

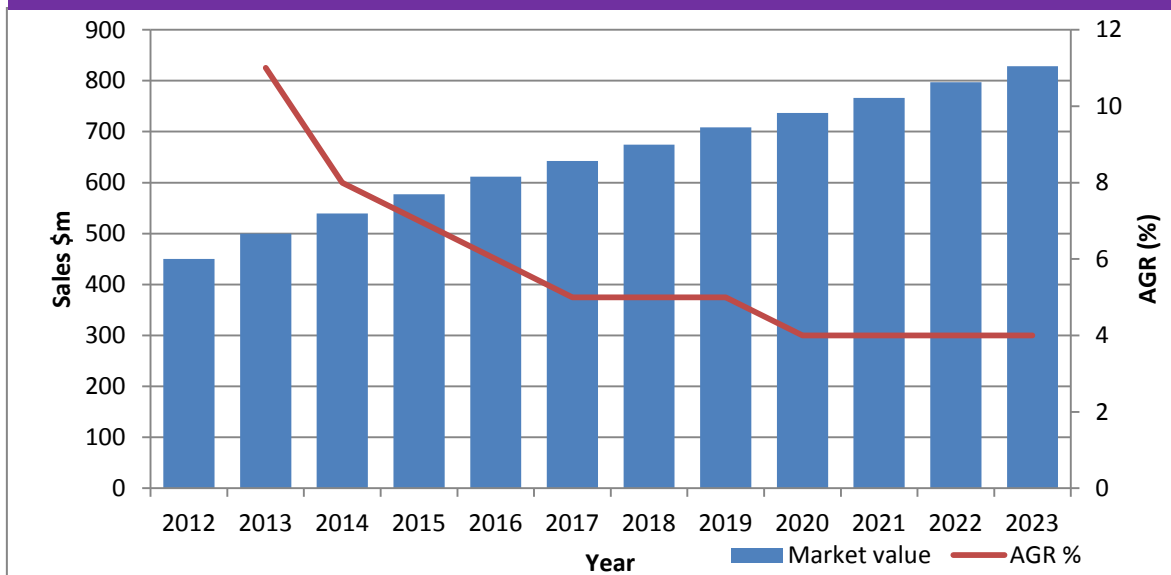
The Maritime Security Market 2013-2023 Piracy, Shipping, Vessels and Seaport Security

5.14 Singaporean Maritime Security Market 2013-2023

Table 5.37 Singaporean Maritime Security Market Forecast 2013-2023 (\$m, AGR %, CAGR%, Cumulative)													
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2013-23
Sales \$m	450	500	539	577	612	642	675	708	737	766	797	829	7381
AGR (%)		11.0	8.0	7.0	6.0	5.0	5.0	5.0	4.0	4.0	4.0	4.0	
CAGR 2013-18 (%)	6.2					2018-23	4.2						
CAGR 2013-23 (%)	5.2												

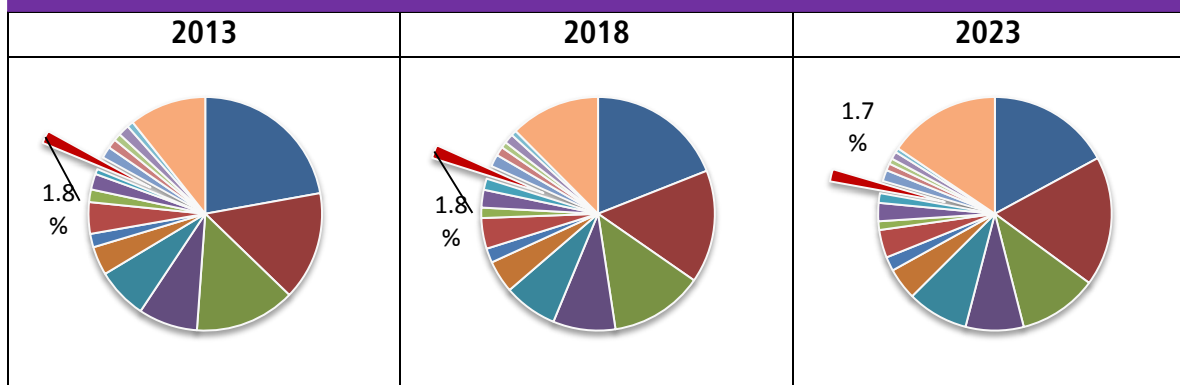
Source: Visiongain 2013

Figure 5.29 Singaporean Maritime Security Market Forecast 2013-2023 (\$m, AGR%)



Source: Visiongain 2013

Figure 5.30 Singaporean Maritime Security Market Share Forecast 2013, 2018 and 2023 (% Share)



Source: Visiongain 2013

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5.16.3 Malaysian Maritime Security Contracts & Programmes

Table 5.45 Malaysian Maritime Security Major Contracts & Programmes (Company, Value (\$m), Date, Details)

Company	Value	Date	Details
Indonesian Aerospace	\$10m	Jul-13	In July 2013 Malaysia began cooperation with Indonesia for the conversion of its CN-235 transport aircraft to a maritime surveillance role.
OSI Maritime Systems	Undisclosed	Jun-13	Malaysia's Boustead Naval Shipyard awards OSI Maritime Systems a contract for six integrated navigation and tactical systems for the Malaysian Navy's six new Littoral Combat Ships. The contract includes the provision of OSI's Electronic Chart Precise Integration System (ECPINS-W) and its warship automatic identification system.
Daya Materials JV	\$68.1m	May-13	Daya Materials JV is awarded a contract to supply the ventilation systems for the Malaysian Navy's six new Littoral Combat Ships.
BAE Systems	\$57m	Apr-13	The Malaysian Navy awards BAE Systems a contract to outfit its new class of patrol vessels with its 57mm Mk3 guns. Overall six Mk3's will be provided for the Malaysian's fleet of Second Generation Patrol Vessel – Littoral Combat Ships (SGPV-LCS).
Rheinmetall Group	Undisclosed	Jan-13	Rheinmetall Group wins the contract to provide the Malaysian Navy's Gowind Patrol vessels with a total of twelve fire control radars (TMX/EO Mk2) and six electro optical systems (TMEO Mk2).
DCNS & Boustead Naval Shipyard	\$2.8bn	Jan-12	Malaysia orders six Gowind patrol vessels from DCNS and its partner Boustead Naval Shipyard. The first corvette is expected to be delivered by 2017, with the rest following every six months.
Eurocopter Group	Undisclosed	Jun-11	The Malaysian Ministry of Defence signs a supplementary contract with Eurocopter Group for 12 EC725 helicopters.
CAE	Undisclosed	Jan-11	CAE signs an agreement with IGTEC, a Malaysia-based aerospace technology company to design and manufacture a C-130H full-mission simulator.
AgustaWestland	\$200m	Oct-08	AgustaWestland, a Finmeccanica subsidiary, signs a contract with the Malaysian Maritime Enforcement Agency (MMEA) for the supply of three AW139 helicopters plus options for several additional aircraft.

Source: *Visiongain 2013*

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7. Expert Opinion

7.1 Steven Jones, Director, The Security Association for the Maritime Industry (SAMI)

The Security Association for the Maritime Industry (SAMI) is an international organisation representing companies working in the maritime security industry and is a focal point for global maritime security matters. SAMI provides direct links to the commercial shipping industry, Cruise, Superyacht, Offshore Oil & Gas sectors and Ports. Working in partnership with international shipping organisations, flag States, governments and regulatory bodies, insurance and legal professionals, SAMI bridges the gap between security and shipping. SAMI was awarded 'Newsmaker of the Year' in the Lloyd's List Global Awards 2012.

7.1.1 Current Drivers of the Maritime Security Market

Visiongain: What would you say are the current drivers of the maritime security market and why?

Steven Jones: The drivers of security are based on the threats facing shipping, and piracy has been a major force compelling ship-owners to act to safeguard their crews, cargoes and vessels.

In assessing the future it is important to explore the problems which have shaped the status quo, and of lessons which need to be learned to mitigate the threats. Piracy is not the only maritime security problem, and the market provides solutions to mitigate problems across the entire supply and logistics chain.

From stowaways and smuggling, through to the tragic issue of human trafficking and migration – all are challenges which require maritime security actions to be implemented. Then there is the ever evolving face of terrorism and political instability – where this can affect shipping, then maritime security providers have to be able to provide the right assistance and support to clients.

7.1.2 Current Restraints of the Maritime Security Market

Visiongain: What would say are the current restraints of the maritime security market and why?

Steven Jones: Perhaps the biggest restraint on the maritime security market is the fact that threats are not fully appreciated or accepted. Also as a relatively new industry and concept it seems perhaps the benefits are not wholly understood either.

So we have a position in which the clients do not know they need help, and they are not wholly sure what help could be provided and by whom.

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8.1 Austal

Table 8.2 Austal 2012 (Total Revenue, Revenue from Market, % Revenue From Market, Global Market Share %, HQ, Ticker, Contact, Website)

	2012
Total company revenue \$bn	\$0.9bn
Product Specialisation	Shipbuilding
Headquarters	Henderson, Western Australia
Ticker	ASX
IR Contact	Investors are directed to: investors@austal.com
Website	www.austal.com

Source: *Visiongain 2013*

Table 8.3 Austal Company Products / Services (Division, Product, Specification)

Company Division	Product	Specification
Austal USA	Independence-class Littoral Combat Ship (LCS).	The Independence-class Littoral Combat Ship is a trimaran type multi-purpose warship designed to operate in coastal waters. It has modular-mission capability and each unit costs approximately \$704m.
Austal Ships	Cape Class Patrol boat	The Cape-class patrol boat is a new type of vessel being designed for the Australian Customs and Border Protection Services. The vessels are designed to operate for long periods of time in high seas and survive in severe conditions.

Source: *Visiongain 2013*

Above is a sample list of some of the key maritime security products provided by Austal. This list is by no means exhaustive and does not represent the full amount of products available from the company.