

SIMON PALLANT

Tel: + 61 290115532
Mob: + 61 477772533
Email: simon.pallant@arrowship.com
Skype: pallants@hotmail.com

EXPERIENCE

With over 20 years of experience in commodity markets, a well connected broker in both Wet and Dry Freight Physical and Derivatives / Swaps markets, as well as being a business / book builder in Grain, coal and Iron Ore.

Currently a grain freight broker. Present focus on the forward Grain freight markets from Bsea, ECSA, USG, Australia and Nopac, mainly Canola, wheat and soybeans. Also an experienced FFA dispute resolution / Independent Expert Witness and Freight Consultant.

Acted as an expert witness in the largest ever FFA case before the High Court in the UK in 2010. Based in Australia, but frequently working out of Singapore and Hong Kong.

Director

Arrow Asia Shipbrokers Limited

December 2013 – Present (2 years 11 months) Singapore / Manly, Sydney, Australia

Focused on Voyage Grain business in North Pacific, ECSA and USG. Servicing Owners, Operators, Grain houses/traders and Chinese Soybean Crushers. Developing onshore relationships with Australian based counterparts. Acting as freight consultant for Family Office and Hedge funds with shipping / mining exposure. Arbitrator / Expert witness in FFA and Freight disputes.

Director - Panamax Chartering Desk

Arrow Panamax Singapore

Feb 2010 – December 2013 (3 years 11 months) Singapore

Voyage and Time charter specializing in long term coa and period/paper deals. Main focus forward grain and index linked period deals in conjunction with Sale and Purchase Team.

Managing Director - Dry Freight and Coal

GFI Group

May 2007 – November 2009 (2 years 7 months) Singapore

Manager of 4 man chartering and two man coal derivatives desk. Coal Desk voted Energy Risk #1 in Asia 2009.

Established both the Newcastle Coal swaps and the Iron Ore swaps desk – working with commodity options desk and the leading Derivatives traders.

Negotiates Panamax, Handymax and Cape COA, spot and time charter deals for blue chip counterparts. Main focus Glencore Grain and Peabody Coal.

Negotiated on various M&A deals, including the takeover of New York desk from rival firm. Structured products deals with Major Asian Oil and Coal Companies.

MD Wet Swaps Asia

ACM/GFI Group

May 2003 – May 2007 (4 years 1 month) Singapore

Built and managed 5 man Wet Freight and 3 man dry freight swaps team. Voted by Energy Risk the #1 Wet Freight Swaps Desk 2003-2006.

Hired teams in Coal, Gasoil, Crude oil and Fuel Oil swaps as well as Dry cargo FFA and chartering.

Structured the largest options trade to date on Freight and Crude options basket with CPC and Total.

Brought into the market several large Asian counterparts including Investment banks and Traders including UNIPEC and GS Caltex.

Sat on Singapore Government panel consulting on the entry of the SGX into the clearing market for oil and freight products.

Freight Derivatives Broker

SSY Futures

July 1999 – May 2003 (3 years 11 months) Hong Kong

OTC Swaps broker for bespoke freight derivative products in Oil and Dry Freight.

Responsible for all Handysize Futures trades and personally responsible for bringing new players into the market, including, but not limited to, Japanese Grain Houses. Spent 18 months building the Hong Kong swaps desk.

Also involved with advising clients on Panamax and Capesize FFA's and swaps including many market makers. Successfully traded derivatives in all dry cargo sectors whilst also fixing dry cargo COA and spot physical business.

Set up, in conjunction with Spectron Global Coal, the first on-line FFA Trade Platform, enabling direct trades between principles on line and in real time.