# 7th Annual Capital Link Maritime CSR Forum Operational Excellence in Shipping Forum

Best Industry Practices - A Competitive Advantage
Wednesday, November 1, 2017 - Athens

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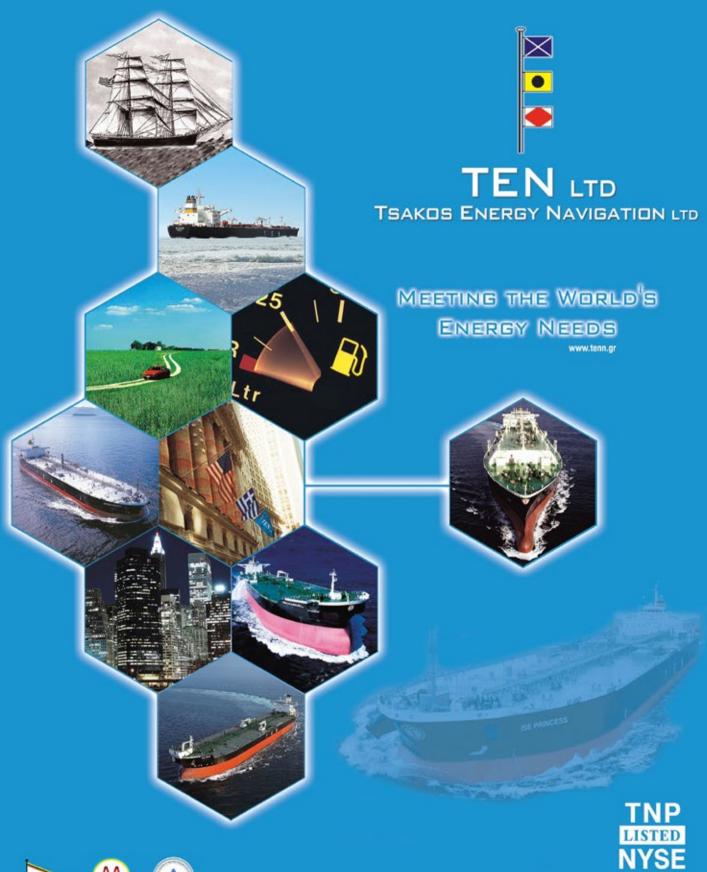
COLUMBIA

Clay Maitland





# 24 YEARS OF CONTINUOUS GROWTH













#### THE 2017 CAPITAL LINK MARITIME CSR LEADERSHIP AWARD



Presented to:

#### Mr. John Platsidakis

Chairman of Intercargo - Managing Director of Anangel Maritime Services Inc.

"In Recognition of his Commitment in Applying & Promoting Best Industry Practices"

Presented by: **Mr. Panagiotis Laskaridis -** CEO – Livinia Corp/Laskaridis Shipping Co. Ltd. President – European Community Shipowners Associations

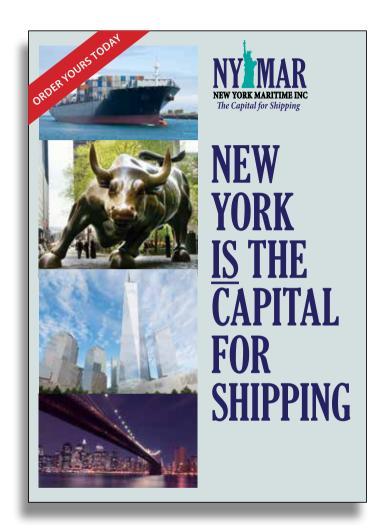
John Platsidakis holds a Bachelor Degree in Mathematics from the University of Thessaloniki (1974), a Master's Degree in Operational Research from the London School of Economics (1976) and a Master's Degree in Economics and Econometrics from the University of Southampton (1977).

John Platsidakis was employed from 03/1978 until 12/1988 by Bank of America in ship finance in Athens, Piraeus and London, from 01/1988 until 12/1988 by Marmaras Navigation as Finance Director, and from 01/1989 until presently by Anangel Maritime Services as Managing Director and Director of the Angelicoussis Shipping Group.

John Platsidakis is Member of the Board of Directors (since 1994) and the Executive Committee of the Hellenic Chamber of Shipping (since 1998), the Board of Directors of the Union of Greek Shipowners (since 2015) and the Council (since 2007) and the Executive Committee (from 2009 until 2015) of Intertanko. He was Founding Member and President of the Society of Greek Alumni of the London School of Economics from 1981 until 2005 and Member of the Advisory Board of the Hellenic Observatory at the European Institute of the London School of Economics from 1987 until 2006. John has been engaged with Intercargo as Member of the Executive Committee since May 2002, Vice Chairman from November 2004 until October 2012 and Chairman since October 2012. John has been included in Lloyd's List 100 Most Influential People in the Shipping Industry in 2013, 2014 and 2016.



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**NEW YORK MARITIME INC. (NYMAR)** is bullish on doing business in the New York Maritime region. Not only is there a full complement of ship owning companies and maritime services (financial, legal, insurance, broking, and more), but New York also boasts the third largest port in the United States—the largest trading nation in the world.

# CAPITAL LINK MARITIME CSR LEADERSHIP AWARD ATHENS







2016 Honoree: **Jeremy Penn,** *Chief Executive* of **The Baltic Exchange** *November 2, 2016* 







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

# Relationship Partnership Leadership

Columbia Shipmanagement









We proudly welcome you to the 7<sup>th</sup> Annual Operational Excellence in Shipping 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 26 leading shipping companies, 3 major classification societies, as well as charterers, financiers and key industry organizations will come together to discuss geopolitical, regulatory and market trends that affect shipping and 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 very significant, 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 discusses topics of critical significance to the industry, stemming from regulatory, geopolitical and market developments. Also, it showcases Operational Excellence in the Maritime Sector 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 companies. The Forum aims to showcase that the consistent application of Best Industry Practices can generate tangible practical benefits and can translate into a competitive advantage.

The Forum brings together leading shipping companies, major charterers, financiers, insurers, classification societies, and other leading industry participants. It provides an interactive platform on the topic of Best Practices linking industry, government and non-governmental organizations, industry associations, the financial and investment community, and the public at large.

We are pleased to present "Capital Link's 2017 Maritime CSR Leadership Award" to Mr. John Platsidakis, Chairman of INTERCARGO and Managing Director of Anangel Maritime Services, Inc. for his commitment and hard work promoting Best Industry Practices both at the helm of INTERCARGO and also during his long and distinguished career. The Award recognizes individuals for their Leadership and Commitment to Best Industry Practices, Sustainability & CSR in the Maritime Sector.

We would like to thank the Danish Shipowners' Association, the German Shipowners' Association and the Greek Shipping Cooperation Committee for cooperating with 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 Bornozis President Capital Link, Inc.



# 7th Annual Capital Link Operational Excellence in Shipping Forum

 $Best\ Industry\ Practices-A\ Competitive\ Advantage$ 

Wednesday, November 1, 2017 - Divani Caravel Hotel, Athens





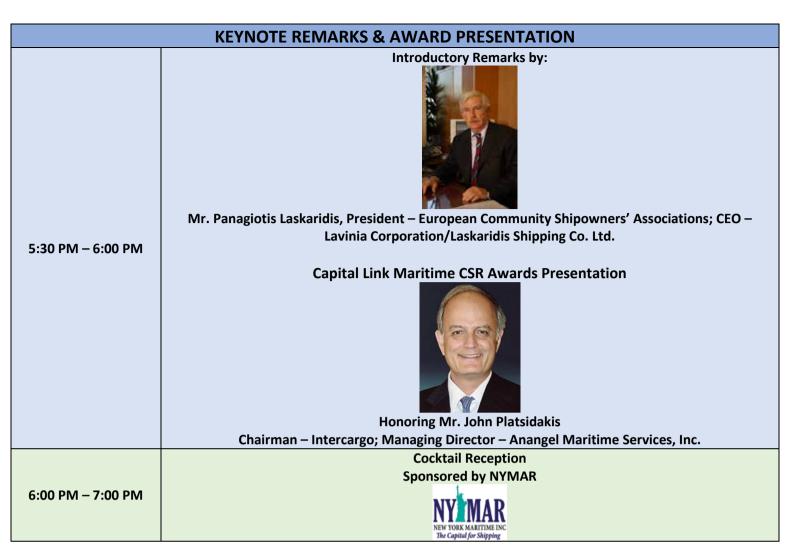
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DR	German Shipowners' Association	Navigation Ltd	

9:00 AM – 9:25 AM		REGISTRATION
9:25 AM – 9:30 AM	Welcome Remarks	Mr. Nicolas Bornozis, President – Capital Link, Inc.
9:30 AM – 9:40 AM	Opening Remarks	Mr. Clay Maitland, Conference Chairman; Founding Partner – NAMEPA; Chairman – NYMAR; Managing Partner – International Registries
9:40 AM – 10:20 AM	Industry Challenges & The Road Map Ahead Geopolitical, Regulatory & Market Developments Affecting Shipping & The Industry's Response	Mr. Clay Maitland, Founding Partner – NAMEPA; Chairman – NYMAR; Managing Partner – International Registries  Panelists:  Mr. Apostolos Poulovassilis, CEO – Aegean Shipping Management, Inc.  Mr. Dimitris Vastarouchas, Deputy Chief Operating Officer & Technical Director – Danaos Shipping  Mr. Dimitrios Fafalios, Chairman, Technical Committee – INTERCARGO; Member of the Board – Union of Greek Shipowners; President & Director – Fafalios Shipping  Mr. Bill Box, Senior Manager Commercial, Area Manager Greece & Cyprus, Manager PPS Payment Performance System – INTERTANKO  Mr. Tom Boardley, Executive Vice President and Global Head of Corporate and External Affairs – Lloyd's Register
10:20 AM – 11:10 AM	Environmental Regulation & Compliance – How It May Affect Shipping Ballast Water Treatment – NOx Emissions Reduction – Sulfur Limits – Greenhouse Gasses – Novel Fuels – Electrical Propulsion – Renewable Energy Sources	Moderator: Dr. John Kokarakis, Vice President, Technology & Business Development, Hellenic, Black Sea Region & Middle East — Bureau Veritas Marine & Offshore Division  Panelists:  • Mr. Kostas G. Vlachos, Managing Director — Consolidated Marine Management Inc. & COO (Latsco Shipping)  • Mr. George Bourtoulis, Technical Manager — Eurotankers  • Mr. Frederick J. Kenney, Director of Legal and External Affairs — International Maritime Organization (IMO)  • Mr. Stavros Hatzigrigoris, Managing Director — Maran Gas Maritime Inc.  • Mr. Bjarne Timm, Head of Technical Projects — TORM A/S  • RADM Linda Fagan, Deputy Commandant for Operations Policy and Capabilities — United States Coast Guard

11:10 AM – 11:50 AM	Investing in Big Data & Cybersecurity: Is It Worth It? Will It Really Make A Difference?	Moderator: Mr. Ioannis Chiotopoulos, Regional Manager South East Europe and Middle East – DNV GL – Maritime  Panelists:  • Mr. Panos Kourkountis, Technical Director – Andriaki Shipping  • Mr. Stefanos Stylianos, SQ & Marine Manager/DPA – Minerva Marine Inc.  • Mr. Vasileios Lampropoulos, Chief Operating Officer – Thomassis Ships Management Inc.
		Thenamaris Ships Management Inc.  • Mr. Socrates Theodossiou, Chief Executive Officer – Tototheo Maritime Ltd  Moderator:
11:50 AM – 12:40 PM	Crew Welfare, Training & Retention	<ul> <li>Mr. Theodosis Stamatellos, South Europe Marine and Offshore Manager – Lloyd's Register</li> <li>Panelists:         <ul> <li>Capt. Michalis Malliaros, General Manager EUSG, Fleet Personnel Manager ESMH – Euronav</li> <li>Ms. Maria Christopoulou, Quality &amp; Training Manager – Neda Maritime Agency Co. Ltd.</li> <li>Ms. Angie Hartmann, Crew Manager – Starbulk SA; President – WISTA Hellas</li> <li>Ms. Yanna Laskari, Crew Manager – TMS Dry Ltd.</li> <li>Capt. Panagiotis Drosos, Managing Director – Tsakos Columbia Shipmanagement</li> </ul> </li> </ul>
12:40 PM – 1:00 PM	Chinese Crewing Ready For Global Shipping	Mr. Terence Zhao, President – Singhai Marine Services
1:00 PM – 1:40 PM	Optimize Crew Welfare And Costs  - Impact Of Telemedicine On Seafarers And Shipping	Introduced by:  Mr. Nicolas Bornozis, President – Capital Link, Inc.  Panelists:  Mr. Costas Th. Ioannides, CEO – Marsh Brokers Ltd., Cyprus  Dr. Periclis Tzardis MD., Chief Medical Advisor – ShipMedCare Ltd.  Mr. David Nichol, Senior Loss Prevention Executive (Greece) – Thomas Miller P&I (Europe) Ltd.  Mr. Martin Slade, Lecturer, Director of Research – Yale University Occupational & Environmental Medicine
1:40 PM – 2:40 PM	NETWORKING LUNCHEON	
2:40 PM – 3:25 PM	Optimizing Technical Ship  Management  Achieving Synergies, Efficiency & Cost Savings in a Challenging Market  Environment	Moderator: Mr. Theo G. Baltatzis, General Manager – Technomar Shipping Inc.  Panelists:  Mr. Loukas Kaniaros, Director of Technical and Marine Dry Operations – Chandris Hellas  Mr. Andreas Hadjipetrou, Managing Director – Columbia Shipmanagement

3:25 PM – 3:45 PM	Connecting Ports, Vessels & People	<ul> <li>Mr. Dimitris Orfanos, Chief Operating Officer – Dorian LPG Management Corp.</li> <li>Mrs. Danielle Lammens, Maintenance Excellence Manager – Exmar Ship Management NV</li> <li>Mr. George Thanopoulos, Technical Manager Bulk Carriers – Neda Maritime Agency Co. Ltd.</li> <li>Ms. Despina Panayiotou Theodosiou, Chief Executive Officer – Tototheo Maritime Ltd</li> </ul>
3:45 PM – 4:30 PM	Ship Safety – Regulatory Compliance & Third Party Inspections	Moderator: Dr. Michalis Pantazopoulos, Managing Director – Liberian Registry – LISCR (Hellas) S.A.  Panelists:  • Mr. Panos Zachariadis, Technical Director – Atlantic Bulk Carriers Management Ltd.  • Mr. Stavros Meidanis, DPA/CSO, S&Q Manager – Capital Ship Management Corp.  • Mr. Theofanis Sallis, General Manager, Operations – GasLog Ltd.  • Mr. Stylianos I. Siafakas, Chief Executive Officer – Dromon Maritime Inc.  • Mr. Dimitris E. Patrikios, Chief Operating Officer – Springfield Shipping Co. (Onassis Group)
4:30 PM – 4:50 PM	Digital Kidnap and Ransom  The Financial Response to  21srt Century Piracy	<ul> <li>Mr. Stephen A. Cooper, Founder and President –         Fourth Insurance Office, Inc.</li> <li>Mr. Tyler Schapiro, Senior Analyst – Fourth Insurance         Office, Inc.</li> </ul>
4:50 PM – 5:30 PM	Operational Excellence as a Competitive Advantage How the commitment to Best Industry Practices across all areas of operations is a differentiating factor and a competitive advantage	Moderator: Mr. George Teriakidis, Regional Business Development Manager – DNV GL  Panelists:  Mr. George Ousantzopoulos, Head of Safety/Vetting – Almi Tankers  Mr. Marcos Vassilikos, Managing Director - Eurobulk  Mr. George Kouleris, Technical Director – Prime Marine Management  Mr. Lambros Babilis, Chief Executive Officer – Stealth Maritime Corporation S.A.







## ALWAYS AT THE HELM WITH DNV GL

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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.

TEN's pro-forma fleet, including one aframax tanker under construction, consists of 65 double-hull 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.

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., Series B Cumulative Redeemable Perpetual Preferred shares trade on NYSE under the symbol TNPPRB, its Series C Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRC, its Series D Cumulative Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD and its Series E Fixed-to-Floating Rate Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRE.

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**E**nthusiasm

Accountability

Responsibility



## Clay Maitland



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 in Greece Columbia has teamed up with Tsakos group for the creation of Tsakos Columbia Shipmanagement (TCM).

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.

Columbia Shipmanagement is committed to deliver quality services of the highest level ensuring that clients of Columbia enjoy the finest ship management services of a trusted partner.



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, technical assurance, 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 experts are dedicated to helping customers make the world safer, smarter and greener.



**Tototheo Maritime**, based in Limassol, Cyprus has 30 years' experience servicing shipping and other industries with dedicated support in mobile marine communications and electronic services.

With strategic services being offered globally, Tototheo Maritime is a leading supplier of equipment and services for satellite and radio communications as well as bridge navigation systems, automated application ship repairs and operational efficiency solutions.

Tototheo Maritime is one of the few providers with Inmarsat Tier1 and GX-Super VAR capacity worldwide.

With a deep understanding of the industry and the dynamic environment in which our customers operate, we take our role as their technology partner very seriously.



# **Γεια σου Hello** Eλλάδα! Greece!

To be global we need to be local, so our new office in Greece was only a matter of time.

Tototheo's commitment to the sea arises out of the long family history and deep maritime tradition behind the company.

Opening up in Greece represents our ongoing drive to offer all our first class maritime services, globally.



#### GLOBAL GOLD SPONSORS

A key part of the relationship with customers is Tototheo Maritime's underlying desire to listen to what clients need. This approach to market satisfaction led to the company creating its own development team to develop end evolve software solutions for clients.

With a global network of qualified engineer and partners, Tototheo offers tailor-made solutions and consultations when it comes to engineering, project management, shore based maintenance, traffic accounting, training, and more.

Tototheo Maritime is a reputable company with exceptional support for company and ship.

#### GOLD SPONSORS



PRIME MARINE MANAGEMENT is a global provider of seaborne transportation for refined petroleum products, light chemicals, naphtha, LPG and ammonia along global shipping routes. PRIME Tanker & PRIME Gas, the affiliated Management Companies of the fleet, currently operate a fleet of 36 double-hull Product, Crude Oil and LPG carriers with a carrying capacity of over 2.6 million deadweight tons. PRIME's LR1 platform represents approximately 12.0% of the global LR1 fleet in clean petroleum trades, the largest non-pool commercial operator of vessels this size. This represents significant spot exposure, while the fleet's scale allows optimization of vessels positions and combination of front/back haul voyages maximizing utilization. PRIME's management team has more than eighty years of combined industry experience having been through a number of cycles.

Our Mission and Commitment has always been to provide the highest quality services and be a first class choice for our customers in the seaborne transportation of energy. The balance between safe operations, effectiveness and economics defines our objectives. These elements are equally respected and can be achieved through the establishment of quality procedures and the conduct of business, in such a manner, as to inspire confidence and trust amongst customers, financial institutions, partners and international regulatory organizations.

PRIME is committed to deliver Sea Transport and Ship Management Services of the highest standards which meet or exceed Safety, Environmental, Legal and Customer requirements and to conduct its operations in a manner that protects Human Health, Safety, Environment and Property in carrying, caring and delivering goods around the world.

PRIME has also been certified based on OHSAS 18001 (Occupational Health & Safety Management System) and ISO 50001 (Energy Management System) Requirements. PRIME has set standards acknowledged by international classification societies, oil majors, the US Coast Guard and others, to be amongst the highest in the industry.



**ShipMedCare (SMC)** provides a 24/7 medical surveillance by a single medical team, supported by sixteen additional specialties (i.e. orthopaedics, cardiologists, etc.), as well as by a strong network of Medical Centres around the world. Medical information from the vessel may be enhanced by the use of a state of the art tele-medicine case. All medical cases are followed by SMC, until they are resolved either on board, or at medical institutions globally.

Additionally SMC evaluates the PEME results of seafarers and compares them to blood testing, mental and alcohol questionnaires, conducted by us. This pre-employment evaluation may prevent medical incidents on board that might interfere with the wellbeing of the seafarer and or the function of the vessel itself.

Obvious benefits derived from the above services include, improved patient condition or cure, avoidance of unnecessary port medical examinations, crew evacuation and vessel deviation, thus resulting in increased crew retention and cost reduction.

## The Prime Choice



Committed to safe and reliable operations for over a decade, Prime Marine has established a high reputation in the shipping industry, focusing on the seaborne transportation of liquid petroleum products, LPG and ammonia.

Relying on its competent and highly motivated seafarers, Prime Marine is successfully implementing its strategy of building new high-spec ships and maintaining them to top standards during their operational life.

The constant trust of our customers enables us to implement a dynamic expansion ensuring premium standard of service.







**Bureau Veritas** is the largest testing, inspection and certification organization (TIC) providing classification, certification and technical services, including fuel testing, to the marine and offshore industries.

BV supports innovation in all ship types from bulk carriers and tankers - sectors in which it holds a strong share in the important Greek market - to small and specialized ships.

Recent BV classed deliveries and orders include: nine 22,000 teu containerships, 15 Yamal ice class LNG carriers, LNG bunker tankers, gas fueled ferries, very large passenger ships and expedition cruise ships.

BV is the classification leader in new orders for LNG fueled ships and is leading in the development of digital tools to help further drive safety and efficiency in shipping.

Bureau Veritas was created in 1828. Across the Group today there are 73,000 employees in offices and laboratories around the world. Bureau Veritas is listed on Euronext Paris.



Danaos Shipping Co. Ltd (DAS) is the exclusive Manager of Danaos Corporation (DAC). DAC is a leading international owner of container ships who deploys its containership fleet principally under multi year charters with major liner companies that operate regularly scheduled routes between large commercial ports. As of February 28, 2017, these customers included COSCO, CMA CGM, Hyundai Merchant Marine, NileDutch, MSC, Yang Ming, ZIM, NYK, Hapag Lloyd, Maersk Line and OOCL.

#### **OFFICES**

Our head offices are located in Cyprus (Limassol), with Branch Offices in Greece (Piraeus), Ukraine (Odessa and Mariupol), Russia (St Petersburg), Tanzania (Zanzibar) and South Korea (Pusan).

#### FLEET DEVELOPMENT

The fleet that DAS manages boasts modern, high-quality vessels many of which have been built in the past five years using the latest in design innovations and enjoy a reputation for safety and reliability within the industry.

DAS currently manages 59 containerships ranging from 2,200 TEU to 13,100 TEU with an aggregate capacity of 353,576 TEU.

On January 8, 2016 we finalized the sale of the Federal.

#### **OUR VALUES**

Our values comprise of implementing the highest standards of efficiency, safety, and reliability by:

- Enhancing the training of our personnel ashore and on-board.
- IntegraBng fully the vessels in the organizaBon.
- AcBvely parBcipaBng and leading research projects in efficiency.
- PromoBng company culture and bonding on all personnel on board.
- Seeking growth by our strong comparative advantages to becoming the leader in our sector.



Fourth Insurance Office, Inc. is a consulting business specializing in transaction related exposures, management liability, cyber liability, and broker assessment. We serve clients who understand that risk management and insurance counsel is best provided when there is alignment and advice is rendered independent of procurement. We provide fee-for-service analytics and policy administration. With offices in New York City and Palm Beach, our services never require that a change be made to any existing relationship.

Managing insurance portfolios has become increasingly burdensome. Stewards must often consolidate insurance assets accessed from multiple carriers and sources both active and inactive, personal, philanthropic, and business related. Our consultants draw upon backgrounds in risk management and accounting, and take a multi-disciplinary approach, greatly reducing error and eschewing the sales focus of traditional providers.





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The Liberian Registry - the second largest in the world - includes more than 4,200 vessels aggregating 150+ million gross tons, which represents 12 percent of the world's ocean going fleet. As the world's largest quality registry, the Liberian Maritime Program is renowned for excellence, efficiency, safety and innovative service. Likewise, the Liberian Registry is recognized at the top of every industry "white-list" including the International Maritime Organization and the major Port State Control authorities such as the US Coast Guard as well as the Paris and Tokyo MOU regimes.

The Liberian Registry is administered by the Liberian International Ship & Corporate Registry (LISCR, LLC), a private U.S. owned and globally operated company. LISCR is internationally recognized for its professionalism and commitment to reduce redundant workflow procedures in order to increase efficiency.

The Liberian Registry, headquartered in Vienna, Virginia (outside Washington, D.C.), maintains offices located around the world, including Dubai, Hamburg, Hong Kong, Houston, Istanbul, London, Monrovia, New York, Ningbo, Panama City, Piraeus, Rio de Janeiro, Seoul, Shanghai, Singapore, Tianjin, Tokyo and Zurich.



**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.





# We support innovative solutions to improve energy efficiency and reduce emissions

For more information, please contact: **Bureau Veritas Hellas A.E.**23. Etolikou Str. - 185 45 PIRAEUS

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Move Forward with Confidence

#### SUPPORTING SPONSORS



Accuritas Global Solutions provides customized business intelligence, analytics, big data solutions and consulting services to global shipping leaders to support sound, data-driven business decisions. With unparalleled client support, Accuritas is management's partner in accurate vessel performance monitoring, efficiency planning, risk management, project management, and consulting. Accuritas helps you to make better decisions and to be more competitive and agile in challenging markets. We deliver a wide range of customized services to 100+ shipping clients from over 60 countries worldwide and supports the operations level up to the C-Suite. Accuritas is headquartered in New York and has offices in Connecticut, Athens, Cyprus and Singapore. Accuritas doesn't change the way you do business; we simply help you do things in a better way. Visit us to learn more about Accuritas, discuss your current challenges, and arrange for a complimentary Business Intelligence Assessment.



**ATPI Griffinstone** is the world's leading Marine Travel Management Organisation. Having cooperated with ship owners, ship management companies, crewing & manning agents for nearly a century, we know the complexity of our clients' business.

Cost effectiveness, safety & flexibility, global & local expertise, real 24/7, are the key points we offer to our clients.



**China Southern Airlines** is specializing in air transportation services. With headquarters based in Guangzhou, operates the largest fleet, most developed route network and largest passenger capacity of any airline in The People's Republic of China.

Currently, operates 700 passenger and cargo transport aircrafts, including Boeing 787, 777,747, 757& 737 and Airbus A380, A330, A321, A320, A319. The airline fleet is ranked the first in Asia and the 4th in the world and is the first airline in the world to operate both A380 and 787.

China Southern has formed an extensive network with Guangzhou, Beijing, Urumqi and ChongQing as its hubs, covering all of China, radiating throughout Asia and linking Europe, America, Oceania & Africa.

China Southern operates more than 2000 daily flights to 208 destinations in 40 countries and regions across the world. Its extended network is covering the most important ports worldwide and is one of the most preferred airlines for seamen and offshore movements.

Through close cooperation with its SkyTeam member airlines, China Southern's network spans 1062 destinations to 177 countries and regions. China Southern transported 109 million passengers in 2015, topping all Chinese airlines for 37 years.

By June 30, 2016, China Southern have kept a safe record of 16.87 million flight hours and carried close to 900 million passengers without incident.

On September 28, 2012, China Southern was honored with the Diamond Flight Safety Award by the Civil Aviation Administration of China, becoming the leading Chinese carrier to maintain the highest safety records in China. China Southern has been honored as the "Best Airline in China" by several international media organizations and was honored with the "Five Star Diamond Award" by The American Academy of the Hospitality Sciences in January 2004. In 2011, China Southern earned its Four-Star status from SKYTRAX.

China Southern was recognized as the Top 50 Most Admired Chinese Company by FORTUNE China Magazine in 2012 and 2013.

In 2014, China Southern won the Stars of China Award 2014 by Global Finance Magazine, USA and won the Chinese Most Admire Company Award by Fortune China.

In 2015, China Southern was rewarded as Excellent A330 Operator by Airbus⊡the "Best Airline in China" by TTG, China's Top 100 Valuable Brand Enterprise Award & Golden Pegasus Award by the 15th China International Transportation&Logistics Expo.

In 2016, China Southern was recognized as "the Fortune China 500" by FORTUNE China Magazine; rated 13th as "The Most Loved Airlines" by Skytrax, ranking the first among the airlines in the Chinese mainland.



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Since 2005 **Eniram** has provided the maritime industry with leading insights for operations, lifecycle and commercial management. The Eniram Insight Factory gives decision-making support for its partners based on real time data collection, statistical modeling and predictive simulations. Our vision is to maximize the efficiency of the industry through digital insights, saving costs and maximizing overall profitability, while cutting the emissions harmful to our environment.

Eniram's solutions range from single vessel services to comprehensive fleet wide solutions. Among Eniram's customers are leading players in the cruise, LNG, container, bulker and tanker markets. We also offer a subscription-based service to expand into performance management for the commercial and charter market. Eniram is headquartered in Helsinki, Finland and has subsidiaries in the UK, the USA, Germany and Singapore. Eniram is a Wärtsilä Company, catalyzing a digital and performance driven business.



**Flott & Co. PC** is a recognized expert in US taxation of international transportation, particularly as it affects foreign shipping companies operating vessels that call to lift or discharge cargo at US ports.

Our principal, Stephen Flott, has been involved in assisting international shipping companies since the Tax Reform Act of 1986 changed US taxation of international shipping. Indeed, when tax returns were due for the 1987 tax year, the first year in which the new rules applied, Stephen worked with the IRS to develop exemption language for US tax returns.

Flott & Co. PC monitors developments in the US shipping tax and assists foreign shipping companies with their US compliance obligations. Since 1988, the firms has advised P&I Clubs, BIMCO, INTERTAKO, the Greek Shipping Cooperation Committee, the Union of Greek Shipowners, individual shipowners and shipping investors on the application of the tax and the exemptions.

Flott & Co. PC's knowledge and experience in the US taxation of international shipping ensure our clients understand the application of the US tax rules to their circumstances and that they meet their US tax compliance obligations in a timely and cost-efficient manner.



**Niki Shipping Company S.A.** ("Niki") was founded in 1997 by Dr. Theophilos Priovolos. Since then, Niki has developed a successful track record and a proven expertise in sourcing, arranging and administering maritime assets through over \$3 billion of sale and leaseback transactions on vessels.

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While the majority of the vessels have been Containerships, Niki has the benefit of experience in arranging transactions in other segments such as Car Carriers, Bulk Carriers and Ro-Ro/Passenger Vessels. Niki and its affiliated entity, Linxx S.A. are both incorporated and based in Switzerland. The current fleet that is being administered by Niki and Linxx S.A. consists of 22 vessels of various types.



Singhai Marine Services is a leading maritime company supplying quality seafarers to international shipping companies. We aim to be the first partner of choice for recruitment and deployment of quality seafarers for the international maritime industry. Singhai Marine Services is incorporated in Singapore and Shanghai, the two leading global maritime hubs. Since 2004, Singhai Marine Services has witnessed a steady growth and better positioning in the maritime industry over the past 13 years. Three fullyowned subsidiaries and one representative office were set up in Dalian, Wuhan, Shenzhen and Rizhao in China



### **Insurance Counsel**

Fourth Insurance Office, Inc. is a consulting business specializing in transaction related exposures, management and cyber liability, and broker assessment.

#### SUPPORTING SPONSORS

respectively to source, recruit and prepare seafarers in the country for a fulfilling career in the maritime industry. The latest addition is the establishment of a fully-owned subsidiary in Yangon, Myanmar, extending our search for the quality seafarers beyond national borders.

To harness and develop these talents, we had established the Singapore (Nantong) International Maritime Institute in 2011 through a partnership with the Singapore Organisation of Seamen (SOS) and Nantong Shipping College. The Singapore (Nantong) International Maritime Institute aims to provide enhancement training to strengthen the core competencies of our seafarers.

Led by our visionary and instrumental founder, Mr. Terence Zhao, Singhai Marine Services had assembled a strong Management Team comprising of reputable professionals who experience in top leadership positions of large enterprises, manning experts with international shipping companies experience and training professionals who had conducted many seminars and workshops for IMO, ILO and APEC.

Singhai Marine Services' core service is supplying highly qualified Chinese and International seafarers for all type of ships, and maritime education and training. We also provide headhunting services for maritime related posts,

ship management, providing protective agency service for PSC inspections at China ports and new building supervision services. Singhai Marine Services is currently serving more than 40 ship owners and managers with an annual supply up to 4,000 seafarers for various types of vessels including oil tankers, chemical tankers, LPGs, LNGs, bulk carriers, containers, offshore vessels and cruise vessels. We are able to meet individual manning needs of our clients for full or half crew.

Singhai Marine Services is one of the few companies in the manning industry with dedicated personnel assigned to manage and fulfil the requirements of our clients as well as promote the identity of our principals. Our committed operational team consists of eclectic mix of seagoing masters and chief engineers who had served with the international shipping companies, and graduates from maritime universities and colleges. We value long term relationships with our clients and have always put the interests of our clients at the forefront to maintain good business relationships and enjoy their total trust.

Singhai Marine Services aims to be the strategic partner for all in the maritime industry, serving all our clients with HEART (Honesty, Enthusiasm, Accountability, Responsibility and Trustworthiness) for all our clients.

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#### **KEYNOTE REMARKS**



John Platsidakis has been the Managing Director of Anangel Maritime Services Inc. since January 1989 and Chairman of Intercargo since October 2012. He is also Member of the Board of Directors and the Executive Committee of the Hellenic Chamber of Shipping, the Board of Directors of the Union of Greek Shipowners and the Council of Intertanko.

John Platsidakis holds a bachelor Degree in Mathematics from the University of Thessaloniki, a Master's Degree in Operational Research from the London School of Economics and Political Science and a Master's Degree in Economics and Econometrics from the University of Southampton. He was also Founding Member and President of the Society of Greek Alumni of the London School of Economics and Member of the Advisory Board of the Hellenic Observatory at the European Institute of the London School of Economics.



Lambros Babilis C.E.O. Stealth Maritime Corporation S.A. Member of StealthGas Board of Directors

Mr. Babilis has been working in the shipping industry since 1990. He is the Chief Executive Officer of Stealth Maritime Corporation since 2015, while he also holds the position of Chief Operating Officer since 2011, working for the group since 2000 evolving from Superintendent to Fleet Manager and then Technical Manager. Mr. Babilis is also Deputy Chairman of the Board of Directors of StealthGas Inc., a NASDAQ listed company. Before that he worked in the Technical Department of Multi Trading, a Chemical Tankers company.

He also worked as a consultant in the design of PMIS of Piraeus Port Authority in co-operation with Price Waterhouse and Port & Transport Consulting of Bremen-Bremenhaven, as well as a researcher in various EEC Shipping projects, a consultant to shipping companies and as a representative of the Technical Chamber of Greece to various Committees.

Mr. Babilis has worked in the Operations Dept. of Trade and Transport Inc. and as a researcher for the research center of Athens University of Economics and Business and in the NTUA (Ocean Transportation Economics). He is a co-author of "Positioning and Diversification in shipping" (Research Center of AUEB1997) together with professor E. Mageirou of AUEB and Professor H. Psaraftis of NTUA.

Mr. Babilis has served as General Secretary of the Hellenic Association of Naval Architects. He is a graduate of the National Technical University of Athens department of Naval Architecture and Marine Engineering.



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 32

years out of which 17 years with Technomar Shipping Inc.

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.



# Tom Boardley Executive Vice President and Global Head of Corporate and External Affairs Lloyd's Register

Tom Boardley is Executive Vice President and Global Head of Corporate and External Affairs of Lloyd's Register, which provides ship classification services to a large global fleet. Founded in the City of London in 1760, Lloyd's Register works closely with shipbuilders, shipowners and insurers to ensure ships are safe to operate throughout their life. It also provides technical advice to the marine industry on environmental and regulatory matters. Tom joined Lloyd's Register in April 2009 and is responsible for worldwide operations as well as strategy and business development. From July 2012 to July 2013, Tom also took on the Chairmanship of IACS, the International Association of Classification Societies.

Tom was elected Vice-President of the UK Chamber of Shipping and will serve as President during 2015-2016.

Prior to joining Lloyd's Register, Tom had held several senior management positions in the container shipping and ports industry. At the Japanese shipping giant NYK, he had managed the European operations for the container shipping division, including the co-ordination of related activities including inland logistics and supply chain management for major Japanese manufacturers.

At P&O Ports, Tom had led business development and acquisitions activity, helping build a global network of container ports that was acquired by Dubai Ports World in 2006. He had

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#### SPEAKER BIOS

also managed the Canadian business post-acquisition, based for a year in Vancouver B.C.

For the first 24 years of Tom's career, he was with the container shipping division of P&O, originally trading as OCL and subsequently as P&O Nedlloyd. He held various management roles in the UK, Taiwan, Korea and Japan before being appointed as Director for Australia and New Zealand, based in Sydney, in 1996.

Tom is an engineering graduate of Oxford University and is also a fellow of the Royal Institute of Naval Architects.



#### 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.

7 th Annual Capital Link
Operational Excellence in Shipping Forum
Best Industry Practices – A Competitive Advantage
Wednesday, November 1, 2017 - Divani Caravel Hotel, Athens



### 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 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 member of the Greek Technical Committees of DNV GL and BV.



#### Bill Box Senior Manager Commercial INTERTANKO

Bill Box is Senior Manager Commercial with INTERTANKO, where he headed up Communications & Public Relations for

12 years before that. He is also responsible for relationships with, and service of, the Association's Members in Greece and Cyprus. Before that he spent 12 years as a shipping journalist with Seatrade, and had previously worked in tanker chartering/scheduling for several tanker owners (Teekay, Troodos) and an oil company (Marathon). He started out in the industry as a ship's agent with Agence Pomme and then as a shipbroker with Clarksons.

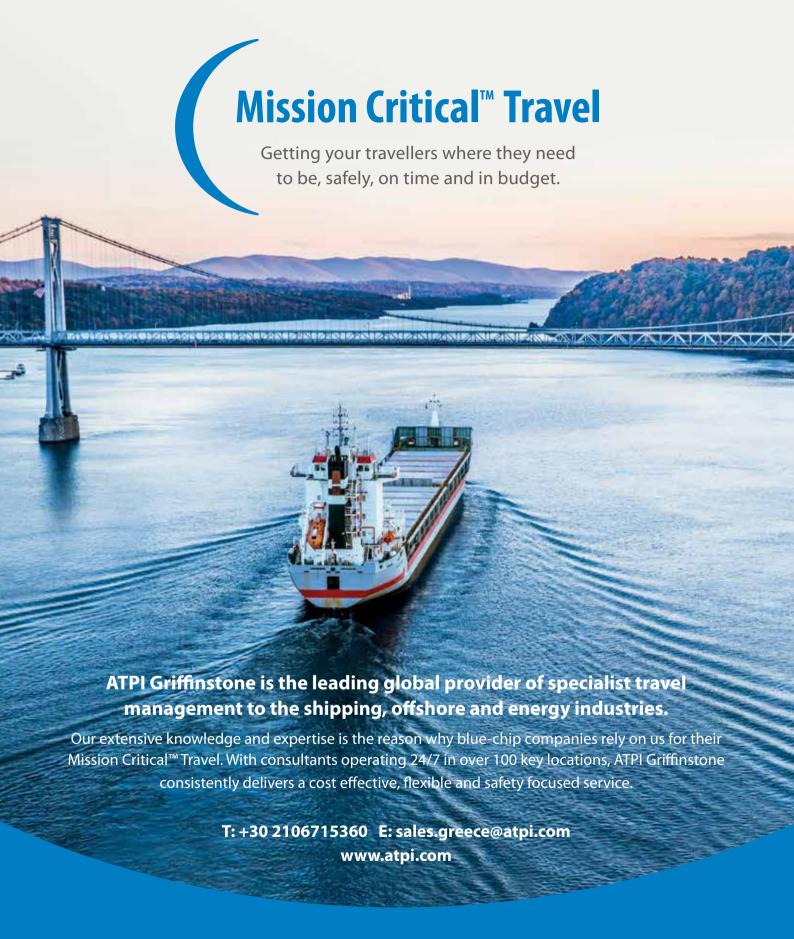


# Ioannis Chiotopoulos Regional Manager South East Europe & Middle East DNV GL Maritime

As of July 1st 2015 and after almost 15 years working in Korea and China, Ioannis Chiotopoulos returned to Greece in order to take the position as Regional Manager for Maritime Region East Med., Black & Caspian Seas which was expanded on 1st January of 2016 and renamed to Maritime Region South East Europe & Middle East.

A marine engineer and naval architect by education, loannis Chiotopoulos joined DNVGL in 2000 after several years of work experience in Greek shipping companies.

He has held a variety of positions within the company, such as Fleet in Service and Newbuilding Surveyor, Site Manager, New-building Production Manager and District/Area Manager in Greece, Korea and China.







#### SPEAKER BIOS



Maria Christopoulou Quality & Training Manager Neda Maritime Agency Co. Ltd.

Maria Christopoulou is a Law graduate of the National & Kapodistriakon University of Athens, Bachelor Degree in European Affairs

& International Studies and with a minor in Journalism.

She has been active in the shipping industry for over 15 years, working in key role positions related to Safety and Quality.

She has been working for Neda Maritime since 2004 first as Safety & Quality Coordinator, later as Deputy Safety & Quality Manager and since 2014 as Quality & Training Manager. Since 2014 she is also the company MLC representative.

As the Quality & Training Manager she introduced the digitalization of the company's training systems and processes by applying innovative, customized solutions, and achieved certification of Neda Maritime as an "Approved Training Provider" by Lloyd's Register.

She is an ISM/ISO certified Auditor and company's ISO 9001 representative, and was elected and served as Chairperson of Helmepa's Training Committee from April 2011 till September 2017

Since March 2016, she is coordinating Neda's campaign on "Resilience", a project that has received the 2016 Safety4Sea Excellence Award.



Stephen A. Cooper President Fourth Insurance Office, Inc.

Stephen A. Cooper is Founder and President of Fourth Insurance Office, Inc. which he founded following 40 years at major national

brokers advising large privately held and public companies as a risk management generalist.

One of very few multi-credentialed advisors, Stephen started Fourth to serve a curated list of legacy clients and new assignments with transaction related advisory services, focusing on management liability and insurance portfolio management. He received an MBA from St. John's University and has completed multiple insurance related certifications through programs administered by the Wharton School (CPCU, CEBS, ChFC, and CLU).

Panagiotis Drosos
Managing Director
Tsakos Columbia Shipmanagement
(TCM)

Capt. Panagiotis Drosos has a marine background being a graduate of the Greek Merchant Academy of Aspropyrgos. Whilst original operational expertise during his career was developed by serving both on board a number of vessels and ashore at Tsakos Shipping and Trading SA.

Thereafter Capt. Drosos has served as Chief Executive Officer in Almi Tankers for 4 years, having successfully undertaken to initiate and establish the company's activities in tanker operations. As of September 2013 Capt Drosos has been appointed in the post of Deputy Managing Director in Tsakos Columbia Shipmanagement ("TCM") S.A. on a transitional mode to take up the post of Managing Director of the Company. Capt. Drosos has been delegated the position of Managing Director of Tsakos Columbia Shipmanagement ("TCM") S.A. as of January 1st, 2014.



Dimitrios Fafalios President / Director Fafalios Shipping S.A.

Dimitrios Fafalios has been President/Director of Fafalios Shipping S.A. since 2008.

From 1984 to 2008, Mr. Fafalios has held various positions in Fafalios Ltd. London, including Technical Manager, Technical Director with responsibilities for vessel Maintenance, Newbuildings, S&P, and Technical support for Chartering, Insurance, Post-Fixture, Finance and other departments. He has worked closely with many of the major classification societies and International Organizations for rule development and implementations.

Mr. Fafalios received his Bachelor of Science degree in Naval Architecture and Ship Building from the University of Newcastle upon Tyne in 1980 and Master of Science in Ocean Systems Management from MIT in 1982.

Mr. Fafalios holds senior or leading posts on committees as below:

ABS (American Bureau of Shipping)

DNV-GL (Det Norske Veritas-Germanischer Lloyd)

HCS (Hellenic Chamber of Shipping)

ICS (International Chamber of Shipping)

INTERCARGO (Technical Committee & Management Committee)

LR (Lloyds Register)

NK (ClassNK Nippon Kaiji Kyokai

Piraeus)

RINA (Registro Italiano)

• UGS (Union of Greek Ship Owners)



Rear Admiral Linda L. Fagan
Deputy Commandant for Operations,
Policy, and Capabilities
United States Coast Guard

Rear Admiral Fagan serves as the U. S. Coast Guard Deputy Commandant for Operations, Policy & Capabilities, where she is responsible for establishing and providing operational strategy, policy, capability and resources to meet national priorities for U. S. Coast Guard missions, programs and services. Rear Admiral Fagan's prior flag officer assignments include service as the First District Commander and the Deputy Director of Operations for Headquarters, United States Northern Command.



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Additionally, Rear Admiral Fagan is currently recognized as the Coast Guard's first-ever Gold Ancient Trident for being the officer with the longest service record in the Marine Safety Field. In this role, she serves as an advocate and senior advisor for the Service's Prevention workforce.

Rear Admiral Fagan's 31-year career has taken her to all seven continents, from the snows of Ross Island, Antarctica to the heart of Africa, from Tokyo to Geneva, and many ports along the way. Prior to assignment to NORTHCOM, she served as Commander, Sector New York.

Rear Admiral Fagan has extensive interagency as well as intergovernmental experience. She has worked with both the International Maritime Organization and International Labor Organization on flag state and port state issues, including the development of the International Ship and Port Security Code (ISPS), and the Consolidated Maritime Labor Convention.



# Andreas Hadjipetrou Managing Director Columbia Shipmanagement Ltd

Andreas Hadjipetrou is the Managing Director of Columbia Shipmanagement Ltd, with more than 20 years of experience within the

organization. He has held various positions within the Cyprus office, as well as spending 7 years in Columbia's Hamburg office as Finance Director.

Mr. Hadjipetrou is a member of the board of Columbia Marlow Holdings primarily responsible for Group Marketing, Business development, Cruise vessel management and Procurment.

He represents the company in various boards of directors such as:

- Tsakos Columbia Shipmanagement (TCM), Athens;
- Cyprus Shipping Chamber (CSC);
- Cyprus Marine Environment Protection Association (CYMEPA);
- Cyprus Maritime Academy
- Asia Marine Philippines.

Mr. Hadjipetrou is UK educated holding a BSc in Economics from the University College London and an MBA in Total Quality Management.



Angie Hartmann Crew Manager - Starbulk S.A. President - WISTA Hellas

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.



# Stavros Hatzigrigoris Managing Director Maran Gas Maritime Inc.

Stavros Hatzigrigoris is the current Managing Director of Maran Gas Maritime Inc., a position which he has held since 2003. For the years

1992 to 2012 he held the position of Managing Director of Maran Tankers Management Inc. Stavros joined Anangel Shipping Enterprises S.A. in 1981 as a Superintendent Engineer.



#### Costas Ioannides CEO / Managing Director Marsh Brokers Ltd., Cyprus

Studied at the University of East Anglia, U.K. from 1986 to 1989 (BA (Hons) Economics and Quantitative Methods); Clayton University,

U.S.A. (Masters in Business Administration). Professional Memberships: Associate Member of the Chartered Institute of Insurance / Chartered Insurance Practitioner; Fellow Member of the Institute of Chartered Shipbrokers; Associate Member of the Chartered Institute of Arbitrators; Member of the Chartered Institute of Transport. Mr. Ioannides has over 26 years of experience in the insurance sector relating to marine and nonmarine, including captive management and has been CEO / Managing Director of Marsh Brokers Ltd., Cyprus Branch since 1999 (previously named HSBC Insurance Brokers Ltd.).

He holds a B.Sc. degree in Naval Architecture and Ocean Engineering from University College London, a M.Sc. degree in Marine Engineering from the National Technical University of Athens and has studied Management of Ship Operations in the University of Strathclyde. He is a Fellow of the Institute of Marine Engineers and has served as one of the SNAME International Vice Presidents. He is a member of the ABS Technical Committee, the Chairman of the DNV-GL Technical Committee and a member of the Greek Technical Committees of LRS, KR and CCS.



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Flott & Co. PC's knowledge and experience in the US taxation of international shipping ensure our clients understand the application of the US tax rules to their circumstances and that they meet their US tax compliance obligations in a timely and cost-efficient manner. For more information please visit our website: www.flottco.com.

Loukas Kaniaros Marine Operations Director of the Dry Division Chandris Hellas Inc.

Mr. Kaniaros holds an Honours Bachelor Degree in Marine Engineering of the Newcastle on Tyne University and a Master of Science Degree in Shipbuilding and ship production technology, of the University of Strathclyde Glasgow.

He has graduated from Aspropyrgos Naval Academy, holds a third Engineer's license. He has considerable sea service, shipbuilding, ship repair experience and technical management of ships, both dry and tanker.

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 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.

Prior to coming to IMO, Mr. Kenney served as The Judge Advocate General and Chief Counsel of the United States Coast Guard, attaining the rank of Rear Admiral. He was responsible for the delivery of all legal services to the USCG around the globe, with oversight of nearly 300 attorneys and 100 legal support personnel.

Mr. Kenney has spent nearly five years at sea, including service on a polar icebreaker as a deck watch officer and conducting law enforcement and security operations.

Mr. Kenney holds a juris doctor from the University Of San Francisco School Of Law, where he was editor in chief of the USF Maritime Law Journal. He also holds a B.A. in Economics from Michigan State University.



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

**Bureau Veritas Marine & Offshore** 

#### **Division**

Dr. John Kokarakis has extensive experience in ship design and operations, spanning over forty years. He was a consultant of SEALAND, AMERICAN PRESIDENT LINES and Matson Navigation for numerous aspects of containership design, operation and repair. He has investigated various maritime accidents worldwide of more or less notoriety including EXXON VALDEZ, Piper Alpha, Drillship SEACREST, Space Shuttle CHALLENGER etc.

He has served in various positions at ABS and Germanischer Lloyd with emphasis in design and construction. Currently, he is responsible for the technical business development in South Europe, Africa, Hellenic, and Black Sea & Middle East Zone at Bureau Veritas. His work focuses on the implementation of the "green" regulations with specialization in fuel saving techniques, slow steaming and speed optimization, hydrodynamic optimization, resistance and propulsion and performance monitoring. He is a member of the IACS Environmental Panel as well as the Chairman of the Greek Section of SNAME and the IACS/Industry Joint Working Group on MRV.

A graduate of National Technical University of Athens, he also earned a doctorate and MSEs in Naval Architecture and Mechanical Engineering from the University of Michigan.

#### George Kouleris Technical Director Prime Marine Mgmt.

George Kouleris serves as Technical Director 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.



Panos Kourkountis Technical Director Andriaki Shipping

Panos Kourkountis studied Naval Architecture and Mechanical Engineering in the National Technical University of Athens.

He joined Andriaki Shipping Co. Ltd in 1994. Panos is a member of Hellenic Technical Chamber (TEE), ABS Europe Technical Committee, Lloyd's Register Hellenic Technical Committee, DNV Greek Technical Committee, INTERTANKO Safety Technical & Environmental Committee, Marine Technical Managers Association (MAR.TEC.MA), Society of Naval Architects and Marine Engineers SNAME, Naval Architects Association of Greece, Mechanical Engineers' Association of Greece, Hellenic Institute of Marine Technology (ELINT)



Niki Shipping Company S.A. ("Niki") was founded in 1997 by Dr. Theophilos Priovolos. Since then, Niki has developed a successful track record and a proven expertise in sourcing, arranging and administering maritime assets through over \$3 billion of sale and leaseback transactions on vessels.

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# Danielle Lammens Maintenance Excellence Manager Exmar Ship Management N.V.

Danielle Lammens holds a Master degree of Chemical Engineer. In her career, she had several positions started as Process Engineer,

Project Engineer and Project Management at the EPC company John Brown, later Aker Kvaerner. Prior to joining Exmar Ship Management, she worked as Maintenance Manager at Moerdijk site of Shell Nederland Chemie BV, where she experienced the full reconversion of breakdown maintenance to planned maintenance. In order to achieve this reconversion, all units were subject of Reliability Centered Maintenance and Risk Based Inspection studies. At the same time the implementation of Condition-based Maintenance started on site.

In august 2014, Danielle decided to face a new challenge within Exmar NV as LNGi project manager and shortly after, November 2015, as Maintenance Excellence Manager at Exmar Ship Management NV. As Maintenance manager she is responsible of the entire existing fleet and for the new building projects. Her task is to determine the right maintenance philosophy and strategy for each business unit, each with different business objectives, and to bring the maintenance of the whole Exmar fleet to a higher level.



# Vasileios Lampropoulos Chief Operating Officer Thenamaris Ships Management Inc.

Vasileios Lampropoulos has graduated as Naval Architect and Marine Engineer from

National Technical University of Athens. Has been engaged in various European research projects during his academic period and while preparing his PhD. In 2000 joined Thenamaris Ships Management as Technical Superintendent, has supervised the construction of ten vessels as Site Office Manager in Korea and since then has served as Technical Manager, Chief Technical Officer and currently as Chief Operating Officer supervising a fleet of 82 vessels (78 in operation and 4 under construction).

#### Yanna Laskari Crew Manager TMS Dry Ltd.

Yanna Laskari started her carrier in shipping with TMS Group in 1995 which she joined again in 2008.

In between, Yanna has been working in the Crew Departments of two reputable shipping companies taking care of Bulk Carriers, Tankers, LPG's & LNG's vessels.

During her professional career Yanna's field of expertise is focused on Human Workforce of the Industry consequently she has over than 20 years' experience in this sector.

Yanna is a Crew Manager of TMS Bulker fleet, responsible / head of a crewing team which spreads over six countries and of crew manning agencies in four countries as well, also managing with her team safely and efficiently crewing and manning requirements

for a fleet of more than 65 vessels (Bulk Carriers, Containers and Offshore Support) not omitting the personal, professional needs and aspirations of our on board and on leave personnel, between 6 different nationalities.

Yanna Laskari is a dynamic professional with an acute understanding of personnel management and development. She holds Bachelor Degree in Human Relations and an MBA degree.



P.C. Laskaridis
Chief Executive Officer
Lavinia Corporation/Laskaridis
Shipping Co.Ltd.
President - European Community
Shipowners Associations

Panos Laskaridis was born in 1947 and has established Laskaridis Shipping Co.Ltd. in 1977 and Lavinia Corporation in 1978 which developed into a vertically integrated Shipping Group controlling a large Reefer, Bulker, Fish Factory and Tanker Fleet, two shipyards in Spain, fishing and fish trading activities, various agencies, shipbroking and shipoperating companies in Europe, the Far East, South America and the USA along with various other shipping related business. He oversees the day to day business of the Group which employs some 3500 people. He has over 40 years experience in shipping and has been involved variously in other Group related business in Leisure, Gaming and Real Estate. He holds a Mechanical Engineering Degree from Braunschweig University in Germany, a Master's Degree in Mechanical Engineering from Kings College and a Master's Degree in Naval Architecture from University College in London.

He was Chairman of the UK FD+D Club, is since 12 years a member of the Board of the Union of Greek Shipowners, President (as of 1/1/2018) of ECSA (European Community Shipowners Associations), a Member of the Committees of all major Clasification Societies in Greece, a Member of several Learned Societies, a Member of the Royal Corps of Naval Constructors, a Chartered Engineer and a Fellow of RINA, IMechE and SNAME.

Clay Maitland
Founding Chairman - NAMEPA
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 41 years and is now a managing partner and an owner of the company, which administers the Marshall Islands Ship Registry – the second 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



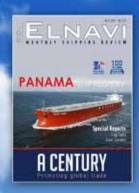
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her to the United States in 1946, aboard RMS Queen Elizabeth. Clay was educated at schools in Connecticut and received his B.A. degree from Columbia University in 1964, and his law degree from New York Law School in 1968. He was admitted to the New 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.



Michalis Malliaros Fleet Personnel Manager Euronav

Captain Michalis joined ESMH shore staff as HSQE Superintendent, in May 2012. In June 2015, he took responsibility of the

newly established Euronav office in Singapore as the General Manager, until he assumed his most recent position in ESMH as Fleet Personnel Manager, in 2017. Captain Michalis obtained his Captain Class A license in 2006 from the Merchant Marine Officers' Training Center (KESEN). His seagoing career started at the age of 20 as a deck cadet on board a Ceres Bulk carrier.

All his sea service has been mainly on board Ceres & Euronav vessels. He has served as a Master on board Euronav tankers for 3 years. He is a member HELMEPA since 1993 and a Fellow of the Institute and an official Chartered Shipbroker, FICS since 2012.



Stavros Meidanis DPA/ CSO, Safety & Quality Manager Capital Ship Management Corp.

Stavros first joined Lloyd's Register 1999 and worked as a Marine Surveyor and Quality Lead Auditor, until 2003. From November 2008, he

was promoted to Principal Surveyor and Global Manager for Marine Management Systems, leading the Global LRQA/Marine Business Centre, focusing on LR's Group Strategy regarding Marine Management Systems and its implementation into the Supply Chain across the world.

From August 2013, he joined the leading Shipping Company Capital Ship Management Corp, taking the position of Safety Manager, DPA & CSO. He is responsible for Company's entire fleet, currently 62 vessels - including Oil/ Chemical Tankers, Bulk Carriers and Containers. His efforts are mainly focusing on development and implementation of Company's Strategy with regards to Safety, Environmental and Energy Performance, along with inspection SIRE Programme and relationships with Industry Partners.



David Nichol
Senior Loss Prevention Executive
Thomas Miller P&I (Europe) Ltd.

David is a master mariner with seagoing experience on bulk carriers and tankers. Upon coming shore, he was employed for two years

as a claims manager with a Piraeus based P&I correspondent and broker before joining a well-respected marine survey company in Greece. From 1997 to 2010 he managed his own marine consultancy with the majority of work being P&I related. The scope of instructions included marine casualties, oil pollution, cargo damage, personal injury incidents, condition surveys and expert witness.

From 2010 he was employed as a senior claims executive with a Group P&I club handling a wide range of P&I and FD&D claims for their Greek membership. In 2014 he joined the loss prevention department of the UK P&I Club where his activities have included performing shipboard risk assessments, contributions to the Club's published output, assisting Members with operational enquiries and active participation in Members crew training seminars worldwide.



Dimitris Orfanos Chief Operating Officer Dorian LPG Management

Dimitris Orfanos is the Chief Operating Officer of Dorian LPG Management in Piraeus, the technical management unit of NYSE listed

Dorian LPG. Dorian has been a traditional oil and LPG tanker owner/manager which completed a significant expansion in 2014-2016 with 19 new very large LPG vessels delivered within a span of less than 20 months.

The shore office in Piraeus grew accordingly, tripling its staff and undergoing progressive change at all levels while maintaining full commercial eligibility with all blue chip oil majors. Dimitris is especially focused on efficient operational policies, human resources management ashore and onboard and building close links with the fleet.

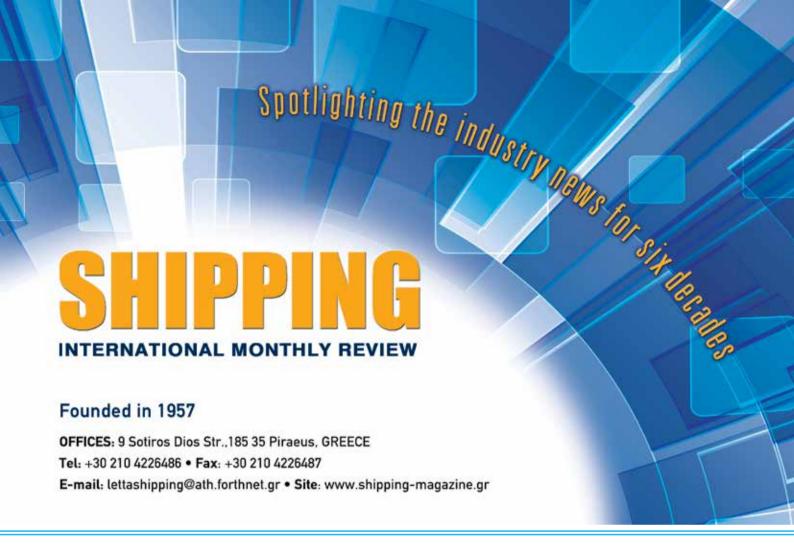
Dimitris is an ex-seafarer having come ashore in 2004 and has previously held the positions of Safety Officer and HSEQ Manager. He holds Master's and Postgraduate Diploma degrees in International Shipping Management from Plymouth University, UK. He is a member of the Institute of Chartered Shipbrokers and has presented in various safety and shipmanagement focused forums and events.



#### George Ousantzopoulos Head of Safety/Vetting Almi Tankers

George Ousantzopoulos has focused the last 8 years of his professional career supporting the creation of Almi Tankers S.A. together

with an enthusiastic team of qualified, motivated and competent people.





#### Naftemporiki newspaper is the leading Greek financial and business newspaper.

Founded on March 1924 by Panos and George Athanasiadis, it became the cornerstone of the financial press in Greece. Its leadership in all fields, places Naftemporiki first among the Greek financial Press. First in circulation and readership daily financial newspaper, owns of the most popular web site (www.naftemporiki.gr) among the Greek sites, winner of numerous awards such as Grand Ermis, Ermis Gold - Best Media Site and 3 Gold and 1 Silver Digital Media Awards 2015 – Best Homepage, Best Reader Tool, Best Vertical, Best App. One of the main features of Naftemporiki is the highest quality of news and information provided to its readers, covering all financial and business activities in Greece and abroad, offering full and broad coverage of political, cultural, artistic and sports events. Naftemporiki participates as a co-organizer/ media sponsor in business-oriented forums, conferences and exhibitions, whereas through its own business unit N-Education, organizes specialized seminars for business executives. Since 2010, "P. Athanasiadis SA" company (owner of Naftemporiki newspaper) is running a cultural-entertainment city guide www.clickatlife.gr. Continuing this growing strategy and exploration of new markets, on April 2012 "P. Athanasiadis SA" acquired pestaola. gr, a popular site for technology news. Since 2014 Naftemporiki provides through its business unit "Red Pixel" (www.redpixel.gr) digital services, exploiting 19 years of experience. Finally, in 2015 business unit "N-conferences" (http://events.naftemporiki.gr) starts, organizing business conferences and events.

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URL: <a href="www.naftemporiki.gr">www.naftemporiki.gr</a> e-mail: info@naftemporiki.gr

George studied Naval Architecture and Marine Engineering (NTUA) and completed his MBA in "Techno-Economical Systems" at the two-year joint program of the NTUA, the National Kapodestrian University of Athens and the University of Piraeus. He never stops investing in lifelong learning and seeks opportunities to contribute to the improvement and sustainability of the shipping industry.

In his career George has worked for oil and gas carrier companies in leading roles on Health, Safety, Security, Quality and Environmental as well as Technical matters. Presently at Almi Tankers S.A. apart from being the Head of the HSQE, CSO and Vetting departments, he is also co-leading two of the company's Strategic Focus Groups, "Internal Processes" and "Customer Satisfaction".



#### Michalis Pantazopoulos Managing Director LISCR (Hellas) S.A.

Michalis Pantazopoulos, has more than 30 years working experience in shipping and offshore industries in Greece and United

States. Right after graduation with a PhD in Mechanical/Ocean Engineering, University of Washington, in 1987 he joined EXXON Corporation where for the next ten years served in engineering and managerial positions in offshore and marine engineering fields including 2 years of service as technical support to Exxon's legal team in the EXXON VALDEZ trial. Upon returned to Greece in 1996, he joined ABS Consulting (American Bureau of Shipping) in managerial positions serving the shipping and offshore industry in Greece and in south Europe respectively, followed by three years with AVIN INTERNATIONAL as Manager of the Fleet Services Division.

Since 2004, Michalis is part of the Liberian Registry, the largest quality registry in the world, serving in their Piraeus office as Senior Vice-President.

A regular speaker and contributor to shipping and technical magazines and journals, Michalis has been affiliated with several shipping and technical committees including INTERTANKO Associate Members Committee, Society of Naval Architects & Marine Engineers of USA and Greece where he served as President, American Society of Mechanical Engineers, Technical Chamber of Greece, HELMEPA, Propeller Club etc.



Dimitris Patrikios Chief Operating Officer Springfield Shipping (Onassis Group)

Since 1988 he works in the Shipping sector of the Onassis Group, where he served in various positions.

He was born and raised in Athens. He is a graduate of Lycee Leonin High School and holds a BSc in Mathematics from the University of Athens, a BSc in Business Administration from the University of Piraeus.

He completed his post-graduate studies in London; he earned a MSc in Management Science from the Imperial College.

Member of INTERTANKO Council and Vice-Chairman of the Intertanko Mediterranean Panel, Member of the DNV, NK and KR Greek Committee and Fellow Member of ICS (Institute of Chartered Shipbrokers).

# John Platsidakis Chairman of Intercargo Managing Director of Anangel Maritime Services Inc.

John Platsidakis holds a Bachelor Degree in Mathematics from the University of Thessaloniki (1974), a Master's Degree in Operational Research from the London School of Economics (1976) and a Master's Degree in Economics and Econometrics from the University of Southampton (1977).

John Platsidakis was employed from 03/1978 until 12/1988 by Bank of America in ship finance in Athens, Piraeus and London, from 01/1988 until 12/1988 by Marmaras Navigation as Finance Director, and from 01/1989 until presently by Anangel Maritime Services as Managing Director and Director of the Angelicoussis Shipping Group.

John Platsidakis is Member of the Board of Directors (since 1994) and the Executive Committee of the Hellenic Chamber of Shipping (since 1998), the Board of Directors of the Union of Greek Shipowners (since 2015) and the Council (since 2007) and the Executive Committee (from 2009 until 2015) of Intertanko. He was Founding Member and President of the Society of Greek Alumni of the London School of Economics from 1981 until 2005 and Member of the Advisory Board of the Hellenic Observatory at the European Institute of the London School of Economics from 1987 until 2006.

John has been engaged with Intercargo as Member of the Executive Committee since May 2002, Vice Chairman from November 2004 until October 2012 and Chairman since October 2012.

John has been included in Lloyd's List 100 Most Influential People in the Shipping Industry in 2013, 2014 and 2016.



#### Apostolos Poulovassilis CEO Aegean Shipping Management S.A.

Mr. Poulovassilis joined Aegean Shipping Management (ASM) in Piraeus, Greece in January 2017 and in his role as Chief Executive

Officer is effectively leading all the activities of the Company to ensure safe, clean and efficient operations with optimal return on investment and long- and short-term growth.

Before joining ASM, Mr. Poulovassilis spent 2 years at Eletson Corporation as Chief Operating Officer, with operational responsibility for the fleet of managed oil/products tankers and LPG carriers.

Prior to this, Mr. Poulovassilis was the Regional Marine Manager of Lloyd's Register for Europe, Middle East and Africa, a position he held from January 2009, with full responsibility for operations, service delivery and business development in the Region.

Mr. Poulovassilis first joined Lloyd's Register in the UK in 1989 and worked as a marine surveyor in a number of key locations until 1996, when he took over responsibility for development of Lloyd's Register's management systems business in Greece. He has also been responsible for development and management of the International Safety Management (ISM) centre in Piraeus. In 2003, he was appointed as Area Manager for East Mediterranean and Black Sea Lloyd's Register's operations and, in 2007, he also became Managing Director of Hellenic Lloyd's S.A.

Mr. Poulovassilis obtained a BEng from Imperial College of Science and Technology in London, UK and an MSc in Marine engineering from University College London.



# Theofanis Sallis General Manager, Operations GasLog Ltd.

 As General Manager Operations, Fanis is responsible for all aspects related to operations across LNG carriers by providing

leadership to multifunctional teams, ensuring that systems and process management procedures are developed, implemented and standardized to ensure GasLog fleet is running safely and effectively.

- Close to 25 years' experience in the shipping industry, mainly involved with the operation of oil, chemical and for the last 15 years LNG tankers.
- Served in various positions within GasLog (prior 'Ceres LNG') since 2005 and as Innovation & Technology Manager & Deputy GM from 2010 to 2014.
- Worked at Ceres Hellenic Shipping Enterprises from 1998 to 2005 as a Superintendent Engineer, New Building Site Manager and later on as Ship Manager.
- Graduate of the National Technical University of Greece, has an MSc in Chemical Engineering and an MSc in Naval Architecture & Marine Engineering.



Tyler Schapiro Senior Analyst Fourth Insurance Office, Inc.

Tyler Schapiro, CPA is a Senior Analyst at Fourth Insurance Office, Inc. Tyler began his career as a risk management consultant with

Deloitte in New York, advising public companies on the design and implementation of financial and technology controls. Prior to joining Fourth, he was an Analyst with BNP Paribas, working with clients in the transportation sector.

He received his BS in Finance and Accounting and MS in Accounting from Syracuse University. Additionally, Tyler is a certified public account (CPA) and has passed all three levels of the Chartered Financial Analyst (CFA) program.



#### Stylianos I. Siafakas Chief Executive Officer Dromon Maritime Inc.

Mr. Stylianos I. Siafakas is the CEO of Dromon Maritime Inc. 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 & executive positions, setting up 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 Shipping Law and Finance as well as Mechanical & Aeronautical Engineering. Continuous Education, Qualifications & Certification obtained, include between others: Lead Auditor, Risk Management, Media Response, Incident Investigation, Crisis Management, Train the Trainer, Behavioral Analysis, OPEX Optimization etc.

He has been also involved in several Shipbuilding and Management Take over projects during the last 10 years. He has participated in 3 IPOs for Nasdaq and NYSE.



# Martin Slade Lecturer, Director of Research Yale University Occupational & Environmental Medicine

Marty Slade is Director of Research for the Yale University Occupational & Environmental Medicine Program within the School of Medicine. He is also Co-Director of the Yale University Maritime Research Center. Mr. Slade also holds appointments of Lecturer for Yale University School of Medicine and Yale University School of Public Health. He earned a BS in aerospace engineering at Syracuse University, where he was graduated as a General Motors Corporation Scholar, and earned his MPH at Yale University.

Mr. Slade's work focuses on the development of analytical models to evaluate the effects of physical, social and environmental factors on the patterns of disease and injury within the workplace setting, including non-traditional settings such as the military and merchant mariners. Mr. Slade has contributed to the analysis of a large census-based epidemiological database related to the assessment of drinking water contamination, the statistical reconstruction of an epidemiological study of a childhood cancer cluster, and a formal meta-analysis of brain cancer in the rubber and tire industry and a decision-analytic assessment of screening tests for beryllium sensitization. He has been the lead statistician for four clinical trials conducted by the U.S. Department of Defense; three to determine the effect of pharmacological agents on prevention of noise induced hearing loss and one to ascertain the efficacy of a pharmaceutical intervention on mild traumatic brain injuries.

He is also a board member of the U.S. Department of Defense Hearing Center of Excellence's Pharmaceutical Interventions for Hearing Loss.



# Theodosis Stamatellos South Europe Marine and Offshore Manager Lloyd's Register

Theodosis graduated in 1985 from Athens College and got his Naval Architecture and Marine Engineering diploma from the National Technical University of Athens where he continued to work in research activity. After completing his military duties in the Navy and at Elefsis Shipyards he started his professional career with ABS where he stayed till 2006 as the Hull Plan Approval Manager. Theodosis then joined Lloyd's Register where he is currently working as the Marine & Offshore Regional Manager for South Europe, having the additional responsibility of the LR South Europe Lead, coordinating common actions for all three LR business streams in the Region (Marine & Offshore, LRQA & Inspection and Energy).

He has served as the elected chairman of the TEE Scientific Committee of Naval Architects and Marine Engineers, member of the Board of the Hellenic Register and Board member of several local community organizations. He speaks French and English, has studied classic guitar and percussion and has been a member of the Philothei Athletic club. He is married with two children



#### Stefanos Stylianos Quality Fleet Manager Minerva Maritime

Stefanos Stylianos is the Safety, Quality & Marine Manager / DPA of Minerva Marine Inc. He is an active member of INTERTANKO

Vetting Committee, founding member of Hellenic Maritime HSQE forum, member of ITOSF and other working groups promoting maritime safety and best practices.

Stefanos started his career with the American Bureau of Shipping as a plan approval engineer and field surveyor specializing in tankers, covering all aspects of Classification. Later joined Shell in their Quality Assurance headquarters in London were he gained unique experience in cultivating advanced safety culture and auditing skills with extensive exposure to global shipping operators. He moved to Greece in 2010 joining a traditional Ship Operator, Andriaki Shipping as Vetting & Compliance Manager before joining Minerva Marine Inc.

Stefanos has a Masters from Newcastle University and Bachelor of Science from University College London in Naval Architecture and Ocean Engineering.

He brings to the panel a balanced of technical and commercial experience from both sides of the industry.



George M. Teriakidis
Regional Business Development
Manager
DNV GL (Classification Society)

George Teriakidis is a naval architect and currently holds the position of Regional Business Development Manager in DNV GL Greece.

He studied in the University of Newcastle upon Tyne in UK, naval architecture (B.Eng.) and continued his studies with a master degree (M.Sc.) on Ship Production Technology in the University of Strathclyde, in Glasgow.

Upon completing his studies he started working for the classification society DNV as a trainee surveyor in Dubai, U.A.E. Till 2008 he became a senior surveyor and got specialized in the surveys of various ship types. He also became responsible for the CAP service in Middle East and India as well as a deputy manager for the DNV Maritime Service Centre of Dubai. During August 2008 he moved to Greece and started dealing with business development and customer service management for shipping as well as oil & gas. Since the merger of DNV and GL (2013) he has been working as the Regional Business Development Manager, responsible for the region of east Mediterranean, black and Caspian Sea. He has delivered various presentations and participated in various conferences.

He is married and has one daughter. Beyond his family, he loves music, movies and photography.



#### George P. Thanopoulos Technical Manager (BC) Neda Maritime Agency Co Ltd.

George P. Thanopoulos is the Technical Manager (BC) of Neda Maritime Agency Co Ltd. Since graduation from the National

Technical University of Athens (1993, degree in Mechanical Engineering) and the University of Newcastle upon Tyne (MSc in Marine Engineering), he worked for various major Greek shipping companies in the area of technical management. He has over 20 years' experience in the shipping industry and has dealt with various repair, conversion and NB projects worldwide. Since January 2002 he has been employed by one of the leading Greek ship-owning groups in Piraeus, and is currently responsible for the smooth technical operation / performance as well as the technical regulatory compliance of the fleet.



#### Despina Panayiotou Theodosiou Chief Executive Officer Tototheo Maritime Ltd

Despina Panayiotou Theodosiou is joint Chief Executive Officer of TOTOTHEO MARITIME, an Organization offering maritime services

with specialization in maritime satellite communications. She has been with the group since 2005, starting as an operations assistant and working her way up the ranks, reaching the top management position in 2016.

Since 2013, Despina is a member of the Board of Directors of the Cyprus Shipping Chamber, being the first woman ever to be elected since the Chamber's establishment in 1989, and is chairing the Chamber's Development Committee since 2015.

In 2011 Despina founded WISTA Cyprus – a member of WISTA International – and is the Association's current President. In 2017 during the International AGM in Rotterdam, Despina was elected President of WISTA International and as of October 2017 Despina will become the President of WISTA International.

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.

Despina is the national advocate for the European Commission's "Equality Pays Off" Initiative and was included in the list of the 120 powerful & influential women in Cyprus (Gold Magazine, May/June 2017). She won the titles of "Top Professional" and "Cyprus Business Woman of the Year" at the 9th National

Cyprus Business Woman of the Year Awards 2015. This year she was nominated for the Madame

Figaro Women of the Year Awards in the category of Businesswoman/Professional. She was also proclaimed as an Honorary Fellow of the Cyprus Institute of Marketing (April 2017).

She is frequently asked to contribute as a speaker or moderator to industry-related conferences and is often asked to speak about her experience as a young female leader in the maritime industry. She has recently been asked to act as a mentor for the program Women Fit for Business (WF4B) Cyprus a collaboration between EY Cyprus and AIPFE Cyprus – Women of Europe.

Despina holds a bachelor degree in Economics from the National and Capodistrian University of Athens, an Executive MBA in Shipping and Logistics from the Copenhagen Business School and a Postgraduate Diploma in Financial Strategy from the University of Oxford – Said Business School. Believing in (and advocating for) continuous education, she will begin the MSc in Major Programme Management at the University of Oxford – Said Business School in October.

She is married to Socrates and they have a three- year old son, Ektoras.



#### Socrates Theodossiou Chief Executive Officer Tototheo Maritime Ltd

Socrates Theodossiou is the CEO of Tototheo Maritime Ltd. He began his professional career with Tototheo Maritime shortly after his studies

in 2001. He holds a Bachelor Degree in Business Administration and a Master's Degree in Marketing Management. During his career, he was trained and certified by leading manufacturers in bridge equipment and services on-board thus having a broad technical knowledge in navigation, safety, IT and satellite communications. He was subsequently certified to train and approve other engineers to carry out onboard services.

He is an active member of the maritime community, being the chairman of the Cyprus Shipping Chamber's E-navigation working group. Socrates is a member of the PortCDM International Council and a partner of the Cyprus University of Technology (CUT) for research, development and testing of new technologies. He participates in the biggest e-navigation testbed globally, Sea Traffic Management (STM) which started in 2013 and will end in 2018. Socrates' motivation is his passion for new technologies within the maritime sector and mobile satellite communications. He recently founded MarineFields, a company that specializes in the Connected Ship, Ports and People concept with the latest project being the development of port collaboration decision making services.



#### Pericles Tzardis Chief Medical Advisor ShipMedCare LTD

Pericles Tzardis, MD, is Chief Medical Advisor of ShipMedCare LTD. Prior to joining the Shipping sector through the establishment of

ShipMedCare LTD, 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 22 years of experience in the shipping industry. Mr. Vastarouchas initially joined Danaos in 1995 and prior to becoming Technical Manager he was the New Buildings Projects and Site Manager, under which capacity he supervised newbuilding projects in Korea for 4,250, 5,500 & 8,500 TEU containerships.

He holds a degree in Naval Architecture & Marine Engineering from the National Technical University of Athens, Certificates & Licensees 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 and Certified Negotiator (SNI).



#### Kostas G. Vlachos Managing Director Consolidated Marine Management Inc.

Mechanical / Electrical Engineer graduated from Technical University of Athens.

For 15 years he worked as a representative member for the Hellenic Flag Administration in IMO and EU in Safety and Environmental committees.

He is currently the COO of Latsco Shipping Ltd and the Managing Director of the subsidiary company the Consolidated Marine Management Inc. having full control and responsibilities on technical and operational matters of the vessels belonging to the corporate company. Member of ABS, DNV-GL, LRS, National and technical committees. Chairman of Intertanko Hellenic Mediterranean Panel and a Council representative of Greece member. Member of the ExCom of Intertanko. Member of Intertanko Safety, Technical and Environmental Committee (ISTEC) and of Intertanko Gas Committee. Member of the common working group OCIMF-Intertanko, which was established in 2015 with the aim to reviewing and promoting Human Element matters of common interest. Member of General Purpose Committee of SIGTO.

Speaker in various fora related to Safety, Environmental and Technological developments, such as Intertanko, Mare Forum, Newsfront, Capital link, Lloyds Gas Forum, DNV-GL safety forum, Safety4Sea and others.





# Panos Zachariadis Technical Director Atlantic Bulk Carriers Management Ltd

Panos Zachariadis is Technical Director of Atlantic Bulk Carriers Management Ltd since 1997. The company currently operates 22 bulk

carriers. From 1984 to 1997 he was Marine Superintendent in the company's New York office. His 35 year shipping experience spans diverse areas including sea service in bulk carriers and oil tankers, dry dock repairs, new-building supervision, negotiations and specifications, ship operations and chartering. He holds a BSc degree in Mechanical Engineering and a MSE degree in Naval Architecture and Marine Engineering from the University of Michigan.

He has been attending IMO since 2004 as a member of the Greek delegation. He was extensively involved with IMO's Goal Based Standards which review and approve the IACS Common Structural Rules with the intention of more robust and safer ships. He was also instrumental in the Greek study which reversed the IMO decision to make double hull bulk carriers mandatory, and instrumental in development of the new IMO coating standard (PSPC) for all ships' ballast tanks. Currently he is involved in the new IMO environmental regulations for ships. Together with major shipyards he has applied numerous energy saving ideas, some of which have become industry standards.

He has written numerous technical guides, papers and articles and has been awarded the 2011 Efkranti Shipping Personality award for promoting Greek Shipping internationally and the 2017 Hellenic Shortsea Shipowners Association "Shipping Personality" award. Member of Hellenic Chamber of Shipping and Union of Greek Shipowners technical committees, BIMCO Marine Committee, ABS European Technical Committee, LR Technical Committee, American Society of Mechanical Engineers, SNAME, BOD HELMEPA and MARTECMA.



#### Terence Zhao President Singhai Marine Services

Terence has been working in maritime education and manning industry for more than 25 years. He was lecturer in COSCO Qingdao

Ocean Shipping Mariners College and later on joined China Shipping Group as Managing Director of its manning arm MASES Singapore before he founded Singhai in November 2004.

Terence graduated from Shandong University of China with a BA in Electronics Science. He obtained his MBA from National University of Singapore, and MSc in Maritime Studies from Nanyang Technological University.

Singhai has developed a dedicated team consisting of professionals and experts with rich experience in seafarers manning and training. Our Managers mainly consists of seagoing masters and chief engineers sailed in the respective international shipping companies. Our frontline staff are graduates from maritime universities and colleges.



#### Capital Link - New York - London - Athens - Oslo

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www.capitallink.com - www.capitallinkforum.com - www.capitallinkshipping.com

With its headquarters in **New York** and presence in **London**, **Athens** and **Oslo**, **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 has a leading position globally in the area of Investor Relations with respect to shipping, as it cooperates with 25 shipping companies listed on the two 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, London, Athens, Shanghai and Limassol. Finally, it also maintains a shipping portal <a href="https://www.capitallinkshipping.com">www.capitallinkshipping.com</a> with information on all UK and US Listed shipping Companies.

Since January 2011, Capital Link has expanded its activities in the field of Corporate Social Responsibility, by creating the portal <a href="www.csringreece.com">www.csringreece.com</a>, an innovative website that bridges the communication between companies and organizations that represent the Society. It is a centralized source of information for all news relating to CSR and provides a platform for the Associations from all over Greece. This year we organize the 6th Annual Corporate Social Responsibility Conference.

In parallel, Capital Link has created the English portal <u>www.maritimecsr.com</u>, which presents the CSR actions and regulations that apply in the Shipping sector internationally in order to serve as a centralized source of information for all the issues of CSR towards a wide audience that includes Government officials, non-Governmental organizations, industry associations, the investment community etc. In addition, Capital Link is organizing the Annual Capital Link Maritime CSR Forum. The 6<sup>th</sup> Annual CSR Forum will take place in London on Wednesday, November 2, 2016.

Companies and investors are increasingly focused on Corporate Social Responsibility (CSR), not only as a mean to achieve corporate governance, but also as a measurable, specific way to increase the value for the shareholders and profits. The activities of Capital Link are focused in enhancing the flow of information regarding the CSR practices and benefits to a wider community and focus on showing how CSR affects valuation of a company and the capital cost by facilitating the flow of information and by providing an effective networking platform for industry professionals, bankers, brokers and investors. On March 13<sup>th</sup>, 2013 we organized the CSR Conference "CSR & IR – Maximizing Shareholder Value" in cooperation with the New York Stock Exchange and the participation of major companies and important organizations.

Capital Link's efforts have been recognized by the 2011 Greek Shipping Lloyds Awards in 2012 and 2013 by Intercontinental Finance Magazine and in 2016 by the Wealth & Finance Magazine. Mr. Nicolas Bornozis has been personally honored for his relentless, efficient and highly effective efforts to promote Greece and Greek Shipping abroad and among the international investment community by the International Propeller Club of the United States and the AHI-American Hellenic Institute.

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.



#### **Investor Relations & Financial Advisory**

Operating more like a boutique investment bank rather than a traditional Investor Relations firm, our objective is to assist our clients enhance long term shareholder value and achieve proper valuation through their positioning in the investment community. We assist them to determine their objectives, establish the proper investor outreach strategies, generate a recurring information flow, identify the proper investor and analyst target groups and gather investor and analyst feedback and related market intelligence information while keeping track of their peer group. Also, to enhance their profile in the financial and trade media.

In our effort to enhance the information flow to the investment community and contribute to improving investor knowledge of shipping, Capital Link has undertaken a series of initiatives beyond the traditional scope of its investor relations activity, such as:



#### www.CapitalLinkShipping.com

A web based resource that provides information on the major shipping and stock market indices, as well as on all shipping stocks. It also features an earnings and conference call calendar, industry reports from major industry participants and interviews with CEOs, analysts and other market participants.



#### **Capital Link Shipping Weekly Markets Report**

Weekly distribution to an extensive audience in the US & European shipping, financial and investment communities with updates on the shipping markets, the stock market and listed company news.



#### www.CapitalLinkWebinars.com

Sector Forums & Webinars: Regularly, we organize panel discussions among CEOs, analysts, bankers and shipping industry participants on the developments in the various shipping sectors (containers, dry bulk, tankers) and on other topics of interest (such as Raising Equity in Shipping Today, Scrapping, etc).



#### Capital Link Investor Shipping Forums

In New York, Athens and London bringing together investors, bankers, financial advisors, listed companies CEOs, analysts, and shipping industry participants.



#### www.MaritimeIndices.com

Capital Link Maritime Indices: Capital Link developed and maintains a series of stock market maritime indices which track the performance of U.S. listed shipping stocks (CL maritime Index, CL Dry Bulk Index, CL Tanker Index, CL Container Index, CL LNG/LPG Index, CL Mixed Fleet Index, CL Shipping MLP Index — Bloomberg page: CPLI. The Indices are also distributed through the Reuters Newswires and are available on Factset.



**NYMAR** is a member-based association of maritime companies in the greater metropolitan New York area whose goal is to promote the benefits of the region as a maritime business center in order to attract more businesses to share in the opportunities available in this robust area. NYMAR hosts an annual seminar, and participates in many area conferences and events.

The reasons for doing business in New York are many. Taking a page from New York's own David Letterman, here are the Top Ten Reasons for Doing Business in New York:

- 1. Abundance of capital: Maritime public companies—in all sectors, from bulk and tanker to cruise and container—have a market capitalization of over \$100 billion.
- 2. Abundance of liquidity: Over \$300 billion of public shipping stocks traded in 2007.
- 3. The two largest stock exchanges in the world (NYSE and NASDAQ) combined with vibrant media coverage, including at least three 24 hour financial news television stations that regularly feature maritime CEOs and other luminaries from the New York shipping community, create a global pulse unmatched anywhere in the world.
- 4. A dynamic and prosperous private equity community that has completed over \$3 billion of transactions in the industry in the past year.
- 5. Over 250 shipping companies, including many of your peers, who have already reaped the benefits of the New York area's transactional business climate (such as OSG, General Maritime, Genco Shipping, Navios, Eagle Ocean, Eagle Shipping, Eastwind, TBS, and many more). As "they" say "If you can make it there, you'll make it anywhere..."
- 6. Over 100 law firms with a maritime practice including ship finance, securities, litigation, risk management, environmental compliance and more.
- 7. Over 20 leading investment banks and 20 commercial lenders covering the sector. These bankers make capital accessible and efficient.
- 8. Abundance of maritime professionals (P & I Clubs, Classification Societies, ship brokers, insurance brokers, maritime academies, etc.)
- 9. Excellent, affordable and efficient arbitration capabilities with top-notch, seasoned arbitrators.
- 10. The best pizza in the world!

New York also boasts an economy larger than most countries, an internationally diverse population, more Fortune Global companies than any other international business center, and is one of the world's cultural capitals. Home to the two largest stock exchanges in the world, New York is where shipping and transactional executions meet.

The New York Maritime Cluster is home to over 250 shipping companies, who are continually reaping the benefits of the area's extensive resources and infrastructure (banks, lawyers, insurance and arbitration). New York is also the world's best tax haven for a foreign shipping company to base its operations if it qualifies for exemption under US tax laws or a US treaty.

## Capital Link Forums

## 2017-2018 Calendar



#### 10<sup>th Annual Capital Link</sup> 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.



Monday, October 2, 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.



This Forum discussed Best Industry Practices across all areas of operations such as human resources, environment, fleet operations, technology and innovation, safety and security, corporate governance and more. The Forum explores how implementation of Best Practices translates into financial, operational and commercial competitive advantages.



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.



Thursday, February 8, 2018 Divani Caravel Hotel - Athens, Greece



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.



2<sup>nd Annual Capital Link</sup>
Cyprus Shipping Forum

Wednesday, February 14, 2018 Columbia Plaza - Limassol, Cyprus



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, financers and investors.





This investor-focused event will examine the latest trends. developments and challenges associated with master 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 twelfth 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.



This is an international Forum on Cyprus aiming to raise awareness of Cyprus as a business and investment destination to a wider audience of US investors. The Forum will cover topics on banking, financial services, energy, shipping, transportation and logistics, tourism and information technology.

#### 3 rd Annual Capital Link International Shipping Forum China Friday, April 20, 2018



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, financers and investors.



Grand Kempinski Hotel Shanghai, China



This event will be organized in Partnership with Columbia Shipmanagement and Singhai Marine Services. It will discuss the regulatory, geopolitical and industry trends affecting shipping. It will provide a comprehensive review and current outlook of the shipping, financial and capital markets, as well as issues related to shipmanagement, the environment, innovation, and cybersecurity. The Forum will also highlight the role of Singapore and Asia for the global shipping industry.



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.





This bi-annual event brings together public and private shipping company executives, investors, analysts, financiers, and other industry participants who are visiting Athens for the biannual Posidonia event from all over the world. The Forum will feature sector roundtable discussions dedicated to the dry bulk, tanker, container, LNG, and offshore sectors.



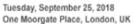
Capital Link continues to support the sustainable development in Greece by promoting and presenting both initiatives from the business side, as well as the activities and needs of NGOs. The conference will present programs and initiatives that foster entrepreneurship and innovation. It aims to present entrepreneurs with a practical guide as to how they can get financing and other types of support for their business plans. It gives them access to initiatives, programs and contacts that can help them in this direction. The Forum combines two sides.



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.



### 11 th Annual Capital Link Shipping and Marine Services Forum





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.



Tuesday, October 9, 2018 The Metropolitan Club



New York – The Capital for Shipping

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.



This Forum discussed Best Industry Practices across all areas of operations such as human resources, environment, fleet operations, technology and innovation, safety and security, corporate governance and more. The Forum explores how implementation of Best Practices translates into financial, operational and commercial competitive advantages.





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.

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## 7 hAnnual Capital Link Maritime CSR Forum Operational Excellence in Shipping Forum

Best Industry Practices - A Competitive Advantage Wednesday, November 1, 2017 - Athens

#### ORGANIZED BY



## INVESTOR RELATIONS & FINANCIAL COMMUNICATIONS

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