

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 Bjørn 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

- **Otto Schacht**, Executive Vice President Sea Logistics, Kühne & Nagel
- **Dominik Stehle**, Executive Vice President, deugro Group
- **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 Björn 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, Silvertown Maritime Solutions tba, Danish Ship Finance

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



Joep Gorgels
Global Head Transportation
ABN Amro



Erik Helberg
CEO
Clarksons Platou Securities



Tim Kent
Technical Director
Lloyd's Register



Thomas Björn Larsen
SVP, Head of Skuld HH
Skuld



Susanne Mertens
Senior Consultant
Silvertown Maritime
Solutions



Svend Stenberg Mølholt
Group COO
Monjasa



Jens Christian Nielsen
Managing Director
Frachtcontor Junge



Otto Schacht
Executive VP Sea Logistics
Kühne & Nagel



Marcus Schärer
Global Marketing
Manager, Shell Marine



Sven Scholtyssek
Partner
KPMG Law



Dominik Stehle
Executive VP
deugro Group



Sverre Bjørn 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 November 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. The conference venue Sofitel Hamburg Alter Wall provides a limited number of rooms at reduced rates until 18 October 2018. These rooms can be booked using the reservation code: Hansa Forum 2018. Bookings are only possible directly 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 Schmidt | Tel.: 040 / 70 70 80 – 211 | s_schmidt@hansa-online.de

Fax no. +49 (0)40 / 70 70 80-214



Sponsors



Partner



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 Bjørn 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

- **Otto Schacht**, Executive Vice President Sea Logistics, Kühne & Nagel
- **Dominik Stehle**, Executive Vice President, deugro Group
- **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 Björn Larsen**, Senior Vice President, Head Skuld Hamburg
- **Svend Stenberg Mølholt**, Group COO, Monjasa
- **Marcus Schärer**, Global Marketing Manager, Shell Marine
- tba, Maersk

15:15 **Sub-Keynote address**

The new market landscape. Strategies to 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 tba, Danish Ship Finance

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



Joep Gorgels
Global Head Transportation
ABN Amro



Erik Helberg
CEO
Clarksons Platou Securities



Tim Kent
Technical Director
Lloyd's Register



Thomas Björn Larsen
SVP, Head of Skuld HH
Skuld



Susanne Mertens
Senior Consultant
Silverton Maritime
Solutions



Jens Christian Nielsen
Managing Director
Frachtcontor Junge



Svend Stenberg Mølholt
Group COO
Monjasa



Otto Schacht
Executive VP Sea Logistics
Kühne & Nagel



Sven Scholtyssek
Partner
KPMG Law



Dominik Stehle
Executive VP
deugro Group



Sverre Bjørn Svenning
Global Head of Reserach
Fearnleys



Christoph Toepfer
CEO
Australis Maritime



Clemens Toepfer
Managing Director
Toepfer Transport

Please note: Subject to alterations