

BIMCO

The practical voice of shipping

MARITIME CHARTERING ACADEMY

 **BIMCO TRAINING**

Singapore
13–16 October 2025

DAY 1 13 October 2025

Fundamentals of Chartering & Market Dynamics

09:00–09:30

Introduction and welcome:

- Overview of the BIMCO Maritime Chartering Academy – Objectives, structure of the five-day program and key learning outcomes
- Participant introductions & industry context – Brief introductions, backgrounds and expectations.

09:30–10:30

Introduction to the global shipping markets (dry bulk, tanker, container, offshore):

- Market segmentation & dynamics – Overview of dry bulk, tanker, container and offshore markets, including key trade patterns and market drivers
- Roles and relationships – Understanding the roles and interactions of shipowners, charterers and brokers across different market segments.

10:30–10:45 *Break*

10:45–11:45

Supply and demand drivers affecting charter rates:

- Macroeconomic & geopolitical influences – Global GDP growth, trade policies, sanctions, regional conflicts and their impact on shipping demand
- Commodity flows and seasonality – The influence of commodity demand cycles (eg, iron ore, coal, oil) and seasonal variations on charter rates
- Fleet supply & regulatory impact – Vessel availability, fleet expansion, scrapping rates and the effect of environmental regulations (FuelEU, CII, EEXI) on charter rates and market dynamics.

11:45–12:45

The role of shipowners, charterers and brokers:

- Roles and responsibilities – Key functions and decision-making perspectives of shipowners, charterers and brokers within the chartering process

- Commercial strategies – Balancing long-term contracts versus spot market opportunities, cargo movement planning and cost optimisation techniques
- Negotiation dynamics – Understanding market leverage, risk allocation and building effective commercial relationships among parties.

12:45–13:30 *Lunch*

13:30–14:30

Overview of key chartering terms (eg, voyage, time, bareboat charters):

- Voyage charter essentials – Freight structure, laytime, demurrage, cargo responsibilities and operational risk allocation
- Time and bareboat charter mechanics – Core terms, including hire payments, off-hire events, speed warranties, maintenance obligations, crewing and insurance
- Strategic selection of charter types – Choosing between voyage, time and bareboat charters based on operational needs, market conditions and risk management considerations.

14:30–15:30

Freight market indices and how to interpret them (Baltic Exchange, etc):

- Introduction to freight market indices – Overview and significance of key benchmarks (eg, BDI, BCI, BCTI/BDTI, WCI) and their use in chartering decisions
- Understanding index calculations: Methodology behind freight indices, including reporting panels, representative vessel types and standard routes
- Practical application and analysis – Interpreting index movements, market trends, volatility indicators and their use in strategic decisions and risk management through FFAs.

15:30–15:45 *Break*

15:45–17:00

Case study

Participants will apply the day's insights to a realistic chartering scenario in this interactive session. The case study reinforces key learnings, enhances practical skills and facilitates meaningful discussion on real-world chartering challenges.

18:00–20:30

Welcome dinner for all participants and trainers

DAY 2 *14 October 2025*

Voyage and time charter parties

09:00–10:30

Analysis of GENCON, ASBATANKVOY and other standard voyage charter forms:

- Voyage charter forms overview – Introduction and historical context of key voyage charters, highlighting the primary applications of GENCON and ASBATANKVOY
- Examination of GENCON's risk allocation, laytime and cargo responsibilities, alongside tanker-specific clauses in ASBATANKVOY such as pumping warranties and contamination risks
- Strategic charter selection – Practical guidance for choosing the appropriate voyage charter form based on cargo type, vessel specifications and operational considerations.

10:30–10:45 *Break*

10:45–11:45

Working with specialised voyage forms such as HEAVYLIFTVOY, HEAVYCON and COA's:

- Introduction to specialised charter forms – Overview of HEAVYLIFTVOY, HEAVYCON and COA's, including their purpose, scope and key industry applications
- Review of key clauses on cargo suitability, stowage, handling requirements and risk management specific to heavy-lift operations
- Strategic contract selection – Guidance on choosing appropriate specialised charter forms based on cargo complexity, vessel capabilities and effective risk allocation.

11:45–12:45

Working with specialised time charter forms such as SUPPLYTIME and WINDTIME:

- Specialised offshore charter parties – Context, objectives and typical usage of SUPPLYTIME and WINDTIME in offshore and renewable energy operations
- Key clauses in SUPPLYTIME & WINDTIME – Detailed exploration of hire payments, off-hire terms, performance warranties, operational responsibilities and unique provisions tailored to offshore wind projects
- Negotiation and risk management – Practical strategies for effectively negotiating charter terms,

managing operational risks and adapting standard forms to specific project requirements.

12:45–13:30 *Lunch*

13:30–14:30

Time charter party mechanics: NYPE, SHELLTIME4 and their implications:

- Fundamentals of time charter mechanics – Understanding key concepts such as vessel employment, hire payments, charter duration and allocation of operational responsibilities
- Detailed charter party review – Analysis of NYPE clauses (speed and consumption warranties, off-hire scenarios, performance claims) and SHELLTIME4 tanker-specific provisions (vetting, cargo handling and liability)
- Commercial and operational implications – Strategic considerations for selecting and negotiating time charters, managing risk exposure and optimising vessel performance under different charter party forms.

14:30–15:30

Working with rider clauses:

- Introduction to rider clauses – Purpose, importance and how rider clauses complement or modify standard charter party terms
- Frequently used rider clauses – Analysis of clauses commonly negotiated, including bunker quality, cargo-specific conditions, piracy, sanctions and environmental compliance
- Effective drafting and risk management – Practical guidance for clearly drafting rider clauses, preventing ambiguity, mitigating disputes and strategically managing commercial and operational

15:30–15:45 *Break*

15:45–17:00

Case Study: Negotiating a charter party agreement:

Participants will engage in a practical exercise involving a charter party dispute. Utilising knowledge gained throughout the day, you'll analyse real-world scenarios, identify critical contractual risks and evaluate appropriate rider clauses.

DAY 3 15 October 2025

Charter party terms and vessel operations

09:00–10:30

Impact of new fuels and regulatory compliance on ship operations:

- Emerging fuels and operational impacts – Examining LNG, methanol, ammonia, hydrogen and biofuels, including implications for crew training, vessel compatibility, safety and operational efficiency
- Strategic adaptation – Evaluating fleet investments, fuel selection and chartering decisions to manage regulatory risks and secure long-term operational resilience proactively.

10:30–10:45 *Break*

10:45–11:45

Voyage optimisation and route planning in a decarbonised world:

- Voyage optimisation strategies – Integrating emissions reduction goals with commercial considerations, regulatory compliance and sustainability objectives in voyage planning
- Leveraging technology – Using advanced weather routing, predictive analytics and real-time monitoring tools to optimise fuel efficiency and reduce emissions
- Practical case studies – Interactive exercises and real-world examples demonstrating effective route planning strategies amid decarbonisation challenges.

11:45–12:45

Digital tools & data-driven decisions and the impact of AI on vessel operations:

- Digital transformation and AI in shipping – Overview of IoT sensors, vessel performance monitoring and artificial intelligence applications for improved operational efficiency and decision-making
- Data-driven decision-making – Practical strategies for leveraging real-time analytics and predictive maintenance to reduce operational costs, enhance fuel efficiency and ensure regulatory compliance
- Future opportunities and challenges – Evaluating emerging AI technologies, potential industry

transformations and managing associated risks such as data security, reliability concerns and regulatory implications.

12:45–13:30 *Lunch*

13:30–16:00

Field trip, Port of Singapore and visits to local organisations and companies:

The afternoon session will feature a guided tour of the Port of Singapore, allowing participants to experience firsthand the operations of one of the world's busiest maritime hubs. This tour will offer insights into port infrastructure, cargo-handling processes and logistical management. Following the port visit, participants will visit local maritime companies and organisations, where industry specialists will deliver presentations covering regional market dynamics, initiatives for operational efficiency and sustainable practices within the maritime sector. Throughout the field trip, participants will benefit from informal networking opportunities, which will foster knowledge exchange and relationship-building with maritime professionals and enable discussions around emerging trends and challenges in the shipping industry.

DAY 4 16 October 2025

Navigating risks and legal challenges in chartering

09:00–10:30

Managing sanctions and geopolitical risks within charter parties:

- Sanctions and charter parties – Understanding international sanctions, enforcement mechanisms and contractual implications for shipping and commodity trading companies
- Geopolitical risk assessment – Identifying and managing geopolitical threats affecting trade routes, cargo availability and chartering strategies
- Contractual risk mitigation – Drafting protective clauses, best practices for sanctions compliance and proactive management of geopolitical disruptions in charter-party negotiations.

10:30–10:45 *Break*

10:45–11:45

Force majeure, frustration of contracts and managing chartering disputes:

- Force majeure and frustration defined – Understanding their distinctions, triggers (e.g., natural disasters, strikes, port closures, pandemics, geopolitical disruptions) and their contractual implications
- Recognising and responding to events – Practical guidance on identifying legitimate force majeure scenarios and effectively managing contractual obligations in response
- Dispute management strategies – Best practices for dispute prevention, clear communication, claim handling and applying contractual mechanisms to resolve conflicts efficiently.

11:45–12:45

Cargo damage and claims – chartering and contractual implications:

- Cargo damage and risk overview – Common scenarios causing cargo damage, including improper handling, stowage errors and contamination, and how these impact charter party responsibilities
- Contractual allocation of liability – How liabilities for cargo damage are defined and distributed in charter party terms, including strategies to mitigate exposure through protective clauses
- Effective claim management – Practical guidance on handling cargo claims, from drafting

protective clauses and clearly defining responsibilities to proactive claim reduction strategies

12:45–13:30 *Lunch*

13:30–14:30

Mitigating risks through collaboration with P&I Clubs and marine insurance:

- Role and function of P&I Clubs – Understanding their coverage, risk management services and claims-handling processes in supporting chartering activities
- Marine insurance as a risk management tool – Identifying key marine insurance products, coverage limits and how these policies align with charter party obligations
- Collaborative risk mitigation strategies – Practical approaches for effectively working with insurers and P&I Clubs to proactively manage charter party liabilities.

14:30–15:30

Environmental and regulatory compliance (FuelEU Maritime, ETS, CII, EEXI) in charter parties:

- Overview of Environmental Regulations – Introduction to FuelEU Maritime, Emission Trading Scheme (ETS), Carbon Intensity Indicator (CII) and Energy Efficiency Existing Ship Index (EEXI), highlighting their implications for charter parties
- Contractual Responsibilities and Risks – Allocating obligations between shipowners and charterers regarding compliance, vessel modifications, reporting requirements and performance obligations
- Practical Considerations and Negotiation Strategies – Strategies for drafting clauses addressing regulatory compliance, managing operational risks and mitigating disputes arising from environmental compliance obligations.

15:30–15:45 *Break*

15:45–17:00

Case study

SPEAKERS



John Butler

John is a partner at Adams&Moore Solicitors LLP, London. Dual-qualified as a Solicitor-Advocate in England & Wales and as a Solicitor in Hong Kong, John is also a Fellow of the Chartered Institute of Arbitrators (FCI Arb) and has represented clients at arbitrations both “ad hoc” and subject to institutional rules (including LMAA, SCMA, SIAC, LCIA, ICC, UNICTRAL, HKIAC, CIETAC and others).

John specialises in disputes arising out of charterparties, bills of lading, sale & purchase contracts and contracts of affreightment. Prior to joining A&M, John spent 9 years in Hong Kong (including a secondment to an IG P&I Club) and has experience of acting for parties across Asia, including owners, charterers, P&I insurers, brokers, cargo interests and shipyards in the marine sector. Outside of the marine field, John has also acted for shareholders and creditors in commercial disputes, fraud and insolvency proceedings, both before the Hong Kong and London courts.

John has an international background, and speaks fluent German as well as basic French, Mandarin and Japanese. John has also been recognised as a Rising Star in the Shipping Litigation category of the Legal 500 Asia Pacific (Hong Kong) between 2018 and 2020.



Punit Oza

Punit Oza is the founder & director of Maritime NXT, Singapore, a platform dedicated to driving the “Next” in Maritime through investing, training, teaching, mentoring, consulting & collaborating in the Commercial Shipping & Digital Transformation space.

Punit holds a Masters in Shipping, Trade and Finance from Bayes (previously CASS) Business School, UK, and an LLB and Post Graduate Diploma in Maritime Law from the University of London.

Punit is a Fellow of the Institute of Chartered Shipbrokers and currently the President of the Institute.

Punit has over 30 years of experience in Dry Bulk Shipping, holding senior management positions in some leading shipping companies including Precious Shipping, Noble Group & Torvald Klaveness.

Punit is a Senior Adjunct Fellow at Maritime & Port Authority of Singapore (MPA) Academy, and an Affiliated Research Fellow & Guest Lecturer at Singapore Management University (SMU), and multiple business schools lecturing on “Geopolitical risks & their impact on shipping & trade flows”.

Punit is deeply involved with the maritime tech startup space and is an angel investor and advisor in a VC, Motion Ventures, and sits on the advisory boards of various startups.

SPEAKERS



Ashok Srinivasan

Ashok is qualified and experienced as a Master Mariner, a certified Dynamic Positioning Officer, and a Marine Lead Auditor. In addition, he possesses a Master of Business Administration (MBA) from Copenhagen Business School.

As the Regional Manager, South Asia and Technical Manager at BIMCO Singapore, Ashok is responsible for safeguarding the interests of BIMCO members and stakeholders in the technical aspects of maritime operations. His influence extends beyond the region as he serves as Vice-Chair of the Advisory Committee at the International Association of Classification

Societies (IACS). With a proven track record spanning over 18 years in the maritime sector, Ashok has solidified his position as a maritime expert.

His extensive seafaring career with A.P. Moller Maersk encompasses a diverse range of vessel types, including container ships, car carriers, oil tankers (crude and product), and notably, gas tankers (LPG and LNG). His expertise further extends to the offshore sector where he held the roles of Master and Senior Dynamic Positioning Officer (SDPO) on platform supply vessels and cable layers.

Demonstrating a strong commitment to quality and safety, Ashok previously contributed to enhancing ship quality, safety, and security at V.Group. His qualifications as a Certified Lead Auditor and Integrated Marine Auditor by LRQA (Lloyd's Register Quality Assurance) underscore his expertise in preparing vessels for external audits such as ISM, ISPS, and MLC, as well as industry vetting inspections like OCIMF-SIRE and CDI.

ORGANISERS



Wei Zhuang

Wei Zhuang is the Head of Asia Pacific at BIMCO. Wei started his BIMCO career with the Legal & Contractual Affairs Department in 2011 where he joined a wide range of BIMCO's standard contracts and clauses projects, including project development, revision and promotion. He was further promoted as China Liaison Officer as well as the General Manager of BIMCO Shanghai Centre. Now as the Head of Asia Pacific, he is committed to keeping a constructive relationship with regional regulators and industry stakeholders and, most importantly, to provide portfolio services to BIMCO members and potential members in Asia.

Wei's previous positions include eight years as a maritime lawyer and Senior Fellow at Maritime University. He has a master's degree in maritime law and a PhD in international law.

庄炜系波罗的海国际航运公会(BIMCO)亚洲区总经理。他在2011年加入BIMCO的法律与合同事务部工作,期间参与了大量BIMCO标准合同和条款的项目,包括项目开发、修订以及推广。后来庄先生被任命为大中华区总经理兼BIMCO上海中心主任,目前其担任BIMCO亚洲区总经理,致力于加强BIMCO与亚洲的沟通和合作,积极推动国际航运界和航运政策制定者和产业利益者之间富有建设性的沟通与合作,重点是维系亚洲区BIMCO会员的利益并向他们提供高效的服务。

庄炜曾担任8年的海事律师和高校教师,拥有海商法硕士及国际法学博士学位。



Sibyl Xu

Sibyl joined BIMCO in 2018 and started her career as a support for BIMCO's contract editing system SmartCon in Asia. In the meantime, she teams up with BIMCO's Training Department by hosting courses, particularly in the Far East. Sibyl graduated from the Shanghai Maritime University (SMU) and holds a Master's degree in International Law.

For more information, please contact:

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The BIMCO logo, featuring the word 'BIMCO' in a large, bold, blue sans-serif font. Above the letters, there is a horizontal blue line with a small square in the center, and a light blue gradient bar extending to the right.