

# 9<sup>th</sup> Annual Capital Link Shipping, Marine Services & Offshore Forum



Wednesday, October 5, 2016 London, UK

# In Partnership With **Fearnley Securities**



In Cooperation With



**Global Lead Sponsor** 



TOTOTHEO GROUP

**Global Gold Sponsors** 









# Fearnley Securities

A Leading Investment Bank in the Maritime Sectors

Part of the Global Astrup Fearnley Group Industry Experience since 1869

Equity Capital Market		ACCOMMODATION	DRYBULK	OFFSHORE RIG
Initial Public Offerings	Private Placements	🔥 Prosafe	EAGLE	Songa Offshore
		NOK 2.4bn debt Restructuring	USD 85m	Equity issue
Debt Ca	Debt Capital Market		Private Placement	USD150m Convertible Bond
High Yield Bonds	Convertible Bonds	LPG	E&P	LNG
Ad	Advisory		DNO	Golar LNG
Mergers & Acquisitions	Restructuring & Planning	Panamax VLGC fleet Strategic	USD 400m	USD 150m
Res	Research		Bond issue	Bond issue
Faults	Oredit	OFFSHORE SUPPLY	CRUDE TANKER	DRY BULK
Equity Coverage	Credit Coverage		DHT	(E) BELSHIPS
Sales		Siem Oil Invest	USD 150m	
Equity	Fixed Income	USD 250m Private Placement	Equity issue USD 150m Convertible bond	Japanese lease-financing of dry bulk newbuilding



#### th Annual Capital Link Shipping, Marine Services & Offshore Forum Wednesday, October 5, 2016



IN PARTNERSHIP WITH **Securities** 

Wednesday, October 5, 2016 One Moorgate Place, London, UK



Capital Link's **9**<sup>th</sup> **Annual Shipping, Marine Services & Offshore Forum**, held in partnership with Fearnley Securities and in cooperation with the London Stock Exchange, arrives at a tenuous time in the industry. But volatility and unpredictability are common themes for the global shipping industry and create besides the challenges they also create significant opportunities for astute investors.

Our event 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. We feature a series of panel discussions and presentations by industry leaders as well as individual meetings with companies' management.

The Forum presents a unique opportunity to meet and network with a large and targeted high-caliber audience in the industry. Participants will gain a deeper understanding of the current state of the shipping and marine services industry, potential effects on their investments, and a clearer focus on the opportunities and challenges ahead.

London has been a traditional industry hub for the maritime sector. Organizing this Forum in London Capital Link aims to raise the profile of both private and listed shipping companies to a wider investor audience. The Capital Link Forums are recognized as an effective networking platform for industry professionals, bankers, financiers, and investors alike.

We would like to express our appreciation and gratitude to the London Stock Exchange, our sponsors, and our media partners for their continued support in making this event a success each year. Their repeated contribution and participation are a testament to Capital Link's recognition in the financial, investment, and shipping communities.

We would like to express particular thanks to **Fearnley Securities** for their partnership in organizing the London Shipping Forum elevating it to a new level of quality and effectiveness.

Sincerely,

Nicolas Bornozis

President

Capital Link, Inc.



Capital Link, Inc.

New York - London – Athens – Oslo – Shanghai

Your Link with the Global Investment Community®

Excellence in Investor Relations and Financial Communications

www.capitallink.com | www.capitallinkforum.com | www.capitallinkportals.com



# 9 th Annual Capital Link Shipping, Marine Services & Offshore Forum Wednesday, October 5, 2016 One Moorgate Place, London, UK



#### IN PARTNERSHIP WITH **X** Fearnley Securities



8:00 AM - 8:30 AM	REGISTRATION		
8:25 AM – 8:30 AM	Welcome Remarks	Mr. Nicolas Bornozis, President & CEO – Capital Link	
8:30 AM – 8:40 AM	<b>Opening Remarks</b>	Mr. Even Matre Ellingsen, CEO - Fearnley Securities	
8:40 AM – 8:50 AM	London as a Global Capital Raising & Investment Destination	Mr. Tom Attenborough, Head of UK & Large Caps, Primary Markets – London Stock Exchange	
8:50 AM – 9:10 AM	Global Shipping & Shipbuilding Markets – Overview & Outlook	Dr. Martin Stopford, Non-Executive President – Clarkson Research Services Limited	
9:10 AM – 9:50 AM	Dry Bulk Sector Panel	<ul> <li>Moderator:</li> <li>Mr. Jonathan Staubo, Shipping Analyst - Fearnley Securities</li> <li>Panelists: <ul> <li>Mr. Gary Vogel, CEO - Eagle Bulk Shipping Inc. (NASDAQ:EGLE)</li> <li>Ms. Birgitte Ringstad Vartdal, CEO - Golden Ocean Group</li> <li>Mr. Stamatis Tsantanis, CEO - Seanergy Maritime Holdings (NASDAQ:SHIP)</li> <li>Mr. Simos Spyrou, Co-CFO - Star Bulk Carriers (NASDAQ:SBLK)</li> <li>Mr. Jens Ismar, CEO - Western Bulk Chartering</li> <li>Mr. David Morant, Managing Director – Scorpio Group UK</li> </ul> </li> </ul>	
9:50 AM – 10:25 AM	LNG Shipping Sector Panel	Moderator: Mr. Espen Fjermestad, Analyst – Fearnley Securities Panelists: Mr. Sveinung Stohle, CEO – Hoegh LNG Mr. Paul Wogan, CEO – Gaslog Ltd. Ms. Anita Odedra, EVP Commercial – Maran Gas	
10:25 AM – 10:45 AM	NETWORKING BREAK		
10:45 AM – 11:15 AM	Chemical Tankers Sector Panel	<ul> <li>Mr. Hans Feringa, President &amp; CEO - Team Tankers International Ltd.</li> <li>Mr. Mark Roberts, Director, Specialized Products – Clarksons Platou Shipbroking</li> </ul>	



IN PARTNERSHIP WITH **Securities** 



11:15 AM – 11:50 AM	Shipping & Bank Finance Panel	<ul> <li>Moderator:</li> <li>Mr. Stuart McAlpine, Partner - Clyde &amp; Co. LLP</li> <li>Panelists: <ul> <li>Mr. Joep Gorgels, Managing Director, Country Executive for Norway – ABN AMRO Bank</li> <li>Mr. Chris Conway, Managing Director, Global Head of Shipping &amp; Offshore for Export Agency Finance - Citi</li> <li>Mr. Michiel Steeman, Managing Director, Shipping Finance Europe – DVB Bank</li> <li>Mr. Ilias Katsoulis, Managing Director - Deutsche Bank</li> <li>Mr. Kjartan Bru, Head of Shipping, Offshore &amp; Logistics, CEMEA - DNB</li> </ul> </li> </ul>	
11:50 AM - 12:10 PM	Current Trends in the US Capital Markets – Elements of Successful Transactions	Mr. Robert Lustrin, Partner - Seward & Kissel LLP	
12:10 PM – 12:45 PM	<b>Shipping &amp; Capital Markets</b> <b>Panel</b> Are Capital Markets Open to Shipping?	<ul> <li>Moderator:</li> <li>Mr. Rolf Johan Ringdal, Partner – BA-HR</li> <li>Panelists: <ul> <li>Mr. Alexander Argyros, Head of Investment Banking Division - AXIA Ventures Group</li> <li>Mr. Karl Fredrik Staubo, Managing Director Shipping - Clarkons Platou Securities</li> <li>Mr. Rikard Vabo, Partner, Head of Corporate Finance - Fearnley Securities</li> <li>Mr. Jeffrey Pribor, Managing Director &amp; Global Head of Maritime – Jefferies LLC</li> </ul> </li> </ul>	
12:50 PM – 1:50 PM	NETWORKING LUNCH		
2:00 PM – 2:30 PM	LPG Sector Panel Panel	<ul> <li>Moderator:</li> <li>Mr. Robert Perri, Director of Equity Research - AXIA</li> <li>Capital Markets LLC</li> <li>Panelists: <ul> <li>Mr. John Lycouris, CEO - Dorian LPG (NYSE:LPG)</li> <li>Mr. Vassilis Kertsikoff, Vice Chairman – Eletson Holdings</li> <li>Mr. Charles Maltby, Chairman &amp; CEO - Epic Gas</li> </ul> </li> </ul>	



IN PARTNERSHIP WITH **N** Fearnley Securities



London Stock Exchange

		Moderator:	
		Mr. Panos Katsambas, Partner – Reed Smith	
		Panelists:	
		Mr. Andreas Povlsen, CEO – Breakwater Capital	
		<ul> <li>Mr. Tor Kildal, Partner – Fearnley Project Finance</li> </ul>	
2:30 PM – 3:05 PM	Shipping, Private Equity &	<ul> <li>Mr. Paulo Almeida, Portfolio Manager – Tufton</li> </ul>	
2.30 FIVI - 3.03 FIVI	Alternative Financing Panel	Oceanic Ltd.	
		<ul> <li>Mr. Aziz Hassanali, Founder &amp; Managing Partner – Bateleur Capital LLC</li> </ul>	
		<ul> <li>Mr. Michail Zekyrgias, Managing Director – Bank</li> </ul>	
		of America Merrill Lynch	
	Restructuring as a Business	Ms. Lindsey Keeble, Partner, Head of Maritime Practice –	
3:05 PM – 3:25 PM	& Investment Opportunity	Watson Farley & Williams LLP	
		Moderator:	
		Mr. Kaare Christian Tapper, Partner - Wikborg Rein	
		Panelists:	
		Mr. Per Olav Karlsen, CEO and Managing Partner	
3:25 PM – 4:00 PM	Restructuring Panel	- Cleaves Securities	
		Mr. David Soden, Partner - Deloitte	
		<ul> <li>Mr. Axel Siepmann, Managing Director – NAVES</li> </ul>	
		Corporate Finance	
4:00 PM – 4:20 PM	NETWORKING BREAK		
		Panelists:	
		Captain Stephen Bligh, Senior Principal	
		Consultant, Head of Section, Maritime Advisory -	
	Optimizing Fleet	DNV GL	
4:20 PM – 5:00 PM	Efficiency/Maximizing Cost Savings	• Mr. Andreas Hadjipetrou, Managing Director -	
		Columbia Shipmanagement Ltd.	
		• Mr. Yuri Borodulin, Managing Director –	
		Kazmortransflot UK	
		Moderator:	
	Tanker Sector Panel (Crude & Product)	Glenn Lodden, Senior Equity Research Analyst, Shipping -	
		ABN AMRO	
		Panelists:	
		Mr. Anthony Gurnee, CEO – Ardmore Shipping	
		Corporation	
5:00 PM – 6:00 PM		Mr. Kim Ullman, CEO – Concordia Maritime	
		Mr. Marco Fiori, CEO - d'Amico International	
		Shipping (Borsa Italiana:DIS)	
		Mr. Ted Petrone, Vice Chairman - Navios	
		Corporation	
		• Mr. Eddie Valentis, CEO – Pyxis Tankers	
		<ul> <li>Mr. Jacob Meldgaard, CEO – TORM A/S</li> </ul>	
		Mr. Nikos Tsakos, CEO - Tsakos Energy Navigation	
6:00 PM – 7:00 PM	COCKTAIL RECEPTION		

# The world's capital market

We are proud to sponsor Capital Link's™ 9th Annual International Shipping Forum.

www.lseg.com



© September 2016 London Stock Exchange plc. London Stock Exchange and the coat of arms device are registered trademarks of the London Stock Exchange plc

# **Capital Link Forums**

# 2016-2017 Calendar



rd Annual Capital Link Dissect ETFs Forum Thursday, September 29, 2016 The Metropolitan Club, One East 60th St., New York City Exchange Traded Funds (ETFs) have seen an explosive growth in the industry since the emergence of the first ETF in 1990. The growing popularity of this investment vehicle has dramatically change the investment landscape among both institutional investors and financial industry professionals who provide wealth management services to clients. This Forum is an extension of our 15 year track record success of our Annual Closed-End Funds and Global ETFs.



Oth Annual Capital Link Shipping, Marine Services & Offshore Forum Wednesday, October 5, 2016 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.



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

With greater industry sophistication, awareness, and expectations, corporate social responsibility (CSR) is an increasingly important issue that shipping and offshore companies cannot afford to ignore. This forum will explore how companies can keep a competitive advantage gaining market share, attracting top talent, and preserving employee retention by adopting CSR policies.



U.S. and Greek businesses and investment communities will discuss the latest trends in the capital and stock markets while covering topics ranging from shipping, information technology, banking, and finance to telecommunications and real energy, estate. This event receives annual support from the NYSE Euronext and is held under the auspices of the Ministry for Development, Competitiveness, Infrastructure, Transport & Networks.





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



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

New York – London – Athens – Oslo - Shanghai www.capitallink.com - www.capitallinkforum.com



th Annual Capital Link Master Limited Partnership Investing Forum Thursday, March 2, 2017 The Metropolitan Club, One East 60th St.,NYC



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



The eleventh installment of the Invest in International Shipping Forums is investor-focused event allows a platform for high-level executives and shipping companies to share and examine the shipping markets in light of annual results. Institutional investors and analysts, financial advisors, bankers, financial media, and other qualified investors will be in attendance.



This annual event, playing host to 1,000 attendees every year, will not only address the benefits and challenges associated with using closed-end funds (CEFs) and ETFs, but will also present a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other wealth management professionals, and major financial media.

#### 2nd Annual Capital Link China Shipping Forum Tuesday, May 16, 2017 Grand Kempinski Hotel Shanghai, China



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



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

2 nd Annual Capital Link New York Maritime Forum Tuesday, October 17, 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.

# 23 YEARS OF CONTINUOUS GROWTH



TSAKOS COLUMBIA SHIPMANAGEMENT ("TCM") S.A.

# **IN PARTNERSHIP WITH**



**The Astrup Fearnley Group** dates back to 1869 when its founder, Mr. Thomas Fearnley, established a shipbroking business in Oslo, Norway. Today, almost 150 years later, the Group is a leading, independent and global provider of brokerage, research, financial and advisory services to investors and companies involved in maritime industries such as shipping and offshore.

**Fearnley Securities** was established in 1987. The firm remains close to the Group's heritage and core businesses, hence focusing exclusively on maritime industries such as shipping, offshore and energy. From our offices in Oslo and New York we provide a full range of brokerage and investment banking services for our domestic and global clients.

#### **KEY SERVICES**

Investment Banking

- Capital market financing
- Equity and bond issues
- IPOs
- Private placements / secondaries / follow-ons
- M&A and divestments
- Reorganizations and demergers
- Capital structuring
- Valuations and fairness opinions

#### Sales & Trading

• Best execution on all trading venues / regulated

Markets / dark-pools

- Equity sales
- Credit / high yield sales
- Sales of large shareholdings / block trades
- Equity repurchases
- OTC

#### Research

- Global coverage of more than 100 companies
- Equity research
- Credit / high yield research
- Shipping
- Offshore
- E&P / Energy

Relationship Partnership Columbia Shipmanagement



# **IN COOPERATION WITH**



**London Stock Exchange Group (LSE.L)** is a diversified international exchange Group that sits at the heart of the world's financial community. The Group can trace its history back to 1801. The Group operates a broad range of international equity, bond and derivatives markets, including London Stock Exchange; Borsa Italiana; MTS, Europe's leading fixed income market; and the pan-European equities platform, Turquoise. Through its markets, the Group offers international business, and investors, unrivalled access to Europe's capital markets.

The Group offers its customers an extensive range of real-time and reference data products, including Sedol, UnaVista and RNS. FTSE calculates thousands of unique indices that measure and benchmark markets and asset classes in more than 80 countries around the world.

Headquartered in London, United Kingdom with significant operations in Italy, France, North America and Sri Lanka, the Group employs approximately 4,700 people.

#### Capital Markets

The Group's capital markets business facilitates companies' raising of capital through the issuance of equity and debt by providing liquid secondary markets for the trading of those and other securities.

Primary markets – We help companies to raise capital through a choice of markets. The Group's primary markets in London (Main Market, IOB, AIM, ORB) and Italy (Main Market, AIM Italia, MOT) enable companies from across the world to issue both equity and debt to raise capital, offering access to a broad pool of capital and efficient markets.

Secondary markets – The Group provides fast and efficient trading, allowing investors and institutions access to cash equities, derivatives and fixed income securities. These include MTS, facilitating electronic fixed income trading in Europe; and Turquoise offering pan-European and US equity trading and pan-European derivatives trading.



#### **Previous Event Photos**



# GET YOUR REWARD FOR HIGHEST QUALITY STANDARDS

As the first classification incentive provider of the Green Award Foundation, DNV GL offers Green Award companies a 10 per cent discount on all training courses as well as on audits related to environmental standards such as ISO 14000 and ISO 5000. Contact your local office to get your reward now!

Learn more at www.dnvgl.us/maritime

#### CONTACT

DNV GL One International Boulevard Crossroads Corporate Center, Suite 406 Mahwah, NJ 07495 newyork.maritime@dnvgl.com +1 (201) 512-8900





**Tsakos Energy Navigation Ltd. (TEN)** is one of the largest independent transporters of energy in the world controlling a versatile fleet of modern crude and product tankers with strong ice-class capabilities and liquefied natural gas ("LNG") vessels. TEN has established a reputation as an experienced and efficient operator of well-maintained tankers and has proactively met customer's energy transportation requirements globally.

To date, TEN's pro-forma fleet, including one VLCC, one LNG carrier, seven Aframax tankers, a Suezmax DP2 shuttle tanker and one LR1 product tanker all 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, 47 vessels trade in crude, 13 in products, three are shuttle tankers and two are LNG carriers. All of TEN's tanker newbuildings except the one remaining VLCC Hercules and the LNG carrier Maria Energy are fixed on long-term project businesses. As of September 2016, about 60% of 2016 fleet available days, assuming nine deliveries, are on secured contracts with an average length of 2.5 years and minimum gross revenues of about \$1.4 billion.

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



#### **Previous Event Photos**





# The leading specialist in international transport finance

Amsterdam • Athens • Curaçao

Frankfurt • Hamburg • London

New York • Oslo • Singapore

Tokyo • Zurich











www.dvbbank.com

# **GLOBAL GOLD SPONSORS**



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

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

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

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

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





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

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



**DVB Bank** is the only bank in the world solely focused on financing international transport assets, offering integrated financing solutions and advisory services for the Shipping, Aviation, Offshore and Land Transport sectors. Rated A+/AA- by S&P and Fitch, DVB Bank is listed at the Frankfurt Stock Exchange and predominantly owned by DZ BANK - Germany's fourth largest bank by asset size. DVB Bank employs in excess of 600 people in eleven offices around the world across all of its disciplines. DVB Bank's philosophy is to make deals work. This means striving to seek and develop intelligent and appropriate solutions that not only meet, but also exceed, our clients' needs and expectations. DVB Bank enjoys a unique position in the international transport markets. Given our strategic focus we aim to offer original and effective solutions to our clients through all cycles.

# Optimize your Shipping Route around the Globe!

Professional Service and Tailor Made Solutions in the field of Satellite Communications, Automation, Navigation Systems and Ship Repair.



www.tototheo.com | e: info@tototheo.com.cy | t: + 357 25 569155

# **GLOBAL GOLD SPONSORS**



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

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

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

#### Allaboutshipping.co.uk introduces the platform for the shipping industry and beyond.

Our mission is to create the free platform for all issues of the shipping industry - after all, 80 percent of our planet is water and the majority of its 7 billion people live close to the seal 150+ categories of subjects ar covered in order to offer the industry a variety of unbiased news and information! Our goal is to challenge whatever hasn't been challenged to date! And it is not the power of information, as many try to put forward: it's the abuse of power of information that many live on and that destroys the industry, physically and technically. With nearly 28,000 page views per month, up 8,000 since last year, we begin to really conquer the maritime world, so come on board and gradually see what you get from this medium, entrust your written views with allaboutshipping.co.uk, as well as your promotion in the form of an advert/banner.

allaboutshipping.co.uk is your NEW platform!

SHIP

# THE INVESTMENT Bank of Choice



**Cyprus - Nicosia** (Head Office) 10 G Kranidioti St. Suite 102 1065 Nicosia, Cyprus Switchboard: +357 22 74 2000 Fax: +357 22 74 2001 **Greece – Athens** (**Branch**) 4 Vasilissis Sofias Ave. 3rd Floor, 10674, Athens, Greece Switchboard: +30 210 7414400 Fax: +30 210 7414449 **USA - New York AXIA CAPITAL MARKETS, LLC** 645 Fifth Avenue, Suite 903 New York, NY 10022, USA Switchboard: +1 212 7920255 Fax: +1 212 7920256 UK – London (Representative Office) Berkeley Square House Berkeley Square, London W1J 6BD, United Kingdom Switchboard: +44 (0) 207 887 6080 Fax +44 (0) 27 887 6001 Portugal – Lisbon

(Branch) Avenida da Liberdade 240, 4th floor 1250-096 Lisbon, Portugal Switchboard: +351 219364440 Fax +351 219364449



# **GLOBAL SPONSORS**



AXIA Ventures Group Limited ("AXIA"), a subsidiary of AXIA Financial Group ("AFG"), is a privately owned investment bank providing financial advisory and capital market-related services to corporate and institutional clients. AXIA is headquartered in Nicosia, Cyprus, regulated by the Cyprus Securities and Exchange Commission (License No: 086/07) and fully licensed to provide financial advisory services in many financial markets around the world. AXIA has presence in Nicosia (Headquarters). Athens (Branch), Lisbon (Branch), New York (subsidiary) and London (representative office). AXIA is the sole owner of AXIA Capital Markets, LLC, a broker-dealer registered with the Securities and Exchange Commission (SEC) and a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC).



**Clarksons Platou Securities** has a broad and diverse global institutional client base, specializing in the Clarksons Platou Group's core maritime sectors, offering services including equity and fixed income sales and trading, equity and credit research, corporate access and corporate finance services, including advising clients on a range of equity and debt capital markets and M&A transactions. Clarksons Platou Securities has approximately 80 employees located in Oslo and New York.



**Clyde & Co.** is a global law firm with a pioneering heritage and a resolute focus on its core sectors of insurance, aviation, energy, infrastructure, natural resources, marine and trade. With over 1,400 lawyers operating from 46 offices and associated offices in six continents, the firm advises on a wide range of contentious and transactional matters.

Clyde & Co.'s core global sectors position it at the heart of global trade and commerce: insurance, trade & commodities, energy, transport and infrastructure. With the largest marine practice worldwide, no other international law firm can match our combination of size, global presence and expertise. We have unrivalled knowledge of the shipping sector and our depth of industry expertise enables us to support our clients at every level, from small bumps and scrapes to major and complex losses and disputes.

# Jefferies

Jefferies, the global investment banking firm, has served companies and investors for over 50 years. Headquartered in New York, with offices in over 30 cities around the world, the firm provides clients with capital markets and financial advisory services, institutional brokerage and securities research, as well as wealth management. The firm provides research and execution services in equity, fixed income, and foreign exchange markets, as well as a full range of investment banking services including underwriting, mergers and acquisitions, restructuring and recapitalization, and other advisory services, with all businesses operating in the Americas, Europe and Asia.

Jefferies Group LLC is a wholly-owned subsidiary of Leucadia National Corporation (NYSE: LUK), a diversified holding company. Jefferies Group LLC's principal operating subsidiaries are Jefferies LLC in the U.S., Jefferies International Limited in Europe and Jefferies Hong Kong Limited in Asia. Jefferies International Limited is authorized and regulated in the United Kingdom by the Financial Conduct Authority.

# ReedSmith

**Reed Smith** is a leading international law firm with nearly 1,600 lawyers in 26 offices throughout Europe, the Middle East, Asia and the United States.

Founded in 1877, the firm represents leading international businesses from FTSE 100 corporations to mid-market and emerging enterprises. Its lawyers act in the full range of strategic, domestic and cross-border transactions, provide litigation and other dispute resolution services in multi-jurisdictional and high-stake matters and deliver regulatory counsel.

Reed Smith's Global Shipping Group, consisting of over 100 lawyers worldwide (including eight seafarers, of whom five are master mariners), is one the largest and well regarded shipping and maritime practices, ranked as Band 1 by Chambers and Partners since 2013. The Group has an international clientele including banks, financial institutions, private equity firms, hedge funds, shipowners,



# A FULL-SERVICE INVESTMENT BANK

#### Focused on Shipping, Offshore and Oil Services Globally

We offer the full spectrum of financial services in our core maritime sectors. From equity sales and trading, to fixed income, research and corporate finance, we serve institutional clients worldwide.



OSLO | NEW YORK WWW.CLARKSONS.COM

# **GLOBAL SPONSORS**

charterers, ports, shipyards, maritime insurance providers and energy and trading companies.

The Shipping Group coordinates closely with the firm's worldwide Financial Industry Group, Private Equity, Corporate & Securities and Funds teams to advise on a full array of financings and investment transactions within the shipping and offshore industries. Our global platform as well as our depth and scope of expertise, positions Reed Smith to provide an unmatched offering of services to our clients.



**Seward & Kissel LLP** is a leading US law firm in the shipping arena, widely recognized as the "go to" maritime practice for the most complex transactional and other issues arising from the expansion and contraction of the world's shipping markets. The firm's ground-breaking finance, capital markets, M&A and private equity transactions in the shipping, offshore and logistics arenas have earned Seward & Kissel LLP an international reputation for excellence and innovation.

The firm is often cited as having the premiere practice in the shipping and maritime sector, including its distinction this year as 'Law Firm of the Year (Shipping and Maritime) – North America' in the Worldwide Financial Advisor Awards. The firm's rankings and reputation speak directly to the quality of the firm's work in matters touching on regulatory compliance and SEC issues. In addition to drawing on the individual talents of our practitioners, the firm's shipping practice, internationally recognized by Chambers and others, covers a comprehensive range of issues for maritime industry participants through its experience in the following areas:

- Banking and Corporate Finance;
- · Capital Markets;
- Private Equity and Mergers & Acquisitions;
- Tax;
- Litigation and Bankruptcy; and
- US Flag Maritime work.



### 9<sup>th</sup> Annual Capital Link Shipping, Marine Services & Offshore Forum

Wednesday, October 5, 2016 One Moorgate Place, London, UK



**Tufton Oceanic** is a fund management firm focused on the maritime, energy and wider global transportation sectors. The firm is committed to the provision of excellence in research, structuring, investing and managing our Private Equity Funds and Hedge Fund in our target sectors. We achieve this through our highly qualified fund management and investment banking professionals with comprehensive experience in these sectors.



**Watson Farley & Williams (WFW)** started as an asset finance boutique with an emphasis on the maritime industry in London in 1982. In the ensuing 34 years it has grown into one of the leading international law firms in the maritime industry, with more than 150 dedicated maritime legal practitioners in 14 offices across 11 international offices.

WFW's maritime sector experts have a deep understanding of the market and the commercial challenges and realities inherent in it. We routinely advise on asset finance, corporate, private equity, capital markets, restructuring and insolvency, Islamic finance, dispute resolution, regulatory, sanctions, taxation and employment matters. Our clients include all participants in the sector, from owners and operators to financiers, lessors and lessees, ship managers and insurance companies, and we advise on multi-jurisdictional matters across the full range of maritime asset classes.

In recent years the maritime industry has endured a range of challenges and uncertainties, making expert advice ever more important for industry participants to be able to navigate the choppy seas that have beset the sector.



# Clyde&Co

IT CARDON

# Experience across the entire supply chain

Clyde & Co is a leading international law firm with a pre-eminent reputation in all aspects of international trade, commodities and shipping. With over **1,400 lawyers** operating from **46 offices** and across **6 continents**, we provide advice and guidance on international trade across the globe.



www.clydeco.com

# SPONSORS



**ABN AMRO** serves retail, private and corporate banking clients with a primary focus on the Netherlands and with selective operations internationally. Internationally, the Group's operations are based on specific expertise and established market positions, including Private Banking, Energy, Commodities & Transportation (ECT) and Clearing.



**BA-HR** has been advising Norwegian and international businesses, and the public sector, since the 1960s. With over 130 lawyers we are among the largest law firms in Norway. Based in Oslo, our practice covers all key commercial disciplines, with a particular focus on domestic and international transactions, business law advice and dispute resolution. The firm enjoys a longstanding position as a leading firm within, among other areas, the ECM and DCM capital markets work and the shipping and oil service industries. BA-HR is consistently ranked as a "tier one" firm in Norway, and was awarded Chambers Europe Awards "Norway Law Firm of the Year 2016".

Much of our work has a global dimension, and clients can expect the highest international standards and experience from BA-HR. We support our Norwegian clients in global transactions and advise international clients in matters and issues under Norwegian law and practice. We also have broad experience from assignments with multinational aspects, either taking responsibility for coordinating multijurisdictional transactions, or contributing as Norwegian lawyers to international projects. Because of our specialist expertise and experience, we're sometimes even asked to handle work with no direct Norwegian ties. Cleaves Securities AS was established in 2006 and has developed into a fully integrated project finance and capital market firm.

Cleaves Shipbroking is a specialized ship and offshore

broking house established in London in 1976.

We aim to be a first class provider of shipbroking and capital markets services with continued focus on our core sectors. We will endeavor to provide competent ship broking services, analysis, advice, placing power and execution capabilities.

Our head office is located in Oslo, with affiliated companies in London and Singapore, and a representation office in India.



The Restructuring Services Team within Financial Advisory delivers restructuring solutions designed to build a strong platform for swift recovery and sustained success. Our team is experienced in working with underperforming and financially distressed businesses, their lenders, stakeholders and advisors.

In terms of crisis, it helps to work with people you trust. We use our expertise to identify the causes of difficulties, identify the best strategy for business recovery and develop an optimal financial and/or operational restructuring solution. We can help you implement the optimal solution through a solvent or insolvent route.

Our exceptional strength lies in our access to industry expertise and service line functionalities. Combined with our experience in complex cross border transactions involving multiple jurisdictions, we deliver real value to each engagement.



**Cleaves** is an independent and privately held Financial Services and Shipbroking group. Our activities have mainly focused on the shipping, offshore, energy and real estate sectors. However, we are expanding our scope and include professionals with experience in technology and venture. We aim provide senior level advice and execution capabilities.



**Deutsche Bank** provides commercial and investment banking, retail banking, transaction banking and asset and wealth management products and services to corporations, governments, institutional investors, small and mediumsized businesses, and private individuals. Deutsche Bank is Germany's leading bank, with a strong position in Europe and a significant presence in the Americas and Asia Pacific.



# One firm. Unique position.

Our integrated practice provides finance, restructuring and corporate legal services to the shipping industry on a global basis.

Reed Smith is a leading international law firm with offices throughout the United States, Europe, Asia and the Middle East. More than **100 maritime lawyers** make up our shipping practice, spread across offices in New York, Washington, D.C., Houston, London, Piraeus/Athens, Paris, Dubai/Abu Dhabi, Hong Kong and Singapore. By combining global coverage with extensive experience in shipping transactions and disputes, we are uniquely placed to support your business.

#### New York



Greg Chase +1 212 549 0407 gchase@reedsmith.com

ABU DHABI

CENTURY CITY

HONG KONG

KAZAKHSTAN

LOS ANGELES

MUNICH

**NEW YORK** PARIS PHILADELPHIA

PITTSBURGH

PRINCETON

RICHMOND

SHANGHAI

SINGAPORE

TYSONS

SAN FRANCISCO

SILICON VALLEY

WASHINGTON, D.C.

HOUSTON

ATHENS BEIJING

CHICAGO

DUBAI FRANKFURT

> +1 212 549 0228 jsarma@reedsmith.com

**Jane Sarma** 

Lars Forsberg

+1 212 549 0221

# Ø



Constantine Karides +1 212 549 0270 ckarides@reedsmith.com

lforsberg@reedsmith.com

#### Athens



George Panagopoulos +30 210 41 90 500 gpanagopoulos@reedsmith.com

#### London



Philip Rymer +44 (0)20 3116 3559 prymer@reedsmith.com



Robert A. Wilkins +44 (0)20 3116 3638 rwilkins@reedsmith.com



Panos Katsambas +44 (0)20 3116 3660 pkatsambas@reedsmith.com

#### Hong Kong



Peter Lee +852 2507 9839 peter.lee@reedsmith.com



Chris Tang +852 2507 9720 chris.tang@reedsmith.com



Ship Finance

reedsmith.com

The business of relationships."

# SPONSORS



**NAVES Corporate Finance** was founded as an independent partnership in 2009 with the vision to advise national and international clients on restructuring, financing and transactions in the maritime industry.

Over the last years NAVES has successfully advised debt restructurings of more than USD 5 billion, and transactions of USD 1.5 billion including German, Greek, US and Scandinavian clients. In the context of restructurings NAVES predominantly represents ship owners by an in depth analysis of the financial situation, drafting of a restructuring concept, negotiation of the concept as well as accompanying its implementation. NAVES also acts as servicer for private equity funds, hedge funds and banks.

With its dedicated 25 maritime experts with a diversified working experience including bankers, accountants, auditors, brokers, captains, legal experts, financial modellers etc., NAVES is one of the largest specialized industry practices.

# WIKBORG|REIN

**Wikborg Rein** is an international law firm with over 200 lawyers located in Oslo, Bergen, London, Singapore, Shanghai and Kobe. Our unique and long-standing presence overseas enables us to offer our clients the benefit of our extensive international expertise.

Headquartered in Oslo, Norway, we offer a full range of legal services to our domestic and international clients. Our extensive international experience and expertise is unique, with many of our partners having spent time working abroad or in-house working with their clients.

Wikborg Rein's broad range of legal services includes the following: corporate; dispute resolution; real estate and construction; banking and finance; shipping and offshore; trade, industry and public sector (including technology, media and telecommunications); energy and natural resources.

In the shipping and offshore fields together with banking and finance the firm is able to provide services under both Norwegian and English law. The firm has a dedicated team of tax lawyers with notable experience in cross-border taxation matters. In addition the firm regularly advises on the application of European law and on all aspects relevant to Norway's position as a member of the EEA.

# **SUPPORTING ORGANIZATIONS**







HELLAS





Seward & Kissel has the size, knowledge and diversity to handle the most critical maritime matters, both internationally and on our own shores. It's no wonder they were

- ranked Tier 1 for Admiralty
- & Maritime Law in the
- 2016 U.S. News Best
- Lawyers<sup>®</sup> "Best Law

Firms" report.



Seward & Kissel can handle your most complex shipping-related legal needs, with a focus in:

- Finance
- Capital Markets
- Private Equity
- Mergers & Acquisitions
- Bankruptcy & Restructuring
- Tax
- Purchase & Sale

# SEWARD & KISSEL LLP

One Battery Park Plaza • New York, NY 10004 (212) 574-1200 • www.sewkis.com

# SPEAKER BIOS



#### Paulo Almeida **Portfolio Manager Tufton Oceanic Ltd.**

Paulo is Portfolio Manager for Tufton's private equity activities in funds and separate accounts

which total over \$1bn EUM. He is also responsible for managing Tufton's relationships with many investors and co-investors. He joined Tufton in early 2009 after nine years in investment banking and fund management at UBS and Macquarie. At Tufton, he was among the winners of the Marine Money 2013 M&A deal of the year for the transactions that created Hafnia Tankers. Shipping transactions he led at UBS received three IPO of the year awards from Marine Money and Jane's Transport Finance for 2005. Before business school, he spent four years in the shipping industry with the Skaarup Group. Paulo received his MSc in Finance from London Business School in 2000 and a BSc in Naval Architecture and Marine Engineering from Webb Institute in 1995. While at Webb, he had work experience as an apprentice shipfitter at Electric Boat, as an engine and deck cadet with Exxon Shipping and in structural engineering at Electric Boat and the Skaarup Group.



#### Alexandros Argyros **Managing Director AXIA Ventures Group Ltd**

Alexandros Argyros joined AVG in March 2010 and is currently Managing Director and Head of the Investment Banking Division.

Prior to that Alexandros spent one year with Filia Group, a private fund focusing on investments in the Environmental and Alternative Energy sectors in Greece. Before that, he spent seven years with Morgan Stanley, three years with the Global Industrials Group in New York and London and four years with the Greek coverage team in Athens.

Alexandros has executed over 40 transactions in his career including many marquee M&A and Capital Markets transactions in shipping as well as the broader region. Indicatively he has been part of the \$236m Gener8 IPO on the NYSE, the \$51m follow-on offering of Star Bulk Carriers, the \$85m preferred shares issue of Tsakos Energy Navigation, the formation of a \$200m JV in the dry bulk shipping industry by a major US fund, the formation of a JV in the aviation industry between Oaktree Capital and Elix Avation Capital, the recapitalization of the three out of the four systemic banks in Greece, the \$181m Paragon Shipping IPO on the NASDAQ, the \$247m Genco Shipping & Trading IPO on the NYSE, the \$1.4bn bid for Quintana Maritime by Diana Shipping etc.

Alexandros holds a BA. in Economics from Amherst College (USA).





#### Tom Attenborough Head of UK Large Caps, Equity Primary Markets London Stock Exchange Group

Tom joined the Primary Markets team at the London Stock Exchange Group in September 2013, with a focus on large-cap UK companies and the LSE's relationships with private equity and venture capital clients. In this role, Tom advises companies and their owners on the process of going public and life as a listed company on London's markets. Prior to joining the LSE, Tom was at Citigroup for over 15 years. Tom was a Managing Director in the Equity Capital Markets division, originating, structuring and executing equity and equity-linked transactions across Europe. He has been involved in a large number of IPOs and follow-on capital raisings over the years. including many involving a London listing. Prior to Citi, Tom worked in Kleinwort Benson's Equity Capital Markets team from 1994 to 1997.

Tom graduated from Oxford University with a BA (Hons) degree in Philosophy, Politics and Economics.



#### Stephen Bligh Senior Principal Consultant, Head of Section, Maritime Advisory **DNV-GL**

Captain Stephen heads DNV's Maritime Advisory Services in Region UK and is an internationally experienced professional Maritime Expert. He has over 39 years' experience in shipping with 16 years seagoing experience, on a wide variety of ships, a qualified master mariner with command experience. In addition to his seagoing experience he has New Build and ship Conversion experience working on a number of Projects for P&OCL in various shipyards globally. He then focused on Ship Management and has 17 years of experience, having held a variety of senior position in ship management, focusing on Container ship, with OCL, P&OCL and subsequently P&O Nedlloyd, based in the Netherlands. He left P&O Nedlloyd in 2003 and joined the MCA where he was appointed Chief Executive, reporting to the Secretary of State for Transport and is well versed in dealing with Politicians and Government departments. At the MCA he was responsible for all Maritime matters within UK territorial waters including the Coastguard, UK Flag State requirements, Maritime Safety and Maritime Certification and Training. He joined DNV in 2006.

#### Present Position:

Appointed Head of Unit DNV Maritime Solutions UK - July 1st 2007. Responsible for delivery of value adding consultancy services to the Maritime Industry.







Deal Arranging and Principal Investing in Private and Public Securities in the Shipping, Offshore Oil Services and Energy sectors since 1985

### Group Committed Funds Under Management \$2.0bn.

### Asset Backed Investments

- Equity and Leasing funds in Shipping and Offshore Vessels
- Vessel assets under Management > \$800m
- 55 Vessels under Management
- Key Equity Investors in Private Shipping Companies in the Car Carrier and Product Tanker sectors

Contact:

Andrew Hampson andrew.hampson@tuftonoceanic.com +44 207 518 6718 Paulo Almeida paulo.almeida@tuftonoceanic.com +44 207 518 6727

This announcement is intended for Professional Clients and no other person should act upon it.

Tufton Oceanic is a leading fund manager for the Maritime and Energy industries with 59 people in 4 offices around the world. The firm manages USD 2.0bn in liquid and illiquid strategies for professional investors.

London	ls

Isle of Man

Dubai

Cyprus

Tufton Oceanic Limited is authorised and regulated by the Financial Conduct Authority. Oceanic Investment Management Limited, Oceanic Asset Backed Finance Limited and Marine Services (IOM) Limited are licensed by the Financial Supervision Commission of the Isle of Man. Tufton Oceanic (Middle East) Limited is regulated by the Dubai Financial Services Authority. Tufton Oceanic Limited, registered in England, company registration number: 1835984. Registered office: 1 Albemarle Street, London, W1S 4HA.

# **SPEAKER BIOS**



#### 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.



Kjartan Bru Head of Shipping, Offshore & Logistics, CEMEA DNB

Kjartan Bru has 15 years of experience from banking in Paris, Oslo and London, the last 11 years in DNB, a global leader within the shipping and offshore industries. Kjartan Bru was previously heading DNB's shipping, offshore and logistics activities in Oslo and is now heading the same activities in London covering Central Europe, Middle East and Africa. Kjartan Bru studied economy at the University of Toulouse before graduating from ESCP Europe, a Paris based French business school.

#### Christopher Conway Managing Director Citi

Christopher Conway is the Regional Portfolio Head for Global Industrials (GIG) in EMEA. He is also the Global Portfolio Head for the Shipping, Logistics and Offshore Industries.

Prior to joining Citi, he spent 5 years with a boutique investment bank, as a lender in the Shipping Industry covering Greece and Scandinavia. While at Citi, he has held a number of coverage roles in both shipping and industrial sectors and led the privatization financing for the UK ports and ferry business. From 1986 to 1996, he worked in New York in a restructuring role for both general corporates and real estate. His return to Europe included a 5 year spell in Poland as Head of Risk for the Corporate Bank. Chris returned to New York for a 2 year stint helping build a mid-cap business, before returning to the UK to take up his current role. He has been the Global Head of Shipping & Logistics since the end of 2010.

#### Even Matre Ellingsen CEO Fearnley Securities

Financial exec with broad experience in all aspects of financing, equity, bond and bank. High level client relationship. Core focus area is oil & energy services, transportation (shipping) and rig/ asset heavy sectors.

27 years of highly relevant financing and client relationship background. Started in Pareto securities in 1994 being 1 of 14 employees. After 15 very good and successful years at Pareto Securities, I joined Astrup Fearnley Group early 2012.

Member of the board of directors: Norwegian Securities Dealers Association

Specialties: Deal creation. Financing structures and solutions. Sales and client relationship. Getting the job done.



#### Hans Feringa President & Chief Executive Officer Team Tankers International Ltd.

Mr. Feringa was appointed Chief Executive Officer of Team Tankers International on September 1st, 2015. Mr. Feringa has extensive

knowledge of the global shipping industry. In 1996, he joined Stolthaven Terminals and held various positions of increasing responsibility within the Stolt-Nielsen organization before his appointment in 2007 as President of Stolt Tankers, a division of Stolt-Nielsen Limited. As President of Stolt Tankers, Mr. Feringa headed the Company's strategic and growth initiatives. Prior to working for Stolt-Nielsen, Mr. Feringa was the Commercial Director of Van Ommeren's Tank Terminal at Botlek, Rotterdam. Mr. Feringa holds a BSc in Oceanography and received an MBA from Rotterdam School of Management, Erasmus University in

#### WATSON FARLEY & WILLIAMS

# MARITIME INDUSTRY LEADERS

In challenging times, you can rely on the largest dedicated maritime legal team in the world.

With over 30 years of experience in the maritime sector and offices in the leading maritime finance centres throughout the world, our clients trust us to help them meet the challenges of today's shipping and offshore sector.

Come and meet us during the 9th Annual Capital Link Shipping, Marine Services & Offshore Forum, London.



Largest dedicated maritime legal practice

Over 30 years' experience 500+ lawyers across 14 offices worldwide



ATHENS BANGKOK DUBAI FRANKFURT HAMBURG HONG KONG LONDON MADRID MILAN MUNICH NEW YORK PARIS ROME SINGAPORE

# **SPEAKER BIOS**

the Netherlands. During his career, Mr. Feringa has resided in The Netherlands Singapore and the United States. He is a Dutch citizen and resides in Connecticut, USA.



#### Marco Fiori Chief Executive Officer d'Amico International Shipping S.A

Marco Fiori joined COGEMA S.A.M. in 1996 as managing director and since that time has held many other executive positions in d'Amico

Group companies. Prior to joining the d'Amico Group, Mr. Fiori was employed in the New York branch of Banca Nazionale dell'Agricoltura. He was initially responsible for the loan portfolio and business development of Fortune 100 companies based on the U.S. West Coast and later, for overseeing and managing the entire U.S. business development market.

From 1990 to 1994, he held the position of head of credit and in 1994 was promoted to the position of senior vice-president and deputy general manager of the New York branch with direct responsibilities for business development, treasury and trading. Mr. Fiori obtained a Bachelor of Science in Economics and Finance from Rome University in 1979 and an MBA from American University in Washington D.C. in 1984. He lives in Monte Carlo, Monaco.



#### Espen Landmark Fjermestad Shipping Equity Research Fearnley Securities

Espen Landmark Fjermestad joined Fearnley Securities in 2013 as an Equity analyst. The

Fearnely Shipping Team covers roughly 50 companies within Gas, Container, Dry Bulk and Tankers.

Mr. Fjermestad previously worked three years in Storebrand as an investment analyst, and holds a MSc in Finance from Copenhagen Business School.



#### **Joep Gorgels**

Country Executive Norway / Head Energy & Transportation Scandinavia ABN AMRO Bank NV

Joep has the responsibility for ABN AMRO's

Norwegian branch office in Oslo. He also has the responsibility for the Offshore, Oil & Gas Services and Shipping clients in Scandinavia.

Joep joined Fortis in 2000 as started working in the Telecoms and Media finance group after various job rotations within the bank.

Before that he worked for three years as a process engineer within Fluor (Daniel) in The Netherlands and the UK. In 2003 Joep joined the shipping desk of Fortis in Rotterdam and has worked there in various roles. Since 2012 he manages the ABN AMRO office in Oslo (32FTE) with a sizable portfolio (US\$ 4.5

bln) and clients (>70) responsible for Scandinavia.

Joep is a graduate from the Technical University of Delft in Chemical Engineering and completed the General Management Program at IMD in Lausanne, Switzerland in 2007, 2008 and 2012.



#### Anthony Gurnee Founder and CEO Ardmore Shipping Corporation

Anthony Gurnee is the founder and CEO of Ardmore Shipping Corporation. Before Ardmore, he was President of Seacove

Shipping Partners, a private equity investment vehicle, CEO of Industrial Shipping Enterprises, Inc., a containership and chemical tanker company, and COO of MTMM / Chembulk, a chemical parcel tanker company. Previously, he was the CFO of Teekay Shipping Corporation, where he led the company's financial restructuring in 1992 and initial public offering in 1995. In addition to his operational roles, he has held a variety of financial roles in the industry, including President of Nedship International and co-founder of Navigation Finance Corporation, a shippingfocused mezzanine investment fund. He began his career as a shipping banker with Citicorp, and he served for six years as a surface line officer in the US Navy in both deck and engineering and including a tour with naval intelligence covering the shipping industry. He is a graduate of the US Naval Academy and holds an MBA from Columbia Business School, is a CFA charter holder. and a fellow of the Institute of Chartered Shipbrokers. He also serves on the board of Global Marine Holdings, engaged in the worldwide installation and maintenance of subsea power and telecoms cables and related engineering services.



#### Andreas Hadjipetrou Managing Director Columbia Shipmanagement Ltd

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

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 has recently been appointed the Group Director of Commercial and Business Development as a member of Columbia's Management Board. He also sits on the Board of Directors of:

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

Mr. Hadjipetrou holds a BSc in Economics from the University College London and a Master of Business Administration in Total Quality Management from the University of Leicester.



# FROM WIDE HORIZONS TO GRANULAR DETAIL

In the world of trade, the route from A to B isn't always a straight line, and financing isn't only about money. ABN AMRO is a global player, but it's not the size of our footprint that matters. It's the depth of our knowledge. Sector specialists who support you through the full value chain. Combining fast decision-making and flawless execution with strong risk and portfolio management. Our point of departure isn't a standard product or service, it's your particular business case. An approach that brings you further than you might expect. For more on how ABN AMRO Energy, Commodities & Transportation Clients can help your business visit **abnamro.com/ect** 



# **SPEAKER BIOS**

#### Aziz Hassanali Managing Partner & Portfolio Manager Bateleur Capital LLC

Aziz Hassanali is the Managing Partner and Portfolio Manager at Bateleur Capital. Bateleur Capital is a special situations investment fund that focusses on distressed and event driven situations in the aviation, shipping, real estate and energy sectors principally. Prior to founding Bateleur, Aziz worked for Anchorage Capital, where he was the Senior Manager of the \$2.5B Illiquid Opportunities Fund. Previously, Aziz worked at Goldman Sachs as a Bank Loans Principal Investing Manager in the Special Situations Group and began his career as an investment banker at Morgan Stanley. Aziz graduated from Massachusetts Institute of Technology with degrees in Finance, Electrical Engineering and Computer Science.



#### Jens Ismar Chief Executive Officer Western Bulk

Jens Ismar joined Western Bulk in September 2008 as C.E.O. Western Bulk is a leading dry bulk operator and shipowning company listed

on the Oslo Stock Exchange, controlling a fleet of above 160 ships predominantly within the handy- to panamax segment. Mr. Ismar has a long and diversified background from the shipping industry. Before joining Western Bulk, he was Director for the Chartering and Operations Division with BW Gas. He has also been employed by Inge Steensland AS, Stemoco Shipping AS and Lorentzen & Stemoco AS. At Lorentzen & Stemoco he held the position as Managing Director. Mr. Ismar has a Bachelor of Business Administration from the Lund University in Sweden.



#### Per Olav Karlsen CEO and Managing Partner Cleaves Securities AS

Per Olav Karlsen is CEO and Managing Partner in Cleaves Securities AS which he established in 2006. He is also principal owner

of Cleaves Shipbroking. He held various positions with Fearnleys AS of Norway for 10 years, including that of Managing Director of Fearnley Finans Prosjekt for 4 years. He was President of R S Platou in Singapore for 7 years, and has extensive experience from shipbroking including newbuilding, sale and purchase, chartering and projects. He has furthermore considerable experience in ship-management and vessel operations through management roles and BOD positions in such companies. In addition to his duties at Cleaves he was resident managing director for Paccship (UK) Ltd from 2001-2006 during which time the company built up a management organisation and financial ownership of 15 vessels. Per Olav moreover served as nonexecutive Chairman of the Board and Chairman of the Audit Committee in Aries Maritime Transport Ltd (listed on Nasdag) until July 2008. Per Olav is educated at Copenhagen business School.



#### Panos Katsambas Partner Reed smith

Panos is a partner in the Firm's Financial Industry Group. Currently based in Reed Smith's London Office, Panos has a diverse

practice advising U.S. and European-based clients in the entire lifecycle of Alternative investment vehicles, including the establishment of new hedge funds and other alternative investment vehicles, the restructuring or liquidation of such vehicles or related investments, corporate governance matters, and strategic advice with respect to disputes with investors, counterparties, and/or regulators.

In addition, as a Greek national who initially received his legal education on Greece, Panos has a significant Greek-interest practice, focused on advising international client with respect to investments in Greece or Greek-based clients with respect to their international legal needs. Panos has also been advising clients on issues arising out of restructuring of Greece's sovereign debt and clients interested in the country's privatization programme.

Prior to joining Reed Smith, Panos practiced corporate and securities law and litigation in the New York office of Shearman & Sterling. In that regard, Panos advised clients in several front-page litigation matters involving securities and accounting fraud, sovereign debt default and related litigation, internal investigations and corporate governance issues, M&A disputes, and other corporate matters.

Following Shearman & Sterling, Panos served as in-house counsel for an international fund of hedge funds group. In that capacity, Panos gained substantial experience in the formation and structuring of hedge funds and other alternative investments, negotiating and executing financing transactions, derivative structures and ISDA documentation, and corporate governance issues.



#### Ilias Katsoulis Director Deutsche Bank

Ilias Katsoulis is a member of the Global Markets Credit Trading platform at Deutsche Bank focussing on financing transactions in

the Transportation sectors specialising in Shipping Structured Finance. Key focus is the structuring of innovative debt solutions for Corporate and Institutional Clients.

Ilias commenced working for Deutsche Bank in 2008. Prior to that he worked for the Leveraged Finance team of JP Morgan.



#### Lindsey Keeble Partner, Head of Maritime Practice Watson Farley & Williams LLP

Lindsey Keeble joined Watson Farley & Williams in 1999 and is now Global Maritime



# SMALL TEAMS FOR BIG MATTERS

The upheavals in the financial markets create challenges but also offer great opportunities for those able to grasp them. In a complex and shifting world, state-of-the-art expertise, experience and a deep understanding of the prevailing market conditions, requirements and key players are essential to success.




Sector Head and a partner in the Asset Finance Group in London. She specializes in structured ship and asset finance and leasing transactions. Lindsey's practice focusses on shipping finance matters involving export credit backed products and project financing transactions across a variety of maritime and offshore assets. Lindsey spent four years in our Paris office where she led the English law finance practice.

Education:

1998 – 1999: College of Law, Guildford – Legal Practice Course
1997 – 1998: Kings College, London – LLM Commercial and Corporate Law

1994 – 1997: University of Essex – LLB (Hons)



Vassilis Kertiskoff Vice Chairman Eletson Holdings

Vassilis E. Kertsikoff is Vice-Chairman of family-owned Eletson which he joined in Chairman & CEO of Eletson Cas a record.

1991 and the Chairman & CEO of Eletson Gas, a recentlyestablished joint venture between Eletson & the Blackstone Group. He previously served as the CFO of Eletson where he was instrumental, among others, in raising debt facilities from various international sources, including the first ever high-yield bond by a European issuer in the US market.

Mr. Kertsikoff's background is shipping, international corporate finance and fund management. Apart from his shipping activities, he is a leading real estate investor in Greece and Central & Eastern Europe, has private equity interests in Greece and elsewhere and holds a directorship in various corporate and real estate entities.

Vassilis E. Kertsikoff holds a Bachelor of Arts degree in International Relations from Princeton University and a Master of Business Administration in Finance from New York University.



### Glenn Lodden Shipping Equity Research ABN AMRO

Glenn Lodden joined ABNAMRO in September 2014. He has previously worked as a shipping

equity analyst for DNB and SpareBank 1 Markets. Glenn has a total of 10 years of experience covering global shipping stocks in all shipping sub sectors, and has received several awards in both Norway and Internationally for his work.



#### Robert Lustrin Partner Seward & Kissel LLP

Robert Lustrin is a Partner in the Capital Markets Group at Seward & Kissel LLP. Since 1994. Mr. Lustrin has dedicated his practice

primarily to the capital markets activities of shipping and offshore companies. Transactions in which Mr. Lustrin has been involved include the initial public offerings of Euronav NV, Dynagas LNG Partners, Ardmore Shipping Corporation, DryShips Inc., TOP Ships Inc., Eagle Bulk Shipping, Aegean Marine Petroleum Network Inc., Nordic American Tanker Shipping Limited, Knightsbridge Tankers Limited, Arlington Tankers Ltd., Diana Shipping Inc., Omega Navigation Enterprises, Inc., TBS International Limited, Aries Maritime Transport Limited, Genco Shipping & Trading Limited, Goldenport Holdings Inc., and Ultrapetrol (Bahamas) Limited. In addition, Mr. Lustrin represents shipping and offshore companies in high-yield and convertible debt offerings.

Mr. Lustrin also works with many of the firm's clients in connection with consent solicitations, exchange offers, mergers and tender offers, as well as securities law compliance matters. He is a frequent speaker at shipping industry conferences on the subject of U.S. securities law and regulation, and has published papers on issues relating to U.S. securities offering rules and project financings.



#### Tor Kildal Partner Fearnley Project Finance

Tor Kildal is Partner at Fearnley Project Finance AS, a leading shipping and offshore

project finance broker and part of the Astrup Fearnley Group. He has comprehensive experience from ship financing both as broker and as owner's representative when he worked for Lorentzens Skibs, a ship owner. Tor holds a MBA from INSEAD and a MSc from Norwegian School of Economics and Business Administration (NHH). Previously, Tor has also worked for PricewaterhouseCoopers and Torvald Klaveness.



#### John C. Lycouris Chief Executive Officer Dorian LPG (USA) LLC

John C. Lycouris has served as Chief Executive Officer of Dorian LPG (USA) LLC and a director of Dorian LPG Ltd. since its inception in July

2013. Since joining Eagle Ocean in 1993, Mr. Lycouris attended to a multitude of sale and purchase contracts and pre and postdelivery financing of newbuilding and second hand vessels in the tanker, LPG, and dry bulk sectors. Mr. Lycouris' responsibilities include investment strategy for a number of portfolios on behalf of domestic and foreign principals represented by Eagle Ocean. Before joining Eagle Ocean, Mr. Lycouris served as Director of Peninsular Maritime Ltd. a ship brokerage firm, which he joined in 1974, and managed the Finance and Accounts departments. Mr. Lycouris graduated from Cornell University, where he earned an MBA, and from Ithaca College with a Bachelor of Science.

### Our strength. Your success.

At Deutsche Bank, we are committed to our clients and their success, offering a comprehensive and diverse range of products and services. With our world-class platform, we continue to provide the strategic advice, finance, risk management and transaction banking solutions that create lasting value.



**Deutsche Bank** 

db.com



Charles Maltby Chairman & Chief Executive Officer Epic Gas

Charles has over 20 years of shipping industry experience. He graduated from the University Of Plymouth, UK in 1992 with a BSc in

Maritime Business (International Shipping & Maritime Law). He began his shipping career with Mobil Shipping in 1992 with day to day responsibility for LPG and petrochemical chartering & operations. From 1996 to 2005 he held various positions with BHP Billiton's dry bulk and tanker freight business in London and Melbourne, culminating in establishing the handysize/handymax chartering and trading desk in The Hague in 2001.

In 2005 he joined Pacific Basin as Managing Director (UK), Global Head of the Handymax Business and Head of the Groups Atlantic business. He joined Epic Gas as Executive Chairman in September 2014, and has been appointed Chairman & Chief Executive Officer end March 2015. He attended INSEAD (AMP) in 2008, and is a member of the Institute of Chartered Shipbrokers.



Stuart McAlpine Partner Clyde & Co. LLP

Stuart is an experienced asset finance lawyer, working mainly on complex, cross-border transactions in the shipping, offshore and

energy industries. He has over 25 years' experience advising clients in these industries and has worked during that time (as a partner) in London, Singapore and Paris.

Stuart graduated from Aberystwyth University with honours in law in 1983. He qualified as a Solicitor in England and Wales in 1986. Early in his career, Stuart moved to Singapore and developed a practice in maritime finance, energy and commercial shipping. His clients include banks, ship owners, trading houses, energy companies and other participants involved in all aspects of the shipping and energy industries. He also advises clients on commodities finance and leasing transactions.

Stuart spent a total of nearly 10 years working in Singapore and followed this by a spell of 7 years in Paris where he learnt to speak French and developed a Francophone client base. He returned to live in the UK in 2008 and continues to assist clients involved in complex, cross border transactions in his chosen industry areas.

Many of Stuart's clients are active in the energy sector and in particular, gas/LNG.



#### Jacob Meldgaard Chief Executive Officer TORM

Jacob Meldgaard, born in 1968, has been Chief Executive Officer of TORM since April 2010. Before this, Mr. Meldgaard served as executive vice president and member of the executive management in Dampskibsselskabet NORDEN. Prior to that he held various positions with J. Lauritzen and A.P. Møller-Mærsk.

#### David Morant Managing Director Scorpio Group UK

David Morant is Managing Director of Scorpio UK. He focuses on capital markets activities for both Scorpio Bulkers (NYSE: SALT) and Scorpio Tankers (NYSE: STNG). He has additional responsibility for group-wide business development.

After graduating from University of Oxford in Modern History and Economics he started his career in corporate finance at JPMorgan. Following this he worked for Soros, SAC Global Investors and latterly as Senior Portfolio Manager at CQS before

joining Scorpio in 2015. He is based in London.

#### Anita Odedra EVP Commercial Maran Gas

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



#### Robert Perri Director of Equity Research AXIA Capital Markets (ACM) LLC

Robert is the Director of Equity Research at AXIA Capital Markets (ACM) covering the transportation sector. ACM is a leading

boutique investment bank that focusses on Cyprus, Greece, Portugal and the Transportation markets. Prior to joining ACM, Mr. Perri was the Chief Financial Officer of two US-listed international shipping companies, Box Ships Inc. (NYSE: TEU) and Paragon Shipping Inc. (NASDAQ: PRGN), that specialize in the transportation of containers and drybulk vessels from 2010 until 2015. He was responsible for all the company's accounting and financial activities, and led the Initial Public Offering (IPO) of Box Ships in 2011. Prior to that, Mr. Perri was the Vice President of Finance at a private shipping company that specializes in the global transportation of crude oil and refined oil products. Prior to entering shipping, he spent twelve years in equity research for several investment banks, including Prudential Securities and FAC Equities, covering various industries related to technology and IT services.

Mr. Perri received his Bachelor of Science degree in Accounting and Finance from Drexel University, Philadelphia in 1995 and received his MBA with a focus on finance and banking from Bocconi University, Milan in 1999. Mr. Perri is a Chartered Financial Analyst and was the membership chair of the Hellenic CFA Society from 2005 until 2010.

## NAVES **~** Corporate Finance



### One of the leading European Maritime Corporate Finance and Restructuring Advisors

### NAVES develops and implements practical and concrete solutions for the maritime industry

Services	Debt restructuring, debt refinancing, equity raising, charter hire restructuring and transaction services (M&A and brokerage)	
Capacity	One of the largest maritime practices with a team of 25 industry specialists	
Track Record	USD 5 billion of debt/charter hire restructured and USD 1.5 billion of transactions/ refinancings advised	
Independence	100% privately owned partnership independent from any shipowner, bank or any other institution	
Approach	Development and hands-on execution of concrete solutions	

www.naves-finance.com info@naves-finance.com



### Ted C. Petrone Vice Chairman Navios Corporation

Ted C. Petrone currently serves as Navios Corporation's Vice Chairman, a position he has held since December 2014. Petrone has

been a member of Navios Maritime Acquisition Corporation's Board of Directors since inception and was the President from inception until December 2014. He has also been a director of Navios Holdings since May 2007, and served as President of Navios Corporation from September 2006 until December 2014.

Mr. Petrone has served in the maritime industry for 36 years, 33 of which he has spent with Navios Holdings. After joining Navios Holdings as an assistant vessel operator, Mr. Petrone worked there in various operational and commercial positions. For the last 15 years, Mr. Petrone has been responsible for all the aspects of the daily commercial activity, encompassing the trading of tonnage, derivative hedge positions and cargoes. Mr. Petrone graduated from New York Maritime College at Fort Schuyler with a bachelor in science degree in maritime transportation. He has also served aboard U.S. Navy (Military Sealift Command) tankers.

### Andreas B. Povlsen President & CEO Breakwater Capital

Andreas B. Povlesen has 20+ years' experience in the maritime/ financial industry. He is the Founder of Breakwater Capital / Celsius Shipping.

• President of the Kelso backed maritime investment platform, Delphin Shipping.

• Managing Director - BTMU Capital Corporation (Bank of Tokyo-Mitsubishi). From 2000, responsible for the global shipping platform.

• 1991-2000 A.P. Moller Maersk, including as General Manager for A. P. Moller Sale & Purchase/Maersk Broker.

• Copenhagen Business School - Economics / Copenhagen University – Psychology.



Jeffrey D. Pribor Managing Director & Global Head of Maritime Jefferies LLC

Jeffrey D. Pribor has been Global Head of Maritime Investment Banking at Jefferies LLC since February 2013. The Maritime Investment Banking group has completed over 50 transactions for shipping clients including IPOs and other equity capital markets, leveraged finance, M&A and Restructuring Advisory with total transaction value of over \$3 billion in this period. Jeff and his team were named to Lloyd's List "Top 10 in Shipping Finance" for 2014 and 2015. Previously, Jeff was Executive Vice President and Chief Financial Officer of General Maritime Corporation, one of the world's leading tanker shipping companies, from September 2004 to February 2013.

Major accomplishments during his tenure at General Maritime included successful hostile takeover defense, a leveraged recapitalization with a \$500 million special dividend to shareholders, a major financial restructuring in 2011 involving replacement of existing secured debt held by 20 banks with approximately \$1 billion of debt and common equity. Most recently, Mr. Pribor guided General Maritime through a prearranged Chapter 11 bankruptcy proceeding which resulted in substantial reduction in total debt from \$1.4 billion to \$800 million and annual debt service reduction from \$175 million to \$44 million, anchored by a \$200 million new money equity investment from Oaktree Capital Partners.

Prior to General Maritime, from 2002 to 2004, Mr. Pribor was Managing Director and President of DnB NOR Markets, Inc., the U.S. investment banking division of DnB NOR Bank ASA, one of the world's leading shipping banks, responsible for mergers and acquisitions, strategic advisory services and U.S. capital market activities for the bank's shipping, offshore, logistics and energy clients. From 2001 to 2002, Mr. Pribor was Managing Director and Group Head of Transportation Banking at ABN AMRO, Inc. where he was responsible for all commercial and investment banking activities for shipping and other transportation companies in North America. From 1996 to 2001, Mr. Pribor was Managing Director and Sector Head of Transportation and Logistics investment banking for ING Barings. He also worked for over 10 years in the mergers and acquisitions group at Merrill Lynch, and as an attorney in the corporate and banking law practice of Milbank, Tweed, Hadley and McCloy.

Mr. Pribor holds a B.A. from Yale University and a J.D. and an M.B.A. from Columbia University.



#### Rolf Johan Ringdal Partner BA-HR

Rolf Johan Ringdal (1955) has been partner with BA-HR since 1987, specializing in public & private M&A and capital markets

transactions (ECM and DCM). In recent years, he has also been involved in restructuring cases. He has a particular focus on the oil service and shipping segments, and works with Norwegian and international clients.

### Mark Roberts Director, Specialized Products Clarksons Platou Shipbroking

Mark Roberts is a Director of H. Clarkson & Co. Ltd and Global Head of Clarksons Platou Specialised Products Market Analysis & Information. Mark joined Clarksons in 2009, having previously worked for Bloomberg, and has set-up a fully-fledged team of market analysts dedicated to covering the entire Specialised Products shipping spectrum.

## WIKBORG|REIN



## Leading shipping offshore specialist

We offer a full range service within the shipping and offshore sectors. Give us a call to discuss how we can add real value to your business.

- Corporate advisory services
- Mergers and acquisitions
- Capital markets, including dual listing

Oddbjørn Slinning

Partner, Oslo +47 481 21 650 osl@wr.no Trond Eilertsen Partner, Oslo +47 901 99 186 tei@wr.no

- Corporate finance Rig, FPSO, and ship construction, sale, purchase, and finance
- Dispute resolution, litigation, and arbitration
- Emergency response and casualty investigation
- Taxation

Øyvind Axe Partner, Bergen +47 970 55 558 axe@wr.no Clare Calnan Partner, London +44 75 9560 7958 clc@wr.co.uk Wikborg Rein is an award winning law firm with offices in Shanghai, Singapore, Oslo, Bergen, London and Kobe. We support our clients with local English and Norwegian legal advice that focuses on commercial outcomes.

wr.no

Mark holds a first class honours bachelor degree in International Business & Finance from Sheffield Hallam University.



### Axel Siepmann Managing Director NAVES Corporate Finance

Axel Siepmann studied economic sciences and real estate economics in Bochum, Nice

and Oestrich-Winkel. In 1995 he started his career at Price Waterhouse Corporate Finance where he worked in the areas of company valuation, due diligence, real estate, M&A and restructuring.

From 1999 to 2006, Axel Siepmann was a partner of Sietz & Partner, a London and Frankfurt based corporate finance firm specialized in M&A, IPO advisory and privatizations. From 2006 to 2008, he served as a board member of stock listed MPC Capital AG. There he was responsible for the new product development and M&A.

Together with his partners, he established NAVES Corporate Finance GmbH in 2009. NAVES provides restructuring, financing and transaction advice to the maritime industry and has successfully advised on maritime restructurings and transaction of some USD 5 billion. NAVES also runs a multifamily office for ultra-high net worth individuals.

The NAVES Group employs some 30 people in Hamburg with affiliated companies in New York and Singapore.

### David Soden Partner Deloitte LLP

David specializes in all aspects of corporate recovery including restructuring and insolvency advice and implementation. He has worked on a number of complex multi-jurisdictional cases for lenders in all tranches of the capital structure, management and equity.



### Simos Spyrou Co – CFO Star Bulk Carriers Corp.

Mr. Simos Spyrou joined Star Bulk Carriers Corp. as Deputy Chief Financial Officer in 2011.

From 1997 to 2011, Mr. Spyrou worked at the Hellenic Exchanges (HELEX) Group, the public company which operates the Greek equities and derivatives exchange, the clearing house and the central securities depository. From 2005 to 2011, Mr. Spyrou held the position of Director of Strategic Planning, Communication and Investor Relations at the Hellenic Exchanges Group and he also served as a member of the Strategic Planning Committee of its Board of Directors. From 1997 to 2002, Mr. Spyrou was responsible for financial analysis at the research and technology arm of the Hellenic Exchanges Group.

Mr. Spyrou attended the University of Oxford, receiving a degree in Mechanical Engineering and an MSc in Engineering, Economics & Management, specializing in finance. Following the completion of his studies at Oxford, he obtained a post graduate degree in Banking and Finance, from Athens University of Economics & Business.



#### Jonathan Staubo Shipping Analyst Fearnley Securities

Jonathan joined Fearnley Securities in 2013 as a shipping analyst. He focuses on all segments within the shipping industry and his

team currently covers about 50 companies globally. He holds an MSc from Cass Business School.

### Karl Fredrik Staubo Director and Head of Shipping Clarksons Platou Securities

Karl is Director and Head of Shipping at Clarksons Platou Securities. Clarksons Platou Securities is the leading investment bank in raising public equity for shipping companies with more than USD 8bn raised in a book runner capacity since 2013. Clarksons Platou Securities is a full service investment bank with offices in Oslo, New York and Houston. We offer ECM and DCM products to maritime industries and have raised more than USD 28bn in equities and high yield debt for maritime clients since 2010. Karl joined Clarksons Platou Securities in 2010 and is currently responsible for coordinating shipping activities.

Following the 2015 merger between Clarksons Plc and RS Platou ASA, the combined entity Clarksons Platou is the world's largest asset, chartering and investment bank for maritime industries globally. The combined group has 160+ years' history, more than 1,400 employees and global presence with 40 offices in 20 countries. The group has a strong focus on fundamental research forming the foundation for all aspects of the group's activities.



#### Michiel Steeman Managing Director & Shipping Finance Europe DVB Bank

Michiel Steeman is a Managing Director with DVB Bank and Regional Head for Shipping Europe out of the Amsterdam Office. Prior to this position Michiel was based in Singapore as regional head for Asia & Americas in DVB's Container, Car Carrier & intermodal team. Michiel has been with DVB (and Nedship) since 1995 taking up various positions including a number of years in the Credit Department. Furthermore Michiel headed up DVB's global Syndication Department out of the bank's London office between 2005 and 2010. Michiel graduated from Erasmus University Rotterdam (1994; law)



## **4-8 June 2018** Metropolitan Expo, Athens Greece



The International Shipping Exhibition posidonia@posidonia-events.com

www.posidonia-events.com



#### Sveinung J. S. Støhle President and Chief Executive Officer Höegh LNG

Sveinung Støhle serves as the President and Chief Executive Officer of Höegh LNG through his employment with Höegh LNG AS since

2005. He also holds the position as Chairman of Höegh LNG Partners LP, an MLP company listed on the NYSE in New York. Sveinung Støhle has more than 25 years of experience from the LNG industry with both shipping and oil & gas companies.

Prior to his employment with Höegh LNG he held positions as President of Total LNG USA, Inc., Executive Vice President and Chief Operating Officer of Golar LNG Ltd., General Manager Commercial of Nigeria LNG Ltd. and various positions with Elf Aquitaine. Sveinung Støhle has a Master of Business Administration from the University of San Francisco and a Bachelor of Science in Finance from California State University. He is a Norwegian citizen and resides in Norway.



#### Martin Stopford Non-Executive President Clarkson Research Services Ltd.

Martin Stopford is a graduate of Oxford University and has a PhD in International Economics from London University. During

his 41 years in the Maritime Industry he has held positions as Director of Business Development at British Shipbuilders; Global Shipping Economist with Chase Manhattan Bank N.A.; Chief Executive of Lloyds Maritime Information Services and executive director of Clarksons PLC. He retired from Clarksons in May 2012 and is currently non-executive President of Clarkson Research Services Limited (CRSL).

Martin is also a visiting Professor at Cass Business School in London, Dalian Maritime University in China, Newcastle University and Copenhagen Business School. He has an Honorary Doctorate from The Solent University; a lifetime achievement award at the 2010 Lloyds List Global Shipping Awards; and in 2013 was Seatrade Personality of the Year.

His publications include "Maritime Economics" 3rd Ed, the widely used shipping text book published in January 2009, and many papers on shipping economics and ship finance.

Martin's children Ben and Elizabeth both live in London. His main hobby, apart for shipping, is gardening and he runs a small organic hill farm in Staffordshire Moorelands.





### Kaare Christian Tapper Partner Wikborg Rein

Kaare Christian Tapper is a Partner at Wikborg Rein's Oslo office and is head of the firm's restructuring practice. Tapper has considerable

experience with financial and structural reorganization of businesses, as well as mergers and acquisitions. In addition to his legal degree, Tapper holds an MSc in Management degree from HEC Paris. Tapper was in 2015 identified as one of Europe's most outstanding 'up and coming' lawyers by Chambers and Partners.



### Nikolas P. Tsakos Chairman of INTERTANKO President & CEO of Tsakos Energy Navigation (TEN)

Mr. Tsakos is the founder, Chief Executive Officer and a director of the Tsakos Energy Navigation since inception. He has been involved in ship management since 1981 and has 36 months of seafaring experience. Mr. Tsakos served as an officer in the Hellenic Navy in 1988.

He is the former President of the Hellenic Marine Environment Protection Agency (HELMEPA). Mr. Tsakos is a member of the council of the Independent Tanker Owners Association (INTERTANKO), a board member of the UK P&I Club, a board member of the Union of Greek Shipowners (UGS), a council member of the board of the Greek Shipping Co-operation Committee (GSCC) and a council member of the American Bureau of Shipping (ABS), Bureau Veritas (BV) and of the Greek Committee of Det Norske Veritas (DNV) and a board member of Bank of Cyprus.

He graduated from Columbia University in New York in 1985 with a degree in Economics and Political Science and obtained a Master's Degree in Shipping, Trade and Finance from City University Business School, London in 1987. In 2011, Mr. Tsakos was awarded an honorary doctorate from the City of London University Business School, for his pioneering work in the equity financial markets relating to shipping companies.

Nikolas P. Tsakos is an active member of the following organizations:

• Independent Tanker Owners Organization (INTERTANKO), Chairman (2014), Vice Chairman (2012-2014), Executive Committee member (2009 - Present), Council member (1992 -Present)

- Korean Register (KR) Hellenic Committee, Chairman (2014)
- UK P&I Club (2006 Present)
- American Bureau of Shipping (ABS) (2004 Present)
- Union of Greek Shipowners (UGS) (2003 Present)
- Hellenic Marine Environment Protection Association
- (HELMEPA), ex-Chairman. (2002 2006)
- Greek Committee of Det Norske Veritas (DNV) (1999 Present)
- Greek Shipping Co-operation Committee (GSCC) (1995 -
- Present)
- Bureau Veritas (BV) (1992 Present)



### Stamatis Tsantanis Chairman and CEO Seanergy Maritime Holdings

Stamatis Tsantanis is the Chairman and CEO of Seanergy Maritime Holdings

(NASDAQ:SHIP). He has more than 17 years of experience in shipping and finance and held senior management positions in prominent shipping companies. Stamatis joined Seanergy in 2012 and managed the Company's restructuring process where more than \$346 million of liabilities were eliminated. In 2015 he led Seanergy's expansion process with a substantial fleet acquisition. Prior to joining Seanergy, he served as Group Chief Financial Officer of Target Marines S.A. and was responsible for its corporate and financial strategy. Stamatis previously served as the Chief Financial Officer and as a Director of Top Ships Inc. from its initial public offering and listing on NASDAQ. Prior to that, he was an investment banker at Alpha Finance, a member of the Alpha Bank Group, with active role in a number of major shipping corporate finance transactions. Stamatis holds a Master's degree in Shipping Trade and Finance from Cass Business School in London, and a Bachelor's degree in Shipping Economics from the University of Piraeus.



### Kim Ullman CEO Concordia Maritime

Educational Background

- 1999 - 2000: Advanced Management Program: Stockholm School of Economics,

Stockholm, Sweden, www.hhs.se

- 1972 - 1975: High School Degree: Viktor Wångfeldt Gymnasium, Gothenburg, Sweden

Social Science Program with special focus on Business and Shipping

#### Work Experience

- 2014 - Present: Concordia Maritime: CEO, Gothenburg, Sweden, www.concordiamaritime.com

- 2011 - 2014: Stena LNG: CEO, Gothenburg, Sweden, www.
 stenalng.com; Stena Bulk AB: Senior Vice President & Chief
 Strategic Officer, Gothenburg, Sweden, www.stenabulk.com
 - 2005 - 2008: Stena Bulk AB: Executive Vice President & Chief

Operating Officer, Gothenburg, Sweden - 2000 - 2005: StenTex LLC: President & CEO, Houston, USA

- A joint venture company owned by Stena Bulk and major oil company Texaco at the time

- 1989 - 2000: Stena Bulk AB: Executive Vice President

- 1987 - 1989: Stena Bulk AB: Vice President

- 1983 - 1987: Stena Bulk AB: Chartering & Commercial Manager, Gothenburg, Sweden

- 1982 - 1983: Broströms Shipping Company/August Leffler & Son: Chartering Specialist, Tankers, Gothenburg and London, UK (Intank Shipbroking Company)

 - 1981 - 1982: Broströms Shipping Company/August Leffler & Son: Chartering Specialist, Dry cargo, Gothenburg, Sweden
 - 1975 - 1981: Broström Shipping Company/Atlantic Container Line (ACL): Freight Documentation Department – from Assistant, Deputy Department Manager to Department Manager



### **Rikard Vabo** Partner, Head of Corporate Finance Fearnley Securities

Rikard Vabo joined Fearnley Securities in 2004

as a shipping analyst. From 2004-2013 he consistently ranked among the leading shipping analysts globally. In 2013 he ranked among the top 3 analysts covering global shipping by the Wall Street Journal. In 2013 Rikard assumed the position as Head of Corporate Finance. He holds a Master of Science in Business from BI Norwegian Business School, and a Master of Science in Finance from Vienna University of Economics and Business.

### Eddie Valentis CEO Pyxis Tankers

Valentios ("Eddie") Valentis, a Class I director, has over 25 years of shipping industry experience, including owning, operating and managing tankers. He has served as Chief Executive Officer and Chairman of our board of directors since inception. In 2007, Mr. Valentis founded and is the President of Pyxis Maritime Corp. ("Maritime"). In 2001, Mr. Valentis was appointed Managing Director of Konkar Shipping Agencies S.A., a drybulk operator based in Greece, which is a position he continues to hold. From 1998 to 2001. Mr. Valentis was the Commercial Manager for Loucas G. Matsas Salvage & Towage. From 1996 through 1998, Mr. Valentis worked as a dry cargo chartering broker for N. Cotzias Shipping. From 1989 to 1995, Mr. Valentis was involved in the operation of his family's drybulk vessels. Mr. Valentis has an MBA from Southern New Hampshire University. Mr. Valentis serves as a council member of the Independent Tanker Owners Association (INTERTANKO) and a member of the Greek Committee of NKK Classification Society. Mr. Valentis also holds a Captain's (Class C) diploma from the Aspropyrgos Naval Academy in Greece.



### Birgitte Ringstad Vartdal Chief Executive Officer Golden Ocean Management

Birgitte Ringstad Vartdal has served as Chief Executive Officer of Golden Ocean Management AS since April 2016

Birgitte Ringstad Vartdal has served as CEO of Golden Ocean Management AS since April 2016. Ringstad Vartdal previous position was CFO in Golden Ocean Management AS, as position she held from June 2010. She has held several positions within the Torvald Klaveness Group, as VP Head of Commercial Controlling, Risk Manager and Financial Analyst. Before this she was Structuring Analyst in Hydro Energy. Birgitte Ringstad Vartdal holds the degree of Siv.Ing. (MSc) in Physics and Mathematics from the Norwegian University of Science and Technology (NTNU) and an MSc in Financial Mathematics from Heriot-Watt University, Scotland.



### Gary Vogel Chief Executive Officer and Director Eagle Bulk Shipping Inc.

Gary Vogel is the Chief Executive Officer and a Director of Eagle Bulk Shipping Inc., a position he has held since September 2015.

Eagle Bulk presently owns 41 supramax vessels, making it one of the largest owners of supramax dry bulk vessels in the world. Eagle Bulk Shipping is publicly listed on the (NASDAQ: EGLE) and is a Marshall Islands corporation headquartered in Stamford, Connecticut, with a commercial offices in Singapore and Hamburg, as well.

Prior to joining Eagle, Mr. Vogel was Chief Executive Officer of Clipper Group Ltd., one of the world's leading privately-held ship owning and operating groups with a diversified fleet of more than 120 drybulk, RoRo, multipurpose heavy-lift vessels, tankers, and cruise vessels. He was also a Partner and served as a Director of Clipper Group, Ltd. as well as a number of other positions prior to his appointment as CEO. Prior to his service with Clipper Group Ltd., Mr. Vogel was President of Van Ommeren Bulk Shipping (USA), Inc., a company he worked at from 1992 to 2000.

Gary began his shore-side shipping career as a dry cargo shipbroker. From 1988-1992 he was employed by Skaarup Shipbrokers and Pinney, Inc.

Gary is a New York native and graduate of the U.S. Merchant Marine Academy at Kings Point, NY. He graduated with a B.S. in Marine Transportation as well as a USCG Third Officers Unlimited Tonnage License. He sailed briefly on container ships and product tankers, and served as an officer in the US Naval reserve. In more recent years, Gary has attended a number of executive programs at the Wharton School of the University of Pennsylvania. In industry related capacities, Gary serves on the Lloyds Register North American Advisory Committee and has served on the Board of Directors of the American Institute for International Steel, and as Membership Chairman of the Association of Shipbrokers and Agents. He has also been a member of Young Presidents Organization (YPO) International since 2004 and served as a Board Member of its Fairchester Chapter.



### Paul Wogan CEO GasLog Ltd.

• Joined Gaslog in February 2012 and took over as CEO in January 2013.

• Close to 30 years' experience in the shipping industry including LNG, dry cargo, tankers, chemical tankers and offshore wind farm support vessels

• Worked for Teekay Corporation from 2000 to 2008, where from November 2003 to March 2008 he served as president of Teekay Tanker Services, with responsibility for the company's fleet of crude and product tankers.

• Prior to joining Teekay Corporation, served as Chief Executive Officer of Seachem Tankers Ltd.

• Served as senior independent director of Clarksons PLC from 2008 until February 2012.

• Graduate of Exeter University and has an MBA from Cranfield School of Management.



### **Independent Financial Services Provider**

AUTHORISED AND REGULATED BY THE FINANCIAL SUPERVISORY AUTHORITY OF NORWAY

### Excellence in Investor Relations and Financial Communications Your Link With the Global Investment Community

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, ETFs and MLPs, 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** maintains close collaboration with the three main US Stock Exchanges (New York Stock Exchange, American Stock Exchange (now part of NYSE) and NASDAQ), the London Stock Exchange, the Athens Stock Exchange as well as numerous companies in Greece, Europe, US and Chile. It also organizes annually in New York, London and Athens a series of Investment Forums focusing on its main activity fields (www.capitallinkforum.com).

**Capital Link** has a leading position globally in the area of Investor Relations with respect to **shipping**, as it cooperates with the majority of shipping companies listed on the three 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 and London. Finally, it also maintains a shipping portal with information on all UK and US Listed shipping Companies (www.capitallinkshipping.com).

**Capital Link** has also a leading position in **US Closed-End funds, ETFs and MLPs**, as it cooperates with the major fund sponsors in these sectors. The Annual Capital Link "Closed-End Fund and Global ETF" Forum taking place in New York is considered the most significant Forum of the sector. In the context of this Forum, Capital Link organizes the "Annual Closed-End Fund & Global ETF Awards" which recognize funds and managers who adhere to high standards of Corporate Governance, financial disclosure and Investor Relations. Capital Link also maintains a portal with information on these funds (www.closedendfundforum.com).

Capital Link has built one of the most extensive and effective networks for the promotion of international companies that want to access the European and US capital markets. In this area, Capital Link has built extensive regional expertise across developed and emerging markets having worked with listed companies and capital markets related organizations from several countries, including Canada, Chile, Cyprus, Greece, France, Germany, Ireland, Italy, Portugal, Russia, Spain, Switzerland, Turkey, United Kingdom and the United States. Also, broad and diversified industry expertise with a client base across several sectors - banking & finance, chemicals, cement & construction, food and beverage, insurance, investment management, IT & computers, mining, oil & energy, packaging, pharmaceuticals & cosmetics, retailing, telecommunications, transportation etc.

Capital Link is proud to have worked with several **governmental organizations** organizing presentations to U.S. investors for the **Finance Ministers** of Bulgaria, France, Greece and Portugal. We have worked with the majority of **Stock Exchanges** in the United States and Europe (New York, American, NASDAQ, Chicago Board Options Exchange, Athens Exchange, Euronext, London Stock Exchange/ AIM, Deutsche Boerse, Lisbon Stock Exchange, MICEX, Swiss Exchanges. The Paris Bourse was our first client in 1995.

 Capital Link
 - New York
 - London
 - Athens
 Oslo

 New York - 230 Park Avenue, Suite 1536, New York, NY, 10169
 Tel.: +1 212 661 7566
 Fax: +1 212 661 7526

 London - Longcroft House, 2-8 Victoria Avenue, London, EC2M 4NS, U.K. Tel. +44(0) 203 206 1320
 Fax: +44(0) 203 206 1321

 Athens - 40, Agiou Konstantinou Str, Suite A 5, 151-24 Athens, Greece
 Tel. +30 210 6109 800
 Fax: +30 210 6109 801

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

### MEDIA PARTNERS



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

Our mission is to create the free platform for all issues of the shipping industry, the world's biggest and most important industry – after all, 80 percent of our planet is water and the majority of its 7 billion people live close to the sea! 150+ categories of subjects are covered in order to offer the industry a variety of unbiased news and information! Our goal is to challenge whatever hasn't been challenged to date! And it is not the power of information, as many try to put forward: it's the abuse of power of information that many live on and that destroys the industry, physically and technically. With 28,000 page views per month, we begin to really conquer the maritime world, so come on board and gradually see what you get from this site.



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

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

## Lloyd's List

The power behind global shipping decisions since 1734.

A subscription to **Lloyd's List** includes unrestricted access to lloydslist.com, the Lloyd's List App and a powerful daily email bulletin service. It gives you year-round access to exclusive news, data-driven analysis and completely independent insight.



**The Maritime Executive**, the MarEx Newsletter and maritime-executive.com are among the largest thought leader news organizations world-wide, reaching over 325,000 readers in print, online, via email, and on mobile. Our award-winning journalism is a touchstone for readers passionate about the maritime industry.



For more information or to request a free trial visit www. tankershipping.comWith over 8,500 fully paid subscribers and over 48,000 global readers, **TradeWinds** is the shipping industry's most successful news service - exclusive stories and insights you simply can't find anywhere else.



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

Thanks to Daily and Breaking News, Weekly PDF Magazines and periodic Special Features, Ship2Shore provides its international readership with accurate and high quality information: a useful working tool for being regularly updated as well as an effective means for web advertising.



**Worldoils** is a company that combines the power of marketing as well as the in-house expertise for the Oil, Gas, Offshore and the Maritime industries. Worldoils' web portal www.worldoils.com has become a truly central platform for visitors who need information regarding oil and gas products and services, research, training, conferences, news and events as well as a popular advertising base for providers of Oil, Gas, Marine and Offshore services. Worldoils has also launched the jobs system and a marketplace. In the recent months, Worldoils has strengthened its position as a fast developing central place for buying and selling of land rigs, offshore rigs, barge rigs and other oilfield and subsea equipment.



- annual (5 issues) e-subscription € 15
- annual (5 issues) printed mag € 35
- e-mag € 2.50





Subscribe now: +30 2103314714 - 2103678816 subscribe@economia.gr | www.economia.gr/en

nafsgreen.gr

SHIPPING CLASS SHIPYARDS BALLAST EMISSIONS LNG FINANCE EVENTS AWARDS SOFTWARE ENVIRONMENT SAFETY OIL&GAS OFFSHORE ENERGY PROJECTS EQUIPMENT PIRACY

CASUALTIES TRAINING INSURANCE CRUISES MARKET REPORT REGULATIONS

PORTS COASTAL ARTICLES VIDEOS INTERVIEWS EXCLUSIVES

the leading Greek Shipping news Portal



ELNAVI Monthly Shipping Review 19,Aristidou 185 31 Piraeus, Tel: +30 210 4522 100, +30 210 4282 786, - Fax: +30 210 4282467, e-mail:elnavi@elnavi.gr - www.elnavi.gr

### THE CONVERSATION STARTS HERE

## HUFF POST greece

## www.maritimecsr.com



A permanent web-based resource, **www.maritimecsr.com** not only centralizes information on corporate social responsibility (CSR) in the shipping and offshore industries, but it also identifies, showcases, and publicizes initiatives and practices by governmental and non-governmental organizations, industry associations, and especially companies.



Athens:: +30 2106 109800 |

New York: +1 (212) 661-7566 | London: +44(0) 20 3206 1322 Email: forum@capitallink.com

# www.CapitalLinkShipping.com

...your link to shipping and its listed companies



- All listed Company news and Company profiles
- Share prices comparative charts among indices and companies
- Earnings and conference call calendar
- Company presentations
- Daily news on the shipping industry, commodities and energy
- Shipping industry reports on dry bulk, tankers, containers, LNG/LPG
- Fixtures, TC rates, TC rate charts
- Sales and purchase and demolition markets
- Shipbuilding
- FFAs
- Weekly shipping and stock market review
- Interviews of CEOs and other industry participants
- Message boards and blogs
- Sign up for news and alerts and for our Weekly Newsletter
- Personalize your screen with companies and news you want

Sign up for FREE access



...your Link with the Global Investment Community

NEW YORK Tel. +1 212 661 7566 LONDON Tel. +44 (0) 20 3206 1322 ATHENS Tel. +30 210 6109 800 E-MAIL: shipping@capitallink.com

### **Previous Event Photos**





































## **Capital Link Shipping**

...Linking Shipping and Investors Across the Globe

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:

Contraction of the local division of the	2. La
VALUE DESIGNMENT AND	
TT III MANAGAMENT	27171
STATISTICS.	ACCOUNTS OF
Solidar personantes	540h
All and a second statements	-
S TOD Distances	See.

Capital Link Shipping Westly New School		
The second statements of the second statement of the s	Antonine	
	GMS	

### www.CapitalLinkShipping.com

www.CapitalLinkWebinars.com

**Capital Link Investor Shipping Forums** 

companies CEOs, analysts, and shipping industry participants.

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.

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

In New York, Athens and London bringing together investors, bankers, financial advisors, listed







Shipping Today, Scrapping, etc).

#### **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.

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

New York - 230 Park Avenue, Suite 1536, New York, NY, 10169 Tel.: +1 212 661 7566 Fax: +1 212 661 7526 London - Longcroft House,2-8 Victoria Avenue, London, EC2M 4NS, U.K Tel. +44(0) 203 206 1320 Fax. +44(0) 203 206 1321 Athens - 40, Agiou Konstantinou Str, Suite A 5, 151-24 Athens, Greece Tel. +30 210 6109 800 Fax +30 210 6109 801 www.capitallink.com www.capitallinkforum.com



9<sup>th</sup>Annual Capital Link Shipping, Marine Services & Offshore Forum

Wednesday, October 5, 2016 London, UK

### **ORGANISED BY**



### INVESTOR RELATIONS & FINANCIAL COMMUNICATIONS

www.capitallink.com www.capitallinkforum.com www.capitallinkshipping.com www.capitallinkgreece.com www.capitallinkfunds.com

NEW YORK, USA 230 Park Avenue, Suite 1536 New York, NY 10169 Tel.: +1 (212) 661 7566 Fax.: +1 (212) 661 7526

LONDON, UK 2/8 Victoria Avenue, Longcroft House London, EC2M 4NS Tel.: +44 (0) 203 206 1322 Fax.: +44 (0) 203 206 1321

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

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