

SOUTHEAST ASIAN MARKETS



YP LOKE

chairman@singaporeboating.org

+65 973 6 1819



OVERVIEW

- 10 member states: Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand and Viet Nam.
- Annual GDP growth rate of 4.1% between 2012 and 2021.
- Combined population about 664 million, ASEAN's GDP was about US\$3.3 trillion in 2021.
- Fifth largest in the world after the US, China, Japan and Germany.
- Diverse income levels within ASEAN: Average GDP per capita US\$5,024 in 2021, ranging from US\$1,314 in Myanmar to US\$72,400 in Singapore.
- IMF estimates the ASEAN-5 economy (Indonesia, Malaysia, Philippines, Singapore and Thailand) to grow by 5.2% in 2022 and 4.3% in 2023 (compared with 2.7% and 1.2% respectively for advanced economies)
- Downside risks: global economic headwinds resulting from Ukraine war & anti-China sentiment in the west
- Upside: China's post-pandemic recovery is expected to boost export demand for ASEAN's manufacturing sectors, as well as for service sectors through increased travel and tourism.
- FDI inflows 2021 US\$174 billion, a 42% increase from 2020. Key contributors financial, insurance & manufacturing sectors. Largest FDI recipients were Singapore (57%), Indonesia (12%) and Viet Nam (9%).

ICOMIA Asia Working Group

The ICOMIA Asia Working Group: Strategic Collective of Stakeholders in the Asia Leisure Marine sector

AWG Mission

To provide leadership and guidance towards the effective and sustainable development of the Industry in the region and globally.

Guiding Fundamentals

- Policy & Regulatory
- Access to Water
- Financial Structure
- Grow Boating

A Forum

Co-operation and collaboration on regional issues impacting the growth of recreational boating in Asia

A Resource

Access to international industry standards and regulations, “Best Practices”, research and innovation

Promote

Intra and inter industry networking, discussion, research and collaboration



ICOMIA Asia Working Group

- **Asia Boating Dialogue 2020, led by HKBIA and SBIA, successfully streamed live to global audience. ABD2020 highlighted need for Asia collective.**
- **AWG formally established in May 2022**
- **Protemp Committee Members:**
 - **Lawrence Chow, HKBIA (AWG Chair)**
 - **Y P Loke, SBIA (AWG Secretariat)**
 - **Cheah Su Lin, SBIA**
 - **Peter Jacops, TYBA**
 - **Gamini Herath, BTI**
 - **Dr Kim, KIBS**

New ICOMIA Asia Working Group

May 10 2022 - 2:21pm

NEW ICOMIA ASIA WORKING GROUP

The International Council of Marine Industry Associations - ICOMIA - is delighted to announce the launch of the ICOMIA Asia Working Group (IAWG), following the first members' meeting at the end of February this year.

Asia is geographically expansive and diverse in its cultures, commercial markets and political systems. However, the recreational marine market in most of this region remains immature with the exception of Hong Kong, Singapore and Japan.

Key fundamentals and frameworks relating to Government Policy and Regulatory Framework, Infrastructure, Financial Framework and Business Development are common obstacles to the effective and sustainable development of the leisure marine sector in Asia. These topics have been on the agenda for decades but Asia's stakeholders have not been able to achieve traction on common issues such as those relating to regional cooperation e.g border agreements and Customs, Immigration, and Quarantine Procedures "CIQP". A key takeaway from the last Asia Boating Dialogue was that an organised collective, driven by stakeholders in the region, was needed to move the industry's agenda forward.



ICOMIA
INTERNATIONAL COUNCIL OF
MARINE INDUSTRY ASSOCIATIONS

ICOMIA Asia Working Group

ICOMIA ASIA MEMBERSHIP

- **SINGAPORE** Singapore Boating Industry Association
- **THAILAND** Thai Yachting Business Association
- **HONG KONG SAR** Hong Kong Boating Industry Association
- **CHINA** Hainan Marine Trade Exchange Center**
- **JAPAN** Japan Boating Industry Association
- **SOUTH KOREA** Korea International Boat Show**
- **SRI LANKA** Chamber of Marine Industries
- **TAIWAN** Taiwan Yacht Industry Association

PROSPECTIVE MEMBERSHIP

- **MALAYSIA***
- **INDIA***
- **PHILIPPINES**
- **INDONESIA**

*Established national marine associations

**Sustaining Members



ICOMIA
INTERNATIONAL COUNCIL OF
MARINE INDUSTRY ASSOCIATIONS

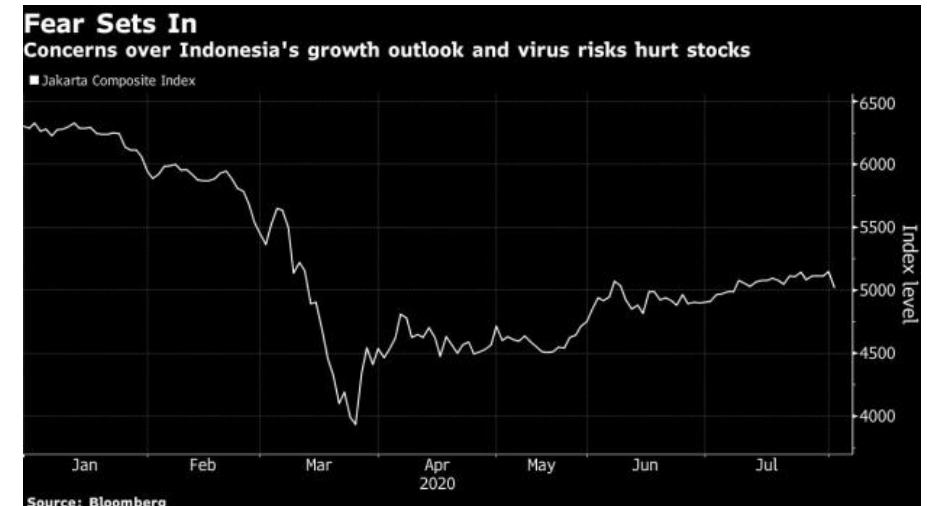


INDONESIA

POPULATION	125.9 MILLION (11 TH LARGEST POPULATION IN THE WORLD) UHNWI*: 675 (2020) – PREDICTED 114% INCREASE FROM 2014 - 2024
GDP	US\$1.1 TRILLION (2019)
GEOGRAPHY	54,720KM OF COASTLINE (ARCHAPELLIC STATE). YEAR ROUND CRUISING
MARINAS	10
BOATS	N/A
BOAT SHOWS	N/A
REGULATIONS	REGULATIONS VARY BY REGION. NO STANDARD.
KEY GOALS	GOVT ADVOCACY FOR LESS RESTRICTIVE PLEASURE BOAT REGULATIONS & EASIER PROCEDURES FOR VISITING YACHTS.
STRENGTHS	STRONG GOVT AGENDA TO DEVELOP BOATING. RELAXED RULES FOR VISITING YACHTS ENTERING INDONESIA. GREAT CRUISING GROUND. CARIBBIAN OF ASIA.
WEAKNESSES	75% BOAT TAXATION. SMALL NUMBER OF BOATS. UNDERDEVELOPED MAINTNENANCE FACILITIES.
OPPORTUNITIES	30% INCREASE IN CHARTERS SINCE DEVELOPMENT OF MANDAWA PORT TERMINAL. NUMEROUS MARINA DEVELOPMENT POTENTIAL. 75% TO 15% TAX.
THREATS	NUMBER OF REGISTERED PLEASURE VESSELS IN DECLINE DUE TO POPULATION DECLINE & ECONOMY SLUMPED.

* UHNWI = ULTRA HIGH NET WORTH INDIVIDUALS WITH US\$30M OR MORE

HEAVILY IMPACTED BY COVID-19. PIVOT FROM INTERNATIONAL TO DOMESTIC TOURISM. IMPORTING PRE-OWNED BOATS TO SUPPORT THE LOCAL ECONOMY.



Marinas in Indonesia

1. Sabang Marina
2. Nirup Island, Batam
3. Nongsa Point Marina, Batam
4. Bintan
5. Batavia Marina, Jakarta
6. Marina Ancol, Jakarta
7. Pantai Mutiara, Jakarta
8. Boom Marina, Banyuwangi
9. Benoa Marina, Bali
10. Marina Del Ray, Lombok
11. Medana Bay, Lombok Utara
12. Meridian Adventure Scuba Dive Resort & Marina
13. Helena Marina, Sorong

And others

MALAYSIA

POPULATION	31.5 MILLION UHNWI*: 675 (2020) – PREDICTED 67% INCREASE FROM 2014 - 2024
GDP	US\$365 BILLION (2019)
GEOGRAPHY	4,675KM OF COASTLINE (ARCHAPELIC STATE). 878 ISLANDS. CRUISING POSSIBLE ALL YEAR ROUND
MARINAS	19 MARINAS 7 MAJOR PORTS
BOATS	N/A
BOAT SHOWS	N/A
REGULATIONS	CURRENT CIQ MEASURES ARE CONFUSING, REGULATIONS TO BE STANDARDIZED. AMIM IS LEADING THE CHANGE.
KEY GOALS	GROW BOATING, BUILD INFRASTRUCTURE, CREATE DESTINATIONS FOR CRUISING.
STRENGTHS	SKILLED YACHT REPAIR PROVIDED BY MILITARY SHIP REPAIRERS. GOV'T IS SUPPORTING MARINA DEVELOPMENT.
WEAKNESSES	DIFFICULT TO MANUEVER BETWEEN PORTS.
OPPORTUNITIES	DEVELOPMENT OF MARINE ACADEMY.
THREATS	LACK OF FINANCING AND INSURANCE MODELS. TROUBLESOME REQUIREMENTS FOR TRAVELING BETWEEN PORTS.

HEAVILY IMPACTED BY COVID-19, BUT EXPERIENCING SURGE IN YACHT SALES



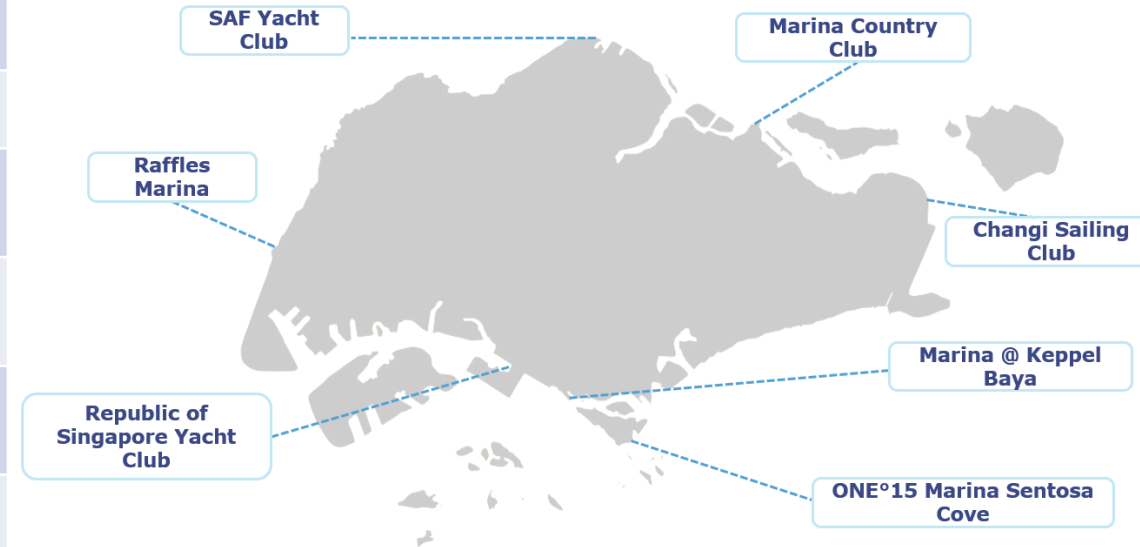
- | | |
|--|----------------------------|
| Langkawi | Kelantan |
| -Boustead Yachts | - Semerak |
| -Northern Shipyard | - Tok Bali |
| Kedah | Terengganu |
| -Asia Slipway | - Kay Marine |
| Penang | - MSET |
| - Limbongan Batu Maung (Island)Hj Abdullah | - Geliga |
| - Etamax (Island) | - Nautical Nova (Mainland) |
| - Nautical Nova (Mainland) | Pahang |
| Perak | - Majulkan Engr |
| - Grade One | - Prospect |
| - Boustead Naval | Johor |
| - KimCraft | - Dalac Marine |
| - Johor Shipyard | - MMHE |
| - Sumber Samudera | |
| Port Klang | |
| - DMS | |
| - Muhibbah | |
- Shipyards** (indicated by red star icon)

* UHNWI = ULTRA HIGH NET WORTH INDIVIDUALS WITH US\$30M OR MORE

SINGAPORE

POPULATION	5.7 MILLION UHNWI*: 3,306 (2020) – PREDICTED 73% INCREASE FROM 2014 - 2024
GDP	US\$364 BILLION (2018)
GEOGRAPHY	193KM OF COASTLINE. 64 ISLANDS. CRUISING POSSIBLE ALL YEAR ROUND
MARINAS	7 MARINAS – 2123 BERTHS
BOATS	2,240 LICENSED PLEASURE VESSELS
BOAT SHOWS	SINGAPORE YACHTING FESTIVAL
REGULATIONS	STANDARDIZED REGULATIONS. CIQP PROVIDED IN 2 MARINAS.
KEY GOALS	GROW BOATING, BUILD INFRASTRUCTURE, CREATE DESTINATIONS FOR CRUISING.
STRENGTHS	SKILLED YACHT REPAIR PROVIDED BY MILITARY SHIP REPAIRERS.
WEAKNESSES	DIFFICULT TO MANUEVER BETWEEN PORTS.
OPPORTUNITIES	REGIONAL MARINA DEVELOPMENT TO BOOST REGIONAL BOATING. POTENTIAL FOR NAUTICAL TOURISM.
THREATS	MARINAS/BERTHS ARE CLOSE TO FULL CAPACITY.

CHARTER SECTOR HEAVILY IMPACTED BY COVID-19 MEASURES. STRONG DOMESTIC SALES.



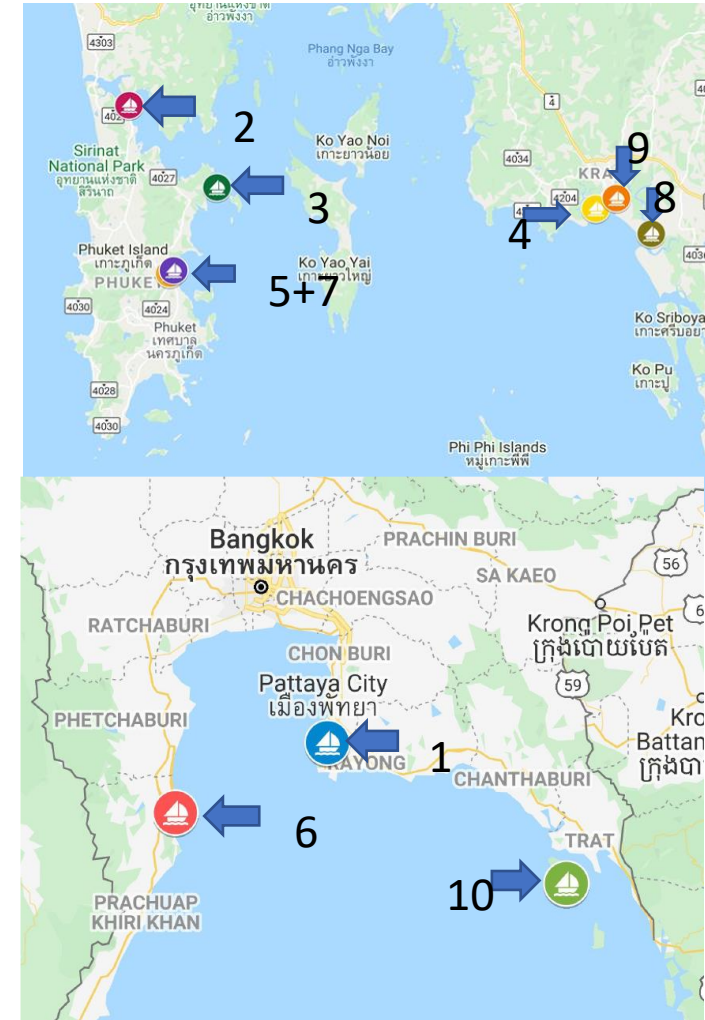
* UHNWI = ULTRA HIGH NET WORTH INDIVIDUALS WITH US\$30M OR MORE

THAILAND

POPULATION	69 MILLION UHNWI*: 912 (2020) – PREDICTED 100% INCREASE FROM 2014 - 2024
GDP	US\$543 BILLION (2019)
GEOGRAPHY	3,219 KM OF COASTLINE. 1,430 ISLANDS CRUISING POSSIBLE ALL YEAR ROUND
MARINAS	10 MARINAS. 1,814 BERTHS
BOATS	N/A
BOAT SHOWS	THAILAND YACHT SHOW, PATTAYA BOAT SHOW, PHUKET INT’L BOAT SHOW
REGULATIONS	YACHT OWNERSHP IS RESTRICTED TO THAI INDIVIDUALS AND CORPORATIONS.
KEY GOALS	ADOVOCATE FOR LOCAL REGULATIONS TO FOLLOW INTERNATIONAL STANDARDS.
STRENGTHS	NO IMPORT DUTY FOR PERSONAL USE AND VAT IS 7%.
WEAKNESSES	HIGH REQUIREMENTS FOR BAREBOAT USAGE. IMPORT DUTY REQUIREMENTS FOR COMMERCIAL USE.
OPPORTUNITIES	POTENTIAL FOR GROWTH IN NAUTICAL TOURISM.
THREATS	POOR REPUTATION OF BOATS FROM UNREGULATED BOAT BUILDING PRACTICES AND UNCONTROLLED TRANSPORT OF PASSENGERS.

* UHNWI = ULTRA HIGH NET WORTH INDIVIDUALS WITH US\$30M OR MORE

**TOURISM HEAVILY IMPACTED -
CHARTERS SECTOR IS SUFFERING.**

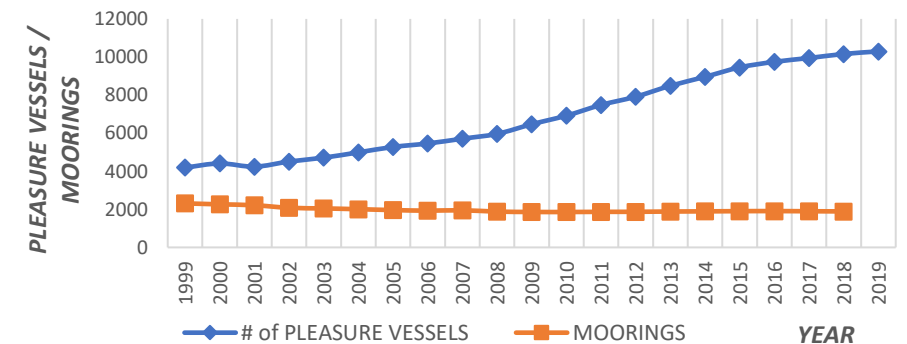
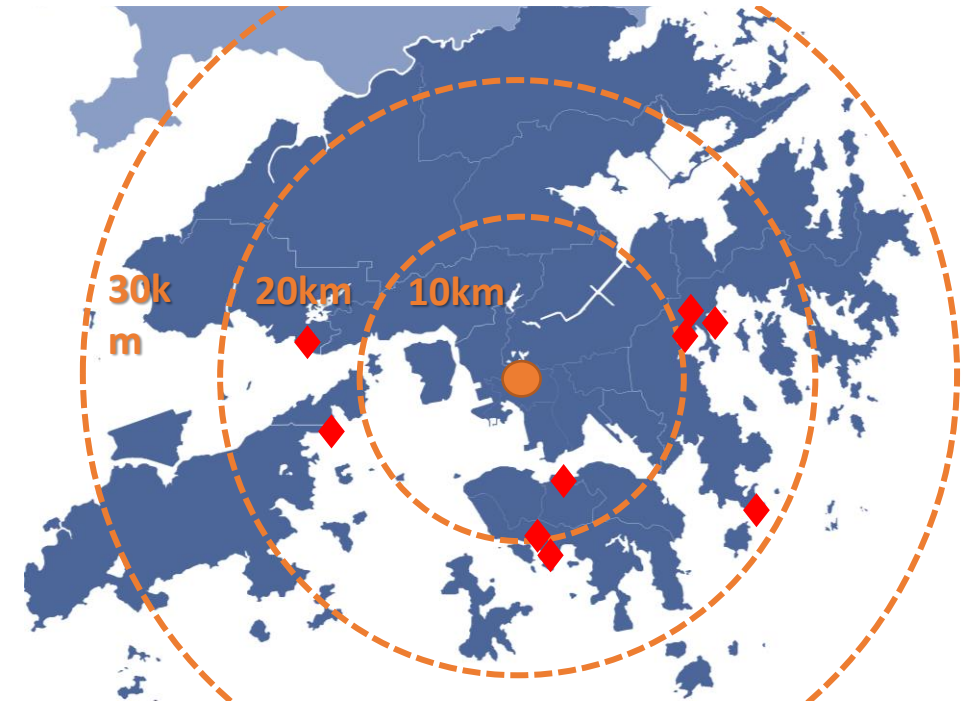


HONG KONG S.A.R

POPULATION	7.5 MILLION UHNWI*: 2,737 (2020) – PREDICTED 16% INCREASE FROM 2014 - 2024
GDP	US\$342 BILLION(2018)
GEOGRAPHY	465 KM OF COASTLINE. 263 ISLANDS CRUISING POSSIBLE ALL YEAR ROUND
MARINAS	9
BOATS	10,269
BOAT SHOWS	HONG KONG INT'L BOAT SHOW, HONG KONG YACHT SHOW
REGULATIONS	BOAT REGISTRATION IS STANDARDIZED (ISO STANDARDS & CLASS CLASSIFICATION ACCEPTANCE). LOCAL OPERATOR LICENCE REQUIRED TO OPERATE BOATS
KEY GOALS	ADVOCATE FOR MORE MOORINGS.
STRENGTHS	MATURE BOATING MARKET. NO TAX. FACILITIES AVAILABLE
WEAKNESSES	SHORTAGE OF MOORINGS. HIGH BARRIER TO ENTER MARKET DUE TO HIGH MOORING COSTS. LACK OF YACHT FINANCING
OPPORTUNITIES	NEW MARINA DEVELOPED. OPPORTUNITY FOR EXPANDING TYPHOON SHELTERS TO PROVIDE MORE MOORINGS AND BOOST LOCAL ECONOMY.
THREATS	INDUSTRY BOTTLENECK DUE TO LACK OF MOORINGS

* UHNWI = ULTRA HIGH NET WORTH INDIVIDUALS WITH US\$30M OR MORE

COVID-19 HAD A HEAVY IMPACT ON CHARTERS AND MEDIA/PR SECTOR DUE TO GROUP GATHERING RESTRICTIONS AND EVENT CANCELLATIONS. BOAT SALES HAVE INCREASED.

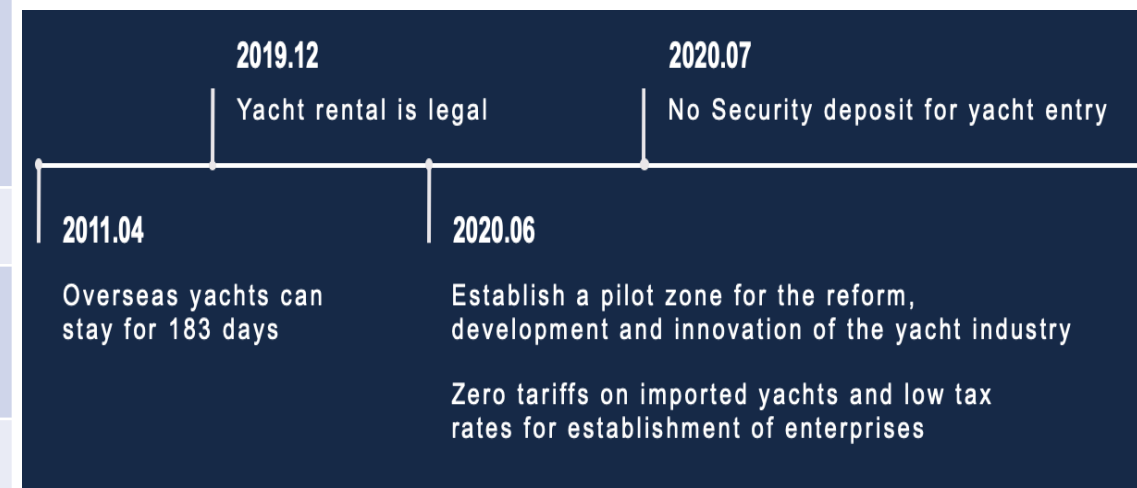


CHINA

POPULATION	1.39 BILLION UHNWI*: 61,587 (2020) – PREDICTED 126% INCREASE FROM 2014 - 2024
GDP	US\$13.61 TRILLION (2018)
GEOGRAPHY	18,000 KM OF COASTLINE.
MARINAS	140
BOATS	6,000+ LEISURE BOATS
BOAT SHOWS	20+ BOAT SHOWS
REGULATIONS	NEW PILOT ZONE FOR NEW REGULATIONS IN HAINAN
KEY GOALS	ADVOCATE FOR NAUTICAL TOURISM & BOAT MANUFACTURING.
STRENGTHS	LONG COAST LINE WITH PLENTY OF CRUISING GROUNDS. LOTS OF BOAT SHOWS AND OVER 100 SAILING COMPETITIONS. HEALTHY MANUFACTURING FOUNDATION FOR SMALL TO MEDIUM BOATS.
WEAKNESSES	YACHTS ARE STILL CONSIDERED LUXURY ITEMS.
OPPORTUNITIES	PROVINCIAL GOVERNMENT WELCOMES INVESTMENTS FROM INTERNATIONAL YACHT ENTERPRISES. BIG POTENTIAL CONSUMING MARKETS.
THREATS	LACK OF COST-EFFECTIVE PUBLIC MAIRNA

* UHNWI = ULTRA HIGH NET WORTH INDIVIDUALS WITH US\$30M OR MORE

COVID-19 HAS IMPACTED CHINA BUT IT HAS RECOVERED VERY QUICKLY AND IS PROJECTED TO CONTINUE IN A GOOD DIRECTION.



CHINA (HAINAN)

POPULATION	9.44 MILLION (2019)
GDP	US\$66 BILLION (2017)
GEOGRAPHY	1,994 KM OF COASTLINE. 600+ ISLANDS.
MARINAS	14. 1,658 BERTHS.
BOATS	609
BOAT SHOWS	N/A
REGULATIONS	YACHTS ARE EXEMPT FROM IMPORT DUTIES, IMPORT VALUE-ADDED TAX AND CONSUMPTION TAX. CHINA'S ONLY PROVINCE FOR CHARTER BUSINESSES.
KEY GOALS	ADVOCATE FOR NAUTICAL TOURISM & BOAT MANUFACTURING.
STRENGTHS	CIQ PROCEDURES ARE SIMPLIFIED NOW.
WEAKNESSES	LACK OF BOATING CULTURE. SHORTAGE OF INDUSTRY PROFESSIONALS.
OPPORTUNITIES	NEW TAX EXEMPTION WILL ENABLE BOATING MARKET TO DEVELOP.
THREATS	DECREASE IN CHINA'S ECONOMIC GROWTH. COVID-19 MAY CAUSE ECONOMIC RECESSION.

COVID-19 HAS IMPACTED CHINA BUT IT HAS RECOVERED VERY QUICKLY AND IS PROJECTED TO CONTINUE IN A GOOD DIRECTION.



Hainan marinas & docks map



* UHNWI = ULTRA HIGH NET WORTH INDIVIDUALS WITH US\$30M OR MORE

CHINA



Overview

Mainland China Key Facts by 2021

Population: 1.412 billion

HNWIs: 2.06 Million

Coastline: 14,500 Km

No. of Islands: 6,961

No. of Lakes: 23,800

Registered Yachts: 5,000+

No. of leisure boats: EST. 40,000+

Marinas with 20 + berths: 150+

No. of wet berths: 12,000+

No. of dry berths: 3,000+

Import Value: USD 160 Million

Export Value: USD 350 Million



CHINA



Key Boating Area

Coastal Cities

Lakes

Inland Waterways

- Round Bohai Sea and Shandong Peninsular
- Shanghai Metropolitan
- Fujian
- Guangdong-Hong Kong and Macau Great Bay Area
- Hainan Tax Free Port



Tax Issue

Tariff and Taxes of motorboats in length: 8m-90m, other than outboard motorboats import to China

Tariff & Tax Item	Rates
Import Duty	10%
Consumption Tax	10%
Import VAT	13%
Total Tariff	38.11%

Tariff and Taxes of motorboats built in Chinese: **26%**



BOAT SHOWS

- Lack of clarity as event organizations restructure
- Singapore:
 - April 2023 - Singapore Yachting Festival (new organizer)
 - April 2024 – Date & event organizer to be confirmed
- Hong Kong
 - Nov 2023?
- Thailand
 - Thailand Int'l Boat Show: 11-14 Jan 2024
 - Pattaya Boat Show:
- China
 - Hainan: provisionally mid-February over the Chinese New Year
 - Shanghai Intl Boat Show: 24-27 March 2024
- Taiwan – last show 2018
- Korea – Korea Intl Boat Show
- Japan – Japan Intl Boat Show

THANK YOU



YP LOKE

chairman@singaporeboating.org

+65 9736 1819