



International Trading
Institute

Annual Report 2023



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Pioneering Education in Global Trade and Maritime Business

Founded in 2007, the International Trading Institute (ITI@SMU) emerged from a unique tripartite collaboration involving the Singapore government, key industry players, and Singapore Management University (SMU). Pioneering as the first university-based trading institute, ITI@SMU functions as a dynamic think tank, nurturing future-ready talent and delivering industry-focused programmes that address critical aspects of global trade. As part of the Lee Kong Chian School of Business (LKCSB), the Institute offers specialised undergraduate programmes in International Trading and Maritime Business, reinforcing our commitment to shaping the future of global trade.





Strategic Pillars



1

Cultivating Talent for Industry Growth:

Fostering a rich pipeline of professionals for the trading and maritime value chains, enhancing sectoral and partner value.



2

Fortifying Singapore as a Trading and Maritime Nexus:

Bolstering Singapore's position through robust ecosystem partnerships.



3

Spearheading Programme and Initiative Development:

Leading in the creation and implementation of programmes and initiatives to ensure the enduring viability of the trading and maritime sectors.

ITI@SMU stands as a pivotal national resource, continuously seeking innovative approaches to generate substantial value and influence for our stakeholders in the trading and maritime domains.



Our Tracks

International Trading Track (ITT)

Capitalising on Singapore's pre-eminent status as a global trading nexus and home to world-class trading and maritime enterprises, the International Trading Track (ITT) opens a world of career prospects for students. Offered by the Lee Kong Chian School of Business (LKCSB) as a Finance major specialisation, the ITT curriculum encompasses modules such as Trade Finance, Analysis of Derivative Securities, and Financial Markets and Investments. Beyond academic rigour, the ITT enriches students with hands-on learning opportunities, equipping them for dynamic roles in trading, shipping logistics, trade finance, maritime services, and beyond.

Maritime Business & Operations Track (MBOT)

Since 2019, the Maritime Business and Operations Track (MBOT) has been shaping industry-ready experts through a comprehensive, multidisciplinary approach. Hosted by LKCSB under the Operations Management Major, the MBOT prepares students with a robust understanding of maritime business operations, complemented by digital acumen tailored for the swiftly transforming maritime sector. Programme highlights include an international exchange with the Copenhagen Business School and Industry Study Missions, offering students invaluable exposure to global ports and maritime businesses for an immersive educational journey.



Message from Academic Director

Dear Esteemed Partners, Supporters, Colleagues,
and Friends,

As I reflect on my early days as Academic Director, I am excited by the opportunity to lead and build upon the exceptional foundation laid by my predecessor, Dr Patrick Tan. His stewardship has left us with an Institute brimming with excellence in initiatives and programming, complemented by a dedicated and dynamic team of professionals. I extend my deepest gratitude to Patrick for his invaluable contributions to the Institute. Under his leadership, we have forged strong bonds with our stakeholders, navigating through the challenges of an ever-evolving business landscape with resilience and determination.

At ITI, engagement with our stakeholders has been and will remain paramount. Our interactions with industry and government partners provide us with invaluable insights into the complexities they face amidst rapid change. Similarly, our commitment to organising enriching events and co-curricular activities for our students is unwavering, enhancing their educational journey and preparing them for the demands of the modern workforce.

While the pandemic presented unprecedented challenges, I am heartened to witness ITI's resurgence, with our initiatives now thriving more than ever.



In 2023 alone, we fostered connections with over 70 industry partners and facilitated engaging activities involving more than 300 students. I hope the following pages of this report will amply demonstrate this. The generosity of our partners, both in donations and time, has been instrumental in our success, allowing us the opportunity to visit and experience cutting-edge facilities, learn business insights and the decision-making processes, and provide invaluable mentorship opportunities.

Our students have risen to the occasion, demonstrating excellence in inter-varsity competitions, securing record numbers of scholarships, and embarking on promising career paths upon graduation. Their achievements stand as a testament to the quality of the MBOT and ITT programmes, but also the support they receive from our industry partners and supporters.

Looking ahead, my vision is to build upon our achievements. We will continuously evolve our programmes to address the growing importance of data analytics and digitalization in today's business landscape. Moreover, we will deepen our discussions on sustainability, environmental, social, and governance (ESG) principles, and the geopolitical forces shaping global industries.

I invite each of you to join us on this journey of innovation and growth. Together, we will empower the next generation of leaders and make a meaningful impact on the world around us.

With warm 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

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



Students' Awards & Achievements (2023)

Hear from our Alumni



In my four years as a student at SMU, I pursued a degree in Business Management, specialising in Operations Management with a unique focus on Maritime Business and Operations. Throughout my studies, I was fortunate to have the support of ITI@SMU, which provided me with a wealth of opportunities including scholarships, overseas study missions, and a chance to build strong connections within the local ecosystem through industry talks and more.

These experiences not only enhanced my practical understanding of the industry but also allowed me to develop critical thinking and problem-solving skills. Thanks to this robust support from SMU, I am now embarking on a career in the maritime sector, where I am determined to make meaningful contributions.



Kennis Tan
Management Trainee
OM Maritime Pte Ltd

Bachelor of Business Management
Operations Management
Class of 2024



ITI@SMU Excellence Scholarship

Established in 2022, the ITI@SMU Excellence Scholarship supports full-time undergraduates at Singapore Management University who are engaged in the International Trading Track or the Maritime Business and Operations Track. This scholarship is designed to encourage academic excellence, providing recognition to outstanding students for their achievements and inspiring them to reach new heights in their educational pursuits. We are proud to announce our 2023 Award Recipients:

- **Allison Anne Samuel**, LKCSB, Finance (ITT)
- **Hein Htet Aung**, LKCSB, Finance (ITT)
- **Ho Choon Ming, Aaron**, LKCSB, Operations Management (MBOT)
- **Liau Chee Heng**, LKCSB, Finance (ITT)
- **Jasper Lee Zi Xian**, LKCSB, Finance (ITT)
- **Tan Wei Qi Iris**, LKCSB, Finance (ITT)
- **Tan Yang Rui**, LKCSB, Finance (ITT)

Excellence Awards

The Excellence Awards distinguish outstanding undergraduates from our ITT and MBOT tracks. Students receive these awards for outstanding performance in their internships, or for their work during their Global Trade & Maritime Work-Study Elective, with our esteemed partners, where they acquire hands-on experience and in-depth industry knowledge. The accolade is conferred upon students at the completion of their academic journey, affirming our commitment to their future without any obligation post-graduation.

- **Anthony Kok Zong Da**: Diamond Gas International Pte Ltd
- **Jovena Loh Xiao Yue**: TotalEnergies Trading Asia Pte Ltd
- **Muhammad Akbar Bin Syed Abdul Ghani**: Phillips66 International Trading Pte Ltd

Legend

LKCSB Lee Kong Chian School of Business

SOA School of Accountancy

YPHSL Yong Pung How School of Law

ITT International Trading Track

MBOT Maritime Business & Operations Track

- **Poh Jia Jun Samuel:** Bright Point Trading Pte Ltd
- **Sim Ee Ying:** Emirate National Oil Company Pte Ltd
- **Toh Yi Rui:** Hengli Petrochemical International Pte Ltd
- **Tran Vu Son Tung:** Bunge Asia Pte Ltd

Dean's List

- **Bay Wee Chun, Donovan,** SOA, Operations Management (MBOT)
- **Erin Sim Liying,** LKCSB, Finance (ITT)
- **Liau Chee Heng,** LKCSB, Finance (ITT)
- **Lim Ai Ling, Florence,** LKCSB, Operations Management (MBOT)
- **Muhammad Akbar Bin Syed Abdul Ghan,** LKCSB, Finance (ITT)
- **Ong Chuanyi, Lucas,** LKCSB, Operations Management (MBOT)

MPA's Global Internship Award (GIA) 2023

- **Deepan S/O Arumugam,** SOA, Accounting/ Finance (ITT)
- **Megan Cheow Qing Bei,** SOE, Economics/ Finance (ITT)
- **Poh Kah Siang,** SOE, Economics/ Finance (ITT)
- **Edric Lim Zheng Jie,** LKCSB, Operations Management (MBOT)
- **Natasha Cheng,** LKCSB, Operations Management (MBOT)

Legend

LKCSB Lee Kong Chian School of Business

SOA School of Accountancy

YPHSL Yong Pung How School of Law

ITT International Trading Track

MBOT Maritime Business & Operations Track

MaritimeOne Scholars

- **Brandon Sia Shao Teck**, LKCSB, Operations Management (MBOT)
- **Kenneth He Zhi Jing**, YPHSL, Law
- **Natasha Cheng**, LKCSB, Operations Management (MBOT)
- **Rachael Wee Hui En**, LKCSB, Operations Management (MBOT)

Joining the Maritime Business Operation Track has been a transformative journey, offering me invaluable opportunities to broaden my network and carve out my professional path. Through initiatives like the MaritimeONE scholarship program, the MPA MaritimeSG Youth Ambassadorship, and serving on the MMS EXCO, I've gained insights and connections that transcend the classroom. Modules such as Shipping Business, Port-Focal Logistics and Law of International Trade have equipped me with the necessary skillsets required to navigate the maritime sector post-graduation. In this ever-evolving landscape, the horizon brims with learning opportunities, fuelling my anticipation for the journey ahead.

Brandon Sia
Bachelor of Business Management
Operations Management, Year 3

Legend

LKCSB Lee Kong Chian School of Business
SOA School of Accountancy
YPHSL Yong Pung How School of Law
ITT International Trading Track
MBOT Maritime Business & Operations Track





MaritimeONE Digital Challenge 2023 Triumph

SMU's Team GRQ & Team NE Clinch Victory at the MaritimeONE Digital Challenge 2023

We extend our warmest congratulations to the champion teams: Team NE, featuring Brandon Sia, Celest Sim, and Rachael Wee, alongside Team GRQ with Joveen Yue, Aaron Ho, and Deepan Arumugam, for their exceptional achievement in the MaritimeONE Digital Challenge 2023. Commendations are also due to the merit winners, Team Halp and Team Merry Time, Want?

The victors were lauded at the MaritimeONE Digital Challenge 2023 Award Ceremony, where the champion teams had the privilege of demonstrating their problem-solving prowess and presenting their groundbreaking solutions.

We salute all participants for their commitment and industrious efforts throughout the competition. The MaritimeONE Digital Challenge connects tertiary students, fervent about technology, to the maritime industry, tasking them with real-world challenges devised by SMF's industry partners.

For further details on the MaritimeONE Challenge, visit the Singapore Maritime Foundation at smf.com.sg.

Additional information and updates are available at [SMU News](#).

Key Highlights



Celebrating Partnerships: CNY ‘Lohei’ Gathering **10 Jan 2023**

During the festive Chinese New Year period, Dr Patrick Tan, Academic Director of the International Trading Institute (ITI) at Singapore Management University (SMU), hosted a ‘Lohei’ luncheon to honour our esteemed donors and industry partners. This traditional festivity, accompanied by a delightful dinner, was an expression of profound appreciation for their unwavering support and generosity.

Dr Tan seized the occasion to outline ITI’s forthcoming initiatives, which will be designed to captivate and guide more students towards the vibrant Maritime and International Trade sectors. Emphasising the importance of continued partnership and collaborative efforts with our benefactors and industry allies, Dr Tan highlighted the shared vision of propelling these industries forward.



SCMA and SMF Collaborative Educational Excursion to PSA Singapore

18 Jan 2023

In an enriching educational excursion, seven students from Singapore Management University (SMU) accompanied the Singapore Maritime Foundation (SMF) to PSA Singapore.

This Learning Journey presented them with a comprehensive land tour of the Pasir Panjang Terminal, showcasing the intricate chain management and logistical processes that underpin one of PSA’s six premier terminals.





Further enhancing their experience, the students explored the PSA Innovation Centre, a dynamic, multimedia exhibit that illustrates PSA's vision for a next-generation port and the broader supply chain ecosystem. This visit culminated in a meaningful dialogue and exchange with PSA and SMF representatives, leaving the students with valuable insights and understanding of the maritime industry's cutting-edge operations.

KTM Finance and Operations Management Insight Sessions

18 Jan & 2 Feb 2023

The Maritime Merchants Society engaged in a pair of insightful 'Know-Thy-Major' sessions, highlighting the diverse programmes and vibrant activities on offer. The sessions were further enriched by the expertise of our distinguished course lecturers – Assistant Professor Joyce Low, Associate Professor Joe Zhang, and Dr Karen Gan – who illuminated the curriculum details, and the multitude of career pathways that our courses unlock for students.



Cordial Reception for Copenhagen Business School Exchange Students

19 Jan 2023

The Maritime Merchants Society (MMS) proudly hosted a welcome dinner, celebrating the arrival of exchange students from Copenhagen Business School (CBS), our esteemed partner university. This gesture reciprocated the warm hospitality extended to our students during the Industry Study Mission to Copenhagen in December 2022. The convivial gathering in January was marked by enriching dialogues, as MMS and CBS students exchanged insights on their distinct academic experiences and campus life.



Coinciding with the festive Chinese New Year, the event also provided a splendid opportunity to acquaint our guests with the traditions of Lohei, offering them an immersive introduction to Chinese culture and customs.



Maritime Youth Forum: A Landmark Collaboration and Insightful Dialogue

10 Feb 2023

The Maritime Youth Forum (MYF), a groundbreaking initiative, marked a historic collaboration between SMU's Maritime Merchants Society (MMS), Nanyang Technological University's Maritime Business Society, and the Singapore Maritime Academy Club. This unprecedented joint effort culminated in an event of significant scale and impact.



MYF 2023 honed in on the theme of digitalisation, featuring expert insights from industry leaders Jeremy Sutton of Swire Shipping and Goh Jia Yong from Ernst & Young. The event was expertly moderated by MMS President Girish Menon, who facilitated a dynamic panel discussion. The distinguished panel also included Senior Minister of State for Finance and Transport, Mr Chee Hong Tat, and Singapore Maritime Foundation (SMF) Chairman, Mr Weng Yew Hor, contributing to a multifaceted and enlightening discourse on the future of maritime digitalisation.



Commodities Fireside Chat 2023: Forging a Sustainable Future

13 Feb 2023

The Commodities Fireside Chat 2023, stood out as a seminal networking event, spotlighting innovative solutions in biofuels and carbon credits that are revolutionising the industry. This gathering was a beacon for students and sustainability enthusiasts, illuminating the transformative role of technology in developing sustainable products and processes.



Attendees were captivated by the pioneering research and development efforts showcased, underscoring the energy sector's commitment to environmental stewardship. The event provided a platform for industry leaders to share their insights, reinforcing the notion that industry is integral to crafting a sustainable future.





Post-event, students emerged more inspired and eager to contribute to a greener energy landscape, fueled by innovation and collaboration. ITI@SMU extends heartfelt gratitude to our speakers - Mr Joseph Taets, Mr Voon Zhi-Jiang, and Mr Mahesh Kumar, our moderator Prof Boh Wai Fong, and to Enterprise Singapore and Nanyang Technological University for their invaluable support in making this event a success.



Know-Thy-Commodity: A Showcase of Insightful Research

24 Mar 2023

The Maritime Merchants Society culminated eight weeks of meticulous research with an enlightening presentation on three key commodities: Corn, iron ore, and diesel. This event witnessed vibrant participation from students, industry partners, and alumni, sparking lively discussions and thought-provoking queries.

The session served as more than just an academic discourse; it provided a valuable networking platform, where students engaged with industry experts and alumni, fostering connections and building professional relationships. This gathering was a testament to the practical learning and collaborative spirit that ITI@SMU embodies.



Faculty Research Forum: Prof Henrik Sornn-Friese on Maritime Decarbonisation

31 Mar 2023

In a celebrated collaboration with the Copenhagen Business School (CBS), ITI@SMU was delighted to host Associate Professor Henrik Sornn-Friese in Singapore for our Faculty Research Forum. Prof Sornn-Friese's expertise significantly enriched the dialogue around the roles of ports in the decarbonisation of international shipping, applying a comprehensive system perspective to the green energy transition.

His insights delved into the complex web of components and actors involved in this transition, including governments, energy companies, shipping firms, and port authorities. This forum provided an invaluable opportunity for students and faculty alike to deepen their understanding of the systemic nature of the green energy transition and the collaborative efforts required for meaningful progress.

SMU Maritime Thought Leadership Conference 2023

Charting the Course for Maritime Decarbonisation

26 Apr 2023



ITI@SMU successfully convened its 2023 Maritime Thought Leadership Conference on 26 April 2023, aligning with Singapore Maritime Week. The conference, under the theme “Maritime Decarbonisation with Route-Based Actions,” featured eight insightful presentations. Prof Henrik Sornn-Friese, MPA Professor of Maritime Business at SMU and Director at CBS Maritime, adeptly moderated the sessions, focusing on maritime decarbonisation and the associated challenges and opportunities.

Key conference insights included the Maritime & Port Authority of Singapore steadfast commitment to decarbonisation, particularly focusing on the port of Singapore and its harbour craft. It was highlighted that all new craft in Singapore waters must integrate low or no carbon propulsion technology, with the port transitioning to a low-carbon model by adopting advanced solutions such as automation and renewable energy.



The role of social sciences in facilitating the green energy transition was also a focal point. For instance, the reduction in windmill construction in Denmark, not due to a lack of need for wind power, but because of local opposition, underscores the need for cross-disciplinary and cross-functional research.

Challenges in establishing green shipping corridors were discussed, including the dilemma of shipowners hesitant to invest in alternative fuel engines and ports reluctant to develop infrastructure without ships that use alternative fuels.

The conference also shed light on the human aspect of decarbonisation, emphasising the importance of fairness and inclusivity. It was noted that the green transition will generate new jobs, necessitating upskilling and retraining for approximately 800,000 seafarers.

Further discussions centred on the development of the Silk Alliance Inter-Asia Green Corridor, targeting a cluster of over 300 containerships primarily refuelling in Singapore, and the maritime book and claim system, designed to decouple the transportation service from the decarbonisation imperative.

In conclusion, the panel discussion underscored the imperative to persuade government, business, and society to embrace decarbonisation initiatives. Suggestions included the possibility of the International Maritime Organization or major nations and trading blocs enacting legislation to ensure progress towards Net Zero targets.



The Future



Maritime SG Youth Ambassador Programme

6 Aug 2023

Launched by the Maritime and Port Authority of Singapore in collaboration with key maritime sector partners including the Singapore Maritime Foundation, the Maritime SG Youth Ambassador Programme is an innovative initiative aimed at identifying and nurturing young enthusiasts passionate about maritime-related issues. This programme plays a pivotal role in empowering these youths to become advocates and leaders, fostering a robust maritime movement among their peers and contributing significantly to the sector's future.



MBOT Information Session and Welcome Dinner: Engaging New Minds

25 Aug 2023

The Maritime Merchants Society's members hosted a captivating evening for new SMU students, introducing them to the Maritime Business & Operations Track (MBOT). Characterised by its high interactivity, the session facilitated lively exchanges and discussions among the attendees. The evening was not just about sharing information but also about building connections, as the group bonded over pizza and enjoyed the vibrant atmosphere of Night Fest 2023. This event exemplified the spirit of community and engagement that defines the MBOT experience.



Insightful Revelations from WIMAR SG's Young Talent Perception Survey

30 Aug 2023

In partnership with ITI@SMU, Women in Mining and Resources, Singapore (WIMAR SG) unveiled the findings of their Young Talent Perception Survey. The survey garnered participation from students and graduates across various prestigious institutions including Singapore Management University (SMU), Nanyang Technological University (NTU), Temasek Polytechnic, Ngee Ann Polytechnic, Singapore Polytechnic, and INSEAD.



Attended by industry partners like AngloAmerican, Baringa, BHP, Glencore, Rio Tinto, South32, and numerous students, the event offered a panoramic view of the mining sector through the lens of its future talent. The survey provided profound insights, aiding companies in understanding the aspirations and expectations of Singapore's young talent. This, in turn, is instrumental in shaping their branding, outreach, and recruitment strategies.

The panel discussion enriched the event, offering students a deeper comprehension of the mining industry. This, in turn, is instrumental in shaping their branding, outreach, and recruitment strategies.



Fostering Connections: ITT Bonding and Information Session

19 Sep 2023

The Maritime Merchants Society (MMS) hosted an engaging Bonding and Information Session for new students. This event was a prime opportunity for the MMS to introduce the intricacies and opportunities of the International Trading Track (ITT) to newcomers.

More than just an informational meet, the session was a platform for existing ITT students and the MMS to bond over various activities. They shared achievements and experiences, fostering a sense of community and collaboration within the ITT program. This gathering highlighted the supportive and interactive environment that ITI@SMU nurtures among its students.



Exploring Global Shipping Dynamics: Site Visit to Mediterranean Shipping Company

29 Sep 2023

The students of SMU Maritime Merchants Society had an insightful journey into the operations of the Mediterranean Shipping Company (MSC), the world's largest container shipping company. This exclusive site visit offered our students a deep dive into MSC's advanced strategies in supply chain optimisation and their latest technological advancements.



The students engaged in meaningful discussions with MSC's Head of Operations and Head of Documentation & Claims, gaining a rare glimpse into the daily responsibilities and challenges faced in global shipping. The visit culminated in an interactive networking session, followed by an informative office tour, providing a comprehensive overview of MSC's global operations and work environment.



Practical Insights at Hafnia: MBOT Students' Site Visit

13 Oct 2023

The Maritime Business & Operations Track (MBOT) students experienced an invaluable learning opportunity during their visit to Hafnia's Singapore office. The Hafnia team, including Mr Ralph Juhl, Ms Clara Jacobsen, Mr Kasper Sørensen, and Mr Pankaj Porwal, extended a warm welcome to our students.

This visit offered a thorough overview of the tanker business, presenting our students with the unique chance to witness the real-world application of theories and concepts explored in their academic studies. It was an enlightening experience that bridged classroom learning with practical industry insights.

We express our deepest gratitude to the Hafnia team for their hospitality and for making this visit a profoundly memorable and educational experience for our students.



Celebrating Knowledge and Connection at the Know-Thy-Commodity Event

27 Oct 2023

A heartfelt shoutout to the SMU Maritime Merchants Society team for their exemplary efforts in orchestrating the Know-Thy-Commodity (KTC) Primer event. This initiative showcased the talent and hard work of SMU students who presented in-depth insights and analyses on three vital commodities: Palm Oil, Zinc, and Jet Fuel.



The event was a resounding success, attracting over 100 attendees from SMU, NTU, and NUS, as well as from ITI's esteemed industry partners. The KTC Primer served as a platform to enable students and industry professionals to engage, share knowledge, and cultivate invaluable relationships. Such initiatives are crucial in enhancing our students' academic journey, providing them with real-world perspectives and networking opportunities.



ITI@SMU Industry Study Mission to UAE: A Gateway to Global Climate Dialogue and Industry Insights

3 to 9 Dec 2023

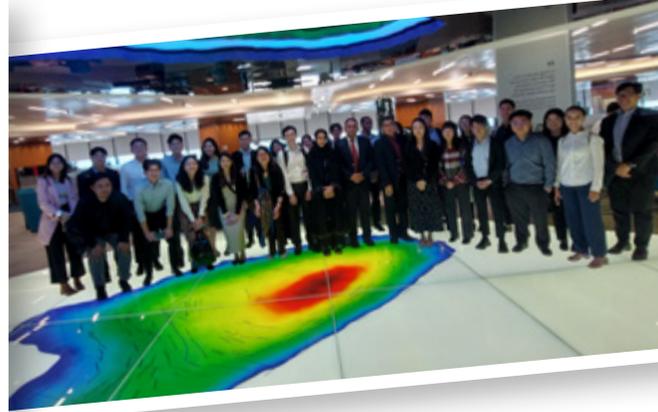
This year's ITI@SMU Industry Study Mission to the UAE, encompassing Dubai and Abu Dhabi, was a transformative experience for our students, with the attendance at COP28UAE being a major highlight. This event provided them with an invaluable perspective on the global dialogue addressing climate change, emphasising the necessity of collaborative efforts in mitigating and preparing for its future impacts.

In addition to participating in COP28, the students embarked on a series of eye-opening company visits in Dubai and Abu Dhabi, gaining firsthand exposure to key industry players and operations.

These visits included:

- Dubai Ports World (DP World) and Jebel Ali Port
- Oilmar Shipping and Chartering DMCC
- Clarksons PLC
- Emirates National Oil Company Limited (ENOC) L.L.C.
- Braemar Shipbroking
- Abu Dhabi National Oil Company (ADNOC)

Each visit offered unique insights into the complexities and innovations within the maritime and oil industries, significantly enriching the students' understanding and perspectives.





Guest Seminars



In-Depth Exploration in Oil Trading: Focus on Gasoline

6 & 9 Feb 2023

Kicking off 2023's first Guest Seminar, Mr Tan Wee Meng, Trading Manager at Vitol, enlightened our students with a deep dive into the intricacies of oil trading, specifically focusing on gasoline. His session provided a rare glimpse into the decision-making processes underpinning this dynamic industry.



The seminar offered students hands-on project experience, underscoring the lesson that in oil trading, it is less about finding 'right' answers and more about comprehensively understanding the myriad factors, considerations, and risks involved in trading decisions.

Additionally, this event presented a valuable networking opportunity, as students engaged with various Vitol professionals, gleaning insights into the company's work culture and gaining firsthand accounts of experiences in the industry.



Insights into the Liquefied Natural Gas Value Chain

15 & 16 Feb 2023

Amid rising energy demands and the critical challenge of reducing greenhouse gas emissions, natural gas is increasingly viewed as a pivotal transition fuel towards a decarbonised energy future. Over two days in February, our students had the opportunity to gain invaluable insights from Mr Frédéric Deybach, TotalEnergies' LNG Innovation & Digital Officer.

Mr Deybach shared his extensive knowledge on how Liquefied Natural Gas (LNG) can provide robust and flexible supply schemes. His session also covered the rapid growth in demand for LNG, particularly in light of the energy crisis in Europe. Beyond these practical insights, he offered perspectives on the broader global market, exploring the drivers of this dynamic sector and the strategic nuances of energy trading.



Maersk's Approach on Decarbonisation

4 & 6 Sep 2023

This informative Guest Seminar by Mr John Iversen explored the nuances of supply chain management, bio-fuels & e-Methanol production, and discussed Maersk's commitment to sustainability.

This course offered students a comprehensive understanding of how global events like the US-China Trade Wars, the Covid pandemic, the Ukraine-Russia war, and the Suez Canal incident influence the global supply chain and warehousing.

It provided an in-depth look at the evolution and adaptation of supply chain and port logistics in response to these 'new normal' conditions, highlighting concepts such as Just-In-Time (JIT), near-shoring, and re-shoring in supply chain management.

Crucially, the seminar also delved into sustainability as a key 'disruptor' in the industry, exploring its growing influence on logistics companies' decision-making processes. By the end of the course, students gained not only a deeper understanding of these complex dynamics but also the skills to analyse their impact on the logistics sector.



Supply Chain: Procurement Strategy

11 & 13 Sep 2023

ITI@SMU was privileged to welcome Mr Thibaut Weber, Associate Director at GOCPL Natural Rubber and a seasoned expert with over 15 years in procurement, to lead this Guest Seminar titled “Supply Chain: The Procurement Strategy.”

Spanning two days, Mr Weber imparted invaluable insights and fundamental knowledge about procurement, tackling the complex challenges inherent in the field. His sessions offered an extraordinary opportunity for students to delve into the intricacies of procurement strategies, enhancing their understanding of this vital aspect of supply chain management.





Industry Speaker Seminars



Navigating Commerce in Uncertain Times

3 Feb 2023

At our Industry Speaker Seminar, titled “The World’s For Sale – But Should You Buy? Financing and Decision-Making Amidst Uncertainty in the Commodities Industry,” we were honoured to host Mr Matthew Hopkins, Group Chief Financial Officer at Noble Resources. His session provided an invaluable perspective on the complexities of corporate finance within the volatile commodities market. Mr Hopkins’s extensive experience and his adept approach to problem-solving offered profound insights into navigating the unpredictable landscapes of global trade.



Changes in LPG Trade Flows and Usage in Last 10 Years and What’s Next?

17 Mar 2023

Over the past decade, the landscape of global supply, demand, and trade flows for Liquefied Petroleum Gas (LPG) has undergone significant transformations. North America transitioned from a net importer to a prominent LPG exporter in 2012, a shift propelled by shale oil and gas production. The expansion of the Panama Canal, facilitating the transit of larger vessels directly to Asia, has also played a crucial role in meeting the increasing demand for LPG.

In a captivating seminar, Mr Hibino Takahiro, Global LPG Trading Manager at Phillips 66 based in Singapore, shared his extensive insights. He discussed the evolving usage of LPG, transitioning from traditional cooking fuel to becoming a key petrochemical feedstock. Mr Takahiro elaborated on the dynamics of LPG’s

value chain, its shifting supply and demand patterns, and the impact of major global events on LPG's cargo flow, usage, and trading. This seminar provided our students with a profound understanding of the critical shifts within the LPG market and their broader implications.



Exploring Fertiliser Trading's Global Impact

8 Sep 2023

In this Industry Speaker Seminar, we delved into the crucial role of fertilisers in global agriculture and food sustainability with the session titled "Fertiliser Trading – Trade for Feeding the World." Fertilisers, encompassing nitrogen, phosphorus, and potassium-based compounds, along with micronutrients and organic varieties, are instrumental in enhancing agricultural productivity and ensuring sustainable food production.

The global fertiliser trade forms a complex network, linking producers, distributors, and farmers worldwide. We were honoured to host Mr Pushkar Jamnerkar, CEO of Aries Fertilizers Group, who brought over 27 years of commodities industry experience to the discussion. His presentation, rich with intriguing statistics and insights, provided our students with an enlightening 1.5-hour journey into the world of fertiliser trading.



Transforming the Industry with Decarbonisation Strategies

15 Sep 2023

Amid escalating global environmental challenges, achieving carbon neutrality and implementing effective Environmental, Social, and Governance (ESG) strategies have become paramount. The steel industry, responsible for approximately 8% of global human-generated carbon emissions, is now on a vital path toward decarbonisation.

In an enlightening seminar, Ms Winnie Yang from Green Esteeel explored the urgent need for decarbonisation within the steel industry, discussing current initiatives and broader industry efforts. She highlighted how the company is actively addressing the entire green steel value chain in Southeast Asia, spearheading sustainable changes and inspiring a movement towards a greener future.

Navigating the Future of Agri-Food Sustainability

22 Sep 2023

In a thought-provoking session of our Industry Speaker Seminar titled “Navigating the Future of Agri-Food Sustainability” we had the honour of hosting Mr Mohit Purbey, Senior Director of Distribution at Bunge. A key figure in Bunge’s leadership team, Mr Purbey is instrumental in driving growth strategies for the company’s protein and grain businesses in Asia.

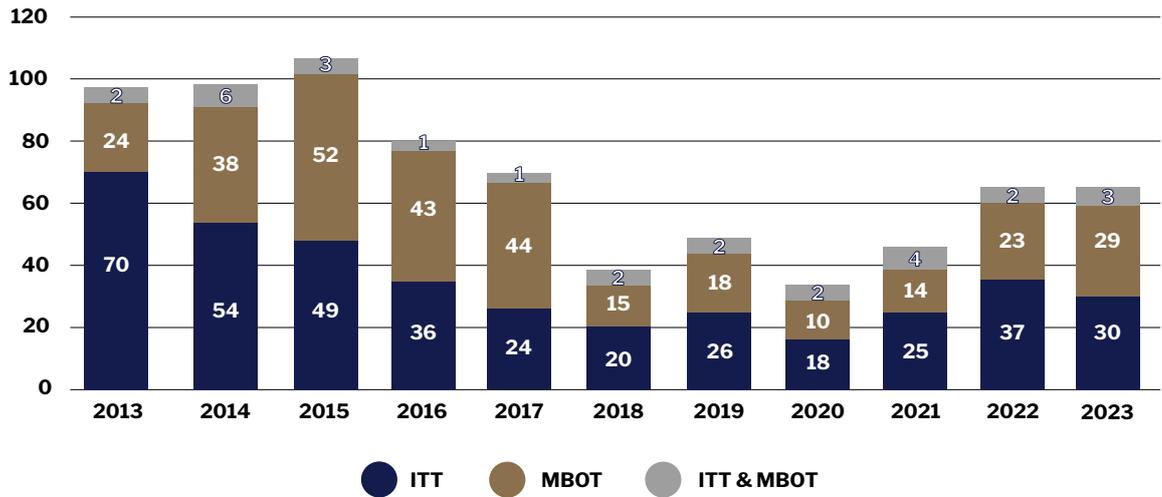
With the global population projected to reach 10 billion by 2050, the challenge of feeding the world responsibly and sustainably is more pressing than ever. Mr Purbey’s presentation focused on this critical issue, exploring the complex interplay of environmental, economic, and social factors in the agri-food sector. He shared best practices and innovative strategies in building a responsible and sustainable global agri-food supply chain, providing valuable insights into the future of food security and sustainability.





Year in Numbers

Students Track Enrolment for the past 10 years As of 31 December 2023



Legend

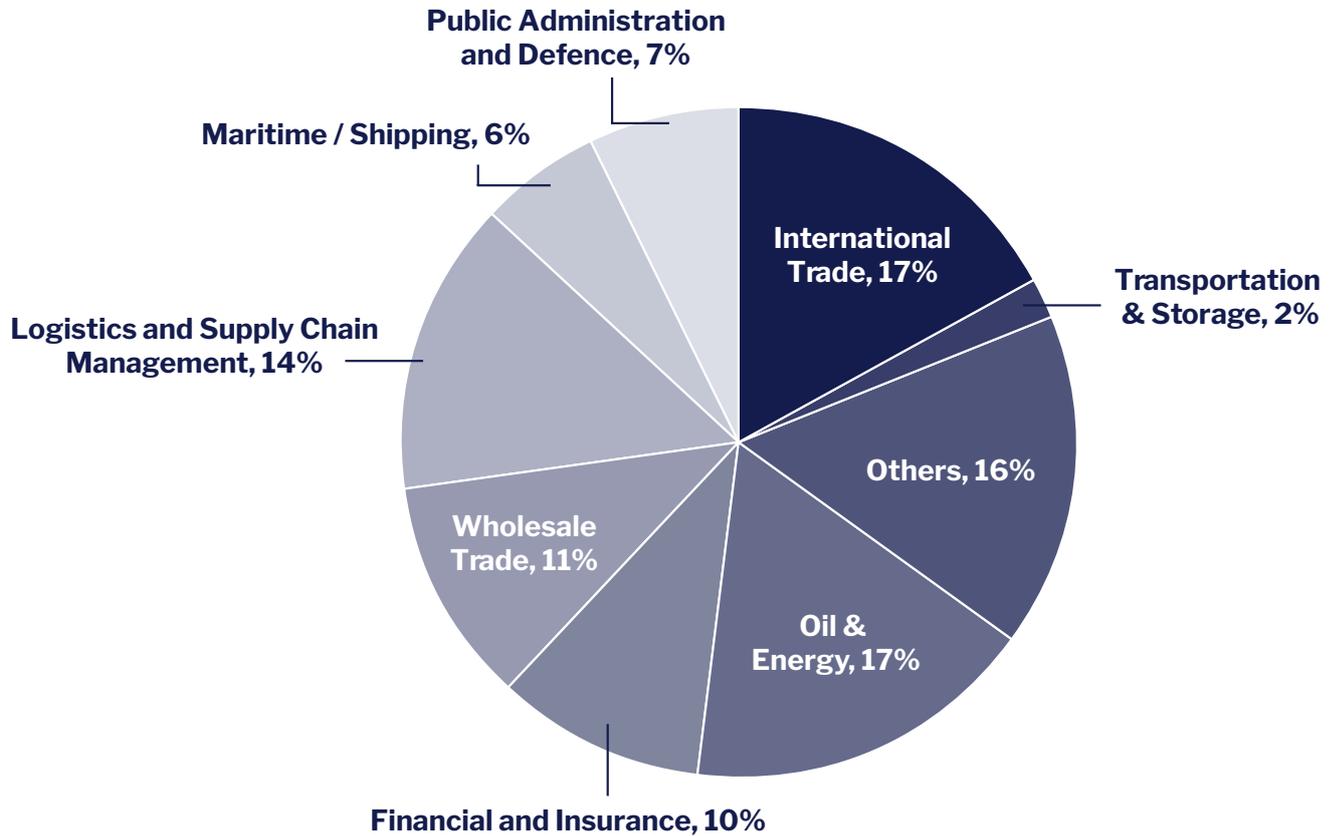
ITT International Trading Track

MBOT Maritime Business & Operations Track

Overview of International Trading Track Internships

Period: January to December 2023 (Calendar Year)

Internship Number for ITT Students: 70



- International Trade
- Transportation & Storage
- Others
- Oil & Energy
- Financial and Insurance
- Wholesale Trade
- Logistics and Supply Chain Management
- Maritime / Shipping
- Public Administration and Defence

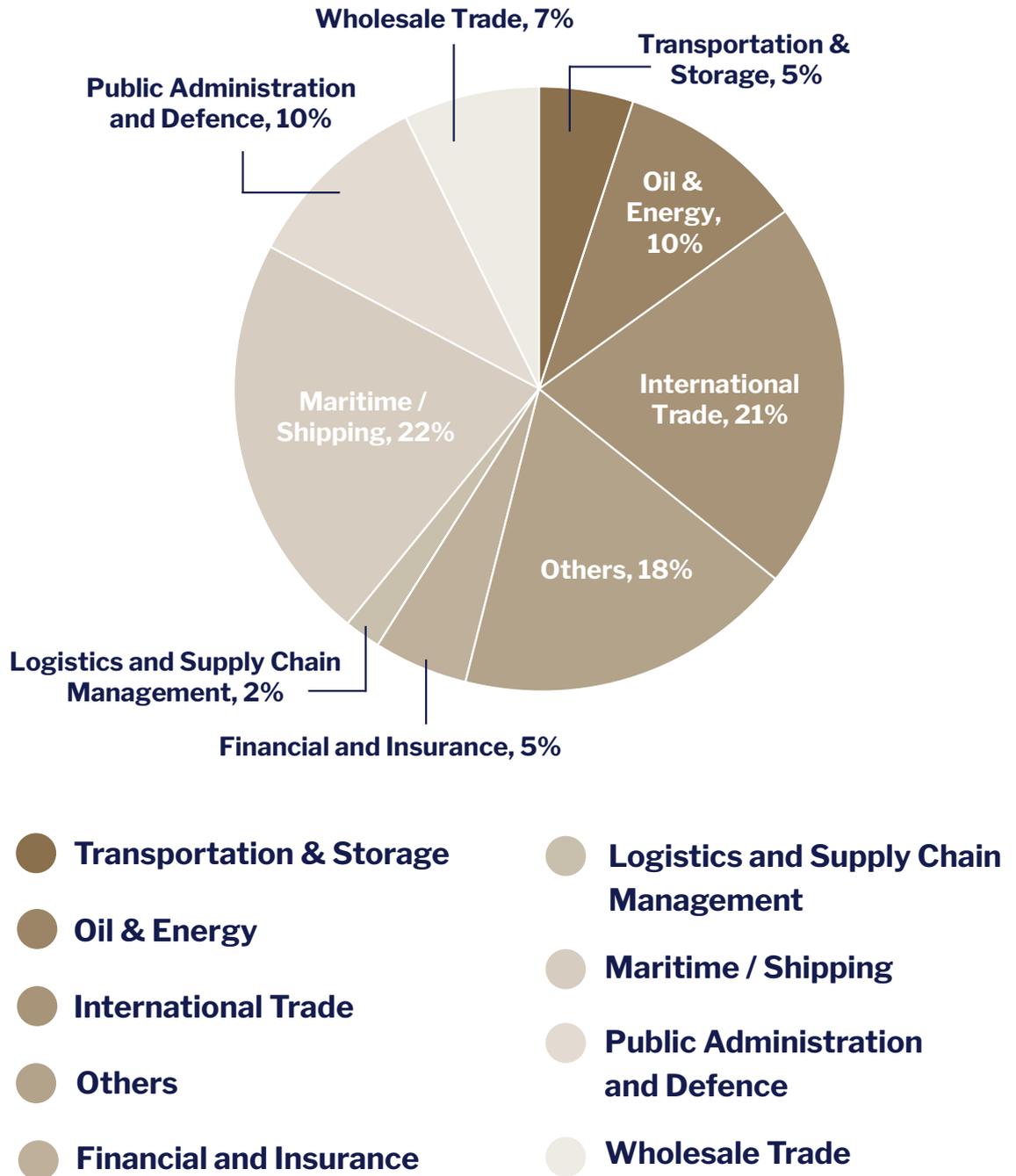
Legend

ITT International Trading Track

Overview of Maritime Business & Operations Track Internships

Period: January to December 2023 (Calendar Year)

Internship Number for MBOT Students: 28



Legend

MBOT Maritime Business & Operations Track



International Trading Institute

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

 iti.smu.edu.sg

