

Logistic services with added value for port- industrial clusters

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Intra-Regional Relations

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**THIRD REGIONAL LATIN AMERICAN AND CARIBBEAN
MEETING OF PORT LOGISTICS COMMUNITIES**

AUGUST 17TH 2017

**PRESENTATION BY ASHLEY TAYLOR
POINT LISAS INDUSTRIAL PORT DEVELOPMENT CORPORATION
(PLIPDECO)**

“VALUE ADDED LOGISTICS SERVICES IN PORT INDUSTRIAL CLUSTER”

LINES OF BUSINESS

PLIPDECO is a publicly traded company with three (3) major areas of business: Industrial Estate Management and Port Operations and Logistics Services. PLIPDECO employs approximately 1,000 persons while the combined employment of the Industrial Estate tenants is in excess of 10,000 persons

Industrial Estate Management:

Hosting the major components of the downstream energy sector and support industries

Port Operations and Logistics Services

- (i) Cargo Handling
- (ii) Harbour Management
- (iii) Warehousing and related services
- (iv) Services along the supply chain

LOGISTICS DEFINED

Logistics is the process of planning, implementing, and controlling procedures for the efficient and effective transportation and storage of goods, including services and related information, from the point of origin to the point of consumption.

The goal of logistics is to successfully meet customer requirements. This definition includes inbound, outbound, internal and external movements

LOGISTICS DEFINED

“A picture is worth a thousand words”



Flexibility



Speed



Reliability



Adaptability



Consistency



Reach



Knowledge



Quality



Cost



Integration



PLIPDECO OPERATIONAL OVERVIEW

• **Port Operations and Logistics**

- 8 shipping lines
- 170k teus of containerised cargo handled annually
 - 15% transshipment
 - 80% FCL
 - 5% LCL (PLIPDECO and other warehouses)
- 300k tonnes of general cargo annually
- 700 vessel calls annually
- Over 130k gate transactions per annum



- **Port Operations and Logistics**

- 50k square feet of warehouse space (operated and leased)
- Over 30k deliveries to customers through operated warehouse operations



Industrial Estate

- 2,100 acres hosting 103 tenants
- Plants include chemical and steel production facilities (with estimated installed asset base of US\$10bn) such as the following:
- 2 Methanol companies with a combined production capacity of 6.5m tonnes per annum
- 5 Ammonia companies with a combined capacity of 5.8m tonnes per annum
- 1 Steel Company producing 1.6m tonnes per annum



Industrial Estate

- 1 Urea plant producing 710,000 tonnes per annum
- Natural gas processing facility processing approximately 730 billion cubic feet of gas per annum
- Industrial gases manufacturing
- Power Generation plant with installed capacity of 852MW

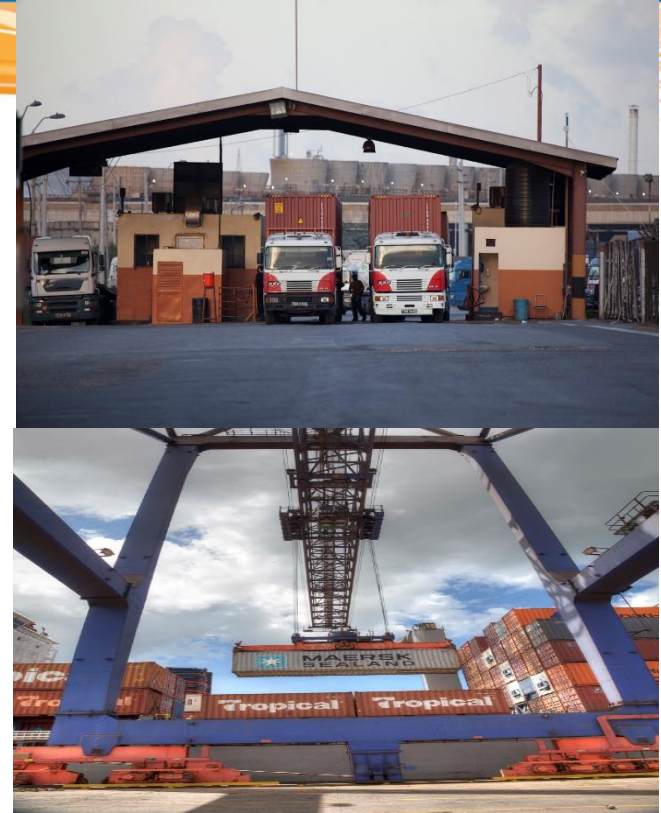


Fast Facts:

- ❑ *Methanol Holdings M5000 methanol plant is the largest in the world (2 millions tonnes per annum)*
- ❑ *Trinidad ranks as the largest producer and exporter of methanol in the world*
- ❑ *Trinidad ranks as the largest exporter of ammonia in the world*
- ❑ *Trinidad ranks as one of the largest producers of urea*

KEY SYSTEMS

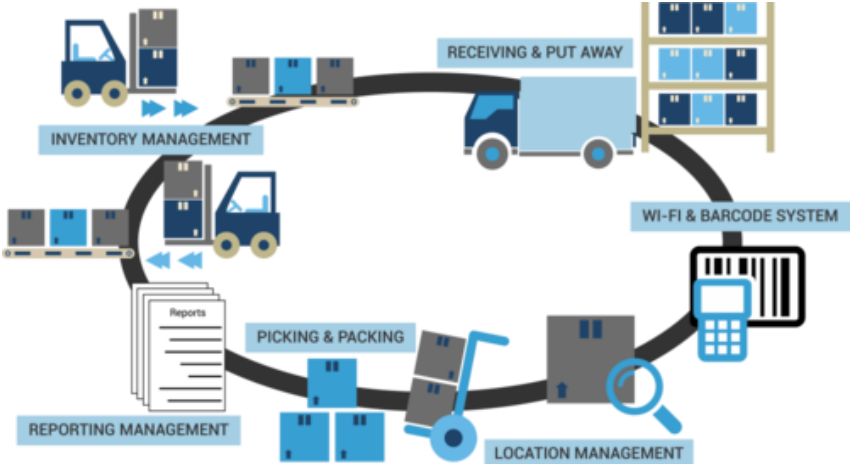
- Navis Terminal Operating System
- Quality Management System (ISO 9001:2015 Certified)
- Demurrage System
- Container Management System
- Labour Management System
- Warehouse Locator System
- Weighbridge Management System



- Port CCTV System
- GPS Tracking of Port Equipment
- Port Scanners
- Stakeholder Updates



OUR POSITION IN THE SUPPLY CHAIN



Shipping Lines

Service	Our Position in the Spectrum	Future
Cargo handling	53% market share for domestic container operations 90% market share for general cargo operations	Expand through brand positioning and increased capacity
Planning	Service generally for vessel operations only	Planning for storage and transportation
Data mining	Facilitated through container management software and TOS	Expand offering to more clients
Bunkering	Currently done by 3 rd parties	Joint venture including expanding infrastructure
Chandlery / ship supplies	Currently done by 3 rd parties	Joint venture or direct service

Shipping Lines

Service	Our Position in the Spectrum	Future
Demurrage	Currently one major customer	Customer base to be expanded
Storage	Storage consistent only with requirements for cargo	Expand with increased market share and ship supply requirements
Docking and tug operations	Docking services currently performed. Tug operations done by 3rd party	Docking and coordinating services to other docks

Importers / Exporters / Manufacturers / Distributors

Service	Our Position in the Spectrum	Future
Delivery	Facilitate delivery of cargo from Port (general and containerized)	Expansion consistent with increase in market share
Receival	Facilitates receival of cargo for exports (general and containerized cargo)	Expansion consistent with increase in market share
Storage	Storage for consolidated or deconsolidated cargo (FCL and LCL Service)	Expansion consistent with increase in market share and capacity
Data mining	Facilitated through container management software and TOS	Expanded offering to more clients
Brokerage and document processing	Currently provided by 3 rd parties	No plans for this area

Importers / Exporters / Manufacturers / Distributors

Service	Our Position in the Spectrum	Future
Transportation	<p>Movement to company premises done by 3rd parties</p> <p>Transportation to operated warehouses only</p>	Expand transport to operated warehouses consistent with increased market share
Inventory management	Limited inventory management done for FCL and LCL imports and exports	Expand consistent with increase in market share for both FCL and LCL and infrastructure
Deconsolidation and consolidation	Done at operated warehouses	Expand consistent with increase in market share and infrastructure

Energy Companies

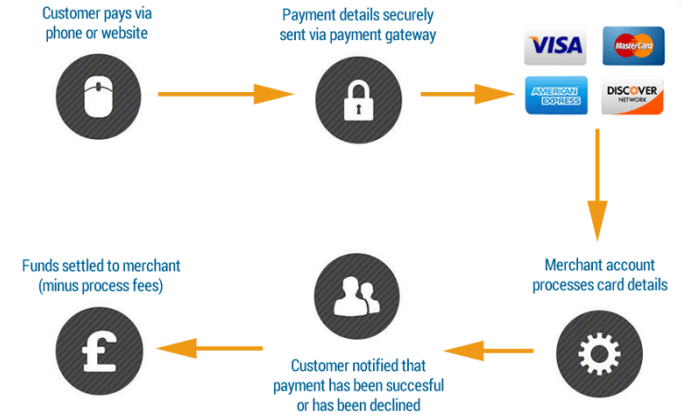
Service	Our Position in the Spectrum	Future
Storage areas for equipment	Done on an as required basis for cargo passing through Port only	Further expand services to companies not currently on the Industrial Estate
Special handling and movement		
Assembly		
Repairs at dock including tank and confined space		
Movement of large infrastructure for plants from Port to plant		

Energy Companies

Service	Our Position in the Spectrum	Future
Transport from Port to warehouse / Transport from warehouse to plant	Done on an as required basis for cargo passing through Port only	Expansion based on plant requirements and also marketing to companies external to Industrial Estate.
Inventory management at warehouse	Done on an as required basis for companies normally based on maintenance cycles	Expansion based on plant requirements and also marketing to companies external to Industrial Estate.
Warehouse storage for plant maintenance cycles	Done on an as required basis for companies normally based on maintenance cycles	Expansion based on plant requirements and also marketing to companies external to Industrial Estate.

FUTURE INITIATIVES BY PLIPDECO

- Online Payments
- Paperless processing
- Further rollout of container management
- Upgrade of Warehouse Locator System
- Partnerships with international logistics service providers
- Incorporating OCR in information processing and flow
- Construction of 140k square feet of warehouse space (first phase of 40k due to be completed in 2019)



FUTURE INITIATIVES GOVERNMENT

- Single Electronic Window Upgrade
- Electronic Payments
- Port Community System
- Full integration of Asycuda System
- Vessel Arrival System
- Customs Reform
- Legislative Reform





THANK YOU!