TradeWinds MARE FORUM

TRADEWINDS & MARE FORUM

SHIPPING *china* 2006

2nd–3rd MARCH SHANGHAI

Exploring Maritime Business in China

Conference programme
Invitation to register

SPONSORED BY

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Following the overwhelming success of Shipping China 2004 and 2005, TradeWinds and Mare Forum are organising for the third concecutive year the Shipping China event, focusing on "Exploring Maritime Business in China". Shipping China 2006 will be held on March 2nd and 3rd, again at the luxurious Four Seasons Hotel in the ever bustling and lively city of Shanghai.

DANCING WITH THE DRAGON – THREAT OR OPPORTUNITY?

China's astonishing industrialisation drive triggered the biggest freight rate boom in shipping history. Western firms have cashed in but increasingly local companies are flexing their muscles and seizing more and more of the action.

Who are the new Chinese ship owners and shipbuilders and do they play to international rules? How transparent are their ownership structures and decision-making processes and what are their ambitions? The bottom line for a country that has almost single-handedly kept the world out of recession is this: how long can the economic miracle last?

Come and find out the answers to these questions as top Chinese executives and their Western counterparts discuss the present - and the future at Shipping China 2006, 2nd – 3rd March at the Four Seasons Hotel in Shanghai.

We are looking forward to welcoming you to Shanghai,

The organisers

Trond Lillestolen
PUBLISHER AND EDITOR-IN-CHIEF
TRADEWINDS A.S.

Jannis Kostoulas
MANAGING DIRECTOR
MARE FORUM B.V.

Terry Macalister
COLUMNIST
TRADEWINDS

THE SPEAKERS

THE LIST OF SPEAKERS WILL BE UPDATED CONTINUOUSLY AND POSTED ON THE INTERNET: WWW.MAREFORUM.COM/CHINA_SHIPPING_PROGRAMME_2006.HTM

Lu Haihu
CHAIRMAN
SHANGHAI INTERNATIONAL PORT (GROUP) CO. LTD

Gao Yanming t.b.c.
PRESIDENT
HEBEI OCEAN SHIPPING CO, LTD CHINA (HOSCO)

Kingsley Koo
SENIOR VICE PRESIDENT
SOUTHERN REGION ABS

Dong Jianzhong
PARTNER
WELTON HAZZ SHIPBROKERS

Liang Xiaolei
PRESIDENT
SINO PACIFIC HEAVY INDUSTRIES

Richard Yeo t.b.c.
MANAGING DIRECTOR
ASIAN MARINE SYNDICATE, LLOYD'S

Roberto Giorgi
PRESIDENT
V.SHIPS

Arthur Kroeber
MANAGING EDITOR
THE CHINA ECONOMIC QUARTERLY

Arthur Bowring
MANAGING DIRECTOR
HONG KONG SHIPOWNERS' ASSOCIATION

Martin Stopford
BOARD MEMBER
CLARKSONS

Dimitris Koukas
MANAGING DIRECTOR
OPTIMA SHIPBROKERS

Denis Petropoulos
HEAD OF TANKERS
BRAEMAR SEASCOPE

Ove Røssland
PRESIDENT
UMOE SCHAT-HARDING

Bernard Dognaux
SECRETARY GENERAL
EUROPEAN MARINE EQUIPMENT COUNCIL

Yuan Yumin
CHAIRMAN OF THE BOARD
LONWON PORT GROUP

Sergey Frank
PRESIDENT AND CEO
SOVCOMFLOT

Basil Papachristidis
CHAIRMAN
HELLESPONT STEAMSHIP CORP.

Coco Vroon
MANAGING DIRECTOR
VROON BV

Klas Eklund
CHIEF ECONOMIST
SEB, SWEDEN

Rob Tustin
BUSAN OFFICE
LLOYD'S REGISTER

Hsu Chih-Chien t.b.c
MD
EDDIE STEAMSHIP
DIRECTOR
AMERICAN P&I CLUB

Ugo Salerno
CEO
RINA

Paul Leand
CEO & MANAGING DIRECTOR
AMA CAPITAL PARTNERS LLC

Tor Svensen
CHIEF OPERATIONS OFFICER
DET NORSKE VERITAS

Sander Scheepens
HEAD OF INVESTMENT MANAGEMENT
ASIA DVB BANK AG
AGENT
SHIPPING FUNDS IN ASIA

Jannis Kostoulas
MANAGING DIRECTOR
MARE FORUM

Trond Lillestolen
PUBLISHER AND EDITOR-IN-CHIEF
TRADEWINDS

Terry Macalister
COLUMNIST
TRADEWINDS

and many more to confirm.....

FOR SPONSORSHIP OPPORTUNITIES PLEASE CONTACT

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PROGRAMME

Simultaneous translation (to Mandarin) will be provided via headphones throughout the conference

WEDNESDAY
1ST MARCH

14:30-17:30
Lloyd's Register Pre-conference seminar
LNG in China: The fuel of the future

16:00
Registration

18:00
Welcome reception
hosted by V.Ships MSI

22:30
Nightcap in the Jazz Bar 37th floor
Hosted by Ernst Russ

THURSDAY
2ND MARCH
OPENING & WELCOME

SPEAKERS

Terry Macalister
COLUMNIST
TRADEWINDS
Conference Chairman

Jannis Kostoulas
MANAGING DIRECTOR
MARE FORUM

Trond Lillestolen
PUBLISHER AND EDITOR-IN-CHIEF
TRADEWINDS

Lu Haihu
CHAIRMAN
SHANGHAI INTERNATIONAL PORT (GROUP) CO. LTD

Representative
MINISTRY OF COMMUNICATIONS
(invited)

08:00
Registration and coffee

08:50
Opening by
Terry Macalister
CONFERENCE CHAIRMAN/ COLUMNIST
TRADEWINDS

The organisers
Jannis Kostoulas
MANAGING DIRECTOR
MARE FORUM

Trond Lillestolen
PUBLISHER AND EDITOR-IN-CHIEF
TRADEWINDS

09:20
Welcome and keynote speakers

Mr Lu Haihu
CHAIRMAN
SHANGHAI INTERNATIONAL PORT GROUP (CO) LTD

SESSION 1
CHINA AND THE WORLD ECONOMY

SPEAKERS

Klas Eklund
CHIEF ECONOMIST
SEB, SWEDEN

Arthur Kroeber
MANAGING EDITOR
THE CHINA ECONOMIC QUARTERLY

09:40
How do we perceive the current state of China's relations with India, Russia and other key trading blocks?

What impact will changes to the way the Chinese currency is linked to the dollar have on the country's growth and global trade?

How will high energy prices affect the Chinese economy?

Will environmental or social factors constrain China's growth?

10:10
Discussion-debate between speakers, discussion leaders and audience participants on the following themes

— What are the economic or political warning signs to look out for?

— Which are the key geopolitical relationships to watch?

— Is China really a good place to invest in today?

10:40
Break

PARTICIPANTS
SENIOR MANAGEMENT ALREADY REGISTERED FROM THESE COMPANIES

A/S DAMPSKIBSSESLKABET TORM
ABS PACIFIC
AEROSPACE & MARINE INTERNATIONAL
AMA CAPITAL PARTNERS LLC
ASIAN MARINE SYNDICATE LLOYD'S
ASIAN STAR ANCHOR CHAIN
BALKAN & BLACK SEA
BARBER SHIP MANAGEMENT
BNP PARIBAS
BRAEMAR SEASCOPE LTD.
CATERPILLAR CHINA LTD
CHINA SHIPBUILDING CORP.
CHINA STATE SHIPBUILDING CORPORATION
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DET NORSKE VERITAS
E&S SHIPBROKING CO., LTD.
EE SHIPPING AB
EIGHT DRAGONS SHIP BROKERS LTD.
ERNST RUSS
EUROPEAN MARINE EQUIPMENT COUNCIL
GEARBULK UK LTD.
GERMANISCHER LLOYD
GRIEG BILLABONG AS

(continues over)

PROGRAMME

THURSDAY
2ND MARCH
(continued)

SESSION 2
FOCUS ON CHINESE TRADE

SPEAKERS

Terry Macalister
COLUMNIST
TRADEWINDS

Representative
MINISTRY OF COMMERCE
(invited)

More speakers to be announced

11:10
A look at vital commodity markets such as steel, coal, and industrial products

Do artificial trade barriers risk stunting China's growth?

What impact will China's oil investments abroad have on tankers?

Will fear of job losses in developed nations lead to more trade barriers?

11:40
Discussion-debate between speakers, discussion leaders and audience participants on the following themes

— China has re-invigorated the world trading scene and created the biggest shipping boom in history. Can it continue or is globalisation itself under threat?

12:30
Lunch hosted by DNV

MANAGING RISK

SESSION 3
SHIPPING MARKETS AND CHINA

SPEAKERS

Arthur Bowring
MANAGING DIRECTOR
HONG KONG SHIPOWNERS' ASSOCIATION

Martin Stopford
BOARD MEMBER
CLARKSONS

Representatives
CHINESE AND FOREIGN TRADING AND SHIPPING COMPANIES

More speakers to be announced

14:10
What are the medium and long term forecasts for the global dry and liquid bulk sectors?

And what can we expect particularly from Chinese owned fleets?

14:40
Discussion-debate between speakers, discussion leaders and audience participants on the following themes

— How do shippers see the outlook for freight rates?

— How confident are Chinese exporters and importers?

— Is there enough local tonnage to meet Chinese demand and what role do foreign owners play?

15:20
Break

SESSION 4
THE VIEW FROM THE BRIDGE

SPEAKERS

Sergey Frank
PRESIDENT AND CEO
SOVCOMFLOT

Gao Yanming t.b.c.
PRESIDENT
HEBEI OCEAN SHIPPING CO,LTD
CHINA (HOSCO)

Ugo Salerno
CEO
RINA

Roberto Giorgi
PRESIDENT
V.SHIPS

Coco Vroon
MANAGING DIRECTOR
VROON BV

Representative
CHINA SHIPPING TANKER COMPANY
(invited)

Representative
COSCO DALIAN
(invited)

More speakers to be announced

15:50
Top executives tell us what to expect from their companies and give their views on the wider shipping environment

16:40
Discussion-debate between speakers, discussion leaders and audience participants on the following themes

— Is there an official Chinese shipping policy and if so – what does it mean for global shipping?

17:30
Conclusions first day

18:00
Cocktail reception

PARTICIPANTS
SENIOR MANAGEMENT ALREADY REGISTERED FROM THESE COMPANIES
(continued)

H. OLIVIER FELTER GMBH & CO. KG

HAMWORTHY

HEBEI OCEAN SHIPPING CO. LTD

HELLESPONT STEAMSHIP CORPORATION

HIMATIKI SHIPPING S.A.

HONG KONG SHIPOWNERS' ASSOCIATION

INTERMARINE SHANGHAI

INTERNATIONAL REGISTRIES (FAR EAST) LTD.

IRI BUSINESS CONSULTING SHANGHAI CO. LTD.

JAPAN EXTERNAL TRADE ORGANIZATION (JETRO)

KÖNIG & CIE. GMBH & CO. KG.

KONGSBERG MARITIME CHINA

LARSSON SHIPPING UK LTD.

LLOYD'S REGISTER ASIA

MARINE CHARTERING CO.

MITTAL SHIPPING LTD.

MORGAN STANLEY

N.W. JOHNSEN & CO. (CHINA OFFICE)

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NORDEA BANK

OPTIMA SHIPBROKERS

PACIFIC BASIN SHIPPING CONSULTING (SHANGHAI) LTD.

Simultaneous translation (to Mandarin) will be provided via headphones throughout the conference

FRIDAY
3RD MARCH

SESSION 5
MADE IN CHINA –
THE LOCAL SHIPBUILDING BONANZA

SPEAKERS

Kingsley Koo
SENIOR VICE PRESIDENT
SOUTHERN REGION ABS

Dong Jianzhong
PARTNER
WELTON HAZZ SHIPBROKERS

Representative
CSSC

Basil Papachristidis
CHAIRMAN
HELLESPONT STEAMSHIP CORP.

Liang Xiaolei
PRESIDENT
SINO PACIFIC HEAVY INDUSTRIES

Tor Svensen
CHIEF OPERATIONS OFFICER
DET NORSKE VERITAS

Rob Tustin
BUSAN OFFICE
LLOYD'S REGISTER

Representative
Germanischer Lloyd

Bernard Dognaux
SECRETARY GENERAL
EUROPEAN MARINE EQUIPMENT COUNCIL

More speakers to be announced from Chinese-Korean-Japanese companies

09:00
Cooperation between yard groups – Koreans investing in Chinese building facilities.
What will it mean?

Do the Chinese genuinely welcome foreign investment in their shipyards?

Shipowners designing, building and owning their own shipyards. What effect will this have?

Are newbuilding contracts not worth the paper they are written on. Are the contracts enforceable?

Quality standards in Chinese yards - what action is being taken to improve them?

Will competition from Vietnam and other low cost nations stem the Chinese growth?

Can China design and build the next generation of key ship components?

Should Chinese shipbuilders be investing in secure equipment supplies?

What's the role of major equipment/systems providers for local Chinese shipbuilders. Who holds the whip hand?

What future for local Chinese repair yards?

10:30
Coffee break hosted by Germanischer Lloyd

11:00
Discussion/debate between speakers- discussion leaders - audience participants

SESSION 6
JOINT VENTURES AND STRATEGIC ALLIANCES – THE FUTURE?

SPEAKERS

Denis Petropoulos
HEAD OF TANKERS
BRAEMAR SEASCOPE

Dimitris Koukas
MANAGING DIRECTOR
OPTIMA SHIPBROKERS

Ove Røssland
PRESIDENT
UMOE SCHAT-HARDING

Richard Yeo t.b.c.
MANAGING DIRECTOR
ASIAN MARINE SYNDICATE
LLOYD'S

More speakers to be announced

12:00
More and more foreign companies are operating in China and Asia, whether that be shipping companies, shipbrokers, bankers, or marine insurers, but will they all survive?

How do you successfully integrate say Norwegian quality and Chinese production methods?

What are the perspectives for the marine insurers in China?

12:30
Discussion-debate between speakers, discussion leaders and audience participants on the following themes

— What lessons have been learnt so far from the Chinese miracle and how can things be done better in the future?

13:00
Lunch hosted by WINMAR

WINMAR

PMAC UNITED
RADIO HOLLAND HK CO. LTD.
RINA SPA
RIVERLAKE SHIPPING S.A.
ROLLS-ROYCE MARINE (SHANGHAI) LIMITED
SEB
SHANGHAI INTERNATIONAL PORT (GROUP) CO. LTD.
SHIPCRAFT TRANSPORT LTD.
SINOPACIFIC HEAVY INDUSTRIES GROUP
SK SHIPPING
SOVCOMFLOT
STENA REDERI BEIJING
THE CHINA ECONOMIC QUARTERLY
THOME SHIP MANAGEMENT PTE. LTD.
TORM SINGAPORE PTE. LTD.
UK HYDROGRAPHIC OFFICE
UMOE SCHAT-HARDING
UNI-ASIA FINANCE CORPORATION
USMMA - GLOBAL MARITIME AND TRANSPORTATION SCHOOL
VROON B.V.
V.SHIPS
WATERFRONT CHARTERING
WELTON HAZZ SHIPBROKERS
WIKBORG REIN
WILSON INTERNATIONAL TRADING PTE. LTD.
WINLAND GROUP CORPORATION
WINMAR

PROGRAMME

Simultaneous translation (to Mandarin) will be provided via headphones throughout the conference

FRIDAY
3RD MARCH
(continued)

SESSION 7
THE NEW BREED OF CHINESE SHIPPING ENTREPRENEURS

SPEAKERS

Gao Yanming t.b.c.
PRESIDENT
HEBEI OCEAN SHIPPING CO,LTD CHINA (HOSCO)

Sander Scheepens
HEAD OF INVESTMENT MANAGEMENT ASIA DVB BANK AG
AGENT
SHIPPING FUNDS IN ASIA

Paul Leand
CEO & MANAGING DIRECTOR
AMA CAPITAL PARTNERS LLC

Tobias Koenig
MANAGING PARTNER
KÖNIG & CIE. GMBH & CO. KG.

Yuan Yumin
CHAIRMAN OF THE BOARD
LONWON PORT GROUP

More speakers to be announced

14:30
How do they think business is being done differently now – and in the future?

15:10
Discussion/debate between speakers- discussion leaders - audience participants on the following theme

— What can be done to facilitate growth?
Finance - investments - strategic alliances - joint ventures

16:10
Break

SESSION 8
HOW CAN WE CREATE FURTHER WIN-WIN SITUATIONS FOR CHINESE AND FOREIGN SHIPPING INDUSTRIES AND IS THERE CULTURAL MISUNDERSTANDING BETWEEN THE TWO SIDES?

17:00
General discussion

18:00
Conclusions by the Conference Chairman

18:10
Farewell reception

PRESS
SHIPPING CHINA 2004 AND 2005

Networking at Shipping China

Blockbuster event

Positive vibe at China powwow

Blades clash in scrap talk

Great China vibes

China draws eager crowd

Supervision essential

SHIPPING *china* 2006

2nd–3rd MARCH SHANGHAI

Exploring Maritime Business in China

Four Seasons Hotel, Shanghai
2nd – 3rd March 2006

Conference Registration Form

To register for the conference, please complete this form in PRINTED CAPITALS and return it to Mare Forum by fax: **+31 10 270 9870**

Registration deadline is set for 20th February 2006.

Only one delegate should register with this form. Extra copies can be obtained from the conference office, or copies of this form may be used.

For further questions please contact Mare Forum on
T: +31 10 281 0655
E: info@mareforum.com

Delegates name (Mr./Ms./Mrs)Circle one

Last Name First Name

Company Job Title

Mailing Address

Postal Code City

Country

Telephone Fax

Email

Payment Method

☐ Master Card ☐ American Express ☐ Visa

Credit Card Number Expiry Date Safety code (Last 3 numbers on back of card) Date

Cardholder's Name:

Cardholder's Address:

Signature

Conference Fee

Euro 1300
For Chinese residents/ China
Euro 350

Please note we will use only the credit cards method this time and no refund money for cancellations.

The conference fee includes conference attendance and documentation, refreshments, luncheon during scheduled breaks in the conference programme, reception and dinner.

Insurance

The conference organisation cannot accept any liability for personal injuries or for the loss of and/or damage to personal belongings of the participants, either during or as a result of the conference. Please check the validity of your personal insurance.

Conditions

Please read carefully

All participants who wish to attend the conference must be registered. Your registration is **Person - Restricted**, which means that only the registered participant will be admitted for any of the activities of the conference.

Upon receipt of the registration form you will receive a confirmation via e-mail which will make your registration definite. A formal letter of confirmation and an invoice will be sent to you by post after receipt of the conference fee.

Cancellations

In case you are unable to attend the conference for any reason at all, no refunds will be made by Mare Forum. Mare Forum only offers the opportunity to send in a substitute participant at no extra charge. The conference office must be notified of the name of the substitute participant before the conference takes place.

Please take note that the Visa for the substitute participant must be arranged before the conference.

REGISTER TODAY

— By telephone + 31 10 281 0655
— By faxing the attached form to + 31 10 270 9870
— By email **info@mareforum.com**

A great event, and a very good opportunity to meet people who are in the same business, not only related to China, but all over the world.

I had a very positive experience at Shipping China.
It was truly worthwhile going.

The right composition of delegates and a good place for networking.

LOCATION

FOUR SEASONS HOTEL
500 WEIHAI ROAD
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FOR RESERVATIONS E-MAIL
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FOUR SEASONS HOTEL
Shanghai

Situated in downtown Shanghai, a short distance from the most prestigious shopping, entertainment and business areas of Nanjing and Huaihai roads, Four Seasons brings exemplary service to an environment known for business and leisure that is unequalled in this city today.

To reserve a room at the special conference rate, please contact the Four Seasons Hotel directly and refer to your participation in Shipping China 2006. Alternatively download the hotel registration form on www.mareforum.com/China_Shipping_2006_Hotel_RegForm.pdf and fax to the hotel at + 86 21 6287 1075.

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