



High performance. Delivered.

# Accenture Ports Solutions: How strategic positioning and smart operations can help Asia-Pacific Ports

Changes...

Asian Ports are witnessing the tides of change...

Changing....

- trade partners
- infrastructure
- sea routes
- ship sizes
- structure of the liner industry

A continuing shift in global trade favors the rapid growth of ports in Asia

But as growth trends moderate, ports and operators will compete to grow market share while increasing their focus on productivity and margins

Challenges from this change....

1. Margin Pressures – pressures from falling net income and margins force ports to reduce the handling charges per TEU
2. Expansion – increase in trade challenge Asian ports to increase productivity and operational efficiency KPI's
3. Competition - multiple global terminal operators are competing for their share

Of the 10 busiest ports in the world in 2010, nine are in Asia and six are in China...

Collaboration is key...

1. Collaboration will be the key to survival in the emerging port and terminal industry landscape in Asia
2. Collaborate to improve productivity and efficiency
3. Collaborate to differentiate strategic capabilities – 'product and pricing'

Across the world ports are investing in capabilities

The channel ahead for Asia is to create and innovate with an open mind and leveraging this with collaboration and coordination...

Accenture has the capabilities, experience and deep industry knowledge to provide strategic insight and operational improvement roadmaps for port authorities and terminal operators.

Accenture Port Solutions is a suite of technology systems that delivers high performance to port operations in three key areas:

- Terminal enterprise process
- Terminal operations
- Terminal performance.

These systems create an agile, intelligent port operations that can handle a higher volume of cargo with less infrastructure and a lower associated cost.

A comprehensive port solution is needed to remain competitive and to make your business more predictable, transferrable and readily scalable.

The time to collaborate is now

Accenture is ready to anchor across the tides of change, by delivering high performance in strategic positioning and smart operations to Asia Pacific Ports.