SMU
Singapore Management University

International Trading Institute

Annual Report

2024

Table of Contents

International Trading Institute

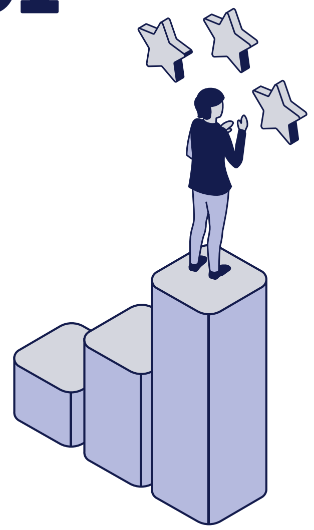
Established in 2007, the International Trading Institute (ITI) was founded through a strategic partnership between the Singapore government, leading industry players, and Singapore Management University (SMU). As the first university-based trading institute, ITI serves as a thought leader and a catalyst for innovation in global trade, bridging academia and industry to develop future-ready talent.

Through industry collaborations, and experiential learning, the Institute equips students with the skills and knowledge to navigate the evolving complexities of international trade, supply chains, and maritime business. Lee Kong Chian School of Business (LKCSB) offers specialised undergraduate programmes in International Trading and Maritime Business, designed to produce industry-ready graduates who drive meaningful impact in global commerce.

Beyond education, the Institute actively engages with key stakeholders through executive training and collaborations, reinforcing its role as a hub for thought leadership in the global trade ecosystem. With a commitment to excellence and innovation, ITI continues to shape the future of international trade and maritime industries.

Strategic Pillars

01

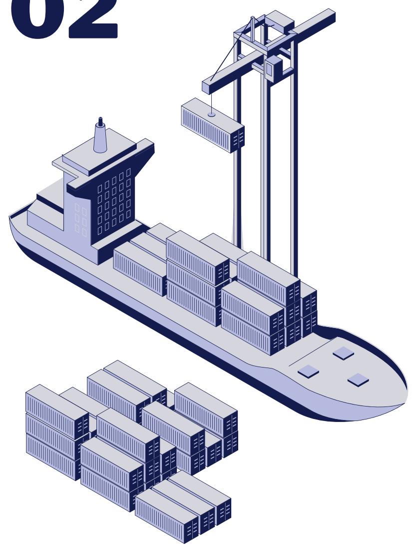


Cultivating Talent for Industry Growth

We are committed to developing a robust pipeline of skilled professionals to meet the evolving demands of the trading and maritime industries. Through comprehensive education, hands-on training, and industry collaborations, we equip individuals with the expertise, strategic mindset, and global perspectives required to excel in these dynamic sectors.

By fostering talent aligned with industry needs, we not only enhance the competitiveness of businesses but also strengthen the overall value chain. Our initiatives create meaningful opportunities for aspiring professionals while delivering long-term value to our industry partners, ensuring sustainable growth and innovation across the trading and maritime landscape

02

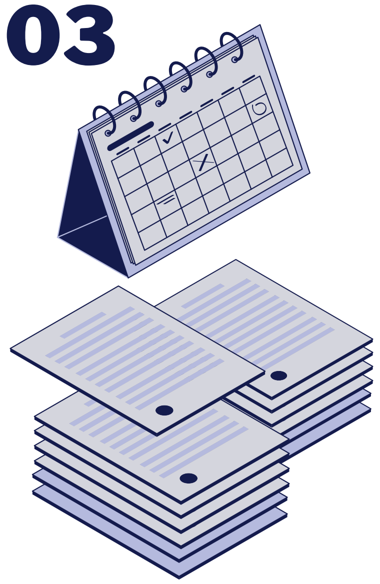


Fortifying Singapore as a Trading and Maritime Nexus

Singapore has long been recognised as a leading international hub for trade and maritime activities. To further solidify this position, we are actively enhancing the industry's ecosystem through strategic collaborations with key stakeholders, including government agencies, industry leaders, academic institutions, and global trade organisations.

By fostering strong partnerships, we create a dynamic and resilient environment that supports innovation, sustainable growth, and operational excellence. These efforts ensure that Singapore remains at the forefront of global trade and maritime developments, attracting businesses, investments, and talent while reinforcing its status as a critical node in the global supply chain.

03



Bridging Education, Industry and Innovation

At International Trading Institute (ITI), we take the lead in designing, developing, and executing forward-thinking programmes and initiatives that safeguard the long-term sustainability and competitiveness of the trading and maritime industries. Our commitment goes beyond education—we serve as a national hub for industry excellence, leveraging research, partnerships, and cutting-edge insights to address emerging challenges and seize new opportunities.

By continuously exploring innovative solutions, we create meaningful value for our stakeholders, including industry partners, policymakers, and future leaders. Through our efforts, we strive to enhance operational efficiency, promote sustainable trade practices, and reinforce Singapore's position as a global leader in these critical sectors.

Our Undergraduate Specialisation Tracks

International Trading Track (ITT)

Singapore is globally recognised as a leading hub for trade and maritime enterprises. Leveraging this strategic advantage, the Lee Kong Chian School of Business (LKCSB) has introduced the International Trading Track (ITT) as a specialised pathway within its Finance major. This initiative aims to equip students with the necessary knowledge and skills to excel in the competitive fields of global trade, shipping, and finance.

Curriculum and Academic Offerings

The ITT programme offers a comprehensive curriculum that integrates both theoretical foundations and practical applications. Key modules within the programme include:

- **Curriculum and Academic Offerings**

  Covering financial instruments and risk management in international trade.

- **Analysis of Derivatives Securities**

  Providing insights into the pricing, trading, and regulation of derivative markets.

- **Financial Markets and Investments**

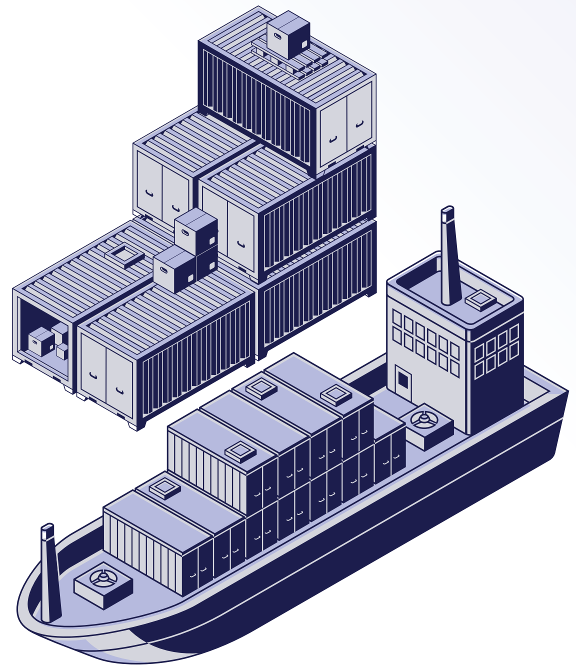
  Exploring the structure and functions of financial markets, investment strategies, and portfolio management.

Career Prospects and Industry Relevance

The ITT programme offers a comprehensive curriculum that integrates both theoretical foundations and practical applications. Key modules within the programme include:

- **Commodities and financial trading**
- **Logistics and supply chain management**
- **Trade financing and risk assessment**
- **Maritime consultancy and operations**

Through this holistic approach, the ITT programme not only fosters technical expertise but also cultivates strategic thinking and adaptability—essential qualities for thriving in the evolving global trade landscape.



Maritime Business & Operations Track (MBOT)

The Maritime Business and Operations Track (MBOT) was established in 2019 with the objective of equipping students with the necessary expertise to thrive in the evolving maritime industry. Hosted by the Lee Kong Chian School of Business (LKCSB) as part of the Operations Management Major, MBOT adopts a multidisciplinary approach to develop industry-ready professionals. This programme integrates core maritime business principles with emerging digital competencies to ensure graduates remain competitive in a rapidly transforming sector.

Curriculum and Academic Offerings

MBOT provides students with a **comprehensive understanding of maritime business operations**, focusing on key areas such as:

- **Port and shipping management**

  Covering logistics, supply chain efficiency, and port operations.

- **Maritime economics and trade**

  Exploring the financial and economic aspects of global shipping.

- **Digitalisation in maritime business**

  Addressing technological advancements such as smart shipping, blockchain in logistics, and automation in port management.

Career Prospects and Industry Relevance

The MBOT programme is strategically designed to prepare graduates for diverse career opportunities within the maritime and logistics industries. Upon completion, students can pursue roles such as:

- **Maritime business analysts**
- **Port operations managers**
- **Logistics and supply chain strategists**
- **Shipping finance and trade specialists**

With the increasing digitalisation of the maritime sector, MBOT also ensures that graduates possess technological proficiency, enabling them to drive innovation and efficiency in their future workplaces.

Message from Academic Director

Dear Esteemed Partners, Colleagues, and Friends,

As you peruse ITI's 2024 body of work in this report, I want to express my sincere appreciation for your continued support. None of our achievements would have been possible without your invaluable contributions to our cause.

Our accomplishments and milestones in 2024 are significant. We recorded a 13% year-on-year increase in enrolment for our Maritime Business and Operations (MBOT) and International Trading Track (ITT) students — a testament to our sustained focus and commitment to ITI's mission.

ITI's mission has always centred around three objectives: building the global trade and maritime talent pipeline through student engagement; strengthening our programmes with experiential learning opportunities; and deepening partnerships and collaborations with industry. Reflecting on 2024, I am heartened by the progress made in all three areas.

Our efforts to develop the talent pipeline yielded remarkable growth. In 2024, we supported or organised events that directly engaged over 1,200 students, introducing them to the rich opportunities in maritime and trade careers. These included the Business School's "Know-Thy-Major" sessions, networking events by our Maritime Merchants Society, our exchange programme with Copenhagen Business School's International Shipping and Trade Programme, and a record 13 industry seminars and guest lectures.

Our "Know-Thy-Commodity" presentations—where students across various disciplines come together as research analysts on different commodities—continued to gain traction. Nearly 200 students, alongside dozens of industry partners and alumni, attended these sessions.

We remain committed to supporting our students' academic and professional growth. In 2024, ITI awarded scholarships, grants, and prizes to 16 recipients.

Experiential learning remains at the heart of our programmes. In 2024, this included industry study missions to global maritime and trade hubs such as Shanghai and London. A total of 42 students visited 25 companies, gaining direct exposure to industry leaders and practices.

Our Work-Study Elective (WSE) and internship programme also expanded significantly. Notably, the WSE cohort more than doubled in 2024, enabling students to gain an extended five-month work experience—equipping them with practical knowledge as they prepare to launch their careers.

Last but certainly not least, the partnerships and collaborations we've built continue to be the cornerstone of ITI's success. Our industry partners, alumni, and government agencies empower us to grow a robust talent pipeline, deliver high-quality experiential programmes, and position ITI as a leading hub for trade and maritime thought leadership in Singapore.

Your support has provided the expertise, insights, and connections essential to advancing ITI's mission.

On behalf of all of us at ITI, I extend our heartfelt gratitude to our industry partners, colleagues, alumni, students, and friends. We could not have achieved this without you. I look forward to continuing this important work together in 2025.

Warmest regards,

Marcus Ang

Associate Professor of Operations
Management (Education)
Academic Director and Track Coordinator,
International Trading Institute
Lee Kong Chian School of Business,
Singapore Management University

Our Benefactors

Our benefactors play a pivotal role in empowering the next generation of innovators, entrepreneurs, and changemakers.

It is thanks to their generous support that we are able to advance our initiatives — creating meaningful impact within ITI and far beyond its walls.

This partnership and belief in our vision is something ITI deeply values.

Your generosity inspires our community and strengthens our commitment to shaping a future driven by purpose, creativity, and innovation.

Adani Global Pte Ltd	Inabata Singapore (Pte.) Ltd
Aditya Birla Global Trading (Singapore) Pte Ltd	Itochu Petroleum Co (Singapore) Pte Ltd
Annona Pte Ltd (subsidiary of Japfa Ltd)	ITOCHU Singapore Pte Ltd
Aramco Trading Singapore Pte Ltd	Kairos Oil Trading Pte Ltd
BCP Trading Pte Ltd	Koch Refining International Pte Ltd
Bhavna Pte Ltd	Lee Foundation
Bright Point Trading Pte Ltd	Lianfeng International Pte. Ltd.
Cabral Trading Pte Ltd	Marubeni Asean Pte. Ltd.
CEPSA Trading (Singapore) Pte Ltd	Masby Resources Pte. Ltd.
China Oriental Singapore Pte Ltd	Mercuria Energy Trading Pte Ltd
CNOOC Trading (Singapore) Pte Ltd	Ocean Energy Pte Ltd
Delong Group (Zi Kang Trading Pte Ltd)	Petredec International Pte Ltd
Diamond Gas International Pte Ltd	PetroChina International (Singapore) Pte Ltd
Dreymoor Fertilizers Overseas Pte. Ltd.	Petron Singapore Trading Pte Ltd
Ecogreen Oleochemicals (Singapore) Pte Ltd	Phillips 66 International Trading Pte Ltd
E-Commodities Holdings Pte Ltd	R1 International Pte Ltd
Emirates National Oil Company (S) Pte Ltd	SABIC Asia Pacific Pte Ltd
Franco-Asian Enterprises Singapore Pte Ltd	SEFE Marketing & Trading Singapore Pte Ltd
Goodyear Orient Company (Private) Limited	Shell Eastern Trading (Pte) Ltd
Golden Harbour International	SK Energy International Pte Ltd
GS Caltex Singapore Pte Ltd	TotalEnergies Trading Asia Pte. Ltd.
GTS Global Trading Pte Ltd	Vitol Asia Pte. Ltd
Gunvor Singapore Pte Ltd	WOMAR Logistics Pte Ltd
Hengli Petrochemical International Pte. Ltd.	Woodside Energy Trading Pte Ltd
Hexagon Fertilizers Asia Pte Ltd	World Kinect Corporation
Holcim Trading Pte Ltd	

Students Awards and Achievements

Hear from our Alumni

“People often say the workplace is the true classroom, but I’ve found immense value in what the International Trading Track (ITT) offers. The curriculum and hands-on opportunities have laid a solid foundation for my understanding of the commodities industry.

Courses like shipping and trade finance gave me early insights, while ITI’s initiatives—such as the Guest Seminars, company visits, and the Work-Study Elective—offered real-world exposure and deeper industry engagement.

In 2023, I served as President of the Maritime Merchants Society, where I led the Know-Thy-Commodity (KTC) event. Organising KTC strengthened my leadership, communication, and project management skills, while highlighting the importance of bridging academia and industry.

One of the most enriching aspects of ITT was the overseas Industry Study Missions to Hamburg, Copenhagen, Dubai, and Shanghai. These trips offered exposure to global business environments and broadened my appreciation for innovation and cultural diversity in the industry.

Looking back, I’m truly grateful for the experiences at SMU. ITT gave me a head start in my career journey, while MMS helped me build soft skills and industry connections that continue to benefit me today.

Joveen Yue

Graduate Trainee, Hengli Petrochemical International Pte Ltd
Bachelor of Economics – Finance, International Trade

ITI Scholarships and Awards

ITI Excellence Scholarship

The ITI Excellence Scholarship is a prestigious award granted to full-time undergraduates at the Singapore Management University (SMU) who are enrolled in either the International Trading Track (ITT) or the Maritime Business and Operations Track (MBOT). This scholarship aims to foster academic excellence by recognising outstanding student performance and encouraging recipients to continue striving for excellence in their academic and professional journeys.

Purpose of Scholarship

The scholarship serves two primary objectives:

- To acknowledge and reward students who have demonstrated exceptional academic performance.
- To inspire and support students as they pursue rigorous and industry-relevant education in international trading and maritime business operations.

2024 ITI Excellence Scholarship Recipients

We are pleased to announce the recipients of the 2024 ITI Excellence Scholarship. These students have distinguished themselves through their academic achievements and commitment to the fields of international trade and maritime operations.

Name	School/Faculty	Track(s) Enrolled
Benedict Poh	LKCSB	Operations Management (MBOT)
Htun Win Aung	LKCSB	Finance (ITT), Operations Management (MBOT)
Khoo Jinying, Crystal	LKCSB	Operations Management (MBOT)
Liau Chee Heng	LKCSB	Finance (ITT)
Peh Chun Leong	LKCSB	Finance (ITT)
Seng Guo Hong	LKCSB	Operations Management (MBOT)
Tan Wei Xin	LKCSB	Finance (ITT)
Yen Yin Zhe, Amos	LKCSB	Finance (ITT)

We are pleased to announce the recipients of the 2024 ITI Excellence Scholarship. These students have distinguished themselves through their academic achievements and commitment to the fields of international trade and maritime operations.

ITI Excellence Awards

The Excellence Awards are presented to exceptional undergraduates enrolled in the International Trading Track (ITT) and Maritime Business and Operations Track (MBOT). These awards recognise outstanding performance during industry internships or during the Global Trade & Maritime Work-Study Elective, conducted in partnership with leading industry stakeholders. Through these opportunities, students gain practical experience and in-depth knowledge about global trade and maritime sectors.

The award is conferred at the conclusion of a student's academic journey, as a mark of distinction and affirmation of the university's commitment to their future. Notably, receipt of this accolade entails no post-graduation obligations.

The Recipients of the 2024 Excellence Awards are as follows:

Joveen Yue
GTS Global Trading Pte Ltd

Poh Kah Siang
World Fuel Services (Singapore) Pte Ltd

Megan Cheow Qing Bei
Bunge Asia Pte Ltd

Tan Yang Rui
SK Energy International Pte Ltd

Dean's List

The following ITT/MBOT students from the Lee Kong Chian School of Business (LKCSB) have been named to the Dean's List for their outstanding academic performance in their respective specialisations:

Ang Yock Keat
Operations Management (MBOT)

Isaac Tan Yi Zhe
Operations Management (MBOT)

Ong Chuanyi, Lucas
Operations Management (MBOT)

Rakshit Mangla
Finance (ITT)

Tee Yi Xin
Finance (ITT)

Global Trade and Maritime Work Study Elective and Internships

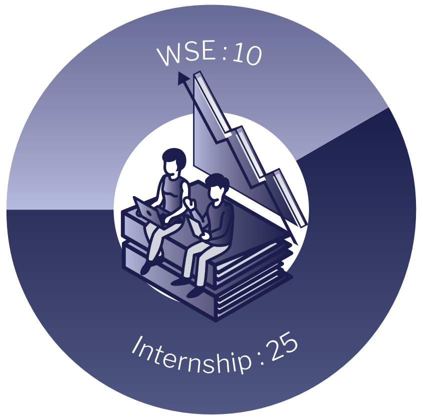
ITI's internship programme, and its Global Trade and Maritime Work Study elective (WSE), provides students with the opportunity to learn from and experience working in the trade and maritime industry. These placements allow students to develop strong working relationships with supporting companies and contribute to their ability in securing full time positions upon graduation. Internships are on average about 10 weeks long, while the WSE runs for 20 weeks.

International Trading Track (ITT)

Period : January to December 2024
Total : 33

Maritime Business & Operations Track (MBOT)

Period : January to December 2024
Total : 35



ITI Events and Activities

MPA's Insights into Managing Strategic Risks and Opportunities

Event Date : 22/01/2024

Mr. Kenneth Lim, Assistant Chief Executive of the Maritime & Port Authority of Singapore (MPA), visited the Strategic Risks and Opportunities Management class by Dr. Patrick Tan to share his expertise on the risks and opportunities Singapore faces as a global port and maritime hub.

During the session, Mr. Lim provided valuable understanding of the evolving maritime industry, emphasizing key regulatory challenges and emerging sector trends.

Speaker :

Kenneth Lim, *Assistant Chief Executive, Maritime & Port Authority Singapore (MPA)*

His unique perspective shed light on the strategic risks and opportunities that Singapore navigates in its role as a leading maritime and port hub.

The session was a significant learning opportunity for students. Mr. Lim's extensive knowledge and experience in the maritime sector greatly enriched the class's understanding of the complexities involved in managing risks and seizing opportunities in this critical industry.

Maritime Youth Forum 2024

Event Date : 30/01/2024

Organised by: Singapore Maritime Foundation

The 2nd Maritime Youth Forum, organised by the SMU Maritime Merchants Society (MMS) in collaboration with maritime student societies from Nanyang Technological University, Singapore Institute of Technology, and Singapore Maritime Academy, was a notable event attended by over 200 students and industry executives.

Graced by Mr. Baey Yam Keng, Senior Parliamentary Secretary for the Ministry of Transport and the Ministry of Sustainability and the Environment, as the Guest-of-Honour, the forum featured a keynote speech by Mr. Jeremy Nixon, CEO of Ocean Network Express Co Ltd (ONE). In his address, Mr. Nixon shared a valuable understanding of decarbonizing shipping from a corporate perspective.

A key highlight of the forum was a student-moderated panel discussion titled "Opportunities for the Maritime Industry," which addressed various topics, including maritime business, sustainable shipping, and career opportunities for the Generation-Z workforce. The panel featured distinguished speakers, including Mr. Baey Yam Keng, Mr. Hor Weng Yew (Chairman of SMF and MD & CEO of Pacific Carriers Limited), Mr. Jeremy Nixon, and Mr. Jonathan Fancher (CEO of Petredec Global).

The event provided a platform for industry leaders and human resources professionals from 20 maritime companies to network with students from Singapore's institutions of higher learning. The forum offered invaluable opportunities for students to engage with industry professionals and explore future career prospects within the maritime sector.

ITI Lunar New Year Dinner

Event Date : 31/01/2024

The Lunar New Year Celebratory Dinner, held at the Carlton Hotel, was an event that brought together industry partners, SMU students, members of the Maritime Merchants Society (MMS), and faculty for an evening of celebration and networking. The guests enjoyed a festive dinner, which included the traditional 'yusheng,' symbolising wishes for prosperity in the new year.

The evening began with a welcome address by Professor Bert De Reyck, Dean of the SMU Lee Kong Chian School of Business. Professor De Reyck emphasized the significance of talent development in the maritime and trade industries and discussed the challenges businesses are currently facing, including geopolitical risks, digitalization, AI, and sustainability.

Associate Professor Marcus Ang, Academic Director of the International Trading Institute (ITI), shared an update on ITI's accomplishments. He highlighted key achievements such as engaging over 250 students and 100 industry professionals throughout the year, offering more than 40 internship placements, sponsoring 14 study awards, and hosting the successful Maritime Thought Leadership Conference and an Industry Study Mission to the UAE in December 2023. Professor Ang also recognized the students' success at the MaritimeONE Digital Challenge.

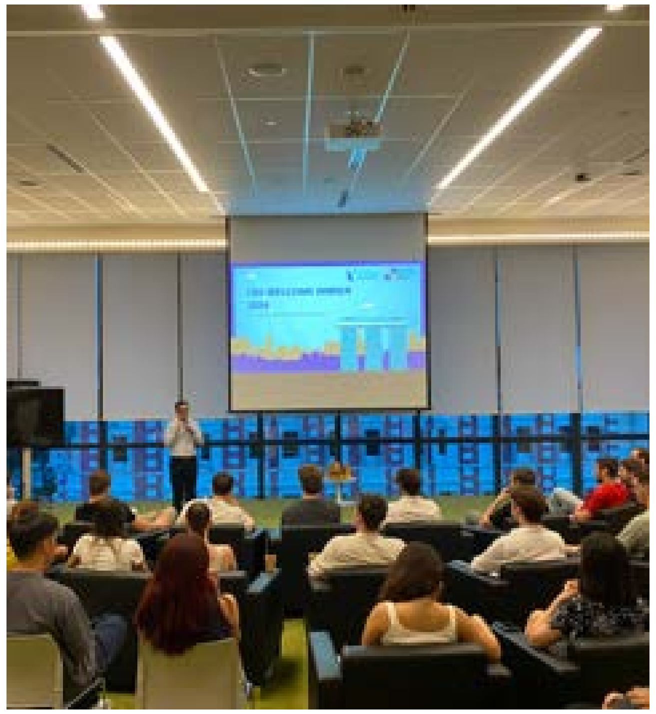
Students Aaron Ho, from the Maritime & Business Operations Track, and Joveen Yue, from the International Trading Track, shared their experiences from the Industry Study Mission to Dubai. A highlight of their trip was visiting COP28, where they explored various thematic pavilions and gained in-depth awareness of ongoing climate change discussions and industry efforts toward finding solutions.

Looking ahead, the event marked a positive start to the new year, with hopes of strengthening partnerships, fostering deeper collaborations, and embarking on a prosperous journey together.

CBS Welcome Dinner

Event Date : 16/02/2024

ITI continues its longstanding collaboration with Copenhagen Business School (CBS) by welcoming CBS students for a cultural exchange dinner this year. The event, organised by the SMU Maritime Merchants Society (MMS), provided CBS students with the opportunity to experience vibrant Lunar New Year traditions, fostering cultural understanding and strengthening ties between SMU and CBS students.



This initiative emphasised real-world learning experiences, enhanced students' industry readiness and helped both groups of students gain insights into Asian and European maritime business practices, policies, and innovations.

The dinner also served as a celebration of the Lunar New Year, offering CBS students a unique introduction to festive customs. The event marked the joyous occasion and reinforced the growing partnership between both institutions.

Industry Networking Night

Event Date : 11/03/2024

The Industry Networking Night, organised by the SMU Maritime Merchants Society, brought together professionals from the maritime and commodities industries, providing a valuable opportunity for them to connect with SMU students.

Industry partners, many of whom were alumni, generously shared their knowledge and experiences with our students. These meaningful interactions not only facilitated valuable connections but also provided students with invaluable understanding of the maritime and trade sectors. We extend our heartfelt thanks to all the industry partners for their contributions to the success of this event.

Know-Thy-Commodity - Coffee, Coking Coal and Crude Oil

Event Date : 15/03/2024

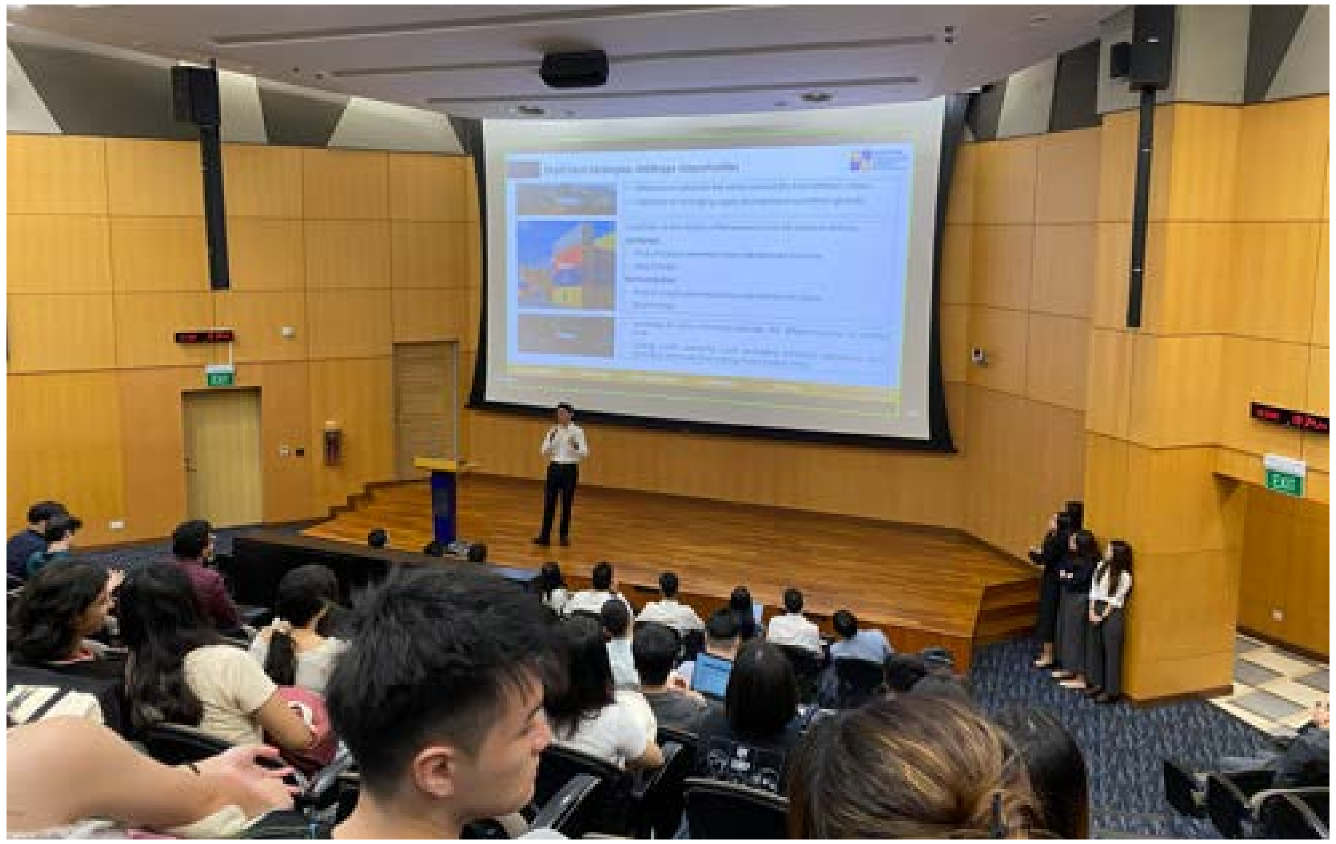
On 15 March 2024, students presented their deep-dive research into three major global commodities—Coffee, Coking Coal, and Crude Oil—at the bi-annual Know-Thy-Commodity (KTC) event. This student-led initiative marked the culmination of seven weeks of dedicated analysis and collaboration.

Through detailed presentations, students explored a wide range of topics including price fluctuations, supply chain challenges, geopolitical influences, and sustainability issues affecting each commodity. Their work reflected strong research capabilities and a clear understanding of market complexities.

Industry professionals joined the event and sshared their valuable acumen, adding a practical lens to the discussions. Their perspectives helped students better understand how theoretical knowledge translates into real-world strategies and decision-making.

The KTC platform also encouraged peer learning, allowing students to present to and learn from one another in a supportive and professional setting. The lively Q&A sessions sparked thoughtful exchanges, and gave students the chance to refine their communication and critical thinking skills.

Organised by the SMU Maritime Merchants Society, KTC continues to serve as a valuable bridge between academic learning and the global commodities industry—helping students gain relevant exposure and build confidence as future professionals in the sector.



Adani Singapore - Company Visit

Event Date : 26/03/2024

Our students had the opportunity to visit Adani Singapore's offices, where they were warmly welcomed by Country Head and CEO Mr. Jeyakumar Janakaraj and his team, including Mr. Ben Stewart, Mr. Yu Xiao Jiang, and Ms. Ruby Kaur. During the visit, the discussion centered on Adani Global's sustainability vision, with a focus on the company's commitment to renewable energy, innovation, and community engagement.

The team provided valuable perception of the company's forward-thinking approach, addressing global challenges, technological advancements, and future expansion plans. The passion and dedication demonstrated by the team left a lasting impression on the students, reflecting Adani Global's culture of excellence and commitment to positive change.

Students gained meaningful insights into how Adani Global proactively navigates challenges in commodities trading businesses.

Shell Singapore - Company Visit

Event Date : 05/04/2024

Our visit to Shell Singapore focused on understanding the company's initiatives in energy transition and sustainability. The visit provided a platform for students to engage directly with Shell's subject matter experts and explore the organisation's innovative approaches to addressing global energy challenges.

The delegation participated in discussions with several distinguished professionals from Shell, including Mr. Ong Lay Haw, Head of Energy Transition; Mr. Hemant Naik and Ms. Alice Zhang from the Carbon Capture and Sequestration team; and Mr. Wei Ting Lim, Mr. Yechong Zhang, and Mr. Ray Toh from the Shell Nexus Network.

Key areas of focus during the visit included Shell's strategic role in the development of sustainable energy solutions, advancements in carbon capture technologies, and the broader implications of innovation in achieving long-term environmental goals. The dialogue facilitated a valuable exchange of ideas and offered students a practical perspective on the future of energy.

SMU Maritime Thought Leadership Conference 2024

Event Date : 17/04/2024

Organised annually by the ITI, the SMU Maritime Thought Leadership Conference was held in conjunction with the MPA-Singapore Maritime Week at Suntec, Singapore and was moderated by Professor Martin Jes Iversen, Associate Professor of Strategy & Innovation at the Copenhagen Business School and MPA Professor in Maritime Business, Singapore Management University.

The conference brought together industry leaders, academic experts, and policymakers to discuss the future of maritime digitalisation from an economic perspective. Featuring a series of thoughtful presentations and panel discussions, expert guests and industry thought leaders explored the integration of digital technologies in the maritime industry, the challenges and opportunities of digitalisation, and the role of regulation in fostering innovation and sustainability.

Key Highlights from the conference include presentations and discussions on:

Integration of Maritime Digitalisation from an Economic Perspective

Professor Martin Jes Iversen highlighted the potential of digitalisation to create new ecosystems within the maritime industry. He noted that while optimisation is a key driver, digitalisation also leads to a shift in costs, particularly in data storage, computation, and transmission. He emphasised the need for strategic, institutional, technological, and organisational integration to fully realize the benefits of digitalisation.

Maersk's Vision for Maritime Ecosystem by 2030

Ms. Jesselynn Lai discussed the impact of global disruptions on the maritime industry, including wars and natural disasters. She noted that Maersk is focusing on reducing complexity and improving supply chain integration through technology. A significant challenge for Maersk is reducing greenhouse gas emissions, and the company is investing in green solutions such as green methanol-fuelled ships.

Maritime Regulation and Institutional Integration

Institutional integration was a focal point of the conference, with perspectives from both Denmark and Singapore highlighting the global dimension of maritime regulation. Mr. Andreas Nordseth of the Danish Maritime Authority (DMA) emphasised the critical role of international rules and regulations in achieving effective integration within the shipping sector. He discussed how advanced connectivity and artificial intelligence could reshape maritime governance and stressed the necessity of involving regulators early in the design phase of emerging technologies. Complementing this view, Mr. Kenneth Lim from the Maritime & Port Authority of Singapore (MPA) underscored Singapore's position as a leading global transportation hub and its commitment to reducing greenhouse gas emissions. He outlined the MPA's regulatory sandbox initiative, designed to foster innovation and facilitate technology trials, and highlighted the importance of collaboration across the maritime value chain.

Technological Integration, Sustainability and Digitalisation

The themes of technological integration, sustainability, and digitalisation were explored by Mr. Sanjeev Namath and Mr. Ralph Juhl during the conference. Mr. Namath addressed the challenges of digitalisation in the maritime sector, citing issues such as disparate systems, high costs, and the absence of unified standards. He underscored the crucial role of ship-to-shore connectivity and how digital solutions can drive improvements in energy efficiency and accelerate decarbonisation efforts across the industry. Building on this, Mr. Juhl emphasised the necessity for robust government legislation and regulatory frameworks to effectively guide digitalisation. He discussed the advancing readiness of autonomous and nuclear-powered ships, highlighting the complexities involved in integrating diverse systems and managing data for optimal operations. Together, their understanding painted a comprehensive picture of the future of sea-shore relations, where connected vessels, guided by clear regulation and innovative technology, are set to redefine maritime efficiency and sustainability.

Using a "Pay-As-You-Save" Business Model to Decarbonise the Maritime Sector

Dr. Sanjay Kuttan discussed the need for a business case to meet decarbonisation targets. He introduced the "Pay-As-You-Save" pilot programme, which aims to reduce the financial burden on stakeholders and promote cross-value chain partnerships.

Challenging the Status Quo for a More Sustainable Industry

Professor Henrik Sornn-Friese emphasised the need for a stakeholder-centric approach to sustainability. He discussed the importance of clear standards, incentives, and cross-industry collaborations to promote sustainability in shipping and ports.

The SMU Maritime Thought Leadership Conference 2024 provided valuable insights into the future of maritime digitalisation and sustainability. The discussions highlighted the need for strategic integration, regulatory harmonisation, and collaboration across the value chain to address the challenges and opportunities of digitalisation. The conference underscored the importance of innovation, sustainability, and continuous talent development in shaping the future of the maritime industry.

Industry Study Mission — Shanghai

Event Date: 05/05/2024 - 11/05/2024

The Industry Study Mission (ISM) to Shanghai, China, kicked off ITI's overseas learning initiative for 2024. The programme provided the 24 participating students with a comprehensive and immersive learning experience focused on global trade, maritime business, and supply chain logistics. Through a combination of academic engagement and direct interaction with leading industry players, the ISM Shanghai programme enabled students to gain valuable discoveries about China's pivotal role in global commerce.

Participants engaged in field visits to **leading global ports and maritime businesses**, allowing them to interact with industry professionals and gain first-hand exposure to operational best practices.

The immersive experience provided students with a **global perspective on maritime trade and business operations**, enriching their academic learning with practical industry knowledge.

Academic Engagement at Shanghai Maritime University

A key component of the mission was a structured academic programme conducted at Shanghai Maritime University. Students attended two expert-led lectures:

Professor Shi Xin

International Maritime Business from China's Perspective

Professor Chen Yang

Challenges and Opportunities in Shipping and Maritime Business Operations in China

These sessions provided deep insights into China's maritime strategy and its evolving global role in shipping and logistics. Following the lectures, students visited the History Museum of Shanghai Maritime University, where they explored China's maritime heritage through historical artifacts and thematic exhibits, gaining context on the industry's transformation over the decades.

Industry Visits and Corporate Engagement

Shanghai Futures Exchange (SHFE)

At SHFE, students learned about future trading mechanisms for key commodities such as crude oil, copper, gold, and rubber. They toured the **electronic matching system** and **ceremonial trading hall**, and gained an understanding of SHFE's role in **market risk management**, the provision of **transparent price signals**, and its contributions to **green energy and technological development.**

BHP

Students engaged with BHP representatives to discuss the **strategic importance of copper** in the electric vehicle (EV) supply chain and global trade. The session addressed the **sustainability challenges** of copper production and BHP's commitment to **carbon neutrality by 2050**, offering a realistic perspective on environmental and production constraints.

Norden Shipping

Norden Shipping showcased its expertise of its data-driven voyage planning systems, focusing on **carbon intensity** and **energy efficiency metrics**. The visit highlighted how data is leveraged to **optimise fuel use, reduce emissions,** and enhance **operational cost-efficiency** in commercial shipping.

Itochu Corporation

Students interacted with teams from Itochu's **sugar trading** and **automobile divisions**. Discussions included the benefits of **vertical integration**, such as Itochu's stake in Family Mart, and **cost-saving logistics strategies**, such as global shipping of semi-assembled automobile parts. These insights illustrated how global reach and integration drive sustainability and efficiency in operations.

IXM

At IXM, a global trading house, students were exposed to various roles including **trading, traffic operations**, and **market research**. Presentations covered the **full lifecycle of metal commodities**, from extraction to processing. Real-world accounts from junior traders and traffic operators helped students understand **technical trading processes** and **supply chain coordination challenges**.

Pacific International Lines (PIL)

PIL representatives Mr. Gregory Teo and Mr. Anderson Luo discussed the company's container logistics services in China. Topics included **supply chain complexity, crisis management**, and **service diversification**. Students also toured **Waigaoqiao Port**, observing live c**ontainer handling operations, port control systems**, and **EV export logistics**.

China RGL

At China RGL, students were introduced to **enterprise software solutions** for the metallurgical industry. The visit featured demonstrations of **real-time dashboarding systems** and the **e-steel platform**, which connects suppliers and buyers directly. These technologies were shown to streamline the **supply chain**, enhance **market transparency**, and reduce intermediary reliance.

Wilmar International

The final ISM visit was to Wilmar, where students explored the **agricultural commodities market**. A showroom tour introduced Wilmar's product offerings, followed by discussions on **commodity price volatility**, **weather-related risks**, and **geopolitical factors** affecting trade. This session provided a nuanced understanding of market drivers and supply chain complexity in agriculture.

Key Takeaways

- Students gained practical, industry-relevant knowledge across a wide spectrum of sectors including **shipping, metals, agriculture**, and **logistics**.
- The mission bridged the gap between **academic theory** and **real-world practice**, offering direct interaction with professionals, trading platforms, and operational facilities
- The diverse programme enhanced students' appreciation of **sustainability, digital transformation**, and **strategic decision-making** in international trade.

In conclusion, our ISM to Shanghai was a comprehensive and transformative learning experience for the 24 participating students. Through academic lectures, site visits, and interactive dialogues with industry leaders, the programme provided an in-depth understanding of China's role in global trade and maritime business. This initiative not only reinforced students' classroom learning but also equipped them with practical knowledge, preparing them for future leadership roles in the global economy.

SMU Vivace 2024

Event Date : 15/08/2024 - 16/08/2024

SMU Vivace, our University's annual CCA fair, was a resounding success, marked by vibrancy, energy, and a strong spirit of student engagement. The two-day co-curricular fair offered students a dynamic platform to explore a wide variety of clubs and societies, connect with fellow peers, and discover new passions and developmental opportunities beyond the classroom. The Maritime Merchants Society (MMS) was also in on the action and festivities.

The MMS team hosted an information booth that provided students with valuable takeaways into the Business School's Maritime Business and Operations Track (MBOT) and International Trading Track (ITT), while also sharing information on potential career paths in global trade, shipping, and maritime logistics. MMS representatives actively engaged with students who expressed interest in these fields, helping them better understand the intersection of academic specialisations and real-world industry opportunities. Through their enthusiastic participation, MMS not only demonstrated a strong commitment to peer outreach and professional development but also significantly enhanced the overall experience of Vivace 2024.

YM Centennial Vessel Tour

Event Date : 04/09/2024

Yang Ming Marine Transport Corporation provided the ITI team with an insightful and educational tour of the **YM Centennial**, a vessel proudly built in-house by Yang Ming. This visit provided a valuable opportunity for faculty and staff to gain first-hand exposure to advanced shipboard operations and maritime innovation, while learning from one of the leaders in the global shipping industry.

During the tour, the team observed several key aspects of shipboard operations, including container unloading, **bunkering operations**, and the automation systems on board the YM Centennial. Hosted by Mr. Viking Wu, Executive Vice President of the Ship Management Department, shared valuable key points into **Yang Ming's vessel operations, fleet management**, and **shipping strategies**. A particular highlight of the visit was the demonstration of **real-time telemetry** used in vessel operations, which plays a pivotal role in ensuring operational efficiency and safety.

The tour also included a visit to the engine and machinery rooms, showcasing the vessel's impressive levels of **automation** and how **automated systems** and real-time data monitoring contribute to the management and optimisation of vessel operations. These innovations ensure that the YM Centennial operates with maximum efficiency, reducing operational costs and enhancing sustainability.

The tour of the **YM Centennial** provided a rich, hands-on learning experience, offering the ITI team an in-depth understanding of modern maritime operations. The insights shared by Mr. Viking Wu and the Yang Ming team highlighted the company's commitment to technological innovation and excellence in fleet management.

MMS MBOT Cohesion Night

Event Date : 06/09/2024

The **MMS Maritime Business & Operations Track (MBOT) Cohesion Night** was organised by the **Maritime Merchants Society (MMS)** to foster connections between MBOT students and alumni. The event provided a valuable platform for students to network and gain industry highlights from professionals, bridging the gap between academic life at SMU and the students' forthcoming professional journeys, particularly in the maritime sector. This networking opportunity was pivotal in helping students prepare for their transition into the workforce.

The cohesion night was marked by engaging discussions and the exchange of experiences between students and alumni. Students had the opportunity to hear first-hand accounts from alumni, gaining valuable perspectives into career paths within the maritime industry and learning about the transition from academic studies to real-world work environments.

The event also facilitated networking opportunities, enabling students to explore potential career avenues, with some alumni sharing exciting job opportunities and career advice. These interactions provided not only valuable career insights but also served to strengthen the connection between current students and the broader maritime community.

The alumni who participated in the event, shared their experiences, takeaways, and offered invaluable support to the students' professional growth. Their active involvement plays a crucial role in guiding the next generation of maritime professionals and fostering a strong relationship between the academic institution and the maritime industry.

The success of the MMS MBOT Cohesion Night underscores the importance of such events in supporting students' career development and enhancing the collaboration between students, alumni, and industry professionals.

Support our MaritimeSG Youth Ambassadors

Event Date : 14/09/2024

The **MaritimeSG Youth Ambassador Programme**, launched in 2022, aims to cultivate a new generation of youth leaders who are passionate about the maritime industry. The programme seeks to empower these individuals to serve as advocates of the maritime movement among their peers and to actively promote awareness of career opportunities within the maritime sector.

ITI proudly notes that two of our Maritime Business and Operations Track **(MBOT) students Mr. Tristan Chong and Ms. Crystal Khoo** have been officially appointed as **MaritimeSG Youth Ambassadors** as of 14 September 2024. Their appointment is a recognition of their enthusiasm, leadership potential, and commitment to furthering interest in the maritime industry among the student community.

As Youth Ambassadors, Tristan and Crystal will play an instrumental role in engaging with youth audiences, raising awareness of the strategic importance of the maritime industry, and highlighting the diverse career pathways it offers. They will also support maritime outreach efforts through events, campaigns, and peer engagement activities, contributing to the overall mission of strengthening youth involvement in the maritime ecosystem.

The appointment of MBOT students Tristan and Crystal as MaritimeSG Youth Ambassadors reflects SMU's continued efforts to foster leadership and industry engagement among its students. We look forward to their contributions in championing maritime awareness and inspiring their peers to explore opportunities in this dynamic and essential sector.

Mapping Your Major Information Session

Event Date : 06/09/2024

Speaker : Mr. Cheng Zheng Yang and Ms. Joveen Yue
ITI Alumni

The **Mapping Your Major Information Session** was organised by the SMU School of Economics to guide students in making informed decisions about their academic specialisations. The session helped provide SMU's economics students with a clearer understanding of **the International Trading (ITT)** and **Maritime Business & Operations (MBOT)** specialisations, and their potential career opportunities.

The session featured two esteemed alumni of the ITI, **Mr. Cheng Zheng Yang** and **Ms. Joveen Yue**, who generously shared their professional journeys in the **maritime** and **commodities trading industries, respectively**. Their insights shed light on industry trends, operational realities, and the diverse roles available to graduates in these fields.

Support from alumni such as Zheng Yang and Joveen plays a vital role in inspiring and motivating the next generation of SMU students. Their active involvement contributes significantly to student development, offering a deeper understanding of career possibilities within the MBOT and ITT specialisations. Alumni engagement of this nature continues to enrich the student experience and bridge the gap between academic learning and professional aspirations.

Know-Thy-Major Information Session

Event Date : 27/09/2024

The **Know-Thy-Major** information session, organised by the SMU Business Society,helps students to bridge the path between their academic and professional interests. ITI joined the info packed session, introducing Year 1 and 2 Business Management students to career pathways and opportunities available within the **International Trading (ITT)** and **Maritime Business & Operations (MBOT)** specialisations. The event provided a comprehensive overview of the potential for career development in these dynamic sectors.

Professor Marcus Ang, Academic Director of ITI , led the session, offering highlights into the strategic importance of the international trading and maritime industries. He highlighted the diverse and rewarding career options available through these specialisations and explained how the academic curriculum aligns with industry needs.

Additionally, **student leaders** from the Maritime Merchants Society played a key role by sharing their personal experiences and providing practical advice on what it is like to take these tracks. They discussed the skills and knowledge they have gained and how these specialisations can shape their career paths.

MaritimeONE Case Summit Award 2024

Event Date : 07/11/2024

Organised by: Singapore Maritime Foundation

The **MaritimeONE Case Summit Award 2024**, organised by the **Singapore Maritime Foundation**, recognised the **SMU student finalists** who advanced to the grand finals of the prestigious **MaritimeONE Case Summit 2024**. This annual competition provides students with a unique opportunity to apply their academic knowledge to real-world maritime challenges.

The MaritimeONE Case Summit Award served as a platform for students to gain **hands-on experience** in addressing complex issues facing the maritime industry. The case competition challenged participants to develop innovative solutions and strategies in response to actual industry problems.

In addition to the competition itself, the event facilitated valuable **mentorship** and **networking opportunities** between students and industry leaders. This allowed students to engage directly with experts in the field, gain career perspectives, and build professional connections that could benefit them as they enter the workforce.

The event also encouraged **knowledge exchange** between students and industry professionals. Through discussions, students gained in-depth insights into current trends, challenges, and opportunities in the maritime business and operations sectors. These interactions were vital in helping students broaden their understanding of the maritime industry and explore potential career pathways.

We extend our heartfelt congratulations to our **SMU students** who made it to the grand finals of the **MaritimeONE Case Summit 2024**! Their achievement is a testament to their dedication and talent in tackling real-world maritime challenges. We would also like to express our sincere **appreciation** to the **Singapore Maritime Foundation** for organising such a **meaningful event**. The case summit fostered invaluable exchanges between students and industry leaders, offering unique opportunities for **learning, growth, and mentorship**. It is truly inspiring to witness the next generation of maritime professionals gaining knowledge and experiences that will undoubtedly shape their future careers.

The **MaritimeONE Case Summit Award 2024** provided an invaluable learning experience for the student finalists and contributed to the ongoing development of talent in the maritime industry. The event successfully combined academic rigor with real-world application, offering students a glimpse into the maritime business landscape and fostering meaningful connections with industry leaders.

Know-Thy-Commodity - Rapeseed Oil, Copper and Gasoline

Event Date : 25/10/2024

The **Know-Thy Commodity** event, held on 25 October 2024, provided a platform for students to present their in-depth research on three key commodities: **Rapeseed Oil, Copper, and Gasoline**. This student-led initiative aimed to showcase the thorough research conducted by students over several months, offering valuable perspective into the dynamics of these markets.

The event featured student-led presentations, where each group shared their comprehensive findings on their assigned commodities. These presentations focused on several key areas, including **market trends, trade flows**, and **industry challenges**. Through these detailed analyses, students demonstrated their understanding of global commodity markets and the factors influencing them.

Our students presented some incredible insights on the **Rapeseed Oil, Copper, and Gasoline** industries at the **Know-Thy-Commodity (KTC)** presentation. Over the past couple of months, our student analysts put in tremendous effort to research these commodities, delivering their findings to an audience of their peers. Their dedication and hard work were evident, and their presentations demonstrated the depth of their research and understanding of the market dynamics.

Throughout the event, **industry partners** were in attendance, providing critical feedback and expert perspectives. Their participation added a practical dimension to the presentations, offering real-world perspectives on the students' research. The presence of industry professionals helped further bridge the gap between academic knowledge and industry practice.

The event fostered **peer-to-peer learning**, as students had the opportunity to present their research to an engaged audience. This facilitated knowledge sharing and allowed students to enhance their presentation and communication skills in a professional setting.

We were also thrilled to have our **industry partners** join the presentations, providing valuable feedback and takeaways for our students. Their involvement in the event added immense value to the learning experience and enriched the discussions surrounding the commodities being presented.

The evening concluded with an intimate and engaging **networking session**, bringing students, alumni, and industry professionals together to connect and share ideas. This session allowed attendees to expand their professional networks and exchange valuable insights, fostering collaboration and further knowledge exchange.

Industry Study Mission — London

Event Date : 07/12/2024 - 14/12/2024

The Industry Study Mission (ISM) to London provided 18 SMU students with an immersive learning experience, offering direct exposure to leading organisations in the maritime and trading sectors. The programme aimed to enhance students' understanding of global industry practices through site visits, interactive discussions, and professional networking.

Throughout the week-long mission, students engaged with key players in maritime operations, commodity trading, risk management, and sustainability. Visits to globally renowned institutions such as the International Maritime Organization (IMO), Lloyd's of London, and Clarksons allowed participants to deepen their knowledge into market dynamics, regulatory frameworks, and innovative developments shaping the maritime and trading landscapes.

Visit Highlights

International Maritime Organization (IMO)

Students explored the IMO's pivotal role in shaping international maritime safety and environmental protection standards. Discussions covered emerging technologies, satellite navigation systems, automation, and the formulation of international maritime regulations.

Gibsons Shipbroker

The delegation learned about the operational fundamentals of shipbroking and its significance in global trade. Topics included vessel chartering, sale and purchase transactions, and the role of market data in advising clients

Mitsui & Co.

Students examined Mitsui's global supply chain operations and risk management frameworks, with a specific focus on energy trading (crude oil, LNG, and biofuels). The session highlighted Mitsui's sustainability initiatives, including their biodiesel joint venture in Portugal

Phillips 66

The visit provided key points into ship chartering processes and how strategic chartering decisions impact shipping operations. Discussions included vetting, freight rate structures, demurrage, laycan, and environmental regulations such as EEXI and FuelEU.

SSY Global

Students delved into the dry bulk market, examining demand-supply trends, fleet growth, and China's evolving influence in global trade. Strategic discussions included responses to disruptions in key trade routes like the Suez and Panama Canals.

Clarksons

Students explored the three driving forces of modern shipping: decarbonisation, digitisation, and disruption. The geopolitical impacts of the Russia-Ukraine conflict on maritime logistics were also discussed, along with Clarksons' 7-2-1 learning model promoting experiential education.

Baltic Exchange

A session on freight rate indices such as the Baltic Dry Index and Forward Freight Agreements provided students with a practical understanding of market benchmarks and hedging mechanisms.

Institute of Chartered Shipbrokers (ICS)

ICS representatives introduced their professional qualification programmes and discussed the integration of their modules into SMU's maritime curriculum.

Lloyd's of London

Students visited this historic insurance institution to understand its global leadership in maritime insurance and its support for cargo and vessel risk management through underwriting and claims services.

NorthStandard

The session covered key insurance products such as Protection & Indemnity (P&I) and Freight, Demurrage & Defence (FD&D), including case studies on how these policies mitigate legal and operational liabilities for shipowners.

Onyx Capital Group

Participants were introduced to the dynamics of commodity derivatives trading. Discussions included liquidity provision, analytics, price volatility, and hedging strategies for risk mitigation in global commodity markets.

CRU

The final visit offered a behind-the-scenes look at commodity market research and consultancy. Students learned about CRU's role in delivering independent observation to clients and explored career pathways in analytics, communication, and client engagement within the commodity sector.

The ISM London programme was a valuable experiential platform for SMU students to engage with global industry leaders and gain nuanced perspectives on maritime and trading operations. The insights gained across regulatory bodies, insurance institutions, commodity firms, and shipbroking companies significantly enriched the students' academic learning and professional preparedness. The mission also fostered meaningful dialogue, encouraged critical thinking, and strengthened industry-academic linkages, paving the way for future collaborations.

Guest Seminars / Industry Speaker Seminars / Workshops

Guest Seminars

Sustainable Transaction Banking

Event Date : 21/02/2024 and 22/02/2024

Speaker

Mr. Joris Dierckx, *Chief Executive Officer of BNP Paribas Singapore and Head of Corporate & Institutional Banking for Southeast Asia*

Mr. Joris Dierckx, delivered a comprehensive seminar on sustainable transaction banking as part of the Non-Credit Seminar series.

Over the course of a six-hour session, Mr. Dierckx addressed key themes surrounding global supply chains, environmental, social, and governance (ESG) considerations in business operations, and financial strategies aimed at achieving long-term sustainable growth.

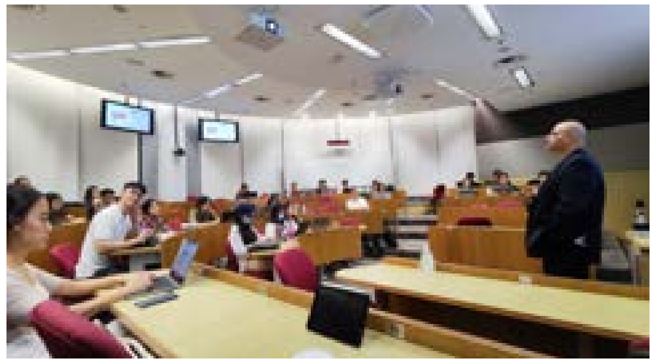
Students gained valuable knowledge on the complex into the evolving role of banking in promoting sustainability. Participants were actively engaged in discussions on the future landscape of transaction banking and the increasing importance of integrating environmental sustainability into financial decision-making processes.

Geopolitical Risks and Their Impact on Shipping Trade Flows

Event Date : 12/03/2024 and 14/03/2024

Speaker

Mr. Punit Oza, *Chief Executive Officer, Maritime NXT, Singapore*



Mr. Punit Oza, provided an insightful guest seminar that spanned over two sessions, focusing on the influence of geopolitical risks on global shipping trade flows.

During the sessions, Mr. Oza provided a comprehensive analysis of how geopolitical developments—including tariffs, conflicts, and disruptions along key maritime corridors such as the Suez Canal—reshape global trade dynamics. He further addressed the implications of emerging technologies and their potential to transform shipping operations and trade logistics.

A significant component of the seminar focused on the application of data analytics in mitigating geopolitical risks. Mr. Oza demonstrated how data-driven strategies can enhance decision-making processes, allowing maritime professionals to navigate uncertainties and adapt to evolving trade environments effectively.

The seminar provided participants with valuable insights into the complex interplay between geopolitics and global shipping, enriching their understanding of risk management within the maritime and trade industries.

Fintech Developments in Commodity Markets

Event Date : 18/09/2024 and 19/09/2024

Speaker

Mr. Patrick Markey, *Technical Director, Sierra Vista Resources*

Mr. Patrick Markey presented an insightful session on the transformative role of financial technology (Fintech) in industries such as commodity trading, logistics, and finance. Drawing on his professional expertise, Mr. Markey offered a comprehensive overview of how Fintech is driving innovation, transparency, and operational efficiency across these critical sectors.

The session highlighted compelling success stories while also addressing the practical challenges and limitations that businesses face in adopting Fintech solutions. Mr. Markey shared real-world examples illustrating how digital platforms, blockchain technology, and automation are streamlining processes in trade financing and settlement.

The event concluded with an engaging Q&A session, where students actively participated and gained valuable perspectives on the intersection of technology and global commodities. Their enthusiastic involvement contributed to a dynamic and enriching learning environment.

Role of Ports in Global Supply Chains and Supply Chains in the Lifestyle Industry

Event Date : 24/09/2024 and 27/09/2024

Speaker

Ms. Amita Maheshwari, *Head of Supply Chain Management, Maersk*

Drawing on her deep expertise, Ms. Amita Maheshwari discussed the critical role ports play in facilitating global trade, elaborating on how various market trends and logistical advancements will shape the future of ports worldwide. Her presentation offered an in-depth look at logistics and supply chain management, particularly in the context of the lifestyle industry.

Ms. Maheshwari's extensive experience in the logistics field provided invaluable wisdom into the evolution of port operations and the current challenges and drivers influencing global trade. She emphasized the interconnectedness of ports, trade flows, and the lifestyle sector, offering a unique perspective on how industries rely on efficient logistics to maintain competitiveness in the global market.

Workshop

Shipping Laytime and Demurrage

Event Date : 14/11/2024 and 15/11/2024

Speaker

Professor Muthu Jagannath, *Maritime Law Expert*

Captain Rajeev Kumar, *Shipping Operations Specialist*

The Shipping Laytime and Demurrage Workshop provided students with a comprehensive understanding of essential concepts in shipping contracts, specifically laytime, laycan, and demurrage. Industry experts, Professor Muthu Jagannath and Captain Rajeev Kumar shared their insights on the intricacies of shipping operations and maritime law.

Throughout the workshop, students engaged in hands-on problem-solving exercises and worked through real-world case studies that explored practical applications of laytime calculations, demurrage clauses, and risk management in shipping contracts. The interactive format fostered a deeper understanding of the commercial and legal aspects of shipping operations.

As part of the programme, participants received certification from the Institute of Chartered Shipbrokers (ICS), further enhancing their technical expertise in the field. This workshop significantly contributed to the students' development in maritime law and operational management, reinforcing their ability to navigate and manage the complexities of shipping contracts and industry risk factors.

In summary, the workshop effectively strengthened our students' industry skillsets, providing them with practical knowledge that will aid them in their future careers in the shipping and maritime industries.

Industry Speaker Seminars

Evolution of Trading Talent in the Current Market

Event Date : 08/03/2024

Speaker

Mr. Bhavya Sehgal, *General Manager, OCP Group*

Mr. Bhavya Sehgal led a seminar focused on the essential qualities that new talents entering the trading industry must possess. Drawing from his personal experiences, Mr. Sehgal offered a unique "outside-in" perspective on the trading landscape.

During his talk, Mr. Sehgal emphasised the importance of highly developed soft skills, including critical thinking, communication, and a problem-solving mindset. He stressed that these skills are vital for new professionals to thrive in the competitive and fast-paced trading environment. His enlightening message inspired students considering a career in trading, urging them to leverage their innate talents, remain adaptable, and cultivate a continuous hunger for learning to achieve success in this dynamic field.

Turning Possibilities into Reality

Event Date : 20/03/2024

Speaker

Ms. Alice Acuna, *CEO, CEPSA Trading*
Mr. Manuel Pedrero, *HR Director, CEPSA Trading*

CEPSA Trading held a seminar exploring the structure of the commodity trading industry with CEO Alice Acuna and HR Director Manuel Pedrero highlighting the company's green energy strategy and commitment to sustainable trading.

Key Highlights:

1. CEPSA's Green Energy Roadmap

The seminar provided a detailed look into CEPSA's commitment to sustainability, particularly within the context of its trading operations. The speakers discussed the company's efforts in promoting green energy and how the industry is evolving to align with environmental goals.

2. Introduction to Data Analytics in Commodity Trading

The discussion also focused on the role of data analytics in enhancing decision-making processes within commodity trading. Emphasis was placed on how CEPSA leverages advanced systems to optimise operations and drive efficiency in a competitive market.

3. WELCOME U Internship Programme

Another key aspect of the seminar was the introduction of the WELCOME U internship programme. This programme highlights professional development opportunities, specific training programs and objectives of the program, where the gaps between academic learning and industry experience is bridged.

The session was highly informative, providing students with an in-depth understanding of the contemporary structure of the commodity trading industry. The focus on sustainability and the opportunity for mentorship gave attendees a broader perspective on the future of commodity trading. Furthermore, the introduction to the WELCOME U internship programme offered students an exciting opportunity to engage with the industry and build connections that could shape their future careers.

Empowering the Future: Inclusive Leadership & Green Shipping

Event Date : 28/03/2024

Speaker

Captain Hari Subramaniam, *Regional Head for Business Relations*

Ms. Farhanah Ahmad, *Business Relations and Medisea Executive, The Shipowners' Club*

An insightful Industry Study Session (ISS) was hosted on the 28th of March, 2024, featuring Captain Hari Subramaniam and Ms. Farhanah Ahmad. The session focused on critical topics surrounding the maritime sector, with a particular emphasis on decarbonisation strategies, leadership, inclusion, diversity, and compliance within the industry.

Key Discussion Points:

1. Decarbonisation Strategies in the Maritime Sector

The session explored several strategies to reduce the environmental footprint of maritime operations. This included discussions on the adoption of **alternative fuels, vessel electrification**, and **slow steaming** practices. Additionally, **just-in-time strategies** were highlighted as effective measures to optimise fuel consumption and reduce emissions.

2. Leadership, Inclusion, and Diversity

Captain Subramaniam and Ms. Ahmad also provided valuable insights into the importance of leadership in driving sustainable practices in the maritime industry. The speakers underscored the significance of **compassionate leadership** and the integration of **Inclusion, Diversity, and Equity (IDE)** principles. Their discussion emphasized that a holistic approach to leadership is essential for fostering innovation and sustainability in the sector.

3. Sanctions and Compliance in Maritime Insurance

The session concluded with an in-depth exploration of **sanctions and compliance** in maritime insurance and regulatory frameworks. The speakers discussed the complex landscape of international sanctions, risk management, and the regulatory structures that govern maritime insurance, highlighting their crucial role in maintaining global trade standards.

The session provided a comprehensive understanding of the current challenges and opportunities within the maritime industry. It equipped students with valuable insights into the practical application of decarbonisation strategies, the critical role of leadership in fostering diversity and inclusion, and the importance of compliance within the maritime insurance sector.

This session contributed significantly to enhancing students' awareness of the evolving dynamics in the maritime industry, preparing them for future leadership roles.

Financing Sustainable Shipping

Event Date : 22/08/2024

Speaker

Mr. Chih Chwen Heng, *Head of Maritime Research and Decarbonisation, Shipping Finance, Standard Chartered Corporate & Investment Banking*

Mr. Heng delivered an insightful presentation that focused on the crucial role of financing and credit in the maritime industry's transition towards achieving net-zero emissions. Mr. Heng shared his expertise on the financial mechanisms, strategies, and challenges involved in supporting sustainability in the maritime sector.The event was organised in partnership with the Singapore Maritime Foundation (SMF), underscoring the ongoing commitment to advancing sustainable practices within the global shipping industry.

The session highlighted the growing integration of sustainable finance into maritime operations, underscoring its critical role in accelerating the industry's decarbonisation journey. Mr. Heng outlined financial strategies and frameworks that are essential for enabling a transition to greener shipping practices, including the adoption of ESG-linked financing and investment in low-carbon technologies. He also emphasised the pivotal role credit institutions play in facilitating this transformation, by not only providing capital but also shaping sustainability standards and incentivising environmentally responsible behaviour across the maritime value chain.

Derivative Trading in Commodity Markets

Event Date : 30/08/2024

Speaker

Mr. Chris Campbell, *Director, Lianfeng International*

Mr. Chris Campbell delivered an insightful presentation focused on the critical role of derivatives trading and risk management within the commodity markets.

Key Discussion Points:

Mr. Campbell provided an in-depth analysis of how derivatives such as futures and options are utilized to manage exposure to commodity price fluctuations. He emphasized the various factors influencing these trades, including currency differences and time zone challenges, highlighting how these instruments are vital tools for risk management in the global market.

Moreover, the session examined how futures and options contribute to market liquidity and efficiency, while also playing a pivotal role in identifying value trades. The discussion was interactive, with students engaging actively to deepen their understanding of the complexities of commodity markets and derivative instruments.

The seminar was a valuable learning opportunity for students, offering them critical knowledge of the practical applications of derivative trading in the global commodity markets.

How the Shipping Industry is Shaping Tomorrow

Event Date : 06/09/2024

Speaker

Ms. Sally Shum, *Deputy General Manager, CEO Office & Transformation, Pacific International Lines*

Mr. Leslie Yee, *General Manager, Information Technology Systems, Pacific International Lines*

This insightful session on the evolving landscape of the shipping industry was presented by Ms. Sally Shum and Mr. Leslie Yee, where they also focused on the industry's role in shaping the future of global connectivity.

The speakers shared valuable perspectives on the future of the shipping industry, emphasising its fundamental role in supporting global connectivity and trade. They explored the transformative impact of digital technologies on logistics and supply chain management, drawing attention to key trends such as automation, data analytics, and the rise of digital platforms. The discussion also examined how digital transformation is reshaping traditional shipping models by enhancing operational efficiency and enabling more informed, agile decision-making in an increasingly interconnected global marketplace.

The session provided a comprehensive overview of the future of shipping, underscoring the importance of digital innovation in driving the industry's evolution. The insights shared by Sally Shum and Leslie Yee were instrumental in offering students a deeper understanding of the dynamic changes taking place within the shipping sector and the broader logistics landscape.

Maritime Industry Transformation: Opportunities and Challenges for Leading Maritime Cities

Event Date : 28/03/2024

Speaker

Dr. Shahrin Osman, *Director, Maritime Decarbonisation and Autonomy Centre of Excellence (Asia-Pac), DNV*

Dr. Shahrin Osman presented valuable insights from the **Leading Maritime Cities Report 2024**, providing an in-depth analysis of how maritime cities are evolving to meet the challenges of shipping decarbonisation and the transition to Net Zero by 2050. The presentation focused on the critical transformation areas within the maritime industry, specifically addressing the integration of sustainable practices in shipping, finance and law, maritime technology, port logistics, and their impact on the overall competitiveness of maritime cities.

Dr. Osman explored the key pillars shaping the future of leading maritime hubs and underscored the significant role of sustainable growth in driving the transformation of these cities. His discussion highlighted the competitiveness of global maritime hubs and the strategies they are employing to remain at the forefront of the industry while contributing to environmental goals.

This seminar provided students with essential insights into current industry trends, as well as future opportunities in maritime business, positioning them to better understand the dynamic changes within the sector and the emerging prospects for sustainable maritime operations.

The Singapore Marine Fuels Market, Past and Present

Event Date :

08/11/2024

Speaker

Mr. Chuck Grimm, *Trading Manager, Phillips 66*

Mr. Chuck Grimm, Trading Manager at Phillips 66, delivered a comprehensive seminar focused on the Singapore marine fuels market. He provided an in-depth analysis of the market's evolution, tracing its development since the establishment of the Maritime and Port Authority of Singapore (MPA) in 1996.

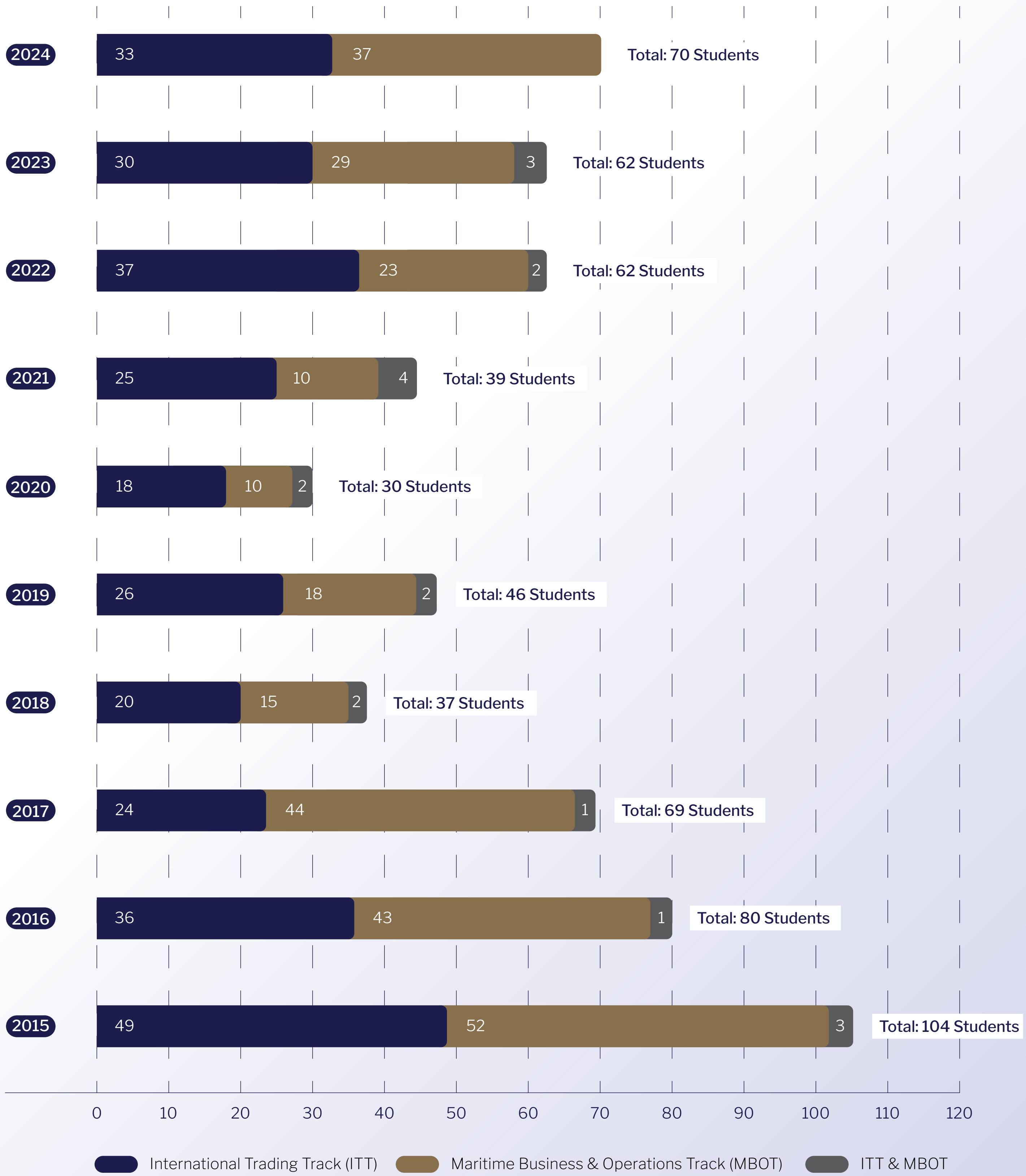
The session explored the significant role of standardized bunkering practices in the development of a regulated and thriving marine fuels ecosystem, contributing to the growth and stability of the industry.

Through his expert insights, Mr. Grimm provided students with a broader understanding of the historical context, ongoing challenges, and future trends shaping the marine fuels industry, offering valuable perspectives for those interested in maritime business and operations.

Year in Numbers

Student Track Enrolment for the past 10 years

as of 31 December 2024



SMU
SINGAPORE MANAGEMENT UNIVERSITY

International Trading Institute

Singapore Management University
50 Stamford Road, Lee Kong Chian
School of Business
Singapore 178899

iti.smu.edu.sg