

MARINE  
M O N E Y

# 14th Annual Marine Money Hong Kong Ship Finance Forum

March 28, 2023

Renaissance Harbour View Hotel, Hong Kong

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## Conference Organizer:

Andrew Oates, Business Development Manager, Marine Money Asia  
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[www.marinemoney.com](http://www.marinemoney.com)

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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

Ben Shum, Chief Financial Officer, 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

## 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

Lothair Lam, Deputy General Manager, Hong Kong Ming Wah 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 Poolhouse, Grand Hyatt Hong Kong**  
*(adjacent to conference venue)*

Conference Organizer:

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