

Programme

Supported by 

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«
Sven Scholtyssek, Partner, KPMG Law
»Fuel & propulsion – horses for courses?«
Tim Kent, Technical Director, Marine and Offshore, Lloyd's Register
- 14:20 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
- 15:15 **Sub-Keynote address**
The new market landscape. Strategies for success and future competitiveness. A ship manager's perspective.
Ian Beveridge, CEO, Bernhard Schulte Shipmanagement
- 15:45 Coffee break
- 16:30 **PANEL 3**
Shipping in the capital markets
On stage: A new fund for shipping
Christoph Toepfer, Director Australis Maritime
- 17:00 **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
- 17:30 **Capital markets review**
IPOs, follow-on offerings, Oslo bond market
Erik Helberg, CEO, Clarksons Platou Securities
- 17:55 **Online ship auctions hit S&P market**
VesselBid: Successfully selling ships online
Clemens Toepfer, Managing Director, Toepfer Transport
- 18:15 Closing remarks
- 18:20 Evening Buffet, Reception hosted by The Marshall Islands Registry



Ian Beveridge
CEO
Bernhard Schulte
Shipmanagement



Anthony Firmin
COO
Hapag-Lloyd



Frank Fischer
Managing Director
Zeamarine Carrier /
Zeamarine Chartering



Joep Gorgels
Global Head Transportation
ABN Amro



Erik Helberg
CEO
Clarksons Platou Securities



Tim Kent
Technical Director
Lloyd's Register



Thomas Bjorn Larsen
SVP, Head of Skuld HH
Skuld



Susanne Mertens
Senior Consultant
Silverton Maritime
Solutions



Svend Stenberg Mølholt
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Otto Schacht
Executive VP Sea Logistics
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Marcus Schärer
Global Marketing
Manager, Shell Marine



Sven Scholtyssek
Partner
KPMG Law



Sverre Bjorn Svenning
Global Head of Research
Fearnleys



Christoph Toepfer
CEO
Australis Maritime



Clemens Toepfer
Managing Director
Toepfer Transport



Tobias Zehnter
Head of Ship Finance
NordLB

HANSA-FORUM 22

SHIPPING | FINANCING

22 November 2018, 11:00–18:00 hrs

SOFITEL
HOTELS & RESORTS

HAMBURG ALTER WALL

Registration Form

REGISTRATION OF ... DELEGATE(S)

Company: _____
(complete company name)

Street: _____

Postcode, City: _____

Country: _____

Website: _____

Line of business: _____

1. Name: _____

Position: _____

Phone: _____

E-Mail: _____

2. Name: _____

Position: _____

Phone: _____

E-Mail: _____

3. Name: _____

Position: _____

Phone: _____

E-Mail: _____

Date, signature: X _____

CONDITIONS OF PARTICIPATION

Conference Fee: 595 € per delegate
(all prices plus VAT, currently 19%)

The conference fee covers the following range of services:

- attendance of professional lectures and panel discussions
- conference papers
- lunch buffet (warm and cold), soft drinks in the conference room, coffee break, evening snacks

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
- Combination discount: A maximum of two discounts per delegate may be combined.

Registration

Please register using the form above or online (www.hansa-online.de/hansa-forum) or send an email to forum@hansa-online.de. After receiving your registration we will send you a confirmation and invoice. Please transfer the amount before the conference date, providing invoice number, customer number and the names of participants. **Registration deadline: 15 Nov. 2018**

Rescission

Cancellation can only be accepted in written form, either by mail, fax or email.

Substitute delegates may be named until 16 November.

Cancellation Policy

Until 15 November: Full refund; Service charge 50 €

After 15 November: No refund

No-shows of registered delegates: No refund

Cancellation of activities and changes in Conference schedule

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.

Schedule

from 10:00 h check in and get-together

11:00 – 18:00 h conference

18:30 – 21:00 h snacks and networking

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

Parking | public transport

Participants may use the public parking garage below the hotel at their own expense. There are several other car parks in the vicinity (eg. »Fleethof« / »Contipark«, »Rödingsmarkt«).

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 »Stadthausbrücke« (2 stops by S-Bahn, purple line S3 or green line S1) and »Rödingsmarkt« (3 stops by U-Bahn, yellow line »U3«).

Hotel room bookings

Accommodation costs are not included in the conference fee. Bookings at the conference venue Sofitel Hamburg Alter Wall are only possible directly at the hotel via phone (+49 (0)40 / 369 50-22 22) 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:

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The Marshall Islands Registry
www.register-iri.com

Sponsors

