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13th Annual Marine Money China Ship Finance Forum

7th November 2023

Grand Ballroom, Ritz-Carlton Shanghai, Pudong

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13th Annual Marine Money China Ship Finance Forum

CHINA: THE REOPENING

08:00 Registration

09:20 Marine Money Welcome

Andrew Oates, Business Development Manager, Marine Money Asia

**09:30 Welcome Remarks by
Shanghai Financial Association**

Shuai Shi, Executive Deputy Secretary General, Shanghai Financial Association

**09:40 Welcome Remarks by
Lujiazui Financial City**

Liang Qin, Deputy Director, Lujiazui Administration Bureau

**09:50 Welcome Remarks by
Leasing Association of Shanghai**

Zhao Hongwei, Secretary General, Leasing Association of Shanghai

10:00 Macro Outlook and China's Trade Trajectory

Becky Liu, Managing Director, Head, China Macro Strategy, Standard Chartered

**10:20 The Reopening Of China And the Impact
On Shipping Demand**

After almost four years, China has now reopened for travel, trade and commerce. China's insatiable appetite for commodities has returned for some cargoes but not others. Will China again be the driver for bulk shipping in 2024 and beyond or are there other forces at play?

Adam Kent, Managing Director, Maritime Strategies International



DECARBONISATION AND FUTURE FUELS

10:40 Low Carbon Design and Ship Development

Zhang Zhuo, Deputy Director, Innovation Center, Shanghai Merchant Ship Design and Research Center (SDARI)

**10:55 Chinese Shipyards Emerging To Build
Tomorrow's Ship Designs**

Shipyards are at the forefront of innovation. The efforts being made by Chinese shipyards in designs and technologies to build the ships of the future.

Moderator

Maureen Xiang, Executive Director, Shipping Finance, Standard Chartered

Panel

Victor Lee, Managing Director, Business & Marketing Dept., Guangzhou Shipyard International

Lizhong Guo, Chief Financial Officer, Shandong Shipping Corporation

Xin Man, General Manager – Business Development and Operations Dept., Seacon Shipping Group Holdings Limited

Cui Yuwei, Director, Shanghai Rules & Research Institute, China Classification Society (CCS)

11:30 Networking Break

**12:00 What Will Be The Future Fuel And What
Will Be The Contribution Of China?**

Dr. Domagoj Baresic, Research Associate, University College London

**12:20 International Owners Building Vessels And
Raising Capital In China**

Shipowners discuss the strategic decision about where to construct vessels, where to source finance and the China contribution to their business.

Moderator

Dimitris Koukas, Managing Director, Optima Shipping Services

Panel

Gustav Sannem, VP Finance & Deputy CFO, Odfjell

Christian Nolting, Head of Treasury and Banking, Purus

Knut Mathiassen, Managing Director, Oceans 8 Consulting FZ LLC

Gerry Zolotas, Executive Director, Eurofin Group

13:00 Lunch

AFTERNOON

FINANCE OPTIONS AND TRENDS

14:15 Special Relationship Between Greek Shipping and Chinese Shipping and Finance: An Interview with George Xiradakis

George Xiradakis, President, Association of Banking and Financial Executives of Hellenic Shipping & Founder, XRTC Business Consultants

Interviewed By

Kevin Oates, Managing Director, Marine Money Asia

14:35 Bank Finance Solutions in China

Chinese owners and leasing companies have close relationships with the international banking community for debt and credit.

- What are the recent trends?
- Which sectors are favoured?
- Is decarbonisation a critical issue?

Moderator

Conor Warde, Partner, Head of Ship Finance – Asia, CMS

Panel

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

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

15:00 JOLCO Financing of Chinese Shipping

Moderator

Madeline Leong, Partner, Watson Farley & Williams

Panel

Ding Yuzhou, Consultant, FPG Asset & Investment Management Asia

Zhen Ma, Deputy Director, Transport Finance Division, SINOSURE Jiangsu Branch

Wang He, Director, Financial Markets, Taiping & Sinopec Financial Leasing



15:30 Big Ticket Shipping Transactions

Optimising collaboration with all finance parties, including Chinese lease companies, in structuring large-scale transactions.

Martin Brown, Head of Corporate Finance, BW Offshore

Interviewed By

Simone Liu, Partner, Stephenson Harwood

15:50 Chinese Leasing: Outlook and Opportunities, Sectors and Terms in 2024

Chinese lease financing remains a dominant force in global ship finance. For high value specialised vessels it is the preference of many owners but also older fleets can also access this source of finance.

Moderator

Christoforos Bisbikos, Partner & Head of Hong Kong Office, Watson, Farley & Williams

Panel

Channing Wang, Regional Relationship Manager, BOCOM Financial Leasing

Ling Zhou, Head of Shipping Finance, CMB Financial Leasing

Wang Zhao, Executive Director, AVIC International

Zhonglu Yan, Head of Shipping Finance, SPDB Financial Leasing

James Stove-Lorentzen Jr, Managing Director & Partner, NorthCape

Closing Remarks

Andrew Oates, Business Development Manager, Marine Money Asia

Closing Cocktail Reception
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