

The International Bunker Industry



The Indian Forum

Mumbai

11 July 2016



Disclaimer

The views and comments on the global bunker industry contained in this presentation are solely those of Robin Meech, Managing Director of Marine and Energy Consulting Limited

Overview

The bunker industry is accelerating into a very critical period

- **Uncertainty over future regulations and their enforcement**
- **Slow growth in bunker demand**
- **Refiners, suppliers and owners' responses clouded by the uncertainty**
- **Reduced trust in the supply chain**
- **Increasing range of fuels available**
- **Perfect storm of**
 - **low freight rates**
 - **tough economy**
 - **low oil prices**
 - **Significant regulatory change**

Doing nothing is not a viable option

The bunker and shipping sectors will seek the lowest cost solution

- **That usually complies with the regulations**
- **While improving our environment**

Regulations and The Global Cap

Demand and Prices

Alternative Fuels and Abatement

IBIA's Role

Regulations and The Global Cap

Demand and Prices

Alternative Fuels and Abatement

IBIA's Role

The International Bunker Industry Association



What are IBIA's AIMS

- **To provide an international forum for bunker industry issues**
- **To represent the industry in discussions and negotiations with national and international policy makers, legislators and other groups and bodies**
- **To review, clarify, improve, develop and endorse where appropriate, industry methods, practices and documentation**
- **To increase the professional understanding and competence of all who work in the industry**
- **To provide services and facilities for members while interacting with all industry participants**

IBIA'S VISION & PURPOSE

- **CHAMPION INDUSTRY PROFESSIONALISM AND CREDIBILITY**
 - Positively influence standards and practices
 - Encourage standards setting and adherence
 - Educate and train
- **PROVIDE FACTUAL, ACCURATE AND BALANCED INFORMATION**
 - Knowledge exchange between members, experts and regulators
 - Consolidate and review information to ensure it is accurate and unbiased
- **FORM AN EFFECTIVE ALLIANCE BUILT ON CONSENSUS**
 - Engage with members to identify the concerns of all sides
 - Find a fair and balanced approach based on solid information
 - Mediate differences from micro to macro levels
- **REPRESENT THE INDUSTRY**
 - A powerful, consistent and balanced voice to lobby regulators
 - Strong links with other industry associations
- **BUILD CONNECTIONS**
 - Create and maintain industry networks
 - Bring people together

IBIA connects people

- **Ship owners and charterers**
- **Oil majors and independents**
- **Suppliers, traders and brokers**
- **Ports authorities, agents and storage providers**
- **Credit reporting companies, lawyers and P&I Clubs**
- **Lenders, insurers and hedging providers**
- **Trainers, consultants and media**
- **Shipping Associations and NGOs**
- **IMO, regional bodies and governments**
- **Fuel testers, equipment manufacturers and technology providers**
- **Barge operator**
- **Surveyors**

We influence and shape by having strong links with other organisations

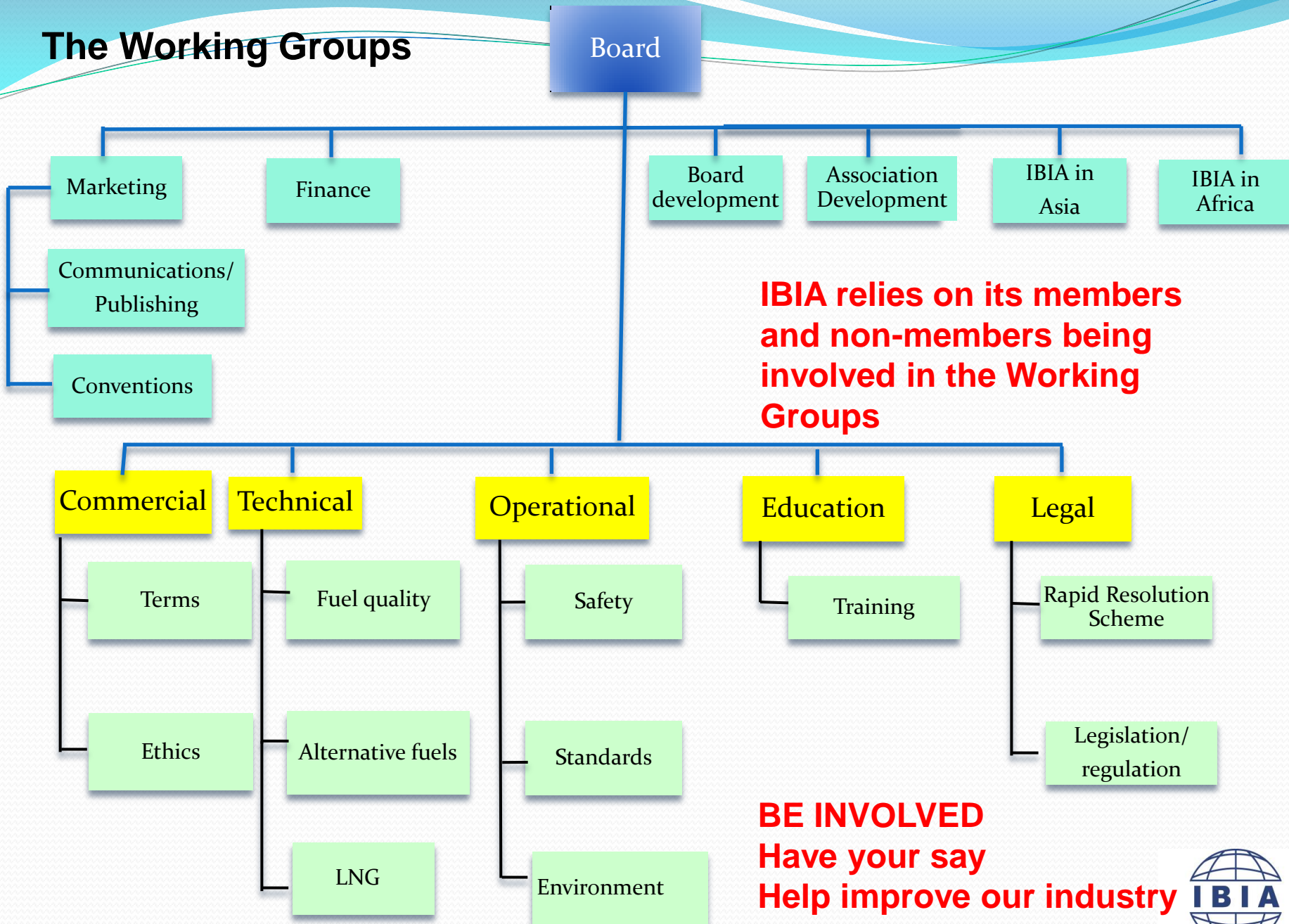


- **IMO**
- **Governments**
- **Shipping Associations**
- **IHMA, Nautical Institute, IMarest**
- **SIGTTO, SGMF**
- **Port Authorities**
- **IP**
- **Marine Insurers**
- **Many more.....**

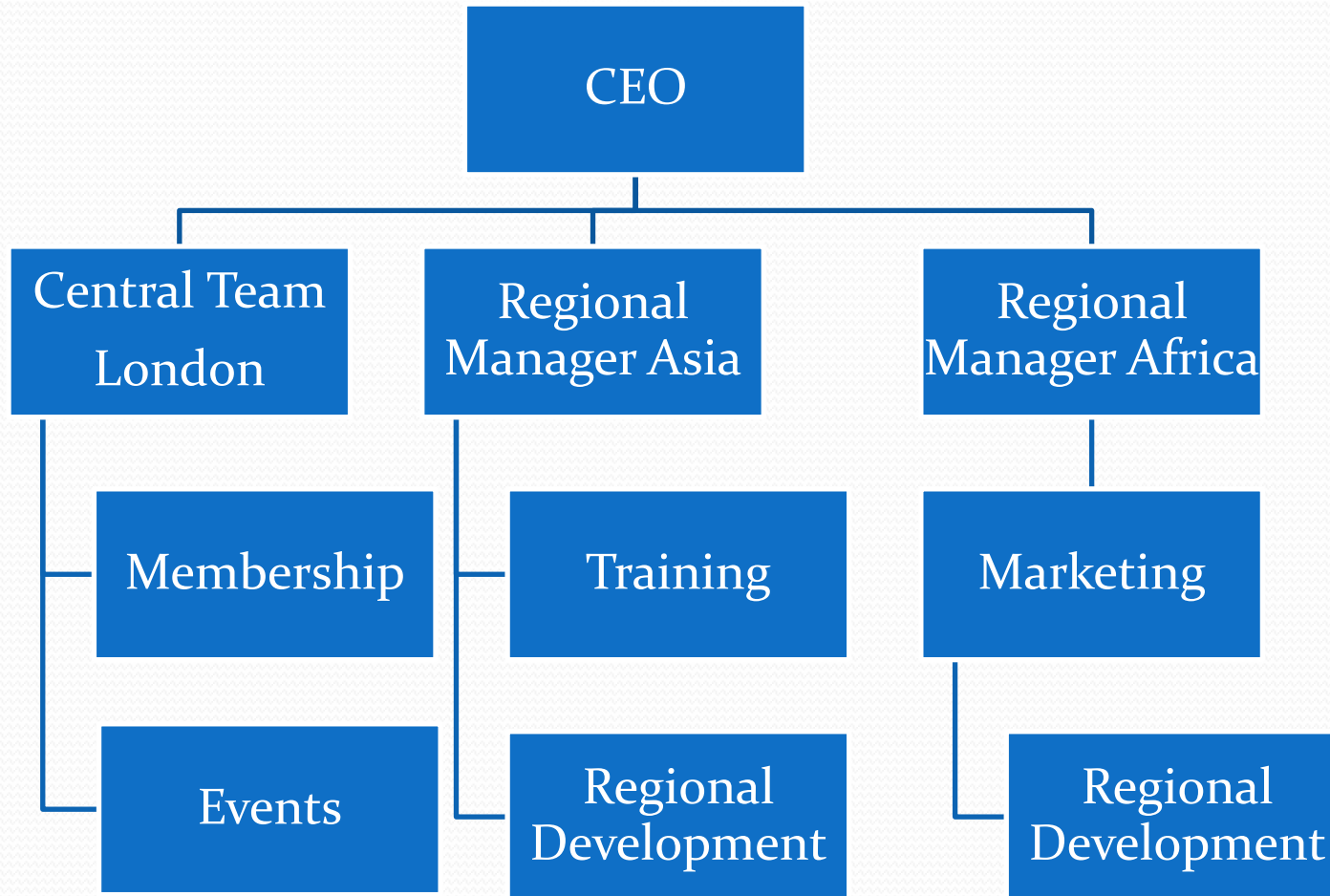
How does IBIA do it

- **Working Groups**
- **Dynamic regional forums**
- **Conventions**
- **Education**
- **Establishing standards**
- **Growing its regional influence**
- **Providing a point for technical support on bunker matters**

The Working Groups



Management Structure



The board includes a global, wide cross section of our industry

- **Robin Meech (Chair)**
- **Michael Green (Vice Chair)**
- **Eugenia Benavides (Treasurer)**
- **Patrick Holloway**
- **Steve Sims**
- **Lim Teck Cheng**
- **John Stirling**
- **Mustafa Muhtaroglu**
- **Nigel Draffin**
- **Bob Sanguinetti**
- **Henrik Zederkof**
- **Marine & Energy Consulting Ltd (UK)**
- **Intertec , Shipcare (UK)**
- **Organizacion Terpel SA (Colombia)**
- **Webber Wentzel, (South Africa)**
- **Simms Showers LLP (USA)**
- **Hong Lam (Singapore)**
- **World Fuel Services (Norway)**
- **Energy Petrol (Turkey)**
- **Consultant and Author (UK)**
- **Gibraltar Port Authority (Gibraltar)**
- **A/S Dan Bunkering (Denmark)**
- **CEO - Peter Hall**

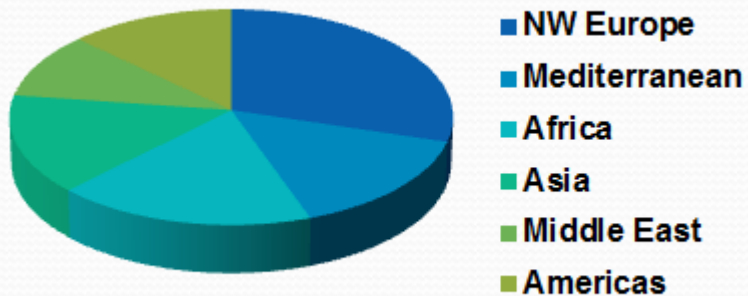
MEMBERSHIP PROFILE

- **815 Organisations and members across 91 countries**
- **Span from the wellhead to the engine**
- **Oil Majors, Traders and Brokers**
- **Suppliers, Ship Owners, Charterers.**
- **Ports, Storage, Agents.**
- **Credit Reporting Companies, Lawyers, P& I Clubs,**
- **Equipment manufacturers, Journalists and Consultants**

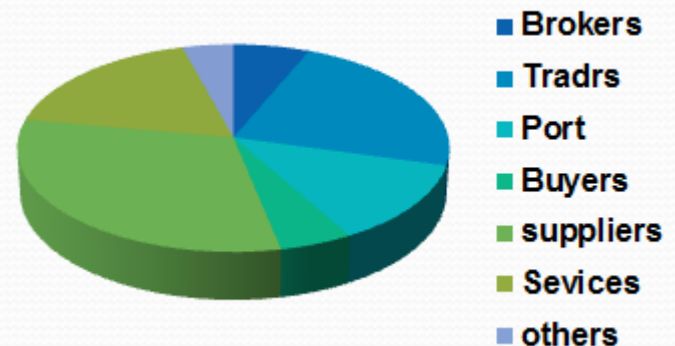
Nearly 815 members in 91 countries



By Region



By Sector



What are the benefits of joining IBIA

- **Access to**
 - **A wide network of industry professionals**
 - **Support from industry experts on technical, legal and commercial matters**
- **IBIA publications including**
 - **World Bunkering magazine**
 - **Newsletters**
 - **Special member notices**
 - **Membership directory**
- **Multiple membership benefits, including discounts on IBIA training courses and events**
- **Setting the agenda and driving change through participation in dedicated working groups**
- **Access to the right channel to have your views heard where it counts**
- **A direct line to IMO decision making**
- **Opportunities to play your part in improving the industry**
- **Involvement in organising events, conventions and forums**

TAKE PART TO HAVE YOUR SAY

- **IBIA is constantly increasing its influence**
- **Represent the industry globally, regionally and locally**
- **IBIA can only do this effectively with the support and input of our membership**
- **If you are not a member please consider joining IBIA for the benefit of all**

It is proposed to hold a forum and training in India in the not too distant future

- **Normally last two days**
- **Provides training, networking and covers topical issues**
- **Looks to equip and enhance the needs of the region**
- **Brings Government, Ports and Local Authorities together along with bunkering professionals**
- **Covers global and regional challenges**

But we look to you to advise IBIA on what you want here in India

To join IBIA visit our website

www.ibia.net

or

Email

ibia@ibia.net

Or

Contact

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