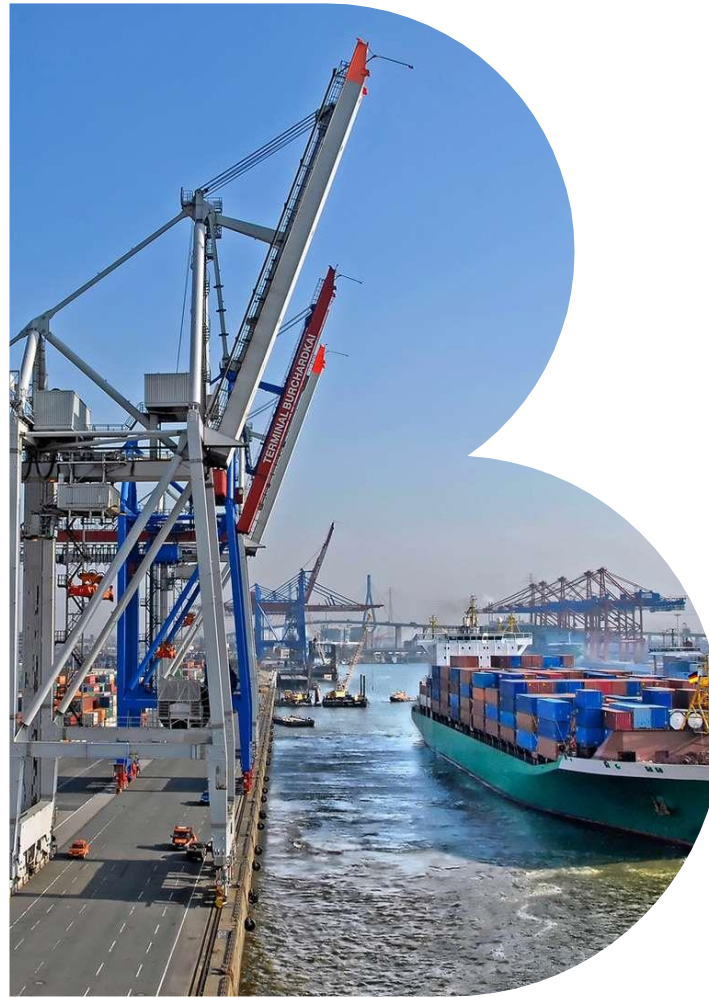


17th ASEAN Ports & Shipping: Future adaptation on global economic conditions and its effect on ASEAN trade growth



For more information



Anthonie Versluis

Partner – Head of ports practice,
Managing Partner Malaysia

Mobile: +60 196 290073

Email: Anthonie.versluis@rolandberger.com

Agenda



Introduction



Global maritime trends



ASEAN trade and maritime trends



Some suggestions for Cambodia

Founded in 1967, Roland Berger is a leading global strategy firm with successful operations in all major international markets

Our global presence

52 offices in **35** countries, with approx. **2,400** employees

Over **230** partners with specific expertise organized in **14** competence centers

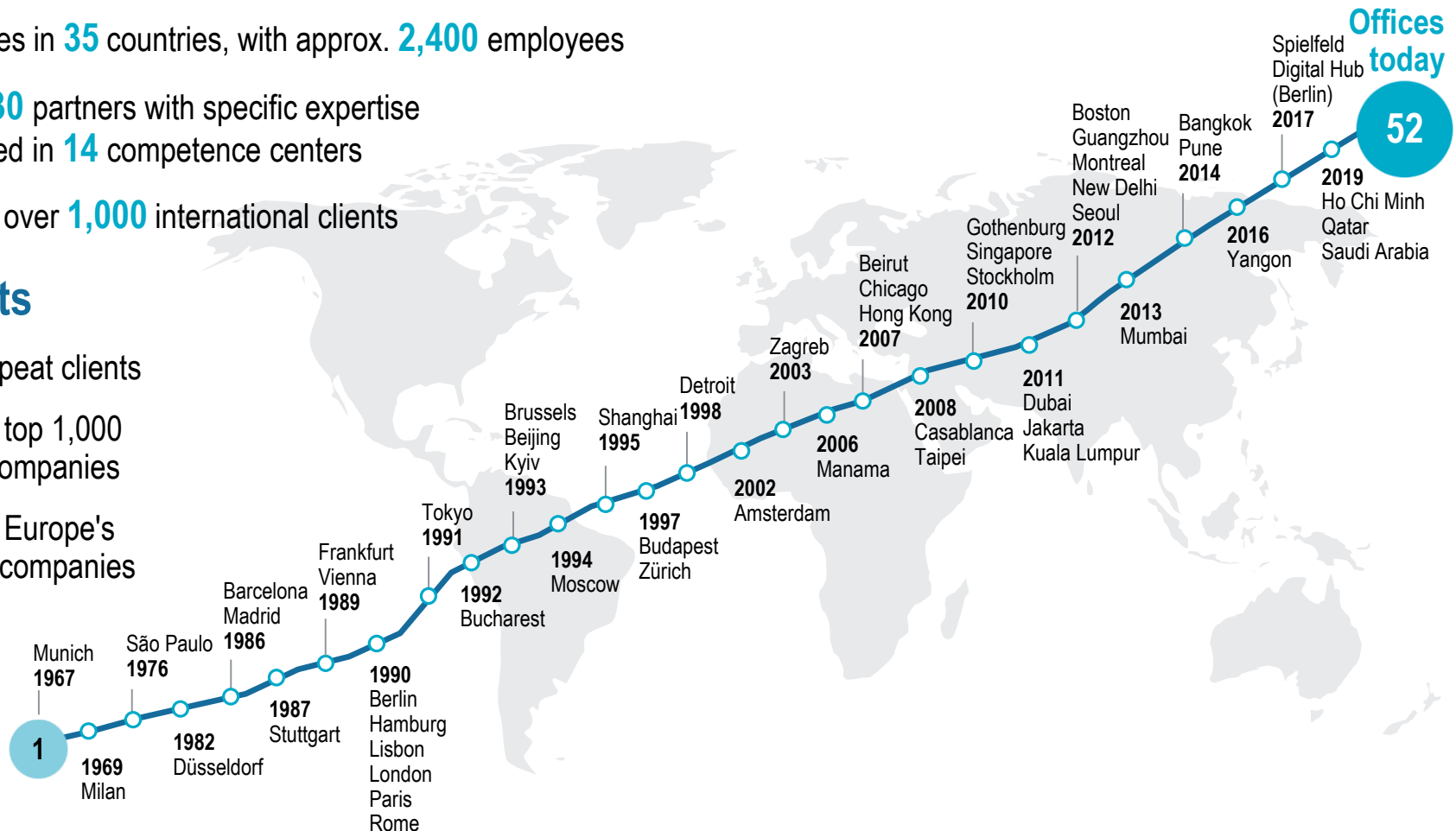
Serving over **1,000** international clients

Clients

75% repeat clients

40% of top 1,000 global companies

50% of Europe's leading companies



We have deep experience and expertise in maritime sector and port development around the world


Selected Roland Berger clients in ports and shipping


Ports




Shipping



- 

We are proud to be a **top 5 player** in the **global strategy market**
- 

We have **deep global port planning and development experience**
- 

We have a **Global Ports Practice**

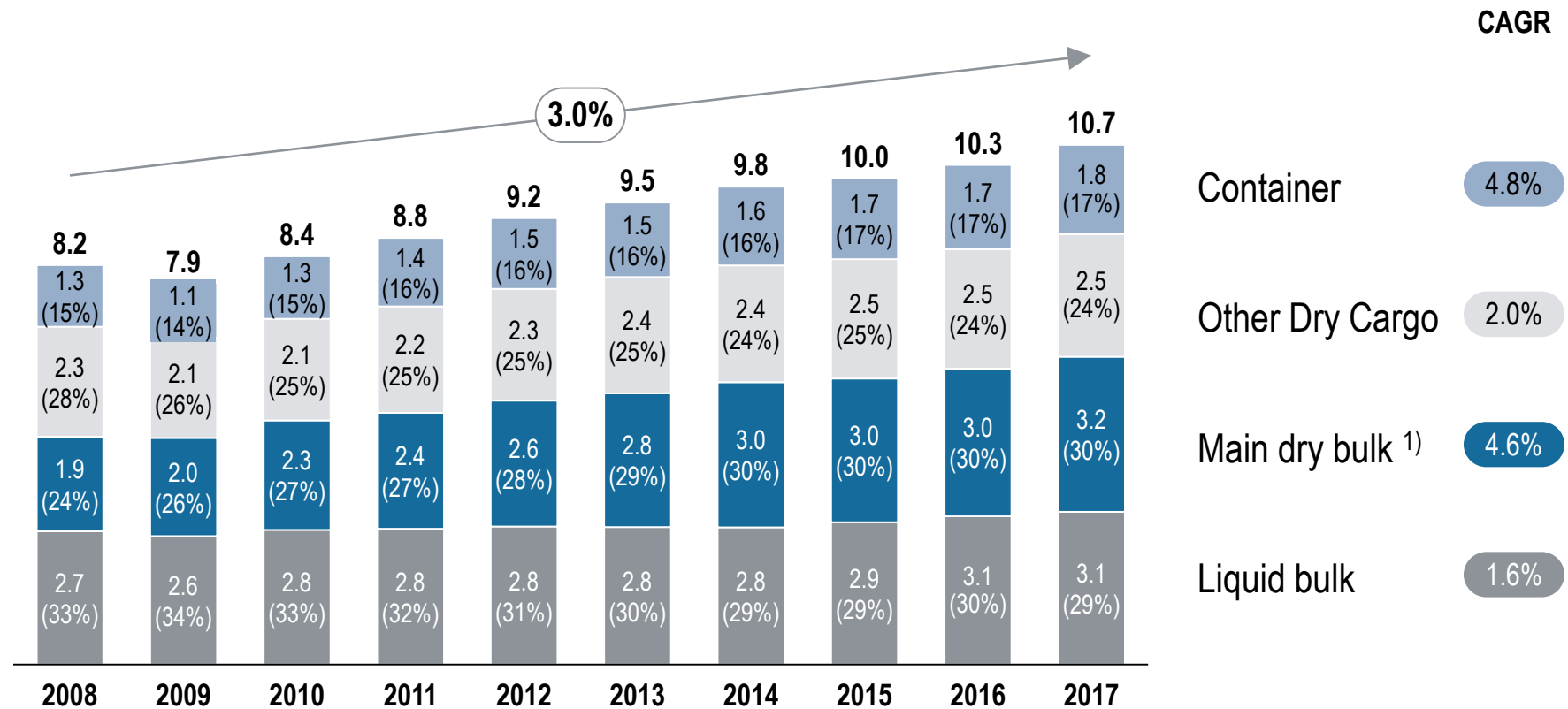
In the ports sector, we offer an integrated approach and specialized services around the world

Our service offerings – Port consulting experience by country



During the last decade, global maritime trade has grown slower than in the past

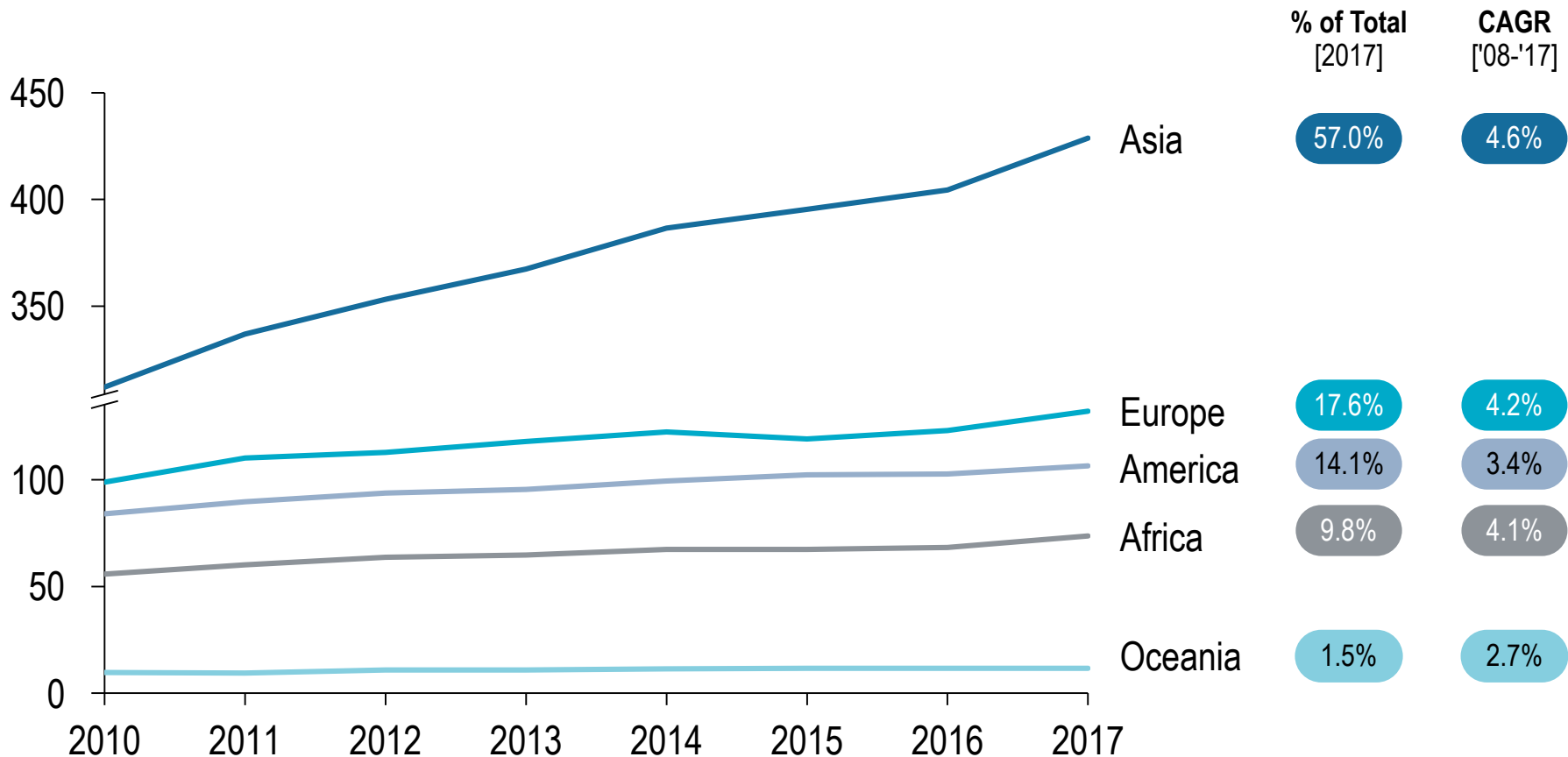
International seaborne trade [bn tonnes loaded]



1) Main dry bulk: iron ore, grains, coal, bauxite/alumina, phosphate

In terms of regions, maritime trade growth is primarily driven by Asia

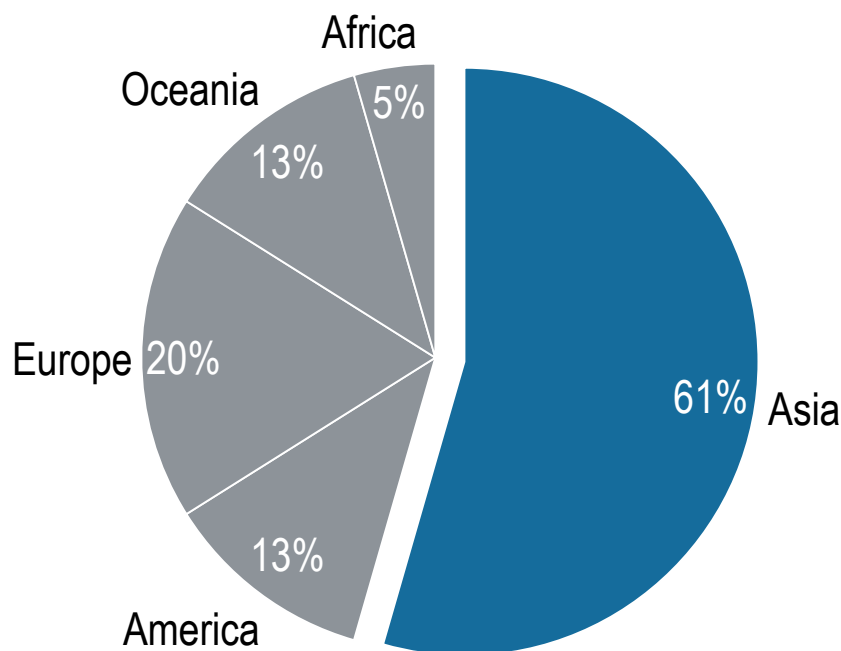
Global maritime trade [2008-2017, TEU m]



Asia now accounts for more than 50% of maritime trade (tonnage). In tonnage terms, imports dominate

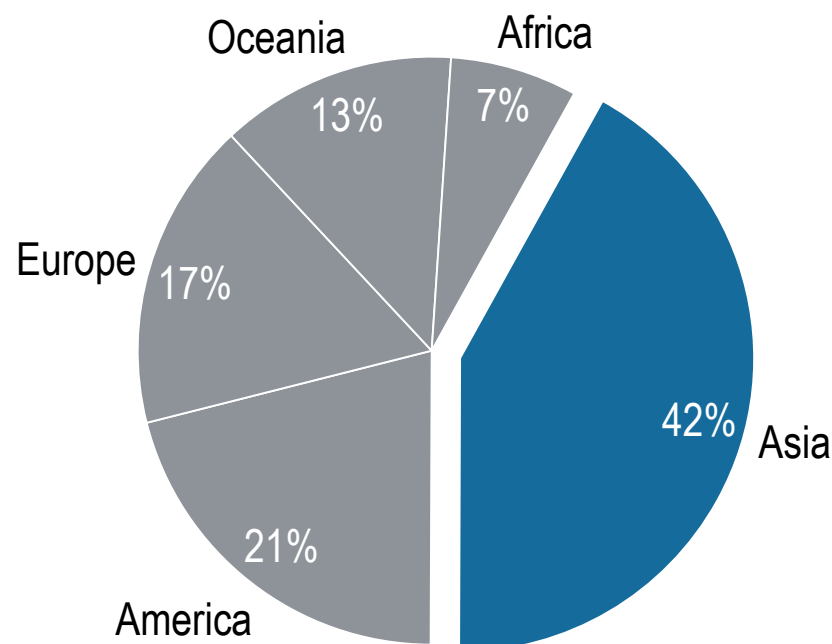
Share of world tonnage [2017]

Imports



Imports in Asia mainly driven by bulk cargo

Exports



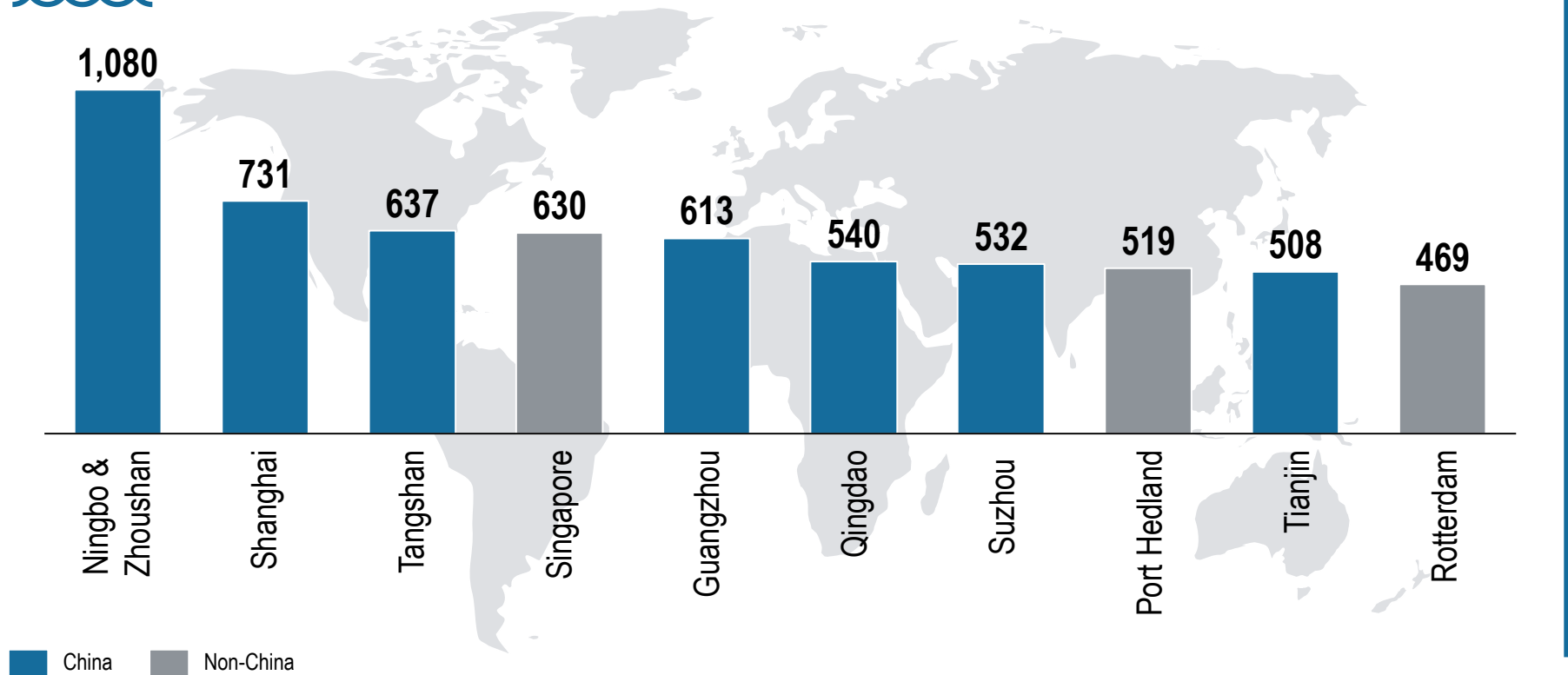
Exports from Asia mainly driven by products

Seven of the ten largest ports in the world are now located in China

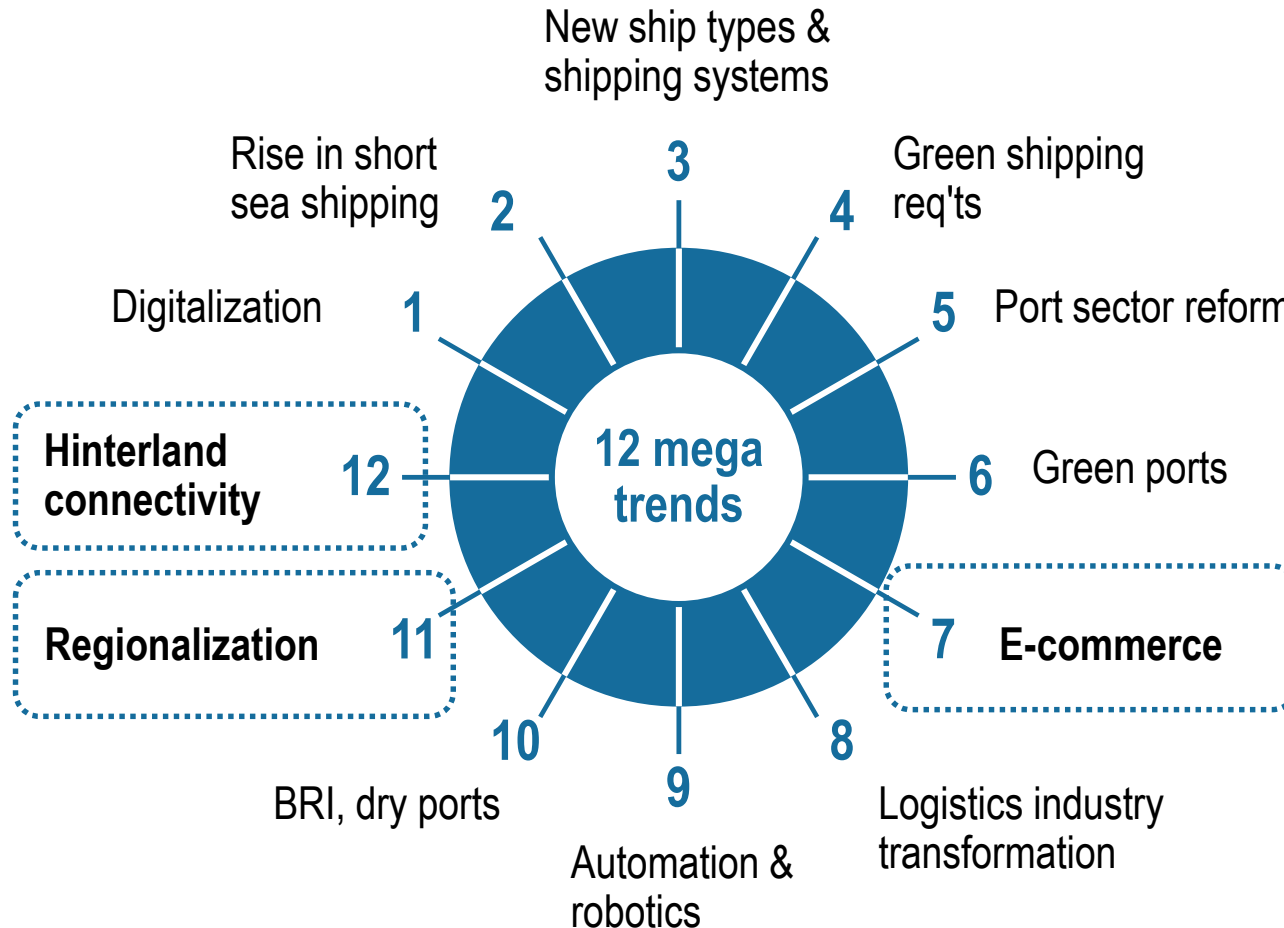
Total cargo throughput [2018, MT m]



Top 10 ports in the world

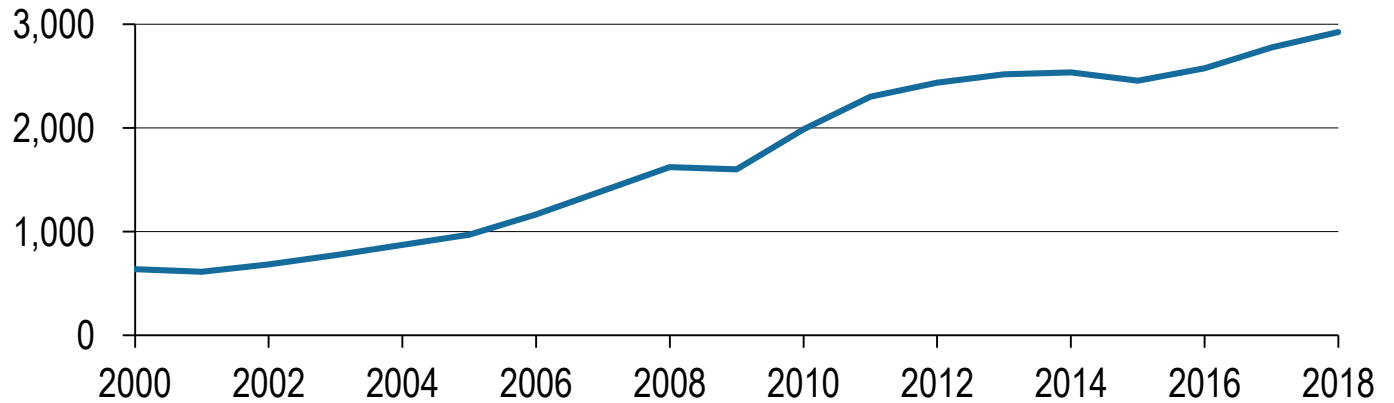


The maritime industry is facing an environment that is becoming increasingly challenging – in particular to shipping lines

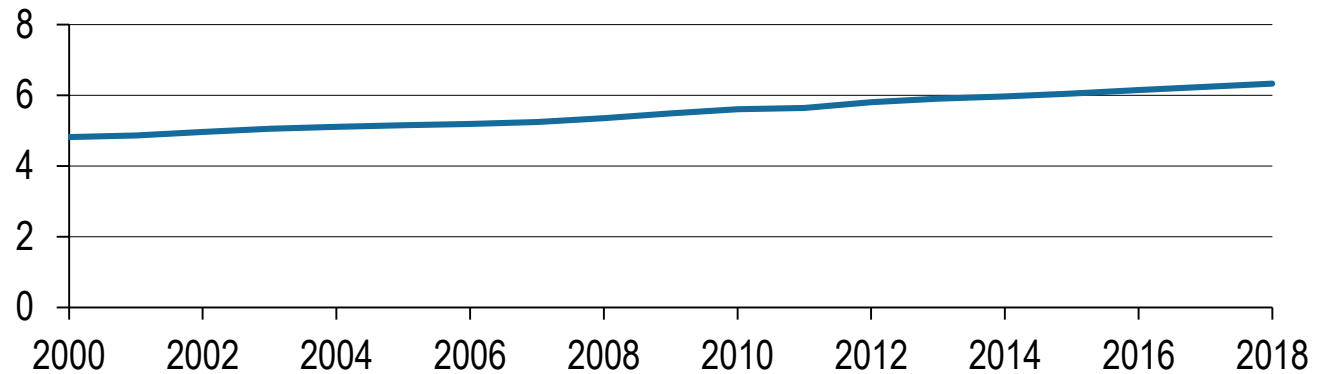


SEA is steadily increasing its global economic importance

ASEAN Member Countries' nominal GDP, 2000 – 2018 [USD bn]



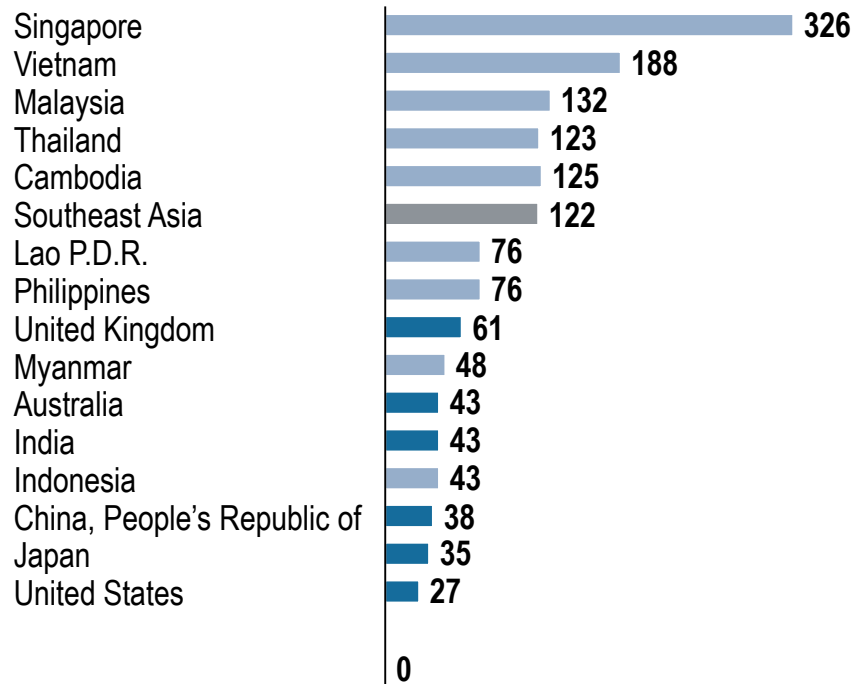
SEA Share of World GDP, based on PPP, 2000 – 2018 [%]



SEA economy is strongly dependent on external trade – More than any other region

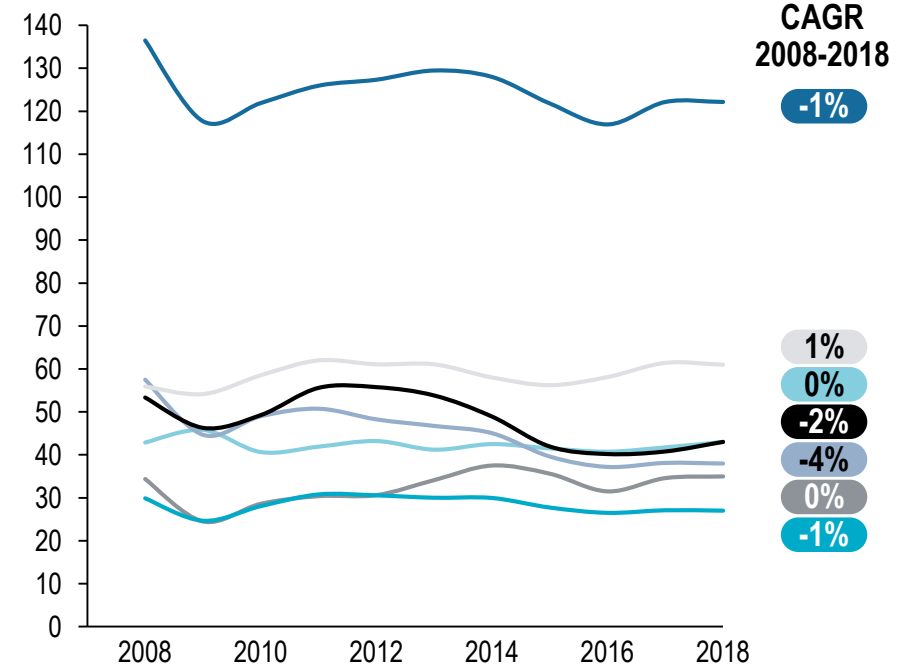
SEA trade dependency

Trade Dependency Ratio (% of GDP), 2018



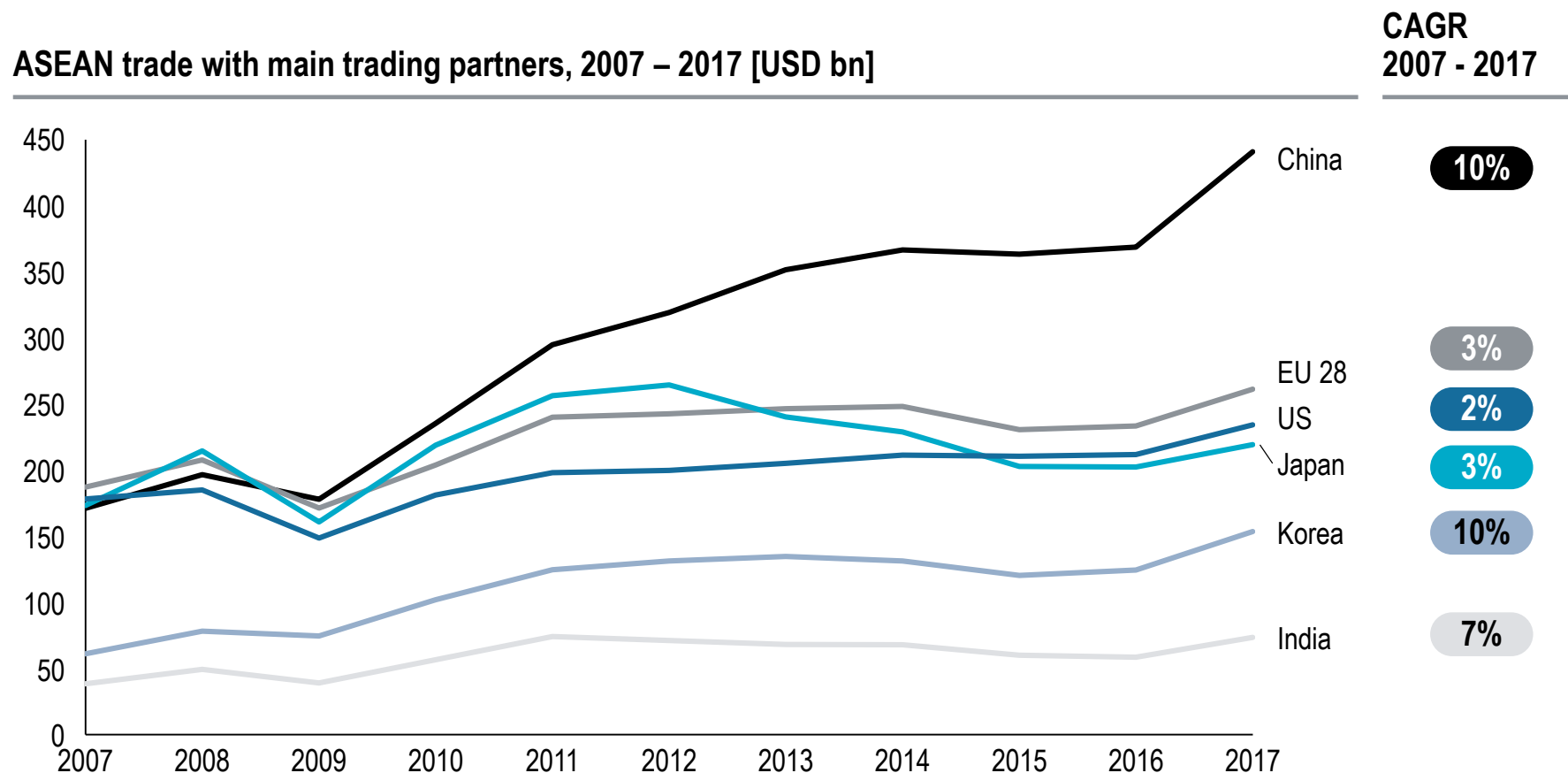
■ SEA ■ SEA countries ■ Non-SEA countries

Trade Dependency Ratio (% of GDP), 2007 – 2018



— Southeast Asia — China — Japan — United States
— Australia — India — United Kingdom

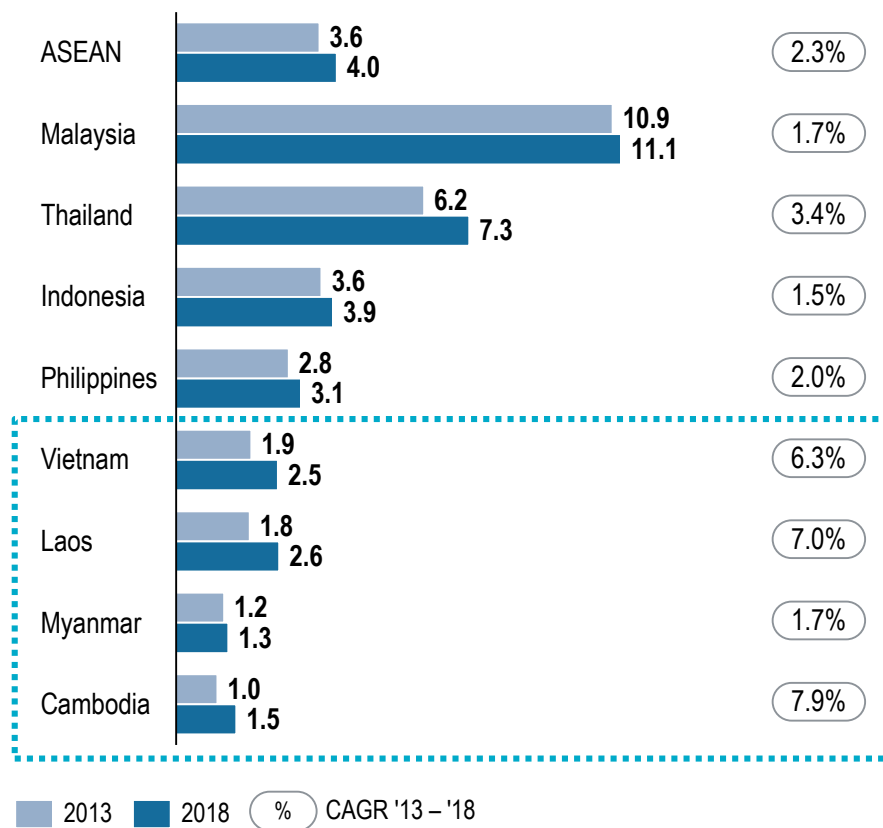
Since the 2009 crisis, China is emerging as the leading trading partner for the region



Internal Indochina trade and connectivity is growing rapidly – thus expanding opportunities for Cambodia

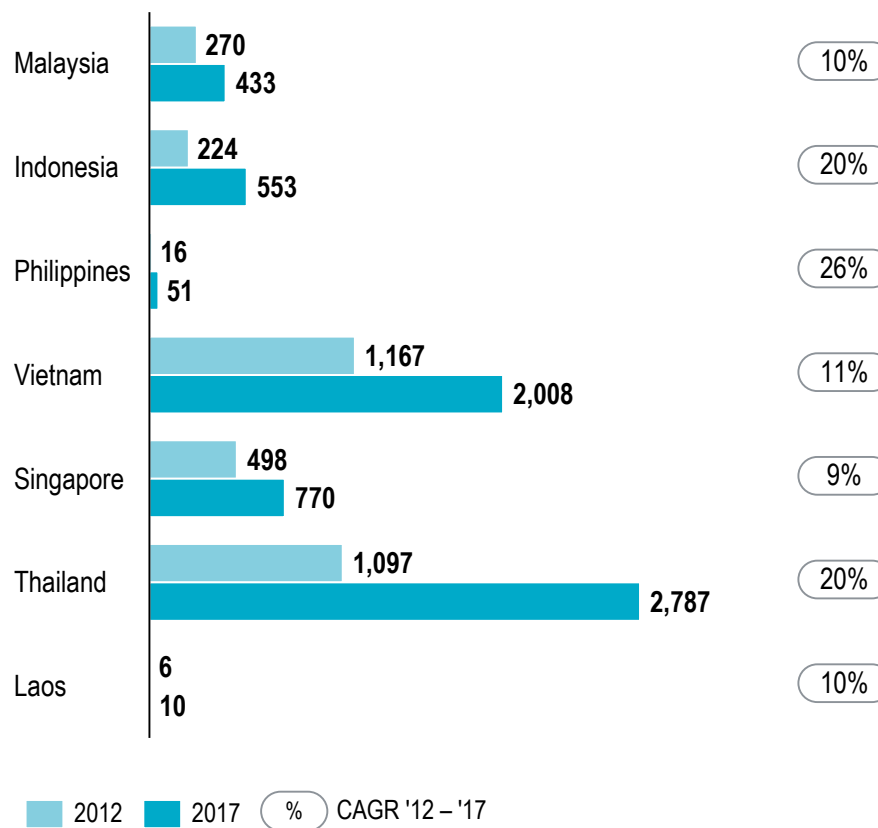
CLMV - highest growth potential in ASEAN

Selected ASEAN countries' GDP per capita, 2013 & 2018 ['000 USD]

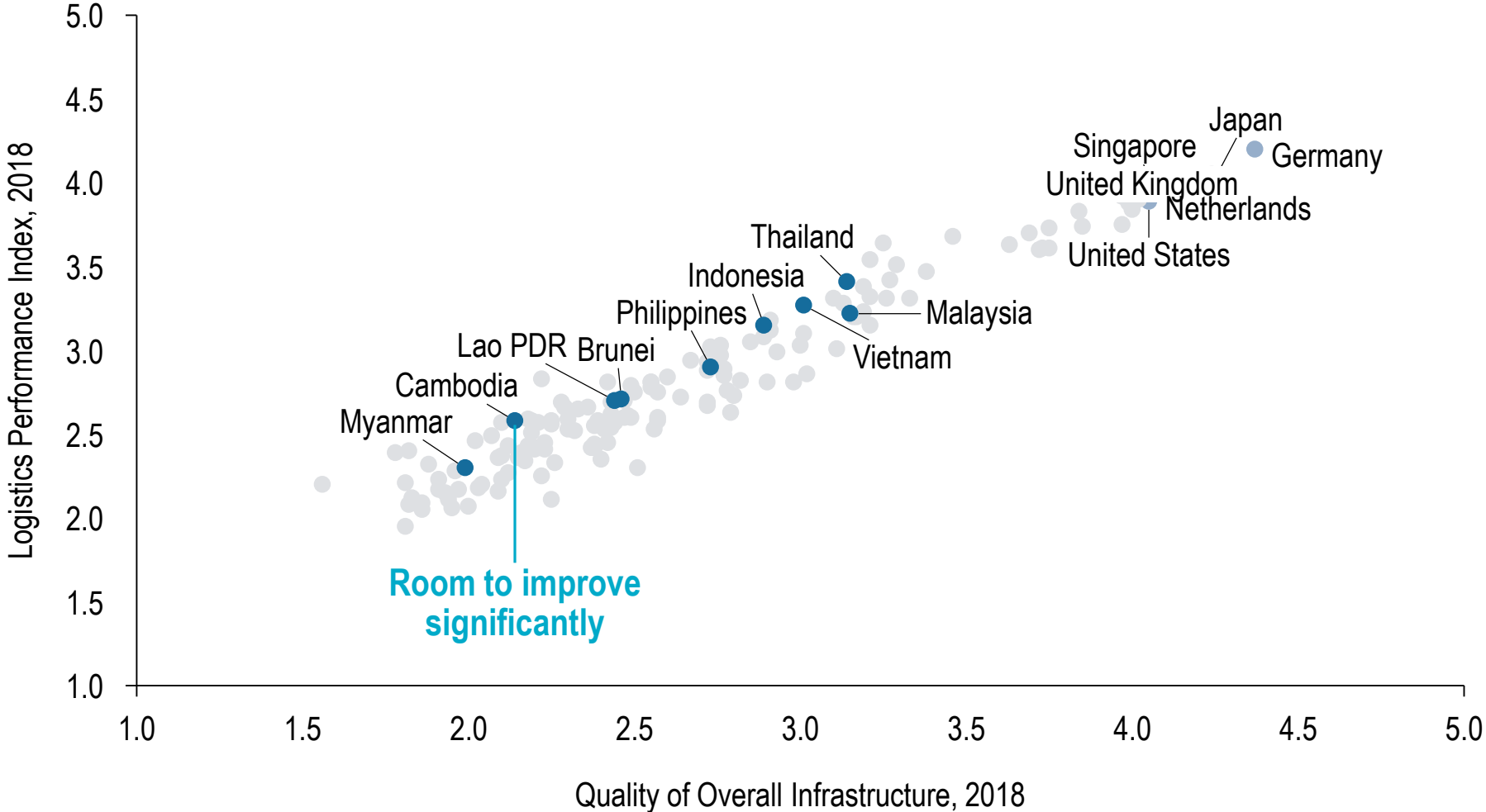


High trade growth between Cambodia and ASEAN

Trade value (import and export) with selected ASEAN countries, 2012 & 2017 (USD m)

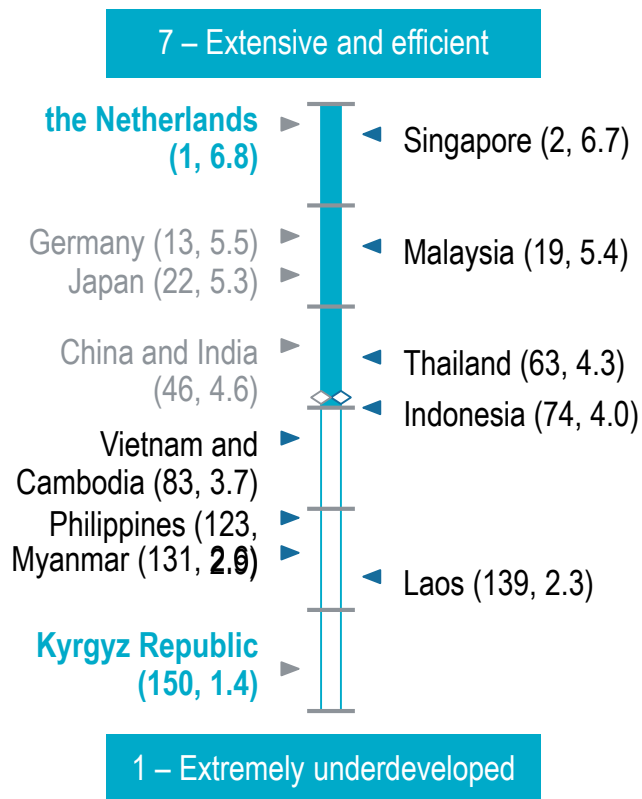


Logistics performance and infrastructure development in SEA has room for improvement

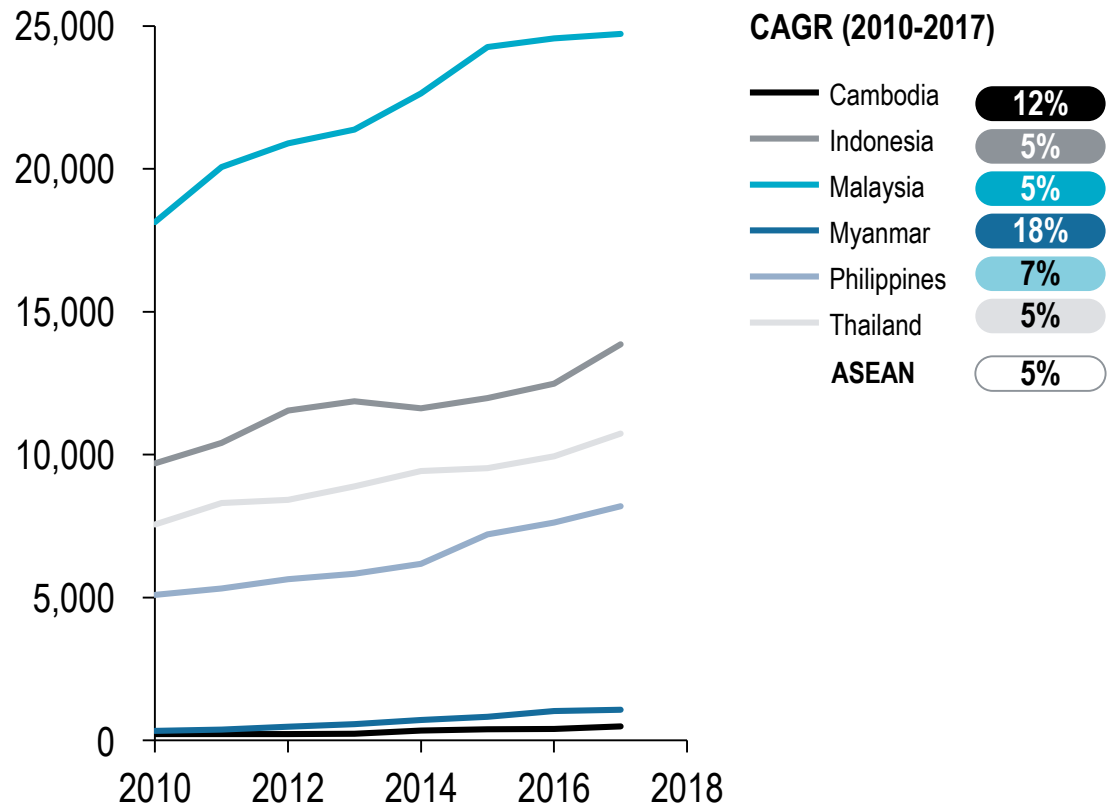


SEA's history as a trade-focused region is reflected in the growth of port throughput. Port expansion is a challenge in some countries

Quality of ports 2017 (rank, value)

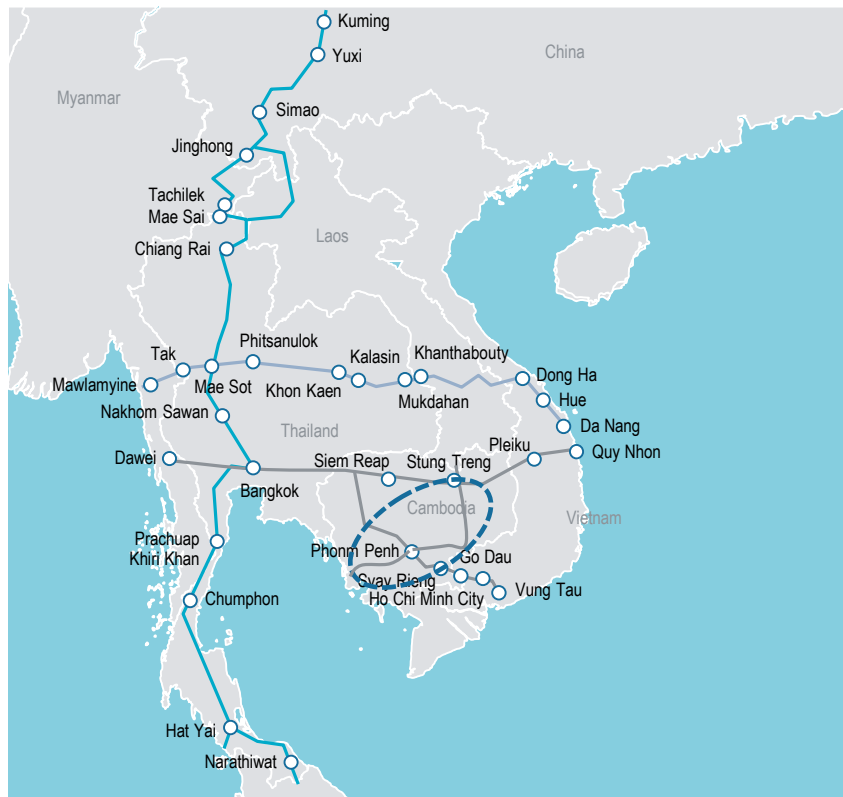


Container port throughput, annual, 2010-2017 ('000 TEU¹⁾)




1) TEU stands for Twenty foot Equivalent Unit

With improving land connectivity AND growing overland trade, demand for port capacity in Cambodia grows



Improving land connectivity

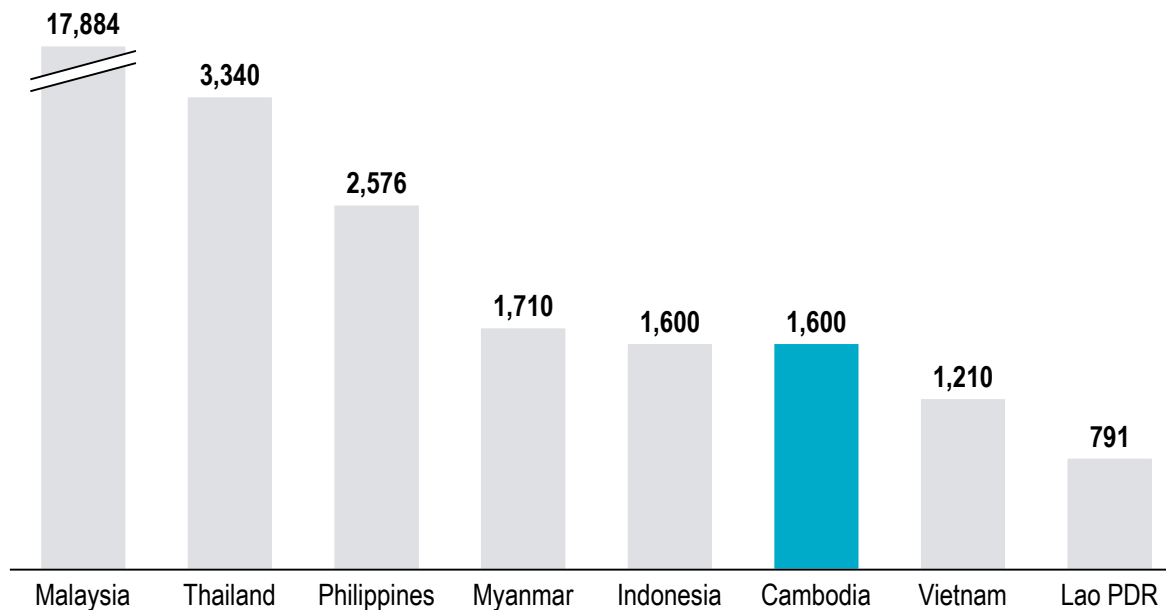
- > New east-west connections, highways
 - > New highway(s) from Sihanoukville – upgrading - to Laos
 - > New expressway Sihanoukville-Phnom Penh
 - > Sihanoukville port development and capacities
- growing demand for port capacity
- strategy to grow throughput

— East-West Economic Corridor — North-South Economic Corridor — Southern Economic Corridor  Inter-Corridor link

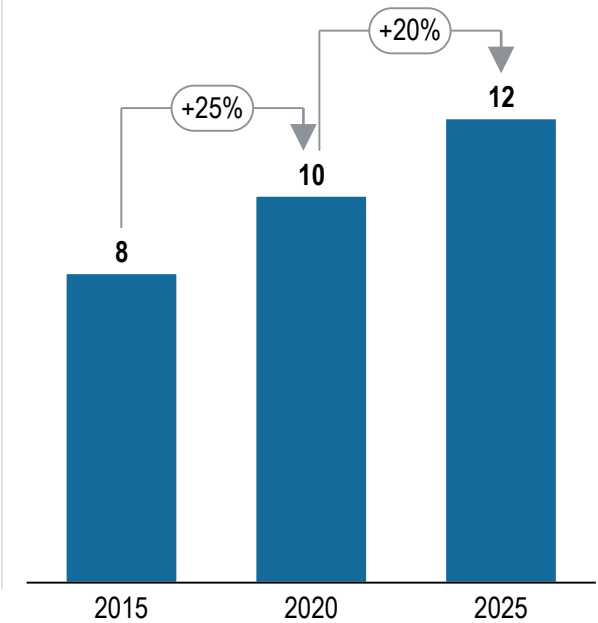
The agricultural sector is targeted to increase productivity, value-add and exports, increasing port throughput



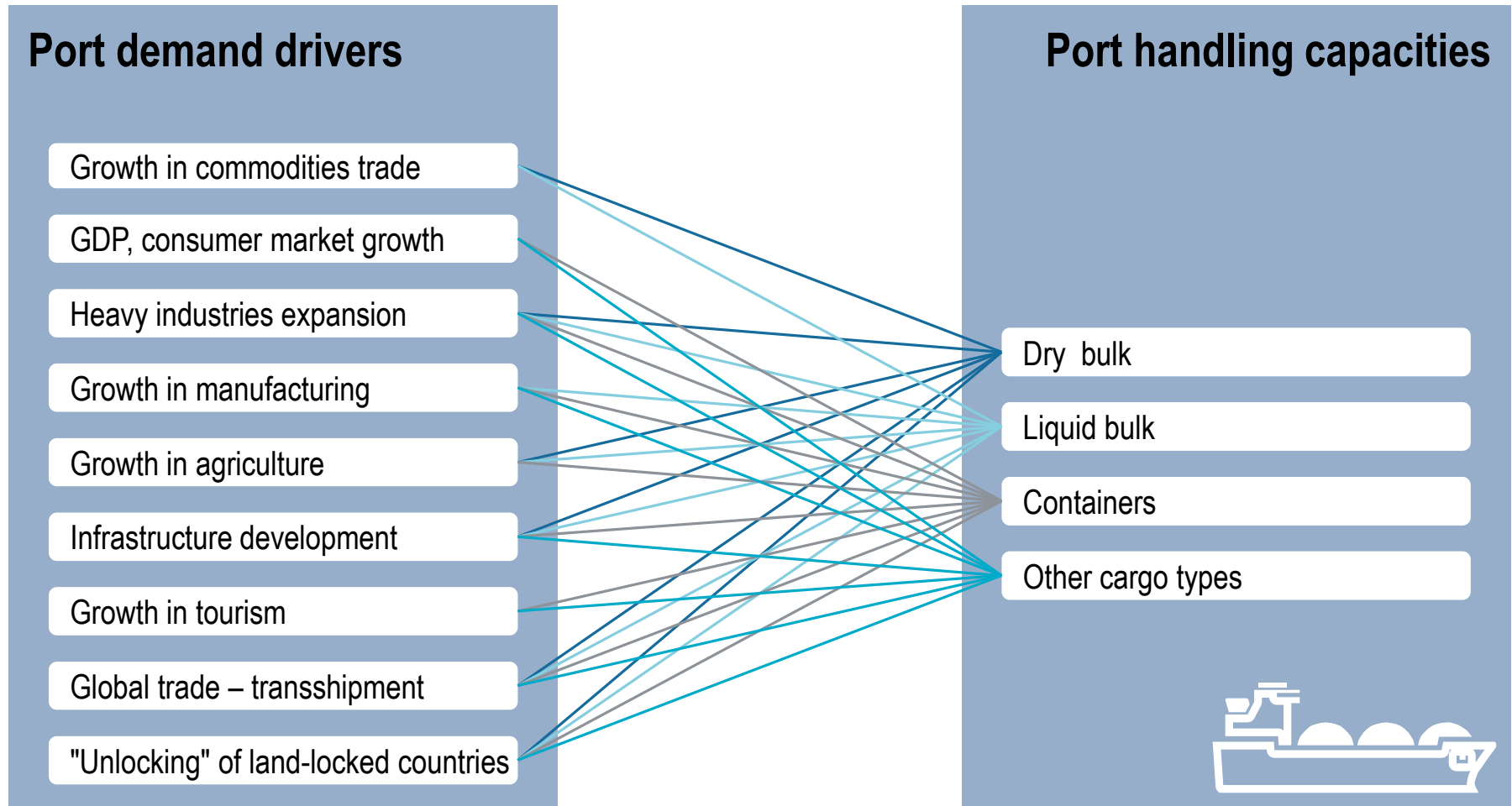
Agriculture Value-Added per worker [USD]



Agriculture export targets [%]



Port development planning to be based on understanding and forecasting a range of relevant future industrial-economic drivers

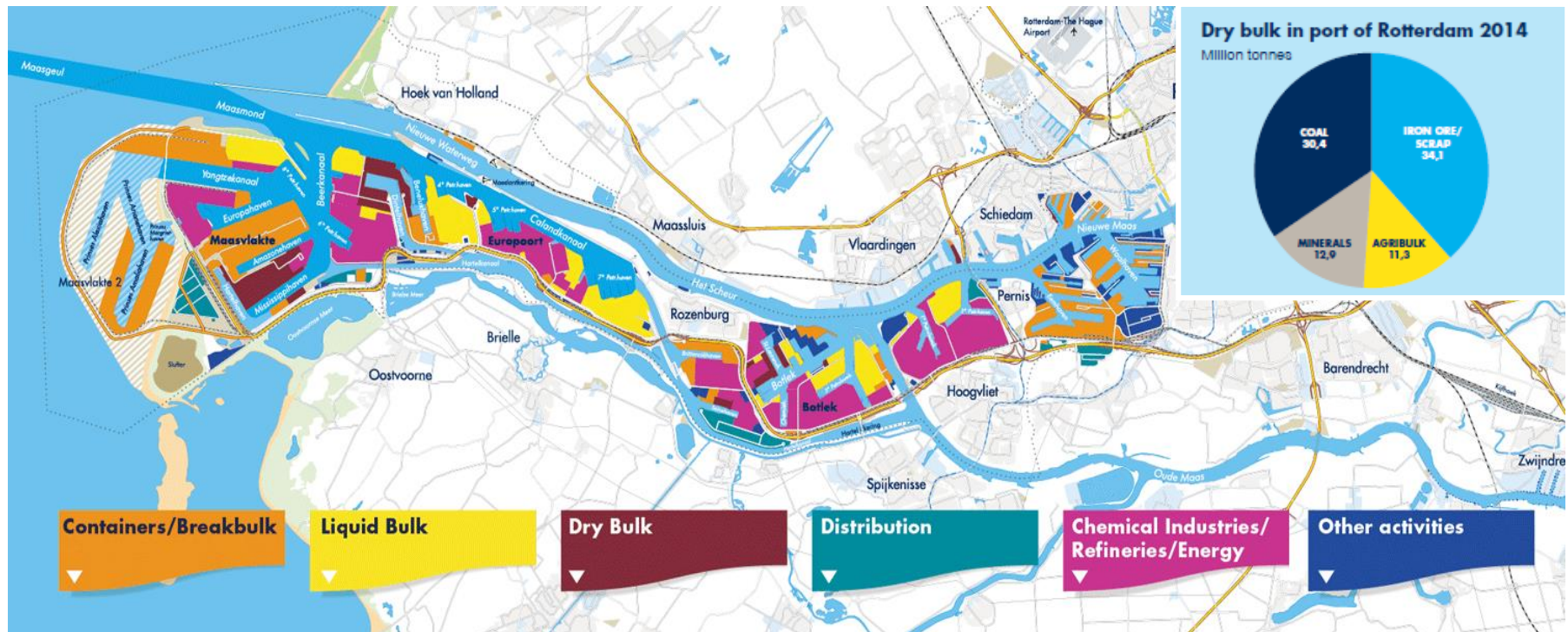


By widening the role of the main gateway port, more economic opportunities may be exploited

		Illustrative			
Typical growth drivers	Description	Rotterdam	Tanger	Dubai	XXX
Port dependent anchor industries	Develop & attract key industries that are directly port-dependent eg. refining, fish processing	✓	✓	✗	✗
Value addition of exports/imports	Value addition of exports/imports, eg. re-packaging, final assembly, milling, mixing etc.	✓	✓	✗	✗
Distribution / warehousing and logistics hub	Provision of full logistics services (storage, packaging, 3PL, 4PL) to optimize global supply chains	✓	✗	✓	✓
Transshipment trade development	Global hub for transfer of goods en route between origin & destination	✓	✓	✓	✗
ExIm gateway and transit for regional hinterlands	Key gateway for export & imports for region	✓	✓	✓	✗

POR's vision is to be an industrial **engine of growth** for both the country and Northwest Europe, as well as a global logistics hub

Port of Rotterdam – Terminals



Some suggestions



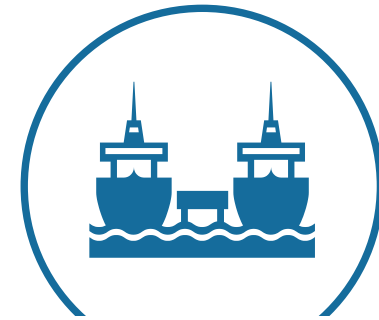
Role of the main port

- > Logistics hub role only?
- > Industrial-economic driver roles?
- > Attract the right investments



Smart port development

- > Smart port planning
- > Smart port development
- > Smart port operations



Coastal and inland shipping

- > Policies coastal shipping
- > Policies inland shipping
- > Regional cooperation