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# 1st Panamá Maritime Finance & Trade Forum

Wednesday, March 6, 2024

Hilton Panamá, Panamá City, Panamá



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# Marine Money Panama:

## A global thoroughfare connecting maritime trade, infrastructure, finance, with business and investment opportunities

The inaugural **Marine Money Panama** conference will bring together, major players from across the region and around the world to develop opportunities.

The trade and shipping ambitions of the region, Panama's essential canal, bunkering and port logistics are a huge and inspiring opportunity.

The Flag and professional services community, which have contributed to the nation's critical role in the global supply chain, supporting the facilitation of expansive transactions and finance opportunities.

And nowhere is the drive for decarbonization, with all its resulting development angles, more concentrated.

**Marine Money Panama** will present dynamic opportunities bringing together projects, businesses and opportunities with global sources of risk tolerant capital.

**Marine Money** is thrilled, with its Partner, Sponsors and Supporters, to host this enormously important shipping, infrastructure, climate and trade summit in Panama's physically striking landscape.

**8:30 Registration Opens**  
Welcome Coffee – Star Bay Ballroom Foyer – Level B

**9:00 Conference Convenes – Star Bay Ballroom**

**9:05 Marine Money Welcome**  
James R. Lawrence, Charman, Marine Money

**9:10 Delegate Welcome and Opening Remarks**  
Volney Guinard, General Director - Public Registry of Ships,  
Panama Maritime Authority

**9:30 The Panama Maritime Authority's Vision for the Future: The Panamanian Ship Registry supports owners around the world. Competitive, efficient and respected, the Flag and its Administration constantly invest in best practices, including now a strategic collaboration with owners, financiers and professional stakeholders to support the industry's ambitious and vital net-zero efforts.**  
  
Rafael Cigarraista, General Director of Merchant Marine, Panama Maritime Authority

**9:50 The confluence of Climate, Geopolitics and Trade: Opportunities and challenges for the supply chain, asset values and ship finance in a turbulent world.**

Dr. Arlie G. Sterling, President, Marsoft Inc.  
Luis M. Cañizales, Data & Research Analyst, Maritime Strategies International (MSI)  
Schreiner Parker, Managing Director, Latin America, Rystad Energy  
**Moderator**  
TBD

**10:25 Global Maritime Finance: A review of current appetite, transaction types, pricing and structures.**

JR Zambrotta, Managing Director – Transport, Hudson Structured Capital Management Ltd.

**10:40 Networking Break – Star Bay Ballroom Foyer**

**11:05 Panama's leading local Shipowners and their local banks discuss what success looks like and what is needed for the future.**

Raul D. Arosemena, Vice President, BAC Credomatic  
Panama Shipowners' Association - Asociación de Armadores Panameños (ARPA) representative TBD  
**Moderator**  
Pilar Castillo, Partner, Arias, Fábrega & Fábrega (ARIFA)



**11:40 Opportunities (and Challenges) for Shipowners and Panama, its registry and renown legal and professional community**

TBD

**11:55 Panama Round up in an era of energy transition:**  
Alternate fuel bunker projects; Canal infrastructure; Port electrification efforts.

Rasmus Jacobsen, Managing Director – Americas, Monjasa Inc.

Marco A. Guerra, CEO, CB Fenton & Co.

**Moderator**

TBD

**12:30 Networking Buffet Lunch –  
Star Bay Ballroom Foyer and Star Bay Ballroom**

**2:00 Financing ships in Latin America can be challenging due to issues ranging from rule of law to cabotage. In this session, a seasoned ship finance veteran, who has done deals throughout the region, shares his experiences - and offers advice to lenders, borrowers and investors.**

Paul Packard, Managing Director, Merchant Prospect Limited

**2:20 China's Maritime, Trade, Ship and Port finance appetite and expertise**

Han Deng, Partner, Transportation – Asset Finance, Reed Smith LLP

Others TBD

**2:35 Attracting and putting capital to work: Growing regional sources and appetite through syndications and bilateral partnerships, Strategies for banks and financial institutions looking to expand into the maritime finance market.**

Kevin O'Hara, Managing Director, AMA Capital Partners

**2:50 The Energy Transition and Major Infrastructure Projects: Legal and Financial Opportunities and Challenges associated with large scale projects.**

Fernando Aued, Partner, Arias, Fábrega & Fábrega (ARIFA)

Jorge Loaiza, III, Partner, Arias, Fábrega & Fábrega (ARIFA)

Other Participants (TBD)

**3:10 Networking Break – Star Bay Ballroom Foyer**

## **A Region of Powerful Growth and Importance**

**Shipowning dynamism, port and logistics solutions and transactional opportunities – where vision, commitment and finance are all key.**

**3:35 Sagitta Marine, Panama City base, Latin American focused but global in client service, Building a successful asset and people intensive customer focused business. A discussion on the building blocks of success.**

Thomas Zaidman, Managing Director, Sagitta Marine

**Interviewed by**

Ben Padilla, Executive Director, FPG AIM Americas, Inc.

**3:55 Timing is Everything: Interocean Transportation Inc. If one were to write a fictional novel on a wildly successful South, Central American and global ship owning company, the true story of Interocean Transportation would prove far more fascinating. A talk with its creator led by a long-time friend and colleague.**

Felipe Menéndez, President & CEO, Interocean Transportation Inc.

**Interviewed by**

Len Hoskinson, President, Ravenship Management Services Inc.

## **4:15 Shipowners' Round Table**

Thomas Zaidman, Managing Director, Sagitta Marine

Felipe Menéndez, President & CEO, Interocean Transportation Inc.

Juan Carlos Heilbron, Executive Vice President, Trader Tanker Group

Others TBD

**Moderator**

Jorge Ramirez Arias, Partner, Arias B. & Associates

**4:55 Conference Closing Remarks**

**5:00 Post Conference Networking Cocktail Reception in the Infinity Room and Pool Area until 7:00 pm**

