

INTERNATIONAL ENTERPRISE SINGAPORE

# Singapore

## Your Ideal Business Partner



### Maritime/Oil and Gas Business Mission to **Norway**

Kristiansand • Bergen • Oslo • Trondheim  
12 – 18 March 2017



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## SINGAPORE: CATALYSING GROWTH

Singapore, Southeast Asia's smallest country, is a vibrant, dynamic city-state with one of the highest standards of living in the world. Diminutive in size but brimming with economic potential, Singapore is the world's easiest place to do business<sup>1</sup> and world's second most competitive country<sup>2</sup>.

Leveraging its strategic location between the East and West, Singapore offers companies worldwide a platform to grow their global business. More than 7,000 multinational corporations have set up here, with more than half of them using Singapore as their regional headquarters. Companies looking to grow their business will find the city-state the ideal location to achieve their goals.

### At the heart of Asia

Located at the crossroads of the east-west trading routes, Singapore provides access to fast-growing markets such as China, India and Southeast Asia, all within a seven-hour flight radius.

One of the world's top transportation hubs for sea and air cargo (Singapore's container ports are the busiest in the world and Changi International Airport is linked to 200 cities in 60 countries, with more than 6,100 weekly flights), Singapore offers unparalleled connectivity and infrastructure for both passengers and cargo.

### Your ideal business partner

Due to a limited domestic market, Singapore companies set their sights beyond the city's shores. Their extensive experience of doing business in the region and the world has enabled them to evolve into excellent business partners with a strong track record of delivering integrated solutions and high quality products.

English is the official language of administration and commerce, making Singapore conducive for business. The city-state's reputation for transparency, pro-business policies, trusted legal and corporate governance systems means you can be assured when you partner a Singapore company.

### A great place to live in

Business aside, you can play as hard as you work in Singapore. The city-state is safe and orderly, and it is recognised as one of the cleanest and greenest cities in the world. It has an efficient and affordable public transport system, and its healthcare services are world-class. Two new integrated resorts – Marina Bay Sands and Resorts World Sentosa – add to its vibrant nightlife and hospitality scene.

Testament to its high quality of living, Singapore was ranked by Mercer<sup>3</sup> as the best place in Asia to work, live and play.

For more information on Singapore, please visit:

**www.sg** – Singapore Infomap – Your first stop portal to Singapore  
**www.gov.sg** – Singapore government information  
**www.business.gov.sg** – Information on doing business in Singapore  
**www.yoursingapore.com** – Tourist information on Singapore

### Singapore Snapshot 2016

Total Population	5.61 million
Resident Population (Singapore citizens and permanent residents)	3.9 million
Total Land Area	719.1 sq km
GDP	S\$486.9 billion (US\$347.2 billion)
Total Trade	S\$870.2 billion (US\$620.5 billion)
Top Five Trading Partners	China, Malaysia, EU 28, US, Hong Kong

<sup>1</sup> Doing Business 2014, The World Bank Group

<sup>2</sup> Global Competitiveness Report 2014, World Economic Forum

<sup>3</sup> Quality of Living 2014, Mercer

## ORGANISER

### INTERNATIONAL ENTERPRISE SINGAPORE



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International Enterprise (IE) Singapore is the government agency driving Singapore's external economy. It spearheads the overseas growth of Singapore-based companies and promotes international trade.

Trade has always been the backbone of Singapore's economy. In addition to promoting export of goods and services, IE Singapore also attracts global commodities traders to establish their global or Asian home base in Singapore. Today, Singapore is a thriving trading hub with a complete ecosystem for the energy, agri-commodities and metals & minerals trading clusters.

Renowned worldwide for their dedication to quality and innovation, Singapore-based companies make ideal business partners. With its global network in over 35 locations spanning many developed and emerging markets, the agency connects businesses with relevant Singapore-based companies for their business expansion by:



- helping to identify and cultivate relationships with Singapore-based partners that have a pan-Asian or global presence
- keeping companies abreast of the latest business trends and opportunities in Asia

Visit [www.iesingapore.com](http://www.iesingapore.com) for more information.

### Representatives from IE SINGAPORE





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## CO-ORGANISER

### INNOVATION NORWAY SINGAPORE



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Innovation Norway is the Norwegian Government's most important instrument for innovation and development of Norwegian enterprises and industry. It supports companies in developing their competitive advantage and to enhance innovation.

Norwegian enterprises have access to a broad business support system as well as financial means. Innovation Norway provides competence, advisory services, promotional services and network services. The marketing of Norway as a tourist destination is also considered one of the organizations important tasks.

By combining local industry knowledge and international networks with the business ideas and the motivation of entrepreneurs, the foundation for new successful businesses is created. It aims to assist Norwegian businesses grow and find new markets. It is represented in more than 30 countries worldwide and in all Norwegian counties, with head office in Oslo. It has an office in Singapore.

Innovation Norway Singapore has recently established the Norwegian Energy Collaboratorium in Singapore (NEC) in cooperation with the Research Council of Norway and Energy Research Institute at Nanyang Technological University (ERI@N) as a platform for connecting Norwegian and Singapore companies and research institutions within the energy business area. For more details, refer to: <http://www.innovasjon Norge.no/no/Kontorer-i-utlandet/singapore/Newsnyheter/the-norwegian-energy-collaboratorium-in-singapore--connecting-norwegian-companies-and-research-to-energy-markets-in-south-asia/>.

Visit [www.innovasjon Norge.no](http://www.innovasjon Norge.no) for more information.

### Representatives from INNOVATION NORWAY SINGAPORE



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## SUPPORTING ORGANISATION

### SPRING SINGAPORE



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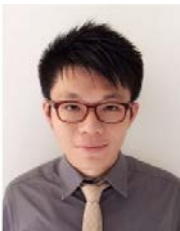
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[www.spring.gov.sg](http://www.spring.gov.sg)

SPRING Singapore, a sister agency to IE Singapore, is a government 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 also oversees the safety of general consumer goods in Singapore.

Visit [www.spring.gov.sg](http://www.spring.gov.sg) for more information.

### Representative from SPRING SINGAPORE



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## LIST OF PARTICIPATING COMPANIES

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## PARTICIPATING COMPANIES

### Ascenz Solutions Pte. Ltd.



**Mr Chia Yoong Hui**  
**Chief Executive Officer**



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### Company's Profile

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

Overseas presence:

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

### Areas of interest

Identify possible collaborations and partnerships with offshore fleet operator/owner, oil major and shipping companies, as well as port-related authorities

### Wish to meet

- 1) LNG Technology service providers
- 2) Marine & offshore vessels charters and operators
- 3) Shipping companies

## PARTICIPATING COMPANIES

### MTQ Corporation Limited



**Mr Vincent Tan**  
**Managing Director**



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### Company's Profile

MTQ Corporation Limited specializes in engineering solutions for oilfield equipment, including repair, manufacture and rental operations, supply of oilfield equipment and tools, engineering services with a focus in subsea and topside services, as well as pipe support and pipe suspension products. Well-known for its broad experience for over 30 years and commitment to service quality, the Group is an authorized working partner for some of the world's largest OEMs in drilling equipment and is accredited to carry out manufacturing and repair works in accordance to American Petroleum Institute Standards.

The company offers services to companies involved in oil and gas exploration. We are specialists in areas like blow out preventers and all other types of drilling equipment, also services like remotely operated vehicles for use in underwater drilling and exploration, pipeline stabilization products, seismic survey. We are also involved in downstream pipe support for use in refineries, downstream products plant, etc.

Overseas presence:  
Australia, Bahrain, UK, Indonesia

### Areas of interest

Identify possible collaborations and partnerships with Sub-Contract Manufacturing and After-Market Remanufacturing for Oil and Gas Pressure Control Equipment providers that have an interest to venture into Asia-Pacific

Assess potential new technologies and partners that will enhance our service offerings to the market

### Wish to meet




- 1) Original Equipment Manufacturers
- 2) Technology Companies relating to subsea and topside services
- 3) Companies/Partners with New Products or Services

## PARTICIPATING COMPANIES

### Rutledge Omni Services Pte Ltd



**Ms Anne Elizabeth Thomas**  
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### Company's Profile

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. Beside H2S Safety Services, Rutledge also provides advanced techniques for Non Destructive Testing in the oil and gas industry. These include Acoustic Pulse Reflectometry, Acoustic Emission Testing, Long Range Ultrasonic Testing, Magnetic Flux Leakage, Pulsed Eddy Current and others.

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

Overseas presence:

Indonesia, Kazakhstan, Pakistan, India, Kurdistan, United Arabs Emirates, Thailand

### Areas of interest

Identify possible collaborations and partnerships with Norwegian companies in the Health Safety Environment Security (HSES) and Advanced Non Destructive Testing

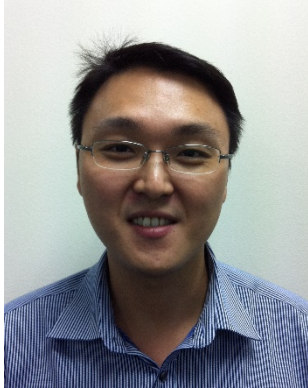
Assess potential new technologies and trends in the Oil and Gas sector

### Wish to meet




Companies operating in HSES (Health Safety Environment Security) and Advanced Non Destructive Testing in Norway Oil and Gas industry

## PARTICIPATING COMPANIES

### Sing Swee Bee Enterprise Pte Ltd



**Mr Peter Chew**  
Assistant Regional Sales Manager



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### SSB Cryogenic Equipment Pte Ltd



**Mr Isaac Tan**  
Sales Engineer

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## Company's Profile

Sing Swee Bee Group (SSB) is the holding entity for Sing Swee Bee Enterprise Pte Ltd, SSB Cryogenic Equipment Pte Ltd and SSB Cryogenic Services Pte Ltd, with employees and offices spread across several key countries within Asia. In addition to being a largest stockist of high-pressure gas cylinders and valves in South East Asia, SSB is also proud to be the leading supplier of refrigerant products in South East Asia.

Established in 1978 with general export as its primary business activity, SSB has grown strategically over the years to encompass trading of industrial gases products as well as Cryogenic and LNG products/equipment in the region products as part of its host of business services.

SSB is the owner and lessor of the largest fleet of T-75 Cryogenic ISO tanks in South East Asia for the transportation and distribution support and supply of cryogenic bulk liquids (such as LIN, LOX, LAR, LCO<sub>2</sub>, LN<sub>2</sub>O, Ethylene, LNG, etc.) on both constant and turnkey basis within the region. SSB has also 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.

Overseas presence:  
Indonesia, Malaysia, Vietnam, Philippines, India, China

### **Areas of interest**

Identify possible collaborations and partnerships with Norwegian companies in the offshore segment that have an interest to venture into Asia-Pacific and/or lack the connections into the region

Assess potential new technologies and partners that could value-add towards their small-scale LNG solutions

### **Wish to meet**

- 1) Companies with existing Cryogenic or LNG-related projects in SEA with the aim of executing the project on their behalf or providing supporting services
- 2) Companies in the offshore segment, particularly shipyards or traders who own/operate O&G assets
- 3) Partners who can help market its ISO Tank leasing services, sell cryogenic liquids (Oxygen, Nitrogen, Argon, Carbon Dioxide, Nitrous Oxide, Ethylene and LNG, etc.) and cryogenic equipment (Valves, hoses, pumps, cylinders, storage tanks, cryogenic products/equipment) to Norwegian companies
- 4) Partners which could value-add towards their small-scale LNG solutions, e.g. companies with products/solutions that facilitate the transfer of LNG, e.g. Vessel to Shore or Vessel to Vessel:
  - Topside equipment – pumps/compressors, piping, gas monitoring systems, gas capturing systems
  - Hoses
  - Docking Systems
  - Mooring Systems




## PARTICIPATING COMPANIES

### Speedo Marine (Pte) Ltd



**Mr Stanley Chu**  
Director



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### Company's Profile

Speedo Marine is a supplier and distributor of an extensive range of blasting equipment, spray equipment, industrial equipment and products to the marine, oil and gas, petrochemical, aerospace, construction, automobile, as well as furniture industries. The company is to expand expansion to grow into America and Europe market.

Its key products & services:

1. Equipment distribution for its own brand blasting equipment & (major revenue source) for its principals:
  - Blasting equipment & fluid handling equipment (Graco)
  - Measuring & testing instruments (Elektro Physik)
  - Special/Customized Systems (Speedo)
2. Turnkey projects (chamber design, supply, installation & commission) for shipyards
3. Cryogenic insulation turnkey, high grade insulation material (strong track records in China)

Overseas presence:

China, Australia, New Zealand, Malaysia, Indonesia

### Areas of interest

Identify possible collaborations and partnerships between Singapore and Norwegian industrial equipment suppliers and companies.

Looking for strategic partners with complementary products in Europe, which have established sales network and distributing similar products with contacts to buyers.

### Wish to meet

Industrial equipment and products suppliers that have an interest in the Asian market, for

1. Oil and Gas sector
2. Shipyards
3. Cruise Ship Equipment Supplier




Customers/Partners keen on their products and services

## PARTICIPATING COMPANIES

### Triyards Marine Services Pte Ltd



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### Company's Profile

Headquartered in Singapore and listed on the Mainboard of the Singapore Stock Exchange since 2012, Triyards provides integrated full-service engineering, fabrication and ship construction solutions for the global offshore and marine industry. The company has a keen focus on shipbuilding, ship conversions & repairs and medium to heavy fabrication works. Over the years, TRIYARDS has diversified its offerings from offshore support vessels and liftboats to include research vessels, aluminium built security vessels, chemical tankers and windfarm service vessels. It has astute record for building sophisticated vessels that can tackle complex offshore projects in a cost effective and timely manner, and has been accorded the API-2C Monogram Certificate for crane manufacturing set by the American Petroleum Institute.

Overseas presence:  
Vietnam, US (Houston)

### Areas of interest

1. LNG
2. Renewable Energy
3. Subsea

### Wish to meet

Ship owners, brokers and suppliers

For offshore wind: Project developers, investors, and EPC contractors

## Useful Contacts

### Consulate-General Of The Republic Of Singapore - Norway (Oslo)

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