

5th Annual

# MEDITERRANEAN BUNKER FUEL CONFERENCE

Removing uncertainty in the run up to 2020

December 1-2, 2016 | Ethniki Conference Centre | Athens, Greece



## WHY ATTEND?

### Discuss the future 0.5% sulphur cap implementation

By the time of the conference, the schedule will be set for when the global cap will come into force. Hear from the leaders of industry as they answer the questions; will there be the distillate to meet demand? Is this the end for residual? How can it be enforced? And much more

### Identify the challenges ahead as the oil price fluctuates

The low oil price has certainly helped the shipping industry move to lower sulphur fuels without much financial consequences, but as the price fluctuates, what does this mean for the supply chain. Can all ensure payment? Trust in the industry has been somewhat lost, and the availability of credit might decline with an increase in the oil price; so how do all parties keep operating?

### Explore the outlook for alternative fuels

Alternative fuels have fallen behind in no part due to the low oil price. However, as we approach 2020, decisions need to be made for all as to what to invest in. Gain a greater overview of developments in the region and hear from current end users of their experiences so far



**Cem Saral**, Group  
Chief Executive  
Officer, **Cockett  
Marine Oil**



**Will Bathurst**,  
Global Head  
of Analysis,  
**Peninsula  
Petroleum**



**Robin Meech**,  
Managing Director,  
**Marine and Energy  
Consulting**



**Bob Sanguinetti**,  
CEO and Captain,  
**Port of Gibraltar**



**Tim Fitzgibbon**,  
Senior Expert,  
**McKinsey &  
Company**



**Peter Sand**, Chief  
Economist,  
**BIMCO**

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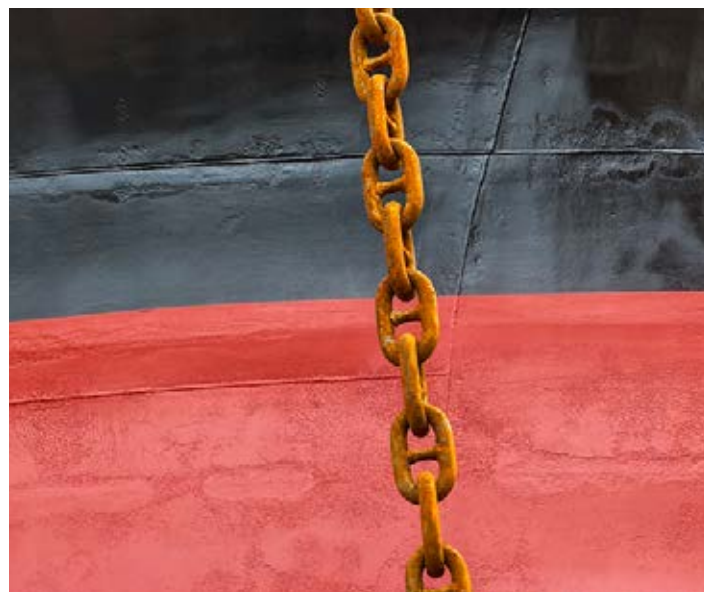


## DAY 1 - THURSDAY, DECEMBER 1, 2016

- 08:10 Registration and continental breakfast**
- 08:50 Chairman's welcoming remarks**  
Will Bathurst, Global Head of Analysis,  
[Peninsula Petroleum](#)
- 09:00 OPENING ADDRESS:**  
 **Aegean Marine Petroleum's opening remarks**  
Gregory Robolakis, Group General Manager,  
[Aegean Marine Petroleum](#)

### KEYNOTE ADDRESSES

- 09:10 An industry transitioning to a new fuel**
- The economic impact and the potential setbacks if the supply chain don't act soon enough
  - The key challenges faced by the industry?
  - Does fuel oil need to be removed from the equation?
  - The new need for bunkering standards in ports
- Robin Meech**, Managing Director,  
[Marine and Energy Consulting](#)
- 09:35 The outlook for the global shipping industry**
- The "new normal" level of demand
  - Post COP21: What are realistic ambitions for shipping going forward?
  - The impact of China to worldwide shipping demand
  - Operating in a very small margin business with greater risk – is consolidation the answer?
  - When will shipping get profitable again?
- Peter Sand**, Chief Economist, [BIMCO](#)



## THE ROAD AHEAD TO THE GLOBAL CAP

- 10:00 PANEL DISCUSSION:**  
Leaders of industry come together to discuss the future of emissions regulations in the Mediterranean and the affect they will have on the supply chain
- Demand outlook and key drivers – the impact of the low oil price?
  - How will the supply shares of main fuels develop?
  - What will happen to the excess sulphur fuels?
  - Can the refining industry provide enough 0.5% fuel by 2020?
- Gregory Robolakis**, Group General Manager,  
[Aegean Marine Petroleum](#)  
**Cem Saral**, Group Chief Executive Officer,  
[Cockett Marine Oil](#)  
**Antonis Trakakis**, Technical Manager,  
[Arista Shipping](#)

### 11:00 Networking and refreshment break

## THE OIL MARKET AND ITS IMPACT ON BUNKERING

- 11:30 What's next for the oil markets?**
- Oil price – analysing price and volatility trends
  - Expectations for the future
- Kristine Petrosyan**, Oil Market Analyst,  
[International Energy Agency](#)
- 11:55 European fuel oil and bunker price evolution**
- Fuel oil price developments in the region
  - Future demand from the power sector
  - Russian production is falling – how will the market evolve?
  - Arbitrage levels from NWE
- Ned Molloy**, Managing Editor, Fuel Oil,  
[S&P Global Platts](#)

## THE REFINING INDUSTRY HEADING TOWARDS 2020

- 12:20 Shifts in residuals markets and the potential margin uplift for refiners**
- Why and how the price of residual fuel oil shifts
  - The switch to substitution price caused by depressed demand
  - Outlook and implications
- Tim Fitzgibbon**, Senior Expert,  
[McKinsey & Company](#)
- 12:45 The new low sulphur fuel starting from the bottom of the barrel: EST a novel and industrial proven technology**
- The challenge of converting heavy feedstock into lighter components
- Giacomo Rispoli**, Executive Vice President, [Eni](#)

13:10 **Networking lunch**

14:20 **Low sulphur distillates & residual fuels: refining options & production costs**

- Refinery products demand by 2035
- Hybrid / ECA fuels rise
- Refining options, production costs & environmental impacts for LS fuels

**Wilfried Weiss**, Project Manager,  
**IFP Energies nouvelles**

## ASSESSING THE SHIPPING INDUSTRY

14:45 **Dry freight rate fundamentals**

- Where next for dry and wet freight rates?
- Regional impact to the Mediterranean
- Have lowered bunker costs reduced the usage of the Suez Canal?

**Alex Younevitch**, Managing Editor, Freight Markets,  
**S&P Global Platts**

15:10 **Tanker market fundamentals**

- Freight and tanker time charter market developments
- Changes in tanker trade patterns and employment
- Changes in the crude and products tanker fleet

**Foteini Kanellopoulou**, Divisional Director of Market Analysis,  
**Clarksons**

## ASSESSING THE SHIPPING INDUSTRY

15:35 **Development in Istanbul & the East Mediterranean**

- Growth areas for bunkering?
- Main shipping routes?
- Where's demand coming from?

**Deniz Muhtaroglu**, Board Member, **Energy Petrol**

16:00 **PANEL DISCUSSION:**

**The challenge for Mediterranean ports to meet demand**

- Addressing the plans for different Mediterranean ports
- To ensure compliance is there the need to move to a port state rather than flag state?

**Bob Sanguinetti**, CEO and Captain, **Port of Gibraltar**  
**Javier López Martínez**, Head of Commercial Division,  
**Port of Algeciras**

Moderated by:

**Will Bathurst**, Global Head of Analysis,  
**Peninsula Petroleum**

16:25 **Networking and refreshment break**

## THE RISE OF QUALITY ISSUES

16:55 **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 & Business Development Director, **Veritas Petroleum Services**

## MITIGATING RISK IN A CHALLENGING ENVIRONMENT

17:20 **Counterparty risk – the importance of terms & conditions**

- The latest developments in the OW Bunker saga
- Are BIMCO's terms a useful reference point?
- Does Brexit impact my choice of law and jurisdiction?

**James Kennedy**, Senior Associate & **Chris Moxen**, Associate, **Clyde & Co**

17:45 **Managing risk and monetizing the lien from an owners perspective**

- Vessel liens
- Risks of despondent owner purchasing bunkers
- CP terms to manage this risk
- Monetizing your steel as security
- Solutions for owners

**Joshua Hawkins**, Bunker & Lubricant Trader,  
**Valhalla Marine**

18:10 **Chairman's concluding remarks**

- Residual fuel contamination and its consequences
- Identification of residual fuel contaminants
- Being more proactive in tracking fuel contamination

**Will Bathurst**, Global Head of Analysis, **Peninsula Petroleum**

18:15 **Evening Entertainment**

Join us after the conference sessions and join fellow delegates and speakers for a selection of drinks, canapés and an evening meal

Hosted by



**DAY 2 - FRIDAY, DECEMBER 2, 2016**

- 08:30 Registration and continental breakfast**
- 09:10 Chairman's welcoming remarks and review of day one**  
 Will Bathurst, Global Head of Analysis, **Peninsula Petroleum**
- 09:20 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
  - Fuel availability and lead time expectations?
  - Impact of international discussions on CO2 reduction by ships
  - What if the cap's implementation is staggered?
- María Kyratsoudi**, FOBAS Senior Specialist, Team Leader, **Lloyds Register**

**FUTURE FOR REGULATIONS**

- 09:45 The European Commission's views on the future for reducing ship emissions**
- Where next?
- Heidi Hiltunen**, Deputy Head of Unit CLIMA/B/3, **European Commission**

**ASIAN MARKETS FOCUS**

- 10:10 The Singapore bunker hub and Asia - Pacific markets**
- The evolving landscape of bunkering in Singapore
- Hans Staal**, Global Bunker Director, **Brightoil Petroleum (TBC)**

- 10:35 Networking and refreshment break**

**DEVELOPMENTS IN LNG & OTHER ALTERNATIVE FUELS**

- 11:05 Understanding the current LNG market**
- Growth of LNG availability for the Med
  - The impact of US LNG to the region
  - Developments in port infrastructure
  - Longer term projections
- George Polychroniou**, Executive Director - Strategy, Business Development, Administration & IT, **Public Gas Corporation of Greece (DEPA)**

**ON-BOARD ABATEMENT & TECHNOLOGY DEVELOPMENTS**

- 11:30 Knowing what I'm getting – the mass flow meter**
- The benefits for the supplier
  - The benefits to the purchaser
  - Adoption in Europe
  - Future for meters on the bunker barges
- 11:55 Developments and adoption of scrubbers**
- In a low profit climate, it is feasible to invest in scrubbers?
  - Manufacturer readiness for the global cap?
- 12:20 Chairman's concluding remarks**  
 Will Bathurst, Global Head of Analysis, **Peninsula Petroleum**
- 12:30 End of conference**

**SPONSORSHIP OPPORTUNITIES**

Platts Mediterranean Bunker Fuel conference provides the perfect environment for networking, making new contacts and developing new business opportunities with senior professionals from across the value chain. A variety of sponsorship packages are available, depending on your particular requirements and budget:

- Executive Sponsor • Name Badge
- Networking Reception Sponsor • Luncheon Sponsor
- Networking Break Sponsor • Exhibitor • WiFi Sponsor
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To learn more about sponsorship and exhibition opportunities, please contact Daniel Davies on +44 (0) 20 7176 6229 or email him at [daniel.davies@spglobal.com](mailto:daniel.davies@spglobal.com)

**EVENT LAPTOP AND MOBILE APP**

Benefit from improved networking on-site by accessing the delegate list, exchange contact information electronically and send live messages to fellow attendees. Additionally, all presentations will be uploaded as soon as they are made available for publication by our speakers.



## WHAT OUR 2015 ATTENDEES THOUGHT

“Insightful with wealth of industry knowledge...  
and undisclosed truth about the industry.”

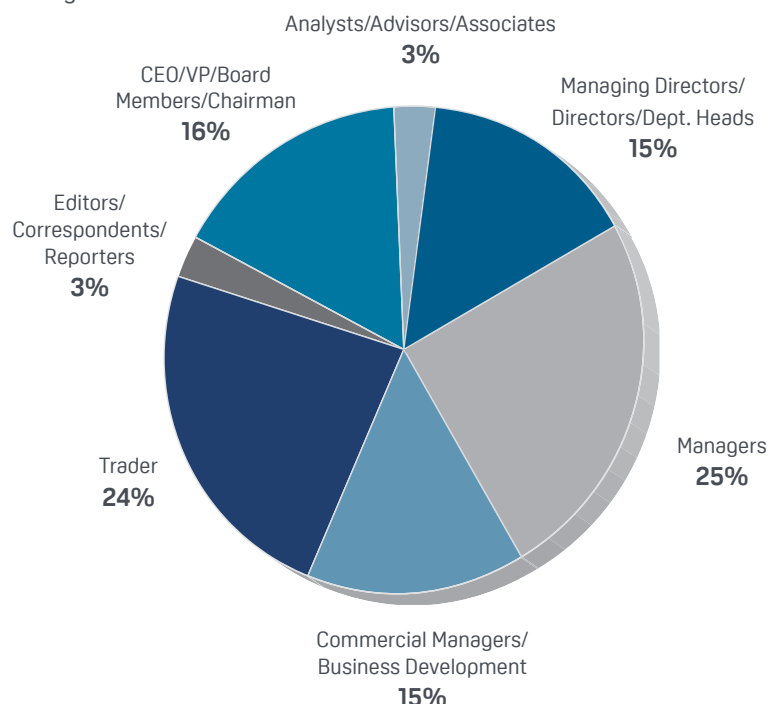
“Very interesting conference with a wide variety of topics discussed and debated, along  
with good opportunities to meet and discuss with old and new friends from the industry;  
definitely a must go!”

“It is useful to learn about the different perspectives of the same topic.”

“An essential event to remain on top of Mediterranean’s bunker market”

## COMPANIES THAT ATTENDED IN 2015 INCLUDED:

A. Perez Y Cia Shipping Agency • Aegean Marine Petroleum • Api Refinery • Arkas Bunkering • Attica Group- Superfast Ferries, Blue Star Ferries • Bazan Group • BIMCO • Bomin Group • Bominflot • BP • Brookes Bell • Cadoil Trading • CLH • Clyde & Co • Cockett Marine Oil - Vitol Group of Companies • Commerce Siam • Concawe • Croatian Compulsory Oil Stocks Agency • Decal España • DNV GL • Ecoslops • Eon Commodity • Euronav • Flota Suardiaz • Galp Energia • Global Cargo International • GlobalView • IBT Bunkering & Trading Bunkergesellschaft • Innospec • International Chamber of Shipping (ICS) • Intertanko • IONCP - Ioniq Portugal • Japan Petroleum Energy Center (JPEC) • JBC Energy • JF Hillebrand • Klesch & Company • KPI Bridge Oil • Lab Cosulich • Limpiezas Nervión • Litasco • LLC NGI-Management • Mael Ship management • Maritime Arbitrator and Mediator • MK Group • Monjasa • Netftekhimconsult • NNPC • Omega Trading Enterprises • OMSA • ORL • Peninsula Petroleum • Petroineos • Platts • Port Auxiliary Services • Prime Star Energy • Quadrise International • Schneider Electric • Seaway Sam • SLUIS Consultancy • Sonatrach Gas Comercilaizadora • TEPSA • Terminales Portuarias • Thenamaris • Toyota Tsusho Petroleum • Valletta Bunkers • Veritas Petroleum Services • Vilma Oil • VKG Oil • Vopak Terminal Algeciras • World Fuel Services



5th Annual

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Removing uncertainty in the run up to 2020

December 1-2, 2016 | Ethniki Conference Centre | Athens, Greece



Register by October 21, 2016 &  
**SAVE \$300**

## PRICING

**Commercial Conference Rate**

**Subscriber Rate**

**Group Rate**

**Register by October 21**

**\$1,299 + VAT**

**\$1,099 + VAT**

**\$899 + VAT**

**Standard Price**

**\$1,599 + VAT**

**\$1,399 + VAT**

**\$1,099 + VAT**

Discount rates are also available for Independent ship owners, academic and non-profit organizations. These rates are not available online, to find out more or to apply please email [conf\\_registrations@spglobal.com](mailto:conf_registrations@spglobal.com) or call +44 (0) 207 176 6300. The conference registration fee is payable in advance and includes documentation, breakfasts, luncheon(s) and refreshments. Discount offers cannot be combined unless otherwise stated by Platts.

Greek VAT charged at 24%. VAT registration number: EL 997 082 430

## HOW TO BOOK

Visit: [www.platts.com/medbunker](http://www.platts.com/medbunker)

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## TERMS & CONDITIONS

To view full terms and conditions please

visit <http://plts.co/6wDS301YjuU>

## VENUE & ACCOMMODATION INFORMATION

Platts 5th Annual Mediterranean Bunker Fuel Conference will be held on December 1-2, 2016 at the Ethniki Conference Centre managed by Intercontinental hotel group. The conference center is just a short walk from the Intercontinental hotel, see below for more details about the discounted accommodation available at this hotel



### CONFERENCE VENUE

**Ethniki Conference Centre**  
103-105 Syngrou Ave,  
117 45  
Athens,  
Greece



### ACCOMMODATION

**Athenæum Intercontinental**  
89-93 Syngrou Avenue,  
117 45  
Athens, Greece  
Tel: +30 210 920 6786  
Website: [www.athenaeumintercontinentalathens.com/](http://www.athenaeumintercontinentalathens.com/)

## DISCOUNT ACCOMMODATION

Your conference registration does not include accommodation; however a limited number of rooms have been reserved for Platts 5th Annual Mediterranean Bunker Fuel conference participants at the Athenæum Intercontinental Athens hotel at the following preferential rates. The discounted rates are for the nights of November 30 & December 1 only. These rates are subject to availability and are not guaranteed after November 10, 2016.

## ROOM RATES

**Single room: € 139 per night**  
(including taxes and breakfast)

**Double room: € 149 per night**  
(Including taxes and breakfast)

## ROOM RATES

To book your accommodation, please use the hyperlink below:

<http://plts.co/qQSm302zkCj>