



Case Study: Supply Chain

Superport: Feasibility Study to Evaluate Opportunities for a Multinational 3PL Provider

PROJECT SUMMARY

LOCATION

Asia

INDUSTRY

Logistics,
Freight & Parcel

TMX was engaged by the client to validate and enhance their proposed Superport development.

Client Challenges

Superport Development: Initiating the development of a proposed Superport Northwest of Hanoi, supported by both Vietnamese and Singaporean Governments.

Intermodal Hub Ambition: Aspiring for the Superport to evolve into a major intermodal hub for transportation in northern Vietnam.

Design and Development Validation: Requiring validation of the design and development program, particularly concerning Intermodal Container Depot and Warehousing facilities.

Critical Business Case Validation: Emphasizing the importance of validating the existing business case to ensure the project progresses according to the program.

They also **reviewed and updated existing estate designs** to optimize operations, revenue, and alignment with market demands.

Finally, they **created a financial model** incorporating these elements to provide forecasted valuations based on various development strategies.

Solution

TMX identified an estimated potential **annual throughput of 850,000 TEUs** for the Intermodal Container Depot (ICD). The design review **increased key forecast valuation metrics by approximately 20%** compared to the original layout.

TMX also identified revenue streams from ICD operations, warehouse leases, and an opportunity for a transport interchange operation.

The feasibility study played a crucial role in **securing additional funding** for the development at a favorable rate, considering the investment's security.

Approach

TMX developed a **15-year freight projection model** based on forecasted growth and industry changes in the northern Vietnam freight market.

The team identified the **optimal warehousing and Intermodal Container Depot (ICD) design** to maximize revenue, considering elements such as cold storage, bonded facilities, standard warehousing, and container park operations.

Transform your supply chain

TMX Transform is an end-to-end supply chain consultancy, providing expert advice and practical, innovative solutions to businesses globally.