

WHAT'S NEXT:
a glance into
the future of
shipping.

30 MAY 2018

CONFERENCE AGENDA

09:00 Registration

09:30 A Welcome Note by Lars Nielsen, Executive Director - BMS United & Justin Murphy, Chief Executive Officer - IBIA

Session 1

New Rules & New Fuels

09:40 Justin Murphy,
Chief Executive Officer - IBIA
Compliance and Enforcement of the
New Regulations

10:00 Nigel Draffin
Technical Consultant and Board
Member - IBIA
Fuel Availability and Choices

10:20 Lauran Wetemans
GM Downstream LNG - Shell
Shell's Perspectives on LNG before
and after 2020

10:40 Edmund Hughes
Head, Air Pollution and Energy
Efficiency - IMO
A Regulatory Update on Implementa-
tion of the 0.50% Sulphur Limit for
International Shipping

11:00 Steve Esau
General Manager - SEA\LNG
Why LNG as a marine fuel?

11:20 Steffen Volder Kortegård
Technical Manager - Bunker One
Availability and Quality, 2020
onwards

11:40 Q&A and Panel Discussion

12:15 Lunch Break

Session 2

Future Shipbuilding

13:15 Bertram Volker
Senior Project Manager - DNV GL,
Maritime
Digitalisation, Smart Ship Operation
& Future Ships

13:35 Oskar Levander
Vice President Innovation - Rolls-Royce
Redefining Shipping

13:55 Pinelopi Rapti, Mechanical
Engineer & Giuseppe Tringali, Man-
aging Director - Leadship
Ship Design after 2020

14:15 Anne-Katrine Bjerregaard
Head of Secretariat - Green Ship of
the Future
Creating a Tech-savvy, Innovative and
Sustainable Maritime Industry

14:35 Panayiotis Mitrou
Technology & Innovation Manager,
Marine & Offshore Business Develop-
ment - Lloyd's Register
Driving Electrification: the Case of
Elemed Project

14:55 Panicos Georgiou
Director - eSafe Solutions LTD
Cyber Security at Sea - The Real
Threats

15:15 Q&A and Panel Discussion

15:50 Coffee Break

Session 3

Shipping Market Dynamics & Trends

16:20 Dennis L. Andersen,
Senior Oil Risk Manager - Global Risk
Management
Oil Market Disruptions

16:40 John N. Kotzias
President - Hellenic Shipbrokers
Association/Partner, xclusiv
Shipping Markets: Status & Perspec-
tives

17:00 Panayiotis Zacharioudakis
Director - Ocean Finance
European Shipping Reaction on New
Regulations and Relative Incentives

17:20 George Polychroniou
Executive Director - DEPA S.A.
LNG Prospects in Greece and South-
east Europe

17:40 Simon Ward
Director - Ursa Shipbrokers
Ship Sale and Purchase: The Real
Futures Market

18:00 Q&A and Panel Discussion

18:35 Closing Remarks



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Justin Murphy, Chief Executive Officer - IBIA

Justin Murphy became the Chief Executive of IBIA in February 2017. He has spent 30 years in Shipping and Bunkering and lived in North America (Canada and USA), Asia (Singapore – twice) and Europe. He has previously served as: CEO of Acuity Shipping (a consultancy); CEO of Brightoil Shipping Singapore from 2013-2015 where he also served as a main board director of the HKSE listed company; Regional Director of AET (Petronas/MISC) from 2006-2012 where he focussed primarily on Commercial activity and also sat on the board of their two ship management companies; he worked with Teekay Shipping for 15 years where he served as Managing Director of both Teekay UK & Teekay Singapore; and Head of Shipping and Freight at Macquarie Bank Limited in London. He has an MBA from Hull University and is a Member of the Institute of Chartered Shipbrokers.



Nigel Draffin Technical Consultant and Board Member - IBIA

Nigel Draffin served at sea with Shell from 1966, coming ashore in 1979 working in New Building, Research and Operations departments. In 1996 he moved to Bunker broking first at Gibsons then at LQM Petroleum Services where he was Technical Manager before retiring in 2015. He has sailed on and supervised the construction and operation of bulk carriers, oil tankers and gas carriers. He has acted as a consultant on technical issues for over 22 years. He given expert opinions and is a supporting member of LMAA. A founder member of the International Bunker Industry Association, serving on its board and as Chairman in 2012. He is a member of the Institute of Marine Engineering Science and Technology, Past Master of the Worshipful Company of Fuellers and Liveryman of the Worshipful Company of Shipwrights. He is the course director of the Petrosport bunkering courses and a regular presenter at bunker conferences. He has written 12 books on Bunkering and Shipping published by Petrosport.



Lauran Wetemans GM Downstream LNG - Shell

Lauran is responsible for Downstream LNG, offering LNG as a fuel beyond the traditional markets for Heavy Duty [Marine, Road] and Stationary applica-

tions. He leads a global business in N-America, Europe and Asia to drive the market development of LNG Fuel. This includes amongst others the activities through Gasnor in Norway and operations in NW Europe, US, China and Singapore selling LNG Fuel to Road, Marine and Industrial and Commercial customers in key markets. Since he joined Shell in 1995, Lauran held various commercial positions in Shell's Downstream Fuels, Lubricants and Retails businesses in South America and Europe. Moreover, he has worked in Downstream Strategy and as M&A Portfolio Manager. He is a graduate of the University of Tilburg (MBA). Lauran is married and they have two young children.



Edmund Hughes Head, Air Pollution and Energy Efficiency - IMO

Dr. Edmund Hughes is Head, Air Pollution and Energy Efficiency in the Marine Environment Division of the International Maritime Organization (IMO), the United Nations specialized agency responsible for the regulation of international shipping. As a member of the IMO Secretariat his responsibilities cover MARPOL Annex VI, the International Regulations for the Prevention of Air Pollution from Ships, including regulations on controlling emissions to air, energy efficiency for ships, and IMO's work to address GHG emissions from international shipping. Previously, he had roles in HM Treasury and the United Kingdom's Maritime and Coastguard Agency (MCA) where he held policy roles in safety and environment.



Steve Esau General Manager - SEA\LNG

Steve is General Manager at SEA\LNG. Before taking up his position at SEA\LNG Steve was Head of Energy at Xyntéo. He began his career as a Geophysicist in BP, subsequently working in a variety of business development, strategy and analysis roles in the company's gas, power & renewables and energy trading businesses. Steve has also worked in the City of London, for a commodity futures market, leading the development of financial instruments for the energy sector and for management consultants Pöyry Energy and Caminus Energy, where he specialised in providing advice on Carbon Capture and Storage (CCS); gas and power market policy; and commodity trading and risk management.



Steffen Volder Kortegård

Technical Manager - Bunker One

He joined OW Bunker in 1992 as a Superintendent, before being appointed in Wrist Shipping as Technical Director in 1995 and since in OW Bunker & Trading. Steffen has over 30 years experience of working in the shipping industry. He began his career as a shipyard mechanic fitter before taking on a role as an assistant marine engineer. He spent three years in an academy and graduated as a marine and electrical engineer before embarking upon a seagoing career prior to joining OW Bunker. After OW he started own consultancy and latest joint BunkerOne in a position as technical manager. A frequent speaker at various conferences, teaches at Lloyds Academy in fuel management and emissions. He made a bunch of articles in high recognised technical magazines He participates in a number of advisory groups e.g. IMO availability studies.



Bertram Volker Senior Project Manager - DNV GL, Maritime

Volker Bertram is senior project manager at DNV GL. His responsibilities include project management and teaching for energy efficiency of ships. He holds degrees in naval architecture from the University of Michigan (Master of Science in Engineering), University of Hamburg (Dipl.-Ing. & Dr.Ing.), and TU Berlin (Dr.Ing.habil.). He worked half his professional life in academia and half in industry, largely involved with making ships more fuel efficient. He has (co)authored more than 300 publications, including two books ("Practical Ship Hydrodynamics" and "Ship Design for Efficiency and Economy").



Oskar Levander Vice President Innovation - Rolls-Royce

Oskar Levander joined Rolls-Royce in 2012 as VP Innovation, Engineering & Technology, Marine and is today SVP Concepts & Innovation, in the Digital & Systems value stream. Prior to this, he spent the majority of his career at Wärtsilä where he held various roles including Director, Concept Design, Marine Lifecycle Solutions. He graduated with honours from Helsinki University of Technology in 2000, with an MSc in Naval Architecture. Oskar has worked mostly in the development of new ship designs, machinery and propulsion concepts for various ship types and emerging marine technologies. Today, he drives the development of ship intelligence concepts and the introduction of remote & autonomous ships. In 2011 Oskar was included in "Lloyd's List 2011 One Hundred Most Influential People in the Shipping Industry" and in 2017 he was nominated as the #1 Technology Leader by Lloyds List.



Giuseppe Tringali, Managing Director - Leadship

Giuseppe Tringali is a Senior Naval Architect and the Director of Leadship Ltd., an Engineering & Consulting services company, with offices in Greece & the UK. A graduate of Strathclyde University in Scotland, with a Masters Degree in Naval Architecture and Offshore Engineering, after a period as a Researcher at the Ship Stability Research Centre in Glasgow, Giuseppe moved to London in order to get involved in the marine consulting business. Since then he has managed numerous design projects and has had a broad exposure to a range of vessels & industry sectors whilst working for leading northern European design companies. He has a keen interest in marine innovation and creating environmentally efficient ship designs through the application of new technologies, especially with regard to energy management. In 2017, Giuseppe co-founded, Leadship, a company that goes beyond design services, offering total support to its clients while bringing their concepts to fruition. By combining an innate sense of Italian style with the expertise and stability of northern European design, Leadship is establishing itself through innovative, efficient, bespoke solutions. Giuseppe is a member of various professional associations such as American Society of Naval Architects and Marine Engineers (SNAME), Royal Institute of Naval Architects (RINA) and the Italian Association of Naval Architects (ATENA). He has also been an advisor with the Danish delegation to the International Maritime Organization (IMO) for Intact and Damage Stability Groups and a visiting lecturer at ESCP Europe Business School, teaching shipping energy related matters



Pinelopi Rapti, Mechanical Engineer - Leadship

Pinelopi Rapti is a Marine Engineer working for Leadship Ltd., an Engineering & Consulting services company, with offices in Greece and the UK. After graduating from the Mechanical Engineering Department of the NTUA, with specialization in the Renewable forms of Energy, Pinelopi went on to obtain a Master's Degree in Environmental Engineering and Business Management from Imperial College, London, and since then she has been working in the Ship Design Industry in both Greece and Northern Europe. In 2017, Pinelopi joined Leadship, forming part of the company's Marine Engineering Department. Her current position includes development and promotion of eco-friendly designs, concept studies with state of the art technological advancements, focusing on the development of a new approach to energy efficiency and projects relevant to "Fire and Safety", due to considerable knowledge of the respective Regulations and Procedures. Finally, she is

also involved in Project Management and Marketing procedures that advocate sustainability as a main approach in the Maritime Industry.



Anne-Katrine Bjerregaard Head of Secretariat - Green Ship of the Future

Ms. Bjerregaard is heading the Danish collaborative platform Green Ship of the Future. Her core competences lie within the cross field of innovation and sustainability as well as green transition and cross industry collaboration as an enabler for change and business development. Green Ship of the Future has 50 members from across the maritime industry (ship owners, OEMs, suppliers and class) and explores the road towards low emission maritime transportation a more tech-savvy and innovative maritime industry.



Panayiotis Mitrou Technology & Innovation Manager, Marine & Offshore Business Development - Lloyd's Register

Panos Mitrou is a Naval Architect and Marine Engineer NTUA, holding an MBA in Shipping from ALBA Business School. He is currently employed as a Technology & Innovation Manager for Lloyd's Register Marine & Offshore, South Europe. He focuses on uptake of technology, forthcoming legislation, innovation and compliance challenges. During his seven year service with Lloyd's Register Piraeus Technical Support Office, he had been dealing with series of statutory and other reviews. He has supported and led the implementation of several pieces of new legislation ranging from Ballast Water management to the latest Energy management related requirements. He has also been deeply involved in MARPOL and the Chemical codes matters. He has represented Lloyd's Register in a number of international forums, research and other projects developed within the TEN-T and other EU frameworks. He is currently involved in the roll out and materialisation of special projects like Poseidon Med, CYnergy and eledem



Panicos Georgiou Director - eSafe Solutions LTD

Panicos Georgiou is an experienced IT Security professional with over 15 years of practice in the field of Cyber Security. Panicos is a successful entrepreneur representing some of the leading security vendors whilst providing cutting-edge

technologies and extensive knowledge in this niche area. Over the years he has developed many customized solutions that address the current and future needs of clients. He is in the privileged position of providing consultancy, integration services, monitoring and incident response to a wealth of prestigious organizations such as government, banks, law firms, financial institutes, shipping and more.



Dennis L. Andersen, Senior Oil Risk Manager - Global Risk Management

Dennis Andersen has worked 25 years in the shipping and oil business, hereof the last 10 years in Global Risk Management which is a leading provider of customized hedging solutions. He is a frequently used speaker and presenter and an instructor on Bunker Holdings internal training courses. Through his extensive network in the oil and transportation businesses, and the frequent travelling in the Mediterranean markets, Dennis Andersen has gained a deep practical knowledge of the decision drivers amongst oil consumers and producers in the area. Coupled with a profound experience in how physical and financial oil markets are linked, Dennis Andersen is in the right role to dissect and express how the oil market is affecting our everyday businesses.



John N. Kotzias President - Hellenic Shipbrokers Association/Partner, xclusiv

John N. Kotzias was born in 1965 and graduated from the Cass Business School - MSc Shipping Trade & Finance, in 1990. Additionally, he holds a Bsc in Economics from the University of Buckingham. He is the successor of the oldest shipbroking house in Greece. His family has been engaged in shipbuilding and vessel chartering since 1893, and John has been an active shipbroker since 1990. He has served as a consultant for maritime and financial matters for various Greek and international shipping companies. Since 2013, John N. Kotzias serves his second term as President of the Hellenic Shipbrokers Association (HSA). He is also a long distance runner, a marathon runner and a triathlete.



Panayiotis Zacharioudakis Director - Ocean Finance

Dr. Panayotis Zacharioudakis is the Director and

co-founder of OceanFinance Ltd, a marine intelligence consulting firm active in Financial and Environmental Engineering. He has participated in a wide number of private and EU-funded projects in the fields of Transportation, Energy and Finance. He has lectured Maritime Economics, Logistics, Shipping Finance and Transportation Systems in the School of Naval Architecture and Marine Engineering in NTUA and in the Department of Shipping in the University of Piraeus. His active entrepreneurial spirit and deep knowledge of the market lead to the establishment of S.G.V.L SuperGreen Venture Ltd. in 2017, the investment arm of OceanFinance Group of companies focusing on the construction and operation of innovative and green merchant vessels.



George Polychroniou
Executive Director - DEPA S.A.

Born in 1963 in Athens, George Polychroniou graduated from "Lycee Leonin" Franco-Hellenic high school, Nea Smyrni in 1981 and then earned a degree in Chemical Engineering from the National Technical University of Athens (NTUA) in 1986. He completed his studies at the Federal Polytechnic School of Lausanne (EPFL) and obtained his Master's of Science degree in Energy Systems with a specialisation in Economics in 1994. After beginning his professional career in the private sector, he joined the then newly established DEPA in the beginning of 1989. After having successfully served in various capacities and roles within the commercial arm of DEPA, he was appointed General Manager of the Commercial Branch in 2004, General Manager of Commercial, Financial and Administration in 2005, Chief Operating Officer in 2007 and Head of Strategy and Corporate Development in 2010. Since April 2016 he has been Executive Director of Strategy, Business Development, Administration and IT. Since December 2014 he has been Corporate Secretary of DEPA. Mr. Polychroniou has considerable hands on experience with energy planning, commercial framework and pricing of energy resources and issues relating to the new legal and regulatory framework for the liberalisation of energy markets.



Simon Ward
Director - Ursa Shipbrokers

Simon started his career at a ship-owning company in Liverpool. He became a ship sale & purchase broker, also in Liverpool, in 1993 before moving to London in 1997. In 2008 he moved to Greece to open and run HSBC Shipping Services Ltd in Piraeus. Despite moving back to London at the end of 2012, he returned to Greece in 2013 to open a new sale & purchase venture in Piraeus with Ursa Shipbrokers, reaffirming his commitment to the Greek shipping

community. A Member of the Institute of Chartered Shipbrokers since 1995, he was accepted as a Fellow in 2009. He is heavily involved with the Institute's education team both in Greece and the UK, and is a guest lecturer at Universities both in Greece and the UK.



Dimitrios Kyrkilis
Supply & New Business Development Manager - Coral AE

Dimitris works as a Supply Trader & New Business Development Manager with 18 years' experience in refining, crude & oil products supply and trading, B2B sales and business development roles. He has a Chemical Engineering Background with postgraduate studies in Process systems and Operational Research. Throughout his career, he had direct P&L and people's management accountability in a range of different business environments including mature western European and emerging markets. Expert in developing business plans and in strategic account management, M&A, and divestment projects, he is particularly interested in driving change and implementing lean continuous improvement culture.



Apostolos Tsitsirakis
Strategy & Corporate Development - Tsakos Energy Navigation

Apostolos I. Tsitsirakis is a member of the Corporate Strategy and Development and Capital Markets team at Tsakos Energy Navigation Ltd (NYSE:TNP). In addition to that, he oversees several shipping and energy projects for the Tsakos Group of Companies. Prior to that, has served on the Board of Directors and relevant Committees of several public shipping companies. Throughout his career within the maritime industry and energy business has held different executive capacities with companies in Piraeus, London and New York.



Patrick McGrath
Global Manager LNG Commercial Operations - Shell

Patrick McGrath is the Global Manager LNG Commercial Operations for Royal Dutch Shell based in Dubai. Patrick runs a team of 57 Operators and handles approximately 45 mtpa of LNG and 60 LNG vessels globally for Shell's LNG Trading and Marketing business. His role also encompasses

Shell's expanding LNG bunkering activities, truck and shore movements. Patrick's move to Shell was part of Shell's acquisition of BG Group in 2016, where he spent five years as a Regional Operations Managers in BG Group's Head office in Reading and Singapore. Prior to BG Group, Patrick had a successful career with Teekay Shipping in Norway and Glasgow as well as BP Shipping as a seagoing Engineer and Technical Superintendent. Patrick enjoys diving and spending time with his kids when he is not travelling. You can reach Patrick at p.mcgrath@shell.com



Dan Veen
CEO/ Co-Founder - We4Sea

Dan (1973) studied Mechanical Engineering in Utrecht, and Business Administration at Erasmus University (Rotterdam). He worked in several positions at Gastec, a gas research institute, on gaseous automotive fuels such as CNG and LPG. In 2004, he joined Wärtsilä Netherlands as account manager for the Benelux dredging industry. In 2008, Dan became responsible for the Sales department of Wärtsilä Benelux Services Division. In 2010, he moved to Wärtsilä Services - North Europe and worked as business development manager on new technologies, such as emission abatement and use of LNG as marine fuel. In 2012, he switched to TNO as senior business developer Maritime & Offshore. Within TNO, he has developed several Maritime R&D projects mostly focussing cleaner fuels for ships and on energy-efficient shipping. Project he helped develop are the EU FP7 project Retrofit, and the Dutch joint industry project Hybrid 111, focussing on energy simulation tools for hybrid propulsion trains. In 2015, he developed a project for shipowner Flinter, with the aim to investigate if data could be used to monitor ships. In March 2016, he started the company We4Sea, together with Michiel Katgert. We4Sea uses big data and simulation technologies to monitor ships, and optimize their fuel efficiency. We4Sea is based in Delft, the Netherlands and is a fast-growing provider of vessel monitoring solutions.