



Connecting you with the shipbuilding & marine,  
workboat and offshore community in Asia

14-16 March 2018

Hall A, B, C, D, E & F, Marina Bay Sands | Singapore  
www.apmaritime.com

15<sup>TH</sup>  
EDITION

## MEDIA RELEASE

### **Asia Pacific Maritime 2018 to gather best of international maritime industry**

*Strong international representation; official pavilions from Greece and Spain present for the first time*

**SINGAPORE, 27 FEBRUARY 2018** – From 14 to 16 March 2018, Asia Pacific Maritime (APM) will gather key industry players and thought leaders within the global maritime industry for three days of knowledge exchange, networking and business-building. The 15<sup>th</sup> edition will also welcome 18 official pavilions, including Greece and Spain which will be present for the first time. Throughout the three days, the biennial event expects to host more than 1,500 exhibiting companies, represented at over 630 booths from 60 countries, and over 15,000 trade visitors from around Asia.

The anticipated strong attendance at APM 2018 comes at a time when industry pundits have expressed optimism in an upturn, given signs of recovery in shipping – estimates indicate that the global container throughput was on track for a growth exceeding 6 per cent in 2017, while dry bulk shipping rates bounced back too. At the same time, newbuild ordering increased by 50 per cent in 2017, compared to 2016.

**Yeow Hui Leng**, Group Project Director, APM said, “2018 marks a year when maritime players are beginning to express confidence in an uptick in industry performance, after a period of downcycle. As one of Asia’s leading maritime, workboat and offshore exhibition and conference, we hope that discussions, knowledge exchange and partnerships sealed at APM will help businesses navigate new frontiers and uncover new opportunities as maritime industry shapes up for the upward cycle.”

#### **APM exhibition: Strong representation from across the global industry**

As a testament to its global standing, APM 2018 will bring together 18 official pavilions from Austria, Australia, China, Denmark, Finland, France, German, Greece, Indonesia, Japan, Malaysia, Norway, Singapore, South Korea, Spain, Taiwan Shipbuilding Industry Association (TSIA), The Netherlands and United Kingdom.

Amongst these, the National Spanish Agency, ICEX Spain Trade and Investments, is organising a Spanish pavilion at APM for the first time, comprising 15 companies from the European region.

Commenting on the strong reputation of Spain’s shipbuilding industry, Alejandro García, Industrial Equipment Sector Manager of ICEX Spain Trade and Investments shared, “The Spanish private shipbuilding sector has international prestige for its quality construction tradition, with high standards in technologically sophisticated vessels such as those that support offshore oil platforms, oceanographic vessels, factory ships, etc. Spanish shipyards are a world reference in shipbuilding and remain at the forefront of technological progress. In the last seven years, the sector has invested more than 428 million euros in innovation, which has given it a competitiveness that allows it to meet the most demanding challenges.”

Aside from new pavilions, APM 2018 will also feature an even larger South Korea representation with 53 companies, more than double the number in 2016.



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Leading the South Korean contingent are Gyeongnam Marine Equipment Association (GMEA), Gyeongnam Technopark Industrial and Korea Marine Equipment Association. Following the recent years of hardship experienced by South Korea's shipping and shipbuilding industries, GMEA expresses optimism about the years ahead.

Mr Kim Young Bok, Executive Director of GMEA said, "The maritime industry is transforming from a labour-intensive business to a technology-intensive trade, which is favourable for the South Korean shipbuilding industry, as we are known for our predominance in technology. At the same time, the growing demand for LNG vessels and rising oil prices also presents an opportunity for the offshore industry."

"The introduction of the Korea Ocean Business Corporation and Korea Maritime Corporation will also give an added boost – while Korea Ocean Business Corporation will help improve financing in shipping companies, Korea Maritime Corporation will play a central role in unifying support for shipowners, shipbuilding companies, marine tool companies and ports, etc."

China – the linchpin of many maritime sectors and global supply chains – will have a strong showing at APM as well. Top companies from the country, such as China E-Tech (Ningbo) Maritime Electronics Research Institute Co. Ltd., Guangxi Yuchai Machinery Co. Ltd., Guangzhou Diesel Engine Factory Co. Ltd. and Zhenjiang China Marine-Xiandai Generating Co. Ltd. will showcase their latest innovations and offerings. The Ministry of Commerce, People's Republic of China (MOFCOM) will also organise three days of networking events to matchmake Chinese companies with Southeast Asian buyers. These are aimed at strengthening ties between China and Southeast Asia, in line with the former's One Belt, One Road initiative.

With 2018 earmarked by France and Singapore as the Year of Innovation, the France pavilion will present 12 companies with top-end expertise and innovative solutions in the sectors of environmental shipbuilding, engineering, precision engineering, maritime equipment, defence and Research & Development. This builds on the commitment between both countries to intensify cooperation in innovation.

Additionally, various maritime needs will be well-met by the myriad of well-established names participating at the APM exhibition. These include **automotive solution provider** Robert Bosch (SEA) Pte Ltd; **classification societies** Bureau Veritas and ClassNK; **engine system providers** Moteurs Baudouin, MTU Asia Pte Ltd, Rolls Royce and WEICHAI; **propulsion companies** Reintjes and Twin Disc (Far East) Pte Ltd; **satellite communication giants** Garmin (represented by JJ Tango) and Marlink; as well as St. Kitts & Nevis International Ship Registry.

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### APM conference: More industry veterans on board

In further cementing its position as a must-attend knowledge exchange platform, APM has added even more industry veterans to its conference line-up.

Amongst these is **Chief Digital Officer Asia of CMA-CGM, Ed Stening** – a proven digital transformation leader whose career spans varied industries including advertising, healthcare and marketing. At “Digital Disruption – Outside the Maritime Box” (14 March), Stening and other panellists will explore various digital disruptors and how they have impacted dynamics in the maritime industry. A huge believer of innovation, Ed will also speak at “Innovation in Maritime”, a session organised in conjunction with the France-Singapore Year of Innovation.

Other influential figures that have joined the APM conference line-up include:

- **Abdul Hadhi**, Asia Editor, Lloyd’s List
- **Arjun Nagesh**, Regional Director, APAC, Q88 LL
- **Chris Johnson**, Partner, Moore Stephens LLP
- **Divay Goel**, Chief Investment Officer, Prudent Shipping Investments, Singapore
- **Duncan Telfer**, Commercial Director, Swire Pacific Offshore Operations (Pte) Ltd
- **Douglas Raitt**, Regional Consultancy Manager, Lloyd’s Register Asia
- **Dorcas Teo**, CEO, Nordic Flow Control
- **Geir Bakkelund**, Head of Shipping & Asset Finance Asia, Corporate Finance (Corporate & Institutional Banking), National Australia Bank Limited
- **Hazrin Hassan**, Vice Chairman, Malaysia Shipowners’ Association (MISC Berhad)
- **Jack Brabban**, Vice President, Fleet Management, Chembulk
- **K. Srinivas Patnaik**, Founder & Group CEO (MBA, BE), Patsloke Group of Companies
- **Kaushik K. Seal**, Business Development Leader, Solutions, DNV GL – Maritime
- **Manik Verma**, Senior Associate, HFW
- **Martin Brown**, Partner, Corporate, Energy & Infrastructure, Shipping, Ince & Co
- **Mario Moretti**, Senior Director, RINA Marine & Energy Asia
- **Olivier Jouny**, Managing Director, Total Marine Fuels Global Solutions
- **Ravi Gupta**, Group CFO, DP Jindal Group
- **Rachel Sebborn**, Executive Director, Marine Asia, Willis Towers Watson
- **Sharifuddin Al-Manaf**, CEO, Orkim
- **Dr Vo Tri Thanh**, Senior Expert (former Vice President) / Chairman, Central Institute for Economic Management (CIEM) / Vietnam National Committee for Pacific Economic Cooperation (VNCPEC) & Member, National Financial and Monetary Policy Advisory Council
- **Woon Aw Yong**, Shipping Clients International, Senior Vice President, HSH Nordbank AG

### Career & Skills Pavilion: Knowledge exchange for the next generation of industry talents

Knowledge exchange will also be a key component of the inaugural Career & Skills Pavilion on the exhibition floor, as experts shed insight about maritime talent at more than 10 presentations from 14 to 16 March.



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On 14 March, the opening panel will uncover how the industry can engage tomorrow’s global maritime leaders and support diversity in the maritime industry. This session will be moderated by **Robin Robbins**, Managing Director of CPP Asia Pacific Pte Ltd, with **Mr Edwin Tiah**, Managing Director of GEMINI PERSONNEL; **Dr Ivan CK Tam**, Associate Professor at the Institute of Marine Engineering, Science & Technology (IMarEST); **Mr Prabu Naidu**, Co-Founder & CEO of Facilitators Network Singapore Pte Ltd (FNS); and **Mr Sugato Roy**, Senior Vice President, Head of Technical, Pioneer Marine as discussants.

**Registration to APM 2018 is now open.** Asia Pacific Maritime 2018 will be held from 14 to 16 March 2018 at the Singapore Marina Bay Sands Expo and Convention Centre.

More information about APM 2018 is available on <https://www.apmaritime.com>.

Stay connected with us via LinkedIn at <https://lnkd.in/byEMQtd> and <https://www.facebook.com/asiapacificmaritime/>.

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**About Asia Pacific Maritime (APM)**

Asia Pacific Maritime (APM) is Asia’s premier maritime, workboat and offshore exhibition and conference. Gathering the world’s marine, workboat and offshore community in Asia, expect to meet 15,000 visitors and decision makers from Asia, 1,500 international products & services companies from over 60 countries including 18 official pavilions and over 50 industry influencers, all in one single platform to buy, sell, network and learn. For more information, visit the official website at [www.apmaritime.com](http://www.apmaritime.com).

Weichai Singapore Pte Ltd is a Gold Sponsor and Joseph Tan Jude Benny LLP is a Silver Sponsor at APM 2018.

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