

FACTOR INFLUENCE ON PURCHASING BEHAVIOR BY THE
OFFSHORE SHIPPING COMPANY

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**FACTOR INFLUENCE ON PURCHASING NEW VESSEL BY THE OFFSHORE SHIPPING
COMPANY**

BY

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**Research Report Submitted In Partial Fulfillment of
the Requirement for the Degree of
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**Department of Nautical Science & Maritime Transportation
Faculty of Maritime Studies & Marine Science
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DEPARTMENT OF NAUTICAL SCIENCE AND MARITIME TRANSPORTATION
FACULTY OF MARITIME STUDIES AND MARINE SCIENCE
UNIVERSITI MALAYSIA TERENGGANU

DECLARATION AND VERIFICATION REPORT

FINAL YEAR RESEARCH PROJECT

It is hereby declared and verified that this research report entitled:

Factor Influence on Purchasing New Vessel by the Offshore Shipping Company by Mohd Azmi bin Mohammed. Matric No. UK 15417 has been examined and all errors identified have been corrected. This report is submitted to the Department of Nautical Science and Maritime Transportation as partial fulfillment toward obtaining the Degree of Science (Nautical Science and Maritime Transportation), Faculty of Maritime Studies and Marine Science, Universiti Malaysia Terengganu.

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Sincerely,



(Mohd Azmi bin Mohammed)

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ABSTRACT

There are many factors and criteria that had been used by the offshore shipping companies on selecting and purchasing the ship to run their activities. Despite a growing body of research on purchasing practices in Malaysian offshore shipping company, a number of key issues remain under-examined. We surveyed a detail of related factors in Malaysian offshore shipping companies' purchasing activities in term of the rise of oil market price, rising of offshore exploration and production activity, and the increasing number of offshore installation. Through the survey of four Malaysian offshore shipping companies, number of purchasing offshore support vessel will be increased due to the high oil prices to balance supply and demand of oil resources. In terms of the active offshore exploration and production activities, OSV's charterer have involve in making decision regarding the age, type and technical characteristics in order to meet the changes in oil and gas exploration and production activities. Increasing of offshore installation is simultaneously affected by the increasing of OSVs in Malaysia by the certain types of the vessels. The implications of these findings are discussed and areas for future research are proposed.

Kajian Faktor yang Mempengaruhi dalam Pembelian Kapal oleh Syarikat Perkapalan Pesisir Pantai

ABSTRAK

Ada banyak faktor dan kriteria yang telah digunakan oleh syarikat perkapalan lepas pantai bagi memilih dan membeli kapal untuk menjalankan kegiatan mereka. Walaupun terdapat pertumbuhan badan-badan yang menjalankan kajian berkaitan dengan amalan pembelian oleh syarikat perkapalan lepas pantai di Malaysia, namun sejumlah isu tetap masih dalam proses kajian. Kami telah menjalankan kajian berkenaan faktor-faktor tertentu dalam kegiatan pembelian kapal yang dijalankan oleh syarikat perkapalan lepas pantai dalam jangka masa kenaikan harga minyak pasaran, peningkatan aktiviti penerokaan dan pengeluaran, dan peningkatan jumlah aktiviti pembinaan struktur di laut. Melalui kajian daripada empat syarikat perkapalan lepas pantai di Malaysia, jumlah pembelian kapal akan meningkat kerana harga minyak yang tinggi bagi mengimbangi penawaran dan permintaan sumber minyak mentah. Dalam kegiatan penerokaan dan pengeluaran hasil bumi yang aktif, OSV yang disewa dipengaruhi oleh faktor usia, jenis dan ciri-ciri teknikal tertentu bagi memenuhi perubahan dalam kegiatan penerokaan dan pengeluaran sumber minyak dan gas asli. Selain itu, peningkatan jumlah aktiviti pembinaan struktur di laut secara serentak mempengaruhi peningkatan jenis-jenis kapal OSV di Malaysia. Kesan dari hasil kajian ini dibahas dan diluluskan bagi tujuan kajian yang akan datang.