



New Era for Taiwan's Ports





Kuo-Ming Chang

Vice President

Taiwan International Ports Corporation



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TIPC Profile

Founded

- **March 1st, 2012**

Employees

- **2,813**

Operation Portfolio

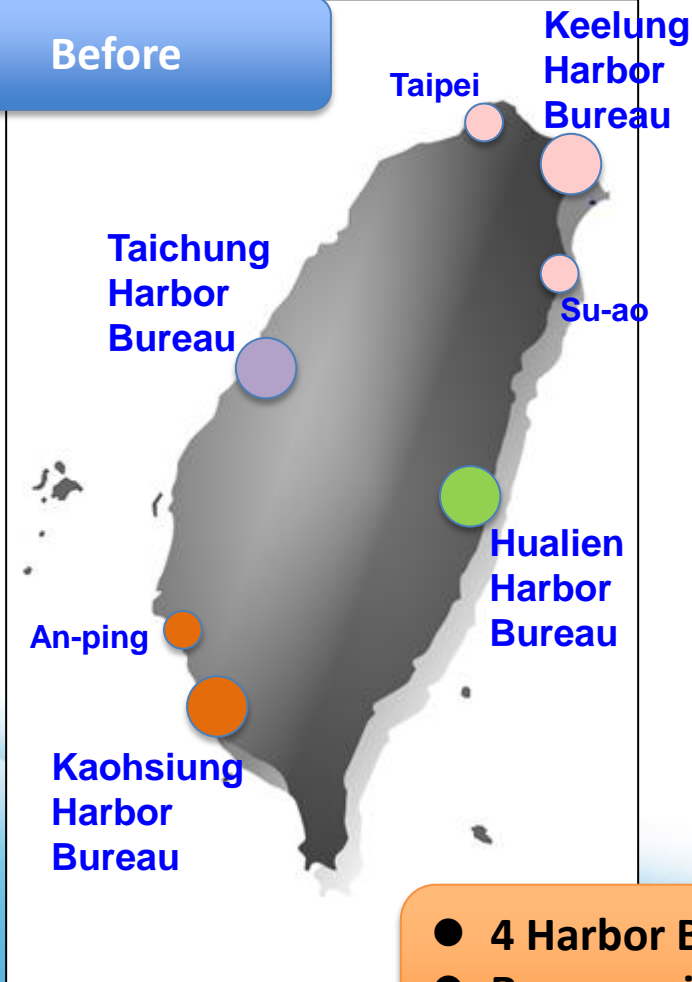
- **Keelung, Taipei, Taichung, Anping, Kaohsiung, Hualien, Su-ao**

Port Name	Kaohsiung	Keelung	Taipei	Taichung
2013 Cargo Throughput (Million Tons)	441.45	69.38	54.71	120.51
2013 Container Throughput (Million TEUs)	9.94	1.61	1.03	1.47

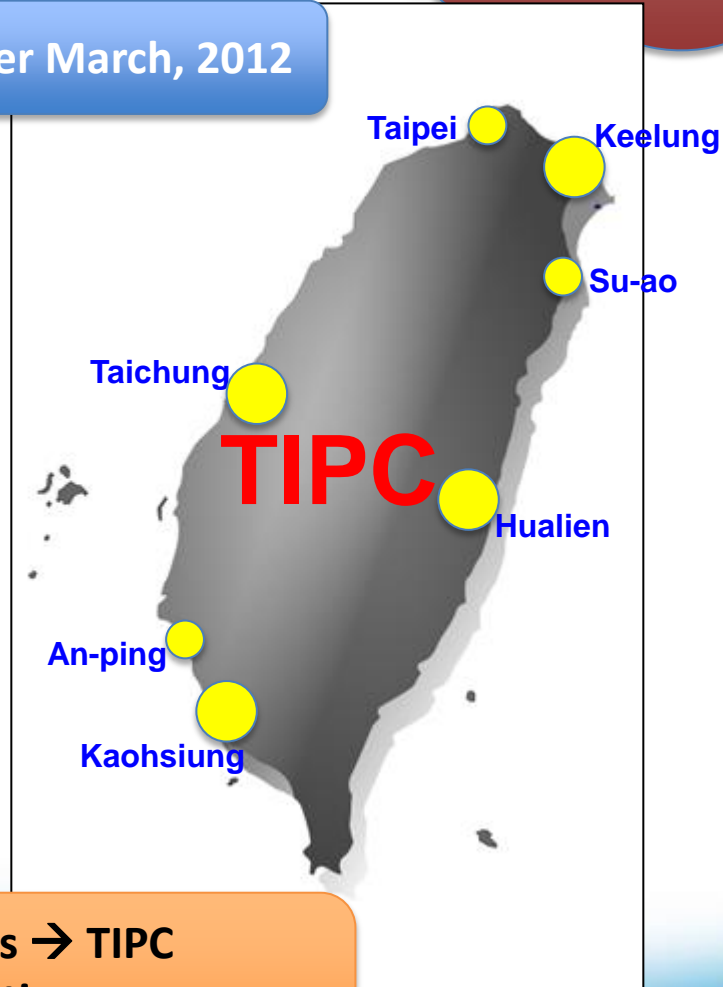
What is New?

New Organization

Before



After March, 2012



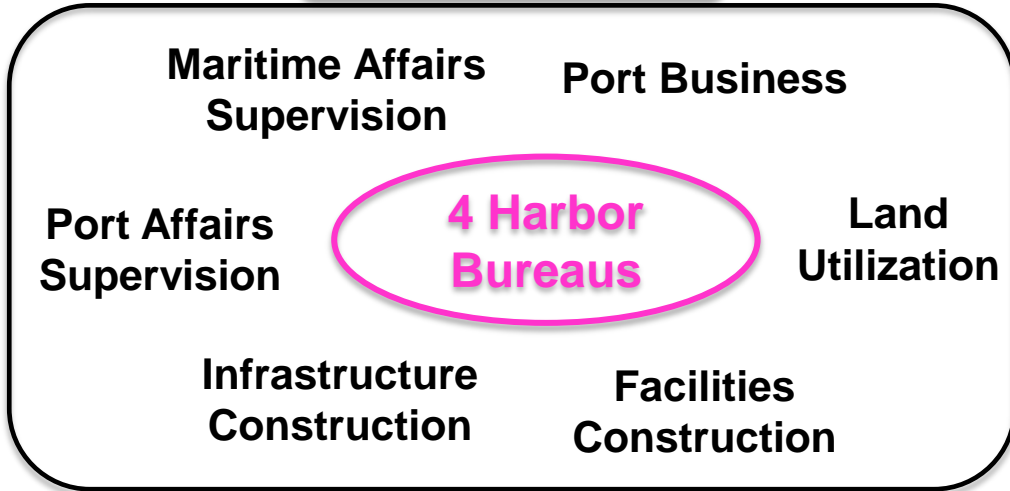
- 4 Harbor Bureaus → TIPC
- Resource integration
- Each port acts in assigned role.



What is New?



Before



After March 1st, 2012



Port Business

Infrastructure Construction

Land Utilization

Facilities Construction

What is New?

New
Organization

- Administration → Corporation.
- TIPC focus on business operation.
- Flexible decision and reaction.

What is New?



Act as the hub in
Asia-Pacific region

Collaborate with
customers

Become a world-class
port management
group

Diversify business
scope

Ensure green port
development

Competitiveness of Taiwan's Ports

I Location

II Routes

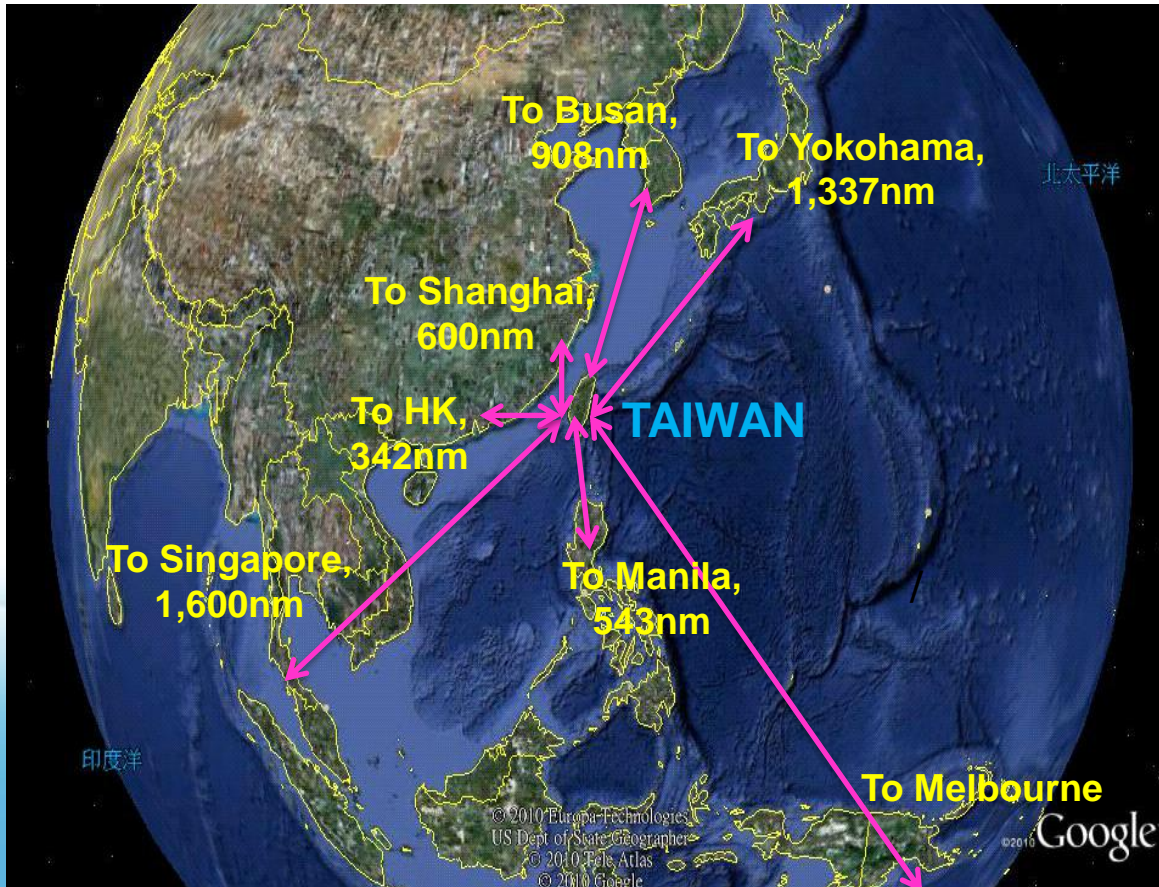
III Infrastructure & Facilities

IV Liberalization

V Diversified Business

Competitiveness of Taiwan's Ports

Location

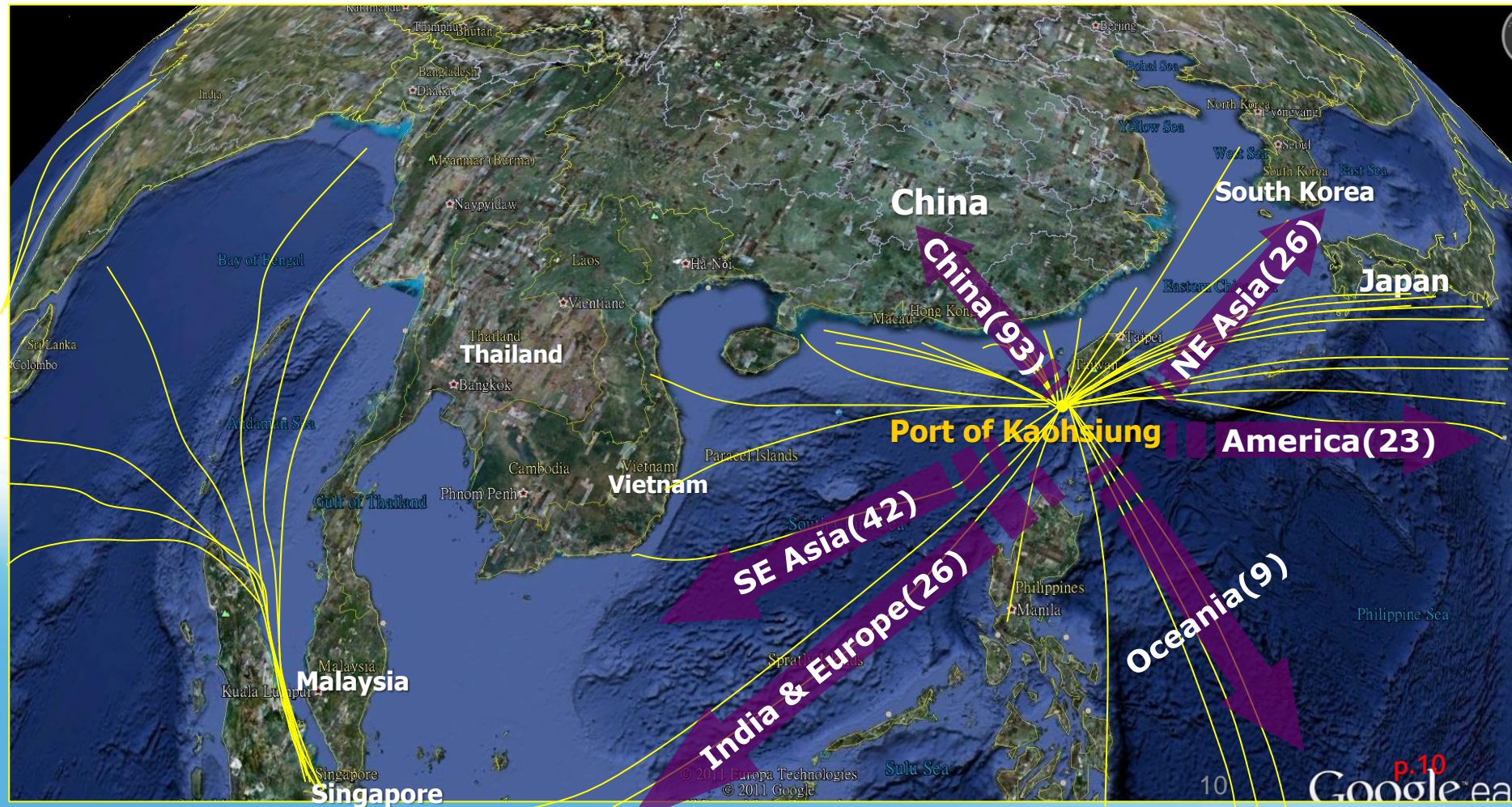


- The average distance to the major ports in Asian Pacific Area is the shortest.
- Taiwan's ports are the important connectors to the Northeast Asia, Southeast Asia, and China.

Competitiveness of Taiwan's Ports

Routes

Kaohsiung	Keelung	Taipei	Taichung
219	138	44	119



Competitiveness of Taiwan's Ports

Infrastructure & Facilities

Port Name	Kaohsiung	Keelung	Taipei	Taichung
Total Berths	121	56	18	50
Quay Length	27,960m	9,974m	4,298m	12,389m
Total Area (Ha.)	1,871	196	1,038	2,820
Container Berths	26	15	3	8
Container Quay Length	8,339m	3,704m	1,026m	2,380m
Quay Cranes	69	45	13	13
Max. Depth	-17.6m	-13.0m	-14.5m	-14.0m

Competitiveness of Taiwan's Ports

Liberalization – Free Trade Zone



**Total 6 free trade harbors
in Taiwan.**

Free flow of
goods

Diversified
operational
scope

Tax incentive

Higher ratio
for foreign
labors

One-window
service

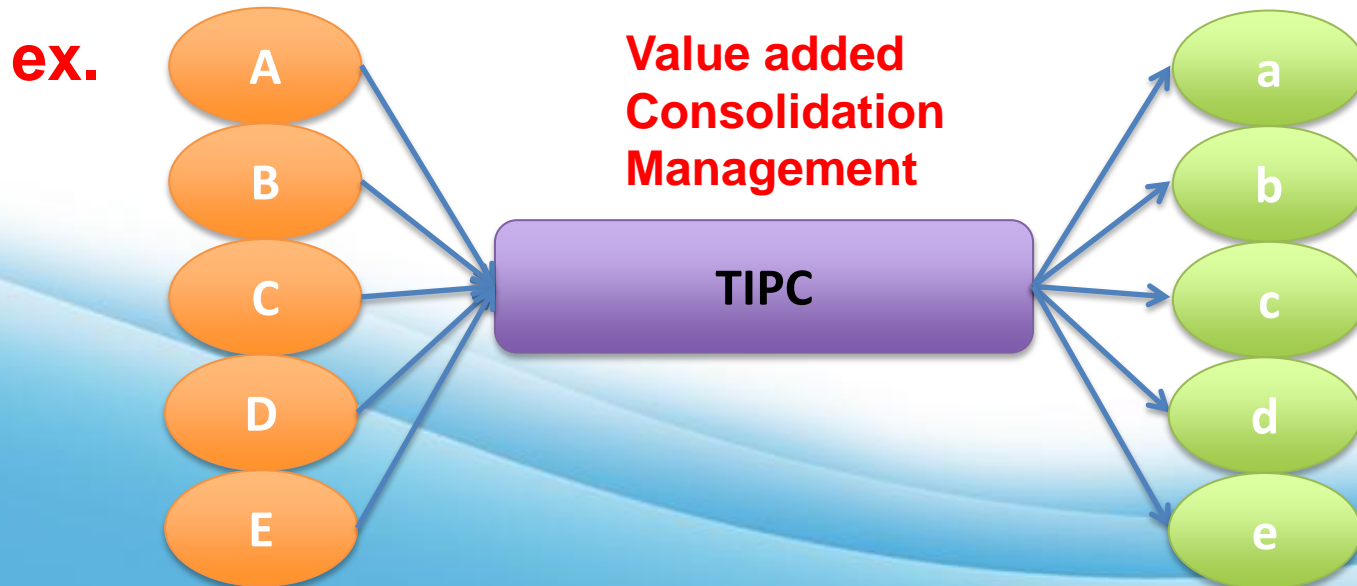
Convenient
business
entry

Competitiveness of Taiwan's Ports

Diversified Business – MCC & LME

Multi-Country Consolidation (MCC)

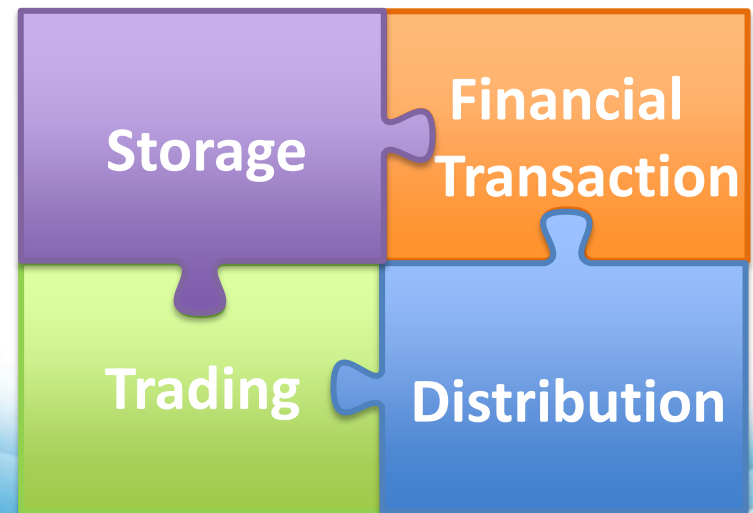
- Create a convenient custom environment for MCC business.
- Collect cargo from different countries/suppliers.
- Consolidate cargoes in Taiwan and distribute them to different destinations.



Competitiveness of Taiwan's Ports

LME

- The Port Kaohsiung is the 9th LME's delivery port in Asia in 2013
- Easily access to China's market because China is the biggest non-ferrous metal consuming country.
- We attract major dealers and brokers to invest in the LME business and warehouses in the Port Kaohsiung.



Better Services of Taiwan's Ports

**Strengthen
Container
Services**



Better Facilities

Higher Efficiency

Lower Cost

**Improve
Logistic
Services**



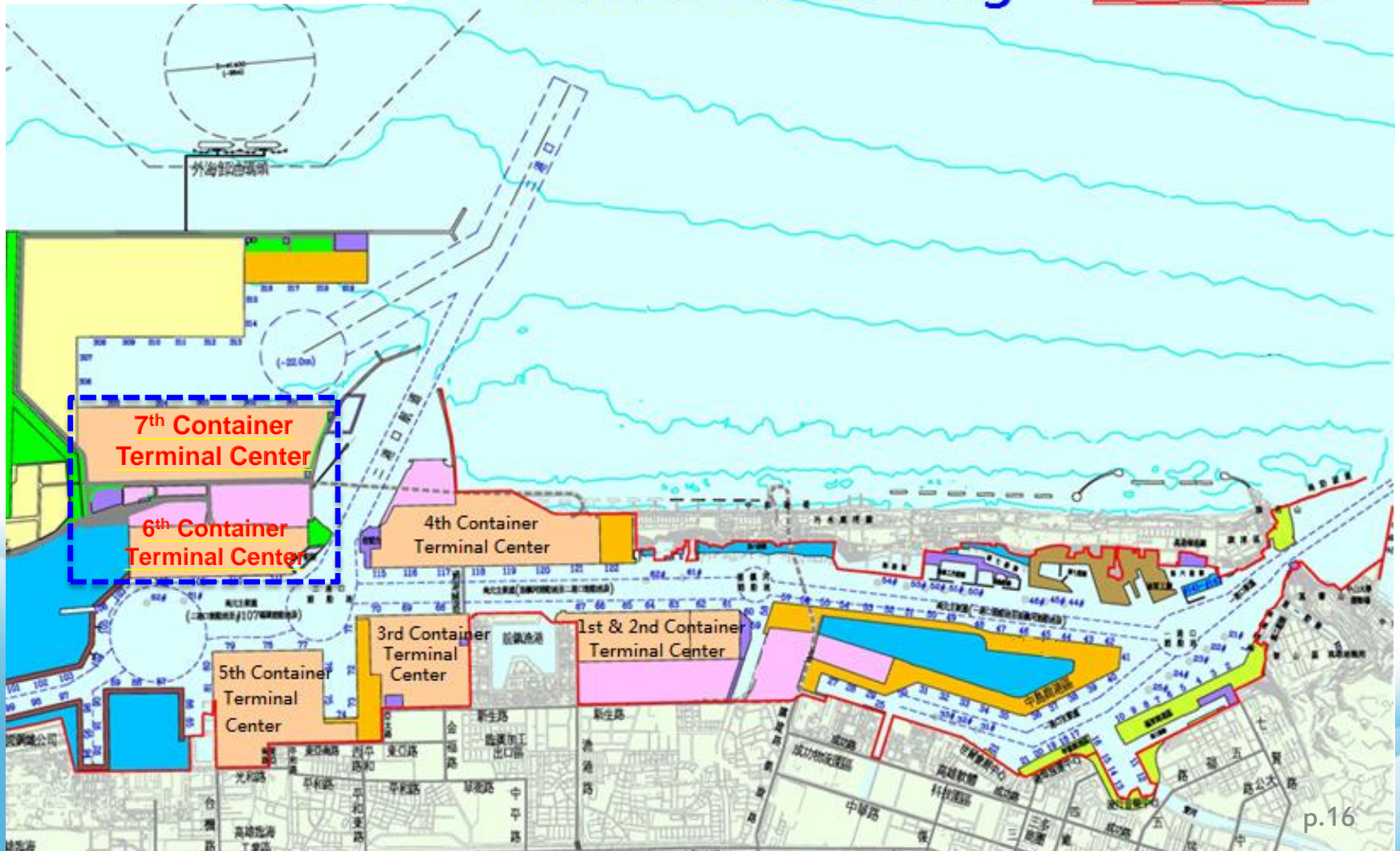
Better Facilities

Better Service

Strengthen Container Services

Better Facilities

Port of Kaohsiung



Strengthen Container Services

Better Facilities

6th Container Terminal

- Container Berths : 4
- Accommodated 13,000TEU Container Vessel



Berth No.	No.108	No.109	No.110	No.111
Year of Completion	2011		2014	
Terminal Length	960m		540m	
Depth	-16.5m	-16.5m	-16.5m	-16.5m
Area	37.4 ha.		37.4 ha.	
Design Capacity	1.4 Million TEU		1.4 Million TEU	
Gantry Crane	8		4	
RMG	22		28	

Strengthen Container Services

Better Facilities

7th Container Terminal

- Container Berths : 5
- Quay Length: 2,360m
- Max. Depth: -18.5m
- Yard Area: 152.23 ha.
- Accommodated 18,000 TEU Container Vessel



Strengthen Container Services

Higher Efficiency



6th Container Terminal

- Container delivery time only takes 12 minutes.
- The double-lift 40 feet gantry crane makes 40 moves per hour.

Able to handle two 40' containers simultaneously

Strengthen Container Services

Lower Cost



The Average Transit Times of Principle Cities in Asia Pacific Region

Marine Transit	(hour)
Singapore	124
Tokyo	110
Shanghai	78
Manila	68
Hong Kong	64
Kaohsiung	53

With our geographic advantage, we can help liners save transit time and cost.

Strengthen Container Services

Lower Cost

- **Container Volume Incentive**
- **Route Incentive Program**
- **All-containers Discharging Incentive**
- **Free of Truck Fee in Public Terminal**
- **Moorage Discount**
- **Tug Hire Charge Discount**



Improve Logistic Services

Better Facilities

New Public Warehouse			
Location	Floor Area	Project Duration	Budget
Kaohsiung (Qianzhen)	21,600 m ²	2013/5~2014/4	USD 13.3 millions
Kaohsiung (Nan Hsin)	20,660 m ²	2013/12~2014/8	USD 8.7 millions
Taichung	15,700 m ²	2013/7~2014/6	USD 11.2 millions
Keelung	6,000 m ²	2014/6~2015/6	USD 8.3 millions
Taipei	10,000m ²	2014/3~2015/6	USD 11.7 millions



Improve Logistic Services

Better Facilities

Qianzhen



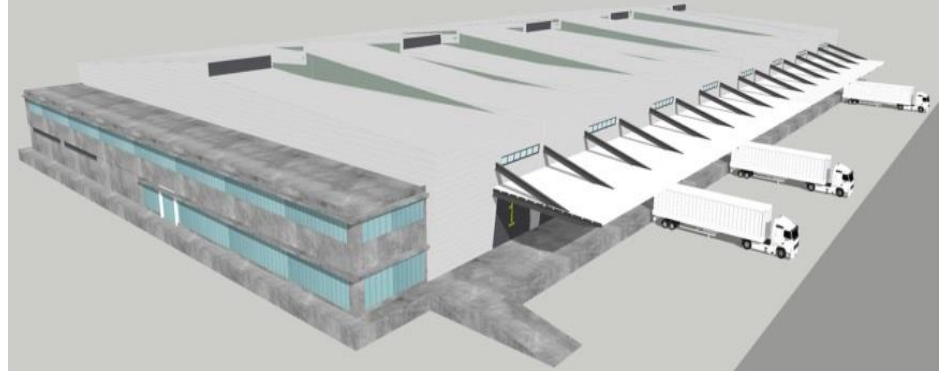
Nan Hsin



Improve Logistic Services

Better Facilities

Taichung



Keelung



Improve Logistic Services

Better Service

Multi-Country Consolidation
Collect Inter-Asia cargos and consolidate, distribute to NA & Europe

Reefer Logistics
Provide professional door-to-door cold chain service

Cross-Strait Express Service
Rapid and intensive direct shipping between Taiwan and China.

**Logistic
Subsidiary**

Reverse Logistics
Allow quick, efficient and cost-effective collection and return of goods

Conclusions

- **Taiwan's ports are in excellent location, and also the best base to approach China market.**
- **TIPC devotes to providing a great harbor environment, both in hardware and services.**
- **TIPC has high efficiency logistic services and container terminals, and we keep updating our facilities.**
- **TIPC is aggressive and reliable – any kind of cooperation is welcome!**

Thank you for your attention!



Kuo-Ming Chang

Vice President

Taiwan International Ports Corporation

E-mail: kuoming@twport.com.tw