



German Shipping – Prospects in a Fast-Changing World

CET Time

12:00 – 12:10 pm

WELCOME REMARKS

Mr. Knut Ørbeck-Nilssen, CEO – DNV GL Maritime, Conference Chairman
Mr. Nicolas Bornozis, President - Capital Link

12:15 – 12.55 pm

THE GERMAN MARITIME COMMUNITY – PAST – PRESENT – FUTURE

The German Maritime Cluster has – to a significant extent – operated in a survival mode for the last 10 years, constantly fighting off the challenges that persisted from the height of the cycle. However, a number of key players of the German Maritime Cluster emerged as Winners and have positioned themselves as leading players in the global shipping industry. So what makes today's and future Winners in Shipping? Consolidation, innovation, embracing new technology but also leadership and trust from all stakeholders? The panel will discuss winning strategies, main challenges ahead and how the German Maritime Cluster through cooperation and dialogue can produce more Winners.

Moderator:

Mr. Thomas Mazur, Partner - Deloitte GmbH

Panelists:

- **Mr. Thomas Rehder**, Managing Partner - Carsten Rehder GmbH & Co.; President - European Community Shipowners' Associations 2014-2015
- **Mr. Michael Vinnen**, Managing Partner – F.A. Vinnen & Co.
- **Capt. Alfred Hartmann**, President – German Shipowners Association; Chairman – Hartmann Group
- **Dr. Martin Harren**, Managing Director – Harren & Partner Group; SAL Heavy Lift & SAL Engineering

1:00 – 1:40 pm

ADDRESSING THE GLOBAL LOGISTICS & SUPPLY CHAIN CHALLENGE

Moderator:

Mr. Jan-Olaf Probst, Executive Vice President - DNV GL

Panelists:

- **Mr. Mark Frese**, CFO - Hapag Lloyd
- **Mr. Horst Joachim Schacht**, Executive Vice President Sea Logistics - Kuehne Nagel
- **Mr. Christian Koopmann**, Managing Director - PWL Group; President – German Shipbrokers Association

1:45 – 2:35 pm

GERMAN SHIPMANAGEMENT – WHAT'S NEXT

The German shipmanagement market has gone through significant transformation over time. Major German firms have developed a global footprint offering shipmanagement services from industry hubs around the globe, while smaller German companies have been acquired by their global competitors. Besides discussing the latest trends and challenges in shipmanagement, the panel will also address critical topics such as how Germany can serve as a shipmanagement hub, whether the focus can be regional or global and how German firms can compete in this global business.

Moderator:



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Mr. Pino Spadafora, Marine Commercial Senior Director - RINA

Panelists:

- **Mr. Mark O’Neil**, President – **Columbia Shipmanagement**, President - **InterManager**
- **Mr. Tim Ponath**, CEO – **NSB Group**
- **Mr. Ian Beveridge**, CEO – **Schulte Group**
- **Mr. Franck J. Kayser**, CEO, Ship Management – **V. Group**
- **Dr. Michael Silies**, CEO – **Wilhelmsen Ahrenkiel Shipmanagement**
- **Mr. Rob Grool**, CEO – **Zeaborn Ship Management**

2:40 – 3.40 pm

NAVIGATING THROUGH INDUSTRY TRANSFORMATION – THE GERMAN SHIPOWNERS VIEWPOINT - Green Shipping - Technology & Digitalization - Fleet Renewal - Regulation - Geopolitics - Implications for Shipping Companies and Investors

This panel features leading shipowners sharing their insight on risks and opportunities across major shipping sectors, and on critical industry issues such as regulations, technology, access to capital and more. The panel will also debate investment opportunities across the various market segments.

Introductory Remarks: TACKLING GLOBAL TRANSFORMATION

Mr. Knut Ørbeck-Nilssen, CEO – **DNV GL Maritime**

Panel Discussion:

Moderator:

Mr. Knut Ørbeck-Nilssen, CEO – **DNV GL Maritime**

Panelists:

- **Mr. Nicolaus Bunnemann**, CEO – **Atlantic Lloyd**
- **Mr. Lucius Bunk**, Founder & Managing Partner – **Auerbach Schiffahrt**
- **Mr. Christoph Toepfer**, Founder & CEO - **Borealis Maritime**
- **Dr. Johann Killinger**, Managing Partner – **Buss Group**
- **Mr. Constantin Baack**, CEO - **MPC Containers**
- **Mr. Nikolaus Oldendorff** – Managing Director - **Reederei Nord GmbH**; Co-Owner – **Nord Group**

3.45 – 4:35 pm

THE EVOLUTION OF GERMAN BANK SHIP FINANCE

The number of German ship financing banks has decreased over the past years. The panel will discuss how the few banks still active in this segment have defined their focus on certain segments of the business and what their expectations are for this business in 2021. Challenges will certainly include the effects of Covid-19 as well as trends of environmental and social governance and "green finance" but also the evolving regulatory framework and entering into force of "CRR II".

Moderator:

Dr. Carolin Schmeding, Partner – **EHLERMANN RINDFLEISCH GADOW**

Panelists:



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- **Mr. Philipp Wuenschmann**, Global Head of Shipping - **Berenberg**
- **Dr. Marco Albers**, Head of Transport & Export Finance - **DekaBank Deutsche Girozentrale**
- **Mr. Ilias Katsoulis**, Head of Shipping, Structured Credit - **Deutsche Bank**
- **Mr. Jan-Philipp Rohr**, Global Head of Shipping - **Hamburg Commercial Bank**
- **Mr. Sebastian Blum**, Director Maritime Industries - **KFW IPEX-Bank**
- **Mr. Jens Dose**, Director, Head of Shipping - **M.M. Warburg & CO**

4:40 – 5:30 pm

IS GERMANY BECOMING THE EUROPEAN HUB FOR ALTERNATIVE FINANCE FOR GLOBAL SHIPPING?

An increasing number of international credit providers establish an operating presence in Germany, taking advantage of the footprint and resources of the German maritime cluster, providing access to a multitude of non-bank alternative finance credit sources. The panel will discuss the reasons behind this trend as well as the product offerings by the various providers.

Moderator:

Dr. Clemens Hillmer, Partner - **Watson Farley & Williams LLP**

Panelists:

- **Mr. Elias Sakellis**, CEO – **Australis Maritime Limited**
- **Mr. Cruise Chi**, Executive Director - **Bocomm Shipping Leasing (Europe) GmbH**
- **Mr. Axel Siepmann**, Managing Director – **Braemar Naves**
- **Mr. Martin Hugger**, Managing Director – **Meerbaum Capital Solutions**
- **Mr. Maximilian Otto**, Co-Founder & Managing Director – **Oceanis**
- **Mr. Oliver Faak**, Partner & Head of Europe – **Transport Capital**

5.35 – 6:15 pm

TRANSITIONING FROM KG TO A NEW PROJECT & ASSET MANAGEMENT MODEL IN SHIPPING

The German KG model for ship financing is history. A number of key players in the German market provide a new approach to project and asset management in shipping based on competitive fee and investment structures on the background of the German Maritime Cluster knowhow with sources ranging from IPO's, institutional investors to high net-worth individuals. The panel will discuss how to meet challenges and expectations of investors today by presenting different business models and strategies, ending with an outlook into the future.

Moderator:

Dr. Jan Dreyer, Partner - **ARNECKE SIBETH DABELSTEIN**

Panelists:

- **Mr. Bastian Hagebeuker**, Partner – **Blue Star Group**
 - **Mr. Wilke Briese**, CEO - **Briese Schiffahrts GmbH & Co. KG**
 - **Mr. Christian Rychly**, Managing Director, Maritime – **MPC Capital**
 - **Mr. John Wessel**, Managing Director – **Oldendorff Overseas Investment**
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