



The
Maritime Standard
TMS

SHIP FINANCE & TRADE CONFERENCE

Park Hyatt Abu Dhabi, 26 November 2015

Hosted by:



موانئ أبوظبي
ABU DHABI PORTS

Endorsed by:

الهيئة الاتحادية للمواصلات البرية والبحرية
FEDERAL TRANSPORT AUTHORITY - LAND & MARITIME



Organised by:



Event Overview

Turning Theory into Reality: *How to bring fresh investment to the shipping sector*

The first Ship Finance & Trade Conference, organised by The Maritime Standard, takes place **on 26 November 2015**.

The event, held against the backdrop of the Abu Dhabi Grand Prix at Abu Dhabi's **Park Hyatt** hotel, will bring together experts from the fields of shipping, ports, banking, finance, trade and maritime law, among others, to discuss and debate the key issues and trends facing the market in the Middle East and Subcontinent. They will share their insights and knowledge through a series of presentations and panel discussions, which aim to signpost the way forward, identifying the key challenges as well as the significant opportunities that exist.

An unrivalled high level list of keynote speakers has been lined up and these will be followed by a series of senior executives with many years' experience in their chosen fields. Conference sessions will deal with a number of themes including regional trade patterns, ship finance and ports and shipping. The event will be rounded off by presentations of a number of specific case studies illustrating how the financial sector has helped unlock the potential of regional shipping and ports operators to the benefit of trade and economic growth. It is a not to be missed event that will be extremely high profile and informative, with extensive opportunities for networking.

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Thursday, 26th November 2015

Conference Programme Outline

- 8:00 Registration & Welcome Coffee
- 9:00 Welcome by Clive Woodbridge, Editor, The Maritime Standard
- 9:10 Welcome by Trevor Pereira, Managing Director, The Maritime Standard
- 9:15 Arrival of Chief Guest: H.E. Dr. Sultan Ahmed Al Jaber, UAE Minister of State and Chairman of Abu Dhabi Ports
- 9:25 Address by H.E. Salem Al Zaabi, Director General, Federal Transport Authority- Land & Maritime
- 9:30 **Keynote Session - High level strategic thinkers point the way forward**

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Session Chair



CLIVE WOODBRIDGE
EDITOR
THE MARITIME STANDARD

Keynote Speakers

 <p>Sheikh Talal Al-Khalid Al-Sabah CEO Kuwait Oil Tanker Company (KOTC)</p>	 <p>Jamal Majid Bin Thaniah Non-Executive Director and Vice Chairman DP World</p>
 <p>Dr. Ali Obaid Al-Yabhouni CEO - ADNATCO & NGSCO, UAE Governor - OPEC, Chairman - UAESA.</p>	 <p>Petros Doukas Former Deputy Minister of Finance and Foreign Affairs Greece</p>
 <p>Khamis Juma Buamim Chairman of the Board-DDW-PaxOcean Asia Pte Limited. Chairman of Dubai Council for Marine and Maritime Industries. Chairman of the Federal Committee for the review and update of the maritime commercial law.</p>	 <p>Capt. Mohamed Juma Al Shamisi CEO Abu Dhabi Ports</p>

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- 10:25 Round-up by Clive Woodbridge, Editor, The Maritime Standard
- 10:30 Coffee Break
- 11:00 **Main Session - Regional Trade Patterns & Ship Finance**

- Energy price trends and their impact on regional trade. What are the likely consequences for shipping markets?
- Economic diversification and the creation of export opportunities. What is required of regional shipping companies and ports, to meet growing need for outbound cargo flows?
- India - the sleeping giant? What can the market expect as a result of India's economic development over the next five years? What challenges have to be addressed?
- Iran - How will the easing of sanctions impact on regional trade? How should companies prepare for the opportunities that will arise?
- How can the banking sector assist unlocking regional trade opportunities? What does the financial services sector need to do better?
- Financing fleet expansion - What is good practice? What new financing tools are emerging and which are fit for purpose?
- Can the UAE become a regional ship finance hub?

Session Chair



CLIVE WOODBRIDGE
EDITOR
THE MARITIME STANDARD

Main Session Speakers

 <p>Mohammed Al Muallem Senior Vice President and Managing Director DP World UAE Region</p>	 <p>Ahmed Essa Hareb Al Falahi CEO Gulf Energy Maritime (GEM)</p>
 <p>Jørn Hinge President & CEO United Arab Shipping Company</p>	 <p>Andre Toet CEO SOHAR Port and Freezone</p>
 <p>Jacob Berman Managing Director, Infrastructure & Transportation, Corporate & Institutional Clients Standard Chartered Bank</p>	 <p>Rajiv Agarwal CEO & MD Essar Ports Ltd.</p>
 <p>Vasudev P. Amonker Unit Head - Int'l Lending, Corporate Banking Burgan Bank Group</p>	 <p>Tarik Al Junaidi Deputy CEO Oman Shipping Company S.A.O.C</p>

12:00 Panel Discussion
12:45 Question & Answer Session

13:00 Lunch

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14:00 **Session 3- Ports and Shipping - *Financing emerging opportunities***

- The role of ports as enablers of economic development
- Financing the growth of port capacity in line with demand. How can bottlenecks be avoided.
- The role of international terminal operators in the region. Should the market be opened up to external competition more than it is now?
- Subcontinent ports - how can the full potential be unlocked in future and what are the implications for the Middle East ports sector?
- How can port infrastructure projects best be financed in the post-financial crash era?
- What financial tools are required by shipowners to expand their fleets in line with demands?
- What are the best models for attracting foreign direct investment into the regional ports and shipping sectors?

Session Chair



JESPER KJAEDEGAARD
PARTNER
MERCATOR INTERNATIONAL

Session Speakers



Christopher J. Thomas
Chief Executive Officer
Gulf Middle East Shipping LLC.



Samir Sharma
Vice President - Project Finance
United Arab Shipping Company



Bobby Varghese
Vice President-Financial Control
Abu Dhabi Ports

15:00 Panel Discussion / Question & Answer

15:30 Coffee Break
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16:00 **Session 4 – Case Studies**

How the finance sector has helped unlock the potential of the regional shipping and ports sector to the benefit of trade, key deals that have been made.

- The final session will feature a number of speakers setting out significant case studies showing how specialist financial and legal expertise has helped unlock the potential of the regional shipping and ports sector to the benefit of trade.
- Speakers will examine key deals that have been made over the past year or so, highlighting the challenges that had to be overcome and the steps that were taken to bring the deal to a successful conclusion.
- Focus on actual, practical examples of financial and legal institutions working together with partners in shipping, ports and logistics, attendees will gain some valuable insights and pointers to the future.
- Trading in difficult circumstances and the opportunities post-sanctions in Iran

Session Chair



RICHARD BRIGGS
EXECUTIVE PARTNER
HADEF & PARTNERS

Session Speakers



Amir H. Mosadeghi
Deputy CEO
Islamic P & I Club



Nijoe Joseph
Partner
Stephenson Harwood Middle East LLP

17:00 Panel Discussion / Question & Answer

17:30 End of Conference followed by Cocktail Reception

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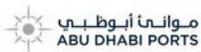
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Delegate Lunch



Keynote Session



Delegate Bags



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Notepads and Pens



Refreshment Break



Event Catalogue



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