



23rd Annual Marine Money Week Asia

NAVIGATING A STRONG MARKET

Asia's Largest Ship Finance Conference

24th & 25th September 2024
John Jacob Ballroom, St. Regis, Singapore

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Asia's Largest Ship Finance Conference

Navigating A Strong Market: Liquidity, Prosperity, Uncertainty, Complexity

In the biggest election year in history, shipping remains tied to national policies and geopolitical events shaping the global economy. With political uncertainty and ambiguity abound, ship owners and operators must build resilience, develop flexibility and remain agile to manoeuvre rising volatility.

On the bright side, firm shipping markets and healthy vessel supply/demand fundamentals have delivered strong cashflows allowing owners to deleverage and rebuild cash reserves.

Although shipping finance is now widely available and from multiple sources and geographies, impending environmental regulations and technological innovations are adding increasing layers of complexity.

How can shipowners, operators, financiers and investors interpret the data to leverage these strong shipping markets.

DAY 1 – TUESDAY, 24TH SEPTEMBER 2024

08:00 – 09:15 REGISTRATION & NETWORKING COFFEE

09:15 Welcome Remarks

Andrew Oates, Managing Director, Marine Money Asia

Abhishek Pandey, Managing Director, Global Head of Transportation Finance, Standard Chartered

09:25 Kaushik Rudra, Standard Chartered's
Global Head of Fixed Income and Head, Asia Research

shares insights into what the outlook is for growth, FX and rates, against a backdrop of geo-economic uncertainties, easing interest rates and inflation.

09:45 Regional Challenges & Opportunities

Singapore remains the number one shipping centre in the world. Asia's cargo demand in all sectors continues to thrive. China and now India are still fast growing economies with massive populations. Is Singapore and the region at large the natural home to the next generation of shipping conglomerates?

Moderator

Abhishek Pandey, Managing Director, Global Head of Transportation Finance, Standard Chartered

Panel

Caroline Yang, President, Singapore Shipping Association and Vice Chair, International Chamber of Shipping

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

Tan Beng Tee, Executive Director, Singapore Maritime Foundation (SMF)

10:15 Strong and Inefficient Fundamentals:
A Sustainable Combination?

Adam Kent, Managing Director, Maritime Strategies International, Ltd. (MSI)

10:35 Shipping is simple to navigate, geopolitics needs a lot of thought

Shipping supply is measurable and predictable and generally we are in a good place for the next 2-3 years. But wars and canal disruptions, a China slowdown and Indian growth are the "unknown knowns" and require more thought. How to navigate black swan events, invest in the future and prepare for any downturn or unexpected events.

Moderator

Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

Panel

Jeremy Nixon, Chief Executive Officer, Ocean Network Express (ONE)

Shmuel Yoskovitz, Chief Executive Officer, X-Press Feeders

Jeremy Sutton, Chief Executive Officer, Swire Shipping

Pierre Carassus, Head of Maritime Industries, Asia Pacific, Société Générale

Steve Ji, Director, Transportation Finance, Standard Chartered

11:10 NETWORKING BREAK

11:40 Capital Structure Insights: A Sea of Change?

The potential impact of ESG transition on capital allocation by shipping companies over the medium term and whether their balance sheets are well positioned to manage this.

Khuat Dieu Anh, Executive Director, Capital Structure & Rating Advisory, Standard Chartered

12:00 Creating Efficiencies and Improving Performance on a Dry Bulk Fleet

Stamatis Tsantanis, Chief Executive Officer, Seanergy Maritime Holdings Corp.

Interviewed By

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

12:20 Shipping and the Road Towards Decarbonisation

Much effort is being made to meet decarbonisation targets and to make the global fleet cleaner. Which technologies are currently favoured? Which dual fuel engine types are top of the list? What is the operating reality of decarbonization and its cost? Owners and experts discuss the current situation and how to reach the coming targets.

Moderator

Shane Balani, Director, Research and Projects, Global Centre for Maritime Decarbonisation (GCMD)

Panel

Mark Cameron, Managing Director, Ardmore Shipping Asia
Mathieu Kissin, Managing Director, LISCR Singapore
James Forsdyke, Managing Director, LR Maritime Decarbonisation Hub

13:00 LUNCH

14:00 Investing In Tankers and Gas Ships In The Year Ahead

Tanker market fundamentals are positive and set to continue. Owners discuss how they are taking advantage of today's market and preparing for the future.

Moderator

Sameer C. Mohindru, Senior Editor, Asia-Pacific Shipping & Freight, S&P Global Platts

Panel

Capt. Anand Mannath, Global Head of Operations, BW Epic Kosan
Konstantinos Chang, Head of Chartering (Singapore), Tsakos Energy Navigation
John Kartsonas, Managing Partner, Breakwave Advisors
John Su, President & CEO, Erasmus Shipinvest Group
Peter Kolding, Vice President, Commercial & Pool Management, Hafnia Pools

14:30 Offshore Market Panel

Oil and gas are back big time. Demand for offshore shipping, units of all sizes, is high. How best to play the market? What employment opportunities prevail? What growth opportunities make most sense?

Moderator

Chong Yi Hong, Partner and Head of Maritime Finance, Mishcon de Reya

Panel

Andrew Pang, Head of Corporate Finance, Eastern Hemisphere, Yinson Production
Martin Brown, Head of Corporate Finance, BW Offshore
George Giannakis, Managing Partner, Alantra
Pallavi Raje, Executive Director, Transportation Finance, Standard Chartered

15:05 Maximising Revenue In A Carbon-Challenged World

Mohammed Wohaibi, Chief Financial Officer, MAWETAL LLC

15:20 Improving Vessel Efficiencies with new Propulsion and Retrofits

There are a myriad of ways to improve vessel performance and tick the right boxes. New propulsion methods and retrofit technologies are at the forefront of this effort and already available. Market operators and financiers discuss best solutions for their business.

Moderator

Lilli Chi, Vice President, Marine & Offshore, South Asia & Pacific, Bureau Veritas Marine (Singapore)

Panel

Wei Jie Lau, Director, Partnerships, Global Centre for Maritime Decarbonisation (GCMD)
Stephan Vetter, Vice President – Maritime Industries, KfW IPEX-Bank
Karan Khinchi, Director – Energy Transition, Standard Chartered
Adrian Shakib, Head of Solutions, MAN Energy Solutions (Singapore)

15:50 FuelEU: how to manage risk, avoid penalties and maximise your opportunities

Albrecht Grell, Managing Director, OceanScore

16:05 Is this market "as good as it gets?"

With seemingly clear skies ahead for shipping, the mix of supply, demand, regulations and geopolitics looks set to benefit markets for the coming years. What then is the best shipping strategy for the year ahead? Is there anything that might jeopardise our optimism?

Moderator

Lizzie Roe, Partner, Watson Farley & Williams

Panel

John Michael Radziwill, CEO and Chairman, CTM
Nicolas Duran, Managing Director & Partner, Investment Banking Division, Fearnley Securities AS
Gerbrand Vroegop, Managing Director, ING Bank N.V.
Elias Sakellis, Chief Investment Officer, Borealis Maritime and Chief Executive Officer, Australis Maritime
Capt. Alok Kumar, Chairman, Alphard Maritime Group

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DAY 2 – WEDNESDAY, 25TH SEPTEMBER 2024

8:30 – 9:30 BREAKFAST & NETWORKING COFFEE

9:30 Marine Money Intelligence Update

Kevin Oates, Head of Asia, Marine Money

9:45 Drivers on Alternative Fuels

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

10:00 To 2030 and beyond – pathways to de-risk the energy transition

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

10:15 Dry Bulk Panel

Dry bulk is well positioned on the supply side. More challenges abound on the demand side but for shipping such negatives are often a positive. Which investment strategy suits best for dry bulk in 2024?

Moderator

Matthew Seah, Partner, Stephenson Harwood (Singapore) Alliance

Panel

Ed Buttery, Chief Executive Officer, TM Investments Ltd
Torbjørn Gjervik, Chief Executive Officer, Western Bulk
Khalid M. Hashim, Managing Director, Precious Shipping
Sy Do, Managing Director & Head of Chartering, DryDel Shipping (Singapore)
Stian Hallan, General Manager, Union Bulk A/S (Singapore Branch)

10:50 Using Vessel Data to Support Large Scale M&A transactions, Drive Vessel Condition Improvements and Open Up ESG Transparency

As the world's largest independent inspection company, Idwal have been on board over 15% of the world's fleet. In 2023 they were involved in over 45% of all vessel transactions. Learn how Idwal is utilising its data to support M&A transactions, drive condition improvements and ESG transparency.

George Haysom, Chief Commercial Officer, Idwal

11:05 Digital Transformation and Alternative Methods of Financing and Payments in Shipping

Alexander Varvarenko, CEO, ShipNext

11:25 Pros and Cons of Convertible Bonds as a Financing Alternative for Shipping and Offshore Companies in 2024 and Beyond

Nils Christian Myhre, Head of Convertible Bond Origination, DNB Markets

11:45 Bank Finance to Shipping in the coming years

Basel IV and decarbonisation considerations may mean that low margin commercial bank finance will become scarcer although traditional shipping banks are still likely to keep top spot for the bigger deals. What are the discussions taking place at credit committee level and what finance structures and terms will be required going forward?

Moderator

Sue Ann Gan, Partner, Norton Rose Fulbright

Panel

Colin Er, Executive Director, Transportation Department, Sumitomo Mitsui Banking Corporation (SMBC)
Tze Chyuan Wong, Senior Vice President, Corporate Banking, APAC, DNB Bank ASA
Tom Zachariassen, Partner & Head of Asia Pacific, Transport Capital
Mona Tan, Director, Sustainable Finance, Standard Chartered
Tanja Georg, Director, Team Head Mobility – Maritime Industries, KfW IPEX-Bank

12:25 LUNCH

13:45 From Lease to Loan to Equity. Finding the Right Fit for Lenders and Borrowers

There is plenty finance around but finding the best fit for the deal or structure is the key. Lenders and advisors who are able to develop niche structures from various geographies have been successful over the past years. Some can also offer rapid execution, consistent repeat business and attractive and appropriate terms. Such capital providers discuss their move into the Asian markets and opportunities to bridge western shipping with Asia finance.

Moderator

Nils Kr. Kovdal, CEO & Managing Partner, NorthCape

Panel

Umid Sharipov, Managing Director & Relationship Management, ABL Corporation
Nicholas Petrakakos, Partner and Managing Director, Alantra
Jerry Zhou, Director, China Merchants Bank Financial Leasing
Harris Antoniou, Managing Director, Neptune Maritime Leasing
Marco Albers, Managing Director, Head of Transport & Export Finance, DekaBank

14:20 Panamanian Banking Overseas

Maricruz Rodriguez Rivas, Commercial Banking Manager, Caja de Ahorros



14:35 Capital Markets and Equity Investments

Shipping is making great earnings and cash flows look as if they have a decent runway for at least two more years. However, vessel values are high and it may not be the best quartile of the cycle to invest. Owners and investors discuss best strategies, how to invest or to stay put and enjoy the earnings.

Moderator

Peter Lee, Partner, Reed Smith Richards Butler LLP

Panel

Georg A. Whist, Chief Executive Officer, Gram Car Carriers
Christian Stiefel, Chief Financial Officer, Borealis Maritime

15:00 Navigating a Strong Market

Capital allocation can mean repaying debt, building cash, new investments, repaying shareholders. In a shipping market where cash is in abundance owners and financiers discuss how to allocate free cash flow.

Moderator

Ben Rose, Partner & Head of Shipping & Offshore Energy – Asia, Norton Rose Fulbright

Panel

Ted Young, Chief Financial Officer, Dorian LPG
Alan Hatton, Managing Director, Foreguard Shipping
Zhang Chunqi, Deputy General Manager, Business Development and Operations Dept., Seacon Shipping Group Holdings Limited
Amy Chow, Managing Director, Transportation Finance, Standard Chartered

