

Norwegian Shipping – Industry Leadership in a Fast-Changing World

Forum in Oslo Time (OT)

(OT – 1 = London; OT – 6 = New York; OT = Hamburg/Paris/Rome; OT+1 = Athens; OT+6 = Singapore)

DAY ONE – WEDNESDAY, MAY 26, 2021

12:00 pm – 12:10 pm	OPENING REMARKS – Mr. Nicolas Bornois, President – Capital Link & Mr. Knut Ørbeck-Nilssen, CEO – DNV Maritime; Conference Chairman
12:15 pm – 12:30 pm	<p>THE NORWEGIAN MARITIME CLUSTER – A Complete Maritime Chain Servicing Norwegian and Global Shipping</p> <p>Norway is one of the few countries in the world that can claim a complete maritime cluster built around servicing the needs of the global shipping industry. Norwegian maritime enterprises together form an internationally competitive, expertise-based industry that boasts an unrivalled degree of innovation and professionalism with significant export orientation. The cluster includes activities across the whole spectrum of products and services related to the maritime industry with heavy focus on innovation, technology, and green initiatives.</p> <p>Ms. Helene Tofte, Director of International Cooperation & Climate – Norwegian Shipowners Association</p>
12:35 pm – 1:20 pm	<p>THE FUTURE OF THE OFFSHORE SUPPLY & WIND CONSTRUCTION SECTOR – Moving Into Renewables</p> <p>Offshore wind is an industry with significant growth in the years to come. The wind turbines are getting larger and larger, and moving increasingly farther from shore. The offshore wind construction sector must follow, and vessels will need to install heavier and larger foundations and turbines, in deeper waters. Norwegian companies have a strong foothold, and will continue to leverage their market position, experience and competence in a growing global market.</p> <p>INTRODUCTORY PRESENTATION</p> <ul style="list-style-type: none"> Offshore & Wind Construction Market: Ms. Ina Arneson, Advisor – Renewables, Fearnleys Support & Maintenance Vessels: Mr. Jesper Skjong, Analyst – Fearnleys Offshore Supply <p>PANEL DISCUSSION:</p> <p>Moderators: Ms. Ina Arneson, Advisor – Renewables, Fearnleys Mr. Jesper Skjong, Analyst – Fearnleys Offshore Supply</p> <p>Panelists:</p> <ul style="list-style-type: none"> Mr. Mikkel Glerup, CEO – Cadeler Mr. Håkon Vevang, CCO – Edda Wind Mr. Morten Sundt, Manager Marine – Equinor Mr. Johan Sandberg, Director Business Development – Aker Offshore Wind Ms. Alexandra Koefoed, CEO – Fred Olsen Windcarrier

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1:25 pm – 2:20 am

COASTAL & SHORT SEA SHIPPING – Leading the Green Revolution to Zero Emissions

The Green Shipping Programme, a public-private partnership and a national programme, aims to advance the Norwegian government's maritime strategies and plans. The programme's vision is to develop and strengthen Norway's goal to establish the world's most efficient and environmentally friendly shipping. The programme has initiated 33 pilots whereof 8 are realized or under construction. Five of these will be discussed in the panel, containing the following technologies: batteries, ammonia, hydrogen and autonomy.

INTRODUCTORY PRESENTATION

Mr. Narve Mjos, Director, Green Shipping Programme – **DNV**

Moderator: Mr. Narve Mjos, Director, Green Shipping Programme – **DNV**

Panelists:

- **Mr. Trond Kleivdal**, CEO – **Color Line**
- **Mr. Lars Erik Marcussen**, Chartering Manager – **Heidelberg Cement**
- **Mr. Kai Just Olsen**, CEO – **ASKO MARITIME**
- **Mr. Andreas Buskop**, General Manager – **Vard Brevik**
- **Mr. Egil Haugsdal**, President – **Kongsberg Maritime**

2:25 pm – 3:10 pm

CHEMICAL TANKERS: Maintaining Sector Leadership

Norwegian companies and sponsors have a longstanding heritage of owning and operating assets in the chemical tanker industry. The sector provides products that enable vital parts of today's society, and principal fundamentals are arguably in place for a new and exciting period post-covid-19. The panel of senior executives from industry-leading companies will discuss the sector potential, recent trends, and possible pitfalls

Moderator: Mr. Christopher Eitzen, Director, Investment Banking – **Clarksons**

Platou Securities

Panelists:

- **Mr. Axel C. Eitzen**, CEO – **Christiania Shipping**
- **Mr. Mark O'Neil**, President & CEO – **Columbia Shipmanagement**
- **Mr. Hans J. Solberg**, CEO – **Hansa Tankers**
- **Mr. Kristian V. Morch**, CEO – **Odfjell**
- **Mr. Lucas Vos**, President Stolt Tankers – **Stolt-Nielsen**

3:15 pm – 4:00 pm

ADDRESSING THE FLEET OPTIMIZATION CHALLENGES – Adapting to Technological, Regulatory & Market Dynamics

Every single shipping company around the world today is considering how to position their fleets for the coming decades; trying to balance future decarb requirements, capex investments and residual risk. This panel will address specific plans made and actions taken by leading shipping companies and explore what their decision-making process has been so far.

Moderator: Mr. Anders Mikkelsen – Regional Business Development Manager – **DNV**

Panelists:

- **Mr. Regis Rougier**, Vice President, Operations – **Altera Infrastructure**
- **Mr. Lars Pedersen**, Chief Technical Officer – **Frontline Management**

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- **Ms. Synnøve Seglem**, Deputy Managing Director – **Knutsen OAS Shipping**
- **Mr. Harald Fotland**, Chief Operating Officer – **Oddfjell**
- **Mr. Espen Gjerde**, Vice President Strategy & M&A – **Wilh. Wilhelmsen Holding**

4:05 pm – 4:50 pm

GLOBAL COMMODITY SHIPPING IN THE DECADE AHEAD – Charting Corporate Strategy

This panel will address how companies in different shipping segments – dry bulk, gas, tankers – adapt to the changing regulatory, technological and market landscape in the post -Covid 19 era.

Moderator: Mr. Andy McKeran, Marine Performance Services Business– **Lloyds Register**

Panelists:

- **Mr. Kristian Sorensen**, CEO – **Avance Gas**
- **Mr. Lars Christian Skarsgard**, CEO – **Belships**
- **Ms. Yngvil Eriksson Åsheim**, Managing Director – **BW LNG**
- **Mr. Oystein Kalleklev**, CEO – **FLEX LNG**
- **Mr. Lars Barstad**, Interim CEO – **Frontline**

4:55 pm – 5: 35 pm

NORWEGIAN SHIPPING IN A CHANGING WORLD – Past – Present – Future

This roundtable discussion will focus on the evolution of Norwegian Shipping over time – how Norway's maritime industry has navigated and adapted to changing market conditions while maintaining its global footprint and competitiveness. The panel features four industry leaders with long and distinguished involvement with shipping sharing their insight on the ups and downs of the industry and the opportunities and risks ahead.

Moderator: Mr. Harald Thorstein, Partner – **Arkwright**

- **Ms. Kristin Holth**, Board Member – **GasLog and Maersk Tankers**
- **Mr. Peter Anker**, Senior Advisor, Investment Banking & Brokerage – **Clarkson Platou AS**
- **Mr. Herman Billung**, Senior Vice President – **Star Bulk Carriers**

5:40 pm – 6:30 pm

NORWAY – INNOVATION & TECHNOLOGY – DEVELOPING CUTTING EDGE SOLUTIONS FOR GLOBAL SHIPPING

Innovation and technology with an export orientation in the service of the global maritime industry are among the leading competitive advantages of the Norwegian Maritime cluster. In this panel we feature leading technology providers that supply the shipping industry with cutting edge solutions and leading maritime clusters that propel change and innovation through their unique contribution to Norwegian value creation.

Moderator: Mr. Morten Lerø, Head of Maritime Advisory – **DNV**

Panelists:

- **Mr. Jorulf Nergard**, Vice President, Market Development, Marine - **ABB AS**
- **Mr. Lars Endre Gimmestad**, Deputy CEO - **Brødrene Aa**
- **Mr. Per Erik Dalen**, CEO – **AKP AS; GCE Blue Maritime Cluster**
- **Ms. Hege Okland**, CEO – **NCE Maritime Cleantech**
- **Mr. Eystein Leren**, New Business - **Yara Clean Ammonia**

END OF DAY ONE

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DAY TWO – THURSDAY, MAY 27, 2021

12:00 pm – 12:45 pm	<p>LEADING INDUSTRY TRANSFORMATION – Green Shipping – Decarbonation & Technology – Commercial & Strategic Implications for Shipping Companies & Investors</p> <p>Decarbonization and Technology are leading the transformation sweeping across the global shipping industry and its pace has accelerated as the result of regulatory changes, societal and market pressures and the pandemic. The Norwegian shipping community is known for its commitment to green shipping and for being at the forefront of technology and market developments. At the same time, shipowners are called to make strategic and investment decisions with long term implications against the backdrop of uncertainty regarding regulatory developments, engines, fuel types and their availability, safety and pricing. The panel, composed of senior executives from major industry stakeholders will debate the issues involved and strategic options and alternatives as they position their companies to compete in this global and fast changing industry.</p> <p>Moderator: Mr. Knut Ørbeck-Nilssen, CEO – DNV Maritime</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Mr. Anders Onarheim, CEO – BW LPG • Ms. Marthe Lamp Sandvik, Vice President – DNB Ocean Industries • Mr. Lasse Kristoffersen, CEO – Torvald Klaveness; President – Norwegian Shipowners Association 2018-2020 • Mr. Harald Solberg, CEO – Norwegian Shipowners Association • Mr. Erik Nøklebye, EVP & COO Shipping Services – Wallenius Wilhelmsen
12:50 pm – 1:05 pm	<p>NORWEGIAN LEADERSHIP IN GREEN INVESTMENTS – Financing Paris Aligned Shipping – The Viewpoint of an Institutional Investor</p> <p>KLP is a major equity investor in shipping companies and projects and will provide a viewpoint on the risks and opportunities presented to financial stakeholders as international shipping is set to undergo a significant transformation to meet the decarbonization goals in the Paris-agreement. It is uncertain how this transition will play out, considering future climate-related regulation and energy prices.</p> <p>A Presentation by:</p> <p>Mr. Simon Roksund Johannessen, Global Portfolio Manager - KLP</p>
1:10 pm – 1:55 pm	<p>THE EVOLUTION OF SHIP LENDING - Bank Finance & Shipping</p> <p>The panel will discuss the evolution of global bank finance and the role of major Norwegian and international banks with significant involvement in Norway in the aftermath of the rig and offshore sector challenges. The panel will address issues such as which market segments attract most interest, ESG considerations, borrower profiles, ways of lending, terms and conditions. Also, the role and attractiveness of bank finance in competition with other finance alternatives.</p>

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Moderator: Mr. Peter Aall Simonsen, Partner – Simonsen Vogt Wiig

Panelists:

- **Mr. Joep Gorgels**, Global Head of Transportation & Logistics – **ABN AMRO N.V.**
- **Mr. Christos Tsakonas** – Global Head of Shipping – **DNB**
- **Mr. Geir Atle Lerkerod**, Managing Director & Head of Nordic Shipping – **Nordea**
- **Ms. Solveig Froland**, Director Shipping, Yards, and Offshore Projects – **Norwegian Guarantee Institute for Export Credits (GIEK)**
- **Mr. Niels Ronald Bugge**, Global Head of Energy & Shipping & Offshore – **Swedbank**

2:00 pm – 2:45 pm

ALTERNATIVE & PROJECT FINANCE

Moderator: Mr. Keith Billotti, Partner - Seward & Kissel

Panelists:

- **Mr. Nicolas Duran**, Head of Debt Advisory – Partner – **Fearnley Securities**
- **Mr. Christian Dechsling**, Head of Project Financing – **NRP**
- **Mr. Andreas Roede**, Head of Business Development and M&A – **Ocean Yield**
- **Mr. Aksel C. Olesen**, Chief Financial Officer – **SFL Corporation**
- **Mr. Jan William Denstad**, Partner – **Sole Shipping**

2:50 pm – 3:50 pm

Introductory Presentation:

THE OSLO STOCK EXCHANGE AS A LISTING DESTINATION FOR INTERNATIONAL SHIPPING

- **Mr. Eirik Høiby Ausland**, EVP Primary Market, Head of Listing Norway – **OSLO BØRS**

Panel Discussion:

LEADING THE WAY IN RAISING EQUITY CAPITAL FOR GLOBAL SHIPPING

Oslo is the largest securities marketplace for shipping in Europe and the second largest globally (measured by the number of listed companies) and the preferred listing venue for some of the largest shipping companies in the world. The Norwegian capital market is considered efficient and flexible in terms of listing process and raising equity. The panel will discuss the attractiveness of Oslo as a listing destination for shipping companies and venue for raising equity, the profiles of the investors active in the Norwegian market, the important role of Norwegian investment banks to raise capital for shipping companies globally, as well as future trends in the shipping equity market. MPC Container Ships and Hafnia, both listed on the Oslo Stock Exchange, will share their reflections on Oslo as listing venue.

Moderator: Ms. Anne Dahl Frisak, Partner – BAHR AS

Panelists:

- **Mr. Fredrik Julius Falch**, Head of Shipping, Corporate Finance – **Arctic Securities**
- **Mr. Herman Hildan**, Managing director, Shipping – **Clarksons Platou Securities**
- **Mr. Wilhelm Gedde-Dahl**, Director Investment Banking – **Fearnley Securities**
- **Mr. Mathias Borge Bye**, Listing Advisor, Primary Market – **OSLO BØRS**

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- **Mr. Perry van Echtelt**, CFO – **Hafnia** (OSE: HAFNI)
- **Mr. Constantin Baack**, CEO – **MPC Container Ships ASA** (OSE: MPCC)

3:55 pm – 4:45 pm

THE NORWEGIAN BOND MARKET – A Flexible & Mature Market Offering Traditional & Innovative Debt Capital Options to Global Issuers

The Norwegian bond market has been a key arena for corporate issuers within the maritime industries for decades. The market offers the possibility of raising substantial amounts of debt capital under a flexible and efficient marketing and documentary framework. It is a proven venue for international issuers having taken the benefit of the market's ability to follow the trends of the underlying segments and support business opportunities within the maritime industries. [Recently there has been a particular emphasis on green and sustainability linked bonds related to the decarbonisation of the shipping fleet.] In this panel participants from the leading investment banks will give their insight to the current trends in the market, and Atlas Corp. and GasLog will share their experiences from their issuances in the Norwegian bond market.

Moderator: Mr. Andreas Fjaervoll-Larsen, Partner – **Wikborg Rein Advokatfirma AS**

Panelists:

- **Mr. Alexander Jost**, Head of Credit Research – **Arctic Securities**
- **Mr. Nils Ansgar Skogstad**, Managing Director, Head of Debt Capital Markets – **Clarksons Platou Securities**
- **Mr. Knut Eivind Haaland**, Managing Director, Investment Banking Division – **DNB Markets**
- **Mr. Per Lauvvang**, Head of Debt Capital Markets, Partner – **Fearnley Securities**
- **Mr. Matt Borys**, Treasurer & Head of Capital Markets – **Atlas Corp.**
- **Mr. Achilleas Tasioulas**, Chief Financial Officer – **GasLog**

4:50 pm – 5:30 pm

NORWEGIAN EQUITY ANALYSTS' ROUNDTABLE – Steadfast & Long Term Industry Commitment

Norwegian banks have an enduring commitment to the shipping industry which also includes equity research. The panel will also discuss investor interest in shipping and the direction and outlook of the shipping markets.

Moderator: Mr. Magnus Halvorsen, CEO – **2020 Bulk**

Panelists:

- **Mr. Lukas Daul**, Equity Research Analyst – **ABG Sundal Collier**
- **Mr. Lars Bastian Ostereng**, Equity Analyst, Shipping – **Arctic Securities**
- **Mr. Frode Morkedal**, Managing Director, Research – **Clarksons Platou Securities**
- **Mr. Jorgen Lian**, Head of Shipping Equity Research – **DNB Markets**
- **Mr. Peder Nicolai Jarlsby**, Shipping Equity Research – **Fearnley Securities**

END OF FORUM

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PRESENTING NORWEGIAN INDUSTRY & THOUGHT LEADERSHIP TO A GLOBAL AUDIENCE

- **OBJECTIVE:** Showcase the Industry & Thought Leadership of the Norwegian Maritime Community. Norway has a leading position in global shipping and the opportunity to share into the insight of Norwegian industry leaders is unique and very different from other forums. This concept works very well with the digital nature of the forum opening it to a global audience.
- **PANELISTS:** Norwegian Industry Leaders.
- **TOPICS:** A comprehensive agenda of all major areas of the maritime cluster. Discussing topics of relevance to the Global Maritime Industry and to the Norwegian Maritime Cluster/Community. Featuring major stakeholders from the shipping, financial and broader maritime community.
- **AUDIENCE:** Addressing predominantly a global audience.

ORGANIZED BY:	Capital Link
IN PARTNERSHIP WITH:	DNV
WITH THE SUPPORT OF:	Norwegian Shipowners Association Nor-Shipping – Part of the Nor-Shipping Digital Week Calendar
GLOBAL GOLD SPONSOR:	Columbia Shipmanagement
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CHARITY PARTNERS:	The Mission To Seafarers – The Seafarers' Charity

ATTENDANCE – Addressing a global audience – capturing audiences in different areas

- The Forum features a comprehensive agenda over two days aiming to maximize attendance per day and topic from audiences around the world.

LONG LASTING SOURCE OF REFERENCE

- Besides the online live attendance, the event creates an authoritative on-line library of content that remains accessible and relevant to a global audience for a long time. It becomes a long-lasting reference source on the topic. We expect extensive use of the replays.

TESTED CONCEPT WITH GREAT TRACK RECORD – Posidonia – Hong Kong – Germany

- We have successfully tested this approach of featuring the industry leadership of a specific cluster/region with our forums at Posidonia, Hong Kong and Germany with great success.
- The local maritime leadership has been very supportive of this approach and we got great attendance from a global audience.
- Capital Link is well known for the organization of top level global maritime events.



Capital Link Maritime Forum – Norway

Wednesday & Thursday
May 26 & 27, 2021
Digital Conference

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