



▶ **BunkerBridge Overview**  
億航網油供簡介

**Hedging Tool 1: Physical Forward Contract**  
保值工具 1: 远期合約

**Hedging Tool 2: Swaps**  
保值工具 2: 掉期交易

## BILSEA GROUP

Year	Acquisition
1994	Billion Gain Enterprise 1994 億中企业有限公司 1994
2004	Seabridge Bunkering 2004 海桥油供有限公司 2004
2008	Bilsea International 2008 億海国际有限公司 2008 Bilsea International Holdings 2008 億海国际控股 2008
2010	BunkerBridge 2010 億航網油供 2010
2012	Bilsea Tankers 2012 億海達航有限公司 2012

Team BunkerBridge

## BunkerBridge In A Glance...



- Established in 2010.  
成立于2010年
- Online trading platform offering hedging opportunities for our clients.  
为客户提供保值服务的网上交易平台
- Offer forward fuel contract and swaps.  
提供远期合约和掉期交易

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Hedging is a risk management strategy to ease the negative impact of price volatility.

保值是缓解价格波动的负面影响的风险管理策略



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Hedging...



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## Hedging...

### Benefits:

- Lock fuel cost
- Protection against rising markets
- Reduce financial distress
- Sustain your company's competitive edge

### Risks:

- Opportunity cost if market falls

### 益处:

- 锁定油价
- 油价上涨时的一种保护
- 减小财务压力
- 保持公司的竞争优势

### 风险:

市场下跌时的机会成本



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**BunkerBridge Overview**  
億航網油供简介

▶ **Hedging Tool1: Physical Forward Contract**  
保值工具 1: 远期合约

**Hedging Tool: Swaps**  
保值工具 2: 掉期交易



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## Physical Forward Contract



A Physical Forward Contract is an agreement to purchase certain volume of bunker at a price fixed for the future. The price is agreed on the date of the agreement and together with fuel grade, volume and duration.

远期合约是指双方签订协议约定在未来以某一固定的价格购买一定数量的船用油。连同燃油规格，数量和交货日期，这个价格是在协议的日期商定的。



傲航網油有限公司  
BUNKERBRIDGE PTE LTD  
FUELING THE FUTURE

Team BunkerBridge

## Physical Forward Contract



### Advantages

- Lock fuel cost
- Avoid uncertainty and protection against rising markets
- Sustain competitive edge
- Straightforward

### 优势

- 锁定油价
- 防止价格的不确定性 & 油价上涨时的一种保护
- 保持竞争优势
- 简单直接



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BUNKERBRIDGE PTE LTD  
FUELING THE FUTURE

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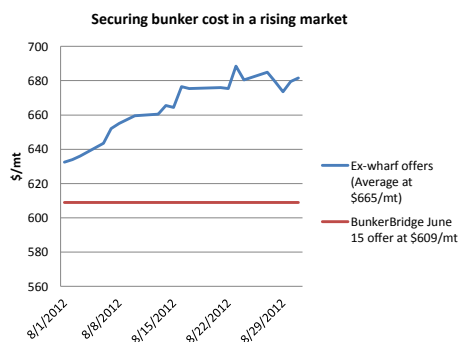
## An Example

Date	Ex-wharf offers (Average at \$665/mt)	BunkerBridge June 15 offer at \$609/mt
1/8/2012	632.5	609
2/8/2012	634	609
3/8/2012	636	609
6/8/2012	643.5	609
7/8/2012	652	609
8/8/2012	655	609
10/8/2012	659.5	609
13/8/2012	660.5	609
14/8/2012	665.5	609
15/8/2012	664.5	609
16/8/2012	676.5	609
17/8/2012	675.5	609
21/8/2012	676	609
22/8/2012	675.5	609
23/8/2012	688.5	609
24/8/2012	680.5	609
27/8/2012	685	609
28/8/2012	679.5	609
29/8/2012	673.5	609
30/8/2012	679.5	609
31/8/2012	681.5	609



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## An Example



- If you buy in June 15 at \$609/mt for 1,000mt, 380cSt for August delivery.
- Afterwards, you do not have to think about the price. It's always \$609/mt.
- When spot market reaches \$665/mt, you'd **save \$55,000!**
- 如果您六月十五日以\$609每吨买入1,000吨 IFO380cSt, 于八月份提货.
- 之后, 您不用再担心油价了。油价定为 \$609每吨.
- 当现货船油价达到\$665每吨时, 您会节省 **\$55,000!**



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## Trading Scheme

**Unit:** Metric tons  
**Contract period:** 1 – 5months ahead  
**Quantity range:** 500mt to 5,000mt  
**Split lifting:** 200mt – 1,500mt each  
**Trading hours:** 10:00 – 19:00hrs  
 Monday – Friday  
**Nomination:** 7 days before vessel ETA  
**Payment:** Deposit: 10%  
 Balance: 30-days after  
 each lifting  
 (depends on  
 credit)

**单位:** 吨  
**合约期限:** 提前1 – 5个月  
**数量范围:** 500吨 to 5,000吨  
**分批提货:** 每次200吨 – 1,500吨  
**交易时间:** 10:00 – 19:00hrs  
 周一至周五  
**报船:** 提前7天船的ETA  
**付款:** 保证金: 10%  
 余款: 每次提货后30天  
 (取决于账期)



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## CONTRACT

1. **Seller:** Bunkerbridge Pte Ltd  
卖方: 亿航网油供有限公司
2. **Buyer:** \_\_\_\_\_  
买方:
3. **Product:** Marine Fuel Oil \_\_\_\_\_ cst  
产品: 航海用\_\_\_\_号燃料油
4. **Specifications:** ISO8217: 2005  
指标: ISO8217: 2005
5. **Contract period:** From \_\_\_\_\_ to \_\_\_\_\_  
合同期:
6. **Total quantity:** \_\_\_\_\_  
总数量:
7. **Unit Price:** Fixed and firm at \$ \_\_\_\_\_ /mt  
单价: 固定价每吨\_\_\_\_\_美元
8. **Port:** Singapore  
港口: 新加坡

**CONTRACT**

9. **Delivery Mode:** Delivery shall be made to buyer's vessels in one or a few lots within the contract period. The quantity for each lot shall be 200 to 1500 mts. Buyer shall try to evenly spread the deliveries.  
 运输方式：买方所要求的燃料油将在合同期限内分批加完。每批加油量为200至1500吨。买方应当尽量平均分配提取次数。
10. **Nomination:** Buyer shall declare the vessel name/quantity for each physical delivery at least 7 calendar days prior to ship's arrival together with relevant ship's information, and whether the bunker is second parcel delivery.  
 报船：买方应当在船到港七天前，通知所需燃料油船只的名字/需要数量以及提供该船的相关信息，包括是否为第二批加油。
11. **Acceptance of Nomination:** Upon receipt of buyer's nomination, Seller shall revert with acceptance of the vessel within the same working day. Such acceptance shall not be unreasonably withheld.  
 接受报船：收到买方报船后，卖方应于同一工作日内通知该船可否接受。如卖方不能接受需提供理由。
12. **Deposit:**  
 保证金：  
 12.1  
 Buyer is requested to pay a deposit of 10% of the total transaction amount within 3 working days upon signing of the contract.  
 买方须于签约后3个工作日内按合同金额的10%支付保证金。

**CONTRACT**

- 12.2  
 Thereafter, in case market moves substantially in the opposite direction (downward by more than 5% of the total contract value), buyer shall, at seller's request, top up the deposit to an appropriate amount.  
 其后如果市场朝相反方向运行到一定程度（下跌超过合同金额的5%），卖方有权要求买方追加相应的保证金。
- 12.3  
 If the buyer fails to provide the deposit as stated above, the seller shall have the right to cancel the contract, forfeit the deposit, and claim for any damage/loss incurred.  
 如果买方未能按以上要求提供保证金，则卖方有权取消合同，没收保证金，并就产生的损失向买方索赔。
- 12.4  
 The deposit will be offset with the bunker invoice of the last delivery.  
 此保证金将与最后一批加油发票抵消。
13. In case total quantity buyer takes in the delivery period is more than the contract quantity, the price of the products over delivered shall be negotiated on spot basis;  
 倘若买方需要提取多于合同数量的燃料油，多出部分的价格将按照现货市场而定；



### CONTRACT

In case total quantity buyer takes is less than the contract quantity, the buyer has the option to extend contract period by one month to lift the balance quantity at an additional cost of \$3/mt, or settle by cash based on the following formula:

倘若买方提取的数量少于合同数量，买方可以选择将剩余的数量延期到下个月提货，但须支付每吨3美元的额外费用，或按下列公式以现金结算：

Amount payable to seller = short lifted Quantity

应付卖方金额 等于 少提的数量

x (Mean of Platts high and low quotations under the heading Singapore Cargoes for HSFO-380 CST (or HSFO-180 CST if it is) 3.5% Sulfur on the day of conclusion of the forward contract

乘以 (远期合同成交日当天普氏新加坡高硫380(或380)燃料油船货标价的中间价

- the mean quotation on the last day of the contract period)

减去 合同期最后一个工作日的中间价)

+ US\$5/mt)

加上 每吨5美元

### CONTRACT

If the amount is positive, the charge shall be payable by the buyer to Bunkerbridge; if the amount is negative, then the charge shall be payable to the buyer by Bunkerbridge. 如果得出的金额为正数，则该款项应由买方付给Bunkerbridge。如果得出的金额为负数，则该款项应由Bunkerbridge付给买方。

14. In case of any special surveyor requirement, buyer must notify the seller when upon nomination. No DNV, MARINTEC, LINTEC, VISWA, FOBAS surveyor accepted. 如果需要特别指定的商检机构，买方须于报船时通知卖方；除非另有约定，卖方不接受DNV, MARINTEC, LINTEC, VISWA和FOBAS的商检服务。
15. In case the buyer wishes to cancel the forward contract, buyer should declare the cancellation in writing. If the buyer fails to provide any nomination until the 5th working day before the last working day of the contract period and does not request for the one month extension, the contract shall also be regarded as cancelled. The 5th working day before the last working day of the contract period shall be used as the cancellation day. The last working day of the contract period shall be day one for calculation purpose. 如果买方想要取消本远期合同，买方应以书面提出。如果买方到合同期结束前第5个工作日仍然没有提供任何报船，并且也没有提出延期，则本合同也视为取消。此如果买方到合同期结束前第5个工作日即作为取消日。为计算用途，合同期的最后一个工作日为第1日。

**CONTRACT**

The following arrangements and cancellation charges shall be adopted. The cancellation fee is to be paid within 15 days of the delivery date or the intended delivery date of bunker.

取消费用应根据下面公式计算和安排。取消费应于加油日或预定加油日后15天内结算。

i) Before nomination of any delivery:

在加油报船之前取消:

Cancellation charge = Cancelled Quantity

取消费 等于 取消的数量

x (Mean of Platts high and low quotations under the heading  
Singapore Cargoes for HSFO-380 CST (or HSFO-180 CST if it is)  
3.5% Sulfur on the day of conclusion of the forward contract  
乘以 (远期合同成交日当天普氏新加坡高硫380(或180)燃料油船  
货标价的中间价

- the mean quotation on the day the contract is cancelled  
减去 合同期最后一个工作日的中间价)

+ US\$5/mt)  
加上 每吨5美元

If the amount is positive, the charge shall be payable by the buyer to Bunkerbridge; if the amount is negative, then the charge shall be payable to the buyer by Bunkerbridge.

**CONTRACT**

如果得出的金额为正数，则该款项应由买方付给Bunkerbridge。如果得出的金额为负数，则该款项应由Bunkerbridge付给买方。

ii) After nomination of any delivery

在加油报船之后取消:

Cancellation charge = Cancellation charge claimed by physical supplier

取消费 等于 加油供货商索取的取消费

+ Cancelled Quantity

加上 取消的数量

x (Mean of Platts high and low quotations under the heading  
Singapore Cargoes for HSFO-380 CST (or HSFO-180 CST if it is)  
3.5% Sulfur on the day of conclusion of the forward contract  
乘以 (远期合同成交日当天普氏新加坡高硫380(或180)燃料油船  
货标价的中间价

- the mean quotation on the day the contract is cancelled  
减去 合同期最后一个工作日的中间价)

+ US\$5/mt)  
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### CONTRACT

16. Other terms and conditions are as per seller's general terms and conditions  
其他条款条件：请参考卖方的通用条款条件

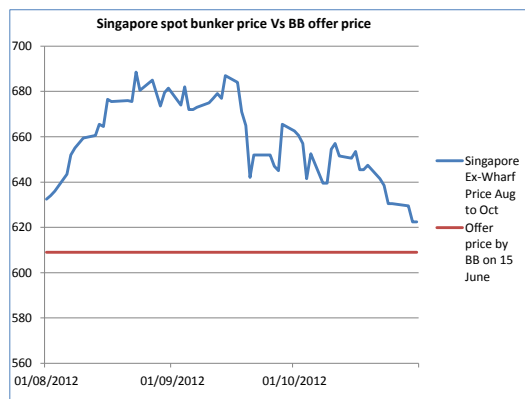
BUNKERBRIDGE PTE LTD  
3 Church St #12-03 Samsung Hub Singapore 049483  
Tel: 65364012 Fax: 65364482 Email: email@bunkerbridge.com  
Company Registration Number: 200917759G

### Case Study

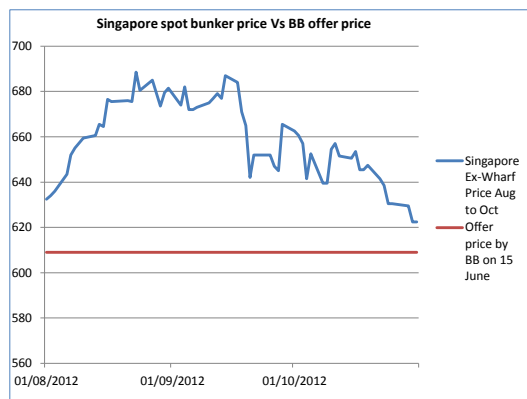
#### On 15<sup>th</sup> June

Shipping company A is expecting to have a few ships calling Singapore from Aug to Oct 2012 and plans to take 3000mts of IFO380cst. Company A feels that the bunker price may rise in Aug because of expected supply tightness, they decide to buy 3000mts IFO380cst from BunkerBridge at the forward fixed price **USD609/mt**

船公司A从2012年八月到十月计划供油3000吨IFO380cst。由于供应紧张，船公司A认为八月份油价会上升。他们决定从德航网油供公司以USD609每吨的远期定价购买3000吨IFO380cst。



## Case Study

**On 15<sup>th</sup>, June**

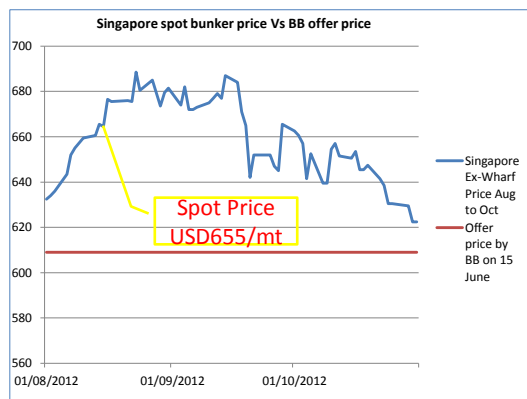
Mean-of-Platts high and low quotations under the heading Singapore Cargoes for HSFO-380 3.5% Sulfur on the day of conclusion of the forward contract (15<sup>th</sup>, June) is **USD609.290**

远期合同成交日当天普氏新加坡高硫380燃料油船货标价的中间价 **USD609.290**



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## Case Study

**On 18<sup>th</sup>, June**

Company A pays a deposit of **10%** of the total contractual amount USD60.9/mt to BunkerBridge

船公司A交付合约总额**10%**的保证金 USD60.9每吨给億航網油供公司

**From 19<sup>th</sup>, June till Aug**

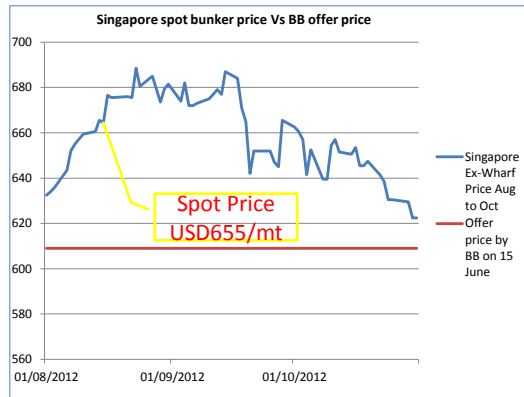
Company A locked up their bunker cost at USD609/mt regardless how market moves. Rest with a peaceful mind!

船公司A将油价锁定在USD609每吨。无论市场走向如何，可以高枕无忧了！



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## Case Study

**On 15<sup>th</sup>, Aug**

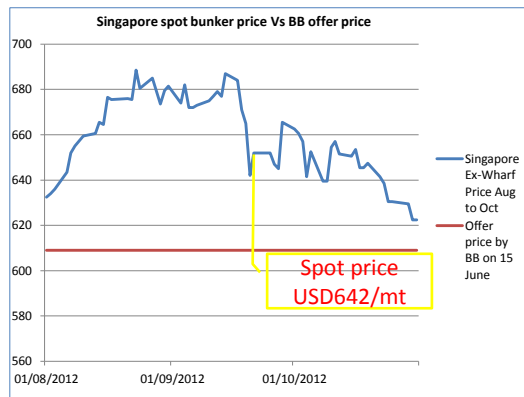
Company A nominates a vessel MV SHIP-1 with quantity of **1000mt** IFO380cst, vessel ETA is **22<sup>th</sup>, Aug**, together with agent and surveyor details. Spot bunker price on 15<sup>th</sup>, Aug is **USD655/mt**.

船公司A报船MV SHIP-1，供油**1000mt** IFO380cst，船期**22<sup>th</sup>, Aug**，同时给予了代理和商检信息。八月十五日当天的到船价为USD655每吨。



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## Case Study

**On 22<sup>th</sup>, Aug**

BunkerBridge delivered 1000mt IFO380cst to MV SHIP-1 smoothly.

億航網油供顺利地供完了1000吨 IFO380cst 给 MV SHIP-1

**On 21<sup>th</sup>, Sep**

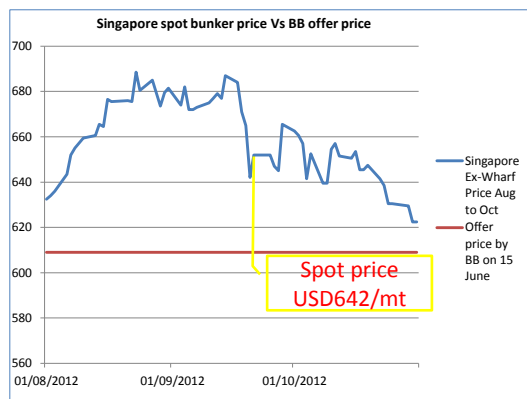
On 24<sup>th</sup>, Sep, Company A informs BunkerBridge that they will take 1100mt IFO380cst for MV SHIP-2.

九月二十四日，船公司A通知億航網油供他们计划供油1100吨给MV SHIP-2。



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## Case Study

**On 21<sup>st</sup>, Sep**

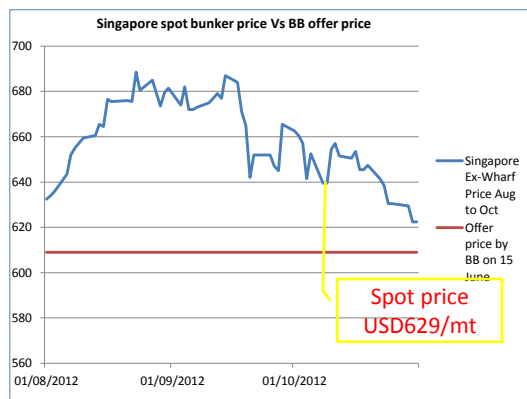
On 28<sup>th</sup>, Sep, BunkerBridge delivered 1100mt IFO380cst to MV SHIP-2 smoothly

九月二十八日，億航網油供順利地供完了1100噸IFO380cst 給 MV SHIP-2。



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## Case Study

**On 8<sup>th</sup>, Oct Scenario 1**

Company A nominates MV SHIP-3 to take 1000mt IFO380cst, ETA is 15<sup>th</sup>, Oct. There will be 100mt exceeding the contract quantity 3000mt. The price is based on spot bunker price USD629/mt on 8<sup>th</sup>, Oct.

船公司A報名MV SHIP-3計劃供1000噸IFO380cst。船期15<sup>th</sup>, Oct。多出合約數量的100噸會按十月八日的現貨價USD629每噸核算。

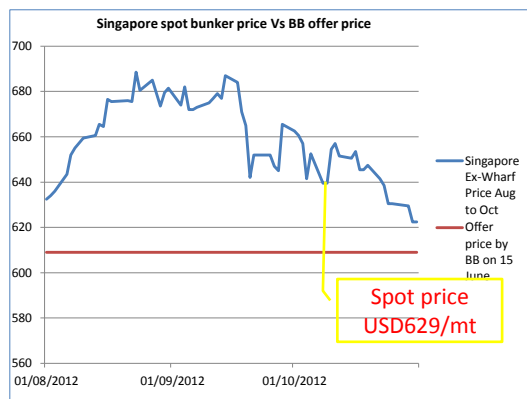
BunkerBridge delivered 1000mt IFO380cst to MV SHIP-3 on 15<sup>th</sup>, Oct.

億航網油供于十月十五日供了1000噸給MV SHIP-3。



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## Case Study

**On 8<sup>th</sup>, Oct Scenario 2**

Company A informs BunkerBridge they will not lift up the balance of 900mt IFO380cst until Nov which is out of the contract period.

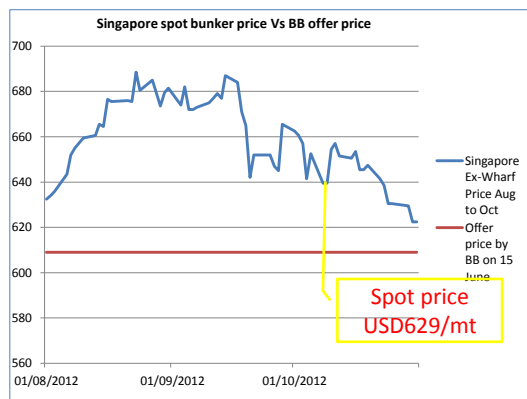
For this, BunkerBridge will charge additional **USD3/mt** for extending the contract period to Nov.

船公司A通知億航網油供，直到十一月份他们才有供油计划将剩余的900吨提取，超出了合约期限。为此，億航網油供将收取船公司A额外的USD3每噸



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## Case Study

**On 8<sup>th</sup>, Oct Scenario 3**

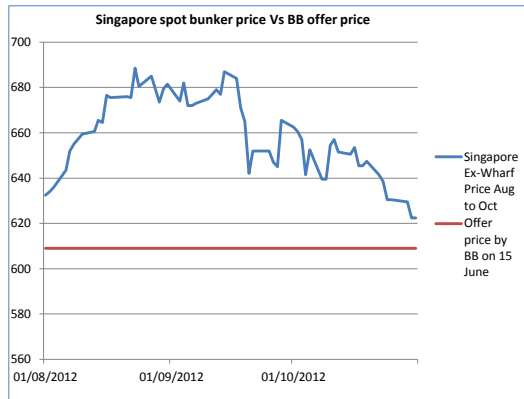
Company A informed BunkerBridge that there is no more shipment in year 2012 and they would like to cancel the balance quantity 900mt IFO380cst.

船公司A通知億航網油供2012年内没有船到新加坡了。他们要取消合约中剩余的900吨船用油。



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## Case Study



### On 8<sup>th</sup>, Oct Scenario 3

MOPS on the day the contract is cancelled (8<sup>th</sup>, Oct) is **USD631.430**

合同被取消日的普氏中间价(8<sup>th</sup>, Oct) is **USD631.430**

Amount payable to seller = 900mt × USD(609.290-631.430+5)/mt  
= - **USD15,426**

应付卖方金额= 900mt × USD(609.290-631.430+5)/mt  
= - **USD15,426**

BunkerBridge Pays Company A **USD15,426**

億航網油供要付船公司A **USD15,426**



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## Case Study

October 2012						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Last working day-Day 1

5 working day in advance-Cancellation day



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### BunkerBridge Overview

億航網油供簡介

### Hedging Tool1: Physical Forward Contract

保值工具 1: 远期合約

### Hedging Tool: Swaps

保值工具 2: 掉期交易



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## Swap



- An agreement whereby a floating price is exchanged for a fixed price over a specified period.
- 在指定期间以固定价格换取浮动价格的合约。掉期交易是指在买入或卖出即期合约的同时，卖出或买进同一货品的远期合约，以规避风险来的保值工具。
- No transfer of physical oil
- 没有燃油实物交割
- Contractual obligations settled by means of a transfer of cash.
- 现金结算



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## Swap



- The agreement defines the volume, duration, fixed price, and reference index for the floating price (MOPS). Differences are settled in cash for specific periods usually monthly, but sometimes quarterly, semi-annually or annually.
- 掉期合约将定义数量，期限，固定价格，普氏浮动价格的参考指标。现金结算可以是逐月的，季度结算，半年或全年结算



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## Swap



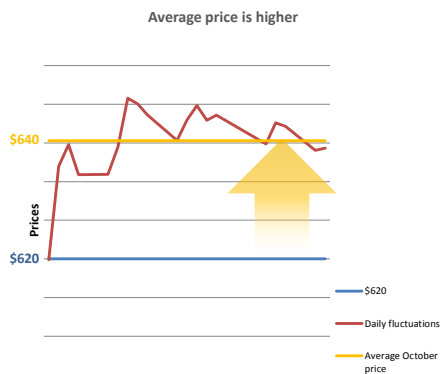
### Advantages

- Avoid uncertainty and protection against rising markets
- 防止价格的不确定性及油价上涨时的一种保护
- Flexibility as no physical delivery
- 灵活性，没有实物交割



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## Example One



If average price for October Platts 380cst reaches \$640/mt;

如果普氏380cst十月平均价为\$640每吨；

Your “hedging” gain is \$20/mt or \$20,000; BunkerBridge pays you \$20,000!

您的“保值”盈利为\$20每吨，億航網油供付您\$20,000!

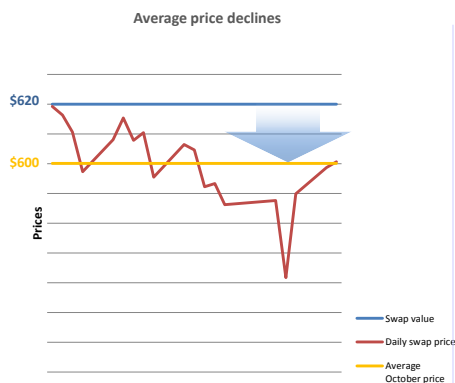
This gain offsets your increase in actual fuel costs.

纸货盈利和现货油价的亏损对冲。



Team BunkerBridge

## Example Two



If average price for October Platts 380cst decreases to \$600/mt;

如果普氏380cst十月平均价为\$600每吨；

Your hedge resulted in a loss of \$20/mt or \$20,000. As a result, you would make payment of \$20,000 to BunkerBridge.

您的掉期交易亏损了\$20每吨。您需要付億航網油供\$20,000

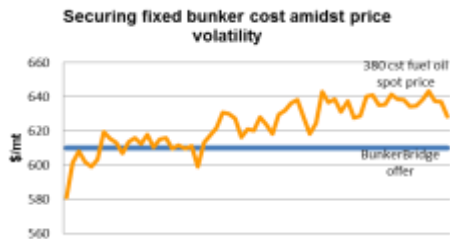
With the lower spot prices, your saving from the physical fuel can offset your “hedging lost”.

由于现货价也降低，您在加油费上有相应的节省。



Team BunkerBridge

## Testimonial



"Thanks to Bunkerbridge for their hedging services. We bought Aug's 380cst paper at USD579/MT in June. In view of current market, it would save us more than USD70/MT".

*Billion Gain Enterprise Pte Ltd*



Team BunkerBridge

## Who Would Benefit

### Ship operators

- Signed COA;
- 签署了包运合同
- Anticipate the rise of future bunker price
- 预计船用油价远期上涨

### Ship owners or managers

- Regular bunker call in Singapore
- 定期地新加坡供油计划
- Anticipate the rise of future bunker price
- 预计船用油价远期上涨



Team BunkerBridge

**CONFIRMATION OF A SWAP AGREEMENT****Date:**

From: Bunkerbridge Pte Ltd  
 3 Church Street #12-03 Samsung Hub  
 Singapore 049483

To: XXX

Re: **Paper Swap**

**Contract Reference:**

The purpose of this letter agreement ("confirmation") is to confirm the terms and conditions of the transaction entered into between us on the trade date specified below ("the transaction").

The terms of the Transaction to which this Confirmation relates are as follows:

**Trade Date:**

Fixed Price Buyer/Floating Price Seller :  
 Fixed Price Seller/Floating Price Buyer:  
 Commodity: Singapore HSFO 380 CST  
 Pricing Period: , 2012  
 Quantity: Metric Tons exactly  
 Fixed Price: US Dollars per Metric Ton

**Floating Price:** The floating price shall be calculated as per the monthly arithmetic average of the mean of high and low prices of Platt's quotations for FO 380 CST 3.5% physical cargoes appearing under the heading Singapore in Platt's Asia-Pacific/Arabian Gulf Assessments during the period 2012, all inclusive. Any published correction to any of the relevant quotations shall be taken into account. The unit price shall be calculated to three decimal places.

**Settlement:** Settlement shall be in cash only on or before 14th calendar days after the end of pricing period. It is expressly agreed and understood that no physical movement of product shall take place under this agreement. By calculating the buying amount and selling amount, the losing party shall pay the net difference amount to the other party according to their instruction.

**Payment:** Payment to be made on the settlement date by the owing party, without deduction, set-off or counterclaim, in US Dollars via wire transfer in immediately available funds to the designated account of the party receiving payment against the owed party's invoice.

If such amounts are not paid or not fully paid when due, the overdue amounts shall bear penalty interest at the rate of twelve (12) percent per annum, commencing on the date such payment was due till the date such payment is received (both date inclusive).

Calculation Agent: Bunkerbridge Pte Ltd.

**Governing Law:** The governing law of this agreement shall be Singapore law and Singapore law shall be used for interpreting this agreement and resolving all claims or disputes arising out of or in connection with this agreement, whether based in tort, contract or any other legal doctrine. Any such claims or disputes not settled by negotiation shall be submitted to the exclusive jurisdiction of the high court in Singapore. Any decision of the high court may be enforced in the courts of any other country and neither party shall be precluded from pursuing attachment and/or other conservatory actions in the courts of any other country.

**Assignment:** This agreement may not be assigned by either party without the prior written consent of the other party.

This agreement constitutes the entire agreement between the parties relating to the subject matter hereof and supersedes all prior communications between the parties related thereof.

For and on behalf of  
Bunkerbridge Pte Ltd

For and on behalf of



## Q&A

1. As a buyer, why do I need to put a 10% deposit upfront if credit line has been given?
2. In your contract under clause 12.2, “ in case market moves substantially in the opposite direction (downward), buyer shall, at seller’s request, top up the deposit to an appropriate amount”, how do you define “market moves substantially”?
3. In case of force majeure, would the cancellation fee still be applicable?



億航橋油有限公司

BUNKERBRIDGE PTE LTD

FUELING THE FUTURE

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