

## Programme

### 22 November 2018, Sofitel Alter Wall, Hamburg

- 11:00 Welcoming speech
- 11:05 Opening remarks
- 11:15 **Market Analysis**  
Sulphur cap 2020: Possible impacts on freight and vessel markets – key developments, risks and perspectives  
**Sverre Bjørn Svenning**, Global Head of Research, Fearnleys
- 11:40 **Keynote**  
Investing into a new era ...? A vision for 2020 and beyond.  
A liner company's perspective  
**Anthony Firmin**, COO, Hapag-Lloyd
- 12:10 **PANEL 1**  
Panel discussion:  
The view from the cargo side: Changes in shipping economics, trade war and changing commodity flows
- **Otto Schacht**, Executive Vice President Sea Logistics, Kühne & Nagel
  - **Dominik Stehle**, Executive Vice President, deugro Group
  - **Jens Christian Nielsen**, Managing Director, Frachtcontor Junge
- 13:00 Lunch break
- 14:00 **PANEL 2**  
**The »Sword of Damocles«: Sulphur cap 2020 – operational efficiencies and new fuels**
- 14:00 »Managing risks – the increasing importance of compliance«  
**Sven Scholtyssek**, Partner, KPMG Law
- »Fuel & propulsion – horses for courses?«  
**Tim Kent**, Technical Director, Marine and Offshore, Lloyd's Register
- 14:20 Panel discussion:  
»2020 and beyond: Dealing with the challenges ...«
- **Tim Kent**, Technical Director, Lloyd's Register
  - **Thomas Björn Larsen**, Senior Vice President, Head Skuld Hamburg
  - **Svend Stenberg Mølholt**, Group COO, Monjasa
  - **Marcus Schärer**, Global Marketing Manager, Shell Marine
- 15:15 **Sub-Keynote address**  
The new market landscape. Strategies for success and future competitiveness. A ship manager's perspective.  
**Ian Beveridge**, CEO, Bernhard Schulte Shipmanagement
- 15:45 Coffee break
- 16:30 **PANEL 3**  
**Shipping in the capital markets**  
**On stage: A new fund for shipping**  
**Christoph Toepfer**, Director Australis Maritime
- 17:00 **Shipping bank update – what comes after the clean sweep?**  
**Joep Gorgels**, Global Head Transportation and Logistics Clients, ABN Amro  
**Susanne Mertens**, Senior Consultant, Silvertown Maritime Solutions  
tba, Danish Ship Finance  
**Tobias Zehnter**, NordLB
- 17:30 **Capital markets review**  
IPOs, follow-on offerings, Oslo bond market  
**Erik Helberg**, CEO, Clarksons Platou Securities
- 17:55 **Online ship auctions hit S&P market**  
VesselBid: Successfully selling ships online  
**Clemens Toepfer**, Managing Director, Toepfer Transport
- 18:15 Closing remarks
- 18:20 Evening Buffet, Reception hosted by The Marshall Islands Registry



**Ian Beveridge**  
CEO  
Bernhard Schulte  
Shipmanagement



**Anthony Firmin**  
COO  
Hapag-Lloyd



**Joep Gorgels**  
Global Head Transportation  
ABN Amro



**Erik Helberg**  
CEO  
Clarksons Platou Securities



**Tim Kent**  
Technical Director  
Lloyd's Register



**Thomas Björn Larsen**  
SVP, Head of Skuld HH  
Skuld



**Susanne Mertens**  
Senior Consultant  
Silvertown Maritime  
Solutions



**Svend Stenberg Mølholt**  
Group COO  
Monjasa



**Jens Christian Nielsen**  
Managing Director  
Frachtcontor Junge



**Otto Schacht**  
Executive VP Sea Logistics  
Kühne & Nagel



**Marcus Schärer**  
Global Marketing  
Manager, Shell Marine



**Swen Scholtyssek**  
Partner  
KPMG Law



**Dominik Stehle**  
Executive VP  
deugro Group



**Sverre Bjørn Svenning**  
Global Head of Research  
Fearnleys



**Christoph Toepfer**  
CEO  
Australis Maritime



**Clemens Toepfer**  
Managing Director  
Toepfer Transport



**Tobias Zehnter**  
Head of Ship Finance  
NordLB

# HANSA-FORUM 22

## SHIPPING | FINANCING

22 November 2018, 11:00–18:00 hrs

SOFITEL  
HOTELS & RESORTS  
HAMBURG ALTER WALL

## Registration Form

REGISTRATION OF ... DELEGATE(S)

Company: \_\_\_\_\_  
(complete company name)

Street: \_\_\_\_\_

Postcode, City: \_\_\_\_\_

Country: \_\_\_\_\_

Website: \_\_\_\_\_

Line of business: \_\_\_\_\_

1. Name: \_\_\_\_\_

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

2. Name: \_\_\_\_\_

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

3. Name: \_\_\_\_\_

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Date, signature: X \_\_\_\_\_

### CONDITIONS OF PARTICIPATION

**Conference Fee:** 595 € per delegate  
(all prices plus VAT, currently 19 %)

The conference fee covers the following range of services:

- attendance of professional lectures and panel discussions
- conference papers
- lunch buffet (warm and cold), soft drinks in the conference room, coffee break, evening snacks

#### Special rates

45 EUR discount per delegate:

- Early Birds: until 31 August 2018
- Groups: simultaneous registration of three or more delegates from the same company
- HANSA subscribers: one discount per subscription (nonrecurrent); please name your subscription code
- Combination discount: A maximum of two discounts per delegate may be combined.

#### Registration

Please register using the form above or online ([www.hansa-online.de/hansa-forum](http://www.hansa-online.de/hansa-forum)) or send an email to [forum@hansa-online.de](mailto:forum@hansa-online.de). After receiving your registration we will send you a confirmation and invoice. Please transfer the amount before the conference date, providing invoice number, customer number and the names of participants.

**Registration deadline: 15 November 2018**

#### Rescission

Cancellation can only be accepted in written form, either by mail, fax or email.

Substitute delegates may be named until 16 November.

#### Cancellation Policy

Until 15 November:	Full refund; Service charge 50 €
After 15 November:	No refund
No-shows of registered delegates:	No refund

#### Cancellation of activities and changes in Conference schedule

We reserve the right to cancel or postpone HANSA-Forum for reasons beyond our control, like illness/injury of contributors or hosts, etc. Participants will be informed in such cases via the address given to us. Paid conference fees will then be refunded. Further claims shall be excluded.

#### Schedule

from 10:00 h check in and get together

**11:00 – 18:00 h conference**

18:30 – 21:00 h snacks and networking

#### Venue

**Sofitel Hamburg Alter Wall**, Alter Wall 40, 20457 Hamburg, Germany

Conference: Conference Room (Saal 1), 1st floor

Get-together, networking: lobby of Saal 1 and Saal 2, 1st floor

#### Parking | public transport

Participants may use the public parking garage below the hotel at their own expense. There are several other car parks in the vicinity (eg. »Fleethof« / »Contipark«, »Rödingsmarkt«).

The venue can be reached in a 6 minutes ride by public transport starting from Hamburg main station. The hotel is located close to the stations »Stadthausbrücke« (2 stops by S-Bahn, purple line S3 or green line S1) and »Rödingsmarkt« (3 stops by U-Bahn, yellow line »U3«).

#### Hotel room bookings

Accommodation costs are not included in the conference fee. The conference venue Sofitel Hamburg Alter Wall provides a limited number of rooms at reduced rates until 18 October 2018. These rooms can be booked using the reservation code: Hansa Forum 2018. Bookings are only possible directly at the hotel via phone (+49 (0)40 / 369 50-2222) or email: [H5395-RE2@sofitel.com](mailto:H5395-RE2@sofitel.com)

#### Please note

A choice of photos taken during the event will be published in our magazines and on our homepage.

#### Questions regarding HANSA-Forum?

Your contact:

Sylvia Schmidt | Tel.: 040 / 70 70 80 – 211 | [s\\_schmidt@hansa-online.de](mailto:s_schmidt@hansa-online.de)

Fax no. +49 (0)40 / 70 70 80-214



Sponsors



Partner

