



The 11th International FUJAIRAH BUNKERING & FUEL OIL FORUM (FUJCON 2019)

*New Horizons: The Future Fuel Landscape &
IMO Solutions & Alternatives*

FUJCON 2019

25 – 27 March 2019, Al Diar Siji Hotel, Fujairah, UAE

Under the Patronage of
His Highness Sheikh Hamad Bin Mohammed Al Sharqi
Member of the UAE Supreme Council and Ruler of Fujairah

DAY ONE: MONDAY, MARCH 25, 2019

1700 FUJCON Pre-Registration

1900 Opening Reception hosted by

S&P Global
Platts

DAY TWO: TUESDAY, MARCH 26, 2019

0800 Registration and Coffee

0900 - 1050 **Official Opening & Keynote Addresses**

With the Presence of



HH Sheikh Mohammed Bin Hamad Bin Mohammed Al Sharqi



HH Sheikh Saleh Bin Mohammed Bin Hamad Al Sharqi, Chairman of Department of Industry & Economy Fujairah & Chairman of Port of Fujairah

Opening Remarks by Conference Chairman



- **Mr Mohammed Obaid Bin Majed Al Aleeli**, Director General, Fujairah Department of Industry & Economy, Government of Fujairah & Board Member, National Bank of Fujairah, UAE

Welcome Address



- **Dr Mohammed Saeed Al Kindi**, Chairman of the FUJCON Steering Committee

Keynote: State-of-the-Global Oil Market Outlook



- **Dr Fereidun Fesharaki**, Chairman, FGE

Keynote: State-of-the-Global Fuel Oil/Bunkering Outlook



- **Mr Mike Muller**, Director, Vitol Group, UK

IMO Keynote: Overview of IMO's Drive Towards 2020 Sulphur Limits & Consistent Implementation



- **Dr Edmund Hughes**, Head, Air Pollution & Energy Efficiency, Marine Environment Division, International Maritime Organisation, UK

1050

Question & Answer

1100

Coffee Break hosted by



Session I: THE SHIPPING OUTLOOK: BUILDING INDUSTRY OPPORTUNITIES

1130



Chair: Mr Dragos Rauta, Technical Director, Intertanko, UK

Lead
Speaker:



- **Mr Ali Shehab**, Deputy CEO Fleet Operations, Kuwait Oil Tanker Company, Kuwait

Panel:



- **HE Khamis Juma Buamim**, Founder & Chairman, KB Investments & Chairman Dubai Council for Marine & Maritime Industries, UAE



- **Mr Fareed Al Jaber**, VP, Supply Chain Division, ADNOC Refining, UAE



- **Mr Eddie Gauci**, Global Head, BP Marine, Australia—



- **Mr Peter Norfolk**, Editorial Director, Global Shipping & Freight, S&P Global Platts, UK

Discussion Points:

- Outlook for the Tanker Market – trends between global seaborne trade, shipping fleet and bunker demand
- IMO 2020 considerations – readiness in modifying ships or considering newbuilds, coping with compliance/availability of supply/refineries' response
- Should shipowners be imposing a bunker adjustment factor to deal with 2020 fuel related costs? Will they succeed?
- Shipping trends -consolidations/alliances, competition and digitization

1215

Conference Luncheon I hosted by



Session 2: IMO 2020 MANDATE & IMPLEMENTATION

1400



Co-Chairs:

Ms Unni Einemo, Director & IMO Representative, IBIA



Mr William Tan, Vice President, Miyabi Industries Pte Ltd, Singapore

Panel:



➤ **Capt Mohamed Al Ali**, SVP Ship Management, ADNOC Logistics & Services, UAE



➤ **Eng Moain Alzoubi**, Marine Transport Expert, Federal Transport Authority, UAE



➤ **Mr Grant Hunter**, Head of Contracts & Clauses, BIMCO, Denmark



➤ **Mr Ara Barsamian**, President, Refinery Automation Institute LLC, USA



➤ **Mr Thomas Olney**, Consultant, FGE, Singapore

Discussion Points:

- Expected uptake of scrubbers, 0.5% S fuels for 2020 compliance and new vessel builds
- Using 'trusted suppliers' for compliant fuels – what are options if they are not present at every port?
- Enforcement of 2020 regulations - role of federal port authorities, port states & IMO guidelines
- BIMCO 2020 bunker clause
- ISO 8217 2017 Specifications: Challenges for 2020 Implementation
- Blend components for IMO 2020 compliance

Session 3: MARINE FUEL QUALITY, SPECIFICATIONS, LOGISTICS & HANDLING: CONSIDERATIONS FOR A MULTI-FUEL FUTURE

1500



Chair: Mr Timothy Cosulich, CEO, Fratelli Cosulich, Italy

Panel:



➤ **Capt Zarir Irani**, CEO, Constellation Marine Services LLC, UAE



➤ **Mr William Tan**, Vice President, Miyabi Industries Pte Ltd, Singapore



➤ **Mr Rohit Tuli**, Head, BP Marine Middle East, UAE



➤ **Mr Naeem Javaid**, Global Operations Manager FOBAS, Lloyds Register EMEA, UK



➤ **Mr Saliya Wickramasuriya**, Advisor to CEO, Hambantota International Port Group, Sri Lanka



➤ **Mr Bernard Yee**, Director, Resource Law LLC, Singapore

Discussion Points:

- Logistics and handling different grades of fuels
- Testing protocols for compliant fuels
- Cleaning of tanks and how meters are to be calibrated
- Are separate barges required if different grades of fuel are being delivered?
- Importance of on-board fuel management
- Impact on sampling procedures
- Contamination and shortage claims during bunker intake
- Fuel stability & compatibility for diverse fuel formulations
- New approaches in managing 2020 bunker fuels

1600

Coffee Break

Session 4: FUJAIRAH DEVELOPMENTS-STRATEGIES FOR SUSTAINING GROWTH

1630



Chair: Mr Martijn Heijboer, Business Development Manager, Port of Fujairah, UAE

Panel:



➤ **Capt Mousa Morad**, Managing Director, Port of Fujairah, UAE



➤ **Dr Salem Khalil**, Technical Advisor, Government of Fujairah, UAE



➤ **Capt Salem Al Hamoudi**, Director, Fujairah Oil Industry Zone, UAE



➤ **Capt Mayed Alameiry**, Deputy Harbour Master, Port of Fujairah, UAE



➤ **Mr William List**, Manager, Fujairah Oil Tanker Terminals, Port of Fujairah, UAE



➤ **Mr Malek Azizeh**, Commercial Director, Fujairah Oil Terminal FZC, UAE



➤ **Ms Maha Abdelmajeed**, Commercial Manager, VTTI Fujairah Terminals Ltd FZC, UAE

Discussion Points:

- Fujairah Port handling facilities
- Latest developments in FOIZ and blockchain Implementation in Fujairah
- Ship-to-ship LNG facilities in Fujairah
- Fujairah refinery & low sulphur fuels
- Other recent commercial developments and new players

1715

Close of Day One

2000

Conference Dinner hosted by
At Novotel Hotels & Resorts, Fujairah



أكرون للتجارة والمواصلات
AKRON TRADE AND TRANSPORT

0900 Session Chairman's Opening Remarks

Session 5: TRADING/RISK MANAGEMENT & OIL STORAGE – DEVELOPMENTS & GROWTH METHODOLOGIES

0900  **Chair: Mr Dave Ernsberger, Global Head of Energy Pricing & Co-Head of Content, S&P Global Platts, UK**

Panel:



➤ **Mr Cem Saral**, Group CEO, Cockett Marine Oil, UAE



➤ **Mr Christopher Wood**, Managing Director, Uniper Energy DMCC, UAE



➤ **Mr Henry Lancaster**, Head of Marine Fuels, East of Suez, Glencore, Singapore



➤ **Mr Sean Burgin**, Senior Purchaser, Glander International Bunkering, UAE



➤ **Mr Robert Braithwaite**, Marine Sales Manager, PetroChina International (Middle East) Co Ltd, UAE

Discussion Points:

- Demand outlook for fuel oil/increased demand for gasoil and gasoline
- Managing market information for risk and decision making
- Potential paper trading based on Fujairah benchmark pricing
- Evolution & business model for fuel terminals
- Consolidations and alliances – what impact might this have on forward buying of bunkers?

Session 6: The Potential of LNG As A Marine Fuel

0945  **Chair: Capt Walter Purio, CEO, LNG Marine Fuel Institute, Australia**

Panel:



➤ **Mr Laurant Wetemans**, General Manager, Shell LNG Marketing & Trading, Shell International BV, Netherlands



➤ **Ms Natalia Zubenko**, Business Development Manager, GTT, France



➤ **Mr Peter Keller**, Chairman, SEA/LNG Ltd, UK

Discussion Points:

- Pricing & availability
- Outlook for demand – growth of LNG fleet
- LNG bunkering infrastructure and market demand: GBS, satellite storages, bunkering barges, LNG as fuel vessels
- New ISO standards for safe bunkering – ISO 20519:2017
- LNG transference infrastructure – what are the options?
- A collaborative approach to understanding opportunities

Session 7: LEGAL UPDATES FOR BUNKERING


1100  **Chair: Mr Alessandro Tricoli**, Senior Partner, Fichte & Co, UAE


Panel:

-  ➤ **Mr Adrian Chadwick**, Partner, Hadeff & Partners LLC, UAE
-  ➤ **Mr Matt Stanley**, Head of MENA, Starfuels, UAE
-  ➤ **Mr Gunnar Kjeldsen**, Business Development Manager, Bureau Veritas, Norway
-  ➤ **Mr K.K.Jayarajan**, Deputy General Manager, Al Fujairah National Insurance Company, UAE

- Discussion Points:**
- Mitigation of risks and how to protect yourselves - OW Bunker & court rulings in several jurisdictions/cross-border insolvencies and embargoes
 - Protective clauses and maximum limit of parties' liabilities
 - 2020 enforcement legal issues
 - Standard clauses for responsibilities & liabilities in providing appropriate fuel & potential for non-compliance
 - Legal framework required for low flashpoint diesel

1145 Conference Closing Remarks

-  • **Mr Mohammed Obaid Bin Majid Al Aleeli**, Director General, Fujairah Department of Industry & Economy, Government of Fujairah & Board Member, National Bank of Fujairah, UAE

1200 Conference Luncheon II hosted by 

1430 Offshore Anchorage Site Visit hosted by 