



18th Annual Marine Money Week Asia

## Changing Winds & Fortunes

Asia's Largest Ship Finance Conference

# 24th & 25th September 2019

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## 18th Annual Marine Money Week Asia

## Changing Winds &amp; Fortunes

## Asia's Largest Ship Finance Conference

Over the last few years we have been witnessing a rapidly changing global political, financial, technological and social environment within which shipping transports 90% of goods traded. Shipping and shipping services businesses are undergoing changes internally and externally to adapt to this changing landscape. Shipping finance is embracing the drive in support of a “greener” global economy, sources of shipping finance are growing in Asia as the center of global economic gravity is shifting East, technological innovations are enabling increasingly transparent money flows and data driven investments, women are increasingly embracing the shipping industry and are in key decision-making positions, a new generation is taking the reigns and driving the industry forward and environmental policies are pressuring the industry to innovate and adapt fundamentally. These winds of change will undoubtedly bring new opportunities and new risks from which new shipping fortunes will be made.

TUESDAY, 24TH SEPTEMBER 2019

08:00 Registration and Morning Coffee – Sponsored By



## 09:00 Marine Money Asia Welcome

Mr. Kevin Oates, Managing Director, Marine Money Asia

## 09:15 Partners Welcome

Mr. Abhishek Pandey, Managing Director &amp; Global Head of Shipping Finance, Standard Chartered Bank

Mr. Jackie Cheon, CEO, KMARIN

Mr. Jia Hao, Executive Director, ICBC Leasing

## 09:25 Update On The World Economy And Its Impact On Shipping

Mr. Kelvin Tay, Chief Investment Officer APAC, UBS

## 09:45 Trade Disputes &amp; Disruption: The World's Two Largest Economies At Odds, and Iran

Shipping demand relies on free trade, global accessibility and economic growth. The current political climate is creating obstacles for all three. Will the year ahead see an easing off of dispute and a return to robust growth and trade.

## Moderator

Mr. Arjun Batra, Group Managing Director, Drewry Group

## Panel

Mr. Michael Fitzgerald, Group Deputy Chief Financial Officer, OOIL

Mr. Rahul Kapoor, Vice President – Head of Research &amp; Analytics, IHS Maritime &amp; Trade

Mr. Dimitris Seirinakis, Regional Claims Director – Asia, The American P&amp;I Club

Mr. Vivek Kumar, Managing Director, Western Bulk

## 10:15 Maritime Singapore: A Shipping Hub Like No Other

For a third consecutive year, Menon Business Economics has ranked Singapore as the leading maritime capital of the world. What has contributed to Singapore's success as a global shipping hub and what is being done to hold on to that title moving forward.

## Introduction

Ms. Alice Chern Chern Gwee, Director – Equity Capital Markets, Global Sales and Origination, Singapore Exchange (SGX)

## Moderator

Mr. Abhishek Pandey, Managing Director &amp; Global Head of Shipping Finance, Standard Chartered Bank

## Panel

Mr. Khaled Mattar, Senior Development Partner, Enterprise Singapore

Mr. Keng Mun Lee, Head of Shipping Asia, Hamburg Commercial Bank

Ms. Woei Tyng Tan, Deputy Director (IMC), Maritime and Port Authority of Singapore (MPA)

Mr. Kok Keong Chong, CEO, GeTS

## 10:50 Networking Break



## THE SHIFT EAST FOR TRADE AND FINANCE

### 11:20 The Rising Sun – Japanese Lease Products & Bank Finance

*Japanese leasing products have become a favoured option for international and Japanese shipowners. Japanese banks are also becoming more interested in building international clientele. Players in this market discuss terms, structures and client profiles.*

#### Moderator

Mr. Mehraab Nazir, Partner, Watson Farley & Williams

#### Panel

Mr. Jiro Nomura, Managing Director – Head of Aviation, Shipping & Transportation Asia Pacific, MUFG Bank

Mr. Vineet Puri, Director – Global Shipping, Logistics and Offshore, Asia Pacific, Citi

Mr. Shi Lei, Senior Executive Director, FPG AIM

### 11:40 Busan and Korean Ship Finance

*Korean shipyards are amongst the most active in the world giving the Korean Export Credit Agencies, clustered in Busan, the opportunity to offer financial solutions to international owners. It also provides attractive investment opportunities to Korean asset managers able to access institutional equity.*

#### Introduction

Mr. Youngho Park, Head of Center, Busan Economic Promotion Agency

#### Moderator

Mr. Jung Hyung Jon, Independent Advisor

#### Panel

Mr. Robin Chan, Director & Head of Shipping Finance Desk – Project Finance Dept. 3, Korea Development Bank

Mr. Alasdair Walker, Director – Export and Specialised Finance, Investment Banking Asia, HSBC

Mr. Ben Kim, Director – Project & Portfolio Management, KMARIN

### 12:10 Shipping, Finance Opportunities & Challenges In The Middle East

*Middle Eastern based shipowners can access international finance as well as Islamic finance. They can also benefit from specific cargo demand from the region. That said, political upheavals and proximity to hostile areas add additional risk to their business. ME owners and operators discuss optimal finance options and regional cargo opportunities.*

#### Moderator

Mr. Mark Haines, Director – Consulting, Icon Financial

#### Panel

Mr. Nitin Mehta, CEO, Tomini Group

Mr. Chris Peters, CEO, Emirates Ship Investment Company (Eships)

Mr. Marcus Machin, Director, Tufton Oceanic (Middle East)

### 12:35 Chinese Ship Leasing – Finance, Management and Operations

*Chinese leasing remains a major source of finance for international and domestic shipowners. Chinese lessors are also making direct investments in vessels. How do Chinese lessors manage their vessel portfolios and benchmark performance against other owners and financiers?*

#### Moderator

Ms. Huay Yee Kwan, Partner, Stephenson Harwood (Singapore) Alliance

#### Panel

Mr. Mingfa Liu, Managing Director, Bernhard Schulte Shipmanagement (China)

Ms. An Jingshu, Senior Manager, ICBC Leasing

Mr. Zhao Yang, Executive Director – Shipping Leasing Dept., China Merchants Bank Financial Leasing

Mr. Frank Yuan, Senior Project Manager, Bank of Communications Financial Leasing

### 13:05 Lunch

### 14:10 International Restructuring Regime Change: New Opportunities

Mr. Robert J. Gayda, Partner – Corporate Restructuring and Bankruptcy, Seward & Kissel LLP

### 14:25 The New Singapore Restructuring Regime: Practical Examples & Case Studies Explored By Different Stakeholders

#### Moderator

Mr. Mark O'Reilly, Director, Borrelli Walsh

#### Panel

Mr. Sim Kwan Kiat, Head – Restructuring and Insolvency, Rajah and Tann Singapore

Mr. Martin Brown, Partner, Stephenson Harwood (Singapore) Alliance

Mr. Charlie Hockless, Head of Singapore, VesselsValue

Mr. Jason Kardachi, Managing Director, Borrelli Walsh

## DIGITISATION FOR SHIPPING EFFICIENCY

### 14:55 Making Onboard And Offshore Payments More Efficient

#### Moderator

Capt. Vikas Grewal, Head of Business Division, Fleet Management Limited

#### Panel

Mr. Nitin Swarup Sokhey, Global API Manager, Standard Chartered Bank

Mr. Milind Sanghavi, Head of Digital Payments, OCBC Bank

Mr. Ryota Takenaka, Head of Sales, Marketing & Corporate Planning, MarCoPay Inc (NYK Group)

Ms. Aditi Sholapurkar, Head of Strategy and Investor Relations, InstaRem



#### 15:25 Creating A Fairer World Of Finance

Mr. George Cambanis, Managing Director, YieldStreet Marine Finance

#### 15:35 Increase Efficiency, Save Costs – Digitalization In Ship Management

Mr. Thomas Reckefuss, Managing Director, Thomas Schulte Ship Management

### GREEN FINANCE & CREATING CLIMATE WEALTH

#### 15:45 Hedging Your Risk In Marine Fuel

Mr. Travis Tay, Associate Director, Asia Pacific Exchange (APEX)

#### 15:55 LSF, Slow Steaming & Scrubbers

##### Moderator

Mr. Dimitris Belbas, Managing Director, Seafin

##### Panel

Mr. Kevin Humphreys, General Manager – Merchant & Gas Carrier Sales, Wärtsilä

Ms. Humera Ahmed, Vice President of Legal and Business Development, LISCR

Capt. Anurag Mathur, Managing Director – Singapore, V.Group

Mr. Tushar Gole, Managing Director, Integr8 Fuels

#### 16:15 Energy Transition Outlook: DNV GL Maritime Forecast 2050

Mr. Antony Linden, Business Development Director SEA, Pacific & India, DNV GL

#### 16:30 LNG As A Fuel For 2050

Mr. Tahir Faruqui, Global Head of Downstream LNG, Shell

#### 16:45 LNG And The Medium-Long Term Solutions To Address Environmental, Social & Corporate Governance

*Singapore has taken a pioneering position in promoting LNG as a marine fuel. Government authorities, fuel providers, owners and distributors discuss the role of LNG in achieving higher standards of responsibility, proper social and economic governance.*

##### Moderator

Mr. Richard Fulford-Smith, Managing Partner, Affinity (Shipping)



##### Panel

Mr. Christophe Malet, Senior Vice President – Upstream LNG, Hanas  
Mr. Peter Liew, Global Director – Business Development & Joint Venture Management, AET

Mr. Saunak Rai, General Manager, FueLNG

Mr. Rolf Stiefel, Vice President Sales & Marketing, WINGD

#### 17:15 The Poseidon Principles and Shipping Finance

*More than 10 traditional shipping banks have signed up to the Poseidon Principles – an initiative that requires banks to benchmark their lending in accordance to the IMO's decarbonisation targets – demonstrating the financier's responsibility to a cleaner environment. Will this intensify further still the lending process? Who will be the beneficiaries? How will it be monitored?*

##### Moderator

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

##### Panel

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

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

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

Mr. James Tong, Head of Global Shipping & Logistics APAC & Japan and Head of Diversified Industrials China, Citi

#### 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  
Networking Room

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# WEDNESDAY, 25TH SEPTEMBER 2019

08:15 Registration and Morning Coffee – Sponsored By



08:15 – 09:00

## BIMCO

### BIMCO GENERATION CHANGE

*The next generation of shipping leaders and innovators discuss how shipping must adapt to thrive in the future.*

#### Introduction

Mr. Michael Pomerleau, Partner, Rainmaking Innovation

#### Startup Power Pitches By

Mr. John Hahn, CEO and Co-founder, Ocean Freight Exchange (OFE)

Mr. Ronny Waage, Founder & Managing Director, Heron Advisory

Mr. Georg Schacht, CEO, ShipStock

Ms. Su Yin Anand, Co-Founder, YPSN (HK)

#### Moderator

Ms. Maite Bolivar-Klarup, General Manager South East Asia,

#### 09:10 Marine Money Asia Welcome

Mr. Andrew Oates, Business Development Manager, Marine Money Asia

#### 09:15 Fragmentation, Spot Orientation And Volatility In Dry Bulk

*How do dry bulk shipowners attract investments and finance in a low barrier sector characterised by fragmentation, spot orientation and volatility?*

#### Moderator

Mr. Kheng Sin Chu, Executive Director – Shipping Finance, Standard Chartered Bank

#### Panel

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

Mr. Per Heiberg, Chief Financial Officer, Golden Ocean

Mrs. Rakhi Rastogi, Global Head of Analytics, Cargill Ocean Transportation

Mr. Lei Yang, Managing Director, Sumec Ocean Transportation

#### 09:45 Wet Trades, Oil Demand & Vessel Supply

*The long awaited recovery in tanker rates has fallen short despite hype over IMO2020 and trade disruption in the Middle East. Will tanker investment pay its way in the 2020's?*

#### Moderator

Mr. Andrew Hoare, Head of Tanker & Gas Business, Pacific Carriers Limited

#### Panel

Mr. Vincent Lai, Chief Executive Officer, Landbridge Holdings Limited

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

#### 10:15 In Focus: Hapag-Lloyd AG

*With 235 container vessels in its fleet and a total carrying capacity of 1.7 million TEU, delivering goods to over 600 ports on all the continents, Hapag-Lloyd AG (ETR: HLAG) is one of the world's largest container shipping companies. Chief Financial Officer, Mr. Nicolás Burr, discusses consolidation, alliances, Asian finance sources and the importance of Asian growth.*

#### Interviewed by

Ms. Madeline Leong, Partner, Watson Farley & Williams

#### 10:35 Shipping Markets In The 2020s: Lessons From The Life And Music Of Bob Dylan

Mr. David Jordan, Regional Director Asia, Maritime Strategies

#### 10:55 Networking Break

## MARINE MONEY ASIA DEALS OF THE YEAR

#### 11:25 Export Credit Agency – East

**Winners:** Ksmart (K-sure, KDB, KEXIM, KAMCO, Bank of America Merrill Lynch, Standard Chartered, Citi)

#### Interviewed by

Mr. Benjamin Rose, Partner – Head of Shipping & Offshore Asia, Norton Rose Fulbright

#### Panel

Mr. Kevin S. M. Kim, Senior Manager – Shipping & Aviation Financing Desk, KDB Singapore

Ms. Amy Chow, Executive Director – Shipping Finance, Standard Chartered Bank

Mr. Jongsoo Han, Director – Maritime Project Finance Dept., Korea Eximbank

Mr. Yun Sun Jeong, Team Manager – Export & Agency Finance, Citi

#### 11:50 Leasing Deal Of The Year (East) – JOLCO Lease Financing For 10,000 Marine Containers

**Winners:** BNP Paribas & Minsheng Financial Leasing

#### Interviewed by

Mr. Paul Coggins, Partner, Norton Rose Fulbright (Asia)

## Panel

Mr. Logan Chong, Managing Director, Transportation Sector – Investment Banking APAC, BNP Paribas

Ms. Serena Wang, Head of Shipping Finance – Financial Markets Dept., Minsheng Financial Leasing

## 12:05 Green Ship Finance Deal Of The Year – East

**Winners: KfW IPEX-Bank, GIEK, Clean Marine & Quantum Pacific Shipping**

### Interviewed by

Mr. Gregg Johnston, Partner, Stephenson Harwood (Singapore) Alliance

## Panel

Mr. Sebastian Blum, Director – Maritime Industries, KfW IPEX-Bank  
Mr. Anders Gerlach Nielsen, Senior Vice President – Shipping, Offshore Projects & Yards, GIEK

Mr. Eirik Dahlberg, General Manager, Clean Marine

Mr. Kenneth Cambie, Chief Financial Officer, Quantum Pacific Shipping

## 12:30 What the Greater Bay Area Means For The Shipping Industry And The Opportunities

### Moderator

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

## Panel

Mr. Hing Chao, Deputy Chairman, Wah Kwong Maritime Transport Holdings

Mr. Jian Feng Xiong, Head of Shipping, CDB Financial Leasing

Ms. An Jingshu, Senior Manager, ICBC Leasing

Mr. Edward Liu, Counsel, Hill Dickinson Hong Kong

Mr. James Tong, Head of Global Shipping & Logistics APAC & Japan and Head of Diversified Industrials China, Citi

## 13:10 Lunch

## ALL FINANCE IS NOW CORE: TRADITIONAL, ALTERNATIVE AND LEASING

## 14:15 OSE – The World's Most Vibrant Shipping Exchange

Mr. Øivind Amundsen, Executive Vice President – Primary Market & Legals Affairs, Oslo Stock Exchange

## 14:30 Raising Fresh Finance On The World's Capital Markets, M&A & The New Goliaths Of The Next Decade

*The Oslo Børs has seen more activity in raising capital than the US Capital Markets in the past 24 months. Shipping equities have been broadly unexciting. M&A activity continues to create global leaders in the industry. Will 2020 see a new window of opportunity and will investors feel confidence again to place their money in the shipping industry?*

### Moderator

Mr. Ji W. Kim, Shareholder, Vedder Price

## Panel

Mr. Jon Connor, Managing Director & Head of Global Transport, HSBC

Mr. Erik Strømsø, Managing Partner, Pareto Securities

Mr. Joachim J. Skorge, Managing Director & Regional Head of Asia-Pacific, DNB Markets

Mr. James Stove-Lorentzen Jr, Managing Partner, NorthCape Partners

## 15:00 Interview with a Shipping Investor

*Chairman of Tiger Group Investments, one of the founders of Seaspan Corporation (NYSE: SSW) and major force behind private China based shipowner Greathorse, **Mr. Graham Porter** is a “non-conventional” first generation shipowner who has invested in most sectors and utilised most finance sources. Besides his shipping and business interests he is also very involved in several charitable associations*

### Interviewed by

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

## 15:20 New Finance, New Capital, New Investments

*Investing in shipping requires initiative, inventiveness and foresight. Experienced investors and alternative lenders discuss how to analyze shipping cycles intelligently and profitably.*

### Moderator

Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

## Panel

Mr. Christoph Toepfer, Founder & CEO, Borealis Maritime & Director, Australis Maritime

Mr. Philip Clausius, Founder & Managing Partner, Transport Capital

Mr. Alan Hatton, Managing Director, Foreguard Shipping

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

Mr. Ali Susanto, Managing Director, Braemar Naves Singapore

## 15:50 Shipping 2020's: Changing Winds & Fortunes

*We are entering a new decade which appears to be characterized by technological innovation, environmental diligence and overall lean shipping returns. Leading owners and financiers give us their views on how to remain profitable, how to satisfy shareholders and how to attract investors.*

### Moderator

Mr. Devandran Karunakaran, Managing Partner, Ince – Singapore

## Panel

Mr. Jan-Philipp Rohr, Global Head of Shipping, Hamburg Commercial Bank

Mr. Elias Sakellis, Partner and Chief Investment Officer, Borealis Maritime

Mr. Kevin Wong, President Director, PT Buana Lintas Lautan Tbk

Dr. Klaus Stoltenberg, Owner, FRAN Ships

## Marine Money Asia Thank You and Conference Concludes

Mr. Kevin Oates, Managing Director, Marine Money Asia

## Closing Cocktail Reception