

# Impact of CoVid-19 on the Singapore Ship Suppliers

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# The Discussion

- Singapore & the importance of its Port
- Some Port Statistics
- The Impact of CoVid-19 on Singapore Ship Suppliers
- The Future of Ship Suppliers
- Q&A

# Singapore & the importance of its Port

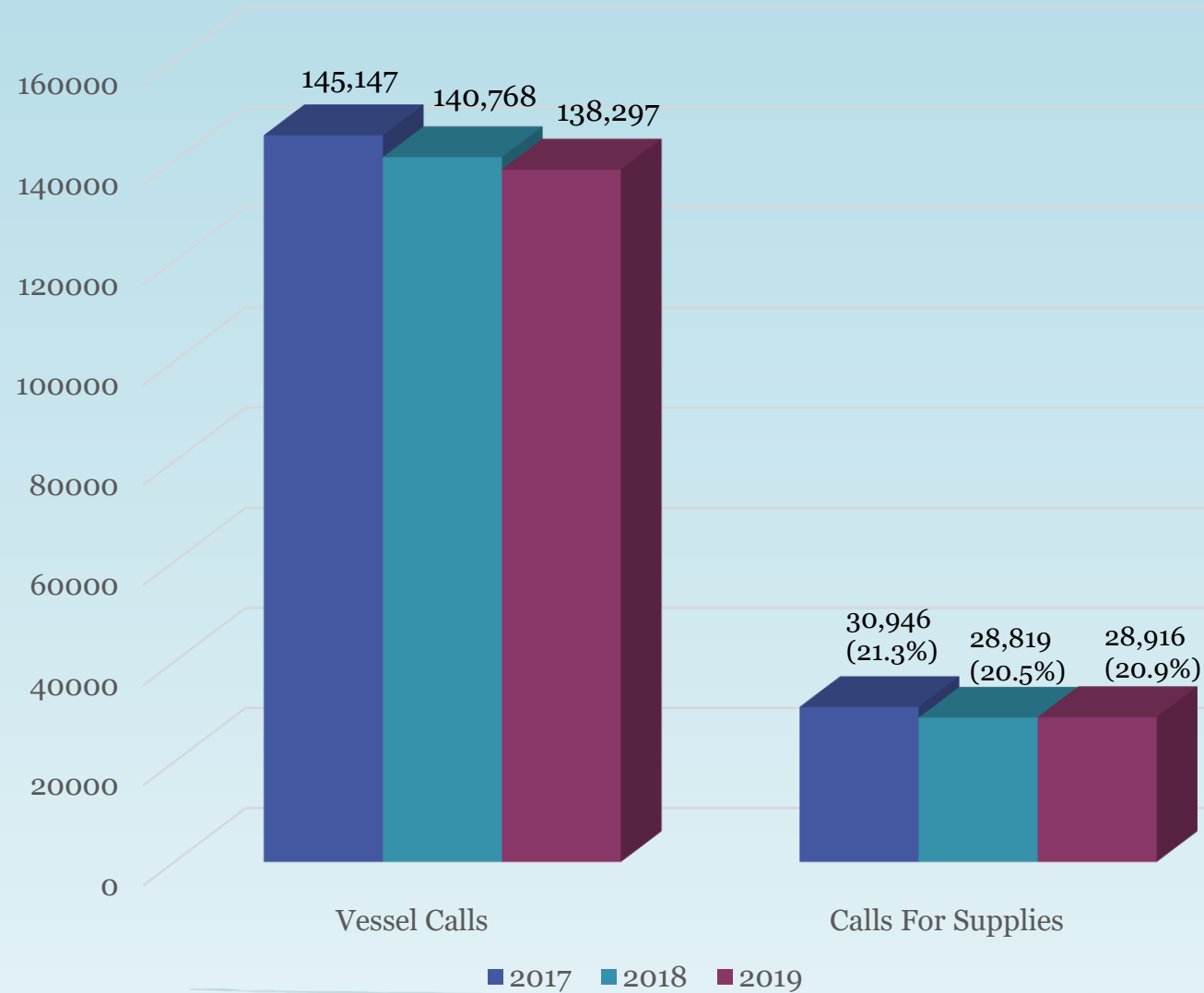
- Recognized as the World's Busiest Transshipment Hub
- Connected to more than 600 ports over 120 countries
- Average of 1000 vessels in port at any one time
- Top bunkering port – supplying average of 45 million tons annually
- Employs about 170,000 people across 5,000 maritime establishments
- Contributes 7% of Singapore's Gross Domestic Product



# Some Statistics

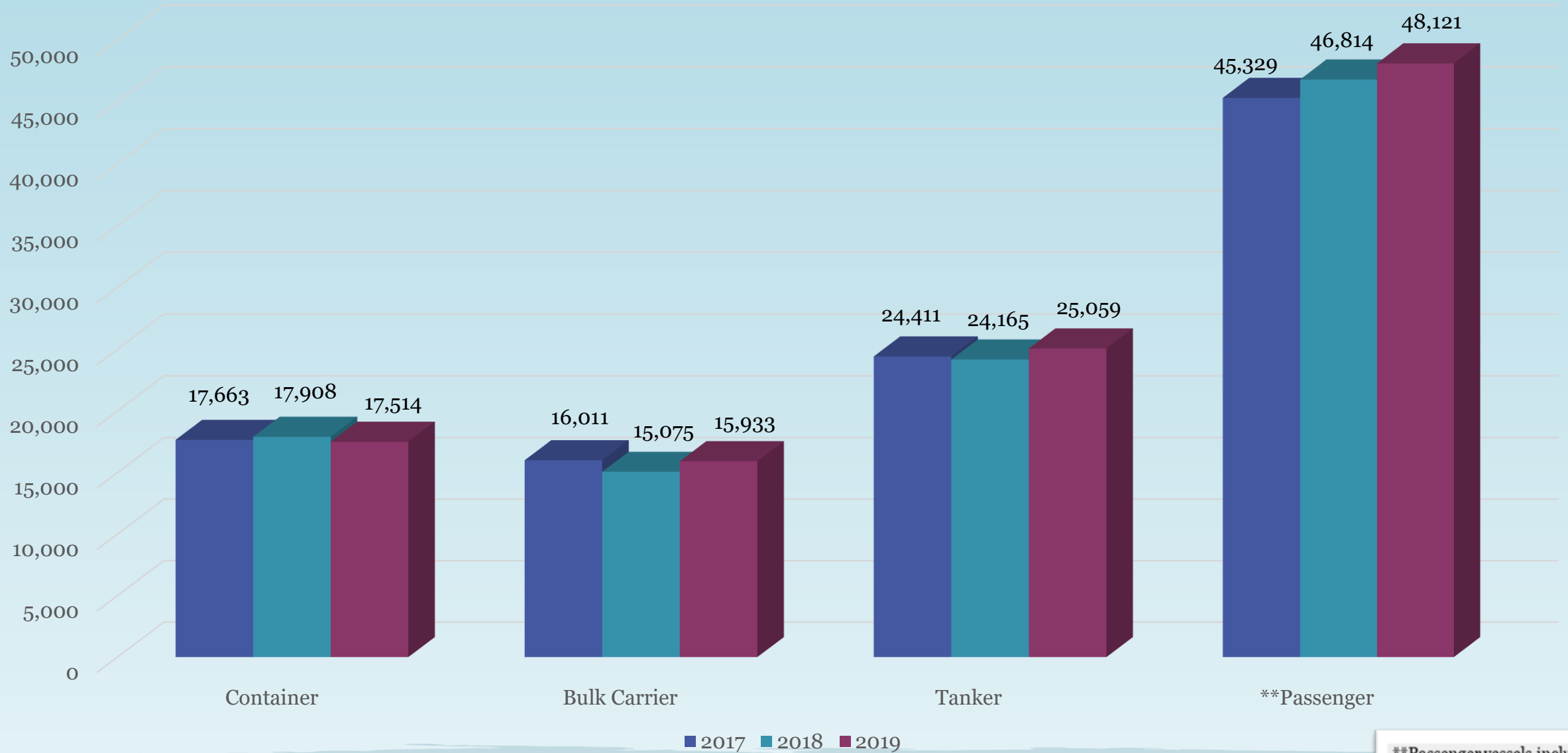


# Vessels Calling Port Of Singapore



Note : Eventhough number of vessels declining in numbers but Gross Tonnage has increased year on year

# Vessel Types Calling Port of Singapore



Source : Maritime & Port Authority of Singapore

\*\*Passenger vessels include ferries that ply between Singapore & Indonesian Islands

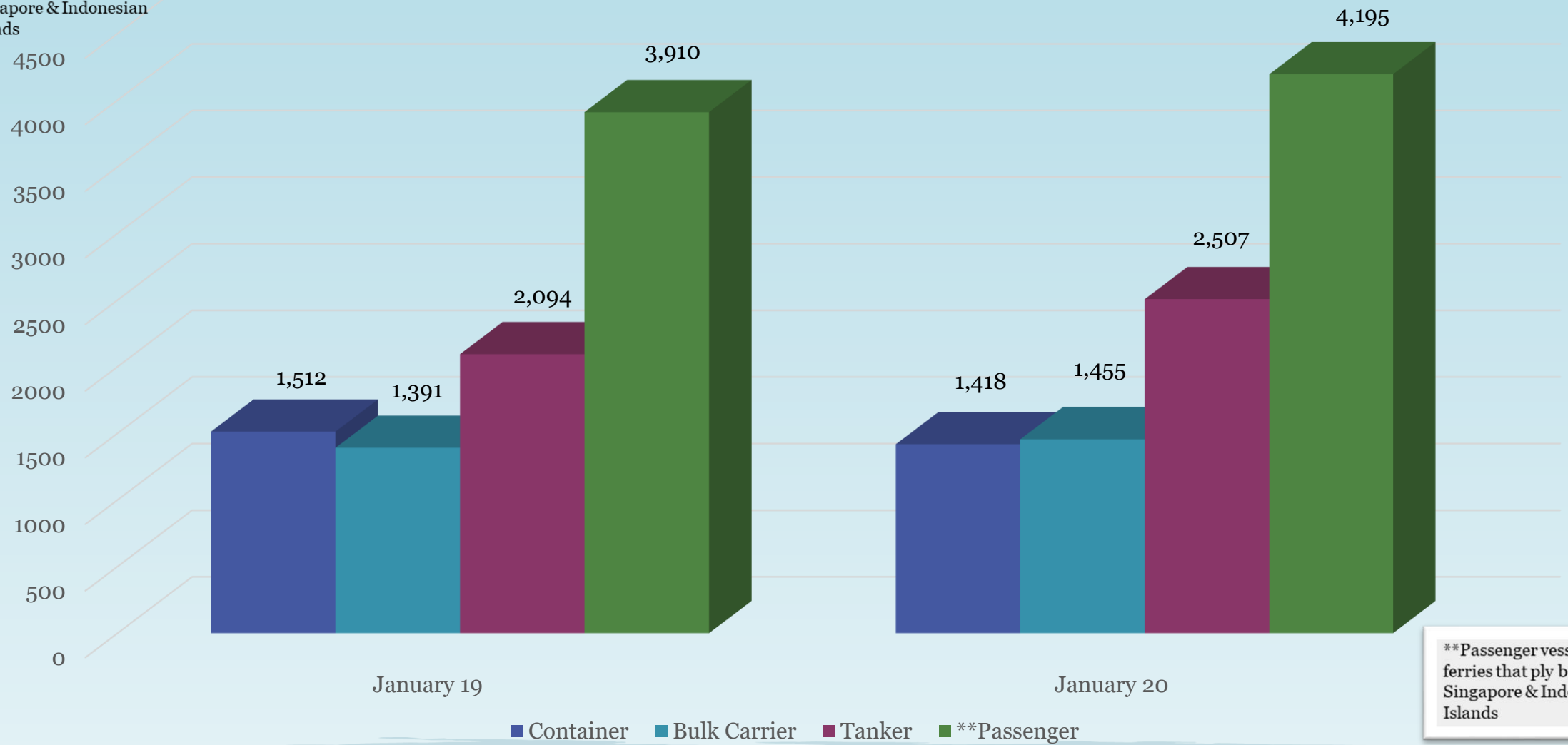
# Vessel Calls Jan/Feb/Mar – 2019/2020





# Vessel Types Calls January – 2019/2020

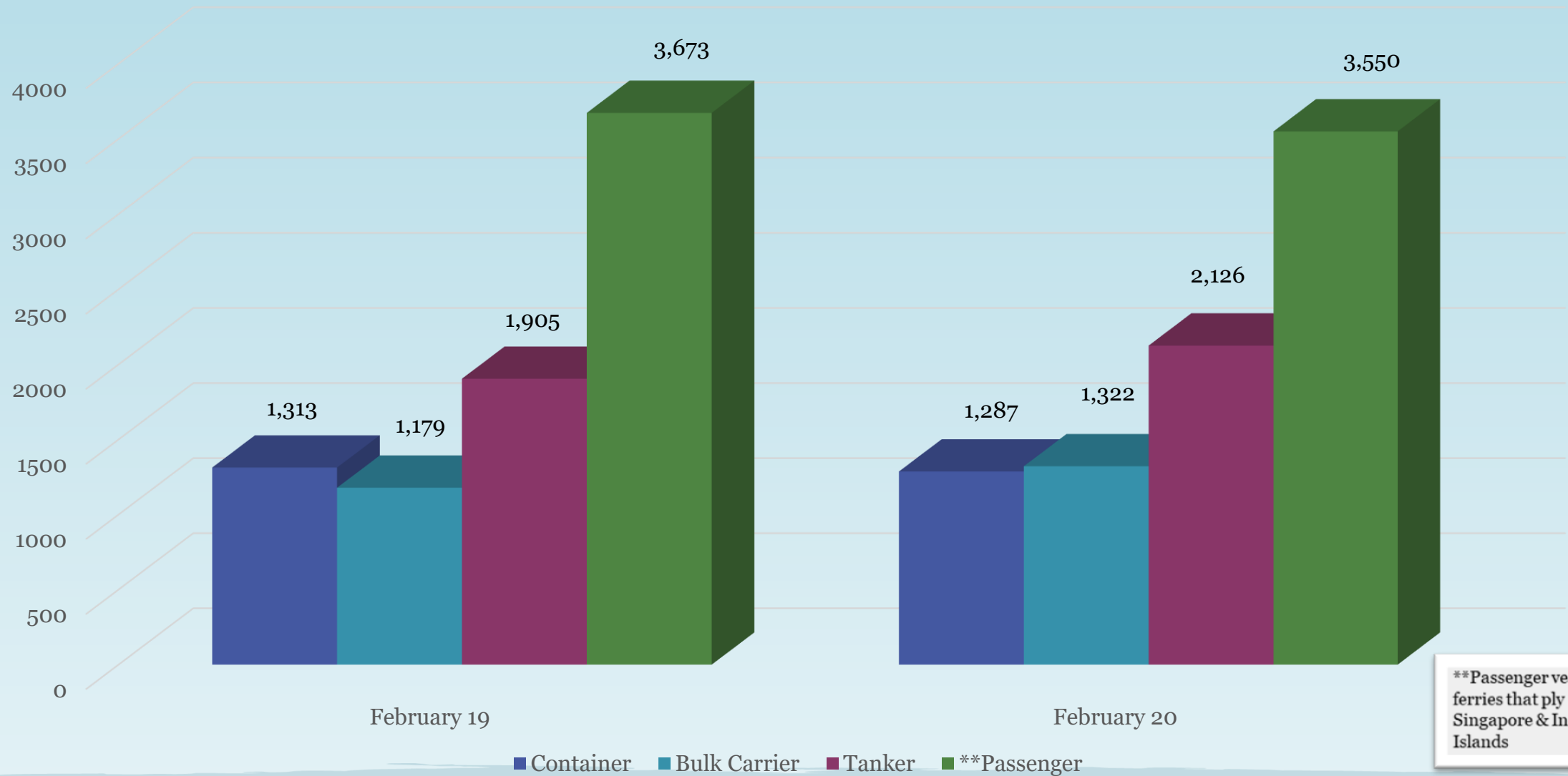
\*\*Passenger vessels include ferries that ply between Singapore & Indonesian Islands



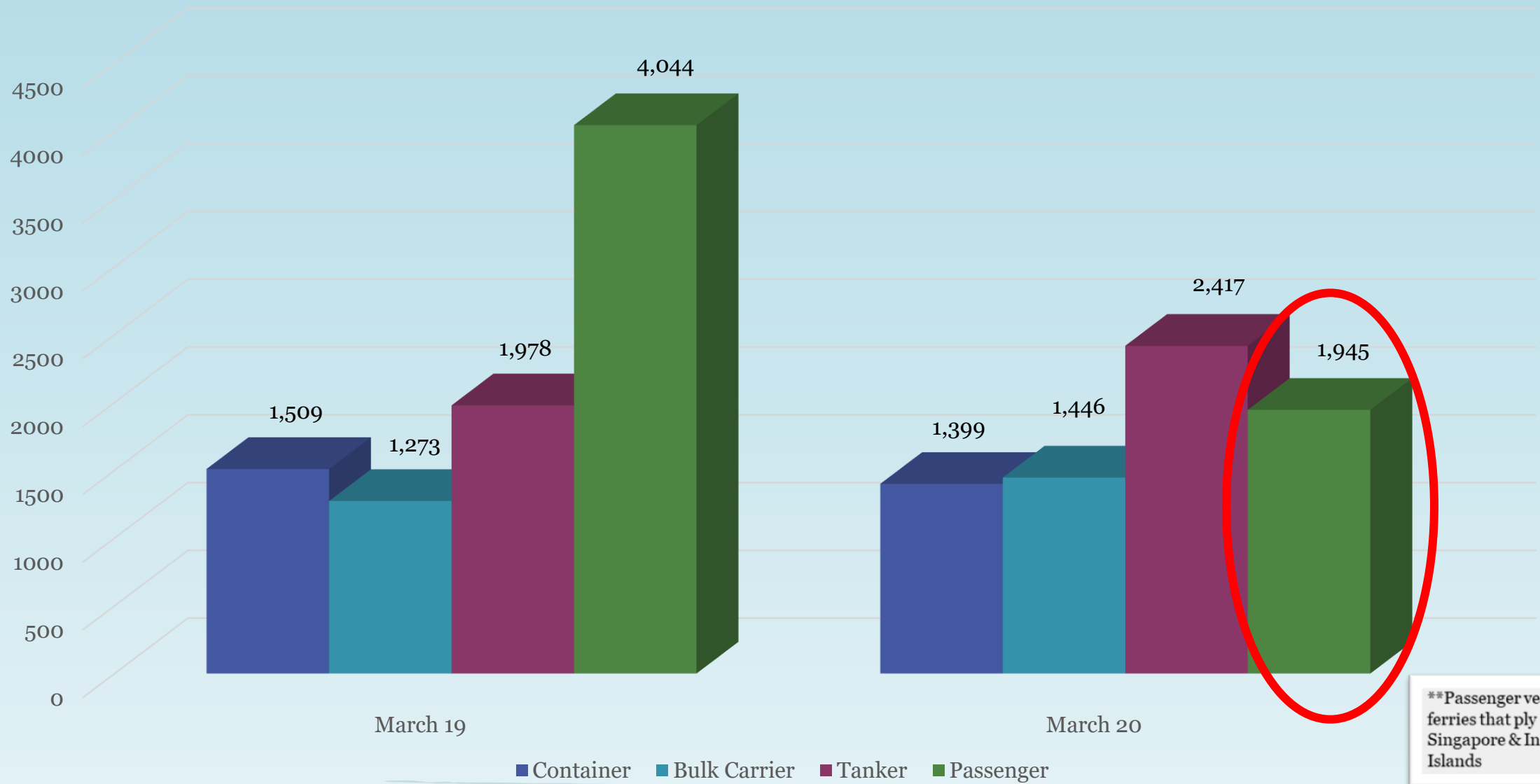
\*\*Passenger vessels include ferries that ply between Singapore & Indonesian Islands



# Vessel Types Calls February – 2019/2020

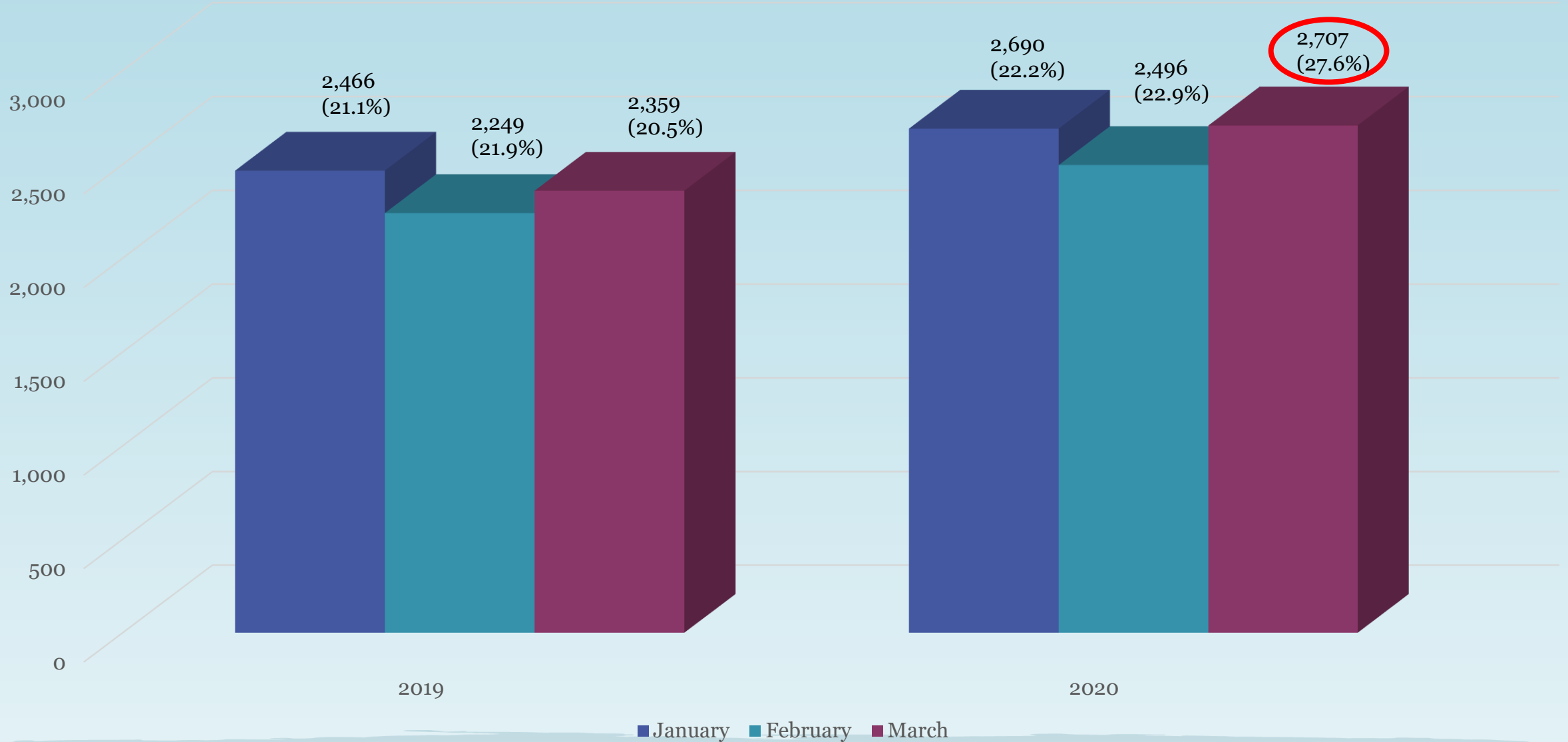


# Vessel Types Calls March – 2019/2020



**\*\*Passenger vessels include ferries that ply between Singapore & Indonesian Islands**

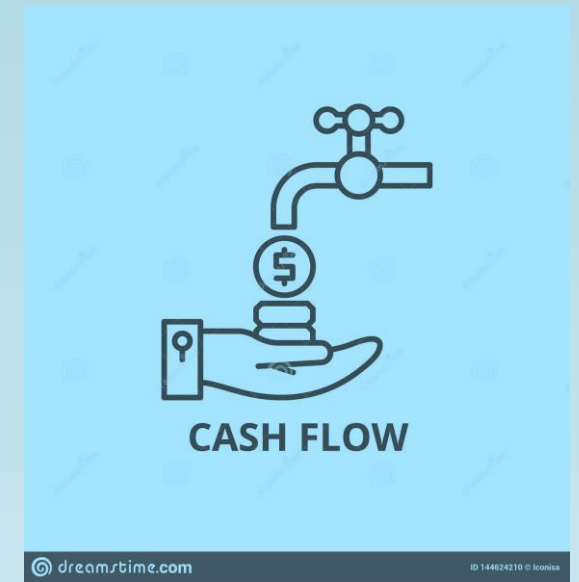
# Vessel Calls Jan/Feb/Mar – 2019/2020 For Supplies



Source : Maritime & Port Authority of Singapore

# The Impact On The Industry

- Cash Flow
- Labour
- Supply Chain



# Cash Flow

- Payments from customers generally delayed due to the various lockdown situations globally
- Suppliers are expecting to be paid without any extension to agreed credit terms
- Increased expenses to meet the various pandemic measures put in place
- Companies that were not allowed to operate had no revenue but still with fixed costs to meet

# Labour

- Generally a labour intensive industry
- Employs a significant number of migrant workers
- Numerous suppliers were ordered to shutdown during the Circuit Breaker period
- Some suppliers were allowed to operate but with drastically reduced headcount
- Commuting employees from our neighbour country were affected with closure of border



# Supply Chain

- Disruption to supply chain due to factory closures
- Disruption to supply chain due to border closures
- Inflation due to supply & demand
- Higher cost of goods due to higher shipment costs
- Higher inventory costs due to increased buffer

# Challenges of the industry

- Highly fragmented
- Mostly lacking in economies of scale
- Labour intensive
- Slow adopters of digitalization
- Inconsistency of product data across maritime industry
- Lack enforcement / licensing on compliance of quality & standards

# Way forward from here

- Consolidation to leverage on economies of scale
- Adopt technology to reduce dependence on labour
- Adopt technology to increase efficiency & productivity
- Standardization of data (item descriptions / product codes) to allow clear & concise exchange of information within the industry
- Compliance to industry accepted standards through audits and licensing

# Alignment with National Industry Transformation Map

## 4 Pillars of ITM

### Innovation

*Physical:* Living Labs, CoEs  
*Programme:* PIER71  
*Roadmap:* MTP

### Productivity

Adopt the 4D Playbook

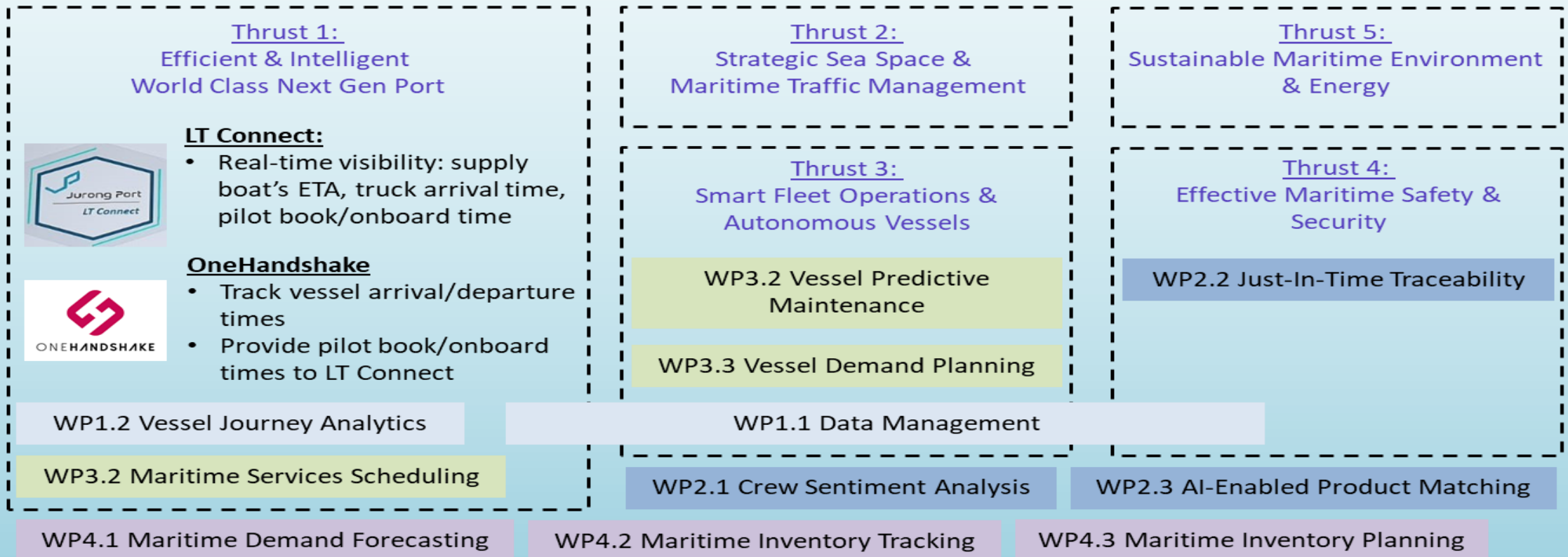
### Jobs & Skills

*Pathways:* Skills Framework 4.0  
*Agency Support :* A\*Star, SSG

### Internationalisation

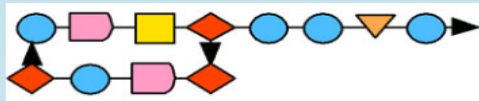
*Agency Support:* MPA, ESG

## Maritime Transformation Programme (MTP)



# Post-COVID Playbook (4D steps)

## Accelerate Digital Transformation



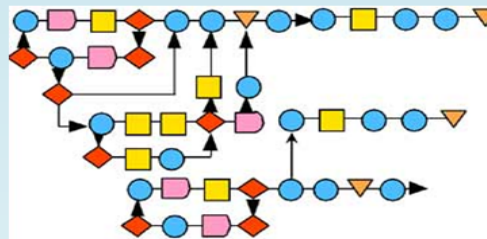
UNDERSTAND YOUR  
BUSINESS CASE

Business Case	Target
Current Condition	Action plan
	Measure

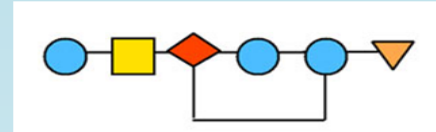
Discovery

## Manage expectations

Optimize Assets,  
Liability & Liquidity  
Cash is KING



Data Collection



Data Models

Handle the Finance.  
Recover & Grow Revenue

Dashboards

# Technology Driven Ship Suppliers



# The Future Preferred Mode Of Delivery?



Apr 28

## F-drones Completes First Commercial Beyond-Visual-Line-of-Sight (BVLOS) Drone Delivery in Singapore

F-drones has completed the first commercial BVLOS drone delivery in Singapore on 19 April 2020. The drone delivered 2 kg of vitamins over 2.7 km in 7 minutes...

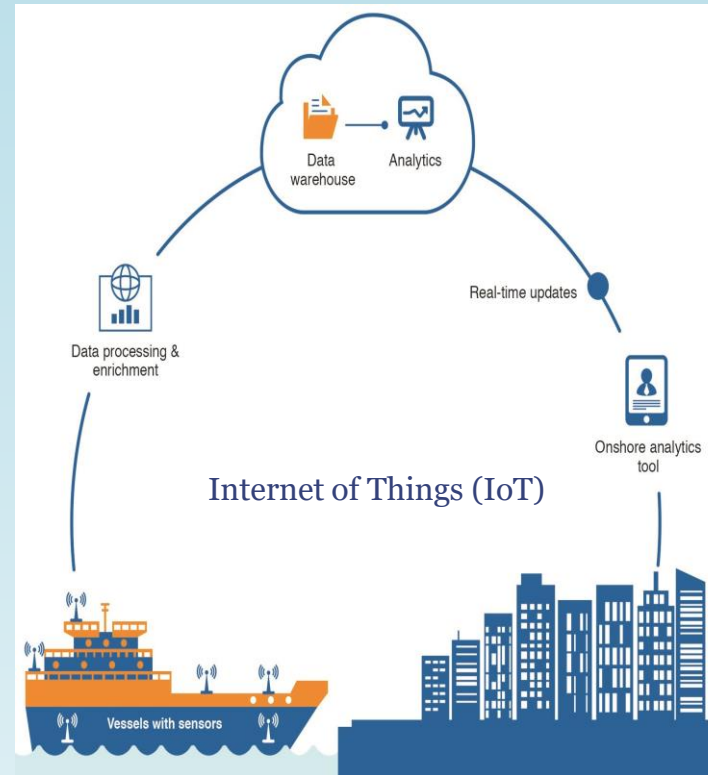
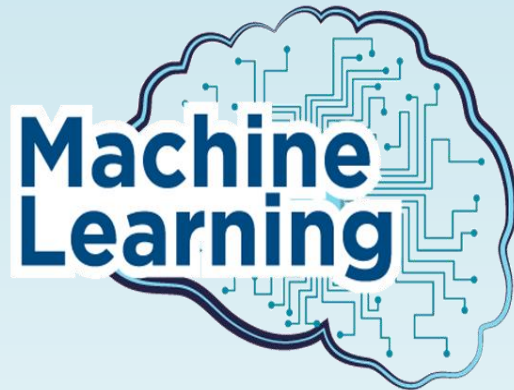
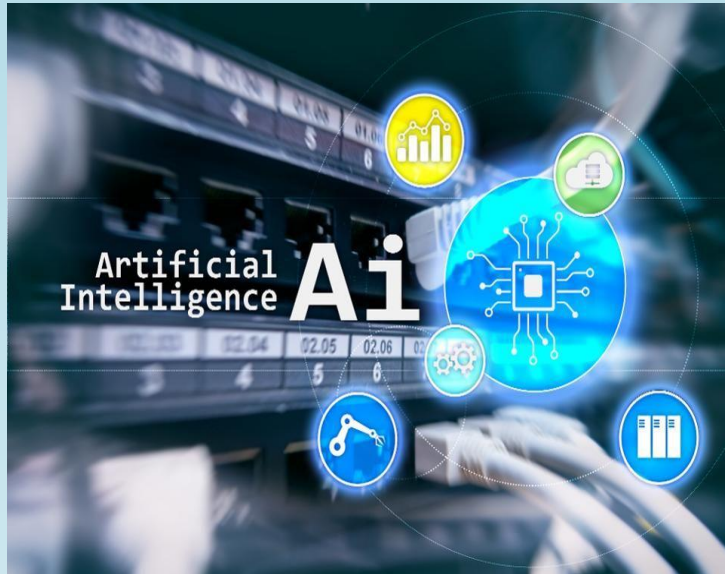


May 9

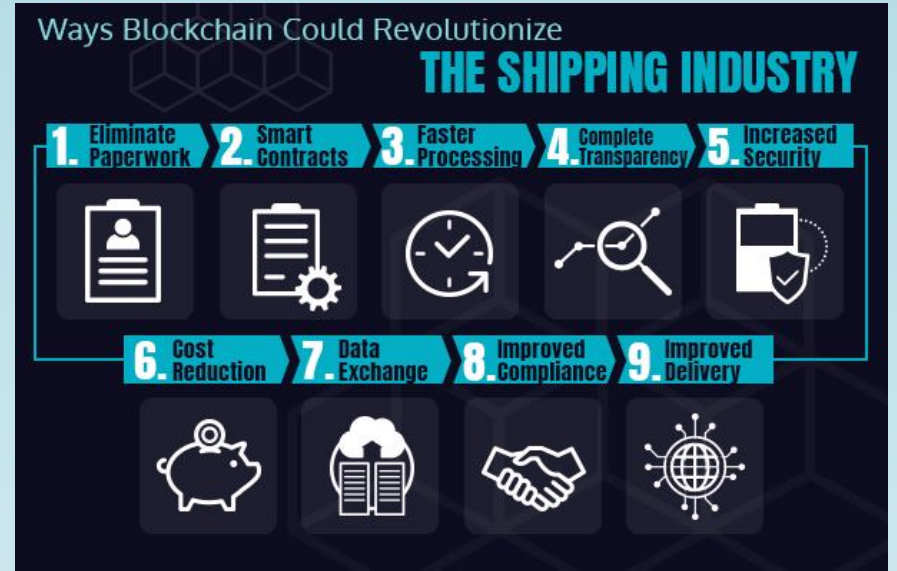
## F-drones conducts paid drone delivery for Viswa Group

F-drones is glad to have Viswa Group amongst one of its first paying customers. Viswa Group is one of the world leading fuel testing companies, receiving a h...

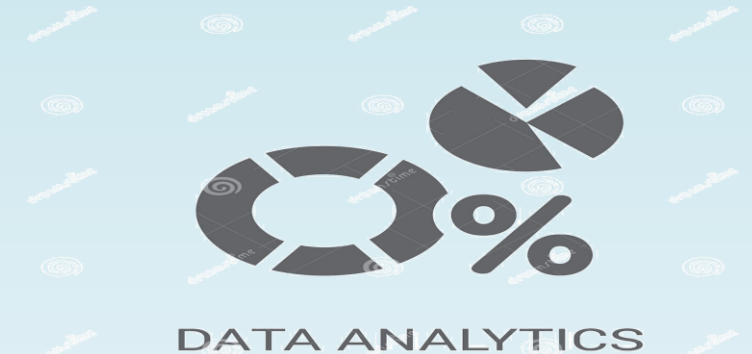
# Leveraging On Technology



Source : Wilhelmsen insights | 22. Nov 2017  
Paal Berg Lande , Fleet Manager - Cruise Segment, Wilhelmsen Ship Management



Source : Air Sea Containers, Inc.







Robotic Process Automation



Vertical Lift Modules



Robotic Arm Picker

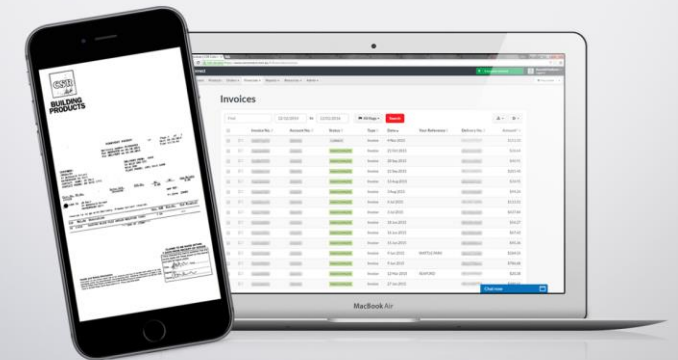


Automated Guided Vehicles coupled  
With Robotic Picking



RFID Technology

**PROOF OF DELIVERY**  
DOWNLOAD YOUR POD ONLINE



Digitalized Information

# Working Together To Transform The Industry

**Enterprise  
Singapore**

Growing **Enterprises** <sup>SG</sup>



**M P A**  
SINGAPORE

 **eGenie**  
Voice of the Industry

 **SIMTech**  
A\*STAR

 **SASS**  
Singapore Association of  
Shipsuppliers and Services

## **The A.R.T. Of Business**

***A***nalyse your business situation

***R***ethink / redevelop your digital strategy

***T***ransform your business

**Finally:**

Can A Ship Supplier Be A Technology Company That  
Specializes In Marine Logistics & Supply Chain?



Thank You!