



Why should you enter the Lloyd's List Awards?

Information And Entry Guidelines 2018

27 September, 2018 | Shangri-La Hotel, Singapore

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Champagne
Reception Sponsor:



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Silver Sponsors:



Introduction

The Lloyd's List Awards portfolio celebrates excellence in the global maritime community, irrespective of scale or budget of entrants.

Entrants will demonstrate innovation and success in the judging year, displaying leadership, best in class and endeavour in enhancing the business of shipping regionally and globally.

Reasons to Enter:

- 1 Winning a Lloyd's List award denotes you as an industry leader
- 2 Peer recognition brings you marketing and business opportunities that money can't buy
- 3 Acknowledgement and year-long promotion of winners in Lloyd's List, the world's oldest and most prestigious maritime publisher.



Why Lloyd's List?

Lloyd's List has a 300-year-old tradition of authoritative, trusted journalism and analysis performed by our award winning experts.

Globally recognised as a leading authority in maritime, we are the established leader in accurate shipping news and intelligence – all Lloyd's List stories are verified by our highly qualified editorial team who continue to uphold a near 300-year old tradition of quality journalism that makes a difference to our readers.



2017 Winners

AAL • Berge Bulk • ClassNK • DNV GL • Fleet Management • HFW • Liberian International Ship Registry and Prevention at Sea • Maersk • MISC • MTM Ship Management • PSA • Safe Lanes Consultants • Wallem Ship Management • Watson Farley & Williams



Matrix Of Who Should Enter Each Category

	Shipowner: Containers	Shipowner: Dry Bulk	Shipowner: Tankers & Gas	Ship Manager	Maritime services	Finance	Marine Insurance
Company of the Year	✓	✓	✓	✓	✓	✓	✓
Lloyd's List Intelligence Data Innovation Award	✓	✓	✓	✓	✓	✓	✓
Container Operator of the Year	✓						
Dry Bulk Operator of the Year Award		✓					
Shipmanager of the Year				✓			
Environment Award	✓	✓	✓		✓		
NEW Shipyard Deal of the Year							
NEW Fuel Supplier of the Year					✓		
Logistics Award	✓						
Deal of the Year	✓	✓	✓	✓	✓	✓	✓
i-law Maritime Law Award							
NEW Port Infrastructure Development of the Year							
Port/Terminal Operator of the Year							

Maritime Law	Ports & Terminals	Classification societies	Academic	Bunkers	Logistics	Shipyards	Port Authorities	Dredging Operators	Oil / Energy Majors	Freight Forwarders
✓	✓	✓	✓	✓	✓	✓				
✓	✓	✓								
		✓	✓							
						✓				
				✓					✓	
✓	✓	✓		✓	✓	✓				✓
✓										
	✓						✓	✓		
	✓									

2018 Categories

The Lloyd's List Asia Pacific Awards recognises excellence in a range of sectors across maritime.

Company of the Year

Judges will look for the most dynamic success story or development by an APAC-based business operating primarily in the maritime sector. Judges will look, beyond just scale, for the company that best innovated in the past 12 months and improved profitability upon the previous year. Judges will require unique stories that demonstrate advancements in strategy, turnover, efficiency and CSR and will need to be convinced the winner has succeeded above all others.

Lloyd's List Intelligence Data Innovation Award

This award recognises a data technology project that has demonstrated innovation that redefines operational excellence and creates new business opportunities in the maritime sector in APAC. Our panel will welcome entries from the shipping community and maritime service industries that go beyond the collection of large data sets to break barriers with innovation in information storage and software processing that display measurable and proven results. This includes - but is not limited to - machine learning, artificial intelligence, blockchain technology, the internet of things and data security.

Container Operator of the Year

This award recognises the containership owner or operator that has best responded to the changing commercial and regulatory landscape through new ocean shipping configurations and port pairings, simplified booking and documentation processes, action to reduce ship pollution and other innovations that have made the supply chain more efficient. Entrants must demonstrate excellence in the sector and provide examples of exceptional performance in operational matters such as safety, reliability and new business processes.

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Dry Bulk Operator of the Year

This award recognises an APAC-based operator or owner that has taken clear advantage of the turnaround in the dry bulk sector in the past year. Judges will look for the business that stands out from the crowd. It may be a company that has remained strong or expanded or is a start-up or spin-off. The winning dry bulk operator must demonstrate that, during the year, it has maintained first class safety levels, best operational efficiency and consistent and profitable performance.

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ClassNK

Shipmanager of the Year

This award recognises exceptional performance in shipmanagement and is open to the region's shipmanagers across all sectors. Judges will be looking for solid examples of achievement that demonstrate excellence in the operation of ships in APAC over the past year, and put the winner beyond best practice and backed by proven client satisfaction. Judges' consideration will be given, but not limited, to examples of business development, safety and training, crew welfare, ship security, operational efficiency, reliability, profitability and CSR.



Deal of the Year

This award, celebrating best in class, will go to the individual financier, practitioner or entity with an established presence in APAC, primarily responsible for what judges deem the best deal in the maritime industry over the past 12 months. Judges will look for exemplary expertise and commitment to the shipping industry as well as clear examples of innovation in playing the pivotal role in what judges regard as notable cases including, but not limited to, restructuring, consolidation, M&A, structured credit, structured equity financing or general corporate purposes. The winner will impress the judges with the deal's size, timeliness and winning strategy.

Environment Award

This award honours the institution, company or individual that has done the most to reduce the pollution from maritime sources of the marine environment in the APAC region. The contribution could include, but is not restricted to, ship design and operation, port operations, company-wide environmental policy, or successful policy effort on the part of a public official with maritime responsibility. The category is open to all players in the maritime industry that can demonstrate an outstanding contribution to reducing marine pollution. Judges will be looking for tangible metrics by which success can be measured.

NEW Shipyard Deal of the Year

This award pays tribute to the importance and excellence of the ship construction industry to the Asia Pacific region. In recognition of the positive multiplier effect each construction contract has, Lloyd's List has asked judges to identify what they regard as the best contract finalised or signed in the year for either single vessel or multi-vessel orders at shipyard premises within APAC. All parties to the deal, including joint entries, are eligible to submit. Judges will consider, among other factors, compelling rationale for shipyard selection, impact of the contract on the shipyard, innovation in the financial instrumentation used and the capacity for the order to affect a market segment.

NEW Fuel Supplier of the Year

This award recognises the increasingly critical role fuel plays in both cost and regulatory compliance in shipping and the role fuel suppliers play in influencing customers to be cleaner/greener and more efficient. Judges will look for an APAC-based supplier that can demonstrate recognised commitment to quality standards and give examples of product innovation, new business won from competitors and evidence of quantifiable customer satisfaction.

Logistics Award

The award will be given to the APAC-based, logistics-focused business which judges deem has best served shipping customers within the end-to-end land and sea supply chain. Profitability and metrics-based overperformance in customer expectation is required. Entries should also cite new business won, or at-risk business retained, through innovative solutions. Judges may also give weight to examples of how a business has converted market obstacles into a win.

2018 Categories

i-law Maritime Law Award

This award celebrates excellence in the legal profession and will go to the individual lawyer or law firm that has offered the best service to the maritime industry in APAC over the past 12 months. Judges will look for exemplary expertise and commitment to the shipping industry as well as clear examples of innovation through which lawyers have played a crucial role in notable cases, restructuring or dispute resolution.

NEW Port Infrastructure Development of the Year

This award recognises the company, terminal operator, port operator or port authority that has completed an outstanding port infrastructure investment that drives economic and social change within APAC, at the same time as improving environmental surroundings. The infrastructure must have been completed either in whole or in planned completion phase, strictly within the dates of the awards' terms and conditions. Judges will look for proven examples of innovation, efficiency, and profitability of the infrastructure investment, with attention to those projects that improve the living standards of local populations through access to better employment opportunities, business opportunities and trade.

Port/Terminal Operator of the Year

This award recognises the company, port authority or terminal that has maintained the highest standards of operational efficiency and customer service in APAC. The winner must demonstrate exceptional innovation, improved efficiency, profitability and investment during the year in port operations. Judges will look beyond just scale, requiring evidence of a sustained commitment to customer service, cost and operational efficiency and a faultless safety, training and environmental record, irrespective of the operator's size.

Lifetime Achievement Award

This award recognises an individual from the region who has, over the course of his or her long career, contributed to the well-being of the industry in a profound way. Judges select the winner from a list of nominations submitted by the Lloyd's List editorial team and the judging panel itself



Our Judges

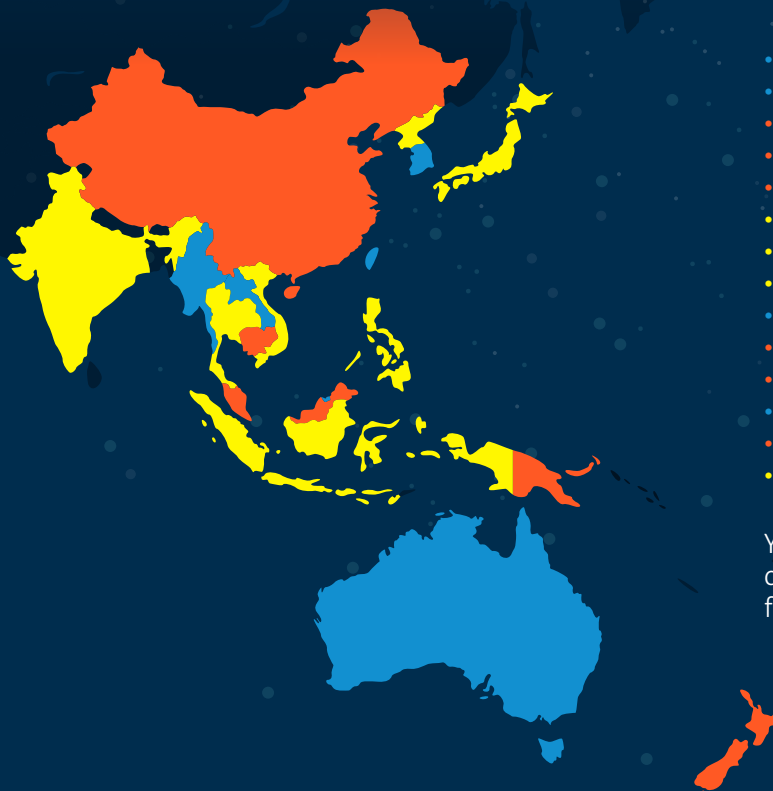
Entries are judged by an independent panel of distinguished industry leaders from Asia Pacific countries. The judging panel will be looking for excellence, innovation and role models in an industry keeping pace with change occurring at unparalleled speed.

Our Judging Process:

One of the pillars upon which Lloyd's List has proudly stood since its founding in 1734 is its integrity, without fear or favour. Nowhere is this more evident than in the Lloyd's List awards that promote and celebrate excellence in shipping. Our commitment to awards entrants and attendees is bound up in the selection and rotation of judges who volunteer their time, experience and consideration of the hundreds of annual entries to our global and regional awards programme. The judges, invited from all core sectors of the maritime industry which Lloyd's List serves, engage in lengthy face to face deliberation – under Lloyd's List chairmanship – at all times combining their industry knowledge with entry criteria, to debate and, ultimately, decide on winners.

Without judges' depth of knowledge, mutual respect for fellow judges' views, a passion for supporting the maritime industry and their open willingness to recuse themselves in the unlikely events of a category conflict, the Lloyd's List awards would not be possible. We take this opportunity to thank all our judges for their role in helping Lloyd's List continue to deliver its centuries-old promise of integrity, earning Lloyd's List its reputation as the trusted global name in giving industry recognition through awards.

Countries Eligible To Submit Entries Into The Lloyd's List Asia Pacific Awards



- Australia
- Brunei
- Cambodia
- China
- Hong Kong
- India
- Indonesia
- Japan
- Laos
- Macau
- Malaysia
- Myanmar
- New Zealand
- North Korea
- Papua New Guinea
- Melanesia, Micronesia & Polynesia (except Hawaii)
- South Korea
- Philippines
- Singapore
- Taiwan
- Thailand
- Timor-Leste (East Timor)
- Vietnam

Your company can be based in other locations as long as the project you are entering focused on the APAC region.

Meet our 2018 Judges



Rashpal Bhatti
Vice President,
Marketing
Freight
BHP



**Maite Bolivar
Klarup**
General
Manager
**BIMCO South
East Asia**



Kenneth Chia
Executive
Director
**Singapore
Maritime
Foundation**



Mike Gallacher
CEO
Ports Australia



Bill Guo
Executive
Director,
Shipping
**ICBC Financial
Leasing**



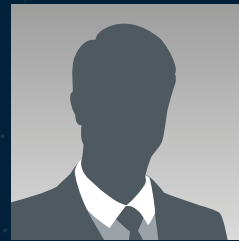
Teresa Lloyd
Chief Executive
Officer
**Maritime
Industry
Australia**



Gina Lee-Wan
Partner
Allen & Gledhill



Nitin Mathur
Managing
Director
**MD Wallem
Group**



**Henry Mytton-
Mills**
Managing
Director
**ARIES
Singapore**



Esben Poulsson
Chairman
**ENESEL PTE.
LTD**



Marlon Rono
President
**Magsaysay
Group of
Companies**



David Roberts
Managing
Director
**The Standard
P&I Club**



Tan Beng Tee
Assistant Chief
Executive
(Development)
**Maritime and
Port Authority
of Singapore**



Lee Wai Pong
Executive
Director
**Singapore
Chamber of
Maritime
Arbitration**



Tim Wilkins
Regional
Manager Asia-
Pacific
Intertanko

For more information please visit lloydlistawards-asia.com

Lloyd's List Events Timetable

Lloyd's List
Asia Pacific Awards | 2018
Maritime Intelligence | Informa

Lloyd's List
Global Awards | 2018
Maritime Intelligence | Informa

Why not also enter our Global Awards held on December 11th in London?

Launch	23-Apr	Jun-18
Entry Deadline	22-Jun	21-Sep
Finalists announced	30-Jul	19-Oct
Event	27-Sep	11-Dec

Check out our top tips for entering:

1. Do check your entry meets the criteria

You'd be surprised how many entries get rejected due to 'technical slip' such as being in the wrong category or wrong year. Our eagle-eyed judges will check the criteria. You should too.

2. Do stick to the word limit

No-one wants to wade through an overblown entry full of frothy platitudes on why your entry is the bestest ever. Stick to the word limit. Always.

3. Do provide supplemental information

Our judges do a surprising amount of research into the shortlisted entries. Make their job easy by including links to online videos, webinars or articles that support your entry. Don't get silly though. Tweets of your favourite cat gif will not go down well.

4. Do enter more than one category

There is no limit to the number of categories you can enter. A single project, deal or technology solution could work for a number of categories.

5. Do set free your inner journalist

Cub reporters at media school have the 'What, Where, When, and How' drummed into them from day one. What is the entry about? Where did it take place? When did it happen? How did it come about? You can add one more: Why is it significant to the Asia Pacific shipping industry?

6. Do hit the deadline

Late entries get binned. No-one wants that.

SUBMIT YOUR
ENTRY BY
22 JUNE

Why sponsor?

Cement existing relationships and forging new ones.

This is your opportunity to align your company with the most prestigious, credible and trusted maritime awards in the industry.

Stand out from the crowd

Align your brand with excellence in our industry, we offer an unparalleled chance to network and entertain clients within a high profile and rewarding business environment.

Raise your brand profile

Long-term brand affiliation with Lloyd's List will generate strong brand recognition, ensuring leading industry execs recognise your company. Your presence at the Awards evening, where you will have the opportunity to present an award in person and host a central table, further ensures that existing and potential customers witness your industry standing.

Establish yourself as a thought leader

In order to stand out and be successful, you must be seen to lead. Where better than before the most influential audience of key industry decision-makers? Our sponsorship packages position you at the forefront of the maritime industry, whilst establishing you as the brand of repute in the minds of business influencers.

Reach



Lloydslist.com

80,511
per month



Magazines

6,805



Newsletters

35,783



E-shots

17,862



Networking Events

2,100



Social channels

79,950

Host a networking table

Why not host a table for 10 at the Lloyd's List Asia Pacific Awards Dinner on September 27?

You and your guests will be welcomed to the glamorous Shangri-La Hotel, Singapore by a one-hour networking reception before moving through to the glittering ballroom and a three course dinner with wine, coffee and petit fours by the hotel's awards winning chef.

After the dinner, join in the excitement as the awards are given from the main stage followed by networking drinks.

Your logo will be displayed on the table centrepiece.

Table rates

Premium rate	USD \$5,250.00
Standard rate	USD \$4,250.00
Seat rate	USD \$650

Early Bird rates

(10% discount, valid until 22nd June 2018)

Premium rate	USD \$4,725
Standard rate	USD \$3,825
Seat rate	USD \$585

Note: Please note each table seats 10

Standard table bookings include entry to the dinks reception, 5 bottles of wine, three course dinner, entertainment and the Awards presentation hosted by a celebrity.

Premium tables on top of the standard package, premium tables include a central position in the room, table branding, plus 2 bottles of champagne.

New for 2018 - for categories in the regional and global awards you must sign up via the Lloyd's List Awards online portal. To submit your entry, create an account for the Lloyd's List Awards

Your Lloyd's List Awards account username and password are not the same as your subscription details. Once you have started your online entry you may work on your submission(s) up until 23.59 on the day of the deadline.

The rules

- All entries must be written in English
- All entries must be no longer than 400 words. Entries above this word limit will be disqualified
- All entries must be accompanied by a 50-word synopsis of the entry as you would like it to appear on all publicity material
- All entries must be submitted via our online entry system
- All entries will be treated as confidential but Lloyd's List reserves the right to publish positive extracts from winning entries
- Lloyd's List reserves the right to publish your 50-word summary of your project
- All entries must be based on activities undertaken from July 2017 to June 2018

Nominations

Nominations may also come from third parties (individuals or companies) who feel a particular company or person should be considered for an award. In this instance please provide contact details (email, telephone, name and company name) for the relevant company or individual and Lloyd's List will endeavour to contact them to submit an entry.

Please note Lloyd's List cannot be held responsible for any nominated company that does not supply an entry once contacted.

Confidentiality

Informa, organiser of the Lloyd's List Asia Pacific Awards, recognises and respects the sensitive nature of the information submitted in the entries. We ensure that this recognition is shared by our Judging panel and that entries are not disclosed or discussed outside the judging process.

The judging panel is selected to avoid any conflict of interest. Once an entry is shortlisted, extracts from the entry summary only will be sourced for inclusion in the awards ceremony and any subsequent editorial coverage.

Please ensure your entry summary contains no confidential or sensitive information.

Have any questions?

Gabriela Gamez
T: +44 (0)20 7551 9583
E: Gabriela.gamez@informa.com



FAQs

Q1. How do I enter?

A. It's very simple. Ensure you have read the entry guidelines and category criteria. Decide which category/categories you wish to enter, prepare your entry off-line. Once you are ready click 'Enter Now' which takes you through the entry stages; follow the on-screen instructions and submit your entry by clicking 'Enter'.

Q2. How much does it cost to enter?

A. Entering into the Lloyd's List Asia Pacific Awards is free of charge.

Q3. When is the entry deadline?

A. You can start your submission on our online entry form anytime. Deadline for projects is 23.59 GMT on June 22 2018. For all key dates see the Lloyd's List Awards timetable

Q4. I am not sure which category our entry would fit into?

A. If you are not sure which category your entry fits into please contact Gabriela Gamez at gabriela.gamez@informa.com for further assistance.

Q5. Can I enter the same submission into more than one category?

A. We encourage entries in more than one category per individual or company, where appropriate; please ensure to review the category criteria and tailor your entry accordingly.

Q6. I am a sponsor of the awards am I still able to enter?

A. Yes you can enter the awards and we would encourage this however you are unable to enter the category you are sponsoring. But don't worry there are plenty of other categories.

Q7. How will I know whether my submission has been received?

A. All submissions will be acknowledged by an automated email once you have submitted your entry - our awards team will also get in touch. If you have any concerns, please email Gabriela Gamez at gabriela.gamez@informa.com

Q8. How do the judges select the winners?

A. The judges will convene to discuss all the finalists and will use the published criteria to individually discuss each shortlisted entry to establish the winners. The judging panel comprises independent, senior industry experts, chosen for their knowledge, objectivity and credibility. Judges discuss all categories relevant to their specialist knowledge, expertise and experience, ensuring a considered, educated response to your submission. The chair of the judging panel reserves the right to cast any deciding vote, should the need arise. The judges' decision is final.

Q9. How will I know if my submission has been successful?

A. All finalists will be notified directly by Lloyd's List. Finalists will also be announced on our website Lloydslistawards-asia.com. You will be sent a finalist pack giving ideas and tips on how to publicise your success.

Q10. What do I get if I win?

A. The Lloyd's List Asia Pacific Awards are highly regarded within the Shipping industry, winning an award establishes you as the leader in your field. In addition to your trophy and a certificate of recognition you will receive a winner's pack which includes your awards winner logo, photos and ideas on how to publicise your success. You will also receive exposure and recognition through Lloyd's List.

Q11. How can I ensure I'm at the ceremony for the networking?

A. It's essential to book your place at the event. Please contact Arundhati Saha T: +65 6508 2425 E: arundhati.saha@informa.com for information.

Q12. Are there other ways I can get involved in the awards?

A. Yes, there are many sponsorship opportunities available. Please contact Arundhati Saha to find out which ones best suit you on T: +65 6508 2425 E: arundhati.saha@informa.com



Awards Presentation and Dinner

Venue: Shangri-La Hotel, Singapore

Date: 27 September 2018

Dress Code: Business Attire

6.00pm
Pre-dinner
networking
reception



7.00pm
Awards
presentation I



6:55pm
Welcome
address



7.30pm
Dinner served



9.30pm
Awards
presentation II



10.00pm
End of awards
presentation



10.00pm
Networking
drinks



11.30pm
Carriages



Contact us:

General enquiries:

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Arundhati Saha

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E: arundhati.saha@informa.com

Lloyd's List Awards series

Lloyd's List is proud to lead the way in acknowledging and rewarding success in the maritime industry through our awards portfolio.

Lloyd's List
Global Awards | 2018
Maritime intelligence | Informa
11 Dec 2018

Lloyd's List
Asia Pacific Awards | 2018
Maritime intelligence | Informa
27 Sep 2018



Lloyd's List
Americas Awards | 2018
Maritime intelligence | Informa
23 May 2018

Lloyd's List
Greek Awards | 2018
Maritime intelligence | Informa
7 Dec 2018

Lloyd's List
South Asia, Middle East
& Africa Awards | 2018
Maritime intelligence | Informa
27 Nov 2018

To find out more about other events in the Lloyd's List Awards series
visit: lloydslist.com/awards

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