

MARINE
M O N E Y



2nd Panamá Maritime Finance & Trade Forum

Thursday, March 20, 2025

Hilton Panamá, Panamá City, Panamá



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Marine Money Panamá “The Networking Forum for the Americas”

Vast maritime trade, extensive coastlines, abundant natural resources, and thriving consumer markets define shipping’s future in the Americas. Panama’s Flag State stature, the importance of the Panama Canal to global trade, the skills and resources of the country’s professional services, vital maritime industry and a dynamic finance community ensure Marine Money Panamá will be a transaction focused gathering.

One of the keys to professional and personal success is to constantly expand your world: explore new markets, develop new relationships, gain fresh insights and create new opportunities.

Marine Money Panamá is an ideal opportunity to do just that - while also experiencing one of the Wonders of the Maritime World.

This networking event, located in the gateway of South America, has been designed to bring together a wide range of market participants who have one thing in common: the desire to form new relationships, exchange information and explore the possibility of developing business.

Who Should Attend:

Everyone

Who works in shipping and has never been to Panamá.

Anyone

Seeking to combine a productive business trip with personal enrichment.

Lenders

Seeking to develop business in an area of robust maritime activity, from shipowners, ports and terminals and energy transitions.

Law Firms

Interested in building relationships with the largest flag state.

Shipowners

Seeking new sources of financing, JV partners in the region, capital for expansion and growth and new cargo relationships.

8:30 Registration Opens
Welcome Coffee – Starbay Ballroom Foyer – Level B

9:00 Conference Convenes – Starbay Ballroom 1 & 2

9:05 Marine Money Welcome

James R. Lawrence, Chairman, Marine Money

9:10 Delegate Welcome and Opening Remarks

Volney Guinard, Secretary General, Panama Maritime Authority

9:25 The Panama Maritime Authority’s Vision for the Future

Ramón R. Franco, Director General of Merchant Marine, Panama Maritime Authority

9:40 The Panama Canal, Plans and vision for the years and decade ahead.

Victor Vial, CFO, Panama Canal Authority

9:55 A vision for the future through the lens of a 104 year country history

Malcolm Munoz, Head of Country, Citi

10:10 Caja de Ahorros: The LATAM Hub and your partner in Panama, linking Panama and the World with the financial resources to assist the Maritime industry and its’ infrastructure, navigate the important decade ahead.

Maricruz Rodriguez, Commercial Manager, Caja de Ahorros

10:30 Networking Break – Starbay Ballroom Foyer

11:00 Panama as a Maritime Hub

Silvia Fernandez de Marucci, International Promotion Director, ProPanamá

Juan Carlos Heilbron – CEO, Trader Tankers

Marco Guerra, CEO, UltranaV Panama Inc. *(invited)*

Moderator

Pilar Castillo, Partner, Arias, Fábrega & Fábrega (ARIFA)

11:30 The Panama and Latin America maritime industry, a burgeoning powerhouse in commodities and The Energy Landscape. The significance of Energy, Container and Commodity Trades: Growth opportunities and challenges for Ports, Logistics, asset values and ship finance in a complex world.

The Dry Bulk and Container Markets

Luis M. Cañizales, Data & Research Analyst, Maritime Strategies International (MSI)

The Energy Markets

Schreiner Parker, Managing Director, Latin America, Rystad Energy

Moderator

TBD

12:30 Networking Buffet Lunch – Starbay Ballroom 3

2:00 Best Credit Practices in Ship Lending: Managing risk through the cycles. What Borrowers and Lenders should all bring to the table.

Dr. Arlie G. Sterling, President, Marsoft Inc.

2:15 Financing ships in Latin America can be challenging due to issues ranging from rule of law to cabotage. In this session, growing regional sources with an appetite, along with seasoned ship finance veterans, who have done deals throughout the region, share their experiences - and offer advice to lenders, borrowers and investors on attracting and putting capital to work.

Ben Padilla, Executive Director, FPG AIM Americas, Inc.

Kevin O'Hara, Director - Investment Banking, Fearnley Securities

Caja de Ahorros *(invited)*

Dr. Arlie G. Sterling, President, Marsoft Inc.

Moderator

TBD

2:45 Topic and Speaker TBD

3:00 The Energy Transition and Major Infrastructure Projects: From Legal and Financial Opportunities and Challenges associated with large scale projects to Considerations for the Americas supply chain, creating the infrastructure and platforms to best match offer/demand

Fernando Aued, Partner, Arias, Fábrega & Fábrega (ARIFA)

Jorge Loaiza, III, Partner, Arias, Fábrega & Fábrega (ARIFA)

Speakers TBD

3:30 Networking Break – Starbay Ballroom Foyer

A Region of Powerful Growth and Importance
Shipowning dynamism, port and logistics solutions and transactional opportunities – where vision, commitment and finance are all key.

4:00 Women in Shipping, a discussion centered on the vital role of women in the shipping industry.

Han Deng, Partner, Transportation – Asset Finance, Reed Smith LLP

Lupe Concepción, Hub Manager for Latin America, A.P. Møller - Maersk

Moderator

Veronica Mulino Cohen, Partner, Mulino & Mulino

4:25 To realize the vision and potential: Principals Round Table

Speaker TBD, ARPA (Asociación de Armadores Panameños) – Panama Shipowners' Association

Thomas Zaidman, Managing Director, Sagitta Marine

Juan Carlos Heilbron, CEO, Trader Tankers

Carlos Juan, Principal, Tradewind Tankers *(invited)*

Moderator

Jorge Ramirez Arias, Partner, Arias B. & Associates

4:55 Conference Closing Remarks

5:00 Post Conference Networking Cocktail Reception in the Infinity Room – Pool Level until 7:00 pm

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