



14th Annual Marine Money Gulf Ship Finance Forum

Thursday, 15 March 2018, Emirates Towers Hotel – Dubai

AGENDA



www.marinemoney.com/forum/Gulf18

“The turning point: but who can get finance?”

MORNING

09:00 Registration & Welcome Coffee

10:00 Opening Remarks

Mrs. Mia Jensen, Greek Director, Marine Money International

10:10 Overview of the Dubai Maritime Sector

Ms. Fatma Al Wahedi, Senior Manager – Finance Department, Dubai Maritime City Authority (DMCA)

10:25 Beware of the Dog: the global macro outlook, oil going forward and how it impacts on the MENAP region.

Mr. Bilal Khan, Senior Economist, MENA and Pakistan, Standard Chartered Bank

10:45 The role of Oil Traders in providing finance

Mr. Apurva Mali, Trading Manager, Ennero DMCC

11:05 Oil and energy outlook, price movements and the trend to alternative and cleaner fuel solutions.

Moderator: Mr. Fazel A. Fazelbhoy, Chief Executive Officer, Synergy Offshore FZ LLE

Panel Discussion:

Capt. Gamal Fekry, CEO, Red Sea Marine Management

Capt. Saleem Alavi, LNG Supply and Logistic Consultant

Mr. Shailesh Bildikar, Chief Operating Officer, Emirates Ship Investment Company LLC

11:40 Coffee Break

12:10 Is the dry bulk market the place to invest in 2018?

With the BDI on the up and vessel values already 50% higher than a year ago, is dry bulk still the starring sector and the place to invest in 2018.

Session Introduction: Dry Bulk Fundamentals

Ms. Angelica Kemene, Head of Research, Optima Shipping Services

Moderator: Mr. Dimitris Koukas, Managing Director, Optima Shipping Services

Panel Discussion:

Mr. Amit Oza, Director, Astramar Shipping

Mr. Nitin Mehta, Chief Executive Officer, Tomini Group

Mr. Imad Kahi, Head of Physical Freight, GFI Brokers Dubai

Capt. Sanjay Mehta, General Manager, Emarat Maritime

INNOVATION IN SHIPPING

12:50 Blockchain and shipping

Mr. Nijoe Joseph, Partner, Stephenson Harwood LLP

13:10 Blockchain in shipping and the future transport ecosystem

Mr. Alexander Varvarenko, CEO, Varamar Group

13:30 Lunch Break



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AFTERNOON

SHIP FINANCE: TRADITIONAL, ASIAN AND BOUTIQUE

14:40 Finance for the many or finance for the few: traditional lenders and new entrants discuss what is available and what terms and conditions are the new norm

An Owners Perspective on Current Bank Financing

Mr. Chris Peters, Chief Executive Officer, Emirates Ship Investment Company LLC

Moderator: Mr. Andrew Baird, Partner, Watson Farley & Williams LLP

Panel Discussion:

Mr. Chris Peters, Chief Executive Officer, Emirates Ship Investment Company LLC

Mr. Nikos Koufakis, Chief Financial Officer, Fairdeal Group Management SA

Mr. Gaurav Moolwaney, Executive Director, Shipping Finance, Standard Chartered Bank

Mr. Mark R Haines, Maritime Advisor, Consultant to Macquarie Specialised Capital Solutions

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

15:20 Chinese Financial Leasing as an option for fleet renewal

Mr. Yang Zhao, Director, CMB Financial Leasing Co., Ltd.

15:40 Shipping, offshore and finance: Opportunity in the year ahead

Shipping sectors are generally well placed for recovery. Offshore seems to be at the bottom. The case for new investment can be made.

But many traditional banks are showing caution with new boutique lenders coming into play.

The bigger shipping companies seem to be growing / consolidating and getting stronger. Many smaller shipping companies with weaker capital base will continue to struggle.

Moderator: Mr. Marcus Machin, Director, Tufton Oceanic (Middle East) Limited

Panel Discussion:

Mr. Knut Mathiassen, Managing Partner, Northcape DMCC

Mr. Richard Greiner, Partner, Moore Stephens LLP

Mr. Dipak Karki, Head of Financial Advisory & Capital, Galbraith's Financial Ltd.

Mr. Rock Wang, Senior Manager, Bank of Communications Financial Leasing

Mr. Tien Tai, Partner, Holman Fenwick Willan

Closing Remarks

Cocktail Closing Reception *co-host: IRI / The Marshall Islands Registry*

Audio and Visual presentations will be available online after the event.

Conference Organisers:

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