



# 2nd Annual Capital Link Greek Shipping Forum

## Navigating Challenges and Capturing Opportunities

Tuesday, February 22, 2011 – Athens, Greece



9:15 AM - 9:45 AM

REGISTRATION - BREAKFAST RECEPTION SPONSORED BY:



### MORNING SESSIONS

9:45 AM – 9:50 AM

Welcome Remarks

Mr. Nicolas Bornozis - *President, Capital Link*

9:50 AM – 10:00 AM

Opening Remarks

Mr. George A. Gratsos - *President, Hellenic Chamber of Shipping*

10:00 AM - 10:20 AM

*Of bulls and bears in energy markets:*  
Returning to structural scarcity or continued  
'under-demand'?

Mr. Timothy Boon von Ochssée, PhD -  
*Natural Resource and Energy Economist, ABN AMRO*

10:20 AM – 10:40 AM

Green Ship Recycling

Dr. Anil Sharma - *Founder, President and CEO, Global Marketing Systems, Inc.*

10:40 AM - 11:00 AM

The Joint Ventures in Shipping

Mr. Chris Randall – *Partner, Norton Rose LLP*

11:00 AM – 11:20 PM

Valuation Disparities Between Private &  
Public Markets

Mr. Socrates Leptos-Bourgi - *Assurance Partner & Global Shipping & Ports Leader, PwC Greece*  
  
Mr. Ioannis Petrou - *Deals Manager, Valuations Practice Leader, PwC Greece*

11:20 PM - 12:00 PM

Bank Financing of Shipping

**Moderator:**

- Mr. Alistair Mackie - *Partner, Holman Fenwick Willan LLP*

**Panelists:**

- Mr. Gust Biesbroeck - *Head of Transportation, ABN AMRO*
- Mr. George Kakoulidis - *Director, Citi*
- Mr. Evan Cohen - *Managing Director and Global Head Dry Bulk Group, DVB Group Merchant Bank (Asia)*

12:00 PM – 12:15 PM

Raising Capital in the US Capital  
Markets – Legal Considerations

Ms. Vassiliki Tsaganos – *Partner, Fried, Franks, Harris, Shriver & Jacobson LLP*

12:15 PM – 12:35 PM

Monaco and its Financial Marketplace

Mr. Stephane Garino – *Partner, KPMG Monaco*

12:35 PM – 12: 45 PM

The Contribution of Greek Shipping to  
the Greek Society

Mr. George D. Gourdomichalis – *President, Piraeus Marine Club*

### LUNCHEON & KEYNOTE ADDRESS

1:00 PM - 2:15 PM

**Introductory Remarks**  
**Mr. Stefan Jekel**  
**Managing Director, Europe, Middle East, Africa,**  
**NYSE Euronext**

**Keynote Address: *The Global Economy***  
**Mr. Guy Verberne**  
**Head of Investment Strategy, ABN AMRO**

## AFTERNOON SESSIONS

2:30 PM – 2:35 PM	Introductory Remarks to the Capital Markets Sessions	Ms. Isabella Schidrich, - <i>Senior Managing Director, NASDAQ OMX</i>
2:35 PM - 3:05 PM	Are Capital Markets Open to Shipping?	<p><b>Moderator:</b></p> <ul style="list-style-type: none"> <li>Mr. Emil Yiannopoulos - <i>Partner, Global Assurance, PwC</i></li> </ul> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>Mr. Philippe Chryssicopoulos - <i>Managing Director, Bank of America Merrill Lynch</i></li> <li>Mr. Anthony Argyropoulos - <i>Managing Director, Investment Banking Group, Cantor Fitzgerald</i></li> </ul>
3:05 PM – 3:45 PM	Raising Capital Through Equity Financing	<p><b>Moderator:</b></p> <ul style="list-style-type: none"> <li>Mr. Tony Backos – <i>Partner, Watson, Farley &amp; Williams LLP</i></li> </ul> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>Mr. William Kelly - <i>Managing Director, Head of Equity Capital Markets, Knight Capital Americas, L.P.</i></li> <li>Mr. Wiley Griffiths - <i>Executive Director Global Transportation, Morgan Stanley</i></li> <li>Mr. Eric Schless - <i>Managing Director - Wells Fargo Securities</i></li> </ul>
3:45 PM - 4:25 PM	Raising Capital Through Fixed Income Financing	<p><b>Moderator:</b></p> <ul style="list-style-type: none"> <li>Mr. Stuart Gelfond - <i>Partner, Fried, Frank, Harris, Shriver &amp; Jacobson LLP</i></li> </ul> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>Ms. Christa Tosi Volpicelli – <i>Director, Citi Investment Banking</i></li> <li>Mr. Elias Sakellis - <i>Executive Director, Goldman Sachs International</i></li> <li>Mr. Hamish Norton - <i>Managing Director, Jefferies</i></li> </ul>
4:25 PM – 4:55 PM	Alternative Financing	<p><b>Moderator:</b></p> <ul style="list-style-type: none"> <li>Mr. Harry Wong – <i>Managing Director, Investment Banking &amp; Capital Markets, Knight Capital Americas, L.P.</i></li> </ul> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>Mr. Gust Biesbroeck - <i>Head of Transportation, ABN AMRO</i></li> <li>Mr. Chris Weyers - <i>Managing Director, FBR Capital Markets</i></li> </ul>
4:55 PM - 5:35 PM	<b>Analyst Panel:</b> Market Outlook & Investor Attitudes in Shipping	<p><b>Moderator:</b></p> <ul style="list-style-type: none"> <li>Mr. Nigel Lowry – <i>Athens Correspondent, Lloyd’s List</i></li> </ul> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>Mr. Douglas J. Mavrinac - <i>Maritime Group Head, Jefferies &amp; Company, Inc.</i></li> <li>Mr. Peter Sorkin - <i>Research Analyst, Transportation Sector (Airlines &amp; Shipping), Knight Capital Americas, L.P.</i></li> <li>Mr. Michael Webber - <i>Senior Analyst, Vice President Equity Research - Global Shipping, Wells Fargo Securities, LLC.</i></li> </ul>
5:30 PM - 7:30 PM	 <div style="display: flex; justify-content: space-between; align-items: center;"> <div style="text-align: center;">  <p><b>TEN LTD</b> TSAKOS ENERGY NAVIGATION LTD</p> </div> <div style="text-align: center;"> <h3 style="color: red; margin: 0;">COCKTAIL RECEPTION</h3> <p style="color: red; font-size: 1.2em; margin: 0;">Sponsored by Tsakos Energy Navigation</p> </div> <div style="text-align: center;">  <p><b>TEN LTD</b> TSAKOS ENERGY NAVIGATION LTD</p> </div> </div>	