

Ship Financing & Asian Maritime Law Conference

Shipping in Asia Today, Preparing for the Future

24 – 26 March 2010, Singapore Expo

► Benefit from the Knowledge and Experience of our Eminent Speaker Panel



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MERCHANT BANKING



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Managing Director
Head of Shipping
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Norio Nakamura
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Dr. Bui Quoc Anh
Vice President
VIETNAM NATIONAL
SHIPPING LINES



Sin Lye Kuen
Director
DLA PIPER
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George Horsington
General Manager
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Philip Clausius
CEO & President
FSL TRUST
MANAGEMENT
PTE LTD



Amitava Majumdar (RAJA)
Partner
BOSE & MITRA
& CO



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► About the Program:

Solving Today's Challenges for Tomorrow Opportunities

Juxtaposed against the background of current economy downturn and the weakened global trade, maritime industry is faced with challenging time that requires great strategy and financing innovation that will ensure the delivery of best outcome. Shipping industry is now in a supply and demand conundrum and the consequence of overcapacity has directly impacted shipping freight rates. Also, the shortage of capital, most notably bank loan, means that shipping projects stand at a crossroads in its development. Hence, undertaking effective and timely measures today will significantly affect the scale of recovery and future growth for the industry.

This conference will assess how the leading figures in the market are responding to the challenge of freeing up capital as well as unlocking new sources of liquidity. Other key discussions include - how maritime players should re-evaluate their corporate strategies, such as restructuring shipping loan & contracts, implementing financial risk management and exploring industry collaboration & consolidation etc. The program will also provide timely update on legal developments in Asian maritime law and how to resolve domestic & international maritime disputes.

► About the Exhibition

The 11th Edition of Asia Pacific Maritime (APM) 2010

24 – 26 March 2010
Singapore Expo Hall 3 & 4

Expect a Bigger APM 2010!

- Over 900 participating companies
- Strong international representation and industry endorsement
- 12 National Pavilions including China, Denmark, France, Germany, Japan, Malaysia, Norway, Romania, Singapore, South Korea, The Netherlands, United Kingdom
- Combines a comprehensive exhibition with high powered conferences, seminars and technical workshops

Open for trade visitors and register now at www.apmaritime.com or call us at +65 6780 4601

DAY 1

Wednesday 24 March 2010

Ship Financing: Navigating Uncertainty

11.00 ► **KEYNOTE ADDRESS:**

Shipping in an Uncertain World: Strategy & Outlook

- Impact of the economic downturn on the global shipping community and scope for recovery
- Money & shipping – has the relationship now changed forever?
- Examine direction in shipping consolidation – Are M&A's the way of the future?
- The Asian shipping in the next 5 years

George Horsington

General Manager, **Swire Pacific Offshore**

11.30 **Ship Owner's Perspective: Financing and Funding Issues Facing Ship Owners**

- How available is ship finance in Asia
- Evaluating priorities for fleet investment and ship financing in current market
- Pitfalls faced by ship owners in sale and purchase agreements and how to overcome them
- Strengthening risk management practices within your organisation
- Current trends in deal structuring in new and used ships
- Ship insurance and it's applicability to financiers

12.30 **End of Morning sessions**

1200 – 1400: **DELEGATE NETWORKING LUNCH**

2.00 **Banker's Perspective: Ship Financing in Tight Credit Market**

- Availability of senior bank debt for ship financing in the next few years
- Exploring alternative funding structures
- Mezzanine finance structures: getting the best out of them
- Risk appetite, Capital requirements and other elements that affect a bank's decision to finance
- Credit analysis and new techniques explored by today's financiers

Michiel Steeman

Senior Vice President, Senior Credit Officer Shipping
DVB Group Merchant Bank (Asia) Ltd

3.00 **Alternative Ship Financing and Cost Effective Funding in a Downturn – Asia Focus**

- Assessment of the current level of appetite and capacity within the shipping banks to fund ship owners
- Evaluation of the Asian ship financing environment and analysis of financing activities and deals taking place in Asia
- Alternative financing sources and options in the absence of debt financing from the traditional shipping banks
- Examination of equity sourcing and debt capital markets as alternative sources for ship owners
- Key considerations for deciding best financing method and structure

Dimitris Belbas

Managing Director, Head of Shipping Finance, **Seafin Pte Ltd**

4.00 **Debt Financing Structures, Approval System, Credit Policy and Other Key Issues**

- Understand debt financing structures and key considerations
- Advantage and challenges of debt financing under current economic environment
- What are issues to look out for in approval system and credit policy
- Developing trend of debt financing in Asia

Remco Jongkind

Regional Head, Asia Transportation

Fortis Bank (Nederland) N.V., Singapore Branch, Merchant Banking

5.00 **End of Day One**

Ship Financing: Navigating Uncertainty

10.00 ► INTERNATIONAL PRESENTATION:

Detailed Country Reviews and Analysis on Growth and Market Potentials

VIETNAM – Vietnamese current fleet and target to develop for next 10 years and target of Vinalines to develop its fleet till 2015.

Dr. Bui Quoc Anh
Vice President, Vietnam National Shipping Lines

CHINA – Predictions for China's economic growth – Examining the impact the Chinese market has on global shipping and trade.

INDIA – How has shipping in India handled the financial crisis? Are accusations of over reaction justified and what is now being done to get back on track?

11.20 Repositioning Amidst Challenging Time – Shipping Loan and Contract Restructuring

- Contract negotiation in challenging time - potential strategies and solutions
- Legal implications and the terminations and renegotiations
- Key challenges in restructuring
- Understanding what is problem loans and what to do when loans go wrong
- Different loan, different problem – second hand tonnage, new building finance, single lender and syndicate loans etc
- Arrest and sale ships and the consequences

12.00 End of Morning sessions

1200 – 1400: DELEGATE NETWORKING LUNCH

2.00 Minimising Marine Financial Risks and Adopting Protection Measures

- What is expected of ship owners seeking finance in the current economic environment?
- Understanding the importance of risk management practices in ship finance
- Reducing the risk of default
- Managing and forecasting uncertainty
- Effectively mitigating risks
 - Market risks
 - Operational risks
 - Transaction risks
 - Cross-border risks

Madeline Leong
Partner, Watson, Farley & Williams LLP

3.00 The Inspiration of Islamic Banking Model for Ship Financing

- Mode and principle of Islamic financing structure
- Learning from Islamic bond financing Sukuk
- Designing ship financing structural products for Asian market

Mohamed Ridza
Managing Partner, Mohamed Ridza & Co

4.00 Exploring Shipping Trusts as Investment Vehicles for Investors

- Overview - the business trust structure & growth of the asset class
- Comparison between shipping trusts, REIT, listed companies etc.
- Benefits of the structure and current yield comparison
- Rate of return, distribution policies, yield and growth model
- What are the risks in shipping and shipping trusts

Philip Clausius
CEO & President, FSL Trust Management Pte Ltd

5.00 End of Day Two

Asian Maritime Law

Recent Developments in Asian Maritime Law & Issues in International Disputes

10.00 CHINA

- Overview of maritime law and policy of the People's Republic of China
- Key regulations and procedures of the customs for foreign vessels
- Arbitration rules of China maritime arbitration commission
- Supervision of international vessels, inspection and control of foreign vessels
- Regulation for taxation on the transportation income of foreign fleets

S.G. Huang
Senior Partner, SG & Co

11.00 INDIA

- Overview of maritime practice in India and recent updates
- History and admiralty jurisdiction of the high courts
- International convention for arrest of ships
- Key regulations affecting foreign fleets
- Indian council of arbitration for maritime disputes

Amitava Majumdar (RAJA)
Partner, Bose & Mitra & Co

12.00 End of Morning sessions

1200 – 1400: DELEGATE NETWORKING LUNCH

2.00 JAPAN

- Overview of Japanese maritime law
- Contract aspect under Japanese law: charterparty, bill of lading, ship sale, ship finance, etc.
- Non-contract aspect in Japanese jurisdiction: collision, pollution, salvage, etc.
- Jurisdiction, litigation and arbitration
- Ratification of convention, development of law and recent cases

Norio Nakamura
Partner, Yoshida & Partners

3.00 SINGAPORE

- Overview of Singapore shipping law
- Carriage of goods by sea
- Carriage of goods by sea: charterparties
- Carriage of goods by sea: bill of lading
- Admiralty Law
- Various aspects of merchant shipping and oil pollution legislation

Oon Thian Seng
Partner, TS Oon & Bazul

4.00 Maritime Dispute Resolution in Asia

- Resolution of international maritime disputes in the context of current economic and financial environment
- Understanding maritime disputes in the context of international law
- Jurisdictional issues in resolution of maritime disputes
- Arbitration – the way to go?
- Governing law/seat of arbitration

Sin Lye Kuen
Director, DLA Piper Singapore Pte. Ltd

5.00 End of Day Three

► Key Benefits of Attending:

- **Gain** Insights on Market Outlook, Paradigm Shift and Direction Setting in Today's Maritime Business
- **Keep** Abreast with Latest Capital Sources and Raising Methods
- **Explore** Alternative Innovative Financing Structures for Shipping
- **Improve** Financial Risk Management & Protection Measures in a Challenging Market
- **Understand** Recent Developments in Asian Maritime Law & Issues in International Disputes
- **Learn** the Intricacies of Restructuring Shipping Loan and Contracts
- **Benefit** from Case Studies and Practical Discussions from Ship Owners, Bankers and International Experts

► Who Should Attend?

This course will provide invaluable insights to all involved in ship finance & maritime law, especially:

- Ship owners, agencies, operators, agents, repairers, chandlers
- Lending bankers & financial institutions
- Ship investment & risk management professionals
- Credit analysts and consultants
- Shipping Lawyers
- In-House / Corporate Counsel in banks & shipping companies
- Insurance companies / underwriters
- Representatives from public sector involved with maritime policy, academics etc.

Ship Financing & Asian Maritime Law Conference | 24 – 26 March 2010, Singapore Expo

Conference Registration Form

For multiple registrations, please make copies of this registration form.

(Please read booking conditions)

PRICE

Please indicate your selected conference rate and dates with a tick (✓) in the appropriate box:

| RATES | Normal Rate | Early Bird | Group Discount |
|---|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> 1 Day | \$S600 | \$S570 | 10% off Normal Rate |
| <input type="checkbox"/> 2 Days | \$S1100 | \$S1050 | |
| <input type="checkbox"/> Passport (3 Days) | \$S1500 | \$S1400 | |
| CONFERENCE SELECTION | 24 MAR | 25 MAR | 26 MAR |
| Ship Financing Conference: Navigating Uncertainty | <input type="checkbox"/> | <input type="checkbox"/> | NA |
| Asian Maritime Law Conference | NA | NA | <input type="checkbox"/> |
| Note: | | | |
| <ul style="list-style-type: none"> • The Passport package includes entry to the conference sessions for the 3 days • The 1 Day package includes entry to that day's sessions only • Early Bird package is applicable for delegates who register and make payment by 26 February 2010 • Group Discount package is applicable for 3 or more delegates who register and make payment from the same company • Limited to enjoy only either the Early Bird or Group Discount for each delegate registration • 7% Goods & Services Tax (GST) is applicable on fees for all Singapore companies • Conference programme information is correct at the time of print and subject to changes | | | |

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WAYS TO REGISTER

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 **Mail:** Reed Exhibitions c/o APM 2010 Conference, The Signature, 51 Changi Business Park Central 2, #07-01 Singapore 486066

 **Email:** apmconference@reedexpo.com.sg

BOOKING CONDITIONS

1. Registrations will be confirmed via email upon receipt of your registration form and full payment.
2. Notice of cancellation must be given in writing on or before 5 March 2010, and is subject to a cancellation fee equivalent to 50% of the selected conference package fee.
3. No refunds of fees will be made for cancellations made after 6 March 2010 or "no show" delegates.
4. Substitution is allowed if there is official written request to the organiser at least 2 weeks before the conference.
5. All speakers and topics are correct at the time of printing. The Organiser reserves the right to substitute speakers and cancel or alter the content and timing of the programme for reasons beyond its control.
6. The Organiser reserves the right to accredit and / or reject any registrations.

DELEGATE DETAILS

DELEGATE 1 Mr / Ms / Mrs / Dr

First Name _____ Last Name _____

Company _____ Job Title _____

Address _____

Zip Code _____ City / Country _____

Phone _____ Fax _____

Email _____ Website _____

DELEGATE 2 Mr / Ms / Mrs / Dr

First Name _____ Last Name _____

Company _____ Job Title _____

Address _____

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