

# 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

Nitin Mehta, Group Chief Operating Officer, Lila Global

Numair Shaikh, Chief Executive Officer, Tomini Group

**11:30** Emirates Shipping Association – the unified voice of the UAE maritime industry

Anders Østergaard, Secretary General, Emirates Shipping Association

*Interviewed by:* Tien Tai, Partner, Holman Fenwick & Willan

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**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. Fazelbhoj, Chief Executive Officer, Synergy Offshore FZ LLE

*Panel:*

Alok Kumar, Chairman, Alphard Group

Sanaz Taransari, Managing Director, Seaport UAE

Friedrich Portner, Chief Commercial Officer - Maritime Cluster, Abu Dhabi Ports Group

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

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

**13:15 Lila Global 2.0**

Steve Kunzer, Chief Executive 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.

**15:20 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 & Co-Founder, Bridgefort Maritime Group

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

Iraklis Tsirigotis, Director of Origination, Neptune Maritime Leasing

Souren Gharnagharian, Investment Manager - Middle East, Australis Maritime

**16:00 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

Gaurav Moolwaney, Managing Director, Transportation Finance, Standard Chartered Bank

Tim Coffin, Chief Executive Officer, Tristar Eships

**Closing Remarks**

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

**Conference Organisers:**

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