



International Maritime Expo-China 2008

26-28 November 2008

Guangzhou Jinhan Exhibition Centre, Guangzhou, China

Industry Market Outlook

China's Marine Industry – a buoyant market full of business opportunities

- China's shipbuilding industry is growing at an astonishing rate in 2006, completed shipbuilding contracts accounted to 14.52 million dwt (19% of the total global market share). New shipbuilding orders exceeds 42.51 million dwt, accounting for 32% of the global market share; propelling China to number two in value of shipbuilding contracts. Existing shipbuilding contracts amounts to 68.72 million dwt which accounts to 24% of the total global market share.
- In order to accelerate the development of China's ship industry, the State Council of P.R.C. set up the "Ship Industry Middle-Long-Term Development Plan" in 2006. Strategies include building new docks around the mouth of Yangtse River, Pearl River and Bohai Bay and developing new shipbuilding technologies. By 2015, China is expected to become the number one shipbuilder in the world with an annual shipbuilding capability of 30 million dwt.
- The rapid growth of foreign trade has accelerated the growth of sea freight in China and the explosive growth of foreign trade has become the main engine driving the growth of the global maritime industry.
- Over the last 3 years, China has consistently been ranked number one in the amount of sea freight and containers landing in the ports of China. By the end of 2006, China will have 1,203 wharfs and the amount of sea freight throughput and containers can reach 55.7 billion tons and 93.61 million TEU respectively.

The Business Potential in Guangzhou and Pan Pearl River Delta

- The Pan Pearl River Delta contributes 40% of the China's GDP and its economic development plays an important and strategic role in China
- Guangzhou city is the central city of the Pearl River Delta region, encompassing Hong Kong, Macao and Guangdong province. The Pearl River Delta region is one of the most important manufacturing centres in the world and is one of China's main export trade centres. In order to expand their business activities in China, discerning international shipping and shipbuilding enterprises have chosen to operate from Guangzhou, and the Pearl River Delta region is one of the most developed maritime locations in the world.
- The Pan Pearl River Delta region has become one of the largest ports in the world and it has 8,051 freshwater ports and 1,899 seaports of which includes 28 important seaports with huge throughput, such as Guangzhou Port, Hong Kong Port, Shenzhen Port, Xiamen Port and Zhongshan Port.
- Guangzhou Port will become one of the most important ports in South East Asia and the world. By 2010, the sea freight throughput in Guangzhou Port will surpass 3.5 billion ton and the container throughput will reach 10 million TEU.

Organisers 承办单位



- Phase 1 of the construction of China's 3rd largest shipbuilding base, the Guangzhou Longxue shipbuilding base, is targeted for completion by the middle of 2008. Following completion of Phase 1, the Guangzhou Longxue shipyard will have an annual capacity of building 20 ships with a total of 2.12 million dwt. Upon completion of the 2nd Phase, the capacity is expected to reach 3 million dwt. The reclaimed area of the Longxue Shipbuilding Base is about 5.85 square kilometers, utilizing about 4.5 km of the wharf coastal line.
- The shipbuilding industry plays a key role in the development of Guangdong province economy and is also the pillar industry for Guangzhou's heavy chemical industry.
- In 2006, the amount of ship orders in Guangzhou reached a historical high. 1,519 ships were sold to 22 countries. In comparison with the previous year, the number of ships exported quantity and value of ships exported increased 19.1% and 45.5% respectively.
- By 2015, the shipbuilding capacity of south east China including Guangzhou is expected to reach 8 million dwt.

Why Exhibit In Guangzhou

- **Geographical Advantage**

As one of the three largest economic cities, Guangzhou is the economic center in south china as well as the most gateway to foreign trade. The foreign trade value in Guangdong Province ranks Number one in china. Guangdong has 3368km costal line which provides rich resource for maritime industry.

- **Market Advantage**

In order to accelerate the development of china's maritime industry, the government in china has decided to create 3 main shipbuilding hubs in Shanghai, Dalian and Guangzhou. Furthermore, Guangzhou has the most important port (Guangzhou Port) in China and most well known internationally. Hence, it is the best location to hold a maritime exhibition to connect South China and other parts of the world.

South China region relies on more than 75% of imports of Ship related equipment

- **A platform for international exhibitors to be directly connected to business opportunities in South China**

In order to accelerate the development of the maritime industry in China, the government advocates running maritime exhibition in the 3 shipbuilding bases in China, namely Guangzhou, Dalian and Shanghai. The objective is to facilitate the transfer of technology know how and for the Chinese to adopt new technologies and equipment from the more advance countries.

If there is no maritime exhibition in Guangzhou, the shipyards and ports will send limited headcount to visit exhibitions in Shanghai or Dalian and such information is not disseminated downwards. However, with an exhibition in Guangzhou, international exhibitors get in touch with the locals much more as the shipyards and ports will send most of their staff to attend the exhibition thus creating a platform whereby international exhibitors get to touch base with the key people in design, projects and procurement.

- China's 3rd largest Shipyard, Guangzhou Longxue Shipbuilding base will be built in Guangzhou and phase 1 is targeted to be completed in 1st quarter 2008.

Organisers 承办单位



- There is a relatively smaller number of ship equipment companies in Guangzhou compared to Shanghai and Dalian. In Guangzhou, 80% of such equipment are imported. Hence, there is more potential and less competition for international companies in Guangzhou than in Shanghai and Dalian.
- Most of china's ship manufacturing orders are from ship owners and trading companies from Hong Kong and Singapore. In terms of proximity, culture and language, Guangzhou is similar to Hong Kong and Singapore. Inmex China 2008 in Guangzhou will attract buyers and visitors from Hong Kong and the Pearl River Delta region.
- The shipbuilding industry in Guangzhou and southeast china is developing rapidly and new many shipbuilding projects are centered around Guangzhou, Zhongshan, Xinhui, Quanzhou, Dongshan, Fuan, Longhai, Jiujiang, Wutong, Qinzhou and Beihai.

New ship yards built

Shipbuilding Items	Dock	Annual Shipbuilding Capacity	Expected Completion Year
Phase 1 of CSSC Guangzhou Longxue Shipbuilding Co.,Ltd	Two 300000 tons docks	2.12million DWT	2008
Phase 1 of COSCO (Guangzhou) Shipyard	One 150000 tons dock	300000 DWT	2008
Zhongshan Shipyard Co Ltd	One 10000 tons dock	50000 DWT	2008
Guangxi Longmen Shipbuilding Co. Ltd	Two 300000 tons docks	100000 DWT	2008
Jiangnen Hongda Shipbuilding Co., Ltd	One 10000 tons dock	80thousand DWT	2008
Guangzhou Hangtong Shipbuilding and shipping Co., Ltd	One 10000 tons dock	100000 DWT	2008
Zhuhai Jiayue Shipbuilding Co., Ltd	One 10000 tons dock	80000 DWT	2008
The second-phase works of Jiangmen Nanyang Ship Engineering Co.,Ltd	One 80000 tons dock	300000 DWT	2009
Zhongshang Changxing Shipbuilding Co.,Ltd	One 10000 tons dock	50000 DWT	2010
The Zhongshan torch shipbuilding project invested by Guangdong Machinery Imp.&Exp.Co.,LTD	One 10000 tons dock during phase 1 and one 30000 tons dock during phase 2	200000 DWT	2010

Jiangmen Xinyuefeng Shipbuilding Co.,Ltd	One 10000 tons dock	100000DWT	2009
A new shipbuilding company will be established by Guangzhou Hangtong Shipbuilding and shipping Co.,Ltd	One 10000 tons dock	100000 DWT	2008
Fujian Dongshan and Nantong Huafu Ports Co.,Ltd	One 80000 tons dock and one 150000 tons dock	800000 DWT	Phase 1 starts on Aug,2008 and Phase 2 starts on Oct 2009
Fujian Quanzhou Shipyards	One 170000 tons dock and one 300000 tons dock	1.5 million DWT	2010
Jiangxi Jiujiang Xiangsheng Shipbuilding Co.,Ltd	Two 20000 tons docks	160,000 DWT	2008
Jiujiang Tongfang Jiangxin Shipbuilding	One 20000 tons dock	1600,000 DWT	2008
Jiujiang Donghai Shipbuilding Co.,Ltd	One 10000 tons dock and one 20000 tons dock	80,000 DWT	2008
Jiangxi and Jiangzhou shipbuilding Co.,Ltd	One 20000 tons dock	80,000 DWT	2008
New shipbuilding project invested by Guangxi Beihai and Guangdong Dongguan Tianzheng Industry investment Co.,Ltd	One 10000 tons dock	80,000dwt	2009
Guangxi Tieshan Port 10000 ton ship building and repairing plant	One 10000 tons dock	80000 DWT	2009
Huadong Shipbuilding Project of Jiujiang, Jiangxi	Two 20000 tons docks	150000 DWT	2009
Fujian Putian Lianfa Ship Building and Repairing Co., Ltd	One 10000 tons dry dock, one 20000 tons dry dock and One 60000 tons dry dock	300000 DWT	2010
Phase 1 of Guangdong Huidong Shipyard	One 300000 tons dock and One 80000 tons dock	500000DWT	2010