



NV TERMINALS PROFILE

Premier Independent Maritime Facilities Developer & Consultant

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WHO WE ARE

NV Terminals Sdn Bhd (NVT) is an established specialist in the development of maritime facilities, successfully delivering projects in Southeast Asia and Australasia. With extensive greenfield container, general cargo, cruise and land logistics experience, NVT also participates in consulting and advisory services for ports & logistics projects specifically in greenfield developments.

We have a well-established extensive network of partnerships, successfully leading to the completion of several projects in Southeast Asia and the South Pacific. We have also extended our services to cover Special Economic Zones of various types that fit into regional supply chain ecosystems.

OUR VISION

We seek a world where cities and nations can fulfil their maritime potential and embrace the multiplying economic value of the sea.

OUR MISSION

We will take the lead in niche port development, assisting governments and investing into businesses and projects towards establishing viable port & terminals in brownfield or challenging greenfield sites.

OUR TEAM

Kamal Abdollah, Director, Cruise Ports & Special Economic Zones

Began as a communications and branding professional for the port industry before becoming a specialist in the development of cruise ports. Kamal's career started at Johor Port Berhad in Pasir Gudang where he took on a communications and marketing support role. Later he joined Port Klang Cruise Centre (PKCC), where he successfully re-established PKCC's presence within the region and developed its network within the cruise industry ecosystem, including establishing new excursions closer to the port- a major challenge for the location. He was instrumental in linking up the terminal with the local Mah Meri tribe, resulting in a win-win neighbourhood partnership, as well as with the Royal Town of Klang.

With NV Terminals, Kamal was involved in various cruise port developments undertaken by the company at the site-spotting, feasibility and conceptualisation stage. He champions the industry through approaching both government policymakers and project developers to improve awareness of the fundamentals of what is still relatively new to Asia. Towards this end he has spoken in seminars and conferences throughout the region. Kamal is also involved in the review and strategic planning of Special Economic Zones, with a particular interest in Free Zones.

Tunku Kardej Bahrin, Director, Privatisation & Project Finance

Former investment banker who was actively engaged in various corporate transactions involving initial public offerings, mergers and acquisitions and infrastructure project finance. He advised multinationals, corporations and governments on transactions exceeding RM30 billion. He was also involved in the establishment of the Islamic Development Bank's (IDB) investment banking operations based in Jeddah where he was Vice-President for Corporate Finance.

Karl ventured into several businesses within the ASEAN region for the provision of anti-counterfeit, parallel trade control and brand protection services with nationwide operations in research & technology, enforcement, fuel terminal operations, production, logistics and engineering. After leaving the business Karl continued down the entrepreneurship path with a foray into an international F&B franchise as well as with NV Terminals.

Haris Aziz, Director, Port Planning & Management

A seasoned leader with turnaround business successes in the Malaysian port industry. His past experience includes privatization, acquisition and merger of two port-operating companies to its present entity and business transformation. Haris has diverse management expertise through experiences in the manufacturing, logistics and the port industry.

He previously served as Deputy Chief Executive Officer / Chief Operating Officer of Northport, a multipurpose port with an installed container terminal annual capacity of 5 million TEU, 12 million tons break-bulk, dry-bulk and liquid-bulk facilities, 1 million square feet of on-dock warehouses and distribution park facilities and 120,000 units' vehicle RORO terminal annual capacity. For NV Terminals, Haris is a key player in consulting work involving the development of master plans for ports and special economic zones. His insight into port operations enables us to quickly assess the viability of cargo port facilities both in terms of logistics and trade, and make the necessary recommendations to improve existing ports.

Low Len Toong, Operations Analysis & Optimization

A veteran in the field of analysis of systems and operations processes. Low served three decades in Northport, Port Klang in various roles ranging from systems analysis, operations improvement and quality assurance with his last post being as Head of Procurement. Throughout these roles he displayed a keen eye for detail in identifying problems, determining possible causes and finding possible solutions. In particular, he is able to discover how issues at the micro level can impact performance at the higher level.

After leaving Northport, Low continued his work in operations and systems analysis, playing a critical role in the developing a baseline for the Master Plan Study for Penang Port delivered in 2021. His understanding of operations helps bring cost-saving and efficiency improving solutions to the fore.

Ramlan Kamal, Market Forecasting & Rail Transport

Ramlan has accumulated over four decades of experience in the transport and logistics industry in Malaysia and abroad. Over the years, Ramlan was associated with various Malaysian ports and logistics companies such as Kontena Nasional, Klang Container Terminal and MISC. Later in his career he would continue carrying out consulting work with substantial contributions to port privatization, covering business development aspects towards forecast and development of future traffic. Some of his work experience includes the development of Port Tg. Pelepas, Pasir Gudang, Yangon and Samarinda as well as Klang Container Terminal now known as Northport. Ramlan is also an expert in rail transport management and development.

For NV Terminals, Ramlan contributed towards the feasibility study of a Free Zone for Kota Kinabalu Industrial Park, a launchpad in transforming Sabah into an industrialised economy. He also contributes to the Technical and Vocational Education and Training (TVET) sector, covering rail transport management plan for University Tun Hussein Onn Malaysia.

Faudzi Hussin, Supply Chain Logistics

Faudzi is a chartered logistics professional who in his four decades of work has held logistics related management positions in various companies ranging from shipping agencies to manufacturers such as BASF-Petronas and conglomerates such as Sime Darby. In these positions Faudzi was heavily involved in supply chain optimization and planning.

Upon retirement, Faudzi continued his contribution to the logistics industry with consulting work for ports and logistic hubs across Malaysia and abroad. Among his involvements includes the planning of Daru Port in Papua New Guinea, the development of a logistics hub in the Iskandar region of Johor state and the redevelopment of Port Klang Free Zone (PKFZ). For NV Terminals, Faudzi contributed to the master planning of Penang Port and the feasibility study of a free zone for Kota Kinabalu Industrial Park.



OUR SERVICES

We are involved in build, operate & transfer projects either in an investment or consulting role. In addition, we offer comprehensive port & terminal development services covering a wide scope. We specialise in start-ups and niche projects whether it is a specialised cargo berth, integrated logistics park, multi-purpose port or integrated cruise terminal.

Consulting - Port & Logistics

Our primary expertise is in start-ups and realising business value in established ports. NV Terminals' field of expertise includes

- Concessions & Planning / Preliminary / Investigative Studies
- Development of sustainable business models
- Financing options either directly or via our associate investment houses
- Mode of cooperation include direct equity stakes JVs/partnerships or in special circumstances management contracts

Operations, Management and Oversight

We can optimise management and operations of logistics parks or terminals, whether they are just starting up or are legacy facilities needing a new direction.

Strategy, Branding & Marketing

Not every location can be a mega-port. We help ports and terminals find their niche, building a model for a sustainable business through focusing on their strengths. We can also expand the new terminal's reach using our own network and connections.



OUR SCOPE

The scope of our activities extends beyond traditional port projects and into niche markets, under-developed geographic locations and pioneering maritime ventures.

Logistics & Industrial Parks

We have put our resources into various free zone projects in Malaysia and the region. Our scope in this field includes sector segmentation, feasibility and a realistic market-ready execution plan, including integration and revenue streams linked to the relevant port.

Container & General Cargo Ports

We have extensive experience and resources in port management and operations including best practices and business strategies needed to ensure viability and competitiveness. This includes developing the necessary cargo base and shipping links.

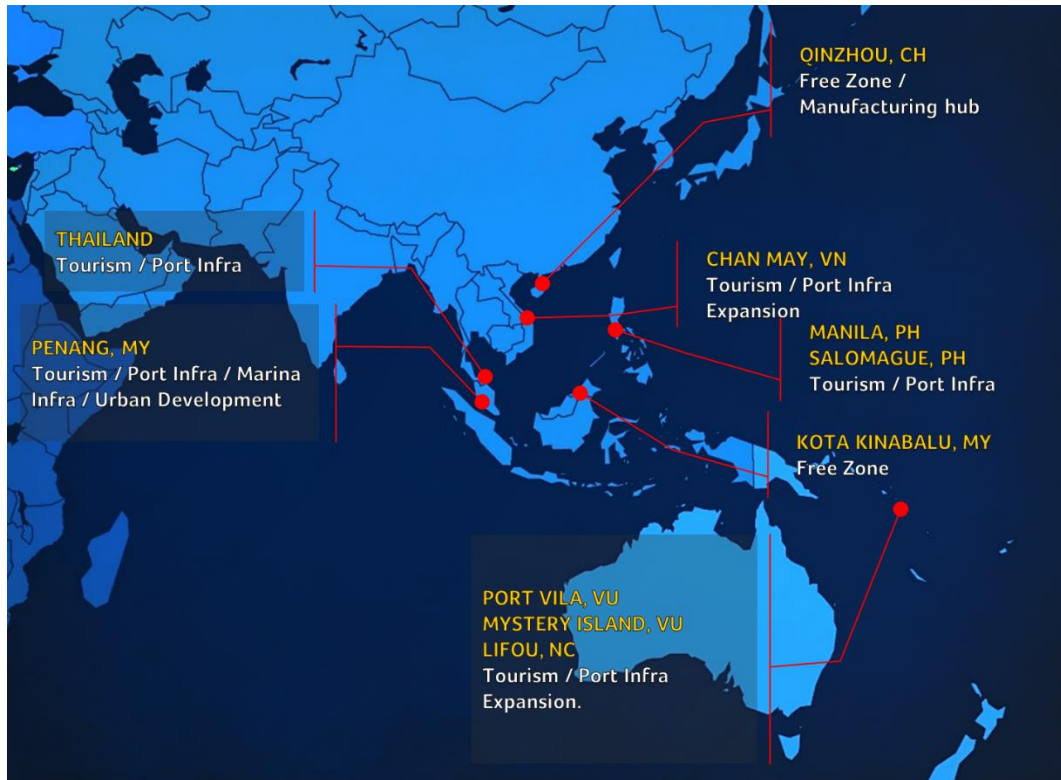
For general cargo, there is a diversity of challenges in terms of operations, mechanisation, logistics, commercial contracts and more. We have the experience to meet these challenges to deliver revenue and productivity improvements for liquid, break bulk and dry bulk.

Cruise & Passenger Terminals, and Marinas

The global cruise industry considers Asia its sunrise market and have been aggressively expanding within the region. We are one of the few independent outfits with the capability to plan, develop and manage a cruise terminal in Asia.

Our expertise has been recognised internationally and we have been development partners of Royal Caribbean for port development in Asia and the South Pacific. This role has brought us experience in developing other aspects of the industry, including shore-side commercial developments and marinas.

CURRENT & PAST PROJECTS



Cruise, Passenger Terminals & Marinas



Swettenham Pier Port Expansion, George Town, Penang

In the first quarter of 2017, Penang Port and Royal Caribbean announced their intention to form a joint venture to expand Swettenham Pier Cruise Terminal in the UNESCO World Heritage Site of George Town, Penang. The project is posed to be a world class cruise destination as the location has all the ingredients for success. The terminal has jetty facilities in naturally deep waters and has heritage buildings on the shore side ripe for redevelopment within 15 minutes walking distance of major tourist hot spots. The JV was formalised in the third quarter of 2018.

We had worked on the site with Royal Caribbean, facilitating the formation of the master plan as well as drawing up a working financial model from which to take the project to the next stage. The initial phase of development will begin late 2018 and involves extending the jetty to almost double its present length and enabling it to handle the largest cruise ships in the world simultaneously with the current cruise mainstays in Southeast Asia. This improves the terminal's ability to balance homeporting calls that are important for the project's sustainability with international calls that fulfil the state and country's tourism agenda and boosts the cruise industry's role in Penang's growth story.

Port Expansion for Quantum-Class, Chan May, Vietnam

We were involved in the planning of and project oversight for the expansion of Chan May port in Vietnam to enable it to accommodate Oasis-class vessels. Delivery of the project in mid-2015 enabled the maiden call of Voyager of the Seas in August 2015.

Follow-up expansion work to optimise the berth further was completed in 2018. Chan May is now the primary port of call for mega cruise vessels calling to the Danang Area.

Voyager of the Seas after successful berth improvements and expansion for Chan May port in 2015.
(pic: chanmayport.com.vn)





Proposal for Areca Isle Marina, Penang

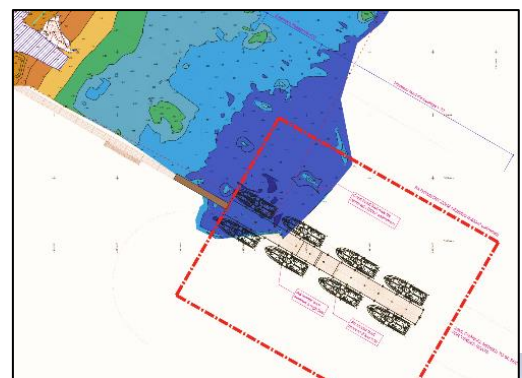
We developed a proposal for a marina off a popular bay waterfront location in Penang, Malaysia for a local government agency. The location presented various challenges for a marina development, not the least of which was the lack of natural depth closer to shore. We also had to consider the sensitivities of residents who were understandably protective of their waterfront. The solution was to reclaim an island off the coast linked by a bridge, that would turn the bay into a watersports haven. A feasibility study for the commercial viability of the marina was carried out and the best phasing plan for its development was established. Unfortunately, the approval process was over-extended, and we decided to move on.

Facilities for Mega Cruise Calls, Vanuatu and New Caledonia

The South Pacific cruise playground receives 250,000 visitors per annum and links the Australian cruise market to the Hawaiian Islands. However, the location was underdeveloped in terms of facilities.

We were involved in redeveloping berths at prime South Pacific locations to better handle cruise vessels. Most of these destinations require tender ops, and our work on improving their jetties improved excursion turnaround times and the shore excursion experience in these locations.

The first successfully delivered project was the expansion of the Port Vila, Vanuatu cruise berth in December 2015. This was followed by the completion of the tender jetty for Mystery Island in early 2016. Another tender jetty, for Lifou in New Caledonia, commenced operations in 2018.



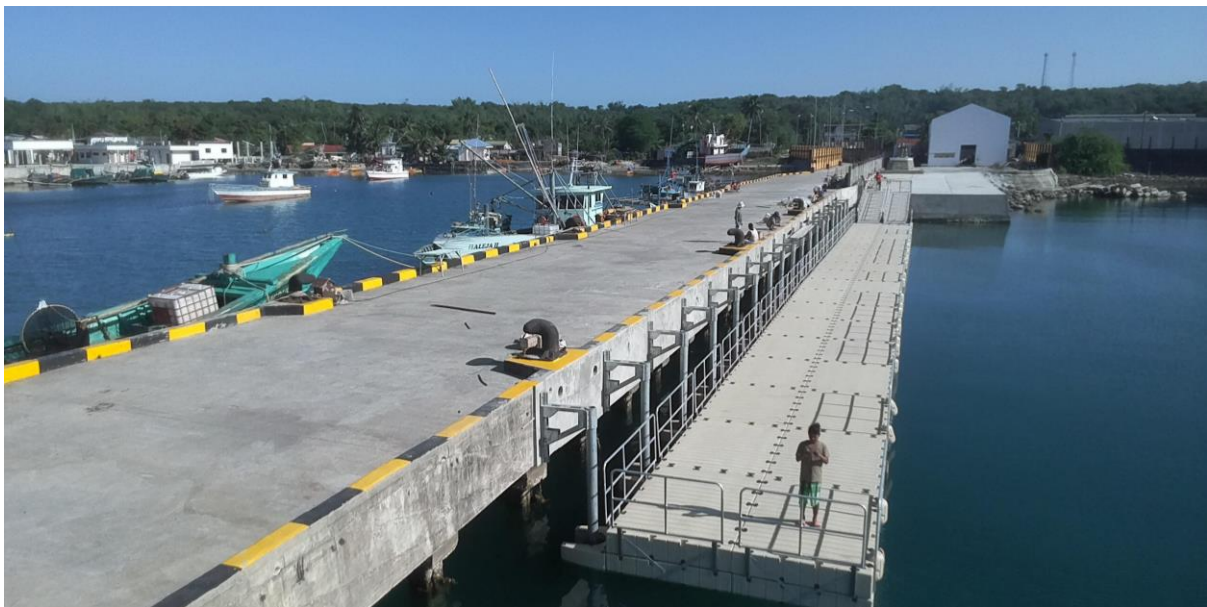
Successful delivery for Port Expansion for Port Vila cruise berth in Vanuatu.

Cruise Terminal Greenfield Development, Manila, Philippines



A new cruise terminal is being developed in Manila as part of an ongoing effort to tap into the Hong Kong and Shenzhen source market through offering more options for short itineraries favoured by Asians. The location itself is also an attractive homeporting option especially for cruise lines that prefer island-hopping exotic itineraries.

We are working with an international port operator to develop a pre-existing site that will eventually form an integrated waterfront development. We have carried out the necessary financial modelling and market studies and will eventually carry out technical feasibility studies once the initial approvals have been obtained.



Ilocos Cruise Port, Salomague, Philippines

We have also conducted studies for other Philippines destinations that will eventually connect with Manila to form a more flexible itinerary selection for short and long cruises. The first such port developed under this initiative is Salomague in the Ilocos region.

Ilocos Cruise Port was launched in the December 2019 with the arrival of the largest cruise ship deployed in Asia at the time, Spectrum of the Seas. The ship called again in the following month to great success. With just a one-year turnaround from inception to delivery, Ilocos Cruise Port was our fastest progressing project and showed how transformative a simple plan can be if executed by the right minds.

Commercial / Industrial Ports & Free Zones



Business Plan and Feasibility Study for a Free Economic Zone, Kota Kinabalu Industrial Park, Sabah

This is a study carried out on behalf of a Malaysian federal government agency for the state of Sabah. The core idea of developing a Free Economic Zone (FEZ) in Sabah's capital is to establish an industrial base that will eventually address issues in logistics and trade that hold back the state's economy. Kota Kinabalu Industrial Park (KKIP) occupies 8,300 acres, more than half of which is designated for industry. The study seeks to establish strategic targets for KKIP and the parameters and planning for a FEZ that will help realise those targets. It will be the first Free Zone in Sabah and is intended to coincide with the development of a new container port in nearby Sepanggar Bay. For this project we worked with a Hong Kong-based economics team that had previously done work in Sabah, complementing our ports-based expertise with their broader understanding of the underpinning macroeconomics.

Penang Port Master Plan, Butterworth & Prai, Penang

We were appointed along with two study partners by Penang Port Sdn Bhd to carry out the master plan study for the future 30-year development of Penang Port. This involved designing for a challenging location, with Penang Port being a historic port that had been growing organically along with the surrounding urban setting. Much like European ports, this meant Penang Port would face planning constraints involving the different stakeholders that look to develop the state's coastline. This was a comprehensive study covering all dimensions except legal but had to be carried out within a short time frame of three months to meet the port's stakeholder demands. The plan we created enables the port to make the leap from a growing gateway port to an established, mature regional cargo centre. It also establishes the baseline requirements for the future of Penang Port that would guide the port operator in their future dealings with the location's various stakeholders.



Masterplan for a Halal Manufacturing Park, Qinzhou, China

This 60-acre park was established as part of the 5,500-hectare Malaysia-China Industrial Park in Qinzhou. The park is an early G2G initiative formed as part of the intensification of Malaysia's trade and industry links to China in the past five years. We conducted a feasibility study and produced concepts and a master plan. This included identification of the appropriate sectors and investors that would bring the success of the project for the owners Sanbao Resources Inc. The resulting Halal Manufacturing Hub will leverage on Malaysia's knowledge in the field which was still relatively new to China's manufacturers at the time.

Conceptualisation of Melaka Port City, Klebang, Melaka

We were called to help expand upon plans for Klebang in Melaka state to build a full-fledged maritime facility on a 1,000-acre island. From a rough initial port concept established by the client we had identified the commercial and industrial sectors that could work for such an undertaking. The concept that we finally settled upon was Melaka Port City, a facility that would serve to complement rather than compete with nearby ports in the Straits of Melaka.

We conducted a hydraulic study and produced a conceptual master plan with capex costings from which the project could progress. However, the project itself was shelved due to unfavourable conditions for the investor.





NV Terminals is a Ministry of Finance Malaysia registered company.

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