



GLOBAL SHIPPING CONFERENCE 2015

navigating the future

Conference Booklet

03 November 2015,
Curio-Haus, Hamburg





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Greeting

It is with great pleasure that we welcome you to KPMG's first **Global Shipping Conference**.

Over the past few years, the global shipping industry has seen exciting and fundamental changes. The impact of globalisation and overcapacity, and the role of international financial investors such as private equity, have all risen to the forefront of boardroom conversations.

Today, we bring the global shipping industry together to discuss these key issues and more. We have put together an exciting agenda that features senior shipping executives from across the world.

We will look at new approaches to financing; the development of international ports and their influence; tax challenges facing the industry around the globe; and the role of Africa, China and the Philippines as a solution to the growing shortage of skilled seafarers.

We will also take a forward-looking view at the future of global interconnectivity, as the world moves into a new phase of international trade and interdependence.

All today's sessions will include the opportunity to ask questions and engage in discussion, with further opportunities to continue networking at the reception and gala dinner.

We therefore invite you to take a step back from your day-to-day responsibilities, and join your peers as we debate the challenges and risks that we all face — both now and in the future.

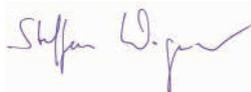
Yours sincerely,



Mattias Schmelzer



Hartmut Heckert



Steffen Wagner



Monique Giese



Agenda

Time

Agenda Points

09:00am

Welcome

09:10am

Opening remarks

09:30am

Keynote

10:00am

Panel 1:

Private equity and bank financing — view of investors and banks

11:30am

Coffee Break

12:00am

Panel 2:

New structures and capital market strategies for shipping companies — view of shipping companies

1:15pm

Lunch

2:15pm

Welcome address

2:30pm

Panel 3:

Development of international ports and their influence on/by the shipping industry

4:00pm

Coffee Break

4:30pm

Panel 4:

Taxation challenges for shipping companies around the globe

5:00pm

Panel 5:

Crewing challenges

6:00pm

Keynote:

"The world in 2050"

6:45pm

Reception

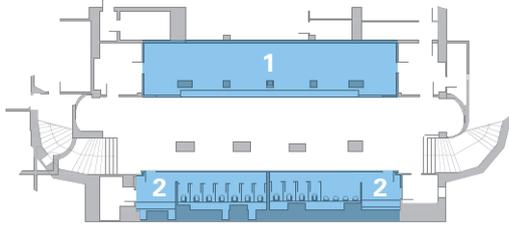
from 7:30pm

Conference Dinner



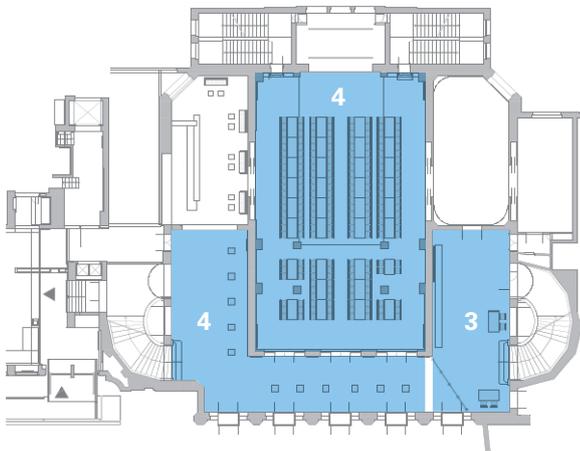
Floor plans

Basement



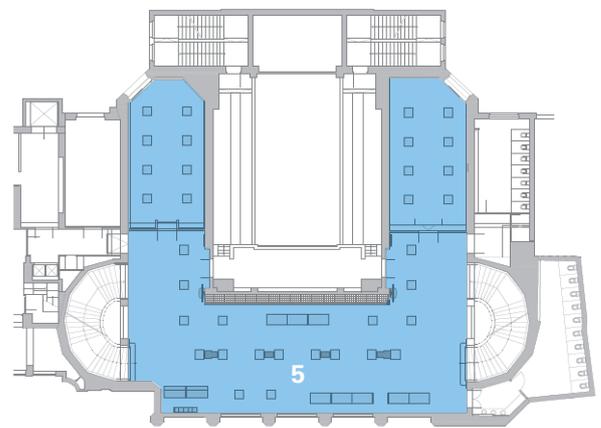
- 1 Cloakroom
- 2 WC

Ground Floor



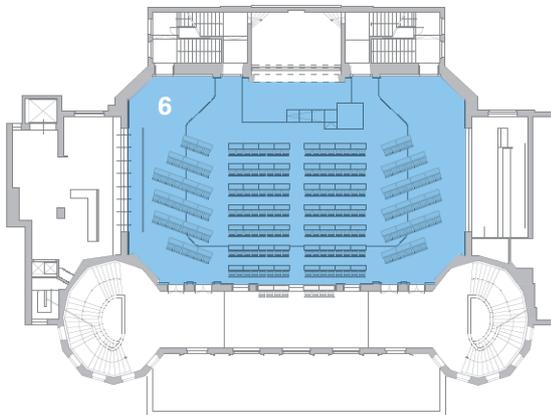
- 3 Accreditation, IT Support/Media Drop-Off and Working Station
- 4 Reception and Dinner

1st Floor



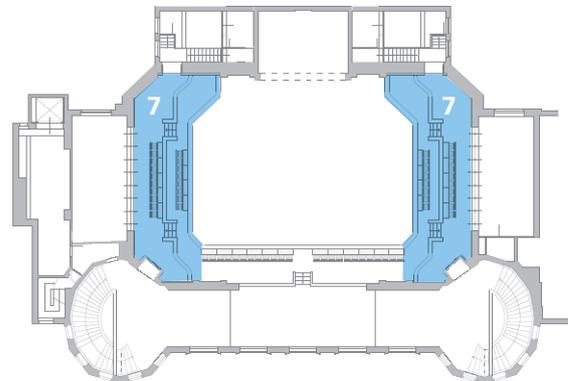
- 5 Conference Foyer/Coffee Breaks and Lunch

2nd Floor



- 6 Ballroom/Conference

3rd Floor



- 7 Balcony Ballroom (Extra Seats for Conference Attendees)



Speaker profiles



Torsten Albig
Minister-President,
State Schleswig-
Holstein

Since June 2012

Torsten Albig has been the Minister-President of Land Schleswig-Holstein and member of the Schleswig-Holstein state parliament (representing the Social Democratic Party, SPD). His career involved periods at the Regional Tax Administration of Schleswig-Holstein and at the Federal Representation of Schleswig-Holstein in Bonn. In 1996 he became a member of the SPD planning staff and in 1998 was part of the executive management team of the Federal Ministry of Finance and also spokesman for the Federal Minister of Finance. He served as a departmental head and city councillor in the City of Kiel, Schleswig-Holstein's capital, from 2002 to 2006, responsible for finance, personnel and culture, and was the elected Lord Mayor of the city from 2009 to 2012.



Björn Borbe
Senior Manager,
Essberger Crewing
Services GmbH

Björn holds a degree in maritime transportation and has 12 years of experience in the shipping industry. After his graduation from the University of Science in Wismar/Rostock-Warnemünde, Björn worked in the areas of liner shipping and ship finance. During his stay with a renowned international ship management company in Cyprus, he gained extensive experience in crew management. Since 2012, he has worked as a Senior Manager at Essberger Crewing Services GmbH, which mans a fleet of stainless steel chemical tankers as

well as container, bulk and cement vessels. Furthermore, Björn is a member of the Social Affairs Committee at the German Shipowners' Association and has been appointed as an honorary judge at the labour court in Hamburg.



Carsten Gierga
Managing Director,
YCF Maritime

Born on 25 February 1966, Carsten Gierga

obtained his experience on board vessels, sailing up to the position of Master Mariner. He also holds a master's degree in Educational Sciences. After going ashore in 1999, he worked as Head of Crewing for companies such as E. R. Schiffahrt in Hamburg and Dobson Fleet Management in Cyprus. From 2004 to 2013, he served as Managing Director of Interorient in Hamburg. Since August 2013, he has been Managing Director of YCF Maritime and EMA Marine in Hamburg.



Monique Giese
Senior Manager,
Corporate Tax Services,
KPMG

Before Monique joined KPMG in 2006, she worked for the German tax authorities. She has more than 13 years of experience in taxation and has specialised on the maritime business. International taxation challenges for shipping companies with regard to expansion, restructuring, and mergers and acquisitions are her business. Together with Hartmut Heckert, she leads the German practice within the KPMG global shipping network.



Alfred Hartmann
President of the
German Shipowners'
Association

A trained shipbroker and shipping merchant, Alfred Hartmann graduated in Industrial Engineering & Management and attained his Master's licence for deep-sea vessels. Sailing in worldwide trades as Nautical Officer and Master, he founded Hartmann Reederei in 1981 — one of Germany's largest shipping companies. In 2008, he assumed the position of Chairman of the Supervisory Board of Hartmann AG. He is the President of the German Shipowners' Association (VDR), member of the Advisory Committees of NORD/LB and classification society DNV GL, Honorary Senator of the University of Applied Sciences Emden/Leer and Chairman of the Hospice Foundation Leer.



Hartmut Heckert
KPMG's Global Head
of Shipping

Hartmut has 17 years of audit and advisory experience with KPMG. He currently serves as a lead partner in KPMG's audit practice specializing in the transportation and shipping industry in Hamburg. He focuses on supporting major international liner shipping companies as well as ship management companies, issuing houses and freight forwarders. Since October 2015, he is heading the KPMG global shipping network.



Frank Horch
Senator,
City of Hamburg

After finishing his ship-building studies in Hamburg in 1974, Frank Horch joined the Phoenix AG and held various positions within his 19 years in the company. He was especially involved in the Department of Development and in the end was appointed a fully authorised representative of the Phoenix AG. In 1993 Frank Horch joined the Friedrich Krupp AG and represented the company as a Chairman of the Executive Board. He became President of the Hamburg Chamber of Commerce in 2008 and worked as a member of the Executive Board of the Blohm + Voss Shipyards & Services GmbH until he was appointed senator for the City of Hamburg in 2011.



Matthias Horx
Futurist

Matthias Horx, born in 1955, is considered the most influential futurist in the German-speaking world. In 1993, he founded the Trendbüro Hamburg with Peter Wippermann. Trendbüro rapidly became the nucleus of German marketing-orientated trend research, and five years later Matthias Horx founded the Zukunftsinstitut. The Zukunftsinstitut's main mission is the analysis and presentation of fundamental future developments in society, the economy and everyday culture. With headquarters near Frankfurt and branches in Vienna and representatives in London, the economic and political think-tank is now very much in demand throughout Europe.



Wolfgang Hurtienne
Managing Director,
Hamburg Port
Authority

Wolfgang completed his engineering studies at the Technical University of Braunschweig (civil engineering). Since 1984, he has held various positions on the port of Hamburg's management team. For many years he was in charge of port planning and development. Since the restructuring of the HPA in 2008, Mr. Hurtienne has been a member of the Management Board. In 2009 he was appointed Managing Director of the HPA. Wolfgang is Chairman of the Port Planning and Development Committee of the International Association of Ports and Harbours (IAPH), Tokyo, and a member of the German Academy for Urban and Regional Spatial Planning. He also teaches at the Technical University of Braunschweig.



Stefan Jekel
Head of International
Client Services,
New York Stock
Exchange

As part of the NYSE's Global Corporate Client Group, Stefan Jekel is NYSE's New York-based team member responsible for global issuer coverage where he is responsible for maintaining the Exchange's relationships with more than 500 companies across 40 countries. His role includes consulting international companies to increase their understanding of the strategic benefits of an NYSE listing and the NYSE's service initiatives. Stefan Jekel joined the New York Stock Exchange in 2001. Prior to joining the NYSE, Stefan was a Senior Associate with the New York office of PricewaterhouseCoopers LLP where

he specialised on international clients seeking to resolve cross-border financial reporting and valuation issues.



Don Krusel
President & Chief
Executive Officer,
Prince Rupert Port
Authority

Don Krusel was appointed President and Chief Executive Officer of the Prince Rupert Port Authority in 1992. He began his career with the Port Authority in 1987 in the role of Chief Financial Officer. Prior to joining the Port Authority, Don held management positions with a number of major financial institutions located in Vancouver. Don holds an MBA degree from the Ivey School of Management at the University of Western Ontario and is a Certified Management Accountant.



Paul Levelton
KPMG's Global
Head of Ports

Paul Levelton is a Director of KPMG's Global Infrastructure Group and leads KPMG's Global Ports Practice. He has extensive experience in working on infrastructure projects from planning through implementation to operations and has particularly strong experience in the transportation sector. Paul has over 35 years of experience in business advisory services, industry and government. His chief areas of practice include infrastructure strategy, planning, operations and development. He has advised port authorities, terminal operators, investors, shippers, shipping lines and government on a broad range of issues with respect to ports around the world.



Speaker profiles



Ingmar Loges
Head of Shipping
Finance,
HSH Nordbank AG

Ingmar Loges is Head of Global Shipping at HSH Nordbank AG. Before joining HSH Nordbank, Ingmar was Head of Sales Global Shipping at Unicredit where, in addition to other responsibilities, he was in charge of building the Bank's shipping business in Oslo, Singapore and Dubai. Ingmar, who started his career as Credit Analyst and Shipbroker, holds a degree in Economics from Hamburg University.



Martina Meinders-Michael
Managing Director,
Marin Shipmanagement Limited

Martina built up a successful international career in shipping for the past two decades. She started as Chartering Assistant in Hamburg in the 1990s and is today the Managing Director of Marin-Shipmanagement Ltd. in Cyprus, member of NSC-Group in Hamburg. Her strategic competencies have been crucial from the founding stage of the company until today. Marin Shipmanagement has reached a position among the top 150 global crew-management companies with over 45 ships.



Jan Van Mossevelde
Managing Director,
PSA Antwerp

Jan Van Mossevelde is the Managing Director at PSA Antwerp in Belgium - a role that he has held since 2011. Prior to this position, he has held a variety of management positions at companies including Voltri Terminal Europa and Nova & Hessianatie Stevedoring.



Philippos Philis
Chairman and Chief
Executive Officer,
Lemissoler Navigation
Ltd.

Philippos Philis is the founder of Lemissoler Navigation Ltd. and has been Managing Director since its establishment in 1996. He has served as Chairman and Chief Executive Officer of the Group since 2009. The Group is active in ship management, ship operations and ship owning in a diversified fleet of bulk carriers, containers and ro-ro/paper carriers. In early 1997 he started IMCL Inter Marine Container Lines, one of the most successful container feeder operators in the Baltic Sea, which merged with Unifeeder at the end of 2009, creating the largest short sea and container operator in Europe. He graduated from RWTH Aachen with the title of Dipl. Ing. in Mechanical Engineering. He specialises in expert systems applications in logistics and completed the Executive Leadership Program (ELP) at the Cyprus International Institute of Management (CIIM).



Paddy Rodgers
Chief Executive Officer,
Euronav NV

Paddy Rodgers (1959) graduated in law from University College London in 1981 and from the College of Law, Guildford in 1982. He started his career in 1982 as a trainee lawyer with Keene Marsland & Co. In 1984 he joined Bentley, Stokes & Lowless as a qualified lawyer. He started working as a solicitor at Johnson, Stokes & Master in Hong Kong in 1986. He then joined the CMB Group in 1989, where from 1990 to 1995 he was employed as an in-house lawyer and project manager serving on the Board of Arethusa Offshore Company and drilling contractor, then subsequently as a shipping executive for Euronav. In 1998 he was appointed

Chief Financial Officer of Euronav and has been Chief Executive Officer since 2000. He has been a Director of Euronav since 2003.



Holger Schildt
Tax Director, Hapag-
Lloyd (Germany)

Holger Schildt has been Head of the Tax Department of Hapag-Lloyd AG since 2011. Prior to joining Hapag-Lloyd, he was the Head of Olympus Europa GmbH from August 2004 to January 2011. During his time at Olympus, he helped establish a separate tax department for Europe, introduced a transfer price guideline for the European group of companies, and successfully negotiated two advance pricing agreements (APA) and a mutual agreement procedure (MAP) with fiscal authorities. He also handled the tax part of a major divestment when Olympus sold its diagnostics business to Beckham Coulter in 2009 via a worldwide asset deal.



Mattias Schmelzer
Regional Head North
Hamburg, KPMG

Mattias Schmelzer has been working for KPMG since 2003 and has years of experience in the shipping, logistics and retail sector. He is German Chartered Accountant and a Certified Public Accountant (US). Mattias Schmelzer is a managing partner and responsible for Northern Germany as regional chairman. He has extensive experience in the audit of financial statements and consolidated financial statements based on HGB (German GAAP) and IFRS of large corporates and family-owned businesses. He has extensive experience in capital market transactions and has lead several post-merger integration projects.



Kai Sudmann

Attorney-at-law and Founding Partner of H&S Hanseatic Legal Rechtsanwalts-AG, Managing Director of

MFA Maritime Facility Advisors Hamburg GmbH

While working at DG HYP, he founded and led the special servicer Immofofi as a subsidiary of DG HYP. By the end of 2009 he brought that company together with a consortium of shareholders. In the middle of 2013, sister company MFA Hamburg was established to service distressed shipping loans for German banks and international investors. MFA Hamburg has performed a series of shipping loan valuations and transaction advisory mandates.



Axel Steffen

Managing Director, Vogemann Group

Axel has around 15 years of shipping experience. After receiving an MBA and a law degree, he started his career with today's HSH Bank. Afterwards he spent eight years with the Hansa Treuhand Group as Board Member of the Holding. He joined the Vogemann Group in 2012 and serves as Managing Director of the company.



Christoph Toepfer

Managing Director, Borealis Maritime Ltd.

Christoph Toepfer founded Borealis

Maritime Limited in 2010 as an independent maritime investment and ship management firm based in London. The company has raised capital from private and institutional investors. In July 2013, Borealis formed a joint venture with KKR which today is backed by USD 400 million of equity capital. Since 2010 Borealis has realised investments in excess of USD 400 million and currently manages a portfolio of over 40 vessels predominantly in the container and chemical sectors. Prior to Borealis, Christoph was Managing Director of Allocean, a UK- and Singapore-based diversified shipping group that owned and managed a fleet of 60 vessels in the container, bulk, LPG, offshore and tanker segments.



Steffen Wagner

Global Chair, Transport and Leisure, KPMG

Steffen Wagner is a KPMG partner and leads KPMG's global Transport and Leisure sector. He joined KPMG Corporate Finance in 1997 where he worked on cross-border mergers and acquisitions transactions in the transport & logistics sector as well as on infrastructure & PPP projects. Moreover, he is the Global and EMA Head of Transport & Leisure for KPMG, responsible for KPMG's global activities in the fields of aviation, CEP, logistics, shipping, and bus & rail as well as gaming, tour operators & hotels.



Andrew Webster

Senior Partner, JLT Specialty Limited

Andrew is a business development professional in the marine liability sector. He worked in Geneva and Singapore as a trader for CRC Cargo Recovery Consultants. Back in London he became a leading P&I Club manager in both senior claims handling and underwriting roles. Andrew was then seconded to UK Trade & Investment, followed by roles with Lockheed Martin and Inchcape Shipping Services. Andrew joined JLT in 2010 and is tasked with developing the ports and terminals business.



Philipp Wunschmann

Head of Shipping, Joh. Berenberg, Gossler & Co KG

Philipp is the Head of Shipping in Corporate Banking at Berenberg. He has 15 years of industry experience, including six years in the German Ship Bank where he was responsible for a ship loan portfolio of around 9 billion US dollars. Most recently, he was Managing Director in the Erck-Rickmers Maritime Group where he was responsible for business development.



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With over 8,500 fully paid subscribers and over 48,000 global readers, TradeWinds is the shipping industry's most successful news service — exclusive stories and insights you simply cannot find anywhere else with a commitment in giving readers clear and unbiased reports on what is happening in their markets. Now, in our 25th year, our portfolio includes weekly newspapers, online news, business focuses, TW+ quarterly magazine and a series of highly targeted and topical events.



The German Shipowners' Association represents the common economic and social interests of the German shipping companies at the level of the federal and state governments as well as in relations with European and international bodies. Founded in 1907, it merged with the Association of German Coastal Shipowners (Verband der Deutschen Küstenschiffseigner) in 1994. With around 220 members, it represents the majority of the German merchant fleet. More information available from www.reederverband.de.



Hafen Hamburg Marketing

The Port of Hamburg is Germany's largest universal port. Jointly its members, Port of Hamburg Marketing is active worldwide to strengthen its position on the market against international competition. The ports in the Hamburg Metropolitan Region have also found this marketing organisation to be a powerful partner for professional marketing of the location. Founded in 1985, for almost 30 years the association has acted with immense success for Hamburg as a port and logistics region. The port now enjoys a positive image worldwide, standing for professionalism, efficiency and innovation.



The Hamburg Shipbrokers' Association (VHSS) is a voluntary organisation promoting the interests of the shipbrokers and agents located in Hamburg. In particular, it promotes the exchange of information and experience between members in both commercial and technical matters.

The main activities in the remit of the Association are: representation of interests of shipbrokers vis-à-vis the authorities of the City of Hamburg as well as the social services representation of members' interests also in cooperation with the German Shipbrokers' Association (ZVDS).

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