

18th Annual German Ship Finance Forum

Hotel Grand Elysee – Hamburg

Wednesday, February 27, 2019

Today's Best
Investment Opportunities & Funding Sources

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Tuesday, February 26, 2019 - 6:00 pm

Pre-Conference Welcome Cocktail Reception

The Office of Ehlermann Rindfleisch Gadow

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Wednesday, February 27, 2019

8:45 Welcome & Opening

Marine Money

Chairman: Dr. Stefan P. Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

**8:50 Global Macro Factors Affecting Shipping Demand –
From Tariffs to Interest Rates to Oil Prices**

Dr. Thomas Strobel, Economist, Unicredit Bank AG

2019 - Best Investment Opportunities

**9:10 The next few years: Which vessel types have the biggest opportunities,
and which have the biggest risks?**

Court Smith, Analyst, VesselsValue Ltd.

**9:25 Container Market and IMO 2020 – Impact and Outlook on Trades and
Utilization**

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

**9:40 Generating Alpha – Valuation Impact of Scrubbers on Vessel Values and
Charter Rates**

Dr. Arlie Sterling, President, Marsoft, Inc.

**9:50 Shipowner Discussion: Current Market Conditions, Opportunities and
Outlook for 2020**

Soeren Andersen, CEO, 2020seaways

Magnus Halvorsen, CEO, 2020 Bulkers

Christian Ingerslev, Head of Management Services, Maersk Tankers A/S

Dr. Anil Sharma, Founder & CEO, Global Marketing Systems, DMCC

Moderator: Dr. Arlie Sterling, President, Marsoft, Inc.

For more information and to register, please visit: www.marinemoney.com

10:20 Break

New Tech Spotlight

11:00 Smarter Inspections. Smarter Decisions

Just one of the practical ways that technology can be leveraged to create efficiency and effectiveness in the global shipping industry.

Nick Owens, Managing Director, Idwal Marine Services Ltd.

11:10 Blockchain & Co. – What Can New Tech Tools Contribute to Ship Finance?

Christian Reinert, Partner, Ince & Co Germany LLP

11:20 Retail Investors – What They Want from a Shipping Investment

In May 2018, Yieldstreet, an online marketplace for a diverse array of asset-backed investments announced it was launching Marine Finance as a new asset class. The “Holy Grail” of ship finance, learn what this vast pool of capital is seeking today.

George Cambanis, Managing Director, YieldStreet Marine Finance

11:30 VesselBid - Online, Open & Transparent Buying & Selling of Ships

Clemens Fritzen, CEO, VesselBid

11:40 Developing Equity Investment Opportunities

Perspectives on developing investment opportunities from identification, to finding the right partners, and more.

Christoph Toepfer, CEO and Founding Partner, Borealis Maritime

Richard Grube, Managing Director, Nordic Hamburg Shipmanagement

Moderator: Philipp Wünschmann, Head of Shipping, Berenberg

12:00 Loan and Loan Portfolio Sales: Market Players Discussion

- *Deals & Structures Done to Date...and What is Still to Come*
- *Strategies For Owners When Their Loans Have Been Sold*
- *Creating “win/win” Restructuring and Refinancing Solutions*

Thomas Mazur, Partner, Financial Advisory, Deloitte GmbH

Axel Siepmann, Managing Director, Braemar Naves Corporate Finance GmbH

Michail Zekyrgias, Managing Director, Global Credit and Special Situations Group, Bank of America Merrill Lynch

Oliver Faak, Partner & Co-Head Europe, Transport Capital (Europe) GmbH

Moderator: Richard Hakes, Partner, Transportation – Asset Finance, Reed Smith LLP

12:30 Keynote Address: Do We Manage Ships or Do We Manage Regulations?

John Platsidakis, Managing Director, Maran Dry Management Inc. (formerly Anangel Maritime Services Inc.) & Director, Angelicoussis Shipping Group

12:55 LUNCH

Maritime Funding Sources: From Deal Sourcing to Closing Dinner

2:00 Strategies for Successfully Managing Multiple Capital Sources

As the ship finance market continues to fragment, shipowners and investors must learn how to make multiple sources of capital peacefully co-exist on shipping balance sheets.

Dr. Marco Albers, Managing Director, Head of Infrastructure, Transport & Export Finance, DekaBank

Eric Yang, Director – European Business, AVIC International Leasing Co., Ltd

Aksel Olesen, CFO, Ship Finance Management

Sybren Hoekstra, Senior Investment Manager, Northern Shipping Funds

Moderator: Jonathan Ward, Partner, Stephenson Harwood LLP

2:30 Senior Secured Ship Lending Spotlight

The workhorse of ship finance, senior secured debt is the foundation of the shipping capital structure – get an update on this important, cost efficient form of capital.

Evan Cohen, Managing Director and Group Head, Maritime Finance, CIT

Felix Ulbricht, Shipping Finance Europe, DVB Bank SE

Moderator: Hoyoon Nam, Partner, Seward & Kissel LLP

2:45 Private Placement Debt

Access to this market for shipowners.

Erlend Bryn, Senior Partner, Pareto Securities Ltd.

3:00 Non-Bank Credit – Flexible and Abundant Capital for the Right Situations

From preferred equity to high advance senior loans, older ships with short amortization to lease equity, new credit funds enter the shipping market on a regular basis.

Stephen Majeski, Managing Director, Breakwater Capital

Omer Donnerstein, Senior Vice President, Investment Research, EnTrustPermal

George Kavalis, Finance Manager, Euroseas LTD/EuroDry LTD

Elias Sakellis, Director, Australis Maritime

Moderator: Dr. Clemens Hillmer, Partner, Watson Farley & Williams LLP

3:30 Sanctions – A Block on International Finance Transactions?

Sanctions are becoming ever more complex, in particular when dealing with multinational operators and syndicates. An update on recent developments, issues and solutions.

Tim Elliott, Managing Director, CMS Hong Kong
Dr. Thomas de la Motte, Partner, CMS Hamburg

3:40 Retrofit Export Financing

Stephan Vetter, Vice President, Maritime Industries, KfW IPEX-Bank GmbH
Interviewed by: Dylan Potter, Equity Partner, Vedder Price P.C.

3:55 What Value Does a Ship Manager Bring to Owners & Investors

Franck Kayser, Group Managing Director Ship Management, V.Group Ltd

4:05 In Focus: Future of German Ship Financing

Dr. Holger Janssen, Head of Global Shipping, UniCredit Bank AG
Dr. Nicolas Blanchard, Chief Clients and Products Officer and Member of Management Board, Hamburg Commercial Bank
Interviewed by: Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

4:25 Mergers & Acquisitions Update and Outlook

From Asset Owners to Service Companies From private equity entry and exit to strategic business combinations to founder retirement, the market for mergers, acquisitions and divestitures has never been so active.

Chris Weyers, Managing Director & Head of Maritime, Stifel

4:30 Building Scale, Liquidity and Customer Service

Ian Webber, CEO, Global Ship Lease, Inc.
Hamish Norton, President, Star Bulk Carriers Corp.
Nils Aden, Managing Director, VShips (Germany)
Moderator: Chris Weyers, Managing Director & Head of Maritime, Stifel

5:10 Closing Remarks

Cocktail Reception to Follow Graciously Sponsored by

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18TH ANNUAL GERMAN SHIP FINANCE FORUM

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