

Capital Link Singapore Maritime Forum Tuesday, April 24, 2018 - The Westin Singapore



HELDIN CONJUNCTION WITH THE SINGAPORE MARITIME WEEK



| 8:00 AM – 8:55 AM | REGISTRATION & BREAKFAST COLUMBIA SHIPMANAGEMENT Breakfast Sponsored by Columbia Shipmanagement | |
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| | MORNING SES | |
| 8:55 AM – 9:00 AM | Welcome Remarks | Mr. Nicolas Bornozis, President – Capital Link |
| 9:00 AM – 9:10 AM | Opening Remarks | Mr. Esben Poulsson, Chairman – International Chamber of Shipping; President – Singapore Shipping Association; Executive Chairman - ENESEL |
| 9:10 AM – 9:30 AM | Keynote Address The Global Shipping Markets Current Developments – Outlook & The Role of Asia | Dr. Martin Stopford, Non-Executive President – Clarkson Research Services Limited |
| 9:30 AM – 10:05 AM | The Maritime Industry – Game Changers A discussion among leading industry participants on the major regulations that will be in effect in the near future and their potential transformational impact on the industry. The panel will focus mainly on environmental compliance but will also touch upon broader topics such as technological innovation and operational efficiency. | Moderator: Mr. Mark O'Neil, President & CEO – Columbia Marlow Panelists: Mr. Wei Zhuang, Regional Manager, Asia – BIMCO Mr. Arjun Batra, Group Managing Director – Drewry Mr. Tim Wilkins, Regional Manager of Asia-Pacific – INTERTANKO Mr. Valentios (Eddie) Valentis, President/CEO - Pyxis Tankers Mr. Martin Crawford-Brunt, CEO - RightShip |
| 10:05 AM – 10:40 AM | Blockchain, Cybersecurity & Digitalization Transforming Shipping Use of Cryptocurrency Protect from Digital Kidnap; Optimize Connectivity & Operational Efficiency; Digital transformation enables new data-driven business development opportunities across marine services & marine insurances | Moderator: Mr. Howard Hughes, CTO – Tototheo Maritime RIC Panelists: Mr. Stephen Cooper, CEO – Fourth Insurance Office, Inc. Mr. Johan Backas, Managing Director – Eniram – A Wartsila Company Mr. Mikael Lind, Research Manager – RISE Viktoria; Chairman – PortCDM Council |
| 10:40 AM – 11:00 AM | NETWORKING COFFEE BREAK Sponsored by SGX | |
| 11:00 AM – 11:35 AM | The Charterers' Perspective | Moderator: |

| | The Global Shipping, Commodities & | Mr. Frans van de Bospoort, Managing Director & Head | | |
|---------------------|--|---|--|--|
| | Energy Markets | of Shipping Finance Eastern Hemisphere – DVB Bank | | |
| | Shipping is affected by developments in the global commodity and energy markets. The panel will discuss cargo and trading flows, the role of Asia in global trading and the impact on shipping. | Panelists: Mr. Andrew Barker, Asia Pacific Lead – Cargill Mr. Bjorn Stignor, General Manager – Golden Stena Mr. Michael Nagler, Head of Chartering – Noble Mr. Rasmus Bach Nielsen, Global Head of Wet Freight – Trafigura | | |
| | Singapore as an International Maritime Hub Private & Public Partnership Moving | Moderator: Mr. Terence Zhao, President – Singhai Marine Services Panelists: | | |
| 11:35 AM – 12:15 PM | Shipping Forward Singapore has become a major hub for the global shipping industry, a gateway to the Asian and world markets for shipping, commodities and finance. A partnership and close cooperation among government, unions, shipowners and shipmanagers moves the industry forward. The panel will discuss the factors behind this success and what lies ahead. | Mr. Stephen Cotton, General Secretary – ITF Mr. Yan Xiankai, Group CEO & Chairman – Bilsea Group Mr. Sheshashayee Venkatraman, CEO -Miclyn Express Offshore Ms. Tan Beng Tee, Assistant Chief Executive(Development) – MPA Ms. Lisa Teo, Executive Director (Corporate Development) - Pacific International Lines (PTE) Ltd | | |
| 12:15 PM – 1:00 PM | The Future of Shipping A Roundtable Discussion Among Industry Leaders A high-level discussion on the evolution of the shipping industry, the main industry drivers, opportunities and challenges for the shipping industry across the board. Shipping markets outlook, energy and commodity flows, investment opportunities, access to capital, the impact of technology, operational and regulatory challenges and more | Moderator: Ms. Mei Lin Goh, Partner – Watson Farley & Williams Panelists: Mr. Michael Parker, Industry Head, Global Shipping & Logistics and Chairman, EMEA Corporate Banking – Citi Dr. Martin Stopford, Non-Executive President – Clarkson Research Services Limited Mr. Jeremy Nixon, CEO – Ocean Network Express Dr. Nikos Tsakos, President & CEO – Tsakos Energy Navigation; Chairman – INTERTANKO Mr. Esben Poulsson, Chairman – International Chamber of Shipping; President – Singapore Shipping Association; Executive Chairman – ENESEL | | |
| 1:05 PM – 2:05 PM | NETWORKING LUNCH | | | |
| AFTERNOON SESSIONS | | | | |
| 2:10 PM – 2:45 PM | Financial Leasing as a Mainstream Finance | Moderator: Mr. Conor Warde, Partner – Mayer Brown JSM | | |

| | Leasing Alternatives Throughout Asia | |
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| | Financial Leasing has become a dominant form of ship finance for the Asian & International Shipping Industry. The panel will discuss the outlook for further growth with new market entrants and players, where new capital can come from, what types of deals and owners can quality for leasing and joint ventures between leasing firms & cargo owners. It will also discuss the various financial leasing options available throughout Asia and the experience of shipping companies who have used them. | Panelists: Mr. Justin Sharp, Executive Director, Head of Structured Asset Finance, Asia – Commonwealth Bank of Australia Ms. Uta Urbaniak, Chief Financial Officer – Epic Gas Mr. James Stove-Lorentzen, Jr., Managing Partner – NorthCape Pte Ltd Mr. Terry Chen (Zeping), Head of Shipping, Offshore & Logistics – Taiping & Sinopec Financial Leasing Co., Ltd. |
| 2:45 PM – 3:20 PM | Global Shipping Banks & The Availability of Finance for the Shipping Industry Banks have been the traditional source of finance for the shipping industry – how major shipping banks deal with new regulatory and market challenges. Is the bank finance market shrinking or growing? Is new capital available for the industry? Who can qualify for bank finance and at what cost and terms? | Moderator: Mr. John Forrester, Partner – Holman Fenwick Willan Panelists: Mr. Joep Gorgels, Global Head of Shipping – ABN AMRO Mr. Michael Parker, Industry Head, Global Shipping & Logistics and Chairman EMEA Corporate Banking – Citi Mr. Christian Niewandt, Global Head of Shipping – HSH Nordbank Mr. Tobias Zehnter, Global head of Shipping – NORD L/B |
| 3:20 PM – 3:55 PM | Alternative Finance & Private Equity Are there sources of capital beyond bank finance & financial leasing? New & Alternative Sources of Capital for Projects & Smaller Owners Credit Funds – Debt Finance & Structured Equity - Private Equity | Moderator: Mr. Gregg Johnston, Partner – Stephenson Harwood (Singapore) Alliance Panelists: Mr. Nicholas E. Meer, CFA, Managing Director, Global Transportation Group – J.P. Morgan Asset Management - Alternatives Mr. Martin Hugger, Managing Director – Meerbaum Capital Solutions Inc. Mr. Philip Clausius, Founder & Managing Partner – Transport Capital Pte Ltd. |
| 3:55 PM – 4:05 PM | One Belt One Road & Beyond - The Maritime Context | Mr. Benjamin Wong, Head of Transport & Industrial – InvestHK |
| 4:05 PM – 4:25 PM | COFFEE BREAK Sponsored by SGX | |
| 4:25 PM – 4:50 PM | LPG Sector Panel Discussion | Moderator: Mr. Torben S. Pedersen, Managing Director - Fearngas (Singapore) Pte Ltd |

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| | | Mr. Niels Rigault, SVP Commercial – BW LPG |
| | | Mr. Su Bin, CEO – Pacific Gas |
| | | Moderator: |
| | | Mr. Ben Nolan, Managing Director – Stifel Financial Corp. |
| | Tanker Sector | Panelists: |
| 4:50 PM – 5:25 PM | Panel Discussion | Mr. Marco Fiori, CEO – d'Amico International Shipping |
| | | • Dr. Anil Sharma, President & CEO - GMS |
| | | • Mr. Andrew Hoare, COO – Navig8 Group |
| | | • Mr. Robert Burke, CEO – Ridgebury Tankers |
| 5:25 PM – 6:00 PM | Dry Bulk/Dry Cargo Sector Panel Discussion | Moderator: Mr. Gautam Khurana, Director – Drewry Maritime Financial Research Panelists: Mr. Kyriakos Panayides, Managing Director – AAL Shipping Mr. Reginald Sequeira, Head of Bulk Carrier Business Unit – Great Eastern Shipping Co. Ltd. Mr. Martyn Wade, CEO - Grindrod Shipping Pte. Ltd Mr. Mats Berglund, CEO – Pacific Basin Mr. Khalid Hashim, Managing Director – |
| | | Precious Shipping |
| | NETWORKING COCKTAIL RECEPTION Sponsored by | |
| 6:00 PM – 7:00 PM | seAc | |