

# SEMBShip



## SembShip @ International Exhibitions and Trade Shows

Sembawang Shipyard is a visible participant of major shipping conventions and trade shows. The objective is not only to showcase our expertise and strong track record especially in our specialised niche markets of FPSO/FSO conversions, offshore vessels conversions, complex lengthening conversions, passenger ship conversions / refurbishment and vessels' upgrading but also to reinforce our partnerships with our international clientele, many of whom are regular visitors.

In the last three months, we participated in four major exhibitions which attracted thousands of visitors from the global maritime fraternity including ship owners, ship operators, ship managers, shipbrokers, equipment and machinery manufacturers, maritime insurers and other related service providers.



### Seatrade Cruise Convention, Miami (USA)

Seatrade Cruise Convention was held in Miami, USA in March 2006 and we were part of the Cruise Asia pavilion together with Singapore Tourism Board, Singapore Cruise Centre, Hong Kong Tourism Board, Malaysian Tourism Board, Saigon Tourist Office and Thailand

Tourism Board. Sembawang Shipyard is the only Singapore shipyard represented at this annual premier cruise exhibition to showcase our unrivalled track record in repairs and refurbishment of luxury cruise vessels. With a solid track record of having repaired, upgraded and converted more

than 100 cruise vessels since 1970s, we take great pride in our unique 'cruise ship culture' i.e. the mindset to provide a total cruise ship refit experience that delivers each vessel on schedule without any loss time incident and quality rework.

(continued on page 2)



Our representatives at the show, Mr HT Pang, Sales Manager and Mr Ganesh, Assistant Project Manager.



## Asia Pacific Maritime, Singapore



Our Joe Wong, Commercial Manager (Sales) updating a visitor on the Shipyard's business.



Mrs Lim Hwee Hua, Minister of State for Finance & Transport, being briefed on the group's development plans by SembCorp Marine's representatives.

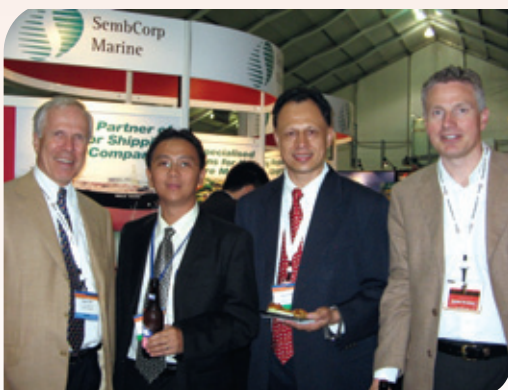
We exhibited in this premier shipping show jointly with SembCorp Marine in March 2006. This major maritime event in Singapore was officially opened by Mrs Lim Hwee Hua, Minister of State for Finance & Transport and attracted more than 5500 visitors from 55 countries. Our representatives at the show took the opportunity to meet our customers and business associates including overseas customers who had specially flown into Singapore to attend the exhibition.

## Offshore Technology Conference, Houston (USA)

In May 2006, we participated in the Offshore Technology Conference (OTC) in Houston together with SembCorp Marine's JSPL and PPL Shipyard. This is one of the world's premier exhibitions for major leading offshore companies. The 2006 event was the largest ever with

2,229 companies from more than 30 countries exhibiting at the Grand Reliant Centre. Interesting conference papers and technical presentations were delivered during the 4-day event, giving insights into the buoyant offshore market developments and its future.

During the show, we showcased our recent major track record in FPSO conversion and offshore projects such as ERHA FPSO and on-going large conversion and offshore projects like BW Enterprise FPSO, Sapura 3000 and Bohai FPSO. Our representatives Mr Amul Subnis (Senior Proposal and Contracts Manager), Mr Lew Kar Wai (Project Manager) and Mr Yohanand Kanalingam (Project Manager, Engineering) also took the opportunity to meet up with our customers from BW Offshore, APL AS, Huisman, Boskalis Westminster, Bluewater Energy Services, PGS Production, Transocean and many others.



Our representatives with customers and visitors to our stand.

(continued on page 3)



## Posidonia 2006, Greece

Sembawang Shipyard was part of the Singapore delegation which participated in Posidonia 2006, one of the biggest maritime exhibitions held in Hellenikon Exhibition Centre in Athens, Greece from 5 – 9 June 2006. This prestigious event attracted more than 1,600 exhibitors from 80 countries and it was estimated that 16,000 visitors attended the exhibition.

Greece is one of our biggest markets for ship repair and we enjoy strong support from major Greek shipowners



Delegation from Singapore being led by Mrs Lim Hwee Hua, Minister of State for Finance & Transport, during the official opening ceremony on 5th June 2006.



From left to right : Mr Jimmy Ho, Commercial Manager (Sales), Mr Toh Mun Tong, Senior Marine Manager, Mr A Vlassakis, Director (Tanker Division) from European Navigation Inc, Mr G Poulakis from Interyards SA and Mr Kostas Stassis, Technical Manager (New Project) from European Navigation Inc.

and managers. Our stand was very well visited and throughout the week-long exhibition, many of our Greek customers, European customers, partners and friends took the opportunity to drop in for business discussion, updates and friendly chats with our representatives Mr Jimmy Ho, Commercial Manager (Sales), Mr Toh Mun Tong, Senior Marine Manager and Mr Gerard Norman Theseira, Assistant Project Manager. ⚓

## New Members For Our SUNDOWNER'S Club!

We are pleased to enrol two new members into our prestigious Sundowner's Club for the month of April

2006. They are Mr Iain Bruce, Superintendent from BP Shipping and Mr Vu Long, Manager Drydockings from

ConocoPhillips, who proudly received their special pewter mugs from Mr Tan Ah Tee, Senior Marine Manager.



Mr Iain Bruce, receiving the Sundowner's mug for his 5th vessel, **British Loyalty**.



Mr Vu Long, making a short 'thank you' speech. His 5th vessel was **Polar Discovery**.

Said Mr Vu Long, 'I had waited for a long time for this and finally, the moment has arrived. Each time I returned to Sembawang, it gets better and better as it is like coming back to friends.'

To date, there are 196 members in our Sundowner's Club and we look forward to more. ⚓