

# 17th Annual German Ship Finance Forum

## Hotel Grand Elysee – Hamburg

### Thursday March 1st, 2018

*Strategies for Success  
Improving Fundamentals, Increasing Charter  
Rates & Rising Asset Values*

Photo credit: RS Platou Markets



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**Wednesday, February 28, 2018**

#### Pre-Conference Welcome Cocktail Reception

The Office of Ehlermann Rindfleisch Gadow

Ballindamm 26, Hamburg, 20095

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**Thursday, March 1, 2018**

*Today's record low vessel order-book, combined with global synchronized demand growth especially intra-Asia, means that 2018 is likely to see strengthening charter rates, rising asset values and improving equity and credit performance. The 17th annual Marine Money Hamburg is a business development event designed to bring together the most capital active international ship owners with a wide variety of global ship finance sources.*

**8:00 Registration Opens and Welcome Coffee**

**8:50 Welcome**

Marine Money

**9:00 Chairman's Opening Remarks**

Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

**9:05 Robust Outlook for Synchronized Global GDP Growth**

Dr. Thomas Strobel, Economist, Unicredit Bank AG

**9:30 Development of Chinese Shipping Financial Leasing**

Cruise Chi, Executive Manager, Bocomm Shipping Leasing (Europe) GmbH

#### Executive Summary: Key Market Fundamentals & Trends

*Historically low order-books, high scrap prices, increasing trade growth, shrinking shipyard capacity and a lack of capital for new-buildings converge to bolster dry, MPP and container - and the tanker and offshore markets may have just bottomed-out.*

**9:45 What to Buy (and When) if you Missed Dry Bulk and Container**

Dr. Arlie Sterling, President, Marsoft, Inc.

**10:05 "Game on" for Container Vessels: Do's and Don'ts for Investing Today**

Paul Dowell, Director, Howe Robinson & Co. Ltd.

For more information and to register, please visit: [www.marinemoney.com](http://www.marinemoney.com)

## Asset Play Strategy

*For opportunistic shipowners and special situations investors, successful investing in shipping is all about asset play. In this session, learn what recent investments have worked, why they worked...and what to buy and flip, or buy and fix, today.*

### 10:20 Asset Play Score Card – Best Investments over the last 12 months, with an Eye on the Future

*Let's face it, for opportunistic shipowners and special situations investors, investing in shipping is all about asset play. What investments have worked...and what to buy and flip, or buy and fix, today.*

Toby Yeabsley, Head Analyst, VesselsValue Ltd.

### 10:35 Hot Topics in Ship Recycling: From Residual Values to Regulations

Evan Sproviero, Head of Projects, GMS Inc.

### 10:50 In Focus: Capitalizing on Recovering Markets – Dry Bulk

*While many dry bulk players sat on the sidelines, Goodbulk used the down cycle in dry bulk to raise debt and equity and acquire a fleet of capes from a private equity sponsor.*

John Michael Radziwill, CEO & Chairman, GoodBulk Ltd.

Interviewed by: Maren Brandes, Partner, Watson Farley & Williams LLP

Coffee Break Graciously Sponsored by: **FPG AIM**

### 11:40 Strategies for Blending Global Capital Sources- From Leases to Loans

*Eastern and Western ship finance are being blended together more frequently than ever. This session discusses the legal and financial considerations for making different types of capital work together.*

Catherine Gao, Sales Director, Shipping Finance, BoComm Leasing (Shanghai)

Nick Roos, Managing Director, Maritime Asset Partners

Brian Nixon, Managing Director, Lavinia Bulk Ltd.

André Lockhorst, Exec. Dir. / Hd. Transportation – N. Europe & ME, ABN AMRO Bank N.V

Moderator: Jonathan Ward, Partner, Stephenson Harwood LLP

## Capital Markets

*Capital markets are providing a larger and larger share of the total ship finance deal flow each year.*

### 12:10 U.S. Capital Markets – A Reliable Source of Ship Finance

*The IPO market may be slow, but the U.S. Capital markets are busy with preferred equity to baby bonds, follow on offerings to bonds and Term Loan B, gain up-to-the-minute Intel on what U.S. investors want now.*

Chris Weyers, Managing Director, Head of Maritime Investment Banking, Stifel Financial

### The Norwegian Bond and Equity Market - It's Not Just for Norwegians

*From Navig8 to MPC to Borealis to Goodbulk, the Norwegian Capital Markets have been providing capital to some of today's most talented and ambitious international shipping entrepreneurs. Learn if Norway is right for your next deal.*

Rolf Darboven Zapffe, Partner, Shipping & Offshore, Project Finance, Pareto Securities AS

### 12:35 Luncheon

### 1:40 In Focus: Current Status of HSH Nordbank AG & Trends in Ship Finance

Torsten Temp, Board Member, HSH Nordbank AG

Interviewed by: Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

## Loan and Portfolio Sales Update

### 2:00 Secondary (Performing and Non-Performing) Loan Market Panel Discussion

*What has gotten and done and what new loan offerings may come to market in 2018.*

Philipp Wünschmann, Head of Shipping, Berenberg

Axel Siepmann, Managing Director, Braemar Naves Corporate Finance GmbH

Thomas Mazur, Partner, Financial Advisory, Deloitte GbmH

Himesh Patel, Senior Analyst, Cross Ocean Partners

Moderator: Dr. Volker Kammel, Partner, Reed Smith LLP

## **2:45 In Focus: Øystein Kalleklev, Director Seatankers Group & CFO Flex LNG Ltd.**

One of shipping's most dynamic dealmakers shares his insights on risk, pricing, structure....and offers advice on everything from Schuldschein to Sale/leasebacks.

Interviewed by: Kathleen Haines, Treasurer & CFO, Heidmar, Inc.

## **The Curated Balance Sheet**

### **3:05 Credit Market Options: From Alternative to Traditional**

*Once considered "alternative," non-bank funding sources has become the norm in ship finance. Hear from a pantheon of providers about their products and predictions.*

Jason Braunstein, Director – Transport, Hudson Structured Capital Management Ltd.

Sybrein Hoekstra, Senior Investment Advisor, Northern Shipping Funds

Stephen Majeski, Managing Director, Breakwater Capital Ltd.

Tobias Backer, Managing Director, Fleetscape Capital Holdings

Moderator: Dylan Potter, Partner, Vedder Price

### **3:35 Scaling Up and Increasing Liquidity: M&A is Here to Stay**

*From private equity entry and exit to strategic business combinations, the market for mergers and acquisitions has never been so active.*

Jan-Hendrik Többe, Managing Partner, Zeaborn Group

Lutz Weber, Managing Director, Group CFO, John T. Essberger GmbH & Co. KG

Aristides Pittas, Euroseas (in the process of acquiring 16 vessel fleet owned by Technomar and private equity investor Kelso)

Dr. Andreas Pres, Partner & Founder, PRESPARTNERS GmbH

Moderator: Mike Timpone, Partner, Seward & Kissel LLP

### **4:05 Elevator Pitches - New Concepts / Innovative Business Models / Digital Disruption**

*Here a group of new enterprises will describe their value propositions in 3 minutes or less.*

### **Marvest – A Digital Maritime Investment Platform**

Nikolaus Reus, Managing Director, Marvest

### **HHX.blue - Blockchain Based Market Place for Capital Access in Shipping**

Olaf Danckwerts, Partner, HHX.blue GmbH

### **Vesselbid.com – Online Vessel Auctions**

Clemens Fritzen, Partner, Vesselbid (netbid.com)

### **Shipstock/Demogate: A Digital Ship Trading Platform**

Henning Martin, Co-Founder, ShipStock / Demogate

Introductions by: Bastian Hagebecker, Partner, Blue Star Group GmbH & Cie KG

### **4:20 A Bright Future: The Elements of Success in Shipping, Ship Finance & Investment**

*Whether successfully partnering with private equity, or reaping the benefits of scale through cooperation in Hanseatic Unity, dynamic industry veterans share their views on financial partnership, asset play, debt financing, cash flow and risk management and more.*

Elias Sakellis, CIO, Borealis Maritime Ltd.

Dr. Kurt Klemme, CEO, Reederei NORD Group

Phrixos Papachristidis, CEO, Hellespont

Klaus Pinter, CEO, Lloyd Fonds

Moderator: Beatrice Russ, Partner, Ince & Co LLP

### **Chairman's Closing Remarks**

Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

### **Cocktail Reception to Follow Graciously Sponsored by**

Hotel Grand Elysee – Grand Foyer



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