



THE 30th IAPH WORLD PORTS CONFERENCE

7 - 12 May 2017

Bali Nusa Dua Convention Center, Bali - Indonesia

Role of Feeder in the Shipping Industry

Aditya Girindra Wardhana

- Senior General Manager Business Development Samudera Shipping Line



Evolution Shipping Industry & Shipping Route

Enabling Trade. Energizing The World

- Feeder Business
- Feeder Evolution & Role
- Who is who on the Feeder Industry
- SSL as one of the main Feeder Operators
- Outlook and SSL Development





Feeder Business

What is Feeder?

- Vessel Size Evolution
- Hub & Spoke Port Concept
- Feeder as main supporter of Hub – Spoke Concept

Hub Ports

Spoke Ports



Origin/ Destination



Benefit & Type of Feeder?

- Feeder Benefit
 - Transit Time
 - Cost Benefit
 - Frequency
 - Market Penetrating Agent

- Type of Feeder
 - Common Regional/ International Feeder
 - Dedicated Regional/ International Feeder
 - Domestic Feeder



Feeder Evolution & Role

Feeder Size Evolution?

- Feeder Size Evolution

- >> 20 years Ago

- << 1,000 teus



- Feeder Size Evolution

- >> 20 years Ago

- As big as Post Panamax vessel



Feeder Role

- To the Container Hub Ports
 - Growth Engine
 - Connectivity & Frequency
 - Hub Ports Efficiency
 - Market Penetrating Agent
- To the Spoke Ports
 - Growth Engine
 - Connectivity & Frequency
 - Cargo conversions
 - Opening of new Spoke Ports
- To the Long-haul Carriers
 - Growth Engine
 - Connectivity & Frequency
 - Market Penetrating Agent
 - Cargo Conversions Agent





Who is who on the Feeder Industry

Who is Who on the Feeder Industry

Rnk	Operator	TOTAL	
		TEU	Ships
1	APM-Maersk	3,330,375	633
2	Mediterranean Shg Co	3,055,583	510
3	CMA CGM Group	2,238,167	454
4	COSCO Shipping Co Ltd	1,718,797	315
5	Hapag-Lloyd	1,052,465	175
6	Evergreen Line	1,022,831	194
7	OOCL	676,570	107
8	NYK Line	603,692	108
9	Yang Ming Marine Transport Corp.	585,206	99
10	Hamburg S&Wd Group	559,164	106
11	MOL	516,263	79
12	UASC	485,554	50
13	Hyundai M.M.	404,793	65
14	PIL (Pacific Int. Line)	374,810	142
15	K Line	368,610	63
16	Zim	331,222	73
17	Wan Hai Lines	238,071	89
18	X-Press Feeders Group	141,850	87
19	KMTC	123,871	62
20	SITC	103,334	77
21	IRISL Group	97,671	45
22	Arkas Line / EMES	74,310	42
23	Sinotrans	68,271	44
24	Quanzhou An Sheng Shg Co	67,073	46
25	TS Lines	65,314	32
26	Simatech	64,953	21
27	SM Line Corp.	62,978	15
28	Zhonggu Shipping	60,240	45
29	UniFeeder	54,480	50
30	Grimaldi (Napoli)	50,622	42
31	Transworld Group	50,071	30
32	Emirates Shipping Line	48,085	10
33	RCL (Regional Container L.)	48,021	25
34	Sinokor	46,298	39
35	NileDutch	44,049	14
36	Matson	43,049	26
37	Swire Shipping	42,894	29
38	Heung-A Shipping	40,950	35
39	Stream Line (Seatrade BV)	38,445	55
40	Salam Pasific	38,393	46
41	Samudera	37,346	37
42	Seaboard Marine	35,586	24
43	Meratus	32,734	51
44	Ningbo Ocean Shg Co	31,586	42
45	Tanto Intim Line	29,990	50
46	Linea Messina	28,070	11
47	Temas Line	26,197	34
48	Namsung Shipping	25,253	27
49	Shipping Corp. of India	21,078	5
50	MACS	19,212	11

• Global/ Regional International Feeder:

- Xpress Feeder
- PIL/ ACL
- RCL (Regional Container Line)
- Samudera
- Simatech
- Arkas

• Domestic Feeder:

- Salam Pacific/ SPIL
- Meratus
- Tanto Intim Line
- Samudera
- Temas Line

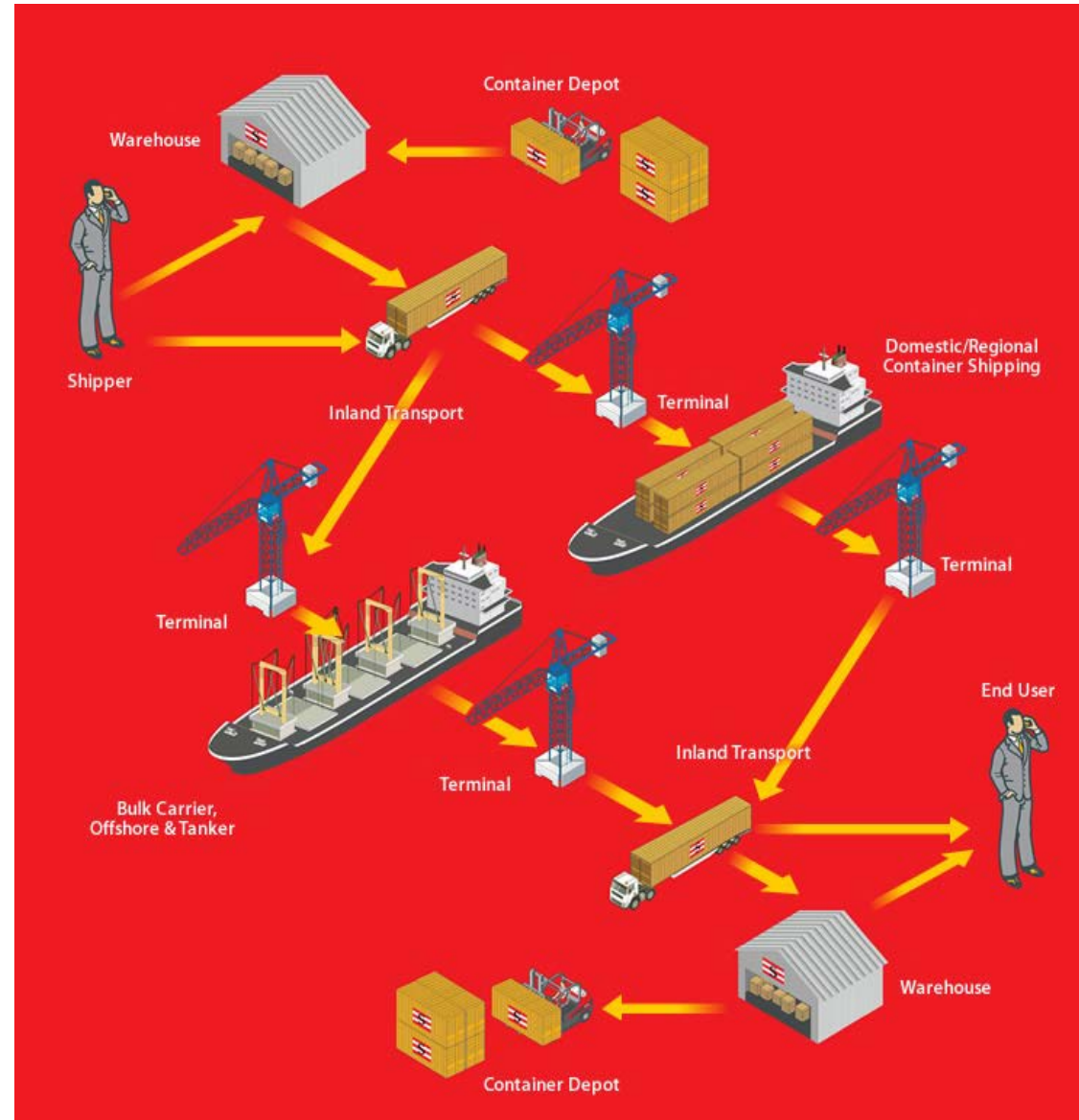
* Alphaliner





**Samudera Indonesia Group
as Regional Feeder & Domestic
Feeder Operator**

Samudera Indonesia is an integrated cargo transportation and logistics company established in 1964.



Samudera Regional Feeder

Samudera Shipping Line Ltd. Regional Shipping arm listed in Singapore Stock Exchange main board

- Consistence container t'put last few years: 1.3 million teu
- Majority Container Business: Feeder/ SOC (Shipper Owned Container)
- Operate 25 Container Vessel From 241 teus - 2,664 teus
- Area coverage: Far East up to Persian Gulf



Indonesia Domestic Shipping arm. (PT Perusahaan Pelayaran Panurjwan)

- One of the main operator on the Indonesia domestic shipping
- Mixed container business portfolio between SOC/ Shipper Owned Container and COC/ Carrier Owned Container
- Operate 12 Container Vessel
- Area coverage Western Indonesia to Eastern Indonesia





Feeder Outlook & SSL Development

Feeder Outlook & Samudera Feeder Development

Samudera is in opinion the feeder industry is still needed for shipping industry and port industry development be it by providing efficiency, frequency as well as market penetration

- Samudera Shipping Line Regional Feeder Development
 - Expanding into niche port in Asia (i.e. Songkhla in Thailand, Sihanoukville in Cambodia etc.)
 - Expanding the hub operation
- Samudera Shipping Line Domestic Shipping
 - Domestic Shipping in Thailand (Bangkok river port to Laem Chabang)
 - Domestic Shipping in India (East Coast of India domestic Shipping)

Thank You

THE 30th IAPH WORLD PORTS CONFERENCE
7 - 12 May 2017, Bali Nusa Dua Convention Center, Bali - Indonesia

