

# SMALL SCALE LNG INFRASTRUCTURE AND SHIPS ROUNDTABLE FORUM & TRAINING 2016

1 – 2 March 2016 Comprehensive Training  
3 – 4 March 2016 Roundtable Forum  
Mandarin Oriental, Jakarta, Indonesia



Addressing Small Scale LNG Value Chain and Multiple Delivery Options from Port to End Users

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## Addressing Small Scale LNG Value Chain and Multiple Delivery Options from Port to End Users

### RATIONALE BEHIND THE EVENT

Indonesia – being the world's third largest LNG exporter will begin importing LNG in 2018 to prop up domestic demand, notably for the power generation sector. One upcoming and important sector that will eventually contribute to the LNG play will be the shipping and maritime sector. The ever increasing shipping traffic will inevitably increase fuel usage. In the long term, LNG will be deemed to be a sustainable and cleaner fuel source for ship owners, operators and end users. LNG as a fuel has proven to eventually be more economic, environment friendly, and a greater stock than oil. A change from oil based fuel into LNG for shipping would come up as solution to reduce freight cost, since cost of fuels play a significant part on freight cost. With this, LNG – notably for the downstream and transportation – will have bright commercial prospects and will act as the promising alternative fuels that will change the face of the shipping industry.

### WHY SMALL SCALE LNG INFRASTRUCTURE AND SMALL SHIPS?

Small-scale LNG – or Mini LNG in some cases – infrastructures will inevitably ease the distribution of LNG across Indonesia's island archipelago and enable direct penetration into undeveloped markets and locations. By integrating small scale LNG ships into the distribution value chain, the overall efficiencies of projects will increase.

### LNG BUNKERING AND LNG SHIP CONVERSION

With LNG emerging as fuel of choice for vessels, ferries, tugs and barges, both converting existing vessels to LNG as well as dedicated new builds will offer huge opportunities in Indonesia. Efforts to convert various shipping vessels to LNG are advancing rapidly across the marine industry.

Indonesia's has over 13,224 ships mainly operating domestically. And 89.2% of these commercial ships are handling domestic cargoes.

The captive opportunity awaits the first movers.

### WHAT WILL YOU GAIN OUT OF THIS DEDICATED TRAINING AND ROUNTABLE FORUM

- Comprehensive 2-Day practical, tailored strategies, project implementation and calculations on every aspect pertaining to Small-Scale LNG Shipping
- Network with captive audience and stakeholders directly involved in downstream LNG business in Indonesia and South East Asia
- Specific Small Scale LNG technology showcase and technical implementation
- The neutral bridging point for the integration of Project Developers, Technology Providers and Ship Owners in both Natural Gas/LNG and Maritime Industries



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TUESDAY, 1 MARCH 2016  
0900-1700

### Objective:

Present market and opportunities – notably for Indonesia and South East Asia. Theory and practical cases to be discussed and to define a complete small LNG supply chain.

Understanding the small LNG supply chain and shipping aspects of a project

- **Small LNG shipping technologies economics, evaluation and cost**
- **Recent developments in the small scale LNG shipping sector:**
  - o Type C tanks and petchem ShipOwners
  - o Multi-product carriers
  - o Shale gas
  - o LNG as fuel
  - o Advances in design bring new flexibility at load and disports.
- **Tank capacities, ship capacities, demand and seasonality**
- **Key success factors for leading players:**
  - o Multiproduct carriers
  - o Building against long term T/C contracts
  - o Controlled risk
- **New carriers in the market and opportunities in Asia**
- **South East Asia's demand, geographical make-up and suitability of small LNG shipping**
- **LNG infrastructure to support small scale LNG shipping and distribution:**
  - o Hubs and receiving terminals as market facilitators
  - o Singapore LNG terminal
  - o South China Sea carries 50% of the world LNG
  - o Major producers in the area
- **Global fleet of small LNG ships and availability**
- **Chartering small LNG ships**
- **Small LNG shipping contracts and project structure**
  - o Types of contracts: Spot, CoA, T/C
  - o Legal implications of each one
- **Small FSRUs and its applicability to support small scale shipping value chain**
  - o FSRUs, FSUs and FLNGs

WEDNESDAY, 2 MARCH 2016  
0900-1700

### Objective:

Full day exercise on the second day, covering everything related to small LNG shipping – including economics, number crunching and related calculations down to the last details. Contracts will also be thoroughly discussed.

- **Complete on-hands exercise:**
  - o Supply chain design in South East Asia
  - o Costs calculations
  - o Logistics alternatives
  - o Applicable contracts
  - o Sample contract design and negotiations

### ABOUT THE TRAINER:



Eduardo Perez  
*Owner and Principal Consultant*  
**SMALL LNG SHIPPING CONSULTANTS**

Eduardo has more than 20 years of experience in international trade and shipping, both as a Charterer and as a Ship Owner. He specializes in ethylene transportation, small LNG carriers and complete supply chain value analysis. Areas of expertise in petrochemicals transportation include Iran and the Middle East; Europe; Brazil and Argentina and South East Asia. Eduardo spent over 14 years as a Chartering and Supply Chain manager with Dow Chemical globally before spending close to 10 years as Vice President at Norgas Carriers Houston and Singapore, General Manager at MNGC in Singapore and thereafter at Lauritzen Kosan A/S from Denmark as Business Development Manager. Eduardo has experience in dealing with different cultures and negotiation contracts in different countries.

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### PROPOSED ROUNDTABLE FORUM DAY ONE Thursday, 3 March 2016

|      |   |      |  |
|------|---|------|--|
| 0900 | Welcome Remark  | 1400 | INTEGRATING SMALL LNG SHIPPING AND INFRASTRUCTURE VALUE CHAIN FOR INDONESIA<br><br>Theo Lekatompessy<br><i>President Director</i><br><b>PT HUMPUS INTERMODA TRANSPORTASI</b>       |
| 0915 | OPENING REMARKS:<br>SUPPORTING AND HARMONIZING REGULATIONS FOR LNG VESSELS, SHIPPING AND PORTS<br><br>Invited Speaker:<br><b>COORDINATING MINISTRY FOR MARITIME AFFAIRS</b>   | 1430 | EFFECTIVE LNG BROKERING VALUE CHAIN: RECEIVING, RELOADING FOR RETAIL AND SMALL SCALE DISTRIBUTION TO END USERS<br><br>Norio Hatanaka<br><i>General Manager</i><br><b>OSAKA GAS</b> |
| 0930 | REGULATIONS FOR LNG VESSELS – CHALLENGES AND OPPORTUNITIES<br><br>Invited Speaker:<br><b>DIRECTORATE GENERAL FOR SEA TRANSPORTATION</b>   | 1500 | SMALL SCALE LNG SHIPS: CHALLENGES AND OPPORTUNITIES<br><br>Yeong Wai Seng<br><i>Senior Project Manager - Business Development</i><br><b>KEPPEL SINGMARINE PTE LTD</b>              |
| 1000 | GAS ALLOCATION FOR SHIPPING INDUSTRY<br><br>Dr. Ir I Gusti Nyoman Wiratmaja Puja<br><i>Director General</i><br><b>DIRECTORATE GENERAL FOR OIL AND GAS</b>   | 1530 | Networking Coffee Break  |
| 1030 | Networking Coffee Break   | 1600 | EFFECTIVE SMALL SCALE LNG TECHNOLOGY AND INFRASTRUCTURE FOR INDONESIA<br><br>Rochman Goswami<br><i>Managing Director – Asia, Oil &amp; Gas</i><br><b>BLACK &amp; VEATCH</b>        |
| 1100 | CLASSIFYING LNG VESSEL AND FLOATING EQUIPMENT IN INDONESIA<br><br>Invited Speaker:<br>Mr. Rudyanto<br><i>President Director</i><br><b>PT. BIRO KLASIFIKASI INDONESIA</b>  | 1630 | DEVELOPING AND IMPLEMENTING SMALL LNG LOGISTICS AND BUNKERING HUBS   |
| 1130 | SMALL SCALE LNG DEVELOPMENT AND DISTRIBUTION FOR POWER GENERATION: AN END USER VIEWPOINT<br><br>Invited Speaker:<br>Chairani Rachmatullah<br><i>Head of Oil &amp; Gas Division</i><br><b>PT PERUSAHAAN LISTRIK NEGARA (PLN)</b> | 1700 | TAILORING AND IMPLEMENTING EFFECTIVE SMALL SCALE LNG SYSTEMS AND TECHNOLOGY FOR INDONESIA<br><br>William Aw<br><i>Managing Director</i><br><b>BUKIT SEDAP PTE LTD</b>              |
| 1200 | SMALL SCALE LNG CARRIERS FOR DISTRIBUTION IN INDONESIA<br><br>Stephane Maillard<br><i>General Manager</i><br><b>GTTSEA PTE LTD</b>  | 1730 | End of Forum Day One & Networking Drinks   |
| 1230 | Networking Lunch  |      |  |

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## PROPOSED ROUNDTABLE FORUM DAY TWO Friday, 4 March 2016

0900 FUEL CONVERSION TO GAS AS FUEL FOR DOMESTIC SHIPPING INDUSTRY – A GOVERNMENT PERSPECTIVE

Invited Speaker:  
**MINISTRY OF TRANSPORTATION,  
RESEARCH AND DEVELOPMENT DIVISION**

0930 FUEL TO GAS CONVERSIONS – RETROFITTING EXISTING SHIPS TO RUN ON NATURAL GAS

Alexandre Hintz  
*Director*  
**PT POWER SERVICE INDONESIA**

1000 FSRU AS A FOCAL POINT FOR SMALL LNG DISTRIBUTION IN INDONESIA

Invited Speaker:  
Tammy Meidharma  
*President Director*  
**PT. NUSANTARA REGAS**

1030 Networking Coffee Break

1100 FIRST MOVER TO UTILIZE LNG FOR SHIPPING

Invited Speaker:  
Harry Budiarto  
*Commercial Director*  
**PT PELNI**

1130 UTILIZING DUEL FUEL TO SUPPORT SUSTAINABLE SHIPPING IN INDONESIA

1200 End of Roundtable Forum, Lunch & Friday Prayers

## WORKSHOP Friday, 4 March 2016

1400 Workshop  
SMALL LNG SHIP PROPULSION AND CONVERSION

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