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# 3<sup>rd</sup> Annual Shipping & Offshore CSR Forum

CSR as a Competitive Advantage

Capital Link Forum

Thursday, October 24, 2013 - London



We proudly welcome you to the 3<sup>rd</sup> Annual Shipping & Offshore CSR Forum in London, a major international hub for the global maritime industry.

The need and significance of Corporate Social Responsibility (CSR) continues to grow and evolve in an increasingly diversifying global economy, which is apparent in the technological innovation involved in building new ships, the supply side of shipping, the emerging financial and commercial advantages, and rising demand for maritime safety. Yet, the lack of information and misinformation makes it difficult for industry professionals, from shipowners to banks, to realize the long-term benefits of integrating CSR programs and initiatives into their own corporations and organizations.

We are pleased to announce that Capital Link's 2013 Maritime CSR Leadership Award went to Clay Maitland, Founding Chairman of NAMEPA and Managing Partner at International Registries, Inc. The awards initiative is

aimed to recognize individuals for their Leadership and Commitment to Sustainability & CSR in the Maritime Sector. Harry Theochari, Attorney and Head of Transportation at Norton Rose Fulbright will present the award to Mr. Maitland in a special ceremony after the luncheon.

Capital Link proudly provides this forum as a platform for raising the visibility of Corporate Social Responsibility (CSR) in the shipping and offshore industries on a permanent and long-term basis. We aim, then, to become a centralized informational source and communications platform on the topic of CSR.

Experts from leading shipping companies, industry associations, government and non-governmental organizations as well as the financial investment community gather together today to shed light on the latest developments of CSR. Presenters will discuss how to measure the quality and effectiveness of certain policies. They will provide insights on how to generate value for companies, various stakeholders, and society as a whole while optimizing their own operations.

With this event, Capital Link continues to push the envelope when it comes to linking the international shipping industry to the wider investment community, whether through its shipping portal, maritime indices, webinars, newsletters, and conferences taking place across New York, London, and Athens. We believe that facilitating the information flow on CSR practices is an invaluable informational and educational resource, as it is a networking platform for industry professionals, bankers, financiers, and investors.

We would like to thank all the sponsors, companies, organizations, and media partners for their continued support and contribution. Your continuing contribution and active participation not only demonstrates the ongoing success of the Shipping & Offshore CSR Forums, but also the increasing importance of the CSR function in the maritime industry.

Sincerely, Nicolas Bornozis



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# 3<sup>rd</sup> Annual Shipping & Offshore CSR Forum CSR as a Competitive Advantage

## Capital Link Forum

Thursday, October 24, 2013 - London

8:30 AM - 9:00 AM	REGISTRATION - NETWORKING BREAKFAST RECEPTION		
9:00 AM - 9:10 AM	<b>W</b> . L <b>B</b> L.	Nicolas Bornozis, President - Capital Link, Inc.	
	Welcome Remarks	Clay Maitland, Founding Chairman - NAMEPA & Managing Partner - International Registries, Inc.	
9:10 AM - 9:30 AM	Sustainability - CSR & the Changing Face of the Shipping Industry	Helle Gleie, Director - The Sustainable Shipping Initiative (SSI)	
9:30 AM - 10:00 AM	CSR - Beyond Regulatory Requirements; New Challenges & Industry Response	Moderator: Helle Gleie, <i>Director</i> - The Sustainable Shipping Initiative (SSI)	
		Panelists:  • Patrick Verhoeven, Secretary General - European Community Ship Owner's Assoc. (ECSA)  • Giles Noakes, Chief Maritime Security Officer - BIMCO  • Rob Lomas, Secretary General - Intercargo	
10:00 AM - 10:20 AM	The Salvage - Friendly Ship: A Comprehensive CSR Policy Must Include Accident Scenario	Presenter: Gilles Longuève, President - Maritime Passive Safety Association (MPS)	
10:20 AM - 10:50 AM	Maritime Safety	Moderator: Rob Lomas, Secretary General - Intercargo  Panelists:  Gilles Longuève, President - Maritime Passive Safety Association (MPS)  Simon Stonehouse, Hull Underwriter - Brit Insurance Revd. David Potterton, Honorary Chaplain - Sailor's Society  George A. Tsavliris, Principal - Tsavliris Salvage Group & Chairman - INTERMEPA	
10:50 AM - 11:20 AM	CSR & Technological Innovation	Moderator: Katharine Palmer, Environmental Manager - Lloyd's Register  Panelists: • Iraklis Prokopakis, COO - Danaos Corporation • Steven Jones, Maritime Director - Security Association for the Maritime Industry (SAMI)	
11:20 AM - 11:40 AM	COFFEE BREAK		
11:40 AM - 12:00 PM	Health, Safety and Environmental Reporting and External Verification	Presenter: Stephanie Moffatt, Environmental Executive - Zodiac Maritime Agencies Ltd.	
12:00 PM - 12:45 PM	CSR & Corporate Governance	Presenter: Ruth Cowley, Partner - Norton Rose Fulbright LLP	

12:20 PM - 12:50 PM	CSR & The Human Factor- Anticipating New Challenges	Panelists:  Capt. Elias Ladas, DPA, HR & Training Manager - Danaos Shipping Co. Ltd.  Constantinos S. Galanakis, CEO - Elvictor Group  Nigel Shattock, Director of Communications - Seafarers UK  Revd. Canon Ken Peters, Director of Justice & Welfare - Mission to Seafarers	
12:50 PM - 1:50 PM	NETWORKING LUNCH		
1:50 PM - 2:10 PM	Capital Link Maritime Leadership Awards  Honoring Clay Maitland  Founding Chairman - NAMEPA  Managing Partner - International Registries, Inc.  Presented by: Harry Theochari,  Attorney, Head of Transportation - Norton Rose Fulbright		
2:10 PM - 2:40 PM	CSR as a Financial Advantage	Moderator: Brian Devine, Partner - Fulbright & Jaworski LLP  Panelists:  • Mark Long, Head of Transport, Shipping Services & Offshore - HSBC Bank plc.  • Peter Boyd, COO - Carbon War Room  • Nikos Stratis, Senior Investment Manager - Northern Shipping Funds	
2:40 PM - 3:25 PM	Sustainable Ship Recycling	Moderator: Nikos Mikelis, Non-Executive Director - GMS Dubai Panelists:  • M. Abdul Rahim, Regional Manager Europe & Africa - Class NK  • Patience Mayiaki, Environmental & Social Specialist - FMO  • David Roberts, Senior Manager Sustainability & Technical - Gearbulk (UK) Ltd.	
3:25 PM - 3:55 PM	CSR as a Commercial & Operational Advantage - The Demand for CSR by Charterers	Moderator: Clay Maitland, Founding Chairman - NAMEPA & Managing Partner - International Registries, Inc.  Panelists:  • Anders Holbrech, CSR & Sustainability Manager - Maersk Tankers  • Jonathan Stoneley, Environment & Compliance Manager - Cargill Ocean Transport  • Marc Forster, Deputy European Manager - Rightship	
3:55 PM - 4:15 PM	"On Course for a Better World"	Maria Bruun Skipper, Senior Adviser - Danish Shipowners' Association	
4:15 PM - 4:45 PM	Best Industry Practices (Tanker, Dry Bulk & Container Industries)	Association  Moderator: Richard Meade, Editor - Lloyd's List  Panelists:  John Adams, Managing Director - TeeKay Shipping Ltd.  Capt. Panayiotis Drosos, Deputy Managing Director - Tsakos Columbia Shippmanagement (TCM) S.A.  Hans Norèn, President - Concordia Maritime AB	
4:45 PM - 5:05 PM	Best Industry Practices (Offshore)	Presenter: Marten Lunde, CEO - Troms Offshore AS	
5:05 PM - 5:15 PM	CLOSING REMARKS	Nicolas Bornozis, President - Capital Link, Inc.	



# Capital Link's 2013 Maritime CSR Leadership Award

### Presented to

# **Clay Maitland**

Founding Chairman - NAMEPA

Managing Partner - International Registries, Inc.

For his Leadership and Commitment to Sustainability & CSR in the Maritime Sector

Presented by: Harry Theochari, Attorney, Head of Transportation - Norton Rose Fulbright



North American Marine Environment Protection Association





The 2013 Capital Link Maritime CSR Leadership Award

Presented to: Clay Maitland

Founding Chairman - NAMEPA & Managing Partner - International Registries, Inc.

As market forces and regulatory trends continue to call for the incorporation of corporate social responsibility (CSR) into business practices, shipping companies increasingly recognize CSR as more than just a societal obligation. A consistent commitment to CSR is a differentiating commercial, financial and operational advantage. It ensures long-term growth and it can impact the valuation and cost of capital these companies making them the more reliable, sustainable and safer choices for investors and bankers alike.

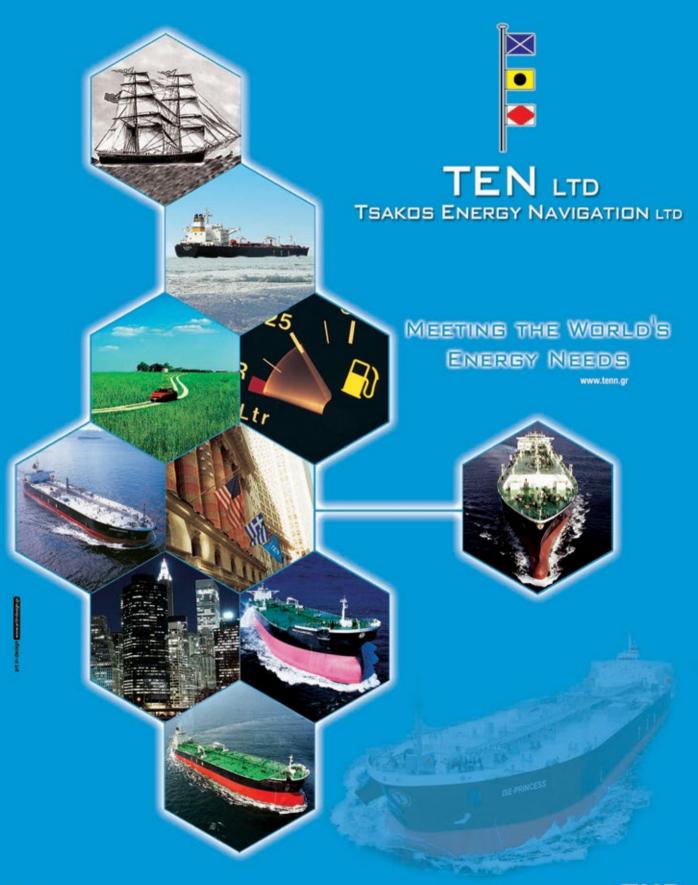
Capital Link's 3<sup>rd</sup> Annual Shipping and Offshore CSR Forum is the only event which focuses on sustainability issues across the board – human resources, environment, safety and security, technological innovation, and corporate governance. Its goal is to raise awareness regarding the benefits and advantages of CSR to a wider international industry audience.

In keeping with this goal, Capital Link initiated the **Maritime CSR Leadership Award**. The 2013 AWARD is being presented to Clay Maitland for his Leadership and Commitment to Sustainability & CSR in the Maritime Sector.

Clay Maitland has worked in the shipping industry since 1968. He has been employed by International Registries, Inc. for 35 years and is now a managing partner of the company which administers the Marshall Islands Ship Registry - the third largest registry in the world. Among his other affiliations: Executive Committee Member and Director of the Coast Guard Foundation and Director of the Coast Guard Auxiliary Foundation; Member of the American Bureau of Shipping, and of the National Cargo Bureau; Founding Chairman of the North American Maritime Environment Protection Association (NAMEPA); Chairman of New York Maritime, Inc (NYMAR); Chairman of the North American Maritime Ministry Association (NAMMA) Industry Advisory Council; Member of the American Bar Association, New York City Bar Association and Maritime Law Association of the United States; former Chairman of the National Maritime Historical Society; former Chair of the Admiralty Committee of the New York City Bar Association, and of the Committee on Intergovernmental Organizations of the Maritime Law Association of the United States (MLA). Clay has served as a delegate to the Legal Committee of the International Maritime Organization (IMO).

Please join us in congratulating Mr. Maitland as a pioneer in this area and for his outstanding achievements.

**Harry Theochari**, *Attorney*, *Head of Transportation* of Norton Rose Fulbright, presented the Award to Clay Maitland.







# GLOBAL LEAD SPONSORS



**ABN AMRO** provides high-level financial solutions and support through the full value chains of the energy, commodities and transportation industries.

The deep sector knowledge of our specialist teams along with our long track record and strong reputation have earned us a leading position across these sectors. Integrated risk and portfolio management, flawless execution, plus a truly global presence and client network, ensure that the enduring partnerships we develop with our clients goes far deeper than just financing.

Our Principal Finance team complements these sector-specific debt services with equity and mezzanine solutions, providing our clients with a full range of capital products and services, tailored to their specific requirements.

We also offer ECT clients one-stop access to ABN AMRO's extensive range of other products and services. From trade finance, cash management, treasury products, commodity derivatives and clearing to corporate finance, syndications and export & project finance.



Tsakos Energy Navigation Ltd. (TEN) (NYSE: TNP) is one of the largest independent transporters of energy in the world controlling a versatile fleet of modern crude and product tankers with strong ice-class capabilities and liquefied natural gas ("LNG") vessels. The average age of the pro forma fleet is 6.6 years versus 8.8 years for the world tanker average. TEN has established a reputation as an experienced and efficient operator of well-maintained tankers and has proactively met customers energy transportation requirements globally. TEN's current operating fleet consists of 48 double-hull vessels of 4.9 million dwt and this includes 19 crude tankers ranging from VLCC's to Aframaxes, 28 product carriers ranging from Suezmax's to Handysize and one LNG carrier. The Company has one tri-fuel LNG carrier under construction to be delivered in the first quarter 2016 and an option for a third LNG carrier.

As of September 30, 2013, TEN has 32 out of its 49 pro forma vessels under fixed employment with secured contract coverage of 74% and 60% for the available vessel days of 2013 and 2014, with expected minimum revenues of \$69 million and \$214 million, respectively. Overall, TEN's minimum contracted charter revenues is approximately \$965 million with an average employment of three years per vessel.

TEN has been paying regular cash dividends since its listing on the New York Stock Exchange in March 2002. Following a stable dividend policy, the payments are currently quarterly (February, May, August and November). Since initiation of dividend payments following the March 2002 NYSE listing, and including the recent dividend paid on September 12, 2013, of \$0.05 per share of common stock outstanding, TEN has paid \$379.20 million or \$9.675 per share in dividends to its shareholders compared with the IPO price of \$7.50 per share (taking into account the 2-1 share split of November 14, 2007).

The Company has remained profitable in 18 of the 19 years since inception in 1993 deriving profits from both operations and sale & purchase (S&P) transactions. Since the NYSE IPO, TEN has registered over \$1 billion in profits of which \$280 million is derived from S&P transactions. In operation since 1993, TEN is one of the oldest running Greek Shipping Companies with public market experience. The Company's common shares are listed on the New York Stock Exchange under the ticker "TNP."

In May of 2013, TEN raised gross proceeds of \$50 million, through a public offering of 2,000,000 shares of 8.00% Series B Cumulative Redeemable Perpetual Preferred Shares at \$25.00 per share. The Series B Preferred Shares trade on the New York Stock Exchange, under the symbol "TNPPRB" On July 30, 2013, TEN paid a prorated dividend of \$0.44444 per share of its Series B Preferred Shares for the period from the original issuance of the Series B Preferred Shares on May 10, 2013 through July 29, 2013. Dividends on the Series B Preferred Shares will be payable guarterly on the 30th day of January, April, July and October.

On September 30, 2013, TEN closed a \$50 million offering of 8 7/8 % Series C Cumulative Redeemable Perpetual Preferred Shares in a public offering under its effective shelf registration statement at \$25.00 per share. TEN intends to use the net proceeds from this offering for general corporate purposes, which may include making vessel acquisitions or investments. The Series C Preferred Shares trade on the New York Stock Exchange, under the symbol "TNPPRC"



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Tokyo, Japan



**Global Marketing Systems or GMS** was founded in the USA in 1992. GMS began business through the acquisition of naval vessels from the US Maritime Administration in Washington DC. In 1993 the Russian government invited GMS to help recycle obsolete Naval vessels from their fleets in the Russian Far East (Vladivostok) and Northern Russia (Murmansk).

In about two years, GMS successfully disposed of more than 30 Russian naval vessels, most of them under tow in tough weather conditions.

Over the years, GMS has succeeded in its efforts to help modernize the ship recycling process and is the world's largest Cash Buyer of ships for recycling. In addition, the company is the world's FIRST ISO 9001:2000 certified Cash Buyer. With a proven track record that spans over two decades and more than 2,000 deals under its belt, GMS has grown to become the leader of the ship recycling industry.

Some of the world's largest ship owners sell their vessels exclusively to GMS. In 2012 alone the company recycled over 16.5 million DWT or nearly one third of the world's fleet sold for recycling!

With offices in the USA, Dubai, and China, the company is aided by subsidiaries and exclusive representatives in all five of the major demolition markets including India, Pakistan, Bangladesh, China and Turkey. The company has an experienced and well qualified team of professionals who are standing ready around the world to serve the needs of its clients 24 hours a day, 7 days a week.



#### A PREMIER QUALITY REGISTRY

International Registries, Inc. (IRI) and its affiliates are the Maritime and Corporate Administrators of the Republic of the Marshall Islands (RMI) and have been administering maritime and corporate programs for over half a century. IRI prides itself on its high level of customer service, economical pricing and extensive experience. The Marshall Islands Maritime and Corporate Registry (Registry) is fully committed to the safety and security of personnel ashore and afloat, the Registry's vessels and the marine environment. IRI has an excellent reputation within the international business community and will continue to be at the forefront of vessel and corporate registries.

IRI is the world's oldest and most experienced privately administered maritime and corporate registry, providing for the specialized needs of the shipping and financial services industries across a broad commercial and economic spectrum. IRI, which is headquartered in Reston, Virginia USA, with easy access to Washington, DC, has full service offices in 20 major shipping and financial centers around the world.

#### **LEADERSHIP**

IRI, through a legislatively endorsed joint venture agreement with the Government of the Marshall Islands, is authorized to administer the maritime and corporate programs for the Marshall Islands. The IRI Board of Managers is the executive body that is responsible for the Registry's growth and strategic direction.

#### WHAT IRI DOES

The Marshall Islands ship registry program was initiated by the Government of the Marshall Islands in 1988. With the adoption of a new Maritime Act in 1990, the maritime laws of the Marshall Islands were aligned with the many changes in ship registration, financing and licensing that have taken place in the shipping industry. The Marshall Islands ship registry is the fourth largest open registry in the world. Vessel types include, but are not limited to, tankships, LNG/gas carriers, bulk carriers, offshore exploration and support vessels, container ships, passenger vessels and yachts. The Registry's network of worldwide offices has the ability to register a vessel, record a mortgage, form a corporation and service clientele.



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We believe that customers and employees, as well as society in general, benefit from safe transport, optimised flows and increased fuel efficiency. With a modern and efficient fleet, cutting edge safety and first-class performance, we are doing our part in contributing to more sustainable tanker shipping.



**Danaos Corporation** is a leading international owner of containerships, chartering vessels to many of the world's largest liner companies. The Company currently has a fleet of 61 containerships aggregating 352,065 TEU, making Danaos Corporation among the largest containership charter owners in the world. The Company charters its containerships to a geographically diverse group of liner companies, including most of the largest ones globally. Such customers include Maersk, CMA-CGM, Yang Ming, China Shipping, Hanjin, ZIM, MSC and Hyundai Merchant Marine Co.

The Company's containerships are deployed under multi-year, fixed-rate time charters that range from one to 18 years for vessels in the current fleet, which provides Danaos with stable cash flows and high utilization rates.

A substantial part of the Company's chartering operations is carried out through its Hamburg offices, while their two offices based in Ukraine assist the Crewing department with the task of globally coordinating manning of the Company's vessels.

The Company's shares trade on the New York Stock Exchange under the symbol "DAC." For more information, please visit the Company's website, <a href="https://www.danaos.com">www.danaos.com</a>



**ELVICTOR** is one of the world's leading independent crewing, crew management & training service providers. Since 1977, we offer unparalleled crewing solutions in partnership with some of the most sophisticated, respectable shipping houses.

We are proud of our solid family ethos which is reflected in our customer-centric logic and acute personalized servicing. This ethos is complemented with the most up-to-date technology-driven practices which characterize every single dimension of our professional activity.

We would welcome the opportunity to collaborate with you and explain how we can co-create value that will maximize benefits for your corporation.



**Lloyd's Register** is a leading provider of marine classification services around the world, helping ensure that internationally recognised safety and environmental standards are maintained at every stage of a ship's life.

But we provide much more than traditional classification. We understand that in today's complex marine industry, our clients need to achieve the best possible performance from their ships and operations.

We work closely with all industry stakeholders — owners, operators, charterers, designers, shipyards, equipment suppliers and port authorities — to help our clients comply with regulations, understand and manage the risks of new technology and concepts, and achieve greater efficiency through optimisation.

With an international network of some 7,600 people across 237 locations, we have an unrivalled view of the marketplace and the technical developments shaping shipping today. This means that, wherever our clients are, we are nearby and able to apply a genuine understanding of the challenges they face.



**Lomar** is a global ship owning and management group. The company has a mixed fleet of approaching 60 bulk carriers, reefer and container ships, offshore vessels, LPG, products and chemical tankers.

For over 35 years, the Libra Group's shipping division has successfully invested and re-invested according to market cycles. The company sold a total of 67 vessels between 2004 and 2006. In December 2009 the company re-entered the shipping market at scale with the \$325 million acquisition of the Allocean group and its fleet of 26 modern vessels. An additional 10 vessels were purchased during 2010 and at the beginning of 2012 an order was placed for up to six modern, fuel-efficient 'Ultramax' bulk carriers, followed by an order for up to six latest generation 2,200 TEU container ships. Another order for up to a further six container ships, again from China, was also completed during 2012. In 2013 the company acquired four container ships and three chemical tankers while also adding to its newbuildings orders and declaring many of the purchase options it held on new vessels.





The Maritime Passive Safety Association was founded based on an alarming observation: despite the growing risks involved in the thriving maritime transport sector (giant ships, traffic increase, double hull paradox, erratic climate conditions, opening of Polar routes, increased scrutiny by local authorities...), ships are not designed to prevent environmental catastrophes if an accident occurs.

Based in Paris, the MPS association is a cluster of manufacturers who aim to raise awareness on existing onboard solutions to mitigate ship-source accidental pollution at sea. By equipping ships before accidents happen in prevision of salvage operations, we encourage the development of a cleaner, safer and more sustainable shipping sector. More and more ship-owners and shippards are joining the "salvage-friendly ship" movement and have included maritime passive safety equipment as part of their CSR policies.

Members of the MPS Association include: JLMD Ecologic Group, MCO Services, Miko Marine, PresVac, Van Heck. . .

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Recognized for our industry focus, we are strong across all the key industry sectors: financial institutions; energy; infrastructure, mining and commodities; transport; technology and innovation; and life sciences and healthcare.

Wherever we are, we operate in accordance with our global business principles of quality, unity and integrity. We aim to provide the highest possible standard of legal service in each of our offices and to maintain that level of quality at every point of contact.

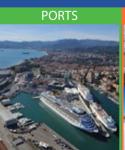
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# SUPPORTING ORGANIZATION



A global non-profit organisation, **IMASMA** provides a range of resources, support, and representation for all those who are involved in or have an interest in the way the maritime industry markets, sells, promotes and communicates offers Standard Membership of IMASMA free of charge to individuals with a range of member benefits including free legal advice and discounts on conferences, training and resources works to fund and provide educational and training resources to upskill current maritime business personnel and to encourage fresh talent into the industry, encourages maritime entrepreneurship; and works to highlight the importance of the maritime industry and its continued strength and security to the wider public.

In this way IMASMA will help its members to meet the challenge of creating world class maritime organisations in a rapidly changing world.



#### **Maritime London**

Founded in 2000, Maritime London is a not for profit promotional body for UK based companies which provide professional services to the international shipping industry.

Funded by over 100 companies and organisations from a wide range of disciplines, Maritime London helps ensure that the UK remains a world beating location to base a maritime related business.

Maritime London organises trade missions; connects its members with an extensive network of governmental and company contacts; undertakes research and liaises with government and other industry representative bodies.

Membership of Maritime London is open to any UK based business which provides services to the international shipping sector.

See www.maritimelondon.com for further details.

Thursday, October 24, 2013 - London



#### NAMEPA

The Shipping Professional Network in London (SPNL) is London's own meeting place for young shipping professionals. Through our regularly organised events, we aim to bring together young professionals from all aspects of the industry to network, socialise and learn more about the industry we proudly form part of. Our events offer members the opportunity to hear expert opinions on topical issues by industry respected leaders, from various fields in the maritime industry.

These fields range from the bunker industry, ship valuation, maritime law, ports, piracy, ship classification, shipping finance, maritime economics, research and much more. Being a member of SPNL not only provides you with a ticket to these informative presentations from industry leaders, but also a multitude of networking opportunities. Become a member today at www.spnl. co.uk



Women's International Shipping & Trading Association (WISTA) is an international organisation for women in management positions involved in the maritime transportation business and related trades worldwide. It is a major player in attracting more women to the industry and in supporting women in management positions. With networking, education and mentoring in focus, WISTA seeks to enhance members' competence and empower career success.

WISTA is growing and has over 1,800 members in 32 countries worldwide. WISTA pursues and supports the creation of both national and international business relationships among WISTA members.



Capital Link 3<sup>rd</sup>Annual Shipping & Offshore CSR Forum





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Our mission is to create the free platform for all issues of the shipping industry, the world's biggest and most important industry – after all, 80 percent of our planet is water and the majority of its 7 billion people live close to the sea! 120 + categories of subjects are covered in order to offer the industry a variety of unbiased news and information! Our goal is to challenge whatever hasn't been challenged to date! And it is not the power of information, as many try to put forwards: it's the abuse of power of information that many live on and that destroys the industry, physically and technically. With 20,000 page views per month, we begin to conquer the maritime world, so come on board and gradually see what you get from this site, entrust your written views with allboutshipping.co.uk, as well as your promotion in the form of an advert/banner.

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**ELNAVI** is the biggest and most respected Greek shipping magazine. It analyzes every month the most important shipping events in the Greek and global maritime industry. ELNAVI was established in 1974 and today has 3,000 subscribers which is the highest readership amongst all Greek shipping magazines. ELNAVI covers global & Greek maritime events, business developments of Greek shipping companies, market analysis, profiles of the most dynamic and promising Greek maritime personalities and marine environment & culture issues.

The magazine also includes special reports on various shipping sectors, English supplement, researches and special features.

Elnavi e-paper. It is the online version of our magazine (available at www.elnavi.gr), free of charge only to Elnavi's subscribers & advertisers using username & password to log in the new service.

Elnavi successfully participated in Posidonia Exhibition 2012 4-9 June 2012 (Eleftherios Venizelos airport exhibition centre) holding a stand of 30sq.m. and distributing more than 3,000 copies to the visitors promoting the latest developments and achievements of the Greek Shipping Industry.

Please visit www.elnavi.gr for more information



**Futurenautics** is a new, wholly independent information resource specifically designed to identify relevant technology trends, and importantly, contextualise them for the shipping and maritime industry, providing thought-provoking features designed to encourage shipping and maritime leaders to ask questions of themselves and their organisations that will begin equipping them for the road to 2030.

The flagship title 'Futurenautics' will publish as a quarterly print and digital magazine, supported by a web portal, bi-monthly digital radio programme, mobile app, and the Futurenautics Executive Panel, providing regular surveys of business attitudes and sentiment.

In essence Futurenautics is a 'Maritime McKinsey', providing easily comprehensible, digestible, but controversial and cutting edge insight into the technology trends, research and development which will impact shipping and maritime companies across every aspect of their businesses from HR to planned maintenance, safety, compliance, revenue performance management and CSR. It will identify the technologies being used in other industries and their potential applications within shipping and maritime and, using up to the minute research, develop and feature thought-provoking future scenarios, both good and bad, designed to change the way shipping and maritime leaders approach their strategy and resource deployment.



#### **NAFSGREEN SHIPPING PORTAL**

With online 24/7 information, professional high-tech layout, easy navigation, fast downloading time, a variety of news, (SHIPPING, CLASS, SHIPYARDS, ARTICLES, INTERVIEWS, CRUISES, COASTAL, PORTS, SAFETY, TECHNOLOGY, ENERGY, ENVIRONMENT, CASUALTIES, INSURANCE, EDUCATION, PIRACY, REGULATION, SPECIAL REPORTS, EVENTS, AWARDS etc.) videos, live web tv, e- magazine, daily newsletter – all totally free - NAFSGREEN has achieved to become one of the major shipping portals not only in Greece but also abroad, according to the world's most accurate metrics website www. alexa.com

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**'Shipping & Finance'** is by far the most serious and influential monthly maritime publication in Greece. It covers researches, analyses and future outlooks in international Economy, Trade, Shipping, Ship-Financing and Banking i.e. all factors effecting world shipping industry. In each issue it carries a permanent, updated, detailed list of the 'Top 200 Greek Shipping Companies' as well as the 'Greek Merchant Fleet at a Glance' where all information on Greek fleet is presented.

In 2007, 'Shipping & Finance' received the prestigious 'Botsis' Journalism Award which was given to 'Shipping & Finance' 'for its well-founded and trustworthy content and its effort to pursue a successful course in International Media'



**Ship2Shore** is the b2b on-line magazine dealing with shipping, ports, transport, logistics and trading. Being circulated to over 45,000 professional readers and firms in the sector, it is the most proper information source for companies interested in getting upto-dated and/or investing in Italy and in the Mediterranean area.

The readers, once registered (free of charge), each Monday receive at their e-mail box the newsletter showing the topics of the week; by clicking on it they are redirected to the homepage of the website, where they can download and eventually print the full PDF magazine or each single article.

Furthermore, Ship2Shore offers two useful services, directly available on the homepage: S2S DAILY NEWS, information in real time and BREAKING NEWS, providing subscribers with exclusive stories and news anticipations as soon as available.

Register at www.ship2shore.it/english for a 3-weeks trial time! Contact person: Mrs Sabrina Carozzino ph.: +39 010 2517945 – e-mail: commerciale@ship2shore.it

# sustainableshipping

**Sustainable Shipping** is the only news and information resource dedicated to marine transport and the environment. Stories are published covering all topics related to sustainable shipping. They include developments in regulations, company environmental policies and strategies, technological developments and industry opinion. Our journalists have a keen understanding of the key environmental and regulatory issues facing the industry.

There is a clear, commercial interest in finding solutions to the environmental challenges facing the maritime sector. This is reflected in the recognition that dealing with environmental and sustainability issues can be key to growth and success.

This means ship owners and operators, charterers, logistics providers, regulators, NGO's, environmental groups, technology companies, fuel suppliers and ultimately consumers need to understand these complex, fast-moving issues surrounding sustainability.

The Sustainable Shipping site is the industry's first point of reference for information about sustainability issues: the challenges, innovations and solutions. It provides clarity for its members on all the questions posed and raises awareness of critical issues facing the industry and new green business practices that are emerging.

Sustainable Shipping is a comprehensive research and information resource. It reports breaking news, has news archives going back to September 2002, has a prolific blog section full of commentary and opinion by industry leaders and experts, an on-line library providing legislative information and briefing papers, a technology section with case studies on breakthrough environmental and commercial solutions for the shipping industry and an on-line Sustainable Shipping- video conference library where subscribers can view speeches of our conferences and events. The site also lists an Environmental Shipping events diary and provides a shipping emissions calculator.

Through Sustainable Shipping, the growing community of shipping industry professionals who understand that sustainability issues have to be addressed and who are looking to understand how those challenges can be turned into commercial opportunities, come together to share information and views, stay up to date on the issues, follow the latest developments and gain a better understanding of how to move forward.

Sustainable Shipping is a fast growing publication. Because of its specialism it is a powerful information platform for environmentally related business issues in the maritime sector.

# Worldoils

Worldoils is a company that combines the power of marketing as well as the in-house expertise for the Oil, Gas, Offshore and the Maritime industries. Worldoils' web portal <a href="www.worldoils.com">www.worldoils.com</a> has become a truly central platform for visitors who need information regarding oil and gas products and services, research, training, conferences, news and events as well as a popular advertising base for providers of Oil, Gas, Marine and Offshore services. Worldoils has also launched the jobs system and a marketplace. In the recent months, Worldoils has strengthened its position as a fast developing central place for buying and selling of land rigs, offshore rigs, barge rigs and other oilfield and subsea equipment.



# Wherever you are, you're never that far from a world leader in shipping law.

As world leaders in shipping law, we are consistently ranked a top tier practice in *Chambers & Partners*. Norton Rose Fulbright is one of the few global legal practices able to provide a comprehensive service to shipping companies covering financing, corporate, M&A and securities, offshore and energy, competition and regulatory, environmental issues, tax, dispute resolution, admiralty, marine insurance, international trade and commodities, infrastructure and employment. With more than 50 offices across six continents, we can help you to see the way ahead in shipping law, wherever you are in the world.

Legal House of the Year Global Transport Finance Awards 2012 Legal House of the Year Jane's Transport Finance Awards 2010 and 2011

Law around the world nortonrosefulbright.com

# SPEAKER BIOS



John Adams
Managing Director
Teekay Shipping Ltd.

John Adams has an extensive background in the shipping industry, specializing in Marine HR and Industrial Relations, and has previously

held senior management positions with two leading Shipping Companies – as well as a period as an independent Consultant. John joined Teekay in August 1988 – spending 10 years as Personnel Director of a TK joint venture company, and in May 1998 he was appointed Managing Director of Teekay Shipping Glasgow, which is now Teekay's main marine operations hub.

John led a first in the industry with SCOPE, Teekay's competence management system, which is accredited by DNV, SIGTTO, and INTERTANKO (TOTS). He is responsible for long-range planning as well as future growth and diversification strategies.



Nicolas Bornozis President and CEO Capital Link, Inc.

Since 1996 Mr. Nicolas Bornozis is the founder, President and CEO of Capital Link, Inc., an international investor relations and

financial advisory group. It assists listed companies and capital markets related organizations to develop and maintain access to European and North American investors. Capital Link has offices in New York, London and Athens and is a leader in investor relations for listed shipping companies, U.S. Closed-End Funds and ETFs and international companies accessing the U.S. and European markets.

He also established and managed, Alexander Capital, L.P, a US broker-dealer firm, which developed brokerage and investment banking business in North America with the Greek, Egyptian and Russian markets. Sold the company at the end of 2003 to a group of US investors representing Russian interests. Between 1998 and 2002, he also established and managed Alexander Asset Management, Inc. which handled portfolios invested in the Greek and European equity markets.

Prior to Capital Link (1988-1995), he served as President and CEO of CCF International Finance Corp. (CCF IFC), the US broker/dealer subsidiary of Credit Commercial de France, now part of HSBC, and worked at the International Department of Bankers Trust Company in New York (1982-1984) and then at the Commercial Banking operation of CCF in New York (1985-1987) focusing on the financing of Wall Street firms and shipping.

He holds an MBA from Harvard Business School (1982) and a Law Degree from the University of Athens (1979), in Greece with specialization in commercial and corporate law and is a graduate of Athens College in Greece.

For a period of twelve years he was a Visiting Lecturer on International Banking and Finance at the City University Business School (Department for Shipping Trade and Finance) in London, United Kingdom. Also, he served as Chairman of the Investment Management Committee of the Harvard Business School Club in New York.



Peter Boyd
Chief Operating Officer
Carbon War Room

Peter Boyd served as Launch Director of the Carbon War Room from initial concept by Richard Branson and fellow founders

in early 2009, and now focuses his time on developing and implementing the strategy in the three elements of Carbon War Room - Research & Intelligence, Network Engagement, and Operations. The projects span accelerating profitable climate change solutions in Energy Efficiency in Buildings, Shipping, Aviation, Island Nations and more. He brings over 15 years of private-sector experience in strategy, marketing, operations, and general management to his role as COO at Carbon War Room.

He previously served as CEO of Virgin Mobile South Africa, leading the first and only Virtual Mobile Operator on the African continent, tripling its size over the period. Prior to that, he was VP of Marketing for Virgin Mobile USA in New York, which followed various managerial and marketing roles in the Virgin Group totaling over 11 years in Virgin.

Parallel to his current role at the Carbon War Room, Peter is Chair of the UK's Energy Efficiency Deployment Office (part of UK Department of Energy & Climate Change, appointed in May 2012). Within this role he provides strategic guidance and support to Ministers, DECC Management and liaising with the corporate sector on how best to accelerate energy efficiency across the UK economy.

Peter is also on the advisory board of a variety of non-profit / corporate organizations including the Corporate Responsibility Officers Association , Fenix, Climate Nexus and the World Bank's external advisory group for the leadership of the Sustainable Development Network. Peter's started his career at McKinsey & Company (working in London, India and South Africa) after graduating from Oxford University with BA Honours in Philosophy, Politics & Economics.



Ruth Cowley
Partner
Norton Rose Fulbright LLP

Ruth Cowley is a Litigation and Dispute Resolution lawyer based in London.

Ruth advises Norton Rose Fulbright's global

clients on regulatory investigations and risk issues, in particular on anti-bribery and corruption matters. Her work ranges from the identification of relevant jurisdictions and risk areas through to internal and external investigations, liaising with regulators and third parties as necessary, and the implementation and monitoring of effective compliance programmes. Ruth is a core member of the Norton Rose Fulbright Business Ethics and Anti-Corruption Group. Ruth also works closely with the transactional teams on risk issues.

Ruth's experience includes working on a multi-jurisdictional regulatory investigation into allegations of fraud and bribery for a listed group, investigations (including regulatory liaison in various jurisdictions) in Eurasia for a global energy client, internal investigations into allegations of bribery in India and China for a large global manufacturing client, an investigation and associated

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compliance review for an overseas business which is part of a global technology group, and FSA/FCA and BIS enquiries for a range of financial services and other clients.

Ruth spent nearly two years in Norton Rose Fulbright's Singapore office before moving to Hong Kong in September 2007. She spent four years in Norton Rose Fulbright's Hong Kong office.



Brian Devine
Partner, New York
Fulbright & Jaworski LLP

Partner Brian Devine joined the New York office in 2013.

His practice focuses on the representation of financial institutions and borrowers, with a particular emphasis on maritime-related assets. He counsels clients in the United States and internationally in areas such as: finance and security arrangements; insolvency matters; mergers, acquisitions, and divestitures; debt and equity offerings; sale and purchase; international commercial transactions and disputes; and corporate governance and structure.

Brian's representative experience in ship finance and corporate matters includes representing international (such as Marshall Islands and Liberian) and domestic financial institutions and vessel owners in the acquisition, finance, registration, enforcement, joint venture, offering and other transactional documents as well as the formation, restructuring and mergers of offshore and domestic entities.

Brian Devine received his J.D. from the University of Houston Law Center (1997) and a B.S. and B.A. from the University of Scranton (1995).



Marc Forster Chartered Engineer Rightship

Marc is a former seagoing engineer officer and is a Chartered Engineer. Following 13 years in

the Merchant Navy, Marc spent 10 years with Lloyds Register as an outport Ship & Engine Surveyor and also as a consultant in Marspec; this was followed by 5 years at BP in ship vetting and time charter management.

He joined Rightship in 2010 dealing with Ship Vetting and Customer Relations.



Constantinos S. Galanakis CEO Elvictor Group

Constantinos S. Galanakis serves as the CEO of Elvictor Group, a leading crew management

and maritime training services provider founded in 1977.

Following a thorough training in various universities and organizations with a dedicated focus and personal interest in mergers and acquisitions, he joined Elvictor back in 2001. In his current capacity as the CEO of a diversified and international group of firms, he is responsible for controlling cross-national

operations of the group's business units as well as orchestrating the smooth inter-functional co-ordination of the group's diverse value chain activities. He is widely recognised as one of the pioneers in the field of information technology applications in shipping, he is fully committed to promoting the agenda of quality and safety onboard and maintains an active and keen interest in the field of M&As.

His formal educational background includes a B.B.A., an M.B.A. and a Master's in Shipping. He is married with one daughter and lives in Athens, Greece.



Helle Gleie Director Sustainable Shipping Initiative (SSI)

Danish-born Helle Gleie has since 1977 been deeply involved in many segments of the shipping industry. She has a diverse

background in commercial and operational areas, most recently as CEO of her own company, Denmark-based ITOLEAD Consulting Group, and previously as head of EMS Crew Management and head of global crew operation at Maersk Supply Service. She has also worked for BIMCO for several years, has been at sea, is a certified network consultant and has studied at CBS, Copenhagen Business School (Executive Blue MBA).

The expertise and specialist understanding of varied issues in the industry garnered from these positions has given Helle, as the first director of the Sustainable Shipping Initiative (SSI) from September 2013, a firm footing to drive the SSI towards its 'Vision 2040'. Helle is also a member of the CMI (Comité Maritime International), WISTA (Women in Shipping and Trading Association) and other relevant maritime associations.



Anders Holbech CSR and Sustainability Manager Maersk Tankers

Anders Holbech is CSR and Sustainability manager with Maersk Tankers. Anders has extensive experience within CSR and

sustainability – including heading PwC Denmarks' sustainability strategy offerings and from being part of the Danish Government's climate change negotiating team.

Anders has lived and worked in Denmark, Bhutan and Brazil.



Steven Jones
Maritime Director
Security Association for the Maritime
Industry (SAMI)

Steven spent a decade working as navigation officer in the merchant navy. After shifting ashore he advised numerous shipping companies on safety management and security planning. This knowledge has provided the basis for a number of publications, including, "Maritime Security" (with a foreword from International Maritime Organization (IMO) Secretary General Emeritus Mr Mitropoulos) and "Coping With Piracy".

# Excellence in Investor Relations and Financial Communications Your Link With the Global Investment Community

With its headquarters in New York and presence in London and Athens, Capital Link has been active since 1995 in the field of Investor Relations and Financial Communication. Its activities focus mainly on three areas: 1) Linking companies with strategic and institutional investors, bankers, analysts, and the financial media in Europe and the United States, 2) American Closed-End Funds and ETFs, 3) Listed shipping Companies. Capital Link's programs combine IR, IT and financial media in one comprehensive package enabling Companies to maximize their penetration and recognition in the global investment community.

Capital Link maintains close collaboration with the three main US Stock Exchanges (New York Stock Exchange, American Stock Exchange (now part of NYSE) and NASDAQ), the London Stock Exchange, the Athens Stock Exchange as well as numerous companies in Greece, Europe, US and Chile. It also organizes annually in New York, London and Athens a series of Investment Forums focusing on its main activity fields (www.capitallinkforum.com).

Capital Link has a leading position globally in the area of Investor Relations with respect to shipping, as it cooperates with the majority of shipping companies listed on the three US Stock Exchanges, as well as in London (LSE and AIM) and Milan. Capital Link is by far the most recognizable IR firm in this sector with unique access to investors, analysts, media and bankers. It has built the most extensive and effective platform for linking Listed shipping Companies with the investment community in Europe and the United States. Capital Link is a member of the Baltic Exchange and organizes regularly Analyst and CEO Forums on tankers, containers and dry bulk shipping. Additionally, it holds annually the "Invest in International Shipping" Capital Link Forums in New York and London. Finally, it also maintains a shipping portal with information on all UK and US Listed shipping Companies (www.capitallinkshipping.com).

Capital Link has also a leading position in US Closed-End funds and ETFs, as it cooperates with the major fund sponsors in these sectors. The Annual Capital Link "Closed-End Fund and Global ETF" Forum taking place in New York, celebrating its 12th year, is considered the most significant Forum of the sector. In the context of this Forum, Capital Link organizes the "Annual Closed-End Fund & Global ETF Awards" which recognize funds and managers who adhere to high standards of Corporate Governance, financial disclosure and Investor Relations. Capital Link also maintains a portal with information on these funds (www.closedendfundforum.com).

Capital Link has built one of the most extensive and effective networks for the promotion of international companies that want to access the European and US capital markets. In this area, Capital Link has built extensive regional expertise across developed and emerging markets having worked with listed companies and capital markets related organizations from several countries, including Canada, Chile, Cyprus, Greece, France, Germany, Ireland, Italy, Portugal, Russia, Spain, Switzerland, Turkey, United Kingdom and the United States. Also, broad and diversified industry expertise with a client base across several sectors - banking & finance, chemicals, cement & construction, food and beverage, insurance, investment management, IT & computers, mining, oil & energy, packaging, pharmaceuticals & cosmetics, retailing, telecommunications, transportation etc.

Capital Link is proud to have worked with several **governmental organizations** organizing presentations to U.S. investors for the **Finance Ministers** of Bulgaria, France, Greece and Portugal. We have worked with the majority of **Stock Exchanges** in the United States and Europe (New York, American, NASDAQ, Chicago Board Options Exchange, Athens Exchange, Euronext, London Stock Exchange/ AIM, Deutsche Boerse, Lisbon Stock Exchange, MICEX, Swiss Exchanges. The Paris Bourse was our first client in 1995.

He holds a Master's degree in Communications and PR, which saw research focus on the role of reputation management within the shipping industry. His primary emphasis is on the human element – particularly the ways and means of bringing techniques and effective management to commercial crews, office personnel and operators. He is Maritime Director with the Security Association for the Maritime Industry (SAMI), and founder of the International Dynamic Positioning Operators Association (IDPOA). He is a Member of the Nautical Institute, a Fellow of the Royal Society of Arts and Proprietor of The Athenaeum.



Elias J Ladas DPA, HR& Training Manager Danaos Shipping Co. Ltd

Mr. Ladas was born in 1949 in Greece. He is married and has four children. He is in the Shipping Industry since 2000 in top managerial

positions, dealt with Bulk Carriers, Tankers, OBOs and Container Carriers in all aspects of a shipping company.

Since 2008 he is in DANAOS SHIPPING Co as DPA and Human Resources - Training Manager. In the year 2000 he retired from the Hellenic Navy as a Rear Admiral. He graduated from the Naval Academy in 1971 and served for 12 years on Destroyers, being a Captain and Squadron Commander as well. He also served as Director of Naval Weapons Establishment and chief negotiator for the procurement of

major combatants. He has published Service manuals on Operations and Personnel Qualifications.

He holds a Master's Degree in Operations Research/Systems Analysis and a Bachelor and Master's Degree in Electrical Engineering.



Rob Lomas Secretary General Intercargo

Rob Lomas took the position of Secretary General at Intercargo in 2008, having joined

Intercargo in the position of Intercargo Manager in 2000.

Intercargo as the Trade Association for Bulk Carrier owners, has a 12 point Work Programme item covers a diverse range of topics including piracy, air emissions, port State control and technical issues. One aspect of great concern to Intercargo members is the loss of life caused by cargo liquefaction.

As Secretary General, Rob plays an active role in coordinating Intercargo's views and strategy with that of the Round Table, comprising BIMCO, ICS, Intercargo and Intertanko. He is also a member of the ABS UK National Committee; the Korean Register European Committee and the Lloyds Register General Committee.

Prior to joining Intercargo, Rob's 29 years in the shipping industry have included positions within the UK Chamber of Shipping and with the Japanese Container company, NYK. The Intercargo strategy is to support "Safety, Quality, Profitability and the Environment".

Mark Long Head of Transport, Shipping Services & Offshore HSBC Bank plc.



Gilles Longuève President Maritime Passive Safety Association (MPS)

Gilles Longuève is the president of the "Maritime Passive Safety Association (MPS)

and vice president of the French Naval Industry Group (GICAN)'s Security, Safety, and Maritime environment Committee. He currently holds the position of Managing Director of JLMD Ecologic Group, responsible for new projects, research, development and sales.

He is an engineer and holds a master of economy and business strategy from Paris Dauphine University.



Marten Lunde
Chief Executive Officer
Troms Offshore AS

Marten Lunde is the Chief Executive Officer of Troms Offshore AS which is a supply ships' company based in the city of Tromsø

in Northern Norway. He took up this position in connection with private equity fund Hitecvision's acquisition of Troms Offshore Supply in 2011. In June 2013 Troms Offshore Supply was acquired by Tidewater Inc. which is the leading provider of larger Offshore Services Vessels to the global energy industry.

Marten started his professional career within the banking and leasing industry in Norway. Since then, Marten has worked as CFO and CEO of several publicly listed companies within the offshore services industries, and prior to joining Troms Offshore Supply, he worked 10 years with various Fred.Olsen related companies in Norway, including 3 years as CEO of Fred.Olsen Production ASA which is active within the floating production industry. Since 2009 Marten has also been serving as non-executive chairman of Fred.Olsen S.A which is a fast ferry and leisure company based in the Canary Islands in Spain.

Marten has his education from the Norwegian navy and from the Norwegian School of Economics in Bergen where he graduated in 1985.



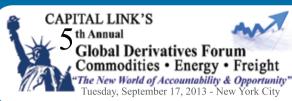
Clay Maitland Managing Partner International Registries, Inc.

Clay Maitland has worked in the shipping industry since graduation from law school in

1968. Clay has been employed by International Registries, Inc. for 35 years and is now a managing partner of the company, which administers the Marshall Islands Ship Registry – the third largest registry in the world. He is President of the Trust Company of the Marshall Islands (TCMI), the statutory Maritime

# **Events Calendar**

...your link with the financial and global investment community



As the global derivatives market undergoes further economic and regulatory changes, the ability to effectively manage risks is becoming paramount, and the need for global collaboration is heightening. The fifth in its series, this program will feature a distinguished list of speakers who will provide a unique and insightful global perspective on commodities, energy, and freight derivatives



In cooperation with the LSE, this event provides investors with a comprehensive review of various shipping markets to investment communities in the UK and throughout Europe. Shipowners, shipping executives, institutional investors, research analysts, industry experts, commercial and investment bankers, risk advisors, private equity and venture capital firms, high-net worth investors, and financial media attend this London forum every year.

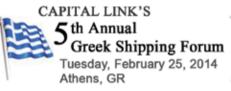


With greater industry sophistication, awareness, and expectations, corporate social responsibility (CSR) is an increasingly important issue that shipping and offshore companies cannot afford to ignore. This forum will explore how companies can keep a competitive advantage in terms of gaining market share, attracting top talent, and preserving employee retention by adopting CSR policies.





U.S. and Greek businesses and investment communities will discuss the latest trends in the capital and stock markets while covering topics ranging from shipping, information technology, energy, banking, and finance to telecommunications and real estate. This event receives annual support from the NYSE Euronext and is held under the auspices of the Ministry for Development, Competitivenes, Infrastructure, Transport & Networks.





Greek shipping remains important to the maritime economy despite recent hurdles in the markets. This event will not only cover the latest developments and trends in international trade, dry bulk commodities, and the energy markets, but also review the various funding alternatives for raising capital among listed and private shipping companies. To enhance your knowledge of shipping across all sectors, please attend.





The eight installment of the Invest in International Shipping Forums, this investor-focused event allows a platform for high-level executives and shipping companies to share and examine the shipping markets in light of annual results. Institutional investors and analysts, financial advisors, bankers, financial media, and other qualified investors will be in attendance.



This annual event, playing host to 1,000 attendees every year, will not only address the benefits and challenges associated with using closed-end funds (CEFs) and ETFs, but will also present a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other well management professionals, and major financial media.



With the rise in regulatory bodies measuring CSR's progress and success, as well as the unprecedented diversification across different industries and sectors, selecting a responsible course that caters to a company's individual CSR needs is difficult. This event will demonstrate how an effective brand of CSR not only depends on assessing the applicability and practical benefits of CSR, but also how companies communicate the value of CSR to investors.

Administrator of the Republic of the Marshall Islands. Prior to the year 2000, Clay held similar positions with regard to the maritime administration of the Republic of Liberia.

Among his other affiliations: Director of the Coast Guard Foundation; Member of the American Bureau of Shipping, and of the National Cargo Bureau; Founding Chairman of the North American Maritime Environment Protection Association (NAMEPA), Chairman of the North American Maritime Ministry Association (NAMMA) Industry Advisory Board; Member of the American Bar Association, New York City Bar Association and Maritime Law Association of the United States; former Chairman of the National Maritime Historical Society; former Chair of the Admiralty Committee of the New York City Bar Association, and of the Committee on Intergovernmental Organizations of the Maritime Law Association of the United States (MLA). Clay has served as a delegate to the Legal Committee of the International Maritime Organization (IMO).

Clay received the Honorary Degree of Doctor of Letters from the State University of New York Maritime College in 2006, and was awarded the U.S. Coast Guard's Distinguished Public Service Award in 2010.



#### Patience Mayaki Environmental and Social Specialist FMO

Patience Mayaki is currently serving as Environmental and Social Specialist at FMO, the Dutch Development Finance Bank. In her

role, Patience works with financial sector clients in South-East Asia in embedding and integrating sustainability practices into business operations. Prior to her focus in Asia, Patience has supported several FMO clients across Africa to set up internal environmental and social management frameworks to manage high risk sectors lending including mining, textiles, agriculture and infrastructure.

Patience has worked for over a decade in the NGO, public and private sectors on sustainability issues. In the course of her career, she has been responsible for creating partnerships with different stakeholders and transforming the sustainability landscape at industry levels. Before joining FMO, she worked with Citibank Nigeria, in various operations and risk management functions.

She holds a first class honours degree in Forestry from the University of Ibadan, Nigeria. She is an alumnus of the Joint Master's degree in Forest and Nature Conservation from Wageningen University, Netherlands and the University of Joensuu, Finland. Furthermore, Patience holds an MBA degree jointly from Bradford University, England and TiasNimbas Business School, Netherlands. She is an Associate of the Chartered Institute of Bankers of Nigeria.

### Richard Meade Editor Lloyd's List

Richard Meade is the Editor of Lloyd's List. He has been writing about all aspects of the maritime industry for the past decade. At various stages in his career he has specialised in maritime

regulation and politics, the environmental and piracy, but as editor he is currently responsible for the daily output of Lloyd's List in print and online. He joined Lloyd's List in 2006 as News Editor after jumping ship from the weekly maritime magazine Fairplay where he ran the news and features desk.

Prior to that he took the traditional route into the shipping sector, via a degree in psychology and a two year stint at the Financial Times Group. He is married and lives in North London.



#### Nikos Mikelis Non-Executive Director GMS Dubai

Dr Mikelis graduated in naval architecture from the University of Newcastle and obtained Master's and Doctorate degrees from London

University.

He has worked in ship classification; and then for a shipping company as superintendent, technical manager and then director. In 2006 he joined the International Maritime Organization, from where he retired at the end of 2012 as Head, Marine Pollution Prevention and Ship Recycling section. Currently he is non-executive director of GMS, the world's leading cash buyer, and independent consultant.

He has served in senior positions in shipping industry bodies, such as Council Member of INTERTANKO, Chairman of the "INTERTANKO Safety, Technical & Environmental Committee", member of the "Safety of Navigation & Protection of the Marine Environment Committee" of the Union of Greek Shipowners, and Chairman of the London Greek Technical Committee of Det norske Veritas.

He has written over 50 learned papers and numerous articles in the maritime press and is a freeman of the City of London.



## Stephanie Moffatt Environmental Executive Zodiac Maritime Agencies Ltd

Stephanie Moffatt is the Environmental Executive at Zodiac Maritime Agencies Ltd, an international ship management company.

She has environmental management responsibilities for Zodiac's diverse fleet of managed vessels, and has been responsible for the production of Zodiac's published environmental reports since 2010. Before joining Zodiac, she worked in commercial and operational roles for a global shipping and logistics company.

Stephanie has a Bachelors degree in Marine Geography from Cardiff University, and has recently completed a Masters in International Maritime Policy through the Greenwich Maritime Institute, part of the University of Greenwich.



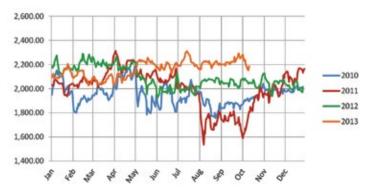
# Giles Noakes Chief Maritime Security Officer BIMCO

Giles is the Chief Maritime Security Officer and runs the Maritime Security Department of BIMCO. The department focuses on providing

# CAPITAL LINK STOCK MARKET MARITIME INDICES

Capital Link Maritime Indices	Focus	A simple and comprehensive tool enabling investors to	
Main Index	track the performance of the shares of		
CL Link Maritime Index	Includes all US listed shipping companies	► The shipping industry as a whole	
Sector Indices	<ul><li>► Specific shipping sectors</li><li>► Individual listed shipping stocks</li></ul>		
CL Dry Bulk Index	Includes all US listed Dry Bulk companies	Compare the stock performance of	
CL Tanker Index	Includes all US listed Tanker companies	► A single shipping sector to the broader market (Dow	
CL Container Index	Includes all US listed container shipping companies	Jones, S&P etc)  A single shipping sector to the freight indices (BDI etc)  A single company to its sector  Background information  Launched June 29, 2009  Historic data back to January, 2005  Market cap weighted  Updated daily at market	
CL LNG / LPG Index	Includes all US listed LNG / LPG companies		
CL Mixed Fleet Index	Includes all US listed companies operating in more than one sector		
CL Maritime MLP Index	Includes all US listed shipping MPLs	close	

# **CAPITAL LINK MARITIME INDEX**



Bloomberg Page: CPLI

**Reuters Instrument Code: 0#CAPLNK** 

www.maritimeindices.com www.capitallinkshipping.com www.capitallink.com security services/advice to ship owner/manager members and also advocates on their behalf. He is currently heavily involved with the shipping industry input into dealing with piracy off the coast of Somalia, from both a practical and advocacy position. Giles sits on the CGPCS and many of its Working Groups. He advises in many other fora, and has been intimately involved in the drafting of much of the current counter Piracy guidance including; the drafting and updates of industry BMP, guidelines on "From Capture to Release", guidelines on the Use and Construction of Citadels and the BIMCO GUARDCON. He is currently involved in advising on the draft of ISO 28007.

On leaving the Royal Marines 16 years ago he completed an MBA and became the CEO of Multistar Container Transport, a container leasing company. As the CEO of Jigsaw Container Logistics Security (JCLS) and since 9/11, he has been involved and specialised in all aspects of maritime security, including container transport, shipping and port security consultancy and operations. He is a respected commentator on all aspects of security within the Maritime Domain.



Hans Norén President Concordia Maritime AB

Hans Norén, born 1957, is the President of Concordia Maritime AB. He joined the Company in April 1995. Since graduation from

the University of Gothenburg (Bachelor of Science in Business Administration) in 1982, and before joining Concordia Maritime, he worked for major Swedish shipping companies in the area of finance and accounting, both in Sweden and abroad.

He joined Concordia Maritime in 1995 as Financial Manager. From 1997 to July 2001 he was located in New York as Chief Financial Officer of Universe Tankships. He is the President of the company since 2004.



Katharine Palmer Environmental Manager Lloyd's Register

Katharine Palmer qualified with a BSc (Hons) in Environmental Science from the University of Leeds, UK and a MSc in Environmental

Biogeochemistry from the University of Newcastle upon Tyne, UK. Katharine joined BP, after graduating, where she started her career in the marine industry in research and development of marine lubricants, subsequently she moved to BP Shipping as the Environmental Manager, her career in BP Shipping span 10 years where she was responsible for setting policy, strategy and providing specialist operational and technical advice to ship operations and new construction.

Katharine represented BP externally on marine environmental issues and advocacy, notably working with associations such as OCIMF, UK Chamber of Shipping and SEAaT. Katharine joined Lloyd's Register two years ago to lead the team of environmental subject matter experts. Katharine and her team provide thought leadership, consultancy and advice in a range of marine environmental issues and are based at the Lloyd's Register Global technology centre in Southampton, UK.



#### Revd. Canon Ken Peters Director of Justice & Welfare Mission to the Seafares

The Revd. Canon Ken Peters, RNR, Dip.Th, MBA, MA, FNI, MIW, after undergraduate studies at the University of Wales, Cardiff, Ken

was ordained an Anglican Priest in 1978. In 1980 he became a maritime ministry practitioner for The Mission to Seafarers serving in Europe and Japan. He is an Honorary Canon Emeritus of the Cathedral Church of St Michael, of the Diocese of Kobe in the Nippon Sei Ko Kai, (Holy Catholic Church of Japan). Since 1994 Ken has been Director of Justice & Welfare on the Executive of The Mission to Seafarers. In 2012 Ken qualified as a UN – ILO Trainer of Flag State Inspectors and Port State Control Officers in the International Maritime Law focus of the MLC 2006.

In 1985 Ken graduated in Tokyo with a Master of Business Administration degree and in 2002 graduated in London with a Master of Arts degree in Maritime Policy. In 1995 he was elected a Companion of The Nautical Institute and elected a Fellow in 2011. In 1996 he was admitted a Member of The Institute of Welfare.

Ken is a Trustee of:

- · Merchant Navy Welfare Board
- International Christian Maritime Association
- · Port of Bristol International Seafarers Centre
- Port of Felixstowe International Seafarers Centre
- La Maison du Marin Britannique, Dunkerque, France

Ken is a member of the Executive Committee of the International Christian Maritime Association. He is the Chairman of the ICMA Delegation to the UN at the International Maritime Organisation and Vice Chairman of the ICMA Delegation to the UN at the International Labour Organisation. He serves on the advisory board of the Seafarers International Research Centre at the University of Wales at Cardiff and the Strategic Review group of the International Committee on Seafarers Welfare. With active service in the 1990-1991 Gulf War Ken completed twelve years as a Royal Naval Reserve Chaplain.

## Rev. David Potterton Honorary Chaplain Sailor's Society

The Revd. David Potterton, Principal Chaplain with the Society for ten years, will also step down from this role at the end of March to follow his calling to become an ordained minister in the Church of England and minister to a parish. Whilst he prepares for this new vocation he will be retained as an advisor to the Society on maritime chaplaincy matters and he will act as its occasional practitioner until the end of September.

#### Iraklis Prokopakis Chief Operating Officer Danaos Corporation

Mr. Iraklis Prokopakis serves as the Chief Operating Officer, Senior Vice President and Treasurer of Danaos Corporation and joined it in 1998. Mr. Prokopakis has over 30 years of experience

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in the shipping industry. He was a captain in the Hellenic Navy. He served as Vice President of Danaos Corporation.

He serves as a Director of Danaos Corporation. He holds a Bachelor of Science in Mechanical Engineering from Portsmouth University in the United Kingdom, a Master's degree in Naval Architecture and a Ship Risk Management Diploma from the Massachusetts Institute of Technology in the United States and a post-graduate diploma in business studies from the London School of Economics. Mr. Prokopakis has a Certificate in Operational Audit of Banks from the Management Center Europe in Brussels and a Safety Risk Management Certificate from Det Norske Veritas.

### M. Abdul Rahim Managing Director, Europe and Africa Nippon Kaiji Kyokai (ClassNK)

Dr. M. Abdul Rahim FIMarEST FRINA is a naval architect by profession. Abdul Rahim graduated from Cochin University in India, and received his master and doctoral degrees from Hiroshima University in Japan. Thereafter he joined ClassNK and worked for them ever since. Over the years, he represented Japan at ISO, and was a member of various committees.

He received the IMarEST Institute Branch Award and the Stanley Gray Medal in 2004 and 2005 respectively. He has published a monograph and more than 50 technical publications, mainly on ship structures. After long stints in Japan and Singapore with ClassNK, he is currently Managing Director for Europe and Africa of ClassNK, based in London.

David Roberts
Senior Manager Sustainability &
Technical
Gearbulk (UK) Ltd.

David Roberts is responsible for developing and implementing Gearbulk's sustainability strategy, objectives and programmes and leading a group-wide sustainability steering group to help drive progress. In conjunction with Gearbulk's technical management, he also evaluates fleet performance and identifies areas of underperformance as well as collaborating on new technologies and operational measures to enhance fleet fuel efficiency and reduce emissions.

Gearbulk operates the world's largest fleet of open hatch gantry crane vessels as well as open hatch jib crane vessels specifically designed to carry unitised cargoes such as forest products, non-ferrous metals and steel. Gearbulk is also involved in the transportation of conventional bulk cargoes and in terminal operations.

David represents Gearbulk in the Sustainable Shipping Initiative, an ambitious coalition of shipping leaders from around the world working to achieve a vision of a shipping industry that is both profitable and sustainable by 2040.

He started his career as an engineer cadet with the British shipping company Andrew Weir Shipping, rising to the rank of Chief Engineer Officer before progressing into technical management ashore in 1994. In 2003 he became the company's Fleet Manager, responsible for the technical management of the

company's varied fleet of general cargo, roll-on roll-off military transport, container and passenger vessels. David joined Gearbulk in 2008.

# Nigel Shattock Director of Communications Seafarers UK

Nigel Shattock began his career at Lloyds of London Press. the former owner of Lloyds List, where he managed the Lloyds Maritime Law Training Programme before becoming Head of International Maritime Events, responsible for organising major conferences in shipping centres around the world, including the early days of the Manning & Training conference in Manila. Nigel went on to pursue a career in the City working for the key financial services trade body, the British Bankers' Association, for nine years - the last four as Director of External Communications. Since 2007 Nigel has worked in the voluntary sector for a number of welfare-focused charities, and in 2011 he became Director of Fundraising and Communications at Seafarers UK, the maritime charity that funds specialist organisations and projects that provide frontline services to serving and ex-serving seafarers who are experiencing hardship, and their families. Seafarers UK is also a fundraising and campaigning charity, focused on enabling and promoting the maritime charity sector through efficient financial aid and awareness-raising of the sea and seafarers. Nigel holds a BSC Honours degree and an MBA in International Management. He is married with three young children.



## Maria Bruun Skipper Senior Adviser Danish Shipowners' Association

Employed by the Danish Shipowners' Association (DSA) since 2009

Maria Bruun Skipper holds a master's degree in Political Science from University of Southern Denmark as well as a master in European Politics and Administration from the College of Europe, Bruges. Belgium.

Before joining the Danish Shipowners' Association, she worked as political advisor to Mrs. Anne E. Jensen, Danish member of the European Parliament.

At the Danish Shipowners' Association, Ms. Skipper works on public affairs issues related to climate and environmental legislation and sanction regimes.

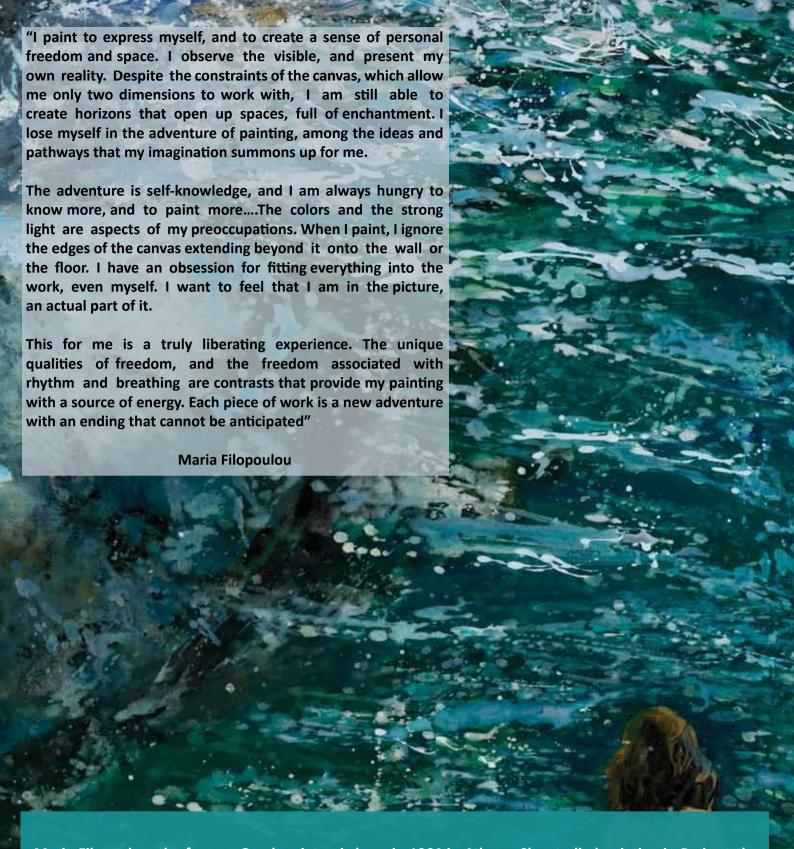
Moreover, she is in charge of the association's CSR Committee and was the DSA's project leader of the project On Course for a Better World.



#### Simon Stonehouse Hull Underwriter Brit Insurance

Simon was appointed the hull underwriter in September 2004 having previously deputised on the account for the last ten years. In all, he

has 30 years' experience in marine underwriting, and that has enabled him to gain a strong grounding in statistical research, analysis and risk management. He is well known in the marine



Maria Filopoulou, the famous Greek painter, is born in 1964 in Athens. She studied painting in Paris at the "Ecole Nationale Supurieure des Beaux-Arts" under Leonardo Cremonini, during the period 1984-1988. Continued with postgraduate studies at the same school, with a scholarship of the French Government, during the period 1988-1989 (lithography under Abraham Hadad). Her works are to be found in the National Gallery, in the Greek Parliament, and in private museums and collections in Greece and abroad. She has received several awards and recognitions for her work.

market and is a past chairman of the Joint Hull Committee and Chaired the Statistics Sub Committee.

He served on the Joint War Committee and the International Union of Marine Insurers facts and figures committee. He sits on a number of shipping related committees. He represents London marine property underwriters on the Lloyd's Salvage group. He is a Fellow of the Chartered Insurance Institute.

# Jonathan R Stoneley Environment & Compliance Manager Cargill

Jonathan Stoneley spent 14 years at sea serving on all vessel types from Cadet through to Master. On coming ashore he spent 3 years working with London law firm Norton Rose dealing mainly with Admiralty Law. For the last 16 years he has been the "Environment & Compliance Manager" for Cargill's Ocean Transportation business unit and is based in London and Geneva. His main responsibilities include dealing with marine claims, control of Cargill's ship and owner vetting program for tankers and bulk carriers and in addition is responsible for Cargill's environmental initiatives and Corporate Responsibility in shipping.

Jonathan is a Director of Rightship pte, the Australian based ship vetting company, he is also a director of the seafarer's charity "The Sailors Society" and sits on the Advisory Board of Equasis and the Intercargo London Committee. He represents Cargill at The Sustainable Shipping Initiative, OCIMF, CDI, The Chamber of Shipping and lobby's the USCG and EU maritime authorities on Cargill's behalf. Jonathan is also responsible for various marine insurance and operational matters, he is a Fellow of The Nautical Institute and a Younger Brother of Trinity House.



Nikos Stratis Senior Investment Manager Northern Fund Management UK, LTD

Prior to joining Northern, Mr. Stratis was employed by NFC and last served as a Senior Investment Manager. His education and

shipping experience has permitted him to build up an extensive worldwide network of contacts and an in-depth knowledge of the shipping industry. He holds a BEng and a MSc in Maritime Engineering from the University of Newcastle-upon-Tyne and a MSc in Shipping, Trade and Finance from City University Cass Business School, London. Prior to joining NFC, Mr. Stratis had experience in various shipping firms such as Lloyd's Register of Shipping, Aeolos Maritime Ltd. and Ionian Tugboats, where he served as an officer on ocean going tankers vessels and tugboats.



Kuba Szymanski Secretary General InterManager

Captain Kuba Szymanski started his sea carrier in 1985. Graduated from the Maritime University of Szczecin with Master Degree

and started his deck officer carrier with then Dorchester Maritime Limited Isle of Man. Sailed Gas / Chemical and Product tankers, reaching his first command as a Master in 1999. In 2001 commenced shore assignment as a Marine Superintendent in the parent Dorchester Maritime Ltd IOM, and was promoted to Marine Manager, DPA in 2004.

In 2007 joined MOLTANK Ship Management in London as a General Manager. In 2010 joined InterManager as Secretary General and moved back to the Isle of Man Captain Szymanski was among very first Lloyds Academy students on the Ship Superintendency course in 2003-2004.

In order to broaden his Managerial horizons studied Executive MBA with International Business School Isle of Man / John Moore Liverpool.

Captain Szymanski lectures Risk Management, Information Management, Management of Change in International Business School Isle of Man on the Superintendency Courses.



# Harry Theochari Shipping and Asset Finance Lawyer Norton Rose Fulbright

Harry Theochari is a shipping and asset finance lawyer based in London, where he is Head of Transport. He is experienced in international

shipping finance and has wide experience of syndicated facilities, OECD and Export Credit based financings, structured financings and capital market transactions.



# George A. Tsavliris Principal of Tsavliris Salvage Group Chairman of INTERMEPA

Mr. George A. Tsavliris was born in London. He graduated from Athens College in 1968 and having acquired professional qualifications in

Shipping (F.I.C.S., ACI.Arb), he concluded his graduate and post graduate studies in Shipping Law at University College London in 1973, with an L.L.M. degree. In 2009 he was qualified as a Mediator at the ADR Group London.

He familiarized himself with the shipping and salvage sectors from a very early age by being engaged in the family business. George is a Principal at "Tsavliris Salvage Group" and represents the business on both a commercial and environmental basis internationally.

He holds the position of elected Chairman of INTERMEPA (International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), which received the "Cyprus Maritime Prize 2007", as well as member of the Board of Directors of the Cyprus Union of Shipowners. George is a frequent keynote speaker and panelist at numerous maritime related conferences. He is an avid supporter of various charities, an art and music enthusiast and has completed nine London marathons. He is a father of five children.



Patrick Verhoeven
Secretary General of the European
Community
Shipowners' Associations (ECSA)

Patrick Verhoeven is Secretary General of the European Community Shipowners' Associations (ECSA). Based in Brussels, the organisation represents the national shipowner associations of the EU and Norway. Prior to joining ECSA in August 2013, Patrick served thirteen years as Secretary General

of the European Sea Ports Organisation and seven years representing the interests of terminal operators, ship agents and silo companies at EU level. He started his career working for the Antwerp-based ship agent Grisar & Velge.

Patrick holds a master in applied economics and a bachelor in law from the University of Antwerp, where he further specialised in maritime economics and maritime law. He is also a guest professor at the University of Ghent. Patrick lives in Antwerp with his wife and three children.



# The Marshall Islands Registry

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Capital Link is a New York-based Advisory, Investor Relations and Financial Communications firm. Capitalizing on our in-depth knowledge of the shipping industry and capital markets, Capital Link has made a strategic commitment to the shipping industry becoming the largest provider of Investor Relations and Financial Communications services to international shipping companies listed on the US and European Exchanges. Capital Link's headquarters are in New York with a presence in London and Athens.



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# www.maritimecsr.com



A permanent web-based resource, **www.maritimecsr.com** not only centralizes information on corporate social responsibility (CSR) in the shipping and offshore industries, but it also identifies, showcases, and publicizes initiatives and practices by governmental and non-governmental organizations, industry associations, and especially companies.



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