



MARE FORUM
PT. ARPENI PRATAMA OCEAN LINE TBK
THE INDONESIAN SHIPOWNERS ASSOCIATION
DVB BANK



Maritime Indonesia 2008

- seeking competitive advantages
in a global shipping market -

Exploring maritime business in Indonesia



Four Seasons Hotel

Jakarta
19 November 2008

*Maritime Indonesia – fasten your
seatbelts, it's time to grow*

Come to Jakarta in November and engage with the leaders of Indonesia's shipping sector. Act now, because now is the time when Indonesia is set for take off.



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PRESENT THE FORUM:

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Maritime Indonesia – fasten your seatbelts, it’s time to grow



Following up the success of the “Maritime Indonesia 2007” conference in Jakarta Mare Forum, The Indonesian Shipowners Association, Pt. Arpeni Pratama Ocean Line Tbk and DVB Bank are organising a logical sequel and progress report to the topic of “Maritime Indonesia- seeking competitive advantages in a global shipping market”. The conference will be held on Wednesday 19 November again at the Four Seasons Hotel.



Maritime Indonesia is an opportunity for the leaders of Indonesia and the leaders of international shipping to come together and examine the opportunities and challenges that they will face over the next few years. Indonesia is rich in natural resources and hungry to exploit them. It is rich in energy, both from fossil fuels and from bio sources. It is rich in people and they are hungry to become more prosperous. The government is discussing the legal structure to facilitate both investment and trade and last June introduced the New Shipping Law.



Banks and financiers are already knocking at Indonesian doors, seeking to finance shipbuilding, shipping, crewing and resource exploitation. Indonesian shipowners and business are already looking at capital raising outside Indonesia. The economy is at the tipping point, ready to go. When it goes, it will grow quicker than China, quicker than India, because the world is moving more quickly with each boom. Come to Jakarta in November and engage with the leaders of Indonesia’s shipping, trade and energy sector. Act now, because now is the time when Indonesia is set for take off.



Come to Jakarta in November and engage with the leaders of Indonesia’s shipping sector. Act now, because now is the time when Indonesia is set for take off.

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Four Seasons Hotel

Jakarta, 19 November 2008

18 November
19:00 Welcome Reception

19 November
08:00 Registration and drinks

session 1

09:00 **Opening & Welcome**

Maritime Indonesia - seeking competitive advantage in a global shipping market

- **Oentoro Surya**
President Director, Pt. Arpeni Pratama Ocean Line Tbk
Conference Chairman
- **Jannis Kostoulas**
Managing Director
Mare Forum
- **Sander Scheepens**
Head of Investment Management Asia
DVB Investment Management

session 2

09:30 **Setting the Scene:**

The Shipping Markets, Indonesia, Asia and the World

INDONESIA & THE WORLD

- The world economic picture and trends and where does Indonesia stand as an emerging economic power and trading nation in global terms
- The New Shipping Law – opportunities
- Indonesia and the world of Oil ,Gas and Coal, offshore production, distribution and the price of oil

INDONESIA & THE (INTERNATIONAL) SHIPPING MARKETS

SHIPS DEMAND AND SUPPLY FORECASTS

Liquid bulk and Dry bulk – in focus

What is going to crash and burn - Where still looks safe for your money, and why

session chairman:

- **Ugo Salerno**
CEO RINA

Speakers:

- **Dr. Michael Economides**
Professor, Cullen College of Engineering, University of Houston
Managing Partner, Dr. Michael J. Economides Consultants, Inc.
Editor-in-Chief, "Energy Tribune"
- **Wu Changlin**
President
Longwoods Resources LLC
China
- **Ralph Leszczynski**
Head of Research
Banchemo Costa – China

10:30 Discussion between speakers , discussion panellists and audience participants on the following theme:

Invest sell or hold?

Discussion panel:

- **Jonathan Le Feuvre**
Managing Director, Fearnleys Asia
- **Ali Susanto**
Investment Management Asia DVB Investment Management
- **Mauro Balzarini**
Chairman, Shiba Ships spa
- **Marcus Hand**
Associate Editor Asia,
Lloyd's List
- **Ugo Salerno**
CEO RINA
- **Dr. Michael Economides**
Professor, Cullen College of Engineering, University of Houston
Managing Partner, Dr. Michael J. Economides Consultants, Inc.
Editor-in-Chief, "Energy Tribune"
- **Wu Changlin**
President
Longwoods Resources LLC
China
- **Ralph Leszczynski**
Head of Research
Banhero Costa – China
Representatives from
- **Audience participants**

11:10 Break

session 3

11:30 **The Maritime Cluster in motion and The New shipping Law:
Progress report on ship building – flag tax and legal environment
- education and crewing- port and terminal issues
What are the key skills and strong points, and how can we
expand them?**

Progress report on:

The New Shipping Law:

Shipbuilding developments – What's next step to become a shipbuilding nation?

- **The legal issues – the need of developing a competitive environment in Indonesia.
Any news from the regulators?**
- **Ports and terminal developments**
- **Can Indonesia provide competitive crewing? Ports and terminal developments**

Session chairman:

- **Oentoro Surya**
President Director, Pt. Arpeni Pratama Ocean Line Tbk
- Speakers:
- **Michele Francioni**
Manager Asia Area
RINA
 - **Frank Liang**
ABS Asia Pacific
 - **Andrew Easdown**
Senior Vice President for South Asia,
Lloyd's Register
 - **Sin Lye Kuen**
Director, DLA PIPER Singapore PTE.Ltd
 - **Amit Ray**
General Manager
DNV SeaSkill Asia, Det Norske Veritas

12:10 Discussion between speakers , discussion panellists and audience participants on the following theme:

What should be done to develop further competitive advantages?

Discussion panel:

- **Tom Chua**
General Manager
PT. BATAMEC Shipyard
- **Peter Chuang**
General Manager
Miclyn Express Offshore (MEO)
- **Jonathan Le Feuvre**
Managing Director, Fearnleys Asia
- **Mauro Balzarini**
Chairman, Shiba Ships spa
- **Sheila Lim**
Council, Singapore Chamber of Arbitration
- **Oentoro Surya**
President Director, Pt. Arpeni Pratama Ocean Line Tbk
- **Michele Francioni**
Manager Asia Area
RINA
- **Ravinder Chadha**
Country Manager
ABS Indonesia
- **Frank Liang**
ABS Asia Pacific
- **Sin Lye Kuen**
Director
DLA PIPER Singapore PTE.Ltd
- **Andrew Easdown**
Senior Vice President for South Asia,
Lloyd's Register
- **Audience participants**

13:00 Lunch hosted by



session 4

14:30 **The Shipowners/operators debate:
expansion - consolidation - diversification - globalisation vs.
regionalism.
Can Indonesian ship-owners / operators compete in today's
global shipping market?**

- **Success stories – Consolidations – Expansion**
- **What is the future for family run shipping companies?**
- **How about Joint Ventures?**

Session chairman:

- **Marcus Hand**
Associate Editor Asia,
Lloyd's List

Speakers:

- **Kevin Wong**
Chief Financial Officer, BLT
- **Mauro Balzarini**
Chairman
SIBA Ships Spa
- **Yoga Prakasa**
Analyst
Danareksa Sekuritas
- **Oentoro Surya**
President Director, Pt. Arpeni Pratama Ocean Line Tbk

15:15 Discussion between speakers , discussion panellists and audience participants on the following theme:

How can Indonesian shipowners expand its maritime position in the world?

- **Sander Scheepens**
Head of Investment Management Asia
DVB Investment Management
- **Edwin Jager**
Director
NIBC Bank Ltd
Representatives from
- **Ugo Salerno**
CEO RINA
- **Dr. Michael Economides**
Professor, Cullen College of Engineering, University of Houston
Managing Partner, Dr. Michael J. Economides Consultants, Inc.
Editor-in-Chief, "Energy Tribune"
- **Jonathan Le Feuvre**
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Associate Editor Asia,
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- **Kevin Wong**
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BLT
- **Yoga Prakasa**
Analyst
Danareksa Sekuritas
- **Oentoro Surya**
President Director, Pt. Arpeni Pratama Ocean Line Tbk
- **Mauro Balzarini**
Chairman
SIBA Ships Spa

15:40 Break

session 5

16:00

Finance & Investments:

How can the capital providers facilitate the Indonesian expansion?

How to mobilise money in the current climate?

- **Global Ship Finance Trends - the role of capital providers today - credit crunch**
- **What are the capital providers products to facilitate expansion?**
- **How much will banks lend to Indonesian shipping and who are they lending to at the moment?**
- **Indonesian banks or foreign banks?**
- **Is private equity interested in Indonesian shipping?**
- **Will stock markets still be attractive to shipping next year?**

Session chairman:

- **Sander Scheepens**
Head of Investment Management Asia
DVB Investment Management

Speakers and discussion panellists:

- **Kevin Wong**
Chief Financial Officer,
BLT
- **Edwin Jager**
Director
NIBC Bank Ltd.
- **Cindy Kong**
Head, Ship Finance,
United Overseas Bank Group
- **Yoga Prakasa**
Analyst
Danareksa Sekuritas
- **Wijaya Surya**
Head of Projects and Business Development
PT. Arpeni Pratama Ocean Line Tbk.
- **Marcus Hand**
Associate Editor Asia
Lloyd's List
- **Ralph Leszczynski**
Head of Research
Banchemo Costa - China
- **Jonathan Le Feuvre**
Managing Director
Fearnleys Asia
- **Audience participants**

Discussion between speakers , discussion panellists and audience participants on the following theme:

Where to raise capital today – where to invest your money today?

17:00

Conclusions and next steps

By the conference chairman

- **Oentoro Surya**
President Director, Pt. Arpeni Pratama Ocean Line Tbk

17:15

Drinks