

*4<sup>th</sup> Philippine Ports and Shipping Conference  
Manila, February 2007*

# Chairman's Opening Remarks

Des Powell  
Deputy Chairman  
Port of Melbourne Corporation

# Port of Melbourne



# Business today

- A changing marketplace at a global, regional and local level
- Globally customers drive initiatives as they build brands, penetrate markets and lower costs
- Market attractiveness is driving investment decisions, with focus on core growth regions

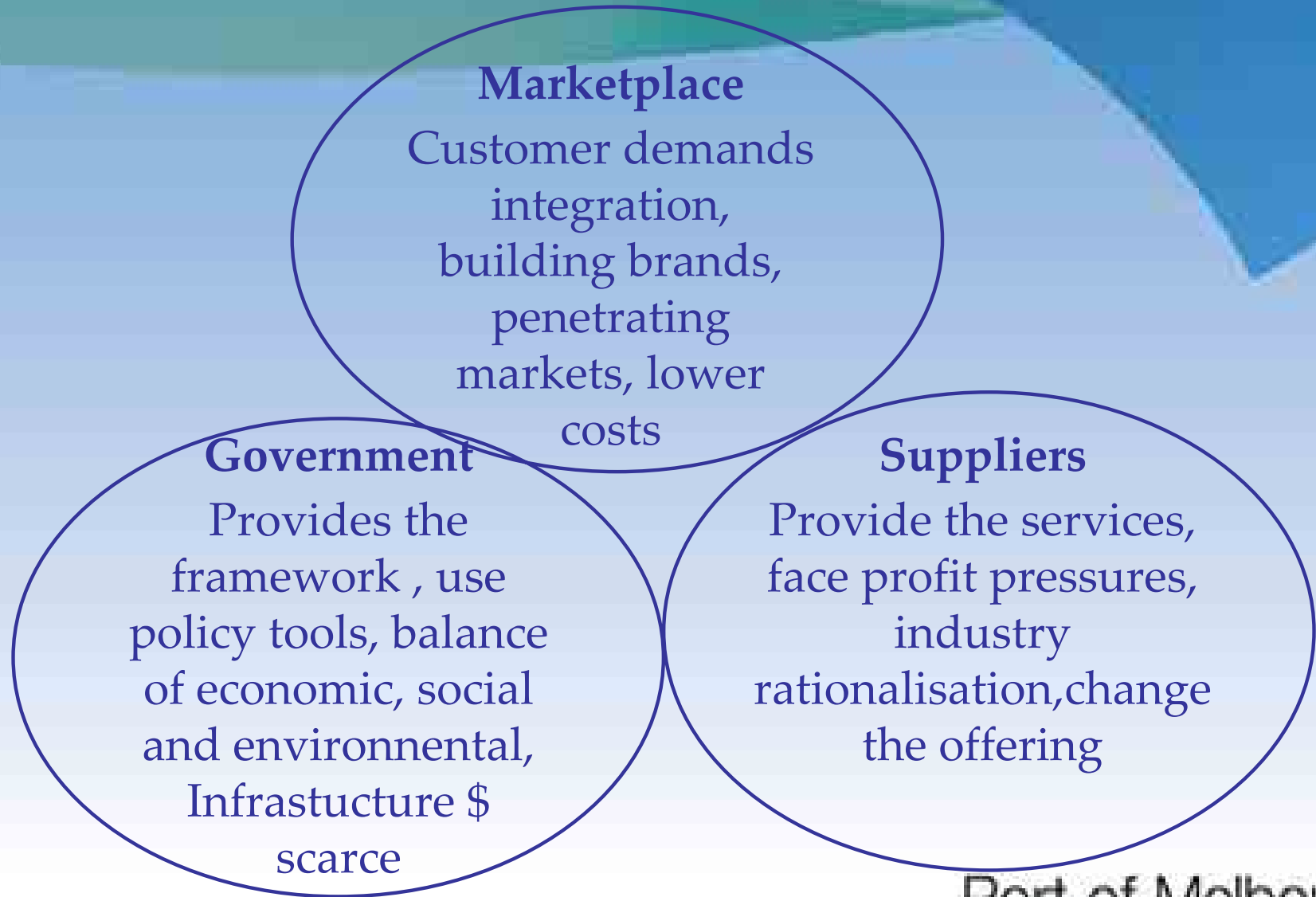
# Business today

- Trade transcending national boundaries
- New co-operation in reducing barriers
- IT and communications now powerhouse sectors
- Logistics increasing in prominence

# Implications

- Globalisation is a double edged sword – winners and losers
- Status quo is being challenged regarding manufacturing locations, suppliers, assets
- Outsourcing is accelerating change
- Government have to re-think policies regarding trade, foreign investment, infrastructure development, regulation, environment etc

# The relationships in action



# Today's sessions

## The demand

World Economic trends  
Trade and Containerisation  
New Asia markets  
Challenges for the Philippines

## The framework

Importance to Government of  
the transport and  
communications Sector  
ADB role

## The services

Carrier Response  
Scale of Opportunities  
New Service offerings –  
Logistics Centres  
Modernising shipping lines

# For a successful day !

- Listen carefully
- Turn your phones to silent
- Stay awake
- Ask questions- nice ones of course !!!
- Applaud the speakers