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# OFFSHORE SUPPORT VESSELS *China*

**28 – 30 November 2011**  
**Grand Hyatt Shanghai**  
**CHINA**

**中国离岸补给船会议**  
2011年11月28-30日，上海金茂君悦大酒店

## Key Speakers:



**Simon Liang**  
Chairman and CEO,  
Sinopacific Shipbuilding  
Group



**Xu Guang**  
Project Underwriting  
Department,  
China Export & Credit  
Insurance Corporation



**Dr. Markus Johannes Voegel**  
Vice President – Operations &  
Production,  
Drydocks World, UAE



**John Payne**  
Group Business  
Development Director,  
Hallin Marine



**Francis Tang**  
General Manager,  
Wartsila Ship Design



**Leong Seng Keat**  
Executive Director,  
Nam Cheong, Malaysia



**Denis Welch**  
CEO,  
Mermaid Maritime,  
Thailand



**Johnson Sutjipto**  
Commissioner,  
Wintermar Offshore  
Marine Group, Indonesia



**Capt. Sharad Tyagi**  
General Manager – Marine,  
Petroleum E & P,  
Reliance Industries  
Limited, India



**Sarasij Majumder**  
Chief Operating Officer for  
Offshore Projects/ Business,  
Pipavav Defence and  
Offshore Engineering Co.  
Ltd.



**Post Conference Workshops | 30 November 2011**

**WORKSHOP A**  
9am – 12pm

**Impact of New Rules & Regulations on Design  
& Operation of Offshore Support Vessels**

**WORKSHOP B**  
1pm – 4pm

**Construction Contracts for Offshore Support  
Vessels**

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## Conference Highlights:

- China's Offshore Oil & Gas Market and Opportunities for Local and International Companies
- Ship owner Panel: Forecasting New Build Requirements and Expectations from Shipyards
- China's Shipbuilding Role in the Global OSV Market
- How are the PRC Shipbuilders Positioned in the Technological Ladder?
- OSV Shipbuilding Developments and Trends in China
- Strategies to Improve Shipyard Competitiveness in Offshore Marine Sector
- What are the challenges for International Shipowners when placing Orders in China?
- New Developments in AHTS and PSVs
- Shipyard Panel: Leveraging New Technologies in Building Highly Sophisticated OSVs

## 大会要点:

- 中国的离岸油气市场和本土/国际公司的机遇
- 船主小组讨论：船厂预测的新造船要求和前景
- 中国在全球 OSV 市场中的造船角色
- 中国船厂的技术水平如何？
- 中国的 OSV 造船业发展和趋势
- 提高船厂在离岸海洋业的竞争力的策略
- 境外船主在中国下订单时会遇到哪些挑战？
- AHTS 和 PSV 中的新发展
- 船厂小组讨论：运用新技术制造尖端 OSV

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8.30 **Registration and Coffee**

8.55 **Chairman's Opening Remarks**

### China's Offshore E&P Outlook

9.00 **China's Offshore Oil & Gas Market and Opportunities for Local and International Companies**

- Projections of E&P activity in China – projects planned by national and international players
- Nature of Offshore E&P in China and implications for vessel demand
- Assessing trends, deepwater developments and new field discoveries
- Ways to access opportunities in the Chinese market
- Criteria for evaluating shipping companies for projects

**Bo Yubao**, Vice Director of Offshore Petroleum Engineering Institute Shanghai, **SINOPEC**

### China's Position in OSV Markets

9.30 **China's Shipbuilding Role in the Global OSV Market**

- Impact of incentives from the 12th Five-Year Plan (2011-2015) on shipyards
- Reviewing the offshore orderbook and strategies to secure contracts
- Product development strategies to acquire leadership in niche markets
- Key advantages and challenges of Chinese shipyards in global OSV market

**Simon Liang**, Chairman and CEO, Sinopacific Shipbuilding Group

10.00 **Q & A followed by Morning Refreshments**

10.30 **OSV Shipbuilding Developments and Trends in China**

- Assessing OSV orders, cancellations and shipbuilding trends
- Innovations in design and construction
- Repair and refurbishment trends

**Paul Zhou**, Marketing Director, China Merchants Heavy Industry (Shenzhen) Co. Ltd.

11.00 **Shipowner Panel Forecasting New Build Requirements and Expectations from Shipyards**

- Examining demand and supply scenario for AHTS and PSV
- Vessel demand for IRM and subsea intervention
- Technology and design requirements
- How can ship owners capitalize on low construction and shipbuilding/repair costs?

**Johnson Sutjipto**, Commissioner, Wintermar Offshore Marine Group, Indonesia

**Sugiman Layanto**, President Director, Wintermar Offshore Marine Group, Indonesia

**John Payne**, Group Business Development Director, Hallin Marine

*Additional Panelists To Be Confirmed*

12.00 **Lunch**

**“Good networking opportunity!”**

**Bob Coutts**, Vice President, Sonardyne Asia Pte Ltd

### Opportunities & Strategies For OSV Owners & Builders

14.00 **Opportunities and Technology Challenges in International Territories**

- Review of market dynamics as a subsea services provider
- Understanding key drivers and challenges faced to meet demand of well intervention
- Technology and vessel design in response to the demands of deep water, well intervention, flexibility

**John Payne**, Group Business Development Director, Hallin Marine

14.30 **Understanding How ECA Backed Marine Finance Can Benefit Your Offshore Operations**

- What is ECA Backed Offshore Finance
- Underwriting terms and conditions
- Due diligence and risk management
- Underwriting procedure

**Xu Guang**, Project Underwriting Department, China Export & Credit Insurance Corporation

15.00 **OSVs for Offshore Oil & Gas and Offshore Wind Farms**

- Market outlook and opportunities for OSVs in Offshore Energy Industry
- Class rules, notations and requirement
- Specific functions and Key technologies
- Summary

**George Zhang Guanghao**, Business Development Manager Offshore China, Germanischer Lloyd (China)

15.30 **Q & A followed by Afternoon Refreshments**

16.10 **Collaborating with Chinese Shipbuilders for Newbuildings**

- Outlining key considerations in placing orders in China
- Important criterion for selecting yards
- Overcoming regulatory and other obstacles

**Johnson Sutjipto**, Commissioner, Wintermar Offshore Marine Group, Indonesia

**Sugiman Layanto**, President Director, Wintermar Offshore Marine Group, Indonesia

16.40 **Showcasing Offshore Marine Opportunities in India and Australia**

- Update of deepwater and field development project timelines
- Reviewing investment and growth strategies
- Opportunities to secure long-term contracts
- How do you access these opportunities?

**Capt. Sharad Tyagi**, General Manager – Marine, Petroleum E & P, Reliance Industries Limited, India

*Additional Panelists To Be Confirmed*

17.30 **End of Day 1 Networking Cocktail**





8.55 **Chairman's Opening Remarks**

**Design Evolution & Technology Trends**

9.00 **OSV Shipbuilding Trends in Asia and Worldwide**

- OSV deliveries from yards in South-East Asia, India and Europe
- Vessels for sale and cancelled/delayed contracts
- Existing contracts with yards – evaluating risk of completing vs. scrapping projects
- Repair and refurbishment trends
- New vessel design and building features

**Leong Seng Keat**, Executive Director, **Nam Cheong**, Malaysia

9.30 **How are the PRC Shipbuilders Positioned in the Technological Ladder?**

- Evaluating technical capability, construction facilities and shipbuilding style
- Meeting international standards with local manufacturing conditions
- Finding optimal combination for selecting parts when constructing OSV products
- Integrating with capabilities of world-class designers and suppliers

**Yang Zhengyan**, Offshore Manager, **International Far Eastern Leasing Co. Ltd.**

10.00 **Sinopacific Products Strategy: Progress and Efforts on Technology and Design**

**Zhao Ye**, Chief Technical Officer, **Sinopacific Shipbuilding Group**

10.30 **Q & A followed by Morning Refreshments**

11.00 **Design & Developments of OSVs**

- Design evolution of OSVs over the last 30 years
- Significant impact of Regulatory requirements on designs
- Potential of utilizing designs for South East Asia market in the Chinese market

**Francis Tang**, General Manager, **Wartsila Ship Design**

11.30 **How to Optimize Manufacturing of OSV**

- Concurrent engineering
- Integrated supply chain
- Automated manufacturing
- Precise Commissioning planning

**Dr. Markus Johannes Voegel**, Vice President - Operations & Production, **Drydocks World, UAE**

12.00 **Leveraging New Technologies in Building Highly Sophisticated OSVs**

- What's impacting new development?
- Key technologies coming to the fore
- Establishing the value add

**Denis Welch**, CEO, **Mermaid Maritime, Thailand**

**Dr. Markus Johannes Voegel**, Vice President - Operations & Production, **Drydocks World, UAE**

12.30 **Lunch**

14.00 **Increasing Operational Performance of OSVs by Onboard DC Grid**

- Onboard DC Grid system as a new way of distributing energy for LV installations in ship
- Energy efficiency and key benefits
- Enabling technologies for operational optimization

**Tor Arne Myklebust**, Technology Manager, **ABB Marine**

14.30 **Designing Environmentally Friendly and Economical Ships**

- Innovative hull design
- Hybrid propulsion
- Emission reduction by design solutions
- Other green initiatives

**Gunnar Haug**, Market and Sales Director – Far East & Middle East, **Ulstein**

**OSV Niche Markets**

15.00 **Engineering and Fabrication of OSV for Artic and Antarctic Operations**

- Definition of service
- Environmental loading for Artic and Antarctic
- Material for construction
- ICE Class
- Navigational requirement for Polar water
- Machinery requirement
- Fabrication requirement
- New code on OSV
- Conclusion

**Sarasij Majumder**, Chief Operating Officer for Offshore Project/Business, **Pipavav Defence and Offshore Engineering Co. Ltd.**

15.30 **Q & A followed by Afternoon Refreshments**

16.00 **Design / Operational Requirements and Vessels Features for Deep-water Projects**

- New generation deep water support vessel Design / Technical Specification
- Qualifying criteria for deep water support vessel
- Key Performance Indicator for deep water support vessel
- Vessel Inspection Programme for deep water support vessel

**Capt. Sharad Tyagi**, General Manager – Marine, Petroleum E & P, **Reliance Industries Limited**

16.30 **Forecasting Demand from Offshore Engineering Equipments**

- Reviewing drilling platforms and offloading ships in place
- FPSO building and development update
- Outlook for auxiliary ships and other vessels needed

17.00 **End of Conference**

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WORKSHOP A  
9am – 12pm

## Impact of New Rules & Regulations on Design & Operation of Offshore Support Vessels

A number of new rules & regulations affecting OSVs & tugs have been introduced in the past few years, and there are more to come in the near future. New regulations always have an impact on the design and operation of ships, and this is no less true for offshore support vessels.

This workshop discusses the key regulations and tries to find answers to a number of relevant questions for the OSV industry.

- What are presently the key regulations designers and operators have to deal with?
- How have these regulations affected design & operation?
- Has the industry become safer & cleaner due to these regulations?
- What are the new regulations we expect to enter into force in the coming years?
- What is the focus point of these new regulations?
- How will these new regulations affect design & operation?
- Is the OSV industry happy with the present and new regulations?
- How can the OSV industry influence the development of new regulations?



### Facilitated by:

**Gijsbert de Jong**, *Plan Approval Office Manager, Bureau Veritas China*

**Gijsbert de Jong** holds the current position manager of the Bureau Veritas plan approval office in Shanghai, China. In this position he is responsible for the class society's technical services in the greater China region.

Gijsbert joined Bureau Veritas in 2001 after obtaining an MSc in Naval Architecture & Marine Engineering from Delft University of Technology in the Netherlands. He worked for nearly six years as hull surveyor and department manager for the Bureau Veritas plan approval office in Rotterdam, the Netherlands. In September 2007 he moved to the Bureau Veritas Head Office in Paris, France, to take the position of product manager dry bulk carriers & container ships. In this function he was responsible for the international business and technical developments for the dry sector, as well as a number of specialised ship types such as offshore support vessels, tugs and dredgers. In February 2011 Gijsbert was appointed to his present position in China.

Gijsbert has published technical conference papers on bulk carriers, container ships, offshore support vessels, tugs, dredgers, arctic shipping & alternative marine power systems (LNG, fuel cells) and has contributed to a range of articles for marine industry magazines.

WORKSHOP B  
1pm – 4pm

## Construction Contracts for Offshore Support Vessels

This workshop provides delegates with an introduction to shipbuilding contracts for offshore support vessels. Although the market for OSVs remains volatile, certain principles apply to any newbuild programme.

This workshop aims to identify the key issues that buyers, builders, lenders, and charterers need to consider during each phase of the construction process. Using case studies and example contracts, delegates will study both general principles of vessel construction contracts and specific principles applicable to OSV construction contracts.

- Analysing OSV newbuild contracts in practice
- Builders, buyers, lenders, and charterer perspectives
- Common pitfalls such as change orders and modifications
- Finance deliverables
- Risk Management and Dispute resolution

### Who Should Attend

- Shipowners and operators
- Shipbuilders, shipyards, vendors and subcontractors
- Maritime lawyers and legal advisers
- Project, contract, and technical managers
- Sale and purchase
- Naval architects
- Insurance brokers and underwriters
- Consultants
- Financial institutions

### About Your Workshop Leaders:



**Ik Wei Chong**, *Partner and Chief Representative, Clyde & Co Shanghai*

Ik Wei specialises in shipbuilding, transportation, energy, international trade and insurance with a particular focus on disputes and investments connected with China, Hong Kong and Taiwan. He acts for shipyards, shipowners, charterers, P&I Clubs, freight-forwarders and logistics companies in disputes arising from marine casualties, charterparty problems, cargo and crew injury claims, ship repair claims, ship sale and purchase disputes, ship mortgage enforcement, ship arrests, judicial sale of ships and disputes involving carriage by air, ocean and road.



**Andrew Meadows**, *Associate, Clyde & Co Shanghai*

Andrew specialises in shipping and international trade dispute resolution matters and advisory work. He has acted for owners in charterparty disputes and ship sale / purchase and financing matters. He has also acted for charterers in charterparty and commodity sale and purchase contract disputes. Andrew has also been involved in energy and offshore advisory work in projects in China.



# OFFSHORE SUPPORT VESSELS *China*

## 中国离岸补给船会议

28 – 30 November 2011 | Grand Hyatt Shanghai, China | 2011年11月28-30日, 上海金茂君悦大酒店

### *From the producers of the Offshore Support Vessels conferences in Singapore!*

About 1 trillion yuan is expected to be invested during the implementation of China's 12th Five-Year Plan (2011-2015), with the majority going to offshore oil exploration. In addition, with Chinese shipyards accounting for over 40% of global AHTS, and 20% of PSV orders, it is evident that the country is seeking more dependence on marine industries as a strategic development move.

With CNOOC alone showing a 30% increase in CAPEX spend during 2010, the Offshore Support Vessels China Conference will put the focus on contracting opportunities in China's domestic offshore logistics sector. In addition, the event will also review the critical role of China's shipbuilding industry on the markets.

- ✓ **Learn about new opportunities in China's offshore sector**
- ✓ **Assess China's shipbuilding capabilities and how it can affect your business**
- ✓ **Indepth look at China's orderbook, technological competence and opportunities to collaborate**
- ✓ **Meet with shipowners, shipyards, financiers and operators**

### Here's what YOU have said about our previous OSV events:

*"Extremely valuable first hand experiences have been shared by the speakers with the delegates. The open and friendly atmosphere was allowing good networking"*

Rasmus Stute, Head of Department Offshore Service Vessels, Germanischer Lloyd

*"It was a very nice conference. I'll be back next year."*

Wulf V. Rosenhoeft, Sen. Chartering Manager, Fairplay Towage

*"A well-organized event. I have gained an insight into the various views in the industry. I would recommend it to people next year. I have enjoyed meeting the people and hearing from them."*

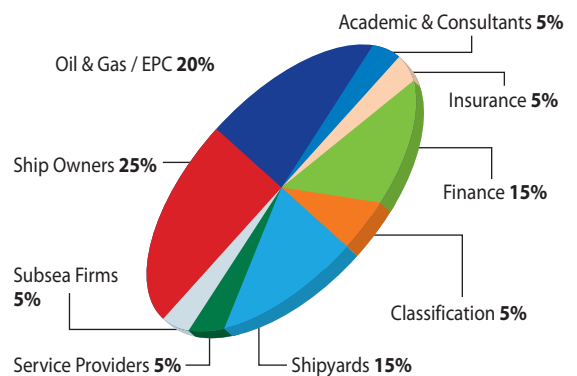
Mark North, Chartering Superintendent, Mermaid Marine Australia

*"The conference has many good presentations, and meeting with many relevant people which totally is a great opportunity."*

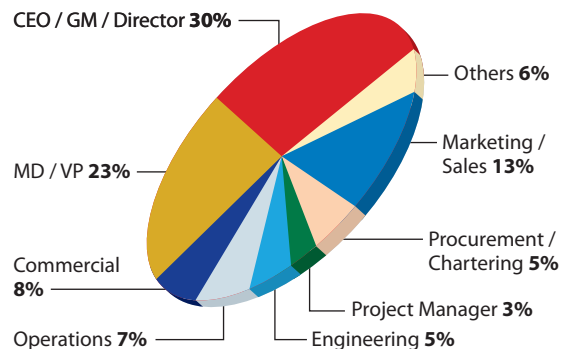
Kensuke Watanabe, Ship Design Division, Imabari Shipbuilding, Ltd

### Who You Will Meet:

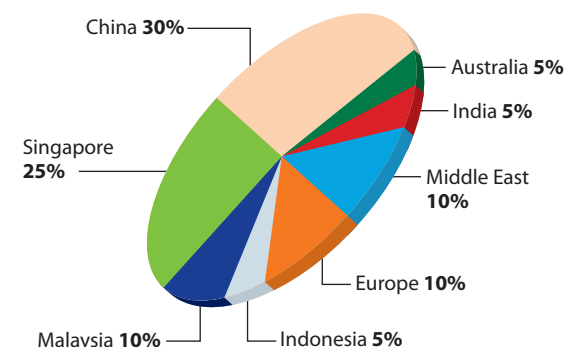
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