

# HANSA-FORUM 21 | 2017

SHIPPING | FINANCING

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## »Surviving and investing in challenging markets«

30. November | Grand Elysée Hamburg

### Programme

- 10:00 Welcoming speech
- 10:05 Opening remarks
- 10:15 **MARKET ANALYSIS**  
World trade & shipping trends – setting the right course in today's markets  
*Key developments to watch in the different shipping segments. Risks and perspectives.*  
By **Henriette Brent-Petersen**, Head of Research at DVB Bank SE
- 10:35 **KEYNOTE**  
Liner consolidation – the Japanese way  
*First-hand account of the merger of NYK, MOL and K Line's container divisions in ONE.*  
*A perspective on the future liner shipping from the Far East by CEO **Jeremy Nixon***
- 10:55 **KEYNOTE**  
Making investment strategies a success story  
**Angeliki Frangou**, CEO, Navios Group
- 11:15 **DISRUPTORS, SHAKERS & MOVERS: NO RISK, NO GAIN**  
*Vibrant market players share experiences, insights and visions.*  
Panel debate  
**Achim Boehme**, CEO, Lomar Shipping  
**Angeliki Frangou**, CEO, Navios Group  
**Jeremy Nixon**, CEO, Ocean Network Express (ONE)  
**Mark O'Neil**, CEO, Columbia Marlow  
**Jan-Hendrik Többe**, MD, Zeaborn / RZ Carrier
- 12:15 LUNCH
- 13:15 **QUO VADIS CLAUS-PETER OFFEN?**  
*A German tramp owner making a fresh start. Strategies and prospects at CPO Holding.*

Please note: Simultaneous translation English/German and vice versa will be provided throughout the Forum.

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- 13:45 **VALUATION & ACCOUNTING**  
*Vessel (market) values in many segments remain below historical averages, posing a problem especially for debt-laden ships with excessive loan-to-value-ratios. How are ships currently assessed under discounted cash flow models like those used by shipping banks or by the LTAV? What are the implications for shipowners and banks?*  
**Prices and values of ships – will the gap soon disappear?**  
**New IFRS regulations – another nail in the coffin ...?**  
**Stefan Schöniger** (KPMG AG, Deal Advisory) | **Hartmut Heckert** (KPMG AG, Audit)
- 14:15 **CHINESE FINANCING: LEASING SOLUTIONS IN THE SPOTLIGHT**  
*Chinese lessors are probably the fastest expanding source of funding. However, the large deal volumes, preferred by leading institutions, make it more difficult for small and medium-sized shipowners to tap into it. Experts discuss typical structures and requirements for Chinese leasing and the strategy of lessors in the sector.*  
**Panel debate**
  - **Cruise Chi**, Executive Manager, Bocomm Shipping Leasing (Europe)
  - **Carsten Stellamans**, Advisor, Dabelstein & Passehl
- 15:00 **SHIPPING BANK UPDATE – OLD RISKS, NEW OPPORTUNITIES**  
*Vast volumes of non-performing loans originated in the previous decade continue to pressure banks. However, huge loan loss provisions made in recent years should allow them to clear out critical parts of their portfolios. How do the banks' ship finance leaders assess the prospects for restructuring, for outright sale of assets and loans as well as for new business going into 2018?*  
**Panel debate**
  - **Oliver Hermanns**, Head of Shipping Germany, Crédit Agricole CIB
  - **Philipp Wünschmann**, Head of Shipping, Berenberg Bank
  - **Tobias Zehnter**, Global Head of Shipping, NordLB
- 15:30 **COFFEE BREAK**
- 16:00 **IN THE SPOTLIGHT: Sellout or new beginning? HSH Nordbank in its fateful turn**  
  - **Stefan Ermisch**, CEO, HSH Nordbank
- 16:30 **PRIVATE AND PUBLIC EQUITY**  
**What the money wants, what shipping can offer – investment strategies and capital market trends today**
  - **Wall Street and Oslo market update following this year's rally in offerings by listed owners**  
**Erik Helberg**, CEO, Clarksons Platou Securities
  - **Private equity and structural considerations**  
**Henrik Haeder**, Partner, Transport Capital Pte.
  - **Pareto Holding and new possibilities for structured financing?**  
**Rolf Darboven Zapffe**, Managing Director, Pareto Holding
- 17:30 **SHIPPING MEETS INNOVATION** (powered bei KPMG AG)  
*The shipping industry is facing the new digital world. Digitalization goes hand in hand with innovation. Is the industry really ready for it? Can a change end the crisis? What is the trigger for a successful shipping operator in the future?*  
**Panel Debate**
  - **Michael Ardelt**, Vice President Operations, FreightHub
  - **Aljosja Beije**, Co-Owner & Managing Consultant, BeScope
  - **Jan-Henrik Hübner**, Global Head of Shipping Advisory, DNV GL Maritime
  - **Mark Sutcliffe**, Director, CSO Alliance
  - **Steffen Wagner**, Partner, Global Head of Transportation, KPMG AG
  - **Michael Wunram**, Director Digital Tribes, Wärtsilä
- 19:00 **Evening Buffet**



The Marshall Islands Registry celebrates  
the ten-year jubilee of the Hamburg office – join the party.

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