

7th Annual Marine Money Gulf Ship Finance Conference
Wednesday, 9th March 2011, Grand Hyatt – Dubai
AGENDA

Time for shipping investments?

09:00 Registration & Welcome Coffee

10:00 Opening Remarks

Mrs. Mia Jensen, Marine Money – Greek Office
Mr. Jonathan Hill, Managing Director - Shipping Funds, Tufton Oceanic (Middle East) Ltd.

Conference Co-Chairman – Mr. Nigel Anton, Managing Director & Head of Shipping Finance, Standard Chartered Bank

10:10 Keynote address

Blood and oil. Bribes and bullets. How is commerce being affected by the chaos?
Ms. Nima Abu-Wardeh, Presenter of BBC's Middle East Business Report.

10:20 Economic Outlook

Multi-speed recovery
Mr. Shady Shaher, Economist, Standard Chartered Bank

10:45 Overview of the wet and container shipping sectors

Tanker Market
The VLCC - only dead fish swim with the stream.
Mr. Per Wistoft, CEO, Gulf Navigation Holding PJSC

Container Market
Container shipping – quo vadis ?
Mr. Ken Bloch Soerensen, Managing Partner, Econships Ltd.

11:20 Coffee Break

11:50 Is the scarcity of finance good for the state of the shipping industry?

Is shipping finance as we know it still available?
Will Chinese banks boost or spoil the party?
Which deals can get financed in today's market?
Will Middle Eastern banks get more involved in shipping finance?

Panel Discussion

Mr. David Bonicel, Regional Head, Shipping & Land Transportation Finance, Middle East & India, Natixis
Mr. Knut Mathiassen, Regional Head, Shipping Finance, Middle East, Standard Chartered Bank
Mr. Oliver Ebner, Senior Manager, Project and Structured Finance, National Bank of Abu Dhabi
Mr. Vijay Kamath, Senior Vice President & Head of Sales, FSL Trust Management Pte. Ltd.
Mr. Simon Booth, Global Co-Head, Deutsche Shipping
Moderator: Mr. Kevin Oates, Marine Money – Greek Office

12:30 Offshore Support: growing pains in a growing industry

Supply, opportunities and finance in Offshore Support

Introduction

Mr. Geir Sjurseth, Managing Director & Global Head Offshore Support Group, DvB Bank SE

Panel Discussion

Mr. Mustapha Boussaid, Director Maritime Investments, Waha Capital
Mr. Tom Henrik Sundby, CFO, Polarcus DMCC
Mr. Seraj Alali, Managing Director, Whitesea Shipping & Supply LLC
Moderator: Mr. Marcus Machin, Director, Tufton Oceanic (Middle East) Ltd.

13:15 Lunch Break *co-hosted by Clarkson Investment Services (DIFC) Ltd.*

AFTERNOON Regional Issues and Concerns

Conference Co-Chairman – Mr. Marcus Machin, Director, Tufton Oceanic (Middle East) Ltd.

14:40 UAE and Regional Shipowners panel

Is 2011 the time to re-invest in shipping?
Are UAE and regional shipping companies finding access to bank debt?
Would you order a newbuild today, despite the large order book?

Panel Discussion

Mr. Ahmed Hareb Al Falahi, CEO, Gulf Energy Maritime (GEM)
Mr. Saleh Al-Shamekh, President, Oil & Gas, The National Shipping Company of Saudi Arabia
Mr. M. Aziz S. Ansari, General Manager, D&K Holdings LLC
Moderator: Mr. Erik Muthow, Partner, Head of Maritime, Transport & Trade, Hadeef & Partners

15:20 Sanctions and their impact on Shipping?

Mr. Tony Rice, Ship Finance Partner, Holman Fenwick Willan LLP

15:40 Private Equity and shipping : The Middle East and international

Introduction: Mr. John Sindors, Senior Executive Officer, Clarkson Investment Services (DIFC) Ltd.

Panel Discussion

Mr. Ahmed Badreldin, Senior Partner, Abraaj Capital Ltd.
Mr. Richard Dallas, Managing Director and Head of Private Equity, Gulf Capital
Mr. Cabell Fisher, VP-Maritime Investments, Waha Capital
Moderator: Mr. John Sindors, Senior Executive Officer, Clarkson Investment Services (DIFC) Ltd.

16:15 Coffee Break

16:45 China : Friend or foe

Will China continue to fuel demand for bulk shipping?
Will Chinese shipping companies grow to dominate the bulk markets?
Will the Chinese shipyards flood the market with ships? And who will own them?
Will finance from Chinese banks fuel the contracting of unnecessary ships?
The Chinese are investing billions in mining and extraction of raw materials within China.
Will the demand for raw materials from elsewhere contract in the years ahead?

Panel Discussion

Mr. Per Wistoft, CEO, Gulf Navigation Holding PJSC
Mr. Harry Theochari, Partner, Norton Rose LLP
Mr. Simon M. Deefholts, Director Shipping, HSBC Bank plc
Mr. Scott Jones, CEO, Eships
Mr. Zefeng Gao, Deputy Director of Shipping Finance Division II, The Export-Import Bank of China
Moderators: Mr. Jonathan Hill, Managing Director– Shipping Funds, Tufton Oceanic (Middle East) Ltd.
Mr. Nigel Anton, Managing Director & Head of Shipping Finance, Standard Chartered Bank

17:30 Closing Remarks

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

Audio and Visual presentations will be available on the Internet after the event.

Conference Organisers: Mia Jensen and Kevin Oates, Marine Money - Greek Office
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