



# Port Development Options

Philippines Ports & Logistics 2024



## Victor Wai, CFA

Introduction to MTBS  
Growth Projections  
Port Development Options



# Agenda

Introduction to MTBS

Growth Projections

Port Development Options

# Introduction to MTBS

## Unique Qualifications of MTBS

- **MTBS** is the global leader in business & transaction advisory services in the port sector with a high success rate on both sell-side & buy-side transactions
- **MTBS** is a recognized content-leader: implementing international best practice transaction services and products.
- **MTBS's** track record encompasses a large number of transaction projects in Europe, Middle East, Africa, Latin America and the rest of the World.
- **MTBS** is independent, flexible and international.
- **MTBS** dedicated port team is the largest and most experienced team, certainly when compared with global accounting & strategy consultants.
- **MTBS'** senior experts have a long corporate history in blue chip organisations such as Deloitte, PWC, APMT, Royal Haskoning, Royal Boskalis, Port of Rotterdam etc.
- **MTBS's** team of experts all have deep-rooted experience in strategy, business valuation, transaction and finance.
- **MTBS** methodology focuses on delivery as well as skills transfers.

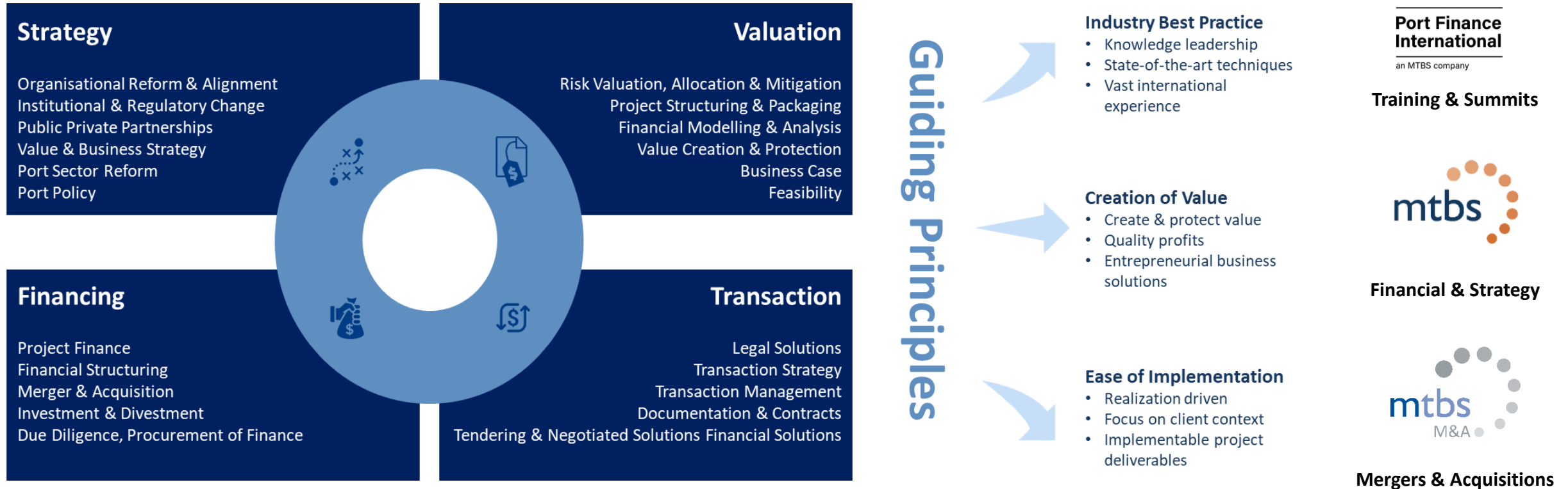


MTBS is proud to call the White House its 'home port'. A Landmark building since its completion in 1898

# Introduction to MTBS

Our Mission: Unlocking Value in the Maritime & Transport Industry

On the interface of land and water, positioned between public and private interests, ports are the most strategic nodes in global transport network. Therefore, MTBS believes that ports offer a unique value proposition. It is the mission of MTBS to unlock and protect this value by offering its clients entrepreneurial business solutions and creating the quality profits they seek.



# Introduction to MTBS

## Key Products in Port Business & Transaction Advisory

Areas of Expertise		
Deep-sea Ports	Dry Ports	Shipping
River Ports & IWT	Free Zones	IWT

Project Structuring	
DBFOM	DBFM
BOT	M&A: Equity Transactions

Analysis
Market Studies & Forecasts
Tariff Studies
Benchmark Studies
Feasibility Study

Planning & Operations
Master Planning
Business Planning
Technical & Operational Planning
Productivity Improvements

Financial Analyses & Financing	
Master Planning	Value for Money
Business Planning	Viability Gap Funding
Technical & Operational Planning	Financial Structuring
Productivity Improvements	Financial Due Diligence

Partnering
Partnering Strategy & Search
Market Sounding & Consultations
Operator Search

Procurement
Operators (Revenue)
Contractors (Capex)
Investors/Banks (Financing)
M&A (Equity)

Sell Side Transactions
Transaction Design & Management
Bid Documentation
Investor Selection
Negotiations & Close

Buy Side Transactions
Due Diligence
Bid Preparation & Support
Negotiations & Close

# Introduction to MTBS

## Overview of our Clients

Authorities	GTOs & Shipping Lines	Industrials	Governments	IFIs	Banks & Equity
                   	         	           	          	           	           



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Introduction to MTBS

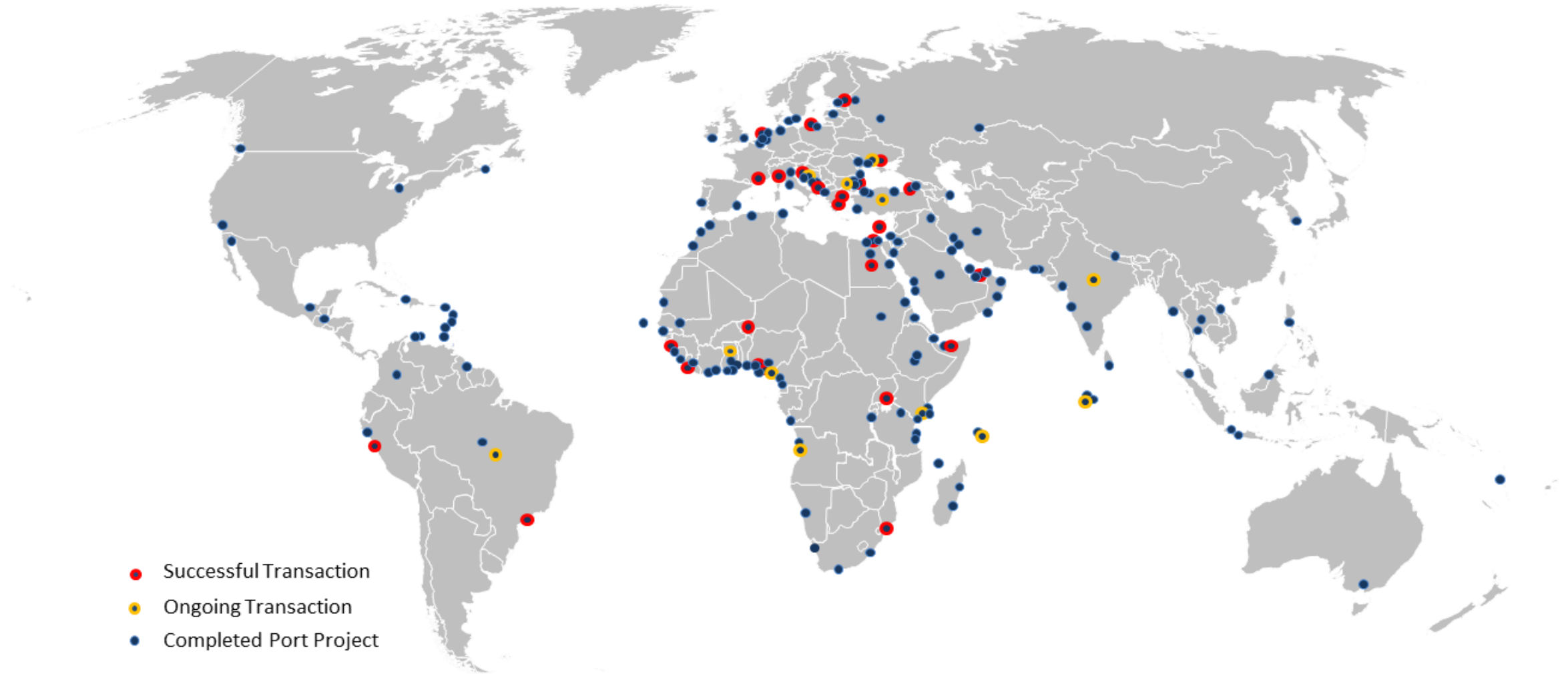
**Growth Projections**

Port Development Options



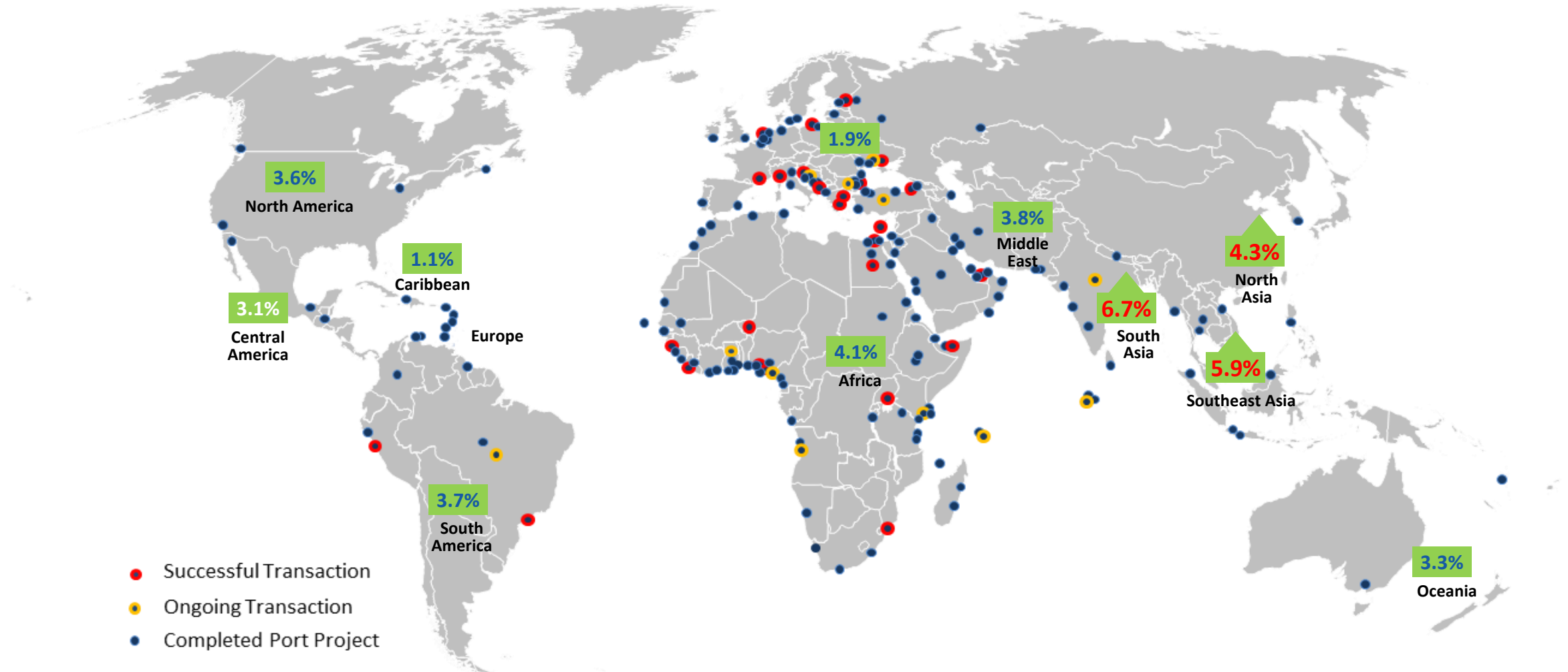
# Entrepreneurial approach to deal-making

MTBS Track Record and Extensive Global Experience



# Growth differential by region

Container volume growth to GDP growth multiplier 1.3X.





# Agenda

Introduction to MTBS

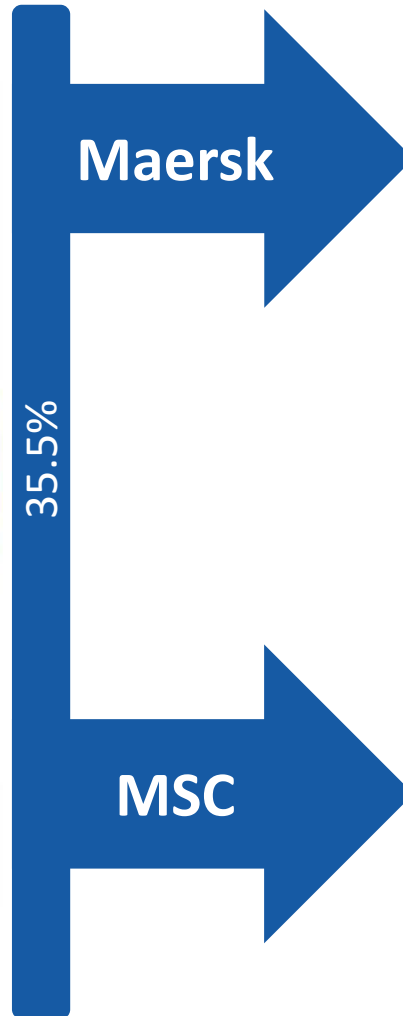
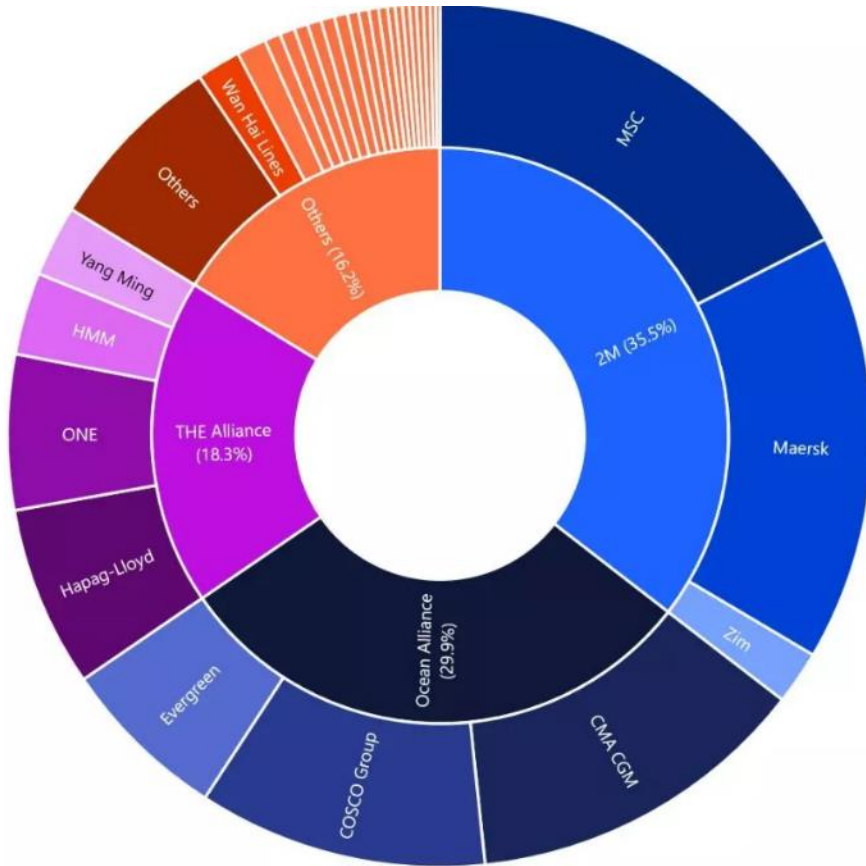
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**Port Development Options**

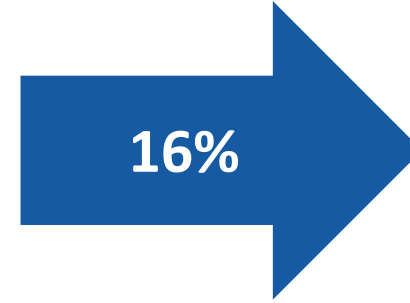
# Liner Strategy

Dissolution of 2M Alliance likely to rejig liner partnerships

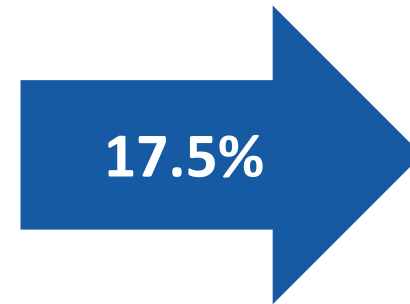
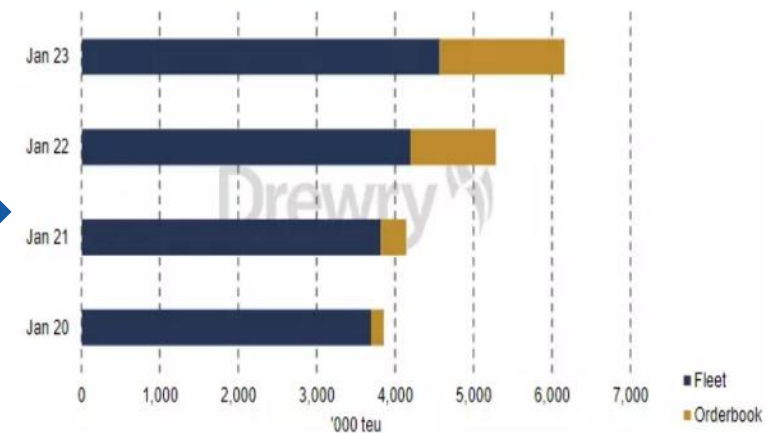
Liner Capacity Market Share, 2023



## M&A Activity of Maersk



## MSC Container Ship Orderbook, 2020 – 2023 (TEU'000)

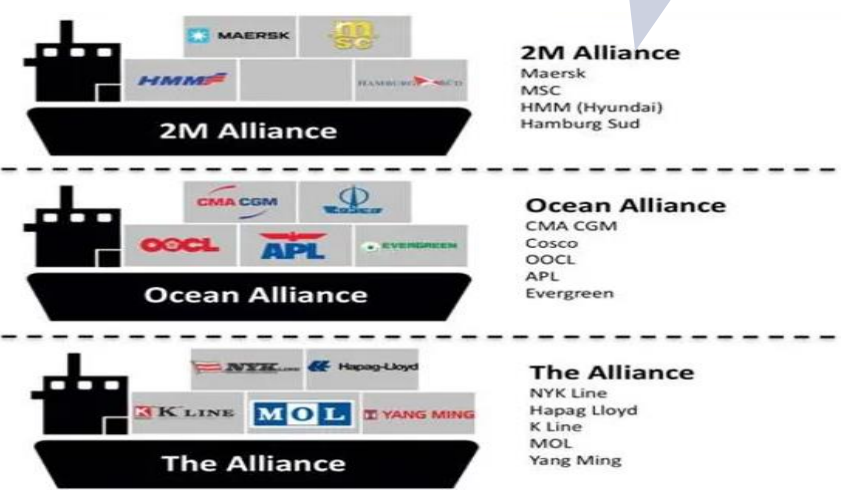
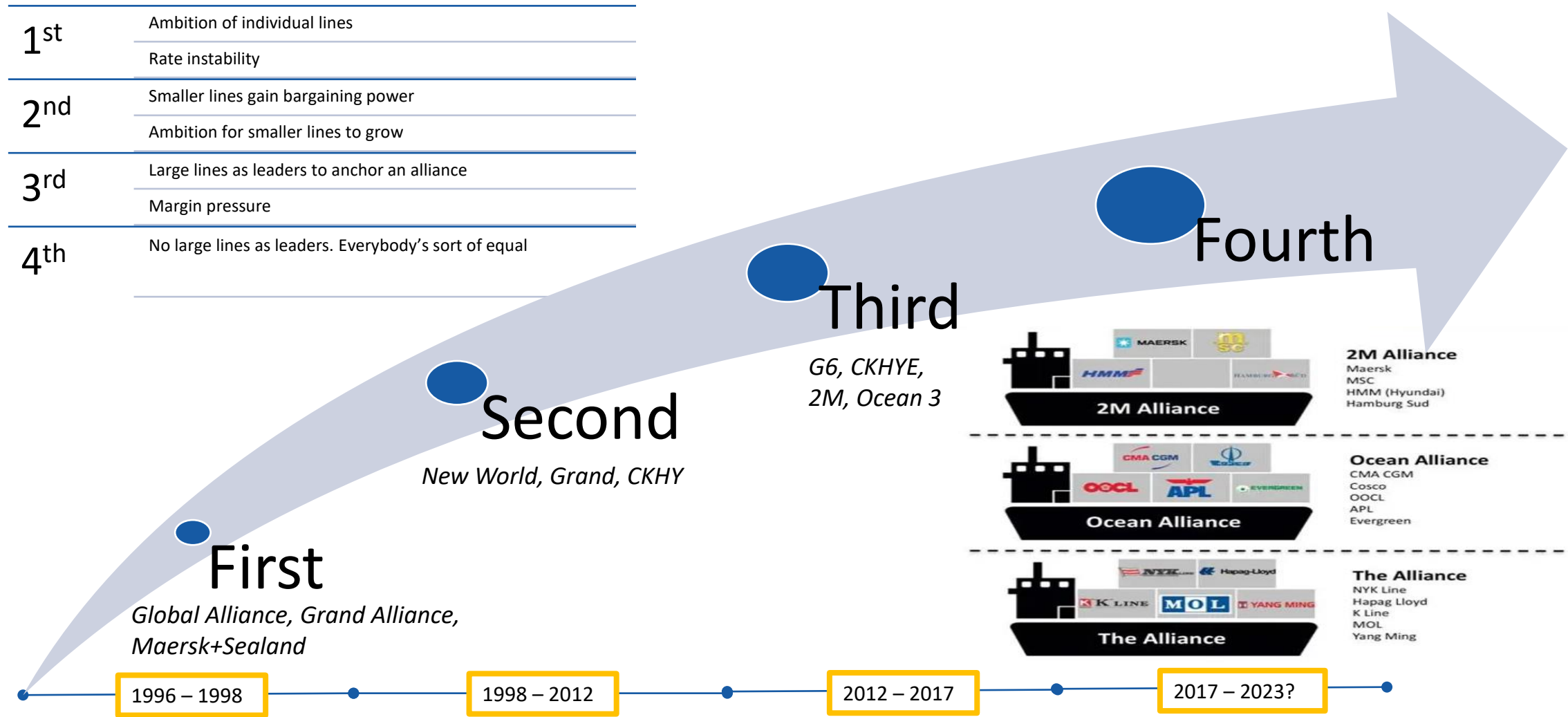


Source: Alphaliner

# Evolution of Alliances

Driven by external pressures. Next evolution driven by innate motivation

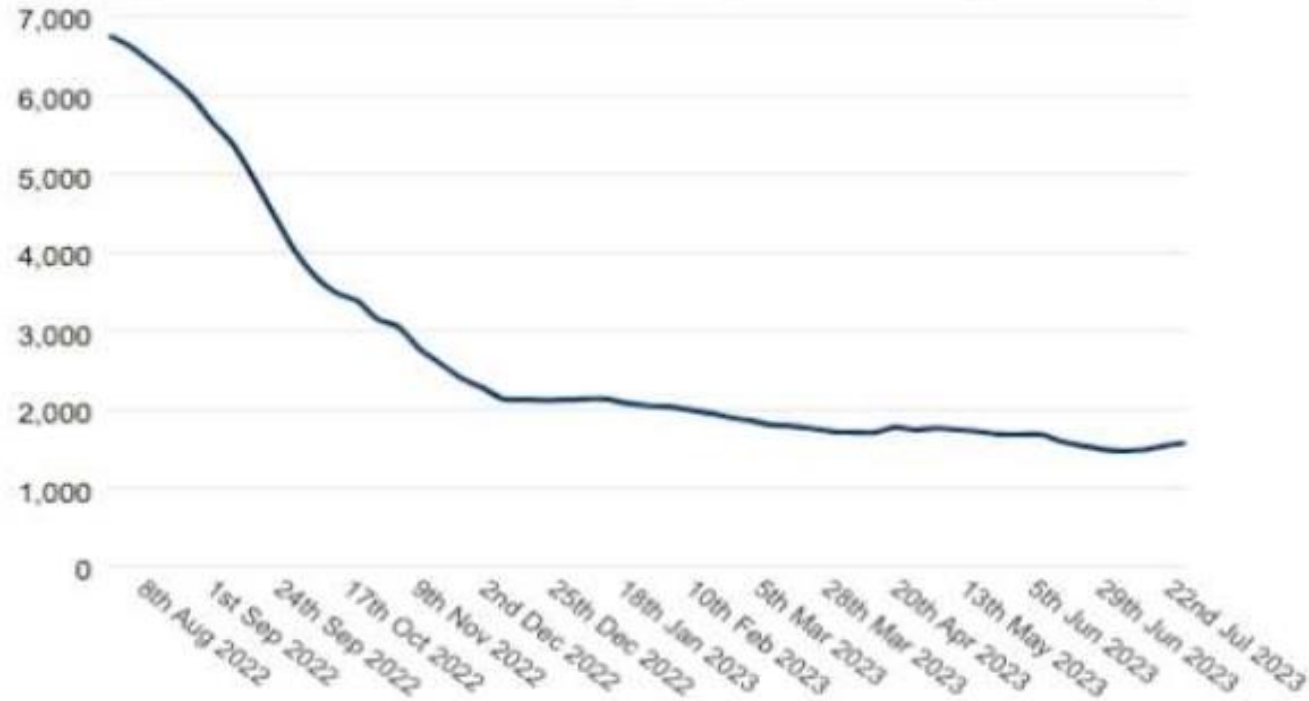
1 <sup>st</sup>	Ambition of individual lines Rate instability
2 <sup>nd</sup>	Smaller lines gain bargaining power Ambition for smaller lines to grow
3 <sup>rd</sup>	Large lines as leaders to anchor an alliance Margin pressure
4 <sup>th</sup>	No large lines as leaders. Everybody's sort of equal



# Options for Liners

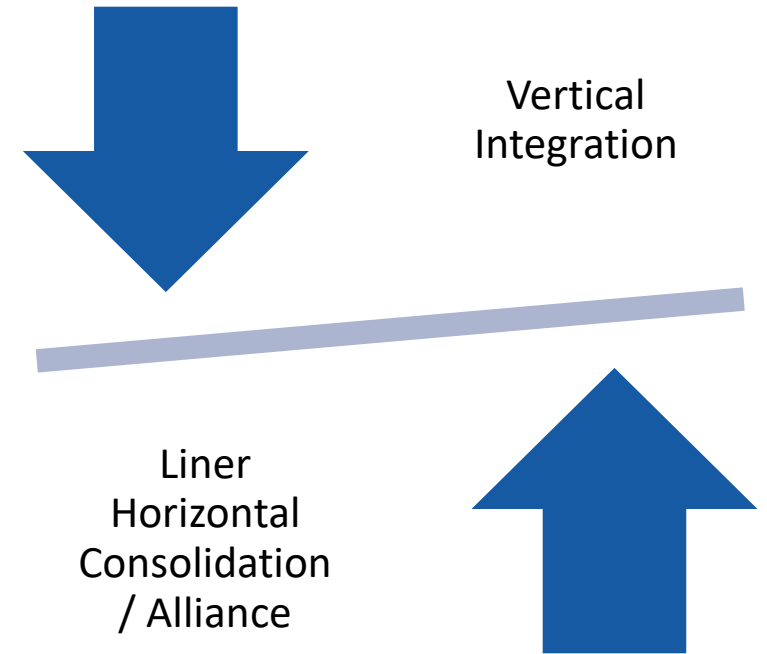
Cost-control to improve profitability

World Container Index, 1Yr (2022 – 2023)




Source: Drewry Maritime Research

## Binary Options for Liners



# What next for the future?

## Pros & Cons of Alliances



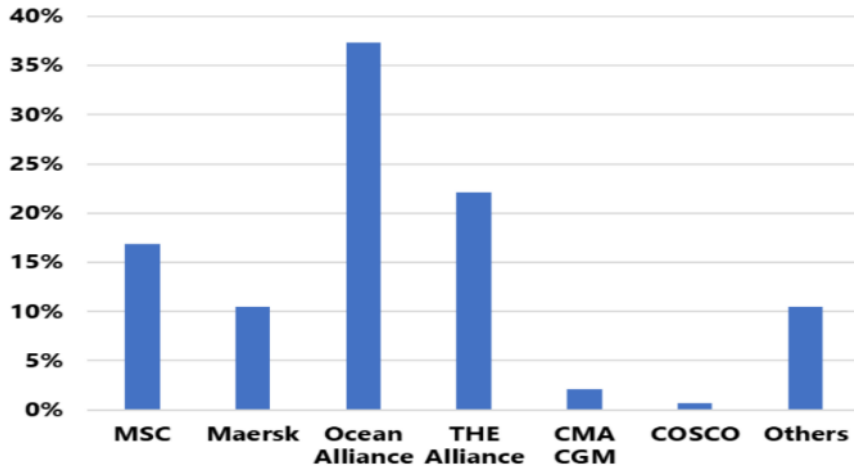
Economies of scale with mega-vessels

Continued relevance of feeder vessels

Reduced direct frequency and fewer port connections

Less differentiated service levels

Market share of lines/ alliances in Transpacific route

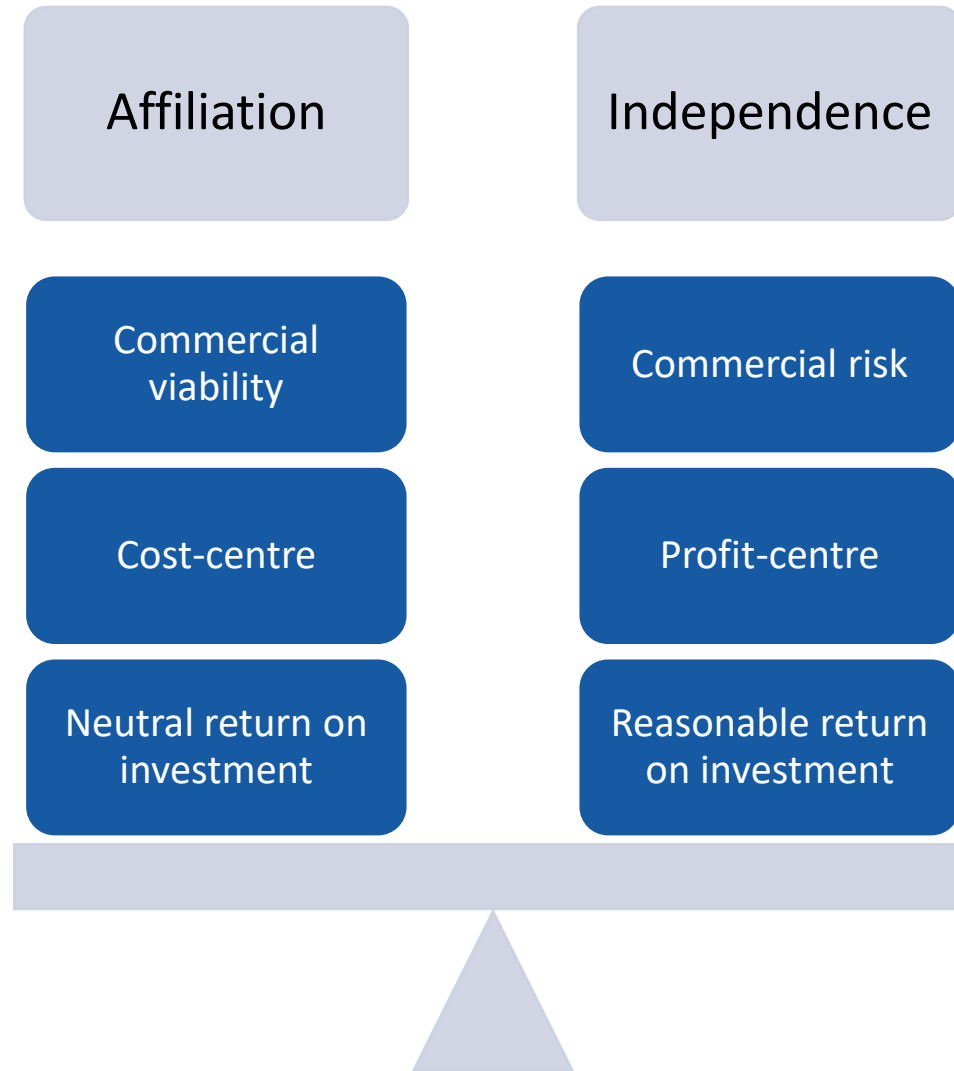


## New Competitors in Vertical Integration



# Options for Port Operators

Scale up with differentiated services





# Thank you

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