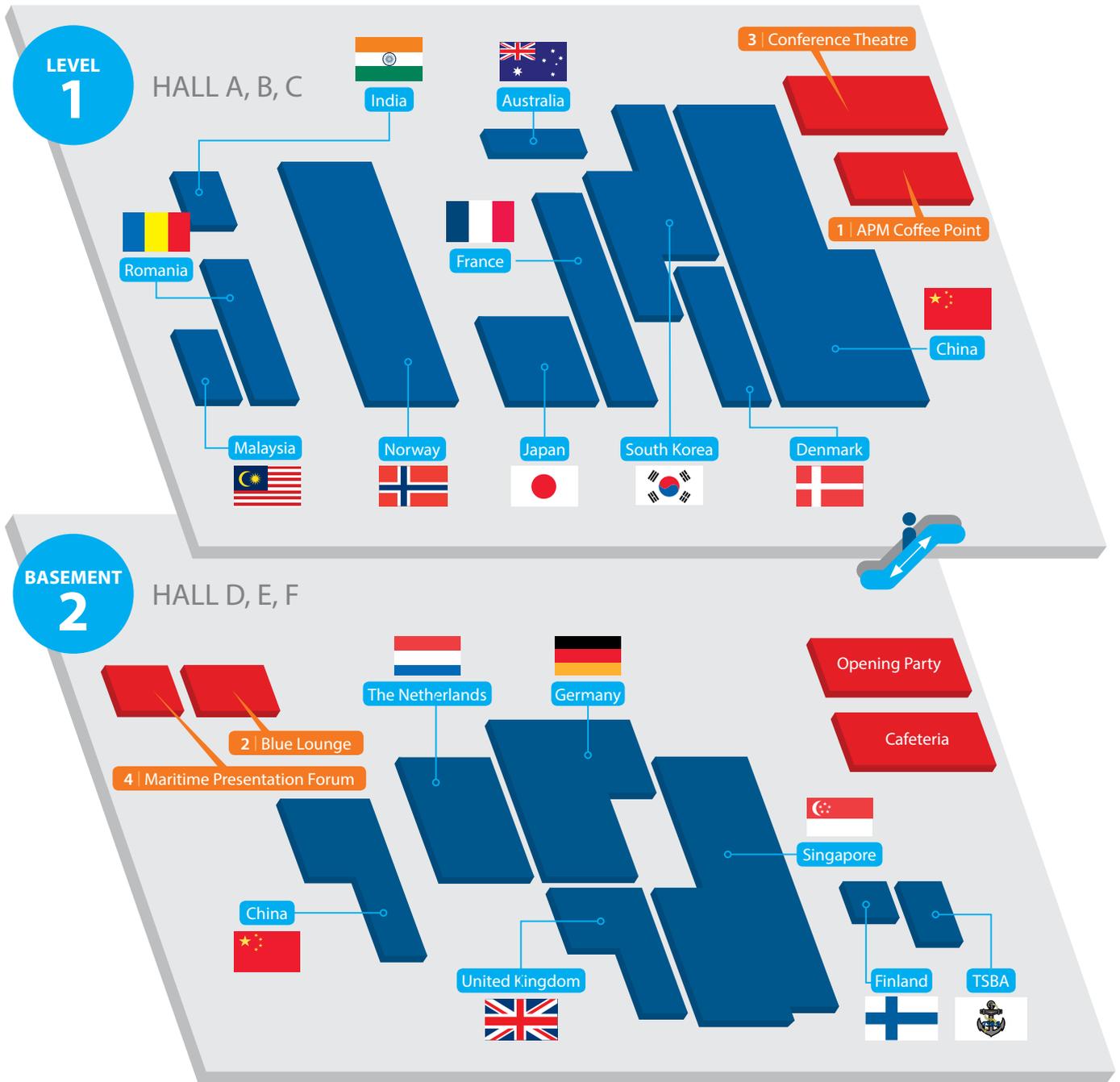


# EVENTS AT A GLANCE

	Show Day 1 19 March, Wednesday	Show Day 2 20 March, Thursday	Show Day 3 21 March, Friday	
All Day Event	<b>Asia Pacific Maritime (APM) 2014</b> Exhibition Halls A, B, C (Level 1) • D, E, F (Basement 2)			
	1000 – 1900 hr	1000 – 1900 hr	1000 – 1700 hr	
	<b>APM Coffee Point</b> Basement 2, Hall C			
	<b>APM Maritime Presentation Forum</b> More than 20 free technical sessions will be presented. All are welcome! Basement 2 1100 – 1730 hr			
Morning	<b>APM 2014 Opening Ceremony</b> (Conference Theatre, Level 1) 1000 – 1100 hr	<b>Green Shipping</b> (F) (Conference Theatre, Level 1) 1035 – 1100 hr	<b>International Bunker Industry Association Session</b> (F) (Conference Theatre, Level 1) 1000 – 1300 hr	
	<b>VIP Exhibition Tour</b> 1100 – 1200 hr	<b>New Technological Solutions for Green Shipping</b> (F) (Conference Theatre, Level 1) 1100 – 1130 hr		
	<b>Focus on Shipowners</b> (F) (Conference Theatre, Level 1) 1105 – 1210 hr	<b>Green Ship Building Conference</b> (F) <i>In partnership with the Danish Marine Group</i> (Conference Theatre, Level 1) 1130 – 1300 hr		
Afternoon	<b>Owners' Showcase: Dry Bulk &amp; Break Bulk</b> (P) (Conference Theatre, Level 1) 1400 – 1530 hr	<b>UK Innovative High-Tech Equipment Seminar Luncheon</b> 1200 – 1300 hr <i>By Invitation Only</i>	<b>1<sup>st</sup> IMarEST Ballast Water Technology Asia Conference</b> (P) 0900 – 1900 hr Level 3, Marina Bay Sands 	
		<b>Maritime Communication &amp; Technology</b> (P) 1400 – 1530 hr Session sponsored by: Colfax Fluid Handling Netvision SEA Pte Ltd		
	<b>APM Champagne Connect</b> Level 3 1500 – 1730 hr <i>By Invitation Only</i>	<b>PSA Port Tour Pasir Panjang Terminal</b> 1330 – 1530 hr <i>(Pre-registration required)</i>		
	<b>Maritime Finance Smart Money Options in a Tightened Financing Environment</b> (P) (Conference Theatre, Level 1) 1600 – 1730 hr	<b>Maritime Security &amp; Propulsion West African Piracy and Kidnappings – Managing an Evolving Threat</b> (P) (Conference Theatre, Level 1) 1600 – 1630 hr		<b>Capitalising on Growth and New Opportunities in the Apac Region</b> (P) (Conference Theatre, Level 1) 1330 – 1400 hr
		<b>Advances In Engine and Drive Train Technology for Next Generation Ships</b> (P) (Conference Theatre, Level 1) 1630 – 1700 hr		<b>Assessing The Current Outlook for the Shipbuilding Market</b> (P) (Conference Theatre, Level 1) 1400 – 1430 hr
	<b>UBIFRANCE and the Cluster Maritime Francais Networking Cocktail</b> French Pavilion, 1700 hr <i>By Invitation Only</i>	<b>Asia's Growing Energy Demands and the Role of Gas</b> (P) (Conference Theatre, Level 1) 1430 – 1530 hr		<b>Ballast Water Treatment Updates from IMO on Regulatory Requirements for Asia Pacific</b> (P) (Conference Theatre, Level 1) 1530 – 1600 hr
	<b>The Road to Ballast Water Ratification</b> (P) (Conference Theatre, Level 1) 1600 – 1630 hr Session sponsored by: 	<b>Retrofitting, the Only Way to Compliance?</b> (P) 1630 – 1700 hr		
Evening	<b>APM 2014 Opening Party</b> Basement 2 1800 – 2100 hr	<b>Dutch Networking Reception</b> Dutch Ambassadors Residence <i>By Invitation Only</i>		

# FLOORPLAN

## Across Basement 2 & Level 1 • Hall A, B, C, D, E, & F



\*Floorplan is not drawn to scale. Updated as of 13 January 2014.

### Official Pavilions



Australia



China



Denmark



France



Finland



Germany



India



Japan



Malaysia



Norway



Romania



Singapore



South Korea



The Netherlands



TSBA



United Kingdom

**More Official Pavilions coming your way...**

\*Information is subject to change.

# CONFERENCE

Asia continues to be the driving force for the maritime industry. To understand more about this growing powerhouse, the 13<sup>th</sup> edition of Asia Pacific Maritime Conference has been themed **'Repositioning for Growth in the Asia Pacific Region!'**

The dynamic economic boom occurring across Asia heralds new frontiers for the maritime industry. Set against the backdrop where intra-Asian trade is expected to dominate the future and Southeast Asian ports and shipyards are growing in prominence, APM's conference brings together over 50 key maritime thought leaders as well as industry movers and shakers, to discuss as well as debate hot topics that are affecting the industry.

Through the conference, delegates will be able to analyse and discuss upcoming trends, especially on Green Shipping, address the impact of the recent change in Ballast Water Treatment as well as share ideas on repositioning Asia Pacific as the engine of growth for the maritime sector worldwide and uncover opportunities in this booming region.

Join us in the debate and share solutions that will help steer the industry forward.

## APM 2014 Conference At A Glance

	19 <sup>th</sup> March 2014 (Wed)	20 <sup>th</sup> March 2014 (Thur)	21 <sup>st</sup> March 2014 (Fri)
MORNING	FREE CONFERENCE <b>Focus on Shipowners: Containers</b>	FREE CONFERENCE <b>Green Shipping:</b> • Green Shipping • New Technological Solutions for Green Shipping <i>by Innovation Norway</i> • Green Ship Building Conference <i>by Danish Marine Group</i>	FREE CONFERENCE <b>International Bunker Industry Association (IBIA) Conference</b>
	PAID CONFERENCE <b>Owners' Showcase: Dry Bulk &amp; Break Bulk</b>	PAID CONFERENCE <b>Maritime Communication Technology</b> Session sponsored by:  	PAID CONFERENCE <b>Shipyards &amp; Shipbuilding:</b> • Capitalising on Growth and New Opportunities in the APAC region • Assessing the Current Outlook for the Shipbuilding Market  <b>Gas Transportations: Asia's Growing Energy Demands and the Role of Gas</b>
AFTERNOON	<b>Maritime Finance: Smart Money Options in a Tightened Financing Environment</b>	<b>Maritime Security &amp; Propulsion:</b> • West African Piracy and Kidnappings – Managing an Evolving Threat • Advances in Engine and Drive Train Technology for Next Generation Ships	<b>Ballast Water Treatment:</b> • Updates on Regulatory Requirements for Asia Pacific • The Road to Ballast Water Ratification  Session sponsored by:   • Retrofitting, the Only Way to Compliance?
		<b>1<sup>st</sup> IMarEST Ballast Water Technology Asia Conference</b>  Visit <a href="http://www.imarest.org">www.imarest.org</a> for details.	

Registration fees are at S\$100\* per day excluding the 1<sup>st</sup> IMarEST Ballast Water Technology Asia Conference.

\*Subject to 7% prevailing tax for Singapore registered companies.

# 19<sup>th</sup> March 2014 (Wednesday)

10.45am	<b>Opening Ceremony</b> Officiated by <b>Guest-of-Honor Mrs Josephine Teo, Minister of State, Ministry of Transport</b>
<b>FOCUS ON SHIPOWNERS</b>	
FREE CONFERENCE	
11.05am – 12.10pm	<b>SIX QUESTIONS IN 60 MINUTES</b> <i>Discuss, debate and analyse current trends and issues at this intense 60-minute session with leading ship owners worldwide to understand their views and the opportunities present.</i> <ol style="list-style-type: none"><li>1. How are Asian carriers dealing with the dynamic freighter markets in the region?</li><li>2. Handling the doom and gloom brought on by the Asian GDP decline and what to expect in the coming months.</li><li>3. The dawn of mega container ships and its impact on the industry as a whole.</li><li>4. Is the growing concern to be environmentally friendly slowing the growth of Asian shipping?</li><li>5. Is pricing the main focus of carriers in Asia?</li><li>6. An outlook on how consolidation in the sector is affecting future growth.</li></ol> <ul style="list-style-type: none"><li>• <b>Mahesh Iyer</b>, <i>Chairman and Chief Executive Officer, Transworld Group Singapore</i></li><li>•  <b>Thomas Kriwat</b> <i>Chief Executive Officer</i> <b>Mercantile Shipping Company, Sri Lanka</b></li><li>• <b>Neal de Rouche</b>, <i>Vice President Asia Pacific, Wilhelmsen Ship Services</i></li><li>•  <b>Jeremy Nixon</b> <i>Chief Executive Officer</i> <b>NYK Line, Singapore</b></li></ul> <p>(If you have questions that you would like the panellists to address please email them to <a href="mailto:brian.pereira@reedexpo.com.sg">brian.pereira@reedexpo.com.sg</a>)</p>

<b>FOCUS ON SHIPOWNERS</b>	
PAID CONFERENCE	
2.00pm – 3.30pm	<b>OWNERS SHOWCASE: DRY &amp; BREAK BULK</b> <i>Explore some of the key areas that are affecting dry and break bulk vessels including:</i> <ul style="list-style-type: none"><li>• Understanding how China and Indonesia are driving market demand on steel, metal ores and coal.</li><li>• How will the Indian ore export tax react to the rumoured rate cuts?</li><li>• Will there be changes to mineral supply demand given the change in Australian government?</li><li>• Exploring how vessel supply forecasting and the impact of new vessel orders are fuelling hedge funds.</li><li>• What can be done to reduce the counter-party risk for new charters entering the market?</li></ul> <p><b>Capt. Anoop Sharma</b>, <i>Chief Executive Officer, Essar Shipping Lines, India</i> <b>Capt. Jatesh Jaipuriyar</b>, <i>Chief Operating Officer, Emerald Maritime LLC, United Arab Emirates</i></p>

<b>MARITIME FINANCE</b>	
PAID CONFERENCE	
4.00pm – 5.30pm	<b>SMART MONEY OPTIONS IN A TIGHTENED FINANCING ENVIRONMENT</b> <i>The global economy has led to tightened credit facilities. Obtain new insights to manoeuvring the current financial landscape:</i> <ul style="list-style-type: none"><li>• What are the strategies and options available for ship owners today with banks tightening on financing?</li><li>• What are the alternative financing avenues used by maritime rising stars, Norway and China?</li><li>• The old vs the new shipping cycles: What are the differences?</li><li>• Is the industry going through a paradigm shift? Or is it over as we speak?</li></ul> <p> <b>Yang ChangKun</b> <i>Managing Director – Shipping</i> <b>ICBI Bank, China PRC</b></p>

# 20<sup>th</sup> March 2014 (Thursday)

<b>GREEN SHIPPING</b>	
FREE CONFERENCE	
10.30am	<b>GREEN SHIPPING</b> <i>The maritime industry is today affected by many changes, such as fuel regulations and stricter sulphur limits, which are opening up the path for eco-ships. This session will focus on the following areas:</i> <ul style="list-style-type: none"><li>• The payoffs that owners can achieve with an eco-MR2 Tanker as compared to a standard tanker.</li><li>• Understanding the impacts of the fuel spread.</li><li>• Emission Control Areas (ECA) changing the incentives that are given for vessel positioning.</li><li>• The cost elements of installing and operating a scrubber and other assumptions.</li></ul> <p> <b>Peter Sand</b> <i>Chief Shipping Analyst</i> <b>BIMCO, Denmark</b></p>

# 20<sup>th</sup> March 2014 (Thursday)

11.00am	<p><b>NEW TECHNOLOGICAL SOLUTIONS FOR GREEN SHIPPING</b>  <i>New innovations are needed for environmentally friendly shipping.</i></p> <ul style="list-style-type: none"> <li>• How the shipping industry has experienced increased pressure to reduce costs and customer awareness on environmentally friendly shipping.</li> <li>• Understanding the operational requirements for offshore support vessels and having high-standard system solutions to support their needs.</li> <li>• Norwegian maritime industries have developed numerous solutions for the reduction of air emissions, energy efficiency and improving the performance and safety related to ship operations.</li> </ul> <div style="display: flex; align-items: center;">  <div> <p><b>Egil Rensvik</b>  <i>Science and Technology Counsellor</i>  <b>Royal Norwegian Embassy, Singapore &amp; Innovation Norway - South and Southeast Asia, Singapore</b></p> </div> </div>
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11.30am – 1.00pm	<p><b>GREEN SHIP BUILDING CONFERENCE</b>  <i>In partnership with the Danish Marine Group</i>  <b>As a follow up to the successful Green Ship of the Future Seminar at APM 2012, the Danish Pavilion and APM 2014 is proud to offer our delegates the opportunity to discover how new ship designing, shipbuilding and operation is paving the way for more efficient methodologies to protect the environment, reduce costs and meet the customers demand to be more environmentally responsible. The questions that will be answered through this session include:</b></p> <ul style="list-style-type: none"> <li>• What are the latest ship designs that adhere to the Green Ship Agenda?</li> <li>• How do these new ship building techniques impact positively on operations?</li> <li>• What are the key shipping best practices and how do they protect the environment as well as reduce costs?</li> <li>• Do these methodologies create a more efficient and effective maritime organisation?</li> </ul>
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**MARITIME COMMUNICATION & TECHNOLOGY**
PAID CONFERENCE

2.00pm – 3.30pm	<p><b>PANEL DISCUSSION</b> <i>(sponsored by NetVision)</i>  <b>This session will draw on the experience of our leading exhibitors. Some of the topics that will be discussed include:</b></p> <ul style="list-style-type: none"> <li>• Future ship safety and sustainability.</li> <li>• How Asia could be the next hotspot for Wind Farm development as well outlining the challenges and opportunities for them.</li> <li>• Enhancing crew management with IT.</li> <li>• How cloud-computing has impacted on the shipping industry.</li> <li>• Using the internet to reduce costs and improve onboard efficiencies.</li> </ul> <div style="display: flex; align-items: flex-start;"> <div style="flex: 1;"> <ul style="list-style-type: none"> <li>•  <p><b>Roberto Cazzulo</b>  <i>Chairman, VP Corporate Quality and Chairman, RINA Services S.p.A., RINA Group and International Association of Classification Societies (IACS) Council, Italy</i></p> </li> <li>•  <p><b>Philippe Marc</b>  <i>Sales &amp; Marketing Director</i>  <b>DCNS, Singapore</b></p> </li> </ul> </div> <div style="flex: 1; padding-left: 20px;"> <p>Session sponsored by:</p> <div style="display: flex; flex-direction: column; align-items: center;">   </div> </div> </div> <ul style="list-style-type: none"> <li>• <b>Cornel Ciocan</b>, <i>Director, Netvision, Singapore</i></li> </ul>
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**MARITIME SECURITY & PROPULSION**
PAID CONFERENCE

4.00pm	<p><b>WEST AFRICAN PIRACY AND KIDNAPPINGS – MANAGING AN EVOLVING THREAT</b>  <b>Join us to discover the following:</b></p> <ul style="list-style-type: none"> <li>• How the escalation of piracy off the coast of West Africa and the region have presented a unique challenge to operators in the area.</li> <li>• What can be done to protect your people and assets.</li> <li>• Understanding the essential considerations for the crisis management team.</li> <li>• Responding to threats to crew members who are harmed, kidnapped or held captive on land.</li> </ul> <p><b>Alex Kemp</b>, <i>Managing Director, NYA International, United Kingdom</i></p>
4.30pm	<p><b>ADVANCES IN ENGINE AND DRIVE TRAIN TECHNOLOGY FOR NEXT GENERATION SHIPS</b>  <b>This session will explore some of the latest developments in propulsion technology in relation to energy efficiency and sustainable operations.</b></p> <ul style="list-style-type: none"> <li>• Obtaining optimum performance from propulsion systems and vessels.</li> <li>• Latest developments in energy saving propulsion devices.</li> <li>• NOx and SOx compliance solutions for main and auxillary engines.</li> <li>• Effective compliance solutions for newbuilds in 2016.</li> </ul> <p><b>Northrop Grumman Sperry Marine</b></p>

# 21<sup>st</sup> March 2014 (Friday)

## INTERNATIONAL BUNKER INDUSTRY ASSOCIATION (IBIA)

FREE CONFERENCE

10.00am – 1.00pm

- **KEYNOTE & PANEL DISCUSSION**  
Held in conjunction with APM, session brought to you by IBIA.

### SHIPYARDS & SHIPBUILDING

PAID CONFERENCE

1.30pm

#### CAPITALISING ON GROWTH AND NEW OPPORTUNITIES IN THE APAC REGION

*The Asian ship building sector is undergoing a recovery as there were 72 million deadweight tonnage (DWT) ordered for new vessels, exceeding the 54 million DWT orders last year. Even the price of new vessels has improved by 2.4% in 2013, according to Credit Suisse Research 2013.*

- Understanding the macro-economic and geopolitical influences that exist in the region.
- Identifying industry drivers and developing location-specific strategies that cater to your market.
- Creating customer value by assisting customers to achieve their goals.
- Understanding the Quality – Time – Money triangle of any project.

**Strategic Marine, Singapore**

2.00pm

#### ASSESSING THE CURRENT OUTLOOK FOR THE SHIPBUILDING MARKET

- Comparing the shipyards of China, Norway and Southeast Asia and assessing how they are currently fairing.
- Competing in a global landscape and developing winning strategies.
- Evolving order books, and how the industry will change with the markets' changing demands.



**George Horsington**  
President – Business Development  
Jaya Holdings, Singapore

### GAS TRANSPORTATIONS

PAID CONFERENCE

2.30pm – 3.30pm

#### ASIA'S GROWING ENERGY DEMANDS AND THE ROLE OF GAS

*This track will cover the infrastructure changes and investments that will shape Asia Pacific.*

- What is the supply/demand outlook for gas carriers and the growth of Asia Pacific as an LNG market?
- Exploring the current status of liquefaction projects and how this will affect demand.
- How the development of natural gas from shale rock in the US is affecting the global market.



**Chris Faulkner**  
Chief Executive Officer  
Breitling Oil and Gas, United States of America

### BALLAST WATER TREATMENT

PAID CONFERENCE

3.30pm

#### REGULATORY REQUIREMENTS FOR ASIA PACIFIC

*There have been changes to shipping and maritime requirements, especially with the dynamic growth experienced in Asia Pacific. To discover how they will impact the various stakeholders here, and those from other parts of the world, this session will be focusing on the following agenda:*

- Have BLG17 and MEPC65 offered any consolation to the industry?
- Achieving consistency among flagged states.
- Avoiding noncompliance penalties by accurately understanding the new BW regime and enforcement measures.
- Exemptions from compliance – where do your ships stand?

**Shaj Thayil, Vice President, Technical Services & Ship Management & Singapore Board of Directors, APL & BIMCO**

4.00pm

#### THE ROAD TO BALLAST WATER RATIFICATION

- Achieving efficient operation of a BWMS.
- Improving and developing systems to meet future legislative requirements.
- Project partnership for effective supply, installation and lifecycle use.
- Clarification on US type approval and technology choice.



**Dr Joe Thomas**  
Director, Ballast Water Management Systems  
Wärtsilä Environmental Solutions, United Kingdom

Session sponsored by:



4.30pm

#### RETROFITTING, THE ONLY WAY TO COMPLIANCE?

*Join us to discover the following:*

- Adapting to new environmental regulations and implementing innovative solutions to suit the customer operations.
- Complying with the latest regulations whilst also honoring the customer's corporate social responsibility (CSR) principles.
- Retrofitting of Ballast Water Treatment Systems a cost efficient alternative for ship owners.
- Developing innovative alternative to compliance the Damen way.



**Gert-Jan Oude Egberink**  
Manager Ballast Water Treatment  
Damen Shipyards Group, Netherlands