

11th International

Dry Bulk REVIEW

28 - 30 November 2011 • Grand Hyatt, Shanghai, China

第11届国际干散货运输市场回顾

2011年11月28 - 30日, 上海金茂君悦大酒店

TOP INDUSTRY LEADERS



Luo Ping
Head of Transportation
Planning Division,
**National
Development and
Reform Commission
of China**



Daisy Gang
Senior Freight
Analyst, **BUNGE
International
Trading (Shanghai)
Co Ltd.**



Liu Wei
Shipping and Shipbuilding
Market Analyst,
**China Shipbuilding
Economy Research
Center**



Capt. R. Raghunath
Executive Vice
President, **Noble
Chartering Ltd.**



Zou Junshan (邹俊善)
Deputy Head of Shipping
& Logistics China, **IMC
Pan Asia (China)
Management Co., Ltd**



Fred Doll
Managing Director,
**Doll Shipping
Consultancy**



Yuichi Uemoto
General Manager of
Shipping Project Office,
**Ferrous Raw Materials
Division, Mitsubishi
Corporation**



Simon Su
Director and
Chief Economist,
**BMT Asia Pacific
Ltd**

CONFERENCE HIGHLIGHTS

- **China's 12th Five-Year plan** and its implication on dry bulk shipping
- **Examining China's demand** for iron ore and coal
- **China ports' strategy** on capacity management, and future investment
- **Ship Order book update** from China's Shipyards
- Panel Discussion: **Forecasting trends** and day rates in dry bulk shipping
- **China's demand for grains**, fertilizers and other bulk commodities
- **Exploring India's Iron Ore** and Coal industry
- **Understand the impact** of Vale's strategy on the global iron ore market
- Analyst roundtable – **Key market characteristics** shaping Dry Bulk markets

大会要点

- 中国第十二个五年规划及其对于干散货航运业的影响
- 研究中国对铁矿石和煤炭的需求
- 中国港口的吞吐量管理策略和未来投资
- 中国船厂提供的船舶订购单最新信息
- 小组讨论: 预测干散货航运趋势和每日费率
- 中国对粮食、肥料和其他大宗商品的需求
- 研究印度的铁矿石和煤炭行业
- 理解 Vale 的策略对全球铁矿石市场的影响
- 分析师圆桌会议-影响干散货市场态势的主要市场特性

PLUS! Learn from a Strategic Post Conference Workshop | 30 November 2011
DRY BULK CHARTERPARTY AGREEMENTS

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第5届亚洲船舶燃料市场会议



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第1天 • 星期一, 28 November 2011

- 8.55 主席致开幕辞
Fred Doll, *Managing Director, Doll Shipping Consultancy*
- 9.10 中国经济展望和十二五规划的影响
- 9.40 促进中国航运行业发展的重大政策和措施
Luo Ping, *Head of Transportation Planning Division, Institute of Comprehensive Transportation, National Development and Reform Commission of China*
- 10.10 社交茶点

中国最重要的干散货商品现状

原材料需求分析圆桌会议

- 10.40 航运量增幅足以利用庞大的好望角船型船队吗?
Daisy Gang, *Senior Freight Analyst, BUNGE International Trading (Shanghai) Co Ltd.*
Capt. R. Raghunath, *Executive Vice President, Noble Chartering Ltd.*
Vijay Singh, *China Country Head, JSW Ispat Industries Ltd*
Facilitator: Yuichi Uemoto, *General Manager of Shipping Project Office, Ferrous Raw Materials Division, Mitsubishi Corporation*

- 11.20 中国的必需干散货商品: 钢铁、粮食和含油种子
Fred Doll, *Managing Director, Doll Shipping Consultancy*

- 12.30 社交午餐

中国的干散货运输市场造船业和基础设施

- 2.00 中国的造船业及其对全球干散货贸易的影响
Liu Wei, *Shipping and Shipbuilding Market Analyst, China Shipbuilding Economy Research Center*
- 2.40 中国船舶融资现状
Dr. Jonathan Beard, *Managing Director, GHK Consulting*
- 3.20 社交茶点
- 3.50 扩张计划: 中国的港口吞吐量和主要干散货港口的未来投资
Simon Su, *Director and Chief Economist, BMT Asia Pacific Ltd*
- 4.20 中国干散货港口和码头的融资和投资
Angela Lau, *Head of Shipping Finance, Bank of China (Hong Kong) Limited*
- 5.00 第1天会议结束

第2天 • 星期二, 29 November 2011

- 8.55 大会主席致开幕辞
Fred Doll, *Managing Director, Doll Shipping Consultancy*

全球干散货贸易

- 9.10 国际干散货运输市场的推动因素

分析师圆桌会议

- 9.40 影响干散货运输行业的主要市场特征
Ian Roper, *Commodity Strategist, CLSA*
Janet Lewis, *Regional Head of Industrials & Shipping Research - Asia, Macquarie Capital Securities Ltd*
More panelists to be confirmed

- 10.10 社交茶点

- 10.40 中国境外的干散货贸易
Zou Junshan (邹俊善), *Deputy Head of Shipping & Logistics China, IMC Pan Asia (China) Management Co., Ltd*

- 11.20 印度的铁矿石和煤炭市场的干散货航运回顾
Capt. Gopal Srinivas, *General Manager, Bulk Operations, SAMSARA SHIPPING PVT LTD*

- 12.30 社交午餐

运费前景和风险管理

- 2.00 波罗的海市场干散货运价指数预测
Senior Representative, *the Baltic Exchange*

小组讨论

- 2.40 预测干散货商品航运的日价趋势
Arun Balakrishnan, *Sr. Vice President (Global Head: Shipping and Logistics), OLAM International*
More panelists to be confirmed

- 3.20 社交茶点

- 3.50 交流对干散货商品指数的看法
Kenneth Ng, *Vice President Commodities, Singapore Exchange*
Zhang Ye, *President and Party Committee Secretary, Shanghai Shipping Exchange*
Senior Representative, *the Baltic Exchange*

- 4.20 干散货 FFA 贸易
Kerry Deal, *Director, Clarkson SL (Asia) Ltd*

- 4.40 创新的散装物料搬运设备
Sanjeev Mathur, *Country Manager, Bulk Logistic Landmark*

- 5.00 第2天会议结束

会后专题研讨会, 2011年11月30日(星期三) 上午9点 - 下午5点

干散货运输租船双方协议

本专题研讨会面向船东、租船者、中介和船舶运营商, 在为期一天的会议中聚焦租船合同谈判和管理事项。研讨会将关注租船合同的重要条款, 并运用大量的案例研究说明经常出现问题领域的及后续发生的纠纷。此外, 研讨会还将对建议的租赁财务核算规则变更展开讨论。

- 计程租船
 - 船主责任和租船者责任
- 计时租船
 - 租期和归还
 - 退租条款和性能条款
 - 货物装卸
- 提货单问题精选
- 装卸货时间和滞留费注意事项
- 赔偿保证书
- 纠纷解决
- 新的会计核算规则变更建议

专题研讨会主持人:



Gerald Yee (余文浩)的海商法从业经验兼具航运诉讼和非诉领域。其办理过的航运诉讼案件包括海事强制执行, 货损索赔诉讼, 特别是为知名石油企业代理解决的争议案件, 海运契约, 海事保险和涉及船舶赔偿协会的案件。在非诉讼案件方面, Gerald有丰富的航运融资, 船舶买卖和船旗注册变更等事务的工作经验, 为客户提供船舶租赁合同、船舶管理及船员合同等方面的法律咨询。Gerald接受过大量新加坡的出庭案件, 也深谙伦敦和新加坡的仲裁程序。Gerald能说流利的英语、普通话、粤语和闽南语。

Day One • Monday, 28 November 2011

8.55 **Chairman's Opening Remarks**

Fred Doll, *Managing Director, Doll Shipping Consultancy*

9.10 **China's Economic Outlook and Implications of the 12th Five-Year Plan**

- Industries for growth and development
- Government incentives
- Implications for trade

9.40 **Key Policies and Initiatives to progress the Chinese Shipping Industry**

- Policies and future plan in port development
- Future outlook on China's shipping industry

Luo Ping, *Head of Transportation Planning Division, Institute of Comprehensive Transportation, National Development and Reform Commission of China*

10.10 Networking Tea break

STATUS QUO OF CHINA'S FOREMOST DRY BULK COMMODITIES

RAW MATERIALS DEMAND ANALYSIS ROUNDTABLE

10.40 **Will seaborne quantity increase enough to utilize the massive Capesize fleet?**

- Would it be helped by iron ore?
- Forecast for metallurgical coal
- Can it be impacted by steam coal?

Daisy Gang, *Senior Freight Analyst, BUNGE International Trading (Shanghai) Co Ltd.*

Capt. R. Raghunath, *Executive Vice President, Noble Chartering Ltd.*

Vijay Singh, *China Country Head, JSW Ispat Industries Ltd*

Facilitator: Yuichi Uemoto, *General Manager of Shipping Project Office, Ferrous Raw Materials Division, Mitsubishi Corporation*

11.20 **Essential Dry Bulk Commodities for China: Steel, grain and oilseeds**

- Self-sufficiency versus trade: Key issues
- Steel: Export and import trends
- Grain and oilseeds: Seaborne trade in the big picture
- Outlook

Fred Doll, *Managing Director, Doll Shipping Consultancy*

12.30 Networking Lunch Break

DRY BULK SHIPBUILDING AND INFRASTRUCTURE IN CHINA

2.00 **China's Shipbuilding Industry and Its Impact on Global Dry Bulk Trade**

- Order book update at Chinese shipyards
- Challenges of shipbuilding industry
- Impact on domestic and international dry bulk shipping

Liu Wei, *Shipping and Shipbuilding Market Analyst, China Shipbuilding Economy Research Center*

2.40 **China Ship Financing Landscape**

- Domestic demand for dry bulk commodities and vessels
- Government regulations on ship financing
- Current available funds
- Foreign and Sino-foreign leasing

Dr. Jonathan Beard, *Managing Director, GHK Consulting*

3.20 Networking Tea Break

3.50 **Expansion Plan: Port Capacity and Future Investment in Major Dry Bulk Ports in China**

- Reviewing current and future Chinese bulk handling ports and terminals
- Catering to vessel types, DWT throughput and ports capacity planning
- Congestion management – what can industry expect
- Development time frame, government regulations
- Investment and contracting opportunities

Simon Su, *Director and Chief Economist, BMT Asia Pacific Ltd*

4.20 **Financing and Investing in Chinese Dry Bulk Ports and Terminals**

- Current capacity and future expansion plans
- Investment appraisals and major dry bulk terminal locations
- Option to lease
- Alternative sources of funds

Angela Lau, *Head of Shipping Finance, Bank of China (Hong Kong) Limited*

5.00 End of Conference Day One

请访问 www.drybulkreview.com 查看中文版的完议程。

Day Two • Tuesday, 29 November 2011

8.55 Chairman's Opening Remarks

Fred Doll, *Managing Director, Doll Shipping Consultancy*

GLOBAL DRY BULK TRADE

9.10 International Dry Bulk Drivers

- Commodity markets and trade lanes
- Key indicators for Ship Operators
- Outlook for 2012 and beyond, is there a positive note?
- Challenges and opportunities

ANALYST ROUNDTABLE

9.40 Key Market Characteristics Shaping the Dry Bulk industry

- Economic scenario on dry bulk market
- Vale's supply chain strategy and market price sentiments
- Likely supply/demand and price scenarios
- Bullish or Bearish, an Analyst's view

Ian Roper, *Commodity Strategist, CLSA*

Janet Lewis, *Regional Head of Industrials & Shipping Research - Asia, Macquarie Capital Securities Ltd*

More panelists to be confirmed

10.10 Networking Tea break

10.40 Dry bulk Trade beyond China

- Who is buying what?
- Identifying and securing cargo in Dry bulk markets
- Growth markets and regions
- Global seaborne grains trade and updates from the Black Sea Region

Zou Junshan (邹俊善), *Deputy Head of Shipping & Logistics China, IMC Pan Asia (China) Management Co., Ltd*

11.20 Dry Bulk Shipping Review of India's Iron Ore and Coal Market

- India's economic growth
- Iron ore and coal demand
- Projected exports and imports for the Indian market
- Port capacities, constraints, and implications for shipping
- Supermax and handymax: Challenges and opportunities

Capt. Gopal Srinivas, *General Manager, Bulk Operations, SAMSARA SHIPPING PVT LTD*

12.30 Networking Lunch Break

FREIGHT RATE OUTLOOK & RISK MANAGEMENT

2.00 The Baltic Market Dry Index Forecast

- Price transparency
- Counterparty anonymity
- Increased liquidity
- Flexible ways of working with your broker
- Straight through processing to clearing
- Clearing house choice

Senior Representative, the Baltic Exchange

PANEL DISCUSSION

2.40 Forecasting Trends in Day Rates for Dry Bulk Commodity Shipping

- Changing Economic indicators for freight rates
- Oversupply, and the extent of implications
- Vessel classes of the future
- Predicting charter rates to 2015

Arun Balakrishnan, *Sr. Vice President (Global Head: Shipping and Logistics), OLAM International*

More panelists to be confirmed

3.20 Networking Tea Break

3.50 Exchanging Exchanges' View on Dry Bulk Commodity Index

- BDI and the size specific factors
- Derivatives Vs. physical market challenges
- Vessel supply effects on Index

Kenneth Ng, *Vice President Commodities, Singapore Exchange*

Zhang Ye, *President and Party Committee Secretary, Shanghai Shipping Exchange*

Senior Representative, the Baltic Exchange

4.20 Trading Dry Bulk FFAs

- The FFA trade market understood
- OTCs versus Regulated exchanges
- Derivatives Vs. physical market challenges
- Case Study

Kerry Deal, *Director, Clarkson SL (Asia) Ltd*

4.40 Innovative Bulk Material Handling Equipment

Sanjeev Mathur, *Country Manager, Bulk Logistic Landmark*

5.00 End of Day Two

Post Conference Workshop • Wednesday, 30 November 2011 • 9am to 5pm

Dry Bulk Charterparty Agreements

Pitched at ship owners, charterers, brokers and ship operators, this full day workshop will put the spotlight on charterparty contract negotiation and administration. Key clauses will be focused upon, with extensive use of case studies to exemplify the common problem areas and disputes that occur. In addition, the proposed rule changes for financial accounting of leases will also be discussed.

- Voyage Charters
 - Shipowner and charterer duties
- Time Charters
 - Duration and redelivery
 - Off hire clauses and performance terms
 - Cargo operations
- Select issues in Bills of Lading
- Laytime and Demurrage considerations
- Letters of indemnities
- Dispute resolution
- New accounting rule change proposals

About the Workshop Leader:



Gerald Yee, Senior Associate
Email: gerald.yee@incelaw.com

Gerald's practice straddles both contentious and non-contentious shipping work. His portfolio of contentious shipping work includes admiralty enforcement, litigation of cargo claims in particular oil and gas disputes for well-known oil majors, contracts of affreightment, marine insurance, and P&I matters. On the non-contentious front, Gerald has handled ship finance, ship sales and purchases, registration change of flag matters, advice on charterparties, ship management and manning agreements. He has handled many cases before the Singapore courts as well as being experienced in handling arbitration proceedings in London and Singapore. Gerald speaks English, Mandarin, Cantonese and Fujian.



Countdown to leasing rule change

Owners continue to protest the inclusion of time and voyage contracts on balance sheets, but could it protect investors from exposure to bankruptcies such as Korea Line?

Should time and voyage charter contracts be treated as financial leases and therefore included on balance sheets as assets and liabilities? Two of the world's most august accounting bodies think so, and are poised to change lease accounting to reflect this view.

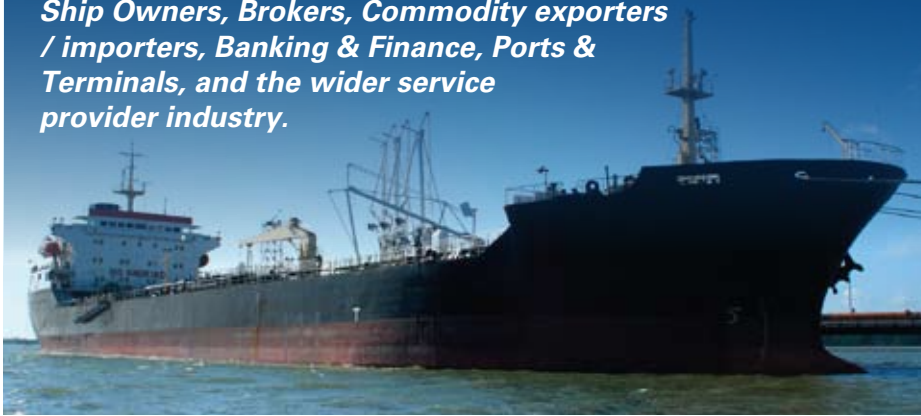
18 April 2011
www.loydslist.com

请访问 www.drybulkreview.com 查看中文版的完议程。

Global seaborne dry bulk trade will continue expanding during 2011 and 2012. China remains the driving force with its rapid urbanization, and the 12th Five Year Plan highlights a range of initiatives that will spur demand for steel products. Iron Ore is clearly here to stay, but the question is, how much certainty it will bring to the Dry Bulk industry.

From the order book outlook to freight rate forecast, iron ore and coal, grains and fertilizer, the 11th International Dry Bulk Review will offer comprehensive updates from the market that matters – China.

The only international event in China for the Dry Bulk Industry, this is a must attend for Ship Owners, Brokers, Commodity exporters / importers, Banking & Finance, Ports & Terminals, and the wider service provider industry.

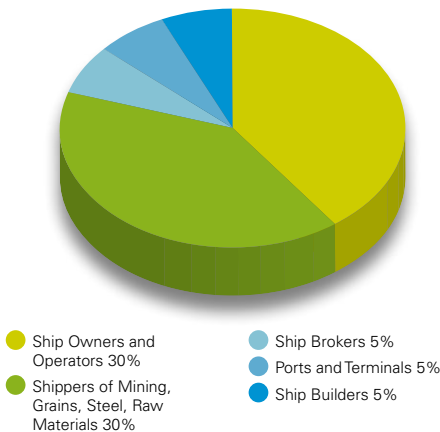


7 REASONS TO ATTEND!

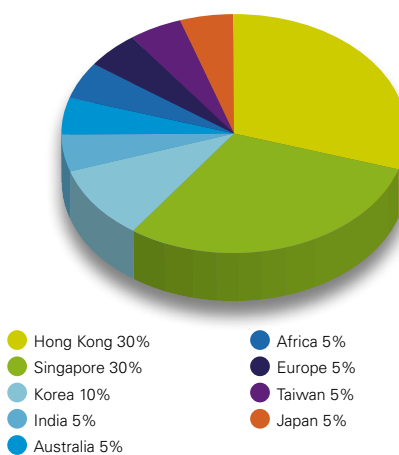
- > **Hear from decision makers** in the China Iron Ore and Coal industry
- > **China's Agri Commodity** trade outlook and implications
- > Get an in **depth appraisal of Freight Rates** to better manage your shipping strategy
- > Be on **top of the range of issues** driving the Dry Bulk Industry – specific demand markets, Tonnage outlook and trade patterns
- > **Assess Infrastructure development** and congestion management initiatives in China Ports
- > **Shape your Chartering Strategy** for long term benefits
- > **Expert updates** in current dry bulk market sentiments, short, medium and long term outlook, opportunities and challenges

WHO WILL YOU MEET?

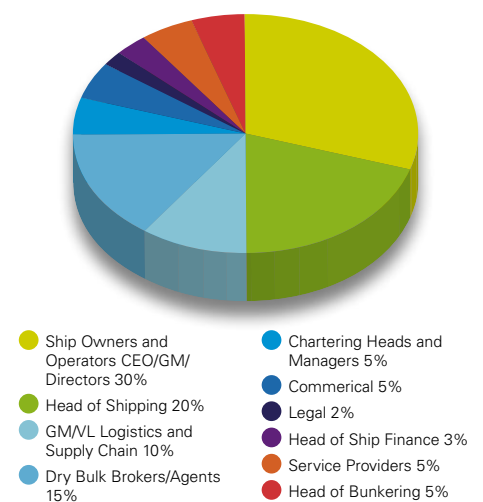
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BY REGION



KEY DECISION MAKERS AND TOP LEVEL EXECUTIVES



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- Generate high quality leads from extensive networking opportunities

For more information, please contact Jonathan Kiang at +65 6508 2471 or email jonathan.kiang@ibcasia.com.sg to discuss opportunities for your company.