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14-16 March 2018

Hall A, B, C, D, E & F, Marina Bay Sands | Singapore
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New opportunities amidst increasing security concerns to be key issues for Malaysian maritime players at Asia Pacific Maritime 2018

With new opportunities, security threats and increasing demand for green shipping facing Malaysia's maritime industry, players can capitalise on international and regional expertise at APM to maximise potential opportunities

MALAYSIA, 1 February 2018 – Despite the challenging operating landscape in the maritime industry set to continue, there are opportunities for Malaysia to further develop its maritime economy as its maritime industry is supported by numerous shipyards, ports and terminals, and has more to offer in addition to a prime geographic location.

Opportunities aplenty for Malaysia's maritime industry

“Even though the maritime industry in Malaysia continues to be in rough waters owing to overcapacity and tight financing, there are still opportunities for maritime players to tap into the ASEAN market with the ASEAN Free Trade Area (AFTA) that expands into other regions such as the Middle East,” said **Nazery Khalid**, *Honorary Secretary, Association of Marine Industries Malaysia and Head of Planning & Development, Boustead Heavy Industries Corporation*.

“More players are also looking at building new vessels that are more energy efficient and environment friendly due to tighter environmental regulations in the shipping industry. With the government lending stronger support to the industry with the recent launch of the Malaysia Shipping Master Plan, Malaysia is set to become a self-sufficient and internationally competitive nation, that can benefit players along the maritime industry supply chain,” added Mr Nazery.

Jackie Chieng, *Director of Siong Ping Engineering Sdn Bhd*, which will be exhibiting at APM 2018, echoed similar sentiments. “We forecast that the deck machinery market for tugboats, barges and land crafts will slowly increase in 2018. For Malaysia, recovery in the maritime industry will be gradual but optimistic.”

Tightening security and green shipping in Malaysian waters

The Straits of Malacca is one of the world's main shipping routes and as a vital artery linking the region with the rest of the world, security in the Straits is a top priority. The Royal Malaysian Navy recently announced that it will be enhancing its K3M mobile app and engage with maritime communities to bolster maritime security.

Dr Renco Wong, *Executive Director, Gimhwak Enterprise Sdn Bhd*, said, “Many companies have adopted digital tools in their ships and businesses to track potential attacks and threats to reduce the risk of piracy attacks. We also expect new build orders to rise in 2018 to fulfil new regulations set by industry associations or the local government. At Gimhwak, we are also seeing a progressive



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demand for LNG carriers in the region as companies are preparing ahead of the IMO regulation on green shipping.”

“As a shipowner and also a shipbuilder, our direction is to refocus on shipbuilding as the industry recovers. I believe 2018 will be the start of the recovery of the maritime industry,” he added.

Besides discussing the outlook, opportunities and threats facing the global maritime industry in 2018, other issues such as maritime security, future of LNG growth, and the ratification of the Ballast Water Management Convention by the International Maritime Organization (IMO) will also be discussed at this year’s APM Conference.

Strong presence of Malaysian maritime companies at APM 2018

Malaysia will also be returning to APM 2018 with a country pavilion led by the Federation of Malaysian Manufacturers (FMM). Exhibitors include Gimhwak Enterprise Sdn. Bhd, Gimhwak Shipyard Sdn Bhd, Hans Advisory & Trust Co Ltd, OPL Anchor Ocean (M) Snd Bhd, Siong Ping Engineering Snd Bhd, and Tankquip Resources Sdn Bhd.

The 15th Asia Pacific Maritime (APM), Southeast Asia’s most established maritime, workboat and offshore exhibition and conference will present its strongest line-up of keynote and conference speakers when it takes place in Singapore from 14 to 16 March 2018.

Over 40 leaders and experts from across the global maritime industry will lead pertinent discussions on the major trends and issues shaping the maritime, workboat and offshore industries, whilst sharing their insights and forecast to help players forge the way forward.

The three-day event kicks off with the inaugural APM Leaders’ Forum (14 March 2018) exploring topics that matter in the year ahead, with Mr Nazery Khalid and Mr Hazrin Hasan, Vice Chairman of the Malaysia Shipowners’ Association (MASA) representing Malaysia at the APM Leaders’ Forum.

This is followed by spotlighting the vessel market (15 March 2018), specifically the outlook for the tanker market, shifting trends in maritime finance and an in-depth look at Vietnam’s growing maritime industry. Day three (16 March 2018) will see industry leaders examine the maritime industry’s priorities in marine fuels, the latest hybrid technologies and offshore prospects.

“APM has established itself as a pivotal business platform connecting the global maritime world to Asia. Not only to do business, but to enable discussions on regional developments and major industry shifts, by bringing together business leaders and experts in their respective fields. The strong presence of Malaysian companies exhibiting and the support from prominent Malaysian industry associations at APM shows the event’s value in helping the industry discover new business opportunities and cement new partnerships,” said **Yeow Hui Leng**, *Senior Project Director, Asia Pacific Maritime*.

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Talent-building at APM

Talent remains a critical success factor for the future of the maritime industry. To engage tomorrow's maritime leaders and build talent, APM will hold a new Career & Skills Pavilion for professionals in the maritime industry seeking prospective career, networking, and training and development opportunities throughout the sector. Top talent development agencies participating include CPP Asia Pacific, Direct Search Asia, Facilitators Network Singapore, Gemini Personnel, Institute of Marine Engineering, Science & Technology (IMarEST) and the Singapore Association of Shippers and Services (SASS) Academy. Gemini Personnel will also be offering a complimentary Workplace Culture psychometric assessment to the first 100 visitors at their booth each day.

Networking at the heart of APM

Also forming the backbone of APM is its networking events, which have been revamped with a more targeted approach. New this year is the series of six thematic networking sessions tailored for visitors and exhibitors of similar interests to meet and forge new partnerships.

The six themes are: *IMO 2020 vision: Preparing for the new global sulphur cap; Best in class marine equipment and fitting; Powering the way forward – next generation marine power; Competing on a global playing field in terms of shipbuilding; The future of maritime shipping – transforming shipping industry with ICT and digitalisation; and Lubricant, coating and corrosion.*

Using the APM Recommendation Tool that crosses data to match common business interests, buyers will be connected to the relevant exhibitors while for exhibitors, the tool actively recommends them to their most targeted audience at the exhibition.

Other events organised for APM delegates to network include the inaugural APM Networking Golf event (13 March 2018) organised in partnership with Singapore Maritime Network (SMN), which brings together top leaders in the maritime community for both business and leisure connections.

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.

Industry networking event for Malaysia's maritime professionals on 7 Feb 2018

Together with the Association Of Marine Industries Of Malaysia (AMIM) and Malaysia Shipowners' Association (MASA), APM 2018 will be organising an industry networking event for all maritime professionals in Malaysia on 7 February 2018 at the Hotel Istana in Kuala Lumpur. RSVP to apm.pr@reedexpo.com.sg, or find out more about APM 2018 at www.apmaritime.com.

Event Details

APM 2018 Industry Networking Event

Date: Wednesday, 7 February 2018

Time: 3.30pm – 6.00pm

Venue: Hotel Istana, Kuala Lumpur

Organised by: Reed Exhibitions Singapore

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- Malaysia Shipowners' Association (MASA)
- Association Of Marine Industries Of Malaysia (AMIM)
- Reed Exhibitions Singapore

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About Asia Pacific Maritime (APM)

Asia Pacific Maritime (APM) is Asia's premier exhibition and conference focusing on shipbuilding & marine, workboat and offshore. 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 country 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.

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

About Reed Exhibitions

Reed Exhibitions is the world's leading events organiser, with over 500 events in 30 countries. In 2015 Reed brought together over seven million event participants from around the world generating billions of dollars in business. Today Reed events are held throughout the Americas, Europe, the Middle East, Asia Pacific and Africa and organised by 40 fully staffed offices. Reed Exhibitions serves 43 industry sectors with trade and consumer events. It is part of the RELX Group plc, a world-leading provider of information solutions for professional customers across industries.

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