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TradeWinds Offshore Marine

24 November 2011, InterContinental Singapore



Commercial sustainability: moving away from a boom-bust market

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“Well organised, insightful and a good platform for networking” - **ML Chan, CEO, Jaya Holdings**

“The event was very successful and I really enjoyed it!” - **Stig Erik Kyrkjeide, Financial Analyst – Equity research, First Securities AS**

“There were many interesting presentations with useful debate” - **Vinicius S. Figueiredo, Manager Oil & Gas Dept., BNDES – Brazilian Development Bank**

Introduction

Following the success of **TradeWinds Offshore Marine** in Oslo (May 2011), this high-level event comes to Asia, and will be held in the maritime hub city of Singapore.

Companies that featured at the conference in Oslo included **Topaz Energy & Marine, UNO Offshore, Eidesvik, Havyard Group, DVB Bank, R S Platou Finance** and many other key owners, financiers and brokers in the offshore sector.

The Asian edition of this conference will bring together the movers and shakers of this region, and tackle the challenges faced and opportunities available to offshore players in markets like **Southeast Asia, North Asia, the Middle East and Australia.**



Why Singapore?

“The scope of Singapore-based offshore activities is broad and the offshore markets in Asia, with the island nation as the hub, have generally left the dark days of the 2008 crash behind them.

Generally speaking, sitting in Asia’s supply hub and provider of tonnage, the offshore-vessel companies operating out of Singapore serve key markets such as Malaysia, Indonesia, Vietnam, Thailand, the Philippines and Myanmar, with some projects in India, Sakhalin and the Middle East.”

(Excerpt from TradeWinds, Asia-Pacific Offshore report: Singapore, July 2011)

An interesting term used by cautious optimists to describe the current state of the offshore support vessel market is “poised”. With the increased activity and rapidly growing opportunities for offshore players in the Asia-Pacific region, TradeWinds Offshore Marine in Singapore will provide a focal point for those interested in getting involved or increasing their footprint in this part of the world. If the sector is indeed poised for take-off, join us, buckle up and get ready for the ride.



Sponsoring this key event

Join an exclusive list of Offshore Marine event partners who are positioning themselves as leaders in the industry. From the coffee breaks to the welcome dinner, delegate bags to cocktail reception – we can design the package that gives you maximum face-time with your target market, whilst best leveraging the event’s marketing campaign. Contact **Banu Kannu** on banu.kannu@nhstevents.com to find out about a bespoke sponsorship package; and make your mark at TradeWinds Offshore Marine.





09:00 Registration & refreshments

09:30 Welcome remarks

09:40 Chairman's welcome
Teddy Tsai, Managing Director, **Markis and Company (Asia)**

Session 1: Market outlook & trends

09:45 **What is sustaining the offshore industry in this region?**

- Oilfields in Myanmar, Vietnam, Malaysia & Indonesia: how long can these be a source of excitement?
- Opportunities in Australasia, the Russian Far East & the east coast of India: updates?
- Updates on the "gas story" in Australia
- What role does Brazil play in the mix?
- Silver lining: Will the current downturn be enough to purge the market of old vessels?
- What is the scrap outlook for offshore vessels and what does it mean for owners?
- "The demand for subsea vessel operations is set to grow by 52%, totaling \$72 billion between 2011 and 2015" – Douglas-Westwood Report
 - Is the subsea sector as promising as it looks?

Speakers & panelists

John Meade, COO, **M3 Marine**
Thom Payne, Lead Analyst, **Douglas Westwood**
John Payne, Group Business Development Director, **Hallin Marine**

10:20 **Staying ahead of the curve: the latest in offshore vessel building trends**

Torgeir Haugan, Vice President – Sales & Marketing, **STX OSV**

10:40 **Offshore trends to keep an eye on:**

- Ultra deepwater: What are the latest developments?
- Facing up to more and more remote locations & harsh environments
- Asian shipyards: Are they now builders of world-class vessels?
- What will China's role be in the offshore story of this region?
- The rise of PSVs in Asia: Will these ships gain a bigger market share next to AHTS vessels?

Speakers & panelists

John Payne, Group Business Development Director, **Hallin Marine**
Leong Seng Keat, Executive Director, **Nam Cheong Limited**
Harald Paulsen Lovik, General Manager & Partner, **Fearnley Offshore Supply**
Lee Keng Lin, Director - Deepwater Services, **POSH Semco**

11:15 Morning networking break

Session 2: Latest market drivers

11:45 **Developing a sustainable workforce**

Several major players point to a critical shortage in qualified and experienced personnel as being the biggest challenge in the region's offshore sector. What are the factors behind this shortage and what are some measures that can be taken to counter this problem?

Speakers & panelists

Neil Glenn, Managing Director, **Swire Pacific Offshore**

12:05 **Dissecting vessel design, efficiency and environmental factors**

- Are more vessels being built with a focus on their environmental impact during operations?
- Is there room for improvement in the vessel designs coming out of Asia?
- Are owners and charterers conscious of the low efficiency / lower day rate vs. high efficiency / higher day rate quandary and are they choosing wisely?
- Impact of developments such as clean design classification and the Green Passport
- How can regulation in one key market have far-reaching cross-border impacts?

- How are charterers' attitudes towards the environment shaping the design and operations of offshore support vessels?

Speakers & panelists

Max A. H. Hartvigsen, Commercial Manager, **Solstad Offshore Asia Pacific**
Morten Jelert, Director, **Seabrokers**
Riku-Pekka Hägg, Vice President – Ship Design, **Wärtsilä Corporation**

12:45 Networking lunch

Session 3: Demand factors

14:00 **Charterers' growing demands**

- Differences between the SOC, MNC, blue-chip clients and the smaller Independents
- How much truth is there in the statement "charterers want everything for nothing"?
- Will the IOCs apply their international chartering standards on issues like fuel emissions, chartering policies, etc. to this region?
- Is the high number of OSVs in the marketplace dictating charterer demands / negotiations?
- Activity is up but when will the lower than satisfactory rates rise?
- How are new contracts affecting insurance premiums for owners? Are owners just starting to feel the fallout of the Deepwater Horizon incident?

Speakers & panelists

John Newington, Founder & Director, **Phoenix Offshore**
Sugiman Layanto, President Director, **Wintermar Offshore Marine Group**
Lee Barber, Business Development Manager, **Oil Spill Response**


Session 4: Legal & financial updates

14:45 **Update on the cabotage situation**

- How are the new regimes in places like Indonesia and Vietnam going to affect offshore players in the region?
- How do existing cabotage rules in places like Australia and Malaysia impact offshore players?
- How is Malaysia's Bumiputera system affecting the market?
- Coping with rising expenses such as crewing costs and taxes
- How are cabotage laws in places like Brazil impacting owners here in Asia?

Speakers & panelists

Martine Dysvik, Senior Associate, **Wikborg Rein**
Jan Morten Eskilt, Vice Chairman, **The OSM Group**

15:15 Afternoon networking break kindly hosted by [The OSM Group](#) 

15:45 **Investment: Who dares wins?**

- Are offshore players facing financing challenges? Can these be overcome?
- Are more and more Asian banks becoming funding sources?
- Does an increase in clients' E&P spend justify an immediate building frenzy?
- How can the offshore industry apply accurate supply and demand forecasting?
- Are dual listings the way forward for offshore companies in this region? How much truth is there to the claim that banks don't generally see prospects for smaller vessels? Where should the operators of these vessels go for financing?

Speakers & panelists

David Palmer, CEO, **Pareto Securities Asia**
Truls Wiel, Partner, **Cleaves Asia**
Divay Goel, General Manager (Projects Development), **Siva Shipping**
Jean Eichaker, Director – Offshore, **UniCredit Bank AG**

16:30 Chair's closing remarks with final Q&A

16:45 Networking farewell drinks



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REGISTRATION FORM

Please complete this form and return either by fax to +44 207 504 3746 or scan and email to info@nhstevents.com. For more information, please contact +86 1862 1360 996 (China) or +65 9105 7323 (Singapore) or visit www.nhstevents.com.

I would like to register for TradeWinds Offshore Marine:

Full rate – SGD 880 (or €500) TradeWinds subscriber rate – SGD 800 (or €460)

Book 3 delegate places and get a 4th place free. If registering more than one participant please complete a separate form for each participant.

The MPA's Maritime Cluster Fund Training Grant is available for eligible Singapore & Singapore PR participants to attend TradeWinds Offshore Marine. Please refer to www.mpa.gov.sg/mcf for more information. To apply for the Grant, please complete the following application form: www.mpa.gov.sg/sites/pdf/appn_form_short_courses.pdf and return by email to nicola.tippetts@nhstevents.com. For enquiries about the grant / subsidy, please call Nicola Tippetts on +44 207 842 2719 or Banu Kannu on +65 9105 7323.

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(Pre-payment is required for entry to the forum.)

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3. Please email me a SGD invoice so I may arrange a bank transfer payment

The registration fee includes attendance at all the Offshore Marine sessions (24 November 2011), admittance to all official social functions and a set of conference documentation. All conference presentations will be made available to download after the event. No partial or split-day registrations are permitted and attendance cannot be split between two or more people.

Cancellations: Forum fees will be refunded less a 20% administration fee after the event, if cancellations are received by 21 October 2011. After that date no refunds will be given, but substitutions will be accepted at no extra charge. Please notify any changes to the organisers.



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