

# MARINE MONEY

## 14th Annual Marine Money London Ship Finance Forum

26 January 2023

JW Marriott Grosvenor House London, Park Lane

### AGENDA

EFFICIENT – VERSATILE – ADAPTABLE

#### PARTNER



#### PRIME SPONSORS



#### COCKTAIL SPONSOR



ALANTRA



Ardmore Shipping



CHRYSSSES  
DEMETRIAIDES  
Advocates & Legal Consultants



CLARKSONS



CORE POWER

Deutsche Bank



EURODRY LTD

FPG AIM



IDWAL

Jefferies



LUXEMBOURG  
GREEN EXCHANGE  
By Luxembourg Stock Exchange



Maas  
Capital



MSI



MARITIME & MERCHANT  
BANK ASA



MARSOFT



MPC  
CONTAINER SHIPS

NJØRD



PELAGIC  
PARTNERS

ReedSmith



STEPHENSON  
HARWOOD



TAYLOR  
MARITIME



VM  
Value Maritime



VesselsValue

#### MORNING

08:15 **Registration and Welcome Coffee**

09:20 **Opening Remarks**

Mia Jensen, Director, Marine Money - Greek Office & Events

09:25 **Welcome Remarks from Standard Chartered, our Partner Sponsor**

Abhishek Pandey, Global Head of Shipping Finance, Standard Chartered

09:30 **Inflation, Dollar Appreciation, Deglobalization and Geopolitics: The economic landscape curtailing growth**

*After a profitable two years for many shipping sectors, there are now macro issues at play driving inflation and threatening consumer demand. Should we be concerned that global politics and economics will dampen the prospects?*

*From Standard Chartered Sarah Hewin, Head of Research, Europe and Americas and from Drewry Tim Power, Managing Director discuss where the global economy is headed in 2023 and how it will affect shipping.*

Interviewed by: Kevin Oates, Managing Director, Marine Money Asia

10:00 **Environmental regulations and its impact on ship market dynamics**

Martin Kjendlie, Managing Director, ViaMar (VesselsValue)

10:15 **Will Dry Bulk be the breakout segment in 2023?**

Turner Holm, Head of Research, Clarksons Securities

10:25 **The unexpected brings profitability: the expected brings company strategy**

# 14<sup>th</sup> Marine Money London Ship Finance Forum 2023

## AGENDA

*Owners and operators run their companies on known and expected market trends and anticipated technology and regulation. Profitability is reliant upon the unexpected macro economic and geopolitical factors. Owners explain their rationale and outlook for the year ahead.*

Moderator: Christopher Eitzen, Co-Head of Shipping Investment Banking, Clarksons Securities

### Panel

Robert Burke, CEO, Ridgebury Tankers

Peder Simonsen, Chief Financial Officer, Golden Ocean Group Ltd

Jeffrey Pribor, Chief Financial Officer, International Seaways

Ivar Hansson Myklebust, Chair of the Board of Directors, Gram Car Carriers

### 10:55 **New Nuclear for Maritime – The environmental and economic disruptor**

*How new marine-appropriate nuclear technologies is the only affordable, true-zero emission option for shipping*

Mikal Bøe, CEO, CORE POWER

### 11:05 **Developments in Decarbonisation**

*We read a lot and hear a lot about it but what is the actual progress being made to move towards decarbonization of shipping.*

Moderator: James Frew, Business Consultancy Director, Lloyd's Register

### Panel

Maarten Lodewijks, Co-Founder and Director, Value Maritime

Christian Rychly, Managing Director, MPC Capital

Ege Akcasoy, Managing Director, Newport Shipping

Anthony Gurnee, CEO, Ardmore Shipping Corp.

### 11:35 **IN FOCUS**

**Christos Begleris**, co-CFO of Star Bulk Carriers, steers the financial strategy and decisions made by this leading public dry bulk company. Star Bulk, one of the top performing companies in the Rightship risk rating globally, is a leader in care for the environment, with the installation of scrubbers on the entire fleet, and a thirst for innovation on the road to decarbonisation. Christos will be asked about the key challenges and opportunities for Star Bulk in 2023.

Interviewed by: Arlie Sterling, President and co-Founder, Marsoft

### 11:55 **Coffee Break**

### 12:25 **What's Next on the Horizon for the Shipping Markets - Storm Clouds or a Pot of Gold?**

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

### 12:40 **IN FOCUS**

**Sophocles Zoullas** has been in shipping for over 30 years in strategic, commercial and operational roles in private and public companies. He has bought and sold over 100 vessels, including 40 newbuilds, and is currently active in the drybulk, tanker and container markets. He has raised over \$600 million in primary and secondary issues and concluded an IPO. Privately he has raised over \$500 million of equity in the non-public institutional markets and over \$2 billion in the bank markets

*Soph is Founder, Chairman and CEO of Zenith Shipping We ask what is exciting in shipping that gets him up early and what, if anything, keeps him awake.*

Interviewed by: Kevin Oates, Managing Director, Marine Money Asia

### 13:00 **The Poseidon Principle Banks and their views of finance in 2023**

*How are industry trends in decarbonisation and regulation affecting bank lending and credit analysis in 2023.*

Moderator: George Macheras, Partner and Global Maritime Sector Co-Head, Watson Farley & Williams

### Panel

Abhishek Pandey, Global Head of Shipping Finance, Standard Chartered

Vassilios Maroulis, Global Head of Shipping, Citi

Paul Taylor, Global Head of Maritime Industries, Societe Generale

Stephen Fewster, Global Head, Shipping Finance, Sector Coverage – Transport & Logistics, ING

Christo Nikolov, Senior Vice President - Ocean Industries, DNB

### 13:35 **Lunch Break**

## AFTERNOON

### 14:45 **The spectrum of finance to shipping in 2023**

*There are many sources of finance for owners small and large and across all sectors. Once called alternative, these sources are now core finance to much of the industry.*

Moderator: Ian Mace, Partner and Global Head of Maritime Finance, Stephenson Harwood LLP

## AGENDA

### Panel

Nicholas M. Petrakakos, Partner & Managing Director - Maritime & Offshore, Investment Banking, Alantra  
Nicolai Heidenreich, Partner / Fund Manager – Maritime, NRP  
Halvor Sveen, Chief Executive Officer, Maritime & Merchant Bank  
Tobias Backer, Co-Founder, Fleetscape / Senior Advisor, Oaktree  
Toufitri Akdime, Senior VP, EnTrust Global

### 15:15 **IN FOCUS: The key to successful shipping investments**

**Pelagic Partners** is a shipping fund manager which incorporates the values of a family business and emphasizes the value of being aligned with partners by being an anchor investor in the fund themselves. Established only in 2020, the fund has made several shipping investments and has a strong pipeline of projects that could raise AUM to \$1bn, along a strategy of dedicated compartments with a focus on environmentally friendly shipping investments

We ask **Atef Abou Merhi**, co-founder and Managing Director of Pelagic Partners, about the investment strategy, the skill of attracting outside investors and plans for 2023

Interviewed by: Truls Wiel, Partner and Head of Shipping & Offshore, Corporate Finance, Arctic Securities

### 15:30 **Raising capital for shipping in 2023**

What are the capital raising opportunities in 2023 in London, Oslo and NY. What are the main criteria capital is calling out for shipping investments.

Moderator: Susan Riitala, Partner, ReedSmith

### Panel

Chiara Caprioli, Senior Business Development Manager and Sustainable Finance Expert, Luxembourg Stock Exchange  
Douglas Mavrinas, Global Head, Maritime Investment Banking, Jefferies LLC  
James Cirenza, Managing Director, DNB Markets  
Morten Mosegaard Christensen, CFO, Maersk Tankers.  
Espen Lysdahl, Director, Co-Head of Shipping, Investment Banking, Clarksons Platou Securities AS

### 16:00 **What do Shipping company investors want to see in 2023**

Shipping analysts and owners share opinions about which sectors to watch out for. What are the differentiating factors for shipping companies and sectors in the year ahead.

Moderator: Mark N. Ras, Managing Partner, Maas Capital

### Panel

Ben Nolan, Equity Research, Managing Director – Shipping, Rail & Energy Infrastructure, Stifel  
Constantin Baack, CEO, MPC Container Ships  
Turner Holm, Head of Research, Clarksons Securities  
Symeon Pariaros, CAO, CAO Euroseas and Eurodry Ltd.

### 16:30 **Common beliefs about green tech investments and why they are misleading**

Growing public and regulatory pressure for shipping to cut emissions, coupled with uncertainty around the fuels of the future, is leading to an increasing need for energy efficiency. Though tested and proven technologies are available there is still a reluctance from owners to invest. Njord, founded by Cargill, Mitsui and Maersk Tankers, offers a perspective on today's energy-saving technology adoption, and why misbeliefs about green tech investments are standing in the way of good business opportunities.

Frederik Pind, Managing Director, Njord

### 16:45 **EFFICIENT, VERSATILE, ADAPTABLE**

There are many moving pieces in the shipping space not least the decarbonization issue, rising interest costs and inflation, and the fuel price instability. Staying profitable requires owners to be able to move with the times and adapt to change, whether short term or longer term. Efficiency and versatility in terms of operations, finance, and strategic decision making is the name of the game.

Moderator: Gaurav Moolwaney, Managing Director, Shipping Finance, Standard Chartered

### Panel

Michael Parker, Chairman Global Logistics, Shipping and Offshore, Citi  
Andrian Dacy, Managing Director and Group Head, Global Transportation Group, J.P. Morgan Asset Management  
Ilias Katsoulis, Head of Shipping, Global Credit Financing & Solutions, Deutsche Bank AG  
Elias Sakellis, Chief Investment Officer, Borealis Maritime Ltd  
Mads Peter Zacho, Chief Executive Officer, Navigator Holdings Ltd

## Closing Remarks

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

### Conference Organisers:

Mia Jensen, Greek Director & Events, Marine Money International (Mobile: +30 697 22 100 69) [mia.jensen@marinemoney.gr](mailto:mia.jensen@marinemoney.gr)  
Kevin Oates, Managing Director, Marine Money Asia Pte Ltd (Mobile: +30 6944 302827)



## 2023 FORUM CALENDAR

To view all details about upcoming and previous forums please visit [www.marinemoney.com](http://www.marinemoney.com)

EVENT	DATE	CITY / TYPE OF EVENT
14th London Ship Finance Forum	Jan 26, 2023	London – In-person
21st Marine Money Hamburg	Feb 15, 2023	Hamburg – In-person
17th Gulf Ship Finance Forum	Mar 7, 2023	Dubai – In-person
2nd Palm Beach Superyacht Finance Forum	Mar 21, 2023	Palm Beach, FL, USA – In-person
14th Hong Kong Ship Finance Forum	Mar 28, 2023	Hong Kong – In-person
Marine Money Offshore Energy Finance Forum	Apr 25, 2023	Singapore – In-person
5th Annual Cyprus Forum	Apr 25, 2023	Limassol – In-person
23rd Norway Ship & Offshore Finance Forum	Jun 2023 TBA	Oslo – In-person
<b>35th Marine Money Week</b>	<b>Jun 20-22, 2023</b>	<b>New York City – In-person</b>
Copenhagen Members Only Private Event	Sep 7, 2023	Copenhagen – In-person
Marine Money – Climate Week	Sep 2023 TBA	New York City – Virtual
16th Monaco Superyacht Finance Forum	Sep 26, 2023	Monaco – In-person
<b>22nd Marine Money Week Asia</b>	<b>Sep 26-27, 2023</b>	<b>Singapore – In-person</b>
25th Greek Ship Finance Forum	Oct 17, 2023	Athens – In-person
<b>17th Korea Ship Finance Forum</b>	<b>Nov 1-2, 2023</b>	<b>Busan – In-person</b>
13th China Ship Finance Forum	Nov 2023 TBA	Shanghai – In-person
24th Ship Finance Forum NYC	Nov 16, 2023	New York City – In-person
2nd Marine Finance Forum – New Orleans	Nov 29, 2023	New Orleans, USA – In-person