



MARIANA SHIPPING, JAPAN CO., LTD. TEL : 03-5541-2100
SANJU BLDG., 2-4, HATCHOBORI 3-CHOME, CHUO-KU, TOKYO 104-0032, JAPAN FAX : 03-5541-2101

Strengthening partnerships in Vietnam

Recognising the continued growth potential of Vietnam, PIL is looking to expand its connectivity to Vietnam as part of the strengthening of its Intra-Asia services. For this reason, PIL was a strong supporter and sponsor of the 7th [#SingaporeRegionalBusinessForum](#) ([#SRBF](#)) organised by the [#SingaporeBusinessFederation](#) ([#SBF](#)) at Melia Hotel, Hanoi on 7 July 2023.

Led by Mr S.S. Teo, Executive Chairman and Mr Lars Kastrup, Chief Executive Officer, the PIL team from Singapore and Vietnam took part in the full day event, joined by some of our key customers in Vietnam.

Mr Teo had the opportunity to convey strongly PIL's confidence in Vietnam and Asia, in a panel discussion with Singapore's Minister for Manpower Dr Tan See Leng and Vietnam's Minister of Planning and Investment Mr Nguyen Chi Dung. Entitled "Enhancing regional collaboration for a sustainable future", the session was moderated by SBF Chief Executive Officer Mr Kok Ping Soon. The other panelists were Dr Truong Gia Binh, Chairman of information technology services firm [#FPT](#) Corporation; and Mr Federico Donato, immediate past president of the [#EuropeanChamberofCommerceSingapore](#).



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Separately, PIL's Chief Commercial Officer Lionel Chatelet hosted a thank you dinner for some 40 key customers in Vietnam at the New World Saigon Hotel, Ho Chi Minh City on 5 July 2023. Such events provide useful platforms for PIL to interact with its customers to better understand their needs and requirements in shipping and logistics.

Today, PIL has 6 weekly container liner services calling at ports in Vietnam, in addition to truck services for inland transportation as part of its intermodal service. PIL aims to continue to enhance its service offerings for its customers in Vietnam.





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