

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.

### 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?

### Valuable networking opportunities:

Full steam ahead – Join the Port of Rotterdam for an evening of networking and entertainment on their boat tour. Not forgetting the numerous networking opportunities pre-conference through our event app, and onsite during networking breaks.



Henrik  
Zederkof, CEO,  
Dan-Bunkering



Eddy Van Bouwel,  
Senior Advisor,  
IPIECA



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



Nikhil Jain,  
Manager –  
Research Product  
Development,  
Drewry Shipping  
Consultants



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



Armelle Breneol,  
EMEA Marine Fuels  
Logistics Advisor,  
ExxonMobil

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## 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** **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**

**09:35** **The outlook for Europe’s shipping industry**

- Maintaining profit in an oversupplied marketplace
- Are low oil prices an advantage or a hindrance?
- Mid-term developments in the bunker fuel market – impact of the IMO fuel oil availability study and likely consequences of forcing a global cap on the shipping industry

Nikhil Jain, Manager – Research Product Development, **Drewry Shipping Consultants**

## IMO AVAILABILITY STUDY AND THE IMPACT TO THE INDUSTRY

**10:00** **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**

**10:25** **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**

**10:50** **Networking and refreshment break – available to sponsor**

## THE OIL MARKET AND ITS IMPACT ON THE BUNKER MARKET

**11:20** **What’s next for the oil markets?**

- Oil prices – analysing price and volatility trends
- Assessing oil price drivers
- Expectations for the future

Thomas Johannsen, Managing Director, **Bomin Group**

**11:45** **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**

**12:10** **European fuel oil and bunker price evolution**

- European fuel oil price developments
- Embarking upon new challenges

Unni Einemo, Managing Editor, **Platts Bunkerworld, Platts**

## THE EUROPEAN BUNKER MARKETS HEADING TOWARDS 2020

**12:35** **Developments for 0.1% compliant fuels**

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

John Stirling, Quality Manager, **World Fuel Services**

**13:00** **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**

**13:25** **Networking lunch – available to sponsor**



**14:45** **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**  
**Thomas Johannsen**,  
Managing Director, **Bomin Group**

**Moderated by:**

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

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**QUALITY AND COMPATIBILITY ISSUES FROM THE LOW SULPHUR ENVIRONMENT**

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**15:10** **Residual fuel oil – is this the end of the road?**

- Residual Fuels – Quality issues
- Hybrid Fuels/NEFs
- 2020 and beyond

**15:35** **Meeting ECA requirements – a new challenge and 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**

**16:00** **Networking and refreshment break – available to sponsor**

**16:30** **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**

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**MANAGING RISK THROUGH AN UNCERTAIN MARKET**

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**16:55** **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**

**17:20** **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:**

**Unni Einemo**, Managing Editor, Platts  
Bunkerworld, **Platts**



**SHIP OWNER DISCOUNTS AVAILABLE**

Visit the website for more details and contact us to apply for your discounted rate

**17:45 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 PANEL DISCUSSION****Europe’s bunkering industry today**

- 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

**Marco Tritto**, Bunker, Fuel Oil, Residuals and Feedstocks Manager, **Petrobras**

**Unni Einemo**, Managing Editor, Platts Bunkerworld, **Platts**

**Moderated by:**

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

**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

**Robin Lloyd**, General Manager – Marine, **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 and lessons for future action**

- What we have learnt in the first 16 months?
- What we can apply to future enforcement challenges both for sulphur (wider geography) and other emissions (new limits)?

**Sergio Alda**, Senior Project Officer, Marine Environment, **EMSA**

**ALTERNATIVE FUELS, ON-BOARD ABATEMENT AND 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 Themelariou**, Regional Consultant, FOBAS, **Lloyds Register**

**12:10 Knowing what I’m getting – the Coriolis meter**

- The benefits for the supplier
- The benefits to the purchaser
- Adoption in Europe
- Future for meters on the bunker barges

**12:35 Chairman’s concluding remarks**

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

**12:45 End of conference**



# MAXIMISE YOUR NETWORKING OPPORTUNITIES

Showcase your products and services to senior-level decision makers. Platts European Bunker Fuel conference offers you an excellent opportunity to maximize your 2016 marketing budget through these sponsorship opportunities:

- ✓ Executive Sponsor
- ✓ Networking Reception Sponsor
- ✓ Luncheon Sponsor
- ✓ Networking Break Sponsor
- ✓ Exhibitor Mobile App Sponsor

To learn more about sponsorship and exhibition opportunities, please contact Daniel Davies on +44 (0) 20 7176 6229 or email him at [daniel.davies@platts.com](mailto:daniel.davies@platts.com)

## THE AUDIENCE

For the past 7 years, we have consistently welcomed senior level representatives from the bunkering community.

## WHO ATTENDS?

- Major Oil Companies
- National Oil Companies
- Independent Suppliers
- Bunker Traders
- Brokers
- Barge Operators
- Ship Owners and Shipping Agents
- Law Firms
- Testing Agencies
- Lubricant Suppliers
- International Banks

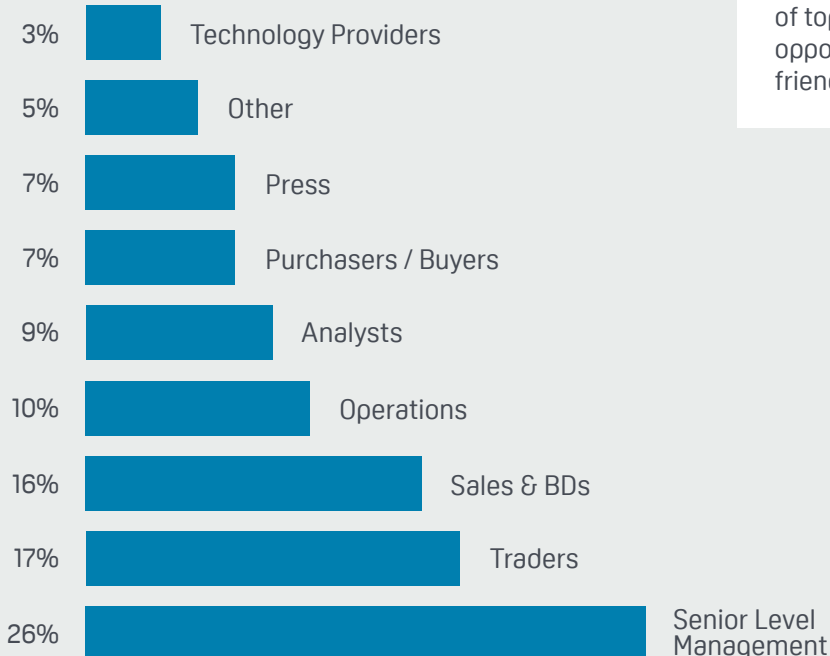
## WHAT OUR 2015 DELEGATES THOUGHT:

“There are many facets to subject of bunker fuel and there are few events that manage to address as many of those facets in as short amount of time as this. Add to that excellent networking opportunities and the result is a very worthwhile.”

“Conference topics well selected. Very practical overview particularly performed by Ship-owners, Bunker Suppliers and Traders.”

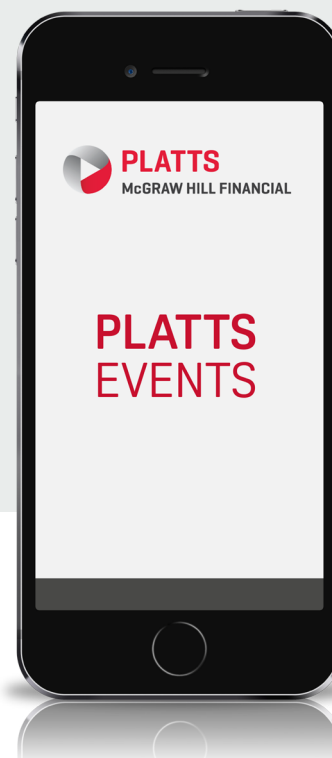
“Very interesting conference with a wide variety of topics discussed and debated, along with good opportunities to meet and discuss with old and new friends from the industry; definitely a must go!”

## 2015 ATTENDEES BY JOB ROLE



## 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.



7th Annual

# EUROPEAN BUNKER FUEL CONFERENCE

Capitalizing on an uncertain market and regulatory change

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



Register by March 18, 2016 and  
**SAVE \$600**

Register by April 15, 2016 and  
**SAVE \$300**

## PRICING

**Commercial Conference Rate** **Register by March 18, 2016**  
**\$1,099 + VAT**

**Group Rate – Register 3 delegates for the price of 2**

**Register by April 15, 2016**  
**\$1,399 + VAT**

**Standard Rate**  
**\$1,699 + VAT**

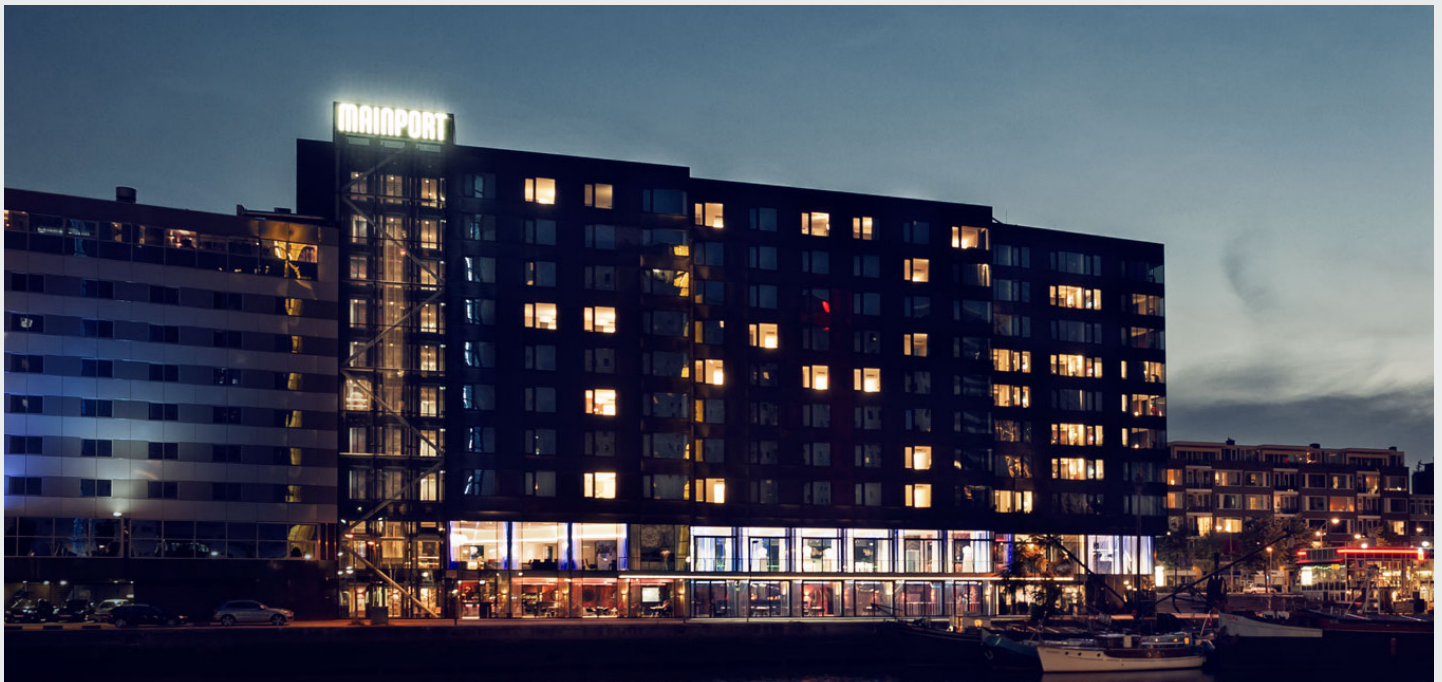
\*Discount rates are also available for academic and non-profit organizations. These rates are not available online, to find out more or to apply please email [conf\\_registrations@platts.com](mailto:conf_registrations@platts.com) or call **+44 (0) 207 176 6300**. The conference registration fee is payable in advance and includes documentation, breakfasts, luncheon(s) and refreshments. Discount offers cannot be combined unless otherwise stated by Platts. Belgium VAT charged at 21%. VAT registration number BE 880 403 474.

## HOW TO BOOK

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## TERMS & CONDITIONS

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## VENUE

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## DISCOUNT ACCOMMODATIONS

A limited number of rooms have been reserved for Platts 7th Annual European Bunker Fuel conference participants at The Mainport Hotel Rotterdam at the preferential rate listed below. The discounted rates are for the night of May 23-24 only. These rates are subject to availability and are not guaranteed after March 17, 2016.

## ROOM RATES

Waterfront Sauna Room: €159,00 +VAT  
To book, contact the hotel directly via email at [groupsmainport@inntelhotels.nl](mailto:groupsmainport@inntelhotels.nl) or call **+31 102175707** and quote 'Platts Bunker Fuel Conference'.