



# Unlocking Potential for Sabah Ports in BIMP EAGA for Intra Asia Trade

**Presented By:**

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Sabah Ports Sdn. Bhd.



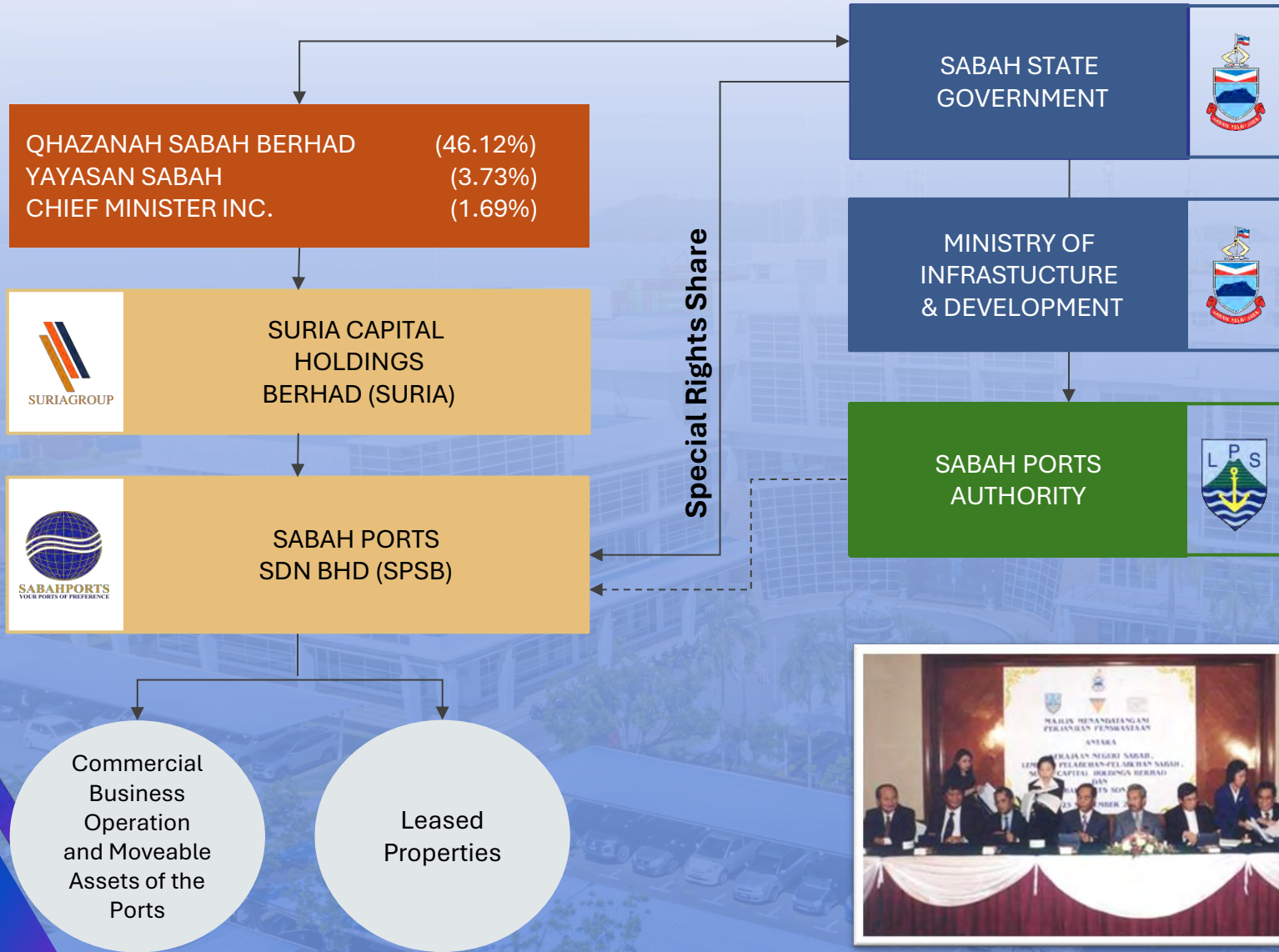


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# 01. CORPORATE INFO



# THE PRIVATISATION



## PRIVATISATION AGREEMENT

Sabah Ports Sdn Bhd, a wholly-owned subsidiary of SURIA was incorporated to undertake the privatisation of Sabah Ports (as core business of Suria Group).

On 23<sup>rd</sup> September 2003, SURIA/SPSB and the State Government signed the Privatisation Agreement.



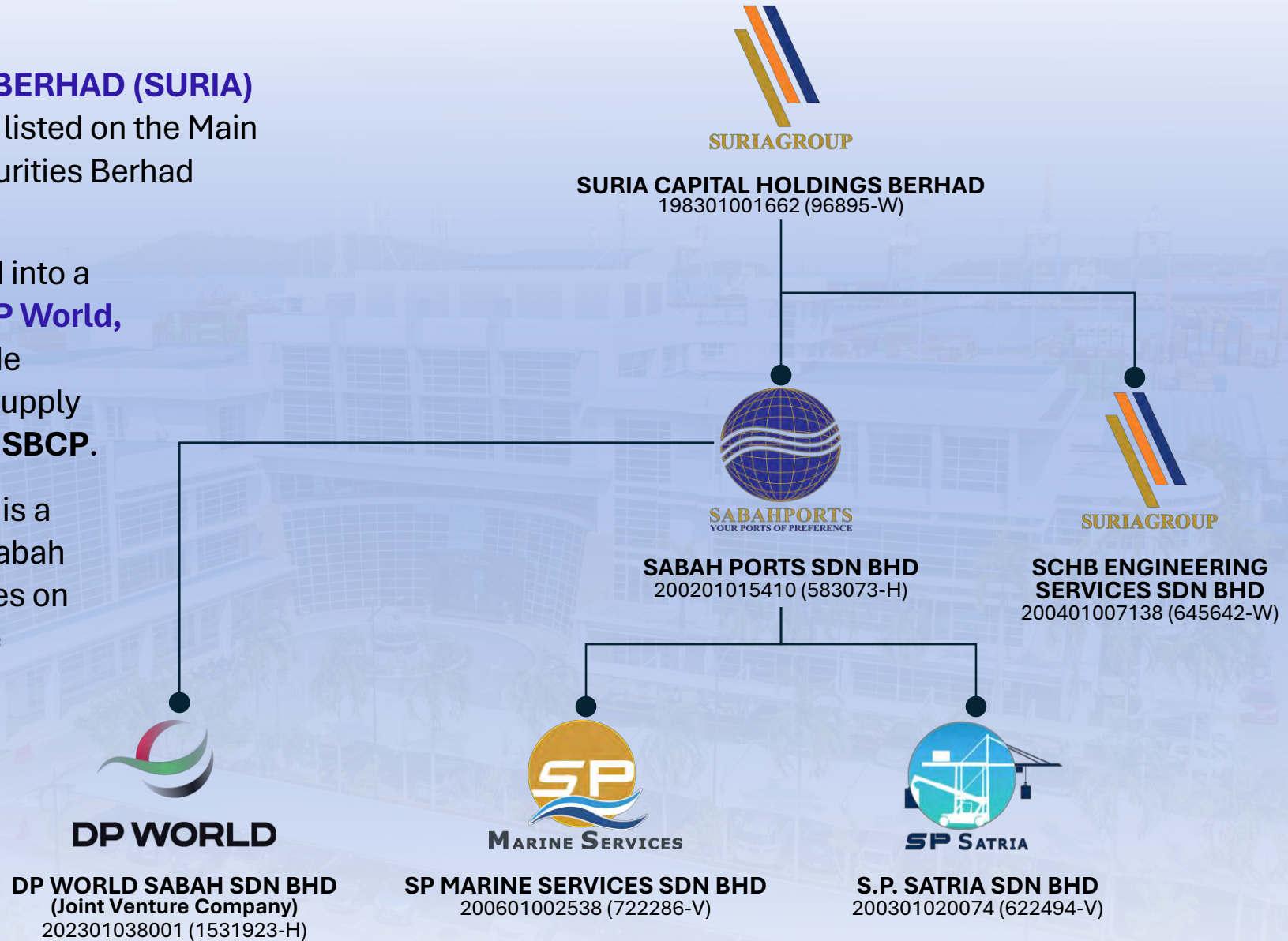
# ORGANISATION STRUCTURE



**SURIA CAPITAL HOLDINGS BERHAD (SURIA)** was incorporated in 1983 and listed on the Main Market of Bursa Malaysia Securities Berhad since 1996.

**Sabah Ports Sdn Bhd** entered into a strategic collaboration with **DP World**, a global port operator and trade enabler of smart end-to-end supply chain, to manage and operate **SBCP**.

**SP Marine Services Sdn Bhd** is a wholly-owned subsidiary of Sabah Ports Sdn Bhd, offering services on logistics, bunkering and waste management.



# OUR SERVICES

## CARGO OPERATIONS

- Discharging / Loading
- Loading arm & flexible hose connection
- Lashing / unlashng
- Stacking and Storage
- Reefer



## MARINE

- Mooring
- Berthing / Unberthing



## ANCILLARY

- Bunkering
- Fresh water supply
- Hardware, Equipment Supply & Refrigerant
- Ship Chandelling
- Supply of Marine Fuel & Lubricants
- Stevedoring
- Scheduled Waste Management, Vessel Waste Disposal including desludging
- Logistics Support Services

# PORT LOCATIONS



**1 KOTA KINABALU PORT**  
**Cargo type:** Break bulk, Dry bulk, Cruise & Offshore gateway



**2 SAPANGAR BAY CONTAINER PORT** |   
**Cargo type:** Container & Ro-Ro



**3 SAPANGAR BAY OIL TERMINAL**  
**Cargo type:** Liquid refined petroleum products & Chemical Cargo



**4 KUDAT PORT**  
**Cargo type:** Break bulk



**5 SANDAKAN PORT**  
**Cargo type:** Container, Break bulk, Dry bulk, Bulk oil, Palm oil & Passenger ferry



**6 LAHAD DATU PORT**  
**Cargo type:** Break bulk, Dry bulk & Palm oil



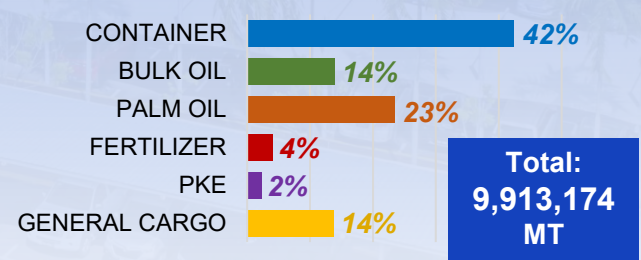
**7 KUNAK PORT**  
**Cargo type:** Palm oil & PKE



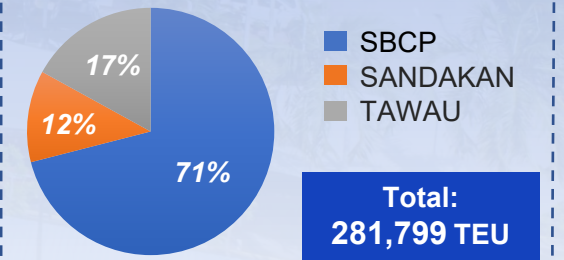
**8 TAWAU PORT**  
**Cargo type:** Container, Break bulk, Dry bulk, Bulk oil & Palm oil



*Cargo Throughput Compositions (January – July 2024)*



*Container Throughput By Port (January – July 2024)*



# SABAH PORTS PROFILE 2023

## Overall Performance for 2023



**1,621,721**  
DRY BULK (MT)



**6.22M**  
LIQUID BULK (MT)



**1,034,335**  
RORO HANDLED (MT)



**428,313**  
OVERALL TEUS HANDLED

### CARGO THROUGHPUT COMPOSITIONS 2023

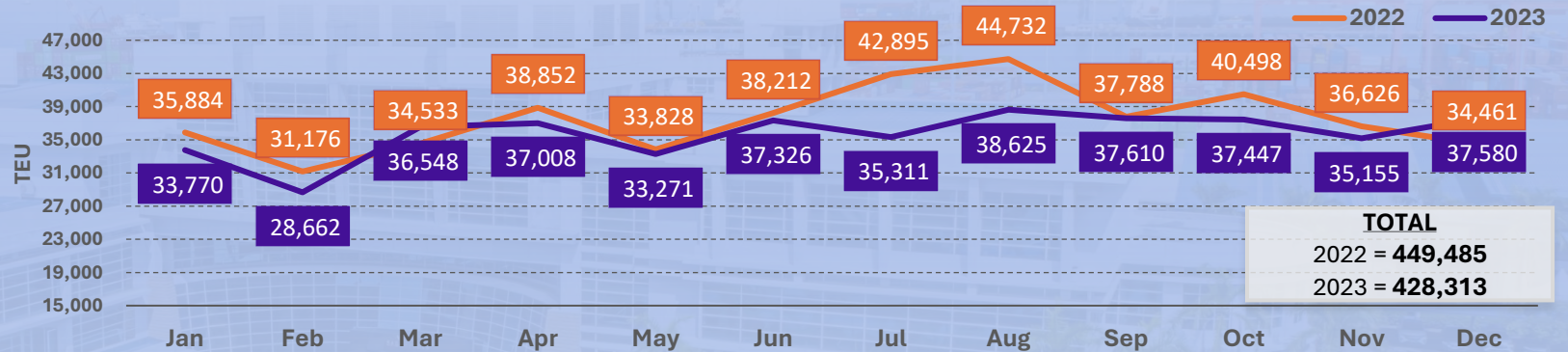
CONTAINER	5,811,978
BULK OIL	1,866,269
PALM OIL	4,005,599
FERTILIZER	507,322
PKE	464,942
GENERAL CARGO	2,800,480

**GRAND TOTAL 15,456,590**

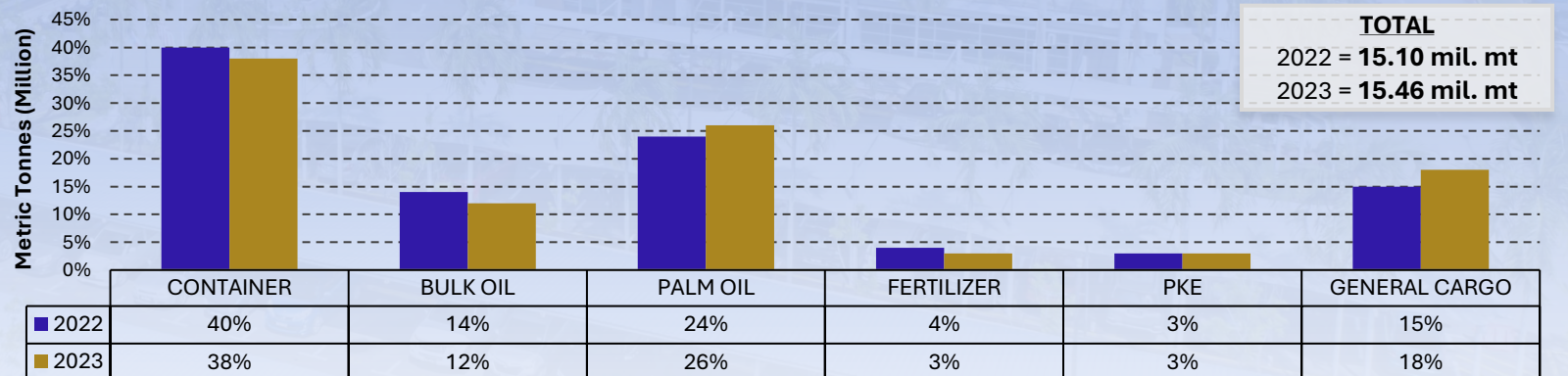
### ANNUAL CARGO THROUGHPUT

YEAR	METRIC TONNES (MILLION)
2019	34.2
2020	29.5
2021	30.2
2022	29.2
<b>2023</b>	<b>27.6</b>

### YOY CONTAINER THROUGHPUT – SC, SK & TW (2022 VS 2023)



### CARGO THROUGHPUT AT WHARF (2022 VS 2023)





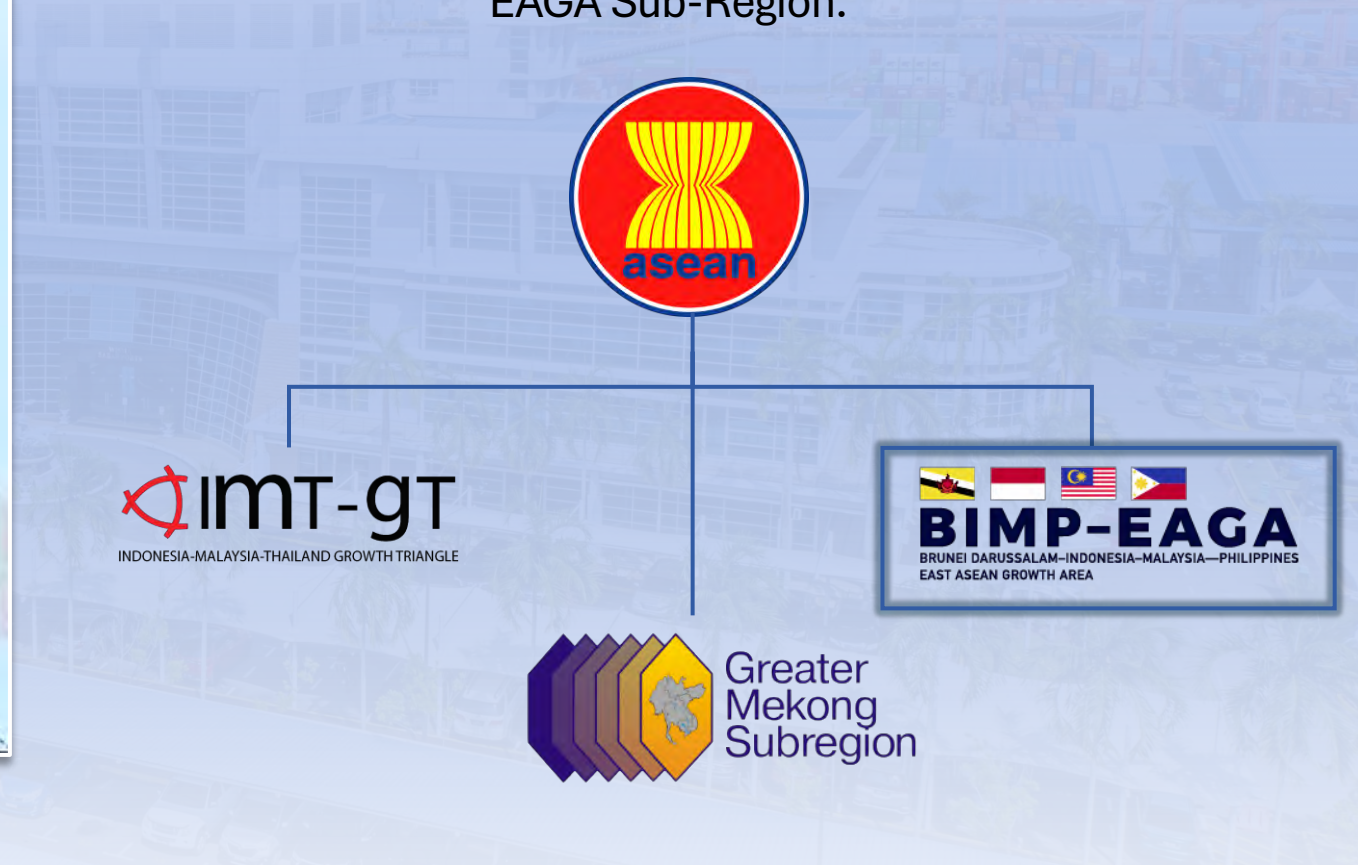
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## 02. UNLOCKING POTENTIAL

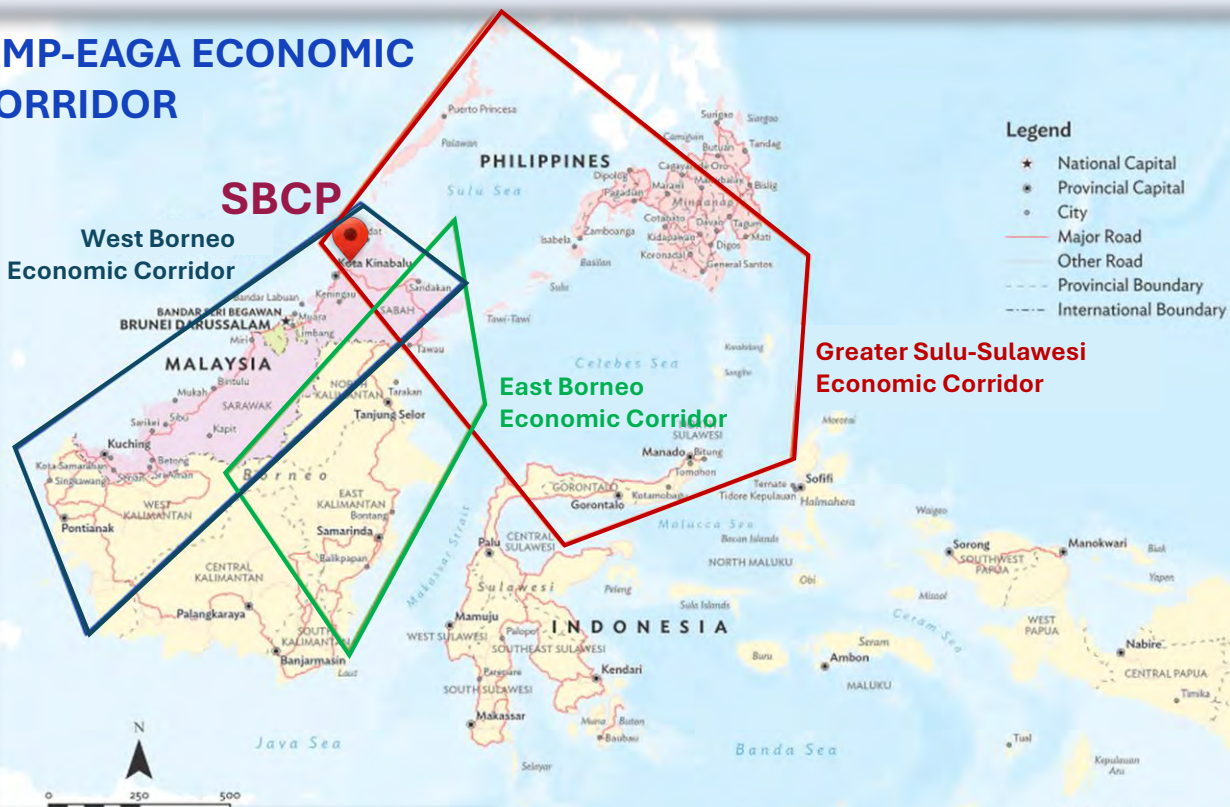




**Sabah** is geographically located right at the center of ASEAN and easily accessed by air and sea from 13 Global destinations making Sabah an ideal location for investment especially to the untapped market in East ASEAN and BIMP-EAGA Sub-Region.



# BIMP-EAGA ECONOMIC CORRIDOR



## What is BIMP-EAGA?

Brunei Darussalam, Indonesia, **Malaysia** and the Philippines created the East ASEAN Growth Area to shift economic activities from resource extraction to higher levels of processing and value-added production, focusing on industries that adopt clean and green technologies.

## Land Area

BIMP-EAGA covers a land area of 1.6 million km<sup>2</sup> which account for 62.2% of the BIMP's land area.

## Population

BIMP-EAGA had a combined population of 78.9 million, equivalent to 18.8% of BIMP's population. The BIMP-EAGA area is sparsely populated, with a population density of 50 persons per square kilometer.



## GDP

The EAGA's economy in 2022 grew by 7.7 per cent. At current price, the EAGA GDP was valued at USD 392.1 billion, accounting for 18.9 per cent of BIMP's GDP.

## Labor Force

The BIMP-EAGA accounted for 18.4% of the BIMP's total labour force.

	National	Subregional
Malaysia	32,652,000	5,959,000
Brunei	445,400	445,400
Indonesia	274,859,100	44,592,100
Philippines	111,572,254	27,886,914



## MEMORANDUM OF UNDERSTANDING BETWEEN THE GOVERNMENTS OF BRUNEI DARUSSALAM, INDONESIA, MALAYSIA AND THE PHILIPPINES ON ESTABLISHING AND PROMOTING EFFICIENT AND INTEGRATED SEA LINKAGES



### DESIGNATED BIMP-EAGA PRIORITY & PIONEER ROUTE

DESIGNATED PRIORITY/ PIONEER ROUTE	TYPE OF SERVICES
BROOKE'S POINT (PHILIPPINES) – KUDAT (MALAYSIA)	BREAK BULK & CONTAINERIZED
PARE-PARE (INDONESIA) – TAWAU (MALAYSIA)	BREAK BULK & CONTAINERIZED
BONGAO (PHILIPPINES) – LAHAD DATU (MALAYSIA) – TARAKAN (INDONESIA)	BREAK BULK
ZAMBOANGA (PHILIPPINES) – SANDAKAN (MALAYSIA)	BREAK BULK & CONTAINERIZED
ZAMBOANGA (PHILIPPINES) – SEPANGGAR / KOTA KINABALU (MALAYSIA) – MUARA (BRUNEI)	BREAK BULK & CONTAINERIZED



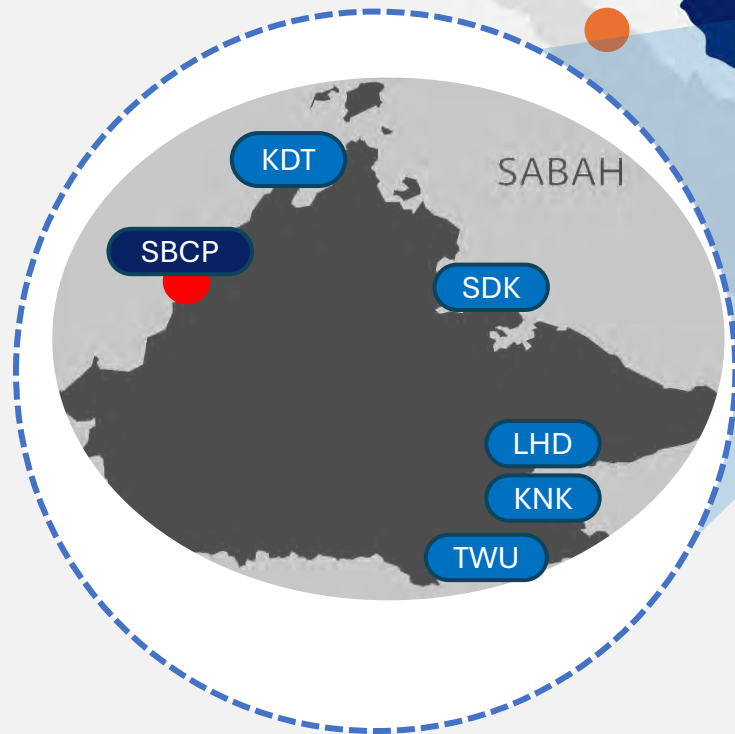
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# 03. SABAH PORTS IN BIMP EAGA



# Strategically located along South-East Asia's major trade routes, our ports are the gateway to the BIMP – EAGA.

Sapangar Bay Container Port is geared to be developed as regional transshipment hub designating Sabah as a key connecting nodes to the larger BIMP – EAGA, intra-Asia and Far East shipping network.



MYANMAR

VIETNAM

LAOS

THAILAND

CAMBODIA

PHILIPPINES

SBCP

BRUNEI

MALAYSIA

SINGAPORE

INDONESIA

EAST TIMOR

# SAPANGAR BAY CONTAINER PORT (SBCP) OFFERS COST-EFFECTIVE LOGISTICS SOLUTION FOR BIMP-EAGA

1. Regional Hub Potential for BIMP-EAGA
2. Improvement Initiatives:
  - Increasing port capacity and equipment capability with the expansion of SBCP
  - Strategic Collaboration with DP World
3. Port Development:
  - Development of Sapangar Bay Conventional Cargo Terminal (SBCCT)
4. Sustainability Initiatives:
  - Achieving Green Port Status



# LEVERAGING ON OUR STRATEGIC LOCATION

STRATEGICALLY LOCATED AT THE TIP OF BIMP EAGA REGION



— Intra Asia Vessel Routes

- - - Possible Deviation route via SBCP

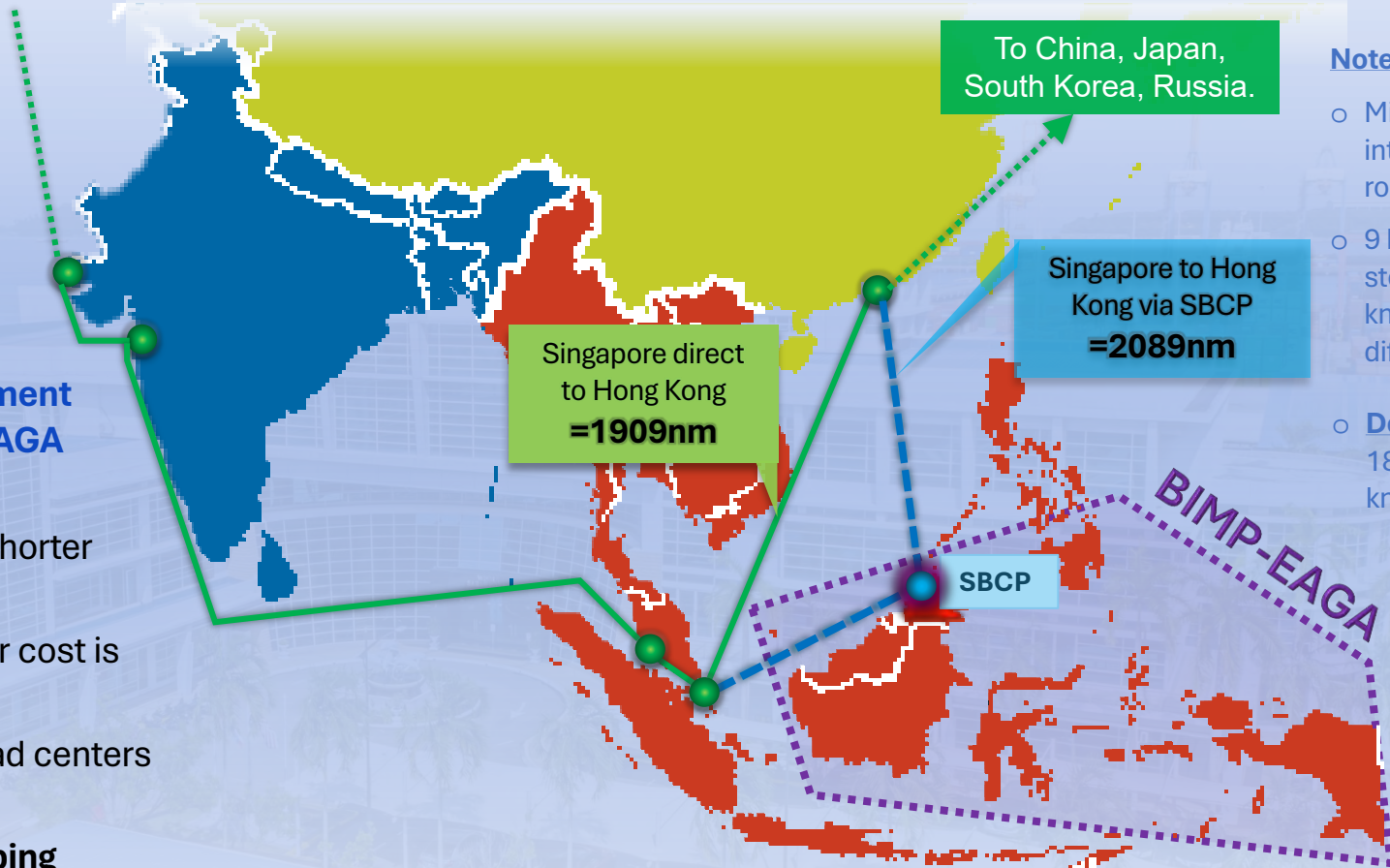
⋯ BIMP – EAGA regions



## Reducing distances between transshipment load centres to feeder ports in BIMP-EAGA ultimately results in:

ultimately results in:

- **Enhanced sea connectivity** through shorter transit times / steaming times
- **Reduced freight costs** as fuel / bunker cost is reduced
- **Relieves congestion** from national load centers as transshipment is diverted to SBCP
- **Creates reliability and resilient shipping services** in BIMP-EAGA
- **Facilitates trade and economic development** in BIMP-EAGA



### Notes:

- Minimum diversion from international shipping route.
- 9 hrs difference in steaming time at 20 knots (approx. 180 NM difference in distance)
- **Deviation =** 180nm / 9 Hours at 20 knots

# LEVERAGING ON OUR STRATEGIC LOCATION

## REGIONAL HUB POTENTIAL FOR BIMP-EAGA



—: Intra Asia Vessel Routes  
 —: Possible Deviation route via SBCP Transshipment Hub

Port Connection	Distance (nmi)	Transit Time @ 20 knots (Days/hours)
SBCP – Muara	129	6h 27m
SBCP – Labuan	129	6h 27m
SBCP – Bintulu	306	15h 18m
SBCP – Kuching	554	1d 3h 42m
SBCP –Singapore	993	2d 1h 39m
SBCP – Port Klang	1188	2d 11h 24m





# LEVERAGING ON OUR STRATEGIC LOCATION

## REGIONAL HUB POTENTIAL FOR BIMP-EAGA



- : Intra Asia Vessel Routes
- : Possible Deviation route via SBCP Transshipment Hub



**Possible connectivity -  
Distance and transit time @ 20 knots  
/days/hours**

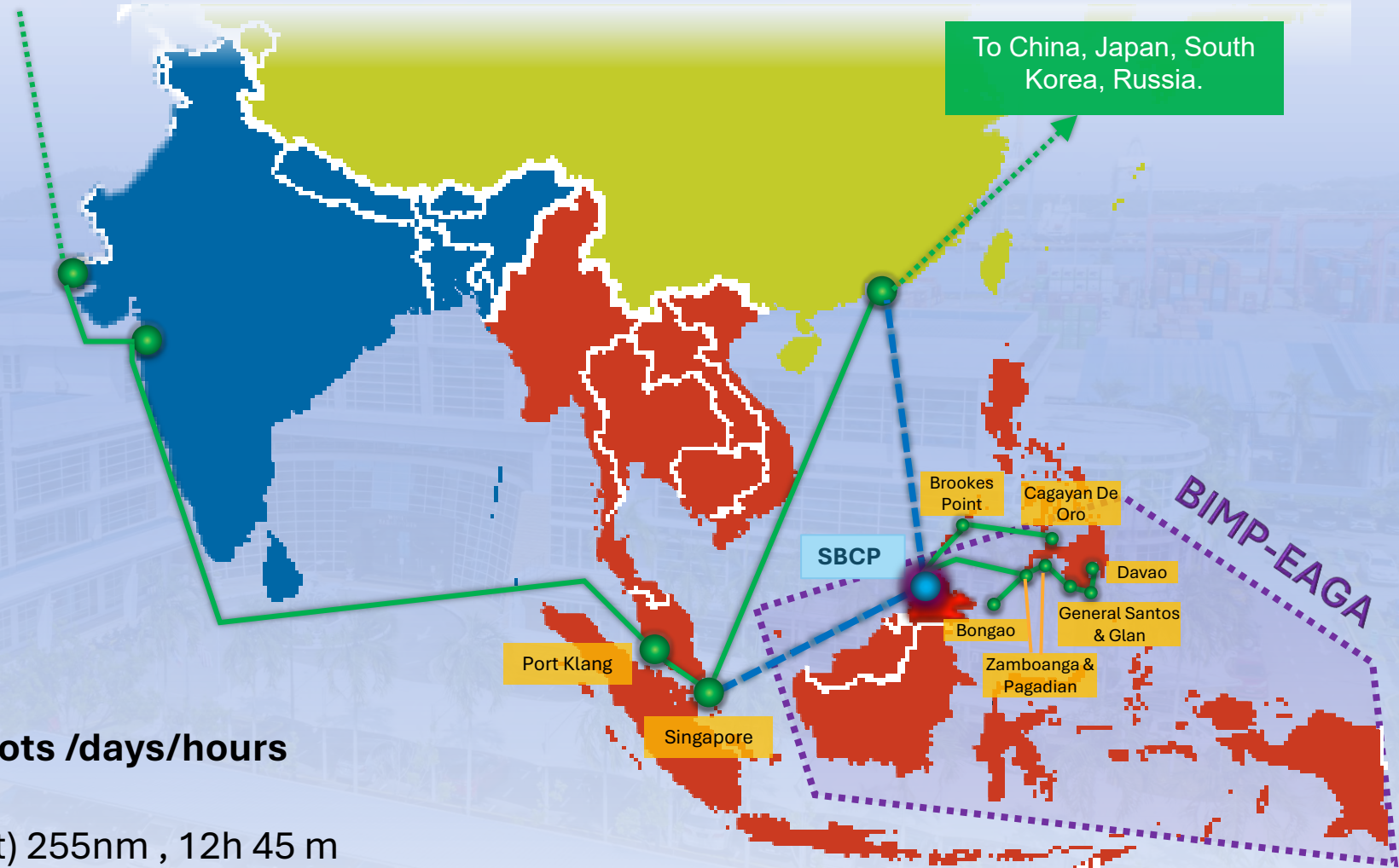
SBCP to nearest Port (Makassar) 306nm 15h 18 m  
SBCP to furthest Port (Jayapura) , 4d 2h 27m

# LEVERAGING ON OUR STRATEGIC LOCATION

## REGIONAL HUB POTENTIAL FOR BIMP-EAGA



- : Intra Asia Vessel Routes
- : Possible Deviation route via SBCP Transshipment Hub

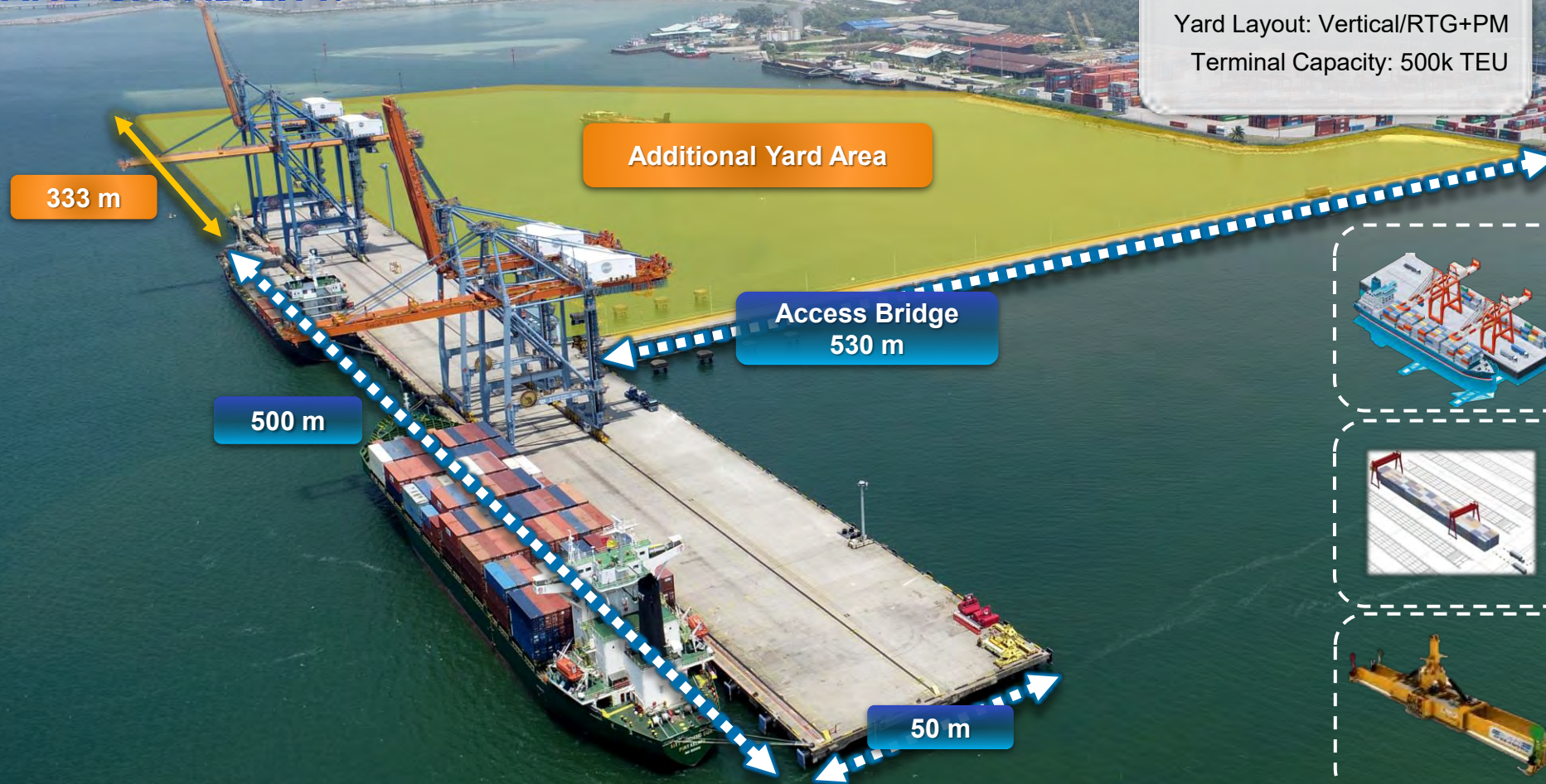


**Possible connectivity -  
Distance and transit time @ 20 knots /days/hours**

SBCP to nearest Port (Brookes Point) 255nm , 12h 45 m  
SBCP to furthest port (Davao) , 1d 14 h 51m

# IMPROVEMENT INITIATIVES

INCREASING PORT CAPACITY WITH THE EXPANSION OF SBCP AND INVESTMENT OF STATE OF THE ART EQUIPMENT /IT SOLUTION TO IMPROVE EFFICIENCY AND CAPABILITY.



2021

### Existing

Berth Length: 500 m  
Berth Width: 50 m  
Depth: 12 m  
Nos of QC: 4 units (single-lift)  
Yard Size: 15 ac. / 6 ha.  
Yard Layout: Vertical/RTG+PM  
Terminal Capacity: 500k TEU

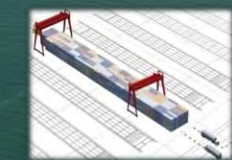
2026

### Expansion

Berth Length: 833 m  
Berth Width: 50 m  
Depth: 14 m  
Nos of QC: 6 units (twin-lifts)  
Yard Size: 51 ac./ 21 ha.  
Yard Layout: Vertical/ERTG+SC+PM  
Terminal Capacity: 1.25m TEU



Adding 2 post -panamax QC to cater for growth of demand after 2 years of post-expansions.



Investment in state-of-the-art equipment to enable seamless operations.



Implementation of twin-lifts to improve crane handling rates and to meet the benchmark for global transshipment ports.

# SUSTAINABILITY INITIATIVES

## ACHIEVING GREEN PORT STATUS



**BUREAU  
VERITAS**

### Green Terminal Label:

- Sapangar Bay Container Port
- Sapangar Bay Oil Terminal
- ✓ Awarded in December 2023

A globally recognized certification for environmentally responsible and sustainable port and terminal operations.

### 8 Key Pillars of SPSB's Green Terminal Success

Sustainability Management

Community Commitment

Circular Economy

Sustainable Development

Environmental Control

Green Energy Solutions

Employee Training

Digital Integration

### Green Initiatives:

01



Electrification of Cargo Handling Equipment (RTGs)

02



Replacement of High Mast Lighting with Energy-saving LEDs

03



Shore Power Supply to Vessels (Future)  
- KK Port & SBCP

04



SPSB Green Port Policy

05



Renewable Energy Generation (Solar)



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# 04. OPPORTUNITIES



# OPPORTUNITIES

1

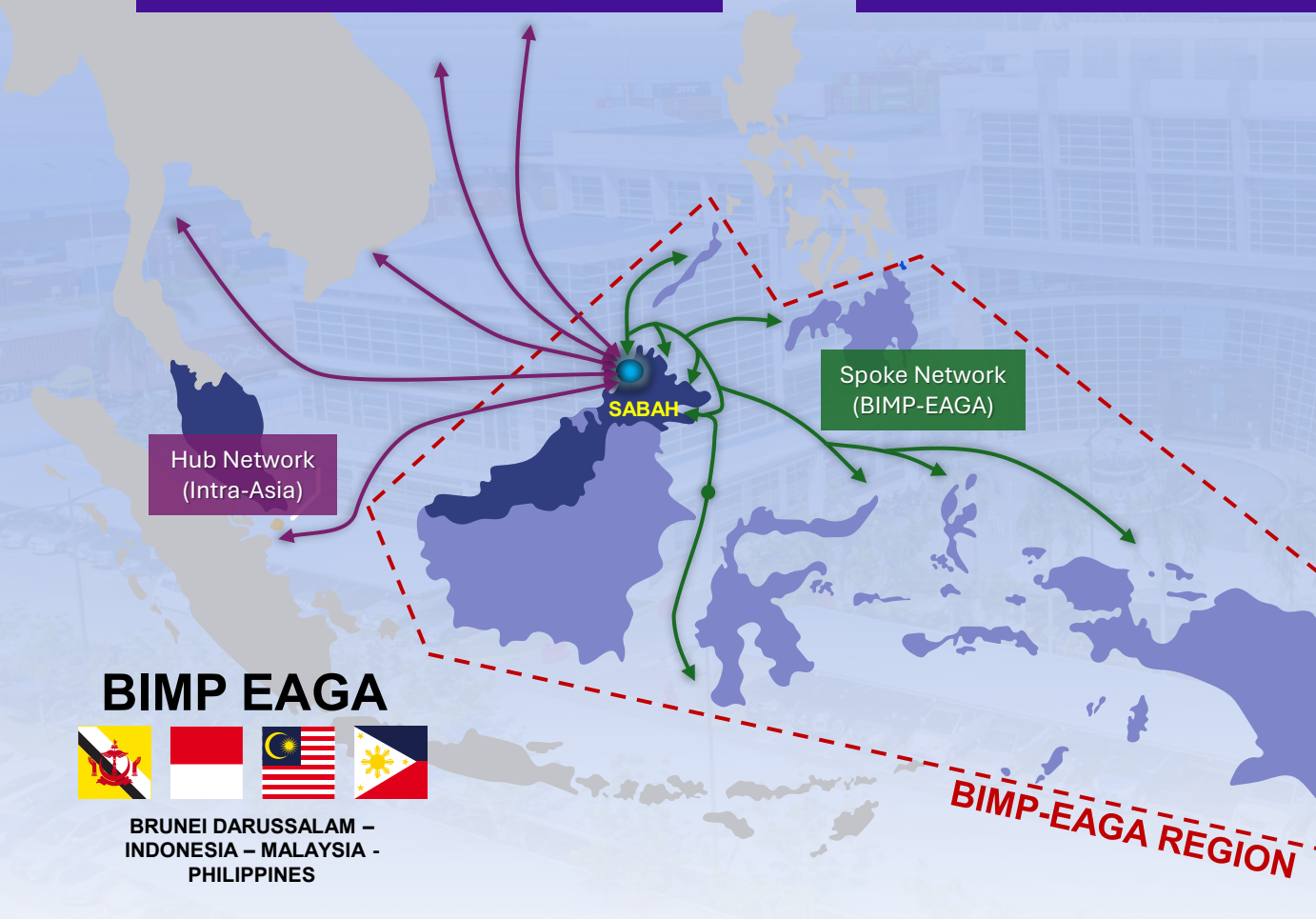
Enhancing Regional Trade Facilitation

2

Access to Untapped Resources

3

Development of logistics and distribution hubs





# THANK YOU

For more information, please contact me at:

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