



MER LION METALS PTE LTD

IMPROVING EFFICIENCY IN PORTS
ERIC LEONG – EXECUTIVE DIRECTOR

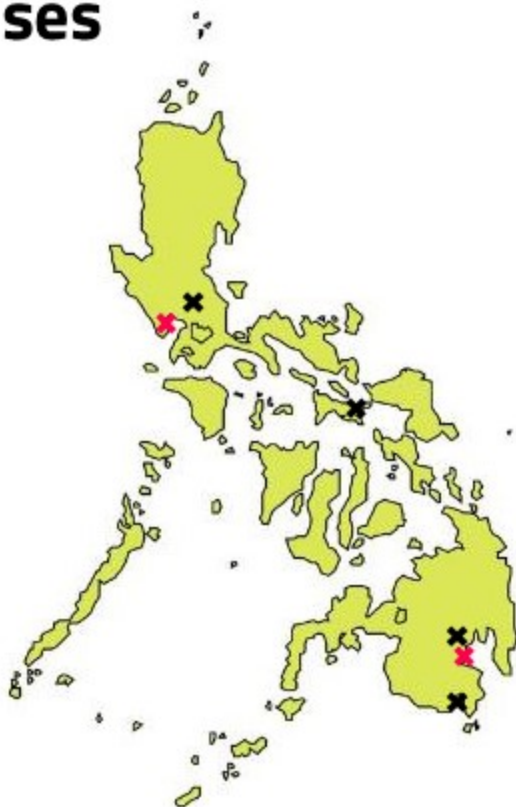
About



Foundation Steel Solutions

Headquartered in Singapore, we are ASEAN focussed and advance trade reliably, efficiently and responsibly by providing customized steel solutions for the construction, oil & gas and port handling markets.

Offices/Warehouses Philippines



our office

Makati
Davao

our warehouse

Marilao Bulacan
Davao
Tacloban
Butuan (Coming Soon)

How do we provide Solutions?

Source



Customize



Store



Deliver



Structure

MER LION METALS PTE LTD – COVERING IMPORTERS

CERTUSO STRUCTURAL SPECIALIST COPORATION – COVERING LOCAL END
USERS WITH IMPORTATION INCLUSIVE



Markets we Cover



Main Markets we cover in Philippines

Port Infrastructure

Private and Public Ports for general container and bulk transportation. Terminals to handle Coal, Liquid Products and Dry Bulk.

Flood Control

River protection, revertments, tidal walls, dredging works, storm protection, deepening of rivers, flood protection.

Energy Infrastructure

Power plants, Wind Farms, Hydroelectric Projects.

Foundation Steel Solutions in Philippines

Steel Sheet Piles

- Cold Formed
- Hot Rolled
- O-Pile Solution
- Combi Wall Products

General Structural Steel

- Plates
- Beams / Flanges
- Channels
- Gabion Boxes

Steel Pipes

- Long Length Steel Pipes (up to 100m)
- Spiral
- Longitudinal
- Seamless

Stainless Steel

- SS Pipes
- SS Sections

Rails & Rail Accessories

- Gantrex Products
- Port Crane Rails
- Clips
- Pads
- Accessories

Shipper's Perspective Improving Efficiency



Improving Efficiency

What do we need?

- **Fast Berthing in Major Ports**
- **Efficient Handling of Cargo for Discharging & Storage**
- **Simplified and Easy Customs Procedure**
- **Infrastructure / Stake holders providing an Ecosystem**

Infrastructure Utilized

MANILA

- MICT
- ATI
- MNHPI (Domestic)
- Harbour Centre

DAVAO

- SASA, DICT, etc



Where are all the cargo going?

Metro Manila

Northern Luzon

Visayas

Mindanao

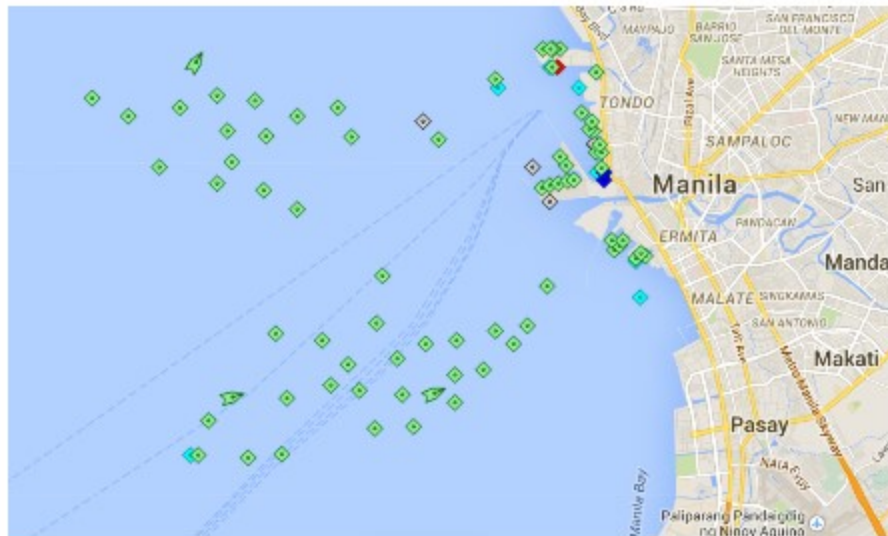


Berthing

Large Part of Traffic enters
Manila Port.

Reason?

- Deeper Harbour
accommodating Panamax
- Biggest Hub
- Cheaper Logistics Cost in
Stevedoring etc.



Steel Cargo Berthing

Largely centered at Harbour Center for 50,000 Dwt.

Whats lacking?

- Insufficient berths to cater to demand
- Long berthing time (up to 2-3 months)
- Insufficient Backup Area



Implications of slow berthing?

- Procurement Planning is difficult to predict.
- Long berthing means higher freight cost.
- Fluctuation in pricing
- Customers pays more for goods.
- More warehousing and storage capacity is required due to fluctuation in stock levels.



Efficient
Cargo
Handling

Quick
Discharging



Efficient Cargo Handling

- **Lacking in Stevedores in smaller Ports**
- **High cost due to lack of supply**
- **Efficiency of Stevedore and rate of discharge**
- **Infrastructure/Equipment to handle oversized/project cargo**
- **Berthing costs**

Simplified Customs Procedure

Clear &
Concise



Partners & Stakeholders

Lighterage
Barging
Smaller Ports
Stevedores
Shipowners
Shipping Agts



Solutions?

- **Encouraging shipside unloading or lightering facility**
- **More anchorage and mooring areas at breakwater**
- **Encouraging ship owners to call directly at provincial ports**
- **Upgrading of provincial ports to have sufficient facilities**

Shipside Unloading

- Unloading onto LCT
- More LCT owners to provide sufficient capacity
- Alternative ports like Baseco can be utilized
- Private Port Owners encourage to provide more capacity.



Breakwater or Temp Mooring Facility

- More breakwater area to enable simultaneous discharge
- Reduction of 2 weeks to within 5 days



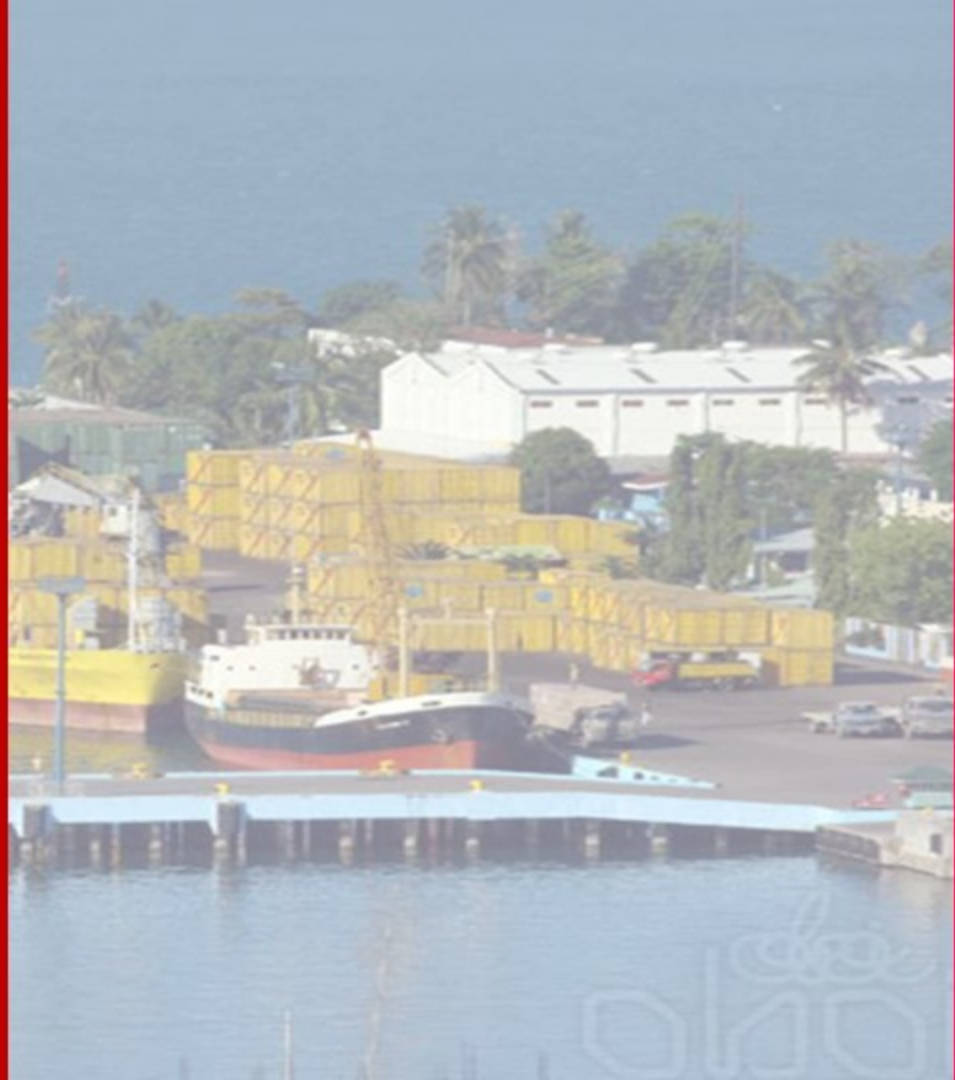
Encouraging Ship Owners to call Directly at Provincial Ports

- Port owners to encourage 5,000-20,000 DWT vessels to call at Provincial Ports
- Shipping agents should be present to assist foreign ship owners
- Give incentives and rebates for government charges



Upgrading of Ports

- Craned Facility at Berths
- Deeper facilities to accommodate up to 50,000 DWT vessels.
- Give incentives and rebates for government related fees.



Improving efficiency

Philippines

Decongesting Manila

Reducing imports into Manila and encouraging provincial ports to fill the gap.

Alternatives

Providing alternatives such as barge unloading to speed up discharge.

Engaging Stakeholders

Requires shipowners, agents, stevedores, lightering, port owners and government.

Upgrading Facilities

Improving provincial ports to take international vessels of larger sizes and facilities to allow smooth and quick discharging.

Project References



Projects

Manila North
Harbour Port Inc.

Steel Sheet Piles
O-Piles
Crane Rails
C Channels
Rail Supervision
Pier 10, 14, 16



Projects
General Santos
Power Plant
Customized Rails
and Clips

General Santos



Projects

LLDA Flood Control

Customized Steel Sheet Piles

Sta. Maria Mabitec Area



Customized MMU

13-B Sheet Pile

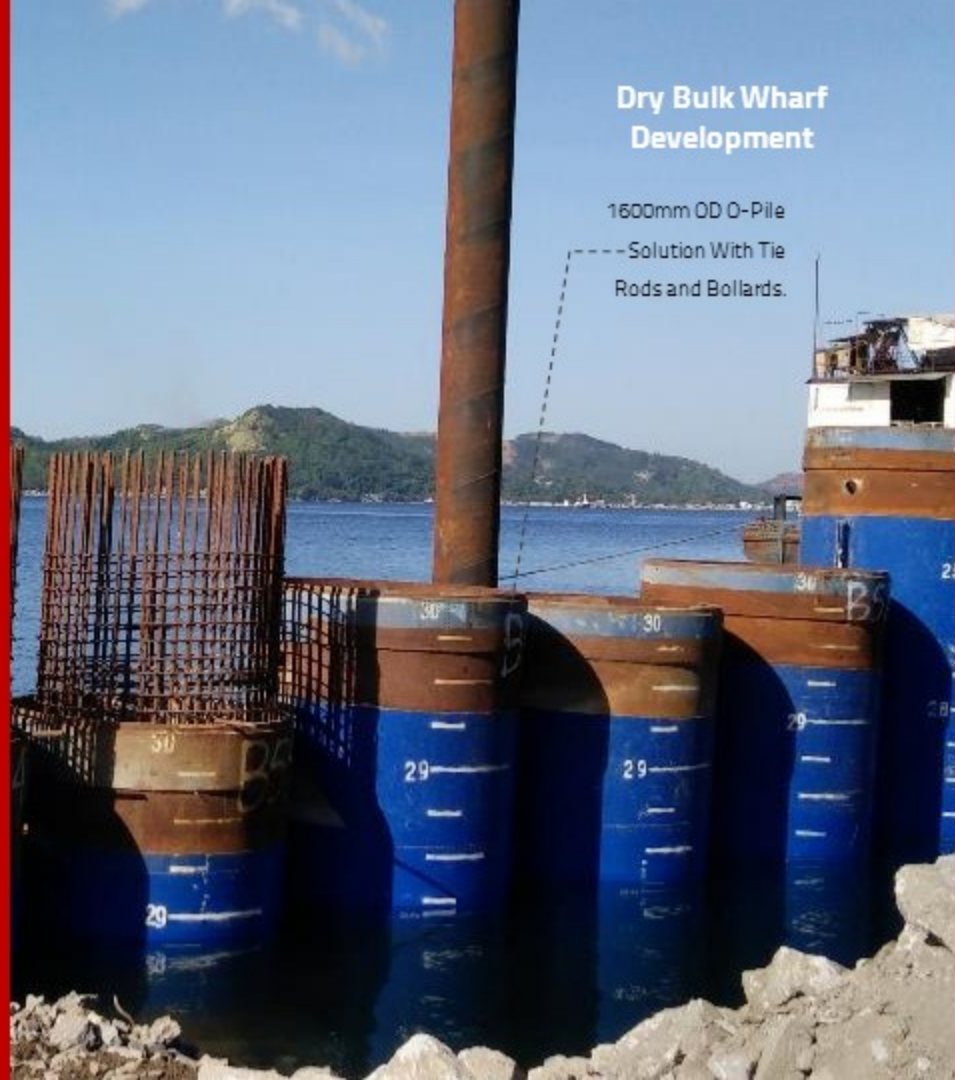
Special
Profile

Projects

**Seasia Nectar Ports
Services Inc.**

**Customized O-Pile
Solution**

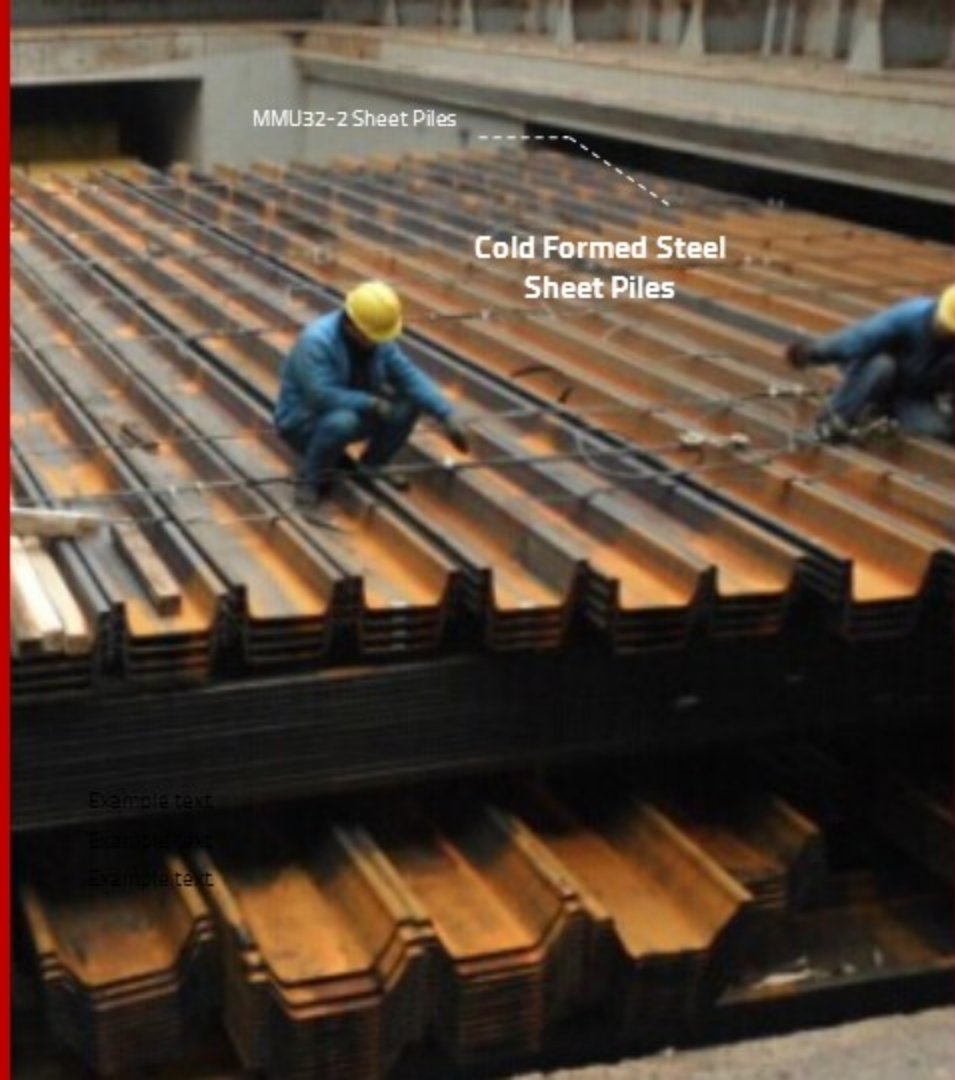
Mariveles Bataan



Projects

Ilo Ilo Project

MMU Steel Sheet Piles



Projects

Pampanga Flood Control

Customized MMZ Steel Sheet Piles

Pampanga River



Projects

DPWH Projects

**Customized MMZ
and MMU Steel
Sheet Piles**

**Nationwide,
Philippines**



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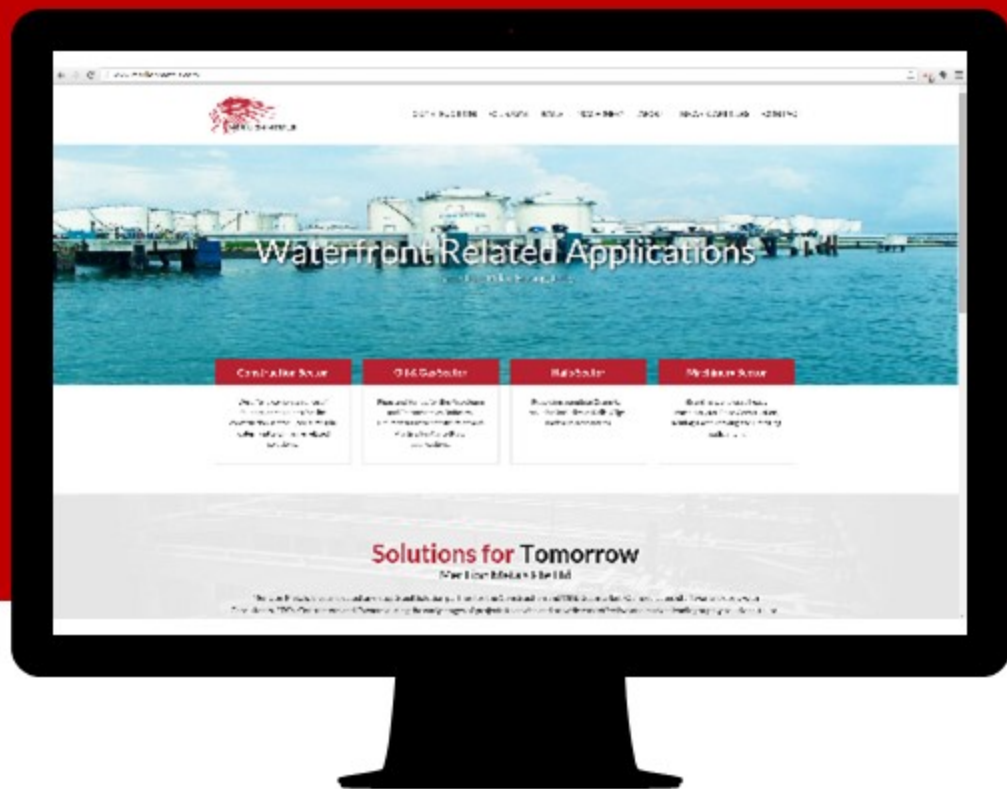
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Website Facebook

www.merlionmetals.com

www.facebook.com/merlionmetals



Thank you. Booth 52.



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