

MARINE M O N E Y A S I A

21st Annual Marine Money Week Asia

New Shipping Horizons and Landscapes

Asia's Largest Ship Finance Conference

27th & 28th September 2022

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The last two years have seen disruption in global supply chains caused first by the COVID pandemic and worsened by war in the Ukraine. At the same time there continues the ambition of shipping to decarbonise and find the ultimate propulsion and fuel combination. Until then there is technology available and more on the way to assist existing ships to reduce their carbon emissions and improve efficiency. Against all this there is a global economic environment seeing stunted growth, rising interest rates, rocketing energy prices and general disruption in supply lines.

Shipping still transports 90% of goods traded and key maritime stakeholders 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, 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 reins and driving the industry forward amidst increasing environmental regulations which are pressuring the industry to innovate and adapt fundamentally.

DAY 1 – TUESDAY, 27TH SEPTEMBER 2022

08:00 – 09:00 REGISTRATION

09:00 Opening Remarks

Andrew Oates, Business Development Manager, Marine Money Asia

09:10 Supply Chain Disruption, Inflation, Surging Dollar, Deglobalization and War: The economic landscape threatening growth

Despite supply and demand for shipping currently being strong and the expectation for firm markets in the coming period, there are macro issues at play driving inflation and threatening consumer demand. Should we be concerned that global politics and economics will dampen the prospects?

Moderator

Lisa Ortner-Ghouze, Global Head of Marketing, Financial Markets, Corporate, Commercial & Institutional Banking, Standard Chartered

Panel

Eric Robertsen, Global Head of Research & Chief Strategist, Standard Chartered

Abhishek Pandey, Global Head of Shipping Finance, Standard Chartered

James Marshall, CEO & Founder, Berge Bulk

09:40 State of the markets

Leading Maritime analysts discuss shipping fundamentals and the overall health and outlook for the Shipping sector.

Moderator

Heng Chih Chwen, Director, Shipping Finance, Standard Chartered

Panel

Arjun Batra, Executive Chairman, Drewry

Jianjun Wang, Regional Director, Asia, Maritime Strategies International (MSI)

Pietro Allevato, Capesize Dry Cargo Broker & Consultant, banca (oriente)

10:10 Shipping decarbonisation key challenges: what holds shipping decarbonisation back

Rasmus Bach Nielsen, Global Head of Fuel Decarbonisation, Trafigura

Interviewed by

Chu Kheng Sin, Managing Director and Regional Head, Shipping Finance ASEAN and South Asia, Standard Chartered

10:30 Sustainability Outlook for the Containership Sector

John McDonald, Executive Vice President – Chief Operating Officer, ABS

10:40 Turning crisis into Opportunity: Collaborating to Achieve Shipping Decarbonization

The effort to decarbonise shipping is a team effort and all shipping stakeholders must cooperate to make meaningful progress. There are risks involved – supporting the wrong technology – but the team effort is greater than any individual let downs. The Singapore effort to contribute to decarbonisation collaboration.

Moderator

Olav Nortun, Chief Executive Office (CEO), Thome Group

Panel

Panos Koutsourakis, Sustainability Director, ABS

Yvette van der Sommen, Director, Asia Pacific, Value Maritime

Ingmar Loges, Managing Director, Newport Shipping

Jesper Bo Hansen, Chief Revenue Officer, ZeroNorth

Pierre Carassus, Co-Head of Maritime Industries, Asia Pacific, Societe Generale

Toby Forrest, Head of Chartering and Shipping Operations, Pavilion Energy

11:15 Sustainability in Shipping: Navigating the energy transition

Laurence Odfjell, Chair, Odfjell

Interviewed by

Kenneth Lam, Chairman & CEO, Credit Agricole Asia Shipfinance

11:35 NETWORKING BREAK

12:00 China's zero covid policy and its impact on shipping

Rahul Kapoor, Vice President & Global Head of Commodity Analytics & Research, S&P Global

Interviewed by

Gregory Xu, Partner, Stephenson Harwood (Singapore) Alliance

12:20 Balancing long term energy transition goals with short term energy needs

Recent global events have put greater focus on immediate energy security needs. Has this caused a pushback in the energy transition from hydrocarbons to alternative sources?

Moderator

Lizzie Roe, Partner, Watson Farley & Williams

Panel

Alessandro Caroli, Senior Expert & Associate Partner, McKinsey & Company

Martin Brown, Senior Legal Counsel, BW Offshore

Geir Bakkelund, Head of Shipping & Asset Finance Asia, Corporate Finance, National Australia Bank

12:50 Petredec – A Global Powerhouse in LPG Shipping and Trading

Jonathan Fancher, CEO, Petredec Global

Interviewed by

Joachim Jaeger Skorge, Managing Director & Regional Head of Asia-Pacific & Middle East, DNB Markets

13:10 LUNCH

14:25 BSEA: A simple way to participate in the ever-changing decarbonisation movement

John Kartsonas, Managing Partner, Breakwave Advisors

14:40 Carbon Intensity Indicator – Impact Assessment

Alex Wright, Head of Singapore, VesselsValue



15:00 Financing the energy transition in shipping

- How influential are a shipowner's environmental criteria in the credit process?
- Are there pricing benefits and favourable terms for compliant borrowers?
- Will there be a two tier finance market going forward?
- Only environmentally sensitive owners getting finance?
- How to tap the green loan market?
- How to refinance the existing fleet going forward?

Moderator

Sue Ann Gan, Partner, Norton Rose Fulbright (Asia)

Panel

Logan Chong, Managing Director & Head of Shipping and Offshore, Greater China, BNP Paribas

Stephan Vetter, Vice President, Maritime Industries – Loan Origination & Structuring APAC, KfW-IPEX Bank

James Tong, Managing Director, Regional Head of Global Shipping & Logistics, Asia Pacific & Japan, Citi

Ting Zhang, Co-Head of Maritime Industries, Asia Pacific, Societe Generale

Philip Clausius, Founder & Managing Partner, Transport Capital

15:40 Interview with Gram Car Carriers

Georg Whist, CEO, Gram Car Carriers

Interviewed by

Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

16:00 Navigating the complex ESG and sustainability issues from a compliance view point and which fuels will help that path?

David Barrow, Vice President, Marine & Offshore, Bureau Veritas

16:10 New Shipping Horizons and Landscapes: How to stay ahead of the curve and remain profitable

Leading companies are making pioneering moves to future-proof their fleets and finance providers are increasingly requiring exemplary ESG performance from their clients.

Moderator

David Barrow, Vice President, Marine & Offshore, Bureau Veritas

Panel

Michael Parker, Chairman Global Logistics, Shipping and Offshore, Citi

Caroline Yang, CEO, Hong Lam Marine & President, Singapore Shipping Association

Christian Nolting, Head of Banking & Lending Relationship, Purus Marine

Jan Wilhelmsson, Chief Commercial Officer, Nautilus Labs

Nitin Mehta, Group Chief Financial Officer and Head of Strategy, GMS

Andrew Nimmo, Partner, Watson Farley & Williams

Closing cocktail kindly sponsored by



DAY 2 – WEDNESDAY, 28TH SEPTEMBER 2022

9:00 – 09:55 REGISTRATION

10:00 Opening Remarks

Kevin Oates, Managing Director, Marine Money Asia

10:10 A Different Approach towards Carbon Offsets – Nature Based Solutions and the Core Carbon Principles

John Chen, Head of Commodities Sales, ASEAN, Standard Chartered

10:30 Uncharted waters or familiar territory – which way next?

Adam Kent, Managing Director, Maritime Strategies International (MSI)

10:50 Optimum positioning to take advantage of rising tanker market fundamentals

The long awaited tanker recovery may have started but is not reaching peak rates. Longer term there remains the concern of oil being a diminishing source of energy. How to assess investment risks and what the next 48 months have in store?

Moderator

Anoop Singh, Regional Head, Tanker Research, Braemar

Panel

Eva Birgitte Bisgaard, Chief Commercial Officer, Maersk Tankers

Rohit Radhakrishnan, General Manager, Tanker & Gas, Pacific Carriers Limited

Matthew Blake, Director of Business Development, Teekay Tankers

11:20 NETWORKING BREAK

11:50 How best to monetise the continuing strong Dry Bulk market

Demand has remained high for dry bulk at a time when few new vessels are being delivered and few newbuilds being ordered. The prospect for a strong market remain. When is the time to cash in on asset appreciation, or is it better to cash cow the freight market?

Moderator

Ajinkya Kadam, Head of Partnerships, RightShip

Panel

Michael Jorgensen, Senior Vice President, Head of Dry Bulk, Klaveness

Stamatis Tsantanis, CEO, Seanergy Maritime Holding Corp.

Su Yin Anand, Head of Shipping, South32

12:20 Interview with Ioannis Martinos

Ioannis Martinos, CEO, Signal Group

Interviewed by

Joshua Politis, Deputy Managing Partner, Transport Capital

12:40 The importance of inspection data for understanding asset risk

Nick Owens, CEO, Idwal

13:00 LUNCH

14:20 Strategies for financing shipping cycles and the role of alternative finance

With many vessel sectors remaining strong and asset values high, how do banks and alternative finance providers balance the risk of financing against high asset value and strong cash flow and getting the loan down to historical averages in a timely manner?

Moderator

Simon Spells, Partner, Reed Smith LLP

Panel

Markus Wenker, Chief Financial Officer, FSL Trust Management

Jolene Chew, Co-Head, Origination and Structuring, Clifford Capital

Peter Wessel-Aas, General Manager, Fearnley Securities (Singapore)

Elias Sakellis, Chief Investment Officer, Borealis Maritime and Chief Executive Officer, Australis Maritime

Jon Jun-Hyung, Head of Overseas Investment Division & Director, KDB Infrastructure Investments Asset Management (KIAMCO)

James Stove-Lorentzen Jr, Managing Partner, NorthCape Partners



15:00 Should banks just focus on credit risk and let the industry handle the energy transition

Is there an argument for letting the industry determine the best way forward for energy transition and decarbonization whilst banks do what they do best and focus on credit risk from clients, collateral and cash flow. Should banks be required to retool as part of their commitment to co-create the decarbonisation journey?

Moderator

Ji Woon Kim, Shareholder, Vedder Price

Panel

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

Quincy Chan, Director, Asset Finance & Leasing, National Australia Bank

Stephanie Leow Jinn Yiun, Managing Director and Regional Head, Shipping Finance Greater China North Asia, Standard Chartered



15:35 Leadership, Strategy and Tactics in a Changing Market

It takes strong leaders and clear vision to successfully run any business. In the case of shipping there are arguably more external variables at play currently than at any other time – the energy transition, rising interest rates, the decarbonisation challenge, many ESG issues. How the industry's leaders view the future and make investment decisions today.

Moderator

Hoyoon Nam, Partner, Seward & Kissel LLP

Panel

Alan Hatton, CEO, Foreguard Shipping

Shmuel Yoskovitz, Chief Executive Officer, X-Press Feeders

Erik Lewenhaupt, President, Concordia Maritime

Vassilios Maroulis, Global Head of Shipping, Citi



Closing Remarks

Andrew Oates, Business Development Manager, Marine Money Asia

