

SHIP & BUNKER WEBINAR



IBIA
INTERNATIONAL BUNKER INDUSTRY ASSOCIATION

26 May 2020

POST 2020

Examining the key
issues Marine Fuel
Industry stakeholders
face today

The Bunker Supply Perspective

DATE

HENRIK ZEDERKOF

IBIA Chairman & Senior Director in Bunker Holding

A/S
PROFESSIONAL

BUNKER TRAINEE | A/S DAN-BUNKERING LTD | 1990 - 1992

BUNKER TRADER | A/S DAN-BUNKERING LTD | 1992 - 1998

TEAM LEADER | A/S DAN-BUNKERING LTD | 1998 - 2006

SALES MANAGER, MIDDELFART | A/S DAN-BUNKERING LTD | 2006 - 2009

CEO | DAN-BUNKERING GROUP | 2009 - 2017

CEO | BUNKER ONE GLOBAL ACCOUNTS | 2017 - PRESENT

SENIOR DIRECTOR | BUNKER HOLDING A/S | 2017 - PRESENT
Member of Senior Commercial Management in Bunker Holding Group

BUSINESS RELATED POSITIONS AND COURSES

ELECTED BOARD MEMBER | IBIA (INT. BUNKER INDUSTRY ASSOCIATION) |
2016 - PRESENT

ELECTED VICE CHAIRMAN | IBIA (INT. BUNKER INDUSTRY ASSOCIATION) |
2018 - 2020

ELECTED CHAIRMAN | IBIA (INT. BUNKER INDUSTRY ASSOCIATION) | 2020 -
PRESENT

MEMBER OF THE BUNKER CONTRACT WORKING GROUP | BIMCO | 2016 -
PRESENT

Working group with focus on developing the next version of the BIMCO Bunker
Contract with the ambition to reach more standardized and compliant terms and
conditions for bunker trading.

EMP (EXECUTIVE MANAGEMENT PROGRAMME) | 2011 - 2012 | INSEAD,
FRANCE

HEC EXECUTIVE EDUCATION (GLOBAL AND KEY ACCOUNTS) | 2018 | HEC,
PARIS

2016

Elected Board Member

IBIA – International
Bunker Industry
Association

2016

Member

Bunker Contract
Working Group -
BIMCO

2020

Elected Chairman

IBIA – International
Bunker Industry
Association



AGENDA



- Partnership
- Bunker Licensing Scheme
- IMO 2050
- Developing the IBIA organisation
- KYS and KYC
- Credit

IBIA
INTERNATIONAL BUNKER INDUSTRY ASSOCIATION

PARTNERSHIP

BETWEEN ALL STAKEHOLDERS

Solution

IMO 2020 challenge

Partnership

Co-development
Joint-ventures
Joined forces

IBIA

Platform provider
Engagement required



DATE

TRANSPARENCY

AND SIMPLICITY

Our industry

striving for more
transparency

Covid-19

has fueled the
transition and mindset

IBIA IS

taking the lead on a
dialogue



Transparency

DATE

WHY BUNKER LICENCES?

Ports

MPA took the lead
Ports of ARA will follow

Forum

Singapore (MPA)
Port of Rotterdam
Port of Amsterdam
Port of Antwerp
BIMCO
IAPH

IBIA welcomes

Conformity
Uniformity
Safety
Quality
Environment
Efficiency



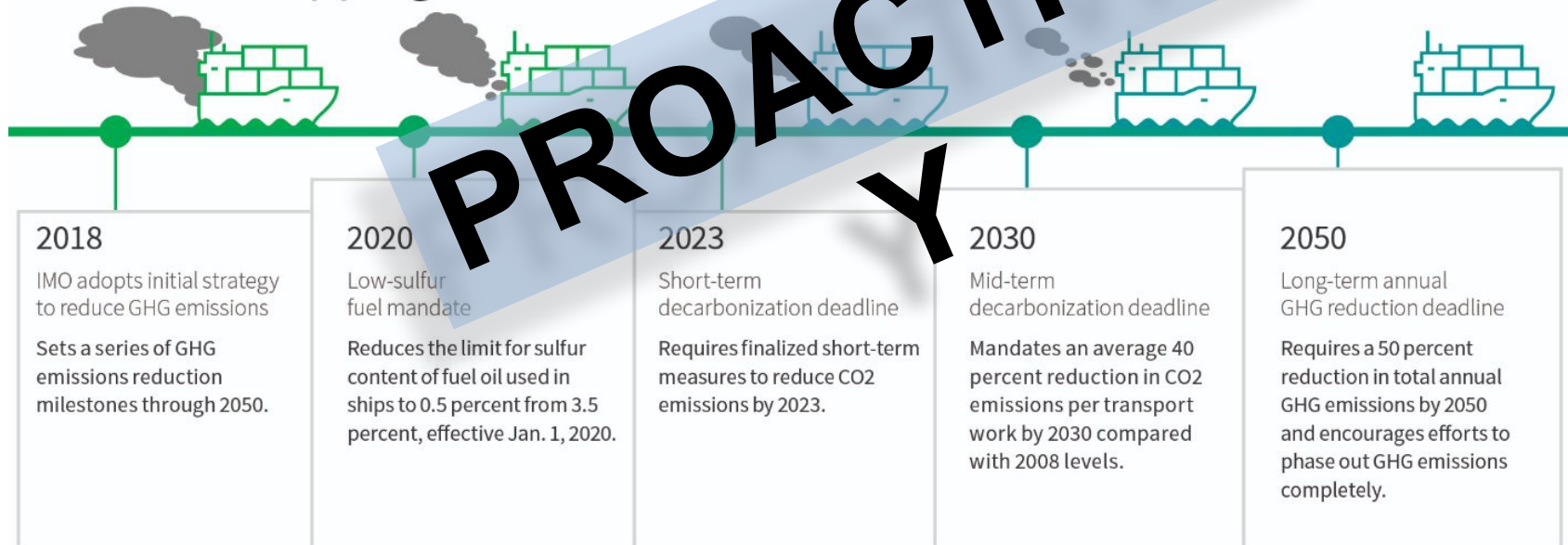
DATE

IMO 2050

Sailing toward zero-emission container shipping

The International Maritime Organization (IMO) has introduced rules aimed at reducing harmful sulfur oxide (SO_x), carbon dioxide (CO₂), and other greenhouse gas (GHG) emissions from ships.

PROACTIVITY

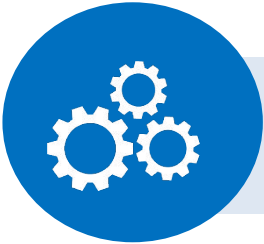


DATE

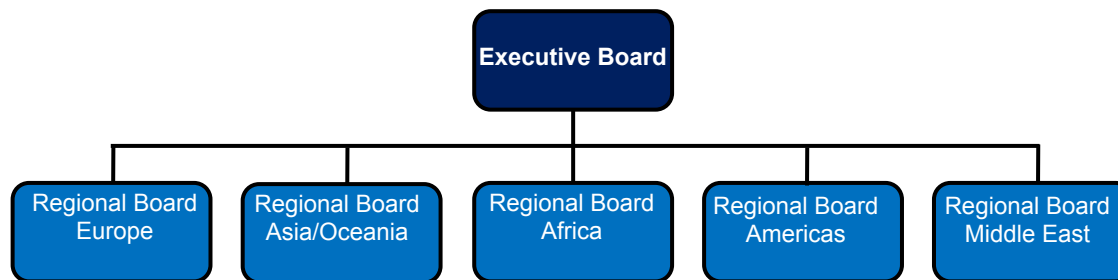
THE IBIA ORGANISATION



One Global Board

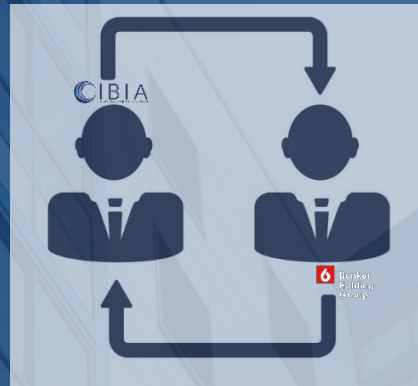


Five Regional Boards



Global power with local knowledge and engagement....

The bunker supplier perspective

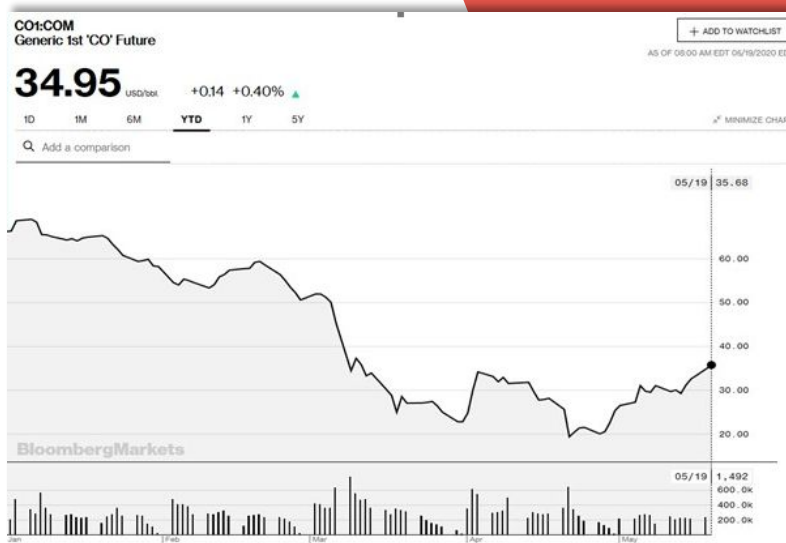


KYS & KYC

Major swings in the market tested our systems

Understanding your partners' position is essential

Are you ready to change?



What is your supplier's price and hedge strategy?



Solid and financially strong suppliers that can control and wear the price volatility



Consolidation



Credit

Credit

Major issue towards the 2020 transition

Expected increase in demand for credit

Counterpart evaluations and adoption of credit guidelines

Impacts are uncertain

Dialogue and transparency

30%



THANK
YOU!

IBIA

INTERNATIONAL BUNKER INDUSTRY ASSOCIATION

To become a member or learn more, please visit www.ibia.net