

**8th Annual Marine Money Gulf Ship Finance Conference**  
Wednesday, 7th March 2012, Emirates Towers Hotel – Dubai  
**AGENDA**

**“Time for shipping investments?”**

**09:00 Registration & Welcome Coffee**

**10:00 Opening Remarks**

Mrs. Mia Jensen, Greek Director, Marine Money International  
Mr. Marcus Machin, CEO, Tufton Oceanic (Middle East) Ltd.

**10:10 Keynote address**

Mr. Mohammed Al Muallem, Senior Vice President & Managing Director UAE Region, DP World

**10:20 Economic Outlook**

Mr. Shady Shaher, Economist, Standard Chartered Bank

**10:45 Container Trades - Regional Demand & Port Capacity Development**

Mr. Dirk Van Den Bosch, CCO, UAE Region, DP World

**11:05 Overview of the Offshore Support sector**

*Supply, opportunities and finance in Offshore Support*  
Mr. Geir Sjurseth, Managing Director & Global Head Offshore Support Group, DvB Bank SE

**11:30 Coffee Break**

**12:00 Raising \$1.5 billion in five years. A case study in perseverance and using all available financial structures.**

Mr. Tom Sundby, CFO, Polarcus DMCC

**12:20 The Funding Gap – Myth or Reality**

Mr. Erik A Lind, Chief Executive Officer, Tufton Oceanic

**12:35 Shipping finance and the shortage of US\$. Can the European shipping banks continue to serve shipping in the Middle east?**

Panel Discussion

Mr. Oliver Ebner, Senior Manager, Project & Structured Finance, National Bank of Abu Dhabi

Mr. Simon Deefholts, Director Shipping, HSBC Bank plc

Mr. Knut Mathiassen, Regional Head, Shipping Finance, Middle East, Standard Chartered Bank

Mr. Chris Peters, Director, Treasury and Risk, Eships

*Moderator:* Mr. Erik Muthow, Partner, Head of Maritime, Transport & Trade, HadeF & Partners

**13:10 PE and shipping in the Middle East**

Mr. Smiyet Belrhiti, Associate, Abraaj Capital

**13:30 Lunch Break**

**14:50 Islamic finance and Bond finance: alternatives or complements to traditional finance.**

Mr. Mohammed Paracha, Partner and Head of Islamic finance Middle East and Africa and Mr. Alex Roussos, Of Counsel, both of Norton Rose (Middle East) LLP

**15:25 Leasing – Still an alternative for Middle East Owners?**

Mr. Nils Kristian Kovdal, Director, Ship Lease & Finance, Standard Chartered Bank

**15:45 Piracy and the new age of shipping**

Mr. Alexandros Theodosios Kontos, Operations Manager, LSS – SAPU

**16:05 Chapter 11: What every shipping market participant should know**

Mr. Harold Malone, Senior Vice President, Investment Banking, Maritime Group, Jefferies & Co.

**16:20 Coffee Break**

**16:50 LIQUIDITY ROUNDTABLE**

**Shipping in a world of limited finance.**

*What are the potential repercussions of the Euro crisis for shipping?*

*Will new equity come in to the industry?*

*The outlook for the year ahead with few banks lending.*

*Will Chinese banks step up to the forefront?*

*Private equity – Islamic Finance – Owners equity*

Panel Discussion

Mr. John Sindors, Senior Executive Officer, Clarkson Capital Markets (DIFC)

Mr. Vijay Kamath, Senior VP & Head of sales, FSL Trust Management Pte. Ltd.

Mr. Domenik Nizet, Senior Vice president, Chemical, LPG & Product Tanker group, DVB Bank

Mr. Joachim J. Skorge, Managing Director & Regional Head of Investment Banking (Asia & Middle East) DNB Markets

*Moderator:* Mr. Marcus Machin, CEO, Tufton Oceanic (Middle East) Ltd.

**17:30 Closing Remarks**

**17:45 Cocktail Closing Reception** *co-hosted by International Registries, Inc.*

**Audio and Visual presentations will be available online after the event**

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