

Programme

10 November 2016, Hotel Grand Elysée Hamburg

- 10:00 Registration and morning coffee
- 11:00 Welcoming speech
- 11:05 Introduction and preview
- 11:15 Market Analysis:
James Frew, Director of Consultancy, Maritime Strategies International, London: *The new scale in liner shipping – new strategies beyond old patterns*
- 11:35 Keynote:
Jan Dieleman, Head of Cargill Ocean Transportation, Geneva: *Perfect storm in dry bulk shipping: Implications of the freight and asset slump for a global operator*
- 11:55 Keynote:
Nicolás Burr, CFO, Hapag-Lloyd, Hamburg
»IPO, alliance reshuffle, merger – what next?«

12:15 – PANEL I – Markets and strategies

Beyond the asset – building resilience throughout the cycle

Expert panel

- **Jan Hirschmann**, MD, Hanseatic Unity Chartering
- **Jens von Husen**, MD, Hamburg Bulk Carriers
- **Ingmar Loges**, MD, DVB Bank
- **Jens Mahnke**, CEO, Renst Russ AG
- **Ignace Van Meenen**, CEO, Rickmers Holding

13:00 h Lunch break

14:00 – PANEL 2 – Ship management & chartering

Skills, scale, strategy – turning ideas into good practice

Clive Richardson, CEO, V.Group, London: *The best strategy for ship management – how to raise performance and earnings*

Martin Harren, Managing Director, Harren & Partner, Bremen,
Frank Dreyer, Managing Director Briese Schifffahrt, Leer
Teaming up in a pool – how Briese and Harren outrival their MPP competitors

Axel Steffen, Managing Director, Vogemann Group, Hamburg
How to weather the storm – the strategic approach of a medium-sized company

Yntze Buitenwerf, CEO, Seatrade Group, Antwerp: *Seatrade's way forward: the case for container ships in pure reefer trades*

15:20 h Coffee break

16:15 – PANEL 3 – Shipping and capital markets

Leave it or fix it – from asset play to corporate financing

Janos F. Koenig, CFO, Eurofin Group, London: *Distressed debt restructuring – what will be left after the big cleanup?*

Torsten Temp, Member of the Managing Board, HSH Nordbank, Hamburg: *Shake up in shipping banking: From core business to peripheral business?*

Jørgen Heslein, Head of Shipping, Arctic Securities, Oslo:
Public equity & shipping: once burnt, twice shy? Will we live to see IPOs flourish again?

Chris Randall, Partner | Shipping Expert, Norton Rose Fulbright, London: *Mergers, acquisitions, new corporate solutions?*

Angelica Kemene, Research Executive, Optima Shipbrokers, Athens
Investing in ships – what's wanted, what's on offer?

Closing remarks

19:00 Evening buffet and networking



Yntze Buitenwerf
CEO
Seatrade Group



Nicolás Burr
CFO
Hapag-Lloyd



Jan Dieleman
Head of Ocean
Transportation, Cargill



Frank Dreyer
Managing Director
Briese Schifffahrt



James Frew
Director of Consultancy
MSI



Martin Harren
Managing Director
Harren & Partner



Jørgen Heslein
Head of Shipping
Arctic Securities



Jan Hirschmann
Managing Director
Hanseatic Unity Chartering



Jens von Husen
Managing Director
Hamburg Bulk Carriers



Angelica Kemene
Research Executive
Optima Shipbrokers



Janos F. Koenig
CFO
Eurofin Group



Ingmar Loges
Head of Shipping Finance
Western Hemisphere,
DVB Bank



Jens Mahnke
CEO
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CEO
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