

# MALAYSIA 2017 to SHIPPING 2022

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Revitalizing Shipping for a Stronger Economy





This Malaysia Shipping Master Plan covers all the various ingredients that make for a successful shipping industry from the actual vessels that carry the trade, the employment and development of Malaysian seafarers and maritime human capital, ship financing, business and regulatory environment, and the provision of ancillary services.

YB. Dato' Sri Liow Tiong Lai



### Message from Minister of Transport

It is a special privilege to me to provide this message to mark the launching of the Malaysia Shipping Master Plan. As part of our mandate at the Ministry of Transport, it is important that major sectors of the transport industry, of which shipping is one, are addressed in a manner that will enhance their operations for the betterment of the people and the interests of the nation. This shipping master plan is a major initiative of the ministry aimed at ensuring that the industry is focused on developing itself as well as has a road map that will guide it for the next five years and beyond.

Malaysia's shipping industry is well-rooted in history and can be traced to the early days when it facilitated much of the regional and international trade. Since then the industry has grown and contributed significantly to the development of the nation. However, such arowth has been sporadic and incidental and a strong master plan for the industry is what is needed to ensure consistent and robust development that encapsulates all aspects of the industry. This Malaysia Shipping Master Plan covers all the various ingredients that make for a successful shipping industry from the actual vessels that carry the trade, the employment and development of Malaysian seafarers and maritime human capital, ship financing, business and regulatory environment, and the provision of ancillary services.

Much has been invested in developing this plan and I am confident that stakeholders in the Malaysian shipping sector will benefit much by adhering to the initiatives and timelines contained in it. This is important as shipping contributes much to the development of the nation and is a critical component of its economic and commercial make-up. Malaysia's future as a maritime nation will depend much on following the guidelines in this master plan and implementing them in a timely and consistent manner.

Together with Malaysia's involvement in national, regional, and international maritime initiatives and organizations such as the International Maritime Organization, this MSMP is a major component in keeping Malaysia's shipping industry at the forefront in contributing to the nation's interests and promoting our engagement with the international community. The shipping industry must thus continue to operate in a way that is viable and efficient to ensure that its cornerstone role in promoting Malaysia's trade and economic fundamentals remain strong, competitive, and dynamic.

I welcome the publication of this Malaysia Shipping Master Plan and am confident that it will serve as a valuable tool and guidance for those involved in this industry which is of such importance to the nation.

Dato' Sri Liow Tiong Lai



The Malaysian government is committed to strengthen Malaysia's position in the maritime domain with its shipping and integrated logistics sector playing a critical role in the overall development of the nation.

> YBhg. Datuk Seri Hj. Saripuddin B Hj. Kasim



# Foreword | Secretary General Ministry of Transport

The Malaysia Shipping Master Plan is another effort by the Ministry of Transport to strengthen and revitalise the Malaysian shipping industry to meet the challenges of the future. I am pleased that all the relevant stakeholders have contributed to this initiative as it will make it all the more relevant to their needs as well as facilitate its effective implementation.

The Malaysian government is committed to strengthen Malaysia's position in the maritime domain with its shipping and integrated logistics sector playing a critical role in the overall development of the nation. This MSMP will go a long way in assisting the co-ordinated and integrated development of the industry which is especially important given the open nature of the Malaysian economy and its heavy dependence on foreign trade.

The thrust of this policy is to provide the framework and targets that would aid the shipping industry in supporting and complementing the trading sectors of the Malaysian economy. Much thought and inputs have gone into this master plan beginning with the organisation of the National Shipping Conference in March 2015 by the Maritime Institute of Malaysia. Since then, various meetings and workshops were held to formulate strategies to revitalize the shipping sector. The 5-year work programme in this plan seeks to enhance the utilisation and employment of Malaysian vessels, promote the employment and development of Malaysian maritime human capital, address ship financing issues, ease the business and regulatory environment, and strengthen ancillary services. The programme also includes an implementation plan for activities and measurable targets to be achieved by working groups to be led by the Marine Department Malaysia with MIMA as the secretariat.

The MSMP will facilitate the Ministry of Transport in particular and the government in general in keeping track of progress in developing the industry as well as flag key issues that may hinder its success and sustainability. This will also aid in effecting timely interventions by the government and industry players to ensure that our investments in this important endeavour will not just enable us to weather the vagaries of the industry but instead provide maximum returns for the nation.

The Ministry of Transport and its related agencies will continue to proactively manage this important sector and facilitate its long-term viability and sustainability. I am pleased that major timelines, benchmarks, and targets have been included in this plan as it will facilitate its implementation and effectiveness.

I would like to thank the Maritime Institute of Malaysia, the Malaysia Shipowners' Association, Marine Department Malaysia and all individuals and organizations that have contributed towards the realization of this shipping master plan. I am sure many will benefit from this work as we seek to promote and strengthen this sector that is such a critical component of the nation's infrastructure.

Datuk Seri Hj. Saripuddin B Hj. Kasim





# Acknowledgement

The Ministry of Transport Malaysia places on record its appreciation to all those who contributed directly or indirectly to the production of this Malaysia Shipping Master Plan. Among them are the Marine Department Malaysia, Malaysia Shipowners' Association, Ikhtisas Kelautan Malaysia, the various Malaysian port authorities, and all individuals and organizations whose active participation, inputs, and suggestions were instrumental in this initiative to revitalize and strengthen the Malaysian shipping industry. The Ministry also acknowledges the contribution of the Maritime Institute of Malaysia in facilitating the development of this shipping master plan.



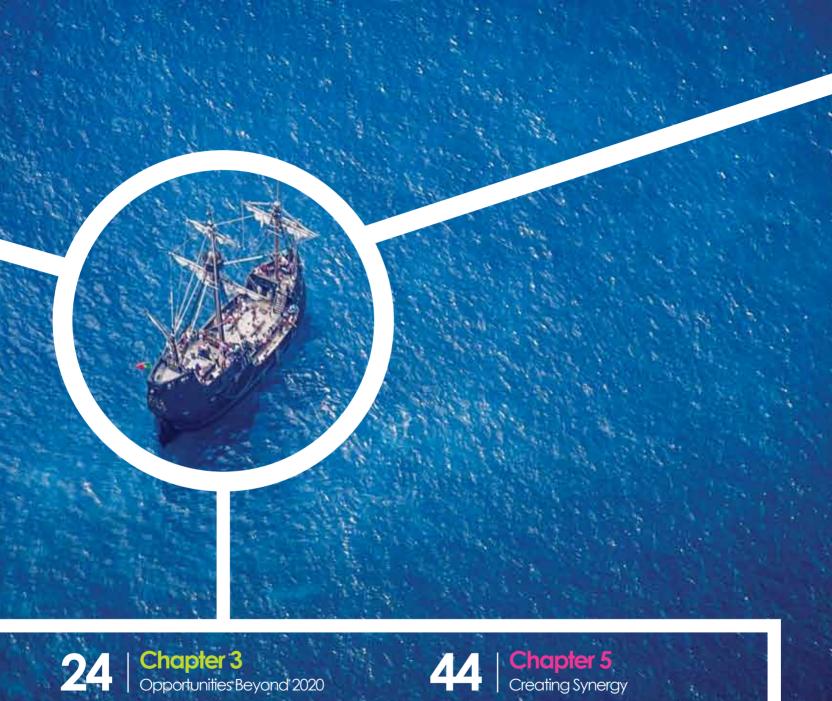
# WHAT'S INSIDE MALAYSIA 2017 to SHIPPING 2022 Revitalizing Shipping for a Stronger Economy





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# Executive Summary

The Malaysian shipping industry is in decline with the steady reduction in Malaysian shipping tonnage and an increasing number of shipping businesses in distress. The Malaysia Shipowners' Association (MASA) has attributed this to the weak global shipping market while the lack of emphasis on fiscal and legislative measures to mitigate domestic shipping vulnerabilities has exacerbated the situation. This has contributed to a continuation of the nation's balance of payment deficit, as Malaysian shippers increasingly depend on foreign ships while Malaysian ships reflag to other jurisdictions, and its seafarers and maritime human resources move elsewhere. This has major strategic and security implications for Malaysia.

With the support of the Ministry of Transport Malaysia, Marine Department of Malaysia, and Malaysia Shipowners' Association, the Maritime Institute of Malaysia (MIMA) organized a national shipping conference themed "Revitalizing Malaysian Shipping for a Stronger Economy" on 26 March 2015. Recognizing the criticality of the shipping industry to the economy and security of Malaysia, the conference addressed the policies and strategies needed to enable it to overcome its vulnerabilities and to thrive in a competitive environment. The conference concluded that a shipping master plan was urgently needed to improve the state of Malaysian shipping.

Following the conference, eight industry workshops were held to formulate strategies and action plans to address the decline in Malaysian shipping and Malaysia's increasing dependence on foreign ships, seafarers, and services. At the conclusion of the workshops, it was agreed that the revival of the National Shipping Council would be the first step towards ensuring that the Malaysia Shipping Master Plan and other action plans and targets are implemented and their progress monitored.

The industry workshops also concluded a strategy to put in place conditions necessary to enable the Malaysian shipping industry to become more resilient and competitive in the national, regional, and global context, and thus continue to contribute positively to national development. This would be done by addressing outstanding policy issues on Cabotage, Seafarers, Financing, Taxation, and Maritime Administration. The Malaysia Shipping Master Plan would secure commitment from both the government and industry to make necessary changes and adopt new practices to re-orient the Malaysian shipping sector towards a more synergistic partnership, aligned with overall national transport aspirations.

The Malaysia Shipping Master Plan will realize the aspirations of the Malaysian shipping sector to be a business service sector that is a major player in selected markets and contribute to the well-being of the nation and Malaysians. This will be achieved through the introduction of sustainable measures aimed at removing competitive disparities and improving capabilities of Malaysian shipowners, maritime human resources, and maritime ancillary services to meet domestic and regional shipping needs.



The Malaysia Shipping Master Plan has five focus areas each with its targets and a five-year implementation plan. The focus areas are:

- Promoting employment of Malaysian ships
- Promoting employment of Malaysian
  seafarers and maritime human resources
- Facilitating access to capital and financing
- Enhancing Malaysia's attractiveness to shipping businesses
- Promoting innovation in and sustainable growth of maritime ancillary services

The focus areas will be overseen by a governance and monitoring mechanism under the Ministry of Transport Malaysia and supported by the Maritime Institute of Malaysia. This will aim to revive the National Shipping Council, formulate revised Terms of Reference and a 5-year work programme for it, develop a Maritime Transport Database, and introduce benchmarking and review systems.

A governance and implementation monitoring body is a key success factor to support the shipping sector. Policy directions, monitoring, and reviews will be undertaken by the National Shipping Council chaired by the Minister of Transport, with the Director-General of the Marine Department Malaysia, the Malaysia Shipowners' Association, Ikhtisas Kelautan Malaysia (Association of Malaysia's Maritime Professionals), industry members, and federal and state government representatives as council members. The Malaysia Shipping Master Plan, with its action plans and fivevear work programme (2017 - 2022) will provide the council with a clear direction and terms of reference.

The industry workshops further agreed that the implementation of each focus area will be the responsibility of working groups led by the Marine Department Malaysia, and comprise relevant stakeholder representatives and experts from both government and industry. These would include representatives from the Ministry of Transport, Economic Planning Unit (Prime Minister's Department), Ministry of Finance, Ministry of International Trade and Industry, Ministry of Human Resources, Ministry of Education, Ministry of Science, Technology and Innovation, Malaysia Maritime Enforcement Agency, Statistics Department Malaysia, and Bank Negara Malaysia. MIMA will facilitate the working groups in formulating the action plans, targets, and measures for implementation.

It is expected that the Malaysia Shipping Master Plan would help provide the Malaysian shipping industry a level playing field to compete successfully in domestic and regional markets. Positive outcomes include the reduction of balance of payment deficit attributed to shipping, enhanced creation of employment opportunities and revenue for Malaysia, improved transport security for Malaysian trade, and maritime connectivity.

The strength of the Malaysian shipping industry is dependent on continuous support from shippers, a shipping-friendly business environment, and an effective coordinating body which is supported by timely and accurate data for informed decisionmaking to provide sound shipping policy and strategic direction and to monitor implementation.

The Malaysia Shipping Master Plan is the result of extensive industry consultation and is designed to restore conditions that will enable the Malaysian shipping industry to achieve full self-sustainability.

The Malaysia Shipping Master Plan (2017 – 2022) report explains in more detail the objectives and strategies for the Malaysian shipping industry. The following chapters are excerpts from the report.





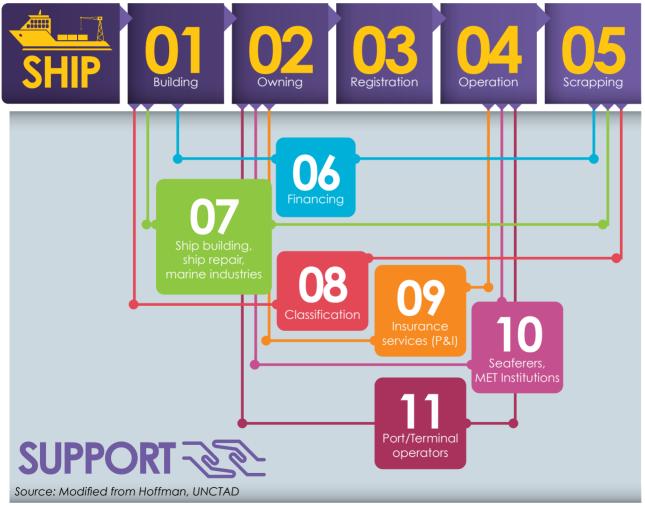




#### What makes the Malaysian shipping industry?

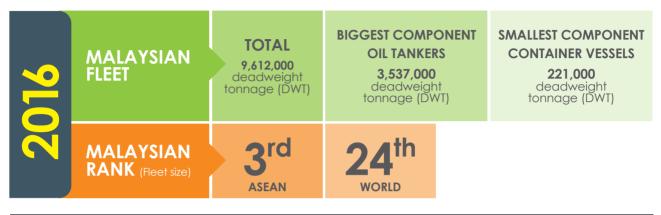
Maritime transport is more than just ships and the provision of shipping services. The Malaysian shipping industry is supported by and in turn supports other components of the maritime transport chain. Each component plays a role in determining the efficiency and competitiveness of the Malaysian shipping industry.

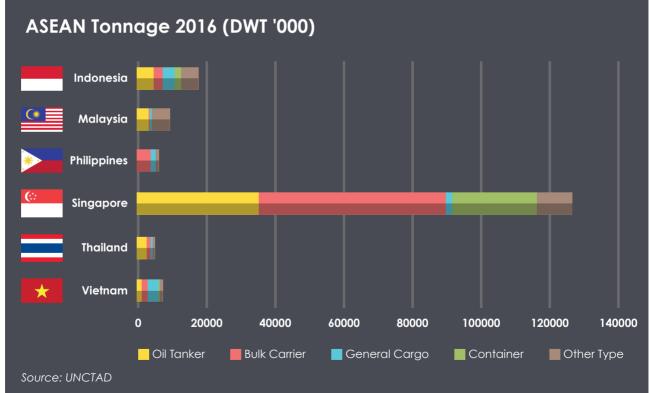
# Maritime Transport Supply Chain





#### **The Malaysian Fleet**







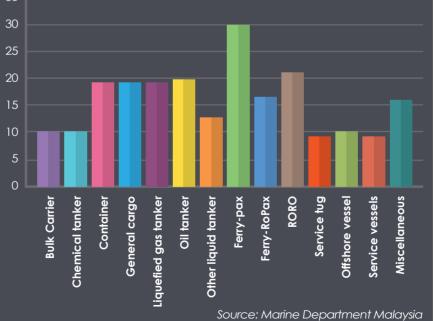


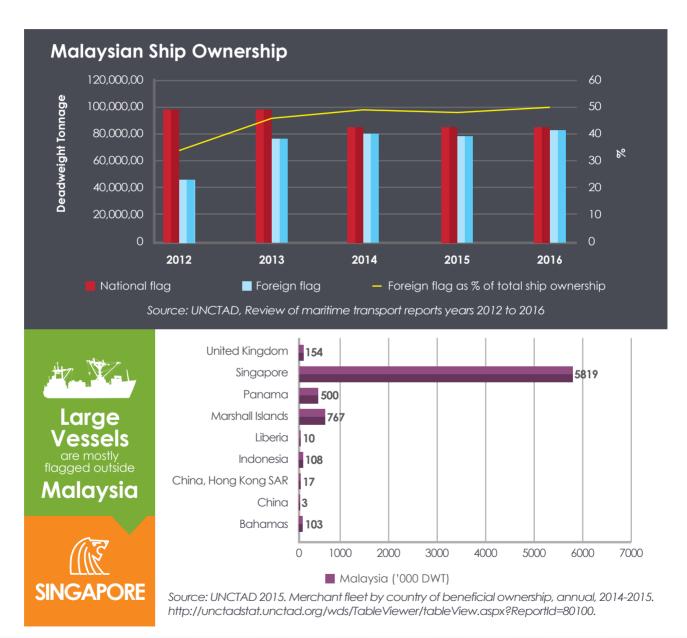




MINISTRY OF TRANSPORT

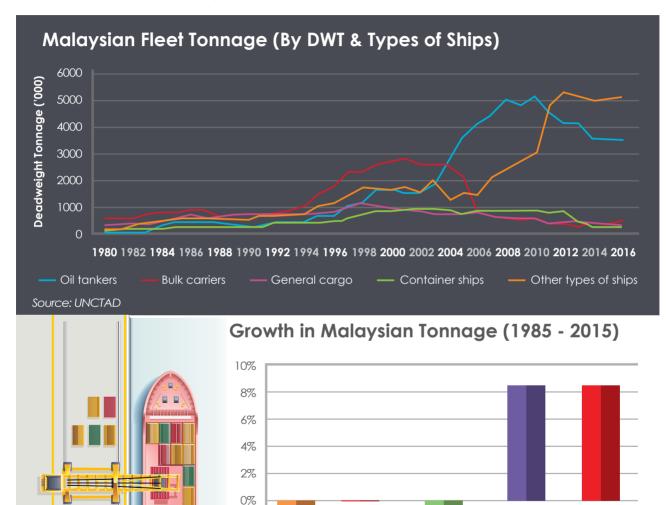








#### Decline in national tonnage



-2%

-4%

Bulk

Container

General Cargo



Source: UNCTAD and MIMA Calculations

Oil Tanker

Other Vessel

Reliance on foreign ships for specialised trades

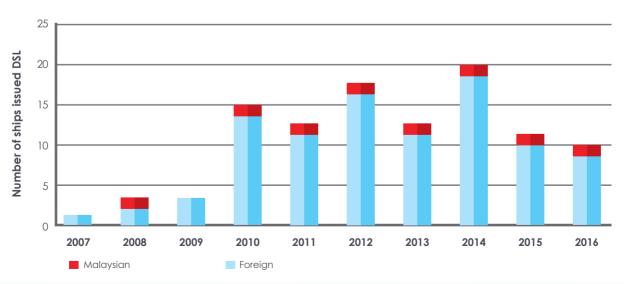




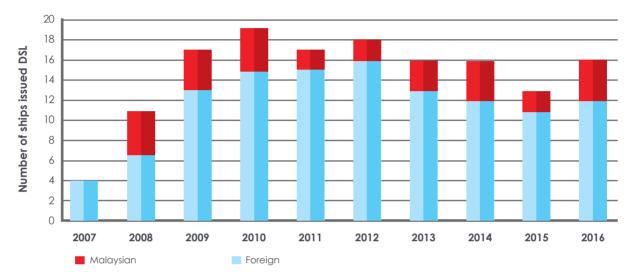
# Chemical Tankers

Specialised trades dominated by foreign ships

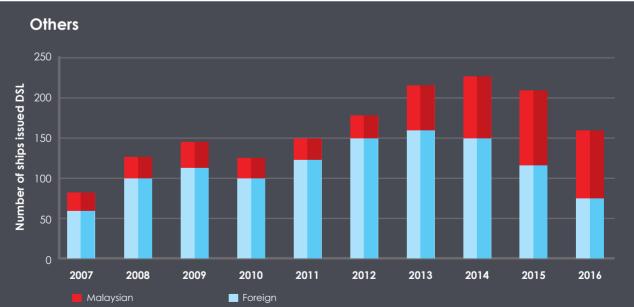
Dry Bulk



2 MINISTRY OF TRANSPORT

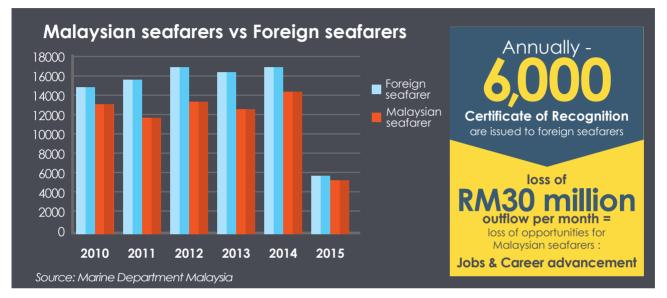


#### **Gas Carriers**

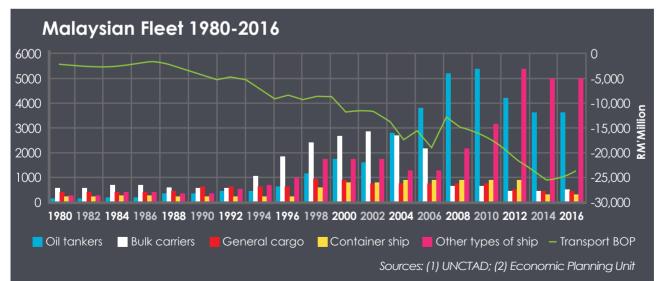




#### **Reliance on Foreign Seafarers**



#### Worsening Transport Balance of Payment





Policy interventions in strategic areas will promote competitiveness and build resilience in the Malaysian shipping industry.





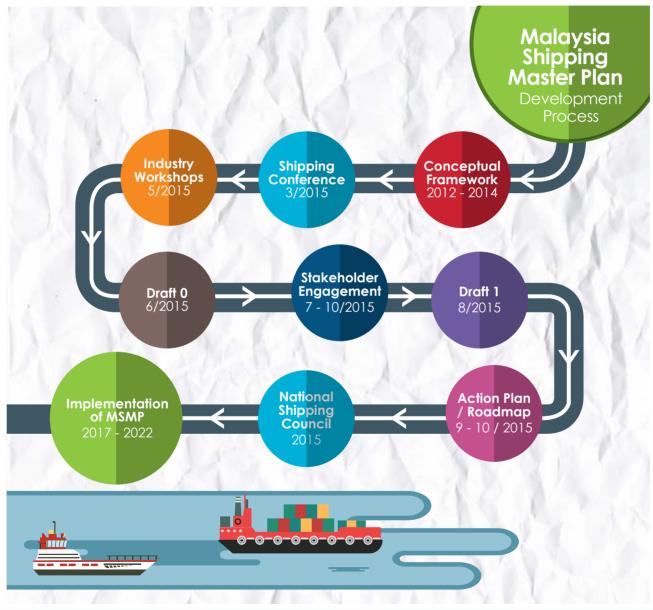






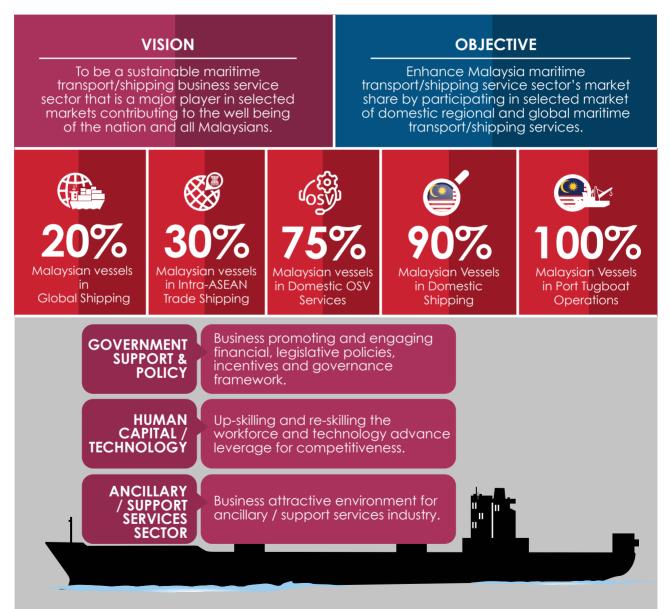
# Chapter 2 | Developing a Shipping Master Plan

#### Malaysia Shipping Master Plan Development Process





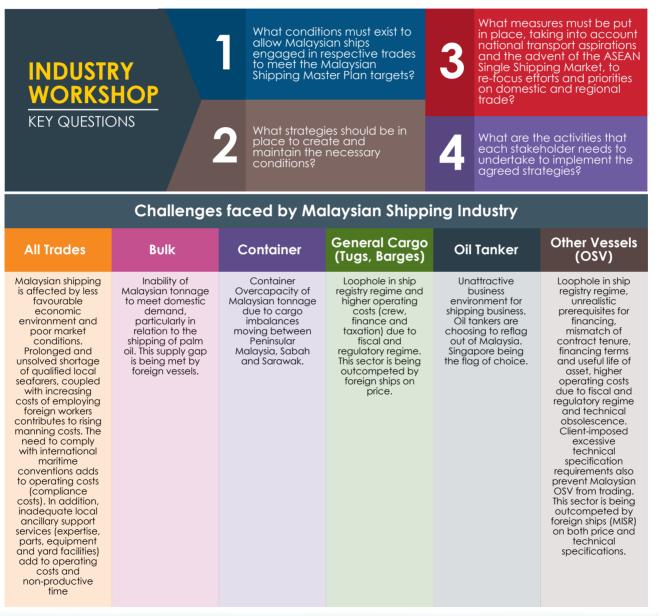
#### The concept



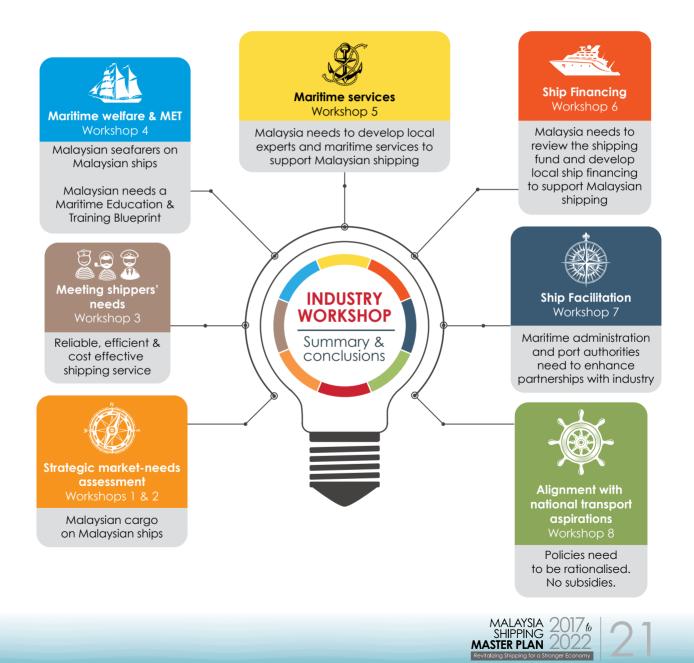


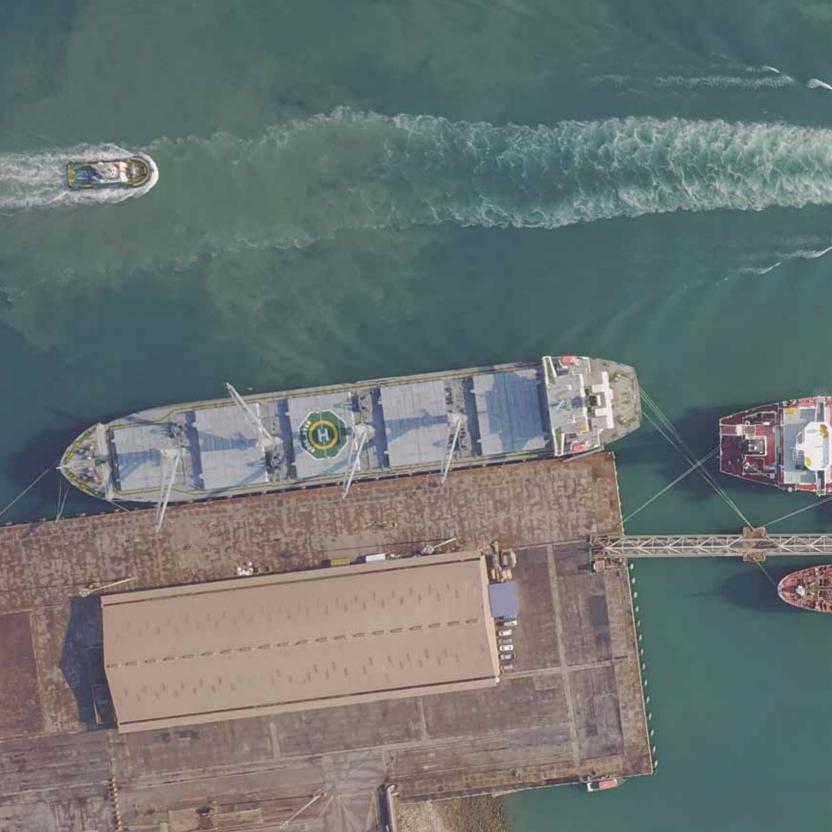
# Chapter 2 | Developing a Shipping Master Plan

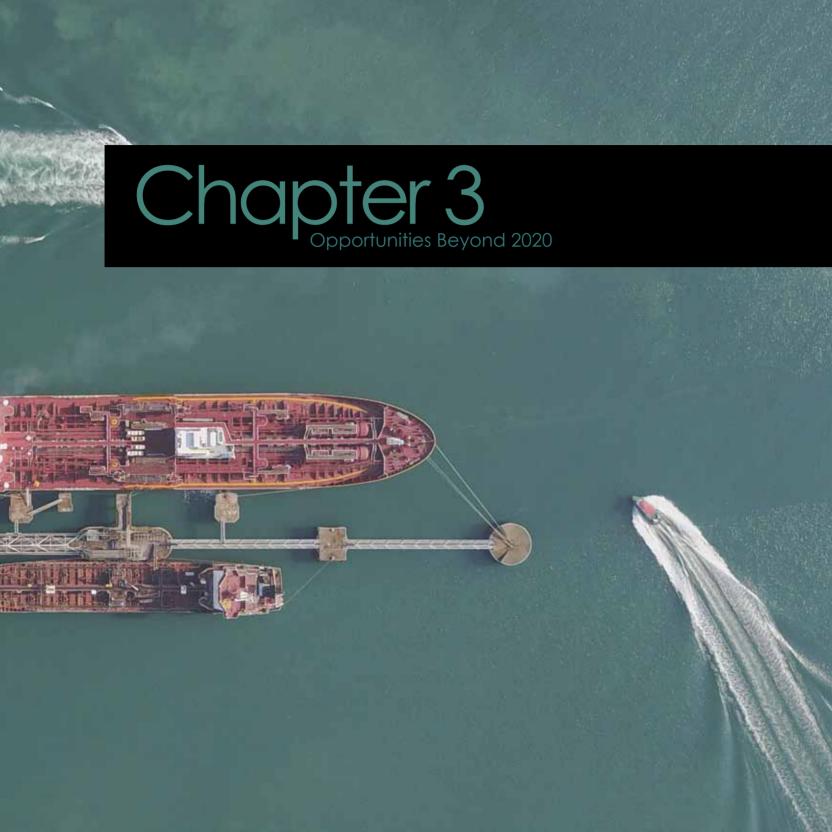
#### **Industry Workshops**











# Chapter 3 | Opportunities Beyond 2020

#### Importance of shipping to Malaysia

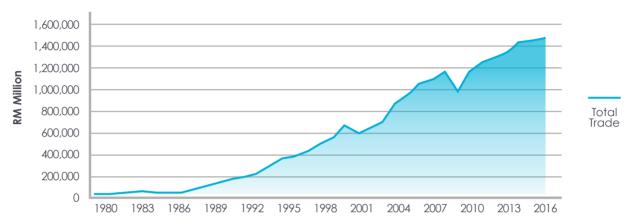
Shipping is a significant contributor to the Malaysian economy. In 2016, total trade was RM1.48 trillion. 98.4% of Malaysian trade is carried by sea.



Shipping is a Significant Contributor to the Malaysian Economy

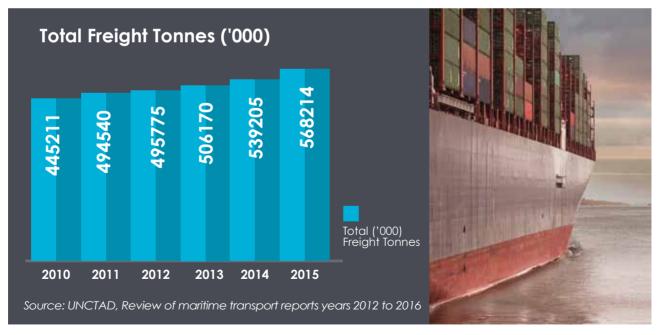






#### **Total Trade**

Source: Economic Planning Unit





# Chapter 3 | Opportunities Beyond 2020

Malaysian shipping also supports a multitude of ancillary services and support industries. The ship building and ship repair industry, maritime legal services, and ports rely on the well-being of the shipping industry to flourish.







The Eleventh Malaysia Plan (11MP) covering the period 2016 to 2020 addressed the issue of Malaysia's development beyond 2020. In its profile of Malaysia beyond 2020, it projected Malaysia's gross domestic product (GDP) to increase to RM2.6 trillion by 2030 from RM1.4 trillion in 2020. Malaysia's GDP per capita is projected to double to RM117,260 in 2030 compared to RM54,890 in 2020.

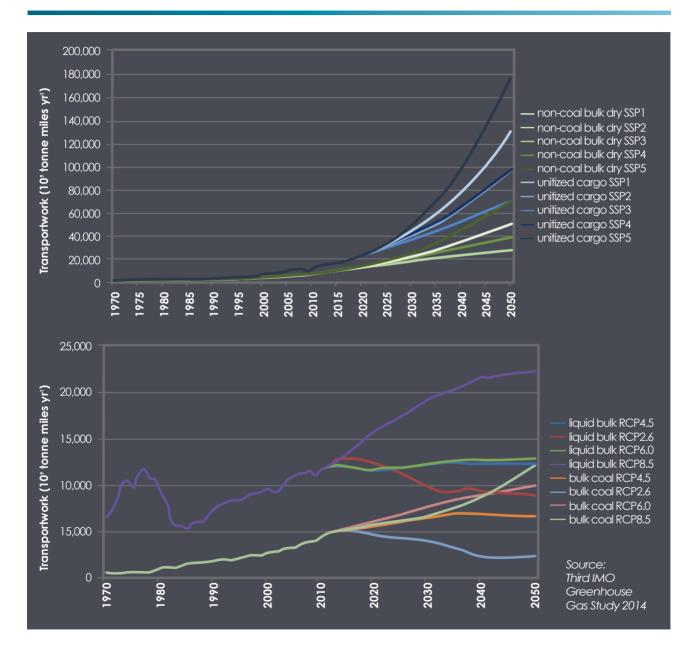
With world exports expected to increase from USD25 trillion in 2020 to USD44 trillion in 2030, the 11MP states that Malaysia "will remain an open

economy, regionally and globally integrated post-2020" and that "[a]s the People's Republic of China and India prosper further, coupled with their large and growing affluent middle class, they will become major markets for Malaysian goods and services." ASEAN is expected to be "the linchpin for Malaysian businesses to go global". This is because "[i]mproved connectivity with ASEAN members will boost investment, trade, and tourism as well as cross-border movement of talent".

These projections are in line with that of the Third IMO Greenhouse Gas Study 2014 (GHG3) which forecasts that demand for shipping is expected to double in 2030 from that of 2020 and again in 2050.



### Chapter 3 | Opportunities Beyond 2020









Malaysia aims to build a maritime transport sector that is a major player in selected markets, contributing to the wellbeing of the nation and all Malaysians. The Malaysian Shipping Master Plan focuses on the manner in which the government and industry should respond to the decline in the shipping industry and actions required to enhance its resilience and competitiveness beyond 2020.

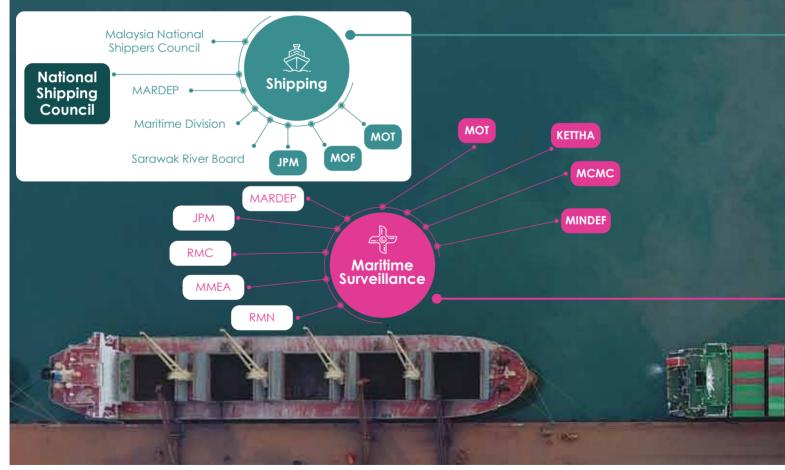




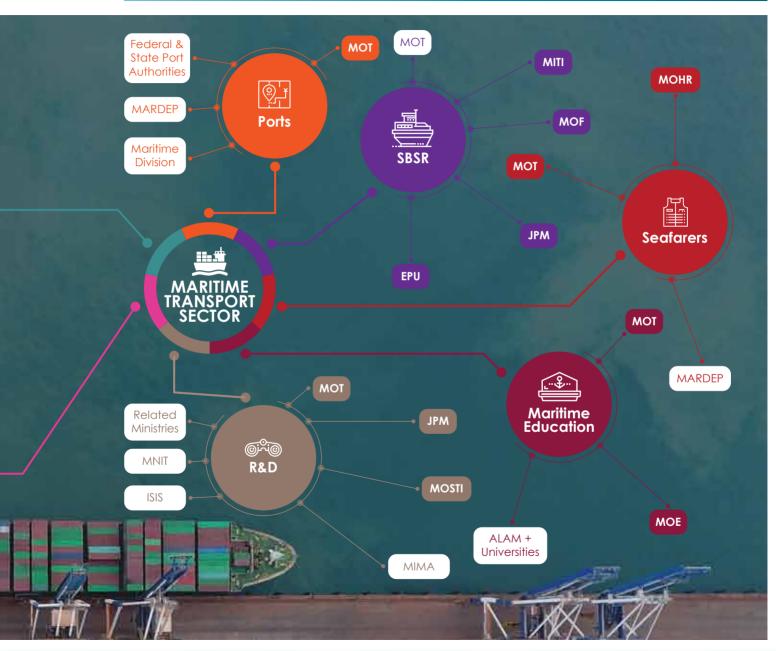


#### Streamlining shipping governance

While shipping is a matter for which the Ministry of Transport is directly responsible, several other ministries and government agencies govern various shipping-related matters. For example, aspects of shipping incentive are under the purview of the Ministry of Finance and certain matters relating to ballast water discharged from ships concerns the Ministry of Science, Technology and Innovation. Together, the multiple ministries and agencies function as a complex web of shipping governance in Malaysia. The streamlining of the system hinges on one of the most crucial component of the MSMP, i.e., the National Shipping Council (NSC). The NSC is expected to provide the platform for an effective governance regime to measure the effectiveness of strategies and act as a monitoring and feedback mechanism.

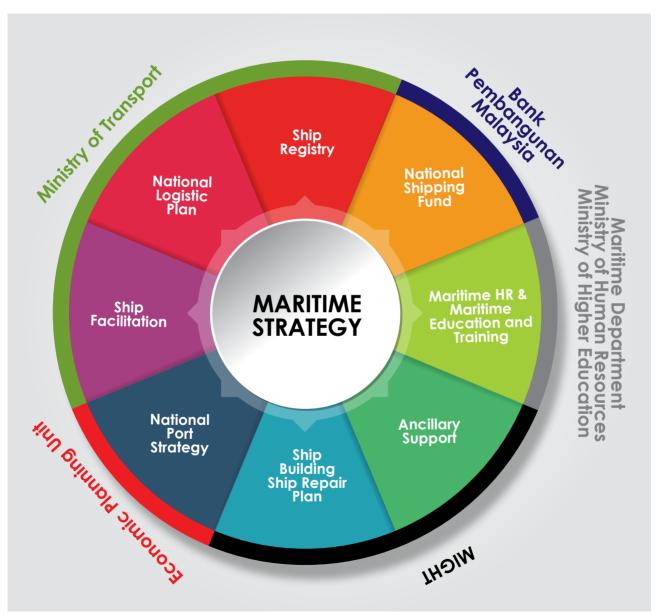






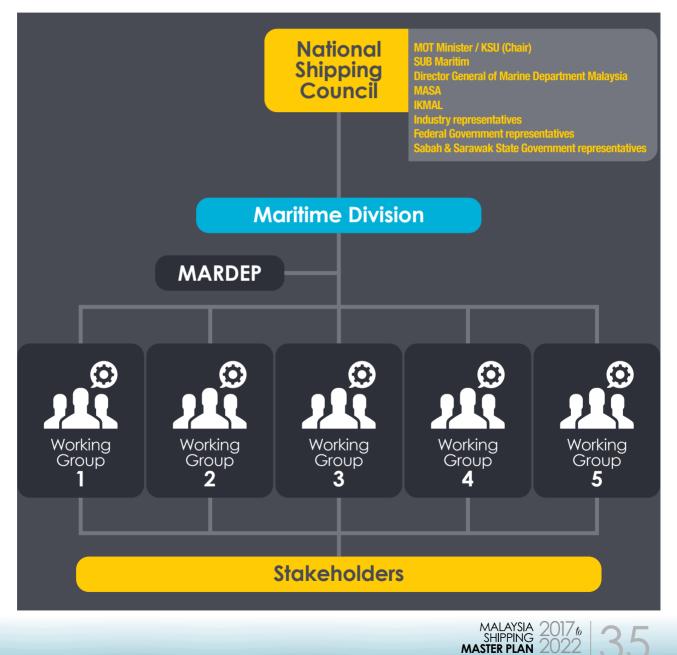


#### **Rationalise strategies**





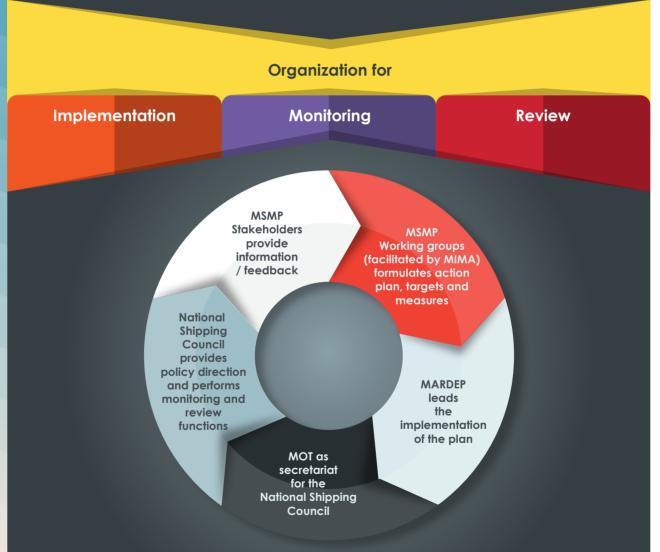
National Shipping Council Organisation







### **National Shipping Council**





#### **Action Plan** 2017 - 2022 Ministry of Transport Re-establish the National Shipping Council Develop Maritime Transport Database **Develop Industry Benchmarking** Group 3 Group 1 Group 2 Group 4 Group 5 Rationalise Review & Review & Commercial Review ship strengthen strengthen orientation of strategies for registration the CMMF the Malaysian maritime manpower regime Shipping Fund mechanism administration development Review mechanism Develop a in the services Cabotage, DSL Maritime Introduce maritime and DSLE **Education &** competitive industry processes Training and stable tax Review Increase user Blueprint and fiscal strategies for participation package promoting in shipping Introduce R&D culture Develop programme and domestic for the commercialization of feeder harmonization emerging services technologies and regular update of for reducing maritime laws costs and to deliver

environmental benefits



### Governance & Monitoring

#### Objective : To establish a governance & monitoring mechanism

Activity	Expected outcome	Responsibility
<ol> <li>Re-establishment of the National Shipping Council with revised</li> </ol>	A governance and implementation monitoring body to support the Malaysian shipping sector.	Ministry of Transport Malaysia supported by the Maritime Institute of Malaysia
	Success indicators	Activity Period
<ul><li>work programme.</li><li>2. Develop a Maritime Transport Database.</li></ul>	<ul><li>Frequency of meeting and completion of work programme.</li><li>Shipping is included in</li></ul>	2017
<ol> <li>Develop industry benchmarking and review.</li> </ol>	Malaysia's Development Plans and is featured as a key economic area.	



#### **Objective : To promote employment of Malaysian ships**

Act	livity	Expected outcome	Responsibility
1.	Rationalize Malaysian Ship Registration regime.	Enhanced competitiveness in domestic and regional markets through removal of competitive disparities and improvement in capabilities.	Working Group 1 (Lead : Marine Department Malaysia)
2.		Success indicators	Activity Period
	DSLE processes.	Market share targets met in	
3.	Increase user participation in	2020.	
	shipper through facilitation of alliances for cooperative	• 20% in global energy shipping.	
	advantage.	• 30% in intra-ASEAN shipping.	2018-2020
4.	4. Decelop domestic feeder services and short-sea shipping.	• 75% in Domestic OSV services.	2010-2020
		• 90% in domestic shipping.	
		<ul> <li>100% in local port tugboat operations.</li> </ul>	



### Seafarers

#### **Objective : To promote employment of Malaysia seafarers**

Ac	livity	Expected outcome	Responsibility
1.	Review and strengthen the Central Mercantile Marine Fund mechanism to support : • Implementation of	A ready and available maritime skills base which matches the needs of and supports the Malaysian shipping sector.	Ministry of Transport Malaysia supported by the Maritime Institute of Malaysia
	Malaysian First policy	Success indicators	Activity Period
2.	<ul> <li>Funding for apprenticeship, specialization and seafarer up-skilling</li> <li>Improvement of seafarer employment security, conditions and opportunities</li> </ul>	<ul> <li>Rate of compliance with DSL manning conditions.</li> <li>Reduction in issuance of CORs.</li> </ul>	2018-2020

### Shipping Financing

#### Objective : To facilitate access to capital and financing

Activity	Expected outcome	Responsibility
Review and strengthen the Malaysian Shipping Fund mechanism	A robust Malaysian Shipping Fund to support fleet modernization and expansion projects and a catalyst for ship financing industry in Malaysia.	Working Group 3 (Lead : Marine Department Malaysia)
to support :	Success indicators	Activity Period
<ul> <li>Funding of fleet expansion and modernization projects.</li> <li>Ship financing orientation</li> </ul>	Long-term positive impact for beneficiaries	
	Number of beneficiaries	
programmes	Cost / resources efficiency of projects	2018-2020
	• Availability of affordable local ship financing.	



### Business Environment

#### Objective : To enhance Malaysia's attractiveness to shipping businesses

Activity		Expected outcome	Responsibility
	ew and strengthen the itime Administration	A maritime administration, regulatory and fiscal framework that is supportive of the Malaysian shipping sector.	Working Group 4 (Lead : Marine Department Malaysia)
	upport a commercial	Success indicators	Activity Period
2. Intro- stabl attra 3. Intro- harm	ntation of maritime ninistration services. Polyce a competitive and pole tax and fiscal package to act and retain shipping. Polyce programme for the monization and regular ate of maritime laws.	<ul> <li>Tonnage targets met in 2020 :</li> <li>Additions to existing tonnage - 90% in bulk carrier tonnage (2,293,000 dwt)</li> <li>62% in Container ships tonnage (506,000 dwt)</li> <li>34% in general cargo tonnage (199,000 dwt)</li> <li>31% in oil tanker tonnage (1,606,000 dwt)</li> <li>9% in other vessels (459,000 dwt)</li> </ul>	2018-2020

### Support Services

#### Objective : To promote innovation in and sustainable growth of maritime ancillary services

Act	livity	Expected outcome	Responsibility
1.	Review strategies for manpower development in the maritime industry.	Improved access to and availability of support and ancillary services for the Malaysian shipping sector.	Working Group 5 (Lead : Marine Department Malaysia)
2.	Review strategies for	Success indicators	Activity Period
pron com tech and	commercialization of emerging technologies for reducing costs and to deliver environmental penefits.	<ul> <li>Number and diversity of maritime ancillary service providers.</li> </ul>	2018-2020

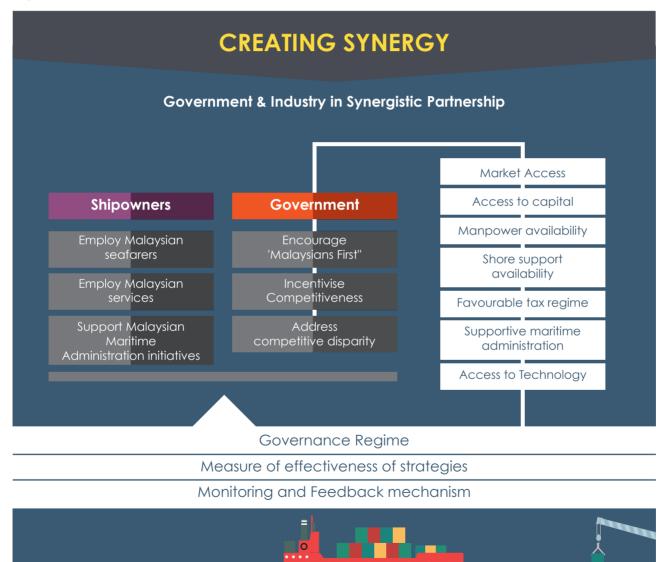




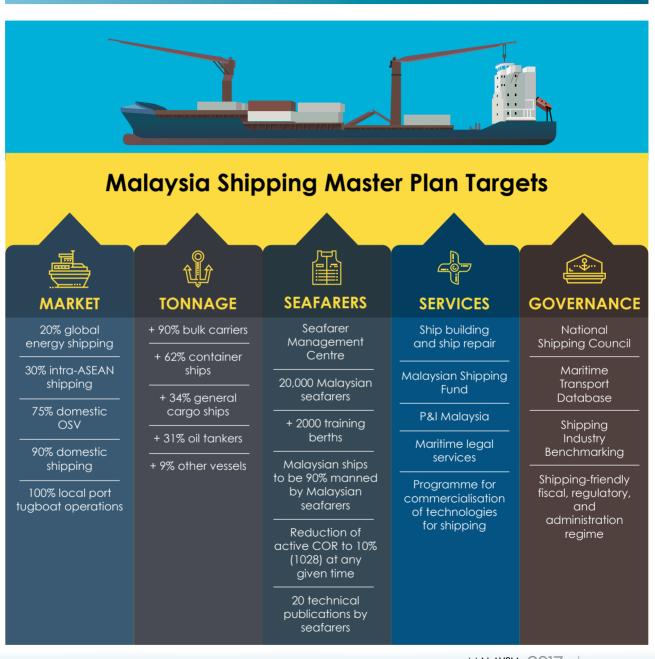


### Chapter 5 | Creating Synergy

To effect the transformation necessary to rebuild and strengthen the industry to make it more resilient to operational vulnerabilities, both government and industry need to re-orient their relationship towards a more synergistic partnership, aligned with overall national transport aspirations.















### Chapter 6 | Conclusion

The Malaysia Shipping Master Plan is the result of extensive industry consultation and is designed to restore conditions that will enable the Malaysian shipping industry to achieve full self-sustainability. The viability of the industry depends on the continuous support of shippers and users. However, this would require the shipping industry to become more competitive, through policy interventions in strategic areas. The revival of a coordinating body supported by timely and accurate data for informed decision-making will foster more meaningful collaboration between industry and the government and cross ministries and agencies. When implemented successfully, Malaysian shipping tonnage is expected to increase, while the shipping industry will create additional jobs. More importantly, the strategic value of shipping in terms of national defence, ensuring maritime security and enhancing Malaysia's influence in international shipping governance will be sustained.

#### Investment in human resources and technology

Prioritise skills development and technology advancement as a key strategy for economic competitiveness and growth.

#### National Shipping Council

A coordinating body to provide policy directions and to monitor the implementation of the master plan.



**Defined Goals** 

#### **Data Depository**

A depository of accurate data for informed decision-making.

#### Strategy Roadmap

Clear and defined goals are established to ensure that success is measurable and to promote team cohesion.

A time-based plan to get the industry from where it is to where it wants to be and how to get there.

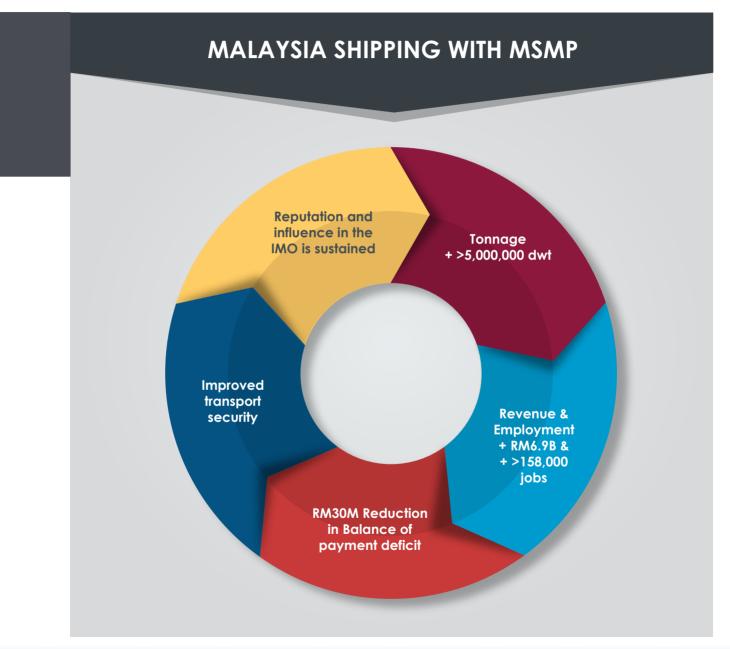
#### **Long-Term Vision**

A compelling long-term vision which underpins and guides the development of meaningful plans, create strategies and inpire positive action.

#### Government and industry in synergistic partnership

Secure commitment from both the Government and industry to make necessary changes and adopt new practices to re-orient the Malaysian shipping sector towards a more synergistic partnership, aligned with overall national transport aspirations.

## 48 MINISTRY OF TI







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