



**MARE FORUM**  
presents the

**15<sup>TH</sup>**  
**MARE FORUM**  
**S H I P**  
**F I N A N C E**  
**2 0 1 5**

**Shipowners**  
**vs.**  
**Capital providers**

**2 NOVEMBER 2015**

**ROTTERDAM**

**MARE FORUM**

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## PROGRAMME



### Sunday 1 November 2015

19:30 **Speakers Dinner** at the Hilton Hotel Rotterdam - hosted by RMSC



### Monday 2 November 2015

08:00 Registration & Coffee

### Opening and Welcome

09:00 **Jannis Kostoulas**  
President, Mare Forum

**Remco Steger**  
Director Shipping, ING Bank N.V.

**Tineke Netelenbos**  
President, Royal Association of Netherlands' Shipowners

**Adriaan Visser**  
Port Alderman, City of Rotterdam

#### session 1

### The shipping industry in a global context Where is the global shipping industry heading?

Geopolitics, the world economy and finance, commodities and trade, the oil and gas situation, environmental and financial regulations affecting shipping  
Challenges – Risks – Opportunities

SESSION CHAIRMAN:  
09:30 **Gust Biesbroeck**  
Head of Transportation, ABN AMRO Bank N.V.

SESSION SPEAKERS AND PANELISTS:  
09:40 **Nick Kounis**  
Head Macro & Financial Markets Research, ABN AMRO Bank N.V.

**Leo Drollas**  
Former Director and Chief Economist, Centre for Global Energy Studies

**Richard Greiner**  
Partner, Moore Stephens LLP

**Coco Vroon**  
Managing Director, Vroon B.V.

**Anil Sharma**  
President, GMS

**John Su**  
Managing Partner & CEO, Erasmus Shipinvest B.V.

**Discussion between speakers, discussion panelists and audience participants**

11:00 Break

#### session 2

### What are our capital providers doing?

Who owns and lends the shipping money today and under what conditions?  
What are the risks and rewards? Towards oversupply of private equity and new ships? Is our bank back in shipping business?

SESSION CHAIRMAN:  
11:20 **Janos Koenig**  
Managing Director, Eurofin

SESSION SPEAKERS AND PANELISTS:  
11:30 **Gust Biesbroeck**  
Head of Transportation, ABN AMRO Bank N.V.

**Fabrizio Vettosi**  
Managing Director, Venice Shipping and Logistics S.p.A.

**Sander Scheepens**  
Managing Director, Deputy Global Head  
Shipping Finance, Standard Chartered Bank

**Dagfinn Lunde**  
President, Dagmar Navigation Limited

**Remco Steger**  
Director Shipping, ING Bank N.V.

**Discussion between speakers, discussion panelists and audience participants**

12:40 Lunch hosted by RMSC



#### session 3

### Is Confidence back? - What's next? Investments Opportunities

The Shipping Markets' Outlook per ship type  
The market of sustainable shipping and future shipping trends 15 to 30 years -  
Commodities trade patterns overview  
Shipping markets in focus, per ship type: Tankers, dry bulk, containers, offshore, yachts, short sea shipping  
Where the smart money will go?  
What's hot in shipping in the next years?

SESSION CHAIRMAN:

14:00 **John Su**  
Managing Partner & CEO, Erasmus Shipinvest B.V.

14:10 SESSION SPEAKERS AND PANELISTS:

**Enrico Paglia**  
Research Manager, Banchemo-Costa & Co. SpA  
Dry and liquid Bulk – Waiting for Godot?

**Dirk Visser**  
Senior Shipping Consultant – Managing Editor, Dynamar B.V.  
The Containers market outlook and Short sea shipping – challenges and future perspectives

**Rod Westwood**  
Associate Director, Douglas-Westwood Associates  
The Offshore market outlook

**David Barrow**  
Regional Marine Manager North Europe, Lloyd's Register  
Global marine trends

**Engel Jan de Boer**  
Marine Business Development WEA, Lloyd's Register  
The Yachting Industry Perspective

**Pino Spadafora**  
Area Manager Northern Europe - Continental Area, RINA  
Asset Integrity Management

**Discussion between speakers, discussion panelists and audience participants**

16:15 **Synthesis by the conference moderators**

16:30 **Drinks Reception** hosted by RMSC



## CONFERENCE DISCUSSION PANELISTS

**Jan Valkier**  
Managing Director, Anthony Veder Group

**Maurizio D'Amico**  
Director, D'Amico Società di Navigazione SpA

**Yannis Tryphillis**  
Director, Hellenic Chamber of Shipping

**Christian Garin**  
Vice Chairman, Sea Tankers and  
Past President, French Shipowners' Association

**Michel Fransen**  
CFO, Spliethof

**Bart Otto**  
Managing Director, Flinter

**Geert Dokter**  
CEO, Fosite Marin

**Laurent Bozzoni**  
Director, SOCATRA

**Bote de Vries**  
Managing Director, Finamar

**Dimitris Lyras**  
Director, Lyras Shipping Ltd.

**Joep Gorgels**  
Country Executive Norway, ABN AMRO Bank

**Nienke Blans**  
Head Transportation South Europe, ABN AMRO Bank

**Taco Th. van der Mast**  
Partner, Bendel, van der Mast & Co. B.V.

