



ΔΕΛΤΙΟ ΤΥΠΟΥ

“10ο Ετήσιο Capital Link Operational Excellence in Shipping Forum” Best Industry Practices – A Competitive Advantage ΤΡΙΤΗ 16 & ΤΕΤΑΡΤΗ 17 ΙΟΥΝΙΟΥ, 2020 – ΨΗΦΙΑΚΟ ΣΥΝΕΔΡΙΟ

Πέμπτη 2 Ιουλίου, 2020

Το “10ο Ετήσιο Capital Link Operational Excellence in Shipping Forum” πραγματοποιήθηκε ως Ψηφιακό Συνέδριο την Τρίτη 16 & την Τετάρτη 17, Ιουνίου, 2020 από 10:50πμ – 4:30μμ BST με μεγάλη επιτυχία.

Στο φετινό Συνέδριο συμμετείχαν οι μεγαλύτεροι ηγέτες της ναυτιλίας παγκοσμίως, σε online σύνδεση με συμμετέχοντες από όλον τον κόσμο να παρακολουθούν τις ομιλίες και συζητήσεις τους σχετικά με κρίσιμα ζητήματα της ναυτιλίας. Με μία πολύ επιτυχημένη προϊστορία 10 ετών το Συνέδριο παρουσίασε την Επιχειρησιακή Αριστεία στον Τομέα των Θαλάσσιων Μεταφορών, διερεύνησε τις Βέλτιστες Πρακτικές του κλάδου σε όλους τους σημαντικούς τομείς όπως η Διαχείριση Στόλου, η Τεχνολογική Καινοτομία, η Εκπαίδευση & Διαχείριση Πληρωμάτων, η Ενεργειακή Απόδοση και το Περιβάλλον, η Προστασία και η Ασφάλεια. Δόθηκε ιδιαίτερη έμφαση, στις λειτουργικές προκλήσεις που προέρχονται από τη νέα πραγματικότητα του Covid-19, στη βιωσιμότητα και στη μελέτη των ESG (Environmental, Social, & Governance) ζητημάτων που προκύπτουν, και στις νέες προκλήσεις που αφορούν την ασφάλεια και την προστασία των πλοίων και του ανθρώπινου δυναμικού.

Επιπλέον, λειτούργησε σαν διαδραστική πλατφόρμα επικοινωνίας, σχετικά με την Επιχειρησιακή Αριστεία, τις Βέλτιστες Πρακτικές και τη Βιωσιμότητα, φέροντας σε επαφή Ναυτιλιακές Εταιρείες, Ναυλωτές, Κυβερνητικές και μη Κρατικές Ενώσεις, Νηογνώμονες, Ασφαλιστικούς Οργανισμούς (P&I Clubs), Νηολόγια, Προμηθευτές Τεχνολογίας και Υπηρεσιών καθώς και στην οικονομική και επενδυτική κοινότητα.

Κύριος Ομιλητής του Συνεδρίου ήταν ο κ. Kitack Lim, Γενικός Γραμματέας του Διεθνούς Οργανισμού Ναυτιλίας (IMO), την πρώτη μέρα - Τρίτη, 16, Ιουνίου, 2020.

Στο Συνέδριο προβλήθηκαν επίσης ο σκοπός και επαγγελματική δραστηριότητα τριών Φιλανθρωπικών Οργανισμών: iCall, The Mission to Seafarers και The Seamen’s Church Institute, με στόχο να ενισχύσουν την ευαισθητοποίηση και την υποστήριξη προς τους ναυτικούς. Αυτοί οι Οργανισμοί είχαν το δικό τους Ψηφιακό Booth την ημέρα του Συνεδρίου. Παρακαλούμε επισκεφθείτε τα Ψηφιακά Booths τους για να ενημερωθείτε αναλυτικά για τον κάθε Οργανισμό ή για να κάνετε Δωρεά.

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Αφού εισέλθετε στο Lobby παρακαλούμε πηγαίνατε:

- Στο **AUDITORIUM** για να έχετε πρόσβαση στα πάνελ συζητήσεων και τις παρουσιάσεις
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 - Αποθηκεύστε όλο το υλικό του Συνεδρίου (Φωτογραφίες, Videos, το Υλικό των Παρουσιάσεων, των Πάνελ Συζητήσεων και των Ομιλιών) στο ψηφιακό σας "briefcase", στείλτε το στο email σας και επεξεργαστείτε το όποτε επιθυμείτε

1^η ΜΕΡΑ - ΤΡΙΤΗ, 16 ΙΟΥΝΙΟΥ, 2020

ΕΙΣΑΓΩΓΙΚΑ ΣΧΟΛΙΑ - ΚΑΛΩΣΟΡΙΣΜΑ: κ. Νίκος Μπορνόζης, President – Capital Link

Ο κ. Νίκος Μπορνόζης τόνισε τη σπουδαιότητα και το σθένος της ναυτιλίας, η οποία παρόλο το lockdown παγκοσμίως, συνέχισε τη δραστηριότητά της διασφαλίζοντας την απρόσκοπτη λειτουργία της εφοδιαστικής αλυσίδας ανά τον κόσμο. Ο ρυθμός μετασχηματισμού σε όλους τους τομείς της ναυτιλίας επιταχύνεται από τις αλλαγές που επέφερε η πανδημία και το Συνέδριο εξετάζει όλα τα κρίσιμα θέματα της αγοράς. Ο κ. Μπορνόζης, κλείνοντας, εξέφρασε την εκτίμησή του σε όλους τους χορηγούς και τους ομιλητές που συνέβαλαν στο να σημειώσει αυτό το φόρουμ, στη 10η επέτειό του, παγκόσμια επιτυχία.

ΚΥΡΙΑ ΟΜΙΛΙΑ:

Την Κύρια Ομιλία πραγματοποίησε ο **Αξιότιμος κ. Kitack Lim, Secretary General – International Maritime Organization**

Ο κ. **Kitack Lim**, τόνισε: "The spread of the coronavirus has placed the entire world in an unprecedented situation. In these difficult times, the ability for shipping services and seafarers to deliver vital goods, including medical supplies and food, is central to responding to, and eventually overcoming, this pandemic.

It is, therefore, crucially important that the flow of commerce by sea should not be unnecessarily disrupted. At the same time, the safety of life at sea and protection of the marine environment must also remain paramount. However, we are now facing a crisis in shipping. I am referring here to the humanitarian crisis. Hundreds of thousands of seafarers still waiting to be repatriated after many months at sea, having stayed put way beyond their original contracts. They are fatigued and weary.

Last week, the United Nations Secretary-General Antonio Guterres joined our call for action, calling on all countries to formally designate seafarers and other marine personnel as "key workers" and ensure crew changeovers can safely take place.

I have personally endorsed the crew change protocols which have been developed by industry bodies to ensure safe crew changes. It is imperative that Governments implement these protocols, allowing stranded seafarers at the end of their contracts to repatriate and others to join ships and replace them.

Furthermore, digitalization, big data, and new technologies such as artificial intelligence and robotics are key in enabling the post-COVID recovery and taking shipping into this new era.

IMO is working to ensure shipping can embrace the digital revolution – while ensuring safety, environmental protection as well as cyber security.

Ladies and gentlemen,

the single biggest challenge we are still facing is the battle against global warming and climate change.

IMO has adopted its initial strategy for decarbonization, with clear targets and ambitions, importantly, the reduction of the total annual GHG emissions by at least 50 per cent by 2050. This Strategy includes ship's design and equipment, propulsion efficiency, operational practices, and future fuels."

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INDUSTRY CHALLENGES & THE ROADMAP AHEAD

The main industry associations work independently and together providing guidance and support to the shipping industry and mapping its response to the geopolitical, regulatory & market developments that affect shipping today. The panel will highlight what these organizations are working on and how they address the changing needs of the industry.

Συντονιστής: κ. Knut Ørbeck-Nilssen, CEO - DNV GL - Maritime DNV GL

Ομλητές:

- **κ. Sadan Kaptanoglu**, President - **BIMCO**; CEO - **Kaptanoglu Shipping**
- **κ. Dimitris Fafalios**, President - **INTERCARGO**; President - **Fafalios Shipping**
- **κ. Esben Poulsson**, Chairman - **INTERNATIONAL CHAMBER OF SHIPPING**; Executive Chairman - **ENESEL PTE LTD**
- **κ. Paolo d'Amico**, Chairman - **INTERTANKO**; Executive Chairman & CEO - **d'Amico International Shipping**
- **κ. John Butler**, CEO - **World Shipping Council**

Η **κ. Sadan Kaptanoglu**, President - **BIMCO**; CEO - **Kaptanoglu Shipping**, δήλωσε: “The shipping industry faces three big problems. The problem with crew changes. At this point, it is up to the governments to act and the industry associations will keep pushing, and we do see some positive changes. Kidnappings by Nigerian pirates are still a grave problem. Nigeria hold the key to the solution of this problem, and without their full commitment this problem will remain unsolved.

Finally, we still need to reach the 2050 reduction target for emissions – if not, we will face local, and very harsh, regulations. And there are no alternatives to investing in greener ships.”

Ο **κ. Dimitris Fafalios**, President - **INTERCARGO**; President - **Fafalios Shipping** δήλωσε: “Operational Excellence in Shipping is supported by a unique, worldwide regulatory system, the International Maritime Organisation (IMO). Moving forward to 2030 and 2050, our industry looks to the IMO for a series of practical, robust and effective environmental regulations.

However, these environmental regulations must go hand-in-hand with SAFETY for our ships and our seafarers. They cannot be developed in isolation.

The Marine Environmental Protection Committee (MEPC) and the Marine Safety Committee (MSC), the IMO’s two largest divisions are called upon to work closely together from an early stage in developing future environmental regulations.”

Ο **κ. Esben Poulsson**, Chairman - **INTERNATIONAL CHAMBER OF SHIPPING**; Executive Chairman - **ENESEL PTE LTD**, δήλωσε: “At this very moment, 1.2 million seafarers are on board on more than 55,000 ships across the world, ensuring that global supply chains remain open and countries are kept supplied with the food, fuel, raw materials and goods that we all rely upon, including the supply of vital medical equipment. But Government bureaucracy and a lack of political leadership has meant that 400,000 seafarers are stranded, leaving the supply chains we rely upon at critical risk of logjam. The solutions do not need money; they do not need complicated negotiations, this is actually quite simple. The time for leadership and firm action is now.”

κ. Paolo d'Amico, Chairman - **INTERTANKO**; Executive Chairman & CEO - **d'Amico International Shipping**, emphasised that the safety and security of seafarers is of paramount and immediate concern. With regard to the situation in the Gulf of Guinea, it is simply unacceptable in this day and age, that seafarers should be facing the daily threat of attack and kidnap. He commented that industry stakeholders have been working with the region to assist with addressing this problem and welcome steps taken so far, but need to see more interceptions and prosecutions of attacks and attackers. IMO and the international community have a vital role to play but the primary responsibility lies with the region

Focusing on climate change, Mr. d'Amico highlighted that shipping has so far made great contributions to GHG emissions reductions through better and more efficient ship operations. He acknowledged that those operational measures are not currently sufficient to meet the IMO long term targets for 2050 and emphasised that therefore shipping needs technological innovation and advancements which are not yet available. He mentioned the work being done to further improve e.g. the design of new vessels and to push the required revolutionary technological

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shift in ship propulsion. Requiring the engagement of all stakeholders, ships designers, shipbuilders and equipment manufacturers, possible solutions are in sight and projects underway, but, compared to the lifetime of a ship, the window to develop and commercially deploy such solutions is short. Recognising the need for a collective effort, INTERTANKO Members joined an industry coalition suggesting the creation of an International Maritime Research Board in order to be part of this complex process.

κ. John Butler, CEO - World Shipping Council, John Butler emphasized two points. First, it is critical that national governments put realistic processes in place to facilitate crew changes and to provide shore-side medical care for seafarers. Relieving crews has become a humanitarian and safety imperative. Second, we must proceed methodically to reduce GHG emissions from shipping. WSC and partner organizations urge IMO member states to adopt the International Research and Development Board (IMRB) proposal to do the research and engineering work necessary to identify and make operational the fuels of the future. We need engineering certainty to drive investment certainty.

NAVIGATING THROUGH THE PERFECT STORM

The Implementation of Low Sulfur Regulations and the Advent of COVID-19 Have Created a Perfect Storm Impacting the Industry. Addressing Operational Challenges to Keep Ships Sailing & Trade Moving, Overcoming Travel Restrictions, Supply Shortages, Crew Changes, Port Complications, Shipyard Delays - Managing A Global Operation While in Lockdown".

Συντονιστής: κ. Michalis Pantazopoulos, Managing Director - Liberian Registry (Hellas)

Ομλητές:

- **κ. Iraklis Prokopakis, COO - Danaos Corporation**
- **κ. Stavros Hatzigrigoris, CEO - Maran Gas Maritime Inc.**
- **κ. Nicos Rescos, COO - Star Bulk Carriers Corp.**
- **κ. Theo Baltatzis, COO - Technomar**
- **κ. George Saroglou, COO - Tsakos Energy Navigation**

Ο **κ. Michalis Pantazopoulos**, Managing Director - **Liberian Registry (Hellas)**, δήλωσε: “Did the shipping industry stand still or quickly adapted, adjusted and continued the supply chain and trade worldwide? The experience of all shipping market sector (containers, bulk carriers, tankers, and gas carriers) during the COVID-19 lockdown were discussed together with the challenges, and the adjustments to business and investment plans. The company and vessel digital integration to continued operations as it was driven by the lockdown. Expectations and efforts going forward to normal were provided as well as some of the positive aspects that this new era in shipping may have revealed.”

Ο **κ. Iraklis Prokopakis**, COO - **Danaos Corporation**, δήλωσε: “The global reaction worldwide against the epidemic of Covid-19, was a gradual lockdown in traffic by all countries affecting primarily the crew movements and the shore maintenance support and supplies (other than provisions) of the global fleet. The reaction of the IMO and the global governments in relation to the humanitarian issues of our crew members being stranded onboard was, and still is non-existent.

The value of the digital integration of a company in relation to maintenance support, performance monitoring and distance working online, was proven to be very high.

The economic considerations to install scrubbers, whilst obvious prior to covid-19, was challenged by the fuel oil price volatility related to the reduced oil demand.”

Ο **κ. Stavros Hatzigrigoris**, CEO - **Maran Gas Maritime Inc.**, δήλωσε: “Η ΕΕ πίεσε για αλλαγές των κανονισμών για την περιεκτικότητα σε θείο και ο IMO αποδέχτηκε την πίεση βασιζόμενος στην μελέτη του πανεπιστήμιου του Delft και των παραγωγών πετρελαίου. Οι κατασκευαστές μηχανών υποστήριξαν ότι το νέο καύσιμο δεν θα προκαλέσει τεχνικά προβλήματα. Φωνές για αναβολή μέχρι το 2025 δεν εισακουστήκαν. Σήμερα αντιμετωπίζουμε προβλήματα επάρκειας, ερωτηματικά για την ποιότητα, οι παραγωγοί λιπαντικών προσπαθούν να κατασκευάσουν καλύτερα λάδια, οι κατασκευαστές μηχανών ανανεώνουν τις οδηγίες κάθε 2η εβδομάδα και οι αξιωματικοί μηχανής προσπαθούν να αντιμετωπίσουν τα ολοένα και συχνότερα προβλήματα. Ένας από τους μεγαλύτερους παραγωγούς πετρελαίου ήδη εξέδωσε οδηγίες σχετικές με το πως μπορεί να αντιμετωπισθούν τα παραπάνω θέματα. Ο COVID 19 επιδείνωσε την κατάσταση. Δεν πρέπει να επαναλάβουμε τα λάθη που έγιναν στο παρελθόν. Η βελτίωση των εκπομπών καυσαερίων απαιτεί μια πολύ προσεκτική και συνολική θεώρηση.”

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Ο κ. **Nicos Rescos**, COO - **Star Bulk Carriers Corp.**, δήλωσε: “Ο COVID-19 επέφερε ξαφνικό πλήγμα στις παγκόσμιες οικονομίες, με διαταραχές στο εμπόριο πρώτων υλών, καθώς και καθυστερήσεις στις προγραμματισμένες εργασίες των ναυπηγείων και στις διαλύσεις πλοίων.

Η Star Bulk κινήθηκε εγκαίρως όσον αφορά την εγκατάσταση συστημάτων αποθείωσης καυσαερίων σε ολόκληρο τον στόλο της. Η εταιρεία κατάφερε να διαχειριστεί αποτελεσματικά τις όποιες καθυστερήσεις, ολοκληρώνοντας επιτυχώς το επενδυτικό της πρόγραμμα, καθώς και χρησιμοποίησε εργαλεία αντιστάθμισης κινδύνου σε επίπεδο ναύλων και καυσίμων για την αντιμετώπιση αυτής της κρίσης.

Εν τέλει, βλέπουμε τα πρώτα σημάδια ανάκαμψης και είμαστε αισιόδοξοι για την αγορά χύδην ξηρού φορτίου στο μέλλον, εν μέσω συγχρονισμένων μέτρων επεκτατικής οικονομικής πολιτικής σε παγκόσμιο επίπεδο.”

CONNECTIVITY AND DIGITALIZATION AT TIMES OF CRISIS

Τα σχόλια της ενότητας πραγματοποιήθηκαν από τον κ. **Andreas Chrysostomou**, Chief Strategy Officer - **Tototheo Maritime**

MANAGING HUMAN RESOURCES DURING THE COVID-19 ERA & BEYOND

Travel and port restrictions have increased the challenges related to crewing issues. The panel will discuss the management of mental health during this period. Also, addressing crewing issues during regular ship operations and change of control instances taking into account the viewpoints of all stakeholders.

Συντονιστής: κ. Benjamin Wong, Head of Transport & Industrial - **InvestHK**

Ομιλητές:

- **κ. Bjorn Hojgaard**, CEO - **Anglo-Eastern Univan Group**; Chairman - **The Hong Kong Shipowners Association**
- **κ. Salvatore d'Amico**, Fleet Director - **d'Amico Società di Navigazione S.p.A.**; CEO – **ISHIMA Pte Ltd**
- **κ. Guy Platten**, Secretary General - **International Chamber of Shipping (ICS)**
- **κ. Stephen Cotton**, General Secretary - **International Transport Workers' Federation - ITF**
- **H.E. Natasa Pilides**, Shipping Deputy Minister to the President - **Republic of Cyprus**

Ο κ. **Benjamin Wong**, Head of Transport & Industrial – **InvestHK**, δήλωσε: “Due to Covid-19, many seafarers have been at sea for a prolonged period of time without seeing their families and loved ones. In view of this, the HKSAR Government has recently taken in the suggestions of the Hong Kong Shipowners Association and the industry to approve the exemption of crew members of goods vessels, including those without cargo operations, from compulsory quarantine to undergo crew changes in Hong Kong. This is only a small part of a very complicated issue. To safeguard the well being of seafarers, all parties, from owners, managers, port authorities to regulators, have to work together.”

κ. Bjorn Hojgaard, CEO - **Anglo-Eastern Univan Group**; Chairman - **The Hong Kong Shipowners Association**, raised the important topic of what the industry can be doing now for seafarers, starting with the recognition that seafarers are currently under a lot of stress as a result of Covid-19 and its impact on crew relief. In an industry already marked by higher levels of anxiety, depression and suicide, it is imperative that the industry prioritise seafarer mental well-being, he said. Specific recommendations cited by Mr. Hojgaard included the provision of easy, stigma-free access to mental health resources and support; encouraging onboard social activities and awareness; and minimising the anxiety caused by Covid-19 via education, best practices guidance and support.

H.E. Natasa Pilides, Shipping Deputy Minister to the President - **Republic of Cyprus**, δήλωσε: “Ο σημαντικός ρόλος που διαδραματίζουν οι ναυτικοί, ήταν ιδιαίτερα έκδηλος κατά τη διάρκεια της πανδημίας του Κορωνοϊού. Η παρουσία και αφοσίωση που επέδειξαν την κρίσιμη αυτή περίοδο, κατέστησε δυνατή την παροχή βασικών αναγκαίων προϊόντων, όπως τρόφιμα και φάρμακα, σε όλο τον κόσμο. Το Υφυπουργείο Ναυτιλίας της Κύπρου μέσα από μια σειρά μέτρων, διασφαλίζει όπως τα πλοία συνεχίσουν τις εμπορικές τους δραστηριότητες, τις ναυτιλιακές εταιρείες τις συνθήκες εργασίες τους με ασφάλεια, και τους ναυτικούς για έγκαιρο και ασφαλή επαναπατρισμό.”

DIGITAL - REMOTE SURVEYS

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Remote surveying techniques: the new normal – remote surveying techniques have been used in maritime for some time but this capability has taken centre stage due to the fallout from the COVID-19 pandemic. In this session, we look at the opportunities and risks for shipping, and the attractions of offer for stakeholders across the industry.

Συντονιστής: κ. Nicholas Brown, Director, Marine & Offshore - Lloyds Register

Ομιλητές:

- **κ. Stamatis Bourboulis**, General Manager - **Euronav Ship Management (Hellas) Ltd.**
- **κ. Ralph Juhl**, Executive Vice President, Technical - **Hafnia**
- **κ. Michalis Pantazopoulos**, Managing Director - **Liberian Registry (Hellas)**
- **κ. Katy Ware**, Director of Maritime Safety and Standards & Permanent Representative of the UK to the IMO - **Maritime & Coastguard Agency**
- **κ. Martin Crawford-Brunt**, CEO - **RightShip**

Ο **κ. Nicholas Brown**, Director, Marine & Offshore - **Lloyds Register** δήλωσε: “Keeping global supply chains open during the pandemic has been a turning point for remote inspections, which have featured in maritime for many years. Reliance on remote capability has accelerated as shipowners and ship managers have turned to these technologies on a case-by-case basis. While equivalence between a remote survey and in-person attendance is paramount, there are many advantages for crew, shore-side personnel as well as the surveyors themselves. However, there are marked differences in stakeholder acceptance around this technology, pointing to the need for a common approach to support the industry fully unlock this potential.”

Ο **κ. Ralph Juhl**, Executive Vice President, Technical – **Hafnia**, δήλωσε: “Remote surveys are as such nothing new. It has for long been a regularly practice to determine and decide onboard issues remotely to keep the business going. This has however often required a verification visit onboard later and thus the remote effect vanished. During the COVID19 it became evident that the industry needed to act on effective remote surveying. There was no time to think twice if we should not jeopardize the safe transport of goods as time were flying and certificates, surveys and audits expired fast. It was obvious from the beginning that extensions of surveys was a possible mean, but far from sufficient or sustainable. Valid remote inspections and surveys became a necessity within the hour.

In Hafnia we extended the audit to shore and our office ISM and ISO renewal audits was carried out very successfully together with Lloyds on behalf of Singaporean Flag. The process turned out very educational, and after the audits people praised the process and claimed to have a much better holistic picture of the operation of the company, cross-departmentally.

Remote surveying and auditing have come to stay. By modernizing and digitalizing the technical side of Shipping, I believe we will open up for a new kind of talent in that sector, including more females. We will allow more room for youth in the technical departments and talk a language more appropriate and attractive for them.

There are of course issues to be dealt with. The credibility of the surveys needs to be secured, the IT/Cyber security, hereunder personnel data protection, needs to be in order and much more... but, this could be the first, tiny step towards autonomous ships as open and transparent systems, remotely verified is a necessity going in that direction.”

Ο **κ. Michalis Pantazopoulos**, Managing Director - **Liberian Registry (Hellas)**, δήλωσε: “Given the impacts to the global shipping industry from the COVID-19 pandemic, resulting in reduced access to vessels for flag State inspections and Class Society surveys, the Liberian Administration has developed a Remote Annual flag State Safety Inspection Program. In lieu of a physical boarding, the vessel’s DPA and Master are required to attest to the vessel’s current status of compliance with international conventions and Liberian regulations and provide related information. Following receipt of the information, the appointed flag State inspector reviews and contacts the Master and DPA to conduct the remote inspection. Our goal is to complete as much of the remote ASI as possible in advance prior to arrival in port through review of certain documents and the vessel’s compliance history to reduce the time involved for the crew. The remote inspection process presents new challenges and we ask for the assistance of the DPA & the Master to ensure the continued safety of vessels during the COVID-19 crisis.”

RIDING THE DIGITAL WAVE - HOW TO PROFIT DURING THE SMART SHIPPING ERA

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Τα σχόλια της ενότητας πραγματοποιήθηκαν από τον **κ. Mike Konstantinidis, CEO - METIS Cyberspace Technology S.A.**

Ο **κ. Mike Konstantinidis, CEO - METIS Cyberspace Technology S.A.**, τόνισε την αποφασιστική συμβολή των έξυπνων τεχνολογιών όπως η Τεχνητή Νοημοσύνη στην ανάπτυξη της νέας, ψηφιακής εποχής στην παγκόσμια ναυτιλία. Ο κ. Κωνσταντινίδης τόνισε ότι μόνο μέσω ψηφιακών τεχνολογιών οι ναυτιλιακές εταιρείες θα διασφαλίσουν ένα βιώσιμο και κερδοφόρο επιχειρηματικό μοντέλο στο μέλλον. Αυτοί που θα προσαρμοστούν άμεσα θα είναι αυτοί που θα αποκτήσουν το ανταγωνιστικό πλεονέκτημα. Επιπλέον, παρουσίασε τις πιο σημαντικές εξελίξεις στην πλατφόρμα της METIS εστιάζοντας σε απτά πλεονεκτήματα όπως η αύξηση της λειτουργικής αποτελεσματικότητας, η βελτιστοποίηση της κατανάλωσης καυσίμου, η διαδικασία προγνωστικής συντήρησης και η διαχείριση του περιβαλλοντικού αποτυπώματος, προτρέποντας τις ναυτιλιακές εταιρείες να επιταχύνουν τη διαδικασία ψηφιακού μετασχηματισμού τους, υιοθετώντας καινοτόμες τεχνολογίες.

HOW SHIP TRACKING INTELLIGENCE ENABLES OPERATION VISIBILITY

Τα σχόλια της ενότητας πραγματοποιήθηκαν από τον **κ. Dimitris Sousoudis, Territory Manager - MarineTraffic**

NAVIGATING TODAY'S LEGAL MAELSTROM

IMO 2020, Sanctions, Tariffs and COVID-19 have created a new set of complexities, translating into myriad insurance and legal issues. The panel will address the main areas legal issues and claims and how to navigate past them.

Συντονιστής: κ. Joseph E. Hughes, Chairman & CEO - American Club

Ομιλητές:

- **κ. Beth Bradley, Partner - Hill Dickinson**
- **κ. Sally-Ann Underhill, Partner - Reed Smith**
- **κ. Bruce Paulsen, Partner - Seward & Kissel LLP**
- **κ. Dora Mace - Kokota, Partner - Stephenson Harwood**
- **κ. John Kissane, Partner - Watson Farley & Williams LLP**

κ. Joseph E. Hughes, Chairman & CEO - American Club, moderated a panel on the legal and regulatory maelstrom in the midst of which the shipping industry currently found itself. He noted that the complexity of international regulations on, for example, emissions, tariffs and sanctions were arguably without precedent, and had implications across a broad spectrum of maritime enterprise. The COVID-19 pandemic had also created its own challenges within a complex landscape of compliance and legal obligation within which shipowners faced increasingly difficult choices in running their businesses.

Η **κ. Beth Bradley**, Partner at International Law Firm **Hill Dickinson**, δήλωσε: “As soon as the 70th meeting of the Marine Environment Protection Committee concluded and confirm 1st January 2020 as the date for implementation of the global sulphur cap of 0.50% m/m, a challenge was laid before the shipping community to be ready for the switch to low sulphur. Broadly, by 2019 four areas were of concern (i) price, (ii) availability, (iii) quality and (iv) enforcement. As it happened, 2020 has been less about low sulphur and more about Covid-19, such that concerns regarding force majeure, performance and health have taken centre stage.”

Η **κ. Sally-Ann Underhill**, Partner - **Reed Smith**, δήλωσε: “We started the year expecting IMO 2020 to dominate the headlines. In fact, Covid has had such an impact on the maritime industry that priorities have had to be re-drawn. Fuel spreads are much less than anticipated and the use of floating storage has been at almost unprecedented levels. This has meant that scrubber commitments are being revisited. Force majeure claims and crewing issues have spiralled. And in terms of sanctions, shipping is really in the crosshairs at the moment, with OFAC and other government regulators expecting all parties to do their due diligence.”

κ. Dora Mace - Kokota, Partner - **Stephenson Harwood**, spoke about Stephenson Harwood's recent experience of shipowners potentially moving away from scrubbers and investing more in appropriate fuel. She stressed the continuing importance of the Poseidon Principles on the financing side and discussed their relevance in the transactions that the Team are seeing coming through. In relation to Covid-19 – related enquiries, Dora highlighted the recent experience of the Team in relation to requests concerning repayment holidays, requests to

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waive certain breaches under the finance documents and discussions around material adverse change provisions. She mentioned that the Team have not, as yet, experienced 'heavy-duty' restructuring. Finally, on the issue of sanctions, Dora spoke about Stephenson Harwood's experience in relation to the different sanctions' regimes, the conflicts that may arise when the rules of different regimes are applied, some 'hot' topics in the market and the importance of a compliance framework for all the players in the market.”

κ. John Kissane, Partner - **Watson Farley & Williams LLP**, discussed the appeal of US bankruptcy proceedings to foreign borrowers struggling with loss of business due to Covid, and how lenders are increasingly asking what they need to know about chapter 11. He discussed the automatic stay, which prevents creditors from terminating contracts and seizing collateral, and the trustee's power to claw back pre-petition transfers. Mr. Kissane also advised that lenders cannot be forced to extend financing, but may not be able to terminate forbearance agreements if a borrower files for bankruptcy. He concluded that lenders can take proactive measures if their borrower begins to struggle.”

2^η ΜΕΡΑ - ΤΕΤΑΡΤΗ, 17 ΙΟΥΝΙΟΥ, 2020

ΕΙΣΑΓΩΓΙΚΑ ΣΧΟΛΙΑ - ΚΑΛΩΣΟΡΙΣΜΑ: κ. Νίκος Μπορνόζης, President – Capital Link

LEADING THE SHIPPING INDUSTRY THROUGH THE NEXT PHASE OF INNOVATION, REGULATORY COMPLIANCE & TRANSFORMATION

Classification Societies play a pivotal role in the industry given their mandate to establish and maintain technical standards for construction and operation of marine vessels, to monitor compliance and to provide guidance and support. The panel will discuss various initiatives to help the industry meet the new challenges from environmental compliance, ship safety and security, technological innovation, operational efficiency, human resources management and more!

Συντονιστής: Dr. Grahaeme Henderson, Vice President, Shipping & Maritime - **Shell International Trading and Shipping Company Limited**

Ομλητές:

- **κ. Christopher J. Wiernicki**, Chairman, President & CEO - **ABS**
- **κ. Matthieu de Tugny**, President, Marine & Offshore - **Bureau Veritas**
- **κ. Knut Ørbeck-Nilssen**, CEO - **DNV GL – Maritime**
- **κ. Alastair Marsh**, CEO - **Lloyds Register**
- **κ. Ugo Salerno**, Chairman & CEO - **RINA**

Dr. Grahaeme Henderson, Vice President, Shipping & Maritime - **Shell International Trading and Shipping Company Limited**, highlighted the challenges faced by the shipping industry and the need for it to transform. The top priority must be the safety of our seafarers and continuing to improve the major accident performance. But meeting the IMO targets and society's expectations on decarbonisation remains a major challenge. Digitalisation has been turbocharged by COVID-19 and there is the opportunity now to fully embed these gains. Moving forward, there is a key role for leadership and all groups should work together as one global shipping team.

Ο **κ. Christopher J. Wiernicki**, Chairman, President & CEO – **ABS**, δήλωσε: “We are witnessing history in the making today in the form of the first digitally driven global safety outcomes. The uses of technology in response to COVID-19 contain powerful lessons on digital's potential to drive safety improvement across all levels of an industrial operation.

But digital is more about people than technology. Therefore, just as we design and build physical tools and workspaces to make them easier and healthier for people to use, so should we do as we imagine, build and implement our digital tools and workspaces. In short, we need what can be called “digital ergonomics”, meaning an approach to digitalization and digital development that puts the human user first.”

Ο **κ. Knut Ørbeck-Nilssen**, CEO - **DNV GL – Maritime**, δήλωσε: “Where the pandemic has caused pain, it has also triggered immense opportunity. In just a few short months digitalization has been turbocharged by at least half a decade, thrusting the maritime industry into a period of renaissance where the old ways of working are now constantly being challenged. That our use of cutting-edge remote survey technology has increased by a third

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compared to 2019 is just one example of this. Shipping's future now depends on better regulation, more digital collaboration, greater data transparency and a collective willingness to look beyond our own industry for solutions to the challenges we now face."

Ο κ. **Alastair Marsh**, CEO - **Lloyds Register**, δήλωσε: "The IMO target of a 50% reduction in greenhouse gas emissions by 2050 remains the biggest challenge facing our industry. It is my belief that if we are to meet this target, zero-emission vessels need to be in-service before 2030. Collaboration between governments, regulators and the private sector is vital if we are to develop, prove, scale and commercialise these vessels within the next 10 years. Whilst the choice of fuel addresses some of the emissions targets, a zero-carbon future cannot be disconnected from digitalisation. Harnessing data to improve ship design, propulsion efficiency and operational practices is key to meeting the ambitious IMO greenhouse gas targets."

κ. **Ugo Salerno**, Chairman & CEO – **RINA**, opened his speech by explaining how RINA is investing in the expansion of its capabilities through acquisitions and partnerships in sectors such as oil and gas, renewable energy, aerospace, and also by increasing its competence in fields such as augmented reality, composite materials, and alternative energy carriers such as hydrogen and ammonia.

The world around us is changing fast, and this is also affecting the way classification works, with new tools such as remote inspections and paperless verification and certification processes, which have proven particularly helpful during the COVID-19 emergency and, most of all, the role of classification itself.

Core services such as regulatory verification, on-site networks, and quick response will become 'business as usual', while new technologies will become game changers and a classification society's advisory capability will be what really makes the difference.

He stated that the engineering and technology capability that RINA has acquired, thanks to its growth and diversification strategy, provides a unique opportunity for cross-fertilisation in the maritime sector.

MEETING THE IMO 2021 CYBERSECURITY MANDATE

Protecting Ships, Seafarers, Cargoes and the Environment

The industry's response to comply with the IMO's requirement for maritime cyber-risk management is gaining momentum as we approach the January 1, 2020 deadline. But there are also distinct commercial benefits. A cyber-security framework is sought by an increasing number of stakeholders and may help in securing vessel employment, insurance and finance. This panel will bring you up to speed with the cyber-security landscape in shipping today.

Συντονιστής: κ. **Nicholas Brown**, Communications Director - **Bureau Veritas Marine & Offshore**

Ομιλητές:

- κ. **Jean-Baptiste Gillet**, Director, Advanced Services - **Bureau Veritas Marine & Offshore**
- κ. **David Foo**, Senior Director, Operations Technology - **Maritime and Port Authority of Singapore (MPA)**
- κ. **Charis Plakantonaki**, Chief Strategy Officer - **Star Bulk Carriers**
- κ. **Charalambos Kalevrosoglou**, Information Security Officer - **Tototheo Maritime**
- **Captain Rob Compher**, Chief, Office of Design & Engineering Standards - **US Coast Guard**

Ο κ. **Nicholas Brown**, Communications Director - **Bureau Veritas Marine & Offshore**, δήλωσε: "As moderator of this panel I am hoping to help the participants identify what, from their own perspectives, are the key issues related to maritime cyber-security – all in the context of connected ships and connected ports including the need to maximize the opportunities of digitalization. And then, having established why cyber security needs to be addressed (and the opportunities), we will look at directly addressing the title of the session **MEETING THE IMO 2021 CYBERSECURITY MANDATE Protecting Ships, Seafarers, Cargoes and the Environment** - asking each panelist to address how we are going to meet that requirement and the roles their organizations will play, including any wider considerations they may want to share."

κ. **Jean-Baptiste Gillet**, Director, Advanced Services - **Bureau Veritas Marine & Offshore**, contemplated that the multiplication of cyber attacks targeting shipowner onshore infrastructure and rising ship connectivity very much justify the move by IMO to require robust cyber risk management onboard ships. He further commented that while meeting IMO requirement implies some investment to update procedures, train crews and ensure minimal technical protection are in place, it will also protect the expected gains from ship digitization. He concluded that

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Bureau Veritas Cybersecurity experts have detailed in BV NR 659 (Cybersecurity rules for Classification of marine units) the Cyber Managed framework that will guide shipowners and their contractors towards such IT and Cyber best practices.”

Η **κα. Charis Plakantonaki**, Chief Strategy Officer - **Star Bulk Carriers**, δήλωσε: “Ζούμε σε μια εποχή όπου η ψηφιοποίηση στη ναυτιλία προχωρά γρηγορότερα από ποτέ σε όλες τις πτυχές των δραστηριοτήτων μιας εταιρείας. Όσο περισσότερο στηριζόμαστε στην τεχνολογία για να υποστηρίξουμε το επιχειρηματικό μας μοντέλο, τόσο πιο ευάλωτοι γινόμαστε σε κινδύνους στον κυβερνοχώρο που απειλούν την ασφάλεια των πλοίων και θέτουν σε κίνδυνο τα δεδομένα και τα οικονομικά μιας εταιρείας. Σε αυτό το περιβάλλον, είναι ζωτικής σημασίας να προστατεύσουμε την πληροφορική και λειτουργική μας υποδομή μέσω κατάλληλων μηχανισμών ελέγχου, αποτροπής και ανάκτησης. Εμείς στη Star Bulk θεωρούμε την ασφάλεια στον κυβερνοχώρο βασικό στρατηγικό ζήτημα για την εταιρεία και εφαρμόζουμε ένα ολιστικό σχέδιο για συνεχή αναβάθμιση και βελτίωση των υπάρχοντων συστημάτων, πολιτικών και διαδικασιών μας, σύμφωνα με τις οδηγίες του IMO 2021 και άλλες αντίστοιχες του κλάδου.”

Ο **κ. Charalambos Kalevrosoglou**, Information Security Officer - **Tototheo Maritime**, δήλωσε: “Αναλύοντας τις διάφορες πτυχές της κυβερνοασφάλειας στον τομέα της ναυτιλίας, έχουμε εντοπίσει ένα κενό σε ότι αφορά κάποιες πρακτικές κατευθυντήριες γραμμές που θα βοηθούσαν τους πλοιοκτήτες και πλοιοδιαχειριστές να εναρμονιστούν με τις οδηγίες του IMO για το 2021, αλλά και περαιτέρω, να δημιουργήσουν τις κατάλληλες συνθήκες ώστε να παραμείνουν αξιόπιστοι σαν συνεργάτες αλλά και σαν εργοδότες. Μέσα από την εμπειρία μας στους τομείς της κυβερνοασφάλειας, της συνδεσιμότητας και των ψηφιακών τεχνολογιών και την εφαρμογή τους στη ναυτιλία, έχουμε δημιουργήσει μια ολοκληρωμένη λύση, η οποία βοηθάει τόσο την εταιρεία όσο και το πλοίο να καλύψουν τις εξατομικευμένες ανάγκες τους όσον αφορά τη διαχείριση κινδύνου στο κυβερνοχώρο.”

THE PATH TO DECARBONIZATION

Options & Strategies - Power, Operational, Speed Reductions, Fuel Alternatives

What is the best way to achieve the decarbonization targets by 2030 or 2050? At present there are several proposals on the table for discussion at the IMO. They hinge on regulatory mandates, industry self-discipline and ultimately on the selection of the proper fuel. The panel will discuss the various options and alternatives and their pros and cons.

Συντονιστής: κ. George Plevrakis, Director, Global Sustainability - **ABS**

Ομιλητές:

- **κ. Alexander Saverys**, CEO - **CMB Group**
- **κ. Christian M. Ingerslev**, CEO - **Maersk Tankers**
- **κ. Bud Darr**, Executive Vice President, Maritime Policy and Government Affairs - **MSC GROUP**
- **κα. Ioanna Procopiou**, CEO - **Prominence Maritime**
- **Captain Rajesh Unni**, Founder & CEO - **Synergy Marine Group**

Ο **κ. George Plevrakis**, Director, Global Sustainability – **ABS**, δήλωσε: “Καθώς η Βιομηχανία προετοιμάζεται για τις επερχόμενες κανονιστικές αλλαγές το 2030 και το 2050 - υπάρχει η επικρατούσα άποψη ότι εισερχόμαστε σε μια περίοδο αβεβαιότητας που καθοδηγείται από απαιτητική περιβαλλοντική νομοθεσία η οποία τελικά θα καθοριστεί από καινοτόμες λύσεις που θα προκύψουν. Ο ρυθμός μετάβασης της Ναυτιλίας σε καύσιμα χαμηλών εκπομπών αερίου το θερμοκηπίου θα έχει τον μεγαλύτερο αντίκτυπο στο παγκόσμιο αποτύπωμα άνθρακα, περισσότερο από οποιοσδήποτε προβλέψιμες μεταβολές στη ζήτηση βασικών εμπορευμάτων, βελτιώσεις στις πρακτικές λειτουργίας, στα δρομολόγια των πλοίων, ή στα σχέδια των πλοίων.”

Ο **κ. Christian M. Ingerslev**, CEO - **Maersk Tankers**, δήλωσε: “The shipping industry will continue to be an important enabler of trade and economic growth. It is also the most energy-efficient way of transporting goods, but we need to become more sustainable as an industry, which requires profound changes to the way we operate today. While this is a major challenge, it is also a significant opportunity. Therefore, we need to come together, open up for new perspectives and find new innovative solutions.”

Ο **κ. Bud Darr**, Executive Vice President, Maritime Policy and Government Affairs - **MSC GROUP**, δήλωσε: “As a multi-asset ship operator, MSC has managed to share best practices across its businesses, the largest of which is in container shipping. MSC fully supports the IMO’s policy goals to decarbonise shipping and is actively exploring

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and trialling a range of alternative fuels and technologies – biofuels for container ships, for example – on top of some significant energy efficiency improvements across its fleet. The main challenge now is in determining the right combination of new fuels and technologies and implementing viable industry-wide proposals to invest in R&D to achieve those goals, and, ultimately, the zero-carbon future we all aspire to.”

Ο **Captain Rajesh Unni**, Founder & CEO - **Synergy Marine Group**, δήλωσε: “Shipping’s future has to be sustainable, it’s just a case of deciding what path we will take to get there. Right-minded stakeholders need to collaborate to make this happen.

As an industry, if we want to be on the right side of history, we should embrace the opportunity to take ownership of our future by pushing ahead on decarbonisation and sustainability, rather than waiting until regulations force our hand.”

DIGITALIZATION & TECHNOLOGICAL (R)EVOLUTION

Shipping companies as well as stakeholders throughout the logistics chain expedite the use of technology to optimize cost & increase efficiency. The significance of data analytics in decision making.

Συντονιστής: κ. Paolo Moretti, CEO - RINA SERVICES

Ομιλητές:

- **κ. Mark Cameron**, Executive V.P. & COO - **Ardmore Shipping Corporation**
- **κ. Mark O'Neil**, CEO - **Columbia Shipmanagement**
- **κ. Alexander Hadjipateras**, Executive Vice President, Business Development - **Dorian LPG**
- **κ. Olav Nortun**, CEO - **Thome Group**
- **κ. Stephen MacFarlane**, Chief Information Officer - **V.Group**

κ. Paolo Moretti, CEO - **RINA SERVICES**, noted how never more so than during this pandemic with its associated restrictions, has technology shown its potential to avoid or minimise business disruption in many sectors of human activity.

He reported his experience working in a classification society and, in the first instance, a multinational company with employees all over the world, which has managed to minimise disruption to a large part of its business thanks to the widespread deployment of homeworking, remote inspection and survey operations, and the extensive use of efficient communication tools with external clients and partners.

He then addressed the panellists, to understand what had been the reaction and solutions their companies to ensure resilience in their supply chains and maintenance operations, and which technologies have supported them most over the past few months, and what they thought would be the next game changers for the shipping and maritime business.

Ο **κ. Mark Cameron**, Executive V.P. & COO - **Ardmore Shipping Corporation**, δήλωσε: “There is no doubt that technological advancement and digitalisation has its place within the context of improving business efficiency. But who’s interests are we serving? At the outset, seafarers must move away from mundane data capture to more valuable, productive efforts. Shore demands for data in different formats (agents, customers, and authorities) has spiralled out of control. For years we have talked about streamlining noon reports, but all we get is more reports, everyone needs information to suit their own needs. Until we approach this from a central repository of data perspective, we continue to run in increasing circles.”

Ο **κ. Alexander Hadjipateras**, Executive Vice President, Business Development - **Dorian LPG**, δήλωσε: “Big Data and Analytics has infiltrated shipping and changed the way we work for the better. The challenge now is how to create the right system architecture for a company and to make sure that systems speak with each other. We have begun as of last year testing out sensors and many other new systems that help us optimize performance, not just regarding lower our OpEx but also as regards routing and weather systems. Enhanced connectivity and more affordable data storage have enabled this significant progress in maritime.”

TRANSPARENCY AND ACCOUNTABILITY AS THE FOUNDATION FOR OPERATIONAL EXCELLENCE

Τα σχόλια της ενότητας πραγματοποιήθηκαν από τον **κ. Matt Heider**, CEO - **Nautilus Labs**

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Ο κ. **Matt Heider**, CEO of **Nautilus Labs**, the company advancing the efficiency of ocean commerce through artificial intelligence, δήλωσε: “We’ve seen in our industry that transparency and accountability are foundational to operational excellence. At the same time, we believe that placing a higher value on transparency is ultimately what will drive greater profitability and sustainability across the entire ocean shipping ecosystem. Shipping leaders need to work together to address the dysfunction that exists between stakeholders and produces broader inefficiency. The firms that embrace this change first will ultimately achieve competitive advantage in the market.”

PUTTING IT ALL TOGETHER - REMAINING VIGILANT & ALERT - THE SHIPOWNERS PERSPECTIVE

The current global situation is accelerating the transformation throughout the shipping industry. Slower economic growth, low oil prices, a global pandemic, uncertainty regarding fuel types and ship designs, rapid developments in technology, increased regulatory demands, and a changing landscape in ship finance are among the challenges the industry is facing today. Weak markets are tough to endure but they also create opportunities. Shipping is and will remain the artery of global trade. The industry thrives on volatility and change. Leading international shipowners panel will discuss how the industry is coping with all these challenges and what changes and transformations can be expected looking ahead.

Συντονιστής: κ. Henry Curra, Head of Research - Braemar ACM Shipbroking

Ομιλητές:

- **κ. Bing Chen**, Chairman, President & CEO - **Seaspan Corporation**
- **κ. Jerry Kalogiratos**, CEO - **Capital Product Partners**
- **κ. Gary Vogel**, CEO & Director - **Eagle Bulk**
- **κ. Lois Zabrocky**, CEO - **International Seaways**
- **κ. Kevin MacKay**, CEO - **Teekay Tankers**
- **κ. Hing Chao**, Executive Director - **Wah Kwong Maritime Transport Holdings**

Ο κ. **Bing Chen**, Chairman, President & CEO - **Seaspan Corporation**, δήλωσε: “Operational excellence is increasingly critical for both global Liners and tonnage providers, highlighted during COVID-19. Our Liners demand efficiency and top-quality services for their customers in this competitive and evolving market, therefore, the definition is much deeper and broader than ever. For Seaspan, operational excellence goes beyond charter rates and OPEX alone. Our integrated, cross-functional platform, focuses on solutions around cost savings, reliable operations, technological innovation, creative commercial solutions, environmental compliance, balance sheet management, etc. To achieve this, it requires scale, flexibility, reliability and quality. This is how Seaspan has strategically invested and built our platform to anticipate Liners’ demands.”

κ. Lois Zabrocky, CEO of **International Seaways, Inc. (NYSE: INSW)**, considers the recent surge in tanker rates provides International Seaways, with its low leverage and strong balance sheet, the resources to thrive through the current uncertainties in the markets. Future destocking of inventories, expected to put downward pressure on rates, should be tempered by a historically low orderbook and a significant number of older ships still trading. In addition, having secured record earnings in the first quarter, significant second quarter bookings at high levels, and putting four VLCCs on time charter, International Seaways expects to weather any such downturn.

Ο κ. **Kevin MacKay**, CEO - **Teekay Tankers**, δήλωσε: “The tanker market has experienced seismic moves over the last three quarters from U.S. sanctions on COSCO, a brief Saudi / Russia oil price war, the COVID-19 pandemic and steep oil price contango, which propelled tanker company cash flows to record levels. Now we have record OPEC production cuts and the potential unwinding of floating storage coinciding with a time where we have the lowest tanker orderbook in 23 years. At the same time, the industry faces some of its biggest challenges, including safely completing crew changes during this pandemic and the decarbonization of shipping in conjunction with development of the potential next generation of propulsion systems.”

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Το υλικό του Συνεδρίου (Φωτογραφίες, Videos, το Υλικό των Παρουσιάσεων των Πάνελ Συζητήσεων και των Ομιλιών) είναι τώρα διαθέσιμα εδώ: <https://forumopex2020.capitallink.com/en/>

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ΤΟ ΣΥΝΕΔΡΙΟ ΔΙΟΡΓΑΝΩΘΗΚΕ:

ΧΟΡΗΓΟΙ:

ΠΑΓΚΟΣΜΙΟΣ ΚΥΡΙΟΣ ΧΟΡΗΓΟΣ: Tsakos Energy Navigation Ltd. (TEN LTD.)

ΠΑΓΚΟΣΜΙΟΙ ΧΡΥΣΟΙ ΧΟΡΗΓΟΙ: Columbia Shipmanagement • DNV GL • Tototheo Maritime Ltd

ΧΡΥΣΟΙ ΧΟΡΗΓΟΙ: ABS • Bureau Veritas • Lloyd's Register • RINA SERVICES

ΧΟΡΗΓΟΙ: The American Club • Braemar Naves Corporate Finance • Cyprus Shipping Deputy Ministry • Liberian Registry • Marine Traffic • Metis Cybertechnology • Nautilus Labs • Synergy Group • Thome Group • V Group

ΥΠΟΣΤΗΡΙΚΤΕΣ ΧΟΡΗΓΟΙ: Ardmore Shipping • Capital Product Partners L.P. • d'Amico International Shipping S.A. • Danaos Corporation • Dorian LPG • Star Bulk Carriers • TORM A/S • Wah Kwong Maritime Transport Holdings

ΕΚΘΕΤΕΣ: Elvictor Group • Flott & Co. Pc • Hill Dickinson • Moore • Procure Ship • Reed Smith • Seward & Kissel LLP • Ship Medcare • Singhai Marine Services • Singapore Organisation of Seamen • Stephenson Harwood • Watson Farley & Williams

ΔΩΡΕΕΣ: iCALL • The Mission to Seafarers • The Seamen's Church Institute

ΦΟΡΕΙΣ ΥΠΟΣΤΗΡΙΞΗΣ: Association of Banking and Financial Executives of Greek Shipping • Association of S.A. & Limited Liability Companies • BCA College • CASS Business School • EENMA - Hellenic Shortsea Shipowners Association • Greek Shipping Cooperation Committee • Greek Energy Forum • Hellenic Association of Ship Suppliers & Exporters • HELMEPA • Hellenic Shipbrokers Association • IMLI - International Maritime Law Institute • INTERCARGO • Propeller Club • Piraeus Marine Club • Piraeus Association for Maritime Arbitration • NYMAR – New York Maritime Inc. • WISTA Hellas • WLPGA - World LPG Association

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ΜΟΥΣΙΚΗ ΕΠΕΝΔΥΣΗ: Menelaos Kanakis www.kanakismenelaos.com

ΓΙΑ ΠΕΡΙΣΣΟΤΕΡΕΣ ΠΛΗΡΟΦΟΡΙΕΣ:

Παρακαλούμε επικοινωνήστε με:

ΝΕΑ ΥΟΡΚΗ // Κα. Όλγα Μπορνόζη & Κα. Eleni Bej

Τηλ.: +1 212 661 75 66 - Email: obornozi@capitallink.com ; ebej@capitallink.com

Για χορηγικές δυνατότητες παρακαλούμε επικοινωνήστε με κ. Nicolas Bornozis ή κα. Anny Zhu, email: forum@capitallink.com ή τηλ. +1 (212) 661-7566.

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και ναυτιλιακών κοινοτήτων και παρέχουν ένα μοναδικό συνδυασμό πληροφοριακού περιεχομένου, ευκαιριών μάρκετινγκ και δικτύωσης.

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