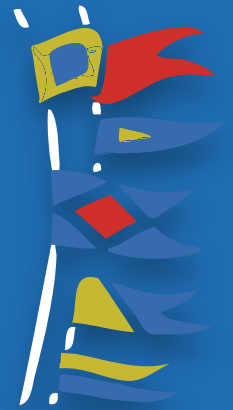


6th Annual Capital Link Maritime CSR Forum Operational Excellence & Maritime CSR Forum



Best Industry Practices - A Competitive Advantage

Wednesday, November 2, 2016 - London

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6th Annual Capital Link Maritime CSR Forum
Operating Excellence in Shipping
Best Industry Practices – A Competitive Advantage
Wednesday, November 2, 2016 - One Moorgate Place, London, UK

**THE 2016 CAPITAL LINK
MARITIME CSR LEADERSHIP AWARD**



Presented to:

Mr. Jeremy Penn

Chief Executive

The Baltic Exchange

For His Commitment in Applying & Promoting High Ethical Business Standards
& Best Industry Practices

Presented by: **Mr. Clay Maitland**

Founding Partner, NAMEPA - Chairman, NYMAR

Managing Partner, International Registries

Jeremy Penn was appointed Chief Executive of the Baltic Exchange in 2003, following 20 years with Reuters Group PLC where he held a wide range of positions specialising in technology and marketing related to financial information. He was Managing Director of Reuters Asia and was appointed to Reuters Executive Committee in 1996. He has lived and worked in France, Zimbabwe, Morocco, Hong Kong, Australia, Singapore and the USA as well as the UK.

He is a non-executive Director and Treasurer of Maritime London. He is a director of Maritime UK and sits on the Supervisory Board of the UK Chamber of Shipping. He chairs the Steering Group for London International Shipping Week 2017 and is a Trustee of the National Maritime Museum.

He was educated at Warwick School and Corpus Christi College, Oxford and later took the Advanced Management Programme at Harvard Business School.

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CAPITAL LINK MARITIME CSR LEADERSHIP AWARD LONDON



2015 Honoree: **Nikolas P. Tsakos**, *Chairman of Intertanko and President & CEO of Tsakos Energy Navigation Ltd*
November 3, 2015



2014 Honoree: **Efthimios Mitropoulos**, *Chairman of the Board for "Maria Tsakos" Foundation;*
and Secretary General Emeritus of The International Maritime Organization (IMO)
November 4, 2014



2013 Honoree: **Clay Maitland**, *Founding Chairman of NAMEPA;*
and Managing Partner of International Registries, Inc.
October 24, 2013

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We proudly welcome you to the **6th Annual Operating Excellence in Shipping & Maritime CSR Forum** in London, a major international hub for the global maritime industry, focusing on the topic “Best Industry Practices – A Competitive Advantage”.

Senior Executives from 23 leading shipping & offshore company executives, 2 major Shipowners Associations, 4 major classification societies, as well as charterers, financiers and key industry organizations discuss how the implementation of Best Industry Practices translates into tangible commercial, operational and financial competitive advantages.

The fact that we have extensive shipping company participation in the Forum is key, as ultimately it is the shipping companies that are implementing these Best Industry Practices. This Forum enables us to attribute to the operational side of the business the attention it deserves.

The Forum showcases Operational Excellence in the Maritime & Offshore Sectors and will explore Best Industry Practices across several areas such as crew welfare, training and retention, energy efficiency, technological innovation, fleet management, safety and security and other pertinent topics. It will also discuss the demand for Best Industry Practices by charterers and the response and initiatives by shipping and offshore companies. And of course, will discuss in detail initiatives for Green Ship Recycling. The Forum aims to showcase that Sustainability and Corporate Social Responsibility are not abstract theoretical concepts but have tangible practical benefits and wider positive implications.

The Forum brings together leading shipping & offshore companies, major charterers, financiers, insurers, classification societies, and other leading industry participants. It provides an interactive platform on the topic of Best Practices, Sustainability & CSR linking industry, government and non-governmental organizations, industry associations, the financial and investment community, and the public at large. It aims to enhance the flow of information so that industry professionals, from shipowners to bankers and charterers, can realize the long-term benefits of integrating CSR programs and initiatives into their own corporations and organizations.

We are pleased to present “Capital Link’s 2016 Maritime CSR Leadership Award” to Mr. Mr. Jeremy Penn, Chief Executive of The Baltic Exchange for his commitment and hard work promoting Best Industry Practices. The Award recognizes individuals for their Leadership and Commitment to Best Industry Practices, Sustainability & CSR in the Maritime Sector. Mr. Clay Maitland, Founding Partner of NAMEPA, Chairman of NYMAR and Managing Partner at International Registries will present the Award to Mr. Penn in a special ceremony.

We would like to thank the Danish Shipowners’ Association and the Norwegian Shipowners’ Association for cooperating with us and for the UK Trade & Investment Agency for supporting us as well as all the sponsors, companies, organizations, and media partners for their continued support and contribution in making this event such a success.

Sincerely,
 Nicolas Bornois
 President
 Capital Link, Inc.



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8:15 AM - 8:55 AM	REGISTRATION - NETWORKING BREAKFAST RECEPTION	
8:55 AM - 9:00 AM	Welcome Remarks	Nicolas Bornozis, <i>President, Capital Link, Inc.</i>
9:00 AM - 9:40 AM	Regulatory & Market Developments <i>New Challenges & Industry Response</i>	Moderator: Jeanne M. Grasso, <i>Partner, Blank Rome LLP</i> Panelists: <ul style="list-style-type: none"> • Fred Kenney, <i>Director Legal Affairs and External Relations Division, International Maritime Organization (IMO)</i> • Gil-Yong Han, <i>Senior Technical Manager, INTERTANKO</i> • Dr. Kostas Gkonis, <i>Secretary General, Intercargo</i> • Clay Maitland, <i>Founding Partner, NAMEPA/ Chairman, NYMAR/ Managing Partner, International Registries</i> <p><i>This panel will discuss the development of market dynamics and regulatory requirements and the initiatives in response by the various parties involved in the maritime industry.</i></p>
9:40 AM - 9:55 AM	Rising Stakeholder Expectations for the Shipping and Maritime Industry <i>Human Rights & Corporate Responsibility</i>	Virginia Dundas, <i>CSR Manager, Maersk Group</i>
9:55 AM - 10:10 AM	Anti-Corruption & Fair Trade Corporate Strategy for the Maritime Industry	Karoline L. Bøhler, <i>Attorney-at-Law & CSR Manager, Norwegian Shipowners' Association</i>
10:10 AM - 10:20 AM	ShipMedCare <i>Caring for the Shipping Company's Most Valuable Asset</i>	Pericles Tzardis, <i>Chief Medical Advisor, ShipMedCare LTD Medical Officer, Prime Marine</i>
10:20 AM - 11:00 AM	Crew Welfare, Training & Retention <i>Managing The Human Element & Human Resources</i>	Moderator: Richard Meade, <i>Editor - Lloyd's List</i> Panelists: <ul style="list-style-type: none"> • George Kouleris, <i>Operations Director, Prime</i> • Angie Hartmann, <i>Crew Manager, Starbulk SA President, Wista Hellas</i> • Simon Frank, <i>Head of Marine HR, TORM A/S</i> • Capt. Frank-Uwe Schneider, <i>Executive Director, Asia Marine Philippines (AMP) Ltd</i> <p><i>This panel will discuss issues related to the management of human resources, crewing, training, retention, etc.</i></p>
11:00 AM - 11:20 AM	Coffee Break	



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11:20 AM – 12:00 PM	Energy Efficiency & Environment <i>Addressing New Regulatory Requirements & Market Challenges</i>	Moderator: Dr. John Kokarakis , Vice President, Technology & Business Development, Hellenic, Black Sea Region & Middle East, Bureau Veritas Panelists: <ul style="list-style-type: none"> • Stylios I. Siafakas, Chief Operating Officer, Product Shipping & Trading SA • Theo G. Baltatzis, General Manager, Technomar Shipping Inc. • George Bourtoulis, Technical Manager, Eurotankers Inc. • Marcos Vassilikos, Managing Director, Eurobulk • Douglas Cowden, Director of Ship Management, Northern Marine Management Limited <p><i>This panel will focus mainly on environmental issues including legislation, ballast water management, US and IMO updates, emissions control and new technologies.</i></p>
12:00 PM – 12:20 PM	Eco Ships to Eco Shipping <i>Technological Innovation & Energy Efficiency</i>	Dr. Abdul Rahim , Managing Director, Europe & Africa, Class NK
12:20 PM – 12:35 PM	Managing the Challenge of Cost Effective Lubrication & Prolonging Engine Lifetime <i>Technological Innovation & Energy Efficiency</i>	Jens Moeller , Regional Technical Manager (EU/AF/ME), Shell Marine
12:35 PM – 1:15 PM	Optimizing Technical Fleet Management <i>Achieving Synergies, Efficiency & Cost Savings in a Challenging Market Environment</i>	Moderator: Andreas Chrysostomou , CEO, Transmembrane Shipping Co. Ltd <i>Former Chairman, Marine Environment Protection Committee (IMO)</i> Panelists: <ul style="list-style-type: none"> • Carsten Sommerhage, CEO, Columbia Shipmanagement • Stylios Papageorgiou, Technical Director, Lomar Shipping • Theo G. Baltatzis, General Manager, Technomar Shipping Inc.
1:15 PM – 2:10 PM	Networking Luncheon	
2:15 PM – 2:45 PM		Keynote Remarks & Presentation of the Capital Link 2016 Maritime CSR Leadership Award to: Mr. Jeremy Penn , Chief Executive, The Baltic Exchange Introductory Remarks by: Clay Maitland , Founding Partner, NAMEPA; Chairman, NYMAR; Managing Partner, International Registries



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2:45 PM – 3:25 PM	Ship Recycling <i>Latest Regulatory & Market Developments & Sector Outlook</i>	<p>Moderator: Capt. Amrit Singh, <i>Shipping Analyst, Thomson Reuters</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> • Hitesh Vyas, <i>Vice President, Middle East & Green Recycling Coordinator, Wirana Shipping Corp</i> • Simon C. Bergulf, <i>Director EU Affairs, Danish Shipowners' Association</i> • Tor Christian Sletner, <i>Director, Head of Environment, Norwegian Shipowners' Association</i> <p><i>This panel will discuss issues related to Green Ship Recycling in light of the latest regulatory and market developments.</i></p>
3:25 PM – 3:45 PM	E-Shipping & The Digital Transformation of Shipping	Dimitris Theodosiou , <i>Managing Director, Danaos Management Consultants S.A.</i>
3:45 PM – 4:05 PM	Investing in Cyber Security <i>Ensuring Operational Safety & Efficiency</i>	Knut S. Ording , <i>Programme Manager, DNV GL Maritime</i>
4:05 PM – 4:45 PM	Investing in Big Data & Technology <i>Optimizing Costs & Boosting Efficiency</i>	<p>Moderator: Despina Panayiotou Theodosiou, <i>Managing Director, TOTOTHEO GROUP</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> • Dimitris Vastarouchas, <i>Technical Director & Deputy Chief Operating Officer, Danaos Shipping Co. Ltd</i> • Henrik Borch, <i>IT Manager, Team Tankers International</i> • Luis Benito, <i>Innovation Strategy and Research Director, Lloyd's Register</i>
4:45 PM – 5:45 PM	Best Industry Practices as a Corporate Culture & a Competitive Advantage <i>Meeting & Exceeding Regulatory & Charterer Requirements</i>	<p>Moderator: Julian Bray, <i>Editor-in-Chief, Tradewinds</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> • George Wells, <i>Global Head of Dry Freight Derivatives, Energy, Transportation & Metals Ocean Transportation, Cargill International SA</i> • Marie-Anne Fiorelli, <i>Operations General Manager, d'Amico Tankers</i> • Øistein H. Jensen, <i>Senior Vice President, Chief of Staff, Odjell SE</i> • Anita Odedra, <i>EVP Commercial, Maran Gas</i> <p><i>This panel discusses how adhering to Best Industry Practices and Operational Excellence meets and exceeds regulatory and charterer requirements and creates a competitive advantage.</i></p>
5:45 PM- 5:50 PM	CLOSING REMARKS	Nicolas Bornozis , <i>President - Capital Link, Inc.</i>
5:50 PM – 6:50 PM	COCKTAIL RECEPTION	

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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 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, Competitiveness, Infrastructure, Transport & Networks.



Greek shipping remains important to the maritime economy, constituting approximately 20% of the world's shipping fleet. This event will not only cover the latest developments and trends in international trade, dry bulk commodities, and the energy markets – framed against the broader backdrop of the global economy – but also review various funding alternatives for raising capital among listed and private shipping companies.



This event provides investors with a comprehensive review of various shipping markets to investment communities in Cyprus.. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financiers and investors.



This investor-focused event will examine the latest trends, developments and challenges associated with master limited partnerships (MLPs). It also presents a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other wealth management professionals, and major financial media.



The eleventh installment of the Invest in International Shipping Forums is 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.



16th Annual Capital Link Closed-End Funds and Global ETFs Forum

Thursday, April 27, 2017
The Metropolitan Club, One East 60th St., New York City

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 wealth management professionals, and major financial media.



2nd Annual Capital Link China Shipping Forum

Tuesday, May 16, 2017
Grand Kempinski Hotel Shanghai, China



This event, organized in Partnership with Columbia Shipmanagement and Singhai Marine Services provides investors with a comprehensive review of various shipping markets to investment communities in China and throughout Asia. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financiers and investors.



7th Annual Capital Link CSR in Greece Forum

June 2017 - Athens, Greece



Capital Link continues to support the sustainable development in Greece by promoting and presenting both initiatives from the business side, as well as the activities and needs of NGOs. This forum will discuss the development and maintenance of the CSR a strategy and necessity, which will help companies balance the achievement of profitability with sustainable growth.



4th Annual Capital Link Dissect ETFs Forum

Thursday, June 22, 2017
The Metropolitan Club, One East 60th St., New York City



Exchange Traded Funds (ETFs) have seen an explosive growth in the industry since the emergence of the first ETF in 1990. The growing popularity of this investment vehicle has dramatically change the investment landscape among both institutional investors and financial industry professionals who provide wealth management services to clients. This Forum is an extension of our 15 year track record success of our Annual Closed-End Funds and Global ETFs.



10th Annual Capital Link Shipping, Marine Services & Offshore Forum

Tuesday, September 12, 2017
One Moorgate Place, London, UK



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.

2nd Annual Capital Link
New York
Maritime Forum
October 2017
The Metropolitan Club



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. This program will feature a distinguished list of speakers who will provide an insightful global perspective on commodities, energy, and shipping.



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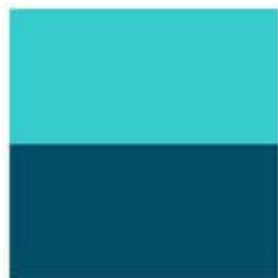
The Danish Shipowners' Association is a trade- and employer organisation for more than 40 shipowners and two offshore companies. Half of the Associations' members own ships registered in Denmark, the other half run their activities in Denmark but their ships are run under other flags of state.

Altogether, the members of the Danish Shipowners' Association own around DWT 14 million, which add up to more than 95 per cent of the Danish merchant fleet registered in the Danish International Shipregister (DIS).

The Danish Shipowners' Association was established in 1884. Since then it has been working as a collective point for the Danish shipping industry, and today it plays an important and active role in relation to the authorities and decision-makers nationally and internationally. The Association also has a permanent representation office in Bruxelles.


Additionally, the Danish Shipowners' Association is a member of and works with foreign shipowners' associations in Europe and beyond.

Apart from its members the Danish Shipowners' Association serves the two other shipowners' associations in Denmark: the Shipowners' Association of 2010 and the Danish Car Ferry Association.



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The Norwegian Shipowners' Association is a trade and employment organization for Norwegian controlled companies within the shipping and offshore industry. The primary fields are national and international industry policies, employer issues, competence and recruitment, environmental issues and innovation in addition to safety at sea. Our members are the core and driving force in the Norwegian maritime cluster. NSA's members employ over 55,000 seafarers and offshore workers from more than 50 different nations.



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UKTI works with UK based businesses to ensure their success in international markets through exports. We encourage and support overseas companies to look at the UK as the best place to set up or expand their business.

Who we are - We have professional advisers around the UK and staff across more than 100 countries. Our headquarters are in London.

Responsibilities - We are responsible for:

- International trade and investment
- helping UK companies achieve their potential overseas through exporting
- Encouraging investment in the UK by overseas businesses

Priorities - From 2014 to 2015 our priorities will be to:

- give more support to medium-sized businesses
- give better support to small companies wishing to export
- strengthen our efforts in high growth markets
- maximise the UK's export potential where we have a free trade agreement
- secure export-oriented foreign direct investment
- help to put in place the government's long-term strategy for economic growth
- increase our reach by working closely with more partners

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Tsakos Energy Navigation Ltd. (TEN) 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. TEN has established a reputation as an experienced and efficient operator of well-maintained tankers and has proactively met customer's energy transportation requirements globally.

To date, the Company's pro-forma fleet, including one VLCC, one LNG carrier, seven Aframax tankers and a Suezmax DP2 shuttle tanker all under construction, consists of 65 doublehull vessels, constituting a mix of crude tankers, product tankers and LNG carriers, totaling 7.2 million dwt. Of these, 45 vessels trade in crude, 15 in products, three are shuttle tankers and two are LNG carriers. All of TEN's tanker newbuildings except the one remaining VLCC Hercules and the LNG carrier Maria Energy are fixed on long-term project businesses.

TEN Limited is incorporated in Bermuda, managed out of Athens Greece, and listed in the New York Stock Exchange (NYSE) under the symbol TNP, and in the Bermuda Stock Exchange (BSX) under the symbol TEN. In addition, Tsakos Energy Navigation Ltd 8.00% Series B Cumulative Redeemable Perpetual Preferred shares trade on NYSE, under the symbol TNPPRB, the 8.875% Series C Cumulative Redeemable Perpetual Preferred Shares trade on NYSE, under the symbol TNPPRC and the 8.75% Series D Cumulative Perpetual Preferred Shares trade on NYSE, under the symbol TNPPRD.

Clay Maitland



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Columbia Shipmanagement (CSM) was established in Limassol, Cyprus, in 1978. With over three decades of experience in managing all types of vessels, CSM has become a leading force in its field. With more than 380 vessels under full and crew management, Columbia is today one of the largest independent ship managers world-wide.

Columbia's core ship management offices are located in Cyprus, Germany, Singapore and China, while two affiliated offices are located in Greece and Germany.

Through its strategic network of owned crewing agencies located in Europe, Russia and Asia, Columbia has direct access to highly qualified and experienced sea-going personnel. Our 14,500+ employees, on land and at sea, form the foundation upon which we have built our range of services from technical, crew and commercial management, to new building supervision, consulting and cruise vessel services.

Columbia is committed to providing its customers with competent, safe and environmentally sound and cost efficient services meeting best industry standards. At Columbia we believe in establishing firm long-term relationships with our clients, partners, and employees, treating each individual with proper respect and dignity.

At Columbia Shipmanagement our unique expertise, passion for our work and commitment to delivering quality of the highest level combine to ensure that clients of Columbia will always enjoy the finest ship management services and a trusted partner.



**6th Annual Capital Link
Maritime CSR Forum**

Operating Excellence in Shipping

Best Industry Practices – A Competitive Advantage

November 2, 2016 - One Moorgate Place, London, UK



DNV·GL

Driven by our purpose of safeguarding life, property and the environment, **DNV GL** enables organizations to advance the safety and sustainability of their business. We provide classification and technical assurance along with software and independent expert advisory services to the maritime, oil & gas and energy industries. We also provide certification services to customers across a wide range of industries.

Combining leading technical and operational expertise, risk methodology and in-depth industry knowledge, we empower our customers' decisions and actions with trust and confidence. We continuously invest in research and collaborative innovation to provide customers and society with operational and technological foresight. With origins stretching back to 1864, DNV GL's reach today is global. Operating in more than 100 countries, our professionals are dedicated to helping customers make the world safer, smarter and greener.



TOTOtheo GROUP

Strategically based in Cyprus and with branch offices in Greece, Singapore and Dubai, the **Tototheo Group** serves Maritime, Aviation and Government Authorities around the World with the service and supply of Satellite and Radio Communications Systems, Navigation Systems, Automated Applications and Ship Repairs. Tototheo offers a Tier1, GX-VAR Inmarsat Land Earth Station capacity, making them one of only a handful of companies worldwide with this operational ability.

The Tototheo Group supply, service, integrate and install, high quality, sophisticated on-board electronic equipment to merchant fleets, the offshore industry, the fishing industry, coastal industries as well as government agencies throughout the World. They add value to their hardware through their own tailor-made Software and Management Tools such as tr@ckLITE (online tracking system software) and s@tLITE (on board optimization management solution) developed specifically for the maritime trade.

Through the Tototheo Group's global network of qualified partners and branches in key shipping route locations they are able to offer their clients tailor-made solutions & consultation in areas of engineering, project management, shore based maintenance, traffic accounting and training with a 24 hour client and technical support service.

Working toward a safer, greener future.

At a time when the preservation of our precious environment is crucial, switching to newer, safer, greener technology and techniques in the maritime and offshore industries is crucial, too. Harnessing knowledge and experience gained from over 110 years as an international classification society, **ClassNK** offers support through the pursuit of technical innovation and dedicates its efforts to safer seas and preserving the environment. Learn more about **ClassNK**'s activities for the future at www.classnk.com



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With 40 shipping lawyers in New York, Washington, DC, Houston, and Philadelphia, **Blank Rome** has the largest and most comprehensive maritime practice in the United States, with market-leading capabilities in regulatory, financing/transactional, litigation and alternative dispute resolution. Our attorneys have knowledge and experience in matters involving vessel and corporate finance; environmental and pollution incidents; structuring strategic alliances; compliance with state, federal, and international regulatory requirements; commercial, corporate, general litigation; bankruptcy; insurance and reinsurance; vessel casualties; tax; and defending against enforcement actions and criminal prosecutions. Blank Rome Maritime is consistently ranked in top tiers by Chambers USA and U.S. News & World Report and received the Lloyd's List 2016 and 2015 North American Maritime Award for "Maritime Services."



Lloyd's Register (LR) is a leading international provider of classification, compliance and consultancy services to the marine and offshore industry, helping our clients design, construct and operate their assets to the highest levels of safety and performance.

At LR, we're shaping the industry's future through the development of novel and innovative technology for the next generation of assets, while continuing to deliver solutions for our clients every day. Because, while we're proud of our history, it's creating tomorrow that drives us.

We'll help you make the right decisions for your business, based on the world's best technical knowledge and insight. Our services and capabilities are as broad as our reach, which extends across every ocean, major port and trading nation.

Whether you're a designer, builder, owner, operator or innovator, equipment manufacturer, insurer or financier, you can call on our 8,000-strong team of skilled technical personnel for advice. We're here for you today, and for the decades to come, just as we have been for over 250 years.

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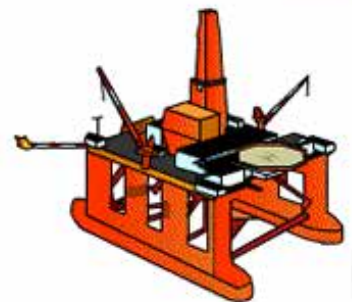
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Bureau Veritas is a world leader in classification, certification, laboratory testing and inspection services. Created in 1828, the Group has more than 66,000 employees in around 1,400 offices and laboratories located all across the globe. Bureau Veritas helps its 400,000 clients to improve their performance by offering services and innovative solutions in order to ensure that their assets, products, infrastructure and processes meet standards and regulations in terms of quality, health and safety, environmental protection and social responsibility.

In the maritime field, its missions consist of:

- Classification of ships and offshore units
- Certification and issuance of statutory certificates on behalf of more 150 Government and Flag authorities;
- Technical assistance, advisory services and consulting
- Training services in the marine technical and regulatory field.

Bureau Veritas has a consistent network of 2,300 high qualified marine surveyors, specialised in the implementation of safety, security, protection of environment rules and standards, operating in 180 survey stations located in 90 countries.

Bureau Veritas develops R&D programmes with a high level of expertise in hydro-structure (hydrodynamic simulations and virtual tank tests), risk management (simulation, risk-based rules, alternative designs) and digital transformation (monitoring, embedded SW, big data).-



ClassNK is a ship classification society dedicated to ensuring the safety of life and property at sea and protecting the marine environment. With more than 240 million gross tons, or some 20% of the world's merchant fleet on register, ClassNK is one of the world's largest classification societies on a gross tonnage basis.

ClassNK is also a leader in maritime related research and development. Devoting significant resources and expertise to R&D, ClassNK works in close partnership with the industry to develop a broad array of new cutting-edge technological solutions aimed at securing a safer and greener future for the maritime community as a whole.

Based in Japan, ClassNK is a global organization committed to providing the highest quality services, supporting clients 24/7 through a service network of 130 exclusive survey offices across the globe.



Integrating vast experience in all aspects of shipping (Management, Engineering, Operation, Accounting, Supplies, Brokerage, etc.) and Information Science (Software Development, Communications Technology, Internet and Mobile Technologies) **DANAOS Management Consultants** offers a full spectrum of Software Solutions to the Maritime & Oil and Gas Industries for over 30 years!

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We are committed to remain at the forefront of business and technological developments in maritime Information Technology, developing and introducing continuously new software applications and undertake the business initiatives that fully satisfy all operational and business requirements of our customers.



International Registries, Inc. and its affiliates (IRI) provide administrative and technical support to the Republic of the Marshall Islands (RMI) Maritime and Corporate Registries. IRI has been administering maritime and corporate programs and involved in flag State administration since 1948. The RMI 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 registration.

IRI is the world's most experienced, privately held maritime and corporate registry service provider, specializing in the needs of the shipping and financial services industries across a broad commercial and economic spectrum. Headquartered just outside of Washington, DC in Reston, Virginia USA, IRI operates 27 full-service offices in major shipping and financial centers around the world.

The RMI Registry program was initiated by the RMI Government in 1988. With the adoption of the RMI Maritime Act of 1990, the maritime laws of the RMI were aligned with the many changes in ship registration, financing, and seafarers' licensing and documentation which had occurred in the shipping industry. The RMI Registry is currently the third largest registry in the world. Vessel types include, but are not limited to, tank ships; liquefied natural gas (LNG)/gas carriers; bulk carriers; container ships; offshore drilling, production, and service units; passenger vessels; and yachts. IRI's network of worldwide offices has the ability to register a vessel or yacht, including those

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A flag State has certain rules and requirements for vessels that fly its flag, and also has the primary responsibility for ensuring that its vessels meet all established national and international requirements. Major requirements may include crew nationality, crew composition, and ship building requirements, among others. The RMI Maritime Administrator provides comprehensive maritime expertise and administrative services, which include:

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- Radio Station Licensing
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- Seafarers' Identification and Record Books
- Technical Assistance
- Investigations
- Information Provided on Maritime Regulations and Port Activities



The company was originally founded in 1999 and since then it has managed to grow substantially. Since 1st of June 2013 **PRIME's** Fleet activities have been re-organized as follows: a) PRIME Tanker is managing the Fleet of Oil and Chemical Tankers, b) PRIME Gas is managing the Fleet of Gas Carriers. PRIME Tanker is included in the top 25% of Tanker Managers – upper quadrille – based on its overall performance as indicated by good records in ship vetting and TMSA audits, port state control records, incidents history & terminal performance records.

PRIME Tanker & PRIME Gas current counterparties are some of the largest and best-known producers, traders and transporters of oil / petroleum products as well as of LPG respectively. PRIME's main objective is to provide First Class Ship Management Services these have been recently verified by a series of Vessel & Office audit by of Oil Majors such as BP & Chevron and Shell. PRIME's Companies have an efficient Safety, Quality and Environmental Management System and employ highly skilled and educated professionals ashore and more than 500 sea-going personnel. PRIME's currently manages 34 vessels and its total management capacity exceeds that of 50 vessels.



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WIRANA – THE CASHBUYER

Incorporated in 1983 Wirana Shipping Corporation (Wirana) is a Singapore based company and is the **LEADING** and **OLDEST CASH BUYER** of ships for recycling. Wirana negotiates the sale of ships to all of the major non subsidized and revenue paying recycling markets of the world viz. India, Bangladesh, Pakistan and China (South and North) and Turkey.

Wirana has so far negotiated in excess of 2500 ships with a combined deadweight in excess of 90 mdwt. It has earned a place twice in the Guinness Book of World Records for two ULCCs that had a combined LDT in excess of 148, 691 and this record remains **UNMATCHED** and **UNBROKEN!** Wirana on an average negotiates between 100-150 vessels annually. Wirana can handle all types and sizes of ships. Wirana can handle ships with delivery on "as is where is" basis or on delivered to recycling yard basis.

Wirana has the financial strength and experience to handle complex transactions and is able to arrange large payments as deposits as their commitment towards the contracts.

Wirana has been an ardent proponent of green ship recycling. Wirana has invested its considerable resources into "green recycling" and continues to work with various ship owners and yards advising them on the way forward. Consequently Wirana has successfully handled and continues to handle ships for green recycling for a number of blue chip listed companies including for various European owners.

Wirana, is the one-stop shop for ship recycling where you get – all market options with aggressive pricing backed by impeccable performance and professionalism. Wirana is the Blue Chip cash buyer in today's world.

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- In order to achieve the above goals we implement a combination of testing, diagnosis, dietary guidance, sanitation guidelines, medical and psychological monitoring and support in real time and worldwide.
- We are a team of physicians of different specialties based in Greece and supported by a web of specialists and medical centers in Greece and globally, mainly concentrated in main shipping hubs with regional cover.

SUPPORTING ORGANIZATIONS





Allaboutshipping.co.uk introduces the platform for the Shipping Industry and beyond.

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 forward: 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.



Economia group is aiming at offering through its multiple activities an overview of the economy combining history with current affairs. In line with the tradition of objective and independent information, which started in 1934 with the circulation of Viomichaniki Epitheorissi by Spyros Vovolinis, our group is continually evolving in response to the needs and challenges of the new era. In 2015 Nomiki Bibliothiki S.A. and economia Publishing–Kerkyra Publications, two publishing houses with a long tradition in publishing, decided to join forces and pursue a common course.

Periodicals

Oikonomiki Epitheorissi, a monthly publication covering financial and political news, was founded by journalist Spyros Vovolinis in 1934 and it is the only financial magazine in Greece to have an uninterrupted run of 80 years. O.E. has an exclusive right since 1976 to publish articles from The Economist. In the same time O.E. is member of European Business Press.

Business File a bimonthly publication in English- which has been circulating in the Greek and foreign market since 1991. It includes analysis of sectors of the Greek economy such as energy, industry, shipping, imports, exports and the banking system.

Other activities

- Books in Greek and English
 - a) economic, business, management and HR books, b) corporate albums, c) biographies

- www.economia.gr: financial news and analysis: 14.802 unique visitors and 56.738 site views
- Economia BUSINESS TANK: Events conferences, Book presentations
- Economia Student Contest (since 1994)



ELNAVI is the greatest and most respected Greek shipping magazine. It is published on a monthly basis promoting the most important shipping events in the Greek and global maritime industry. ELNAVI was established in 1974 and today has 4,000 subscribers and a strong and dedicated readership group.

ELNAVI includes global & Greek maritime events, Greek shipping companies' activities and developments, market reports, interviews with the most dynamic and promising Greek maritime personalities and marine environment & culture issues.

The magazine has also special reports on various shipping sectors, English supplement and researches. Elnavi has developed an online e-paper version of our magazine, available at www.elnavi.gr and free of charge only to Elnavi's subscribers & advertisers. A username & password is needed to log in the new service.

In July 2015 ELNAVI published its 500th anniversary edition, an event which was marked with an anniversary reception and a special edition. Elnavi will participate in Posidonia Exhibition 2016, 6-10 June 2016, Metropolitan Expo exhibition centre, stand of 30sq.m, No 2,126 promoting the latest developments and achievements of the Greek Shipping Industry.



The Huffington Post is a leading global source of breaking news, opinion, entertainment and community, as well as a highly engaged community for opinion and conversation. The Huffington Post launched its 11th international edition, HuffPost Greece in November 2014. The Greek operation is in partnership with 24MEDIA, the largest digital media publisher in Greece. HuffPost Greece leverages the reach of a truly unique and highly innovative global media brand, daily embedding and distributing Greek news reports to the world, thus combining news updates with posts of readers' thoughts and opinions.

The Huffington Post has editions in the UK, Canada, France, Spain, Italy, Japan, Maghreb, Germany, Brazil, South Korea, Greece, Australia and India. Recently was also launched the Arabic Edition of The Huffington Post.

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The **Maritime Executive**, the MarEx Newsletter and maritime-executive.com are among the largest thought leader news organizations world-wide, reaching over 300,000 readers in print, online, via email, and on mobile. Our award-winning journalism is a touchstone for readers passionate about the maritime industry.



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

More than 12.000 visitors per day visit our shipping portal, while we send a daily newsletter to more than 15,000 subscribers totally free.



Ship2Shore is a b2b online magazine reporting on the latest news about financial, economic, political and loyal aspects of the shipping, ports, transport and logistics industry in the Mediterranean area, with special focus on Italy.

Thanks to Daily and Breaking News, Weekly PDF Magazines and periodic Special Features, Ship2Shore provides its international readership with accurate and

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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'.



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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.

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Keynote Remarks



Jeremy Penn
Chief Executive
The Baltic Exchange

Jeremy Penn was appointed Chief Executive of the Baltic Exchange in 2003, following 20 years with Reuters Group PLC where he held a wide range of positions specializing in technology and marketing related to financial information. He was Managing Director of Reuters Asia and was appointed to Reuters Executive Committee in 1996. He has lived and worked in France, Zimbabwe, Morocco, Hong Kong, Australia, Singapore and the USA as well as the UK.

He is a non-executive Director and Treasurer of Maritime London. He is a director of Maritime UK and sits on the Supervisory Board of the UK Chamber of Shipping. He chairs the Steering Group for London International Shipping Week 2017 and is a Trustee of the National Maritime Museum.

He was educated at Warwick School and Corpus Christi College, Oxford and later took the Advanced Management Programme at Harvard Business School.

Introductory Remarks



Clay Maitland
Founding Chairman - NAMEPA
Managing Partner - International Registries

Clay Maitland has worked in the shipping industry since graduation from law school in 1968. Clay has been employed by International Registries, Inc. for 37 years and is now a managing partner and an owner of the company, which administers the Marshall Islands Ship Registry – the third largest registry in the world, and which is now one of the best known yacht registries. He is President of the Trust Company of the Marshall Islands (TCMI), the statutory Maritime 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.

Clay was born in London, England on December 28, 1942. His father was a pilot in Bomber Command of the Royal Air Force, and was lost with his plane, a B25 Mitchell bomber in March of 1943. Clay's mother was a native New Yorker, and he came with her to the United States in 1946, aboard RMS Queen Elizabeth. Clay was educated at schools in Connecticut and received his B.A. degree from Columbia University in 1964, and his law degree from New York Law School in 1968. He was admitted to the New York Bar in 1969 and became associated with the admiralty law firm of Burlingham Underwood & Lord, where he worked until 1974. After a brief stint as admiralty counsel at Union Carbide Corporation, he joined what is now International Registries, Inc. in 1976.

He has been a delegate to a number of international maritime conferences, including the United Nations Conference on the Law of the Sea, and at the International Maritime Organization in London.

Clay received the Honorary Degree of Doctor of Letters from the State University of New York Maritime College in 2006, and was decorated with the U.S. Coast Guard's Distinguished Public Service Award in 2010, by the Commandant of the Coast Guard, ADM Robert J. Papp.

Speakers



Theo G. Baltatzis
General Manager
Technomar Shipping Inc.

Theo G. Baltatzis is the General Manager of Technomar Shipping Inc, Athens and has been involved in the shipping industry for 30 years out of which 15 years with Technomar.

He holds the following Degrees:

B.Sc Maths – University of Kent

B.Sc & MSc Marine Engineering – University of Newcastle

M.B.A – University of Surrey

Mr. Baltatzis was employed between 1985 and 1986 with British Shipbuilders Engineering and Technical Services Ltd, Pallion (U.K.) as a Technical Engineer, from 1986 to 1987 with Marine Design (U.K) Consultants as an Advanced Technical Engineering. In 1988 he joined European Navigation – Piraeus as a Superintendent Engineer till 1989, when he joined Silver Carriers S.A.- Piraeus as a Superintendent Engineer till 1999. On 1999 he was promoted to Deputy Technical Manager till 1994. He was then employed by Maryville Maritime Inc. as Technical Manager and then as General Manager till June 2000. On 2000 he joined Technomar as General Manager.

He is currently the Co-Chairman of the RINA Technical Committee and a member of each of B.V. and NKK Technical Committees.



Luis Benito
Director for Innovation, Strategy and Research
Lloyd's Register Marine

Luis Benito is currently the Director for Innovation, Strategy and Research for Lloyd's Register Marine globally. He is based at the Southampton Group Technology Centre (GTC).

Until earlier this year, Luis was Director of Marketing, leading promotional, advertising and branding marketing within Marine, as well as the creation and linking of the marine products and services with the market's commercial reality. Prior to this role, he was the Global Strategic Marketing Manager for Marine for core shipping markets globally; he started this role at the Singapore office in May 2012 and subsequently moved to the Southampton GTC in February 2014.

Luis has had a long-standing career with Lloyd's Register and his roles have encompassed the globe. He joined Lloyd's Register in January 1992 and holds a degree in Naval Architecture and Marine Engineering from Madrid Polytechnic University, Spain.



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Simon C. Bergulf
Director EU Affairs
Danish Shipowners' Association

Simon joined the Danish Shipowners' Association in 2009 and took over as Head of EU Affairs one year later. He represents the interests of Danish shipowners in Brussels on all relevant topics from international trade to environment and climate. He is, moreover, a member of the management of the association.

Before joining the Danish Shipowners', Simon worked as a public affairs consultant with Hill & Knowlton Brussels for seven years. Here, he headed the Food and Consumer Protection Practice Group as well as the Digital Communications Practice Group.

Simon holds a BA from the Université Libre de Bruxelles (Belgium) and the Universidad de Granada (Spain) in political science as well as an MA in public and political management from the Institut Supérieur de Management Publique et Politique Européen (Paris). He has also served in the Danish Royal Guard.



Karoline Lennartsson Bøhler
CSR Manager and Attorney-at-law
Norwegian Shipowner's Association (NSA)

Work position: CSR Manager and Attorney-at-law at the Norwegian Shipowner's Association (NSA), Division for International and Employer Issues and Legal Matters.

Appointed CSR manager in 2007 with the responsibility to head and coordinate all NSA activities in the area of corporate social responsibility and corporate governance.

Head of NSA Insurance Committee, and a member of NSA Legal Committee.

Participate as adviser to Norwegian authorities at IMO (International Maritime Organization) meetings.
Education: Master of Law Degree (LLM), Uppsala University, Sweden and examination certificate in maritime law and petroleum law from Scandinavian Institute of Maritime Law in Oslo.



Henrik Borch
Global IT Manager
Team Tankers International

Henrik Borch has a broad experience in IT Management and IT Development for larger enterprises, during the past twenty years.

He has been holding IT Management positions in various industries, among others telecom, agriculture and shipping, working for enterprises like Nokia, Syngenta and Maersk Drilling. Emphasis has always been; how IT can support the business, to make "the right decisions at the right time". Currently he holds the position of Global IT Manager in Team Tankers International.

His work focuses on the implementation of a Business Intelligence and Analysis platform, to be the key drivers to continuously maintain a successful business plan. The strategy is to be able to

have superior earning performance insight, better predict market trends, maintain technical standard at lower cost and optimize operational performance of the fleet.

Henrik is a graduate of Engineering College of Copenhagen followed by numerous IT- and Management education programmes.



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.



George Bourtoulis
Technical Manager
Eurotankers Inc.

Having graduated in 1990 from the University of Glasgow with a Beng (Honours) in Naval Architecture and Ocean Engineering, he joined the University of Newcastle getting his Msc in Marine Engineering in 1991, while his dissertation was carried out at the TU DELFT in Holland. He is a TEE member and an active member with SNAME (Greek section, papers committee Chair), IMarEST and Martecma-Greece. He commenced his career in



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Ship repairs / drydocks at DOVANKO MARINE INC since the early '90s and up to 2004. Then he moved into ship management starting with TRISTAR MANAGEMENT LTD up to May 2013 and since then he is the Technical Manager at EUROTANKERS INC.

During the academic year 2015 – 16, he delivered a set of lectures at the University of Piraeus, for the postgraduate students of the department of Maritime Studies.

He is also a member of the Greek Technical Committee of DNV GL



Julian Bray
Editor-in-Chief
TradeWinds

Julian Bray is Editor-in-Chief of TradeWinds, the shipping business news publisher which in the 25 years since its launch has become a must-read for decision-makers in the industry.

He has a track record of product innovation having lead numerous newspaper, magazine and website launches and relaunches during his career in business journalism, alongside success in ensuring sustainable profitability in turbulent times.

In addition to his specialist knowledge of maritime commerce having also been editor of Lloyd's List for eight years, he has also worked for the Reuters news agency as a correspondent, written for national newspapers and magazines, and made television and radio appearances.
www.tradewindsnews.com



Andreas Chrysostomou
CEO Transmembrane Shipping Co. Ltd
Former Chairman of the Marine Environment Protection Committee (IMO)
Former Director of the Cyprus Maritime Administration

Mr. Andreas Chrysostomou graduated from the University of Newcastle upon Tyne in UK with a Bachelor of Engineering with Honours, in Naval Architecture and Shipbuilding and holds a Master's in Business Administration (MBA).

In 1993 Mr. Chrysostomou joined the Department of Merchant Shipping, the Competent Authority for Maritime Affairs of the Government of the Republic Cyprus, as a Marine Surveyor where 2014 he first became the Acting Director and then the Director. In April 2016 Mr. Chrysostomou Joined the Private Sector as CEO of Transmed Shipping Co. Ltd.

In 1999 he was elected as Chairman of the IMO Design and Equipment Subcommittee and in 2003 as Chairman of the IMO Marine Environment Protection Committee (MEPC) a position he hold till 2013. He has also worked with other UN agencies and served as member of the Board of Governors of the World Maritime University.

Mr. Chrysosotmou's work includes papers presented in Conferences and Seminars around the globe. In 2011 he was presented the Distinguished Public Service Award by the United States Department of Homeland Security, United States Coast

Guard, for his invaluable service to International Shipping. The same year he was presented the Award for Outstanding Contribution to Sustainable Shipping, and in 2013 the GST Award Leading Shipping Personality of the Decade 2003 - 2013. In 2015 he was also awarded the Lloyd's List Greek Shipping Award of the International Personality of 2015. He also served as President of the Institute of Marine Engineering, Science & Technology (IMAREST) in 2013.



Douglas Cowden
Director of Ship Management
Northern Marine Management Limited

Douglas Cowden began a sea-going career as a Junior Engineer in 1978 progressing through the ranks until reaching chief engineer primarily sailing on oil tanker vessels.

Companies served in a sea-going capacity include United Arab Shipping Company, Kuwait Oil Tankers, Red Band A/S, Stena Bulk and NMM managed fleet.

In 1999 Douglas moved ashore to take up a position as vessel superintendent with Northern Marine Management Ltd. He has progressed through several senior positions to include Technical Manager, General Manager and now serves as Director of Ship Management for Northern Marine Management Ltd.



Virginia Dundas
CSR Manager, Group Sustainability
Maersk Group

Virginia Dundas works as Corporate Social Responsibility Manager in Maersk Group Sustainability, and has been responsible for driving the business & human rights agenda in Maersk, seeking to ensure a systematic and coordinated approach across all Group's Business Units.

She represents Maersk in various fora regarding sustainability, risk and human rights due diligence and has past experience with sustainability, due diligence and risk management from the timber industry and supply chain management from the ICT sector.

Virginia holds a Master Degree in International Business with a focus on growth markets from Copenhagen Business School, Denmark, and a Master Degree on Business Administration from Universidad Nacional del Litoral, Argentina.

Simon Frank
Head of Marine HR
TORM A/S

Simon Frank is Vice President and Head of Global Marine HR in TORM A/S. Beginning his maritime career with the Royal Danish Navy; he has seen and experienced marine operations first hand in myriad settings, all over the globe. Later, he joined Rohde Nielsen in Denmark as crew manager before serving at EMS Shipmanagement and then, as Head of Maritime Personnel at Lauritzen Kosan. Simon's crew management experience includes working with a large range of nationalities, different ship types, and in implementation of crew management systems.



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Simon's employer is equally experienced, with a history of operating commercial tonnage for more than 125 years, dating back to 1889. Because TORM is a pure play product tanker company and one of the world's largest carriers of refined oil products, manning issues might seem to be less complicated than a firm which dabbles in more than one sector. That's not necessarily true. At TORM, navigating the tricky world of marine human resources boils down to leadership. In this edition, Simon Frank gives us a unique, inside look at the human resources strategy at one of the world's largest tanker owners.



Marie Anne Fiorelli
Operations General Manager
d'Amico Tankers

Marie Anne Fiorelli joined d'Amico Societa di Navigazione in 1989 as commercial assistant in the Containership Department. Moved to

Tanker Department of d'Amico Group in Rome as assistant in 1995. She passed the shipbroker Diploma at the Italian Chamber of Commerce in Rome in 1997.

Joined the Tanker Chartering Department of d'Amico Monaco office in 1995 – in charge of chartering the MR's and Handysize vessels employed on the spot market worldwide and of short terms Time Charters

Tanker Operations Manager since 2000 – Supervising all d'Amico Tanker Commercial Operations and Post fixtures teams in Singapore/London/Dublin and Stamford (USA).

Involved in d'Amico Group ISO certification process, more specifically in charge of Commercial operations procedures for vessels and shores, including participation to company audits from third parties.

1986 – Degree in Foreign Languages and Economics – University of Metz – France.

1988 – Post Graduate Diploma in Foreign Languages and Economics University of Pantheon Sorbonne Paris.



Kostas G. Gkonis
Secretary General
INTERCARGO

Dr. Kostas G. GKONIS is the Secretary General of INTERCARGO. The Association was established in 1980 with the objective of giving a voice to shipowners, managers and operators of dry cargo vessels and better represent this shipping sector. Its Members commit to a safe, efficient, high quality and environmentally-friendly dry cargo shipping industry. INTERCARGO is an accredited NGO observer at IMO, and a member of the Round Table of International Shipping Associations.

Dr. Gkonis has over 15 years of experience in industry and academia, with a background combining research with an applied market approach to the problematics of the shipping industry. He holds a PhD in Maritime Transport from the National Technical University of Athens - NTUA (Laboratory for Maritime Transport, School of Naval Architecture & Marine Engineering), an M.Sc. in International Business (Manchester School of Management, UMIST) and an M.Eng. in Mechanical Engineering with specialization in energy (NTUA).



Jeanne M. Grasso
Partner
Blank Rome LLP

Jeanne M. Grasso is a partner at Blank Rome LLP, Vice Practice Group Leader of the Maritime, International Trade and Government Contracts Practice Group, and Co-Chair of Blank Rome's Maritime Industry Team. Jeanne focuses her practice on maritime and environmental law for domestic and international clients. She regularly counsels owners and operators of vessels, cargo owners and facilities on maritime and environmental issues, including ballast water, air emissions, MARPOL, and the Jones Act. Her practice involves counseling on all aspects of maritime and environmental regulatory compliance, including US Coast Guard and Customs matters; internal and grand jury investigations; defense of administrative, civil, and criminal enforcement actions; and pollution incident response.

Jeanne was named by Lloyd's List as one of the Top Ten lawyers for shipping law in 2015. She is a guest lecturer at the Massachusetts Maritime Academy, where she speaks on legal issues related to pollution response for the Academy's Qualified Individual training program. Jeanne writes and lectures extensively on criminal enforcement of environmental laws and U.S. Coast Guard regulatory matters. She also conducts training sessions and assists clients with establishing compliance programs in an effort to avoid enforcement actions.

In 2012, she was appointed to the Marine Board of the National Research Council, where she served for four years. She has also served on the Advisory Board of the Smithsonian Environmental Research Center since 2007. She was Board Member/Secretary of the World Ocean Council from 2011 through 2013. Jeanne served as president of the U.S. Chapter of the Women's International Shipping & Trading Association (WISTA) from 2008 through 2013, prior to being elected to WISTA's International Board. She is a member of the Maritime Law Association and served on the Board of Governors of the Propeller Club of Washington, DC from 2005 to 2011.

Jeanne graduated from the University Of Notre Dame with a B.S. in Biology, the University of Southern California with a Masters in Marine Affairs, and the University of Maryland School of Law.



Gil-Yong Han
Senior Technical Manager
INTERTANKO

Before his current role as Senior Technical Manager at INTERTANKO, Mr. Han was General Manager of London Branch Office of a Classification Society overseeing technical business development as well as undertaking ship and equipment survey and audits. Prior to this role, Mr. Han was Senior Technical Officer in IACS from 1998 to 2009 where he worked on bulk carrier & tanker safety initiatives, permanent means of access and other issues arising from IMO and EU. During this time, Mr. Han led an IACS team to address rogue waves and their implications within the EC research project acting as a senior advisory panel member.

Mr. Han later became Response Manager leading the IACS CSR (Common Structural Rules) Secretariat until 2009. He received Master's degree in ocean engineering and undertook research

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program at UCL mechanical and ocean engineering department. Prior to a classification surveyor, Mr. Han worked for HANJIN Shipping as a deck officer for three years.

Organization, with special emphasis on matters of treaty law and the law of the sea. He also oversees the operation of the IMO's Public Information Services, Maritime Knowledge Centre and External Relations Office.



Angie Hartmann
Crew Manager
Starbulk S.A.

STUDIES AND EDUCATION

1984, University La Verne, attended courses.

1988, Graduated from Hosta International

Leysin Switzerland, Diploma in Travel & Tourism / IATA

PROFESSIONAL CARRER

1989-1991, Geneva Airport TWA Airlines.

1993 joined a family owned company, Oceanbulk Maritime S.A. to the position of Assistant Crew

Manager and as of 1995 Crew Manager till 2011.

June 2011 – today, Starbulk S.A. position of Crew Manager.

LANGUAGES

Bilingual English / Greek

Fluent French

WISTA PRESENCE

Angie Hartmann has been an active member of WISTA (Hellas) since 1999.

She is also the President of WISTA (Hellas) since April 2014.

CONFERENCES – SEMINARS

Angie Hartmann is very active in the shipping sector and has participated in numerous conferences and seminars both an attendant as well as a speaker.



Øistein H. Jensen
Senior Vice President, Chief of Staff
Odfjell SE

Øistein Jensen is the Chief of Staff at Odfjell SE. Øistein has naval background, and education from Royal Naval Academy. Øistein served

as commanding officer on a submarine and also commander submarine command course. After leaving the navy, Øistein worked 10 years as director and consultant within sustainability, organizational development and strategy in PwC. Øistein has an MBA from Norwegian School of Economics.



Frederick J. Kenney
Director of the Legal Affairs & External
Relations Division
International Maritime Organization

Mr. Kenney currently serves as the Director of the Legal Affairs and External Relations Division at the International Maritime Organization, London. In this capacity, he is responsible for advising the Secretary General on all legal issues associated with the functioning of the



John Kokarakis
Vice President, Technology & Business
Development, Hellenic, Black Sea
Region & Middle East
Bureau Veritas

Dr. John Kokarakis has extensive experience in ship design and operations, spanning over thirty years. He has served in various positions at ABS and Germanischer Lloyd with emphasis in design and construction. Currently he holds the position of Vice President of Technical Business Development responsible for the South Europe, Africa, Hellenic, Black Sea & Middle East Zone. His work focuses on the implementation of the "green" regulations with specialization in fuel saving techniques. John is a graduate of National Technical University of Athens, following which he earned a doctorate and MSEs in Naval Architecture and Mechanical Engineering from the University of Michigan in Ann Arbor, MI.



George Kouleris
Chief Operating Officer
Prime

George Kouleris serves as Chief Operating Officer for PRIME. He is responsible for the operations of PRIME's combined fleet. George started his career in 1978 with Albion Marine Consultants, a naval consulting firm. He co-founded Blue Flag Navigation in 1981 which owned/managed various types of dry cargo ships and thereafter branched out to chemical tankers and product carriers, as well as chemical tankers. In 1997, he moved to Dubai as COO of Galaxy Shipping UAE, managing LPGC, oil tankers and chemical carriers. In 1998, he joined Oceanbulk, as Fleet Manager of bulkers, ROLO and MPCs. At the end of the same year, he joined PRIME. George acquired a degree in Naval Architecture from the Sunderland University and a degree in naval Architecture and Marine Engineering from the University of Michigan.

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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 specialized 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.



Jens Moeller
Technical Manager Europe, Middle East & Africa
Shell Marine

Jens joined Shell Marine in 1999 as local technical Manager. Eight years later he took over the global role as Marine Product Application Specialist in Shell Global Solutions. During that time, he was amongst others responsible for the Shell Alexia S4 field trials. Since Sept 2014 he is heading the team of technical experts, delivering technical support to Shell Marine customers in Europe, Middle East and Africa.

He started his career as Marine Engineer, working onboard of Diesel Engine and Steam Turbine driven General Cargo, Ro/Ro and Container ships.

Jens is holding a degree in Marine Engineering from the Hamburg University of Applied Science.



Stylianos Papageorgiou
Technical Director
Lomar Shipping

Originally from a family of ship chandlers, his career began early by spending school summer holidays on apprenticeships in diverse shipping industry positions. After obtaining a BEng and an MSc in Marine Technology, Stylianos joined the private held shipping company Odyssea Carriers, with which he stayed for 11 years. Working as Technical Superintendent for 6 years, he gained solid experience in the management and maintenance of bulk carriers, including repairs, handling of claims and assuring compliance.

In 2010 he took an Executive MBA in Innovation & Business Creation and returned to Odyssea to hold a number of managerial roles, starting as Fleet Manager. From 2012 to 2015 his management responsibilities increased and his role gradually expanded to cover simultaneously Safety & Vetting Manager, Corporate Compliance Manager, IT Manager and Technical Manager. In this period Stylianos led, from its beginning till its successful completion, a 3-year Environmental Compliance programme with the US Government that saw the turnaround of the company's environmental culture and policy.

Anita Odedra
EVP Commercial
Maran Gas

Previously a Vice President - Shipping and Commercial Operations at Cheniere and former Chair of the GIIGNL Commercial Study Group. Mrs. Anita Odedra recently joined Maran Gas, where she was appointed Executive Vice President - Commercial.



Knut Ording
Programme Manager
DNV GL

Knut Ording is presently working as Programme Manager within DNV GL Maritime's innovation unit Digital Solutions and Innovation (DSI). Managing a programme for Cyber Physical Systems and Software, addressing projects like Cyber Security, Future Systems Approval and Sensor Enabled Class.

Prior to joining DSI Knut Ording was working as Head of Section for Systems and Software Reliability in Offshore Class, DNV GL Norway. The responsibility as head for the unit started with a 2 years period as Business Development Manager for Integrated Software Dependent Systems, ISDS, paving the way for the establishment of a section and global introduction of the ISDS services.

Up to 1st August 2011 he was working as Maritime Manager and Area Production Support, SHE & Quality Manager for Malaysia and Brunei.

Previous experience in DNV includes serving as Country Chair for Malaysia and Brunei, Managing the Admin Hub in Kuala Lumpur, Head of Section for Control Systems and Nautical Safety & Communication Systems in the previous Maritime Technology and Production Centre and working as a surveyor within Nautical Safety and Control Systems.

Knut Ording has 14 years of seagoing, project and management experience from the Norwegian Navy prior to joining DNV (at the time). In the Norwegian Navy he served in different positions from Weapons Technician to Commanding Officer (Captain). He retired from the Royal Norwegian Navy with the rank of Commander in 2001.

Knut Ording has his education from the Royal Norwegian Naval Academy in Bergen and the Norwegian University of Science and Technology (NTNU) in Trondheim, holding a Master of Science in Nautical Technology.



M. Abdul Rahim
Managing Director, Europe and Africa
ClassNK

Dr. M. Abdul Rahim, FIMarEST FRINA, started his career with Cochin Shipyard building Panamax bulk carriers and the first generation of double hull tankers. Later, he received his masters and doctoral degrees in Ship Structure from Hiroshima University, Japan. After that he joined ClassNK in Tokyo, and worked for ClassNK ever since. After long stints in Japan and Singapore, he is currently the Managing Director, Europe and Africa of ClassNK, based in London.

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POST
GREECE

He received the Singapore Joint RINA and IMarEST Branch Award in 2004 and the Stanley Gray Medal of the Institute of Marine Engineering, Science and Technology, United Kingdom, in 2005 for his works on the development of Advanced Structural Rules which was the forerunner of IACS Common Structural Rules. He published more than 60 technical research papers mainly on ship structures.



Frank-Uwe Schneider
Executive Director
Asia Marine Philippines (AMP) Ltd

Captain Frank-Uwe Schneider started his maritime career in 1980 and learned his job by working his way up from the bottom. He sailed on a general cargo ship until he joined the Maritime Academy Rostock in Germany where he graduated in 1992 with a university degree. After sailing 6 years as an officer he finally took over his first command as Master.

In 2002 he decided to take over responsibility ashore and joined the Rickmers Group in Hamburg/Germany as responsible ISM manager. Two years later he was promoted Managing Director of the Crewing Company and was in charge for crewing, training and development of the international agencies.

After a short interlude as Managing Director Crewing in the German Dr. Peters Group he joined REEDEREI NSB in early 2012 as Crewing Manager where he developed an international network of crewing companies as well as the international officers training within the NSB GROUP. With subsidiaries in Shanghai, Colombo and Manila NSB today is in the position to organise the crewing for the own fleet and for customers worldwide on a high quality level.

While working more than 10 years with Chinese crew he is very experienced in all pros and cons of this market.

The 52-year-old German lives close to Hamburg is married has three children and one grandson.



Stylianos I. Siafakas
Chief Operating Officer
Product Shipping & Trading SA

Mr. Stylianos I. Siafakas is the Chief Operating Officer of Product Shipping & Trading SA and has been in Shipping and especially in the Tanker Industry since 1989. He has both shipboard and office experience and has served in senior positions in large shipping companies for the last 16 years.

Mr. Siafakas has studied at the Merchant Marine Academy (Faculty of Master Mariners). He has also studied Mechanical & Aeronautical Engineering, Shipping Law and Finance. Continuous Education, Qualifications & Certification obtained, include between others: Lead Auditor, Risk Management, Media Response, Incident Investigation, Crisis Management, Train the Trainer, Behavioral Analysis, etc. He has been also involved in several Shipbuilding and Management Take-over projects in the last 10 years. He has been also involved in the development of SoX Compliance procedures and participated in 3 IPOs/Road shows for Nasdaq and NYSE.



Amrit Singh
Senior Shipping Analyst
Thomson Reuters

Capt. Amrit Singh is a Lead Shipping Analyst at Thomson Reuters – Supply Chain and Commodities Research team in London.

He has over 30 years of shipping industry experience gained in various roles. Singh began his career at sea and ascended to become Captain with Wilh. Wilhelmsen, Norway before stepping ashore. Prior to joining Thomson Reuters, he was a Senior Equity Analyst at Clarkson Capital Markets in London with coverage of listed Shipping, Oil Services and Transport (Airlines & Automobile) companies across the U.K., Europe, South Africa and Asia. Previously, he has held position as General Manager of a shipping agency and has served as Head of Corporate Planning in a shipping company.

Singh holds a Master of Business Administration degree from the University of Edinburgh Business School, UK. Besides a Diploma in Ship Management from NSTC at North West Kent College, UK, he also qualified as a lead auditor/auditor in Quality and Environmental Management Systems.



Tor Christian Sletner
Director, Head of Environment,
Research and Innovation
Norwegian Shipowners' Association

Mr. Tor Christian Sletner is Director, Head of Environment, Research and Innovation in the Norwegian Shipowners' Association, a position he has held for the last 6 years. He is educated from the Norwegian Naval Academy and Norwegian Staff College and after his professional seagoing career he holds the rank of Commander in the Royal Norwegian Navy. In addition, he holds a Masters' Degree (MBA) in Strategic Management from the Norwegian School of Business and Commerce.

Mr Sletner's professional career covers a broad spectre of maritime positions i.a. Vestfold University College as Head of Maritime Department, in DNV as Assistant Director within Environmental Solutions and several years as Director in the Norwegian Coastal Administration with special responsibility for national emergency response for oil spills and accidents at sea.

He is a permanent member in the Norwegian delegation to IMO, he is a member of the Board to the Norwegian NOx fund and he was appointed Chairman in the ECSA Air Emissions Expert Group last year.



Carsten Sommerhage
CEO
Columbia Shipmanagement

Mr. Carsten Sommerhage is CEO of Columbia Shipmanagement group of companies and Managing Director of Columbia Shipmanagement (Deutschland) GmbH since its establishment in 1995. Further to the ship management Carsten Sommerhage has been responsible for the operation of hotels and other side businesses in Germany. Carsten Sommerhage has 11 years of seagoing experience. Amongst other boards, he is Chairman of the Board of Directors of the German Shipowners Defense Association.

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Despina Panayiotou Theodosiou
Managing Director
Tototheo Group of Companies

Despina Panayiotou Theodosiou is joint Managing Director of the Tototheo Group of Companies and has been with the group since

2005.

Since 2013, Despina is a member of the Board of Directors of the Cyprus Shipping Chamber and is chairing the Chamber's Development and Promotion Committee since 2015. She also sits on the first Board of Governors of the Cyprus Maritime Academy and on the Board of Directors of the Cyprus-Germany Business Association.

In 2011 Despina founded WISTA Cyprus – a member of WISTA International – and is the Association's current President. In 2015 during the International AGM in Turkey, Despina was elected Secretary of WISTA International.

She won the titles of "Top Professional" and "Cyprus Business Woman of the Year 2015" at the 9th National Cyprus Business Woman of the Year Awards 2015.

She holds a bachelor degree in Economics from the National and Capodistrian University of Athens and an Executive MBA in Shipping and Logistics from the Copenhagen Business School. She currently is a participant in the Postgraduate Diploma in Financial Strategy at the University of Oxford – Said Business School.



Dimitris Theodosiou
Co-Founder and Managing Director
Danaos Management Consultants S.A.

Mr. Dimitris Theodosiou is the cofounder and Managing Director of DANAOS MANAGEMENT CONSULTANTS S.A., a worldwide leader in maritime software solutions, since 1986.

Mr. Theodosiou holds a MEng. Diploma in Naval Architecture and Marine/Mechanical Engineering from National Technical University of Athens, a MSc in Information Technology and a MSc. in Industrial Marketing from UCL, University of London.

As a cofounder of DANAOS MANAGEMENT CONSULTANTS S.A., Mr. Theodosiou has architected and developed several maritime software solutions in Financial/Ship Management and Commercial domains, has managed a plethora of maritime composite systems and has led scientific teams for several European Research programmes, including ORISMA Franz Edelman finalist Program and WAVES Fleet Management, Lloyds 2015 Big Data Intelligence award.

Mr. Theodosiou is a member of The Technical Chamber of Greece (TEE-TCG)



Pericles Tzardis
Chief Medical Advisor, ShipMedCare LTD
Medical Officer, Prime Marine

Pericles Tzardis, MD, is Chief Medical Advisor of ShipMedCare LTD and Medical Officer in

Prime Marine.

Prior to joining the Shipping sector through the establishment of ShipMedCare LTD and his position as Medical Officer in Prime Marine, Dr.Tzardis worked as Consultant and Senior Consultant General Surgeon in Red Cross Hospital in Athens. He contributed to patient care in the areas of minimally invasive surgery and benign and malignant upper gastrointestinal diseases. In 2013 he became the Director of the 1st Surgical Department of Red Cross Hospital.

A native Greek, he received his Medical Degree from the Medical School of Athens University (1980). In 1983 he joined the 1st Surgical Clinic of the Athens University Hippokration Hospital, where he completed his residency in general surgery and obtained his PhD (1988). He concluded a fellowship in Transplant Surgery in the University of Minneapolis, USA, after earning a Postgraduate Scholarship in 1988. Dr. Tzardis monitors latest medical developments as well as broadens his horizons attending seminars concerning management and entrepreneurship. He enjoys swimming and he participates in open water races.



Marcos C. Vassilikos
Managing Director
Eurobulk

Marcos is a Marine Engineer by profession. He studied at Newcastle University, UK (BSc) and MIT, Boston, USA (MSc). Marcos finished his studies in 1983 and after 2 years military service in Greece, he has been working in shipping in London and Pireaus since 1985. Marcos held positions in technical, purchasing, financial and insurance depts in 4 different shipping companies, before becoming the Managing Director of Eurobulk Ltd in 2005, when the company also became public.

WORK EXPERIENCE:

1986-1987 TROODOS Shipping, Piraeus Supt Engr, Tech dept.
1987-1990 AGELEF Shipping, London, Technical Assistant to MD
1990-1992 N. BOGDANOS Marine Bureau, Piraeus Shipyards Rep
1992-1995 OCEANBULK Maritime, Athens - Purchasing Mgr
1996- up to present EUROBULK Ltd., Athens - Managing Director & Insurance Mgr.

Marcos speaks 3 languages: Greek (native), English (fluent), German (basic).

EDUCATION: High School: Athens College, Athens, Greece (graduate 1978); NEWCASTLE UNIVERSITY, United Kingdom (1978-1981); Bachelor of Science (B.Sc.) in Marine Engineering; M.I.T , Massachusetts, Boston (1981-1983);

M.Sc Naval Architecture and Marine Engineering; M.Sc Ocean Systems Management.



Dimitris Vastarouchas
Deputy Chief Operating Officer
Danaos Corporation

Dimitris Vastarouchas is Danaos Corporation Deputy Chief Operating Officer. Mr. Vastarouchas has been the Technical Manager of Danaos Shipping Co. Ltd. Since 2005 and has over 15 years of experience in the shipping industry. Mr. Vastarouchas initially joined Danaos in 1995 and prior to becoming Technical Manager he was New Building Projects and Site Manager, under which capacity he supervised newbuilding projects in Korea for 4,250, 5,500 and 8,500 TEU containerships. He holds a degree in Naval Architecture & Marine Engineering from the National Technical University of Athens, Certificates & Licenses of expertise in the fields of Aerodynamics (C.I.T.), Welding (CSWIP), Marine Coating (FROSIO) and Insurance (North of England P&I). He is also a qualified auditor by Net Norske Veritas.

Hitesh Vyas
Vice President, Middle East & Green Recycling
Coordinator
Wirana Shipping Corp.

Has over 2 decades of working experience in the field of trading, projects, finance in multiple industries across Africa, Middle East, South East Asia and North America.

Presently heading Dubai office of Wirana Shipping. Trading of vessels in Middle East for demolition.

He is a regular at conferences and forums on ship recycling and also others on shipping and shipping finance over the past 2 years.

He is the green recycling coordinator at Wirana Shipping having in-depth knowledge about the various issues related to green ship recycling. He works closely with Wirana's HKC compliant yard – R L Kalthia Ship Breaking Pvt. Ltd.



George Wells
Head of Dry Freight Derivatives
and Asset Lead
Cargill Ocean Transportation

For the last 5 years I have managed the Dry Freight Derivatives (FFAs) desk for Cargill Ocean Transportation, based in Geneva Switzerland. Cargill is one of the largest users of FFAs in the market. They provide us with an invaluable risk management tool.

I also lead all Asset related projects for Cargill Ocean Transportation. As part of this I have been responsible for a vessel owning joint venture, and multiple bareboat financing structures. We continue to be active in this space.

Previous to this I started my career at Ernst & Young while qualifying as a chartered accountant. I left to join Cargill in 1997, joining the Trade and Structured Finance group. I worked at Cargill in various positions in until leaving in 2001 to briefly join Enron. After the collapse of Enron I came back to Cargill as a risk manager in Ocean Transportation in Geneva in 2002.

I held various risk management and trading roles in Cargill in Geneva before starting in my current position.

I was educated in the UK, reading Geography at St. Catherine's College Oxford.

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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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London, EC2M 4NS
Tel.: +44 (0) 203 206 1322
Fax.: +44 (0) 203 206 1321

ATHENS, GREECE
Agiou Konstantinou 40, # A5
151-24 Maroussi, Athens - Greece
Tel.: +30 (210) 6109 800
Fax.: +30 (210) 6109 801

OSLO, NORWAY
Raadhusgaten 25
P.O.Box 1904 Vika
N-0116 Oslo, Norway