



The
Maritime Standard
TMS

SHIP FINANCE & TRADE CONFERENCE

Park Hyatt Abu Dhabi, 26 November 2015

Hosted by:



Endorsed by:



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

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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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Session Chair



CLIVE WOODBRIDGE
EDITOR
THE MARITIME STANDARD

Keynote Speakers



Sheikh Talal Al-Khalid Al-Sabah
CEO
Kuwait Oil Tanker Company (KOTC)



Sheikh Ali bin Jassim Al Thani
Chairman & Managing Director
Milaha



Jamal Majid Bin Thaniah
Non-Executive Director and
Vice Chairman
DP World



Shaukat Aziz
Former Minister of Finance and Former
Prime Minister of Pakistan. Former Head
of Central Eastern Europe, Middle East
and Africa; Asia and Pacific; and Head of
Global Wealth Management, Citibank



Capt. Mohamed Juma Al Shamisi
CEO
Abu Dhabi Ports



Dr. Ali Obaid Al-Yabhouni
CEO - ADNATCO & NGSCO,
UAE Governor - OPEC, Chairman -
UAESA.



Petros Doukas
Former Deputy Minister of Finance and
Foreign Affairs
Greece



Eng. Rashed Al Hebsi
CEO
Emirates Classification "TASNEEF"

Conference Programme Outline

26th November 2015, Thursday

- 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

Keynote Session - High level strategic thinkers point the way forward

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- Sheikh Talal al-Khalid Al-Sabah, CEO, Kuwait Oil Tankers Company (KOTC)
- Sheikh Ali bin Jassim Al Thani, Chairman & Managing Director, Milaha
- Jamal Majid Bin Thaniah, NonExecutive Director & Vice Chairman, DP World
- Shaukat Aziz, Former Minister of Finance and Former Prime Minister of Pakistan. Former Head of Central Eastern Europe, Middle East and Africa; Asia and Pacific; and Head of Global Wealth Management, Citibank
- Capt. Mohamed Al Shamisi, Chief Executive Officer, Abu Dhabi Ports Company, UAE
- Dr. Ali Obaid Al-Yabhouni, Chief Executive Officer, Abu Dhabi National Tanker Company (ADNATCO) and National Gas Shipping Company Ltd (NGSCO); UAE Governor for OPEC; Chairman, The UAE Shipping Association
- Petros Doukas, Former Greek Deputy Minister of Finance and Foreign Affairs
- Eng. Rashed Al Hebsi, Chief Executive Officer, Emirates Classification (TASNEEF)

10:25

Round-up by Clive Woodbridge, Editor, The Maritime Standard

10:30

Coffee Break

11:00

Session 1 - 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?

12:00

Panel Discussion

12:45

Question & Answer Session

Session Chair



CLIVE WOODBRIDGE
EDITOR
THE MARITIME STANDARD

Main Session Speakers



AHMED ESSA HAREB AL FALAHI
CEO
GULF ENERGY MARITIME (GEM)



ANDRE TOET
CEO
SOHAR PORT AND FREEZONE



JØRN HINGE
PRESIDENT & CEO
UNITED ARAB SHIPPING COMPANY



KNUT MATHIASSEN
HEAD, SHIPPING FINANCE, MENAP &
AFRICA
STANDARD CHARTERED BANK



RAJIV AGARWAL
CEO & MD
ESSAR PORTS LTD.



VASUDEV P. AMONKER
UNIT HEAD - INT'L LENDING, CORPORATE
BANKING
BURGAN BANK GROUP

13:00

Lunch

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14:00

Session 2 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?

15:00

Panel Discussion / Question & Answer

15:30

Coffee Break *Sponsored by* **INCE & CO** | INTERNATIONAL
LAW FIRM

Session Chair



JESPER KJAEDEGAARD
PARTNER
MERCATOR INTERNATIONAL

Session Speakers



BORA BARIMAN
HEAD OF ENERGY & MARITIME
NATIONAL BANK OF FUJAIRAH

Session 3 – Case Studies

16:00 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

17:00 Panel Discussion / Question & Answer

17:30 End of Conference followed by Cocktail Reception

Session Chair



RICHARD BRIGGS
HADEF & PARTNERS - DUBAI

Session Speaker



ROVINE CHANDRASEKERA
MANAGING PARTNER
STEPHENSON HARWOOD MIDDLE EAST

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