

KEY ELEMENTS OF SHIPPING IN SINGAPORE

BI



S E A P R O F

➤ 10 - 12 October 2017 BI NORWEGIAN BUSINESS SCHOOL



Day 1 Tuesday, 10 October 2017

8:00am Registration + morning coffee 'meet & greet' networking

8:45am Course Welcome & Introduction: Ms Ellen Heggelund, Project Manager, BI Norwegian Business School.

9:00am Speaker: Capt Robert Gordon, Managing Director, SeaProf

90% of Everything - introduction to 'Key Elements' & the Business of Shipping.

- International Shipping: "Lifblood of world trade"?
- Major trade routes and current market impact of supply and demand.
- The Shipping "Players": owners, operators/charterers, ship managers, ship/chartering brokers, ship's agents, port & terminals, banks, etc.
- Organisation of a shipping company
- The "Four Primary Markets" and the commercial life cycle of a ship.
- Drivers of Shipping Market Change: past and future.

Case Study/Discussion: What's happening right now in shipping?

- What are your own current roles as shipping "players"?
- What are your views on today's 'shipping critical' issues?
- What technological changes do you see impacting on your current role?

10:30 am Coffee Break

11:00am Speaker: Mr Wilson Foo and Mr Harry Jamieson, Shipbrokers, Fearnleys Singapore

Shipping Markets - current analysis and the shipbroker's forward global view

- Current freight rates, earnings, fleet capacity, scrapping and order books in a still uncertain global economy.
- Is the upswing on the way?
- Trends and future markets.
- Strategies for both survival & growth.

Case Study/ Discussion: What would you be buying now or building for the future?

- Dry bulkers or tankers?
- Containerships? Or something else?

12:30pm Lunch break

1:30pm Speaker: Mr Michael Elwert, Group CEO, Elektrans

Technical Ship Management & Crewing - the ship operation & maintenance function.

- The BIMCO 'Shipman' contract.
- Competence, quality and service excellence.
- Regulatory compliance - ISM & ISPS Codes, the STCW and MLC Conventions.
- Operational mistakes and 'safety barriers'
- Crew recruitment, training and loyalty.

Case Study/Discussion: In-house ship management vs. out-sourced 3rd party management?

- What's best?
- Control and cost/benefit considerations.
- Options and selection criteria.

3:00pm Tea Break

3:30pm Speaker: Capt. Pradeep Desawar, Master Mariner, MSc, MD & Marine Consultant, Gini Maritime Pte Ltd

Commercial Ship Management & Chartering - the principle revenue creator in shipping

- Charter Party types: Time, Voyage and Bare Boat and 'Standard Forms'.
- Chartering features: the parties, orders and positions, negotiations and reply time to agree fixtures.
- Risks and expenses during time, voyage and bareboat charters: who pays for what?

Case Study/Discussion: What is TCE (Time Charter Equivalent)?

- TCE as a revenue assessment tool.
- How to determine TCE and convert it into a freight rate and vice versa

5:00pm End of Day 1

Day 2 Wednesday, 11 October 2017

08:45 am Q & A review of Ship Types and Trades, Capt Robert Gordon

9:00am Speaker: Capt Robert Gordon, SeaProf

Ship Registration, Regulation & Classification – the legal and enforcement framework.

- Function of ship registration & flagging.
- UNCLOS, flag state jurisdiction & obligations.
- IMO Conventions and shipping regulation.
- Ship Classification and the multiple roles of IACS Class Societies.
- Conflicts & the advent of Port State Control

Case Study/Discussion: Flags of Convenience (FOC's) and Open Registers.

- Are they a benefit or a threat to the safety of shipping? What's your view?
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10:30am Coffee Break

11:00am Speaker: Mr Christian Nolting, Director of Shipping Finance Asia Pacific, NORD LB

Essentials of Ship Finance – a banker's perspective.

- The global ship finance markets, current challenges, trends and outlook.
- Sources of finance for shipping companies and the traditional role of bank finance.
- Why is ship finance so challenging? The risk considerations – a banker's view.
- Lessons learned from past shipping cycles and global restructuring.
- Alternative forms of ship finance, vessel valuation methodologies and asset play.

Case Study/Discussion: Evaluation of an application for a ship finance bank loan.

- Factors for consideration and assessment.
 - Would you approve the loan?
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12:30pm Lunch Break

1:30pm Speaker: Mr Dave Wisse, Contracts Manager, SMIT

Ship Casualty Control – Salvage & Wreck Removal Contracts & Operations.

- "No cure, no pay" as the underlying principle of maritime salvage.
- The different types of maritime casualties and emergency responses required.
- Role of the professional salvor and the contracts utilised. e.g. Lloyd's Open Form
- Who ultimately pays for salvage and pollution control and clean-up?
- Wreck removal and the impact of the "Nairobi Convention".

Case Study/Discussion: Review of a developing salvage casualty that turns into wreck removal.

- Casualty assessment, liabilities, contracts and outcomes.
 - Role play and responses as principal parties to the incident.
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3:00pm Tea break "takeaway" & board bus.

3:30pm Speaker: Mr Wong Kok Fai, Training Manager, Kongsberg

Ship Simulator Training & the Human Element (visit to the Kongsberg simulator)

- Problem of the "Human Element" as the cause of 80% of ship casualties.
- Use of ship bridge, engine and other simulators for both training & assessment.
- Demonstration of ship bridge simulator in navigation and manoeuvring mode.
- "Hands on" simulator session to demonstrate situational realism to course participants.

Summary of the simulator experience, discussion and Q&A:

- Which other shipboard situations can be simulated?
 - Can simulators overcome the "Human Element" problem?
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5:00pm End of Day 2 – board bus back to Amara Hotel.

Day 3 Thursday, 12 October 2017

08:45 am **Q & A review of the Human Element issue.**

9:00am **Speaker: Ms Seeba Ann Mathew, Marine Advisory Consultant, DNV GL**

Ships of the Future & Techno 2025 – Green Power, Design Optimisation and Digitisation

- The “no emissions ship”, how far away is this?
- Green Fuel – battery power, hydrogen, LNG
- Design features including hull aeration.
- Digitisation of shipboard data and sensors.
- Monitoring from shore stations and the move towards the autonomous ship

10:00am **Coffee Break**

10:15am **Speaker: Mr Lewis Hart, Executive Director, Willis Towers Watson**

Marine Insurance in the 21st Century – a “Big Ship” and “Big Risk” world.

- Risk management concepts and the function of marine insurance.
- The insurance markets and the role of the broker and underwriter.
- Types of marine cover available, including H&M, P&I & Cargo Insurance.
- Casualty losses, market impacts and current trends.

Case Study/ Interactive Discussion:

- Which risk factors are considered by underwriters when quoting?
- How are premiums calculated?
- What techniques can be used to reduce premiums?

11:15 am **Coffee Break**

11:30 **Speaker: Capt Kunal Pathak. Loss prevention executive, Asia, GARD P&I**

Maritime Cyber Security – countering the new global IT menace.

- The ‘Be Cyber Aware at Sea Campaign’
- Shore-based and shipboard cyber-attacks.
- Hacking and ‘ransomware’ threats.
- Hi-jacking risks relating to computerised navigation and propulsion systems.
- ISPS Code procedures, the ‘human element’ problem & heightened vigilance planning

12:30pm **Lunch Break**

1:30pm **Speaker: Dr Jasmine Lam, Assoc. Professor & Director of Maritime Studies, NTU**

Ports of the Future – Automation, the Singapore Model and Beyond.

- Role of ports in the global cargo transport supply and demand chain.
- Review of current container port operations & productivity in Singapore.
- Singapore’s future fully automated mega ports and terminals for mega ships.
- Automated cranes and AGV’s controlled by computer guidance.
- Socio-environmental impacts on neighbouring cities & communities.

3:00pm **Short Tea Break**

3:15 pm **Speaker: Capt Robert Gordon, Dr Jasmine Lam**

“Key Elements” Group Workshop and Summary:

- The class will be divided in groups, and they will be allocated a KES course topic (s) to summarise & present.
- Each group will present their key point summarisation of their course learning.
- Interactive class discussion and challenges will be encouraged throughout the course.

5:00pm **End of Day 3 and the KES Course:**

Ms Ellen Heggelund and Dr Jasmine Lam

Award of BI Norwegian Business School certificates and a class photo session.

5:30 –

7:30 pm **BI and SeaProf thanks and farewell.**

Capt Robert Gordon

Participants are invited to attend the end of course reception and to stay in touch through the SeaProf Face Book site and website.



KEY ELEMENTS
is generously supported
by both the MPA's Maritime
Cluster Fund (MCF) and
PIC tax rebates.
See details and
links below.

About the course

The KES course has been run twice each year since 2011. It is taught by senior academics and leading marine industry professionals so as to provide a blend of both theory and topical market practice.

Who should attend

The course is designed primarily for people who have recently started to work in the industry, or who may have been in the industry for several years and now aspire to move up to a more challenging management role.

Outcomes

The participants will understand the roles of the many shipping industry "players", the regulatory complexities of ship owning and management, the intricacies of ship acquisition and finance, shipping economics and market cycles, chartering fundamentals and revenue projection, future ports, risk management and marine insurance, maritime salvage and the challenges and opportunities of green shipping. Learning assessment will be by way of case studies and Q & A sessions and a BI Norwegian Business School "Certificate of Achievement" will be awarded. The course will enhance the knowledge, confidence and credentials of the participants to enable them to advance their careers in one of the world's most challenging industries.

Venue, course fees & rebates:

Location: Amara Hotel Singapore

Course Fees: SGD 3,725.00 (no GST)

Singapore Citizens & PR's: MCF Training Grant is available for eligible participants. Please refer to www.mpa.gov.sg/mcf for information..

Singapore Citizens, PR's and Foreign Work Pass Employees: the PIC 40% cash rebate is also available.

Details are available at: www.iras.gov.sg/irashome/Schemes/Businesses/Productivity-and-Innovation-Credit-Scheme/

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Registration and more information: www.bi.edu/kes2017



REGISTRATION AND MORE INFORMATION:

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One of Europe's largest business schools, BI is the only Norwegian business school that has received the three most prestigious international accreditations.

