

## Programme



## 22 November 2018, Sofitel Alter Wall, Hamburg

- 11:00 Welcoming speech
- 11:05 Opening remarks
- 11:15 Market Analysis

Sulphur cap 2020: Possible impacts on freight and vessel markets key developments, risks and perspectives

Sverre Bjorn Svenning, Global Head of Research, Fearnleys

11:40 Keynote

Investing into a new era ...? A vision for 2020 and beyond. A liner company's perspective Anthony Firmin, COO, Hapag-Lloyd

#### 12:10 PANEL 1

#### Panel discussion:

The view from the cargo side: Changes in shipping economics, trade war and changing commodity flows

- Frank Fischer, Managing Director, Zeamarine Carrier and Zeamarine Chartering
- · Otto Schacht, Executive Vice President Sea Logistics, Kühne & Nagel
- Jens Christian Nielsen, Managing Director, Frachtcontor Junge
- 13:00 Lunch break

#### 14:00 PANEL 2

#### The »Sword of Damocles«: Sulphur cap 2020 operational efficiencies and new fuels

- 14:00 »Managing risks the increasing importance of compliance« Swen Scholtyssek, Partner, KPMG Law
- 14:20 »Fuel & propulsion horses for courses?« Tim Kent, Technical Director, Marine and Offshore, Lloyd's Register
- 14:40 Panel discussion:
  - »2020 and beyond: Dealing with the challenges ...«
  - Tim Kent, Technical Director, Lloyd's Register
  - Thomas Bjorn Larsen, Senior Vice President, Head Skuld Hamburg
  - Svend Stenberg Mølholt, Group COO, Monjasa
  - Marcus Schärer, Global Marketing Manager, Shell Marine

#### 15:35 Sub-Keynote address

The new market landscape. Strategies for success and future competitiveness. A ship manager's perspective. Ian Beveridge, CEO, Bernhard Schulte Shipmanagement

#### 16:00 Coffee break

16:45 PANEL 3

#### Shipping in the capital markets

On stage: A new fund for shipping Christoph Toepfer, Director Australis Maritime

17:15 Shipping bank update - what comes after the clean sweep?

Joep Gorgels, Global Head Transportation and Logistics Clients, ABN Amro

Susanne Mertens, Senior Consultant, Silverton Maritime Solutions Tobias Zehnter, NordLB

## 17:45 Capital markets review

IPOs, follow-on offerings, Oslo bond market Erik Helberg, CEO, Clarksons Platou Securities

#### 18:10 Online ship auctions hit S&P market

VesselBid: Successfully selling ships online

Clemens Toepfer, Managing Director, Toepfer Transport

### 18:35 Closing remarks

18:45 Evening Buffet, Reception hosted by The Marshall Islands Registry







**Anthony Firmin** COO Hapag-Lloyd



Frank Fischer Managing Director Zeamarine Carrier / Zeamarine Chartering



Erik Helberg Joep Gorgels Global Head Transportation CEO Clarksons Platou Securities ABN Amro



**Thomas Bjorn Larsen** SVP, Head of Skuld HH Skuld





Svend Stenberg Mølholt

Group COO

Monjasa

Tim Kent

Technical Director

Lloyd's Register

Susanne Mertens Senior Consultant Silverton Maritime Solutions



Marcus Schärer Global Marketing Manager, Shell Marine





**Clemens Toepfer** Managing Director Toepfer Transport

**Christoph Toepfer** 

CEO Australis Maritime



**Tobias Zehnter** Head of Ship Finance NordLB

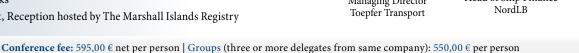
Jens Christian Nielsen Managing Director Frachtcontor Junge



Fearnlevs

Otto Schacht

Executive VP Sea Logistics



Registration: www.hansa-online.de/hansa-forum/ | Contact: Sylvia Wilde, +49 (0)40 / 70 70 80-211, s\_wilde@hansa-online.de

Please note: Subject to alterations



Swen Scholtyssek Partner **KPMG** Law



Kühne & Nagel



# HANSA-FORU SHIPPING | FINANCING

## 22 November 2018, 11:00-18:00 hrs

SOFITEL HAMBURG ALTER WALL

# **Registration Form**

#### REGISTRATION OF ... DELEGATE(S)

Company:	CONDITIONS OF PARTICIPATION
(complete company name)	<b>Conference Fee:</b> 595 € per delegate (all prices plus VAT, currently 19 %)
Street:	<ul> <li>lunch buffet (warm and cold), soft drinks in the conference room,</li> <li>conference buffet (warm and cold), soft drinks in the conference room,</li> </ul>
Postcode, City: Country: Website: Line of business:	Special rates 45 EUR discount per delegate: Early Birds: until 31 August 2018 Groups: simultaneous registration of three or more delegates from the same company HANSA subscribers: one discount per subscription (nonrecurrent); please name your subscription code
Name:	gistration we will send you a confirmation and invoice. Please transfer the amount before the conference date, providing invoice number, customer
Phone:	Rescission Cancellation can only be accepted in written form, either by mail, fax or email. Substitute delegates may be named until 16 November.
E-Mail:	
2 Name: Position:	We reserve the right to cancel or postpone HANSA-Forum for reasons beyond our control, like illness/injury of contributors or hosts, etc. Participants will be informed in such cases via the address given to us. Paid conference fees will then be refunded. Further claims shall be excluded.
Phone:	from 10:00 h check in and get-together
<b>3</b> Name:	Venue Sofitel Hamburg Alter Wall, Alter Wall 40, 20457 Hamburg, Germany Conference: Conference Room (Saal 1), 1st floor Get-together, networking: lobby of Saal 1 and Saal 2, 1st floor
Position:	<ul> <li>expense. There are several other car parks in the vicinity (eg. »Fleethof« / »Contipark«, »Rödingsmarkt«).</li> <li>The venue can be reached in a 6 minutes ride by public transport starting from Hamburg main station. The hotel is located close to the stations »Stadthaus-</li> </ul>
	<b>Hotel room bookings</b> Accomodation costs are not included in the conference fee. Bookings at the conference venue Sofitel Hamburg Alter Wall are only possible directy at the hotel via phone (+49 (0)40 / 369 50-2222) or email: H5395-RE2@sofitel.com
	Please note A choice of photos taken during the event will be published in our magazines and on our homepage.

Questions regarding HANSA-Forum?

Your contact: Sylvia Wilde | Tel.: 040 / 70 70 80-211 | s\_wilde@hansa-online.de

Date, signature: X





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