



# 2nd Annual Capital Link Japan Maritime Forum

Thursday, October 26, 2023  
Tokyo American Club – Tokyo, Japan



In Partnership With

 **Fearnley Securities**

  
**COLUMBIA**  
SHIPMANAGEMENT

9:00 - 9:50 AM

## REGISTRATION

### WELCOME REMARKS

9:50 - 9:55 AM

**Mr. Nicolas Bornozis**, President – **Capital Link, Inc.**

### OPENING REMARKS

9:55 - 10:00 AM

**H.E. Dimitrios Caramitsos-Tziras**, Ambassador of Greece to Japan – **Hellenic Republic**

### SHIPPING MARKETS TRENDS & OUTLOOK PRESENTATION

10:00 - 10:20 AM

**Mr. Oystein Vaagen**, Shipping Analyst – **Fearnley Securities**

### COMMODITIES SHIPPING

Moderator: **Mr. Rikard Vabo**, Head of Investment Banking – **Fearnley Securities**

10:25 - 11:05 AM

Panelists:

- **Mr. John Su**, President and CEO - **Erasmus Shipinvest Group**
- **Mr. Mads Boye Petersen**, COO - **Pangaea (PANL)**
- **Mr. Marco Fiori**, CEO – **Premuda Spa**

### OPTIMIZING FLEET PERFORMANCE

*Digital transformation and enhanced digital capability is enabling maritime stakeholders to optimise their operations and enhance their competitiveness. This panel discussion will focus on how maritime players are using digital platforms and the risks and opportunities associated with technology uptake.*

Moderator: **Mr. Luis Benito**, Customer Success Executive Partner, Japan - **Lloyd's Register**

11:10 - 11:50 AM

Panelists:

- **Mr. Demetris Chrysostomou**, Managing Director Asia Region. Group Director Business Development – **Columbia Shipmanagement**
- **Mr. Shingo Ikeda**, Executive Officer – **K Line**
- **Mr. Satoshi Yamane**, General Manager / Smart Shipping Division - **Mitsui O.S.K. Lines**
- **Mr. Ronny Waage**, Global Sales Director – **zero44**

### WESTERN LEASING & ALTERNATIVE FINANCING

*What are the options for those seeking western and alternative financing in Japan? What considerations should be taken into account when seeking out such leasing and financing options in Japan?*

11:55 - 12:35 PM

Moderator: **Mr. Simon Collins**, Partner – **Watson Farley & Williams**

Panelists:

- **Mr. Oscar Ulstein**, Partner - **Maritime Asset Partners (MAP)**
- **Mr. Andreas Røde**, Chief Executive Officer – **Ocean Yield**

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## NETWORKING LUNCH

*Sponsored by*

12:40 - 1:40 PM



## DOING BUSINESS IN JAPAN

*This panel will cover the country-specific factors international players should consider while doing business in Japan.*

Moderator: **Mr. Nicolas Duran**, Managing Director & Partner, Investment Banking – **Fearnley Securities**

1:45 - 2:25 PM

Panelists:

- **Mr. Georg A. Whist**, CEO – **Gram Car Carriers**
- **Mr. Stamatis Tsantanis**, Chairman & CEO - **Seanergy Maritime Holdings Corp. (SHIP)**; Founder, Chairman & CEO - **United Maritime Corporation (USEA)**
- **Mr. Edvin Endresen**, CEO – **Solvang**
- **Mr. Nicos Rescos**, COO – **Star Bulk Carriers Corp (SBLK)**

## PATHWAY TO GREEN SHIPPING – WHAT IS DRIVING THE TRANSFORMATION?

*Technology or Regulations? Financing institutions or shipowners?*

*Nothing works in isolation, but what is the main driver for green shipping today? And which stakeholder(s) are lagging behind? As shipping is being integrated into the EU ETS from 2024, carbon emissions will come with a price tag. Will similar schemes follow– and is this a silver bullet for decarbonization?*

2:30 - 3:10 PM

Moderator: **Mr. Stian Erik Sollied**, Country Manager, Japan – **DNV**

Panelists:

- **Mr. Trifon Tsentides**, Head of Strategy & Business Development – **Ifchor Galbraiths**
- **Mr. Takeo Akamatsu**, General Manager, Green Innovation Business Unit - **Itochu Corporation**
- **Mr. Shingo Ikeda**, Executive Officer – **K Line**
- **Mr. Nobuhiro Kashima**, Senior Managing Executive Officer – **NYK**
- **Mr. Jeffrey Chan**, Chief Sustainability Officer – **Purus Marine**

3:15 - 4:00 PM

## JAPANESE BANKING & LEASING

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*Japanese Banks have increased their international orientation, providing international shipowners with both Conventional Bank Financing as well as Leasing options. The panel will discuss how Japanese financiers approach clients.*

Moderator: **Mr. Vetle Sjuve**, Partner, Investment Banking – **Fearnley Securities**

Panelists:

- **Mr. Yuichiro Yamaguchi**, Global Head of Shipping – **Development Bank of Japan (DBJ)**
- **Mr. Masato Yamabe**, Deputy General Manager - **Financial Partners Group Co. Ltd.**
- **Mr. Yohei Endo**, Head of Shipping - **Fukuoka Bank**
- **Mr. Masaya Noda**, Managing Executive Officer, Global Head of Ship Finance-**SUMITOMO MITSUI TRUST BANK, LIMITED**
- **Mr. Satoru Ogawa**, General Manager of Ship Finance Division - **Tokyo Century Corporation (TCC)**

4:00 - 5:00 PM

**COCKTAIL RECEPTION**