

Conference Programme

Monday 8 November 2010

1830 hrs

Registration

1930 hrs

Reception Sponsored by

2000 hrs

Welcome Dinner Sponsored by

Tuesday 9 November 2010

0830 hrs

Registration

0930 hrs

Opening remarks and keynote address*Welcome remarks by the organisers***Gillian Whittaker** Athens Bureau Chief, TradeWinds**Christopher Hayman** Chairman, Seatrade*Chairman's remarks***Metin Kalkavan** Chairman, Turkish Chamber of Shipping*Keynote speaker***Mohammad Souri** Chairman & Managing Director, NITC

1030 hrs

Shipowners' panel - adopting the global perspective

- Where does Turkey fit within world shipping?
- A look at the new companies that have been set up in recent times.
- There have been new orders and quite a number of secondhand purchases by Turkish owners recently: is the timing right?
- What has happened with the orders placed by Turkish owners at Far Eastern shipyards at the height of the market? A detailed look at the Turkish orderbook.

*Panel participants***Burak Akdemir** Director, Spot Shipping and Trading Ltd & Maritime Advisor to UND Deniz**Yavuz Kalkavan** Managing Director, Besiktas Group**Sadan Kaptanoglu** Owner, Kaptanoglu Holding**Mehmet Mat** CFO, Geden Lines

1130 hrs

Coffee

1200 hrs

Shipbuilders' and repairers' panel - remaining competitive in a challenging market


What happened as orders evaporated and Turkish shipyards have virtually stopped working: an outlook for the sector.

How can a Turkish yard gain competitive advantage and stand out from the crowd?

Adapting company strategies in the midst of the crisis and fluctuating markets.

*Panel participants***Berke Cicek**, Vice President, Cicek Shipyard**Stefano Penco** Regional Vice President, Southern Europe, ABS**Birol Uner** CEO, Gemak Shipyard

1300 hrs

Lunch Sponsored by 

1430 hrs

Financiers' panel - new rules, new game, an international playing field

- What do ship financiers think of the post-crisis Turkish market? Where is the money coming from now and where can it be found in the future?
- Foreign versus local finance. What Turkish players need to do to attract finance.
- Investment prospects in Turkey: who, what, where and when?

Panel participants

George Arcadis Chief Representative, Athens Representative Office, ABN Amro Bank

Seyma Inal Principal, Inal Law Office

Philip Larkos Co-founder, Vice Chairman & CFO, SFS Group

Christian Nieswandt Head - International Clients, HSH Nordbank

Aslan Paksoy Managing Partner, Finship

Ilhan Yirmibesoglu Managing Director, Medfin

1545 hrs

Borrowers' Default in time of the credit crisis: achieving a positive outcome for shipowners and shipbuilders

A role-playing case study dealing with the situation where a borrower has a problem with its banks as a result of the market crisis. There is a borrower's default (or various). The study will demonstrate the general reaction of the Bank against the Shipowner, as against the Shipyards, as against the Charterers, following different outcomes... and give real examples of how the various parties react together with practical advice as to how best to deal with the situation.

Presented by

Jonathan Campbell, Julian Clark and **Alistair Johnston** Founding Partners, Campbell Johnston Clark LLP

1615 hrs

Coffee break

1630 hrs

China focus - co-operating to open up the Eastern horizon

- With Asia, and particularly China, driving the economy, how is it affecting Turkey?
- China's shipbuilding capacity and the attraction of newbuilding packages have drawn shipowners from all corners of the world: what is the situation in Chinese yards now?
- What is the potential for co-operation between Turkey and China and what you need to know about doing business in China.
- Chinese money and ships: who are the newcomers in the ship finance sector?

Panel participants

Sam Chambers author of 'Oil on Water: Tankers Pirates and the Rise of China'

Laurent Debart Asia-Pacific Director, BRS

Henry Fung Partner, HFW Hong Kong

George Xiradakis Founder Managing Director, XRTC Business Consultants

Binghua (Ben) Zhang Managing Director, Accord Marine Service