

BUNKERING

in asia

- 3 Conferences
- 200+ Participants
- Shared Networking

29 - 31 July 2015
Suntec, Singapore
International Convention & Exhibition Centre

SHIPPING LEADERS



Jakob Hjortlund
Head of Global Operations,
BW Shipping



Martin Laue Brodersen
Head of Bunker Department –
Vice President,
Torm



Robert Maxwell
Managing Director,
Bernhard Schulte
Shipmanagement



Kasper Kofoed-Dam
Bunker Manager – Asia,
J. Lauritzen



Sia Ratajczak
Global Bunker Manager,
Heidmar Inc.

SUPPLIERS & TRADERS



Rob Drysdale
Global Field Engineering and
Logistics Manager,
ExxonMobil Marine Ltd



Steve Leonard
Director of Global Sales &
Marketing,
Cockett Marine Oil DMCC



Timothy Cosulich
Managing Director,
Fratelli Cosulich Bunkers



Neil Lamerton
Global Head of Bunkering,
Gulf Petrochem Group



Bart Joon
Commercial Manager,
World Fuels Services

LNG BUNKERING SPECIALISTS



Fer Van Der Laar
Managing Director,
International Association of
Ports & Harbors (IAPH)



Sandeep Mahawar
General Manager Commercial,
SLNG



Young Sam Oh
Principal Researcher New Energy
Technology Research Center
R&D, Korea Gas Corporation
(KOGAS)



Emil Arolski
Head of International
Development, Actia Forum Ltd
& Project Manager,
Baltic Ports Organization



Piet van den Ouden
Business Development
Manager LNG,
Argos Bunkering

BUNKERING in asia Highlights

- » Global Trade Trends and Shipping Markets Outlook
- » Where will oil and gas prices go in 2015?
- » Shipowners Panel: What factors are now dictating fuel decision
- » Global Hot Spots Outlook – Singapore, Fujairah, ARA, Russia, and Mediterranean
- » ECA Experiences Post 1 January 2015
- » Selecting ECA compliant fuel – an operator perspective
- » Commercial, Procurement and Operational aspects of MGO
- » Fuel quality and quantity compliance
- » Tracking progress in Mass Flow Meters
- » Credit, Counter Party and Legal risk management



PLUS Post Conference Workshop:
Legal, Financial and Trade Risk Management in Bunkering



Don't Miss! The Bunker Bash Networking Party
29 July 2015

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9:00 **Chairman's Opening Remarks**

SHIPPING AND FUEL TRENDS

9:10 **Global Trade Trends and Shipping Markets Outlook**

- World economic outlook and maritime trade conditions
- Shipping market projections by sectors
- Key trends to watch out for

Henriette Brent-Petersen, *Managing Director Shipping and Offshore Research, DVB Bank*

9:40 **Where Will Oil and Gas Prices Go in the Medium to Long Term?**

- Factors influencing the global oil and gas market
- Tracking key developments in international crude oil and gas prices
- What to expect?

Matt Stanley, *Fuel Oil Broker, FIS Dubai*

10:15 **What Factors are Now Dictating Fuel Decisions?**

- Reactions to price projections for marine fuels
- Global procurement – which bunker ports are adding value and how?
- MGO versus other products for ECA
- The incentive for Scrubbers
- How rapidly will LNG penetrate the conventional bunker market?

Panelists:

Martin Laue Brodersen, *Head of Bunker Department - Vice President, Torm*

Jakob Hjortlund, *Head of Global Operations, BW Shipping*

Kasper Kofoed-Dam, *Bunker Manager – Asia, J. Lauritzen*

Sia Ratajczak, *Global Bunker Manager, Heidmar Inc.*

Ryutaro Okuzawa, *General Manager, NYK Bulkship (Asia)*

11:00 **Networking Coffee Break**

11:45 **Fuel Market Outlook and its Impact on Bunkers**

- An overview of the present market
- Is the price slump expected to be short term?
- Supply, demand and competitiveness
- Possible future scenarios

Steve Leonard, *Director of Global Sales & Marketing, Cockett Marine Oil DMCC*

12:20 **2015 – 2016: A New Era for Fuel Suppliers & Traders?**

- Current state of the bunker market
- Providing quality and value in fuel supply
- Meeting regulatory challenges and quality standards
- The evolution of the modern bunker supplier
- Where would bunker market go in 2015 – 2016?

Timothy Cosulich, *Managing Director, Fratelli Cosulich Bunkers*

1:00 **Networking Lunch**

PROCUREMENT, QUALITY AND PRODUCT SELECTION

2:00 **Buying ECA Compliant Fuel – An Operator Perspective**

- How do owners choose compliant fuels?
- Current bunker price and shipowners fuel position
- Possible future scenarios

Robert Maxwell, *Managing Director, Bernhard Schulte Shipmanagement*

2:40 **Shipowner's Low Sulphur Options – Decision Making, Challenges and Experiences**

- Technical challenges
- Purchasing strategy
- New products (with comparison to LSMGO)

Sia Ratajczak, *Global Bunker Manager, Heidmar Inc.*

3:15 **Networking Coffee Break**

3:45 **Impact of Recent Market Developments on Procurement and Quality Management**

- How have fuel choice dynamics changed in the last 6 months
- What quality concerns are emerging for ship owners
- Dealing with the new challenges

Jakob Hjortlund, *Head of Global Operations, BW Shipping*

4:15 **Global Bunker Quality and Market Trends**

- Global fuel trend
- Changing face of distillate
- Using ISO 8217:2012
- World of hybrid fuels

Capt. Rahul Choudhuri, *Managing Director – Asia, Middle East & Africa, Veritas Petroleum Services (VPS)*

4:45 **Suppliers Response: Meeting ECA Requirements – A New Challenge And A New Opportunity**

- Post 1 January 2015: ECA Compliant Fuel Trends
- HDME, MGO, ULSFO and other compliant fuels in the category
- Understanding the stability and compatibility of these new fuels, and best practice for storage, handling and use

Rob Drysdale, *Global Field Engineering & Logistics Manager, ExxonMobil Marine Ltd*

5:15 **Close of Conference Day One**

5:20 **The Bunker Bash – Joint Networking Cocktails**



**Don't Miss! The Bunker Bash Networking Party
After Close of Day One**



9:00 **Chairman's Opening Remarks**

THE GAME CHANGERS

9:10 **Anticipating Challenges in the Global Bunkering Industry**
Peter Hall, *Chief Executive Officer, International Bunker Industry Association (IBIA)*

9:45 **Development in Bunker Fuel Metering**

- Technology trends
- Managing quantity

Mohamed Abdenbi, *Business Process Consultant, Bunkering & Fuel Supply Chain, Endress+Hauser*

GLOBAL MARKETS

10:30 **Operating in Russian Bunker Markets**

- Analysis of Russian bunker market – types, grades and demand scenarios
- Future supply outlook
- Opportunities for new suppliers and traders
- Key operational requirements for buyers, suppliers and traders

11:10 **Networking Coffee Break**

11:45 **ARA Region Bunker Fuel Markets**

- How are fuel market segments changing in the new regulatory environment
- Operational challenges in fuel handling
- Experiences and lessons from dealing with Sulphur enforcement agencies

Bart Joon, *Commercial Manager, World Fuels Services*

12:20 **The Fujairah Position**

- An overview of the present market
- Terminal expansion plans
- Competing effectively in the region

Neil Lamerton, *Global Head of Global Bunkering, Gulf Petrochem Group*

1:00 **Networking Lunch**

2:00 **The Oil Price Fall – Effects on Different Bunker Fuel Types**

- How it is effecting MGO, ULSFO and LNG
- What can we project from trade and procurement perspectives?
- Projections on LNG fuel – its availability, price and market outlook
- How much will it cost?

Ong Eng Tong, *Asia Pacific Business Development, Mabanaft*

2:30 **Refiners Position – What Can the Bunkering Industry Expect?**

- Update on 0.1% Sulphur MGO demand and supply
- Will MGO come at a lower production cost and in the end lower price?
- Different ECA fuels: MGO + Hybrid fuels (quality/availability)
- Production of 0.5%S ECA fuels to meet 2020-25 deadline
- What are refiners' strategies?

Wilfried Weiss, *Project Leader, Process Design and Modeling Division, IFP Energies Nouvelles*

3:00 **Networking Coffee Break**

RISK MANAGEMENT

3:30 **Bunker Procurement Risk – A Buyer's Perspective**

- The owners' risk management criteria when buying fuel
- Challenges of sourcing fuel from different markets
- Managing paper and physical market risks

Rakesh Sharma, *General Manager – Bunker, Pacific Basin Shipping Ltd*

4:00 **How Has the OW Bunker Incident Changed Credit and Lending Practices?**

- Implications for suppliers, traders, buyers and financiers
- Some examples to illustrate the challenges
- How can the market prevent this happening again?

John Phillips, *Global Head of Credit, Soyuz Bunkering Group*

4:30 **Credit Risk and Assessments in Changing Marine Fuel Markets**

- The impact of the collapse in the commodity markets & dry bulk freight on credit
- Preserving credit lines within depressed markets
- Responding to the higher cost of cleaner fuels

Will Bathurst, *Global Head Business Analysis & Intelligence, Peninsula Petroleum Far East*

5:00 **Close of Conference**

Singapore's vessel arrival tonnage hits record high in 2014

Singapore continues to be the world's top bunkering port, while its annual vessel arrival tonnage also saw growth in 2014, according to advance estimates announced by Transport Minister Lui Tuck Yew.

www.channelnewsasia.com, 16 January 2015

ARA supplier adopts Singapore bunkering standard

Argos Bunkering BV, a leading independent player in the Antwerp-Rotterdam-Amsterdam (ARA) region, says it has implemented Singapore's SS600 standard for all its marine fuel deliveries.

www.bunkerworld.com, 3rd March 2015

Legal, Financial and Trade Risk Management in Bunkering

Simple quality and quantity anomalies have given way to highly complex legal and financial disputes in the Bunkering industry today. Credit risk continues to rear its head, various legal recourse options need to be known and multiple jurisdiction laws come into play. Protection of your business is no longer straightforward.

- » Assessing market risk in today's environment
- » Trade and Operational risks that refuse to go away
- » How such risks transcend into complex legal and financial issues
- » Counter Party risk – how safe is safe?
- » Competing claims against defunct parties – where do you stand?
- » Legal and Financial risk management checklist



Danny Chua, *Senior Partner,*
Joseph Tan Jude Benny LLP Lawyers

Upon graduating with a Bachelor of Arts' 2nd Class Upper Honours Degree in law and upon being called to the English Bar at Gray's Inn, Danny returned to Singapore where he commenced practice with Messrs Godwin & Co, then the leading Shipping & Maritime law firm in Singapore. He joined Messrs Khattar Wong & Partners in 1989 where he was Head of the Shipping Department. In September 1999, he joined Joseph Tan Jude Benny and is a Senior Partner in the firm.



K Murali Pany, *Managing Partner*
Joseph Tan Jude Benny LLP Lawyers

Murali is an Advocate and Solicitor of the Supreme Court of Singapore. He read law at the University of Warwick was called to the Bar of England and Wales in 1995. He was called to the Singapore Bar in 1997. In February 2015, Murali was appointed by Tuvalu Ship Registry to practice Tuvalu law. Murali has been a member of the Firm's Exco since 2006 and was appointed as the Firm's Managing Partner on 1 June 2013.



Christian Ott, *Vice President Head of Claims,*
Skuld

Christian covers Commercial Risk Management, Regulatory and Legal Compliance, Loss Prevention and Claims. As part of his Claims Management Role he leads a Team of 4 and engage in claims handling, and also the Branch Casualty Incident Co-ordinator. Previously he worked for 9 years in Hong Kong, with Skuld and Law Firm Clyde & Co. He obtained his professional qualification as a Solicitor with Law Firm Holmes Hardingham in London. He is now in his 15th year of serving the Marine and Insurance Industry.

A PART OF
THE BUNKERING
Week

200+ participants across
3 co-located events

Asia's **ONLY** Bunkering Event with
a **Global Focus**

REGISTRATION SPONSOR



Hin Leong Group have been operating entire supply chain from marine bunker fuel procurement to logistic deployment for more than five decades through its bunkering arm – Ocean Bunkering Services (Pte.) Ltd. Hin Leong is well-acknowledged as a provider of efficient, round-the clock, first-class bunkering services to vessels of various types and sizes including: offshore oil rigs, ships in dry docking, FPSO/FSO, drill ships, navy ships and cruise ships.

Ocean Bunkering Services (Pte.) Ltd was amongst one of the first companies to achieve the 'Accredited Bunker Supplier' status under the Maritime and Port Authority of Singapore's Accreditation Scheme and recognized as a dominant bunker supplier of quality marine fuels and lubricants in Asia-Pacific region.

SILVER SPONSOR



Endress+Hauser is a global leader in measurement instrumentation, services and solutions for industrial process engineering. We provide process solutions for flow, level, pressure, analytics, temperature, recording and digital communications, optimizing processes in terms of economic efficiency, safety and environmental impact. Our customers come from a wide variety of industries, including chemical, petrochemical, food & beverage, oil & gas, water & wastewater, power & energy and life sciences

BUNKERING in asia

29 - 31 July 2015 Suntec, Singapore International Convention & Exhibition Centre

The Bunker industry transformation is complete, or is it? Will MGO be our best option to manage ECA? Will there be more price shocks? Why can't collaboration address simple quality challenges? How soon will LNG eat away our market share? These pressing questions indicate that our industry will continue to evolve, and create challenges and opportunities in equal measure.

The **7th Bunkering in Asia** is part of a suite of events in The Bunkering Week, which incorporates 3 co located events and will attract over 200 top decision makers. Regional and international leaders will convene to address commercial, regulatory, supply-demand, price and global market issues.

MORE INDUSTRY EXPERTS!

					
Henriette Brent-Petersen Managing Director Shipping and Offshore Research, DVB Bank	Rakesh Sharma Bunker General Manager Pacific Basin Shipping Ltd	Matt Stanley Fuel Oil Broker FIS Dubai	Capt. Rahul Choudhuri Managing Director – Asia, Middle East & Africa, Veritas Petroleum Services (VPS)	Will Bathurst Global Head Business Analysis & Intelligence, Peninsula Petroleum Far East	John Phillips Global Head of Credit Soyuz Bunkering Group

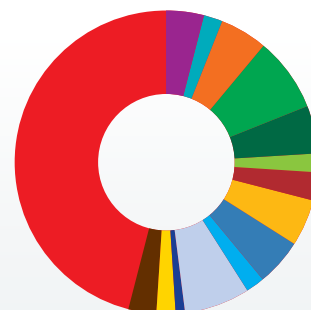
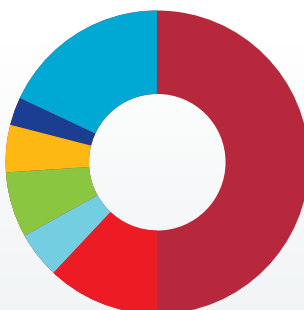
The Bunkering Week At A Glance

	Wednesday 29 July			Thursday 30 July		Friday 31 July
Morning	THE BUNKERING Week Plenary Sessions			7th Annual Bunkering in Asia	3rd Annual LNG Bunkering	Post Conference Workshops
Afternoon	7th Annual Bunkering in Asia	3rd Annual LNG Bunkering	Scrubber Summit			
Evening	The Bunker Bash - Joint Networking Cocktail for all events					

Why You Must Attend

- » 3 Conferences – 200+ Participants – Shared Networking
- » Local, Regional and International Focus
- » Access participant list via the online networking tool
- » The Bunker Bash Networking Party on 29 July

Who You Will Meet!



Sponsorship and Exhibition Opportunities

Present a keynote session, launch a product, sponsor a lunch, demonstrate that pioneering technology you have developed or expand your fuel trade markets – the options are endless. Key decision makers from The Bunkering Week will be an excellent marketing platform for fuel companies and technology vendors to highlight their portfolio. This is your chance to reach out to them.

For more information on sponsorship and exhibition opportunities at The Bunkering Week, please contact: **Jonathan Kiang** | Tel: (65) 6508 2471 | Email: jonathan.kiang@ibcasia.com.sg

7th Annual Bunkering in Asia

6 EASY WAYS TO REGISTER



MAIL the attached registration form with your cheque to
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c/o Informa Regional Business Services
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Singapore 238164



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RESERVE YOUR PLACE TODAY!

- Yes! I/We will attend the **7th Annual Bunkering in Asia**
29 – 31 July 2015, Suntec, Singapore International Convention & Exhibition Centre
- I would like to purchase the conference presentations at SGD1000 + GST (SGD1070) per log in.

FEE PER DELEGATE	Early Bird Rate Register & pay on or before 22 May 2015	Special Rate Register & pay on or before 19 June 2015	Normal Rate Register & pay after 19 June 2015	Group Rate (3 or more delegates)
<input type="checkbox"/> 3-Day Package 2 Day Conference + Post-Conference Workshop	SGD 1,995	SGD 2,095	SGD 2,195	SGD 1,895
<input type="checkbox"/> 2-Day Package 2 Day Conference only	SGD 1,495	SGD 1,595	SGD 1,695	SGD 1,395

- Multiple Bookings Discount pricing is applicable to groups of 3 or more delegates from the same organisation registering for the same event, at the same time.
- Fee stated is the discounted price PER DELEGATE. Only one discount applies; either the early bird rate OR special rate OR group rate.
- All fees stated include luncheons, refreshments and complete set of documentation. It does not include the cost of accommodation and travel.
- Registration fees are subject to the prevailing government tax

Delegate 1 Details

Name: Dr/Mr/Ms _____
Job Title: _____
Department: _____
Tel: _____
Mobile No.: _____
Email: _____

Delegate 2 Details

Name: Dr/Mr/Ms _____
Job Title: _____
Department: _____
Tel: _____
Mobile No.: _____
Email: _____

Delegate 3 Details

Name: Dr/Mr/Ms _____
Job Title: _____
Department: _____
Tel: _____
Mobile No.: _____
Email: _____

Delegate 4 Details

Name: Dr/Mr/Ms _____
Job Title: _____
Department: _____
Tel: _____
Mobile No.: _____
Email: _____

Please photocopy for additional delegates

Who is Head of your Department? _____

Who is Head of Training? _____

Company Information

Company Name: _____ Main Business/Activity: _____
Address: _____ Postal Code: _____

PAYMENT METHOD

(Please tick)

- I enclose my bankers draft / cheque payable to IBC Asia (S) Pte Ltd
 I am paying by bank transfer (copy attached)
 Payment by Credit Card. (AMEX, VISA or MasterCard accepted)

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The best way to pay by credit card is through our secure on-line registration process, simply log on to the website at www.bunkeringinasia.com and click "Register On-line". If you would prefer to pay over the phone please complete the contact name and details and our Customer Services Team will call within 24 hours to take payment. As we treat your credit card information in the strictest confidence, please do not send payment details by email.

Credit card contact: _____ Department: _____

Direct phone number: _____ Email: _____

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HOTEL INFORMATION

Suntec, Singapore International Convention & Exhibition Centre

1 Raffles Boulevard Suntec City
Singapore 039593
DID: +65 6825 2191 | Fax: +65 6825 2222
Mobile: +65 9769 1019
Contact: Sandra Koh
Assistant Director, Conventions, Exhibitions & Special Events
Email: sandra.koh@suntecsingapore.com

PAYMENT TERMS

Payment must be received 10 business days prior to the event. To take advantage of discounts with an expiry date, registration and payment must be received by the cut-off date.

- Payment by bankers draft or cheque in S\$ or US\$ should be made in favour of "IBC Asia (S) Pte Ltd" and mailed to:
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c/o Informa Regional Business Services
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The best way to pay by credit card is through our secure portal built into the website. To pay by phone please indicate the contact name and details below and our Customer Services Team will call within 24 hours to take payment. Please do not send credit card information by email.

CANCELLATIONS / SUBSTITUTION

Should you be unable to attend, a substitute delegate is welcome at no extra charge. Cancellations must be received in writing at least 10 business days before the start of the event, to receive a refund less 10% processing fee per registration. The company regrets that no refund will be made available for cancellation notifications received less than 10 business days before the event.

IMPORTANT NOTE

Please quote the name of the delegate, event title and invoice number on the advice when remitting payment. Bank charges are to be deducted from participating organisations own accounts. Please fax your payment details (copy of remittance advice, cheque or draft to +65 6508 2407).

Attendance will only be permitted upon receipt of full payment. Participants wishing to register at the door are responsible to ensure all details are as published. IBC assumes no further liability or obligation, beyond the refund of the paid registration fee, in the event of postponement or cancellation by IBC.

DATA PROTECTION

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