

## SOMWME 2017 looks to the 'New Future'

**Day 1: Monday 25 September 2017**

### Knowledge Theatre - Keynote

**1200 – 1220**

#### **Keynote Address: The outlook for Abu Dhabi**

The current business environment and outlook for the region, including some consideration of the prospects for the offshore marine sector.

**Keynote speaker:**

Mohamed Juma Al Shamisi, Chief Executive Officer, Abu Dhabi Ports

**1230 - 1330**

#### **Keynote Panel Discussion: How can the offshore marine market re-balance itself?**

For operators in the offshore marine market, it's all about managing the downturn as effectively as possible and preparing to take full advantage of opportunities as and when they occur. This panel will examine the prospects for the Middle East and wider global offshore marine market. What will it take to turn it around? In the meantime, what are the optimum strategies for dealing with the current imbalance between supply and demand?

*Session sponsored by:* 

A panel of experts will look at:

- What the contrasting effects of OPEC production cutbacks and expanded North American shale production may mean for the oil price
- What is the realistic prospect for the sanctioning of new offshore projects in 2017 and 2018?
- The true supply/demand equation for the OSV market
- How can/will that oversupply be addressed? What contribution will scrapping of older assets make to its resolution?
- How the Middle East market compares to other regions. Will it continue to attract capacity from other poorer performing areas?
- Will the pace of industry consolidation accelerate in the year ahead?

**Session moderator:**

- Eithne Treanor, Founder & Managing Director, E Treanor Media

**Panellists:**

- Capt Maktoum Al Houqani, Chief Marine Services Officer, SAFEEN
- Dr Khaled Al Mazrouei, Chief Executive Officer, Abu Dhabi Ship Building
- Bora Bariman, Head of Energy & Marine, Corporate & Institutional Banking Group, National Bank of Fujairah
- Jessica Brewer, Principal Analyst, Middle East Upstream Oil & Gas, Wood Mackenzie
- René Kofod-Olsen, Chief Executive Officer, Topaz Energy and Marine

# Knowledge Theatre – POWER 60s

## Business Updates - Ask the Expert

The following Power 60s give you an opportunity to listen to experts in their respective fields and ask them questions about what you need to know.

1415 – 1515

### Manning Updates

#### Man Overboard? How to make the most of your human assets

Access to seafarers with relevant skill sets is a growing challenge and one that is likely to intensify in the short term when the offshore industry recovers from the current downturn. Large numbers of experienced senior seagoing personnel have either left the business or are approaching retirement and many who remain lack some of the specialist expertise required in the offshore energy and workboat trades. How can we turn this around?

This 'Ask the Expert' session will look at the following:

- Safety and availability of skilled crew in the current market – is it acceptable? What extra measures need to be taken now and going forward in view of the fact that the supply of well-trained seagoing personnel will come under increasing pressure when the market picks up?
- The drop in day rates and its effect on service levels – how to attract and retain a skilled workforce, particularly in a rising market
- How advancing technology and improved connectivity can transform the lives of seafarers, not only by keeping them in regular touch with friends and family but also providing access to news, current affairs, sport and continuous professional development, mentoring on line?
- How a more enlightened approach to human resource requirements and management will play a vital role in meeting demand for highly motivated and experienced seafarers when the workboat sector picks up again

#### Session moderator:

- Captain Michael P. Elwert, Group Chief Executive Officer, Elektrans Group

#### Panellists:

- Revd Dr Paul Burt, Regional Director, Gulf & South Asia, Mission to Seafarers
- Captain John Lloyd, Chief Executive Officer, The Nautical Institute
- Lars Schandorff, HR Manager – Leadership Development, Seadrill Global Services Ltd
- William Tobin, Underwriting Syndicate Manager – Offshore, The Shipowners' Club

1530 - 1630

### Financial / Legal Updates

#### Taking stock - how to make the most of your company assets

Sink or swim - it is survival of the fittest. What are the viable financial options and trends that are shaping the offshore marine and workboat industries, and how can these be applied to you?

This 'Ask the Expert' session will look at the following:

- The financial/legal industry outlook – what are the realities of what lies ahead?
- Availability of finance - what is really on offer and how to take the next step?
- Refinancing, financial restructuring or distressed investing – a look at the options
- Blowing hot and cold. As we wait for the upturn, what are the pro's and con's of stacking?
- To scrap or not to scrap - what is needed to make this a workable option?
- Any bright spots for investors

#### Session moderator:

- Eithne Treanor, Founder & Managing Director, E Treanor Media

#### Keynote speaker:

- **Waleed Altamimi**, Chief Operating Officer, Tasneef Maritime

#### Panellists:

- Bora Bariman, Head of Energy & Marine, Corporate & Institutional Banking Group, National Bank of Fujairah
- David Manuel, Senior Marine Specialist - Petrodata, IHS Markit
- Knut Mathiassen, Managing Partner, NorthCape DMCC
- Tien Tai, Partner, HFW

## **Operational Excellence Theatre – Regional Update**

**1000 – 1100**

### **Regional Updates**

As the industry braces itself during uncertain and unpredictable times, a panel of experts looks at other regions for alternative opportunities in the industry.

**Session moderator:** Fazel Fazelbhoj, Chief Executive Officer, Synergy Offshore FZ LLE

- Iran - Jasamin Fichte, Managing Partner, Fichte & Co
- Saudi Arabia - Captain Koh Chen Tien, Chairman, Makamin Offshore Saudi Ltd
- West Africa - Captain Sunil Chaudhary, Founder Director, CS Offshore DMCC

## **Knowledge Theatre – Technical Forum**

### **Harnessing Savings in Offshore Operations**

*in Association with the Institute of Marine Engineering, Science & Technology (IMarEST) UAE Branch*



The Institute of Marine Engineering, Science and Technology (IMarEST) UAE branch in conjunction with Seatrade Offshore Marine & Workboats Middle East, will be hosting two panel discussions to examine the viability of harnessing overall savings in offshore operations. Panellists will share their insights in action-packed interactive sessions with the audience. As with previous IMarEST events, this forum will attract numerous leading thought leaders and experts from the maritime sector who will pull out all the stops on this unbiased technical platform creating awareness for the attendees on what the maritime industry needs to do to respond to future trends.

**1115 – 1215**

### **Panel 1: Optimising operations using existing technology**

Discussions during this highly stimulating opening session held under the theme of 'Optimising operations using existing technology', will focus on Maintenance strategies, OSV designs, optimise use of assets, disruption to safe operations when cold stacking vessels and other ad hoc topics raised by the audience. The experienced diverse panel will contribute with knowledge transfer and exchange of pragmatic visions giving participants an opportunity to understand more fully, current technology trends commensurate with operational efficiency opportunities. Those lateral thinkers have been invited as panellists who are known to up the ante of discussions. Come witness first-hand the esteemed speakers who promise to inform, advise and educate, in a relaxed yet professional environment – specifically created to enable delegates leverage the experience of peers about the best ideas and innovations in the industry.

### **Session moderator:**

- Nikeel Idnani, Honorary Secretary, Institute of Marine Engineering, Science & Technology (IMarEST) UAE Branch

### **Panellists:**

- Ibrahim Fahmy, Marine Advisor, Offshore Projects, ZADCO
- Ahmed Samir Ghowel, Eng Marine Maintenance, Marine Operations Group, Kuwait Oil Company (KOC)
- Babak Jabbari, General Manager, Zamil Offshore Services
- Lars Seistrup, Managing Director, Albwardy Damen
- Anthony Weller, Senior Vice President & Managing Director, International Division, SEACOR Offshore Dubai LLC

## Panel 2: Future-proofing the offshore industry

Session two, entitled 'Future-proofing the offshore industry', will look at how the maritime landscape is changing tack to adjust to an altering business environment. With fierce competition, only vessels which are commercially viable will be absorbed in the market. Relevant stakeholders need to understand how ship designs must adapt by being fit for purpose and safe. Concurrently, technology is deemed to play a bigger part in shipping. The panel will discuss how the maritime industry needs to evolve from being traditionally data-poor to harnessing the power of Big Data enabling better decision-making. Will digitization inevitably drive the industry in a new direction? If so, when can we expect tangible changes? Will regulations be adapted quick enough in the face of disruptive change? The panellists who are recognized industry leaders representing progressive ship owners, contemporary yards, innovative classification societies, world-class energy field operators and cutting-edge equipment manufacturers will forecast the acceptance of new technologies. In this not-to-be-missed opportunity, the audience will keep abreast of the most pressing industry matters and ask pertinent questions about how an efficient and innovative approach will solve tomorrow's known and unknown maritime challenges.

### Session moderator:

- Nikeel Idnani, Honorary Secretary, Institute of Marine Engineering, Science & Technology (IMarEST) UAE Branch

### Panellists:

- Arnstein Eknes, Business/Segment Director Special Ships, DNV GL
- Fazel Fazalbhoj, Chief Executive Officer, Synergy Offshore FZ LLE
- Gunnar Haug, Managing Director, Ulstein Asia Pte Ltd
- Oskar Levandar, SVP Concepts & Innovation, Rolls-Royce
- Capt Sanket Ashok Shukla, Fleet Manager, MEBU, Miclyn Express Offshore

## Operational Excellence Theatre – POWER 30s

### New technologies – opportunities for tomorrow

The following Power 30's will look at ways in which companies can improve their efficiency by managing their green agenda / ship design and the implementation of these practices into current business strategy to optimise their performance.

1415 – 1445

1455 – 1525

1535 – 1605

### Session moderator:

Captain Tony Field, Marine & Offshore Manager, Middle East & Africa, Lloyd's Register

Alternative Shipping Fuels	Disruption is good for design creativity	MARPOL 2020 Bunker Fuel Sulphur Compliance
<p>The emission legislations coming into force are a game changer and alternative fuels beyond heavy fuel oil are being reviewed. Alternative fuels in combination with further advanced propulsion machinery technologies offer more sustainable, efficient and cheaper through-life options for ship owners and operators:</p> <ul style="list-style-type: none"> <li>• Alternative fuels</li> <li>• Further advanced propulsion machineries</li> <li>• Hybrid and battery powered vessels</li> </ul> <p>Wärtsilä, a leading marine engineering innovator in propulsion technologies, will reveal the fascinating operational and cost-saving benefits today and into the future for operators and ship owners in the Middle East.</p> <p><b>Speaker:</b></p>	<p>The aim of this session is to look forward to the time when OSV operators will be able to start ordering new vessels again, and what options they may have at that time as a result of design and technological developments.</p> <p>The session will look at the following:</p> <ul style="list-style-type: none"> <li>• Long-term competitiveness is created in times of turbulence</li> <li>• Offshore Support Vessel experience is an asset for entering new market arenas</li> <li>• Experience with sophisticated vessels taught us how to simplify future designs</li> <li>• Design simplicity while maintaining capability</li> <li>• New design methodologies and philosophies cutting overall project time and cost</li> <li>• Growth in the wind energy sector, installation and support vessel opportunities</li> </ul>	<p>Genoil has developed a proprietary technology, the Genoil Hydroconversion Upgrader. The technology greatly enhances the performance of a fixed bed reactor, increasing the rates of desulphurization by up to 95%, thereby increasing performance and lowering costs.</p> <p>This session will look at why this technology could be a key development for the workboat sector in the Gulf, and the far reaching benefits for both operators and bunkering ports.</p> <p><b>Speaker:</b> J.R. Owens, Vice President &amp; COO, Genoil</p>

## Day 3: Wednesday 27 September 2017

### Knowledge Theatre - Keynote

1100 - 1130

#### Keynote Presentation: Cyber Security – Driving the industry towards a mature cyber posture

The maritime industry has embraced information and operational technology to automate processes and drive efficiency. Now the industry is acting to guard against the potential risks of cyber-attack. In this keynote we shall review the current Industry position along with findings from an industry focused white paper. We shall cover pragmatic steps to implement cyber security and practical options to protect the vessel and crew.

#### Keynote speaker:

Peter Broadhurst, SVP Safety & Security Services, Inmarsat Maritime

### Knowledge Theatre – POWER 30s – The Fourth Industrial Revolution

#### SMART Operations

As the industry's drive for efficiency continues to push the demand for 'smarter' operations, the following Power 30s look at some of the smart options available on the market.

**Session moderator:** Unni Nair, Senior Principal Surveyor, ABS

1140 – 1210

#### Connecting to a new reality in offshore

Connecting knowledge / technology / operations / way of working – from manual to remote to autonomous, giving examples motivating why this is happening.

#### Speaker:

Arnstein Eknes, Business/Segment Director Special Ships, DNV GL

1220 – 1250

#### Redefining the Maritime Industry with smart concepts

Digitalization is driving a revolutionary change in the maritime industry. Advances in technological fields such as Artificial Intelligence, Communications, Sensors and Analytics will enable new ship concepts and ways of operating vessels. We shall witness the emergence of remote and autonomous ships in the near future; the first demonstration of a remotely operated commercial vessel took place earlier this year. Completely new vessel types for the workboat and offshore markets are being developed which will give way to new operation models.

#### Speaker:

Oskar Levandar, SVP Concepts & Innovation, Rolls-Royce

1300 – 1330

#### Hack the Sea: How to create new business ideas quickly

Hackathons are a new and systematic approach to assemble teams from different origins to work on defined challenges. The event lasts typically 2 to 3 days with the target to get viable and "out of the box" ideas from people who have not been deeply involved in the industry before. MacGregor was the first company to take this approach into the (conservative) marine industry.

#### Speaker:

Alexander Nürnberg, Managing Director MacGregor Hatlapa GmbH & Co. KG (Hackathon)