

MARINE MONEY

18th Annual Marine Money Gulf Ship Finance Forum

Wednesday, 6 March 2024

Waldorf Astoria DIFC, Dubai

AGENDA

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THE GULF: OPPORTUNITY AMID DISRUPTION

09:00 Registration & Welcome Coffee

10:00 Welcome Remarks

Mia Jensen, Director Greece & Events, Marine Money International

10:10 The Soft Landing Goes Global

Edward Bell, Senior Director - Market Economics, Emirates NBD

10:30 WFW Sustainability Imperative 2.0 Report – Key Takeaways for Shipowners, Financiers and other maritime industry players

Presented by: Michael Savva, Partner and Charlotte Knight, Senior Associate, Watson Farley & Williams

11:00 Dry Bulk shipping outlook: how to interpret the multiple unknowns and make the right decisions

Each market sector has a different dynamic but despite a troubled world there is still a lot of investment activity across the industry. Dry bulk is well positioned on the supply side. More challenges surround on the demand side including canals and wars. Which investment strategy suits best for dry bulk in 2024?

Introduction and Moderator: John Su, Group Chairman & CEO, Erasmus Shipinvest Group

Panel:

Michael Fenger, Chief Commercial Officer, Norvic Shipping Middle East DMCC

Steve Kunzer, Chief Executive Officer, Lila Global

Numair Shaikh, Chief Executive Officer, Tomini Group

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11:30 INTERVIEW

TBA, Emirates Shipping Association

Interviewed by: Tien Tai, Partner, Holman Fenwick Williams

11:55 Coffee Break

12:25 Moving Marine Markets : The Energy Transition and Shipping

Tim Smith, Director, Maritime Strategies International (MSI)

12:45 Consolidation and Growth in the Offshore Sector

Moderator: Fazel A. Fazelbhoy, Chief Executive Officer, Synergy Offshore FZ LLE

Panel:

Alok Kumar, Chairman, Alphard Group

Friedrich Portner, Chief Commercial Officer of the Maritime Cluster, Abu Dhabi Ports,

George Giannakis, Managing Partner - Maritime & Offshore Investment Banking, Alantra

Mark Kachouh, Managing Director - Middle East, All Energy Services

13:15 Lila Global: Investment plan

Nitin Mehta, Group Chief Operating Officer, Lila Global

13:30 Lunch Break

14:40 Navigating the volatile path to maritime decarbonization : shipbuilding investment perspective

Daejin Lee, Global Head of Research, FertiStream Freight

15:00 Markets for Carbon and the Shipping Market

Hauke Kite-Powell, Senior Vice President, Managing Decarbonization, Marsoft Inc.

15:25 Loans, leases, equity and JVs. Ship finance sources available to Gulf shipowners

There are a host of finance sources available but individual deals need tailored solutions. A discussion about finance, structures and which deals fit which finance best.

Moderator: Ian Mace, Partner, Stephenson Harwood LLP

Panel:

Bilal Hasan Ashraf, Head – Energy & Marine and GLC (Fuj), Corporate Banking, National Bank of Fujairah PJSC

Mohamed Sijilmassi, VP. Finance Treasury and Insurance, ADNOC L&S

Nadeem Samaha, Senior Executive Officer, Bridgefort Maritime Limited

Nicholas M. Petrakakos, Partner & Managing Director, Maritime & Offshore Investment Banking, Alantra

Iraklis Tsirigotis, Director of Origination, Neptune Maritime Leasing

Souren Gharnagharian, Investment Manager – Middle East, Australis Maritime

16:05 Running a shipping business when there are so many unsure variables and no certainty about future prospects

From the socio-political events we heard about this morning, to new shipping regulations and future fuels, to shipyard capacity and order book, to high vessels values. How to invest, finance and efficiently run your business and take advantage of new opportunities?

Moderator: Chris Peters, Head of Sales and Purchasing, Montfort Investments Ltd (DIFC)

Panel:

Peter Wessel - Aas, Investment Manager, Borealis Maritime

Elie Fakhoury, Senior Managing Director, Teneo

Ali Susanto, Global Co-Head, SSY Finance,

Gaurav Mehta, Director, Best Oasis Limited

Closing Remarks

Cocktail Reception *co-hosted by: IRI / The Marshall Islands Registry*

Conference Organisers:

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