

16th Annual Marine Money Week Asia

Shipping At The Crossroads

Asia's Largest Ship Finance Conference

19 & 20 September 2017

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Shipping At The Crossroads

Asia's Largest Ship Finance Conference

Shipping at the Crossroads

Shipping decisions are difficult at all times – involving huge amounts of capital, relying on the performance of counterparties, having multi-year commitments – but the current market is overly challenging. Most sectors have suffered over the past years such that asset prices are attractive but most companies, and their banks, are handling high leverage, low cash and weak cash flow. Treading water is the strategy for many owners and operators and banks are doing their utmost to support. But the opportunity for fleet growth, for positioning for the upturn and for manoeuvring through the available sources of debt and equity from Shanghai to New York, is compelling for some.

TUESDAY, 19TH SEPTEMBER 2017

08:00 Registration and Morning Coffee

09:00 Welcome from Marine Money Asia and Partners

Mr. Kevin Oates, Managing Director, Marine Money Asia
Mr. Nigel Anton, Global Head, Shipping Finance, Standard Chartered Bank
Mr. Jay Lee, Senior Executive Director, KOTAM of KMARIN Group

09:20 Welcome Address

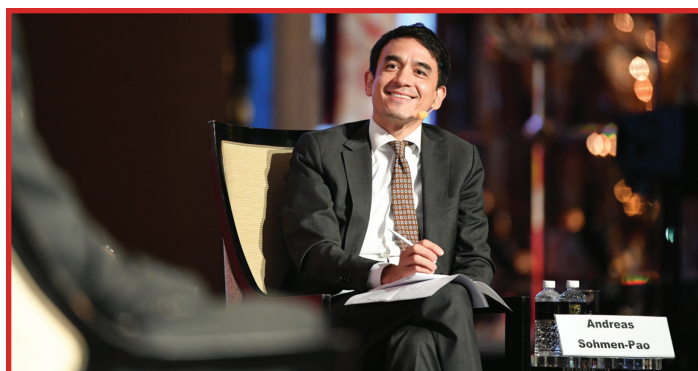
Mr. James Lawrence, Chairman, Marine Money International

09:30 Global Macro-Economics and World Growth Prospects

Economists from Asia and Europe discuss views on:

US protectionism and the impact on Europe / opportunity for Asia : Interpretations of Chinese economic reforms: What happens when US-interest rates increase and central banks exit ultra accommodative monetary policy: Where will trade take place in the future? Which regions will win, which will lose?

Dr. Cyrus de la Rubia, Chief Economist and Head of Economics & Research, HSH Nordbank
Mr. Tan Teck Leng, APAC FX Analyst, UBS Wealth Management Chief Investment Office



10:00 Smart Shipping

Apart from fixing ships on charter, industry participants are increasingly optimizing revenue and hedging risk using indices and futures. A discussion about how revenue can be stabilized and surprises avoided by using the tools available for Smart Shipping.

Moderator

Mr. Mark Jackson, CEO, The Baltic Exchange Limited

Panel

Mr. Niels Josefsen, Executive Vice President, Head of Dry Bulk, Klaveness AS
Mr. Damon Rayfield, Global Portfolio Manager – Capesize, Rio Tinto
Mr. Andrew Barker, Managing Director, Cargill Ocean Transportation (Singapore) Pte Ltd
Mr. Mikal Boe, Managing Director – Group Head of Dry Bulk Shipping, DCC Maritime
Mr. Duncan Dunn, Senior Director, SSS Futures Ltd

10:45 Cybersecurity Threats To International Maritime

Mr. Rajnish Kapur, Director, Cybersecurity, KPMG Singapore

11:00 Networking Break

11:30 How Will Global Growth, the Chinese Belt & Road and Western Protectionism Impact on Shipping

Trumponomics and trade demand, Belt & Road and shipping demand. Will emerging markets development and growth boost tonne mile demand? Is the globe on a good track to increase shipping demand and will the new 'Captain of Globalization', China, continue to be the factory of the world and the critical player in global trade.

Introduction and Moderator:

Mr. Nigel Anton, Global Head, Shipping Finance, Standard Chartered Bank

Panel

Mr. Christos Tsakonas, CEO, DNB Asia Ltd

Ms. Rosita Lau, Partner, Ince & Co

Mr. Stavros Tsolakis, Professor of Maritime Economics and Ship Finance, Singapore Management University

Mr. Joergen Oerstroem Moeller, Visiting Senior Fellow, ISEAS Yushof Ishak Institute

12:10 Building For The Future: A Review of the Shipbuilding Industry

Mr. Mario Fujimura, Head of Research, KMARIN

12:30 Is it La La Land or a Dry Bulk Recovery?

Dry bulk had a great 1Q2017 and then disappointed. Nonetheless vessel values jumped some 25%, second hand acquisitions spiked and even some newbuild orders were placed. There is a renewed optimism not seen for some years. Is this the start of a sustained recovery or another false start. With 5 year old ships still priced at about 60% of production cost it still looks a compelling buy providing cash flow can support. How to understand the fundamentals, be brave on timing, choosing the right vessel.

Moderator

Mr. Arjun Batra, Managing Director, Drewry

Panel

Mr. James Marshall, Chief Executive Officer, Berge Bulk

Mr. Michael Nagler, Head of Global Freight, Noble Group

Mr. Georg Greilinger, Co-Founder and Managing Partner, HBC Hamburg Bulk Carriers

Mr. Junhyung Jon, Executive Director, ABN AMRO Bank N.V.

13:10 Lunch

14:20 Cape and VLCC Values: The Recent Past, Present and Possible Future

Mr. Adrian Economakis, Chief Operations Officer, VesselsValue

NEW REGULATION AND THE CHANGING WORLD OF SHIPPING OPERATIONS AND COMPLIANCE

14:40 New Regulations - BWMC / IMO2020 - And Tougher Parameters Within Which Shipping Has To Operate

What owners, banks and leasing companies have to prepare for in the next few years, the potential cost and who will pay.

Preamble

Mr. Anoop Singh, Regional Head Tanker Research, Braemar ACM Shipbroking

Moderator

Mr. Abhishek Pandey, Head, ASEAN, S-Asia & Africa, ME, Shipping Finance, Standard Chartered Bank

Panel

Mr. Martin Marini, General Counsel, Maritime and Port Authority of Singapore (MPA)

Mr. Lim Sim Keat, Managing Director, IMC Shipping Co Pte Ltd

Mr. Bob Maxwell, Managing Director, Bernhard Schulte Shipmanagement (Singapore) Pte Ltd

Dr. Adam Kent, Director, Maritime Strategies International Ltd (MSI)

15:20 The Global Sulphur Cap 2020

The environmental challenge for newbuilding's today.

Mr. Rolf Stiefel, Vice President Sales & Marketing, WinGD

EVOLUTION AND CONSOLIDATION IN CONTAINER SHIPPING

15:40 World Renowned Consultancy Firm, McKinsey & Co., With Thoughts On The Changing Face Of Container Shipping

Mr. Steve Saxon, Partner, McKinsey & Company, Shanghai

Interviewed by

Mr. Dimitris Belbas, Managing Director, Seafin Ltd

16:00 Networking Break

16:30 Captains of Industry: In Focus: S. S. Teo

Managing Director, Pacific International Lines (PIL)
Chairman, Singapore Business Federation (SBF)

Interviewed by

Mr. Kenneth Lam, Chairman & CEO, Credit Agricole Asia Ship Finance Limited

16:50 Containership Owners and Operators Discuss The Rapidly Evolving Market Landscape

Profitability is back, sustainable for how long? Digitisation, game changer or just incremental?

Moderator

Mr. Rahul Kapoor, Asia Shipping, Bloomberg Intelligence

Panel

Mr. Michael Fitzgerald, Deputy Group Chief Financial Officer, OOCL

Mr. Serge Corbel, Chief Finance Officer, APL Co. Pte Ltd

Mr. Thomas Preben Hansen, Commercial Director, Eastern Pacific Shipping Pte Ltd

Mr. Thomas Söderberg, Founder and Director, Tribini Capital Limited

Mr. Chor Yang Tan, Head of Shipping – Asia, Sumitomo Mitsui Banking Corporation (SMBC)

Mr. Ben Kim, Head of Shipping, Offshore & Infrastructure, KOTAM of KMARIN Group

Cocktail Reception –
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WEDNESDAY, 20TH SEPTEMBER 2017

08:15 Registration and Morning Coffee

09:10 Conference Chairman's Remarks

Mr. Kevin Oates, Managing Director, Marine Money Asia

THE TANKER MARKET

09:20 The Tanker Market

Still in the doldrums and heavy ordering a threat. Is there a case for new ordering of crude and clean tankers? Outlook for the period ahead.

Moderator

Mr. Simon Spells, Partner, Berwin Leighton Paisner LLP

Panel

Mr. Kenny Rogers, Head, Aurora Tankers Management Pte. Ltd.

Mr. Domenik Nizet, Senior Vice President – Tanker Group, DVB Bank

Mr. George P. Bassakos, S&P Broker, Alliance Sale & Purchase Pte Ltd

Mr. Jayendu Krishna, Director – Maritime Advisors, Drewry

09:55 Major Pool Operators Discuss Why Pooling Is An Option For Many In Today's Tanker Markets To Secure Employment and Optimise Rates and Efficiency

Mrs. Kathleen Haines, CFO, Heidmar

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

Interviewed by

Mr. Mark Haines, Maritime Advisor, Macquarie Group of Companies

10:15 The International Maritime Centre: From The Greater Bay Area To Belt & Road

Public and private perspectives on what makes a maritime centre

Mr. Benjamin Wong, Head of Transport and Industrial, InvestHK

Mr. Jack Sun, Managing Partner, SinoEnergy Capital Holdings

10:35 Policy, Price and Payback – What's Driving Shipping?

Mr. James Frew, Director of Consultancy, Maritime Strategies Ltd

10:55 Networking Break

RESTRUCTURING AND DISTRESSED INVESTING IN SHIPPING AND OFFSHORE

11:35 Shipping and Offshore Restructuring: Recent Developments

Mr. Martin Green, Partner, Stephenson Harwood (Singapore) Alliance

Mr. Jason Yang, Partner, Stephenson Harwood (Singapore) Alliance

11:55 An Ongoing Challenged Shipping and Offshore Market Means Restructuring Continues For Yet Another Year. Lessons Learned, New Strategies, Outlook For A Market Recovery (And Fingers Crossed)?

Moderator

Mr. Mark Long, Co-head of Infrastructure and Real Estate Group, Asia Pacific, HSBC

Panel

Mr. Aaron Sen, Managing Director – Head of Ship Asset Management, NORD/LB

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

Ms. Cassandra Ho, Director, Madison Pacific Trust Limited

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

Mr. Mark O'Reilly, Director, Borrelli Walsh

12:30 Exiting Banks and Portfolio Acquisitions: The Impact On Borrowers and Their Documentation.

Mrs. Mei Lin Goh, Partner, Watson Farley & Williams



12:50 *In Focus:* HSH Nordbank

One of the industry's most talked about banks – HSH Nordbank – reflects on shipping and the road to privatisation.

Mr. Christian Nieswandt, Managing Director, Global Head Shipping, HSH Nordbank AG

Interviewed by

Mr. Kevin Oates, Managing Director, Marine Money Asia Pte Ltd.

13:10 Lunch

SHIP FINANCE & INVESTMENT

Traditional ship finance banks are still active but levels of activity are well down on years past. This is partly due to the banks pulling back from shipping and some exiting, and partly due to a lack of suitable deals in the challenging market. Sources of finance are available though with growing international Chinese leasing, new boutique finance houses and private equity structured mezzanine and senior debt.

14:10 Alternative Finance I – External Capital

Raising finance and capital for shipping from international markets. Bonds, private equity and joint ventures. What project qualifies and where to raise the funds.

Moderator

Mr. Gregory Chase, Partner, ReedSmith LLP

Panel

Mr. James Tong, Managing Director, Regional Head Global Shipping & Logistics – APAC & Japan, Citi

Mr. Joachim Skorge, Managing Director and Regional Head, DNB Markets

Mr. Todd Wilson, Senior Vice President, Head of Maritime, Jefferies

Mr. Erik Stromso, Managing Partner, Pareto Securities Asia

14:45 Alternative Finance II – Leasing

Lease finance for shipping is liquid, ambitious and international. What deals can be done and what terms are available.

Moderator

Mr. Ji Woon Kim, Shareholder, Vedder Price

Panel

Mr. Ke Sun, Treasury Manager, CMB Financial Leasing Co., Ltd.

Ms. Catherine Gao, Director of Shipping Finance, Bank of Communications Financial Leasing Co., Ltd.

Mr. James Stove-Lorentzen Jr, Co-Managing Partner, NorthCape Pte Ltd

Mr. Georg Whist, CFO, Hafnia Tankers

Mr. Jay Lee, Senior Executive Director, KOTAM of KMARIN Group

15:20 *In Focus:* Christoph Toepfer

Co-Founder and CEO of London based Borealis Maritime discusses his road to success, identifying opportunities in distressed markets, sourcing funding for shipping investments and the changing industry landscape over the last 30 years.

Interviewed by

Mr. Richard Hext, Chairman, Vanmar Shipping

15:45 Ship Lending from Commercial Banks: Is It Goodbye To Shipping Finance? Should Debt Funds Be Entering?

With several traditional shipping banks pulling back or even pulling out, what is the future of ship lending from commercial banks? Will it remain the main source of capital and if so will terms and structures change?

Moderator

Mr. Simon Petch, Partner, Watson Farley & Williams

Panel

Mr. Arnold Wu, Managing Director, Co-Head Transportation Sector, Investment Banking APAC, BNP Paribas

Mr. Nick Roos, Managing Director, Maritime Asset Partners

Mr. Darryl Tan, Executive Director, ABN AMRO Bank N.V.

Mr. Andreas Østern, Head of Shipping, Offshore & Logistics Asia, DNB Asia Ltd

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

Mr. Justin Sharp, Head of Structured Asset Finance, Asia - Institutional Banking & Markets, Commonwealth Bank of Australia

Closing Remarks

Mr. Kevin Oates, Managing Director, Marine Money Asia



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16TH ANNUAL MARINE MONEY WEEK ASIA
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