

# ASIAN TRANSPORT & LOGISTICS NEWSLETTER

DECEMBER 2009, ISSUE 61

A Quarterly newsletter of developments in the transport and logistics industries

Welcome to the Asian Transport & Logistics Newsletter. This publication was initiated to address the growth of opportunities in the growing and consolidating Asian logistics market. We hope you find it informative.

Business Development Asia (“BDA”) is an investment banking firm specializing in executing cross-border transactions involving Asia, including acquisitions, divestments, JVs, capital raising, and restructuring. We have offices and professional staff throughout Asia, the

Middle East, Europe, and the US. If you think that BDA’s services may be useful to you, please contact us at any one of our offices or email me at [pdigiacom@bdallc.com](mailto:pdigiacom@bdallc.com). Contact details for our offices are at the back of this newsletter. We look forward to speaking with you in the future.

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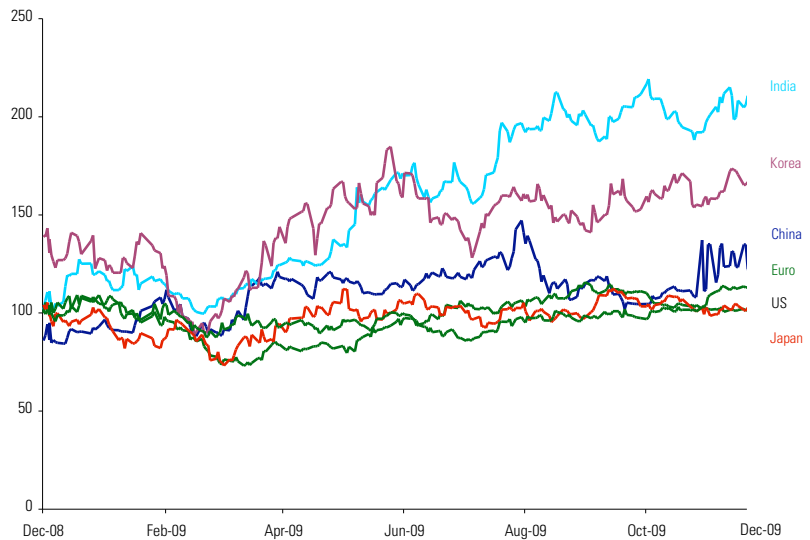
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## Australia

**Brookfield Asset Management Inc**, a listed Canadian investment holding company, has acquired 49.9% in convertible notes of **Dalrymple Bay Coal Terminal**, an Australian coal terminal owner and operator from **Prime Infrastructure Group**, a listed Australian infrastructure company for US\$267m. Concurrently, Brookfield will acquire ports from **Prime Infrastructure Group** in the UK. *October 8, 2009*

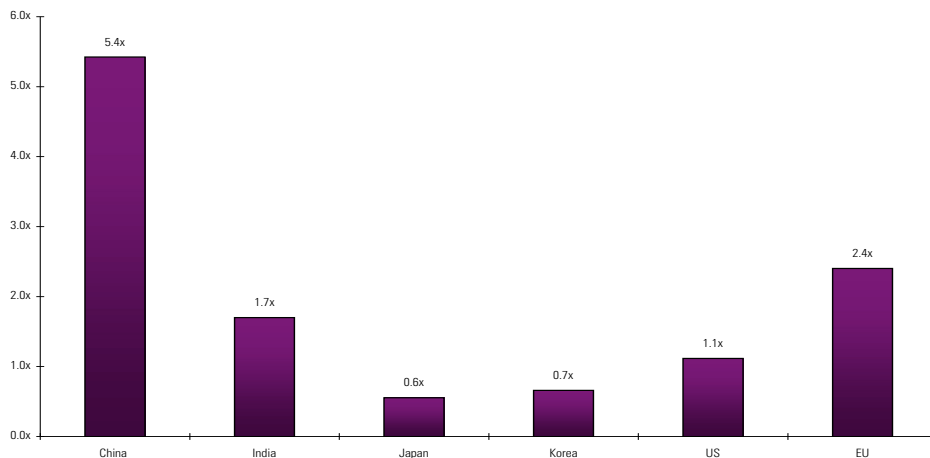
**Freight Links Express Holdings**, a subsidiary of **Freight Links Express Holdings Ltd**, a listed Singaporean logistics service provider, will acquire 30% of **Hudson Investment Group Ltd**, an Australian commercial properties developer, for US\$44m. *September 30, 2009*

Logistics Stock Indices for Selected Countries (12 months ending 9Dec09)



Source: ThomsonOne, BDA

Logistics Price/Revenue Multiples for Selected Countries (11Dec09)



Source: ThomsonOne, BDA

**Kaplan Equity Ltd, KFM Diversified Infrastructure & Logistics Fund, Wilh Wilhelmsen ASA and Kawasaki Pty Ltd,** have agreed to jointly acquire 50% of **Prixcar Services Pty Ltd**, an Australian project management and processing company, from **DP World Australia Ltd**, an Australian logistics and marine services provider, for an undisclosed amount. *October 6, 2009*

## China

**Commercial Aircraft Corporation of China Ltd**, a state-owned aerospace manufacturer, and **Chengdu Communications Investment Group**, a Chinese state-owned investment company, have agreed to acquire 59% of **United Eagle Airlines Co**, a Chinese aviation company, for US\$56m. *October 15, 2009*

**Daqin Railway Co**, a Chinese transportation services company, has signed an agreement to acquire 41% of **Shuhuang Railway Development**, a Chinese railway development company, and 90% of **Taiyuan Railway Juli Zhuangxie** from **Taiyuan Railway Administration**, a Chinese railway administration company collectively, for US\$5bn. *November 12, 2009*

**Hainan Zhongshang Agricultural Products Centre Market Co**, a Chinese agricultural products retailer, has agreed to acquire **Haikou Najia Industrial Co**, a Chinese provider of warehousing services from **China Baoan Group Co**, a listed real estate developer and pharma investment company, for US\$10m. *October 17, 2009*

**Jiangyin Yongtai Investment & Guarantee**, a Chinese investment company, and **Mr. Yu Chun**, a Chinese private investor,

have won an auction to acquire Chinese company **YUD Logistics**, a provider of transportation and packaging services from **YUD Yangtze River Investment Industry Co**, a listed Chinese company providing logistic services, **Shanghai Anting Industrial Development Co**, a Chinese investment company, and **Shanghai Yi Dian Technology Co**, a Chinese manufacturer of gauges and meters, for US\$11m. *September 30, 2009*

## Hong Kong

**China Investment Corp ("CIC")**, a state-owned investment company will acquire through its subsidiary, **Best Investment Co**, 15% of **Noble Group Ltd**, a Hong Kong listed commodity trading company, for US\$856m. *September 26, 2009*

## India

**Aegis Logistics**, an oil, gas, and chemical logistics company, has entered a strategic alliance with **Essar Oil Ltd**, an Indian integrated oil company, to sell each other fuel in their retail outlets. *November 20, 2009*

**Allcargo Global Logistics**, a listed Indian logistics provider, announced the creation of a 3PL division, which enables the company to offer full service logistics service for freight forwarding, customs clearance, transport, and warehousing and distribution services. *November 11, 2009*

**Blackstone**, the US private equity firm

will acquire an undisclosed stake in **Gateway Rail Freight Ltd**, an Indian freight transportation company from **Gateway Distriparks Ltd**, a listed Indian container, rail and cold chain logistics company, for US\$64m. *November 9, 2009*

**GVK Airport Developers**, an Indian airport development and maintenance company, will acquire 12% of **Bangalore International Airport** from **Flughafen Zurich**, a Swiss airport authority, for US\$103m. *November 5, 2009*

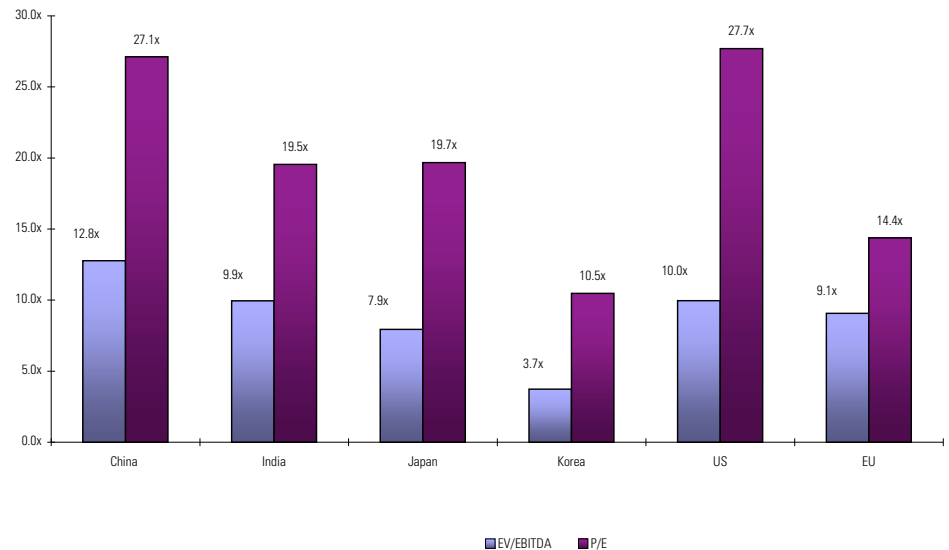
**Indev Group**, an Indian logistics group, has acquired 20 acres in Mumbai and plans to establish a modern hi-tech container freight station at Navasheva port. The facility is expected to be operational by November 2010. *November 27, 2009*

**Mamata Banerjee**, India's railway minister, opened a foundation laying ceremony for the country's first automobile logistics hub in West Bengal. This hub is the first of many planned to facilitate distribution of domestically produced automobiles, as well as boost railway revenues. *November 28, 2009*

## Indonesia

**Integrated Distribution Services Group ("IDS")**, a Hong Kong distribution and logistics services provider, has agreed to acquire **PT WestSide Agritama**, an Indonesian logistics and distribution company, for US\$5m. *October 9, 2009*

Logistics Trading Multiples for Selected Countries (11Dec09)



Source: ThomsonOne, BDA

## Japan

**Senko Co**, a listed Japanese transportation and logistics company, has acquired **Esaka Logistics Service Co** and **Hanshin Unso**, two Japanese transportation and logistics companies from **H2O Retailing Corp**, a listed Japanese operator of department stores and supermarkets, for an undisclosed amount. *October 1, 2009*

**Toll Holdings Ltd**, an Australian transportation and logistics solutions provider, will acquire the remaining 64% it does not own of **Footwork Express Co**, a Japanese express freight operator, for US\$72m. *October 13, 2009*

## Korea

**Carey International**, a US-based provider

of transportation and logistics services, announced the appointment of **Premium Pass International**, a Korean chauffeur services provider, as the Carey licensee in Korea to join its global network. Premium Pass International operates from three locations in Seoul, Busan and Jeju. *November 2, 2009*

**Dongkuk Transportation Co**, a subsidiary of Korea-listed steel manufacturer, **Dongkuk Steel Mill**, has agreed to acquire 85% of **Kukje Transportation Co**, a Korean logistics services provider, for an undisclosed amount. *October 23, 2009*

**Hanjin Shipping Co**, a listed Korean shipping company, has agreed to split into two companies in order to focus on their core businesses, **Hanjin Shipping Holdings**, a holding company, and

**Hanjin Shipping**, an operating company.  
*September 16 2009*

**Korea Express Co**, a listed transportation and logistics company, plans to acquire **Kumho Terminal Co**, an operator of bus terminals from **Kumho Industrial Company Ltd**, a listed Korean transportation and construction company, for US\$179m.  
*September 16, 2009*

## Malaysia

**Changhuat Manufacturing**, a Malaysian manufacturer and processor of plastic-based molded components and parts, and a subsidiary of **Changhuat Corp**, will acquire 37% of **Arus Dermaga Sdn Bhd**, a Malaysian transfer services provider from individual investors **Ahmad Akmal Hamzah** and **Lim Kian Boon**, for US\$8m.  
*October 8, 2009*

**DFZ Capital Berhad**, a Malaysian investment holding company, has agreed to acquire **Tenggara Senandung**, a Malaysian provider of ferry terminal and car park management services from **Atlan Holdings Berhad**, for US\$7m. *October 16, 2009*

**Hubline Bhd**, a Malaysian shipping company, has acquired **Hubline Logistics**, a provider of logistics and shipping related activities from individual investors **Anthony Anak Depiak** and **Kong Lin Hie**, for an undisclosed amount. *October 30, 2009*

## New Zealand

**Toll Holdings**, an Australian transportation

and logistics solutions provider, has acquired **Express Logistics Group**, a New Zealand freight forwarding company from **Waterman Holdings** and **Direct Capital Private Equity**, two New Zealand private equity firms, for US\$46m. *October 23, 2009*

**Transport Investments**, a transportation-focused investment holding company, has acquired the freight transport division of **Tulloch Group**, a New Zealand logistics services provider, for an undisclosed amount. *October 14, 2009*

## Singapore

**APL Logistics**, a global logistics provider and subsidiary of **Neptune Orient Lines**, a Singaporean cargo transportation and logistics company, received the 'Best 3PL Supply Chain Provider in Asia' Award for its development of integrated logistics services to support US-based designer and marketer of premium retail brands **Liz Claiborne**. *November 11, 2009*

**C2O Holdings**, a listed mobile technology holding company, plans to acquire 55% of **Swissco International**, a subsidiary of Singaporean provider of offshore marine services, **Yeo Holdings**, for an undisclosed amount. *October 28, 2009*

**Ramba Energy Ltd**, a Singaporean provider of logistics services and a majority owned subsidiary of **Redmount Holdings**, has agreed to acquire 50% of **LSP Pte Ltd**, a Singaporean logistic services company, for US\$2m. *October 22, 2009*

## Thailand

**Hermelin Shipping Co**, a shipping company and a subsidiary of **Thoresen Thai Agencies Public Company Ltd**, a listed shipping company, has offered to acquire **Unique Mining Services**, a listed Thailand importer and distributor of coal, for US\$150m. *October 15, 2009*

## UAE

**Dubai Ports World**, the state owned holding company, may entertain offers for its portfolio company, **Gazely**, a UK-based provider of warehousing developer, as the Dubai government looks to repay its debts. Dubai Ports World bought the company from Walmart in 2008 for an undisclosed sum, estimated to be US\$585m. *November 27, 2009*

**Toll Holdings Ltd**, an Australian transportation and logistics solutions provider, has acquired **Logistic Distribution Systems**, a UAE-based freight forwarding company, for an undisclosed amount. *November 6, 2009*

## Vietnam

**Development Investment Construction**, a Vietnam state-owned logistics company, plans to acquire 10% of **Bien Hoa Vung Tau Expressway Development**, a Vietnamese provider of road and highway construction services, for US\$10m. *October 22, 2009*

**Petroleum Technical Services**, a 58% owned subsidiary of state-owned Vietnam

**National Oil & Gas Group**, has acquired **Nghi Son Port**, a Vietnamese owner and operator of marinas from the **Thanh Hoa Province Government**, for an undisclosed amount. *October 27, 2009*

**Asian Logistics Transactions with Multiples for Selected Countries (12 months ending 9Dec09)**

Announce Date	Target Name	Target Country	Acquirer Name	Acquirer Country	Deal Value	Acquisition Type	EV / EBITDA	EV / Revenue	P/E
17-Nov-09	Sinwa	Singapore	Sinohit Offshore Engineering	China	\$25.4	-	6.1x	1.1x	8.1x
16-Nov-09	Yantai Raffles Shipyard	Singapore	China Intl Marine Containers	China	\$172.8	-	9.4x	0.8x	19.8x
5-Nov-09	Transurban Group	Australia	Investor Group	Canada	\$4,590.5	-	25.9x	14.3x	-
27-Oct-09	NWS Holdings	HK	NWS Holdings	HK	\$398.2	-	36.1x	1.8x	12.2x
20-Oct-09	GZI Transport	HK	Shareholders	HK	\$303.1	-	5.5x	3.9x	8.5x
15-Oct-09	Unique Mining Services PCL	Thailand	Hermelin Shipping	Thailand	\$91.8	-	20.0x	2.7x	22.1x
9-Sep-09	Hopewell Highway	HK	Hopewell Highway	HK	\$181.9	-	10.6x	5.5x	13.3x
17-Aug-09	Cathay Pacific Airways	HK	Investor Group	China	\$948.2	-	-	0.9x	-
12-Aug-09	AirAsia Bhd	Malaysia	Genesis Smaller Cos SICAV	Luxembourg	\$51.6	5.4%	13.4x	3.5x	-
5-Aug-09	OJI Transportation	Japan	Fukuyama Transporting	Japan	\$31.6	54.3%	-	0.2x	-
13-Jul-09	Shanghai Airlines	China	China Eastern Airlines Corp	China	\$1,096.8	-	-	2.0x	-
9-Jun-09	Shenzhen Hongkai(Group)	China	Investor Group	China	\$22.2	4.8%	-	13.1x	-
28-May-09	Taiheiyu Kaiun	Japan	Nippon Yusen Kabushiki Kaisha	Japan	\$78.6	59.2%	5.7x	0.8x	-
19-May-09	Japan Airport Terminal	Japan	Japan Airport Terminal	Japan	\$209.0	20.0%	5.5x	0.9x	25.2x
18-May-09	Kurimoto Bridge	Japan	IHI Corp	Japan	\$31.7	100.0%	-	0.5x	-
14-May-09	Singapore Airport Terminal Svc	Singapore	Shareholders	Singapore	\$933.1	-	7.7x	1.7x	11.5x
20-Apr-09	Road King Infrastructure	HK	Road King Infrastructure	HK	\$35.3	-	-	1.9x	4.2x
14-Apr-09	GZI Transport	HK	GZI Transport	HK	\$52.9	-	4.0x	2.8x	6.7x
7-Apr-09	Qatar Technical Inspection Co	Qatar	Woqod	Qatar	\$28.0	100.0%	-	4.9x	23.6x
3-Apr-09	Cathay Pacific Airways	HK	Cathay Pacific Airways	HK	\$413.7	-	-	0.7x	-
3-Apr-09	Sinotrans	China	Sinotrans	China	\$30.2	-	1.0x	0.0x	8.6x
16-Mar-09	Tianjin Port	China	Grand Point Investment	HK	\$1,483.0	-	10.9x	2.0x	18.9x
26-Feb-09	Shanghai Airlines	China	Jinjiang Intl Hldg	China	\$146.5	-	-	1.1x	-
10-Feb-09	YUD Yangtze River Invest Ind	China	Wuhan Econ Dvlp Invest(Group)	China	\$27.0	16.3%	98.5x	1.4x	697.5x
6-Feb-09	Shenzhen Chiwan Wharf Hldg	China	Keen Field Enterprises	HK	\$23.7	3.9%	4.3x	2.6x	6.5x
21-Jan-09	Shun Tak Holdings	HK	Shun Tak Holdings	HK	\$73.1	11.7%	27.9x	2.3x	47.9x
19-Jan-09	Seibu Transportation	Japan	Seino Holdings	Japan	\$159.9	90.0%	-	0.2x	1.1x

Source: ThomsonOne

Business Development Asia is an investment banking firm which assists multinational companies in expanding their businesses in Asia through JVs, acquisitions, divestments and capital raising. For further information on BDA's services or on any of the articles in this newsletter, please contact the offices listed.

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