

MARINE
MONEY



Hamburg Ship Finance Forum

Hotel Grand Elysee – Hamburg

Thursday, May 19, 2022

New Strategies for a New World

Partner



Prime Sponsors



MPC Capital



MPC CONTAINER SHIPS



Newport Shipping

Corporate sponsors



ARCTIC SECURITIES



BERENBERG
PARTNERSHIP SINCE 1599



交银租赁
Bocomm Leasing



CHRYSSSES
DEMETRIADES
Advocates • Legal Consultants

Deloitte.



EHLERMANN
RINDFLEISCH
GADOW



ELBE
FINANCIAL
SOLUTIONS



EURODRY LTD



EUROSEAS LTD



FPG AIM



Hamburg
Commercial
Bank



The Marshall Islands Registry
www.registerit.com



IDWAL



KFW IPEX-Bank



LIBERIAN REGISTRY
ALL FLAGS ARE NOT ALIKE



R



CMSI



Marsoft



NORTHERN
SHIPPING FUNDS



SEAHAWK
INVESTMENTS



SCOPE
Scope Group



SEWARD &
KISSEL LLP



STEPHENSON
HARWOOD



TRANSPORT
CAPITAL



VedderPrice



New Strategies for a New World

Marine Money's 20th anniversary event is the perfect time for the global ship finance community to convene in Hamburg....to catch-up with existing and prospective clients and friends, exchange views on the shipping markets and geopolitics– have fun and, as always...generate new ideas and deal flow!

Wednesday, May 18, 2022 at 6:00 PM

Pre-Conference Welcome Cocktail Reception

The Office of Ehlermann Rindfleisch Gadow

Ballindamm 26, Hamburg, 20095

Graciously Sponsored by EHLERMANN
RINDFLEISCH
GADOW



Thursday, May 19, 2022

8:00 Registration Opens – Coffee & Refreshments

Welcome from Marine Money & Conference Chairman

9:00 Conference Chairman's Opening Remarks

Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

9:10 Gaby Bornheim, Managing Director, Peter Döhle Schiffahrts, President, German Shipowners' Association (VDR)

9:20 Global Macroeconomic Outlook

The next 10 years may look different than the past 10 years.

- Inflation & Stagflation
- Outlook for Commodity Prices
- Global Interest Rates
- Deglobalization
- Energy Transition
- COVID

Edoardo Campanella, Senior Global Economist, UniCredit Bank AG

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

9:40 Forecast for Shipping Markets in a Changing World

The shipping industry has never faced so many market-altering forces. In this opening session, learn what the shipping research team at MSI is forecasting in the quarters, years, and decades ahead.

- Demand: Impact of High Commodity Prices on Shipping Rates & Vessel Values
- Geopolitics, Changing Commodity Flows, Energy Transition
- Supply: The Orderbook, Scrapping and Enviro-Vessel Speed

James Frew, Director, Maritime Strategies International (MSI)

9:55 Creating Carbon Credits to Fund Emissions Reducing Vessel Retrofits

Marsoft's "Green Screen" program provides a turn-key service for shipowners to generate cash from retrofits by creating Gold Standard certified carbon credits.

Arlie Sterling, President and Co-founder, Marsoft Inc.

10:05 Captains of Industry: Dr. Heinrich Schulte, Chairman, Schulte Group

As an owner of 90 vessels and manager of 600 others, Schulte Group has been leading member of the German shipping cluster for 5 generations. Employing 20,000 people at sea and 3,000 ashore, Schulte Group has thrived by maintaining the highest level of quality in all aspects of its diversified business. In this rare public appearance, Dr. Heinrich Schulte speaks with Christoph Toepfer about the lessons he's learned in the business - and how he sees the future.

Interviewed by: Christoph Toepfer, Founder & CEO, Borealis Maritime

10:30 Break

11:15 Capital Allocation in Cyclical Markets

Container vessel owners amassed record profits in 2021 - and there is no sign of a slow-down in 2022. But now a different strategic challenge has emerged: how best to allocate free cash flow to position businesses for long-term strength and success.

Constantin Baack, CEO, MPC Container Ships

Interviewed by Felix Noelke, Head of Arctic Securities Germany

11:35 Shipping Loan Portfolio Sales: Evolving from Distressed to Strategic

From private equity buyers to credit funds providing refinancing, a new industry has been built around the sell-off of shipping loan portfolios. Now, as the sale of German-controlled shipping loan portfolios comes to an end with the winddown and sale of hsh portfolio management's more than \$1bn of outstanding shipping loans, banks are about to shift their view on portfolio transactions towards strategic considerations, also taking into account their newly defined green banking path.

Thomas Mazur, Financial Advisory Head, Global Shipping & Ports Team, Deloitte

11:45 Closing the Data Gap: A Solution for Lenders Seeking to Gather Required Vessel Emissions Data

Commercial banks need to report emissions data on the vessels they are financing but gathering this data can be time consuming and challenging. The Scope Group solution could close the data gap, providing emission data on more than 70.000 vessels.

Ralf Garrn, Managing Director, Scope SE & Co.

11:55 Global Credit for Shipping: Market Conditions & Strategies for Success

Credit will always be the lifeblood of shipping investment, but today's abundant liquidity is impacting market conditions. In this session, a variety of active ship lenders discuss what they are seeing, and how they are responding, to today's unusual environment.

- Originating new deals while controlling cyclical and counterparty credit risk
- Making Loans when Some Borrowers Don't Need Loans
- Emissions Data Gathering and Reporting
- Is the Era of Loan Portfolio Sales, and Subsequent Refinancing Over?
- Credit Funds and Other non-Bank Lenders

Panelists:

Wijnand Botman, Managing Director, Direct Ship Finance

Carl Rehder, Vice President, Commercial - Europe, Bocomm Shipping Leasing (Europe)

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

Christian Stiefel, Director, Australis Maritime

Moderator: Michael Timpone, Partner, Seward & Kissel

12:30 Luncheon

1:40 In Focus: Dr. Arnt Vespermann, CEO, Offen Group

As new CEO of Offen Group, one Germany's most dynamic "tramp" owners, Dr. Vespermann with his long-standing experience as a former Board Member/CEO of Hamburg-Sud brings a very special perspective to the discussion about the evolving business models of liner companies and tonnage providers.

Interviewed by Philipp Wuenschmann, Head of Shipping, Berenberg

2:00 EEXI: The Importance of Accuracy and the Effect of Errors

John Nicholson, Head of Technical, Idwal

2:10 Investing in Vessel Retrofits: A Key to Cost-effective Emissions Reduction

Retrofits will be a key to complying with the emissions requirements imposed by regulators and charterers.

Ege Akcasoy, Managing Director, Newport Maritime Services & Managing Director and Advisor to the Board, Newport Shipping

2:20 Going Long: Fresh Ideas for Maritime Equity Investing

After three years of generating strong returns, Luxembourg-based Seahawk Investments discusses where they see future opportunity.

Hubertus Clausius, Portfolio Manager and Managing Director, Seahawk Investments

2:30 Green Ship Financing Sources: What They are Looking For Now

Investors and lenders are allocating more capital to sustainable financing. In addition to traditional lenders, several new platforms have been launched to offer financing for “green” shipping projects. In this session, get an overview of what’s available in the bank and fund market - and what’s required of borrowers.

- Taxonomy: What does “Green” mean for borrowers and lenders?
- Debt and Equity Products and Structures for Shipowners
- How Institutional Investors think about “sustainability” in shipping
- KPIs, emissions measurement and verification

Panelists:

Jens Mahnke, Managing Director, Elbe Financial Solutions

Wilhelm Magelssen, Partner & Fund Manager, NRP Maritime Asset Management, Premium Maritime Credit Fund

Maarten Biermans, Prow Capital (managers of the Green Shipping Fund)

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

Moderator: Jonathan Ward, Partner, Stephenson Harwood LLP

3:05 Break

3:35 What to Buy? Investing Equity in a Changing Shipping Market

From geopolitics to rising inflation and interest rates, from decarbonization to deglobalization, the next 10 years will likely look different than the previous 10 years for the shipping industry. In this closing session, a variety of active market participants discuss where they see opportunity today to raise and deploy equity capital.

- Newbuildings – What to Order When Regulations and Technology are Not Defined
- Comparing Equity Terms and Conditions from Europe, Scandinavia, Asia, USA, and UK
- Investment Opportunities Decarbonization
- What Charterers are Looking for in Tonnage providers

Panelists:

Andy Dacy, MD and Global Head Transportation Group, JP Morgan Asset Management

Charles Brown, Chairman, Lake House

Oliver Faak, Partner & Head of Europe, Transport Capital

Richard Grube, Managing Director, Nordic Hamburg

Moderator: Dylan Potter, Partner, Vedder Price

4:10 Venture Investing, Digitalization & Decarbonization

The shipping industry is poised for an exponential increase in the adoption of new technologies that support increased efficiency, vessel performance optimization and decarbonization.

Panelists:

Ioannis Martinos, Founder & CEO, Signal Group

Lucius Bunk, Managing Partner, Auerbach Schifffahrt / Strategic Partner & Shareholder, Flagship Founders

Moderator: Markus Buesig, President Marine & Offshore, North Europe - Lloyd's Register

4:30 What the Next Shipping Cycle Will Bring for German Owners

Today's shipping market is extremely robust for most sectors, but the traditional business model of tonnage providers may be changing. Learn how leading German owners are preparing for the next cycle – and a new world.

- Newbuildings & the Growth of a Multi-tiered Market
- A changing business model for the German shipping cluster
- Maritime Opportunities Created by the Growth in Renewable Energy
- Diversification – What to Buy in Today's Overheated Market?

Panelists:

Christian Rychly, Managing Director, MPC Capital

Nicolaus Bunnemann, Managing Partner, Atlantic Lloyd

Dr. Martin Harren, CEO, Harren & Partner Group

Moderator: Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

5:05 Closing Remarks

Cocktail Reception to Follow Graciously Sponsored by

Hotel Grand Elysee

