

## MARE FORUM CONFERENCES 2015

- \* 2nd Mare Forum Dubai 2015  
21 January 2015 - Dubai
- \* 1st Mare Forum Singapore 2015  
03 February 2015 - Singapore
- \* 7th Mare Forum Indonesia 2015  
10 February 2015 - Jakarta
- \* 2nd Mare Forum Oil & Gas Europe 2015  
04 March 2015 - Athens
- \* 1st Mare Forum Malta 2015  
22 April 2015 - Malta
- \* 2nd Cayman Island Forum 2015  
05 May 2015 - Cayman Islands
- \* 11th Mare Forum Italy 2015  
21 May 2015 - Rome
- \* 5th Blue Shipping Summit 2015  
27 May 2015 - Athens
- \* 3rd European Maritime Research & Innovation 2015  
16 June 2015 - Brussels
- \* 1st Mare Forum Commodities 2015  
23 June 2015 Rotterdam
- \* 1st Mare Forum Monaco Shipping 2015  
September 2015 - Monaco
- \* 2nd Mare Forum Monaco Yacht 2015  
24 September 2015 - Monaco
- \* 7th Iron Ore and Coal Shipping Summit 2015  
28 September 2015 - Athens
- \* 4th Mare Forum Cyprus 2015  
October 2015 - Cyprus
- \* 9th Mare Forum USA 2015  
22 October 2015 - Houston
- \* 15th Mare Forum Shipfinance 2015  
02 November 2015 - Rotterdam
- 2nd Mare Forum Fort Lauderdale Yacht 2015  
5 November 2015 - Fort Lauderdale, USA
- \* 6th Mare Forum Istanbul 2015  
November 2015 - Istanbul
- \* 5th Mare Forum Brazil 2015  
25 November 2015 - Rio de Janeiro



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# 1st Mare Forum Commodities 2015 - Iron ore, Steel, Coal, Metals, Agriculturals, Oil, Gas,-

Commodities trade, freight market outlook trade patterns and trends, ships, ports,  
logistics, investments and finance

Rotterdam – The Netherlands

Tuesday 23 June 2015



## PROGRAMME

Tuesday 23 June 2015

08:00 Registration

### Opening and welcome

09:00 **Jannis Kostoulas**  
President, Mare Forum

The Big View:  
World Economy and Trade  
**Guy Verberne**  
Senior macro-economic Analyst, Investment Management, PGGM

Geopolitics; the multipolar world in motion and the effect on trade  
**Rob de Wijk**  
Director, The Hague Center of Strategic Studies

Rotterdam: City, Port and Commodities; the world's hub for trade and Logistics  
**Maarten Struijvenberg**  
Alderman, City of Rotterdam

**Signing the MOU**  
between the Smartport en International Trading Institute (ITI) and the Singapore Management University (SMU)

Commodity Trading: towards a new fiscal playing field  
**Cees Jorissen**  
International Tax Partner, Deloitte

### session 1 The Agricultural and Metal commodities markets

part I **The Agriculturals Market**  
Wheat, Corn, Soybeans, Sugar, Coffee, Cocoa

09:50 SESSION MODERATOR:

Introduction  
**Suzanne Larsson**  
ABN AMRO, Global Head Agri Commodities Clients

10:00 SPEAKERS:

Global Supply and Demand - Trade Patterns and the Shipping market outlook  
**Colin Cridland**  
Board Member, Clarksons

Baltic Exchange Index Renewal in an IOSCO framework: Securing the Future  
**Stefan Albertijn**  
Chairman, Baltic Exchange Information Services Ltd

**Discussion/Debate between the speakers, discussion panelists and audience participants on the following themes:**

- What are the market expectations for the agriculturals on supply and demand?
- What are the rates market expectations for the next year(s)?
- Are there more merges to be announced?
- Will the current global geopolitical turbulences affect the shipping markets and increase the commodities and

freight rates?

- Shall we see a change of trade patterns in the next year(s)?
- Is there a shifting of balance of trade and what are its effects in different vessels usage and freight rates?
- Is dry bulk maritime transportation today a smart investing opportunity?
- What are the criteria that charterers look at before ordering a ship?
- What are the views of charterers on eco-ships?

11:30 BREAK

part II **Iron Ore, Steel, Metals, Commodities Market Outlook**

Global Supply and Demand - Trade Patterns, freight - Ships and assets - Ports, Terminals and Logistics- Investments and Finance and Derivatives

11:50 SESSION MODERATOR:

Introduction  
**John Su**  
Managing Partner & CEO, Erasmus Shipinvest B.V.

12:00 SPEAKERS:

Global Supply and Demand - Trade Patterns  
**Enrico Paglia**  
Analyst, Banchemo Costa Research

Quests on the Shipping market outlook  
**Philip Embiricos**  
Past President, BIMCO

**Discussion/Debate between speakers, discussion panelists and audience participants on the following themes:**

- What are the market expectations for the iron ore steel and other metal commodities on supply and demand
- What are the rates market expectations for the next year(s)?
- How much need the iron price drop further before we see an equilibrium between supply and demand?
- Can the global steel market absorb the increasing export volumes of Chinese steel?
- What is the role of emerging markets in today's demand and supply of iron ore and metal commodities
- Will the current global geopolitical turbulences affect the shipping markets and increase the commodities and freight rates?
- Shall we see a change of trade patterns in the next year(s)?
- Is there a shifting of balance of trade and what are its effects in different vessels usage and freight rates?
- What are the criteria that charterers look at before ordering a ship?
- What are the views of charterers on eco-ships?
- The derivatives market in drybulk shipping; is it still relevant?

Short Speech before lunch by:  
**Jeroen Kuiper**  
Chairman, Rotterdam Maritime Service Community (RMSC)

13:10 LUNCH hosted by:



session 2

### The Energy Commodities Market outlook Oil, Gas, Fuels bunkering, Bio energy, chemicals, coal

Global Supply and Demand - Trade Patterns, freight - Ships and assets - Ports, Terminals and Logistics- Investments and Finance and Derivatives

14:10 SESSION MODERATOR:

**Philip Embiricos**  
Past President, BIMCO

14:20 SPEAKERS AND PANELISTS:

Energy forecast supply and demand, exploration, refinement and trade  
**Dr. Leo Drollas**  
Past Director and Chief Economist, Centre for Global Energy Studies, UK

The Liquid Shipping market outlook  
**Colin Cridland**  
Board Member, Clarksons

Ports, Terminals and Logistics; challenges and opportunities  
**Ronald Backers**  
Business Intelligence Liquid Bulk, Port of Rotterdam

15:10 BREAK

15:30 **Discussion/Debate between speakers, discussion panelists and audience participants on the following themes:**

- How long will the price of oil remain low?
- Will the market forces balance the oil supply and demand?
- Has the global oil market entered a new era?
- Shall the geopolitical situation in Ukraine, Iran, Middle East influence a lower or higher oil price?
- As the price of oil will remain low, are the renewables and "green economies" facing problems?
- What are the market expectations for oil and gas supply and demand?
- What are the rates market expectations for the next year(s)?
- What is China's demand on oil for the next years?
- What is the role of emerging markets in today's demand and supply of oil and gas?
- Will the low price of oil create a delay on deep water explorations in the world?
- Will the low price of oil create a delay on new ship-building, and the introduction of new fuels?
- How long will it take for shale gas to restore production and to be delivered in the International Market?
- What is market perspective on LNG of the traders?
- When and under what conditions will a spot market for LNG trading emerge?
- What is the traders perspective on LNG shipping markets?
- Will traders continue with mid-stream and downstream integration in the oil markets?

16:30 **Synthesis and Conclusions**

16:40 DRINKS hosted by:



## CONFERENCE DISCUSSION PANELLISTS

**Guy Verberne**  
Senior Macro-economic Analyst, Investment Management, PGGM

**Rob van Wijk**  
Director, The Hague Center of Strategic Studies

**Maarten Struijvenberg**  
Alderman, City of Rotterdam

**Ronald Backers**  
Business Intelligence Liquid Bulk, Port of Rotterdam

**Patrick Kulsen**  
Managing Director, PJK International

**Cees Jorissen**  
International Tax Partner, Deloitte

**Oscar Brouwer**  
Director, Cocoanect

**Colin Cridland**  
Board Member, Clarksons

**Stefan Albertijn**  
Chairman, Baltic Exchange Information Services Ltd.

**Jeroen Kuiper**  
Chairman, Rotterdam Maritime Service Community (RMSC)

**John Su**  
Managing Partner & CEO, Erasmus Shipinvest B.V.

**Enrico Paglia**  
Analyst, Banchemo Costa Research

**Philip Embiricos**  
Past President, BIMCO

**Dr. Wouter Jacobs**  
Senior Research Fellow RHV BV, Erasmus University Rotterdam

**Leo Drollas**  
Past Director and Chief Economist, Centre for Global Energy Studies, UK

**Hans Feringa**  
President, Stolt Nielsen

**Paul Govaart**  
President, Govaart and VTTI Energy Partners LP

**Dr Annie Koh**  
Professor, Singapore Management University

**Lucien Lesuis**  
Director, Charterama

**Erkam Yildirim**  
President, Zealand Shipping

Audience Participants

