

»Skills, scale, strategy – thinking beyond the asset«

10. November | Grand Elysée Hamburg

Programme (DRAFT)

10:00 h Registration and morning coffee

11:00 h Welcoming speech

Krischan Förster, Editor in chief »HANSA International Maritime Journal«, co-host

11:05 h Introduction and preview

Michael Hollmann, Shipping journalist, co-host

11:15 h Keynote

Jan Dieleman, Head of Cargill Ocean Transportation

»Perfect storm in dry bulk shipping: Implications of the freight and asset slump for a global operator«

11:40 h Market Analysis

James Frew, Director of Consultancy, Maritime Strategies International (MSI)

The new scale in liner shipping – new strategies beyond old patterns

12:00 h **Panel 1 – Markets and strategies**

Beyond the asset – building resilience throughout the cycle

Ships – old and new – have to be operated in an environment of sharp freight rates and pressured asset values perhaps for a couple more years. Opportunities for asset play remain limited and the focus must be more than ever on creative operating and marketing concepts as well as tight cost management. Leading market players share their thoughts on how their businesses are forced to refocus and readjust to assert themselves in the market place.

Expert panel

– **Ralf Bedranowsky**, CEO & Chairman of the Board, DVB Bank

– **Ignace Van Meenen**, CEO, Rickmers Holding

– **Jens von Husen**, MD, Hamburg Bulk Carriers

– **John Freytag**, MD, Hanseatic Unity Chartering

13:00 h Lunch break

14:00 h **Panel 2 – Ship management & chartering**

Skills, scale, strategy – turning ideas into good practice

Call it new normal or call it »crisis«: The continuing slump in shipping demands radical new thinking from technical and commercial managers and operators. Rates and values in most sectors are staying miles away from what would be considered »healthy«. What are the best strategies in ship management today as managers need to respond to calls for maximum efficiency amidst depressed vessel earnings? Let us take stock of some of the promising new approaches taken by world-leading managers and owners who are teaming up in earnings pools. What are the next frontiers in the race for synergies and savings?

- 14:00 h **Clive Richardson**, CEO V.Ships
The best strategy for ship management – how to raise performance and earnings
- 14:20 h **Martin Harren**, Managing Director, Harren & Partner /
Frank Dreyer, Managing Director Briese Schifffahrt
Teaming up in a pool – how Briese and Harren outlive their MPP competitors
- 14:40 h **Axel Steffen**, Managing Director, Vogemann Group
Supramax and handy bulk pools today and tomorrow
- 15:00 h Discussion
- 15:20 h Coffee break
- 16:15 h **Panel 3 – Shipping and capital markets**
Leave it or fix it – from asset play to corporate financing
The crash in most market segments except tankers has made shipping a dark horse for investors again. There is always money on the hunt but finding capital providers with a long-term strategic perspective these days is extremely tough. Opportunities on Wall Street and in Oslo have largely evaporated although investor appetite in these mature markets should rebound at some point. Faced with increased pressure by regulatory authorities shipping banks are forced to get rid of distressed ships or even entire fleet portfolios, at the risk of bloating oversupply in the second-hand market. What are trends and forecasts for investments and deal-making activities across all segments as we head into another stormy year.
- 16:15 h **Janos F. Koenig**, CFO Eurofin Group
Distressed debt restructuring – what will be left after the big cleanup?
- 16:35 h **Shake up in shipping banking: From core business to peripheral business?**
Torsten Temp, Member of the Managing Board, HSH Nordbank
- 17:05 h **Jørgen Heszelein**, Arctic Securities
Public equity & shipping: once burnt, twice shy? When will deals start flowing again, Will we live to see IPOs flourish again?
- 17:25 h **Chris Randall**, Partner | Shipping Expert, Norton Rose Fulbright
Mergers, acquisitions, new corporate solutions?
- 17:45 h **Angelica Kemene**, Research Executive, Optima Shipbrokers
Investing in ships – what's wanted, what's on offer?
- 18:05 h Discussion
- 18:25 h Closing remarks
- 19:00 h Evening buffet and networking

Please note: Subject to alterations

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