Turning Theory into Reality: 

*How to bring fresh investment to the shipping sector*

The first Ship Finance & Trade Conference, organised by The Maritime Standard, takes place on 26 November 2015.

The event, held against the backdrop of the Abu Dhabi Grand Prix at Abu Dhabi’s Park Hyatt hotel, will bring together experts from the fields of shipping, ports, banking, finance, trade and maritime law, among others, to discuss and debate the key issues and trends facing the market in the Middle East and Subcontinent. They will share their insights and knowledge through a series of presentations and panel discussions, which aim to signpost the way forward, identifying the key challenges as well as the significant opportunities that exist.

An unrivalled high level list of keynote speakers has been lined up and these will be followed by a series of senior executives with many years’ experience in their chosen fields. Conference sessions will deal with a number of themes including regional trade patterns, ship finance and ports and shipping. The event will be rounded off by presentations of a number of specific case studies illustrating how the financial sector has helped unlock the potential of regional shipping and ports operators to the benefit of trade and economic growth. It is a not to be missed event that will be extremely high profile and informative, with extensive opportunities for networking.
Thursday, 26th November 2015

Conference Programme Outline

8:00     Registration & Welcome Coffee

9:00     Welcome by Clive Woodbridge, Editor, The Maritime Standard

9:10     Welcome by Trevor Pereira, Managing Director, The Maritime Standard

9:15     Arrival of Chief Guest: H.E. Dr. Sultan Ahmed Al Jaber, UAE Minister of State and Chairman of Abu Dhabi Ports

9:25     Address by H.E. Salem Al Zaabi, Director General, Federal Transport Authority- Land & Maritime

9:30     Keynote Session - High level strategic thinkers point the way forward

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Session Chair

Keynote Speakers

Sheikh Talal Al-Khalid Al-Sabah  
CEO  
Kuwait Oil Tanker Company (KOTC)

Jamal Majid Bin Thaniyah  
Non-Executive Director and Vice Chairman  
DP World

Dr. Ali Obaid Al-Yahbouni  
CEO - ADNAICO & NGSCO  
UAE Governor - OPEC. Chairman - UAESA

Petros Doukas  
Former Deputy Minister of Finance and Foreign Affairs  
Greece

Khamis Juma Buamim  
Chairman of the Board-DDW-PaxOcean Asia Pte Limited. Chairman of Dubai Council for Marine and Maritime Industries. Chairman of the Federal Committee for the review and update of the maritime commercial law.

Capt. Mohamed Juma Al Shamisi  
CEO  
Abu Dhabi Ports
10:25 Round-up by Clive Woodbridge, Editor, The Maritime Standard

10:30 Coffee Break

11:00 Main Session - Regional Trade Patterns & Ship Finance

- Energy price trends and their impact on regional trade. What are the likely consequences for shipping markets?
- Economic diversification and the creation of export opportunities. What is required of regional shipping companies and ports, to meet growing need for outbound cargo flows?
- India - the sleeping giant? What can the market expect as a result of India’s economic development over the next five years? What challenges have to be addressed?
- Iran - How will the easing of sanctions impact on regional trade? How should companies prepare for the opportunities that will arise?
- How can the banking sector assist unlocking regional trade opportunities? What does the financial services sector need to do better?
- Financing fleet expansion - What is good practice? What new financing tools are emerging and which are fit for purpose?
- Can the UAE become a regional ship finance hub?

Session Chair

Main Session Speakers

Mohammed Al Muallim  
Senior Vice President and Managing Director  
DP World UAE Region

Ahmed Essa Haneb Al Falahi  
CEO  
Gulf Energy Maritime (GEM)

Jeni Hinge  
President & CEO  
United Arab Shipping Company

Andre Toot  
CEO  
SOHAR Port and Freezone

Jacob Berman  
Managing Director, Infrastructure & Transportation, Corporate & Institutional Clients  
Standard Chartered Bank

Rajiv Agarwal  
CEO & MD  
Essar Ports Ltd.

Vasudev P. Amorker  
Unit Head - Int’l Lending, Corporate Banking  
Burgan Bank Group

Tarik Al Junaidi  
Deputy CEO  
Oman Shipping Company S A O C

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PO Box 25980, Dubai, UAE | Tel: +971 4 380 5556 | Fax: +971 4 380 5509
12:00    Panel Discussion
12:45    Question & Answer Session
13:00    Lunch

14:00    Session 3 - Ports and Shipping - *Financing emerging opportunities*

- The role of ports as enablers of economic development
- Financing the growth of port capacity in line with demand. How can bottlenecks be avoided.
- The role of international terminal operators in the region. Should the market be opened up to external competition more than it is now?
- Subcontinent ports - how can the full potential be unlocked in future and what are the implications for the Middle East ports sector?
- How can port infrastructure projects best be financed in the post-financial crash era?
- What financial tools are required by shipowners to expand their fleets in line with demands?
- What are the best models for attracting foreign direct investment into the regional ports and shipping sectors?

**Session Chair**

![Jesper Kjærgaard]

**Session Speakers**

- **Christopher J. Thomas**
  Chief Executive Officer
  Gulf Middle East Shipping LLC.

- **Samir Sharma**
  Vice President - Project Finance
  United Arab Shipping Company

- **Bobby Varghese**
  Vice President - Financial Control
  Abu Dhabi Ports

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15.00  Panel Discussion / Question & Answer

15:30  Coffee Break

16:00  **Session 4 – Case Studies**

How the finance sector has helped unlock the potential of the regional shipping and ports sector to the benefit of trade, key deals that have been made.

- The final session will feature a number of speakers setting out significant case studies showing how specialist financial and legal expertise has helped unlock the potential of the regional shipping and ports sector to the benefit of trade.
- Speakers will examine key deals that have been made over the past year or so, highlighting the challenges that had to be overcome and the steps that were taken to bring the deal to a successful conclusion.
- Focus on actual, practical examples of financial and legal institutions working together with partners in shipping, ports and logistics, attendees will gain some valuable insights and pointers to the future.
- Trading in difficult circumstances and the opportunities post-sanctions in Iran

**Session Chair**

**Session Speakers**

- **Amir H. Mosadeghi**
  Deputy CEO
  Islamic P & I Club

- **Njoe Joseph**
  Partner
  Stephenson Harwood Middle East LLP

17:00  Panel Discussion / Question & Answer

17:30  End of Conference followed by Cocktail Reception