

THE KINGSTON LOGISTICS PARK

...From Transshipment to Integrated Logistics Hub



Edmond E. Marsh VP – Business Development
THE PORT AUTHORITY OF JAMAICA



Strategic Intent

From Transshipment to Premiere Regional Logistics Centre

01

The Opportunity

Positioning POK as a Major Regional Logistics Centre

02

Our Offer

Attractive Logistics Platform with On-Port Facilities

03

Making it Happen

Multi-Year, Phased Development

04

Do Wells

Making a Compelling Story

05



NEAR PORT LOGISTICS

.. *Building a Competitive Port*



VISION

WHAT?

- ✓ Providing Modern Industrial Platform for undertaking Logistics & value-added Activities.

WHY?

- ✓ To Enhance the Growth & competitiveness of the Port of Kingston.

HOW?

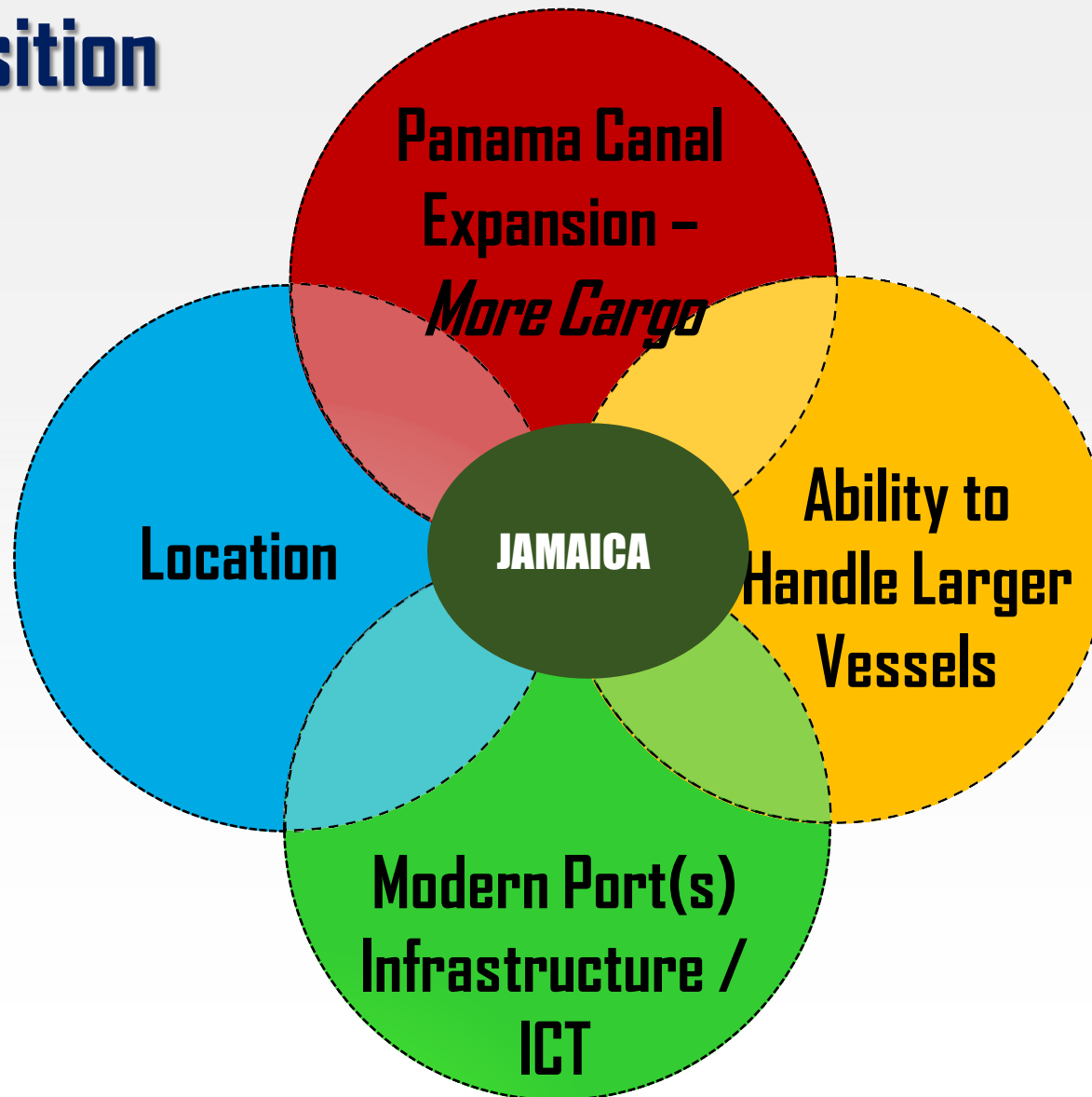
- ✓ Leverage investments in the Port of Kingston.
- ✓ Modern Infrastructure (Sea | Land | Air)

From Transshipment Hub to Global Logistics Hub



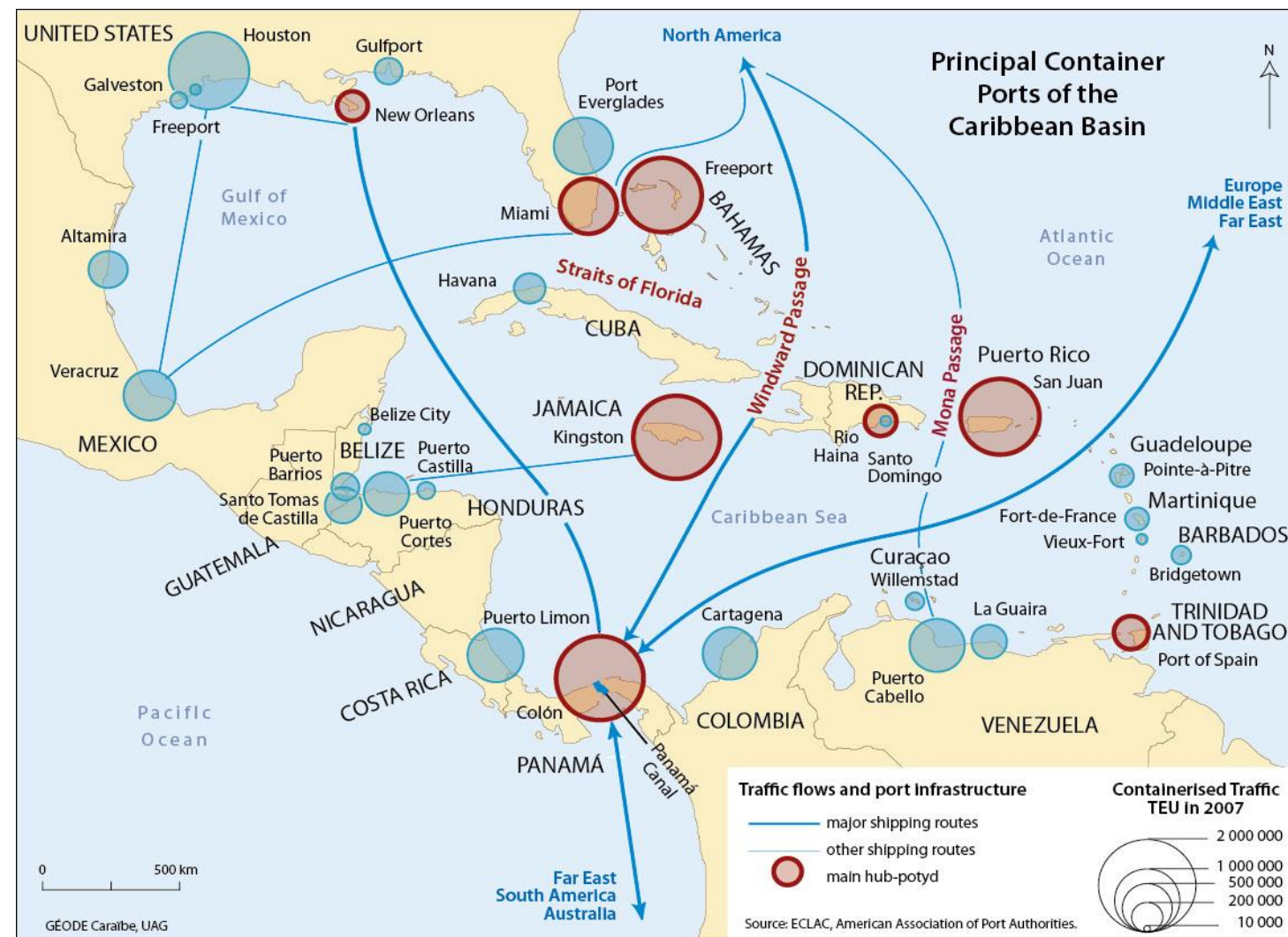
Today's business world --- SUPPLY CHAIN
- source of achieving competitive advantage.
- and NOT firms that compete in the market

Jamaica's Value Proposition



-  Most Centrally Located Within The Caribbean
-  Global Connectivity – Located At The Center Of Major Trades Lanes (EW/NS)
-  Cultural Affinity to North America / USA and Regional Markets
-  Similar Time Zone as North America
-  International Firms / GTOs
-  Economic Stability

Throughput	RANK 2018	2018	2017	Change %
KINGSTON (Jamaica)	91	1,830,000	1,681,706	8.8%
Guayaquil (Ecuador)	85	2,064,300	1,871,591	10.3%
Callao (Peru)	78	2,340,000	2,250,200	4.0%
Balboa (Panama) Pacific side	74	2,520,587	2,986,617	-15.6%
Cartagena (Colombia)	65	2,876,723	2,662,929	8.0%
Manzanillo (Mexico)	56	3,078,513	2,830,370	8.8%
Santos (Brazil)	39	4,122,243	3,853,719	7.0%
Colón (Panama)	38	4,324,478	3,891,209	11.1%



TOP LAC Ports

2018 exceeded 53.2 million TEU (7.1% of global throughput)

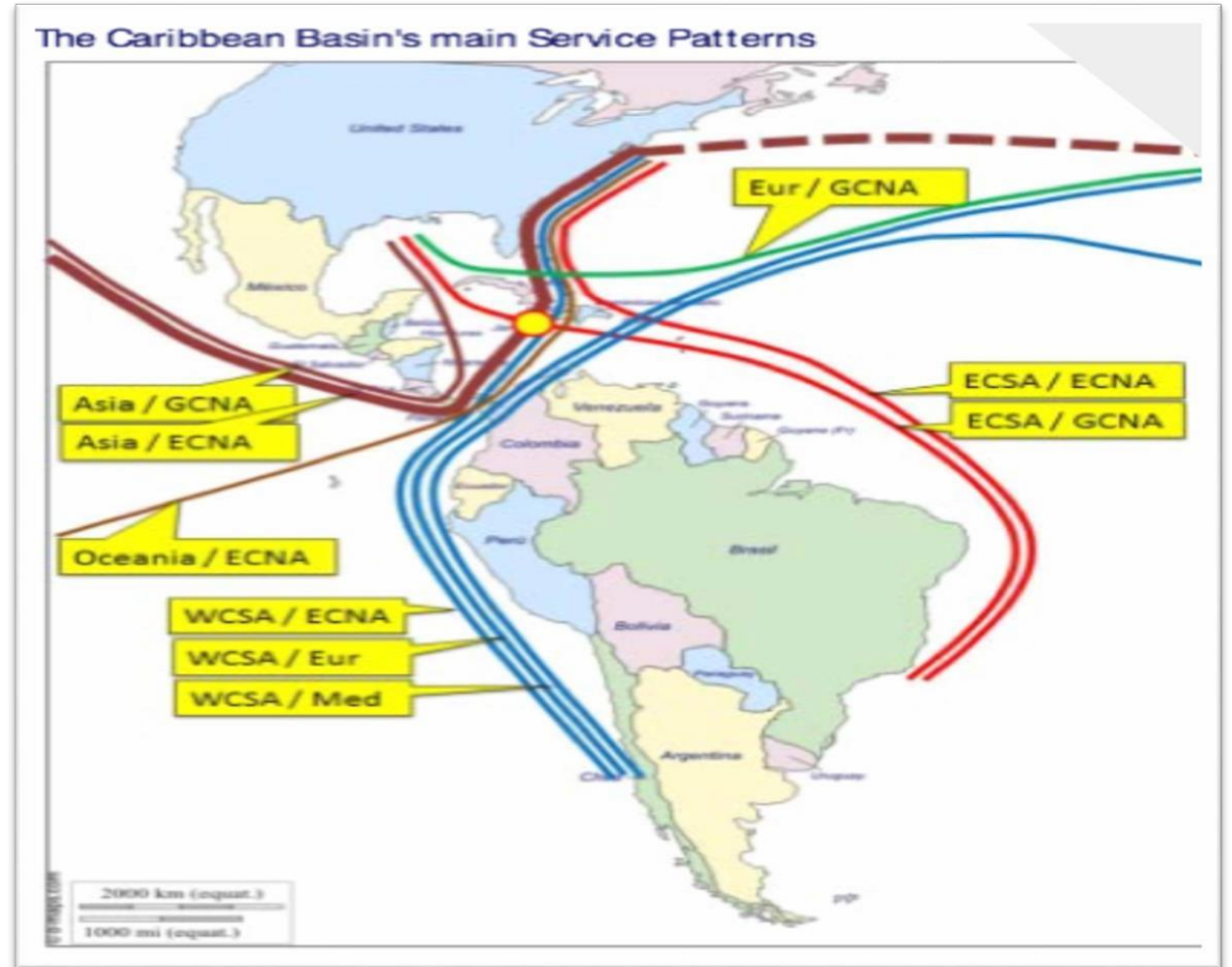
Top 10 ~ 84% of regional cargo

Location...Location...Location



Located near to:

- Large Population Centers & Markets
- Mix Developed/Developing Economies
- At Intersection of Major Trade Lanes



On Offer

INTERGRATED LOGISTICS PLATFORM *Modern facilities & services*



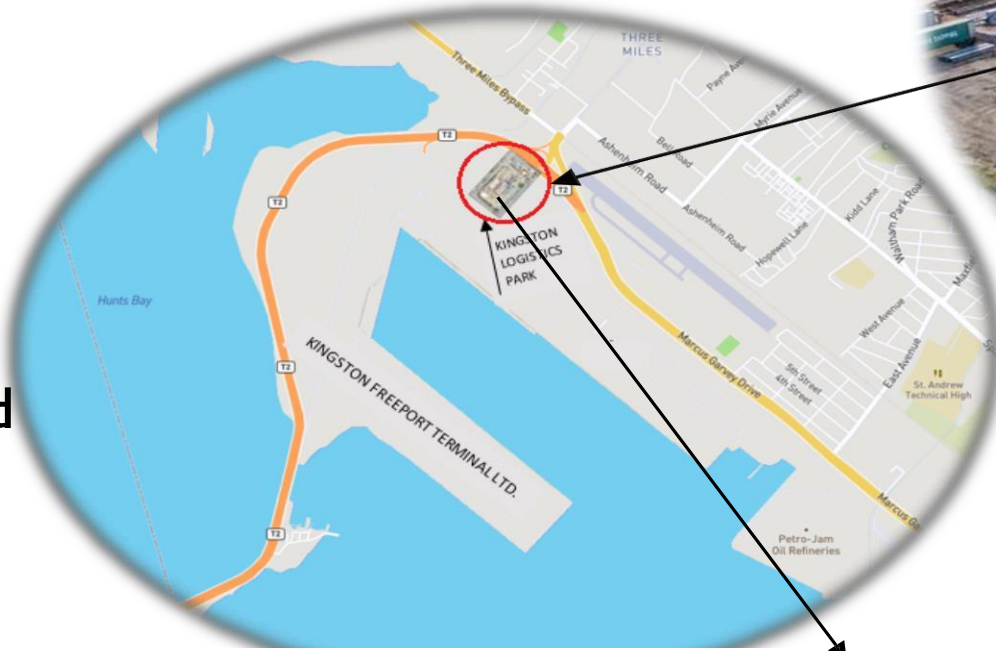
- Near Port Lands (>40 ha)
- Special Economic Zone Status
- On-Port Facilities
- Air-Sea Connectivity



Beyond Initial Development – Multi Year, Multi-Phase Development

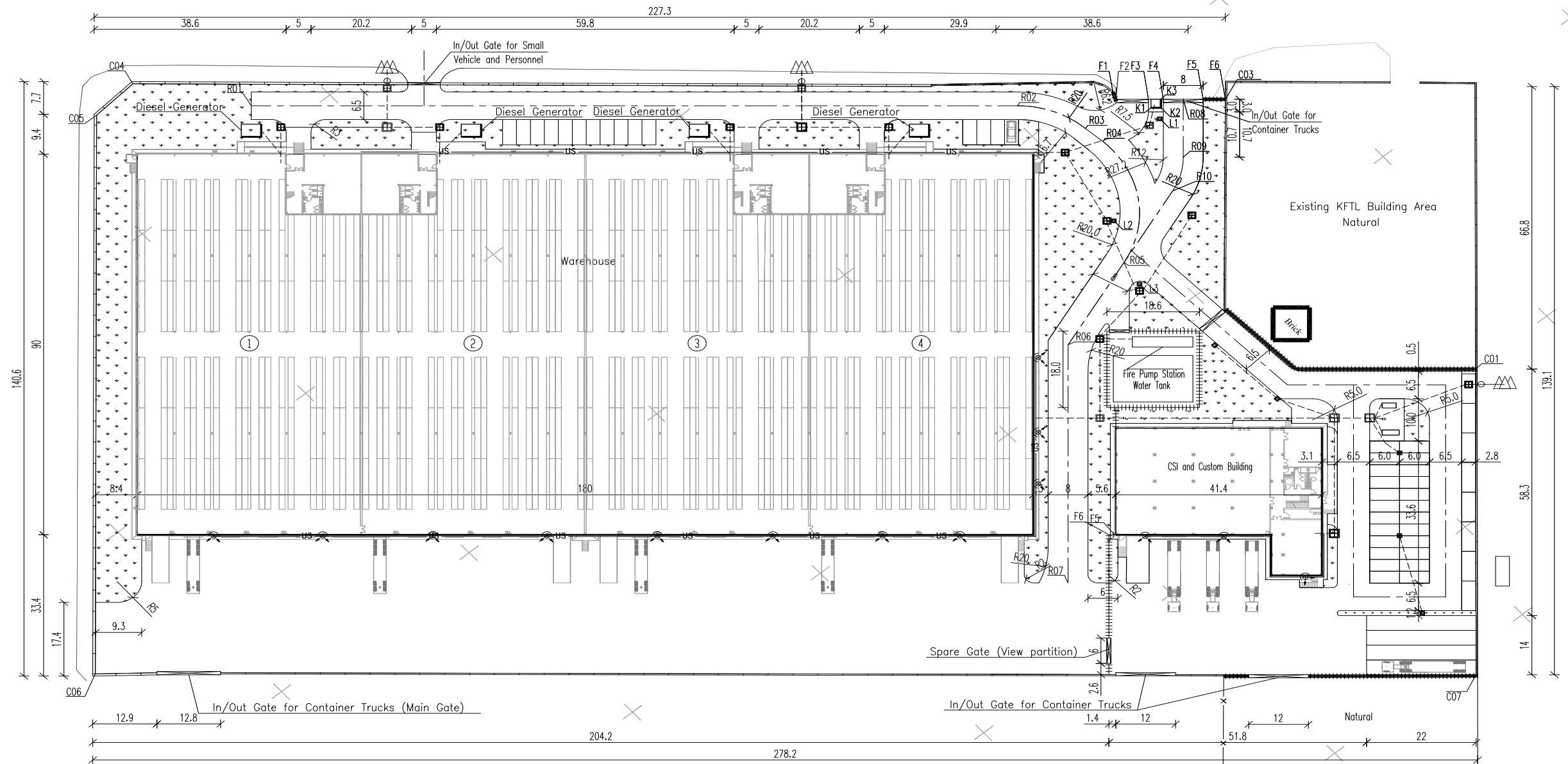
INITIAL DEVELOPMENT

- ✓ Attractive Logistics Platform
- ✓ On-Port Facilities
- ✓ Multi-Modal Connectivity:
Air-Sea-Hinterland



LOGISTICS Warehouse
18,000 sm





WAREHOUSE FEATURES & SPECIFICATIONS

❑ MODERN WAREHOUSE

✓ ICT & SECURITY

✓ SUPPORT SERVICES

❑ SEZ STATUS

❑ MULTI-TENANT CAPABLE

❑ PORT ACCESS

❑ HINTERLAND ACCESS

SPECIFICATIONS (SAMPLE)

SITE AREA	~ 4.3 HA (9 Acres)
BUILDING AREA	18,000 SM (196K SF)
CLEAR HEIGHT	10 M (~33FT)
COLUMN SPACING	26 X 50 FT (pre-engineered metal building)
LOADING DOCKS	36 TRUCK HIGH DOORS 4 GRADE LEVEL TRUCK DOORS 4 CONCRETE RAMPS
MULTI-CLIENT CAPABLE	4 COMPARTMENTS (4x4500 SM inclusive of offices)
AUTOMOBILE PARKING	40 CARS, 16 TRUCK STAGING

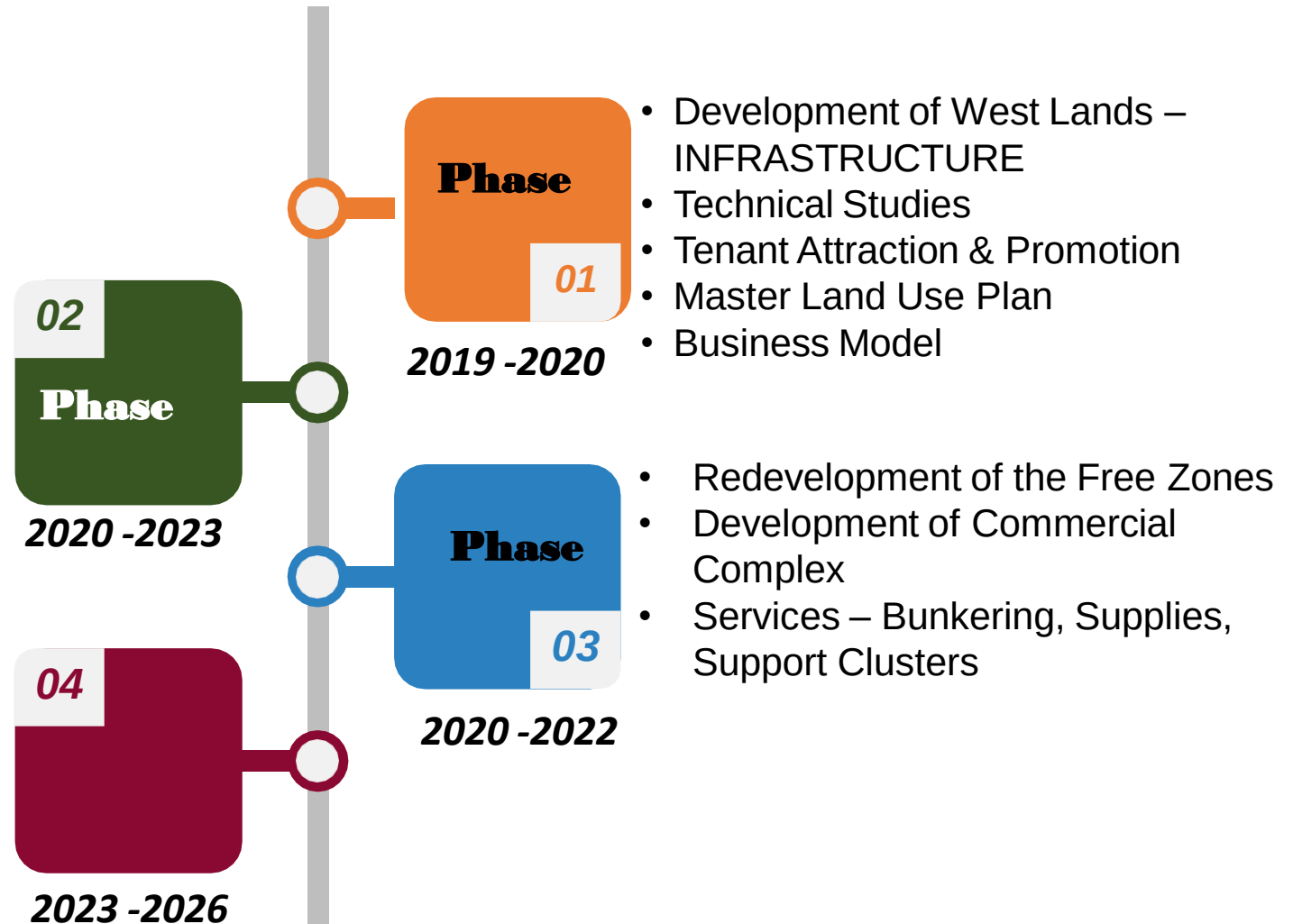
Multi-Year Development

Phase I – IV : WEST LANDS

Potential
~ 300,000 sm
Near Port Industrial Park

- Construction of Warehouses for value-added activities.
- Distribution/Commercial Complex

- Construction of Warehouse and Industrial Facilities
- Development of Services Cluster



Next Steps ... *beyond initial development*



- ✓ Technical Studies
- ✓ Land Prep
- ✓ Infrastructure Works
 - Roads, Utilities
 - Warehouse (based on demand)
- ✓ Multi-modal considerations - Interfaces with other facilities (KFTL, etc.)
- ✓ Tenant Attraction/Promotion

Preliminary Layout Options for West Lands

Re-Development of KFZ



- ❖ Leverage very prime location and accessibility
- ❖ Modern world-class warehouse facilities
- ❖ Multi-client environment: better manage OH costs
- ❖ Ability to cater to a range of SMEs
 - ✓ Range of space options
- ❖ eCommerce capability



Building the Ecosystem

❖ New Products & Services

- Bunkering
- Ship Repairs/Dry Docking
- Chandelling / Supplies
- Energy from Renewables / Solar /LNG
- Waste Management

❖ Research & Development

- Data & Analytics/PCS
- To support **specific** clients
 - **Testing / Quality Control**

❖ Technology

- Control Tower
- Security/Access Controls

❖ Range of Support Services

- Financial / Insurance
- Legal
- Human Talent / Recruiting
- Events/Conferences/Training
- One STOP Business Facilitation
- Transportation / Courier

Target Market

- Cargo owners
- Real estate developers
- 3/4/5PLs

Build partnerships

BUSINESS MODEL

Long term lease

- 25-30 years lease
- Minimum 5ha plots
- Minimum \$15-20m investment
- Local jobs

FINANCING OPTIONS



WE ARE READY TO DO BUSINESS



Discussions...Clarifications...Next Steps!!!

Thank You



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