

# SESSIONS

## 2020 AGENDA - GLOBAL LINER SHIPPING | VIRTUAL CONFERENCE DAY 1 - 03/11/2020

## Global Liner Shipping Virtual Conference

3 - 4 November 2020

Virtual Event

Live Streamed (CET time) (+4 GST) (+5.5 IST) (+8 SGT) & Available On-demand Afterwards

### Virtual Meet & Greet, BYO Coffee

08:00 - 09:00

### Chairman's Welcome & Introduction

09:00 - 09:10

All Delegates

### Participants

**Jesper Kjaedegaard** - Partner/ Chairman, Mercator International / Global Liner Shipping

### Shipping outlook | Business and services update from Port of Hamburg

On demand

All Delegates

- A welcome from one of Europe's most important shipping hubs
- What is the shipping and trade outlook as seen from Port of Hamburg?
- Innovation and port service updates

### Participants

**Axel Mattern** - Chief Executive Officer, Port of Hamburg Marketing

### A reshaped global container fleet serving changing demand dynamics

09:25 - 09:40

All Delegates

### Participants

**Jonas Hoffmann** - Container Analyst, Danish Ship Finance

### INDUSTRY KEYNOTE | Learnings from the pandemic – how does container shipping look in ten years from now?

09:40 - 09:55

All Delegates

2020 has undeniably been a challenging year and we're only half-way through it. This has been a crucial test for business strategy, but more importantly, for agility.

### Participants

**Rolf Habben Jansen** - CEO, Hapag-Lloyd

### Manufacturer perspective and expectations on working with shipping lines

09:55 - 10:45

All Delegates

### Participants

**Moderator: Radu Palamariu** - Managing Director Asia-Pacific, Alcott Global

**Panelist: Scott Phillips** - Supply Chain & Sourcing Director - Global Shoes Production & Sourcing, Ecco

**Panelist: Farzana Subarna** - Director - Global Center of Excellence, Collaborative Manufacturing, Unilever

**Panelist: Michael Nielsen** - Regional Head of Supply Chain, Vestas

### Audience Q&A

10:45 - 11:00

All Delegates

In this session we take your questions to the speakers who have presented earlier.

### Participants

**Moderator: Jesper Kjaedegaard** - Partner/ Chairman, Mercator International / Global Liner Shipping

### Break for Coffee and Networking in the Virtual Exhibition

11:00 - 11:30

### Consumer Trends Outlook

11:30 - 11:45

All Delegates

### Participants

**Lars Jensen** - CEO, SealIntelligence Consulting

### Container Market Outlook | Trade Tensions, Supply and Demand

11:45 - 12:00

All Delegates

This overview to pinpoint directional changes in volumes, supply, and freight rates, and what the container market looks like in the coming years:

- Container trade volumes, capacity supply, and freight rates on the main trade lanes
- Pandemic recovery and the sustainability of the current volume boom
- Trade wars and other external challenges

### Participants

**Alan Murphy** - CEO & Partner, Sea-Intelligence

### Container Trade Patterns

12:00 - 12:15

All Delegates

### Participants

**Peter Webber** - Managing Director, Container Trades Statistics Limited

### Reefer Market Outlook

12:15 - 12:30

All Delegates

- Global overview
- Focus on China
  - Including impact of swine flu
- Focus on Europe
- Brief outlook for 2020 and beyond

### Participants

**Michel Looten** - Director, Maritime, Seabury Consulting

### Time for change? Trust, Transparency & the future of the BAF

12:30 - 13:20

All Delegates

The container industry has an elephant in the room - BAF. It creates a lot of uncertainty and engenders a lack of trust in the supply chain, which is dangerous for everyone be it a carrier, a BCO or a logistics provider and the recent operational changes in response to IMO2020 have added to an already problematic discussion.

- How successful have carriers been in negotiating under the BAF for the first half of the year?
- If the container industry needs to replace BAF with a new pricing tool, what should it consider?
- What is the response from BCOs?

### Participants

**Moderator: Jesper Kjaedegaard** - Partner/ Chairman, Mercator International / Global Liner Shipping

**Panelist: Denis Choumert** - Chairman, European Shippers Council

**Panelist: David van Honk** - Procurement Manager, Stolt Tankers

**Panelist: Dan Maffei** - Commissioner, Federal Maritime Commission (FMC)

**Panelist: Hamish White** - Global Head of Liner Shipping, Inchcape Shipping Services

### Audience Q&A

13:20 - 13:30

All Delegates

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### Break for Lunch and Networking the Virtual Exhibition

13:30 - 14:00

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### CBER: Renewal and Implications for Business

On demand  
All Delegates

#### Participants

**Anthony Woolich** - Partner, HFW

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### Maritime supply chains: An update on Consolidation

14:15 - 14:30  
All Delegates

The Consortia Block Exemption will be reviewed again soon. Therefore, she will address the following questions: Are the interests of carriers and shippers in balance in the CBER era? If they are, will they also be in the future? If not, what evidence can be found that the interests are not in balance, and what should be changed to bring back balance? The impact of the current crisis is closely monitored with figures.

#### Participants

**Christa Sys** - BNP Paribas Fortis Chair on Transport, Logistics and Ports, Department of Transport and Regional Economics, University of Antwerp

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### CBER: making good use of the next 3 years

14:30 - 14:40  
All Delegates

#### Participants

**Mike Garratt** - Chairman, MDS Transmodal

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### CBER Decision & Implications for Business | Fragmentation, integration, consolidation in Liner Shipping

14:40 - 15:30  
All Delegates

Based on the EU Commission's decision to extend the CBER which was due to expire in 2020, we analyze what the decision means for business, trade and the implications for both carriers and shippers. We will look at:

- Fragmentation, integration, consolidation in the business - what's next?
- What is on the horizon for regional trade?

#### Participants

**Moderator: Anthony Woolich** - Partner, HFW

**Panelist: Stephan Simon** - Senior Expert, European Commission, DG Competition

**Panelist: Willem van der Schalk** - CLECAT, European Association for Forwarding, Transport, Logistics and Customs Services

**Panelist: Mike Garratt** - Chairman, MDS Transmodal

**Panelist: Lamia Kerdjoudj-Belkaid** - Secretary General, FEPORF Federation of European Private Port Companies and Terminals

**Panelist: James Hookham** - Secretary General, Global Shippers' Forum

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### Dangerous goods (DG) in containerised shipments – the current landscape

15:30 - 15:50  
All Delegates

Around 10% of containerised shipments include declared dangerous goods. Shipping lines are therefore keen to ensure that DGs are properly classified, packaged, packed and declared throughout the supply chain. However, mistakes can be made due to lack of competence or, unfortunately in some cases, by deliberately incorrectly declaring cargo to save cost or time. In other cases, the cargo may have been properly declared, but mistakes are made with packing and stowing the cargo in the container. All of these issues can lead to ship fires. Unless the container is physically opened and inspected, there is no way of knowing whether the cargo is safe for transport.

Exis Technologies, global leaders in IT solutions for the management of dangerous goods in sea transport, and not for profit parent company National Cargo Bureau (NCB), the New York based cargo inspection company have created Hazcheck Detect, a cargo screening service to address the problem of misdeclared and undeclared dangerous goods shipments, which compliments NCB's cargo inspection operation. Ian Lennard will share information regarding the scale of the problem in the industry with insights gained through NCB's cargo inspections and explain how Hazcheck Detect will help to improve Safety of Life and Cargo at Sea

#### Participants

**Ian Lennard** - President, National Cargo Bureau

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### The Trouble With Sailing Schedules

15:50 - 16:05  
All Delegates

- Sailing Schedules
- Schedule Updates
- Performance & Reliability
- Port Location Codes
- Terminal Operator Codes
- Carrier Identity Codes

#### Participants

**David Tarizzo** - President and Founder, Linescape

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### Audience Q&A

16:05 - 16:15  
All Delegates

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### Chairman's Concluding Remarks

16:15 - 16:20  
All Delegates

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# SCHEDULE

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Global Liner Shipping Virtual Conference

3 - 4 November 2020

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10:00	10:45 - Audience Q&A
11:00	11:00 - Break for Coffee and Networking in the Virtual Exhibition 11:30 - Consumer Trends Outlook 11:45 - Container Market Outlook   Trade Tensions, Supply and Demand
12:00	12:00 - Container Trade Patterns 12:15 - Reefer Market Outlook 12:30 - Time for change? Trust, Transparency & the future of the BAF
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16:00	16:05 - Audience Q&A 16:15 - Chairman's Concluding Remarks

### Virtual Meet & Greet, BYO Coffee

07:30 - 08:00

### Welcome Back & Recap

08:00 - 08:05

All Delegates

### Participants

**Jesper Kjaedegaard** - Partner/ Chairman, Mercator International / Global Liner Shipping

### Legal minefield in Maritime post COVID-19

08:05 - 08:45

All Delegates

- (a) The legalities of port restrictions for cargo and seafarers
- (b) The legal concerns
- (c) The need for policy reform going forward

### Participants

**Moderator: Gina Panayiotou** - Concept Founder, It's All About Shipping

**Panelist: Julian Clark** - Senior Partner, Ince

**Panelist: JD Rajan** - Global Counsel for Cargo Claims and Strategic Support, Maersk

**Panelist: Jacqueline Zalapa** - Partner, Campbell Johnston Clark

### Scrubbers vs Alternatives: The future – ramping up or phasing out, operational hiccups and benefits analysis

08:45 - 09:00

All Delegates

Shipping companies have already invested more than \$12bn in open-loop scrubbers to meet the IMO Sulphur standards. The solution has seen the biggest uptake in the industry, despite some controversy around the design and purpose vs the long-term environmental goals. Half-way through the first year of implementation, we will look at:

- the financial yield of Scrubbers vs low-sulfur fuel and alternatives
- regulatory challenges and implications for the future of scrubbers
- phasing out or ramping up?

### Participants

**Franck Kayser** - Group Managing Director, V.Ships

### The evolution of demand for sustainable container shipping solutions

09:00 - 09:15

All Delegates

This session will cover:

- How has the sensitivity of the market ( customers) on improving container shipping sustainability has evolved in the last 12 months?
- What solutions are available which were not available in the past
- The competitive advantage of first movers
- The role of organizations such as Getting to Zero are playing
- What industry participants can and should do to lower shipping related Co2 emissions in line or faster than stipulated in the Paris agreement?

### Participants

**Paolo Montrone** - Senior Vice President, Head of Global Trade, Kuehne Nagel

### Alternative Fuels: Operational considerations and benefit analysis

09:15 - 09:35

All Delegates

International initiatives towards reducing CO2 and other emissions are driving the research into alternatives to conventional petroleum-based ship fuels. A wide range of alternative fuels are being discussed, but what is the most profitable choice and what are we missing?

### Participants

**Jan Olaf Probst** - Director Business Development - Executive Vice President, DNV GL

### Fewer Empty Miles Leads to Increased Profits

09:35 - 09:50

All Delegates

### Participants

**Yannick Lefevre** - Head of Global Account Management, E2open

### What's Driving Supply Chain Innovation: how high-performing companies prioritise technology investments

On demand

All Delegates

### Participants

**Patrick Maley** - Chief Marketing Officer, BluJay Solutions

### Planning and projections for 2050 Decarbonisation goals

10:10 - 10:25

All Delegates

- A critical look at data: collection, manipulation, interpretation
- Early adopters: who is leading change
- The role of BCOs in driving change

### Participants

**Rasmus Bach NIELSEN** - Global Head of Fuel Decarbonisation, TRAFIGURA MARITIME LOGISTICS

### Audience Q&A

10:25 - 10:45

All Delegates

### Morning Coffee and Networking Break

10:45 - 11:15

### The Winding Road to Industry Standardisation: DCSA update & interview

11:15 - 11:40

All Delegates

### Participants

**Moderator: Jesper Kjaedegaard** - Partner/ Chairman, Mercator International / Global Liner Shipping

**Thomas Bagge** - CEO and Statutory Director, Digital Container Shipping Association

### Communication challenges of compliance and regulation in the Digitalization of the Maritime Industry

11:40 - 11:55

All Delegates

This session is looking at how communication is impacting the industry, with a focus on compliance and regulatory change, in an emerging disruptive digital environment due to innovative technology (AI, Blockchain, cybersecurity, social media, etc), and offer practical strategies on how attendees can improve their communication approaches.

### Participants

**David Cowan** - Associate Lecturer in Law, Maynooth University Law Department

### Success through harmonised API's based on global standards

11:55 - 12:10

All Delegates

Automated production of harmonised and interoperable APIs – a new dimension of standards implementations through using reference data models (UN/CEFACT MMT, WCO, IMO Fal). The combination of global standards with API technology shows the way.

#### Participants

**Michael Dill** - CEO, GEFEG

### Redesigning Trust: Blockchain Deployment Toolkit, World Economic Forum

12:10 - 12:25

All Delegates

#### Participants

**Wolfgang Lehmacher** - Supply Chain and Technology Strategist and Former Head of Supply Chain and Transport Industry, World Economic Forum

### Audience Q&A

12:25 - 12:35

All Delegates

### Networking lunch in the Exhibition

12:35 - 13:20

### Ports and Terminals: Checking in on operations and the future of automation

13:20 - 14:00

All Delegates

#### Participants

**Moderator: Jesper Kjaedegaard** - Partner/ Chairman, Mercator International / Global Liner Shipping

**Panelist: Thor Thorup** - CCO & Co-Founder, Portchain

**Panelist: Mikael Lind** - Associate Professor and Senior Strategic Research Advisor, Research Institutes of Sweden (RISE)

**Panelist: Ben van Scherpenzeel** - Chairman, International Taskforce Port Call Optimization

### The next phase of digitisation and automation in liner shipping

14:00 - 14:40

All Delegates

The maritime container shipping (dry and reefer) industry boasts the largest value in the supply chain, with a material impact on many countries' gross domestic product. According to the World Shipping Council (WSC), the trade value is more than US\$4 trillion in goods on an annual basis. Approximately 6,000 maritime container ships are active at any given point, along global seas and waterways. This industry is a critical part of the often manual, fragmented, inefficient, and expensive End-to-End (ETE) supply chain.

Transformative opportunities abound from the fragmented industry, with many family-owned companies generating hundreds of millions of data points each day, with nowhere near the transparency, security, environmental health, and efficiencies optimized.

- Big data: data mining, interpretation, sharing
- Liability and safety concerns
- Tech adoption: where is the investment going/likely to go?

#### Participants

**Moderator: Wolfgang Lehmacher** - Supply Chain and Technology Strategist and Former Head of Supply Chain and Transport Industry, World Economic Forum

**Panelist: David Cowan** - Associate Lecturer in Law, Maynooth University Law Department

**Panelist: Michael Nielsen** - Founder & FreightTech Advisor, S-Nielsen Advisory Services

**Panelist: Christian Roellofs** - Founder and CEO, Container xChange

### An Update on Brexit and Likely Impact on Trade and Shortsea Shipping

14:40 - 15:00

All Delegates

#### Participants

**Kevin Shakespeare** - Director of Stakeholder Engagement, The Institute of Export and International Trade

### Trade wars impact on the global supply chains and liner networks. Protectionism and future world merchandise trade

15:00 - 15:15

All Delegates

#### Participants

**Peter Sand** - Chief Shipping Analyst, BIMCO

### Market conditions today and in future: What is the New Normal in Liner Shipping?

15:15 - 16:00

All Delegates

#### Participants

**Moderator: James Baker** - Editor, Lloyd's List Containers

**Panelist: Peter Sand** - Chief Shipping Analyst, BIMCO

**Panelist: Satish Lakkaraju** - Chief Commercial officer, Agility

**Panelist: Alan Murphy** - CEO & Partner, Sea-Intelligence

### Chairman's closing remarks

16:00 - 16:05

All Delegates

Fragmentation, Integration, Consolidation: What is on the horizon for regional trade?

#### Participants

**Jesper Kjaedegaard** - Partner/ Chairman, Mercator International / Global Liner Shipping

### Close of Conference

16:05 - 16:10

# SCHEDULE

## 2020 AGENDA - GLOBAL LINER SHIPPING | CONFERENCE DAY 2 - 04/11/2020

Global Liner Shipping Virtual Conference

3 - 4 November 2020

Virtual Event

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On-demand Afterwards

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