



Role of Bintulu Port in the BIMP- EAGA Paradigm

by

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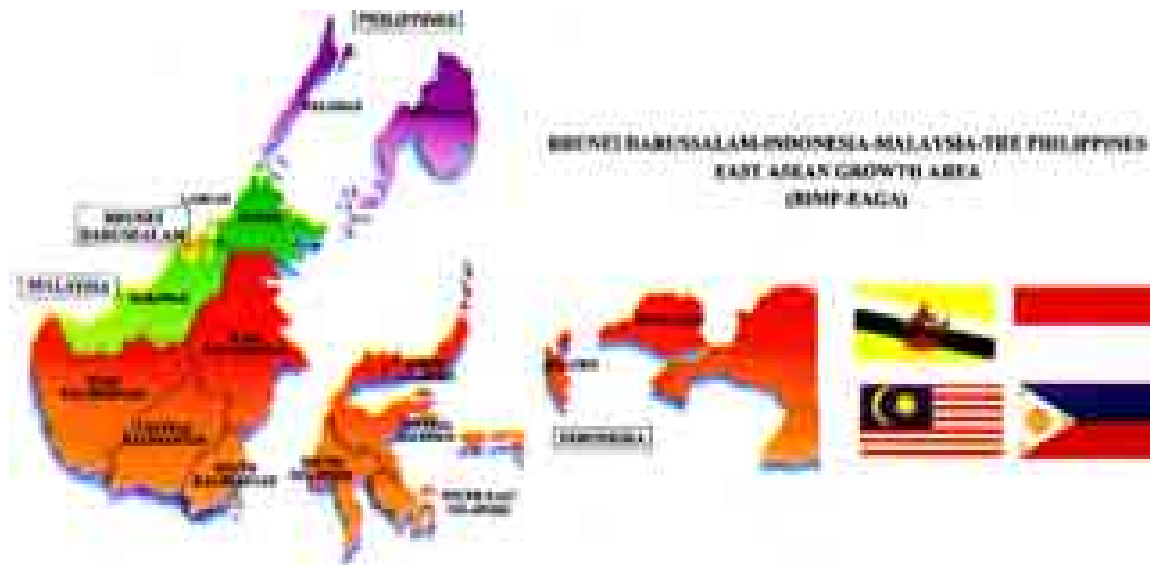
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Role of Bintulu Port In The BIMP-EAGA Paradigm

Market Base

- ❑ A market base of more than 55 million consumers
- ❑ Rich in Natural Resources (Timber Base, Fisheries, Agriculture, Petroleum and Gas)
- ❑ Approximately 2.69 million TEUs and 200 million fwt generated in year 2006
- ❑ Approximately 70% of total trade is international trade



Role of Bintulu Port In The BIMP-EAGA Paradigm



Ports in BIMP-EAGA

- **Sarawak (4)** : Kuching, Rajang, Bintulu and Miri
- **Sabah / FT (4)** : Kota Kinabalu, Sandakan, Tawau and Labuan.
- **Philippines (6)** : Cagayan de Oro, Zamboanga, Davao, General Santos, Iligan, Puerto Princessa.
- **Indonesia (9)** : Pontianak, Banjarmasin, Balikpapan, Samarinda, Tarakan, Makassar, Palu, Bitung, Ambon
- **Brunei DS (1)** : Muara

Role of Bintulu Port In The BIMP-EAGA Paradigm

Top Ten Container Ports in BIMP-EAGA Region for 2005

Ports	Region	Container (TEUs)	Market Share (%)
1) Makassar	Sulawesi	244,199	9.8
2) Davao	Mindanao	225,721	9
3) Cagayan de Oro	Mindanao	202,236	8.1
4) Banjarmasin	Kalimantan	168,909	6.7
5) Bintulu	Sarawak	147,800	5.9
6) Kuching	Sarawak	143,116	5.7
7) Pontianak	Kalimantan	142,611	5.7
8) Kota Kinabalu	Sabah	141,965	5.7
9) Samarinda	Kalimantan	131,433	5.2
10) General Santos	Mindanao	110,108	4.3

Source : Port Operators

Total Market Size is 2.5 Million TEUs

A World-Class LNG Port & Port of BIMP-EAGA

Container Market

Market Share (BIMP-EAGA for 2005 & 2006)

- ➔ Total market size of **2.49 Million in 2005 TEUs** .
- ➔ Estimates Total market size of **2.69 Million in 2006 TEUs**

Mindanao :
723,737 TEUs in 2005
767,000 TEUs in 2006

Sabah + Labuan :
228,082 TEUs in 2005
248,084 TEUs in 2006

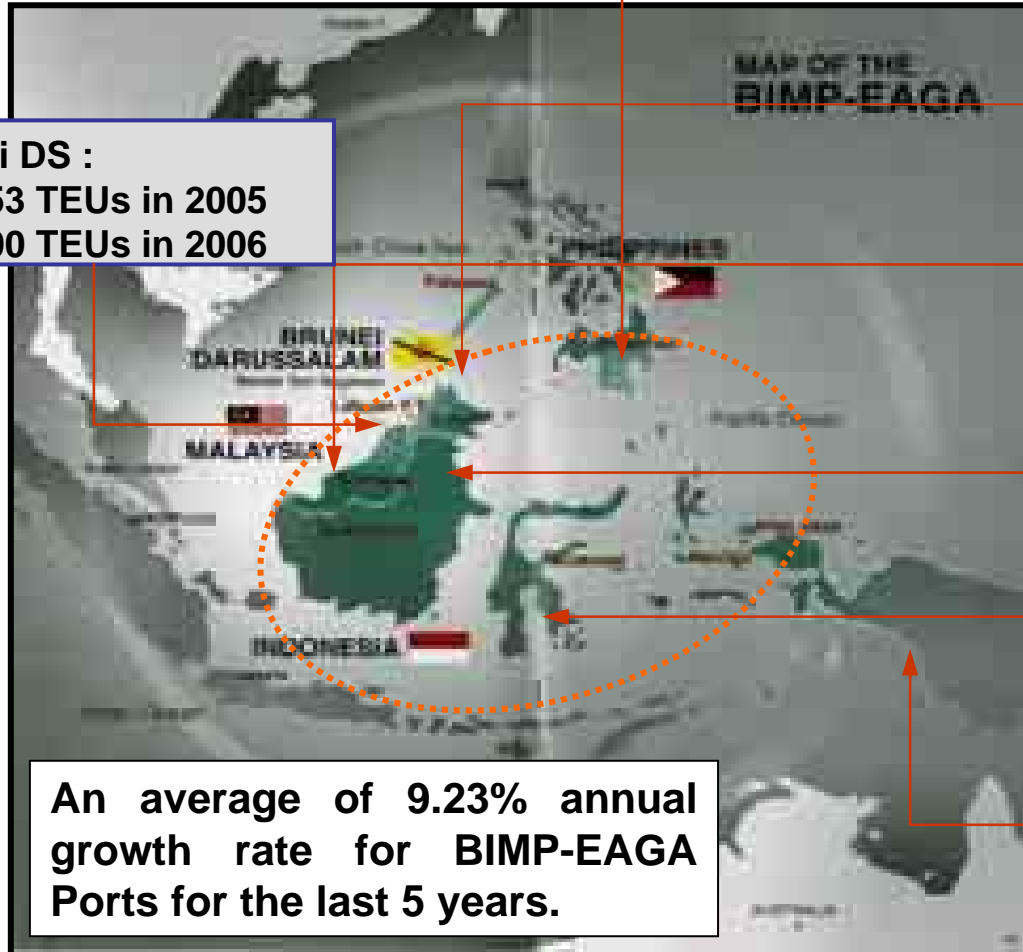
Sarawak :
360,036 TEUs in 2005
424,776 TEUs in 2006

Kalimantan :
551,874 TEUs in 2005
607,000 TEUs in 2006

Sulawesi :
417,797 TEUs in 2005
455,400 TEUs in 2006

Eastern Indonesia :
99,323 TEUs in 2005
109,255 TEUs in 2006

Brunei DS :
109,153 TEUs in 2005
103,300 TEUs in 2006



Role of Bintulu Port In The BIMP-EAGA Paradigm

- Strategic Location
 - 2 hours sailing time to the Intra-Asia and East-West trade routes
- Deep water port, 24 hour, 365 days operation

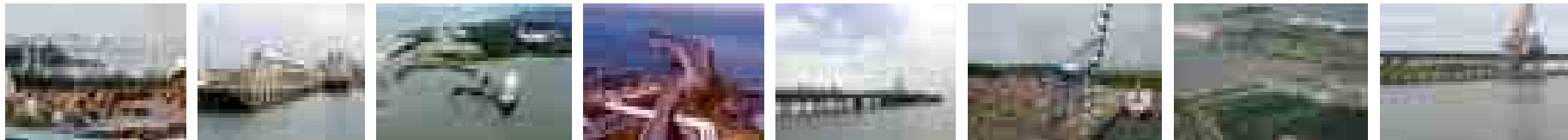


A World-Class LNG Port & Port of BIMP-EAGA

Role Of Bintulu Port In The BIMP-EAGA Paradigm

■ Wide range of port facilities and service offerings

Berthing & Storage Facilities	Nos.	Length (m)	Depth (m)	Max Vessel Size (dwt)	Capacity (mill tons)
General Cargo Wharf	3	514.5	10.5	25,000	2.5
Bulk Cargo Wharf	1	270	13.5	60,000	0.870
LNG Jetty	3	-	15.0	80,000	28.3
LPG Jetty	1	-	11.0	51,000	0.728
Petrochemical Terminal	2	-	11.0	30,000	1.8
Shell MDS Jetty	1	-	13.0	40,000	NA
Container Terminal	2	450	14.0	55,000	400,000 TEUs
Edible Oils Terminal	2	-	14.0	50,000	3.0
Multipurpose Terminal	5	950	14.0	55,000	4.1
Single Buoy Mooring	2	-	19.5	320,000	6.5
Oil Barge Berth	1	65	7.0	2,000	NA
Coastal Terminal	1	120	4.5	1,000	0.234
General Cargo Yard	-	-	-	-	4.1
Covered Storage	-	-	-	-	2.1



■ Wide range of port facilities and service offerings

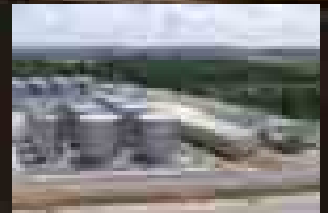
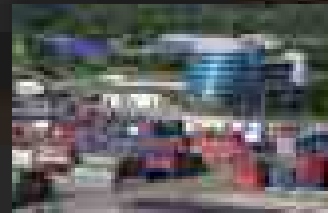
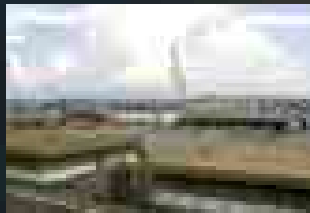
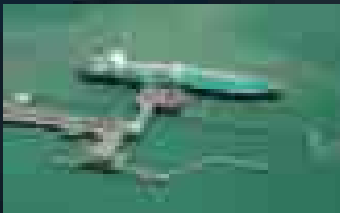
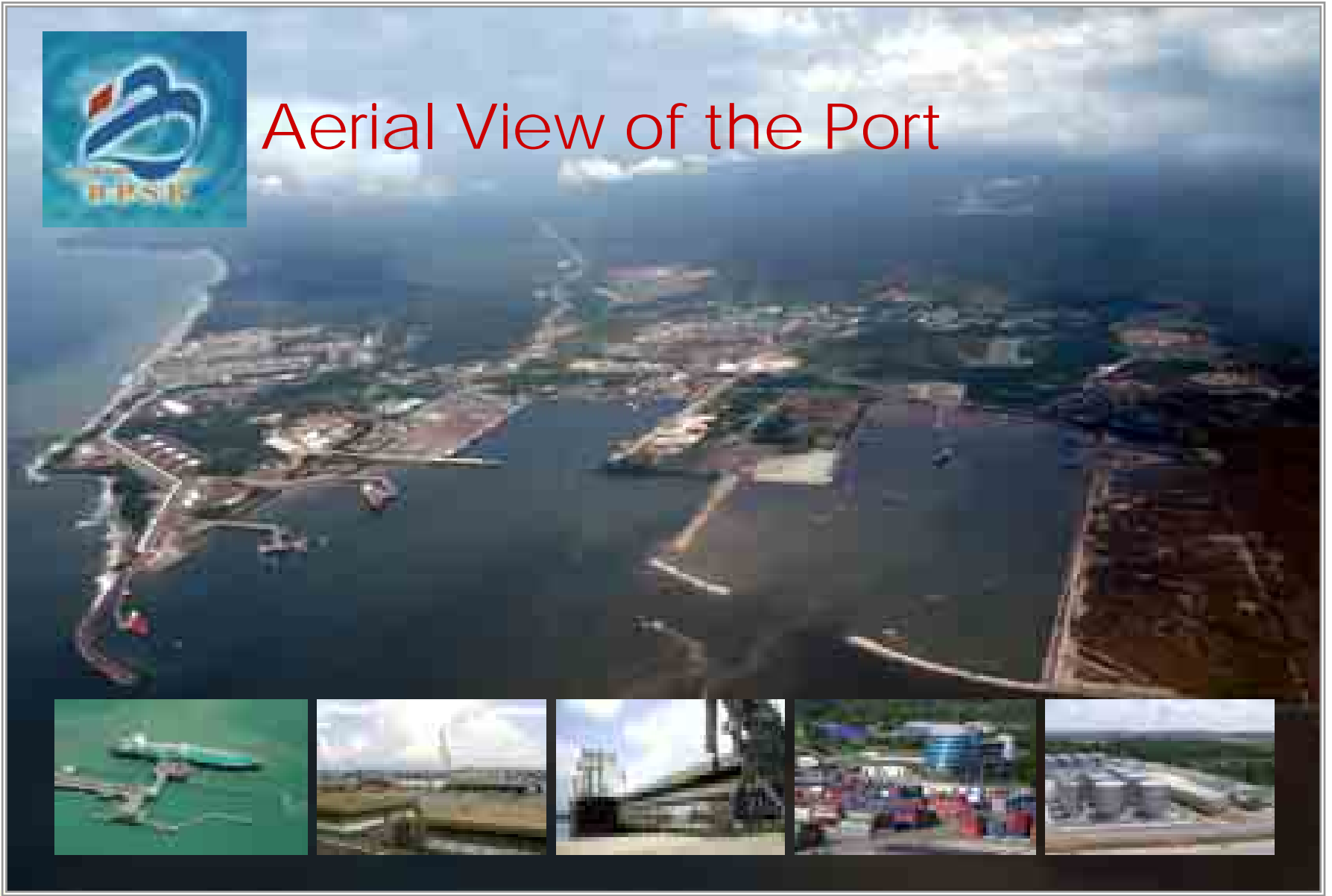
Land Area of 320 hct



- One Break Water of 1 km
- First Inner Harbour
- Second Inner Harbour
- 2 Single Mooring Bouys
- 2 Navigational Channels



Aerial View of the Port



A World-Class LNG Port & Port of BIMP-EAGA



World Class LNG Port and The Port Of BIMP - EAGA



Role Of Bintulu Port In The BIMP-EAGA Paradigm

■ Competitive rates

Tariffs (THC)

Ports	US\$ (20ft dry laden)
• Pusan	175
• Manila	57
• Jakarta	120
• Bangkok	93
• Singapore	90
• Port Klang	60
• Bintulu Port	54
◆ Sabah Port	55

Role of Bintulu Port In The BIMP-EAGA Paradigm

■ Connectivity to multiple destinations

- A total of 15 shipping lines with 3 Lines offering direct services to the Far East Ports
- Direct service to Indochina Ports
- Weekly Services covering regional and coastal trade

Bintulu → Port Klang 8 calls p/week

Bintulu → Singapore 7 calls p/week

Bintulu → P.Gudang 8 calls p/week

Bintulu → PTP 2 calls p/week

Bintulu → Manila 2 calls p/week

Bintulu → K.Kinabalu 5 calls p/week

Bintulu → Muara 6 calls p/week

Bintulu → Hong Kong 3 calls p/week

Bintulu → Kaohsiung 1 call p/week

Bintulu → Shanghai 1 call p/week

Bintulu → Pontianak 1 call p/week

Bintulu → Bangkok 1 call p/week



Role Of Bintulu Port In The BIMP-EAGA Paradigm

■ Connectivity to multiple destinations

No	Shipping Line	Service	Route	Frequency
	Intra Asia / Regional			
1	Evergreen Marine	TPI 	BTU-Kaoh-HK-Yantian- JKT-Semarang-Surabaya- Kaoh-Taich-MNL-SBY- JKT-PTP	weekly
2	HUBLLine	HK Express	BTU- MNL-HK-Shekou- Tianjin-Shanghai-Xiamen- HK-Shekou-Muara	Weekly
3	Johan Shipping	Indochina	Bintulu – Bangkok – HCM City	Every 10 days
4	Harbour Link Line	HK East Malaysia	BTU-HK-Kota Kinabalu- Muara	weekly

Role Of Bintulu Port In The BIMP-EAGA Paradigm

■ Connectivity to multiple destinations

	Shipping Line	Service	Route	Frequency
No	Borneo Feeder			
1	Johan Shipping	Sabah Feeder Servi.	BTU-Sandakan-Tawau-Lahad Datu	Weekly
2	Johan Shipping	Kuching&Sibu Servi.	BTU-Kuching-Sibu	Weekly
3	Johan Shipping	Miri Feeder Service	BTU-Miri	Twice Weekly
4	HUBLLine	East Malaysia	BTU-Sibu	Weekly
5	HUBLLine	Feeder	BTU-Muara-Pontianak-Kuching	Weekly
6	Harbour Link Line	Sibu Feeder	BTU-Sibu	Every 10 days
7	Harbour Services	Sampit Service	Sampit-Pengkalabun-Ketapang-BTU	Every 10 days

Role Of Bintulu Port In The BIMP-EAGA Paradigm

■ Connectivity to multiple destinations

No	Shipping Line	Service	Route	Frequency
	West Malaysia/Sin			
1	(MISC/PDZ/MSC)	Perdana Service	BTU-PGudang-Sin-PK-Muara-Labuan	Weekly
2	Johan Shipping	West Malaysia	BTU-PK-PG-KK-Muara	Weekly
3	Johan Shipping	West Malaysia	BTU-KK-Sipitang-PK-PG-Kuching	Weekly
4	Johan Shipping	West Malaysia	BTU-PG-Kuching	Fornightly
5	HUBLLine	West Malaysia	BTU-PK-PG-Sin-Muara-KK	Every 10 days
6	HUBLLine	West Malaysia	BTU-Penang-PK-PG-Kuching	Weekly
7	Bintang Mas Shipping	Borneo/Singapore	BTU-Miri-Kuala Belait-Sin	Weekly

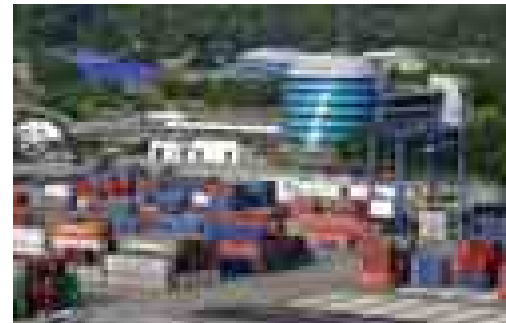
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■ Connectivity to multiple destinations

No	Shipping Line	Service	Route	Frequency
	West Malaysia/Sin			
8	Bintang Mas Shipping	Borneo Singapore	BTU-Labuan-Muara-Sin	Every 10 days
9	Geniki Lines	Straits Borneo Exp	BTU-PG-PK-Sin-Kuching	Every 10 days
10	Superior Shipping	Borneo / Singapore	BTU-Miri-Muara-Sin	Weekly
11	Malsuria Shipping	East Malaysia Feeder	BTU-Miri-Port Klang	Fornightly
12	ACL	Kuching & Sibü Serv.	BTU-Sibü-Sin-Kuching	Weekly
13	Harbour Link Line	East-West Service	BTU-Kuching-PK-PG-Kuching-KK	Weekly
14	Shin Yang Line	Port Klang Service	BTU-Miri-Port Klang	Weekly

1.0 Alternative Shipping Service Option to BIMP-EAGA Shippers

- Traditional transit ports : Singapore, Port Klang
- Bintulu Port : New Option



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Comparison of Transit Time

Ex Port	Sibu – Hong Kong	Miri – Hong Kong	Tarakan – Hong Kong
Bintulu	5.5 days	5.5 days	7.5 days
Port Klang	8 days	8.5 days	10.5 days
Singapore	7.5 days	7.5 days	10 days

Ex Port	Sibu – Manila	Miri – Manila	Tarakan – Manila
Bintulu	3.5 days	3.5 days	5.5 days
Port Klang	7.3 days	8 days	10 days
Singapore	6.2 days	7 days	9 days

- ❑ Shorter transit time to the Far East Ports.
- ❑ Facilitate feedering from ports in Sarawak, Sabah, West and East Kalimantan.



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Comparison of Ocean Rates for 20ft Dry Container

Ex Port	Sibu – Hong Kong	Miri – Hong Kong	KK – Hong Kong
Bintulu	US\$ 150	US\$ 200	US\$300
Port Klang	US\$ 200	US\$ 200	US\$350
Singapore	US\$ 200	US\$250	US\$350

Ex Port	Sibu – Manila	Miri – Manila	KK – Manila
Bintulu	US\$ 400	US\$ 400	US\$ 450
Port Klang	US\$ 450	US\$ 450	US\$ 500
Singapore	US\$ 450	US\$ 450	US\$ 500

Sources : Rates quoted by 3 shipping lines

- ❑ All rates to the far east ports are very competitive with Port Klang and Singapore
- ❑ Some savings on feeder rates to east bound destination



2.0 Transshipment Port

Boxes feeded from

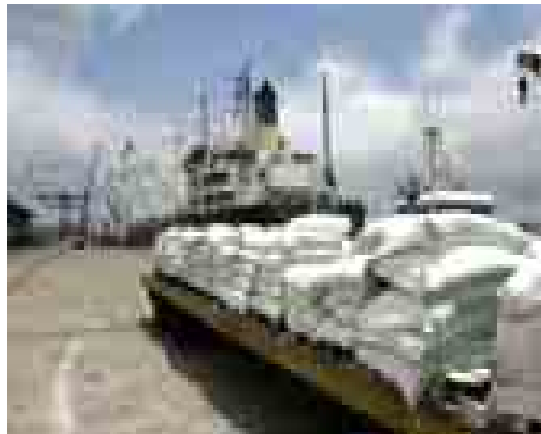
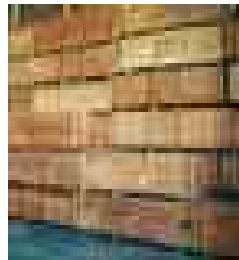
- Sabah Ports : Kota Kinabalu, Sandakan, Tawau, Sipitang, Lahad Datu
- Sarawak Ports : Kuching, Rajang & Miri
- Kalimantan Ports : Pontianak, Sampit
- Brunei DS : Muara



3.0 Transloading Port

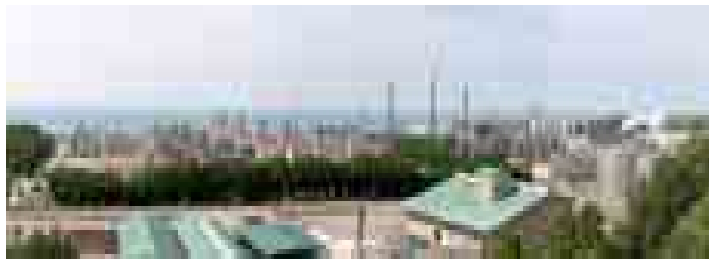
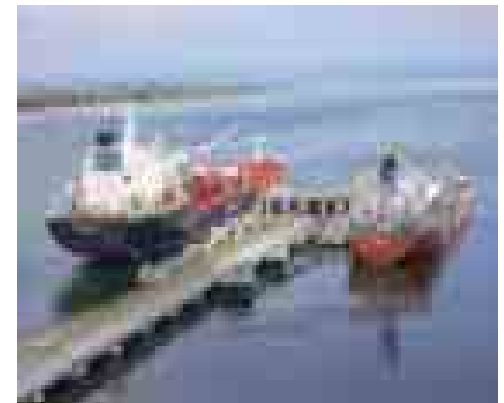
Woodbased and other products from

- Sabah
- Sarawak
- Kalimantan



4.0 Gateway To The Sarawak Hinterland

- Export gateway for resource-based cargo (oil, gas, timber, palm oil products, silica sand, urea)
- Import gateway for major imports (fertilizer, petroleum products)



5.0 Catalyst of Economic Development for Sarawak

- Development of port infrastructures & service offerings to meet the needs of the industries

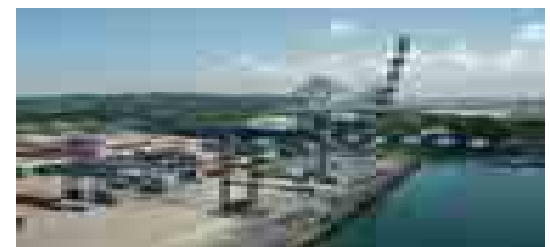
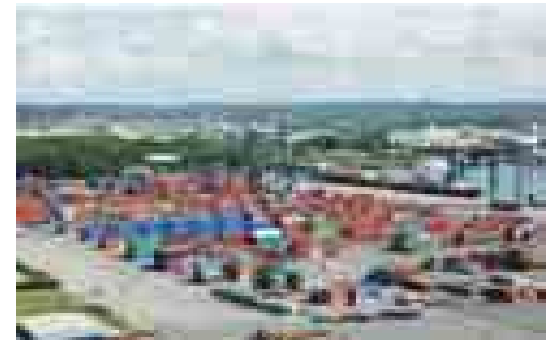
Oil & Gas



Palm Oil



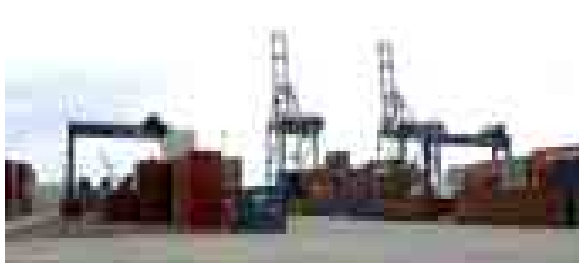
Container



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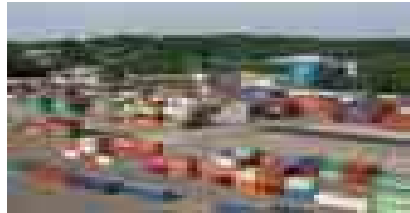
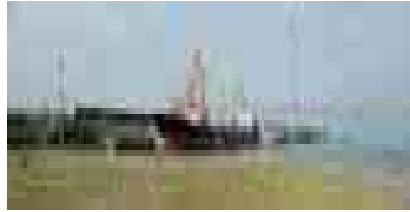

Positioning of Bintulu Port as the Port of BIMP-EAGA

- **Structural deliverables**
- **Improvement to service delivery**
- **Total revamp of the IT system**
- **Enhance connectivity**
- **Development of new business to attract cargo**



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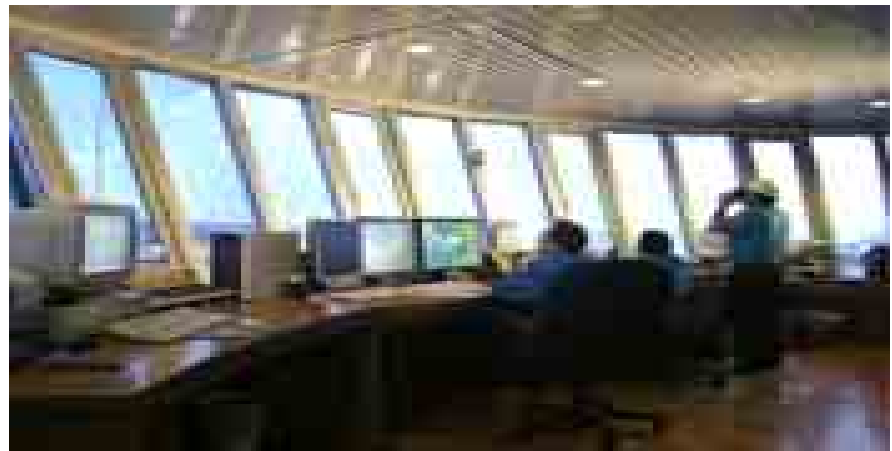
Structural Deliverables 2007 - 2010

No.	Infrastructures or superstructures	Implementation Year
1.	<p>Expansion of the Bintulu International Container Terminal</p> <ul style="list-style-type: none">• development of additional 200 m berth• development of container yard• procurement of additional 2 quay cranes, 12 unit RTGS and 21 units TTT	<p>2008-2010</p> 
2.	<p>Development of the Multipurpose Terminal</p> <ul style="list-style-type: none">• dedicated facilities for pulp• dedicated facilities for dry bulk (fertilizer, PKE)• procurement of handling equipment (gantry crane for pulp handling, mobile harbour crane for dry bulk cargo)	<p>2007-2009</p> 
3.	<p>Development of the Edible Oils Terminal</p> <ul style="list-style-type: none">• additional bulking tanks• development of a 3rd berth	<p>2007-2008</p> 

Role Of Bintulu Port In The BIMP-EAGA Paradigm

Revamp of IT Systems

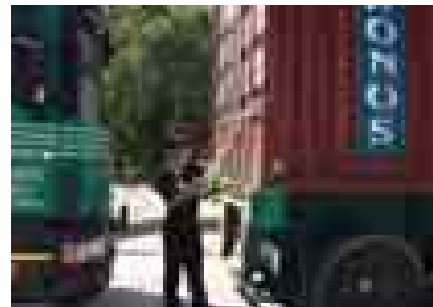
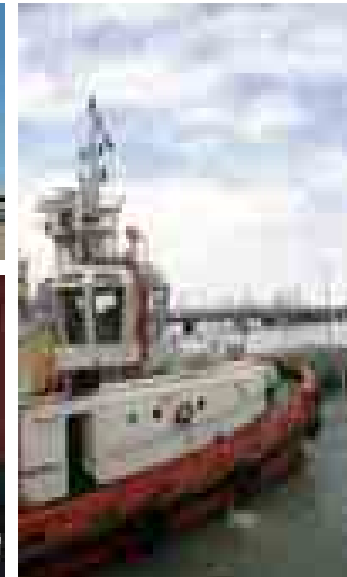
- US\$3 million to procure total IT solution.
- The new IT system is slated for commissioning in 2007.
- The new system will facilitate EDI : streaming of processes for carriers and Bintulu Port, improves data quality to minimize operational errors and cuts down administrative costs.



Role Of Bintulu Port In The BIMP-EAGA Paradigm

Improvement To Service Delivery

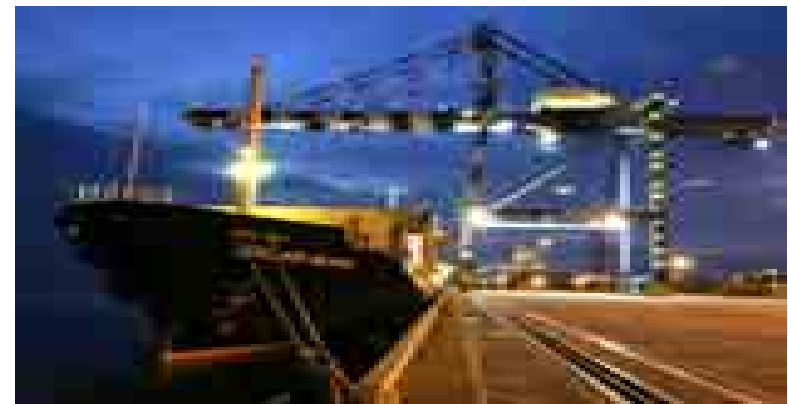
- Berth availability
- Productivity
- Safety & security



Role Of Bintulu Port In The BIMP-EAGA Paradigm

Enhance Connectivity

- Indo-China
- Far East
- Kalimantan
- Southern Philippines
- Australia



Role Of Bintulu Port In The BIMP-EAGA Paradigm

Development of new business to attract cargo to Bintulu Port

Development of a free zone

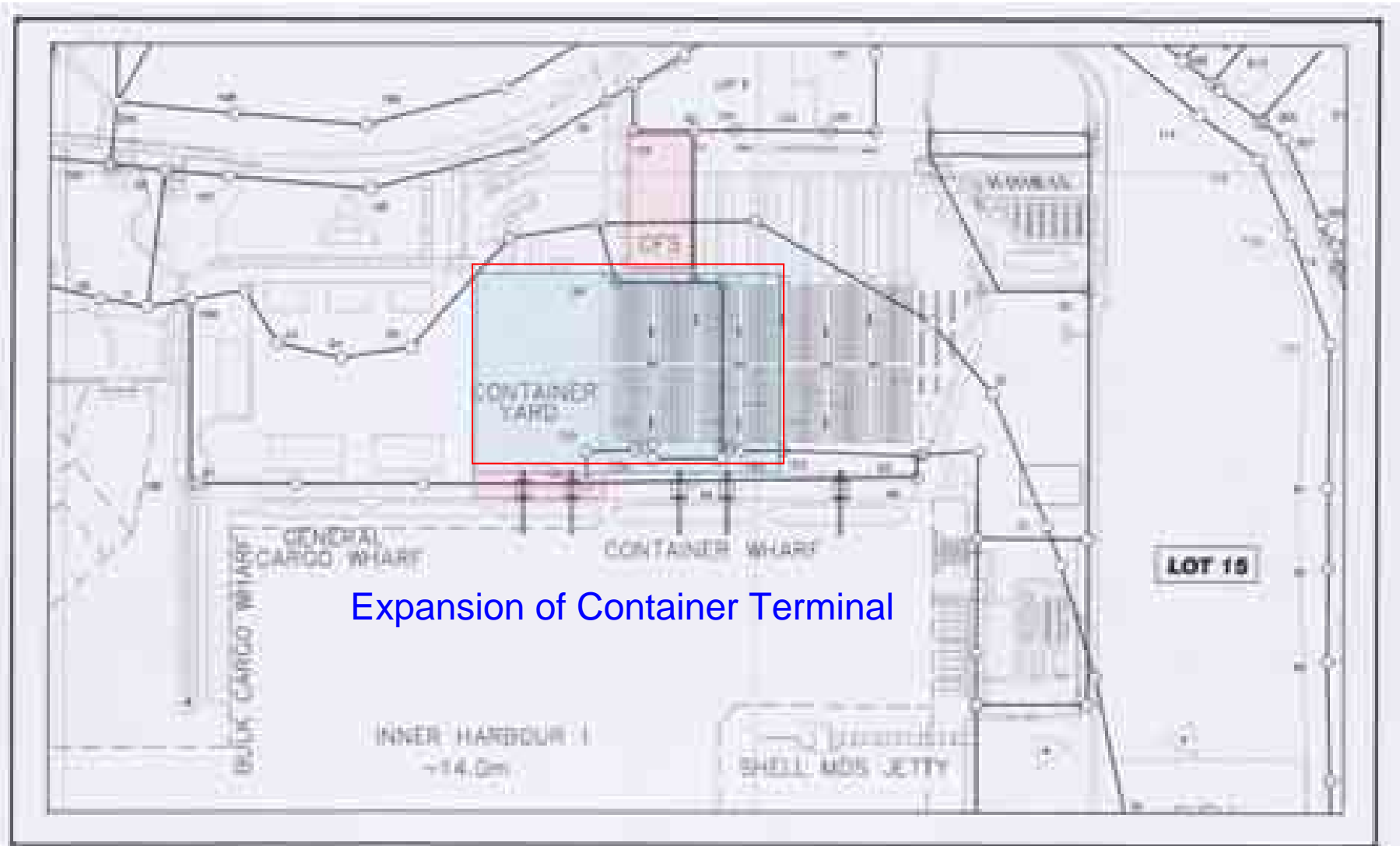
- To be developed in collaboration with Bintulu Port Authority and a State Government agency

Development of petroleum bulking facilities

- To be developed in collaboration with the national oil company/major shareholders, PETRONAS



Port Development Plans 2006 - 2010





Thank You !
BINTULU PORT SDN BHD