



TradeWinds Shipping China

maritime • economics • energy • offshore

22-23 May 2012, Kerry Hotel Pudong, Shanghai

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8th TradeWinds Shipping
China conference in the
Year of the Dragon



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Robert Lorenz-Meyer, Immediate Past President, **BIMCO**; Owner & Managing Partner, **Ernst Russ**



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Gurinder Singh, Director – Shipping & Distribution, **Vale**



Lasse Kristoffersen, President & CEO, **Torvald Klaveness**



Bjørn Højgaard, CEO, **Univan Ship Management**



Jörg Beller, Vice President and Area Chair for Greater China, **DNV**



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Lambros Babilis, COO, **Vafias Group of Companies**



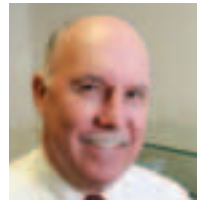
Gerald Yee, Partner, **Ince & Co.**



Anil Deshpande, CEO, **Foresight Group**



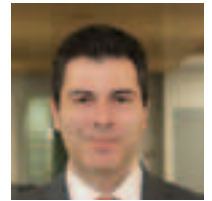
Andrew Meadows, Associate, **Clyde & Co.**



William J. Sember, Vice President – Global Gas Development, **ABS**



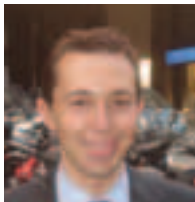
Alexandre Eykerman, Director – LNG, **Wärtsilä Ship Power**



John Cotzias, Sale and Purchase Director, **Intermodal Athens**



Michael Pak, SVP, Senior Equity Analyst, **Clarkson Capital Markets**



Ralph Leszczynski, Head of Research, **Banchemo Costa**



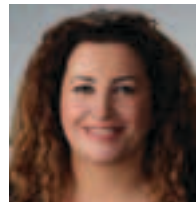
Wang Chunlin, Executive Director, **Pacific Basin Shipping**



Matthew Blake, Director – Business Investment, **Teekay Shipping**



Tim Huxley, CEO, **Wah Kwong Maritime Transport**



Şadan Kaptanoğlu, Owner, **Kaptanoğlu Shipping Group**



Sam Chambers, Owner, **SinoShip**



Giosuè Vezzuto, General Manager – Asia, **RINA**



John Payne, Group Business Development Director, **Hallin Marine**



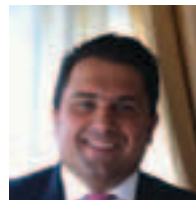
Simon Liang, Chairman & CEO, **Sinopacific Shipbuilding Group**



Yasushi Nakamura, Executive Vice President, **ClassNK**



Hsu Chih-Chien, President, **Eddie Steamship / Courage Marine**



Dimitris Koukas, Managing Director, **Optima Shipbrokers**



James de Vroome, Executive Director, **SpecTec**



Jack Zhu, Managing Consultant, **FutureShip - a GL company**



Wan Xiaoyue, GM – Safety Certification and Management, **China Classification Society (CCS)**



Vinay Patwardhan, Director of Group Planning & Development, **Tai Chong Cheang Group (TCC)**



Surinder Singh, Naval Architect-Consultant, **Bernhard Schulte Shipmanagement**



Jaakko Eskola, Vice President and Head, **Wärtsilä Ship Power**



Vidar Andersen, Head – Shanghai Branch, **DNB**



George Diao, Director, **International Far Eastern Leasing**



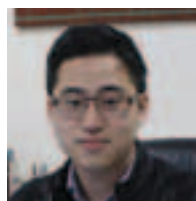
Simon Liu, Deputy Director – Leasing Insurance Division, **China Export & Credit Insurance Corp., Sinosure**



Antoine Gustin, MD & Head – Export Finance, **BNP Paribas – Beijing**



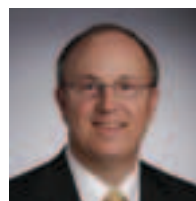
David Wu, President, **Grenland Group Asia**



Tan Ruifeng, President, **Guangdong Yuexin Ocean Engineering**



Carl Arne Carlsen, Senior Vice President, **Mobil Offshore Units, DNV**



Richard D. Pride, President & COO, **ABS Greater China Division**



Zhang Guoqiang, Assistant General Manager, **Wuchang Shipbuilding Industry**

Programme

Tuesday / 22 May 2012

08:30: Registration

08.30h: Morning refreshments
09.00h: Welcome from Banu Kannu, Conference Director, TradeWinds Shipping China



09:05: Session 1

Where is China on the current maritime map of the world?

Kindly sponsored by:  熔盛重工
RONGSHENG

Examining China's 12th Five-Year Plan and its implications for global trade and shipping. How will the current global economic upheaval affect China's import/export status quo? How likely is a dramatic restructuring in the trade balance with China importing more than it exports? What is the energy demand and supply outlook and what are its implications for China's shipping industry? What is the outlook on consolidation in the sector – will it really be a case of "out with the small, in with the big" with smaller companies banding together to weather the storm?

Session chair:

Robert Lorenz-Meyer, Immediate Past President, **BIMCO**; Owner & Managing Partner, **Ernst Russ**

Weathering the storm

- Drivers and outlook for current overcapacity in international shipping
- What options are available to Chinese shipyards to stay in the game?
- Exploring strategies for shipping companies to survive these turbulent times

Robert Lorenz-Meyer, Immediate Past President, **BIMCO**; Owner & Managing Partner, **Ernst Russ**

The current state of Chinese shipping

Sun Licheng, President,
China Classification Society (CCS)


VALE – Breaking the geographical barriers

Gurinder Singh, Director – Shipping & Distribution,
Vale

Panelists:

Lasse Kristoffersen, President & CEO, **Torvald Klaveness**

Bjørn Højgaard, CEO, **Univan Ship Management**
Jörg Beiler, Vice President and Area Chair for Greater China, **DNV**

10:30h: Morning *guan xi* & refreshment break kindly sponsored by 

11:00h: Session 2

Renegotiations and charter party disputes: A new reality? 📈📉

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The second half of 2011 will be remembered for the unusual flood of charter party disputes, unpaid bills and re-negotiations that emerged in a troubled market. As major Chinese players like COSCO "vow to continue their policy of renegotiation" (TradeWinds, Nov 2011), what does this mean for their counterparties and how can this new risk be dealt with? Does the world simply have to come to terms with China's more pragmatic approach towards contracts? As charterers from other parts of the world jump on the re-negotiation bandwagon, will this be the "new normal" and the only way to cope with the tight credit market?

- What will be the long-term impact of the recent spate of re-negotiations with reference to specific cases including major private and public Chinese shipping companies?
- Has the controversial method of arresting vessels worked or are there other innovative ways that owners can deal with increased exposure to counterparty risk?
- What is the latest from Beijing on the implementation of the tax laws that caused the earliest cases of reducing or defaulting on hire party payments?
- How else are re-negotiations entering the market? Are owners trying to delay deliveries of newbuilds?
- Have all the negotiations been done or have we only seen the start of more to come?

Session chair:

Geir Sviggum, Partner, **Wikborg Rein**

Coping with disputes in China


Lambros Babilis, COO, **Vafias Group of Companies**



Panelists:


Gerald Yee, Partner, **Ince & Co.**
Anil Deshpande, CEO, **Foresight Group**
Andrew Meadows, Associate, **Clyde & Co.**

12:30h: Networking lunch

kindly sponsored by 

13:30h: Session 3

Grasping the enormity of the LNG story in China

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China's LNG demand is said to reach 31 million tons per annum by 2015 (Wood Mackenzie). How will this demand be met and what fixed and floating infrastructural developments need to take place to support this appetite? Based on current import growth, China will need more than 65 LNG carriers or "marine superfreezers" by 2015 – can domestic yards cope? Further reports of Russia requiring up to 40 LNG carriers has the market excited – will the projects these orders are dependent on come to fruition?

- What are some of the latest big LNG deals to surface in China and what do they indicate for the future of LNG?
- What are some viable LNG supply options for China?
- How will China's LNG appetite impact the demand and supply of LNG carriers?
- Updates on the LNG carrier fleet: Who's building where and who's ordering?
- Developments in small-scale LNG

Session chair:

William J. Sember, Vice President - Global Gas Development, **ABS**

Updates on the LNG carrier fleet

Alexandre Eykerman, Director – LNG,
Wärtsilä Ship Power



What are some of the latest big LNG deals to surface in China and what do they indicate for the future of LNG?

John Cotzias, Sale & Purchase Director, **Intermodal Athens**

15:00h: Afternoon *guan xi* & refreshment break

Wednesday / 23 May 2012

15:30: Session 4

Taking the temperature: Sector updates

Session chair:

Michael Pak, SVP, Senior Equity Analyst, **Clarkson Capital Markets**



Drybulk: What are the prospects for Chinese coal imports in the context of domestic coal and power markets and current global realities?

- What is the current outlook on availability of coal from traditional suppliers like Indonesia & Australia?
- What are the current costs and logistical issues involved in bringing the coal to China?
- What factors will impact the sea-bound transport of coal?

Ralph Leszczynski, Head of Research, **Banchero Costa**

Should cargo interests become ship owners' interests?

- Taking a look at the Valemax vessels and their implications for global trade, Chinese shipping interests and the way forward

Wang Chunlin, Executive Director,

Pacific Basin Shipping

Updates on China's tanker story

- Has Chinese demand for tankers grown as expected when Teekay first entered the Chinese market?
- Is the 'Chinese ships only' rule still in place? What are the implications?
- How will this market evolve over the next few years?

Matthew Blake, Director – Business Investment,

Teekay Shipping

Panelists:

Tim Huxley, CEO, **Wah Kwong Maritime Transport**

Şadan Kaptanoğlu, Owner,

Kaptanoğlu Shipping Group

Sam Chambers, Owner, **SinoShip**

17:30 Presentation of the "Shipping China Executive

of the Year" Award,

kindly sponsored by



19:00h: 8th TradeWinds Shipping China Huangpu

River Cruise Dinner

kindly sponsored by



Please note capacity onboard the Oriental Pearl 2 is strictly limited to 120 pax so RSVP by emailing nicola.tippetts@nhstevents.com to avoid disappointment.

09:45h: Start of Day Two

09:45h: Morning refreshments

(open to SinoShip LNG Business Breakfast participants & TradeWinds Shipping China participants)

10:00h: Session 5

Is the clock ticking for China's shipyards?

Kindly sponsored by:



China fleetingly took top spot as the world's leading shipbuilding nation in 2010 but dropped to a dismal third of that shipbuilding volume in 2011. The record shows that 6 out of the top 10 Chinese shipyards had no orders in Q3 of 2011 (Global and China Shipbuilding Industry Report, 2010-2011).

- Is the yards' loss an owner's gain? Which owners are out there with enough liquidity to snap up low-cost newbuilds coming out of struggling yards?
- Will any cooling off in Chinese shipbuilding have a significant impact on the current market overcapacity? When will these effects be felt?
- Is diversification into less conventional vessel types the answer for Chinese yards struggling to find new orders?
- How does the future fleet profile look? Is it bigger and better or just plain bigger?
- How can challenges of skilled labour be met? What are some training and retention tools that have been successful?
- How can Chinese shipbuilders re-establish themselves in a market with plummeting prices? Is building in green values going to allow them to put the prices up?

Session chair:

Giosuè Vezzuto, General Manager – Asia, **RINA**

Challenges for 2012 onwards

- The demand for oil continues to increase
- Speed of recovery
- The industry dilemma, when to build?

John Payne, Group Business Development Director,

Hallin Marine

Perspectives from a Chinese yard

Simon Liang, Chairman & CEO,

Sinopacific Shipbuilding Group

Cooperating across borders

While shipbuilding is often presented as a zero sum game played between the East Asian powerhouses of China, Korea and Japan - the boundaries are less clear than we may think. Given the problems faced by both the Chinese and Japanese maritime industries is greater cooperation across borders a possible solution to the problems faced by the shipbuilding industry?

Yasushi Nakamura, Executive Vice President,

ClassNK

Panelists:

Hsu Chih-Chien, President,

Eddie Steamship / Courage Marine

Dimitris Koukas, Managing Director,

Optima Shipbrokers

11:00h: Morning *guan xi* & refreshment break kindly sponsored by



11:15h: Session 6

Taking technology and innovation from rhetoric to reality

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With the national drive towards the "greening" of China, the move towards more efficient vessels and more technologically advanced yards fits in nicely with the memo on the environment from Beijing. How are Chinese yards and owners responding to the global shift towards better, more fuel-efficient and cost-effective vessels and operation?

- Case studies of Chinese yards leading the innovation campaign
- Using the increase in Chinese coastal trade to boost technology R&D
- Will China's yards be able to overtake South Korea and Japan when it comes to innovation and technological improvements?
- Examining Chinese owners and operators who have stepped up to the plate with efficient and environmentally conscious operations

Session chair:

James de Vroome, Executive Director, **Spectec**

Changes in the maritime industry

James de Vroome, Executive Director, **Spectec**

Simultaneously improving profitability and reducing emissions

Jack Zhu, Managing Consultant, **FutureShip - a GL company**

Charting China's progress in technology and innovation

Wan Xiaoyue, General Manager – Safety Certification and Management, **China Classification Society (CCS)**

Marine engine efficiency enhancement & GHG abatement

• Overview and progress achieved by the TCC Group in the field of maritime sustainability
Vinay Patwardhan, Director of Group Planning & Development, **Tai Chong Cheang Group (TCC)**

Panelists:

Surindar Singh, Naval Architect-Consultant,

Bernhard Schulte Shipmanagement

Jaakko Eskola, Group Vice President and Head,

Wärtsilä Ship Power

12:30h: Networking lunch

kindly sponsored by **REDFOURTM**
MSS

13:30h: Session 7

Ship finance – is it a broken record?

Much has been discussed about the size and value of the current orderbook that remains unfunded – what are the likely outcomes of this gaping deficit? With the constant refrain of “too many ships, not enough funding” being heard throughout the industry, what are some actual solutions and how can owners and lenders work together, rather than against each other, to lift the sector out of the current doldrums? What role are Chinese shipping banks playing in the global ship financing arena?

- How will the Eurozone debt crisis, in real terms, affect global funding?
- The blame game: Owners vs. banks, is it a never-ending vicious cycle?
- Is it a viable solution for shipping banks to reinvest their portfolio run-off?
- Should Chinese banks join up with more experienced European counterparts in co-financing and co-operative deals?
- With the current low lending capacity, will owners walk away from deals causing a much-needed reduction in fleet growth?
- What is the likely fate for unfunded vessels on order at Chinese shipyards?
- Is Chinese funding being controlled centrally and are they merely finding money for Chinese newbuildings?

Session chair:

Vidar Andersen, Head – Shanghai Branch, **DNB**

How can the shipping industry survive this winter? Perspectives from a financial institution

George Diao, Director, **International Far Eastern Leasing**

Financing via Chinese banks

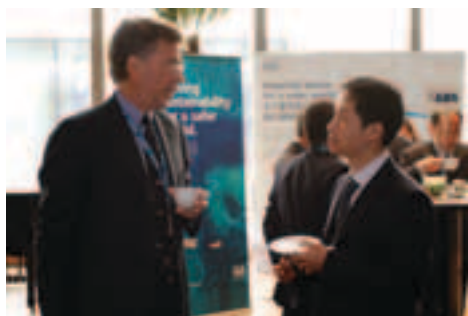
Anil Deshpande, CEO, **Foresight Group**

Leasing schemes for ship finance from the perspective of a Chinese export credit agency

Simon Liu, Deputy Director – Leasing Insurance Division, China Export & Credit Insurance Corp., **Sinosure**

Panelists:

Antoine Gustin, MD & Head – Export Finance, **BNP Paribas – Beijing**



15:00h: Afternoon *guan xi* & refreshment break kindly sponsored by



15:30h: Session 8

China's offshore: the only bright spot?

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- How sound are the factors underpinning global offshore investment?
- Are we facing an “offshore fabrication bubble” (Martin Stopford, Clarksons)
- How will the offshore fleet develop and are China's yards ready to build to newer and more demanding specifications?
- Which are the most successful offshore players in China and how did they get there?
- What are some safety and environmental concerns that have surfaced since Deepwater Horizon and are Chinese offshore operators equipped for new standards?
- What is the current level of seismic activity in China & the region: where is the current E&P going on? How is this impacting vessel deployment decisions from owners
- Updates on the growth and development in the rig-building sector

Session chair:

David Wu, President, **Grenland Group Asia**

Building OSVs for the international market

Tan Ruifeng, President, **Guangdong Yuexin Ocean Engineering**

Are Chinese offshore operators equipped for new standards? Dealing with safety and environmental concerns since Deepwater Horizon

Carl Arne Carlsen, Senior Vice President, Mobil Offshore Units, **DNV**

Panelists:

Richard D. Pride, President & COO, **ABS Greater China Division**

Zhang Guoqiang, Assistant General Manager & Director of Shipbuilding & Offshore Engineering Business Dept., **Wuchang Shipbuilding Industry**

17:00h: Official close of 8th TradeWinds Shipping China

17:30h: Farewell networking reception

(Programme may be subject to change.)

Need to bring your A-game to China?

A limited number of sponsorship opportunities are still available for this conference – contact gregory.whitehead@nhstevents.com if you need further information. Join our exclusive list of sponsors who are benefitting from a targeted email, web, brochure and press marketing campaign. Leave YOUR mark on the Chinese shipping market.



What else is happening during the week of the 8th TradeWinds Shipping China?

Maximise those miles by choosing from other maritime activities happening in the same week.



21 May 2012: 09.00h – 20.00h

A day of golf with Rongsheng

By invitation only

21 May 2012: 13.00h – 17.00h

Oil Spill Response: An expert technical workshop

Contact banu.kannu@nhstevents.com

23 May 2012: 08.00h – 09.45h

SinoShip LNG Business Breakfast

By invitation only

23 – 25 May 2012:

China International Marine, Port & Shipbuilding Fair – CIMPS Europort

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TradeWinds Shipping China

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22-23 May 2012, Kerry Hotel Pudong, Shanghai

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- I would like to register for the TradeWinds Shipping China 2012
 - Full rate – Non-TradeWinds subscribers – **€1295**
 - TradeWinds subscriber rate – **€695**
- I would like an annual subscription to TradeWinds for €790 and to register for the TradeWinds Shipping China at the subscriber rate of €695 – **total package €1485**

Hotel accommodation: a number of rooms are available at a group discount at the Kerry Hotel Pudong, Shanghai for registered participants. For further information and to make a reservation please email nicola.tippetts@nhstevents.com.

Personal details

- Mr Mrs Ms other

First name

Family name

Position

Company

Nature of business

Address

Post/zip code City

Country

Telephone

Mobile

E-mail

Signature Date

Payment options

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 - Card number
 - Card expiry dateCVC2 code / Security code
 - Name of cardholder (please print clearly)
 - Signature of cardholder

The registration fee includes attendance at all the TradeWinds Shipping China (22-23 May 2012), 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: Conference fees will be refunded less a 20% administration fee after the event, if cancellations are received by 20 April 2012. 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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