

AGENDA

www.marinemoney.com/forum/LON19

**"The shipping market referendum:
Will the shipping industry make the right decisions for the next decade?"**

MORNING

08:00 Registration and Welcome Coffee

09:00 Opening Remarks and Welcome from Anchor Sponsor

Ms. Mia Jensen, Director, Marine Money - Greek Office

09:15 The oscillating oil price and what it means for future activity

Mr. Markus Nævestad, Partner – Head of London Office, Rystad Energy

09:30 The tanker market outlook

Mr. Henry Curra, Global Head of Research, Braemar ACM Shipbroking

09:45 Brexit, trade wars and uncertainty and the impact on shipping and finance

Moderator: Mr. Harry Theochari, Chairman, Maritime UK

Panel Discussion

Mr. Duncan Dunn, Chairman, Baltic Exchange

Lord Mountevans, Chairman, Maritime London

Mr. Guy Platten, Secretary General, International Chamber of Shipping

Mr. Richard Greiner, Partner – Shipping Industry Group, Moore Stephens LLP

10:20 How companies big and small must analyse and digest the shipping finance options

Raising equity, arranging debt, entertaining leasing, swapping ships for shares.

Moderator: Mrs. Lindsey Keeble, Partner and Global Maritime Sector Head, Watson Farley & Williams LLP

Panel Discussion

Mr. Jacob Meldgaard, CEO and Executive Director, TORM

Mr. Alexandros Tsirikos, CFO, TOP Ships

Mr. Peyton Broer, Vice President, Braemar Naves Corporation Finance

Mr. Stephen Fewster, Managing Director, Global Head, Shipping Finance, ING Wholesale Banking

Mr. Kevin Chung, Head of Contracting, KMARIN & KOTAM

10:55 Structuring shipping deals for retail investors – then raising the finance in record time

Mr. George Cambanis, Managing Director, YieldStreet Marine Finance

11:10 Coffee Break

11:40 Spies win wars: an analysis of tanker ton mile demand

Mr. Adrian Economakis, COO, VesselsValue

12:00 The competitive advantage being thrown up by IMO 2020? *

Is the focus on scrubbers the real issue? Will fuel price differentials settle down within a year and make scrubbers irrelevant? Since no-one really knows the best reaction to the new regulations in 2020, companies must make a decision which will either cost CAPEX up front or OPEX going forward. What is the rationale behind different companies decision making?

Moderator: Mr. Tobias Koenig, Managing Partner, Lexington Maritime GmbH

Mr. Paddy Rodgers, CEO, Euronav NV

Mr. Christoph Toepfer, CEO, Borealis Maritime

Mr. Robert Burke, Partner & CEO, Ridgebury Tankers

Mr. Ivar Hansson Myklebust, Chief Executive Officer, Höegh Autoliners

Mr. Gary Vogel, CEO and Director, Eagle Bulk Shipping Inc.

12:45 Lunch Break

(*) Polling, results enclosed below

AFTERNOON

- 13:50 **Debt and lease finance sources for shipping. Who is going to be the core financier of the next 10 years?**
Are the banks still the main lenders? Is Chinese leasing now core? Is the alternative lender in a better space for profitable business?

Moderator: Ms. Dora Mace-Kokota, Partner, Stephenson Harwood LLP

Panel Discussion

Mr. Andre Lockhorst, Executive Director / Head of Transportation – N. Europe & ME, ABN AMRO Bank
Mr. Elias Sakellis, Chief Investment Officer, Borealis Maritime
Mr. Tobias Backer, Managing Director, Fleetscape Capital Holdings Limited
Mr. Paul Taylor, Global Head of Shipping and Offshore, Societe Generale CIB
Mr. Friday Wang, Head of Greek / UK Team – Shipping Leasing Department, CMB Financial Leasing Co., LTD
Mr. Christos Begleris, Co-Chief Financial Officer, Star Bulk Carriers Corp

- 14:30 **Smarter inspections. Smarter decisions.**

Mr. Nick Owens, Managing Director, Idwal Marine

- 14:40 **Secondary loan acquisitions and primary investments: an active alternative lender gives a snap-shot picture of ship finance in 2019**

Mr. Andreas Povlsen, Managing Director, Breakwater Capital
Interviewed by: Mr. Robert Wilkins, Partner, Reed Smith LLP

- 15:00 **Growth and consolidation: two slices of the same pie ***

Investment banks, investors and shipping companies discuss consolidation in the market and growth strategies.

Moderator: Mr. Jovi Tenev, Partner, Holland & Knight

Panel Discussion

Mr. Michael Kirk, Co-Founder and Managing Director, RMK Capital
Mr. Douglas Mavrincac, Global Head – Maritime Investment Banking, Jefferies LLC
Mr. Aristidis Pittas, Chairman, Euroseas Ltd.
Mr. Paulo Almeida, Portfolio Manager – Asset Backed Investments, Tufton Oceanic
Mrs. Kathleen Haines, Treasurer and Chief Financial Officer, Heidmar

THE RIGHT DECISIONS FOR THE NEXT DECADE

- 15:35 **Roads to riches or ruin – which direction next?**

Dr. Adam Kent, Managing Director, Maritime Strategies International Ltd

15:50 Coffee Break

- 16:20 **"Blue days, All of them gone - Nothing but blue skies, From now on" *** *(composer Irving Berlin)*

Prospects for LNG shipping, LNG as fuel and how the industry can make a determined effort to make shipping a true protector of the environment.

Moderator: Mr. Richard Fulford-Smith, Managing Partner of Affinity (Shipping) LLP

Panel Discussion

Mr. Tor Olav Trøim, Chairman, Golar LNG
Mr. Nikolai Kolesnikov, Executive Vice President and Chief Financial Officer, Sovcomflot
Mr. Tony Foster, Chief Executive Officer, Marine Capital
Mr. Andrew Pickering, Chief Executive Officer, Avenir LNG Ltd.

- 17:00 **Will the shipping industry make the right decisions for the next decade? ***

From sustainable ship finance to the perennial burden of vessel oversupply, and the environment, regulation and digitization: will owners and financiers step up to the mark and propel the industry forward

Moderator: Dr. Martin Stopford, President, Clarkson Research

Panel Discussion

Mr. Andrew Hampson, Managing Director – Asset Backed Investments, Tufton Oceanic
Mr. Morten Arntzen, Senior Shipping Industry Advisor, Macquarie Bank
Mr. Michael Parker, Global Industry Head – Shipping, Logistics and Offshore, Citigroup Global Markets Inc.
Mr. Frank Dunne, Senior Partner, Watson Farley & Williams LLP
Mr. James Lawrence, Chairman, Marine Money International

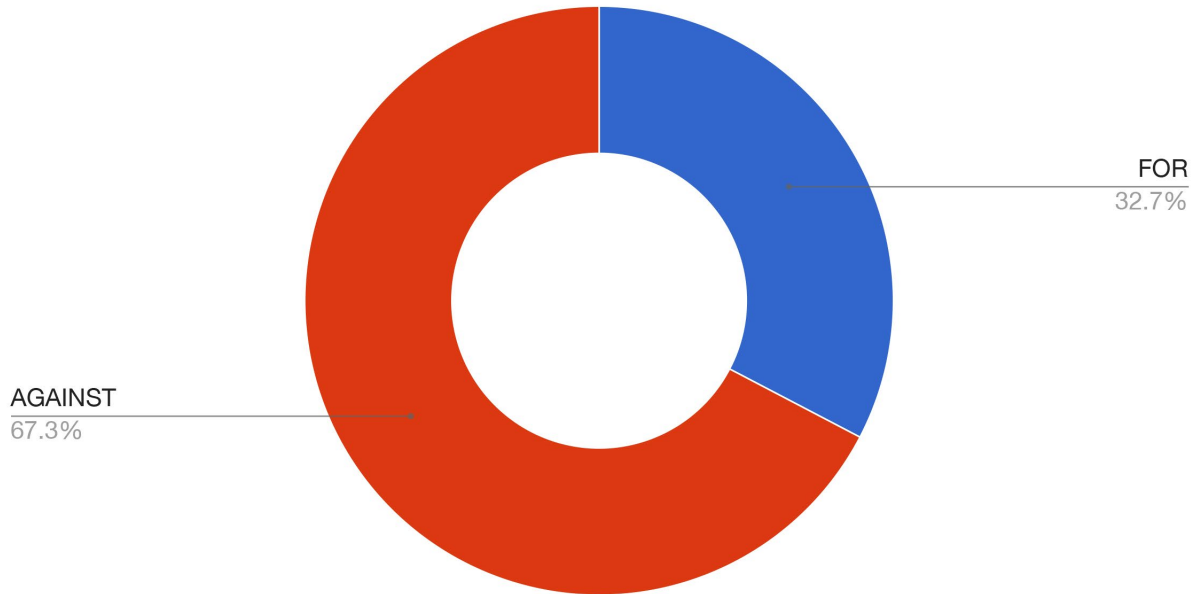
Closing Remarks

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

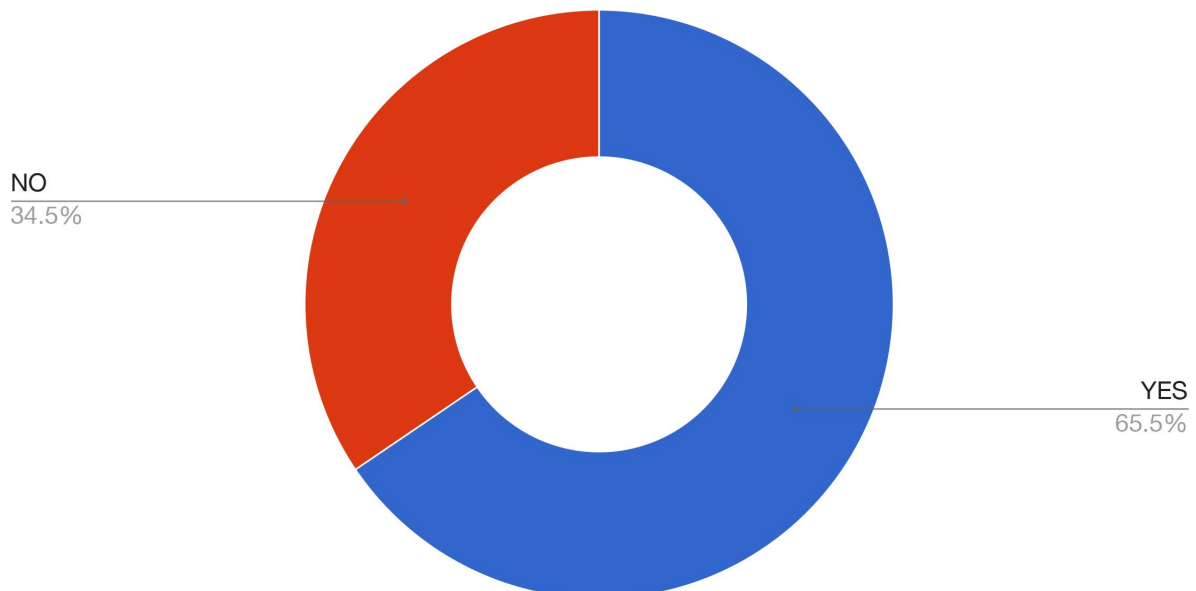
(*) **Polling, results enclosed below**

Marine Money London 2019 Polling Results

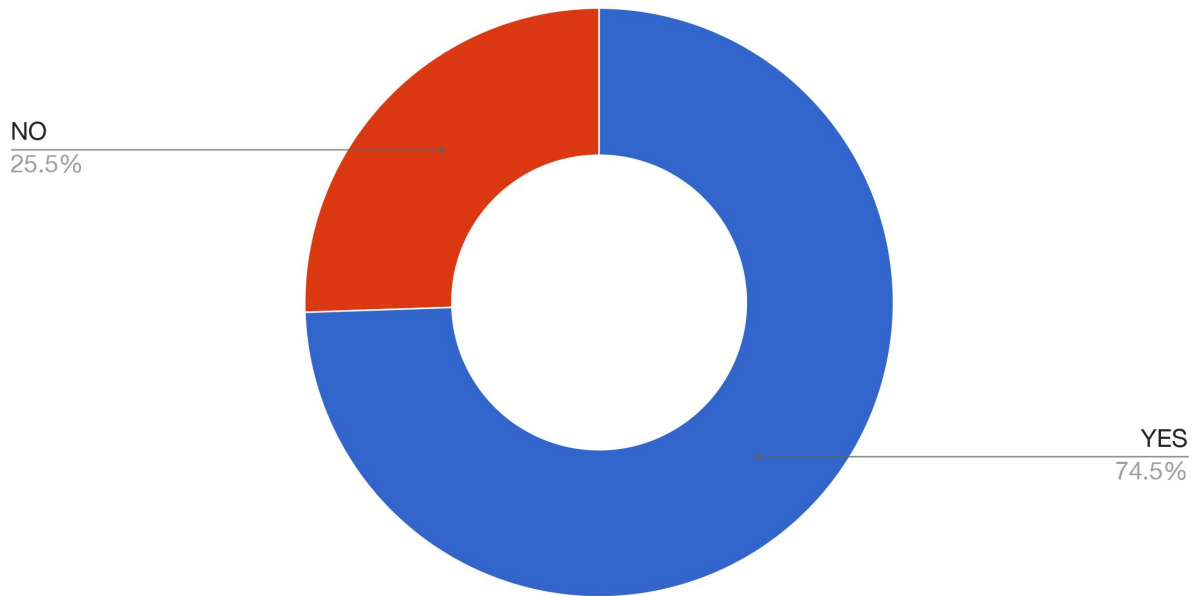
Are you for or against the scrubber solution?



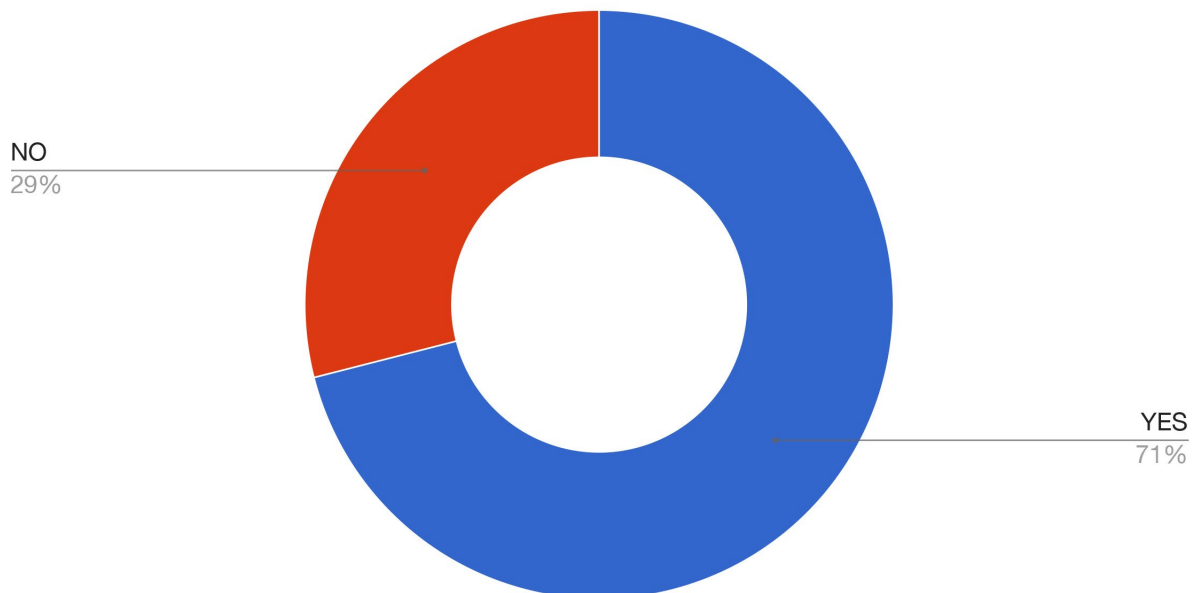
Do you think scrubbers will be irrelevant within 2 years of 1.12020?



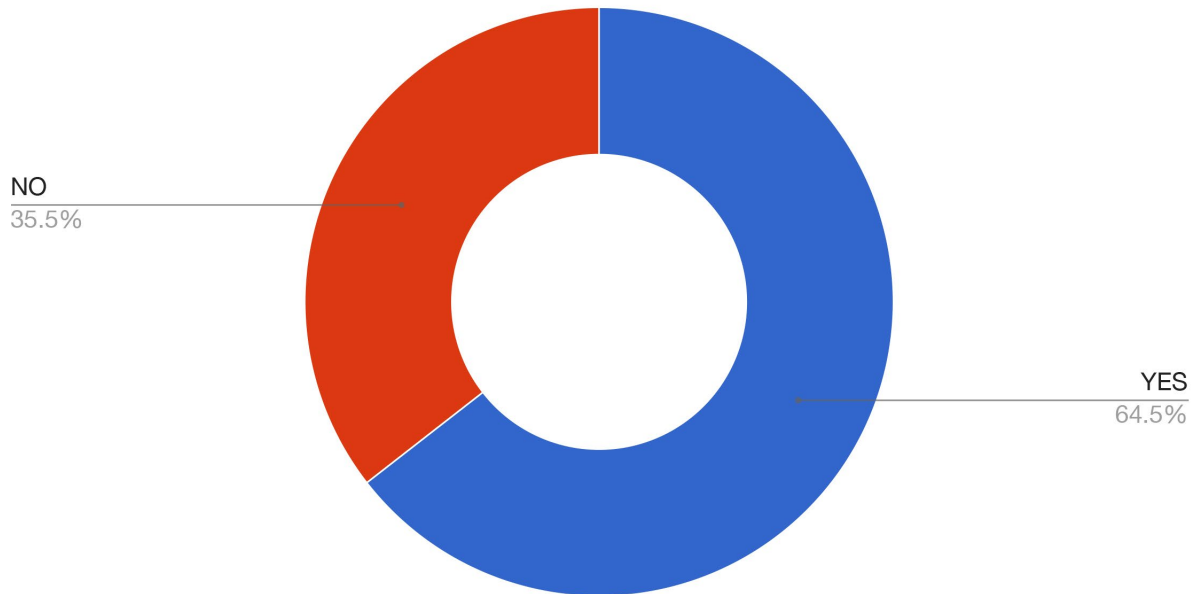
Is consolidation beneficial for shipping companies?



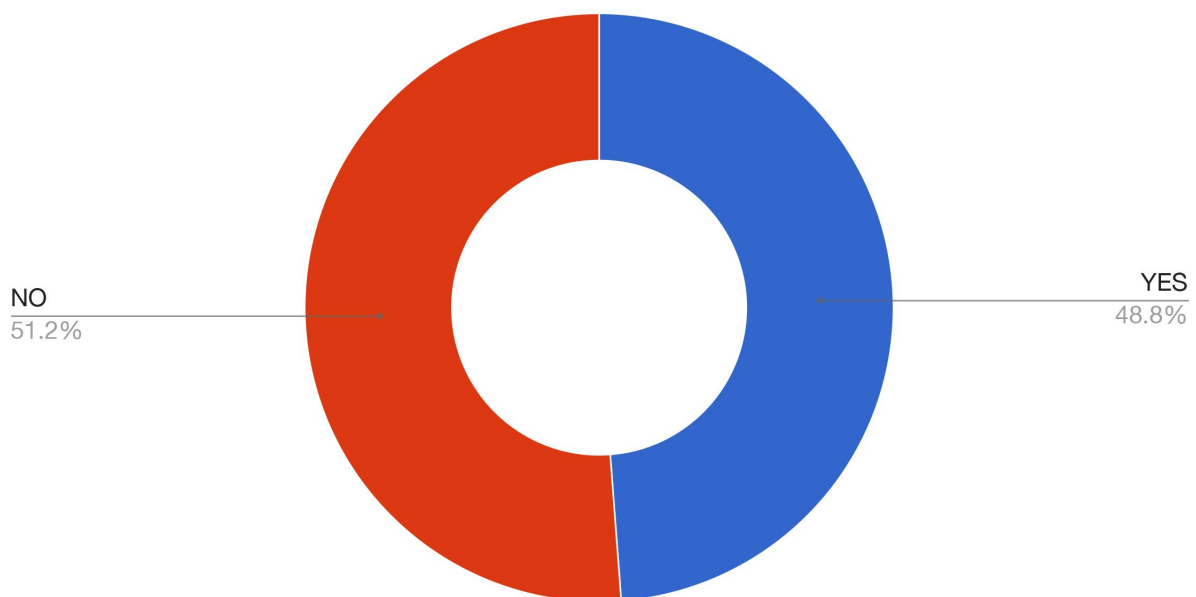
Is consolidation beneficial for the shipping industry?



Will LNG be a major fuel within five years ?



Will we see a more robust and sustainable shipping industry in the next 10 years?



Conference Organisers:

Mia Jensen, Greek Director & Events, Marine Money International (Mobile: +30 697 22 100 69) mia.jensen@marinemoney.gr
Kevin Oates, Managing Director, Marine Money Asia Pte Ltd (Mobile: +65 9151 7036)