



# 19<sup>th</sup> Annual Capital Link Invest in Greece Forum

Monday, December 11, 2017  
The Metropolitan Club, One East 60th St., New York City



IN COOPERATION WITH



TIME	TOPIC	SPEAKERS
<b>MORNING SESSIONS</b>		
7:20 AM – 7:50 AM	<b>Registration</b>	
7:50 AM – 7:55 AM	<b>Welcome Remarks</b>	<b>Mr. Nicolas Bornozis, President &amp; CEO, Capital Link, Inc.</b>
7:55 AM – 8:00 AM	<b>Opening Remarks</b>	<b>H.E. Haris Lalacos, Ambassador of Greece to the United States</b>
<b>THE MACRO PICTURE</b>		
8:00 AM – 8:40 AM	<p style="text-align: center;"><b>PANEL DISCUSSION</b></p> <p style="text-align: center;"><b>Current State &amp; Outlook of the Greek &amp; the European Economy</b></p> <p>After several years of recession, Greece is gradually returning to a growth trajectory. This panel will touch upon the global and European economy culminating with specific focus on Greece, stating the progress achieved so far and the challenges that remain ahead.</p>	<p><b>Moderator:</b> <b>Mr. Yannis Manuelides, Partner, London, Allen &amp; Overy LLP</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Charles Seville, Senior Director, North America Sovereigns Fitch Ratings Inc.</b></li> <li>• <b>Ms. Elena Duggar, Chair of Moody's Macroeconomic Board, Associate Managing Director, Credit Strategy &amp; Research, Moody's Investor Service</b></li> <li>• <b>Mr. Panos Tsakoglou, Professor, Department of International and European Economic Studies, Athens University of Economics &amp; Business, former Chairman of Greek Government Council of Economic Advisers</b></li> <li>• <b>Mr. Declan Costello, Mission Chief for Greece, European Commission, Directorate-General for Economic and Financial Affairs</b></li> <li>• <b>Mr. Nicola Giammarioli, Head of Strategy and Institutional Relations, European Stability Mechanism (ESM)</b></li> </ul>
<b>THE GOVERNMENT PERSPECTIVE</b>		
8:40 AM – 8:50 AM	<b>The Prime Minister's Message : "A New Era of Opportunity for Greece" (VIA WEBCAST)</b>	 <p><b>H.E. Alexis Tsipras, Prime Minister, Hellenic Republic</b></p>
8:50 AM – 9:05 AM	<b>Transforming the Greek Tax Collection System</b>	<b>Mr. George Pitsilis, Governor, Independent Authority for Public Revenue, Hellenic Republic</b>
9:05 AM – 9:20 AM	<b>Investing for Growth</b>	 <p><b>Keynote Speaker</b> <b>Hon. Dimitri Papadimitriou, Minister of Economy and Development, Hellenic Republic</b></p>
9:20 AM – 9:35 AM	<b>Optimizing the Greek State Assets Portfolio</b>	<b>Ms. Rania Ekaterinari, CEO, Hellenic Corporation of Assets &amp; Participations S.A.</b>
<b>BOND INVESTING</b>		
9:35 AM – 10:20 AM	<b>PANEL DISCUSSION</b>	<b>Moderator:</b>
	<b>Investing in Greek Bonds – Government &amp; Corporate Bonds</b>	<b>Ms. Christina Papanikolopoulou, Partner, Zepos &amp; Yannopoulos</b>
		<b>Panelists:</b>
		• <b>Mr. Antonios Kerastaris, Group CEO, Intralot</b>




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	<p>This panel will discuss the issuance in the global capital markets of fixed income instruments by the Greek Government, the Greek Banks and Greek Corporates. It will also discuss global investor interest in Greek Risk and Greek Fixed Income Instruments</p>	<ul style="list-style-type: none"> <li>• <b>Mr. Vasilios Kotsiras</b>, <i>Head of Funding Solution &amp; Structure Finance, National Bank of Greece</i></li> <li>• <b>Mr. Guy Morgan</b>, <i>Managing Director, EMEA Head Of Liability Management, Goldman Sachs</i></li> <li>• <b>Mr. Giulio Baratta</b>, <i>Head of Debt Capital Markets, BNP Paribas</i></li> <li>• <b>Mr. Philip Brown</b>, <i>Managing Director, Public Sector Fixed Income Origination, Citi</i></li> <li>• <b>Mr. Henrik Johnsson</b>, <i>Managing Director, Head of EMEA Syndicate, Deutsche Bank</i></li> </ul>
<b>SECTOR REVIEWS &amp; INVESTMENT OPPORTUNITIES</b>		
<p>10:20 AM – 10:55 AM</p>	<p style="text-align: center;"><b>PANEL DISCUSSION</b></p> <p style="text-align: center;"><b>The Greek Banking Sector - Strategy and Outlook</b></p> <p>This panel will discuss current trends and developments in the Greek banking and financial sector; cost issues, liquidity, upcoming stress tests and growth strategies</p>	<p><b>Moderator:</b> <b>Mr. Panos Papazoglou</b>, <i>Country Managing Partner Greece - Central and South East Europe Accounts Leader , EY</i></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Vassilios Psaltis</b>, <i>General Manager and CFO, Alpha Bank</i></li> <li>• <b>Mr. Nikolaos Karamouzis</b>, <i>Chairman, Eurobank Ergasias SA &amp; Chairman, Hellenic Bank Association</i></li> <li>• <b>Mr. Christos Megalou</b>, <i>CEO, Piraeus Bank</i></li> <li>• <b>Mr. Leonidas Fragkiadakis</b>, <i>CEO, National Bank of Greece</i></li> <li>• <b>Mr. Francesco Drudi</b>, <i>Principal Adviser, European Central Bank</i></li> </ul>
<p>10:55 AM – 11:30 AM</p>	<p style="text-align: center;"><b>PANEL DISCUSSION</b></p> <p style="text-align: center;"><b>Investing in the Greek Banking &amp; Financial Sector</b></p> <p>This panel of senior executives from major global investment banks active in the Greek market will discuss regulatory trends, M&amp;A and consolidation activity in the sector and comparative sector valuations. Also, what types of investors are looking at Greek financial sector assets (HF's, PE's, Strategic Investors), and what will take to make foreign investors more comfortable</p>	<p><b>Moderator:</b> <b>Mr. Apostolos Gkoutzinis</b>, <i>Partner, Head of European Capital Markets, Shearman &amp; Sterling (London) LLP</i></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Alex Pretzner</b>, <i>Co-Head of FIG EMEA Investment Banking, Citi</i></li> <li>• <b>Mr. Georgios Triantafyllou</b>, <i>Executive Director, Investment Banking Services Greece and South Eastern Europe, Goldman Sachs</i></li> <li>• <b>Mr. Stefanos Papapanagiotou</b>, <i>Managing Director, Country Head, Greece &amp; Cyprus, Head of Nordic Investment Banking - UBS AG</i></li> <li>• <b>Mr. Spyros Tsiloglou</b>, <i>Director, Head of Greece and Cyprus, Investment Banking and Capital Markets , Credit Suisse International</i></li> </ul>
<p>11:30 AM – 12:00 PM</p>	<p style="text-align: center;"><b>PANEL DISCUSSION</b></p> <p style="text-align: center;"><b>Tourism &amp; Hospitality</b></p> <p>Greece is experiencing record high number of visitors. Privatization of key tourist and transport state assets (marinas,</p>	<div style="display: flex; align-items: center;">  <div> <p><b>Keynote Remarks</b> <b>Hon. Elena Kountoura</b>, <i>Minister of Tourism, Hellenic Republic</i></p> </div> </div> <p><b>Moderator:</b></p>



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	<p>regional airports), the development of premium tourist resorts and of specialized tourist products are transforming the tourism industry and create attractive investment opportunities.</p>	<p><b>Mr. Julian Allen</b>, <i>Managing Director, Head of EMEA Real Estate &amp; Lodging Group, Citi</i></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Elias Athanasiou</b>, <i>CEO, Enterprise Greece</i></li> <li>• <b>Mr. Nikos Hadjos</b>, <i>Director of International Development Europe (Greece &amp; Cyprus), International Hotel Leasing Company, Marriott International Inc.</i></li> </ul>
<p>12:00 PM – 12:35 PM</p>	<p><b>PANEL DISCUSSION</b></p> <p><b>Real Estate &amp; Infrastructure</b></p> <p>Investors are returning to the Greek Real Estate market as Europe’s hardest hit economy is showing signs of recovery. The panel will discuss which areas show the most growth potential, the key factors affecting real estate investment in Greece and which flagship hotel, urban regeneration, retail and commercial projects are already in the pipeline which will change the way we look at this vital market.</p>	<p><b>Moderator:</b> <b>Mrs. Virginia Murray</b>, <i>Partner, Watson Farley &amp; Williams</i></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. George Tziallas</b>, <i>Secretary General for Tourism Policy and Development, Ministry of Tourism, Hellenic Republic</i></li> <li>• <b>Mr. George Chryssikos</b>, <i>CEO, Grivalia Properties</i></li> <li>• <b>Mr. Odisseas Athanassiou</b>, <i>CEO, Lamda Development</i></li> <li>• <b>Mr. Aristotelis Karytinis</b>, <i>CEO, NBG Pangaea REIC</i></li> </ul>
<b>INVESTING IN GREECE: THE INVESTOR PERSPECTIVE</b>		
<p>12:35 PM – 1:15 PM</p>	<p><b>PANEL DISCUSSION</b></p> <p><b>Investment Opportunities in Greece – The Viewpoint of International Organizations &amp; Domestic Institutional Investors</b></p> <p>International and Supranational Organizations have earmarked significant funds for investments in Greece. The Panel will outline these investment programs and funding mechanisms. Also, how these funds will be invested in the Greek market through domestic institutional investors and where they see investment opportunities.</p>	<p><b>Moderator:</b> <b>Mr. Constantinos Lambadarios</b>, <i>Managing Partner, Lambadarios Law Firm</i></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Ms. Sabina Dziurman</b>, <i>Director – Greece &amp; Cyprus, European Bank for Reconstruction and Development</i></li> <li>• <b>Mr. Ioannis Kaltsas</b>, <i>Head of Division, European Investment Bank</i></li> <li>• <b>Mr. Takis Solomos</b>, <i>Co-Founder, First Athens Corporate Finance</i></li> <li>• <b>Mr. George Katsanos</b>, <i>Partner, Levant Partners</i></li> <li>• <b>Mr. Thor Talseth</b>, <i>Managing Director, Amerra Capital</i></li> </ul>
<p>1:15 PM – 2:45 PM</p>	<p><b>LUNCHEON &amp; KEYNOTE ADDRESS</b></p> <p><b>Welcome Remarks by New York Stock Exchange</b></p>	



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**Stefan Jekel**

**Head of International Listings - New York Stock Exchange**

**Introductory Remarks by:**



**Mr. Jay Collins**

**Managing Director, Vice Chairman Corporate & Investment Banking - Citi**

**Keynote Address by:**



**Hon. Euclid Tsakalotos**

**Minister of Finance - Hellenic Republic**

**AFTERNOON SESSIONS**

**INVESTING IN GREECE: THE GLOBAL INVESTOR PERSPECTIVE**

<p>2:50 PM – 3:35 PM</p>	<p><b>Global Investor Panel</b></p> <p>The panel will provide the point of view of major foreign investors active in Greece. It will highlight challenges, opportunities and risks; the progress achieved so far and what needs to be done to solidify Greece as an attractive business and investment destination</p>	<p><b>Moderator:</b>  <b>Mr. Constantine Karides, <i>Partner, Reed Smith</i></b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Stephen Johnson, <i>Managing Director, WL Ross &amp; Co. LLC</i></b></li> <li>• <b>Mr. John Koudounis, <i>CEO, Calamos Investments</i></b></li> <li>• <b>Mr. John Wollen, <i>Founder, Portfolio Manager, Waterwheel Capital Management</i></b></li> <li>• <b>Mr. Antonios Achilleoudis, <i>Group Managing Director, AXIA Ventures Group Ltd.</i></b></li> <li>• <b>Mr. J. Kyle Bass, <i>Chief Investment Officer, Hayman Capital Management</i></b></li> <li>• <b>Mr. Anthony Diamandakis, <i>Global Co-Head of Global Asset Managers, Citi</i></b></li> </ul>
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**SECTOR REVIEWS & INVESTMENT OPPORTUNITIES**

<p>3:35 PM – 3:45 PM</p>	<p><b>Energy &amp; Geopolitics:        The New Landscape</b></p>	<p><b>H.E. Geoffrey R. Pyatt        Ambassador of the United States in Greece</b></p>
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3:45 PM – 4:20 PM	<p align="center"><b>PANEL DISCUSSION</b></p> <p><b>Greece as an Energy Gateway</b></p> <p>Major infrastructure projects for the delivery of gas to the European markets and increased interest in hydrocarbons exploration in the Eastern Mediterranean will change the energy landscape in the region with wider geopolitical implications. Also, the liberalization of the electricity market and increased activity in the field of renewables create new investment opportunities.</p>	<p><b>Moderator:</b> <b>Mr. Arnaud Jossien</b>, <i>Managing Director, BNP Paribas</i></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Grigoris Stergioulis</b>, <i>CEO, Hellenic Petroleum SA</i></li> <li>• <b>Mr. Edward F. Cox</b>, <i>Member of the Board of Directors, Noble Energy</i></li> <li>• <b>Mr. Emmanouil Panagiotakis</b>, <i>Chairman &amp; CEO, Public Power Corporation S.A. (PPC)</i></li> </ul>
4:20 PM – 4:35 PM	<p align="center"><b>Is re-industrialization a growth option for Greece?</b></p>	<p><b>Mr. George Tsopeles</b>, <i>Senior Partner, Greece &amp; Cyprus, McKinsey &amp; Company</i></p>
4:35 PM – 5:15 PM	<p align="center"><b>PANEL DISCUSSION</b></p> <p><b>NPLs – The Big Opportunity for Restructuring, Growth &amp; Investment</b></p> <p>The successful handling of NPLs will inject new liquidity in to the economy and will improve the competitiveness and sustainability of Greek companies. There is progress with a new regulatory framework, the approval of NPL manager licenses and the establishment of an NPL Forum for corporate loans among the four systemic banks, which are now much better positioned to deal with NPLs. Significant challenges remain but the potential for a positive outcome is there.</p>	<p><b>Moderator:</b> <b>Mrs. Thenia Panagopoulou</b>, <i>Partner, A.S. Papadimitriou &amp; Partners Law Firm</i></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Theodoros Athanassopoulos</b>, <i>Executive General Manager Non Performing Loans Wholesale Banking, Alpha Bank</i></li> <li>• <b>Mr. George Georgakopoulos</b>, <i>Executive General Manager, Non-Core Business &amp; Restructuring Portfolio, Piraeus Bank</i></li> <li>• <b>Mr. George Katsikas</b>, <i>Executive Director, Financial Institutions Group, UBS London</i></li> <li>• <b>Mr. Dimitrios Psarris</b>, <i>Partner, Oliver Wyman</i></li> <li>• <b>Dr. Martin Czurda</b>, <i>CEO, Hellenic Financial Stability Fund</i></li> </ul>
<b>THE REBIRTH OF GREEK SHIPBUILDING</b>		
5:15 PM – 5:25 PM	<p align="center"><b>A Presentation by ONEX Technologies</b></p>	<p><b>Mr. Panos Xenokostas</b>, <i>Founder &amp; CEO, ONEX Technologies, Inc.</i></p>



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**11<sup>th</sup> ANNUAL GLOBAL SHIPPING MARKETS ROUNDTABLE DISCUSSION**

**PANEL DISCUSSION**

**Global Shipping Markets Roundtable**

The panel will discuss trends, developments and outlook of the energy, commodity and shipping markets (dry bulk, oil and gas, containers). Shipping is the second largest contributor to Greece's GDP but it is a business conducted on a global scale outside Greece. It depends on the world economy, the commodity and energy markets. Greeks are the largest shipowners with 20+% of the global fleet.

**Moderator:**

**Mr. Michael S. Pak, CFA, Managing Director, Institutional Clients, AXIA Capital Markets**

**Panelists:**

- **Mr. Harrys Kosmatos, Head of Strategy & Business Development, Tsakos Energy Navigation**
- **Mr. Hamish Norton, President, Star Bulk Carriers**
- **Mr. Fotis Giannakoulis, Executive Director, Research, Morgan Stanley**
- **Mr. Nicholas Notias, CEO, SteelShips**
- **Mr. Robert Burke, CEO, Ridgebury Tankers**
- **Dr. Tasos Aslidis, Chief Financial Officer, Euroseas Ltd**

5:25 PM – 6:05 PM

6:05PM – 7:00 PM

**COCKTAIL RECEPTION**

**FORUM CLOSING DINNER – AWARD DINNER**

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**KEYNOTE SPEAKER**



Mr. Jonathan Cohen,  
Deputy Assistant Secretary,  
European & Eurasian Affairs,  
U.S. Department of State

**HONOREE – CAPITAL LINK HELLENIC LEADERSHIP AWARD**



Mr. Andre Calantzopoulos  
CEO  
Philip Morris International