

7th Annual

EUROPEAN BUNKER FUEL CONFERENCE

Capitalizing on an uncertain market and regulatory change

May 24-25, 2016 | Mainport Hotel | Rotterdam, Netherlands



WHY ATTEND?

Assess an industry with new dynamics

After what is argued to be the most dramatic sulphur regulation we have witnessed...so far, developments have not quite been as anticipated in regard to price, compliance and quality. The sting of the regulation was certainly taken out of the tail thanks to a dramatically low oil price, but how has this changed the dynamics of the market and what will happen when the oil price inevitably rebounds.

Examine the issues that still live on from OW Bunker

Over a year has passed and lawsuits are still unresolved, the industry needs to assess what went wrong, and more importantly, what needs to be done to ensure more protection for all parties?

Explore the outlook for alternative fuels

After the oil price collapse, what did look like a feasible choice post January 2015 has now fallen down the pecking order thanks to affordable low sulphur fuels, as investment in alternative fuels staggers just what is the outlook for LNG and Methanol in shipping?



Henrik Zederkof,
CEO,
Dan-Bunkering



Eddy Van Bouwel,
Senior Advisor,
IPIECA



Charlotte Røjgaard,
Global Technical Manager
Marine Fuels,
**Bureau Veritas
Inspectorate**



Dr. Jasper Faber,
Coordinator
aviation and
shipping,
CE Delft

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DAY 0- MONDAY, MAY 23, 2016

18:00- Networking drinks and Canapes
21:00 hosted by: **GlobalView®**

DAY 1 - TUESDAY, MAY 24, 2016

08:00 Registration and continental breakfast –
available to sponsor

09:00 Chairman's welcoming remarks
Trevor Harrison, Maritime Arbitrator and Mediator
and Former Board Member, **International Bunker
Industry Association**

09:10 Port of Rotterdam's opening remarks
Yvonne van der Laan, Vice President of Industry
and Bulk, **Port of Rotterdam**

09:15 **KEYNOTE ADDRESS**
Europe's bunkering industry today

- The outlook for the final 6 months of 2016 compared with the commodity markets of today
- The challenges now facing our market as shipping market fortunes diverge
- Hope on the horizon?

Henrik Zederkof, CEO, **Dan-Bunkering**

IMO AVAILABILITY STUDY AND THE IMPACT ON THE INDUSTRY

09:40 **IMO's fuel availability study: stakeholder consultation**

- Marine fuel demand projections
- The uptake of scrubbers and alternative fuels
- Global refining capacity

Dr. Jasper Faber, Coordinator aviation and shipping, **CE Delft**

10:05 **A refiners perspective on the changes ahead**

- Identifying the impacts for the refining industry
- What will it do to the internal energy consumption in refineries?

Eddy Van Bouwel, Senior Advisor, **IPIECA**

10:30 **Networking and refreshment break – available to sponsor**

THE OIL MARKET AND ITS IMPACT ON THE BUNKER MARKET

11:00 **Supply and demand of bunker fuels – now and towards 2020**

- Demand outlook and key drivers – the impact of the low oil price?
- How will the supply shares of main fuels develop?
- Can the refining industry provide enough 0.5% fuel by 2020?

Andrew Wilson, Oil Market Analyst, **International Energy Agency**

11:25 **European fuel oil and bunker price evolution**

- European fuel oil price developments
- Embarking upon new challenges

Ned Molloy, Managing Editor of Fuel Oil, **Platts**

THE EUROPEAN BUNKER MARKETS HEADING TOWARDS 2020

11:50 **Bunkers towards 2020**

- Current availability both globally and Europe
- Current adoption of hybrid fuels
- Expected developments over the next 4 years
- Future developments in ports

Bart Joon, Commercial Manager, **World Fuel Services**

12:15 **Port of Rotterdam's view on bunkering**

- Changes in ECA mean changes in bunker volumes and cargo flows
- Everything is ready for LNG bunkering

Ronald Backers, Business Intelligence Liquid Bulk, **Port of Rotterdam**

12:40 **Networking lunch – available to sponsor**

14:00 **PANEL DISCUSSION Overcoming the challenges ahead for the bunker players**

- With more and more pressure on the smaller players is there need for consolidation?
- The challenge of profiting through a volatile oil market
- Credit risk from current shipping industry

Daniel Rose, Director, **Integr8 Fuels**
Sia Ratajczak, Bunker Department, **Heidmar**
Jan Christensen, Regional Manager Northwest Europe, **Bomin Group**

Moderated by:
Trevor Harrison, Maritime Arbitrator and Mediator and Former Board Member, **International Bunker Industry Association**

QUALITY & COMPATIBILITY ISSUES FROM THE LOW SULPHUR ENVIRONMENT

- 14:25 Is this the end for residual fuel oil?**
- Residual Fuels – Quality issues
 - Hybrid Fuels / NEFs
 - 2020 and beyond
- Stuart McTavish**, Marketing & Technology Account Manager, [Infineum UK](#)
- 14:50 Meeting ECA requirements – a new challenge & a new opportunity**
- Post 1 January 2015: ECA Compliant Fuel Trends
 - HDME, AFME, 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
- Armelle Breneol**, EAME Marine Fuels Logistics Advisor, [ExxonMobil](#)
- 15:15 Bunker Fuel Contamination**
- Residual fuel contamination and its consequences
 - Identification of residual fuel contaminants
 - Being more proactive in tracking fuel contamination
- Malcolm Cooper**, Group Technical and Business Development Director, [Veritas Petroleum Services](#)
- 15:40 Networking and refreshment break – available to sponsor**
- 16:10 **PANEL DISCUSSION** Bunker Quality – Ensuring reliable, high quality and compliant fuels**
- Should legislation be put in place to ensure the quality of fuels?
 - How to ensure trust and transparency
 - The need for action on Pour Point, Cloud Point and Cold Filter Plugging Point
 - Scope for a voluntary rating system for fuel suppliers rating quality?
 - IMO efforts to improve quality
- Charlotte Røjgaard**, Global Technical Manager for Marine Fuels, [Bureau Veritas Inspectorate](#)
Steffen Kortegaard, Senior Bunkering Manager, [DFDS](#)
Dorte Kubel, Chief Adviser, [Danish EPA](#)
- Moderated by:**
Trevor Harrison, Maritime Arbitrator and Mediator and Former Board Member, [International Bunker Industry Association](#)

MANAGING RISK THROUGH AN UNCERTAIN MARKET

- 16:35 De-risking the marine fuel supply chain**
- Understanding the challenges and risks of the supply chain in the new market dynamics
 - From regulatory and counterparty risk to quality and quantity evaluation
 - How fuel suppliers must adapt their business models to mitigate risk in a rapidly changing market
- Jan Christensen**, Regional Manager Northwest Europe, [Bomin Group](#)
- 17:00 Procurement methods and their implied risks**
- Define counterparty risk
 - Define supply chain in bunker transaction
 - Risks of parties in the supply chain
 - Pledging of invoices
 - Buying methods in mkt and relative risks and how to manage them better
 - Evaluation of best way for buyers and sellers to manage their risk
- Joshua Hawkins**, Bunker & Lubricant Trader, [Valhalla Marine](#)
- 17:25 **PANEL DISCUSSION** Moving on from the fall of OW Bunker – Preventative measures now needed**
- What contractual changes are needed to ensure protection for all parties?
 - Is there new need for a new Bunker Delivery Note?
 - Implications to all bunker contracts
- Carel van Lynden**, Partner, Transport & Energy, [AKD lawyers](#)
Grant Hunter, Chief Officer Legal and Contractual Affairs, [BIMCO](#)
Joshua Hawkins, Bunker & Lubricant Trader, [Valhalla Marine](#)
James Kennedy, Senior Associate, [Clyde & Co LLP](#)
- Moderated by:**
Ned Molloy, Managing Editor of Fuel Oil, [Platts](#)
- 17:50 Networking reception and tour of the Port of Rotterdam**
- Set sail after the conference sessions and join fellow delegates and speakers for a selection of drinks, canapés and an evening meal while touring the Port of the Rotterdam by boat



DAY 2 – WEDNESDAY, MAY 25, 2016

- 08:00** Registration and continental breakfast – available to sponsor
- 09:00** Chairman’s welcoming remarks and review of day one
Trevor Harrison, Maritime Arbitrator and Mediator and Former Board Member, [International Bunker Industry Association](#)
- 09:10** The future for bunkering post 2020 (EU) and 2020/2025 (Global)
- Issues to be considered in relation to the preparation for the EU and global cap
 - What now after the lack of inclusion at COP21?
 - Fuel availability and lead time expectations?
 - Impact of international discussions on CO2 reduction by ships
- Unni Einemo, Media and Communications manager, [IBIA](#)

FUTURE FUELS IN THE MARKET TODAY

- 09:35** Driving innovation in bunkering; turning slops into clean fuels
- The sustainability and compliance challenge for shipowners and ports in managing slops disposal
 - The unique technology to recycle marine hydrocarbon waste into clean fuels
 - Eco-bunkers; their place in the fuel supply chain, and the opportunity for fuel suppliers
- Vincent Favier, CEO, [Ecoslops](#)
- 10:00** Emulsion fuels as an alternative to Heavy Fuel Oil
- Why develop, and trial an emulsion?
 - Unique factors of emulsions
 - The challenges in developing a new fuel
 - The importance of cooperative partners
- Mark Whittle, General Manager – Refining [Quadrise](#)

ENSURING COMPLIANCE TO MEET REGULATIONS

- 10:25** Compliance – knowns and unknowns
- Identifying the impacts for the refining industry
 - What will it do to the internal energy consumption in refineries?
 - Has the oil price kept compliance high?
 - Are there any additional factors at play?
 - What is being done to ensure future compliance?
- Anna Larsson, Head of Sustainability, [Wallenius Wilhelmsen](#) Logistics & Chair, [Trident Alliance](#)
- 10:50** Networking and refreshment break – available to sponsor
- 11:20** A regulators perspective - ECA enforcement & lessons for future action
- What we have learnt in the first 16 months?
 - What we can apply to future enforcement challenges for sulphur and new limits?
- Sergio Alda, Senior Project Officer, Marine Environment, [EMSA](#)

ALTERNATIVE FUELS, ON-BOARD ABATEMENT & TECHNOLOGY DEVELOPMENTS

- 11:45** Developments and adoption of scrubbers
- Has adoption increased since the 2015 ECA?
 - Estimated lifespan in a world of regulations?
 - Projections till 2020
- Sophia Themelarou, Regional Consultant, FOBAS, Marine Fuels & Environment, [Lloyd’s Register](#)
- 12:10** Chairman’s concluding remarks
Trevor Harrison, Maritime Arbitrator and Mediator and Former Board Member, [International Bunker Industry Association](#)
- 12:20** End of conference