

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 on 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

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DAY 1 - THURSDAY, DECEMBER 1, 2016

08:00 Registration and continental breakfast

08:50 Chairman's welcoming remarks
Will Bathurst, Global Head of Analysis,
[Peninsula Petroleum](#)

09:00 **OPENING ADDRESS**
Agean Marine Petroleum's opening remarks
Gregory Robolakis, Group General Manager,
[Agean 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 for 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 Shipping Analyst, [BIMCO](#)

THE ROAD AHEAD TO THE GLOBAL CAP

10:00 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 sulfur fuels?
- Can the refining industry provide enough 0.5% fuel by 2020?

Jean Jose Metey, Director, Group Corporate Commercial and Development, [Agean 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

14:30 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

- 14:55 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](#)

- 15:20 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](#)

DEVELOPMENTS IN THE MEDITERRANEAN

- 15:45 Development in Istanbul & the East Mediterranean**
- Growth areas for bunkering?
 - Main shipping routes?
 - Where's demand coming from?
- Deniz Muhtaroglu**, Board Member, [Energy Petrol](#)

- 16:10 **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](#)

- 16:35 Networking and refreshment break**

THE RISE OF QUALITY ISSUES

- 17:05 Bunker fuel contamination**
- Residual fuel contamination and its consequences
 - Identification of residual fuel contaminants
 - Being more proactive in tracking fuel contamination
- Dafni Lionaki**, Account Manager, [Veritas Petroleum Services](#)

MITIGATING RISK IN A CHALLENGING ENVIRONMENT PART 1

- 17:30 Counterparty risk – the importance of terms and conditions**
- The latest developments in the OW Bunker saga
 - Are the Bimco terms a useful reference point?
 - Does Brexit impact my choice of law and jurisdiction?
- Chris Moxon**, Associate, [Clyde & Co](#)

- 17:55 Chairman's concluding remarks**
Will Bathurst, Global Head of Analysis, [Peninsula Petroleum](#)

- 18:05 Evening Entertainment**
Join us after the conference sessions and join fellow delegates and speakers for a selection of drinks, canapés and buffet meal hosted by [Aegean Marine Petroleum](#)



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?
- Maria Kyratsoudi**, FOBAS Senior Specialist, Team Leader, **Lloyds Register**

MITIGATING RISK IN A CHALLENGING ENVIRONMENT PART 2

- 09:45 Shift happens: understanding counterparty risk in an age of disruption**
- Founding fathers: poor, platt and dupre
 - End of the world as we know it?
 - Worlds we knew: periods and cycles
 - Picture shifts but framework is the same
- Jason Sibling**, Global Head of Ocean Intelligence,
SP Global Platts

ON-BOARD ABATEMENT & TECHNOLOGY DEVELOPMENTS

- 10:10 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
- Stephan Natter**, Head of Department Solutions Development, **Endress+Hauser Flowtec**
- 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)**
- 11:30 Basic Selection Criteria Conventional Fuels vs LNG in Marine Propulsion**
- Considerations for CAPEX and OPEX
 - Potential impact on shipowner's revenues
 - Potential impact on Fuel availability
- Sokrates Tolgos**, Head of Sales, Cruise & Ferry, **MAN Diesel & Turbo**
- 11:55 Chairman's concluding remarks**
Will Bathurst, Global Head of Analysis,
Peninsula Petroleum
- 12:05 End of conference**