



15th Annual Marine Money Week Asia

East Meets West

Asia's Largest Ship Finance Conference

20 & 21 September 2016

St. Regis Singapore

Speakers Dinner Sponsor



Cocktail Sponsor



Corporate Sponsors



www.marinemoney.com

15th Annual Marine Money Week Asia

East Meets West

Asia's Largest Ship Finance Conference

Global Capital for Shipping

From international and regional lending to EXIM-supported financing to private equity, debt and equity capital markets, credit funds and a wide variety of public and private leasing companies, there have never been so many alternatives for ship finance from both the East and West. As the largest ship finance conference in Asia, Marine Money Week Asia brings together more than 400 borrowers, lenders and investors from all around the world with the same objective: to network and expand relationships, to exchange ideas and to do mutually beneficial business.

TUESDAY, 20TH SEPTEMBER 2016

08:00 Registration and Morning Coffee
 kindly sponsored by



09:10 Welcome from Marine Money Asia and
 Anchor Sponsors

Mr. Kevin Oates, Managing Director, Marine Money Asia
 Mr. Nigel Anton, Managing Director, Head, Shipping Finance,
 Standard Chartered Bank
 Mr. Justin Hong, Chairman, KMARIN & KOSCO

09:30 Keynote Address

Mr. Loh Boon Chye, CEO, Singapore Exchange (SGX)

09:50 Global Macro-Economic & Geopolitical Challenges
 and the Impact On Shipping

How the slowing Chinese economy, low oil and commodity prices and political changes in major world economies will affect the global shipping markets.

Mr. Arjen van Dijkhuizen, Senior Economist, ABN AMRO N.V.

LEADERSHIP AND GROWTH: KEY ISSUES IN TODAY'S CHANGING WORLD

Achieving success in the cyclical and capital intensive shipping industry calls for a unique brand of management - one able to assess enormous global market forces and undertake massive capital expenditure requirements while performing safely and profitably on a worldwide basis. In this session, hear the strategies and stories of today's leaders.

10:10 21st Century Leadership in Shipping

Moderator

Mr. Andreas Sohmen-Pao, Chairman, BW Group

Panel

Mrs. Tan Beng Tee, Assistant Chief Executive, Maritime Port Authority of Singapore (MPA)

Mr. Charles Maltby, Chairman & CEO, Epic Gas

Mr. Edward Buttery, CEO, Taylor Maritime (HK) Ltd

Mr. Rajesh Unni, CEO, Synergy Group

10:55 Networking Break



11:25 'One Belt, One Road' - is this a catalyst for Growth Over The Next Two Decades. Is there a benefit to Shipping?

Mr. Benjamin Wong, Head of Transport and Industrial, InvestHK
Mr. Chay Yiowmin, Partner, Corporate Finance, BDO Advisory Pte Ltd
Mr. David Mann, Chief Economist, Asia, Standard Chartered Bank
Interviewed By

Mr. Nigel Anton, Managing Director, Head, Shipping Finance, Standard Chartered Bank

12:00 The Container Sector Reflecting a Changing World: From Consolidation, to Vessel Size and Trades

The container sector is currently in a state of rapid change. With major liner companies continuing to aggressively grow organically and through mergers and acquisitions and vessel sizes and routes evolving to meet today's changing economic environment, the role of tonnage providers has never been so important, or so challenging. In this session, hear about the latest on vessel sizes and chartering markets and the market disruption from the recent Hanjin bankruptcy.

Moderator

Mr. Rahul Kapoor, Head, Drewry Financial Research Services Ltd.

Panel

Mr. Michael Fitzgerald, Deputy Chief Financial Officer, Orient Overseas Container Line (OOCL)
Mr. Soeren Andersen, CEO, Rickmers Trust Management Pte. Ltd.
Mr. Thomas Söderberg, Founder and Director, Tribini Capital Limited
Mr. Randy Chen, Vice Chairman, Wan Hai Lines
Mr. John Freytag, Managing Director, Hanseatic Unity Chartering (HU) GmbH & Co. KG
Mr. Serge Corbel, CFO, NOL

12:50 Servicing Merchant Shipping in the Age of Industry 4.0
Mr. Rolf Stiefel, VP Sales & Marketing, WIN GD

13:10 Lunch

SHIP FINANCE & INVESTMENT

With no cash flow from bulkers and the end of the bull run in tankers, lending banks are struggling to find the right deal. Moreso with offshore and dry bulk exposure requiring more and more monitoring and resources, banks are pulling back and are on a pursuit of only high caliber lending. That said, market troughs are the best time for banks to lend. Where will new sources of finance come from? Will we see a new wave of "vulture" private equity sweeping the market bottom? Will owners dig deep and find fresh funds for new investments?

14:20 In Focus: Eastern & Western Ship Finance Markets: Similarities, Differences & What it Takes to Be Successful in Both Markets

Mrs. Kristin H. Holth, Global Head of Shipping, Offshore & Logistics, DNB Bank ASA
Dr. Klaus Stoltenberg, Managing Director, Deutsche Bank AG
Interviewed By
Mr. Kevin Oates, Managing Director, Marine Money Asia

14:40 Pricing a Recovery: What will Drive the Next Stage of the Asset Price Cycle?

Dr. Adam Kent, Director, Maritime Strategies International Ltd.

15:00 Ship Lending from Commercial Banks continues to Dominate. Leading Lenders to Shipping discuss Risk Appetite, Rising Interest Rates and Regulation

Introduction

Mr. Tobias Zehnter, Global Head of Ship Finance, Nord/LB

Moderator

Mr. Simon Spells, Partner, Berwin Leighton Paisner LLP

Panel

Mr. Tom Zachariassen, Senior Relationship Manager, Nordea
Mr. Abhishek Pandey, Managing Director & Head, ASEAN, South Asia & Africa, Middle East, Standard Chartered Bank
Mr. Keng Mun Lee, Head of Shipping Asia, HSH Nordbank AG
Mr. James Tong, Managing Director, Regional Head Global Shipping & Logistics - APAC & Japan, Citi
Mr. Noriyuki Kawachi, Head of Shipping Asia, SMBC

15:45 Shipping Finance – Alternative Solutions

Introduction

Ms. Monique Sinmao, CFO, Alpha Assets

Moderator

Mr. Ji Kim, Shareholder, Vedder Price

Panel

Mr. Steven Baffico, Executive Chairman, Global Marine Transport Capital
Mr. Dimitris Belbas, Managing Director and Head of Shipping Finance, Seafin Pte Ltd

16:15 Networking Break

16:45 Capital Markets, Private Equity, Bonds – Finding Capital To Survive and to Grow

Moderator

Mr. Philip Clausius, Managing Partner, Transport Capital Pte. Ltd

Panel

Mr. Joachim Skorge, Managing Director & Regional Head, DNB Markets
Mr. Jeffrey Pribor, Global Head, Maritime Investment Banking, Jefferies LLC
Mr. Julian Proctor, Managing Director, Tiger Group Investments
Mr. Truls Wiel, Senior Partner, Head of Asia, Cleaves
Mr. Erik Stromso, Managing Partner, Pareto Securities - Asia

**Cocktail Reception –
kindly sponsored by**



WEDNESDAY, 21ST SEPTEMBER 2016

08:00 Registration and Morning Coffee

09:10 Remarks from the Conference Chairman

Mr. Kevin Oates, Managing Director, Marine Money Asia

THE TANKER MARKET

After two years of high rates, but flat values, the tanker market has returned to normality. What are the triggers for this market? Are we in for a rise or a fall in rates and values? Oil price projections and the global energy mix.

09:20 The Tanker Market

Moderator

Mr. Alan Hatton, CEO, FSL

Panel

Mr. Kenny Rogers, Head of Chemical Transport Logistics, Aurora Tankers / IMC Industrial Group

Mr. Domenik Nizet, Senior Vice President, Shipping Finance Asia Pacific & Middle East, DVB Bank SE

Mrs. Kathleen Haines, CFO and Treasurer, Heidmar Inc

Mr. Hew Crooks, CFO, Ridgebury Tankers

09:55 Leveraging Commercial Scale and Logistics Expertise

Mr. Andrew Hoare, Managing Director and Group COO, Navig8 Asia Pte. Ltd.

CHINESE FINANCIAL LEASING

10:15 The Finance Source for the Next Generation of Shipping?

Moderator

Mr. Christoforos Bisbikos, Partner, Watson Farley & Williams

Panel

Mr. Jerry Yang, Chief Marketing Officer, Minsheng Financial Leasing Co. Ltd.

Mr. Chris Conway, Global Head of Shipping and Offshore, Export Agency Finance, Citibank N.A.

Mr. Wu Haoxin, Senior Project Manager, Shipping Finance Division, The Export-Import Bank of China

Mr. Toon Beng Ang, Senior Vice President, DVB Bank SE Singapore Branch

Mr. Brad Arbaugh, Senior Partner, NorthCape

11:00 Networking Break

RESTRUCTURING AND DISTRESSED INVESTING IN SHIPPING AND OFFSHORE

11:30 A Summary of Korean Ship Finance

Mr. S.C.Suh, CEO, KOTAM

11:45 Distress in Shipping and Offshore: Is the Improved Market close enough in the various sectors to make Restructuring Worthwhile and Successful?

Moderator

Mr. Robert Driver, Partner, Norton Rose Fulbright LLP

Panel

Mr. Richmond Ang, Executive Director, Debt Advisory and Restructuring Services, Deloitte & Touche Corporate Finance

Mr. Tim Reid, Partner, Ferrier Hodgson

Mr. Gregg Johnston, Partner, Stephenson Harwood (Singapore) Alliance

Mr. Nick Gronow, Senior Managing Director, Corporate Finance & Restructuring, FTI Consulting

Mr. Anthony Zolotas, CEO, Eurofin Group

12:25 Distress and Restructure: Cooperate or Play Hard

Mr. Albert Stein, Managing Director, AlixPartners

Mr. Aaron Sen, Managing Director, Global Head of Ship Asset Trading, NORD/LB

Interviewed By

Mr. Simon Petch, Partner, Watson Farley & Williams

12:50 The Shipping and International Press

The people who shape the views we have of shipping and ship finance discuss what the industry can do to receive better coverage and how popular sentiment influences the market

Moderator

Mr. Tim Huxley, Chairman, Mandarin Shipping, Hong Kong

Panel

Mr. Keith Wallis, Senior Correspondent, Thomson Reuters

Mr. Marcus Hand, Editor, Seatrade Maritime News

Mr. James R. Lawrence, Chairman & Partner, Marine Money International/MTI Network



13:20 Lunch

SPOTLIGHT ON DRY CARGO

14:25 **In Focus: Opportunities and Strategies for Counter – Cyclical Investment**

Mr. Pankaj Khanna, CEO, Pioneer Marine Inc.

Interviewed By

Gust Biesbroeck, Managing Director & Global Head of Transportation Clients, ABN AMRO Bank N.V.

14:45 **Can Recycling Help?**

Mr. Keyur Dave, CFO, Wirana Shipping Corporation

15:00 **Does Reduced Ordering Bring Hope To Dry Bulk? Or Are Dry Bulk Fundamentals Bleak For Any Expected Re-balance Prior To 2020?**

Moderator

Mr. Martin Rowe, Managing Director, Clarkson Platou Asia

Panel

Mr. Arjun Batra, Managing Director, Drewry

Mr. Michael Nagler, Head of Chartering, Noble Group

Mr. Khalid Hashim, Managing Director, Precious Shipping

Mr. Christoph Toepfer, CEO, Borealis Maritime Limited



SHIPPING CRISIS OR LIFETIME OPPORTUNITY

15:40 **Commodity Prices and Disciplined Contracting: Is this the recipe for a rebound in shipping sentiment? Will we see a repeat of the “Roaring Twenties” of the last century?**

How do shipping experts see the market trends and indicators. Can we be confident about shipping over the next 5–10 years as an industry which will provide acceptable returns and behave in a rational manner. Will low asset values, low oil prices and low cost of capital drive markets up such that we see a booming decade in the 2020s?

Moderator

Mr. Abhishek Pandey, Managing Director & Head, ASEAN, South Asia & Africa, Middle East, Standard Chartered Bank

Panel

Mr. Gurinder Singh, Former Director of Shipping, Vale

Mr. Eugene Cheng, Chief Corporate Officer, IMC Industrial Group

Mr. Paul Stevens, CFO, Navig8

Mr. Peter Illingworth, Managing Director, Deutsche Bank AG

Closing Remarks

Mr. Kevin Oates, Managing Director, Marine Money Asia

Closing Cocktail Reception



Media Sponsors

TradeWinds
Shipping news · Shaping business

Lloyd's List Intelligence
Maritime Intelligence | Software

SPLASH24/7

15TH ANNUAL MARINE MONEY WEEK ASIA

20 & 21 September 2016 – The St. Regis Hotel – Singapore

REGISTRATION FORM

Please complete and fax back today, to: +65 6491 5563

Delegate Fee (please mark relevant box)

- Regular Delegate** USD 2,750.00
- MM Subscriber Delegate** USD 2,337.50 (15% discount)
- Group Discount: pay for 3 employees and get the 4th free! Please fill out separate form for each delegate.**
- Special package!** USD 3,604.00 (Outside North America, please add \$200 postage for postage and handling.
Connecticut Residents are charged 6.35% Sales Tax on the subscription portion of the special package.)
- Includes:
Delegate fee for MM Asia Week 2016 (value USD 2,750.00)
Annual subscription to Marine Money magazine (hard copy), Marine Money Asia - Edition (online bi-weekly) and Freshly Minted (online weekly value USD 1,490)
Discount on future Marine Money Forums

Please print:

Mr./Mrs./Ms./Dr./Capt. Given Name

Family Name

Job Position

Company

Address

City

Region/State

Postal/Zip Code

Country

Phone

Fax

Email

Please indicate which category best describes your company:

- Shipowner/Operator Bank/Financial Institution Broker/Trader
 Accountant Lawyer Ship Manager Investor

Please charge this credit card:



Card No. _____ Expiry _____

Security Code (3 or 4 digit # on back of card) _____ Signature _____

MARINE MONEY ASIA PTE. LTD.

104A Tanjong Pagar Road
Singapore 088 524
Tel: +65 6221 7656

Email: asia@marinemoney.com / aoates@marinemoney.com • website: www.marinemoney.com

CANCELLATIONS: Should you be unable to attend the forum for any reason, please inform us in WRITING and a credit voucher will be issued towards any Marine Money publications and forums. Substitutions are welcome at any time, please inform us in writing of substitutions.
If for any reason Marine Money decides to cancel this forum, Marine Money does not accept responsibility for covering airfare, hotel or any other costs incurred by registrants. Program content subject to change without notice.