




Singapore delegation – prospects previously expressed interest in Norway

Name/website/data	Description	Presence abroad	Interest in Norway
 <p>Omega Integration www.omega-in.com Founded: 1999 Employees: 160 Sales: US\$ 37M</p>	<p>Omega Integration is the end-to-end systems integration solution provider for telecommunication, fire and gas detection systems for the oil & gas industry. Services include from systems design, consultation, configuration and engineering, through installation, integration and implementation, to commissioning, field service and on-going maintenance.</p> <p>https://www.linkedin.com/company-beta/3535768/</p>	<p>Malaysia, Korea, China, Japan, UAE</p>	<p>Pending confirmation</p> <ul style="list-style-type: none"> Looking for complementary products to distribute in Asia.
 <p>alphino Alphino Pte Ltd www.alphino.com Established: 2011 Employees: 11-50 (bracket) GM: Thurein Htet</p>	<p>Provide specialized and user-intuitive products for harsh and hazardous environments, including Oil and Gas, Infrastructure, Marine. Products include waterproof beacons, acoustic hoods, and acoustic boots.</p> <p>https://www.linkedin.com/company-beta/3660615/</p>		<p>Pending confirmation</p> <ul style="list-style-type: none"> Looking for tech partners for co-development of signaling/telecommunication products (such as PA system). Looking for customers to adopt their products/solutions. Looking for customers and/or distributors in Europe/Norway
 <p>Vector InfoTech Vector InfoTech Group www.vectorinfotech.com Established: 1992 Employees: 51-200 (bracket)</p>	<p>Industrial IT Products & Services. Specializes in the supply of reliable industrial products and solutions to local and multinational corporations from the Oil & Gas, Petrochemicals, Power, Utilities, Transportation & Chemicals, Semi-Conductor, Building & Construction, Food, Pulp and Paper Industries.</p> <p>https://www.linkedin.com/company-beta/958109/</p>	<p>South-East Asia, India, Japan, Korea, China, Germany, Middle-East</p>	<p>Pending confirmation</p> <ul style="list-style-type: none"> Looking for complementary products to distribute in Asia and Middle East. Some of the existing Norwegian partners include: Jotron, Ceragon, Hernis, Autronica

Sales: US\$ 19 million
MD: Kok Hui Lau



Sing Swee Bee Group
www.singsweebee.com

Established: 1978
Revenue: US\$50 million
GM: Tan Juey Yong

In addition to being a major stockist of international standard high-pressure gas cylinders and valves in South East Asia, SSB is also the leading supplier of refrigerant products in Singapore.

SSB has been providing Non-Destructive Test services to LNG membrane carriers since year 2003. The company saw a demand growing for the membrane repairs, as the number of LNG carriers has grown rapidly over the years, from less than 200 vessels in year 2003 to more than 400 vessels today. Large number of those vessels docked in Singapore shipyards for repairs.

SSB formed a JV with Spanish firm Gabadi in November 2016 as a strategy to develop a local capability in not only doing the membrane retrofit and repairs, but also on the construction of new membrane tanks (as in small-scale LNG Membrane Vessels), in Southeast Asia, Australia and New Zealand.

<https://www.linkedin.com/company-beta/7054044/>

South-East Asia,
India, China

Confirmed participating

Looking for potential customers in Norway:

- Companies in the offshore segment, particularly operating companies like shipyards or traders who own/operate O&G assets
- Partner who can help market their ISO Tank leasing services to Norwegian companies
- Looking to sell cryogenic liquids (Oxygen, Nitrogen, Argon, Carbon Dioxide) & cryogenic equipment (Valves, hoses, pumps)

Looking for technology/business partners in Norway:

- Partners which could value-add towards their small-scale LNG solutions, e.g. companies with products/solutions that facilitate the transfer of LNG. (Vessel to Shore or Vessel to Vessel):
 - Topside equipment – pumps/ compressors, piping, gas monitoring systems, gas capturing systems
 - Hoses
 - Docking Systems
 - Mooring Systems
- Want to meet Norwegian companies with existing LNG-related projects in

SEA with the aim of executing the project on their behalf or providing supporting services

- Keen to form partnerships Norwegian companies, who are keen to pursue projects in SEA but lack the relevant connections to enter the market



Speedo Marine

www.speedo-marine.com

Established: 1972
Sales: US\$ 187million
Director: Stanley Chu

Supplier of an extensive range of industrial equipment and products to the marine, oil and gas, petrochemical, aerospace, construction, automobile, as well as furniture industries.

- ✓ Graco (USA): Spray and fluid handling equipment.
- ✓ ElektroPhysik (Germany): measuring & testing instruments.
- ✓ EcoQuip (USA): Vapor (wet) blast equipment.

<https://www.linkedin.com/company-beta/7263698/>

China, Australia, New Zealand, Malaysia, Indonesia

Confirmed participating

Looking to expand their range of industrial equipment and products for:

1. Oil and Gas sector
2. Shipyards
3. Cruise ship construction

Looking for strategic partners with complementary products in Europe:

- ✓ Established sales network
- ✓ Distributing similar products with contracts to buyers



Ascenz Solutions Pte Ltd

www.ascenz.com

Established: 2008
Sales: ~US\$ 3million
CEO: Chia Yoong Hui

Provider of operational risk intelligence solutions for the maritime industry, delivers end-to-end service delivery in a global maritime market in vessel performance systems including fuel consumption and bunkering monitoring for global shipping companies seeking fuel savings, emissions compliance and efficiency management. Specialties in Fuel efficiency, Remote Fuel Consumption & Bunkering Monitoring, Emissions compliance and efficiency management, and Vessel performance optimization

China, Indonesia, Japan, Malaysia, Myanmar, South Korea, Taiwan, Greece, Italy, the Middle East, Nigeria, Turkey, Thailand and Vietnam

Confirmed participating

Interested to meet with the offshore fleet operator, oil major and shipping companies.

<https://www.linkedin.com/company-beta/1130680/>



MTQ Corporation
www.mtq.com.sg

Established: 1969
Listed on SSE (1988)
Employees: 1,138
Revenue(2016): S\$ 221.8 mill.

Engineering solution provider for oilfield equipment and drilling contractor companies around the world. Together with its associates, MTQ Fabrication Pte Ltd and MTQ Equipment Rental Pte Ltd, MTQ Engineering offers an integrated range of services which includes fabrication of steel structures, component manufacturing, advanced coating and equipment rental services, apart from our demonstrated competencies in the repairs and refurbishments of oil drilling equipment. Specializing in two major areas:

Oilfield Engineering:

- ✓ Oilfield equipment supply
- ✓ Equipment component manufacturing
- ✓ Remanufacturing of most drilling tools
- ✓ Oilfield equipment design and engineering services
- ✓ Equipment recertification and rig inspections
- ✓ General oilfield fabrication and welding
- ✓ Design and manufacturing of pipe support products

Engine systems:

- ✓ Diesel fuel injection
- ✓ Turbochargers
- ✓ Performance parts
- ✓ Automotive parts
- ✓ Industrial specialty products
- ✓ Remanufacturing

<https://www.linkedin.com/company-beta/482959/>




Australia (MTQ Engine Systems (Aust)), Bahrain, UK, Indonesia.

Serve a wide range of customers from the Oil & Gas industry i.e. Original Equipment Manufacturers (OEM), drilling contractors/ rig owners, oil companies and service companies.

Confirmed participating

CEO Kuah Boon Hwee and Managing Director Vincent Tan attended the LNG technology workshop organized by Innovation Norway and the Norwegian LNG Network in Singapore Nov. 2016. Shows interest for Norwegian LNG and O&G technologies.

Looking for customers and partners in Norway.

 <p>Triyards Holdings Ltd. www.triyards.com Revenue: S\$ 3,247million BDM: Bensen Ni</p>	<p>Provides integrated full-service engineering, fabrication and ship construction solutions for the global offshore and marine industry. The Company has a focus on shipbuilding, ship conversions, medium to heavy fabrication works and ship repairs. Over the years, TRIYARDS has diversified its offerings from offshore support vessels and lifeboats to include research vessels, aluminum built security vessels, chemical tankers and wind farm service vessels.</p>	<p>Vietnam, Americas</p>	<p>Confirmed participating</p> <p>Looking for customers and partners in Norway.</p>
 <p>Singapore Technologies (ST) Marine http://www.stengg.com/our-business/marine/index Sales: US\$ 422M</p>	<p>Singapore Technologies Marine Ltd (ST Marine) is a premier shipyard providing turnkey shipbuilding, ship conversion and ship repair services to a worldwide customer base in the naval and commercial markets. ST Marine's presence in the global new building market, particularly in the Americas, is complemented by VT Halter Marine, the US arm of our operations based in Pascagoula, Mississippi. It also offers a suite of sustainable environmental engineering solutions through its subsidiary STSE Engineering Services Pte Ltd (STSE)</p>	<p>Americas STSE's two wholly-owned subsidiaries, ST Environmental Services & Technologies Co. Ltd (STSE) in China and STSE Engineering Services (B) Sdn Bhd (STSEB) in Brunei, are expanding the environmental engineering business in these countries.</p>	<p>Pending confirmation</p> <p>Interested to find out more about offshore wind support vessels and offshore wind services companies.</p>
 <p>SPRING SINGAPORE www.spring.gov.sg</p>	<p>SPRING Singapore is an agency under the Ministry of Trade and Industry responsible for helping Singapore enterprises grow and building trust in Singapore products and services. As the enterprise development agency, SPRING works with partners to help enterprises in financing, capability and management development, technology and innovation, and access to markets. As the national standards and accreditation body, SPRING develops and promotes an internationally-recognised standards and quality assurance infrastructure. SPRING</p>		<p>Confirmed participating</p> <p>Keen to meet with companies in the IoT space focusing on the Oil and gas sector, e.g. of interest areas:</p> <ul style="list-style-type: none"> • Condition monitoring e.g. technologies to track and analyse engine performance, fuel consumption patterns etc

also oversees the safety of general consumer goods in Singapore.

- Modelling and Simulation e.g. technologies to simulate reservoir characteristics, vessel fatigue etc
- HSE e.g. manpower tracking, monitoring of operations when working in fields with high acidity etc
- Cyber security

Keen to meet with GCE Subsea cluster/
Owe to discuss possible areas of collaboration



RUTLEDGE OMNI SERVICES

www.rutledgeservices.com

CEO: Anne Elizabeth Thomas

Rutledge provides H2S Safety Services for Upstream Drilling & Exploration activities, H2S Scrubbers, Scavengers and removal solutions, Air quality monitoring, Fire and gas systems, OPITO trainings personnel tracking on rigs. They provide safety services for Downstream Refineries & Petrochemical plants operation and construction.

Rutledge is keen to harness innovation and technology to enhance its capability and capacity to provide the best H2S Safety Equipment, and constantly working to provide more cost-effective, efficient and highest quality H2S and Safety solutions to our clients.

Confirmed participating

Keen to meet companies operating in HSES (Health Safety Environment Security) and Advanced Non Destructive Testing in Norway Oil and Gas industry



Port of Singapore
Authority (PSA)
International
www.globalpsa.com
Sales: US\$
2,525million



As one of the leading global port groups, PSA participates in around 40 terminals in 16 countries across Asia, Europe and the Americas with flagship operations in PSA Singapore Terminals and PSA Antwerp. World's largest port group with 9% of global container throughput: 64,1 M TEU in 2015.

PSA unboXed is PSA International's corporate venture capital arm that invests in start-ups with innovations that bring strategic value to PSA. Focus areas:

- ✓ Container Port 4.0
- ✓ Marine, logistics & supply chain (technology, execution, documentation, information, financing, communities etc.

PSA UNBOXED INCUBATOR PROGRAM

PSA's incubator program seeks to invest in and nurture start-ups that are keen to create innovative logistics solutions fusing information and communications technology including IoT (Internet of Things), cloud, data analytics, AI (Artificial Intelligence) and optimization, as well as engineering solutions including robotics and automation in container and cargo handling operations, and transaction solutions for the maritime trade and finance ecosystems. <https://unboxed.globalpsa.com/>

40 terminals in 16 countries

Not participating, but keen to look for partners

Looking for companies/startups to invest in, for small stake equity. For "Container Port 4.0", areas of technology applications include:

- ✓ Smart machines and systems: connected network of equipment streaming situational data for enhanced sense making and pre-emptive responses.
- ✓ Pre-emptive health, safety and security management. Integrated analytics-supported HSS management for prevention before mitigation.
- ✓ Sustainable environment: smart systems around energy consumption, recycling and emissions.
- ✓ Integrated and optimized operations: data-driven operations for consistent & sustained high productivity, asset utilization and customer service levels.
- ✓ Automated container handling:
 - Submersible drones
 - UAV and underwater drones
 - Smart cranes, smart workshops, smart maintenance
 - Predictive maintenance, trolley rail imaging systems, vibration monitoring systems
 - Automated washing, AGV in workshop for auto parts delivery, semi-auto rut runners for fire charge.

