

## **Singapore Minister for Trade and Industry Lim Hng Kiang and the Netherlands Minister for Foreign Trade Lilianne Ploumen Discuss Economic Opportunities with Dutch and Singapore Business Leaders**

*Mr Lim and Mrs Ploumen will meet close to 30 Dutch and Singapore business leaders at the CEO Roundtable organised by the Embassy of the Kingdom of the Netherlands on 24 January 2013. This roundtable discussion is held in conjunction with the State Visit of Her Majesty Queen Beatrix of The Netherlands and Their Royal Highnesses The Prince of Orange, and Princess Máxima of The Netherlands from 24 to 25 January 2013.*

Singapore Minister for Trade and Industry Mr Lim Hng Kiang met with the Netherlands Minister for Foreign Trade Mrs Lilianne Ploumen today, 23 January 2013. The two ministers reaffirmed bilateral relations, and discussed the benefits of the EU-Singapore Free Trade Agreement in enhancing the EU's economic linkages with Singapore and to the wider ASEAN region. Mrs Ploumen is in Singapore as part of the delegation for the State Visit of Her Majesty Queen Beatrix of The Netherlands from 24 to 25 January 2013. The delegation also comprises Their Royal Highnesses The Prince of Orange, Princess Máxima of The Netherlands and Minister of Foreign Affairs Mr Frans Timmermans. This is Mrs Ploumen's first official visit to Asia since her appointment on 5 November 2012.

The Netherlands is an important economic partner to Singapore. In 2012, the Netherlands was Singapore's 3<sup>rd</sup> largest trading partner in the EU with total bilateral trade standing at S\$18.68 billion. The Netherlands is also Singapore's top European investor with an estimated FDI stock of S\$65.98 billion at end-2011. There are more than 1,000 Dutch companies in Singapore involved in a wide range of industries including petrochemicals and electronics. Dutch companies in these industries, including strong players such as Shell and Philip Electronics, conduct a scope of activities along the value chain, from manufacturing to research and development in Singapore. Singapore companies have also established their presence in the Netherlands, in industries such as Marine and Offshore, Logistics and Information Technology. CWT Commodities and Keppel Offshore and Marine are two Singapore companies that have done well in their respective sectors.

More Singapore and Dutch SMEs are also working together to drive their business growth in Europe and Asia. For example, Mooreast Asia, a Singapore company specialising in the fabrication and distribution of offshore anchors and mooring equipment in the marine and offshore sector, is the only company in the east to be given the license to manufacture offshore anchors, based on the design owned by a reputable Dutch MNC, Vryhof Anchors. Another successful example is Pan Asian Water Holdings's collaboration with

Duvalco B.V. on business, design and manufacturing development in the European and Middle Eastern markets.

The strong ties between Singapore and the Netherlands are also evident in the active collaboration in commercially relevant R&D spanning areas such as medical technology, skincare, metrology and electronics. The collaboration between A\*STAR's Institute of Microelectronics (IME) and NXP Semiconductors to develop technology to deliver efficient energy solutions in end applications such as computing and communications, aerospace and automotive applications, is just one example. The Singapore Supply Chain Management Centre of Innovation (SCM-COI) and the Dutch Institute for Advanced Logistics (DINALOG) are also exploring collaboration on cross-border exchange of best practices and latest trends and technologies through initiatives like integrated information-sharing system and bi-annual exchange trips.

To discuss opportunities for further partnerships between companies from both countries, Mr Lim and Mrs Ploumen will meet close to 30 Dutch and Singapore company delegates at the CEO Roundtable tomorrow. The roundtable will be moderated by CEO of the Singapore Business Federation (SBF) Mr Ho Meng Kit, and President of the Confederation of Netherlands Industry and Employers VNO-NCW Mr Bernard Wientjes.

Some 150 Singapore and Dutch SMEs are also expected at the Netherlands-Singapore SME Seminar on 24 January 2013. Together with government officials from both countries, the SME representatives will discuss best practices in developing the SME sector and harnessing innovation for productivity growth. Supported by the Embassy of the Kingdom of the Netherlands and SPRING Singapore, the seminar will be graced by Her Majesty Queen Beatrix of The Netherlands and Their Royal Highnesses The Prince of Orange, and Princess Máxima of The Netherlands.

As part of the State Visit, Her Majesty Queen Beatrix of The Netherlands and Their Royal Highnesses will also meet with Singapore President Dr Tony Tan and Prime Minister Mr Lee Hsien Loong. Other key highlights of the visit include the State Banquet hosted by President Tan, and visits to the Aquatic Science Centre, A\*STAR Fusion World, the Nanyang Technological University and the Urban Redevelopment Authority (URA) Centre.



*Singapore Minister for Trade and Industry Mr Lim Hng Kiang met with the Netherlands Minister for Foreign Trade Mrs Lilianne Ploumen today, 23 January 2013. The two ministers reaffirmed bilateral relations, and discussed the benefits of the EU-Singapore Free Trade Agreement in enhancing the EU's economic linkages with Singapore and to the wider ASEAN region. Mrs Ploumen is in Singapore as part of the delegation for the State Visit of Her Majesty Queen Beatrix of The Netherlands from 24 to 25 January 2013. The delegation also comprises Their Royal Highnesses The Prince of Orange, Princess Máxima of The Netherlands and Minister for Foreign Affairs Mr Frans Timmermans.*

**ANNEX**

**Notable Dutch Companies in Singapore**

**1. DSM**

Royal DSM NV (DSM) is a leading materials and life science company, and has more than 130 employees in Singapore. Its activities include: the Global Headquarters and trading office for Engineering Plastics, the Global Headquarters for a joint venture with Sinochem for its anti-infectives business, the DSM training academy, as well as the Asia Pacific Headquarters and nutritional premix manufacturing plant for its nutritional business.

DSM will establish a technical centre in Singapore, which will house not only the regional headquarters for the Dyneema business, but also the first ballistics testing facility in Asia Pacific for applications development. With the establishment of this technical centre, DSM joins the ranks of other top MNCs in Singapore, whose footprint spans the entire value chain, including manufacturing, innovation and headquarter activities.

**2. Shell**

Royal Dutch Shell plc ("Shell") is one of the world's top three publicly traded energy and petrochemical companies, operating in over 90 countries. Today, the Group has core businesses in Upstream (Exploration and Production, Gas and Power, Oil Sands) and Downstream (Oil Products, Chemicals). Since its establishment in Singapore in 1891, Shell has become one of Singapore's largest foreign investors, with cumulative investments in excess of S\$10.5 billion. Today, Shell has broad business interests in exploration and production, oil products, gas and power, and chemicals in Singapore. The company has received several awards by the Singapore Government including:

- "Pioneer Certificate No. 1" in 1961 for being Singapore's first oil refinery
- First "Distinguished Partner in Progress" award in recognition of its contributions to Singapore in 1991
- Prestigious one-time "Millennium Trade" Award in recognition of the company's significant contribution to the nation's international trade development over the years in 2000

The company has an total employment exceeding 2,600 in Singapore and its activities include:

- A 500,000 barrel per day integrated refinery and cracker complex on Pulau Bukom;
- 7 manufacturing plants producing intermediate chemicals and lubricants;
- A global headquarters for its integrated gas business (recent);

- Regional headquarters for its Upstream and Downstream businesses; and
- LNG and oil products trading office.

In December 2012, Shell announced plans to move its new global integrated gas business from Holland to Singapore to be closer to the fast-growing Asian market. The commitment demonstrates the depth of Shell's relationships in Singapore in all sectors, in particular the chemicals and refining sectors.

### **Notable Singapore MNCs in the Netherlands**

#### **1. CWT Commodities (Amsterdam) BV**

CWT Commodities (Amsterdam) BV offers a modern and efficient warehouse complex in Westport, Amsterdam with direct water access. The warehouse facility is LIFFE-approved for the storage of coffee and cocoa beans. CWT also has EKO license for the storage and handling of organic commodities. Other commodities stored and handled in Amsterdam are hazelnuts, peanuts, edible seeds and palm kernels.

For clients that require their goods to be forwarded, transported and/or shipped from either the Rotterdam or Amsterdam location, CWT provides freight forwarding and shipping services worldwide for both containerized and bulk shipments.

In the port of Rotterdam, **CWT Commodities (Rotterdam) B.V.** offers an LME approved warehouse with direct water access. CWT is licensed by the LME to store Aluminum, Aluminum Alloy, Copper, Lead, Nickel, Zinc and Tin in its Rotterdam warehouse.

CWT's warehouse staff is experienced and well equipped to handle all LME listed brands of metals. CWT's LME back office team is well trained and up to date with the latest LME rules and regulations. Speed, accuracy and service are important values in the CWT philosophy.

CWT Commodities (Rotterdam) B.V is an AEO (Authorized Economic Operator) certified operator with services including LME warehousing services, warehousing services and freight forwarding & shipping.

#### **2. Keppel Offshore & Marine (Keppel O&M)**

Keppel Offshore & Marine (Keppel O&M) acquired Keppel Verolme, a well-established yard in the Netherlands, in 2002. The Verolme yard had been established in 1954 and has acquired a solid reputation as one of the biggest and best in all of Europe.

Operating out of Rotterdam, the yard is in proximity to the oil fields of Scotland and Norway, and has direct access to the North Sea. Today, the yard features modern facilities, including one of Europe's largest docks. Backed by a versatile and highly skilled workforce, Keppel Verolme is able to undertake the dry-docking, repair and maintenance, modification, conversion and construction of various vessel types.

Leveraging Keppel O&M's core competencies in technology and project execution, Keppel Verolme responds swiftly with innovative and cost-effective solutions to meet the offshore industry's demand for new products and services. Keppel Verolme has undertaken a number of "world's largest" projects. In May 2004, the world's largest dry cargo vessel, the VLOC (very large ore carrier) *Berge Stahl*, docked at Verolme for repairs. Recently, the yard secured a contract from Heerema Marine Contractors Nederland B.V. (HMC) for the drydocking survey of the deepwater construction vessel (DCV) Balder - one of the largest crane vessels in the world.

Keppel Verolme is also growing its presence in the emerging European offshore wind energy sector with the provision of value-added services and solutions, having completed two Mobile offshore Application Barges (MOAB). Keppel Verolme seeks to become one of the leading suppliers for transformer and foundation platforms for offshore wind turbines and has established a research and development centre working in close collaboration with Keppel Offshore & Marine's Technology centre in Singapore.

In Singapore, Keppel O&M has also collaborated with Dutch customers, recently delivering Seafox 5, one of the world's largest offshore wind turbine installation vessels, to the Seafox Group. Keppel also has a 25% stake in the vessel.

### **Singapore-Netherlands SME Partnerships**

#### **1. Pan Asian Holdings and Duvalco**

One successful example is the collaboration between a Singapore complete piping system supply company, Pan Asian Water Holdings and a Dutch valve manufacturer of marine / water sectors, Duvalco B.V. Pan Asian acquired Duvalco as a marketing base to spearhead their sales in Europe and the Middle East, leveraging the established "Duvalco" brand in Europe. A local team is appointed for business development and for tapping their design / manufacturing expertise and network in Europe

## **2. Mooreast Asia Pte Ltd and Vryhof Anchors**

Founded in 1993, Singapore company, Mooreast Asia, specialises in fabrication and distribution of offshore anchors and mooring equipments in the marine & offshore sector. Mooreast Asia is the only company in the east to be given the license to manufacture offshore anchors, based on the design

owned by a reputable Dutch MNC, Vryhof Anchors. Its key customers are mainly the oil majors like Chevron and OSV builders such as Swiber.

## **Singapore-Netherlands R&D Collaboration and Exchange**

### **1. A\*STAR's Institute of Medical Biology (IMB)-University Medical Centre Utrecht (UMC) MOU**

In conjunction with then-Dutch PM Balkenende's official visit to Singapore in October 2009, an MOU on research collaboration in cardivasculogy was signed between A\*STAR's Institute of Medical Biology (IMB) and the UMC Utrecht. The project involves research on the secretion of mesenchymal stem cells and demonstrated that this secretion was effective in reducing tissue injury in animal models (pig and mouse) of ischemic heart disease. A\*STAR IMB and UMC researchers were the first group in the world to demonstrate the potential of exosomes in treating diseases. More than 10 papers were jointly published. This collaboration remains very active with regular discussions and exchanges of information, materials and personnel. The scope of this collaboration since expanded to include the development of an exosome-based biomarker discovery platform to identify biomarkers for the diagnosis and prognosis of cardiovascular diseases.

This collaboration has spawned several research collaborations beyond Utrecht Medical Centre and ASTAR IMB to include NUS/NUHS, NTU and ICIN. UMC is helping to set up the animal (pig and mouse) models of cardiovascular disease at NUHS and are training Singapore scientists and technicians. Some of the training sessions are being conducted at UMC. ASTAR IMB will be working closely with UMC and NUHS on these models. UMC/ICIN is also actively collaborating with NTU on the cardiac proteome.

### **2. A\*STAR's Institute of Microelectronics (IME) and NXP Semiconductors**

Just last year, A\*STAR's Institute of Microelectronics (IME) and NXP Semiconductors entered into a collaboration to develop a 200mm gallium nitride-on-silicon (GaN-on-Si) process and technology for high voltage power devices to deliver highly efficient energy solutions in end applications such as computing and communications, aerospace and automotive applications.

### **3. A\*STAR's Institute of Bioengineering and Nanotechnology (IBN) and Unilever**

Driven towards commercially relevant research, the Institute of Bioengineering and Nanotechnology has partnered with Unilever, one of the world's leading suppliers of fast-moving goods, to design novel food, hair and skincare products.

### **4. A\*STAR's Institute of Chemical and Engineering Sciences (ICES) and the Faculty of Technology, Policy and Management, TU Delft, Netherlands**

Institute of Chemical and Engineering Sciences (ICES) and the Faculty of Technology, Policy and Management, TU Delft, Netherlands, embarked on a joint project on "Agent-based modelling of chemical supply chains" to develop an agent-based model of chemical supply chains for decision support and study agent interactions such as coordination, collaboration and negotiation. Project has since been completed on 1 Aug 2012.

### **5. A\*STAR's Singapore Institute of Manufacturing Technology (SIMTech) and Institute for Infocomm Research (I2R) and Philip Electronics**

SIMTech had several projects with Philips Electronics Singapore to study anti-static sol-gel coatings for their irons Philip Electronics: I2R had a collaboration with Philips Electronics Singapore on "Enhancing Personalization for Smart TV" (Nov 2009 to Oct 2010). For this project, I2R developed a software to demonstrate that interactive TV could be personalized based on analysis of the audience (gender, number of viewers, and facial pose).

### **6. Singapore International Pre-Graduate Award (SIPGA)**

A\*STAR has been engaging students from the Netherlands to explore R&D opportunities in Singapore. To date, 10 undergraduate and master's degree students from the Netherlands have completed short research attachment stints at A\*STAR's research institutes under the Singapore International Pre-Graduate Award (SIPGA) since 2008. SIPGA provides students with a unique opportunity to experience the vibrant scientific environment in A\*STAR Research Institutes and work with distinguished and world-renowned researchers in A\*STAR labs.

### **7. The National University of Singapore (NUS) and Maastricht Instruments BV**

Maastricht Instruments BV has partnered the National University of Singapore (NUS) to integrate a Respiratory Monitoring System in NUS to further R&D activities in Singapore.