

**WELCOME SPEECH BY  
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AT THE  
2<sup>ND</sup> CHINA MALAYSIA PORT ALLIANCE ANNUAL MEETING 2017  
Traders Hotel Kuala Lumpur  
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**SALUTATIONS**

Distinguished Delegates,

Ladies and Gentlemen,

Good Morning.

First of all, I would like to welcome all the delegates from China Ports, Ministry of Transport and China Ports and Harbours Association to the 2<sup>nd</sup> Annual CMPA Meeting in Kuala Lumpur. And also the delegates from Malaysian Ports.

Liberalization and globalization have altered world trade, opened up economies and fueled consumer demands on an unprecedented scale. Transportation logistics has gone through transformation to suit the need of global trade. Ports are gateway for trade, while shipping is the mover of goods. Present day consumer demands and expectations pose great

challenges to the logistics industries. Speed and accuracy of delivery, logistics cost and competitiveness determine the success of trade.

Today, the world has seen the advancement of information technology and internet platforms being utilized to facilitate trade across the logistic supply chain. This allows the goods sold or purchased to be tracked and monitored end to end on transparent transportation logistic information sharing platform. This logistics platforms benchmark the success and failure of logistics companies, where the best will survive while the non-performers will be eliminated from the market.

Ladies and Gentlemen,

I understand that at least 8 of the 11 Chinese ports in the CMPA are member of NEAL-NET (Northeast Asia Link Network) under LOGINK (National Public Information Platform for Transportation & Logistics) for information sharing. Port Klang Authority has engaged LOGINK and signed a letter of intent for future cooperation leading towards the formation of a platform to enhance and improve performance in logistics deliveries.

These forces, combined with the emergence of China as an economic powerhouse, has spurred growth of international trade dramatically over the last few years. And maritime transport, being the backbone of global trade continued to grow and transform.

It is within the context of such a scenario that strategic partnerships among maritime industrial players can be of great mutual benefit. This is why we formed the China-Malaysia Ports Alliance or CMPA. With

China's strength and Malaysia's strategic location that makes us partners in maritime trade that links China, through Southeast Asia, to the West and beyond, this is indeed a partnership that can make a difference in coming up with solutions to meet the many challenges that maritime trade are facing.

Ladies and Gentlemen,

The China – Malaysia Port Alliance was established in 23<sup>rd</sup> November 2015, under the leadership of both China and Malaysia as a smart partnership to drive trade and maritime services between our two countries.

The 1st China – Malaysia Port Alliance Meeting was held in Ningbo, China on the 13th July 2016. At this meeting, both parties agreed to establish the meeting mechanism of the CMPA to further discuss and implement relevant action plans to strengthen communication and cooperation between ports of China and Malaysia and to accelerate long-term development of port business based on pragmatic conditions.

Port Klang Authority (PKA) representing Malaysian Ports and China Ports and Harbours Association representing China Ports were appointed as the joint secretariat for CMPA. This alliance now consists of 6 Malaysian and 11 Chinese ports and from the very beginning, we have been working closely to promote and strengthen cooperation and collaboration among all members. We are exploring the possibilities within the scope of the MOU.

CMPA Malaysian Secretariat has proposed 5 projects under this framework and to be led by each respective port in Malaysia. The Projects are as follows:

1. Project 1: E-Port Community Exchange platform to share information database
2. Project 2: Human Resource Training and Development programs for Port Personnel
3. Project 3: Best practices in ports and logistics industry
4. Project 4: Mutual promotion efforts to support ports in both country
5. Project 5: Port terminal investment, operations, and development

We have so far embarked on initial projects in Phase 1 and we are optimistic that we will gain momentum as we move towards more pertinent and substantial collaborations. I strongly believe in the outcome of our alliance and we will work tirelessly together to achieve our objectives.

Ladies and Gentlemen,

CMPA is a bilateral platform between China and Malaysia. A visionary alliance formed and endorsed by the top leadership of our two countries. Giving us unlimited opportunities to work together towards mutual success in the maritime trade.

Many are envious of our collaboration. I have seen the creation of North East Asia Port Alliance and China ASEAN Port Cooperation platform being created on the CMPA model.

Let CMPA take the lead in global ports cooperation from bilateral to multilateral level. We are the pioneer and we will set the benchmark.

Ladies and Gentlemen,

The 2017 CMPA annual meeting is set back to back with Breakbulk South East Asia in the same venue. I hope all the delegates will take time off to visit and engage the breakbulk exhibition and forum to network and business match with delegates at the break bulk event to bring more business to your port.

Congratulations and thank you to all delegates from China for your participation and in making this meeting a success. I hope that all of us will have fruitful discussions, successful networking and enjoy your stay in Kuala Lumpur.

Thank you.