



ASIA PACIFIC MARITIME 2012

WORKSHOP SERIES

14TH - 16TH MARCH 2012
SANDS EXPO & CONVENTION CENTRE,
MARINA BAY SANDS, SINGAPORE

*This Workshop Series is
Brought To You By :*

KNOW|edge

group of companies

www.knowledgegroupco.com

Exhibition Organizer :

 **Reed
Exhibitions**



www.knowledgegroupco.com

KNOWLEDGE GROUP IS PROUD TO PRESENT THE WORKSHOP SERIES IN CONJUNCTION WITH **ASIA PACIFIC MARITIME 2012**. THIS YEAR'S **ASIA PACIFIC MARITIME** WILL BRING TOGETHER TWO INTERNATIONAL AUTHORITIES FROM THE EMERGING MARITIME WORLD IMPARTING THEIR EXPERTISE AT DIFFERENT WORKSHOPS.

Bringing Together Industry Experts as Your Workshop Leaders:



ALAN MCCARTHY
Eurofin Group



JON STEWART
International Maritime
Technology Consultants



ASIA PACIFIC MARITIME 2012

14th – 16th March 2012 | Sands Expo & Convention Centre, Marina Bay Sands, Singapore

WORKSHOP A | 14th & 15th March 2012

Ship Financing & Investment Masterclass

WORKSHOP B | 16th March 2012

The Future Alternative Sources of Funding



Following the drastic reduction of bank loan capacity in Western Europe and the USA for international shipping projects, Banks in S. E Asia, China and the sub-continent will inevitably be asked to step in and fill the funding gap. Shipping is a very specialised lending activity and it is important to understand the key drivers of shipping investment, the associated risks and the management and control of complex loan and equity structures. Attendees will be able to:

- Learn about alternative sources of raising loan and equity capital
- Gain an insight into the availability of alternative sources of funding in the curtailed market
- Examine current trends in debt finance restructuring
- Consider the developments in Chinese banks as a financing source
- Understand banks' credit and risk assessment procedures
- Unravel some of the mysteries of complex loan documentation
- Explore current trends and solutions to problem shipping loans

Workshop Facilitator: Alan McCarthy, Consultant ,Eurofin Group

In 2012 Alan McCarthy will celebrate 40 years as a shipping financier and since 1972 he has worked with established international shipping finance banks and institutions. In 1977 he joined Oceanic (now the Tufton Oceanic Group) as one of the founding members. He held various positions up to Director level, including head of marketing and loan administration. A spell as the Group's General Manager in Bermuda provided the opportunity to undertake marketing activities in North America. During the 1990's Alan was responsible for the development of new business in the newly opened markets of Central and Eastern Europe, starting with Poland in the West, and stretching to Vladivostok in the East.

More recently he has advised shipping banks in conjunction with a specialised advisory company on the development and marketing of cutting edge credit risk modelling products that enable them to implement the strict capital adequacy requirements being imposed by the New Basel Capital Accord, from individual transactions up to full portfolio analysis.

In 2006, Alan became a consultant to the Eurofin Group one of the world's largest independent maritime advisory companies that has successfully placed \$20 billion of shipping loans for its clients. His wide ranging brief is to develop Eurofin's maritime business activities in new areas where the emphasis has been primarily directed to the emerging markets of Central and Eastern Europe, but has also included advisory services to banks on impaired shipping debt and the development of non-banking financing sources.

Over the years Alan has been a speaker at many international shipping conferences, has contributed articles to the international shipping press and has regularly undertaken tutorials and seminars at the prestigious Lloyds Maritime Academy in London.

WORKSHOP OUTLINE

SHIP FINANCING & INVESTMENT MASTERCLASS

WORKSHOP A | 14th – 15th March 2012

Historic Perspective of Sources of Capital for the Shipping Industry

- Owners equity
- Bank Loan Capital
 - Market size
 - Major players
- Export Credit Agencies
- Tax incentivised structure (Kg & Ks)
- Capital Markets
 - Share Issues (IPO)
 - Debt Issues (Bonds)
- Government incentives
 - Tonnage tax

Market Dynamics – Factors affecting Lending and Investment Decisions

- Volatility & Cyclicity of earnings and values
 - Ship Values
 - Ship Earnings
- Supply & demand inputs
- Availability of Loan Capital
 - Bank liquidity issues
- Ship evolution
 - Changing trade patterns
 - Obsolescence
- Regulation
- External risk factors

The Shipping and Finance Markets – Current Market Conditions and Outlook

Throughout 2011 the shipping industry suffered some serious downturns in the major sectors, wet and dry bulk and containers. Weak economic growth and problems of over-supply have been important factors. At the same time major economies, notably those in Europe staggered from crisis to crisis resulting in serious liquidity issues within the major European banks, many of whom have been the mainstay of ship lending activity. Where are we now and what does the medium term future hold?

Investments in Shipping – An Owner's Perspective

- Asset type, condition, age, quality
- Timing
- Reason – Replacement, renewal, growth?
- Trading pattern
- Budget
- Liquidity
- Risks

Shipping Finance – Basic Concepts

- Traditional Loan Structures - 2nd Hand Vessels
 - Loan to Value ratios
 - Tenors
 - Repayment
 - Pricing
 - Typical loan security package
 - Covenants, undertakings
 - Client accounts and deposits
- Bilateral, Syndication and Club Deals
- Traditional Loan Structures – Newbuildings
- Financing during construction
- Security for construction financing
 - Refund Guarantees
 - Post delivery – variations/similarities with 2nd hand financing

Bankers - Borrower Relationship

What does a bank look for in a Borrower? How should a Borrower present a project? How does the loan negotiation process work? What should a borrower expect from his bank?

Shipping Finance – Risk Analysis – (Part 1)

- Customer risk -KYC
 - Selecting a Borrower
 - History & Track record
 - Integrity
 - Financial strength
 - Corporate
- Asset risk
 - Ship type
 - Sale and purchase liquidity
 - Age and condition
 - Flag and Class
 - Legal risk
 - Mortgage
 - Register and enforceability
 - Priority
 - Insurance
 - Assignability
 - Underwriting security
 - Terms
 - Earnings
 - Assignability
 - Counterparty risk
 - Political risk

WORKSHOP OUTLINE

SHIP FINANCING & INVESTMENT MASTERCLASS

WORKSHOP A | 14th – 15th March 2012

Shipping Finance – Risk Analysis – (Part 2)

- Market risk
 - Cyclical risk
 - Fleet age profile
 - Employability and revenue generation
 - Chartering
 - Contracts
 - Liner
 - Pool

Shipping Cost Analysis

- Operating cost elements
- Voyage costs
- Liquidity reserves

Cash Flow Analysis – Project

CASE STUDY 1

- Create and evaluate a cash flow model for a defined project
- Input assumptions
- Highlight risk factors
- Reality checks

CASE STUDY 2

- Adapt model for newbuilding cash flow analysis

Cash Flow Analysis – Corporate

CASE STUDY – 3

- Incorporating Project Cash flow into corporate profile

Typical Loan Documentation

- Loan agreement
- Mortgage
- Assignments
- Share Pledge
- Corporate Guarantees
- Personal Guarantees

Loan Portfolio Management

- Performance monitoring
- Covenant compliance
- Sectorial management
- Market trends
 - Values
 - Earnings
 - Ship design
 - Ship obsolescence
- Portfolio liquidity
- Portfolio specialisation
- Capital Adequacy
- In-house expertise
- Outsourced expertise

Impaired Debt Management

- Early warning signs
 - Market indicators
 - Client indicators
- External influences
- Default
 - Rescheduling possibilities
 - Foreclosure possibilities
- Process, Law and Jurisdiction
 - Considerations of arrest and foreclosure
 - Third party creditors
 - Lenders' rights and responsibilities

CASE STUDY – 4

A specific distressed debt situation will be presented and options considered to achieve the outcome that maximises recovery and minimises loss

Who Should Attend

Credit and financial analysts, portfolio managers, credit officers, corporate bankers, commercial bankers, risk managers and analysts. Ship owners, senior management & executives in shipping companies, bankers, maritime lawyers, shipping consultants, ship financiers, ship builders, marine advisors, marine consultants, government agencies, shipping associations, investors.

WORKSHOP OUTLINE

THE FUTURE ALTERNATIVE SOURCES OF FUNDING

WORKSHOP B | 16th March 2012

Introduction – are alternatives needed?

This session will look at the global market requirement for shipping finance and investment, compare the historical traditional sources with anticipated future requirements and identify the gap between the supply and demand for funding.

The future role of shipping finance banks

Which banks have been the most active in the shipping finance sector? Will they have the resource and desire to maintain their market positions? Where are the new entrants and how will they develop their portfolios? Will traditional shipping finance continue to play a dominant role in the funding of the shipping industry?

Chinese and S.E. Asian Banks

There has been substantial commentary on the increasingly important role of Chinese and regional banks. As the Chinese economy continues its surge towards global leadership and its maritime industries increase market share, will the Chinese banks continue to focus on domestic business or expand into the international arena. Who are the major Chinese bank players, what do they expect from potential borrowers and how do their lending techniques differ from their European and USA based counterparts? Are Chinese banks subject to political factors that influence their lending activities? Will regional banks in S.E. Asia develop international finance portfolios?

Subordinated (Mezzanine) Debt

Does mezzanine debt have a significant role to play in bridging the gap between traditional senior lending and the increasing demand on equity? How should subordinated debt be priced and what additional risk factors need to be considered.

Islamic Funding

This session will provide an introduction to Islamic Funding techniques and will comment on its future role within the shipping sphere.

Private Equity

Several Private Equity funds have taken significant investments in a limited number of shipping companies and projects and others have expressed a desire to enter the market. What does a private equity investor look for? Does Private Equity focus on long term business development or is it more interested in short term gains derived from the acquisition of distressed assets.

Capital Markets

Capital markets are comparatively recent entrants into the ship investment sector. A rarity at the start of the 1980's the market capitalization of the listed shipping companies represents several billions of dollars. What type of shipping companies will be able to list via an IPO, and once listed, do follow-on issues minimise the requirement for debt finance. Does the cost of listing and the strict regulatory environment outweigh the benefits? This session will look at both public equity through stock listings and public debt through bond issues.

Who Should Attend

Credit and financial analysts, portfolio managers, credit officers, corporate bankers, commercial bankers, risk managers and analysts. Ship owners, senior management & executives in shipping companies, bankers, maritime lawyers, shipping consultants, ship financiers, ship builders, marine advisors, marine consultants, government agencies, shipping associations, investors.

WORKSHOP C | 14th & 15th March 2012

Ballast Water Treatment Solutions and the Challenges of Implementation

WORKSHOP D | 16th March 2012

Management of Water and Sediment from Drydocks



Ballast Water Treatment has become one of the leading environmental concerns facing the shipping industry. With the IMO Convention nearing ratification and entry into force, owners and builders must begin implementing strategies to deal with the realities of ballast water management systems onboard. With new requirements on an international and regional basis emerging, proper planning and strategies for newbuilds and retrofits is critical. Get information from one of the world's leading experts on the subject to help you prepare.

Benefits of attending / Why Attend

- Get current insights into trends in the BWT market
- New insights on industry trends and developments
- Hear from authorities about intentions and programs
- Understand the impacts on fleet and operations
- Increased awareness for strategic business planning

Workshop Facilitator: Jon Stewart, President, International Maritime Technology Consultants

Mr. Stewart is the President of International Maritime Technology Consultants, Inc. After co-founding two maritime service and technology companies, he formed the consultancy in 2005, offering consulting services to government and industry with a specialization in the fields of ballast water and air emissions.

In addition to consulting work with various ship owners, ship operators, test facilities and technology developers he acts as a technology industry conduit to a variety of governmental and regulatory bodies. He has served on the US delegation to the International Maritime Organization as a technical advisor on ballast water issues for the last 6 years. He provides technical insight to the US EPA VGP program, and participates in the US EPA ETV workshops and is a member of the technical advisory board for the State of California Lands Commission.

WORKSHOP OUTLINE

BALLAST WATER TREATMENT SOLUTIONS & THE CHALLENGES OF IMPLEMENTATION

WORKSHOP C | 14th – 15th March 2012

This workshop will focus on the latest trends in BWT technology development, 2nd generation systems, new technology and new companies in the market. This is aimed at providing ship owners/operators and shipbuilders with the information they need to select the most appropriate long-term system solutions to meet the IMO Ballast Water Convention as it approaches entry into force.

The Regulatory Framework

- IMO Developments and Status of the Convention
- US Rules and Market Implications
- Other Regional Requirements
- GloBallast Activities

Timing and Strategies In Response to Regulations

- How to Plan for Newbuildings
- Retrofits – When and HOW
- Make Space or Fit Equipment?
- IMO or US - Regulatory Uncertainty and Effect on Decision Making

Technology Overview

- Update on Type Approved Systems
- Emerging Technologies
- Generation 2 Systems
- What About Filtration? Is it the Weak Link?

Considerations for System Selection

- Is TA Enough Information to Make Purchase Decisions?
- What Technology for My Fleet – The Practical Considerations
- Supplier or Partner – What Companies Can Deliver?
- Are type approvals equivalent?

Implementation Challenges – Project Management

- What Resources Are Required? Owners, Class, and Vendor
- The Retrofit Challenges
- Survey and Installation Concerns
- Is Integrated Project Management the Answer?

After Installation – Operational Demands

- Crew Training and Expertise?
- O&M – How Much Do We Know?
- Self Cleaning Filters – Will They Affect Ballast and Cargo Operations
- Spares and Service – What Are the Realities from New Suppliers?

Compliance – The IMO Considerations

- Guidance from IMO – Status of the Guidelines
- MEPC or FSI – Who has Responsibility?
- Inspection or Sampling - What to Expect
- Can IMO Guidelines Create Uniform Implementation?

Regional Compliance Issues – Understanding the Challenges

- Flag States and National Requirements
- The US – Federal and State Programs
- Will there be a Harmonized Approach to Inspection and Testing for Compliance?
- Potential for Abuse

Management and Responsibilities for Reporting and Record Keeping

- Manual and Automated Record Keeping
- Will Automated Reporting Be Accepted as a Compliance Tool?
- How Much Information? Operations or Performance?
- Automated Record Keeping – What Is Possible and What Are the Issues?

Port State Control Measures – Sampling for Compliance

- Practical Considerations for Sampling During Cargo Operations
- Is Indicative Sampling Enough for PSC Action?
- How Reliable are the Techniques and Methods?
- After Sampling? What Happens Next?

Impacts on Finance

- Large Capital Expenditures for New Equipment – Where Will the Money Come From?
- Can Costs Be Passed Through?
- Is Charter Preference a Reality? Port Fee Reductions and Concessions
- Marketing Sustainable Operations

Summary and Interactive Session

- Summary of Events
- Open Forum Discussions
- Conclusion of Session

Who Should Attend

Owners, operators and managers of from all ship sectors; personnel responsible for equipment purchase, installation, maintenance and repair; fleet and technical managers and superintendents; marine engineers, naval architects, shipbuilders and ship repairers; regulatory bodies.

WORKSHOP OUTLINE

MANAGEMENT OF WATER AND SEDIMENT FROM DRYDOCKS

WORKSHOP D | 16th March 2012

This workshop will focus on the necessity for shipyards to meet ever increasing regulation of the discharges from drydocks associated with daily operations

Regulations – Current and Anticipated

- Drydock Ballast – Is it Subject to the Convention?
- What are the Sediment Requirements?
- Regional Issues
- Paints and Metals – A Separate Reality

Ballast Water and Tank Residues

- Residual Ballast Water Requirements
- Sediment Management Options
- Shore Based Treatment – Is it an Option?
- Drydocks as Ballasted Vessels

Other Pollutant Discharges of Concern

- Antifouling Paints and Metals
- Shipboard Wastewater
- Oily Water Issues
- Solid Wastes

Best Management Practices for Compliance

- What are BMPs for Sustainable Operations
- Development of BMP's
- Can regional Requirements be Developed Using BMP's as the Basis

Sustainable Operations

- Not Just a Policy – A Reality
- Training and Buy In of Personnel
- Business and Practical Considerations
- Are Sustainable Operations Possible in the Current Economic Climate?

How to Market the “Green Shipyard”

- Is there a “Green Advantage” ?
- Will a Customer Pay More for Sustainable Efforts?
- Can a Green Status be Recognized and Branded?
- Government and Regulatory Concessions

Who Should Attend

Owners, operators and managers of from all ship sectors; personnel responsible for equipment purchase, installation, maintenance and repair; fleet and technical managers and superintendents; marine engineers, naval architects, shipbuilders and ship repairers; regulatory bodies.

“According to the Ballast Water Convention, the International Maritime Organisation (IMO) has set Ballast Water Exchange Standard, D1 and Ballast Water Performance Standard (BWPS), D2. From 2009, vessels follow D1 or D2, though the Regulations are not in full effect. As of February, 2010, 22 countries representing 22.65% of world’s merchant shipping tonnage had ratified the ballast water treaty (Carlton, 2010). As of 31 January 2011, this has increased to 27 countries representing 25.32% of world tonnage (IMO), whereas a minimum number of 30 countries representing not less than 35% of the gross tonnage are required for ratification. The steady increase in ratifications implies urgency in effecting the ballast-water management practices.”



ASIA PACIFIC MARITIME 2012

14th - 16th March 2012 | Sands Expo & Convention Centre, Marina Bay Sands, Singapore

WORKSHOPS

14 & 15 MARCH 2012

Workshop A: Ship Financing and Investment Masterclass

Workshop C: Ballast Water Treatment Solutions & The Challenges of Implementation

16 MARCH 2012

Workshop B: The Future Alternative Sources of Funding

Workshop D: Management of Water and Sediment from Drydocks

TRAINING FEE

1 DAY WORKSHOP
Normal Price SGD 1849
Early Bird SGD 1649

2 DAYS WORKSHOP
Normal Price SGD 3299
Early Bird SGD 2999

COMBO 3 DAYS WORKSHOP
Normal Price SGD 4900
Early Bird SGD 4500

REGISTRATION : SGD

Name: _____

Position: _____

Department: _____ Workshop: _____

Hp Number: _____

Email: _____

Name: _____

Position: _____

Department: _____ Workshop: _____

Hp Number: _____

Email: _____

Name: _____

Position: _____

Department: _____ Workshop: _____

Hp Number: _____

Email: _____

REGISTER BEFORE 15 JANUARY 2012 TO ENJOY EARLY BIRD RATE
Premier value - 10% discount for 3rd and subsequent registration from the same organisation.

Please complete this form immediately and fax this to +603 – 2166 5451

ORGANISATION: _____

ADDRESS: _____

TOWN: _____ STATE: _____

POSTCODE: _____ TEL: _____

FAX: _____ EMAIL: _____

THE INVOICE SHOULD BE DIRECTED TO MR/MS (DEPT):

NAME: _____

EMAIL: _____

NATURE OF BUSINESS: _____

NAME OF AUTHORISING MANAGER: _____

TITLE: _____ DEPT: _____

SIGNATURE: _____

THIS BOOKING IS INVALID WITHOUT A SIGNATURE

METHOD OF PAYMENT:

Bank transfer made payable to:
KNOWLEDGE GROUP OF COMPANIES (S) PTE LTD
Bank Details: **HSBC SINGAPORE**
Hong Kong and Shanghai Banking Corp. Limited
21, Collyer Quay, #01-01
HSBC Building, Singapore 048620
Account Number: **141-706069-001**
Swift Code: **HSBC SGSG**

Please note that payments must be received within 5 days upon issuance of invoice.

TERMS & CONDITIONS

Knowledge Group does not provide refunds for cancellations. For cancellations received in writing more than two (2) weeks prior to the conference you will receive a 50% credit to be used at another **Knowledge Group** event for up to six months from the date of issuance. For cancellations received less than two (2) weeks prior to the event no credits will be issued. In the event that **Knowledge Group** cancels an event, delegate payments at the date of cancellation will be credited to a future **Knowledge Group** event and will be valid for up to six months from the date of issuance. Where **Knowledge Group** postpones an event, delegate payments at the postponement date will be credited towards the rescheduled date. If the delegate is unable to attend the rescheduled event, the delegate will receive a 100% credit representing payments made towards a future **Knowledge Group** event and will be valid for up to six months from the date of issuance. No refunds will be available for cancellations or postponements. However, a complete set of documentation will be sent to you. Substitutions are welcomed at anytime. **Knowledge Group** is not responsible for any loss or damage as a result of a substitution, alteration, cancellation or postponement of an event. Nor will any liability attach to **Knowledge Group** if this event is altered, rescheduled, postponed or cancelled due to unforeseen occurrence. For the purposes of this clause, an unforeseen occurrence shall include, but shall not be limited to: an Act of God; governmental restrictions and/or regulations; war or apparent act of war; terrorism or apparent act of terrorism; disaster; civil disorder, disturbance, and/or riots; or any other emergency. Please note that speakers and topics were confirmed at the time of publishing, however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the Speakers and/or topics. As such, **Knowledge Group** reserves the right to alter or modify the advertised speakers and/or topics if necessary.