

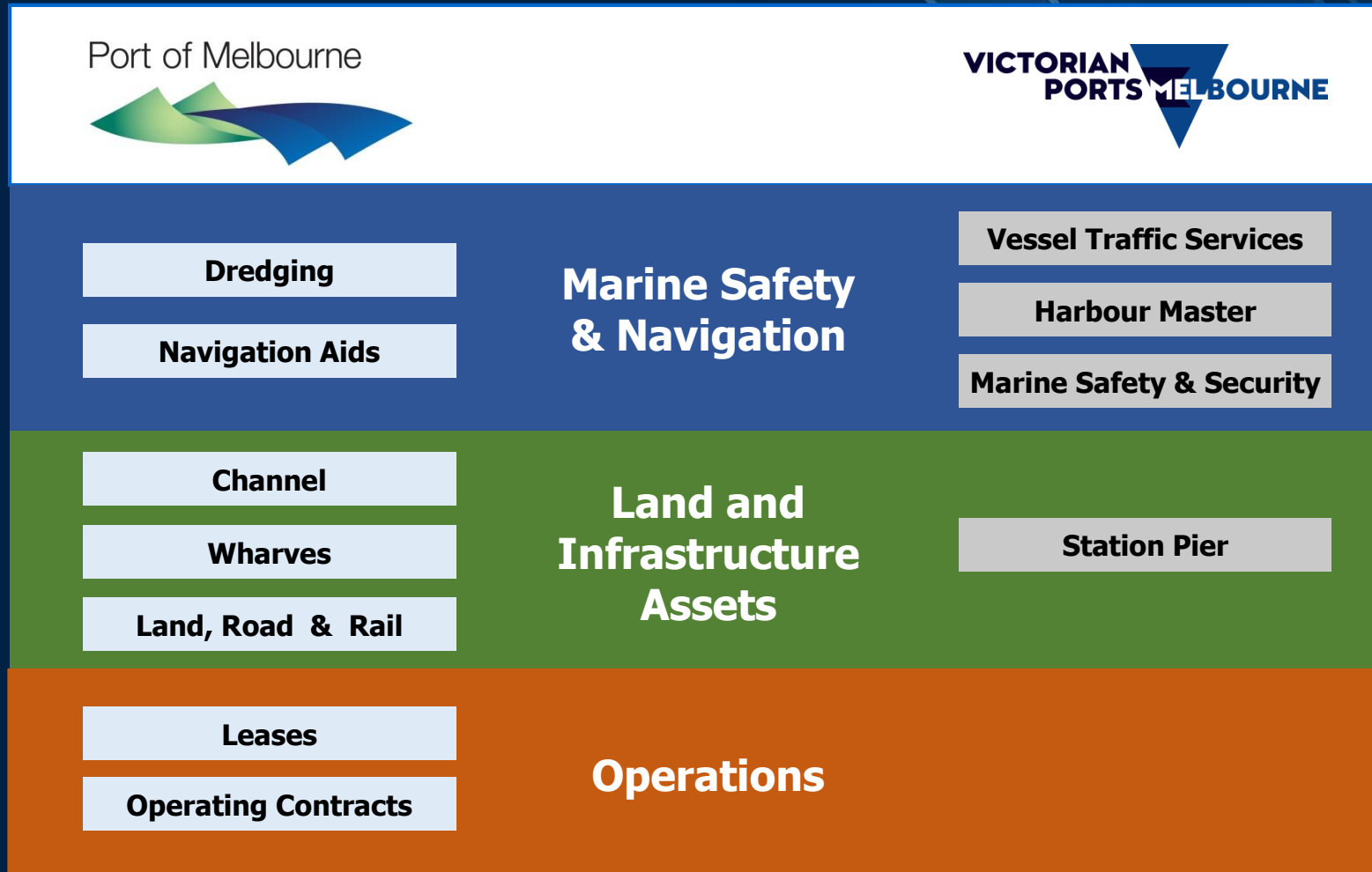
# Global Shippers Forum & ICHCA

Port of Melbourne CEO, Brendan Bourke

Port of Melbourne



# Port Operating Model





# Our business

Our port	Our trade	Our infrastructure	Our port gate
<ul style="list-style-type: none"><li>• &gt; 500 hectares of port land near CBD</li><li>• Four municipal councils on port boundaries</li></ul>	<ul style="list-style-type: none"><li>• &gt; 2.7 million containers per year</li><li>• &gt; 1,000 new motor vehicles per day</li><li>• &gt; 87 million revenue tonnes annually</li><li>• ~ \$95 billion in total trade value</li></ul>	<ul style="list-style-type: none"><li>• 30 commercial berths</li><li>• &gt; \$2 billion invested in port infrastructure over the last decade</li></ul>	<ul style="list-style-type: none"><li>• &gt; 3,000 ship visits per YEAR</li><li>• ~ 10,500 truck visits per DAY</li><li>• ~ 36 train visits each WEEK</li></ul>

# Looking Forward



**Capacity for growth  
over the 50 year  
lease**



**Alignment with State  
interests to support  
Victoria's ongoing  
economic growth**



**Lease transaction  
completed October  
2016**



**Pricing certainty  
through regulatory  
model**



**Cooperative port  
community with a  
shared vision for  
growth**

# Our Role

“

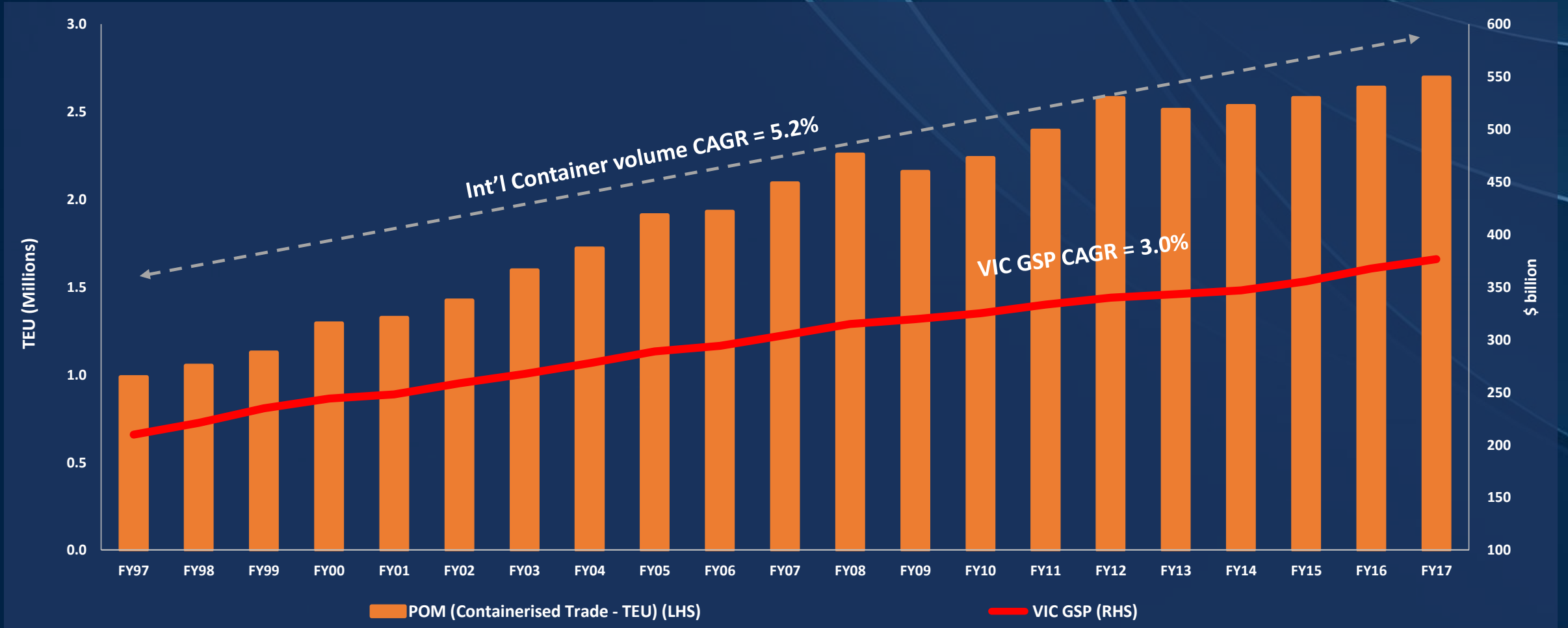
The better the port works, the better Victoria works.  
And that's better for all of us.

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As private manager of the port, PoM is aligned with the commercial interests of our customers and is keen to work with industry and the State to grow the port and deliver least cost infrastructure to ensure a sustainable competitive supply chain.

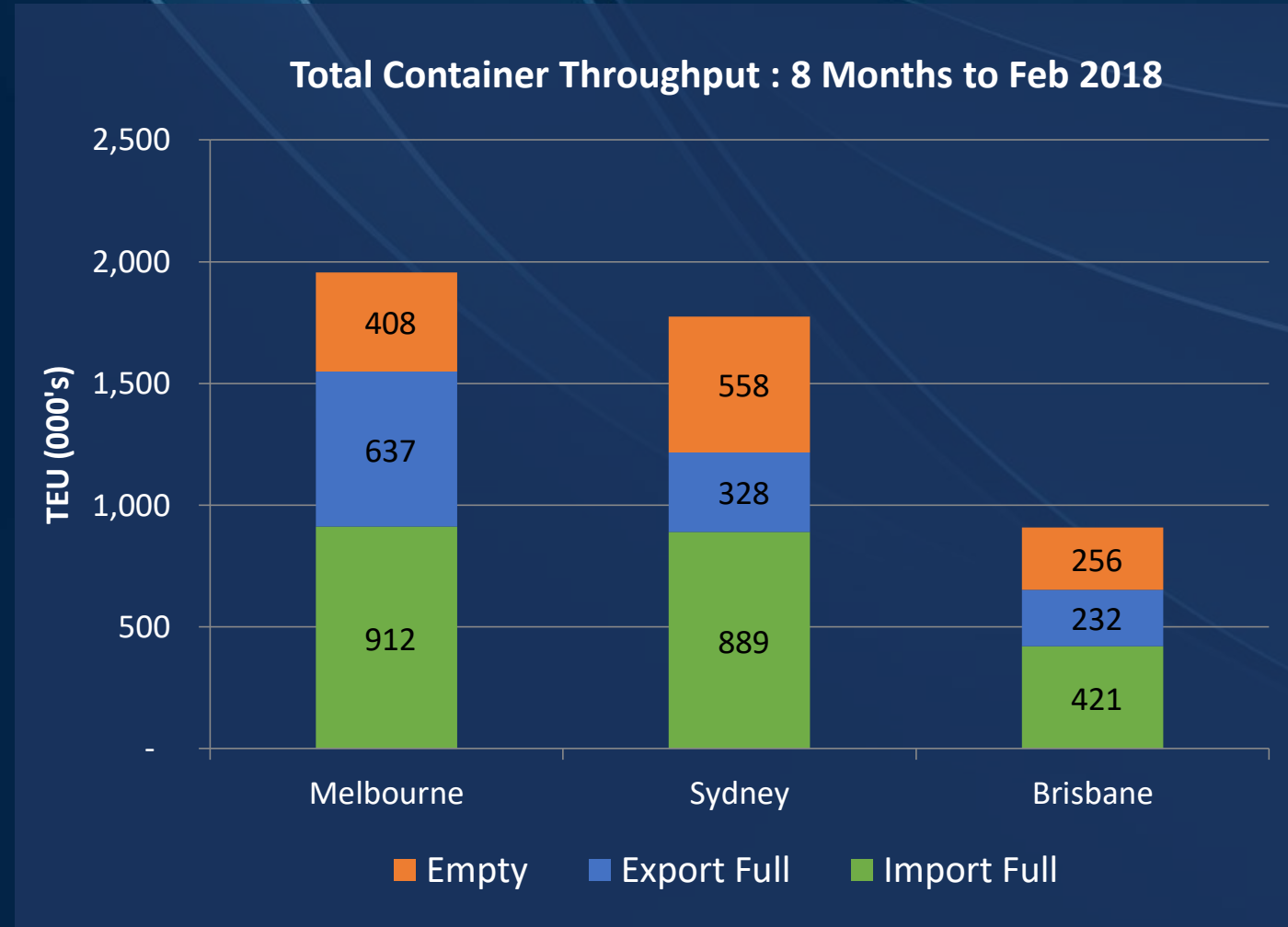
# Our history underpins future





# Our Port

- The Port of Melbourne is the largest container and general cargo port in Australia
- Melbourne has a strong export base
- Good trade growth over last 12 months
  - Container trade + 8%
  - The State's forward infrastructure program will feed through the economy



# Business environment

## SHIP SIZE

Changes in the shipping market is driving demand for larger ships which in turn influences how our local supply chain works

## POPULATION GROWTH

Melbourne and Victoria population growth is placing new pressures on our infrastructure and city planning.



## COMPOUND ANNUAL GROWTH

Container movements have increased higher than predicted forecasts in response to economic activity.



## INFRASTRUCTURE INVESTMENTS

Strong investment in significant infrastructure projects is driving economic growth, new markets and supply chain opportunities.



## SUPPLY CHAIN INNOVATIONS

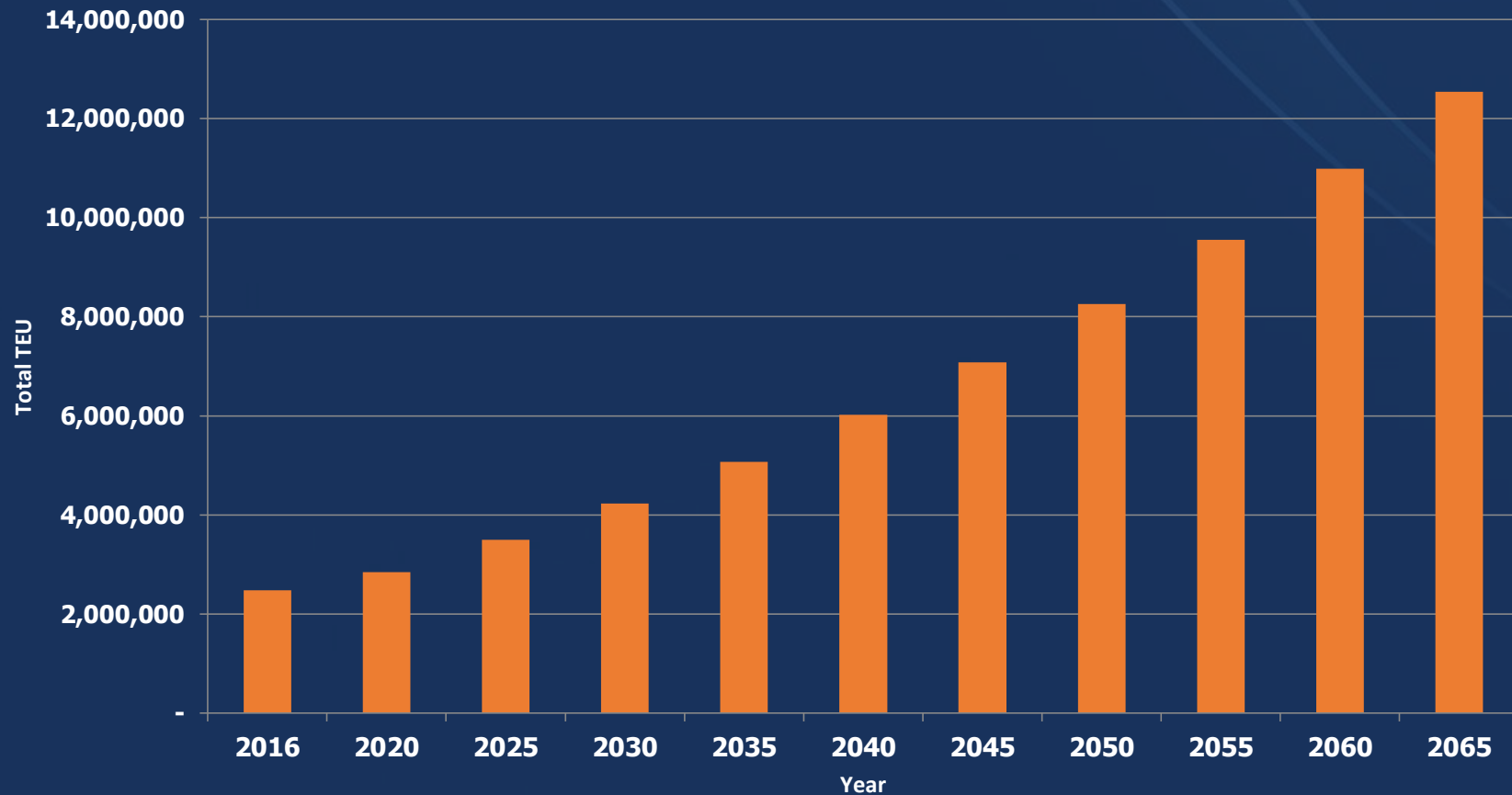
Continued development of efficiency outcomes





# Port Growth Outlook

Forecast Container Trade Demand



## Key growth drivers

- Economic activity
- Population growth

10

Aerials: January 2017

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# Delivering the future

## Plan for growth

- 30 Year Port Development Strategy
- Invest to maintain capacity

## Prepare for increased vessel size

- Maximise existing built infrastructure
- Expand capacity through new infrastructure

## Optimise landside productivity & efficiency

- Develop an efficient on-dock rail capability
- Promote metro port rail shuttle network development
- Support delivery of new road infrastructure

## Community

- Promote appropriate Port environs planning



# Conclusion

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“ We are working with industry  
– both inside and outside the port gate –  
to deliver on our commitments. ”

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50 year lease provides certainty to plan for the future



Collaborative engagement with stakeholders with a focus on value creation



Invest for future capacity.

An aerial photograph of the Port of Melbourne, showing a large container ship with 'MSC' on its side docked at a pier. The pier is filled with numerous container cranes and stacks of shipping containers. In the background, the city of Melbourne is visible, including the Yarra River and various urban buildings.

# Thank You

Port of Melbourne

