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2nd Panamá Maritime Finance & Trade Forum

Thursday, March 20, 2025

Hilton Panamá, Panamá City, Panamá



Partner



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Marine Money Panamá

“The Networking Forum for the Americas”

Vast maritime trade, extensive coastlines, abundant natural resources, and thriving consumer markets define shipping's future in the Americas. Panama's Flag State stature, the importance of the Panama Canal to global trade, the skills and resources of the country's professional services, vital maritime industry and a dynamic finance community ensure Marine Money Panamá will be a transaction focused gathering.

One of the keys to professional and personal success is to constantly expand your world: explore new markets, develop new relationships, gain fresh insights and create new opportunities.

Marine Money Panamá is an ideal opportunity to do just that - while also experiencing one of the Wonders of the Maritime World.

This networking event, located in the gateway of South America, has been designed to bring together a wide range of market participants who have one thing in common: the desire to form new relationships, exchange information and explore the possibility of developing business.

8:30 Registration Opens
Welcome Coffee – Starbay Ballroom Foyer – Level B

9:00 Conference Convenes – Starbay Ballroom 1 & 2

9:05 Marine Money Welcome

David Solsbery, Senior Director, MTI Network USA / Marine Money

9:10 Delegate Welcome and Opening Remarks

Volney Guinard, Secretary General, Panama Maritime Authority

9:25 Panama Ship Registry: Challenges and Future

Ramón R. Franco, Director General of Merchant Marine, Panama Maritime Authority

9:40 In Focus: Dr. Ricaurte Vásquez, CEO & Administrator, Panama Canal Authority

In Conversation with

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

9:55 A vision for the future through the lens of a more than 120 year country history

Malcolm Munoz, Head of Country, Citi

10:10 Caja de Ahorros: The LATAM Hub and your partner in Panama, linking Panama and the World with the financial resources to assist the Maritime industry and its' infrastructure, navigate the important decade ahead.

Maricruz Rodriguez, Commercial Manager, Caja de Ahorros

10:30 Networking Break – Starbay Ballroom Foyer

11:00 Navigating Growth: Investing in Panama's Maritime Future

Silvia Fernandez de Marucci, International Promotion Director, ProPanamá

Juan Carlos Heilbron, CEO, Trader Tankers

Marco Guerra, CEO, Ultrana Panama Inc.

Moderator

Pilar Castillo, Partner, Arias, Fábrega & Fábrega (ARIFA)

11:30 The Panama and Latin America maritime industry, a burgeoning powerhouse in commodities and The Energy Landscape. The significance of Energy, Container and Commodity Trades: Growth opportunities and challenges for Ports, Logistics, asset values and ship finance in a complex world.

The Dry Bulk and Container Markets

Luis M. Cañizales, Data & Research Analyst, Maritime Strategies International (MSI)

The Energy Markets

Schreiner Parker, Managing Director, Latin America, Rystad Energy

An up-to-date briefing on the situation and changes of the Panama Canal, and their possible effects on the maritime business in Panama and in the region

Gabriel Mariscal, Business Manager - Ship Agency Division, C.B. Fenton & Co.

Moderator

Dr. Arlie G. Sterling, President, Marsoft Inc.

12:30 Networking Buffet Lunch – Starbay Ballroom 3

2:00 National Maritime Strategy: A Comprehensive Plan to Strengthen and Develop Panama's Maritime and Port Sector

Rodolfo Sabonge, Consultant, Logitran Advisory Services Corp.

2:15 Best Credit Practices in Ship Lending: Managing risk through the cycles. What Borrowers and Lenders should all bring to the table.

Dr. Arlie G. Sterling, President, Marsoft Inc.

2:30 Financing ships in Latin America can be challenging due to issues ranging from rule of law to cabotage. In this session, growing regional sources with an appetite, along with seasoned ship finance veterans, who have done deals throughout the region, share their experiences - and offer advice to lenders, borrowers and investors on attracting and putting capital to work.

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

Kevin O'Hara, Director - Investment Banking, Fearnley Securities

Dr. Arlie G. Sterling, President, Marsoft Inc.

Moderator

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

3:00 Gateway to the World: Panama's Port and Logistics Hub – Strengths, Challenges and the Road Ahead

Josue Alzamora, Latin America Director, Sales Excellence & Business Development, A.P. Møller – Maersk (Latin America)

Francisco Bonomi, Chief Business Officer, PSA Panama

Moderator

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

3:30 Networking Break – Starbay 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.

4:00 Women in Shipping, a discussion centered on the vital role of women in the shipping industry.

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

Lupe Concepción, Hub Manager for Latin America, A.P. Møller - Maersk

Electra Karnakis, Businesswoman & Secretary of the Board of Directors, Maritime Chamber of Panama

Moderator

Verónica Mulino, Partner, Mulino & Mulino

4:25 To Realize the Vision and Potential: Principals In Discussion

Thomas Zaidman, Managing Director, Sagitta Marine

José Digerónimo, President, Maritime Chamber of Panama (CMP) &

Member of ARPA (Asociación de Armadores Panameños) –

Panama Shipowners' Association

Moderator

Jorge Ramirez Arias, Partner, Arias B. & Associates

4:55 Conference Closing Remarks

5:00 Post Conference Networking Cocktail Reception in the Infinity Room – Pool Level until 7:00 pm

