

ANNUAL SUMMIT 2022

at Losby Gods, Thursday 7 and Friday 8 April
AN OFFICIAL [NOR-SHIPING 2022](#) EVENT

THE WAY FORWARD: STRATEGIES FOR MAXIMISING YOUR OPTIONS

In our times of great and unknown change, with war in Europe, new regulations and requirements emerging from governments and international bodies, as well as capital and insurance partners; how do you strategically position your business to maximize optionality?

What is the value of having options, and what are the costs and consequences?

In other words: How to be a smart fox in a world of shrewd wolves?



Leif Høegh • Matt Duke and Kai Grøtterud • Svein Helge Guldeig
Synnøve Seglem • Kjartan Bru, BNP Paribas (Oslo) • Anders Valland, SINTEF Ocean
Jostein Tvedt, BI • Kristin Holth, Maersk Drilling • Christian Andersen, Lorentzen & Co
Bjørn Vidar Lerøen, Lerøen Media • Mark Williams, Shipping Strategy, London
Guy Hindley, Howe Robinson Partners, London • Nicolai Hansteen, Lorentzen & Co
Mike Konstantinidis, METIS Cyberspace Technology • Tor Haugnes, formerly BI

Shipping Offshore

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THURSDAY 7 APRIL

09:30–10:00 **REGISTRATION AND COFFEE, TEA & SNACKS**

10:00–10.15 **WELCOME AND INTRODUCTION**

10:15–12.00 **KEYNOTE OPENING SPEAKERS**

Leif Høegh on **Shipping as an investment in a portfolio perspective**

Leif Høegh is a major owner in Høegh Autoliners and Høegh LNG

Matt Duke and Kai Grøtterud, Grieg Maritime Group, on **As an owner - How to plan strategically and how to prepare the fleet for the future, in order to be in compliance with requirements within 2050**

Matt Duke is CEO and Kai Grøtterud board member of Grieg Maritime Group AS

12:00–13:00 **LUNCH**

13.00–13.45 **Project Retrofit: What can be done to make the existing fleet of tankers, bulkers and container vessels more compliant in a 3-5 years perspective?** by Sven Helge Guldteig, CEO, Ocean Consulting AS – for the [Maritime Oslofjord Alliance](#)

13:45–14:00 **COFFEE BREAK**

14:00–17:00 **STRATEGIES FOR MAXIMISING YOUR OPTIONS** *incl. coffee breaks*

Moderator: Kjartan Bru, Head of Shipping & Offshore, North Europe, BNP Paribas

OPENING SPEAKER: Synnøve Seglem, Deputy Managing Director at Knutsen OAS Shipping AS and Vice President, Norwegian Shipowners' Association, on **How to shape a sustainable and strategically well positioned shipping company in an increasingly complex environment, while maximizing optionality**

INTRODUCTORY PRESENTATIONS

Shipowners' Options: Climate Challenges - Available Options Today – Possible Options for the Future, by Anders Valland, Research Manager, SINTEF Ocean

Option Theory for Dummies, by Jostein Tvedt (PhD), Centre for Ocean Business, BI Norwegian Business School, former Chief Strategist, Danske Bank (Oslo)

PANEL DISCUSSION WITH SHORT INTRODUCTIONS BY THE OTHER PANELISTS:

Kristin Holth, Board Member, Maersk Drilling and more

Christian Andersen, Executive Chairman, Lorentzen & Co AS

Mike Konstantinidis, CEO, METIS Cyberspace Technology SA, Greece

17:00–17:30 **LIQUID UPDATE**

17:30–18:30 **PRE DINNER SPEAKER: IS THERE A FUTURE FOR OIL & GAS IN TODAY'S CLIMATE?**

Bjørn Vidar Lerøen, author of "Born to Wealth: A Journey through Norway's Oil Age", former corporate senior communications advisor in Equinor (1991-2008)

19:30 **APERITIF & ANNUAL SUMMIT DINNER**

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FRIDAY 8 APRIL

- 09:00–10:00 **TRADE & SHIPPING**
Five Tiers of Transition: a Shipping PESTO Analysis
Political, Economic, Sectoral, Technological, Operational
Mark Williams, Founder & CEO, Shipping Strategy Ltd., London
- 10:00–10:15 **COFFEE REFILL**
- 10:15–12:00 **MARKET UPDATES BULK AND TANK incl. coffee**
The impact on Dry Cargo of current Conflicts and changing Regulation
Guy Hindley, Managing Partner – Dry Cargo, Howe Robinson Partners, London
The Tanker Market and the Russian war in Ukraine
Nicolai Hansteen, S&P/Newbuilding, Lorentzen & Co AS, Oslo
- 12:00–13:00 **CLOSING SPEAKER: TOO MANY BOOMERS - WHERE ARE THE MILLENNIALS?**
What do young people think about education and careers in the 21st century? How different are they compared to us who have roots back to the 1960-70s? Tor will talk about needs and perspectives of the emerging knowledge society and he will gather the threads from the presentations from both days of the Annual Summit.
Tor Haugnes, former lecturer at BI Norwegian Business School, mentor Oslo Business Forum, and much more
- 13:00 **CLOSING REMARKS, LUNCH & END OF SUMMIT**
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COST AND REGISTRATION

NOK 7,900 for members Non-members: NOK 9,900

Price includes all meals, drinks (except bar) and single room accommodation 1 night which we automatically book for you

REGISTRATION (please note that you will be invoiced later):

<https://www.shippingoffshorenetwork.no/events/annual-summit-2022/>

Or email us at post@shippingoffshorenetwork.no

The venue: <https://www.losbyqods.no/english/>

TERMS & CONDITIONS: No-shows and cancellations later than Tuesday 5 April will be invoiced 100%.



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LEIF O. HØEGH is a third generation shipowner, running Høegh Autoliners and Høegh LNG together with his cousin Morten Høegh. Leif is the grandson of the company founder Leif Høegh and son of Westye Høegh. Leif O. Høegh has served as Deputy Chairman of Høegh LNG since 2006 and is the Chairman of Høegh Autoliners Holdings AS. He worked for McKinsey & Company and the Royal Bank of Canada Group. He holds an MA in Economics from the University of Cambridge and an MBA from Harvard Business School. Leif O. Høegh is a Norwegian citizen and resides in Norway.



MATT DUKE had an unusual path into shipping, first studying environmental studies with a focus on sustainable development, followed by a long period working in the IT/digital field, with six years leading the global IT function for chemical operator Odfjell SE. Matt then moved into a commercial role, leading the maritime team for the tech company Kongsberg Digital. In 2019 Matt was appointed as CEO for Grieg Maritime Group. Here he has been busy developing the core business, whilst also developing new sustainability focused ventures through the newly formed Grieg Edge. In addition to his day to day work, Matt also sits on a variety of different board positions, such as the Bergen Shipowners' Association, IoT startup Scanreach, Grieg Logistics and G2 Ocean.



KAI GRØTTERUD is on the board of Grieg Maritime Group AS. Mr Grøtterud previously was Managing Director at Klaveness Maritime Logistics AS, Head of Maritime Logistics at Yara International ASA and Executive Vice President of Gearbulk (UK) Ltd. He is also Managing Director of the Cypriot shipping company Eureka Shipping Ltd, which he started in 2008 together with SMT Shipping Ltd.

SVEIN HELGE GULDTEIG is the owner and CEO of Ocean Consulting AS. Prior to that he held positions as COO at Farstad Shipping AS, Senior Director Technical & Operations at Norwegian Car Carriers AS, Technical Director at Marine Subsea AS, General Manager of Wilhelmsen Ship Management AS and Vessel Manager at Torvald Klaveness. Mr Guldteig holds a MSc from NTNU and MBA from ESCP Paris.



SYNNØVE SEGLEM is Deputy Managing Director of Knutsen OAS Shipping and Co-Owner of TSSI. She holds an MSc in material science and engineering from Imperial College, and an additional Master's degree in Shipping, Trade and Finance from Cass Business School. Ms Seglem worked for 6 years at DNV before starting in the LNG department in Knutsen OAS Shipping. She is currently the chair of the board at Haugesund Shipowners' Association and the vice president of the Norwegian Shipowner's Association. She is also the Deputy Chair at the war risk insurance company DNK (Den Norske Krigsforsikring) in Oslo.

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KJARTAN BRU has some 20 years experience from banking in Paris, Oslo and London. Since 2018, he is Head of Shipping & Offshore, Northern Europe, in BNP Paribas. Previously he was heading DNB's shipping, offshore and logistics activities in Oslo covering Scandinavia and thereafter in London covering EMEA, spending in total about 13 years in the bank. He started his career in Paris in Credit Lyonnais.

Kjartan Bru studied economy at the University of Toulouse before graduating from ESCP Europe, a French business school.

He is a board member of the Shipping & Offshore Network.



ANDERS VALLAND is currently working as Research Manager in SINTEF Ocean, managing the research group on Maritime Energy Systems. He started his career with Det Norske Veritas (DNV GL) as a surveyor and approval engineer until 2002, when he joined MARINTEK – a company in the SINTEF Group. He has held several positions while doing research on maintenance technology and condition and performance monitoring of offshore subsea oil and gas production facilities, integrated operations for the oil & gas industry and eventually also on offshore wind production. In 2017

MARINTEK was merged with another SINTEF institute and became SINTEF Ocean. Anders earned his BSc in Mechanical Engineering in 1993 at Trondheim College of Engineering, and his MSc in 1995 at the Norwegian University of Technology and Science within the field of Maritime Energy systems.



DR JOSTEIN TVEDT has for a number of years worked with major Scandinavian financial institutions, both in sales and as an economist, most recently as chief strategist, Danske Bank – Norway. He started his academic career as associate professor at Norwegian School of Economics (NHH) in shipping and international economics. He has a dr. oecon degree from the same institution. He has published a number of articles in international academic journals on real option theory related to the maritime industries.

Jostein Tvedt is currently affiliated to Centre for Ocean Business at BI Norwegian Business School and TØI (Institute of Transport Economics).

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KRISTIN H. HOLTH has served on Maersk Drilling's Board of Directors since April 2020. Previously she was Executive Vice President and Global Head of Ocean Industries in DNB Bank ASA – Norway's largest financial services group and a global leading financial institution within the Ocean Industries which includes DNB's activity within Shipping, Offshore, Oil & Gas, and Oilfield services industries and Seafood. Kristin has significant experience in capital markets and funding and has held numerous management positions within DNB over the years, including also Global Head of Shipping, Offshore & Logistics for 4 years and General Manager & Head of DNB Americas for 6 years. Kristin holds a Bachelor in Economics and Business Administration from BI Norwegian Business School.

Other management duties, etc. GasLog Ltd. (board member); Maersk Tankers A/S (board member); HitecVision AS (board member); ABP AS (board member); Equality Check AS (board member); BI International Advisory Board (member).



CHRISTIAN ANDERSEN is the chairman of Lorentzen & Co AS and member of the board of Torvald Klaveness and Stove Shipping. Mr Andersen founded Stolt-Nielsen Gas in 2007 and was President until 2016 and Chairman of the board until late 2018. He founded Avance Gas as a subsidiary of Stolt-Nielsen Gas in 2009. The company listed at Oslo Stock Exchange in April 2014. Mr Andersen was President in Avance Gas from founding until April 2019. He was head of LNG in BW Gas ASA from 2002 to 2007. He came to BW Gas from Amanda LPG Trading, where he was founding partner and CEO. Mr. Andersen also spent more than 10 years in Fearnleys. Mr. Andersen holds a Master of Business and Marketing from Oslo Business School (1986).



MIKE KONSTANTINIDIS, Founder and CEO of METIS Cyberspace Technology SA, holds a BSc and an MSc in Mechanical Engineering and has more than 25 years of experience in business leadership. Over recent years Mike has focused on the maritime sector, as a significant contributor to shipping's digital revolution and a strong advocate for Artificial Intelligence and Machine Learning. Mike's main aim is to design, plan and execute operational and business strategies that are enabled by data analytics to help the global maritime sector secure greater competitiveness and profitability.

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BJØRN VIDAR LERØEN is a leading expert on the Norwegian oil and gas history. He has spent his entire career associated with the industry, first as a journalist in Aftenposten and Bergens Tidende. Later he spent 17 years in corporate communications in Statoil (now Equinor), and wrote their 30th anniversary book, Shell Norway's 100 year history book, and several other oil related books, the last one being "Født til Rikdom: En reise i Norges oljealder.» He was a political advisor to the mayor of Stavanger for 4 years and worked with government affairs in Norwegian Oil & Gas for 8 years.



MARK WILLIAMS is founder and MD of Shipping Strategy Ltd. in London. Mark advises clients around the world on shipping and financial market developments, assisting them with shipping investment and chartering decisions. During more than 20 years in shipping, Mark has led numerous advisory projects on the dry bulk, tanker, container, gas, offshore, Ro-Ro, multi-purpose, shipbuilding and ship recycling sectors. He has experience of startups and of designing and executing online multimedia content delivery systems. Mark is a regular speaker at international shipping industry conferences. He is a published author of articles on shipping and operational research. He is a course director for Lloyd's Maritime Academy and a guest lecturer at Cass Business School (City of London University) and

Plymouth University. Mark has held board positions since 2015 and senior management positions since 2009, incl. Managing Partner, Affinity Research and board member Affinity (Shipping) LLP (2015-18).

GUY HINDLEY is Managing Partner of the Dry Cargo Division of leading Shipbrokers Howe Robinson Partners. Formed in London in 1883 Howe Robinson has grown to become one of the largest fully integrated international Shipbroking Houses, with a global network of 14 offices and 350 staff. Guy has spent his career specialising in Dry Cargo transportation and has an in-depth knowledge of chartering as well as other project related business. He directs the Dry Cargo Research Team who produce regular bespoke reports covering all aspects of the Dry Bulk Commodity and Freight Market as well as a specialist set of in-house indices.

Guy is also Chairman of Maritime Strategies International (MSI), the Research and Consulting specialist and is a Member of the Baltic Exchange Governing Council.



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NICOLAI HANSTEEN is Chief Shipping Analyst with leading international shipbroking and consultancy company Lorentzen & Co AS, working out of the Oslo headquarters. Nicolai is bringing 30 years of experience in energy and shipping, serving unique network of industry leaders across the world, providing in-depth and fundamental analysis of markets and companies, pursued with vigor, dedication and attention to details. He is ranked as one of the top shipping analysts, utilizing research as a mechanism to build client trust and understanding, introducing L&S and proposing deals that are value-added and with a high

degree of successful completion. He comes to the position of Chief Shipping Analyst from being Department Manager S&P Oslo at L&S, working actively on S&P and Nwb transactions, increasing the credibility of the transactions proposed, drawing on both an analytical and commercial savvy. Previously he has worked at both Pareto Securities and Pareto Shipping in the international capital and shipping markets, and before that at Nordea Markets as a financial analyst covering the shipping and offshore sectors.

Nicolai has a B.A. from Middlebury College, Vermont in 1992 and a MSc from City University Business School, London in 1996, specializing in Shipping, Trade & Finance. He has been a member of several boards and committees in the shipping and offshore industry and has been delighted to participate on many of the prestigious events in London and Athens organized by Cass Business School. Nicolai has previously also been a long-standing board member of Shipping & Offshore Network, and participated as speaker at many of the events including Annual Summit Meetings.

TOR HAUGNES is an economic historian from NTNU, he has worked as a consultant with IT and marketing, with business development and business ethics. In the last 10 years he was responsible for entrepreneurship education at BI including the BI StartUp initiative and has become a Youtube star and TEDx speaker. "University lecture" and "viral YouTube video" are rarely mentioned in the same sentence together, unless we're talking about Tor Haugnes. After one of his lectures at BI received over 160,000 hits on YouTube and 200,000 views on VGTV, his unconventional style of teaching became well known throughout Norway. By experimenting with different approaches to lecturing, he hopes to inspire and motivate students to become critical thinkers and strong contributors to society.



His classes are a refreshing take on what's possible in education. <https://youtu.be/rdBwlpIUASY>