

MARINE MONEY ASIA

17th Annual Marine Money Week Asia

Better Fundamentals : Bigger Challenges

Asia's Largest Ship Finance Conference

18th & 19th September 2018

St. Regis Singapore

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17th Annual Marine Money Week Asia

Better Fundamentals : Bigger Challenges

Asia's Largest Ship Finance Conference

With economic growth seemingly global and sustainable, better fundamentals on vessel supply and more prudent lending practices by banks and finance providers, the outlook for shipping is better in 2018 than for many a year. That said, new regulations will seriously affect the industry and there is no definitive solution yet, imminent interest rate hikes will prove costly and geopolitics remain as fragile as ever. For once, industry fundamentals are almost taking second place to external factors driving investment decisions and strategy. Not only this but with new technologies taking more and more interest in shipping efficiencies and even the finance mechanism of shipping, much change is afoot and industry participants must not only be aware but knowledgeable about options available. Risk and challenge is the name of the game in shipping and there is plenty opportunity for intelligent players to decipher the data and manoeuvre through the available sources of finance from New York to Shanghai to Singapore and position for the future.

TUESDAY, 18TH SEPTEMBER 2018

08:00 Registration and Morning Coffee

09:00 Marine Money Asia Welcome

Mr. Kevin Oates, Managing Director, Marine Money Asia

09:10 Partners Welcome

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

Mr. Jay Lee, CEO, KOTAM of KMARIN Group

Mr. Wang Zhenyong, Deputy CEO – Designate, ICBC Leasing

09:25 The State of the World Economy and the Impact on Shipping

Rising interest rates and oil prices, commodity and consumer good demand picking up, mega infrastructure investments all point toward an optimistic year ahead for shipping. The repositioning of US foreign policy and the threat of an escalating "trade war" are but a few political shifts less positive for shipping. Two key thinkers discuss the state of the world economy and the impact on shipping.

Mr. Yaseen Anwar, Senior Advisor, ICBC Singapore

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

GREEN SHIPPING & REGULATION

09:45 One Year To Go: Scrubbers or No Scrubbers

Regulation will affect all ships and shipping companies and will impact on financing and chartering arrangements. Yet there is a distinct split across the industry about what to do and when to do it. The panel will discuss options, opinions and consequences of IMO 2020.

Moderator

Mr. Michael Phoon, Executive Director, Singapore Shipping Association (SSA)

Panel

Capt. Ang Chin Eng, Secretary General, Asian Shipowners' Association

Mrs. Sadan Kaptanoglu, President Designate, BIMCO & Managing Director, HI Kaptanoglu Shipping

Mr. Mario Moretti, Senior Director – Marine & Energy, RINA

Mr. Tim Wilkins, Regional Manager Asia-Pacific, Environment Director, INTERTANKO

Mr. Andrew Hoare, Managing Director, Navig8 Asia

Mr. Nicolas Parrot, Head Transportation Sector – Investment Banking APAC, BNP Paribas





10:25 Green Shipping Investment: A EU Perspective

Mr. Mark Clintworth, Lead Shipping Advisor, European Investment Bank

10:40 Evolution of Commodity Trading & Energy Markets – New Requirements for Shipping?

There is no requirement for shipping without factoring in the ever growing number of cargo. Current developments in global commodity and energy markets and its effect on shipping and the Asian region will be discussed by the panel.

Moderator

Mr. Domenik Nizet, Senior Vice President – Shipping Finance APAC & ME, DVB Bank

Panel

Mr. Michael Nagler, Head of Chartering, Noble Chartering

Mr. Adrian Cope, VP – Head of Grains Freight Trading, Olam International

Mr. John Kartsonas, Managing Partner, Breakwave Advisors

11:00 *In Focus:* **TOP SHIPS**

The anatomy of a modern shipping company.

Mr. Alexandros Tsirikos, CFO, Top Ships Inc.

Interviewed by

Mr. Kevin Oates, Managing Director, Marine Money Asia

11:15 Networking Break

11:45 15 Minute Recap: All the Major Markets, All the Key Data, What's Hot and What's Not & View on the Next Two Years

Mr. Adrian Economakis, COO, VesselsValue

12:00 *Captains of Industry:* **ANDREAS SOHMEN-PAO**

A titan of Singapore maritime and one of the world's most prolific deal-makers, overseeing a diversified portfolio in the tanker, gas, dry bulk and offshore sectors within the BW Group, discusses consolidation, diversification and capital optimisation.

Interviewed by

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

12:25 Riding the Dry Bulk Market Upward

The dry bulk market is up on a year ago and looks set to stay strong for another year or two with new supply of ships modest and demand on track. Discussions will focus on opportunity for new investment, second hand or newbuild, which sizes look best.

Moderator

Mr. Gaurav Moolwaney, Executive Director, Standard Chartered Bank

Panel

Mr. Stamatis N. Tsantanis, CEO & Chairman, Seenergy Maritime Holdings Corp.

Mr. David Palmer, CEO, Wah Kwong Maritime Transport Holdings Limited

Mr. Mats Berglund, CEO, Pacific Basin Shipping Limited

Mr. James Woodrow, Managing Director, The China Navigation Co.

13:00 Hong Kong's Maritime Leasing Paper and What it Means for Hong Kong's Maritime Landscape

Hong Kong is home to the world's fourth largest shipping registry and is the world's fifth busiest container port. The Hong Kong Financial Services Development Council ("FSDC") recently published the 'Maritime Leasing Paper' outlining novel initiatives to make ship financing in Hong Kong more competitive.

Moderator

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

Panel

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

Mr. Zhao Kuo, Deputy Head of Shipping, ICBC Leasing

Mr. Clarence Leung, Partner – Asset Finance and Leasing Services, PwC

Ms. Rosita Lau, Partner, Ince & Co

Mr. Arnold Wu, Managing Consultant, T. Time Advisory Limited

13:30 Lunch



14:30 Reflections on LPG

Clean energy and increased global demand suggest a bright future for LPG. Is vessel supply under control? New trading routes opening up?

Moderator

Mr. Torben S. Pedersen, Managing Director, Feargas (Singapore)

Panel

Mr. Christian Andersen, President, Avance Gas

Mr. Niels Rigault, Senior Vice President – Commercial, BW LPG

Capt. Tim Hansen, Chief Commercial Officer, Dorian LPG

14:55 Liner Shipping: Where to next

Consolidation of the container liner companies has led to strong corporates and more discipline in vessel ordering. However, challenges remain with many mega vessels joining the fleet, and fuel prices rising. How will the global players manage bigger fleets, bigger vessels and higher costs?

Moderator

Mr. Jon Connor, Managing Director, HSBC

Panel

Mr. Jeremy Nixon, Chief Executive Officer, Ocean Network Express

Mr. Serge Corbel, Chief Financial Officer, APL

Mr. Michael Fitzgerald, Group Deputy CFO, OOIL

15:25 *In Focus:* **BUNNEMANN**

Five generations in Shipping with 10 Years in Singapore under Asiatic Lloyd.

Mr. Friedrich Bunnemann, Managing Partner, Asiatic Lloyd Maritime LLP

Mr. Nicolaus Bunnemann, Managing Director, Atlantic Lloyd GmbH & Co. KG

Interviewed by

Mr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

MARITIME TECHNOLOGY

15:45 Digital Business Models – New Revenue Streams and New Competitors

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

16:00 Networking Break

16:30 Fintech for Shipping

Mr. George D. Cambanis, Managing Director – Marine Finance, YieldStreet

16:40 Digitalisation – How V.Group is Embracing it with ShipSure 2.0

ShipSure 2.0 mobile provides shipowners ultimate transparency and real-time data insights.

Mr. Stephen MacFarlane, Group CIO, V.Group



16:50 VesselBid – Successful Online Sales & Auctions

Mr. Clemens Toepfer, Partner, VesselBid

17:00 Bringing Down the Noise: Exploring New Ways of Working and Connecting in a Global Digital Shipping Industry

Mr. Christopher Gonzalez, Director, Sea Ventures

TANKERS & RECYCLING

17:10 *In Focus:* **Dr. Anil Sharma, CEO, GMS**

A balanced tanker sector requires rational ordering and timely removals. Currently there appears to be a healthy recycling market for tankers but for how long will it continue?

Interviewed by

Mr. Jesper Bo Hansen, Managing Director, Maersk Broker Advisory Services

17:25 Where to Place your Bets – Tankers!

With the tanker market faring poorly, the counter-cyclical players are circling in the air. Newbuildings seem popular at low asset prices but when will we see a sustained recovery?

Moderator

Mr. Hew Crooks, Chief Financial Officer, Ridgebury Tankers

Panel

Mr. Johan Munir, CFO, AET Tankers

Mr. Gernot Ruppelt, Chief Commercial Officer, Ardmore Shipping Corp.

Mr. Matthew Blake, Director – Business Development, Teekay Tankers

Mr. Kenny Rogers, Head, Aurora Tankers Management

Mrs. Kathleen Haines, CFO and Treasurer, Heidmar

First Day Closing Remarks

Mr. Kevin Oates, Managing Director, Marine Money Asia

From 6 o'clock we invite
all registered conference attendees to the
IRI Cocktail Reception at the
Embassy & Consulate Suites at the St. Regis.

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WEDNESDAY, 19TH SEPTEMBER 2018

08:15 Registration and Morning Coffee

08:15 – 09:00

BIMCO

BIMCO Women in Shipping Breakfast Seminar

Women in shipping gather to address the bigger challenges in the shipping industry today – Sulphur Cap 2020

Introduction

Mrs. Sadan Kaptanoglu, President Designate, BIMCO & Managing Director, HI Kaptanoglu Shipping

Moderator

Ms. Maite Klarup, General Manager South East Asia, BIMCO

Panel

Mrs. Sadan Kaptanoglu, President Designate, BIMCO & Managing Director, HI Kaptanoglu Shipping

Mrs. Kathleen Haines, CFO and Treasurer, Heidmar

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

Ms. Charlotte Fossing Nymark, Principal – Ocean & Marketing Freight, BHP

Ms. Josephine Goh, Senior Sales Manager, Veritas Petroleum Services

Ms. Michelle Gonzalez, Singapore Contracts Manager – Shipping, Vale International SA

09:10 Marine Money Asia Welcome

Mr. Kevin Oates, Managing Director, Marine Money Asia

09:20 DIP Financing in Singapore

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

Mr. Jeffrey Tanner, Associate, Stephenson Harwood (Singapore) Alliance

09:35 Practical Restructuring and Funding Solutions for Distressed Situations

Typical challenges and practical solutions experienced by shipping financier, shipowners, financial advisors and lawyers.

Moderator

Mr. Jason Kardachi, Managing Director, Borrelli Walsh

Panel

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

Mr. David Reeve Tucker, Director, Borrelli Walsh

Mr. Iain Young, Partner, Stephenson Harwood

Mr. Mark O'Reilly, Director, Borrelli Walsh

Mr. Alan Hatton, Managing Director, Foreguard Shipping

10:05 In Focus:

SC Lowy Shipping Debt Portfolio Acquisition

Leading the largest Italian shipping debt transaction of 2018, Mr. Soo Cheon Lee, co-founder and CIO of SC Lowy, discusses strategy, exit and future shipping debt acquisitions.

Interviewed by

Mr. Dimtris Belbas, Managing Director & Head of Shipping Finance, Seafin

10:20 Japanese Leasing and its Accessibility for International Shipping Companies

Japanese lease finance remains extremely competitive and attractive to owners and operators but is not yet widespread to international shipowners. What are the opportunities for growth of Japanese leasing products and who are they targeting?

Moderator

Mr. Mehraab Nazir, Partner, Watson Farley & Williams

Panel

Mr. Shi Lei, Senior Executive Director, FPG AIM

Mr. Frans van de Bospoort, Managing Director & Head of Shipping Finance APAC, DVB Bank

Mr. Gerbrand Vroegop, Director – Transportation Finance, ING Bank

Mr. Nicolas Duran, Director & Partner – Investment Banking, Fearnley Securities AS

10:45 Traditional Shipping Banks Change Direction

Shipping exposure of European Banks has been decreasing steadily since 2008 as they deal with non-performing loans and de-risk the lending book. Traditional shipping banks have now re-orientated their business to cater for all the shipping and banking requirements of their key clients.

Mr. Christos Tsakonas, Global Head of Shipping, DNB Bank ASA

Mr. David Gore, Managing Director, Head of Shipping & Offshore Finance Asia Pacific, Société Générale

Mr. Darryl Tan, Head of Transportation & Logistics – APAC, ABN AMRO

Mr. Jay Lee, CEO, KOTAM of KMARIN Group

Interviewed by

Mr. Ji Kim, Shareholder, Vedder Price

11:15 How Are the Sustainable Development Goals Relevant for Blue Growth?

Mrs. Dorte Bech Vizard, Ambassador of Denmark to Singapore

11:30 Networking Break

RAISING CAPITAL IN THE MARKETS

12:00 Analysts Review: Where To Place Your Bets?

Leading Equity Analysts describe and defend their top investment pick.

Moderator

Mr. Kevin Oates, Managing Director, Marine Money Asia

Panel

Mr. Eirik Haavaldsen, Head of Research, Pareto Securities

Mr. Gautam Khurana, Director, Drewry Maritime Financial Research

Mr. Rahul Kapoor, Senior Analyst, Asia-Pacific Transportation, Bloomberg Intelligence

12:25 Institutional and Retail Investor Appetite for Shipping

Which terms, deals and structures are most appealing to shipping investors in 2018? Are investors seeking long-term returns or regular dividends?

Introduction: Capital Markets and Maritime Financing

Mr. Erik Stromso, Senior Partner, Pareto Securities Asia

Moderator

Mr. Keith Billotti, Partner, Seward & Kissel

Panel

Mr. Chris Weyers, Managing Director – Head of Maritime Investment Banking, Stifel Financial Corp

Mr. Philip Clausius, Managing Partner, Transport Capital

Mr. Marcus T. J. Machin, Chief Executive Officer, Tufton Oceanic

Mr. Joachim J. Skorge, Managing Director & Regional Head, DNB Markets

13:00 Case Study: GRINDROD SHIPPING

Grindrod Shipping owns and operates a diversified fleet of owned, long-term chartered-in and joint-venture owned drybulk and liquid-bulk vessels across the world. With offices in Singapore, London, Durban, Cape Town, Tokyo and Rotterdam, Grindrod Shipping had a primary listing on Nasdaq under the ticker "GRIN".

Mr. Martyn Wade, Chief Executive Officer, Grindrod Shipping

Interviewed by

Mr. Simon Petch, Partner, Watson Farley & Williams



13:20 Flexibility and Complexity: How to Unlock Value in the Changing Shipping Markets

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

13:35 Lunch

14:40 Deal of the Year: Export Credit

In a transaction that was 1.25x oversubscribed, Citi, along with DekaBank and the Development Bank of Japan arranged a \$317.9 million KEXIM supported financing for CMB Financial Leasing to partially finance the purchase of five 11,000 TEU containerships. A discussion on the art of the deal.

Mr. Tony Zuanhui Zhao, Head of Global Markets & Treasury, CMB Financial Leasing

Interviewed by

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

14:55 Export Credit as a Pillar of Shipping

Marine Money's 2017 Shipping Portfolio League Table saw Export-Import Bank of China in first position with a US\$17bn shipping portfolio while KfW IPEX-Bank came in third place with a US\$16.7bn shipping portfolio. Export Credit is a pillar of shipping finance and here we discuss what projects are financed, current and future trends.

Moderator

Mr. Robin Chan, Co-Head Shipping & Aviation Finance, Korea Development Bank

Panel

Ms. Jenny Mi, Senior Relationship Manager, Transport Finance Dept., Export-Import Bank of China

Mr. Alasdair Walker, Director – Export & Specialised Finance, Global Banking Asia Pacific, HSBC

Mr. Klaus Schmidberger, Vice President, KfW IPEX-Bank

Mr. Christian Nolting, Director – Transportation & Logistics, ABN AMRO

ALTERNATIVE FINANCE BECOMING CORE

15:30 Pockets of Debt & Equity

There are more financial options for shipping deals than ever before. Alternative financing is almost becoming core. What deals, what structures and what terms.

Moderator

Mr. Matt McCleery, President, Marine Money International

Panel

Mr. Richard Jansen, Managing Director, Braemar Naves Corporate Finance

Ms. Pauline Deltour, Head of Sales and Portfolio, R.A.M. Financial

Mr. Mark R Haines, Maritime Advisor, Macquarie Group

Mr. Ojas Doshi, Managing Director, Rhodium Investments

Mr. Viggo Pedersen, Senior Vice President, Offshore Merchant Partners AS

15:50 Everybody's Talkin' About Chinese Financial Leasing

Is Chinese leasing becoming suitable for more project sizes and structures? Has it become today's mainstream finance? How will it evolve over the next 3-5 years?

Moderator

Mr. Simon Spells, Partner, Bryan Cave Leighton Paisner

Panel

Mr. Jerry Yang, CEO – Shipping, Offshore and Logistics, Minsheng Financial Leasing

Mr. Wang Zhao, Director Asia Pacific – Ship Leasing Dept., AVIC International Leasing

Ms. Tang Wenwen, Manager – Shipping Finance, ICBC Leasing

Mr. Zhao Yang, Executive Director, CMB Financial Leasing

Ms. Wen Sun, Director, NorthCape

Marine Money Asia Thank You and Conference Concludes

