4th Annual Marine Money Geneva Forum
Wednesday, 29 June 2016, The President Wilson Hotel, Geneva
AGENDA

www.marinemoney.com/forums/geneva16/index

Shipping - Trade - Commodities - Finance

as at 20 June 2016

MORNING

09:00 Registration & Welcome Coffee

10:00 Opening Remarks
Mrs. Mia Jensen, Greek Director, Marine Money International
Mr. Justin Hong, Chairman, KMARIN & KOSCO

10:10 Welcome Address from STSA
Dr. Stephane Graber, Secretary General, Swiss Trading and Shipping Association

10:25 Oil: A tête-à-tête with opposing views
Two oil experts with opposing views will answer ten questions posed by:

Dr. Rouben Indjikian, Professor, Webster University Geneva, Lecturer in Commodities, Energy & Trade Finance

Bull view : Mr. Jean-Matthieu Sternberg, Consulting Senior Advisor, Pira Energy Group
Bear view : Mr. Peter Hendry, Head of Trading, Nekton

11:00 Economic Outlook for the 12 months ahead
Mr. David Stubbs, Market Strategist, JP Morgan
Mr. Nikos Latsos, Executive Director, JP Morgan

11:20 Shipyard Capacity: The biggest risk to a shipping recovery?
Mr. Gilbert Walter, Managing Director, BRS Geneva

11:40 Coffee Break

12:10 The Ship Owners' Strategy under a Prolonged Tough Market
Mr. Justin Hong, Chairman, KMARIN & KOSCO

12:30 Dry Bulk Oversupply: Cutting the Excess
Mr. Filippo Parodi, Research, IFCHOR

12:50 Trade Finance and Cargo Flows and Volumes
Bankers, traders and shippers discuss finance, trade flows and volumes, shipping sustainability and markets

Panel Discussion
Mr. Nicolas Sanchez, Executive Board Member, EFA Merchant Finance S.A.
Mrs. Jennifer Fraser, Head of Carbon Credit and Fuels Trading, Axpo Trading AG
Mr. Joe Tobin, Freight Analyst, SwissMarine Services SA

Moderator : Mr. Kevin Oates, Managing Director, Marine Money Asia

13:30 Lunch Break

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AFTERNOON

14:20 The Changing Face of Risk
Assessing risk management in trading and shipping in the current market environment. Looking at risk from the point of view of insurance, hedging, regulations and operations

Panel Discussion
Mr. Brian Lewis, Group Compliance Director, Gunvor Group Ltd.
Mr. Suchee Sundaramoorthy, Risk Manager
Mr. Alexandre Soeur, Global Head of Insurance, Mercuria Energy Trading SA
Dr. Reinhard Lüken, Managing Director, German Shipbuilding and Ocean Industries Association

Moderator : Mr. Richard Watts, HR Maritime, Geneva Office

15:00 Keeping trading flexibility with innovative propulsion concepts
Mr. Volkmar Galke, GM and Head of Sales, Winterthur Gas & Diesel Ltd. (WINGD)

15:20 Which sectors are likely to give the best returns in the next 5 years and how to avert the risks?
Mr. Daniel Tanner, Co-Founder, Horn Maritime
Mr. Evangelos Efstathiou, CEO, Skysail Advisors

15:40 New finance in the challenging market and Restructuring Strategies in Shipping Finance
Bankers and Owners will discuss restructuring strategies in challenging markets – timing, cash and cash flow, selling assets to reduce debt, new equity injections. And which deals can attract finance today.

Panel Discussion
Mr. Hansruedi Winter, Director, Bayside Services
Mr. Regis Cazé, Head MA Southern/Eastern Europe & Middle East (Shipping Finance), Credit-Suisse
Mr. Igor Budisavljevic, Fleet Manager, Uljanik Plovidba d.d.

Moderator : Mr. Michiel Steeman, Managing Director, Shipping Finance Europe, DVB Bank SE

16:20 Coffee Break

16:50 Shipping, Trade and Commodities in the Macro-environment
Shipping and Trade Finance and Commodity Trading are impacted by industry variables but also by macro-economic decisions of politicians and central bankers. What is the outlook for the year ahead in an uncertain world where future trends are hard to predict ?

- *China slowdown and transition to consumer economy*
- *Divergent EU/US/JP Central Bank policy*
- *Political change in Europe, the USA and Asia*
- *Low oil and commodity prices*
- *Increased regulation*

Panel Discussion
Mr. Peter Weernink, Managing Director, SwissMarine Services SA
Mr. Eric Aboussouan, Head of Market Research & Trading Analytics, Cargill - Energy, Transportation and Metals
Mr. Francesco Fuselli, Managing Director, Banchero Costa

Moderator : Capt. Herbert Soanes, Chief Commercial Officer, Misuga Kaiun Holland B.V.

Closing Remarks

Cocktail Closing Reception *co-hosted by IRI / The Marshall Islands Registry*

Audio recordings & visual presentations will be online after the conference

Conference Organisers:
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