Today’s record low vessel order-book, combined with global synchronized demand growth especially intra-Asia, means that 2018 is likely to see strengthening charter rates, rising asset values and improving equity and credit performance. The 17th annual Marine Money Hamburg is a business development event designed to bring together the most capital active international ship owners with a wide variety of global ship finance sources.

8:00  Registration Opens and Welcome Coffee

8:50  Welcome
Marine Money

9:00  Chairman’s Opening Remarks
Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

9:05  Robust Outlook for Synchronized Global GDP Growth
Dr. Thomas Strobel, Economist, Unicredit Bank AG

9:30  Development of Chinese Shipping Financial Leasing
Cruise Chi, Executive Manager, Bocom Shipping Leasing (Europe) GmbH

Executive Summary: Key Market Fundamentals & Trends
Historically low order-books, high scrap prices, increasing trade growth, shrinking shipyard capacity and a lack of capital for new-buildings converge to bolster dry, MPP and container - and the tanker and offshore markets may have just bottomed-out.

9:45  What to Buy (and When) if you Missed Dry Bulk and Container
Dr. Arlie Sterling, President, Marsoft, Inc.

10:05  “Game on” for Container Vessels: Do’s and Don’ts for Investing Today
Paul Dowell, Director, Howe Robinson & Co. Ltd.
**Asset Play Strategy**

For opportunistic shipowners and special situations investors, successful investing in shipping is all about asset play. In this session, learn what recent investments have worked, why they worked…and what to buy and flip, or buy and fix, today.

10:20 Asset Play Score Card – Best Investments over the last 12 months, with an Eye on the Future

Let’s face it, for opportunistic shipowners and special situations investors, investing in shipping is all about asset play. What investments have worked…and what to buy and flip, or buy and fix, today.

Toby Yeabsley, Head Analyst, VesselsValue Ltd.

10:35 Hot Topics in Ship Recycling: From Residual Values to Regulations

Evan Sproviero, Head of Projects, GMS Inc.

10:50 In Focus: Capitalizing on Recovering Markets – Dry Bulk

While many dry bulk players sat on the sidelines, Goodbulk used the down cycle in dry bulk to raise debt and equity and acquire a fleet of capes from a private equity sponsor.

John Michael Radziwill, CEO & Chairman, GoodBulk Ltd.

Interviewed by: Maren Brandes, Partner, Watson Farley & Williams LLP

Coffee Break Graciously Sponsored by: FPG AIM

11:40 Strategies for Blending Global Capital Sources- From Leases to Loans

Eastern and Western ship finance are being blended together more frequently than ever. This session discusses the legal and financial considerations for making different types of capital work together.

Catherine Gao, Sales Director, Shipping Finance, BoComm Leasing (Shanghai)
Nick Roos, Managing Director, Maritime Asset Partners
Brian Nixon, Managing Director, Lavinia Bulk Ltd.
André Lockhorst, Exec. Dir. / Hd. Transportation – N. Europe & ME, ABN AMRO Bank N.V

Moderator: Jonathan Ward, Partner, Stephenson Harwood LLP

**Capital Markets**

Capital markets are providing a larger and larger share of the total ship finance deal flow each year.

12:10 U.S. Capital Markets – A Reliable Source of Ship Finance

The IPO market may be slow, but the U.S. Capital markets are busy with preferred equity to baby bonds, follow on offerings to bonds and Term Loan B, gain up-to-the-minute Intel on what U.S. investors want now.

Chris Weyers, Managing Director, Head of Maritime Investment Banking, Stifel Financial

The Norwegian Bond and Equity Market - It's Not Just for Norwegians

From Navig8 to MPC to Borealis to Goodbulk, the Norwegian Capital Markets have been providing capital to some of today's most talented and ambitious international shipping entrepreneurs. Learn if Norway is right for your next deal.

Rolf Darboven Zapffe, Partner, Shipping & Offshore, Project Finance, Pareto Securities AS

12:35 Luncheon

1:40 In Focus: Current Status of HSH Nordbank AG & Trends in Ship Finance

While many dry bulk players sat on the sidelines, Goodbulk used the down cycle in dry bulk to raise debt and equity and acquire a fleet of capes from a private equity sponsor.

John Michael Radziwill, CEO & Chairman, GoodBulk Ltd.

Interviewed by: Maren Brandes, Partner, Watson Farley & Williams LLP

11:40 Loan and Portfolio Sales Update

What has gotten and done and what new loan offerings may come to market in 2018.

Philipp Wünschmann, Head of Shipping, Berenberg
Axel Siepmann, Managing Director, Braemar Naves Corporate Finance GmbH
Thomas Mazur, Partner, Financial Advisory, Deloitte GmbH
Himesh Patel, Senior Analyst, Cross Ocean Partners

Moderator: Dr. Volker Kammel, Partner, Reed Smith LLP
2:45  In Focus: Øystein Kalleklev, Director Seatankers Group & CFO Flex LNG Ltd.
One of shipping’s most dynamic dealmakers shares his insights on risk, pricing, structure....and offers advice on everything from Schulschein to Sale/leasebacks.
Interviewed by: Kathleen Haines, Treasurer & CFO, Heidmar, Inc.

The Curated Balance Sheet

3:05  Credit Market Options: From Alternative to Traditional
Once considered “alternative,” non-bank funding sources has become the norm in ship finance. Hear from a pantheon of providers about their products and predictions.
Jason Braunstein, Director – Transport, Hudson Structured Capital Management Ltd.
Sybren Hoekstra, Senior Investment Advisor, Northern Shipping Funds
Stephen Majeski, Managing Director, Breakwater Capital Ltd.
Tobias Backer, Managing Director, Fleetscape Capital Holdings
Moderator: Dylan Potter, Partner, Vedder Price

3:35  Scaling Up and Increasing Liquidity: M&A is Here to Stay
From private equity entry and exit to strategic business combinations, the market for mergers and acquisitions has never been so active.
Jan-Hendrik Többe, Managing Partner, Zeaborn Group
Lutz Weber, Managing Director, Group CFO, John T. Essberger GmbH & Co. KG
Aristides Pittas, Euroseas (in the process of acquiring 16 vessel fleet owned by Technomar and private equity investor Kelso)
Dr. Andreas Pres, Partner & Founder, PRESPARTNERS GmbH
Moderator: Mike Timpane, Partner, Seward & Kissel LLP

4:05  Elevator Pitches - New Concepts / Innovative Business Models / Digital Disruption
Here a group of new enterprises will describe their value propositions in 3 minutes or less.

4:20  A Bright Future: The Elements of Success in Shipping, Ship Finance & Investment
Whether successfully partnering with private equity, or reaping the benefits of scale through cooperation in Hanseatic Unity, dynamic industry veterans share their views on financial partnership, asset play, debt financing, cash flow and risk management and more.
Elias Sakellis, CIO, Borealis Maritime Ltd.
Dr. Kurt Klemme, CEO, Reederi NORD Group
Phrixos Papachristidis, CEO, Hellespont
Klaus Pinter, CEO, Lloyd Fonds
Moderator: Beatrice Russ, Partner, Ince & Co LLP

Chairman’s Closing Remarks
Dr. Stefan Rindfleisch, Partner, Ehlermann Rindfleisch Gadow

Cocktail Reception to Follow Graciously Sponsored by
Hotel Grand Elysee – Grand Foyer
Please complete and fax back today, to: +1.203.406.0110

Non-MM Subscriber
- US$1,095 + 19% VAT (US$208.05) = US$1,303.05
- Best Value! Pay for three and get the fourth free. Each must fill out a form.
- Special Package US$2,513.74** (10% discount) (Outside North America, please add $200 postage for postage and handling. Canadian Residents please add 6.35% Sales tax.)
  - German Ship Finance Forum Delegate Fee (US$1,303.05 Value)
  - 1 year subscription to Marine Money (hardcopy) & Freshly Minted (online weekly) & MM Asia (online bi-weekly) (US$1,490 Value)
- Discount on future Marine Money conferences

MM Subscriber (includes 10% discount)*
- US$985 + 19% VAT (US$187.25) = US$1,172.75
- Best Value! Pay for three and get the fourth free. Each must fill out a form.
- Special Package US$2,513.74** (10% discount) (Outside North America, please add $200 postage for postage and handling. Canadian Residents please add 6.35% Sales tax.)
  - German Ship Finance Forum Delegate Fee (US$1,303.05 Value)
  - 1 year subscription to Marine Money (hardcopy) & Freshly Minted (online weekly) & MM Asia (online bi-weekly) (US$1,490 Value)
- Discount on future Marine Money conferences

A 19% mandatory German VAT has been included in the registration fees above.
Note that most companies worldwide are eligible to claim the VAT back by filing a claim to the German tax authorities.

Please complete and fax back today, to: +1.203.406.0110

Mr/Ms/Mrs/Dr./Capt. First Name Last Name
Job Position
Company
Address
City Region/State
Postal/Zip Code Country
Phone Fax
Email
*This discount ONLY applies if your office is a Marine Money subscriber.
**Package for new subscribers only

Please indicate which category best describes your company:
- Shipowner/Operator
- Bank/Financial institution
- Broker/Trader
- Accountant
- Lawyer
- Ship Manager
- Investor

Please charge this credit card:

Card No. Expiry
Security Code (3 or 4 digit # on back of card)

HOTEL INFORMATION

For reservations call: (00) 49 40 41412222 and quote group code “Marine Money.”
GRAND ELYSEE Hamburg
Rothenbaumchaussee 10
20148 Hamburg
Tel.: 0049 40 41412726 • Fax: 0049 40 41412779
Website: www.elysee.de

CANCELLATIONS: Should you be unable to attend the forum for any reason, please inform us in writing and a credit voucher will be issued towards any Marine Money publications and forums. Substitutions are welcome at any time, please inform us in writing of substitutions. If for any reason Marine Money decides to cancel this forum, Marine Money does not accept responsibility for covering airfare, hotel or any other costs incurred by registrants. Program content subject to change without notice.

M ARIN E M O N EY I N T E R N A T I O N A L

For reservations call: (00) 49 40 41412222 and quote group code “Marine Money.”
GRAND ELYSEE Hamburg
Rothenbaumchaussee 10
20148 Hamburg
Tel.: 0049 40 41412726 • Fax: 0049 40 41412779
Website: www.marinemoney.com

CANCELLATIONS: Should you be unable to attend the forum for any reason, please inform us in writing and a credit voucher will be issued towards any Marine Money publications and forums. Substitutions are welcome at any time, please inform us in writing of substitutions. If for any reason Marine Money decides to cancel this forum, Marine Money does not accept responsibility for covering airfare, hotel or any other costs incurred by registrants. Program content subject to change without notice.