

MARINE
M O N E Y

16th Annual Marine Money London Ship Finance Forum

23rd January 2025

JW Marriott Grosvenor House on Park Lane, London

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16th Marine Money London Ship Finance Forum 2025

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MORE OF THE SAME, WITH CAUTION

08:15 Registration and Welcome Coffee

09:30 Opening Remarks from Marine Money

Ms. Mia Jensen, Director Greece & Events: Athens, London, Dubai, Marine Money

09:40 Welcome from our Partner

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

09:50 Global Outlook 2025 – Reverberations

What is the outlook for global economic growth in 2025? Will looser financial conditions and expansionary fiscal policy globally be partly offset by protectionist trade policies and still-high interest rates in the US and elsewhere. What 'surprises' or outlier scenarios are markets under-pricing?

Madhur Jha, Global Economist and Head of Thematic Research, Standard Chartered

10:10 The new Trump Era and Shipping

President Trump has been in office for a week. What will the next four years bring in terms of tariffs, trade frustration, "normalization" of various hot spots and indeed new opportunities?

Moderator: Tim Power, Managing Director, Drewry

Panel

Torbjørn Gjervik, CEO, Western Bulk

Christian Rychly, COO, MPC Container Ships ASA

Helena Huang, China Economist, ICBC Standard Bank Plc

Lloyd Barton, Head of Thematic Macro Consulting, Oxford Economics

10:45 Full Steam Ahead or Course Correction? Which Direction Next for the Shipping Markets?

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

11:05 The Role of Quality Data in Shipping Finance and Investment

Is reliable vessel data changing the landscape of financing and investment in the shipping industry? How will data impact on minimizing risks, enhancing asset valuations and facilitating green financing initiatives? Is data now shaping credit approvals, asset pricing, and operational transparency.

Moderator: Nick Chubb, Founder and Strategy Director, Thetius

Panel

Michael Parker, Chairman, Global Shipping & Logistics, Citi

Christian Treu, Senior Vice President, Danelec

Dana Rodriguez, Program Manager, LR Maritime Decarbonisation Hub, Lloyd's Register

Guy Gavshon, Business Development Manager, ShipWatch

11:40 Coffee Break

12:10 Strategies for growth and for sustainability

C-suite executives have the job of leading strategy and growth. To keep shareholders rewarded. To keep stakeholders satisfied. To optimise the balance sheet to withstand challenges and to provide growth potential. What lies ahead for leading companies in the following 12 months?

A round table chat with Abhishek Pandey, Managing Director, Global Head of Transportation Finance, Standard Chartered and

Ole Hjertaker, CEO, SFL Corporation Ltd.

Nicholas Gleeson, Chief Financial Officer, ADNOC Logistics & Services

Gary Chapman, Chief Financial Officer, Navigator Gas

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12:45 Where is the growth in shipping coming from? A deeper look at the outlook for China and India trade flows.

Steve Saxon, Partner, McKinsey & Company

13:05 Bank finance and Basel IV: what is going to change?

Basel IV will bring increased capital requirements forcing banks to raise more equity or reduce lending. This will mean higher costs for banks and borrowers. New and existing lending relationship will require close scrutiny for profitability. Can traditional banks remain competitive?

Moderator: Ian Mace, Partner, Stephenson Harwood LLP

Panel

Alex Ryland, Head of Ocean Industries, CEMEA, DNB Bank

Shailesh Bhala, COO, SPM Shipping

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

13:30 Lunch Break

14:45 Mainstream banks and the continued appetite for the bigger deals.

Fewer prepayments in 2024 allowed mainstream banks to meet budgets and grow their portfolios. However, as always the top names and best deals attract a lot of competition from lenders and pricing is fine and cross selling is critical. Do banks still have sufficient appetite to finance the industry? What makes for a bankable shipping deal in 2025 and what are the main credit issues considered? Are decarbonisation efforts a necessity for credit approval?

Moderator: Kavita Shah, Partner, Maritime Finance, Watson Farley & Williams LLP

Panel

Paul Taylor, Managing Director, Global Head of Maritime Industries, Societe Generale CIB

Gaurav Moolwaney, Managing Director, Transportation Finance, Standard Chartered

Mickey Belgrod, Director, Maritime Finance, First Citizens Bank

15:15 Alternative finance offers flexibility, speed of execution and broader credit criteria.

The majority of shipowners and shipping deals do not match the criteria of the mainstream banks. However, a plethora of alternative finance sources offer attractive terms to these owners, but at a higher price. At market cycle highs how does this finance work, and if market frustrations "normalize" will this bring change?

Moderator: Henry McClellan, Director, SSY Corporate Finance

Panel

George Macheras, Partner and Global Maritime Sector Head, Watson Farley & Williams LLP

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

Wilhelm Magelssen, Fund Manager and Partner, NRP Maritime Asset Management

Halvor Sveen, Chief Executive Officer, Maritime & Merchant Bank ASA

15:45 Fuel EU: The ultimate business model disruptor

Ivan Stojanovic, Lead Consultant, Lloyd's Register

16:00 Retrofits, new fuels, reducing emissions: what have we achieved and what is the next big play?

Fuel EU is an accelerant to decarbonisation requiring ship owners, managers and charterers to speed up the uptake of renewable and low-carbon fuels in maritime transport. How is the maritime industry faring and how prepared are we for the future.

Moderator: David Barrow, Senior Vice President, West Europe & Americas, Bureau Veritas Marine & Offshore

Panel

Vincent Willems, Finance Manager Marine LNG, Shell

Eugene Klerk, Head of Sustainable Insights, Standard Chartered

Antonia Panayides, Partner, Reed Smith LLP

Oddmund Føre, Partner, Head of Shipping, Supply Chain Research, Rystad Energy

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16:30 With the markets strong, vessel values high, a locked in supply for 2+ years, where is the opportunity for fresh investment?

Raising capital is a challenge at a time when shipping has already gone through two good years and vessel prices remain high. It is even more so with a new political agenda on the world stage and the potential for changes to investor appetite especially regarding decarbonisation.

Moderator: Jeffrey D. Pribor, Senior Vice President & Chief Financial Officer, International Seaways, Inc.

Panel

Tobias Backer, Executive Director, Pelagic Capital
Felix Nölke, Managing Director, MPC Capital AG
Jim Cirenza, Managing Director, DnB Markets
Jake Scott, Managing Partner, Clear Ocean Partners

17:00 Shipping going forward. MORE OF THE SAME, WITH CAUTION

Some changes - regulation and decarbonisation - are set in stone with defined time lines, other changes may be induced from tariffs to be imposed, or unexpected shocks to the world economy or to trade routes as we have seen over the previous years. Is marine tech investment likely to balloon and make a difference? What to expect of our industry over the next 5 years.

Moderator: Jamie Freeland, Managing Director, Metz Maritime

Panel

Nicholas Gleeson, Chief Financial Officer, ADNOC Logistics & Services
Hugh Baker, Principal, Ellsworth Maritime
Nakul Malhotra, Vice President Emerging Opportunities Portfolio, Wilhelmsen Maritime Services
Edoardo Gerosa, Managing Director, Oak Hill Advisors

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

Marine Money Events At a Glance



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