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MARITIME WEEK AMERICAS

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12-14 JUNE 2023
NEW ORLEANS

OFFICIAL
EVENT GUIDE

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WELCOME TO

MARITIME WEEK AMERICAS

Welcome to New Orleans and to *Maritime Week Americas 2023*.

This year is very special to me and my colleagues because on 18 May we celebrated the 20th anniversary of Petrosport, a small company based in the centre of England which has grown to become one of the most highly respected and influential publishing, training and conference organising companies in the world.

It is thanks to all our friends who join us at *Maritime Week Americas* and at our other events in Europe, Africa, the Middle East, and Asia, and to the readers and supporters of our key publications *Bunkerspot* and *ship.energy*, that Petrosport continues to punch above its weight and is able to bring everyone together from every corner of the world and every sector of the shipping and maritime sector.

After all the chaos of the past few years, caused primarily by Covid-19 and the war in Ukraine, let's hope that there is an opportunity to take some breath before the next wave of environmental regulations sweep in once again to liven everything up.

Last year, as a direct result of Covid-19 and the disruption it wrought on travel and personal contact, *Maritime Week Americas* was held twice, in Panama in May and Fort Lauderdale in October. This year we are back to holding the event once a year, focusing this time on New Orleans and the Mississippi River, a port area so busy and vibrant that it fully justifies playing host to what remains the biggest and most popular annual bunking event in the Americas.

This year's *Maritime Week Americas* will look at those new regulations and attempt to put them into context. It will look at existing fuels and the alternatives, focusing primarily on liquefied natural gas (LNG) and biofuels but also assessing the availability, suitability and acceptability of other fuels that are now beginning to appear over the horizon.

With over 200 delegates from 30 countries coming to New Orleans, the vast majority of whom have also previously joined us in Panama, Fort Lauderdale, Miami and even Cartagena, this year's event promises to be even livelier than usual, held in a city renowned for its colours and flavours, its food and its music, its carnivals, and its paddle steamers. This week, we will all have the chance to sample everything that the Big Easy has to offer.

I hope that everyone attending *Maritime Week Americas* will make the most of this latest opportunity to re-connect with old friends and colleagues and to develop important new commercial relationships. Everyone is here to meet and do business and this week, I hope, will provide the perfect setting to do so.

I really look forward to some constructive, highly productive debate and to some fun and excitement too. I take this opportunity to thank all the speakers appearing this week, as well as the generous sponsors, exhibitors and – especially – the delegates for coming to New Orleans and making this year's *Maritime Week Americas* the success that I am sure it will be.

Make sure you take lots of photos and post them on social media using the hashtag #MWA23 – let's show the world what this event and this city really have to offer.



Llewellyn Bankes-Hughes
Managing Director,
Petrosport Ltd

A handwritten signature in black ink, reading 'Llewellyn Bankes-Hughes'.

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EVENT INTRODUCTION

Dear Attendee

We are delighted to welcome you to *Maritime Week Americas (MWA23)*!

We hope you are pleased with the range of conference sessions and networking events that we are offering you at this year's event.

SPEAKERS

A tremendous amount of hard work has gone into each of the presentations given at *MWA23* and we hope that you will find them a useful research and business development tool. We would like to take this opportunity to thank all our speakers for their contribution.

FEEDBACK

We ask for 5 minutes of your time to fill in a short feedback form via SurveyMonkey. The form can be accessed via the following web address – <https://www.surveymonkey.co.uk/r/MWAFedback>

SPONSORS, SUPPORTERS AND EXHIBITORS

We are extremely grateful for the support of all our sponsors without whom the event would not be possible. Further information on our sponsors and supporters can be found from page 23.

ASSISTANCE & DIETARY REQUIREMENTS

If you have any questions or comments, please do not hesitate to find us at the *MWA* Registration Desk and we will assist with your queries.

If you have any special dietary requirements, which you have not yet shared with us, we would be grateful if you could inform us at the Registration Desk.

Thank you for attending *MWA23*. We look forward to meeting you during this exciting week!

Best wishes

Laura Betteley

Events Manager, Petrospot Limited

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FEEDBACK

Let us know about your event experience by filling out a short form.



POST-CONFERENCE SPEAKER PRESENTATIONS

Speaker presentations will be available on our website from **20 June 2023**.

Simply login at:

maritimeweekamericas.com with the below details and navigate to the **Delegate Area**

Username: **MWA-NO2023**

Password: **NEW-ORLEANS23**



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MEET THE PETROSPOT TEAM



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Events
Manager



ROSA HOLLAND

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WILLIAM MULLHALL

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Sales Lead



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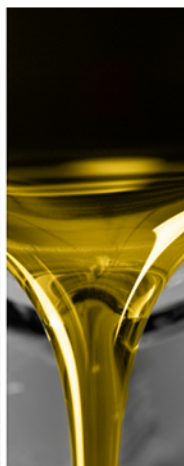
IAN TAYLOR

Managing
Editor

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EVENTS AT A GLANCE

SESSIONS AND NETWORKING

Training and conference sessions will take place at the Royal Sonesta New Orleans

MOBILE PHONES
Please switch off or to silent during conference sessions

MONDAY 12 JUNE 2023

09:15-17:30

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Alternative Fuels Course

Location: Regal Suite
Registration: 08:15 onwards
Lecturer: Nigel Draffin

18:00-20:00

Welcome Evening Reception

Location: The Jazz Playhouse,
Royal Sonesta New Orleans

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BOURBON STREET PARADE

19:00-19:30

Wednesday 14 June 2023

Meet in the Hotel Lobby at 18:45

All traffic will be stopped as our Second Line Parade sets off through the French Quarter in full Mardi Gras fashion, leading all the way to the riverboat *City of New Orleans* for our evening dinner cruise.

TUESDAY 13 JUNE 2023

09:00 - 17:00

MWA Conference - Day One

Location: Grand Ballroom
Registration: 08:00
Tabletop exhibition opens

WEDNESDAY 14 JUNE 2023

09:00 - 10:30

S&P Global Commodity Insights Seminar

Location: Grand Ballroom

11:00 - 17:00

MWA Conference - Day Two

Location: Grand Ballroom

RIVERBOAT CITY OF NEW ORLEANS DINNER CRUISE

19:30 - 22:00

Wednesday 14 June 2023

Join us on an evening dinner cruise along the Mississippi. Dinner, drinks & jazz.

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NETWORKING OVERVIEW

**MONDAY
12 JUNE**

**TUESDAY
13 JUNE**

**WEDNESDAY
14 JUNE**



WELCOME COFFEE

Time: 08:00 – 09:00



North Atlantic

WELCOME COFFEE

Time: 08:00 – 09:00

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COFFEE BREAK

Time: 10:30 – 11:00



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COFFEE BREAK

Time: 10:30 – 11:00

**Bunker
One**



NETWORKING LUNCH

Time: 12:30 – 13:30



Colonial Oil Industries, Inc.

A Subsidiary of Colonial Group, Inc.

NETWORKING LUNCH

Time: 12:30 – 13:30



**TROPIC OIL
— COMPANY —**

COFFEE BREAK

Time: 15:00 – 15:30

**BOURBON STREET
PARADE**

Meet: 18:45

Depart: 19:00

S&P Global

Commodity Insights

**WELCOME EVENING
RECEPTION**

Location: *The Jazz Playhouse,
Soyal Sonesta*

Time: 18:00 – 20:00



**Navalmex
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**STEAMBOAT DINNER
CRUISE**

Time: 19:30 – 22:00



MWA23 CONFERENCE SPEAKERS



WAJDI ABDMESSIH
Founder & President,
Seahawk Services



ADI AGGARWAL
General Manager,
SEA-LNG



SUE APPELYARD
Director,
Intertek Lintec



**LLEWELLYN
BANKES-HUGHES**
Managing Director,
Petrospot



LAUREN BRIDGES
Attorney & Shareholder,
Liskow



JAMES BROWNE
CEO,
Barbados National Oil



GUIDO CARDULLO
Head of Business
Development, Fratelli Cosulich



PHILLIPE CRAIG
Senior Pricing Specialist,
US Bunkers, S&P Global
Commodity Insights



FRANK DAHAN
Director Transport Services &
Global Supply Strategy,
CSL Group



**MARGARET KAIGH
DOYLE**
Alternative Fuels
Program Manager,
Transpensea Fuels LLC



NIGEL DRAFFIN
Consultant, Author &
IBIA Board Member



RAMÓN ESPINEL FC
General Manager
Transfuel



Please refer to the MWA website for speaker biographies.
www.petrospot.com/events/mwa23-no/speakers or
 scan the QR code



MARK ESPOSITO

Principal Research Analyst - Fuels,
 Chemicals, Resource Solutions,
 S&P Global Commodity Insights



CAMERON GIBSON

Business Development
 Manager, Port NOLA



JACK GROGAN

Senior Account Manager,
 VPS



TAMMI INGANNAMORTE

VP Sales - Global Bunker,
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CATHERINE KELLOGG

Editor Americas
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Managing Director,
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DIRK KRONEMEIJER

Founder & Board Member,
 GoodFuels



KENNY MCNAB

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MICHAEL MCNAMARA

Vice President Global Fuel
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JEFF MILDNER

Maritime Digital Solutions,
 Vortex Development Group



LEONOR MONDRAGÓN

CEO,
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TONY ODAK

Chief Operating Officer,
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#KeepingUpWithKaren | 11-15 SEPT 2023

Contact Karen Martin, Commercial Director +44 (0) 7812 077 502 | kmartin@shippinginnovation.com



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ARNOLD SOOGRIM

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Paria Fuel Trading Company



TOM SOSNOWSKI

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Managing Director,
2050 Marine Energy



BARBARA TRONER

Senior Managing Editor,
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S&P Global



DIRK VAUGHN

Head of Market Development
RRT Sales, Neste US



HAUK LARSEN WAHL

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FELIX YAMASATO

Senior Analyst,
Infospectrum



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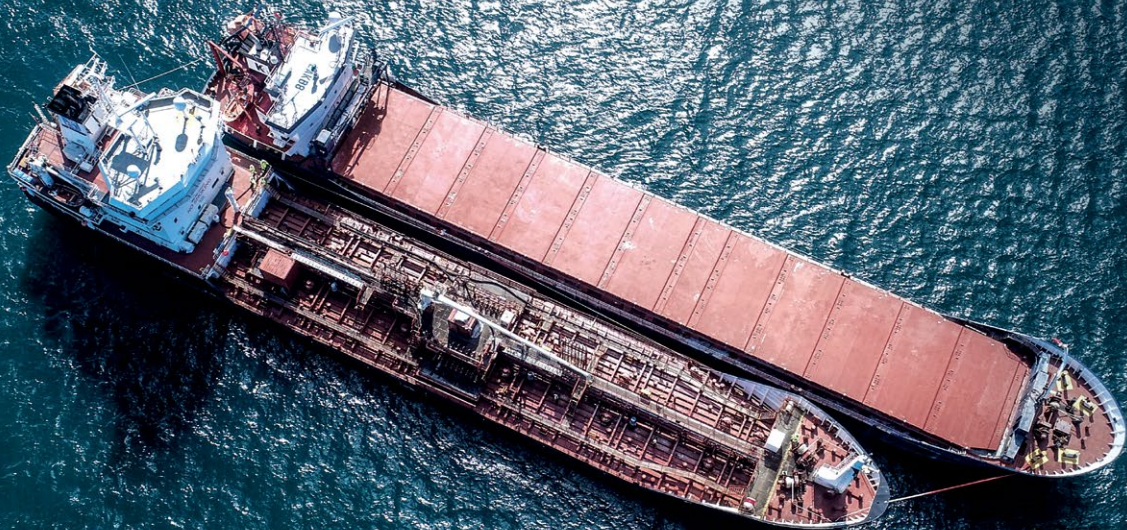
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CONFERENCE PROGRAMME

MONDAY 12 JUNE

18:00-20:00

Welcome Evening Reception

Location: *The Jazz Playhouse*

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TUESDAY 13 JUNE

08:00

Conference Registration & Exhibition Opens

Welcome Coffee

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Session One

This session will introduce New Orleans and the Mississippi River, one of the busiest shipping areas in North America. It will also examine shipping, oil, and bunker markets in the Americas and further afield.

09:00

Moderator

Llewellyn Bankes-Hughes, Managing Director, Petrosport Ltd

Welcome to New Orleans

Cameron Gibson, Business Development Manager, Port of New Orleans

Shipping Industry Outlook

Catherine Kellogg, Editor Americas Freight Markets, S&P Global Commodity Insights

Bunker Industry Outlook

Adrian Tolson, Managing Director, 2050 Marine Energy

Environmental Legislation - A Game Changer

Derek Schmidt, Business Development Manager, ABS

10:30

Networking Coffee Break

Sponsored by Silver Sponsor



Session Two

This session will look at the challenges with fuel quality and quantity issues in the Americas, followed by a bunker buyers' panel to look at the 'lived experience' of bunkering in the region.

11:00

Moderator

Ian Taylor, Managing Editor, Bunkerspot

Bunker Quality Trends in the Americas

Hauk Larsen Wahl, Business Development Manager, Intertek Lintec

Bunker Quantity Trends in the Americas

Argyrios Schoinas, Global Operations & Key Account Manager, Bureau Veritas VeriFuel

When Things Go Wrong

Wajdi Abdmessih, Founder & President, Seahawk Services

Buyers' Panel: Fuel Quality Issues

Michael McNamara, Vice President Global Fuel Sourcing, Carnival Corp.

Frank Dahan, Director Transport Services and Global Supply Strategy, CSL Group

12:30

Networking Lunch

Sponsored by Gold Sponsor

Bunker One



Session Three

This session will look at commercial transparency in bunkering, from digitalisation to pricing and from credit to finance. It will also look at international sanctions and compliance issues in respect to transparency in the bunker supply chain.

13:30

Moderator

Adrian Tolson, Managing Director, 2050 Marine Energy

Digitalisation in the Bunker Sector

Tammi Ingannamorte, VP Sales – Global Bunker, ZeroNorth A/S

Digitalising the Bunker Delivery Process

Jeff Mildner, Maritime Digital Solutions, Vortex Development Group

Bunker Pricing

Tom Sosnowski, Associate Director, Global Marine Fuels, OPIS

Credit Issues

Felix Yamasato, Senior Analyst, Infospectrum

Transparency in Bunkering: Sanctions, Compliance and Other Legal Issues

Steve Simms, Principal and Owner, Simms Showers LLP

15:00

Networking Coffee Break
Sponsored by Silver Sponsor



Session Four

This session will look at developments in key bunker markets throughout the Americas, assessing fuel availability and supply infrastructure as well as progress towards establishing supply chains for cleaner fuels.

15:30

Moderator

Ian Taylor, Managing Editor, Bunkerspot

New Orleans and the Mississippi

*Tony Odak, Chief Operating Officer,
John W. Stone Distributor LLC*

The US Gulf and Offshore

Georgia Kounalakis, Managing Director, Bunker One USA Inc.

Honduras

Kenny McNab, CEO, Bay Islands Petroleum S.A.

Barbados

James Browne, CEO, Barbados National Oil Co. Ltd

Trinidad & Tobago

*Arnold Soogrim, Trading Analyst – Bunkers,
Paria Fuel Trading Company*

Ecuador

Ramón Espinel FC, General Manager, Transfuel group

17:00

End of Conference Day One



Programme correct at time of going to press. For the live programme please scan the QR code above or visit www.petrosport.com/mwa23/programme.

WEDNESDAY 14 JUNE

08:00

Welcome Coffee

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North Atlantic

S&P Global Commodity Insight

S&P Global Commodity Insights Seminar

As the shipping markets recoil from the ripple effects of the Russian invasion of Ukraine and the subsequent sanctions against Russia, it can be difficult to understand where the market is headed. We have assembled a team of experts to provide the insights you need to navigate the shifting markets.

09:00

Registration

09:15

Welcome Remarks

09:20

Changing Global Trade Flows – Impact on Oil and Tanker Markets

Mark Esposito, Principal Research Analyst, Fuels, Chemicals, and Resource Solutions, S&P Global Commodity Insights

09:35

Riding Out the Storm: A 2023 US Bunker Market

Phillipe Craig, Senior Pricing Specialist - US Bunkers, S&P Global Commodity Insights

09:50

Maritime Decarbonisation: Alternative Bunker Demand Outlook & Carbon-Accounted Freight

Barbara Troner, Senior Managing Editor, Americas Freight Markets, S&P Global Commodity Insights

10:10

Q&A

10:20

S&P Global Commodity Insights Seminar Closing Remarks

10:30

Networking Coffee Break

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Session Five

This session will focus on the green revolution, looking at the development and take up of new fuels and technologies in the journey towards shipping's energy transition, with a special focus on biofuels.

11:00

Moderator

Adrian Tolson, Managing Director, 2050 Marine Energy

Alternative Fuels: Global Update

Nigel Draffin, Consultant, Author and IBIA Board Member

The Rise of Marine Biofuels in North America

Dirk Kronemeijer, Founder & Board Member, GoodFuels

Testing Biofuels in the Americas

Jack Grogan, Senior Account Manager, VPS

Panel Discussion

Frank Dahan, Director Transport Services and Global Supply Strategy, CSL Group

Ananth Srinivasan, Vice President, V-TIC services Inc.

Dirk Vaughn, Head of Market Development RRT Sales, Neste US Inc.

12:30

Networking Lunch

Sponsored by Gold Sponsor



Colonial Oil Industries, Inc.
A Subsidiary of Colonial Group, Inc.

Session Six

This session will focus on the evolution of LNG bunkering throughout the supply chain, from ports and terminals to supplier, trader, barge operator, distributor and shipping company end-user.

13:30

Moderator

Nigel Draffin, Consultant, Author and IBIA Board

LNG and the Path to 2050

Margaret Kaigh Doyle, Alternative Fuels Program Manager, Transparency Fuels LLC

LNG: Decarbonisation Pathway

Adi Aggarwal, General Manager, SEA-LNG

LNG Bunkering in Singapore

Guido Cardullo, Head of Business Development, Fratelli Cosulich Bunkers (S) Pte Ltd

Michael McNamara, Vice President Global Fuel Sourcing, Carnival Corp

15:00

Networking Coffee Break

Session Seven – Women in Maritime Panel Discussion

This session will examine some of the key issues of the day, from the perspective of women representing different sectors of the maritime industry, in the Americas and beyond.

15:30

Moderator

Llewellyn Bankes-Hughes, Managing Director, Petrosport Ltd

Margaret Kaigh Doyle, Alternative Fuels Program Manager, Transparensa Fuels LLC

Leonor Mondragon, CEO, Navalmex Combustibles

Barbara Troner, Senior Managing Editor, Americas Freight Markets, S&P Global Commodity Insights

Georgia Kounalakis, Managing Director, Bunker One USA Inc.

Sue Appleyard, Director, Intertek Lintec

Lauren Bridges, Shareholder & Attorney, Liskow & Lewis and WISTA USA

17:00

End of Maritime Week Americas Conference

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Only connect

Victor Martinez of Baringa considers the impact that some recent key meetings – including the *Our Ocean Conference* in Panama – could have on shipping's decarbonisation progress



The recent *Our Ocean Conference* in Panama set forth strong commitments and pledges towards marine conservation – but despite these and other recent announcements, uncertainty around the future of the green maritime sector remains high.

A collection of goals, ambitions, priorities and – most importantly – commitments and pledges were presented by various countries during the conference, which took place in Panama on 2-3 March. According to a press release from the organisational committee, 341 new commitments were adopted with a value of ~\$20 billion. These commitments relate to climate change (95), marine pollution (36), sustainable blue economies (52), protected marine areas (47), sustainable fisheries (47) and 37 on maritime security. A review of the list shows a strong commitment towards protecting a high percentage of the world's seas and oceans, establishing sustainable blue economies, and strengthening maritime safety and sustainability. However, while still present, green corridors, and sustainable maritime fuel use seem to have been relatively overlooked.

Both the number of commitments – and their monetary backing – are impressive in their scale. The European Union (EU) presented €816.5 million worth of commitments, mostly aimed at protecting biodiversity, expanding and sharing their maritime data capabilities, and both funding and supporting sustainable fisheries. At the same time, the US pledged \$6 billion towards new commitments, with some notable highlights including strengthening maritime security and alarm systems, supporting climate resilience and the sustainable development of small island developing nations (SIDs) and actions towards offshore wind and green shipping.

Being the son of a biologist, and a first-hand witness of the beauty and value of both the Pacific and Caribbean biodiversity, I am pleased to see strong commitments and support for the preservation of marine environments. These commitments also, I believe, add balance to the industry's green conversation which often tilts towards greenhouse gas emission aspects, and sometimes overlooks important – and very tangible – impacts that the maritime industry as a whole can have on ecosystems.

However, despite these positive developments, I cannot help but feel there is a disconnect – or at least a lack of coordination – between green shipping ambitions and marine conservation targets, which one would expect to see, since both sets of targets are strongly interlinked. The decarbonisation of fleets – both small and

large scale – can have an immediate and quite tangible benefit on marine ecosystems. The deployment of renewable power in coastal regions – especially in rural areas – can almost immediately improve local fishing and tourism activities, and the adoption of sustainable practices can establish long-lasting blue economies. But all these initiatives are often addressed individually – without capitalising on the potentially powerful synergies. For example: local renewables could supply green fleets and logistics, which could then, in turn, become a key part of the value chain of local blue economies, which would see

'I cannot help but feel there is a disconnect – or at least a lack of coordination – between green shipping ambitions and marine conservation targets'

little impact from either power generation or transport. Some of these measures were adopted as commitments (at least individually), which I regard as strongly positive. Yet many opportunities were, in my view, left untapped. It is my hope, however, that we will learn to capitalise on these synergies – especially as it becomes more evident how challenging it is to drive these types of initiatives in silos and without partnerships or stakeholder coordination.

MIXED SIGNALS

At the same time that this conference was happening in Panama, the final negotiations for the United Nations (UN) Treaty of the High Seas were taking place in New York. These negotiations concluded with the signing of the Treaty, which sets out a strong foundation for the protection of marine biodiversity and ecosystems in international waters. These vast and biologically important areas have been, quite literally, out of the reach of government and regulators. With the signing of the treaty, one could expect much more responsible

fishing and mining in the high seas, which I would personally welcome.

However, despite all these commitments, collaboration, and momentum, not all signals are positive. During the 14th meeting of the IMO's Intersessional Working Group on Reduction of GHG Emissions from Ships (ISWG-GHG 14) which also took place in March, around a dozen countries argued against more ambitious climate targets for the maritime industry. While this is something to be expected – not only for shipping, but in most (if not all) industry and policy spaces of discussion – it was particularly surprising that one of the countries opposing such ambitions was the United Arab Emirates (UAE), which will be hosting the COP28 climate summit in December.

Together with, among other countries, Brazil, China and India – which carry enormous weight and influence when it comes to worldwide trade – Mohamed Khamis Saeed AlKaabi, representative for the UAE, pushed to discard the idea of setting interim maritime industry targets for 2030 and 2040, and to 'aim for net zero, preferably by mid-century, and to phase-out emissions before the end of the century'. Multiple NGOs and activist groups, some of which were able to be present during the talks, saw this as a step in the wrong direction.

This can be disconcerting for many in the maritime and shipping industry. Especially as many are keeping an eye on governments, regulators and international bodies, hoping to see clear signals and definitive targets that can help chart a path forward and provide clarity to plan for the times ahead – especially as the expectation remains that these targets will, one day, come in effect. But without any clear sense of direction being provided yet, organisations and investors will have to keep moving – and planning – regardless of the uncertainties.

DISRUPTIVE – AND DISRUPTED – OPPORTUNITIES

These unclear – and sometimes mixed – signals do not make planning easy for companies and investors in the industry. Many are looking for the tipping point after which the industry's decarbonisation adoption pace – particularly e-fuels – will go hockey-stick-shape. When – or where – that would start, or which technologies will be most widely adopted (or even made available), and what support will be offered, however, is still largely unclear, and some potential opportunities seem to be slipping off the radar.

In previous opportunities, I have highlighted South Africa's potential to become a green

shipping hub, thanks to its dense maritime traffic and considerable renewable potential (see *Bunkerspot*, April/May 2022, page 62). However, given the country's current situation of rolling blackouts, social unrest, and instability, it seems unlikely that South Africa will become the frontrunner in the green shipping hub race. Any new generation capacity – especially renewable – will be strongly aimed towards meeting the countries' energy needs and reducing energy costs. Also, the need for network reinforcements and expansions is likely to act as a significant barrier, and take priority in terms of infrastructure investments in the country. With this in mind, it comes as no surprise that South Africa was one of the countries opposing the setting of interim industry targets and pushing for a delay to the 2050 net zero target during the IMO meetings in March.

GLIMPSES OF THE PICTURE AHEAD

It does seem timely, however, that this edition of the *Our Oceans Conference* took place in Panama – a country that is a strong contender which could still provide a strong initial push that can bring much needed momentum to the shipping decarbonisation movement.

During the writing of this article, Panama is on the cusp of publishing its hydrogen strategy, building upon the ambitious and comprehensive roadmap unveiled last year – in fact, it is likely that by the time this article

is published, the strategy has already been launched. As it has been highlighted in this magazine before – and as anyone in the trade and shipping industry would notice – any measure that Panama takes can have a strong impact on the whole industry, given the importance of the Panama Canal. On one side, enabling e-fuel bunkering capabilities in the Panama Canal would send a strong signal to the industry, building confidence on the future availability of e-fuel bunkering infrastructure that can enable long-distance and – hopefully – serve as a key link in multiple green shipping corridors. At the same time, it could become the 'first domino' that unlocks action in other regions and shipping hubs.

Panama's hydrogen strategy is expected to strongly focus on the Panama Canal and could present solid plans and timelines for enabling e-fuel storage and bunkering infrastructure in key places along the Canal route, as envisioned in the initial Roadmap. This, coupled with other proposed and enabled e-fuel related initiatives, could potentially be further incentivised through financial government support, thanks to a hydrogen incentive law that was presented for debate in March (yes, March was a busy month). If this law is approved, investors could see up to 25% of the value of their hydrogen-related investments being returned in the form of tax breaks, along with multiple other benefits, including simplified permitting. This would surely catch the attention of investors who are already evaluating what the best

markets in the region are, and it would align well with the Global Maritime Forum's recommendations of focusing green corridor efforts, first, on demonstrating and scaling zero-emission shipping fuels.


However, despite the importance of the Panama Canal, one swallow does not make a summer. No large-scale initiative in this space can occur in a vacuum: the nature of the shipping industry will always challenge us to think – at the very least – regionally, and very often intercontinentally.


NAVIGATING THE PATH AHEAD

Despite the large remaining uncertainty, some parts of the equation are becoming clearer: the EU is stepping up its ambitions and giving shape to support mechanisms, recently announcing a Hydrogen Bank that would offer premiums for green hydrogen imports. And let's not forget, also, that the Inflation Reduction Act of the United States has already stated support to the tune of \$3 per kilogramme of green hydrogen – a significant amount, to say the least.

At the same time, technological and innovation gaps are progressively being closed, and markets are even starting to provide organic fertile ground for initiatives to flourish (at least the earliest and most attractive ones, for now). This trend is expected to continue to grow – eventually enabling many of the opportunities currently being kept in the figurative ice box. And with so many eyes waiting for that hockey stick uptake, organisations that start planning their plays and separating the wheat from the chaff early on will reap great benefits.

At Baringa, we have been helping our clients navigate this landscape: evaluating and prioritising investment opportunities, identifying off-takers for their green energy offerings, helping them build strategies to enter and succeed in these markets, and helping them manage the many risks and uncertainties of both the present and future. It is clear to us that these questions and uncertainties are not only in the mind of those directly in the industry – but also in many of those indirectly related to it. If you would like us to help you navigate this environment, please do not hesitate to get in touch.

 Victor Martinez,
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'Enabling e-fuel bunkering capabilities in the Panama Canal would send a strong signal to the industry'



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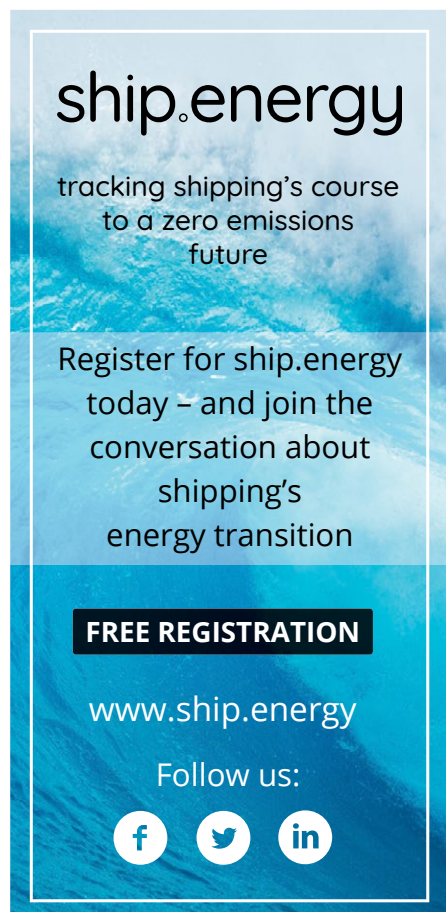
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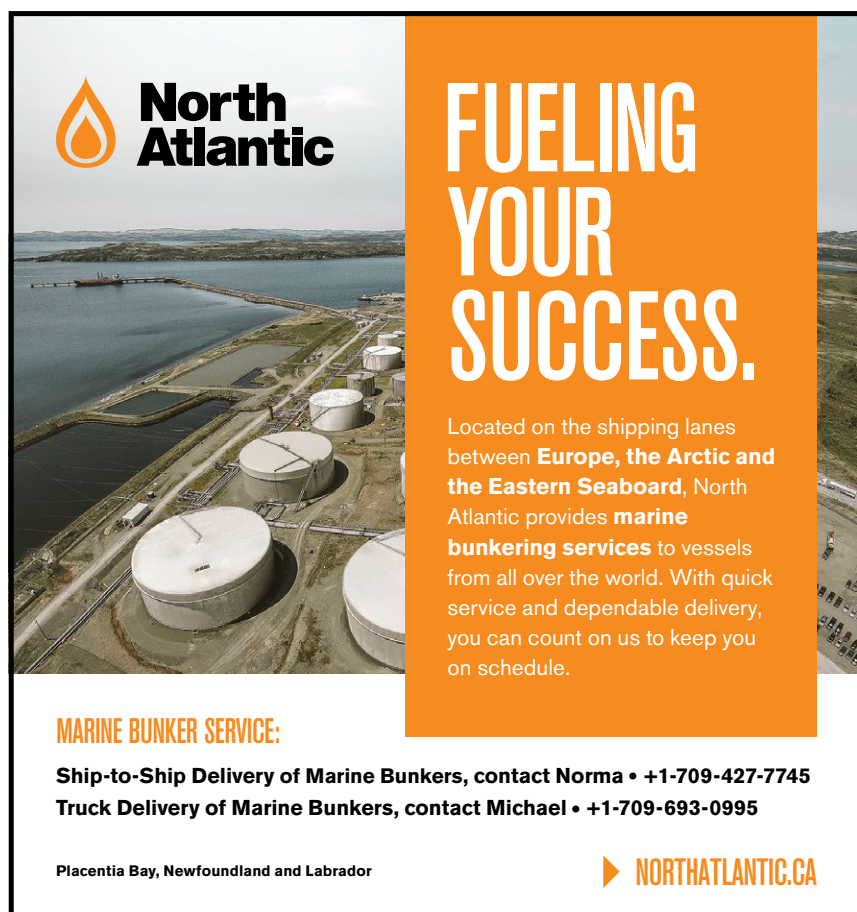
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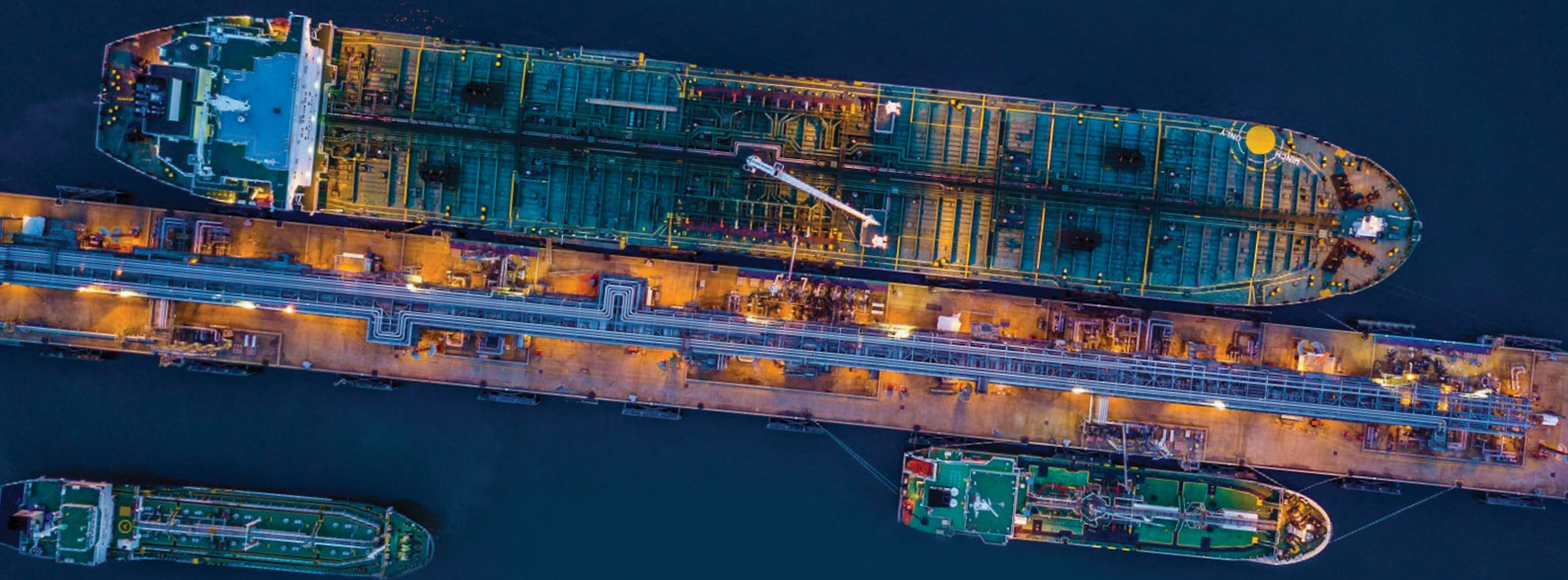


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