

MARINE
M O N E Y

14th Annual Marine Money Hong Kong Ship Finance Forum

March 28, 2023

Renaissance Harbour View Hotel, Hong Kong

Corporate Sponsors



BNP PARIBAS



CRÉDIT AGRICOLE
CORPORATE & INVESTMENT BANK

FPG AIM

InvestHK

NorthCape

ReedSmith

STEPHENSON
HARWOOD

W F W
WATSON FARLEY & WILLIAMS

Cocktail Sponsor



The Marshall Islands Registry
www.register-iri.com

Conference Organizer:

Andrew Oates, Business Development Manager, Marine Money Asia

Telephone: +65 9012 0256 • asia@marinemoney.com

www.marinemoney.com

14th Annual Marine Money Hong Kong Ship Finance Forum

March 28, 2023

Renaissance Harbour View Hotel, Hong Kong

08:30 – Doors Open

09:30 – Welcome Remarks by Marine Money

Andrew Oates, Business Development Manager, Marine Money Asia

09:40 – Opening Address

KC Lam, Head, Consulate and Chamber Engagement, Invest Hong Kong

09:50 – State of the Markets

Parash Jain, Global Equity Sector Head, Shipping & Ports, Head of Transport Research, Asia-Pacific, HSBC

10:10 – Prospects for Dry Bulk in 2023

The dry bulk market had a good two years during COVID. Currently rates are down on last year but the outlook seems positive and interest in secondhand vessels is strong. What will 2023 bring, how will the re-opening of China affect the market and are we reaching the point where newbuilds are of interest?

Moderator: Benny Wu, Managing Director, Arrow Asia Shipbrokers

Panel

Olivia Lennox-King, Chief Operating Officer, Cetus Maritime
Capt. Chen Chang Zheng, Operations and Business Development Director, Wah Kwong Maritime Transport Holdings Limited
Gautam Khurana, Director (Finance), Precious Shipping
Stephen G. MacKenzie, Chairman of the Executive Committee, Portline Bulk International
Patrick Lo, CEO, Teh-Hu Cargocean Management

10:45 – In Focus: Cetus Maritime

Born from the merger between Asia Maritime Pacific and Hamburg Bulk Carriers, Cetus Maritime is now one of the largest privately held handysize operators with over 60 owned and managed vessels. In this interview, CEO Mark Young discusses the deal and the future of Cetus as it further leverages its experience, knowledge and global client network.

Mark Young, Chief Executive Officer, Cetus Maritime

Interviewed By: Mark Teng, Executive Director, Credit Agricole CIB

11:10 – Networking Break

11:40 – SLLP and ESG – key changes to ship finance facility agreements

Elton Chan, Partner, Stephenson Harwood

11:55 – Developments in Decarbonisation & Sustainable Finance

Long term there are many ideas and visions for decarbonisation. Short term is more difficult to navigate. How are owners and financiers determining best investments and green finance criteria?

Moderator: Andrew Rigden Green, Partner, Stephenson Harwood

Panel

Dr. Entela Benz, CEO, Intensel
Sanjay Relan, General Manager – Optimisation & Decarbonisation, Pacific Basin Shipping
Andre Koneberg, Managing Director, Chief Underwriting Officer Asia, Gard
Jackie Spiteri, Managing Director, Sustainable ESG

12:35 – Why Methanol?

Chris Chatterton, COO, Methanol Institute

12:50 – Lunch

14:00 – Finance Options in China and broader Asia

- *As interest rates increase, can traditional banks maintain their competitive edge over alternative lenders?*
- *How are banks assessing sector risk?*
- *Is there a level playing field for pricing and terms across Asian and international shipping players?*
- *Is refinancing Chinese leasing still an active pursuit of international banks?*

Moderator: Ali Susanto, Managing Director, Braemar Corporate Finance

Panel

James Tong, Managing Director, Global Shipping, Logistics & Offshore, Citi

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

Stephanie Leow, Managing Director & Regional Head, Shipping Finance, Standard Chartered

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

Tomasz Pietraszkiewicz, Head of Origination, Shipping Finance, Sumitomo Mitsui Trust Bank

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

14:45 – The Future of Chinese Financial Leasing

Although closed for visits, Chinese leasing continued to have a busy two years during COVID. With China now opening up and face-to-face meetings starting again, is it business as usual? Will the Chinese leasing companies continue to be a dominant player in big league shipping?

Moderator: Christoforos Bisbikos, Partner & Head of Hong Kong, Watson Farley and Williams

Panel

Mark Zhang, Senior Manager, CMB Financial Leasing

Sharon Guo, Senior Manager, Shipping Finance, Bank of Communications Financial Leasing

and others

15:15 – Investment opportunities in shipping in 2023

Moderator: Peter Lee, Partner, Reed Smith

Panel

Amit Sureka, Financial Controller, KC Maritime

Philip Clausius, Founder & Managing Partner, Transport Capital

15:45 – Leadership, Strategy and Agility: Shipping strategies for a changing world

With rising interest rates and higher inflation than for a decade, the world has changed. Shipping too is having to adapt to new regulation and decarbonisation deadlines. Owners need to be adaptable and versatile.

How to lead, stay ahead of the crowd and maintain a sustainable strategy.

Moderator: Richard Hext, Chairman, Hong Kong Maritime Museum

Panel

Wellington Koo, Chairman, Hong Kong Shipowners Association

Angad Banga, Chief Operating Officer, The Caravel Group

Capt. Hu Bin, Vice President, China Merchants Energy Shipping

John-Kaare Aune, Chief Executive Officer, Wallem

Asaf Malamud, CEO, Portline Group

16:30 – Closing Remarks and Conference Concludes

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

Closing Cocktail Reception *graciously hosted by*



The Marshall Islands Registry
www.register-iri.com

The Poolhouse, Grand Hyatt Hong Kong
(adjacent to conference venue)

Conference Organizer:

Andrew Oates, Business Development Manager, Marine Money Asia

Telephone: +65 9012 0256 • asia@marinemoney.com

Version 10 – 2023_03_20