



The practical voice of shipping

SEMINAR

DECARBONISING SHIPPING

THE CONTRACTUAL CHALLENGE

BIMCO House, Copenhagen

20 February 2024

 **TRAINING**

The BIMCO Training logo features a vertical gradient bar on the left, transitioning from light blue at the top to dark blue at the bottom. To the right of this bar, the word "BIMCO" is written vertically in a small, white, sans-serif font, and the word "TRAINING" is written horizontally in a large, bold, white, sans-serif font.

20 February 2024

09:00-09:30 **Arrival and refreshments**

Challenges

09:30-11:00 **The overview:**

- What is the status of EU ETS and CII?
- Who are these rules applicable to?
- Mapping the relationship between owners, charterers, and managers
 - How will they need to operate, and why is exchanging data fundamental?
- Other regional or international decarbonisation initiatives on the horizon?
- Q&A.

11:00-11:15 **Break**

11:15-12:45 **The contractual aspect:**

- What is the overall thinking behind the BIMCO clauses addressing ETS and CII
- ETS in time charter parties and the BIMCO standard clause
- Explaining the three BIMCO ETS clauses for voyage charter parties
- ETS and ship management agreements and the BIMCO standard clause
- CII and the BIMCO clauses
- New clauses on the horizon
- The challenges of creating and negotiating clauses to support the industry's reduction of emissions.
- Q&A

12:45-13:30 **Lunch**

13:30-14:45 **The 4th Way Charter:**

- A new "holistic" business model for the 21st century, providing efficient and inclusive shipping operations within the supply chain
- Global supply chain focus
- Multiparty alignment
- Combining contracts and technology
- Rewarding efficiency through incentives. What about "Utmost dispatch", "demurrage", and "Speed and Performance"?
- Q&A.

14:45-15:00 **Break**

15:00-16:15 **The trading matrix:**

- Contractual Landscape Awareness. Operational optimisation in time charter parties and decarbonisation in voyage charters
- The need to rethink demurrage as a separate revenue or expense stream
- Integrating emissions' abatement in all shipping contracts: the necessity of integrating emissions reduction as a contractual parameter in the evolving landscape of maritime contracts
- Facilitating the transition to the Decarbonization Era and encouraging innovative thinking within organisations beyond sheer regulatory compliance
- Q&A.

16:15-17:00 **Closing Session: Reflecting and Looking Ahead. Q&A**

Speakers



Lars Robert Pedersen

Robert has over 30 years' experience in the shipping industry, which combined with his insight into IMO makes him a respected authority on technical and regulatory issues. In early 2010, Robert was appointed Deputy Secretary General of BIMCO, which is the world's largest international shipping association providing a wide range of services to over 2,200 members globally. Robert leads a team of experts responsible for BIMCO's technical, security and operational activities. This includes direct membership services and active involvement in regulatory developments related to ship operation at international and regional levels. BIMCO promotes fair business practices, free trade and open access to markets and advocates for the harmonisation and standardisation of all shipping related activity. Before joining BIMCO, he had a career at A.P. Moller-Maersk handling regulatory affairs and technical management of the Maersk fleet of container ships after having spent 7 years as a seagoing officer. Robert holds an unlimited Chief Engineer's licence.



Stinne Taiger Ivø

Deputy Secretary General Stinne Taiger Ivø leads the Contract & Clauses department providing the shipping industry with balanced, clearly worded and practically workable contracts and clauses, and the Support & Advice department answering members' queries about charter parties and other contracts. She joined BIMCO in early 2022. Prior to BIMCO, she headed the claims department in Copenhagen of marine insurer Skuld, worked at Danish Shipping (formerly known as the Danish Shipowners Association) and as a lawyer at Gorrissen Federspiel's department for Shipping, Transport and Offshore. She holds a PhD in international company law and a Master of Law from the University of Copenhagen.



Grant Hunter

Grant Hunter is BIMCO's Director for Standards, Innovation and Research investigating the future of the shipping business to help BIMCO deliver digitalised products and services to members and the wider industry. He has worked in the shipping industry for over 40 years. Grant began his shipping career at sea in 1978, followed by eight years working ashore in the commercial and operations department of P&O Bulk Shipping in London. He has worked for BIMCO since 1997 – the past 25 years as Head of Contracts and Clauses. Grant has a Master's degree in Maritime Policy and Law from the London School of Economics (LSE).



Haris Zografakis

Haris Zografakis is a partner at Stephenson Harwood LLP, London and head of the firm's commodities team. He has consistently been singled out by both main legal directories, Chambers and Legal 500, as a leading individual in his areas of expertise. Over more than 20 years, he has dealt with all aspects of trading and shipping petroleum and its products, acting both for traders and shipowners, as well as their respective insurers. He has lectured in four continents, including events organised by BIMCO, universities, as well as the International Maritime Organization and others, and has also served on the editorial board of the Shipping and Transport Law Journal and on the Council of the London Shipping Law Centre.

Venue



BIMCO House
Bagsvaerdvej 161
2880 Bagsvaerd
Denmark

Organisers



Peter Grube

Peter is Head of Training, responsible for developing and delivering BIMCO courses and seminars world-wide. He joined BIMCO's Support & Advice in 1990 and was later appointed Marketing & Sales Director. Prior to joining BIMCO he worked at a shipowning office in Copenhagen, as well as a sale & purchase broker in Greece.

Peter Grube is a graduate from the Danish School for International Marketing & Export and is a Chartered Shipbroker (FICS). He holds a Master's in Education and Learning from Roskilde University (RUC).



Ayako Odashima

Ayako is Manager in BIMCO's Training department, and is responsible for marketing and implementation of BIMCO's training courses worldwide. Prior to joining BIMCO in 2015, Ayako has worked for various international organizations, including UNICEF, FAO, WFP and UNOPS, and has been responsible for large-scale emergency logistics and coordinated training programs on humanitarian logistics and supply chain management in Asia, Africa, Europe and in the Middle East. Ayako holds a MSc in International Relations from London School of Economics and BA from Boston University.



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