

31st Annual Marine Money Week

Capital for Shipping

The World's Largest Ship Finance Forum

June 18-20, 2018

The Pierre Hotel, New York City

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31st Annual Marine Money Week

Capital for Shipping: Breaking Through

to Better Markets, Better Business Models, Better Financing & a Better Industry

Today's modest vessel order-book and synchronized global expansion have the potential to produce the best shipping markets in 10+ years...but the combination of new environmental regulations, new digital technology, new corporate structures and new financing products make this cycle unusually unique, exciting and a generational investing opportunity



MONDAY AFTERNOON, JUNE 18, 2018

1:00 Registration & Networking Coffee – Garden Foyer

1:45 Conference Convenes – Grand Ballroom

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Playing Offense

Developing & Executing on Growth Strategies in Key Shipping Sectors

Achieving successful growth and fleet modernization in the cyclical and capital-intensive shipping industry requires a combination of patience, constant access to diverse sources of capital and the ability to close target transactions in a variety of market environments.

1:45 Marine Money Welcome

2:00 This time.... It's Going to be Different

- The past
- Why uncertainty will create big opportunities
- Royal Wedding

Jim Cirenza, Managing Director, DNB Markets, Inc.

Case Studies & Conversations: Growth & Liquidity

Some of today's most dynamic and fastest growing management teams share their view of the sectors they operate in, the opportunities they see for growth and how they are executing and financing their expansion.

2:15 Planning the Work, Working the Plan 

MPPC has grown from 0 ships to 65 ships in just 12 months, combining excellent market timing with a potent combination of OTC equity, bonds and bank loans. Company goal: Create a container feeder business that delivers unique and flexible service to customers and provides investors with the opportunity to invest in the sector.

Constantin Baack, CEO, MPC Container Ships ASA

Interviewed by

Nicolay Dyvik, Head of Shipping Research, DNB Markets

2:35 GO! Growth with a Goal



Golden Ocean's fleet growth and segment focus has given the company significant exposure to potential upside in the dry bulk market.

Birgitte Ringstad Vartdal, CEO, Golden Ocean Group

Interviewed by

Jørgen Heszlein, Managing Director, Corporate Finance, Danske Bank

2:55 Expansion without (Charter-free) Newbuildings



Euronav's vision of responsible growth without charter-free newbuildings has led to the company's acquisition of Maersk Tankers and Gener8....and they aren't finished yet.

Paddy Rodgers, CEO, Euronav NV

Interviewed by

Ted Jadick, Jr., President & CEO, DNB Markets, Inc.

Industrial Shipping Interlude

3:15 The Beauty and Complexity of Industrial Shipping and Integrated Logistics

Serving the ocean freight needs of General Motors, Nissan, Bombardier and More.

Ivar Hansson Myklebust, CEO, Höegh Autoliners AS

3:25 Capitalizing on a Strengthening Tanker Market - Leveraging an Industrial Platform to Outperform the Cycle

Bjørn Kristian Røed, Manager, Investor Relations & Research, Odfjell SE

3:35 The world's largest provider of container ship tonnage continues to grow through acquisition of GCI



Bing Chen, CEO, Seaspan Corporation

Interviewed by

Craig Fuehrer, Managing Director, Deutsche Bank Securities Inc.





3:55 Strategies for Growth

Having recently concluded a \$100 million public equity raise, a \$460 million debt refinancing and against a backdrop of improving industry fundamentals Genco is in the driver's seat.



John C. Wobensmith, President & CEO, Genco Shipping & Trading

Interviewed by

Doug Mavrincac, Global Head, Maritime Investment Banking, Jefferies LLC

4:15 Executive Summary: Debt-for-Equity Swaps in Jones Act Restructurings

R. Anthony Salgado, Partner, Blank Rome LLP

4:25 Mergers and Acquisitions: What's Gotten Done - What's Still to Come....

M&A is hot in every sector with live deals in product tankers, crude, LPG, dry cargo, MPP, container lines, offshore and maritime service companies. In this session, a variety of active owners, investor, banker and legal counsel share their observations of what will happen next - and why

Trygve P. Munthe, Co-CEO, DHT Holdings, Inc.

Hamish Norton, President, Star Bulk Carriers Corp.

Tom Higbie, Managing Director, Solus Alternative Asset Management

Ove Meyer, Managing Partner, Zeaborn

Michael T. Kirk, CEO, RMK Capital

Moderator

Nick Katsanos, Partner, Seward & Kissel LLP

4:55 Closing Remarks



5:00 – 7:00 pm – Cotillion Room



Marine Money "Shipowner" Wine Tasting: We invite all conference attendees to join us for an after conference cocktail reception in the Cotillion Room at The Pierre to sample red, white and rosé wine produced by vineyards owned by the Saverys, d'Amico and Hatzimichalis Families, Graham Porter, Gabriel Petridis, Cees de Bruin Jr. and Laurence Odfjell, before other evening events commence all around NYC

At this evening's reception we will also celebrate the book launch of **Marine Money's Dynasties of the Sea, The Untold Stories of the Postwar Shipping Pioneers**

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TUESDAY, JUNE 19, 2018

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Today's Key Topics in Ship Finance & Investment

A combination of new technology, decentralized capital availability, new trade agreements and emissions regulations make today's ship finance and investment more complex, and potentially more rewarding, than ever.

7:45 Registration and Continental Breakfast – Garden Foyer

8:45 Conference Convenes – Grand Ballroom

8:50 Marine Money Welcome

9:00 Chairman's Opening Remarks

Doug Mavrincac, Global Head, Maritime Investment Banking, Jefferies LLC

9:10 What's hot and what's not, the shipping markets in 15 minutes

All the major markets, all the key data and a view on the next few years.

Adrian Economakis, COO, VesselsValue Ltd.

9:25 Risks, Rewards, Regrets – what to look out for next?

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

9:40 Oil Market Outlook – From Crude to Marine Fuels

Warren Russell, Vice President and Commodities Strategist, Bank of America Merrill Lynch

10:00 Jefferies Welcome

Brian P. Friedman, President, Jefferies Financial Group Inc.

10:10 Leveraging data to improve commercial performance and investment returns

An industry-wide evolution is underway with the digitisation of tanker shipping, which will strengthen trading decisions, increase efficiencies, create new customer services and generate new businesses.

Scott G. Borgerson, Ph.D., CEO, CargoMetrics Technologies LLC

Søren Meyer, Chief Strategy Officer, Maersk Tankers

Moderator

Frank J. Coles, President, Transas Group, Wärtsilä Voyage Solutions

IMO 2020 - What it Means to Ship Finance

Session Leader

Jonathan B. Chappell, Senior Managing Director, Evercore ISI

10:35 IMO 2020: Impact on Market Fundamentals, Vessel Valuations & Debt Capacity

- Learning from Eco: Who will actually pay for IMO 2020 Compliance?
- Capex & Vessel Valuation: How Lenders should update their financial models for 2020
- How IMO 2020 will Impact vessel supply – from early scrapping to new ordering

Dr. Arlie G. Sterling, President, Marsoft Inc.

10:55 Networking Break – Garden Foyer

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11:25 2020 Global Sulphur Cap: The Untold Story

Co-founder of the world's largest integrated shipping services company discusses opportunities within a post 2020 market

Nicolas Busch, CEO, Navig8 Group

11:40 Post IMO 2020: Fuel Availability, Costs and Compliance - A Panel Discussion

- The Economics, Valuation and Financing of LNG fueled Ships
- Operating costs and emissions versus low sulfur fuel and scrubbers
- What ship types, and trades, are suitable for LNG powered ships
- A leading lender's view of financing post IMO 2020

Peter I. Keller, Executive Vice President, TOTE, Inc

Paul Taylor, Global Head of Shipping & Offshore, Société Générale

Tom Strang, Senior Vice President, Maritime Affairs, Carnival Corporation & plc

Hamish Norton, President, Star Bulk Carriers Corp.

Ivar Hansson Myklebust, CEO, Höegh Autoliners AS

Moderator

Jonathan B. Chappell, Senior Managing Director, Evercore ISI

12:10 Value Beyond the Vessel - a Paradigm Shift

From reduction in fossil fuel consumption to changes in the supply chain, the value proposition and traditional business model of shipping is changing.

Christopher Rex, Head of Research, Danish Ship Finance A/S

12:25 Captains of Industry: John C. Hadjipateras, Chairman & CEO, Dorian LPG

Interviewed by

Michael D. Tusiani, Chairman Emeritus, Poten & Partners, Inc.

12:45 Marine Money Week Delegates Lunch honoring the 2017 Deal of the Year Award Winners

Cotillion Room

Graciously Sponsored by:  Navios Maritime Holdings Inc.

Credit for Shipping:

After traditional commercial banks reduced volumes due to tighter capital requirements and loan losses, some people thought a "Hunger Games" battle for capital would begin. Instead, a dynamic and entrepreneurial collection of debt providers and lessors happily stepped in to help fill the gap. The result: a decentralized and dynamic global market for debt financing with better structures in which cost more appropriately reflects risk – and that should ultimately boost the industry's financial returns.

**2:00 Expand your Rolodex
New Sources and Platforms for Ship finance
5-Minute Executive Summaries**

YieldStreet - With 2 shipping deals closed in the past month, this "fin tech" platform presents a compelling alternative for investors and shipowners.

Michael Weisz, Founder & President, YieldStreet

Financing Dry Dock Expenditures

Including Ballast Water Treatment and Scrubbers

Erol Sarikaya, CEO, Newport Shipping Group

eShipfinance.com - Traditional Ship Mortgages on a Digital Platform - an Innovative Funding Model for Borrowers, Investors and Lenders

Dagfinn Lunde, Chairman, eShipfinance.com

Moderator

William S. Haft, Partner, Orrick

2:25 Debt Capital Markets Update

The Norwegian & US Bond Market, Private Placements and Term Loan B strike a nice balance between cost, leverage and light amortization – providing a nice opportunity for credit investors, lenders and owners.

Henrik Prøsch Selnes, HY Credit Research, Fearnley Securities AS

2:40 The Emergence and Importance of Japanese Operating Leasing

Aodhan McCarthy, Managing Director, Structured Leasing Solutions, Crédit Agricole CIB

2:55 Chinese Leasing's Important Contribution to the Stability of Ship Finance

When large commercial banks began to reduce exposure to shipping in 2009, many smaller lenders came into the market to fill the gap. But when it comes to big ticket, long-term, low cost financing for newbuildings, Chinese leasing companies have been the superhero that saved the day – now they are evolving preferred equity and joint venture structures. Now, Japanese Operating Leasing is playing a more active role. What does the future hold?

Zhendong Lu, Deputy Head of Shipping Finance Dept., Bank of Communications Financial Leasing

Brad Arbaugh, Representative, NorthCape Pte. Ltd.

Bill Guo, Executive Director, Shipping, ICBC Financial Leasing Co., Ltd.

Moderator

Stefan P. Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

3:20 Today's Best Recapitalization Solutions - from Restructuring to Joint Ventures to Fresh Capital

In a capital intensive, cyclical industry with wasting assets and modest RoI, it is inevitable that companies will stress their balance sheets and income statements. In this session, we explore the options available to owners to avoid exiting at the bottom of the market - from joint ventures to private equity to recapitalization and reorganization.

Bhoomica Reddy, Senior Vice President, Restructuring & Recapitalization Group, Jefferies LLC

Axel Siepmann, Managing Director, Braemar Naves Corporate Finance GmbH

Randee E. Day, CEO, Goldin Maritime, LLC

Moderator

Francis X. Nolan, III, Shareholder, Vedder Price P.C.

3:45 VesselBid – Europe's Largest Online Auction Platforms Now Sells Vessels

Transparency: Digitalization in the 2nd hand vessels sales process – one way of modern S&P.

Clemens Fritzen, CEO, VesselBid (netbid.com)



3:50 In Focus: Dr. Anil Sharma, CEO, GMS

“Scrap-Investing” - Quantifying and Hedging the Risks and Volatility of Terminal Values

From underpinning bank loans and the residuals on long term leases to securing investors who buy vessels at or close to scrap value and trade them, recycling value has long been taken for granted in ship finance. But with new regulations and volatility in prices, this “downside protection” involves risk and GMS can help manage and mitigate this exposure.

Interviewed by

Robert Burke, CEO, Ridgebury Tankers

4:05 Ship Finance and Cyprus

Cleo A. Papadopoulou, Partner - Tax Advisory, Transportation & Logistics Responsible Partner, PwC Cyprus

4:15 How Banks Can Help Develop a Better World

Joep Gorgels, Global Head Transportation & Logistics Clients, ABN AMRO

4:25 Closing Panel: How the Senior Loan Market is Adjusting to Changing Regulations

- Will Lenders Take a Clear Stand on Environmental Issues & Regulatory Compliance?
- Interest rates are on the rise.....what are sophisticated borrowers Doing Now?
- Commercial Banking & Investment Banking - Is it Worth the Expense?
- Self-grading how Commercial Banks Did on Loan Write-downs
- New Entrants
- Portfolio & Loan Sales - Is This Opportunity Over?
- Loan Syndication - (When) Will it Come Back?
- Collaboration with Leasing Companies and Alternative Lenders

Michael A.J. Parker, Global Industry Head, S, L & O, Vice Chairman, EMEA Banking, Citi

Kristin H. Holth, Executive Vice President & Global Head of Ocean Industries, DNB Bank ASA

Morten Arntzen, Senior Shipping Industry Advisor, Macquarie Bank

Holger Apel, Global Head of Maritime Industries, KfW IPEX-Bank

Paul Taylor, Global Head of Shipping & Offshore, Société Générale

Moderators

Nigel Thomas, Chairman, Partner, Watson Farley & Williams

Daniel C. Rodgers, Partner, Watson Farley & Williams

Marine Money Closing

The Deal Room, located down the hallway from registration, an island of quiet for business discussions.

Graciously Sponsored by: **SEWARD & KISSEL LLP**

Monday, June 18 – Noon until 5:00 pm

Tuesday, June 19 – 9:00 am until 5:00 pm

Wednesday, June 20 – 9:00 am until 4:30 pm



WEDNESDAY, JUNE 20, 2018

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Jefferies

Today's Best Shipping Investment Ideas

LNG and product tanker markets are about to pop, container and bulkers are strong and getting stronger and crude oil tankers are offering investors deep, countercyclical value; There is something for every strategy in today's maritime equity market.

8:15 Registration and Continental Breakfast – Garden Foyer

8:55 Marine Money Welcome

9:05 Impact of Fuel Consumption and Choice on Vessel Economics Beyond 2020: VLCC, Container, Bulk Carriers

Rolf Stiefel, Vice President, Sales & Marketing, Winterthur Gas & Diesel WinGD

9:15 The Newbuilding Orderbook – Projected Impact on Vessel Rates and Values

- Asset Play with Newbuildings
- Current Payment terms available from shipyards
- Can Owners Still Get Options for Additional Vessels?
- Are Shipyards Building Vessels without Scrubbers?
- Is Today's Orderbook Accurate?

Angelica Kemene, Head of Market Analysis & Intelligence, Optima Shipping Services

9:30 How to Win in Dry Bulk Asset Play

Learn how industry players can navigate and take advantage of the imperfections in dry bulk S&P market.

Anders Liengaard, Partner, Liengaard & Roschmann

9:45 Dry Bulk – The Trend is your Friend

Dry bulk fundamentals look excellent, and IMO 2020, increasing newbuilding orders and trade tariffs add a dash of complexity to this cycle.

Nitin Mehta, CEO, Tomini Group

Tom Beney, SVP, Commercial Affairs, Navios Corporation

Dr. Loukas Barmparis, President & Director, Safe Bulkers, Inc.

Mark Jackson, CEO, The Baltic Exchange

Magnus Halvorsen, Chairman, 2020 Bulkers Ltd.

Aadel Shaaban, CEO, Guardian Navigation Inc.

Moderator

Michael S. Pak, Managing Director, Institutional Clients, AXIA Capital Markets LLC

10:15 Generating Yield From Maritime Assets

Lars Solbakken, CEO, Ocean Yield ASA

Interviewed by

Ben Grenier, Senior Vice President, DVB Corporate Finance

10:30 BDRY – A New Way to Invest in Shipping

An introduction to the first dry bulk futures ETF, how to efficiently invest in dry bulk shipping.

John Kartsonas, Managing Partner, Breakwave Advisors LLC

10:40 Institutional and Retail Investor Appetite for Shipping Equities

- What makes a stock "investible"?
- Developing and maintaining a retail and institutional investor shareholder base
- Valuation metrics used by Institutional and Retail Investors
- Current mood among investors

J Mintzmyer, Seeking Alpha Premium Contributor, Lead Researcher, Value Investor's Edge

Elvis Pellumbi, CIO/Portfolio Manager, CF Partners Capital Management LLP

Jonathan B. Chappell, Senior Managing Director, Evercore ISI

Interviewed by

Simon A. Rose, Chairman & CEO, Rose & Company



11:05 Networking Break – Garden Foyer

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**11:35 Bullish on LNG**

After several years of very little activity in new LNG developments, rapid growth of consumption particularly in China has invigorated the pace of development. With Corpus Christi, Freeport, Cameron and many other global projects expected to ramp up, and Golar's first ship-to-ship loading now successfully completed, the LNG market appears set to build the strong rate environment seen last winter. Still the industry has a checkered history of things going to plan, what are the opportunities and what are the risks.

Paul Wogan, CEO, GasLog Ltd.

Mark J. Kremin, President & CEO, Teekay Gas Group Ltd.

Sveinung J. S. Støhle, President & CEO, Høegh LNG AS

Nikolay Kolesnikov, Executive Vice President, Sovcomflot

Moderator

Ben Nolan, Managing Director, Maritime Research, Stifel

12:05 Generating Alpha - How Integrated Companies Can Beat the Market

The combination of owning vessels, chartering vessels in and out, controlling shoreside infrastructure and logistics and providing technical and commercial management services allows some companies to beat the market. Hear their stories....

Jacob Meldgaard, CEO, TORM

Gary Vogel, CEO, Eagle Bulk Shipping, Inc.

Moderator

Doug Mavrincac, Global Head, Maritime Investment Banking, Jefferies LLC

12:25 Dealmakers Roundtable – What Deals Can Get Done Today

- Private Equity Exits & M&A - Whats New, What's Next
- Oslo OTC – rocket-fuel of risk capital for fast growth
- Latest deals: UK Pension Funds for Tufton, Preferred, Follow-ons
- Is Pure Play still best - or is it time to hedge risk through fleet diversification
- Alternative capital and the New Issue Market

Todd Wilson, Managing Director, Jefferies LLC

Simon G. Smith, Managing Director, Co-Head Global Industrials Group, UBS Investment Bank

Christian G. Moxon, Managing Director, Head of US Offices, Pareto Securities AS

Alexandros Argyros, Managing Director, AXIA Ventures Group Ltd.

Christa T. Volpicelli, Managing Director, Citi Investment Banking

Jan Henrik Getz, Head of DCM, Arctic Securities AS

Per Olav Karlsen, CEO & Managing Partner, Cleaves Securities AS

Moderator

Greg Chase, Partner, Reed Smith LLP

**1:05 Marine Money Week Delegates Networking Lunch – Cotillion Room – Sponsored by: InvestHK****Welcome & Keynote Address**

Benjamin Wong, Head of Transport & Industrial, Invest Hong Kong

2:15 Crude Oil Tankers: Smart Money Investing at the Bottom of the Cycle

A combination of variables has conspired to put pressure on the crude oil tanker market. Hear frontline market players talk about how best to invest in market recovery – from newbuildings to time charters to second hand vessels.

Anselm Gehling, CEO, Dr. Peters Group

Jeffrey D. Pribor, CFO, International Seaways, Inc.

Kathleen C. Haines, Treasurer & CFO, Heidmar Inc.

Svein Moxnes Harfjeld, Co-CEO, DHT Holdings, Inc.

Moderator

Peder Nicolai Jarlsby, Analyst, Shipping, Fearnley Securities AS

2:40 Data Analytics: What is the Optimal Chartering Strategy

Mathematical insight into the age-old question of what commercial strategy is most profitable.

Noah Parquette, Vice President, Global Equity Research,

J.P. Morgan Securities LLC

2:50 Fund In Focus: Delos Shipping Fund

Brian Ladin, Founder & CEO, Delos Shipping

Interviewed by

Jovi Tenev, Partner, Holland & Knight LLP

3:05 Product & Chemical Tankers – Ready to Rally

With global refined products inventories now below the 5-year average, new refinery capacity additions of at least 800 Kbpd in both 2018 and 2019, and the refined products tanker order-book at a 17-year low, the stars are aligning for significant improvement in both charter rates and asset values.

Marco Fiori, CEO, d'Amico International Shipping S.A.

Anthony Gurnee, CEO, Ardmore Shipping Corporation

Hans P. Feringa, CEO, Team Tankers International

Bart B. Kelleher, Chief Strategy Officer, Chembulk Tankers

Moderator

Randy Giveans, Vice President, Equity Research, Jefferies LLC



3:35 Investing in the Jones Act

Pål Lothe Magnussen, President & CEO, American Shipping Company ASA

Interviewed by

Knut Børsheim, Partner, Corporate Finance, Pareto Securities

3:50 Alternative Funding Sources

Even the most traditional owners are seeking and using non-traditional sources of ship financing for some of their capital needs. Whether its longer tenors, higher LTV or vessels too old for traditional commercial banks, "alternative" sources of ship finance have become a key ingredient in today's ship finance diet.

Joseph J. Cipolla, Senior Vice President, Wafra Capital Partners Inc.
Philipp Wunschmann, Head of Shipping, Berenberg
Albert Ganyushin, Head of Capital Markets, Dr. Peters Group

Moderator

Aristides J. Pittas, Chairman & CEO, Euroseas Ltd.

4:15 Latest in Maritime and Offshore Restructuring and Chapter 11

Scott Greissman, Partner, White and Case LLP

4:25 Catalysts & Companies – Leading Equity Analysts Present Their Top Pick Today

In 3 minutes or less, leading Equity Analysts describe, and defend, their top investment pick. "Top Picks" will be used to create the market cap weighted "MMWEEK ANALYST INDEX," which will be tracked on www.marinemoney.com for the following 12 months.

Espen Landmark Fjermestad, Equity Research, Fearnley Securities AS
Donald McLee, Analyst, Shipping & Transportation, Berenberg Capital Markets LLC

Fotis Giannakoulis, Executive Director, Morgan Stanley
Eirik Haavaldsen, Head of Research, Pareto Securities AS
Randy Giveans, Vice President, Equity Research, Jefferies LLC
Herman Hildan, Managing Director, Shipping Equity Research, Clarksons Platou Securities AS
Jo Ringheim, Credit & Equity Analyst, Arctic Securities

Facilitators

James Christodoulou
Ole B. Hjertaker, CEO, Ship Finance International Ltd

Marine Money Thank You and Conference Concludes

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We invite all registered delegates to a Closing Cocktail Reception

The South Garden – Bryant Park Grill

*In Bryant Park behind the New York Public Library
Between 40th and 42nd Streets,
New York, NY 10018*

(separate entrance to the garden to the right of the main restaurant door)

**6:00-pm - 8:00 pm
Cocktails & Hors D'Oeuvres**

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31ST ANNUAL MARINE MONEY WEEK – June 18-20, 2018

The Pierre Hotel, Fifth Avenue at 61st Street, New York City

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- 1 year subscription to Marine Money Magazine & Freshly Minted (online weekly) & MM Asia (online bi-weekly) (\$1,490 Value)
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