

Shipbuilding Summit

ACI

24-25 November 2010
Istanbul, Turkey



Opportunities and Challenges of Shipbuilding in Crisis Times

WHY YOU CANNOT MISS THIS EVENT

The industry is gearing up to meet stringent environmental regulations and consumer pressure for greener shipping. ACI's **Shipbuilding Summit** will highlight new technological developments to get greater efficiency, reduce fuel consumption and emissions. Uncertainty in shipping markets made it difficult to obtain financing for newbuilding projects and caused limited ordering of new vessels last year. In 2010 confidence in global economic recovery spreading into shipping has grown and new orders have picked up. This event will give you an update on the state of global shipping markets and financing available for your newbuilding projects as well as most recent legal developments in contractual negotiations between shipowners and shipyards.

THE AGENDA

Throughout the 2 days you will have the opportunity to hear from your industry peers and discover the hottest developments in the shipbuilding industry:

- *Examine latest developments in environmental regulations affecting shipbuilding*
- *Hear about improving fuel efficiency with new ship design*
- *Consider new technologies to control emissions and pollution*
- *Learn about hazardous materials inventory for newbuilds*
- *Discover financing opportunities for your newbuilding projects*
- *Understand critical issues of contractual negotiations with shipyards*
- *Determine market potential for your company*

AN INTERACTIVE 2 DAYS

ACI's meetings offer the perfect opportunity to discover the latest updates and to discuss your own challenges and solutions with your peers through an interactive and informative 2 day programme.

- Hear from an outstanding line-up of the industry's leading **shipyards and shipowners**.
- Network informally with a relatively small, targeted group of senior-level **shipping executives** and decision-makers from the **shipbuilding industry**.
- Learn more about your peers' research, network with key industry leaders and your industry colleagues.
- Discuss the latest challenges and developments in this rapidly changing and growing sector of the industry.
- Participate in roundtable sessions – giving you the chance to discuss the latest issues with your colleagues – and the speakers - in an open and informal setting.

Who will attend?

All ACI's events attract a targeted group of senior level researchers and decision-makers from industry. **Our meetings are strictly end-user focussed**. Only a select group of companies are invited to sponsor the event – to ensure the emphasis is on the industry participants, and making sure our delegates have a valuable and positive experience.

Delegates will be drawn from shipowning and shipbuilding companies and include **Presidents, Directors, Managers, Executives in Newbuildings, Technical, Operations, Engineering, QHSE, and Finance Departments**.

For more information or to register for this exclusive event, contact Alexia Michael
By calling +44 (0) 207 981 2502
Emailing amichael@acieu.net

CONFIRMED SPEAKERS INCLUDE:

Yavuz Kalkavan
Managing Director
Besiktas Group

Panos Zachariadis
Technical Director
Atlantic Bulk Carriers

Reinhard Luken
Chairman
Community of European
Shipyards Associations
(CESA)

Sauvir Sarkar
President (Design)
Bharati Shipyard

Vidar Smines
General Manager
Ulstein Es-Cad

Aslan Paksoy
Managing Director
Finship

Marie Kelly
Partner
Norton Rose

Chris Kidd
Partner
Ince & Co

and many more...

OPPORTUNITIES TO MEET YOUR TARGET AUDIENCE

Companies can gain direct access to our senior level audience and have an increased level of visibility through branding and networking at the summit. For information on available sponsorship and commercial opportunities, please contact

Kennedy Powery
+44 207 981 2505
kpowery@acieu.net

With Thanks to Our Sponsor:



Shipbuilding Summit



24-25 November 2010
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DAY ONE: 24th November 2010

08.00 Registration and Coffee

09.00 CHAIRMAN'S OPENING ADDRESS

09.10 KEYNOTE ADDRESS

Incorporating Global Sustainable Strategy in Shipbuilding

- Meeting consumer demand for greener shipping
- Aligning shipbuilding projects with overall CSR company strategy
- Cost-benefit analysis of investments in sustainable shipbuilding projects

INNOVATIONS IN SHIP DESIGN

09.50 CONFERENCE PRESENTATION

Case-Study: Increasing Fuel-Efficiency through Cutting-Edge Ship Design

- Optimizing the design of vessels for real life operating conditions (rather than trial condition)
- Optimizing the design of vessels on the basis of energy consumption per unit transport work (rather than per vessel)
- Optimizing the design and operation of vessels for energy conservation

Vidar Smines, General Manager, **Ulstein Es-Cad**

10.30 Morning Refreshments and Networking

11.00 CONFERENCE PRESENTATION

Maximising Propulsion System Efficiency

- Are there gains to be made by new technology?
- Achieving more propulsion for the same power input
- Reducing fuel consumption and emissions through increased hydrodynamic efficiency

11.40 CONFERENCE PRESENTATION

Understanding Implications of Energy Efficiency Design Index (EEDI) for Shipowner and Shipyard

- Assessing the criteria of EEDI and its potential to reduce CO2 emissions from ships
- How can shipyards and shipowners reduce fuel consumption and emissions?
- How will the formula influence shipbuilding projects?

Panos Zachariadis, Technical Director, **Atlantic Bulk Carriers**

12.20 Lunch

INVENTORY OF HAZARDOUS MATERIALS

13.40 CONFERENCE PRESENTATION

"Green Passport" for Ships: Understanding Mandatory Requirements for Inventory of Hazardous Materials

- Analysing implications of Hong Kong convention for newbuilding projects
- What should inventory contain?
- Ongoing inventory maintenance and review of the inventory

Rakesh Bhargava, Project Manager – Green Recycling Services, **Wilhelmsen Ship Management**

EXPLORING CUTTING-EDGE TECHNOLOGIES AND ENVIRONMENTAL REGULATIONS AFFECTING SHIPBUILDING INDUSTRY

14.20 CONFERENCE PRESENTATION

Green ship of the future – aiming for zero-emission shipping

- Innovative solutions to control emissions
- Exploring the effectiveness of cutting-edge scrubbing systems vs low sulphur fuel usage
- Utilising green ship design to reduce carbon emissions

15.00 CONFERENCE PRESENTATION

Looking into the Future: New Sources of Power

- Justifying a business-case for using alternative sources of energy
- Building for the future: LNG-powered ships
- Is LNG a viable fuel option for the shipping industry?

Sauvir Sarkar, President (Design), **Bharati Shipyard**

15.40 Afternoon Refreshments and Networking

SHIPBUILDING INDUSTRY OUTLOOK

16.00 CONFERENCE PRESENTATION

Regulatory, Technological and Financial Outlook for the Shipbuilding Industry

- What are the major challenges for the industry in the next five years?
- Upcoming regulations affecting shipbuilding industry
- Forecasting financial performance of the shipbuilding industry

Reinhard Luken, Chairman, **Community of European Shipyards Associations (CESA)**

16.40 "Interactive" ROUNDTABLE DISCUSSIONS

Topics to be covered include:

TABLE 1:
CHAIR:

TABLE 2:
CHAIR

17.40 Roundtable Summary

18.00 Chairman's Summary & End of Day One

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DAY TWO: 25th November 2010

08.30 Registration and Coffee

09.00 CHAIRMAN'S OPENING ADDRESS

FINANCING SHIPBUILDING PROJECTS

09.10 KEYNOTE ADDRESS

Global Perspective on Modern Shipbuilding

- Analysing market dynamics in the modern shipbuilding industry
- Diversification of shipyard's activities: meeting customer needs and maximising profits
- Understanding market segmentation and positioning for European shipyards

Yavuz Kalkavan, Managing Director, **Besiktas Group**

09.50 CONFERENCE PRESENTATION

Where is Available Financing for Your Newbuilding Projects?

- A financial market perspective on the shipping sector
- Evaluating markets for shipping and ship building companies
- What are financiers' expectations of shipowner willing to secure financing?

Aslan Paksoy, Managing Director, **Finship**

10.30 Morning Refreshments and Networking

11.00 CONFERENCE PRESENTATION

Alternative Financing for Shipbuilding Projects

- Raising finance in the global capital markets
- Analysing the role of high yield in the capital structure of a shipping company
- Availability of venture capital for the shipping industry
- Investigating government subsidies and opportunities for shipping companies to secure shipbuilding projects

Constantinos Herodotou, Director, **UBS***

11.40 "Interactive" ROUNDTABLE DISCUSSIONS

Topics to be covered include:

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TABLE 2:

CHAIR:

12.40 Lunch

UNDERSTANDING SHIPOWNERS REQUIREMENTS FOR SHIPBUILDERS

14.00 AFTERNOON KEYNOTE ADDRESS

Analysing Shipowner's Requirements for Shipyards

- Understanding changing regulatory environment
- Focusing on the most recent technological developments
- Is it the right time to invest in newbuilding projects?

Mahir Kinau, Technical Director, **Kaptanoglu Holding**

COMMON DISPUTES AND LEGAL SOLUTIONS

14.40 CONFERENCE PRESENTATION

Negotiating and Managing Shipbuilding Contracts

- Setting responsibilities and clauses to protect owners
- Dealing with disputes
- Overview of common disputes in recent times

Marie Kelly, Partner, **Norton Rose**

15.20 Afternoon Refreshments and Networking

15.50 CONFERENCE PRESENTATION

Understanding Refund Guarantees under Shipbuilding Contracts

- Analysing various options for the ship owner and shipyard
- Kookmin Bank Case and its implications for the industry
- Negotiating refund guarantees between shipowner, shipyard and financial institutions

Chris Kidd, Partner, **Ince & Co**

16.30 Chairman's Summary

16.40 End of conference

* Invited Speaker



Active Communications International

Shipbuilding Summit



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5 EASY WAYS TO REGISTER

Tel: +44 20 7981 2502
Fax: +44 20 7593 0071
Email: amichael@acieu.net

Web: <http://www.acius.net>
Mail: ACI Europe, 5/13 Great Suffolk Street, London, SE1 0NS

TERMS AND CONDITIONS

How to Register

Registrations must be received in writing or electronically at our secure web site. Please complete and mail or fax a copy of registration form with a cheque or credit card number. Fee includes program materials, continental breakfast, networking luncheon and refreshments.

Payment

Payment must be received within five business days of returning the signed contract. After receiving payment a VAT receipt will be issued. If you do not receive a letter outlining details two weeks prior to the event, please contact the Summit Co-ordinator at ACI Europe Ltd.

Discounts are available for multiple/group bookings. Please call +44 20 7981 2503 for more information

Cancellations

Substitutions are welcome up to 24 hours prior to the event. Cancellations must be received in writing no less than 3 weeks prior to the start of the conference; a full credit voucher towards a future ACI summit will be issued. Any cancellation received less than 3 weeks prior to the start of the event shall be deemed to be a breach of this contract by client, and accordingly, no credits will be given. Cancellations must be received in writing by mail or fax three weeks before the conference. Thereafter the full conference fee is payable. If for any reason ACI Europe Ltd decides to amend, cancel or postpone this conference, the conference fee will not be refunded. Furthermore, ACI Europe Ltd will not be responsible for covering airfare, hotel or other costs incurred by registrants. In the event that ACI Europe Ltd cancel or postpone the event, ACI Europe Ltd reserves the right to transfer this booking to another conference to be held in the following twelve months, or to provide a credit of an equivalent amount to another conference within the following twelve months. The construction, validity and performance of this agreement shall be governed in all respects by the laws of England to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.

About ACI

ACI, a UK owned company, have been running successful conferences for the last 14 years in the USA. Headquartered in Chicago with offices all around the States, they run forums in varied fields and are market leaders in Healthcare business conferences. Opening their European head office at the end of 2005, they have expanded rapidly and are launching a series of events covering emerging markets, the maritime industry and now the pharmaceutical industry.

Venue:

Istanbul, Turkey to be confirmed.

The cost of accommodation is not included in the event fee. Preferential rates will be arranged with or near the event venue, and all confirmed delegates will be given details of how to book accommodation at this rate in due course.

Prices and Payment Information

Summit (Includes Documentation Packet)
Documentation Packet

24-25 November 2010
Copies of all summit proceedings

£1,495
£395

Documentation Packet Available

You can purchase the **Shipbuilding Summit** papers at just £395. Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting. This important manual will be a source of invaluable reference for the future.

Discounted Registrations

Members and customers of all supporting organisations are entitled to a 15% discount off their summit package. For more information please call +44 20 7981 2503.

WITH THANKS TO OUR PARTNERS:

