Leading the way in market intelligence and professional development for the global marine fuels industry

EVENTS & TRAINING 2019

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www.petrospot.com | www.bunkerspot.com
## EVENTS OVERVIEW

<table>
<thead>
<tr>
<th>DATE</th>
<th>CONFERENCE</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 23-24</td>
<td>Middle East Bunkering Convention</td>
<td>Dubai, UAE</td>
</tr>
<tr>
<td>March 17-21</td>
<td>Panama Maritime XIV</td>
<td>Panama</td>
</tr>
<tr>
<td>May 20-24</td>
<td>Maritime Week Americas</td>
<td>Fort Lauderdale, USA</td>
</tr>
<tr>
<td>June 17-23</td>
<td>Maritime Week Gibraltar</td>
<td>Gibraltar</td>
</tr>
<tr>
<td>September 9-13</td>
<td>London International Shipping Week</td>
<td>London, UK</td>
</tr>
<tr>
<td>September</td>
<td>International Shipowning &amp; Shipmanagement Summit</td>
<td>London, UK</td>
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<tr>
<td>October 17-18</td>
<td>ARACON</td>
<td>Rotterdam, Netherlands</td>
</tr>
<tr>
<td>November</td>
<td>Maritime Week Africa</td>
<td>Mauritius</td>
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</table>

## TRAINING OVERVIEW

<table>
<thead>
<tr>
<th>DATE</th>
<th>COURSE</th>
<th>LOCATION</th>
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<tbody>
<tr>
<td>January 21-22</td>
<td>Bunker Trading &amp; Operations</td>
<td>Dubai, UAE</td>
</tr>
<tr>
<td>January 28-30</td>
<td>Bunker Sales &amp; Trading</td>
<td>Malta</td>
</tr>
<tr>
<td>May 6-9</td>
<td>BunkerExperience</td>
<td>Rotterdam, Netherlands</td>
</tr>
<tr>
<td>May 13-17</td>
<td>The Oxford Bunker Course</td>
<td>Oxford, UK</td>
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<tr>
<td>May 20-21</td>
<td>Bunker Trading &amp; Operations</td>
<td>Fort Lauderdale, USA</td>
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<tr>
<td>May 21</td>
<td>Bunker Claims Management</td>
<td>Fort Lauderdale, USA</td>
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<tr>
<td>June 17-23</td>
<td>An Introduction to LNG Bunkering</td>
<td>Gibraltar</td>
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<tr>
<td>July</td>
<td>BunkerExperience</td>
<td>Singapore</td>
</tr>
<tr>
<td>September</td>
<td>Bunker Course</td>
<td>London, UK</td>
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<tr>
<td>September 23-27</td>
<td>The Oxford Bunker Course</td>
<td>Oxford, UK</td>
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<tr>
<td>September 30 -</td>
<td>BunkerExperience</td>
<td>Rotterdam, Netherlands</td>
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<td>October 3</td>
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<tr>
<td>November</td>
<td>Bunker Course</td>
<td>Mauritius</td>
</tr>
<tr>
<td>November</td>
<td>Bunker Course</td>
<td>Piraeus, Greece</td>
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</table>

Dates subject to change

With core training approved by the Institute of Marine Engineering, Science and Technology (IMarEST) and endorsed by the International Bunker Industry Association (IBIA), the courses can also be taught in-house and adapted to suit particular learning requirements.
BUNKER TRADING & OPERATIONS

This two-day advanced-level course examines shipping, bunker trading, supply and procurement, price and credit risk exposure, bunkering operations, and avoiding and managing claims. It will cover the essentials of oil trading, cargo purchase and terminal storage, fuel quality and availability, the use of alternative fuels, and the far-reaching impact on global bunker markets of new emissions regulations, particularly the implications of the IMO 0.50% global sulphur cap.

The course includes practical exercises and tests and provides helpful ‘real-life’ examples to illustrate the key areas covered.

Who should attend?

Types of Company
National Oil Companies • Independent Suppliers • Bunker Traders • Brokers • Barge Operators • Shipowners • Major Oil Companies • Shipping Agents • Law Firms • Testing Agencies • Lubricant Suppliers • Refiners • Charterers • Fuel Distributors • Storage Companies • Ship Managers • Storage & Blending

Early Bird price: £1,095
Standard Price: £1,295

21-22 JANUARY 2019
DUBAI
Early Bird ends 9 November 2018

www.petrospot.com/mebc

20-21 MAY 2019
FORT LAUDERDALE
Early Bird ends 28 February 2019

www.petrospot.com/mwa
1 PLATINUM – SOLD
- As the main sponsor, your logo and branding will be especially prominent on all marketing and advertising collateral (online & offline)
- Sponsor of the Evening Reception
- Receive 4 complimentary delegate registrations.

2 GOLD – £10,500
- Exclusive sponsorship of one of two networking lunch breaks
- Receive 3 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).

5 SILVER – £6,500
- Sponsorship of one of five prime coffee breaks
- Receive 2 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).

BRONZE – £3,500
- Bronze Sponsorship guarantees extra exposure while remaining within budget.
- Receive 1 complimentary delegate registration
- Your logo will be on all marketing and advertising collateral (online & offline).

Lanyards and Badges SOLD
Delegate Bags £7,000
Caps £5,000
Notepads and Pens £7,000
Bottled Water £7,000
Delegate Folders £5,000

Table Exhibit – £2,000

Registration
Early Bird ends 7 December 2018

Conference
Early Bird Conference Pass: £550
Conference Standard Pass: £750

INTERCONTINENTAL DUBAI MARINA
REGISTER HERE

www.petrospot.com/mebc
BUNKER SALES & TRADING
(Featuring Risk Management and Operations)

This highly successful three-day training course covering all aspects of bunker sales and supply, operations, trading and risk management. The international bunker markets will be covered, together with quality issues, pricing and the effect of emission controls. As part of the programme, it is planned to organise a visit to a local oil storage terminal.

What will it cover?

- The International Shipping Business
- International Oil & Bunker Markets
- Oil Refining Overview
- Terminals and Bunker Operations
- Bunker Quality and Blending
- Bunker Sales Contracts and Pricing
- Bunker Price Risk Management
- Claims and Claims Management

A wide range of presentations is included, but these will be supplemented by interactive discussions and practical exercises for delegates to work on in small syndicate groups, simulating real-life examples from the areas covered in the course. This reinforces understanding and generates a high energy and enjoyable learning environment.

Early Bird price: £1,825 (€2,026)
Standard Price: £2,025 (€2,250)

28-30 January 2019
Malta

Register Early Bird ends 19 December 2018

Offered jointly by Petrospot and the Malta Petroleum Training Academy.
This three-day Course presents an unbeatable combination of intensive classroom teaching and real-life bunkering experience. Focusing on barge operations and sampling, testing lab procedures, bunker quality, onboard fuel handling and ship type familiarisation.

Guaranteed to provide a rock solid intellectual and practical introduction into the three most important hands-on elements of the bunker business.

The morning classroom sessions are geared towards preparing students to make the most of the afternoon 'real life' experience of working on a bunker barge, working in a testing laboratory and going to sea for close-up views of different types of ships at the anchorages and terminals.

Price: €2,995

The price of this event includes:
- a pre-course dinner
- accommodation
- lunch
- refreshments
- course materials

VENUE: DELTA HOTEL

www.bunkerexperience.com
Maritime Week Americas 2019 returns to North America with a full week of key maritime events, including the MWA Conference plus top-level training courses and other specialist training.

With over 200 delegates expected from over 30 countries, MWA remains the largest and most popular bunkering conference in the Americas.

### SPONSORSHIP PACKAGES

#### 1 DIAMOND – £25,000
- As the main sponsor, your logo and branding will be especially prominent on all marketing and advertising collateral (online & offline).
- Sponsor of the MWA Gala Dinner
- Receive 6 complimentary delegate registrations
- Full page advert in the Official Event Guide

#### 3 PLATINUM – £15,000
- As the main sponsor, your logo and branding will be especially prominent on all marketing and advertising collateral (online & offline).
- Exclusive sponsorship of one of three Networking Receptions
- Receive 4 complimentary delegate registrations
- Full page advert in the Official Event Guide

#### 2 GOLD – £11,500
- Exclusive sponsorship of one of two Networking Lunch Breaks
- Receive 3 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).
- Half page advert in the Official Event Guide

#### 6 SILVER – £6,750
- Sponsorship of one of six prime Networking Breaks
- Receive 2 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline)
- Quarter page advert in the Official Event Guide

#### BRONZE – £3,750
- Bronze Sponsorship guarantees extra exposure while remaining within budget.
- Receive 1 complimentary delegate registration
- Your logo will be on all marketing and advertising collateral (online & offline), space permitting.

### INDIVIDUAL SPONSORSHIP

<table>
<thead>
<tr>
<th>Sponsorship</th>
<th>Price</th>
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<tbody>
<tr>
<td>Badges and Lanyards</td>
<td><strong>SOLD</strong></td>
</tr>
<tr>
<td>Delegate Bags</td>
<td>£7,000</td>
</tr>
<tr>
<td>Notepads and Pens</td>
<td>£7,000</td>
</tr>
<tr>
<td>Bottled Water</td>
<td>£7,000</td>
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<tr>
<td>USB Flash Drives</td>
<td>£7,000</td>
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<tr>
<td>Twill Caps</td>
<td>£5,000</td>
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<tr>
<td>Polo Shirts</td>
<td>£5,000</td>
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<tr>
<td>Headphones</td>
<td>£7,000</td>
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<tr>
<td>Multi-charger cables</td>
<td>£7,000</td>
</tr>
<tr>
<td>Power Packs</td>
<td>£10,000</td>
</tr>
<tr>
<td>RFID Card Protectors</td>
<td>£3,500</td>
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</table>

### EXHIBIT

**Table Exhibit – £2,750**

### REGISTRATION

**CONFERENCE**

<table>
<thead>
<tr>
<th>Rate</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early Bird Rate</td>
<td><strong>£1,350</strong></td>
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<tr>
<td>Standard Rate</td>
<td><strong>£1,595</strong></td>
</tr>
</tbody>
</table>

**REGISTRATION** Early Bird ends 28 February 2019

### HILTON FORT LAUDERDALE BEACH RESORT

www.petrospot.com/mwa
Bunker Claims Management is a comprehensive half-day seminar geared towards guiding bunker buyers and sellers safely through the legal pitfalls associated with marine fuels.

The seminar will highlight the many things that can go wrong throughout the bunkering process and offers a range of solutions to avoid the problems in the first place or to find remedies once the damage is done.

Bunker Claims Management is designed to promote discussion and debate on the key issues, with the expert presenters sharing their ideas and experiences and inviting the delegates to contribute their own.

Price: £495

21 May 2019 • Fort Lauderdale

An Introduction to LNG Bunkering

This one-day course is designed to bring delegates up to speed with the technical, operational, practical and safety-related aspects of using LNG as a source of fuel for ships. It also covers the commercial issues, including the complex issue of pricing LNG as a bunker fuel.

This course provides delegates a solid base from which to improve their understanding of this exciting and rapidly-developing sector of the bunker industry.
This three-day Course presents an unbeatable combination of intensive classroom teaching and real-life bunkering experience. Focusing on barge operations and sampling, testing lab procedures, bunker quality, onboard fuel handling and ship type familiarisation.

Guaranteed to provide a rock solid intellectual and practical introduction into the three most important hands-on elements of the bunker business.

The morning classroom sessions, held in a dedicated lecture room inside the Inspectorate Singapore Laboratory, are geared towards preparing students to make the most of the afternoon 'real life' experience of working on a bunker barge, working in a testing laboratory and going to sea for close-up views of different types of ships at the anchorages and terminals.

Price: $2,675
The price of this event includes: lunch, refreshments, course materials, course certificate and protective clothing.

STUDENTS MUST HAVE VALID PASSPORTS TO BE ABLE TO BOARD HARBOUR LAUNCHES AND BUNKER BARGES.

www.bunkerevents.com/events
The Oxford Bunker Course offers a week of intensive teaching for newcomers to the bunker and shipping industries provided by industry experts at the top of their game.

It is 100% focused on providing an interactive learning experience through lectures, case studies and scenario exercises. There are no ‘working day’ distractions – just ‘best in the business’ teaching and plenty of discussion and Q&A opportunities with highly experienced tutors.

The course is challenging and asks a lot of its students. In return, they receive top-class training which fully prepares them for a career in the bunker sector or gives them a knowledge of marine fuels that will put them one step ahead of their peers in the wider maritime industry.

The bunker business thrives through the building of firm and longstanding business relationships, and the Oxford Bunker Course facilitates this by bringing young traders, brokers and suppliers from many companies and countries together – to learn about the industry they are all part of and to network in a series of excellent social events throughout the week.

Course fee includes five days’ accommodation and meals, a course dinner and other Oxford-specific networking activities, as well as extensive course materials derived from the unique combination of lectures, exercises and tests.

Venue
Cotswold Lodge Hotel
OXFORD

5 DAY COURSE
Price - £3,495
Registrations are subject to VAT at the prevailing rate.

Venue
Cotswold Lodge Hotel
OXFORD

13-17 MAY 2019
REGISTER

23-27 SEPTEMBER 2019
REGISTER

www.petrospot.com/oxford
Sponsorship Packages

1 Platinum – €18,750
- As the main sponsor, your logo and branding will be especially prominent on all marketing and advertising collateral (online & offline).
- Sponsor of the Dinner Reception
- Receive 4 complimentary delegate registrations

3 Gold – €9,375
- Exclusive sponsorship of one of two Networking Lunch Breaks or the Evening Drinks Reception
- Receive 3 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).

5 Silver – €7,500
- Sponsorship of one of five prime Networking Coffee Breaks
- Receive 2 complimentary delegate registrations
- Your logo will be on all marketing and advertising collateral (online & offline).

Bronze – €3,500
- Bronze Sponsorship guarantees extra exposure while remaining within budget.
- Receive 1 complimentary delegate registration
- Your logo will be on all marketing and advertising collateral (online & offline).

Individual Sponsorship

- Badges and Lanyards: €6,250
- Delegate Bags: €6,250
- Notepads and Pens: €6,250
- Delegate Folders: €6,250

Exhibition

Exhibition Table: €2,500

Who Will Attend

Independent Suppliers · Bunker Traders · Brokers · Barge Operators · Shipowners · Major Oil Companies · Shipping Agents · Law Firms · Testing Agencies · Lubricant Suppliers · Charterers · Fuel Distributors · Storage Companies · Bunkering Services · Ship Managers · Storage & Blending

Registration

Early Bird Rate: €795
Standard Rate: €1,095

Early Bird ends 31 July 2019.
Our aim is to provide a comprehensive, accurate – and always independent – view of the multi-faceted global marine fuels industry. Bunkerspot magazine focuses on the technical, operational, commercial, environmental and legal aspects of bunkering, and also keeps its readers up to speed on innovations and trends in vessel and fuel efficiency technologies.

The Bunkerspot website includes a subscription-based real-time news and pricing service, as well as information channels, industry announcements and updates on conferences, exhibitions and other key events.

We can also tailor multi-user subscription packages to suit your individual and/or company requirements. To configure the best option for you and your business, contact:

+44 1295 814455 or email sales@petrospot.com

Subscribe to Bunkerspot
www.bunkerspot.com/subscribe

Bunkerspot Price Index

If you need accurate, up-to-date bunker price indications in an easy to use and highly cost-effective format, BPi ticks all the boxes.

The Bunkerspot Price Index offers spot bunker prices in over 350 global ports, updated daily and with easy to see tracked price changes. Delivered via the Bunkerspot website or through the BPi app, this bunker price service offers ‘live’ crude oil, gasoil and LNG futures prices, historic fuel oil and gasoil prices, and instant price comparisons across all ports.

BPi also enables the user to create a ‘favourite ports’ page and set up price alerts.

www.bunkerspot.com/bpi

Port Reports

Petrospot + 20|20 Marine Energy – market intelligence on global bunker ports

Each report focuses on the commercial, logistical and environmental issues driving the changes and developments in each local market. This includes an expert summary of commercial operations at each location, information on current and historic bunker demand, an overview of fuel suppliers and market share, storage facilities and fuel delivery options and providers.

The port profiles also examine the factors that influence local bunker prices and offer useful comparisons with competitor ports. The reports will also assess product sourcing and availability and examine the issues that may affect current and future supply, including the 0.5% global sulphur cap in 2020, and the alternative fuel supply options in each port.

www.petrospot.com/port-reports