VESSEL SIZE (DWT)
1	5	8,000

1 MILLION MT ACHIEVED

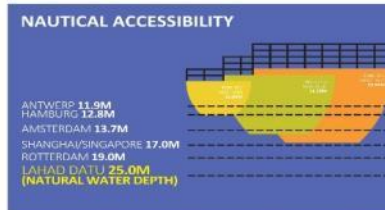
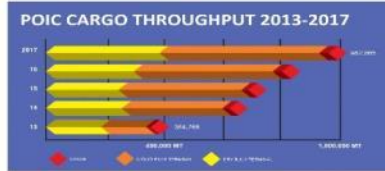
LAHAD DATU, EMERGING PORT CITY



DRY & LIQUID BULK TERMINALS



JETTIES IN LAHAD DATU



EMERGING PORT CITY



- Largest concentration of port infrastructure in one location in Sabah.
- LD port area: One of the best natural harbour in the world, able to receive the world's largest commercial ship of 400,000 DWT.
- LD ports situated in the most direct shipping route from Australia to China, Japan, Hong Kong, Korea and Taiwan.
- POIC ports can now handle wide ranging cargo – liquid, dry, bulk, barges, containers, ro-ro and cruise ships.

POIC WITHIN MINUTES TO LAHAD DATU TOWN & AIRPORT



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EAST COAST TO PROSPER

- POIC to effect logistics transformation of SEA and Australia based on Lombok Makassar Straits and Pan Borneo highway.
- POIC to effect resource transformation of East Asia and supply processed products focusing on China, South Korea, Taiwan, Hong Kong, Japan, Singapore.
- Oil palm is a RM200 billion industry, annually. Other industries combined are likely to well exceed an additional RM200 billion.
- Income and development generated over 20 years from above will meet World Bank's definition of high income, industrialised and developed economy. POIC is the key to unlock this massive wealth potential.

HIGH INCOME DEVELOPED ECONOMY

PALM OIL

BIOMASS

BIOGAS



www.poic.com.my





THANK YOU

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