



**Regional Ports & Terminals Cooperation:
How Intra-ASEAN Initiatives Can Achieve Astonishing
Opportunities & Improve Competitiveness**
Scope: Training & Development

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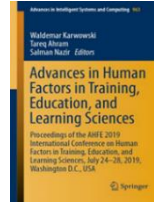
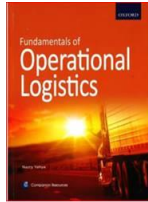
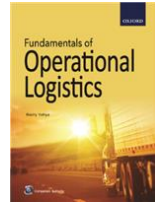
Mobile: +6019776 0075



Brief Profile



JP Skills Centre



+ 3 more books

EDUCATIONAL QUALIFICATIONS

Doctor of Commerce, Flinders University, Australia
MBA (Strategic Management), Charles Sturt University, Australia
B.Sc. (Finance), Eller College, University of Arizona, USA
KPT Teaching Permit – PM/IPTS/2016/08/0126
Registered Fund Manager – FMRL: 4575/97
Certified Financial Planner (CFP – T08460-06)
Chartered Institute of Transport – Chartered Member (CMILT – AM1768)
Licensed NLP Practitioner – RB 14909/15
Certified TPS Manager
PSMB TTT – No 5846
Certified IMO 6.09 Trainer
UNCTAD Certified Trainer for English Speaking Network
Daftar Pakar Industri Negara (DPIN)

ADVISORSHIP

Industry Advisor for Al Madinah University (2018-2022)
Industry Advisor for Southern University College (2018-2022)
Industry Advisor for University Kuala Lumpur (2018-2020)
Industry Advisor for Politeknik Premier Sultan Abdul Aziz (2017-2019)
Industry Advisor for Politeknik Metro Johor Bahru (2010-2016)
Board of Studies for University Kuala Lumpur (MSc Supply Chain Management)
Malaysia Coach for Worldskills Competition Kazan 2019 (Freight Forwarding) – by HRDF & JPK

ADJUNCT PROFESSOR

Open University Malaysia (2007- current)
Raffles University (2013 – current)
Can Tho University (2015- current)
Vietnam Maritime University (2017- current)

Planned books to be released

- * **Modern Port Management (2020)**
- * **The Golden Ages of the Dark Ages (2020)**
- * **Understanding Logistics from Al Quran (2019)**

Agenda

- About Us
 - MMC Group
 - JP Skills Centre
- ASEAN
- History of intra ASEAN cooperation
- MMC Ports Intra ASEAN cooperation
- UNCTAD Train For Trade Initiative
- The future cooperation
- End



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About US

a) MMC Group

b) JP Skills Centre



MMC Highlights

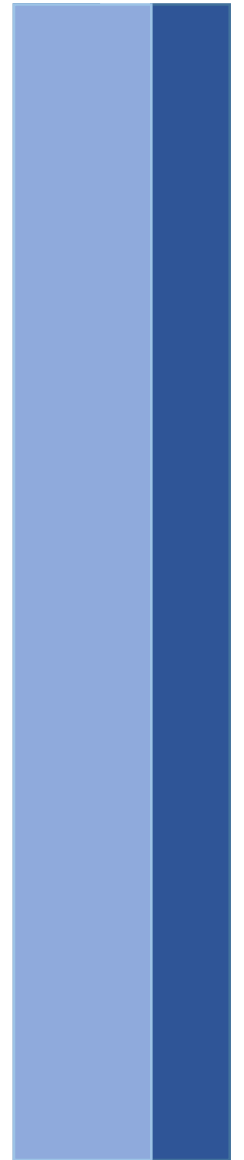
- More than USD 1 billion Revenue in 2018
- 4 main business structure
 - Port & Logistics
 - Energy & Utilities
 - Engineering
 - Industrial Property
- MMC Ports collectively is ranked No 7 in the world (container movements)



MMC Structure



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Our business under the Ports and Logistics division include the operations of Pelabuhan Tanjung Pelepas Sdn Bhd, Johor Port Berhad, Northport (Malaysia) Bhd, Penang Port Sdn Bhd, Tanjung Bruas Port Sdn Bhd and Kontena Nasional Berhad. Internationally, MMC has presence in Saudi Arabia via Red Sea Gateway Terminal Company Limited, a container port terminal within the Jeddah Islamic Port.



Pelabuhan Tanjung Pelepas Sdn Bhd



Johor Port Berhad



Northport (Malaysia) Bhd



Penang Port Sdn Bhd



Tanjung Bruas Port Sdn Bhd



Red Sea Gateway Terminal



Kontena Nasional Berhad



KTM MMC Cargo Sdn Bhd



Senai Airport Terminal Services Sdn Bhd

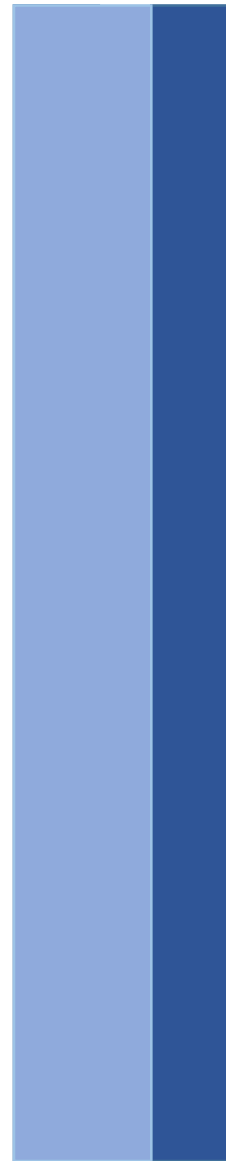


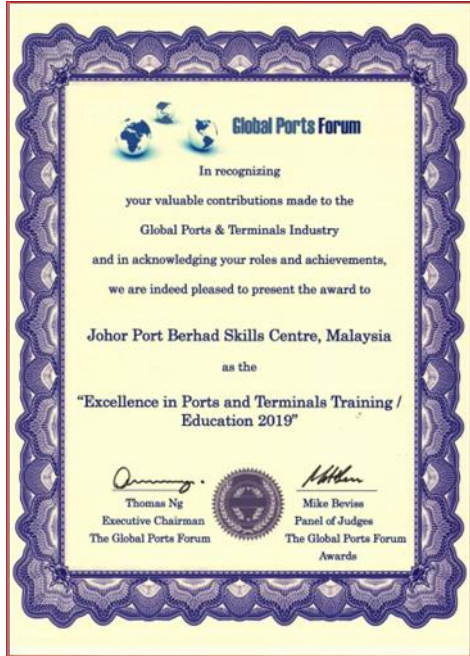
JP Skills Centre Highlights

- Established since 2014
- World Best Port & Terminal Training Provider by Global Port Forum 2018
- World first Port Kaizen Sensei
- World only organization that can issue license for QC, CRS, RTG and PMY via Malaysia Skills Development
- Have trained more than 5,000 port and logistics officers
- Have ongoing training agreement with:-
 - Pelindo 4 (26 ports in Indonesia)
 - Pelindo 3 (56 ports in Indonesia)
 - Pelindo 1 (12 Ports in Indonesia)
 - Tan Cang STC HRD (representing Vietnam Ports)
 - Fujian Port Authority
 - Chinese Malaysia Port Alliance



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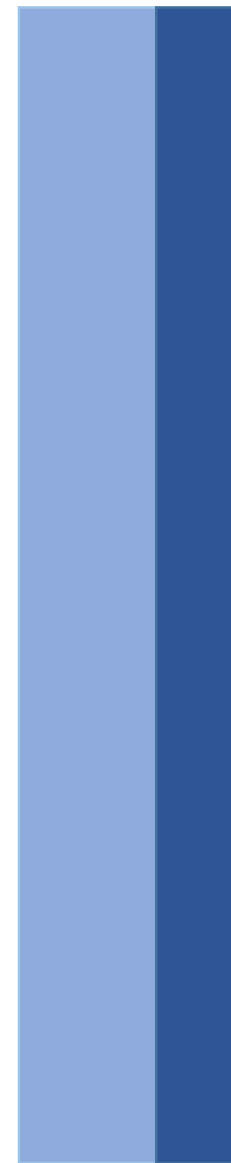


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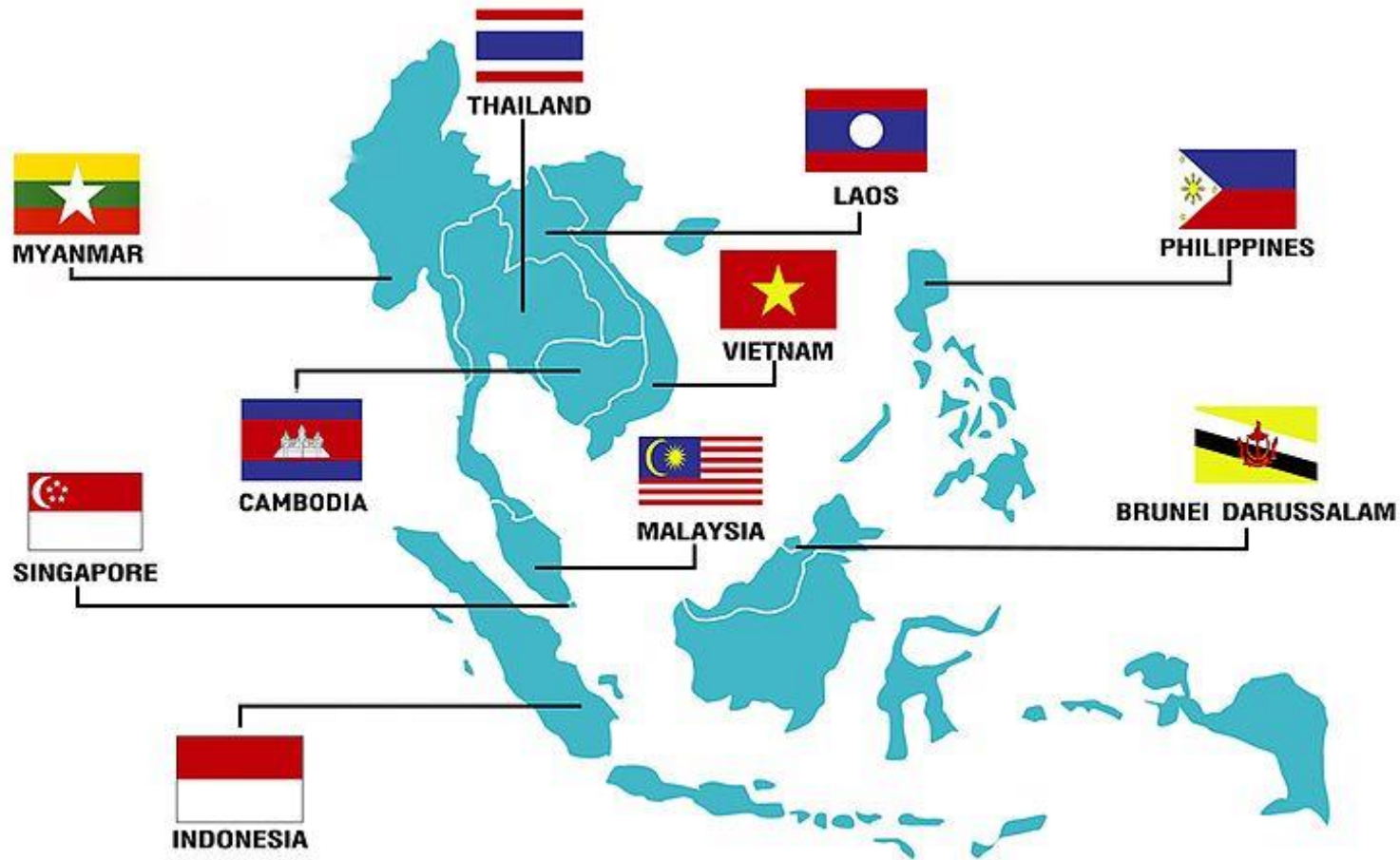




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Who is in
ASEAN ?

Who is ASEAN?



The Association of Southeast Asian Nations is an intergovernmental organization aimed at promoting economic growth and regional stability among its members

ASEAN

- in 2017, already reached 50 years
- At the start of 2016, the 10 economies of ASEAN were collectively the seventh largest economy in the world. By the start of 2017, that rank had improved to sixth, and by 2020 it will be fifth.

History of intra ASEAN cooperation

- ✓ The conquer of Sriwijaya
- ✓ The Fall of Melaka
 - ✓ 1578 Aceh & Johor Government joint forces
- ✓ Zheng He's Journey



Why ASEAN Still Needs to Cooperate?

- We are sexy countries but need to be more competitive
- We need to build for the future
- We need each other
 - Populations
 - Purchasing power
 - Experience & Expertise
 - Peaceful people

LPI Comparisons 2018

Country	Year	LPI Rank	LPI Score	Customs	Customs	Infra	Infra	International shipments	International shipments	Logistics competence	Logistics competence	Tracking & tracing	Tracking & tracing	Timeliness	Timeliness
Germany	2018	1	4.2	1	4.09	1	4.37	4	3.86	1	4.31	2	4.24	3	4.39
Japan	2018	5	4.03	3	3.99	2	4.25	14	3.59	4	4.09	10	4.05	10	4.25
Singapore	2018	7	4	6	3.89	6	4.06	15	3.58	3	4.1	8	4.08	6	4.32
Thailand	2018	32	3.41	36	3.14	41	3.14	25	3.46	32	3.41	33	3.47	28	3.81
Vietnam	2018	39	3.27	41	2.95	47	3.01	49	3.16	33	3.4	34	3.45	40	3.67
Malaysia	2018	41	3.22	43	2.9	40	3.15	32	3.35	36	3.3	47	3.15	53	3.46
Indonesia	2018	46	3.15	62	2.67	54	2.89	42	3.23	44	3.1	39	3.3	41	3.67
Philippines	2018	60	2.9	85	2.53	67	2.73	37	3.29	69	2.78	57	3.06	100	2.98
Brunei	2018	80	2.71	73	2.62	89	2.46	113	2.51	77	2.71	88	2.75	80	3.17
Lao PDR	2018	82	2.7	74	2.61	91	2.44	85	2.72	83	2.65	69	2.91	117	2.84
Cambodia	2018	98	2.58	109	2.37	130	2.14	71	2.79	111	2.41	111	2.52	84	3.16
Myanmar	2018	137	2.3	131	2.17	143	1.99	144	2.2	128	2.28	143	2.2	108	2.91
Angola	2018	159	2.05	160	1.57	153	1.86	143	2.2	155	2	157	2	140	2.59
Afghanistan	2018	160	1.95	158	1.73	158	1.81	152	2.1	158	1.92	159	1.7	153	2.38



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MMC Ports Intra-ASEAN Cooperation

Some other regional Cooperation

- Philippines & Indonesia
 - MICT Terminal - operations in Makassar
- Singapore Vietnam
 - VSIP – Bach Nin, HCMC, Haiphong
 - Saigon Port & PSA – Vung Tau
- Malaysia & Indonesia
 - MMC Ports

Business Engagement

- RORO boat activities from Medan to Melaka
 - On JV basis
 - Pelindo resistance
- Will start Operations by 2021



Johor Port to invest RM10mil for facilities at Tanjung Bruas Port

CORPORATE NEWS

Friday, 16 Feb 2018

12:00 AM MYT

By ZAZALI MUSA



Training Cooperation

Have ongoing training agreement with:-

- Pelindo 4 (26 ports in Indonesia)
- Pelindo 3 (56 ports in Indonesia)
- Pelindo 1 (12 Ports in Indonesia)
- Tan Cang STC HRD (representing Vietnam Ports)
- Fujian Port Authority
- Chinese Malaysia Port Alliance

Pelindo 4





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Kunjungi Johor Port, Dirsum Pelindo 4 Bahas Kerjasama OJT

02 Maret 2018 | Rilis Berita



PRESS RELEASE

Dirut Pelindo IV Kukuhkan DPP Serikat Pekerja Periode 2018 - 2021

PENGUMUMAN TES KEMAMPUAN BIDANG (TKB) PROGRAM PEREKRUTAN BERSAMA BUMN

Asesmen KPKU, Manajemen Pelindo IV Komitmen Terus Berinovasi

BPPDI Pelindo IV Gelar Halal Bi Halal & Silaturahmi

Pelindo IV Mulai Berangkatkan Penumpang Kapal Mudik Gratis

FOTO

[view all](#)



Kunjungi Johor Port, Dirsum Pe X

https://www.inaport4.co.id/read/20180302/418/kunjungi-johor-por

TENTANG KAMI PELABUHAN TATA KELOLA LAYANAN INFORMASI & PELANGGAN MEDIA CSR & K3 PELELANGAN KONTAK

INAPORT4 - Direktur SDM dan Umum PT Pelindo IV (Persero), M. Asyhari berharap Program On The Job Training (OJT) dapat meningkatkan kualitas SDM karyawan Pelindo 4, baik secara administrasi maupun operasional.

Hal itu diungkapnya, di sela-sela pembahasan Kerjasama Program OJT antara PT Pelindo IV dengan Johor Port Berhad, yang berlangsung di Johor, Malaysia, Jumat (2 Maret 2018).

Dalam kesempatan tersebut, Asyhari yang didampingi DVP Of Human Capital Development PT Pelindo IV, Mundzyr Salim juga melakukan evaluasi mengenai pelaksanaan kerja sama program OJT yang selama ini sudah berlangsung 8 *batch* antara Pelindo 4 dengan Johor Port Berhad.



Selain itu, dalam kunjungan yang diterima oleh Head of Corporate Strategy and Business Development Johor Port Berhad, K.C Low dan Head of Johor Port Skill Centre, Nazry Bin Yahya ini, Direktur SDM dan Umum Pelindo 4 juga melakukan diskusi dan pembahasan tentang kelanjutan kerja sama Program OJT, yang kontraknya akan berakhir pada 6 Maret 2018.

Asyhari juga berkesempatan meninjau langsung aktivitas OJT Batch IX yang diikuti 12 orang pegawai Pelindo 4, yang berlangsung dari 02 hingga 31 Maret mendatang.

VIDEO [view all](#)

E-Magz [view all](#)

Edisi 02



4:30 PM
4/7/2019

Milestones with Pelindo 4

1. Port Supervisors Program
 - Started on 2017
 - 12 batches to date
 - 144 participants
2. Port Managers Program
 - Started in April 2018
 - 2 batch to date
 - 24 participants
3. Port Continuous Development Program
 - Started in May 2019
 - 3 batches
 - 70 participants

238

Pelindo 3

← → ↻ 🏠 <https://ekonomi.bisnis.com/read/20190819/98/1138053/demi-s> 67%

Bisnis.com

🏠 MARKET FINANSIAL EKONOMI **KABAR24** TEKNOLOGI LIFESTYLE INFOGRAFIK TRAVEL SPORT

Ekonomi EKONOMI API **Kabar24** JAK MANUFAKTUR INFRASTRUKTUR ENERGI &

Home » Ekonomi » Transportasi & Logistik

Demi SDM Unggul, Pegawai Pelindo III Dikirim Belajar ke Malaysia

Direktur Utama PT Pelabuhan Indonesia III (Persero) Doso Agung mengatakan kerja sama dijalin dengan Johor Port Skill Center.

 Sri Mas Sari - Bisnis.com
19 Agustus 2019 | 08:03 WIB



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Milestones with Pelindo 3

1. Port Supervisors Program
 - Started on 1st September 2019
 - 1 batch to date
 - 12 participants
2. Port Managers Program
 - To start in October 2019
 - 12 participants per batch

144

Expected Participants

Milestone with Tancang-STC HRDC (Vietnam)

- University Student Delegation – 50
- Malaysia Delegations (non pilot) – 145
- Taiwan Delegation – 34 pax
- Pilot Trainings
 - Sabah – 12 pilots (2 sessions)
 - Singapore – 6 pilots (1 session)
- Manila Delegation – 28 pax



275

Milestone with the Chinese Collection

- China Malaysia Port Alliance
 - 17 & 18 October
 - IR 4.0 and its Import and Port and logistics
- Fujian Port Authority

40 pax +
5 Ports





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UNCTAD TrainForTrade Initiative



The United Nations System

UN Principal Organs

General Assembly

Security Council

Economic and Social Council

Secretariat

International Court of Justice

Trusteeship Council⁵

Subsidiary Bodies

Main and other sessional committees
Disarmament Commission
Human Rights Council
International Law Commission
Standing committees and ad hoc bodies

Subsidiary Bodies

Counter-terrorism committees
International Criminal Tribunal for Rwanda (ICTR)
International Criminal Tribunal for the former Yugoslavia (ICTY)

Programmes and Funds

UNCTAD United Nations Conference on Trade and Development
• **ITC** International Trade Centre (UNCTAD/WTO)
UNDP United Nations Development Programme
• **UNCDF** United Nations Capital Development Fund
• **UNV** United Nations Volunteers
UNEP United Nations Environment Programme
UNFPA United Nations Population Fund

UN-HABITAT United Nations Human Settlements Programme
UNHCR Office of the United Nations High Commissioner for Refugees
UNICEF United Nations Children's Fund
UNODC United Nations Office on Drugs and Crime
UNRWA¹ United Nations Relief and Works Agency for Palestine Refugees in the Near East
UN-Women United Nations Entity for Gender Equality and the Empowerment of Women
WFP World Food Programme

Research and Training Institutes

UNICRI United Nations Interregional Crime and Justice Research Institute
UNIDIR¹ United Nations Institute for Disarmament Research

UNITAR United Nations Institute for Training and Research
UNRISD United Nations Research Institute for Social Development
UNSSC United Nations System Staff College
UNU United Nations University

Other Entities

UNAIDS Joint United Nations Programme on HIV/AIDS
UNISDR United Nations International Strategy for Disaster Reduction
UNOPS United Nations Office for Project Services

Related Organizations

CTBTO PrepCom Preparatory Commission for the Comprehensive Nuclear-Test-Ban Treaty Organization
IAEA² International Atomic Energy Agency
OPCW Organisation for the Prohibition of Chemical Weapons
WTO³ World Trade Organization

Advisory Subsidiary Body

UN Peacebuilding Commission

Specialized Agencies⁴

ILO International Labour Organization
FAO Food and Agriculture Organization of the United Nations
UNESCO United Nations Educational, Scientific and Cultural Organization
WHO World Health Organization
World Bank Group
• **IBRD** International Bank for Reconstruction and Development
• **IDA** International Development Association
• **IFC** International Finance Corporation
• **MIGA** Multilateral Investment Guarantee Agency
• **ICSID** International Centre for Settlement of Investment Disputes

IMF International Monetary Fund
ICAO International Civil Aviation Organization
IMO International Maritime Organization
ITU International Telecommunication Union
UPU Universal Postal Union
WMO World Meteorological Organization
WIPO World Intellectual Property Organization
IFAD International Fund for Agricultural Development
UNIDO United Nations Industrial Development Organization
UNWTO World Tourism Organization

Functional Commissions

Crime Prevention and Criminal Justice
Narcotic Drugs
Population and Development
Science and Technology for Development
Social Development
Statistics
Status of Women
Sustainable Development
United Nations Forum on Forests

Regional Commissions

ECA Economic Commission for Africa
ECE Economic Commission for Europe
ECLAC Economic Commission for Latin America and the Caribbean
ESCAP Economic and Social Commission for Asia and the Pacific
ESCSWA Economic and Social Commission for Western Asia

Other Bodies

Committee for Development Policy
Committee of Experts on Public Administration
Committee on Non-Governmental Organizations
Permanent Forum on Indigenous Issues
United Nations Group of Experts on Geographical Names
Other sessional and standing committees and expert, ad hoc and related bodies

Departments and Offices

EOSG Executive Office of the Secretary-General
DESA Department of Economic and Social Affairs
DFS Department of Field Support
DGACM Department for General Assembly and Conference Management
DM Department of Management
DPA Department of Political Affairs
DPI Department of Public Information
DPKO Department of Peacekeeping Operations
DSS Department of Safety and Security
OCHA Office for the Coordination of Humanitarian Affairs



OHCHR Office of the United Nations High Commissioner for Human Rights
OIOS Office of Internal Oversight Services
OLA Office of Legal Affairs
OSAA Office of the Special Adviser on Africa
OSRSG/CAAC Office of the Special Representative of the Secretary-General for Children and Armed Conflict

ONODA Office for Disarmament Affairs
ONOG United Nations Office at Geneva
UN-OHRLS Office of the High Representative for the Least Developed Countries, Landlocked Developing Countries and Small Island Developing States
UNON United Nations Office at Nairobi
UNOV United Nations Office at Vienna

NOTES:

- ¹ UNRWA and UNIDIR report only to the General Assembly.
- ² IAEA reports to the Security Council and the General Assembly.
- ³ WTO has no reporting obligation to the General Assembly (GA) but contributes on an ad-hoc basis to GA and ECOSOC work inter alia on financial and developmental issues.
- ⁴ Specialized agencies are autonomous organizations working with the UN and each other through the coordinating machinery of ECOSOC at the intergovernmental level, and through the Chief Executives Board for Coordination (CEB) at the inter-secretariat level. This section is listed in order of establishment of these organizations as specialized agencies of the United Nations.
- ⁵ The Trusteeship Council suspended operation on 1 November 1994 with the independence of Palau, the last remaining United Nations Trust Territory, on 1 October 1994. This is not an official document of the United Nations, nor is it intended to be all-inclusive.

UNCTAD SNAPSHOT

- Permanent Organ of GA established in 1964 in Geneva
- Only UN body to deal with all aspects of trade, investment and development
- Mandate: UNCTAD 14, Nairobi – Kenya (2016)  **UNCTAD 14** 
Nairobi, 17–22 July 2016
- 194 member States / 500 staffs / 240 projects
- Budgets (68 M regular + 45 M extra USD)
- Goal: Help developing countries to ensure development gains from trade, investment, finance and technology issues for sustainable and inclusive development

3 Pillars:

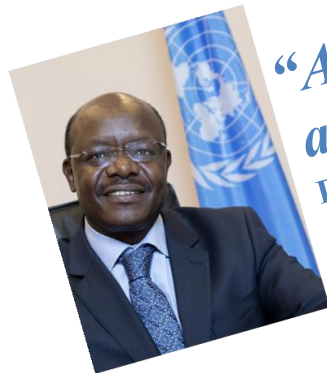
1. **Technical Assistance**
2. **Consensus Building**
3. **Research and Policy Analysis**



THE PORT MANAGEMENT PROGRAMME MAIN GOAL

To support port communities quest for efficient and competitive port management services to increase trade flows and foster sustainable economic development

**"HUMAN RESOURCES DEVELOPMENT:
THE STRONG LINK IN PORT PERFORMANCE"**



*"A port can only be as efficient
as the people that work in it"*

**Dr. Mukhisa Kituyi,
UNCTAD Secretary-General**



WORLDWIDE NETWORKS

CORE FEATURES



HIGH END PROGRAM

CORE FEATURES

Training material in French, English, Spanish and Portuguese

- ✓ Participants manuals
- ✓ Instructors guides
- ✓ Presentations (PowerPoint)
- ✓ E-platform (chat, forum, downloads)
- ✓ Audio-visuals programmes (DVD)
- ✓ Group exercises / Study cases / Role-plays
- ✓ Tests (passing score)
- ✓ Reference documentation
- ✓ Evaluation/assessment sessions
- ✓ Local / regional adaptations
- ✓ Port operations visits

240 Hours
8 Modules
Dissertation
Certificate



ENGLISH-SPEAKING NETWORK



Ghana



Nigeria



Maldives



Indonesia



Namibia



Malaysia



Tanzania



Philippines



Irish Aid
Department of Foreign Affairs
An Roinn Gnóthaí Éireannacha

UNCTAD

COMHLACHT CHALAFORT
ALTA CLÉIRÉ
DUBLIN PORT COMPANY

Dublin Port Company welcomes representatives from

Cambodia	<i>Phnom Penh Port Authority</i>
Ghana	<i>Ghana Ports and Harbours Authority</i>
Indonesia	<i>PT. Pelabuhan Indonesia</i>
Liberia	<i>Bureau of Maritime Affairs</i>
Malaysia	<i>Kuantan Port Consortium</i>
Maldives	<i>Maldives Ports Limited</i>
Namibia	<i>Namibian Ports Authority</i>
Nigeria	<i>Nigeria Port Authority</i>
Seychelles	<i>Seychelles Ports Authority</i>
Tanzania	<i>Tanzania Ports Authority</i>
Vietnam	<i>Port of Haiphong</i>

to the Coordination Meeting of the UDCTAD Port Training

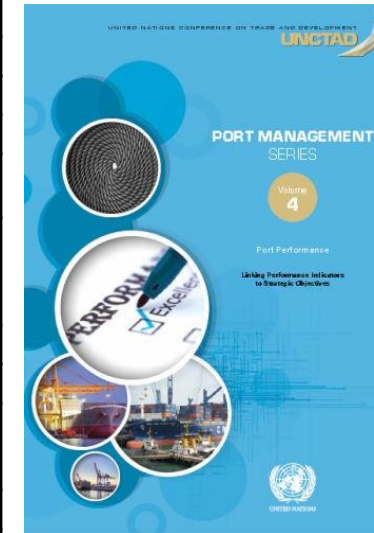
**Network Coordination
Dublin 2007- 2010 - 2016
Belfast 2013**

- ✓ Impact assessment
- ✓ Lessons learned
- ✓ Recommendations
- ✓ Road maps



PPS GLOBAL NETWORK RESULTS

Port Entity	Metrics (23) - Year 2015	N value (p x t)	Mean	Min	Max
Finance (6)	EBITDA/Revenue (operating margin)	66	45.1%	4.4%	96.8 %
	Vessel dues/Revenue	70	13.8%	0.5%	32.3 %
	Cargo dues/Revenue	63	34.9%	2.8%	87.0 %
	Rents/Revenue	56	11.6%	0.1%	99.9 %
	Labour/Revenue	60	24.4%	1.0%	63.4 %
	Fees and the like/Revenue	54	8.3 %	0.0%	79.9 %
Human Resources (6)	Tons/Employee	71	70'599 t	96 t	92'7992 t
	Revenue/employee	57	\$340'384	\$15	\$6'338'520
	EBITDA/ employee	44	\$264'861	\$4	\$6'133'147
	Labour cost/ employee	43	\$44'713	\$2	\$415'536
	Training costs/ Wages	53	1.3 %	0.0%	6.4%
	Female Participation Rate	56	26.6%	0.0%	59.4 %
Vessel Operations	Average waiting time (hours)	93	14h		89h
	Average Length Overall (LOA) per vessel (m)	86	135m		451m
	Average draft per vessel (m)	80	7 m		22 m
	Average Gross Tonnage (GT) per vessel	108	37'741 t	469 t	2'413'111 t
Cargo operations (7)	Average tonnage per arrival - all	91	6'656 t	26 t	23'328 t
	Tons per working hour Dry or Solid Bulk	55	1131 h		44'705 h
	Box per hour containers	80	28		375
	TEU dwell time (days)	70	23	-	240
	Tons per hour Liquid Bulk	68	40		748
	Tons per hectare - all	59	163'461 t	97 t	1'043'972 t
	Tons per berth metre - all	88	5'294 t	2 t	71'797 t



Why is UNCTAD TrainForTrade Relevant to Regional Cooperation?

- We exchange regional trainers
 - Cambodia – 2 certified trainer
 - Malaysia
 - Indonesia
 - Philippines



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The Future in ASEAN Collaboration

Ease of Doing Business

Country	Ranking
Singapore	2
Malaysia	15
Thailand	27
Brunei	55
Vietnam	69
Indonesia	73
Philippines	124
Cambodia	138
Laos	154
Mynmar	171

From total of 187

Source: Trending Economics

World Bank Study on the Cost of Doing Business in ASEAN 2017

	SINGAPORE	INDONESIA	MALAYSIA	THAILAND
Trading across border rank	1	54	5	24
Cost to export (US\$ per container)	460	615	450	595
Cost to import (US\$ per container)	440	660	485	760
Number of document to export	3	4	4	5
Number of document to import	3	8	4	4
Days to export	6	17	11	14
Days to import	4	23	8	13



Past

Successful
History

Current

Is ongoing.
We will see
more areas.
Business
model is
changing

Near Future

ASEAN will
continue to
cooperate

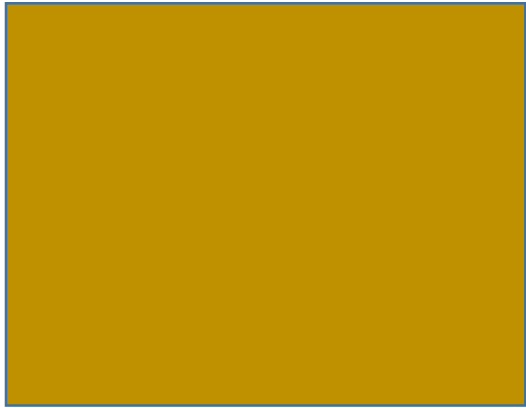
Future

ASEAN will
need to
cooperate
with others

Safety Security Custom clearance



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QUESTIONS &
ANSWER SESSION

THANK YOU

