



# Phnom Penh Autonomous Port (PPAP)

## Cooperation on Port and Logistics Business



Aerial Footage by  
Team Lynettmark  
077 900 001



កំពង់ផែស្វយ័តភ្នំពេញ  
Phnom Penh Autonomous Port

N° 649 Street #1 (Preah Sisowath Quay)  
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# Content

- I- Introduction to PPAP
- II-New Container Terminal (LM17)
- III-Update on Initial Public Offering (IPO)
- IV- Future Plan
- V- Related Projects Supported by KOICA
- VI- Possible areas for cooperation



# I- Introduction to PPAP



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# There are two main international ports



Sihanoukville Autonomous Port

Phnom Penh Autonomous Port



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# History of PPAP

## PPAP in 1952

- quay: 12m x 80m
- accommodate ship of 2500 tons





# PPAP in 1979

- The port has been reopened its operations after the country was liberated from the Khmer Rough Regime



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# PPAP Today



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# Operation of General Cargoes at Tonlebet Terminal (UM2)



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# Four Routes of Transportation link to Hub Ports

**Route D (via Laem Chabang port  
by land cross-border transport to Thailand)**

**Laem Chabang**

**Route C  
(via Sihanoukville Port)**

**Sihanoukville**

**Route A (land cross-border  
transport to Vietnam)**

**Phnom Penh**

**Ho Chi Minh**

**Cai Mep  
-Thi Vai**

**Route B  
(Mekong River shipping,**

**from/to Singapore, Europe**

**from/to  
East Asia,  
North America**

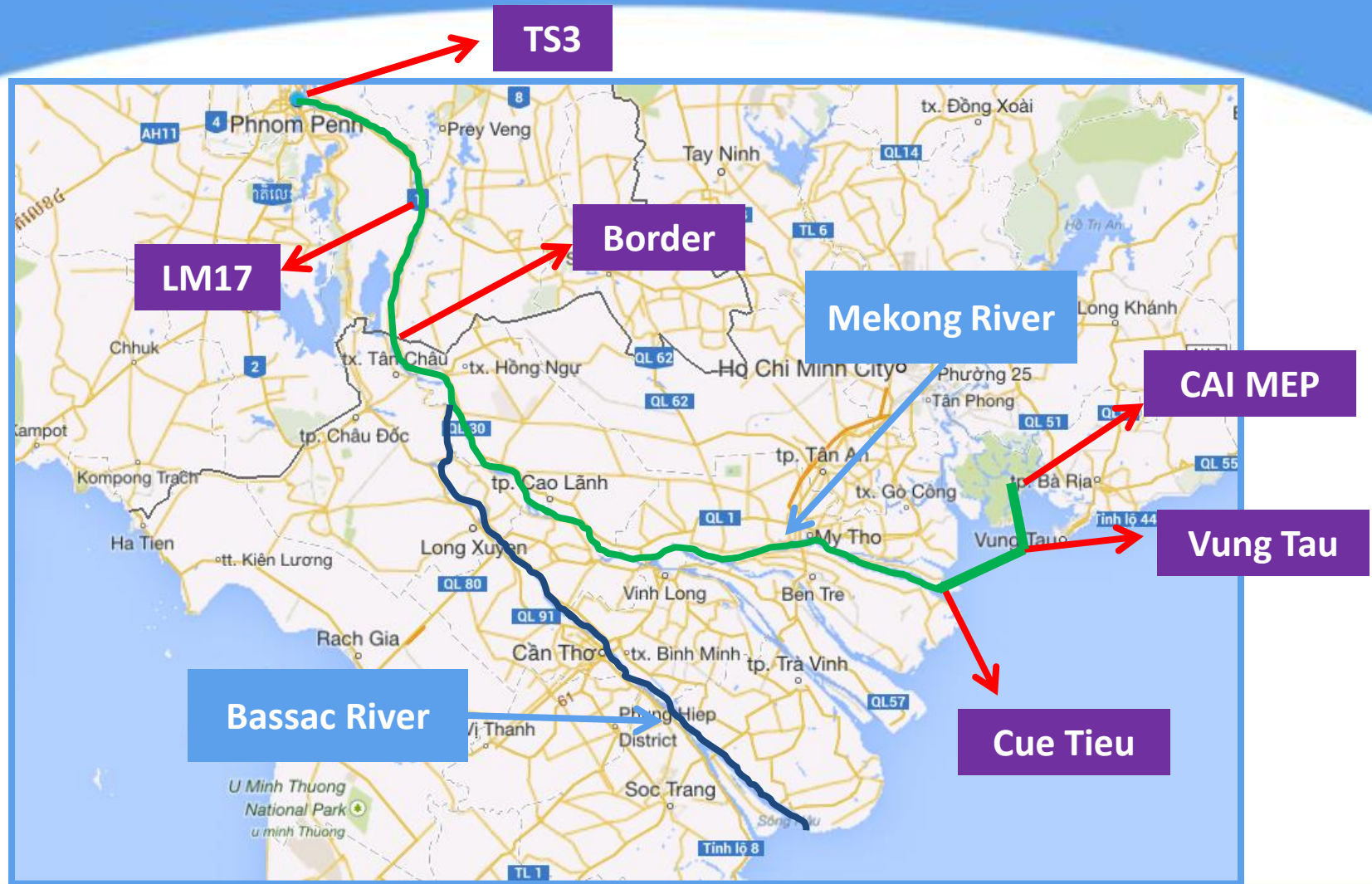
**from/to Singapore, Europe**

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# Navigation Channel

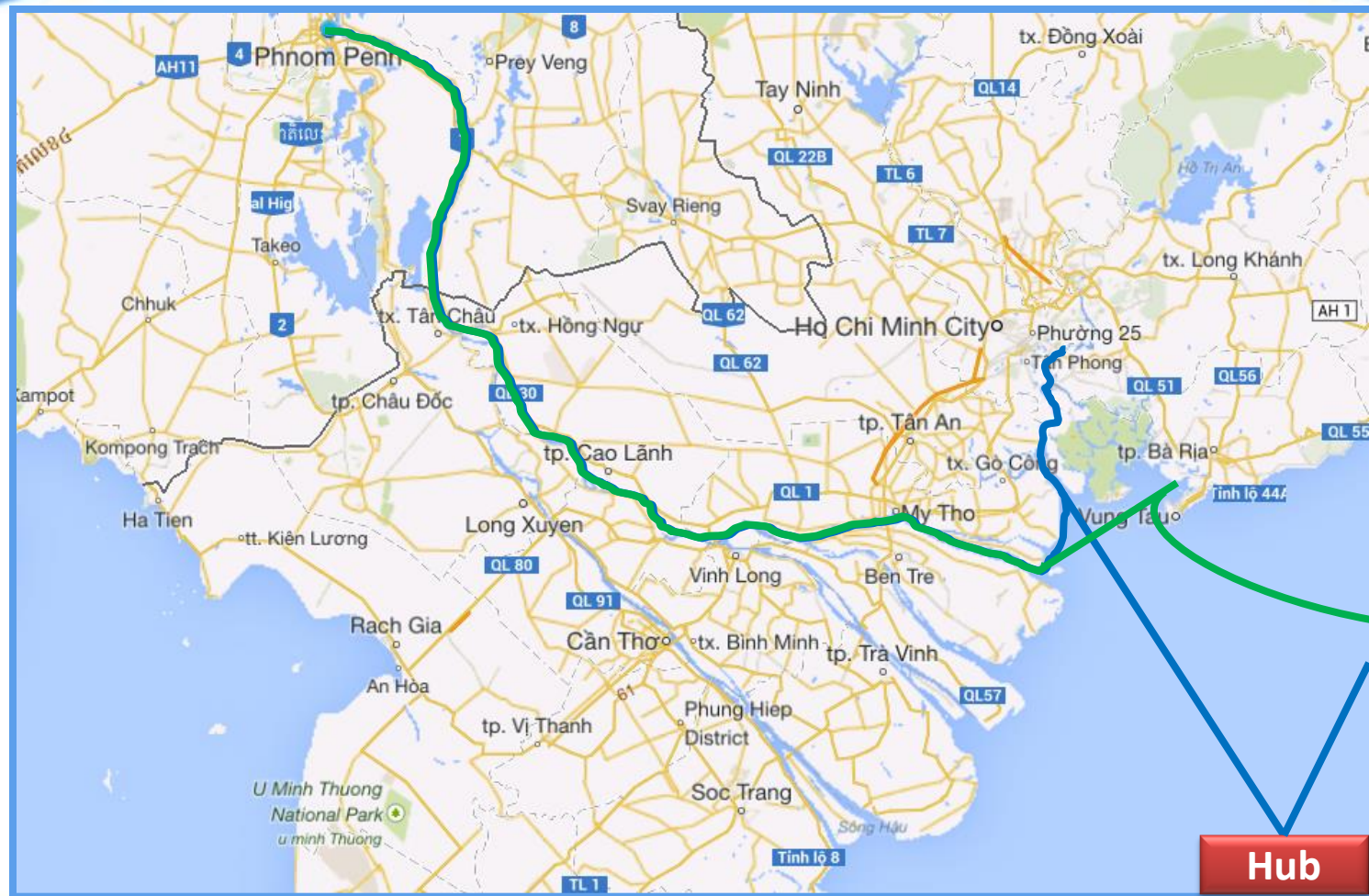


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# Connection with Cai Mep Hub Port



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# Air Draft of Neak Loeung Bridge



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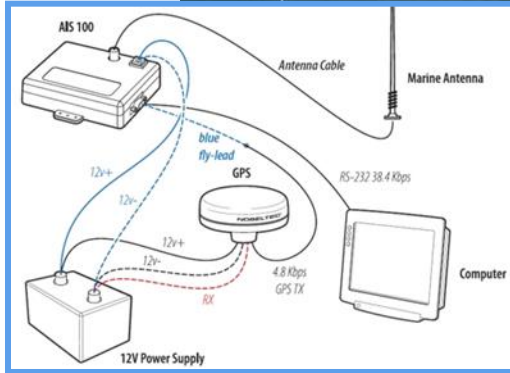
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# AIS System



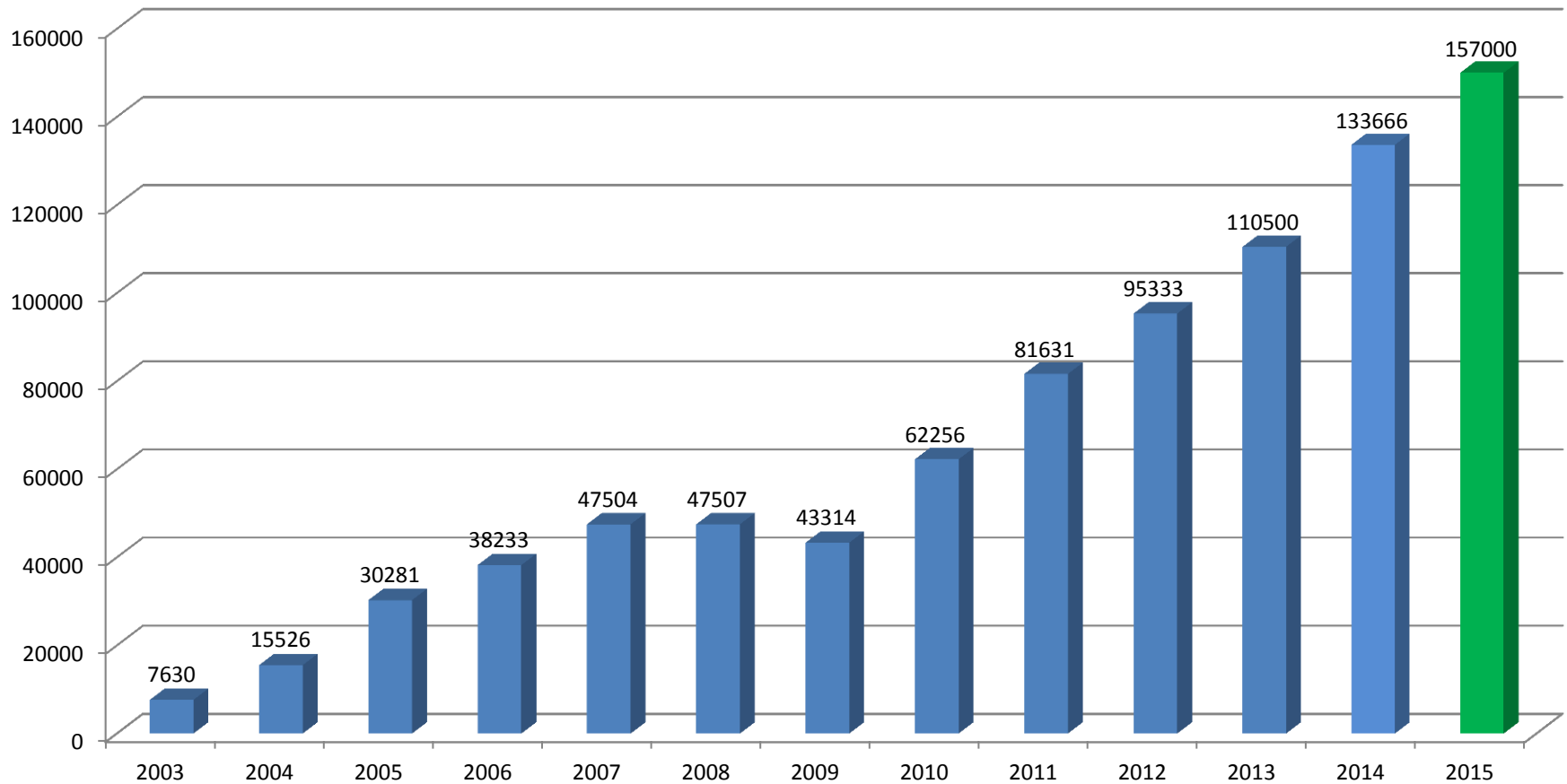
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# Container Throughput and Forecast for 2015 (TEUs)

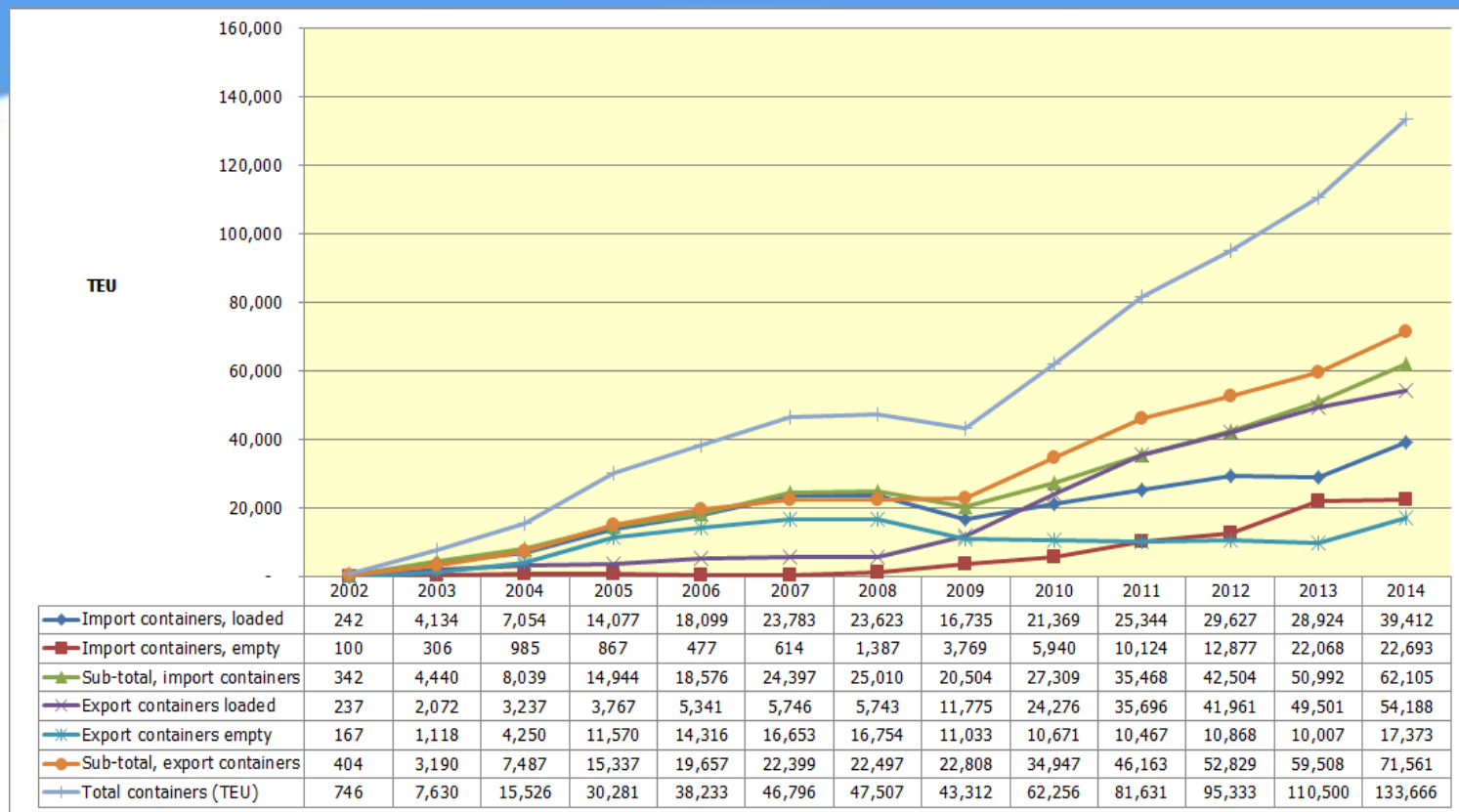
Actual and Forecast



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## PPAP container throughput breakdown (Exports, imports, loaded and empty)



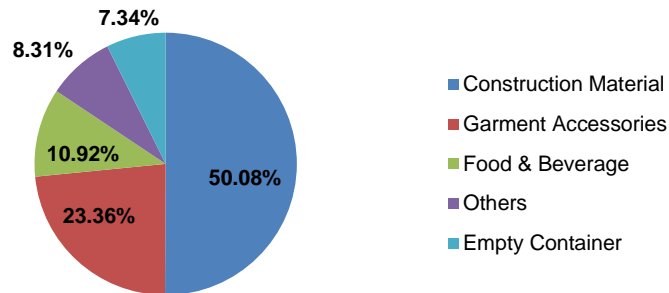
- Loaded exports and imports reasonably well balanced (58%X 42%M)
- Empty exports 43% of total and empty imports 57% of total in 2014





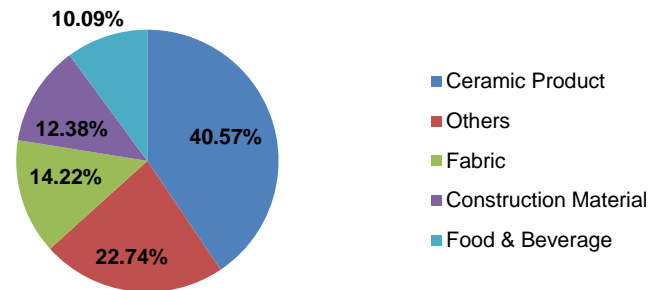
# Import and Export Commodities

**Imports Handled in 2014**



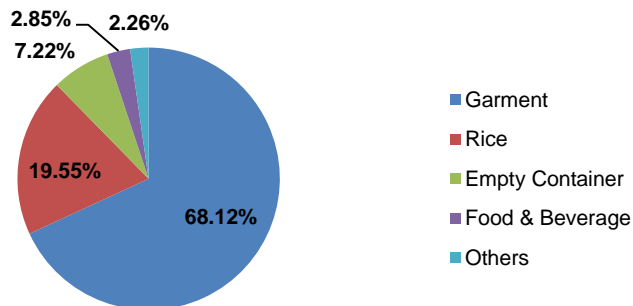
\* Source: PPAP

**Imports Handled in H1 2015**



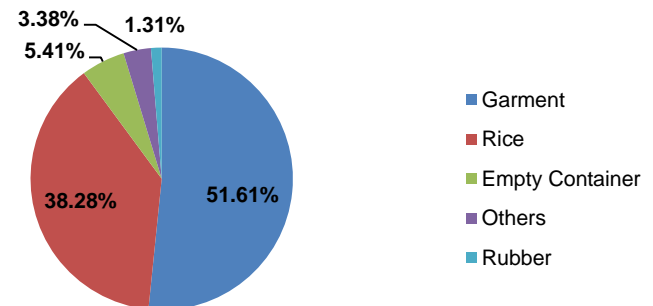
\* Source: PPAP

**Exports Handled in 2014**



\* Source: PPAP

**Exports Handled in H1 2015**



\* Source: PPAP

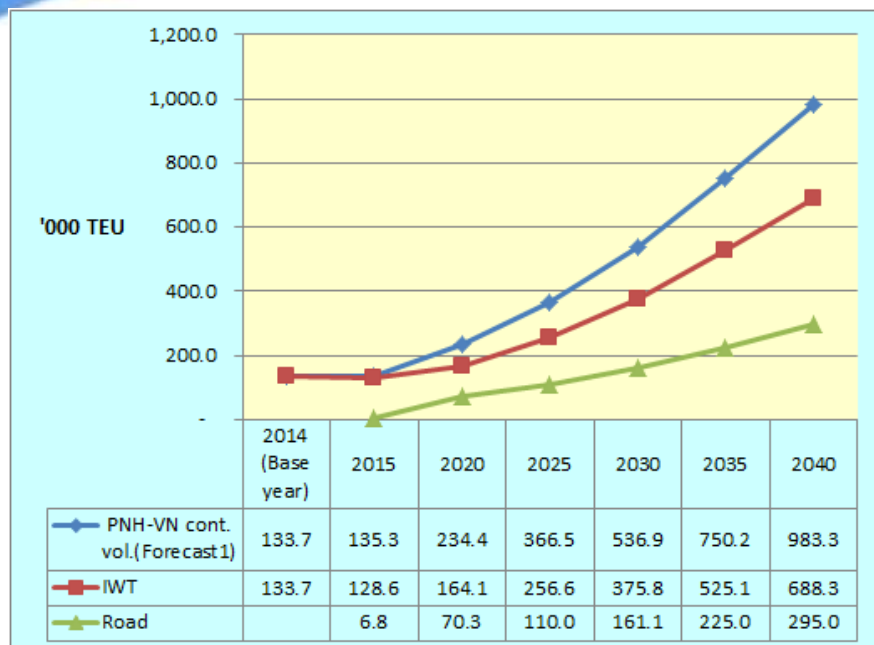


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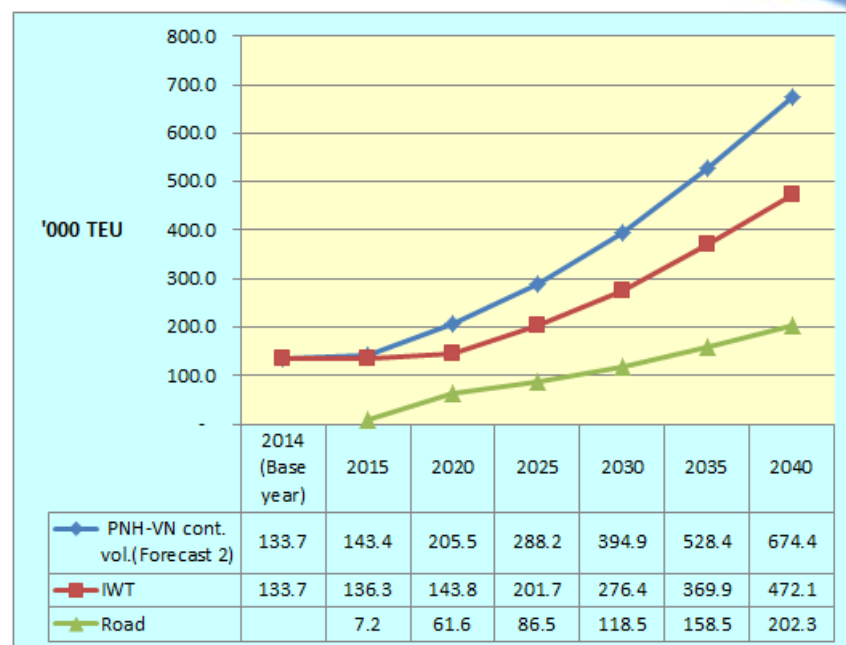
# Forecasts of regional container flows in the Lower Mekong (Cambodia and Viet Nam)

## Forecast 1 (regression equation)



- Based on regression of container volume against Real GDP
- Average annual rate of growth 8% p.a. over 26 years, IWT share growing at lesser rate (6.5% p.a.)

## Forecast 2 (GDP growth)



- Directly based on Real GDP growth
- Average annual rate of growth 6.4% p.a. over 26 years, IWT share growing at lesser rate (5.0% p.a.)



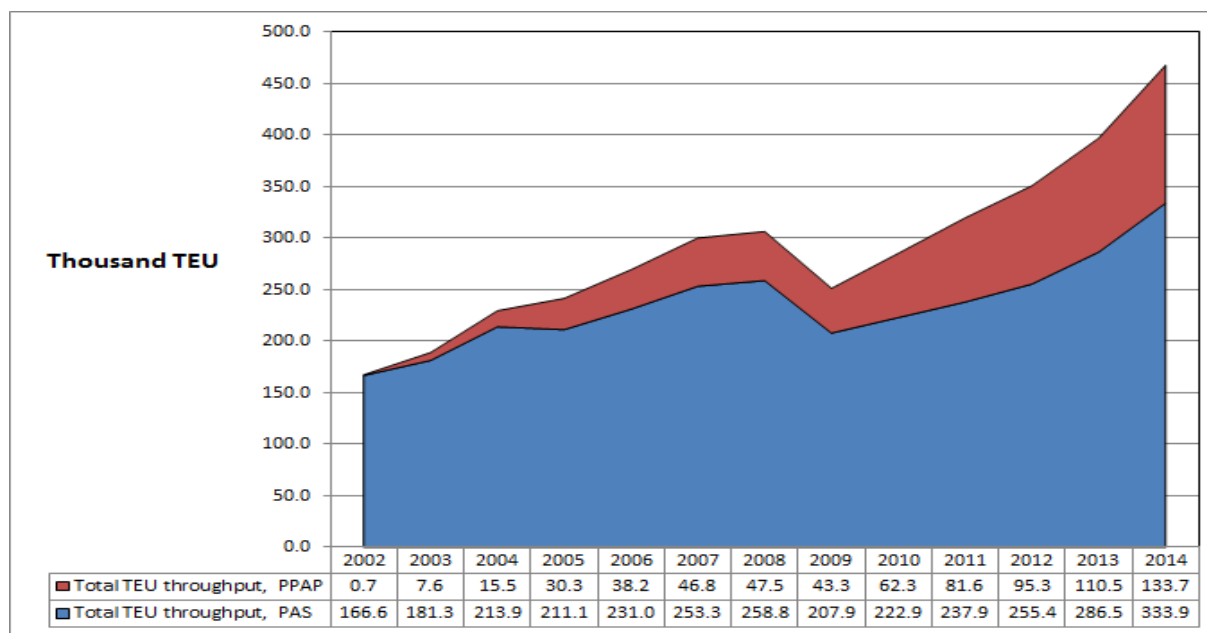
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## Actual container throughputs share between PPAP and PAS, Cambodia , 2002-2014

Item	Year													AARG%	AARG%
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2002-2014	2013-2014
Total TEU throughput, PAS	166.6	181.3	213.9	211.1	231.0	253.3	258.8	207.9	222.9	237.9	255.4	286.5	333.9	6.0%	16.6%
Total TEU throughput, PPAP	0.7	7.6	15.5	30.3	38.2	46.8	47.5	43.3	62.3	81.6	95.3	110.5	133.7	54.1%	21.0%
Total TEU throughput, both ports	167.4	188.9	229.4	241.4	269.3	300.1	306.3	251.2	285.2	319.6	350.7	397.0	467.6	8.9%	17.8%
PAS share of total %	99.6%	96.0%	93.2%	87.5%	85.8%	84.4%	84.5%	82.8%	78.2%	74.5%	72.8%	72.2%	71.4%		
PPAP share of total %	0.4%	4.0%	6.8%	12.5%	14.2%	15.6%	15.5%	17.2%	21.8%	25.5%	27.2%	27.8%	28.6%		



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## Possible future development options (container traffic)

1. Seagoing 400 TEU vessel PNH-SIN (via Bassac): comparison with 800 TEU feeder ship and road feeder service PNH-SHV-SIN

Route	PNH-SIN	SHV-SIN
Distance Km	1,443	1,028
Type	Seagoing feeder	Seagoing feeder
Capacity (DWT)	5000	12,000
Capacity (TEU)	400	800
Speeds (knots):		
- at sea	14.5	14.5
- on river	11	Not applicable
Transit time (hours)	61	43
<b>Cost/TEU-KM (\$)</b>	<b>0.1567</b>	<b>0.1988</b>
<b>Cost/TEU (\$)</b>	<b>226.1674</b>	<b>204.4335</b>
<b>+road feeder cost (\$)</b>	<b>Not Applicable</b>	<b>110.85</b>
<b>Grand total per TEU (\$)</b>	<b>226.1674</b>	<b>315.2807</b>

2. Container barge services PNH-CAI via Mekong mainstream (100, 200 and 500 TEU)

Route	PNH-CAI via Cho Gao canal	PNH-CAI via MEKONG MAINSTREAM		
Distance Km	371	368	368	368
Type	Container barge	Container barge	Container barge	Container barge
Capacity (DWT)			3,000	7,500
Capacity (TEU)	<b>100</b>	<b>100</b>	<b>200</b>	<b>500</b>
Speeds (knots):				
- at sea		7.8	7.8	7.8
- on river	5	6.5	6.5	6.5
Transit time (hours)	38	36.0	36.0	36.0
<b>Cost/TEU-KM (\$)</b>	<b>0.6143</b>	<b>0.6062</b>	<b>0.3782</b>	<b>0.2817</b>
<b>Cost/TEU (\$)</b>	<b>227.91</b>	<b>223.08</b>	<b>139.19</b>	<b>103.67</b>





# EXAMPLE: Estuary container vessel Deseo



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# Deseo vessel particulars:

Length	109.98 meter
Beam	17.04 meter
Draft	4.50 meter
Depth	5.70 meter
Tonnage	5527 ton
Teus	450      6 tiers
Motor	2 x Mitsubishi S12R-C2MPTK, 940 kW/1278 pk, 1600 rpm



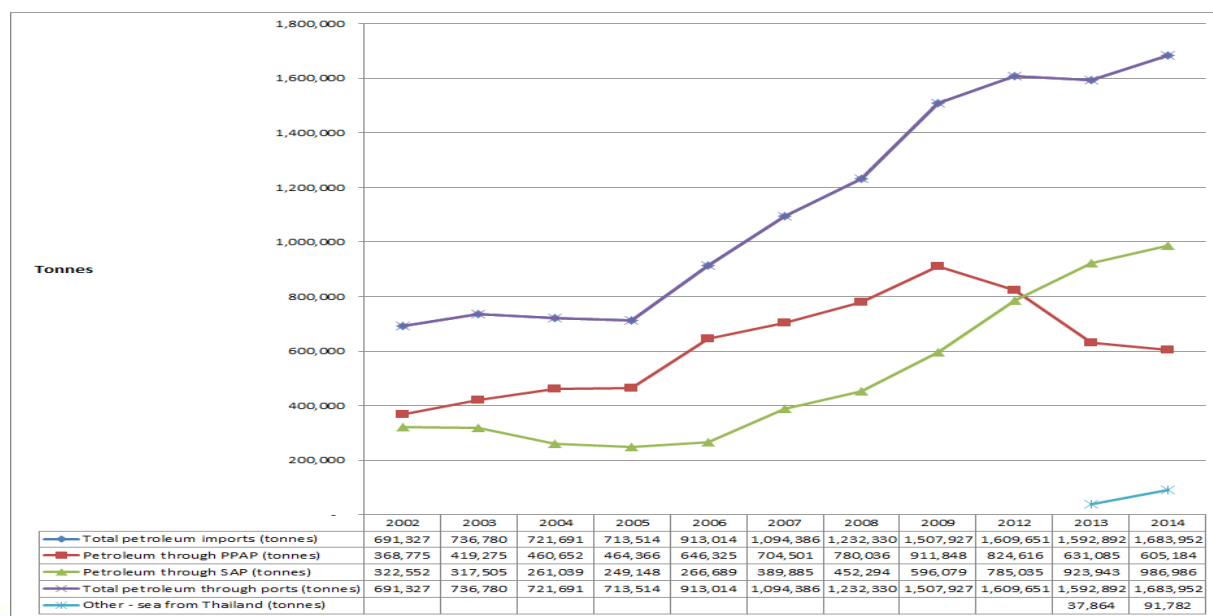
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## Regional petroleum volume, Nha Be-Phnom Penh

Item	2002	2003	2004	2005	2006	2007	2008	2009	2012	2013	2014
Total petroleum imports (tonnes)	691,327	736,780	721,691	713,514	913,014	1,094,386	1,232,330	1,507,927	1,609,651	1,592,892	1,683,952
Petroleum through PPAP (tonnes)	368,775	419,275	460,652	464,366	646,325	704,501	780,036	911,848	824,616	631,085	605,184
Petroleum through SAP (tonnes)	322,552	317,505	261,039	249,148	266,689	389,885	452,294	596,079	785,035	923,943	986,986
Other - sea from Thailand (tonnes)										37,864	91,782
Total petroleum through ports (tonnes)	691,327	736,780	721,691	713,514	913,014	1,094,386	1,232,330	1,507,927	1,609,651	1,592,892	1,683,952
% through PPAP	53.3%	56.9%	63.8%	65.1%	70.8%	64.4%	63.3%	60.5%	51.2%	39.6%	35.9%
% through SAP	46.7%	43.1%	36.2%	34.9%	29.2%	35.6%	36.7%	39.5%	48.8%	58.0%	58.6%
% Other	0%	0%	0%	0%	0%	0%	0%	0%	0%	2.4%	5.5%

### Petroleum import shares, PPAP and PAS



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# Forecast of overall petroleum import volume, Cambodia

Year	CAM GDP Bill. KHR 2002 prices	GDP growth act.&forecast	Total Petroleum tonnes
2002	16,232		691,327
2003	17,613	8.5%	736,780
2004	19,434	10.3%	713,514
2005	22,009	13.3%	913,014
2006	24,380	10.8%	1,094,386
2007	26,870	10.2%	1,232,330
2008	28,668	6.7%	1,507,927
2009	28,692	0.1%	1,494,927
2010	30,442	6.1%	1,477,951
2011	32,597	7.1%	1,609,651
2012	34,982	7.3%	1,592,892
2013	37,579	7.4%	1,683,952
2014	40,279	7.2%	2,030,777
2015	43,225	7.3%	2,216,350
2016	46,395	7.3%	2,419,465
2017	49,859	7.5%	2,645,235
2018	53,617	7.5%	2,894,380
2019	57,638	7.5%	3,165,661
2020	61,904	7.4%	3,458,379
2025	86,846	7.0%	5,260,400
2030	118,987	6.5%	7,770,022
2035	159,231	6.0%	11,147,226
2040	203,224	5.0%	15,080,416
AARG			
2002-2014	7.2%		7.7%
AARG			
2014-2040	6.7%		8.5%



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Phnom Penh, Cambodia

## International tourist arrivals, Cambodia

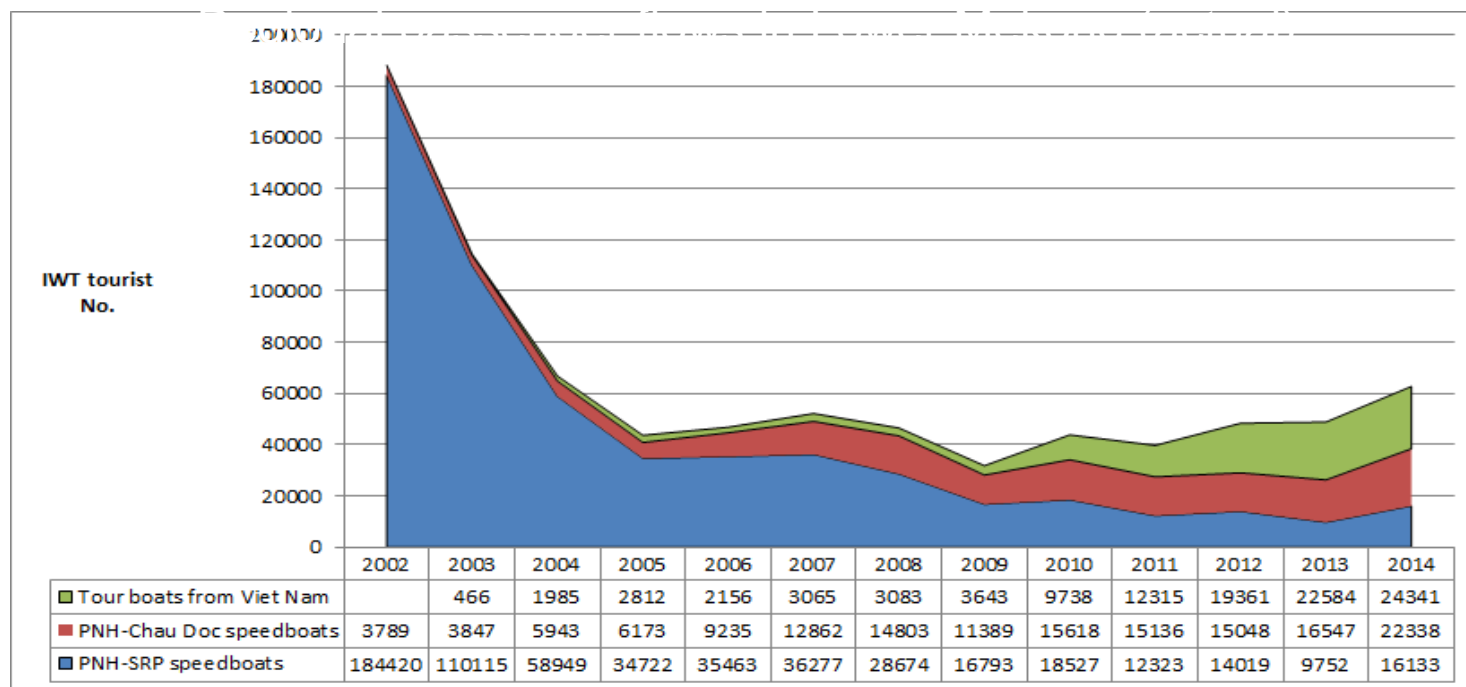
Year		CAM GDP Bill. KHR 2002 prices	GDP growth act.&forecast	International Tourist arrivals
	2002	16,232		786,524
	2003	17,613	8.5%	701,014
	2004	19,434	10.3%	1,055,202
	2005	22,009	13.3%	1,421,615
	2006	24,380	10.8%	1,700,041
	2007	26,870	10.2%	2,015,128
	2008	28,668	6.7%	2,125,465
	2009	28,692	0.1%	2,161,577
	2010	30,442	6.1%	2,508,289
	2011	32,597	7.1%	2,881,862
	2012	34,982	7.3%	3,584,307
	2013	37,579	7.4%	4,210,165
	2014	40,279	7.2%	4,539,307
	2015	43,225	7.3%	5,251,733
	2016	46,395	7.3%	6,078,416
	2017	49,859	7.5%	7,053,181
	2018	53,617	7.5%	8,195,157
	2019	57,654	7.5%	9,520,590
	2020	61,920	7.4%	11,033,086



## Lower Mekong regional transport demand forecast – Cambodia and Viet Nam

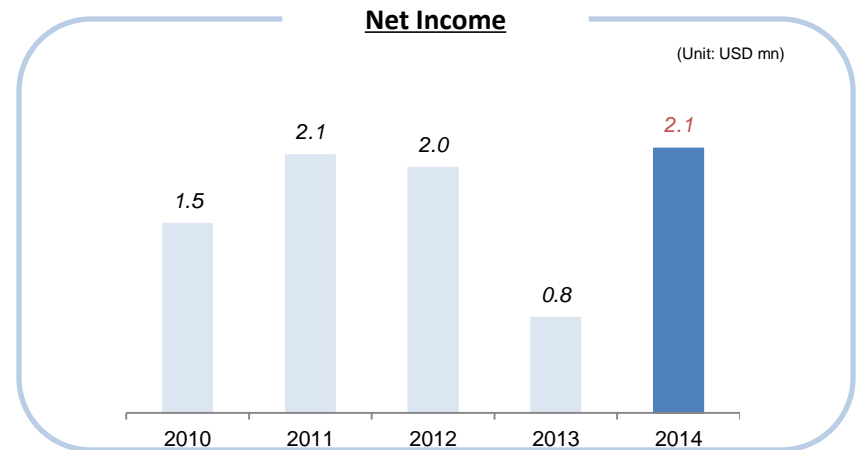
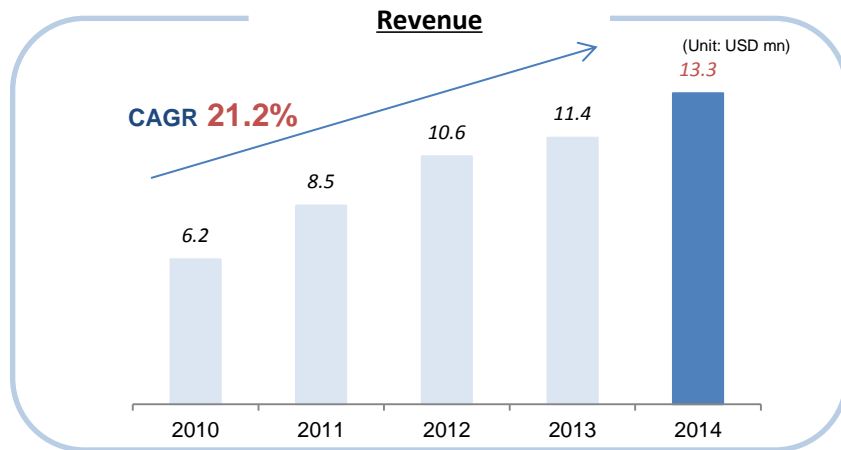
### (i) Regional passenger flows

- 3 categories (Fast boat services, Phnom Penh-Siem Reap; speedboats Chau Doc- Phnom Penh; tourboats from Viet Nam)





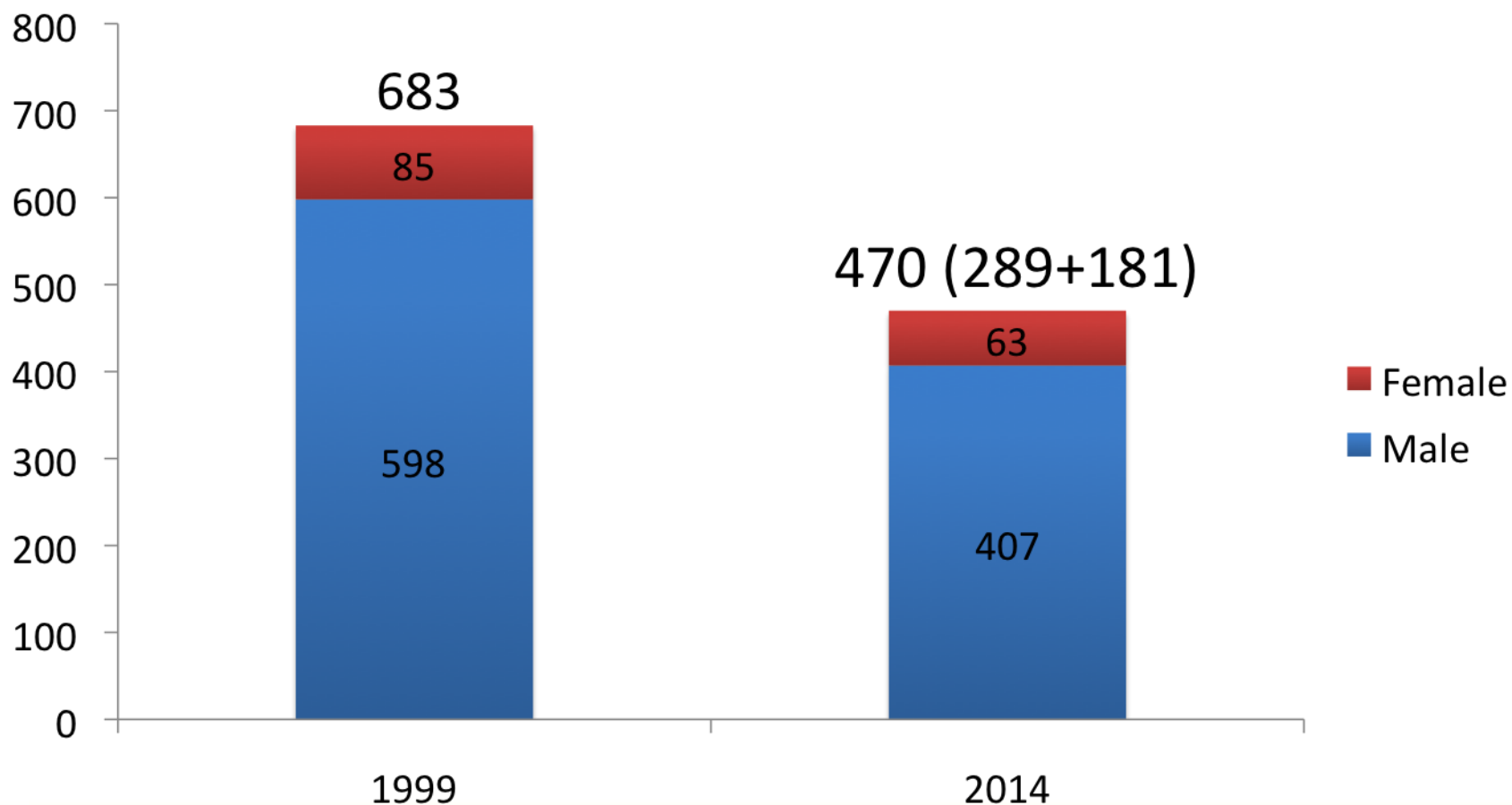
# PPAP's Business Performance



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# PPAP's Employees



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## II- New Container Terminal (LM17)



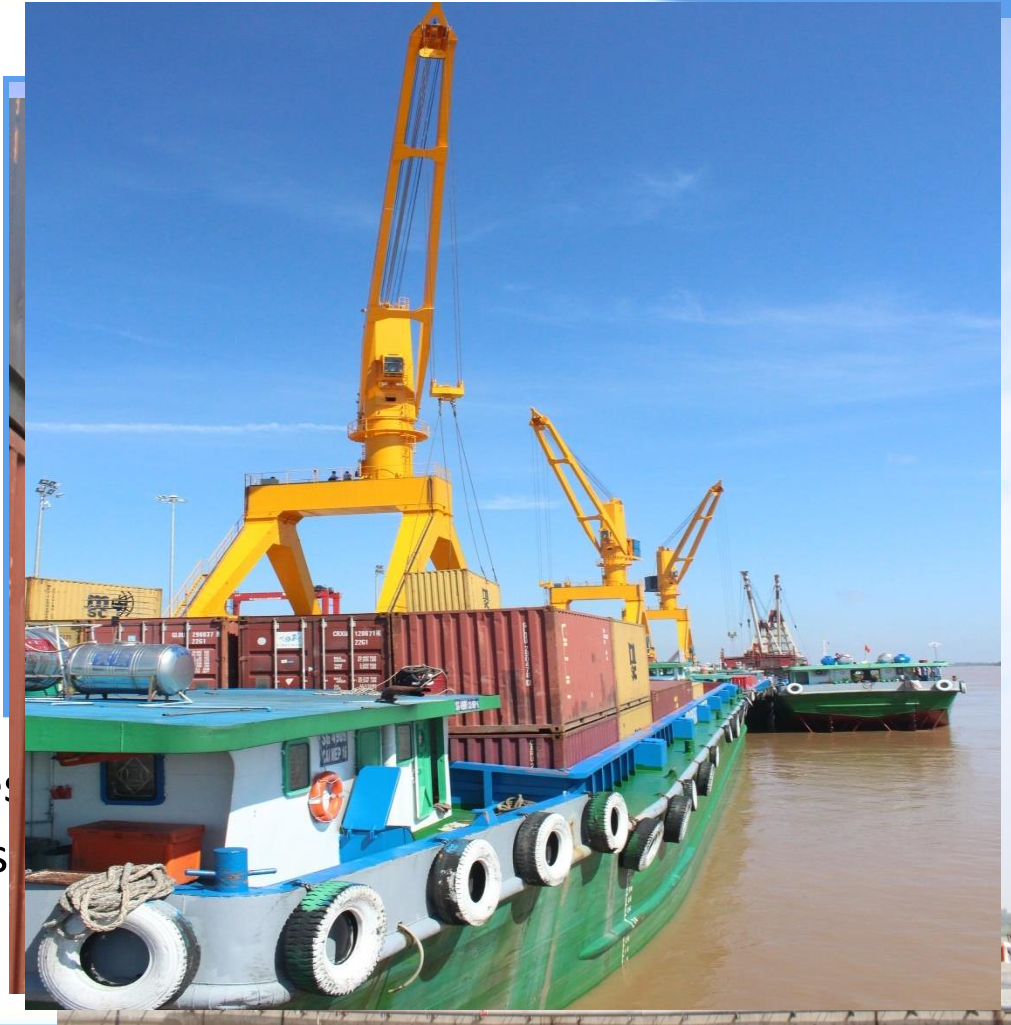
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## II- PPAP's New Container Terminal (LM17)

- **Phase 1 – Completed**
  - CY: 150,000 TEUs
  - Quay: 22m X 300m
  - Equipment
    - 3 Travelling Cargo Cranes
    - 4 Rubber Tyred Gantries
    - 3 Reach-Stackers



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**181** Aerial Footage by  
Tram Lyrattanak  
077 900 001

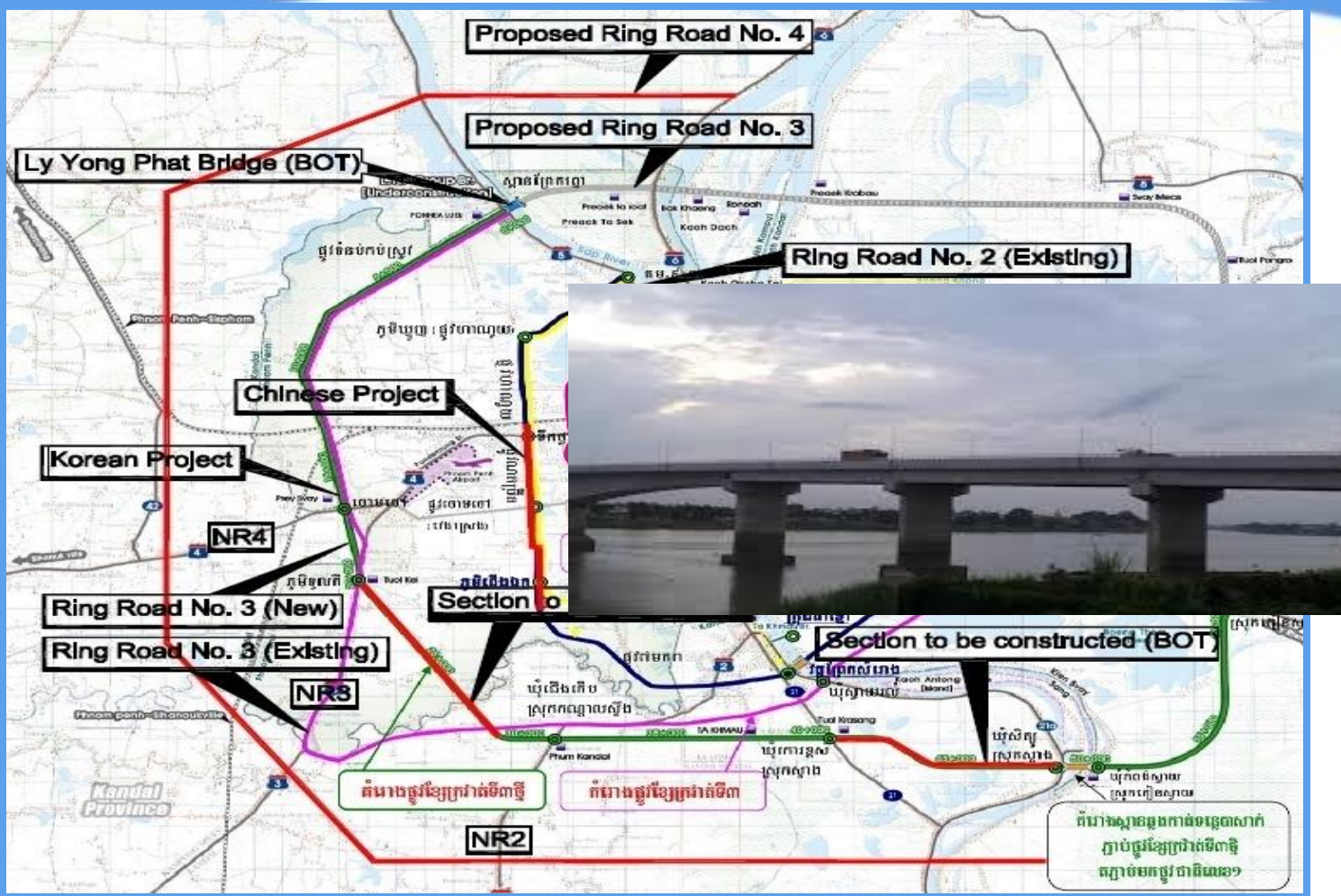
**300m x 22m**



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**កំពង់ផែស្វយ័តភ្នំពេញ**  
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# Bonded Warehouse

- License of General Department of Custom and Excise dated 10-NOV- 2014 on operation of bonded warehouse (starting from the 01<sup>st</sup> of January, 2015)
- Bonded warehouse zone: 2 hectares
- Open warehouse areas: 7 hectares.



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### III. Update on PPAP IPO



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# Preparation to IPO

- ❑ Access to capital for development plan
- ❑ Strengthen Corporate Governance, Transparency, Accountability
- ❑ Enhance public profile of the company
- ❑ Enhance employees loyalty through ESOP
- ❑ Support the development of Cambodia securities market





# IPO Plan

## Offering Term

### Offering Shares

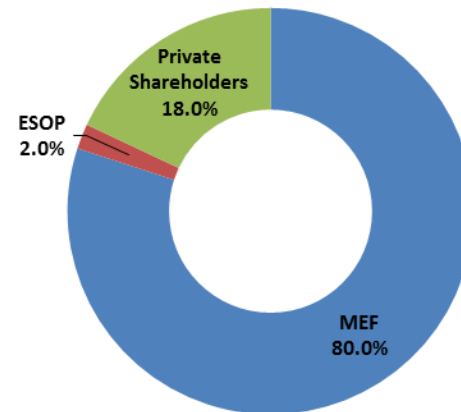
Number of Offering Shares	4,136,873 (Offering ratio: 20%)
Offering Price	KHR 4,405~6,320 (USD 1.08~1.55)
Par Value	KHR 4,000 (USD 1.00)
Offering Amounts	KHR 18.22~26.15bn (USD 4.5~6.4mn)
Outstanding Shares after IPO	20,684,365

\* Applied F/X rate: KHR 4,078 / USD 1

### Timetable

Submission of Disclosure Document	13 August 2015
Approval on LERA from the CSX	23 September 2015
Approval in Principle from the SECC	7 October 2015
<b>Book-building</b>	<b>19 – 22 October 2015</b>
<b>Subscription</b>	<b>12 – 17 November 2015</b>
Listing Date	11 December 2015

## Shareholding Ownership (Post-IPO)



### Lock-up Shares

Shareholder	Number of Shares	%	Term
The State represented by the MEF*	16,547,492	80.0%	1 year

\* Ministry of Economy and Finance



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## IV. Future Plan Development



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## IV.1. Short Term Plan (2016-2018)





## Development of Port Infrastructure for the Second Phase at LM17

### ❑ Objective:

To meet with the annual growth of container throughput

### ❑ Scope of the Project:

Provision of 1 Quay crane (TCC-40Tone)

Provision of 1 RTG

Expansion of container yard from 150,000 TEUs to 300,000 TEUs

### ❑ Project Timeframe:

- Stage 1: 2016-2017
- Stage 2: 2018



# Conveyors Installation Plan

## ☐ Objective:

Facilitate and guarantee the efficiency for reliable handling of bulk cargoes.

## ☐ Project Location (four conveyors for each location):

- LM17
- TS3
- UM2
- MSL

## ☐ Project Timeframe: 2016-2017



## IV.2. Long Term Plan (2019-2028)





# Expansion of Container Terminal (LM17)- Phase 3

## ❑Objective:

To enhance PPAP's capability in meeting the growing container traffic in the long-term horizon

## ❑Project scope:

Construction of a Jetty 300 m x 22 m

Container Yard for the additional capacity of 200,000 TEUs

Provision of quay crane, RTG, Constackers and Reach stackers

## ❑Project Timeframe: Between 2019 and 2028

# The Development of Specialized Bulk Terminal

## ☐ Objective:

To enhance PPAP's capability and become specialized in meeting the growing demand of bulk traffic through the port in the long-term horizon

## ☐ Project Scope:

- Construction of Jetty

- Provision of Handling Equipment

- Construction of Storage Facilities and Open Storage Space

## ☐ Project Timeframe: Between 2019 and 2028



# Modernizing of Tourist and Passenger Terminal

## ❑Objective:

To attract and promote more passengers and tourists at TS1, part of TS3 facilities, and domestic port zone so that it become a strong, alternative source of income to PPAP beside those of goods and containers.

## ❑Project scope:

- Installation of another floating pontoon
- Construction a Passenger Service Building which shall have the place for check-in, waiting room
- Provision of facilities include cash and currency services, toilets, information board, free Wi-Fi access, Coffee shops
- Installation of tools, equipment aimed for maintaining high-level of safety to passengers, tourists

## ❑Project Timeframe: Between 2019 and 2028

# Development of a Multipurpose Tonlebet Terminal

## ❑ Objective:

To enhance PPAP's capability in consolidation and making effective distribution of goods between North-eastern Provinces and Phnom Penh via Mekong River Network.

## ❑ Project scope:

- Construction of Jetty of 200 m x 22 m

- Construction of the open storage area of ...m<sup>2</sup>

- Construction of the closed warehouse ...m<sup>2</sup>

- Installation of crawler cranes ... units

- Installation of the conveyor belts with and without rain-proof cover

- Installation of Silo system

- Purchasing Trucks with trailers ... units

- Purchasing Forklifts ... units

## ❑ Project Timeframe: Between year 2019 and 2028



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## Development of Logistic Center within PPAP's Port Supporting Area

### ☐ Objective:

To enhance PPAP's capability in providing value-added services to customer in terms of handling LCL containers, storage, consolidation, distribution, and stuffing/unstuffing, cleaning, repairing containers and so on.

### ☐ Project scope:

- Construction of Container Freight Station ...m<sup>2</sup>
- Construction of closed warehouse
- Installation of the office building
- Installation of the gate complex
- Installation of computerized software system for warehouse management
- invoicing system, gate-in gate-out, bookings .....
- Purchase trucks with trailers ... units
- Purchase constackers ... units
- Purchase reach-stackers ... Units, Purchase forklifts ... units
- Install container cleaning and repairing facilities

### ☐ Project Timeframe: Between 2019 and 2028



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# The Improvement of Navigation Channel

## ☐ Objective:

To improve navigation channel between LM17 and Cambodia-Vietnam border to enable container vessels of 7 m draught can call to Phnom Penh Port

## ☐ Project scope:

- Carry out bathymetric survey
- Prepare hydrographic atlas
- Make details navigation channel design
- Calculate dredging volume
- Conduct EIA
- Carry out dredging works
- Update hydrographic atlas, after completion of dredging works
- Install aids to navigation as appropriate

## ☐ Project Timeframe: Between 2019 and 2028

# V- Related Projects Supported by KOICA



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# KOICA Supported Projects

- ❑ Feasibility Study on the River Port Development in Cambodia
- ❑ A Feasibility Study of Cambodia Mekong River Waterway

Dredging



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# VI- Possible Areas for Cooperation



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# Cooperation on Establishment, Management and Operation of the Logistic center



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# Cooperation on the Development of a Multipurpose Tonlebet Terminal

## ☐ Project scope:

- Construction of Jetty of 200 m x 22 m

- Construction of the open storage area

- Construction of the closed warehouse

- Installation of crawler cranes

- Installation of the conveyor belts with and without rain-proof cover

- Installation of Silo system

- Purchasing Trucks with trailers

- Purchasing Forklifts

## ☐ Cooperation can be in the form of JV



# Cooperation on the Line shipping between PPAP and Singapore

Objective is to launch regular line service between PPAP & Singapore by employing container vessels or container barge with capacity upto 400 TEUs



Currently employing small capacity container barges, not possible to take advantage of economy of scale.



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**Thank you very much for your attention**



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