

MARINE M O N E Y A S I A

22nd Annual Marine Money Week Asia

FORTUNES AHEAD

Asia's Largest Ship Finance Conference

26th & 27th September 2023
John Jacob Ballroom, St. Regis, Singapore

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The global geopolitical environment is volatile and uncertainty is abundant. Persistently high inflation, an uneven economic rebound from COVID, threats to globalisation and the existing global order, climate change and energy security concerns, technological innovation and war have created significant geopolitical risks.

With so many conflict points around the world one might have thought the shipping markets may be adversely affected. On the contrary demand remains robust, trade routes continue to add tonne miles and most importantly, in all sectors apart from the container trade, supply of ships is in good order. Even offshore, which went through a severe decade of decline, has rebounded on the back of a reprieve for oil. So at a time that there are worries about the state of the world, there is a good degree of optimism for the shipping industry.

Flexibility, frugality, efficiency, innovation, wise investments and of course access to finance is what will determine the future winners and the industry's fortunes ahead.

DAY 1 – TUESDAY, 26TH SEPTEMBER 2023

08:00 – 09:00 REGISTRATION

09:05 Welcome Remarks

Andrew Oates, Business Development Manager, Marine Money Asia

Abhishek Pandey, Global Head of Shipping Finance, Standard Chartered

MACROECONOMIC, GEOPOLITICAL & REGULATORY LANDSCAPE: NAVIGATING THIS UNIQUE MARKET

09:20 Balancing on the Summit

As we enter the last quarter of 2023, what are the prospects for the global economy? In this opening session, Standard Chartered's Kaushik Rudra, Global Head of Fixed Income Research & Head, Asia Research will share insights into the global macro outlook to identify where the bright spots are and the impact of inflation, interest rates, energy prices and black swan events on financing and investing.

Kaushik Rudra, Global Head of Fixed Income Research & Head, Asia Research, Standard Chartered

Interviewed By

Lisa Ortner-Ghouze, Global Head of Marketing, Financial Markets, Standard Chartered

09:40 Unprecedented Liquidity & Ample Risks: Navigating This Unique Market

Though the shipping industry and individual companies have built up huge liquidity over the past three years, careful consideration must be taken with fresh investments. Structure and pricing take precedent over leverage. What are the preferred assets?

Moderator

Punit Oza, Founder, Maritime NXT & Advisors, Motion Ventures

Panel

Esben Poulsson, Executive Chairman, Enesel

Philip Clausius, Founder & Managing Partner, Transport Capital

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

10:10 Revising IMO Targets & Ambitions

The IMO's Marine Environment Protection Committee has agreed to accelerate the reduction in GHG emissions from shipping to net-zero by 2050. What are the implications, challenges and opportunities.

Moderator

Heng Chih Chwen, Head of Maritime Research and Decarbonisation, Standard Chartered

Panel

James Marshall, CEO and Founder, Berge Bulk

Prof. Lynn Loo, Chief Executive Officer, Global Centre for Maritime Decarbonisation

Cristina Saenz de Santa Maria, Regional Manager South East Asia, Pacific and India, Maritime, DNV

Toby Forrest, Head, Operations and Chartering, Pavilion Energy
Pontus Berg, Chief Operating Officer, Purus Marine

10:45 Shmuel Yoskovitz, CEO, X-Press Feeders discusses recent expansion, investments in green fuels and technologies and how Asia, home to half the world's population, is driving global trade and growth.

Interviewed By

Pallavi Raje, Executive Director, Shipping Finance, Standard Chartered

11:05 NETWORKING BREAK

11:35 Outlook 2024: Can there be a soft landing?

Wayne Gordon, Managing Director, Global Asset Allocation and Head of APAC Investment Content & Communications, CIO, UBS

11:55 Singapore: A World Leader in Maritime Innovation

Singapore is a world leader in maritime innovation and leading the charge towards a decarbonised maritime industry. The session will discuss how the global industry is making progress in this area and the contribution being made by Singapore – new decarbonisation targets, new reporting metrics, electrification of ports and port infrastructure.

Moderator

Amy Chow, Managing Director, Shipping Finance, Standard Chartered

Panel

Kenneth Lim, Assistant Chief Executive (Industry and Transformation), Maritime and Port Authority of Singapore (MPA)

Caroline Yang, President, Singapore Shipping Association and Vice-Chair, International Chamber of Shipping and CEO, Hong Lam Marine

Eirik Barclay, CEO, Yinson Greentech

Anis Hussain, Vice President of Technology, Seatrium

12:30 Setting the Course: From Emissions to Solutions

Capt. Rajalingam Subramaniam, President and Group CEO, MISC Group

Interviewed By

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

12:50 LUNCH

SHIPPING SECTORS & MARKETS:

WHAT OWNERS, OPERATORS & INVESTORS NEED TO KNOW

14:15 Vessel Efficiencies, Dual Fuel Vessels And Prospects For Their Earnings And Values

Will Fray, Director, Maritime Strategies International (MSI)

14:30 The Car Carrier Market: One Year On

SE Asia is growing as car producers increase intra-Asia trade China, Korea and Japan are expanding their exports and the Asian EV story?

Georg A. Whist, Chief Executive Officer, Gram Car Carriers

Interviewed By

Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow



14:50 Offshore Wind: Efficiency and Scale to Meet Accelerating Demand

Demand for offshore wind is accelerating globally and also in Asia. The supply of maritime assets for this sector remains limited. Sourcing the expertise, technology and finance to meet demand.

Moderator

Christian Nolting, Head of Treasury and Banking, Purus Marine

Panel

Bjørn Kristian Røed, Chief Financial Officer, Havfram

Ingmar Loges, Board Member, NAV Engineering & Technology

Steve Ji, Director, Standard Chartered

15:20 Dry Bulk – China, India and a Small Orderbook

The supply side of the dry bulk equation has never been better. That has kept vessel prices high. The demand side seems less clear and this has brought freight rates down. When will we see a better balance in supply and demand? Is the option for new build dry bulk carriers approaching?

Moderator

Jayendu Krishna, Director & Deputy Head of Maritime Advisors, Drewry

Panel

Capt. Alok Kumar, Chairman, Alphard Group

Khalid M. Hashim, Managing Director, Precious Shipping

Stamatis Tsantanis, CEO, Seanergy Maritime Holdings Corp.

Gao Dehui, Chief Executive Officer, SDTR Marine

Yahya Karahasan, CEO, Susesea Bulk Pte Ltd

15:55 Strategies For Investing In Shipping Equities

Hubertus Clausius, Managing Partner / Portfolio Manager, Seahawk Investments

16:10 Improved Fortunes In The Tanker Market

Oil trades have definitely seen an improved market due largely to the impact of the removal of Russian oil from western markets. Are the higher rates sustainable? Do newbuildings make sense?

Moderator

Capt. Harmeet Bhatia, Managing Director, Heidmar Inc.

Panel

Anoop Singh, Global Head of Shipping Research, Oil Brokerage

Aksel C. Olesen, Chief Financial Officer, SFL Corporation Ltd.

Alan Hatton, Chief Executive Officer, Foreguard Shipping

**Closing Cocktail
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DAY 2 – WEDNESDAY, 27TH SEPTEMBER 2023

8:30 – 9:30 MORNING COFFEE AND REFRESHMENTS

9:30 Opening Remarks

Kevin Oates, Managing Director, Marine Money Asia

9:40 GIFT IFSC: India's Financial & Maritime Centre

Suresh Swamy, Partner, Price Waterhouse & Co. LLP
Amit Oza, Subject Matter Expert – Shipping, Price Waterhouse & Co. LLP

10:00 Container Ship Market: Key Facts And Outlook

Rinaldi Gumulya, Senior Analyst, Alphaliner (AXSMarine)

10:15 Fund Raising In Uncertain Times

Nicholas Gleeson, Chief Financial Officer, ADNOC

Interviewed By

Abhishek Pandey, Global Head of Shipping Finance, Standard Chartered

DECARBONIZATION: STRATEGIES THAT WORK

10:35 Onboard Carbon Capture

Onboard carbon capture (OCC) is a technology that is available and operational and can contribute to decarbonizing shipping. Technology providers and owners who have opted in discuss costs, benefits and what comes next.

Moderator

Frederik Pind, Managing Director, Njord

Panel

Yvette van der Sommen, Director, Asia Pacific, Value Maritime
Eng Kiong Koh, Director, Research and Projects, Global Centre for Maritime Decarbonisation

Ashish Anilan, Assistant Director iCARE, Bureau Veritas Marine (Singapore)

10:55 Preparing for EU ETS Regulation

From January 2023, the EU's Emissions Trading System (EU ETS) has been extended to cover CO2 emissions from all large ships (of 5000 gross tonnage and above) entering EU ports. Learn more about how Asian ship owners are preparing for it by leveraging on new financing and investment opportunities.

Moderator

Lizzie Roe, Partner, Watson Farley & Williams



Panel

Lucy Palairat, Director, Carbon Markets Development, Standard Chartered

Erlend Engelstad, Head of Commercial – Asia, European Energy Exchange

Susana Germino, GM Sustainability & Decarbonisation, Swire Shipping/Swire Bulk

11:20 NETWORKING BREAK

11:50 Future-Fit Ships: How to Maximise Existing Assets and Renew a Fleet through Transitional Times

Jack Spyros Pringle, Lead Consultant, Business Advisory, Lloyd's Register

12:05 The CO2 Reduction Opportunity From Retrofitting Existing Vessels

There are a variety of retrofit technologies to reduce the carbon footprint of existing vessels. Strategies for financing these technologies, measuring their effectiveness and selecting the best fit.

Moderator

Shane Balani, Director, Research & Projects, Global Centre for Maritime Decarbonisation

Panel

Yuichiro Yamaguchi, Global Head of Ship Finance, Corporate Finance Dept., Div. 4, Development Bank of Japan
Stephan Vetter, Vice President, Maritime Industries, KfW IPEX-Bank

Rajbir Talwar, Chief Investment Officer, FPG AIM

Roy Yap, Regional General Manager, Avantis Marine

Adrian Shakib, Head of Retrofit & Upgrades, MAN Energy Solutions Singapore

12:30 The Importance of a Standardised Methodology and the Use of Data in Asset Integrity Assessments, in Corporate Finance, M&A and S&P Transactions

George Haysom, Chief Commercial Officer, Idwal

Interviewed By

Kevin Oates, Managing Director, Marine Money Asia

12:45 The Energy Behind Green Alternative Fuels

Moderator

Mike Watt, Director, Future Shipping Team, South Asia & Pacific, Bureau Veritas Marine (Singapore)

Panel

Edgare Kerkwijk, Board Member, Asia Wind Energy Association
Bob Effendi, Chief Operating Officer, Thorcon Indonesia
Nizar Damree, Head of Business Development, Renewables Asia Pacific, Equinor

**SHIPPING FINANCE:
STRATEGIES, OPTIONS & RESPONSIBILITIES**

14:25 What Role Do Financiers Have In Influencing Best Practices

Shipping finance from global shipping banks remains the steadfast source for many shipowners big and small. However, the credit process and the ESG expectation from investors has made the choice of client and structure of deal change.

Moderator

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

Panel

Carsten Wiebers, Global Head of Mobility, KfW IPEX-Bank
Pierre Carassus, Co-Head of Maritime Industries, Asia Pacific, Societe Generale
Christos Tsakonas, Global Head of Shipping, DNB
Logan Chong, Managing Director & Head of Shipping and Offshore, Greater China, BNP Paribas
Mark Teng, Executive Director, Credit Agricole CIB
Jolene Chew, Head, Maritime Industries, Clifford Capital

15:00 The Resilience and Attractiveness of Chinese Leasing

The China controlled tonnage has now become the largest globally and Chinese leasing remains a mainstay for major global shipowners.

Yuyang Zhao, Manager, Shipping Finance, BOCOM Financial Leasing
Tianyi Zhang, Manager, Shipping Leasing Dept., CMB Financial Leasing

Interviewed By

James Stove-Lorentzen Jr, Managing Partner, NorthCape Partners

15:20 Investing In Middle-aged Vessels

Why middle-aged vessels can be environmentally sustainable and a good investment opportunity.

Steve Kunzer, CEO, Lila Global

Interviewed By

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

15:40 Capital Allocation Strategies In Shipping Today

Shipping projects reach out to a plethora of finance options from plain debt to mezzanine, to equity both private and public and to bonds. There appears to be a finance source for virtually any shipping project.

Moderator

Jeffrey Tanner, Partner, Stephenson Harwood (Singapore) Alliance

Panel

Kenneth Lam, Founder and CEO, SeaCapital Limited
Ting Zhang, Co-Head of Maritime Industries, Asia Pacific, Societe Generale
Tom Zachariassen, Partner & Head of South and Southeast Asia, Transport Capital
Elias Sakellis, Chief Investment Officer, Borealis Maritime and Chief Executive Officer, Australis Maritime
Mark Haines, Managing Partner, Stamford Shipping

16:15 Fortunes Ahead: Strategies For Sustainable Profits And Growth

Maintaining healthy balance sheets and fueling future expansion is crucial. Navigating the unpredictability in the maritime industry.

Moderator

Dimitris Belbas, Managing Director & Head of Shipping Finance, Seafin

Panel

Julian Villar, Head of Corporate Finance, Stolt-Nielsen
John Papaioannou, Chief Financial Officer, Petredec Group
Martin Brown, Head of Corporate Finance, BW Offshore

Champagne TOAST TO SUCCESS and Closing Remarks

