



Capital Link Cyprus Shipping Forum

Thursday, February 9, 2017
Limassol, Cyprus



Under the Auspices



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Capital Link

Cyprus Shipping Forum

Thursday, February 9, 2017 - Columbia Plaza, Limassol, Cyprus



Under the Auspices



Republic of Cyprus



We are particularly proud to host the inaugural Capital Link Cyprus Forum, an event which we plan to organize annually. The Capital Link Cyprus Shipping Forum aims to highlight the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination.

The Forum will feature major international speakers and delegates and local leaders in an exchange of ideas on critical industry topics. It will discuss the developments and trends in the major shipping, financial and capital markets as well as issues pertaining to geopolitical and regulatory developments, technical and commercial fleet management. The Forum will highlight the competitive positioning and advantages of Cyprus as an industry hub.

Capital Link is known for the organization of large scale high quality maritime forums in key industry centers, such as New York, London, Athens and Shanghai, and as of 2017 in Limassol. Our Forums are unique marketing and networking events attended by a large and high caliber audience of shipping industry executives, such as owners, commercial and investment bankers, investors, analysts, media, and a wide range of other industry participants.

We have made a major commitment to serve as an effective link between shipping, financiers and investors around the world. In this context, beyond the tailor made investor relations and financial communications strategies we formulate and execute for each of our clients, we have undertaken several initiatives aimed to enhance the information flow and raise the profile of shipping to the wider investment community.

We believe that with our shipping website, webinars, newsletters and conferences in Athens, London, New York, Shanghai and as of this year in Limassol, we have established a unique interactive platform of value and effectiveness that links investors, financiers, shipping companies and the broader shipping industry.

We would like to thank the sponsors, media partners and supporting organizations for their cooperation and contribution in making this event such a unique success. We are gratified to see that the majority of our sponsors are with us year after year and support all of our Shipping Forums, indicating the wide acceptance of the Capital Link Shipping Forums in the financial, investment and shipping communities.

Sincerely,
Nicolas Bornozis, President
Capital Link, Inc.



Capital Link, Inc.

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Excellence in Investor Relations and Financial Communications

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MORNING SESSIONS

8:15AM – 9:00AM	REGISTRATION & COFFEE NETWORK	
9:00AM – 9:05AM	Welcome Remarks	<ul style="list-style-type: none"> Mr. George A. Tsavlis, <i>President</i> - Tsavlis Salvage Group – Conference Chairman Mr. Nicolas Bornozis, <i>President</i> - Capital Link, Inc.
KEYNOTE OPENING REMARKS		
9:05AM – 9:20AM	Cyprus as a maritime, logistics & energy hub	H.E. Marios Demetriadis, <i>Minister of Transport, Communications and Works</i> – Republic of Cyprus
FORUM SESSION ON THE GLOBAL SHIPPING MARKETS		
MORNING KEYNOTE ADDRESS		
9:20AM – 9:40AM	Global Shipping Markets – Current Developments & Outlook	Mr. Martin Stopford, <i>Non-Executive President</i> - Clarkson Research Services Ltd.
9:40AM – 10:20AM	A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook	<p>Dry Cargo Market / Dry Bulk and Containers: Mr. Ben Nolan, <i>Director, Shipping Research</i> – Stifel</p> <p>Energy/Crude & Product Tankers; LNG/LPG: Mr. Mark Williams, <i>Managing Partner, Research</i> – Affinity Shipping</p>
FORUM SESSION ON SHIP MANAGEMENT		
10:20AM – 10:55AM	Optimizing Technical Fleet Management	<p>Moderator: Dr. John Kokarakis, <i>Vice President</i> - Bureau Veritas Hellas S.A.</p> <p>Panelists:</p> <ul style="list-style-type: none"> Mr. Theo G. Baltatzis, <i>General Manager</i> – Technomar Shipping Inc. Mr. Prabhat Jha, <i>Group Managing Director</i> - MSC Shipmanagement Ltd. Mr. Stavros Meidanis, <i>DPA/CSO, S&Q Manager</i> - Capital Ship Management Corp. Mr. John Michael Radziwill, <i>CEO</i> - C Transport Maritime Mr. Carsten Sommerhage, <i>CEO</i> - Columbia Shipmanagement Ltd.
10:55AM – 11:15AM	COFFEE BREAK	



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<p>11:20AM – 11:55AM</p>	<p>Good people pay off - Crewing strategies and staff development</p>	<p>Moderator: Capt. Kuba Szymanski, Secretary General – InterManager</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Capt. Eugen Adami, Founder & Managing Director Mastermind Shipmanagement Ltd (MSM) • Mr. Jan Meyering, Joint Managing Director - Marlow Navigation Co. Ltd. • Mr. Alexios Vardoulakis, President – Caribe Tankers • Mr. Terence Zhao, President - Singhai Marine Services
<p>11:55AM – 12:30PM</p>	<p>Managing Risks – Cybersecurity</p>	<p>Opening presentation “Cyber security in the shipping industry” Mr. Yannis Ioannides, Manager, Risk Advisory Practice, Cyber Risk Services – Deloitte Cyprus</p> <p>Moderator: Ms. Despina Panayiotou Theodosiou, Managing Director – Tototheo Group of Companies</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Mr. Peter Andersen, Maritime Business Development Manager – Cobham SATCOM • Mr. Peter Broadhurst, Senior Vice President, Safety & Security – Inmarsat Maritime • Mr. Yannis Ioannides, Manager, Risk Advisory Practice, Cyber Risk Services – Deloitte Cyprus
<p>12:30PM – 12:45PM</p>	<p>Managing Risks – Foreign Corruption Practices Act</p>	<p>Mr. Richard Brand, Co-Chairman – Cadwalader, Wickersham & Taft LLP</p>
<p>12:45PM – 1:15PM</p>	<p>Optimizing Insurance & Reinsurance – Trends & Developments</p>	<p>Moderator: Mr. Mark O’Neil, President – Columbia Shipmanagement</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Mr. Stephen Cooper, CEO - Fourth Insurance Office, Inc. • Mr. Joseph E.M. Hughes, Chairman & CEO - The American Club • Mr. Costas Th. Joannides, CEO – Marsh Brokers Ltd., Cyprus • Mr. Ole Wikborg, Director - Norwegian Hull Club



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1:15PM – 2:10PM		NETWORKING LUNCH
FORUM SESSION ON GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING		
AFTERNOON KEYNOTE ADDRESS		
2:15PM – 2:45PM	China, the Global Economy & Shipping	Mr. Zhang Ye, <i>President - Shanghai Shipping Exchange</i>
2:45PM – 3:00PM	“One Belt – One Road” – The New Silk Road and How it Will Affect Shipping	Mr. Nikolaos Kakalis, <i>Manager R&D and Advisory, Region South East Europe and Middle East - DNV GL</i>
3:00PM – 3:15PM	Geopolitical and regulatory developments affecting shipping	Mr. Clay Maitland, <i>Chairman - NYMAR; Founding Chairman - NAMEPA; Managing Partner - International Registries</i>
FORUM SESSION ON FINANCE AND CAPITAL MARKETS		
3:15PM – 3:50PM	Access to Capital as a Competitive Advantage – Bank Finance, Capital Markets, Private Equity & Alternative Financing	<p>Moderator: Mr. Andreas Christofides, <i>Member of the Board of Directors - Hellenic Bank; Executive Director – Granfeld Wealth Management</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> Mr. Paulo Almeida, <i>Portfolio Manager – Tufton Oceanic Shipping Management</i> Mr. George Arcadis, <i>Chief Representative, Athens Representative Office - ABN AMRO BANK NV</i> Mr. Kjartan Bru, <i>Head of Shipping, Offshore & Logistics, CEMEA – DNB Bank</i> Mr. Mark Friedman, <i>Senior Managing Director, Investment Banking – Evercore Partners</i>
3:50PM – 4:10PM		COFFEE BREAK
4:15PM – 4:30PM	Restructuring as a Business & Investment Opportunity	Mr. George Paleokrassas, <i>Partner – Watson Farley & Williams LLP</i>
CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB		
4:30PM – 5:10PM	Expertise and Infrastructure in Cyprus – Cyprus as an Operational Hub	<p>Moderator: Mr. Markus Wenker, <i>Head of Ship Finance Hellenic Bank</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> Mr. Roine Ahlquist, <i>Managing Director - Tufton Oceanic Shipping Management</i>



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		<ul style="list-style-type: none"> • Mr. Ioannis Efstratiou, <i>Acting Director – Department of Merchant Shipping of Cyprus</i> • Mr. George Mouskas, <i>Managing Director - Zela Shipping Group; Member of the Executive Committee - Cyprus Union of Shipowners</i> • Mr. Dieter Rohdenburg, <i>CEO – Intership Navigation Co., Ltd.; Vice President - Cyprus Shipping Chamber</i> • Mr. Antonis Taliotis, <i>Tax Partner – Deloitte Cyprus</i>
PUTTING IT ALL TOGETHER : THE SHIPOWNER PERSPECTIVE		
5:10PM – 5:55PM	Is There Light at the End of the Tunnel? - The Shipowner Perspective	<p>Moderator: Mr. Ben Nolan, <i>Director, Shipping Research – Stifel</i></p> <p>Panelists:</p> <ul style="list-style-type: none"> • Mr. Spyros Capralos, <i>CEO – Oceanbulk Containers; Chairman – Star Bulk Carriers</i> • Mr. Andreas Hadjiyiannis, <i>President - Cyprus Sea Lines Shipping; President - Cyprus Union of Shipowners</i> • Mr. Polys Hajioannou, <i>CEO – Safe Bulkers; Vice President - Cyprus Union of Shipowners</i> • Mr. Aristidis Pittas, <i>CEO - Euroseas Ltd.</i>
5:55PM – 6:00PM	Concluding Remarks	Mr. George A. Tsavlis, <i>President - Tsavlis Salvage Group – Conference Chairman</i>
6:00PM – 7:00PM	<p>NETWORKING COCKTAIL RECEPTION SPONSORED BY:</p>  	

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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, financiers and investors.



**8th Annual Capital Link
Greek Shipping Forum**
"Opportunities & Challenges"
Wednesday, February 15, 2017 - Athens, Greece

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



**4th 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.



**11th Annual Capital Link
International Shipping
& Offshore Forum**
Monday, March 20, 2017
The Metropolitan Club, One East 60th St., New York City

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.



Capital Link
Invest in Cyprus Forum
Wednesday, March 22, 2017
The Metropolitan Club, One East 60th St., New York City

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



**16th Annual Capital Link
Closed-End Funds and
Global ETFs Forum**
Thursday, April 27, 2017
The Metropolitan Club, One East 60th St., New York City

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

Friday, May 5, 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, financiers and investors.



7th Annual Capital Link CSR in Greece Forum

June 2017 - Athens, Greece



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.



4th Annual Capital Link Dissect ETFs Forum

Thursday, June 22, 2017
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.



10th Annual Capital Link Shipping, Marine Services & Offshore Forum

Tuesday, September 12, 2017
One Moorgate Place, London, UK



In cooperation with the LSE, this event provides investors with a comprehensive review of various shipping markets to investment communities in the UK and throughout Europe. Shipowners, shipping executives, institutional investors, research analysts, industry experts, commercial and investment bankers, risk advisors, private equity and venture capital firms, high-net worth investors, and financial media attend this London forum every year.

9th Annual Capital Link

New York Maritime Forum

Monday, October 2, 2017
The Metropolitan Club



As the global derivatives market undergoes further economic and regulatory changes, the ability to effectively manage risks is becoming paramount, and the need for global collaboration is heightening. This program will feature a distinguished list of speakers who will provide an insightful global perspective on commodities, energy, and shipping.



7th Annual Capital Link Maritime CSR Forum Operating Excellence in Shipping *Best Industry Practices – A Competitive Advantage*

Wednesday, November 1, 2017 - One Moorgate Place, London, UK

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



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The Cyprus Union of Shipowners is the major representative organization of the international shipping community with vessels under the Cyprus Flag. Over the years, the Cyprus Union of Shipowners has managed to register under its membership the vast majority of the Cyprus Flag ships.

The Cyprus Union of Shipowners provides, in all shipping related matters, a strong voice and represents the interest of its members in Cyprus, Greece, U.K., and other European countries.

The Cyprus Union of Shipowners focuses on:

- Being the Cyprus Ambassador of Shipping both nationally and internationally.
- Representing its members before all Trade Unions as well as the International Tradeworkers Federation (I.T.F).
- Signing private Bilateral Labour Agreements with local Labour Unions in coordination and with the approval of the appropriate Cypriot Ministry with an aim to provide its members with highly competitive Seafarers pay-scales.
- Promoting a competitive and effective Cyprus Maritime Transportation Industry. The CUS supports a national policy conducive to the development and maintenance of Cyprus flag vessels, in an effort to foster the growth and quality of a Cyprus flag merchant fleet.
- Maintaining a close cooperation with the Union of Greek Shipowners so that both Associations may achieve their common goals and aspirations, in line with the historic bilateral agreement signed between the Cypriot Minister of Communications and Works and the Greek Minister of Mercantile Marine, the cornerstone of which was laid on 1st July 2003, earmarking a common Mercantile Marine Policy and Strategy.
- Maintaining close relations with international Security Bodies i.e. MARLU (NATO Unit) that deal with vital issues such as Piracy and provide their members with useful contacts and prompt information.
- Monitoring government legislative and regulatory actions, initiatives by various international marine organizations, political trends and public policy relating to navigation, safety and to the Cyprus shipping environment. In addition, it conducts strategic communications and public relations campaigns.

Cyprus is one of the leading Registries in the world. **The Cyprus Union of Shipowners** as the main representative of the shipowning community has the responsibility of informing and educating its Members to ensure that they comply with all their obligations and commitments, stemming from International Regulations that have been implemented.

CUS has all the tools at its disposal in order to assess the performance of the Cyprus shipping sector. Therefore the Union can advise and help all its shipowner's members to ensure that they comply with all financial and regulatory commitments and by doing so will protect the shipowner from being held legally accountable in all these matters

The Union has extensive access to sources providing a wealth of information. It has strong links with other international shipowners associations and is a Member of the European Community Shipowners Association (ECSA), while continuing to establish ties with maritime related industry organizations, in its emerging role as the focal point for consultation within the Cyprus shipping industry on regulatory and other key developments, thus, giving it, a key role in Cyprus Maritime developments.

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Why Cyprus

- **Member of the European Union**
- **Double Tax Treaties with 43 countries.**
- **No tax on profits from the operation of a Cypriot registered vessel or on dividends received from a shipowning company.**
- **No capital gains tax on the sale or transfer of a Cypriot registered vessel or the shares of a shipowning company.**
- **No estate duty on the inheritance of shares in a shipowning company.**
- **No income tax on the emoluments of officers and crew.**
- **No stamp duty on ship mortgage deeds or other security documents.**
- **Extensive network of bilateral agreements through which Cypriot ships receive either national or favoured nation treatment in the ports of other countries.**
- **Competitive ship Registration costs and annual tonnage taxes.**
- **Full protection for financiers and mortgages.**
- **Favourable tax regime for ship management and other offshore enterprises.**
- **Low set up and operating costs in comparison to other EU countries.**
- **Excellent telecommunications and easy access by air and sea.**
- **Highly qualified managerial, clerical and technical staff available.**

For the further future development and growth of the Cyprus Flag and for the benefits of the shipowners flying the Cyprus flag we invite all interested shipowners to join forces with us in an effort to adequately protect our mutual interests.

Deloitte.

Deloitte is one of the largest and fastest-growing professional services firms in Cyprus operating out of offices in all major cities with more than 650 professionals. Its services include audit, tax, consulting, financial advisory, wealth advisory and a complete range of services to international business focusing on accounting and payroll, tax compliance and the formation and administration of companies, partnerships and trusts. As part of the Deloitte global network, with approximately 245,000 people in over 150 countries, it has the advantage of a global sharing of knowledge with a local adaptation and personal approach, built on the solid foundations of more than 55 years of successful operation on the island.

In the area of shipping, Deloitte is amongst the leaders in providing professional services to the Shipping Community in Cyprus and has an excellent reputation in shipping worldwide. Our clients include some of the world's largest international shipmanagement and shipping companies operating through Cyprus as well as leading shipping lines, cruises, ferries, ports and ports authorities.

UNDER THE AUSPICES



Republic of Cyprus

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COLUMBIA
SHIPMANAGEMENT

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.



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.

CADWALADER

Navigating Global Business

With roots in the shipping industry that extend back to the early 19th century, Cadwalader has a longstanding reputation for helping clients resolve legal issues involving maritime matters.

Our work in the area continues today as we advise shipping companies, financial institutions, investors, charterers and operators on a wide variety of transactions, including mergers, acquisitions, financings, and workouts, as well as in dispute resolution.



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Cadwalader, Wickersham & Taft LLP, a leading advisor to global financial institutions and corporations, is proud of 225 years of service to many of the world's most prestigious financial institutions and corporations. With more than 400 attorneys practicing in the United States and Europe, we offer clients innovative solutions to legal and financial issues in a wide range of areas, including antitrust, business fraud, compliance and regulation, corporate and commercial finance, derivatives and structured products, energy and commodities, ERISA, executive compensation and benefits, financial restructuring, governance, healthcare, insurance/risk-linked securities, intellectual property, investment management, litigation, M&A, not-for-profit, private equity, private wealth, securitization and asset based finance, tax matters, and white collar defense and investigations.

COBHAM

Cobham SATCOM develops, manufactures, sells and supports satellite, radio and safety communication equipment for maritime and offshore applications, under the established and highly-regarded SAILOR® and Sea Tel brands. Together the two brands represent more than 100 years of experience in developing maritime communication and safety technology.

The recognized quality, reliability and innovation demonstrated across the SAILOR and Sea Tel portfolio combined with a worldwide network of service facilities ensures that Cobham SATCOM can meet the communication requirements of any vessel or fleet, regardless of size application or location.

The industry's most comprehensive portfolio

Cobham SATCOM's comprehensive product portfolio includes products and solutions within the following satcom and radio, safety & tracking categories:

- VSAT
- Satellite TV
- L-Band
- GMDSS
- mini-C
- Satellite Positioning (GNSS and DGNSS)
- Navtex
- AIS
- Fixed Mounted and Portable Radio
- Safety Beacons

World-class Support

Cobham SATCOM has a long history of reliable and world-class support. Strategically located in over 40 countries worldwide, Cobham SATCOM Service Partners form the industry's most comprehensive support network.



Cyprus Department of Merchant Shipping (DMS) - The Register of Cyprus Ships is one of the largest shipping registries in the world and ranks 3rd within the European Union. Cyprus is a fully fledged international maritime center, combining both a sovereign flag listed in the White Lists of Paris & Tokyo MoUs on port state control and a resident shipping industry renowned for its high quality services and standards of safety, comprising of shipowning, shipmanagement and companies involved in other shipping related activities.

The Cyprus Department of Merchant Shipping (DMS) is responsible for the development of maritime activities including:

- Registration of ships
- Development, administration and enforcement of the merchant shipping legislation
- Administration of the tonnage tax system
- Inspection and control of ships
- Representation of the Cyprus Republic at various international maritime bodies (IMO, ILO, Paris MoU etc.)
- Enforcement of international conventions
- Registration, training and certification of seafarers.

DMS can also offer its services through its established maritime offices in Piraeus, London, Hamburg, Rotterdam, Brussels and New York.

EVERCORE

Evercore is a premier independent investment banking advisory firm.

We founded Evercore in 1995, on the premise that clients would be best served by an investment banking firm free of the conflicts of interest inherent to large, multi-product financial institutions. We believed our model would attract the most talented senior finance professionals to our firm. We believed that by maintaining the highest standards of excellence we could create a firm unlike any other in terms of capabilities to advise on highly complex strategic transactions, dedication to our client and our experience and professionalism.

Today, we serve a prominent and diverse set of clients and investors, including leading multinational corporations, large institutional investors and financial sponsors, and high net worth individuals.

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Deadline: 1st July 2018

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With offices in New York City and Palm Beach, Florida, Fourth Insurance office is directed by Stephen A. Cooper who leads an experienced team of analysts and technicians. Fourth is a resource for legal and investment professionals serving policyholders managing financial distress and those contemplating a transition to or from public ownership.



HELLENIC BANK
SHIPPING

Hellenic Bank is one of the leading financial institutions in Cyprus providing the Shipping Community, International Businesses and Financial Institutions with a full spectrum of banking products and services. Awarded as the Best Consumer & Corporate-Institutional Digital Bank in Cyprus for 2016, Hellenic Bank is an innovative forerunner in banking technology.

HELLENIC BANK SHIPPING

Located in Cyprus, one of the leading global maritime hubs, Hellenic Bank has a long tradition in shipping and successfully been serving international companies in the maritime industry for decades. Amongst others, customer's activities include ship-owning, crew- and ship-management, ship broking and chartering and marine insurances.

We at Hellenic Bank invite you to experience what a first class local international bank can offer and we look forward to hearing from you.



The mobile satellite company

Inmarsat Maritime sets the standard in maritime communications with the world's most advanced commercial global mobile satellite network. With a rich heritage spanning more than 35 years, Inmarsat enables the maritime industry to stay connected with its highly-reliable broadband satellite network and its range of leading voice and data services. Driving innovation in communications, Inmarsat is continually investing in new technology to shape the future of the connected ship and build maritime communities. When it matters most, thousands of vessels depend on Inmarsat to enhance operational efficiency, promote crew welfare and maximise safety at sea.



The Marshall Islands Registry

International Registries, Inc. and its affiliates (IRI) provide administrative and technical support to the Republic of the Marshall Islands (RMI) Maritime and Corporate Registries. IRI has been administering maritime and corporate programs and involved in flag State administration since 1948. The RMI Registry is fully committed to the safety and security of personnel ashore and afloat, the Registry's vessels and the marine environment. IRI has an excellent reputation within the international business community and will continue to be at the forefront of vessel and corporate registration.

IRI is the world's most experienced, privately held maritime and corporate registry service provider, specializing in the needs of the shipping and financial services industries across a broad commercial and economic spectrum. Headquartered just outside of Washington, DC in Reston, Virginia USA, IRI operates 27 offices in major shipping and financial centers around the world.

WHAT IRI DOES

The RMI Registry program was initiated by the RMI Government in 1988. With the adoption of the RMI Maritime Act of 1990, the maritime laws of the RMI were aligned with the many changes in ship registration, financing, and seafarers' licensing and documentation which had occurred in the shipping industry. The RMI Registry is currently the third largest registry in the world. Vessel types include, but are not limited to, tank ships; liquefied natural gas (LNG)/gas carriers; bulk carriers; container ships;

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offshore drilling, production, and service units; passenger vessels; and yachts. IRI's network of worldwide offices has the ability to register a vessel or yacht, including those under construction, record a mortgage or financing charter, incorporate a company, and service clientele.

MARITIME SERVICES

A flag State has certain rules and requirements for vessels that fly its flag, and also has the primary responsibility for ensuring that its vessels meet all established national and international requirements. Major requirements may include crew nationality, crew composition, and ship building requirements, among others. The RMI Maritime Administrator provides comprehensive maritime expertise and administrative services, which include:

- Vessel/Yacht Registration
- Mortgage and Lease Financing Recordation and Documentation
- Vessel Inspection
- Radio Station Licensing
- Officer and Crew Examination/Certification
- Seafarers' Identification and Record Books
- Technical Assistance
- Investigations
- Information Provided on Maritime Regulations and Port Activities

Rapid technological advancements and a growing concern for the world's marine environment have resulted in ships being replaced and systems upgraded. At the same time, maritime accidents have led to stricter national and international regulations on shipping. This has further increased the demand for better-trained crews and more sophisticated safety systems.

CORPORATE SERVICES

Thanks to its unparalleled customer service philosophy and excellent reputation as a leading maritime registry, the RMI is the jurisdiction of choice for professionals around the world. In particular, the RMI Corporate Registry is experiencing tremendous success as one of the leading jurisdictions for initial public offerings (IPOs) on major stock exchanges. A significant and growing number of RMI business entities are publicly traded on financial exchanges worldwide. There are many unique advantages for the investor, vessel/yacht owner, or international business person forming business entities in the RMI, including both Registrar and Registered Agent services. Each IRI office has the ability to incorporate a company, issue a Certificate of Good Standing, register a vessel or yacht, including those under construction, record a mortgage or financing charter, and service clientele. The RMI Corporate Registry is recognized worldwide by law firms, company formation specialists, and business professionals in major financial centers for its modern and flexible legislation, ease of formation, and high level of customer service.

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Founded in New York in 1917, celebrating 100 years of service, **the American Club** is the only P&I mutual domiciled in the Americas. Part of the International Group, it offers full cover for Protection and Indemnity and Freight, Demurrage and Defense risks and has in recent years grown and globalized its tonnage. In addition to its headquarters in New York, the Club's Managers, Shipowners Claims Bureau, Inc., have operations in Houston, London, Piraeus, Shanghai and Hong Kong. Recognized for its exceptional insurance know-how, as Winner of the prestigious Lloyds List North American Maritime Services Award for 2016, with dedicated specialized staff, available 24 hours a day, including qualified lawyers, licensed mariners and maritime experts, the Club is proud of the ability to communicate in 11 languages, boasts an active safety and loss prevention

program with proven track record and has the know-how and capability to accommodate the needs of members both large and small.



Bureau Veritas is a world leader in classification, certification, and laboratory testing & inspection services.

Established in 1828, the Group nowadays employs more than 66,000 experts in about 1,400 offices and laboratories worldwide, assisting its 400,000 clients to improve their performance by offering innovative services in order to ensure that their assets, products, infrastructure and



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processes meet applicable standards and regulations in terms of quality, health and safety, environmental protection and social responsibility, both land based and off-shore, with a coherent Network of 2,300 highly qualified marine surveyors, specialized in safety, security & environmental protection related rules and standards, which operates in 180 survey stations covering 90 countries.

Bureau Veritas develops R&D programmes with a high level of expertise in hydro-structure (hydrodynamic simulations and virtual tank tests), risk management (simulation, risk-based rules, alternative designs) and digital transformation (monitoring, embedded SW, big data processing).



Chrysses Demetriades & Co. LLC is now a fourth generation law-firm founded on the principle of providing precise, up to date, practical, and cost-effective legal advice to their clients' evolving requirements.

The Firm has grown over 90 years to one of the largest law firms in Cyprus with over 50 qualified lawyers, and with a large number of paralegals and professional staff. Its lawyers have a broad and deep understanding of their clients' industry sectors, which is the key to providing effective advice, and integrated solutions based on knowledge and professional experience.

The Firm throughout its history has played a pivotal role in aiding and assisting various Cyprus Government agencies in developing laws and regulations for the attraction of foreign investment in Cyprus, including the shipping laws of 1963, the taxation laws of 1976, the International Trust Laws, the Tonnage Tax Laws, and the Casino Laws.

The Firm's relationships with global law firms that were built over decades of cooperation, complements its ability to provide efficient, and cost effective international legal services to its clients. It also allows the Firm to offer local expertise within a Cypriot context and help its clients realize their business goals both domestically and internationally.

The Firm continues its steady stride through their state of the art headquarters in Limassol, and looks towards the future challenges with confidence.



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designing, and delivering innovative industry-specific solutions that help them effectively manage risk. Marsh's approximately 30,000 colleagues work together to serve clients in more than 130 countries. Marsh is a wholly owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), a global professional services firm offering clients advice and solutions in the areas of risk, strategy, and people. With 60,000 colleagues worldwide and annual revenue of approximately US\$13 billion, Marsh & McLennan Companies is also the parent company of Guy Carpenter, a leader in providing risk and reinsurance intermediary services; Mercer, a leader in talent, health, retirement, and investment consulting; and Oliver Wyman, a leader in management consulting.



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

It has an extensive know-how on financial engineering, including cross-border tax leases and long term structured leasing transactions with an emphasis on minimizing risks related to the operations and the residual value of the vessels.

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



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Our vision, Expect More, expresses that we shall be a leading company within our type of business, but not necessarily the largest company. In an extended sense this means that we shall be the best. We offer solutions which are adapted to the demands of today and for the future; where the needs of the clients are essential and where we are the preferred business partner. We shall meet and fulfil all clients' expectations in all cases, and also try to exceed these expectations. We believe the number of loyal clients will increase if our clients' expectations are exceeded.



Singhai Marine Services is a leading maritime company supplying quality seafarers to international shipping companies. We aim to be the first partner of choice for recruitment and deployment of quality seafarers for the international maritime industry. Singhai Marine Services is incorporated in Singapore and Shanghai, the two leading global maritime hubs. Since 2004, Singhai Marine Services has witnessed a steady growth and better positioning in the maritime industry over the past 13 years. Three fully-owned subsidiaries and one representative office were set up in Dalian, Wuhan, Shenzhen and Rizhao in China respectively to source, recruit and prepare seafarers in the country for a fulfilling career in the maritime industry. The latest addition is the establishment of a fully-owned subsidiary in Yangon, Myanmar, extending our search for the quality seafarers beyond national borders.

To harness and develop these talents, we had established the Singapore (Nantong) International Maritime Institute in 2011 through a partnership with the Singapore Organization of Seamen (SOS) and Nantong Shipping College. The Singapore (Nantong) International Maritime Institute aims

to provide enhancement training to strengthen the core competencies of our seafarers.

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

Singhai Marine Services' core service is supplying highly qualified Chinese and International seafarers for all type of ships, and maritime education and training. We also provide headhunting services for maritime related posts, ship management, providing protective agency service for PSC inspections at China ports and new building supervision services. Singhai Marine Services is currently serving more than 40 ship owners and managers with an annual supply up to 4,000 seafarers for various types of vessels including oil tankers, chemical tankers, LPGs, LNGs, bulk carriers, containers, offshore vessels and cruise vessels. We are able to meet individual manning needs of our clients for full or half crew.

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

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



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Cyprus Shipping Forum

Thursday, February 9, 2017 - Limassol, Cyprus



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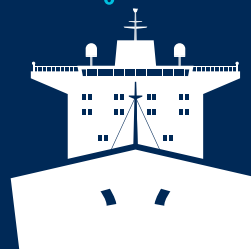
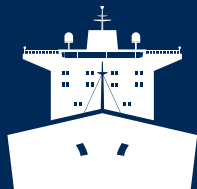


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Allaboutshipping.co.uk introduces the platform for the shipping industry and beyond. Allaboutshipping.co.uk is your NEW platform! Our mission is to create the free platform for all issue of the shipping industry – after all, 80 percent of our planet is water and the majority of its 7 plus 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 on and that many live on and that destroys the industry, physically and technically. Enjoying the same page views per month like last year – we have reached even 30,000 plus – nearly double since five years ago, we are slowly but steadily conquering the maritime world, so come on board and gradually see what you can get from this medium, entrust your written views with allaboutshipping.co.uk, as well as your promotion in the form of an advert/banner.



Economia Group is publishing financial magazines, and economic and business books, both in Greek and English language. It is also organizing related conferences, seminars and events. Its main object is the in-depth analysis of the Greek economy and business throughout the years.

• Magazines:

- The monthly magazine ΟΙΚΟΝΟΜΙΚΗ ΕΠΙΘΕΩΡΗΣΗ is a Greek financial review issued continuously, since 1934, having also the exclusive rights to publish articles of "The Economist" in magazines in Greece.
- The BUSINESS FILE review is the sole English-language magazine for the Greek economy and is issued five times per year, since 1991. It includes a variety of analyses on financial, banking, shipping and other business issues.

• Under the trademark ECONOMIA PUBLISHING - KERKYRA PUBLICATIONS we publish books such as:

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www.efoplistesnews.gr online news provides the latest news and exclusives 24 hours a day.



ELNAVI is the greatest and most respected Greek shipping monthly magazine, published 11 times a year. The magazine has a dedicated readership group / subscribers in excess of 2.000 people & companies. The publication focuses on the latest developments and most important achievements of the Greek shipping industry.

ELNAVI was established in 1974 and the editors of the magazine, Stefanos Papandreou & Theano Kalapotharakou represent the second generation of the magazine.

It must be noted that due to our commitment to the continuous growth of Greek shipping and our in depth knowledge of shipping developments ELNAVI enjoys the appreciation and the recognition of the maritime community.

The magazine aims to be the leading source of maritime news, events, industry analysis.

Each edition features shipowners and senior executives from the Greek shipping industry and the activity of their company.

ELNAVI is published in Greek and English language and also focuses on marine environment & culture issues, specialized shipping sectors and various shipping projects and plans.

ELNAVI's website was launched in 2000 and we have also developed a facebook page.

In July 2015 ELNAVI published its 500th anniversary edition, a milestone which was marked with a successful reception and gathering of friends and partners.

ELNAVI also participates in Posidonia Exhibition, with a stand of 30 sqm promoting and has media partnerships with many large industry exhibitions and events (Mare Forum, Capital Link, SMM, Digital Ship, Marine Money and other).

MEDIA PARTNERS



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.



www.maritimes.gr is a portal for shipping professionals worldwide in both Greek and English.

www.maritimes.gr has always met the ever growing demand for critical information and is considered a complete channel of information on shipping. It is also recognized for its exclusive interviews with highly respected professionals and decision-makers in the day to day operations and the future of Greek Shipping.

An additional emphasis is given in web TV with selected programs as well as the general televised coverage and advertisement.



The Maritime Executive magazine, website, newsletter and social media platforms form the largest audience in the maritime industry.

The Maritime Executive magazine's articles and editorials set the standard in the industry and are required reading for business executives and government leaders around the world. Our upscale readers depend on us for critical insights into the key issues impacting the global maritime industry.

The Maritime Executive magazine was created with industry

leaders in mind and today is the most trusted resource available for maritime decision-makers. Published six times a year, each edition features top executives and their businesses from around the world and provides in-depth analyses of the critical issues of the day. No other publication comes close to its elegance of design and quality of writing. Readers count on The Maritime Executive as their number one source of industry insight.

- Audited Circulation of 22,523
- Readers in over 81 countries
- 100% Original Content
- 38% of audience own or involved in ship operations

The Maritime Executive (MarEx) Newsletter, published six times a week, has the largest circulation and is the most widely read online newsletter in the industry. It is also one of the longest running with a well-established and high-profile readership of top maritime executives, industry professionals, and government officials worldwide. The MarEx newsletter ensures your advertising message is showcased alongside the day's leading news stories and delivered directly to the inboxes of maritime decision-makers.

- Readers in 152 countries
- 107,005 opt-in subscribers
- 19% daily open rate
- Flexible scheduling
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MC Digital Media Ltd, is the leading digital group in Cyprus.

With a wide network of diversified websites and an experienced editorial team, with more than 40 specialized personnel, MC Digital Media Ltd has managed to pioneer in the media and entertainment sector.

With more than 200,000 readers daily and 20 million Page Views per month, the group is constantly increasing its dynamic presence in the digital media sector. Our main goal is to maintain our status in the readers' perception, as the most fast, accurate and reliable means of information and being constantly improved.

MC Digital Media owns 30 websites and among them are Cyprustimes, Cyprusdaily and Economytimes.

Cyprustimes, the news website with a point of view, exclusive articles, revealing interviews, reportage and live links from the heart of events, is the public's preferable choice for information.

Economytimes is the new business portal in Cyprus, with financial news for the local and foreign market as well as all interesting news for every entrepreneur.

MEDIA PARTNERS

Cyprusdaily, the news website for the English speaking public of Cyprus, informs the readers about all political, economic, sports and other interesting topics.



NAFS shipping & economic magazine was first introduced in November 1996 and as from February 1998 is regularly published every two months. Over 2,000 people are NAFS readers in Greece and abroad.

- About 50% are Greek shipping offices
- About 20% are ship suppliers and equipment manufacturers.
- About 5% are shipbrokers and ship agents
- About 10% are shipbuilding and ship repair facilities
- The rest 15% is referring to Ports, Banks, Financial consultants, classification societies, inspector services, marine insurance, P&I Clubs, Yachting, Salvage & Towage, Shipowning companies, nonprofit organizations etc.

Now you can enjoy reading your hard copy, as well as surfing in our portal. Starting thinking GREEN in the marine industry begins from NAFSGREEN.

A marine portal which offers immediate information for the segments of the marine industry is onboard. We have created a real news portal based on the needs and the trends of our market. According to google analytics our portal is visited daily by more than 6,000 visitors.

More than 12.000 visitors per day visit our shipping portal, while we send a daily newsletter to more than 15,000 subscribers totally free.



Naftika Chronika has been a constant point of reference for the shipping community since its first issue in 1931 and has to this date the reputation of being the most objective and valuable source of information for its readers.

During its 85 years of publication, Naftika Chronika has won numerous prestigious awards for editorial excellence.

Our international news together with thought provoking articles on issues relating to the Greek shipping industry and exclusive interviews with key players of the industry have become standard reading for business executives and technical managers around the world.

Naftika Chronika is a Greek edition magazine and all articles featured are in Greek. An annual issue (May edition) is published exclusively in English. Its frequency is ten (10) issues per year plus one special edition.

A well-informed team of journalists, shipping economists, lawyers and academics are on hand to provide incisive comments and up-to-date information on various subjects relating to the shipping industry and shipping-related sectors.



Ship2Shore is one of the most successful on-line magazines in the Mediterranean region and the leading news provider in Italy exploring the financial, economic, political and legal aspects of the transports industry.

News are published daily on the website, grouped into macro-categories (shipping & shipyards, ports & services, logistics & intermodal transport, energy & offshore, others) to help readers finding easily and quickly what they need.

A weekly pdf magazine, published on Monday and announced by a newsletter, offers a complete overview of the most important topics as well as in-depth analysis, interviews and further stories; Periodic Special Features complete the information offer.

Thanks to accurate and high quality information that can be browsed directly on desktops and mobile devices, Ship2Shore is a useful working tool for being regularly updated as well as an effective means for web advertising.



SHIPPING International Monthly Review, which has been in circulation continuously since January 1957, has upheld its tradition of offering up-to-date and objective information about the shipping industry. Apart from timely news items, SHIPPING International Monthly Review features articles pertinent to hot maritime topics; and conducts annual surveys on key industry issues such as shipmanagement, bunkering, salvage, classification, ship finance, legislature, newbuilding and, of course, environmental protection. The magazine is distributed throughout Europe and also reaches as far as the United States of America and the Far East. Needless to say, our widest readership comes from Piraeus, the centre of the shipping industry.

MEDIA PARTNERS

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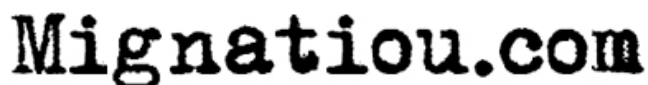
TradeWinds is shipping most successful news service, with quality and insight that simply can't be found anywhere else. Unrivalled news, opinion and intelligence by the best reporters, analysts and opinion shapers in the business.

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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.



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KEYNOTE SPEAKERS



H.E. Marios Demetriades
Minister of Transport,
Communications and Works
Republic of Cyprus

Marios Demetriades has been Cyprus's Minister of Transport, Communications and Works since March 2014. He has focused mainly on the Maritime and Aviation sectors, recently completing the commercialization of the country's largest commercial port, Limassol, attracting international port operators such as Eurogate and DP World. He is currently working on the commercialization of the second largest port in Cyprus and reforms in the Aviation, Merchant Shipping and Postal services sectors.

Before joining the government, Mr. Demetriades was a Manager at Piraeus Bank (Cyprus) for six years. Prior to that, he worked at Laiki Bank Group for approximately 9 years in the Investment Management sector.

He has been a member of the Chartered Financial Analyst Institute (CFA) since 2000. He is a Chartered Accountant (ICAEW) and a member of the Institute of Certified Public Accountants of Cyprus (ICPAC).

From 1996 – 1998 he was manager of the local office of Ernst & Young in Paphos, Cyprus. He trained as a Chartered Accountant with BDO Stoy Hayward in London from 1993 – 1996.

Mr. Demetriades studied Business, Finance and Economics at the University of East Anglia, UK.



Martin Stopford
Non-Executive President
Clarkson Research Services Ltd.

Dr. Stopford is non-executive President of Clarkson Research Services Limited (CRSL) and Director of MarEcon Ltd, an e-learning business. He is visiting Professor at Cass Business School, Dalian Maritime University and Newcastle University and has an Honorary Doctorate from Solent University. His publications include "Maritime Economics" 3rd Ed, the widely used shipping text book (2009) and many papers on shipping economics and ship finance.

Awards: Lloyds List lifetime achievement award 2010; Seatrade Global Shipping Personality of the Year 2013; Onassis Prize for Shipping 2015; Capital Link Shipping Leadership Award 2016.

Martin Stopford is a graduate of Oxford University and has a PhD in International Economics from London University. During his 45 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 an executive director of Clarksons PLC.



Zhang Ye
President
Shanghai Shipping Exchange

Mr. Zhang Ye is the President of Shanghai Shipping Exchange and the delegate of Shanghai Municipal People's Congress. He graduated from Wuhan University of Technology and got the MBA degree of Shanghai Jiaotong University and PhD degree of Shanghai Maritime University.

He has decades of job experience as the senior executives of shipping SOEs and has abundant expertise in sectors of shipbuilding, technology, finance, transactions, maritime information, etc.

Zhang is the guest professor of Dalian Maritime University and Shanghai Maritime University, the Deputy Director of Municipal Promotional Panel Office of Shanghai International Shipping Center, the Deputy Governor of Shanghai International Shipping Institute, the Member of Shanghai Arbitration Commission and the Consulting Expert of MOT. He was awarded the honor of Shanghai Municipal Leading Talent, Top 10 Finance Leaders in Shanghai and Top 10 Most Influential Shipping People in China. He is authorized as the Shanghai Conference Ambassador since 2013. He was honored as the Top 100 Most Influential People of Shipping Sector by Lloyd's List consecutively in 2010-2013 and 2015.

CONFERENCE CHAIRMAN



George A. Tsavlis
Principal
Tsavlis Salvage Group

George A. Tsavlis was born in London. He graduated from Athens College in 1968 and having acquired professional qualifications in Shipping (F.I.C.S., ACI.Arb), he concluded his graduate and post graduate studies in Shipping Law at University College London in 1973, with an L.L.M. degree. In 2009 he qualified as a Mediator at the ADR Group London and in 2014 was certified as a Mediator by the Greek Ministry of Justice, Transparency and Human Rights.

He familiarised himself with the shipping and salvage sectors from a very early age by being engaged in the family business. George has held the position of elected Chairman of INTERMEPA (International Marine Environment Protection Association) and is Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), as well as member of the Board of Directors of the Cyprus Union of Shipowners and Honorary Chairman of the Tsavlis Cultural Foundation. George is a frequent keynote speaker and panelist at maritime related conferences.



We support innovative solutions to improve energy efficiency and reduce emissions

For more information, please contact:

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SPEAKERS



Eugen-Henning Adami
Owner and Managing Director
Mastermind Shipmanagement Ltd
(MSM)

Captain Eugen-Henning Adami, Owner and Managing Director of the Cyprus-based shipping company Mastermind Shipmanagement Ltd (MSM). Captain Eugen-Henning Adami founded MSM 1999 in Limassol, Cyprus and presently MSM manages a fleet of 19 ships consisting of both fully owned vessels and third party management dry-cargo ships.

German-born Captain Adami began his nautical career studying at Elsfleth Nautical University. In addition to his successful merchant marine career, which saw him serve as Master of the Bremen-owned cargo ship Condor P, Captain Adami has a wealth of experience as master with tall ships, spanning more than 25 years. He has sailed on and captained both the SS Thor Heyerdahl and the SS Grossherzogin-Elizabeth (formerly the SS Ariadne) and still retains an association with both sail-training vessels.

Other Activities:

Immediate Past President of the Cyprus Shipping Chamber
Vice President of CYMEPA (Cyprus Marine Environment Protection Association)

Director of various Cypriot Shipping Companies

Director of various Cypriot Ship-management Companies

Roine Ahlquist
Managing Director
Tufton Oceanic Shipping Management

Roine joined Tufton Oceanic Shipping Management in January 2016. Roine graduated with an MBA from London Business School in 2006 after which he spent 9 years with the Ofer family group of companies in New York, London and Singapore; most recently as the Managing Director of Eastern Pacific Shipping UK.

Roine has broad experience in the commercial, operational, technical and leadership aspects of ship owning and ship management. He has also been involved in ship financing activities, corporate re-structuring and management consulting. Roine is a Master Mariner and has served in the Merchant Marine on deep sea crude and product tankers, ro-ro ships and cruise vessels.



Paulo Almeida
Portfolio Manager
Tufton Oceanic Shipping Management

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.



Peter Andersen
Maritime Business Development
Manager
Cobham SATCOM

Since I started as apprentice in a small electronic workshop in a major fishing port in Denmark I have been working in the marine business, building up a strong base of experience from the different segments of this business. After joining the manufacturing part of the industry, my career have been in different management positions ranking from service through sales, R&D project management, and business development. In parallel to this career I have been director in the board of a shipping company, a company making coast station solutions, and for the last 8 years I have been the Cobham SATCOM representative in the board of CIRM.

At present my focus area within Cobham SATCOM is introducing new product development projects to our R&D within the marine segment. Additionally I am in the management team for the EU funded EfficienSea2 research project, where I am Work Package leader for 4 development projects, which are covering the technical on-board solutions for making e-navigation reality.

My educational back-ground, covers technician, bachelor of production management, bachelor of commerce, and Master in Business Administration with focus of strategic development.



George Arcadis
Chief Representative, Athens
Representative Office
ABN AMRO BANK NV

George Arcadis has studied Economics at the Economic University of Athens and holds an MBA from Cass Business School, London.

He started his career in the banking sector in 1993. In 1997 he joined Mees Pierson to be renamed Fortis Bank as Senior Manager in Transportation. In 2005 he became the CEO of the Fortis Branch in Athens and stayed there until July 2010. In September 2010 he joined ABN AMRO as Country Executive and Chief Representative of ABN AMRO Representative Office in Athens.



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Chrysses Demetriades & Co. LLC is a fourth generation law-firm founded on the principle of providing precise, up to date, practical, and cost-effective legal advice to their clients' evolving requirements.

The Firm has grown over 90 years to one of the largest law firms in Cyprus with over 50 qualified lawyers, and with a large number of paralegals and professional staff. Its lawyers have a broad and deep understanding of their clients' industry sectors, which is the key to providing effective advice, and integrated solutions based on knowledge and professional experience.

The Firm throughout its history has played a pivotal role in aiding and assisting various Cyprus Government agencies in developing laws and regulations for the attraction of foreign investment in Cyprus, including the Shipping Laws of 1963, the Taxation Laws of 1976, the International Trust Laws, the Tonnage Tax Laws, and the Casino Laws.

The Firm's relationships with global law firms that were built over decades of cooperation, complements its ability to provide efficient, and cost effective international legal services to its clients.

Since 1963, the Firm has been serving the shipping industry, and has a global client base that consists of ship owners, ship managers, ship brokers, banks, fund managers and insurers.

The Firm's new state of the art headquarters in Limassol enables it to offer local and international services from one place, resulting in the provision of legal services of the highest order.



Theo G. Baltatzis
General Manager
Technomar Shipping Inc.

Theo G. Baltatzis is the General Manager of Technomar Shipping Inc., Athens and has been involved in the shipping industry for 32 years out of which 17 years with Technomar Shipping Inc.

He holds the following Degrees:

B.Sc Maths – University of Kent

B.Sc & MSc Marine Engineering – University of Newcastle

M.B.A – University of Surrey

Mr. Baltatzis was employed between 1985 and 1986 with British Shipbuilders Engineering and Technical Services Ltd, Pallion (U.K.) as a Technical Engineer, from 1986 to 1987 with Marine Design (U.K) Consultants as an Advanced Technical Engineering. In 1988 he joined European Navigation – Piraeus as a Superintendent Engineer till 1989, when he joined Silver Carriers S.A. - Piraeus as a Superintendent Engineer till 1999. On 1999 he was promoted to Deputy Technical Manager till 1994. He was then employed by Maryville Maritime Inc. as Technical Manager and then as General Manager till June 2000. On 2000 he joined Technomar as General Manager.

He is currently the Co-Chairman of the RINA Technical Committee and a member of each of B.V. and NKK Technical Committees.



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.



Richard M. Brand
Co-Chairman
Cadwalader, Wickersham & Taft LLP

Richard Brand, co-chairman of the Corporate Group at Cadwalader, Wickersham & Taft LLP, is widely recognized as a leading advisor to public companies, hedge funds, private equity firms and investment banks. His experience includes mergers and acquisitions, takeover preparedness and defense, shareholder activism and defense, general corporate advisory work and securities offerings. Mr. Brand has particular expertise in FCPA compliance in relation to the M&A due diligence process, and has extensive shipping industry knowledge, having served as primary outside U.S. counsel for Safe Bulkers.

Described by The American Lawyer as “a takeover and defense specialist” who is “no stranger to billion-dollar deals,” Mr. Brand is recognized regularly for his M&A work by leading industry publications. He recently received a Rising Star of Corporate Governance Award from the Millstein Center for Global Markets and Corporate Ownership at Columbia Law School. He holds a B.A. from Princeton University and received his J.D., cum laude, from New York University.



Peter Broadhurst
Senior Vice President Safety and Security
Inmarsat Maritime

Peter Broadhurst is Senior Vice President of Safety and Security at Inmarsat Maritime, responsible for the development of the company’s safety and security services. Peter will define the strategy, development and evolution of Inmarsat’s satellite communication services for maritime safety, navigation, safety of life at sea and data security.

Peter started his career at Inmarsat in 2014 as Vice President of Service Delivery for the Maritime business unit, where he was responsible for leading the development of products and services from conception and implementation, through to launch and life cycle management. Peter was instrumental in the launch of Inmarsat’s high-speed broadband service Fleet Xpress launched in March 2016.

With over 25 years’ experience in the maritime industry, Peter began his career at sea as a Radio Officer, before running his own business and working for a maritime distributor. Peter then spent 15 years with Sea Tel Inc., / Cobham SATCOM as Vice President of Sales and Marketing where he was responsible for overseeing and managing global sales, support, marketing, training and product management.

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Peter has a HND Electronics, Marine Radio General Certificate, Radar and Marine Navigation Aids accreditation from Wray Castle Merchant Navy School, and holds an Open University, BSc (Hons) First Class degree on Radio Frequency Systems.



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

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.



Spyros I. Capralos
CEO - Oceanbulk Containers
Chairman - Star Bulk Carriers Corp.

Born in Athens in 1955, he studied Economics at the University of Athens and earned his Masters

Degree in Business Administration from INSEAD in France (1979). Apart from Greek, he speaks English, French and Italian fluently.

He is currently the CEO of Oceanbulk Container Carriers LLC, an owner and manager of container vessels, since January 2015. He is also Non-Executive Chairman of the Board of the NASDAQ listed shipping company Star Bulk Carriers Corp., while he served as President and CEO of the same company from February 2011 until July 2014. Both shipping companies are majority owned by Oaktree Capital, a US private equity fund.

Non-Executive Chairman of the Board of Euroclinic, a private hospital in Athens, as of 2011. From 2004 until 2010, Mr. Capralos served as Executive Chairman of the Athens Exchange and CEO of the Hellenic Exchanges Group. From 2008 to 2010 he also served as President of the Federation of European Securities Exchanges (FESE). From 2000 to 2004 he has held the positions of General Secretary for the Olympic Games and of the Executive Director and Deputy Chief Operating Officer of the Organizing Committee for the ATHENS 2004 Olympic Games.

He has been Executive Deputy Governor of the National Bank of Greece, (1991-1993), Managing Director of Epirus Co., (1994-1997), Managing Director of EFG Balkan Investments, (1997-2000), following a ten year international banking career (1979-1988) with Bankers Trust Company in Paris, New York, Athens, Milan and London.



Andreas Christofides
Member of the Board of Directors,
Hellenic Bank
Executive Director, Granfeld Wealth
Management

Mr. Andreas Christofides was born on 15 October 1976 in Nicosia. Studied Economics (B.Sc.) at the London School of Economics and Political Science, Economics (Master Degree) at Bocconi University in Milan and Business Administration (M.B.A.) at INSEAD.

Commenced his career in 2001 in SanPaolo IMI Asset Management SGR in Milan, where for the next 3 years was a member of the Asset Allocation Team, defining and implementing investment strategy. Post M.B.A., in 2006, joined Credit Suisse AG as Vice President in Zurich, in the position of Senior Portfolio Manager. Subsequently, in 2007, joined the Private Banking Division, based in Lugano, and worked as Head Investment Consulting Services in Credit Suisse. Chaired the Product Committee of Credit Suisse Monaco. Promoted to Director in 2011 and became Market Leader and Head of Poland / Eastern Europe, Private Banking Division, based in Zurich. Served on the Central and Eastern Europe Management Committee of Credit Suisse AG. Based in Nicosia since August 2014 and is the Founder / Executive Director of Granfeld Wealth Management Limited, a Cyprus Investment Firm authorized and regulated by the Cyprus Securities and Exchange Commission.

Appointed Member of the Board of Directors of Hellenic Bank on 3 July 2015. Member of the Audit and Risk Management Committees of the Bank's Board of Directors.



Christos Chrysanthou
Chairman - Terra Navis Group
Vice President - Cyprus Union of
Shipowners

Christos Chrysanthou has been an established Shipping entrepreneur for almost 40 years, and a prominent figure in the Cyprus shipping community. He is the Chairman of Terra Navis Group and Vice President of the Cyprus Union of Shipowners. In addition he has expanded the activities of his group in Investment Funds and holds the position of CEO of Citigrade Capital Ltd and Director of Girder Capital, both licensed and regulated by the Cyprus Securities and Exchange Commission (CySEC). Coming originally from an engineering background with degrees in Mechanical Engineering and Naval Architecture, he has built a highly diversified group of companies across many industries and sectors, and through the years has established himself as a Shipowner, a Trader, and an Entrepreneur.



Stephen A. Cooper
CEO
Fourth Insurance Office, Inc.

Stephen A. Cooper has 40 years' experience as a risk manager and broker advising both public and private companies, a smaller number of foundations and family offices.



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Mr. Cooper considers himself a generalist with a concentration in executive protection and corporate indemnification within complex arrangements which often span both property and casualty and benefits areas. He is one of few insurance professionals who have earned designations in all spheres of risk management and underwriting, CPCU, CEBS, ChFC, and CLU, most programs administered by the Wharton School. He formed Fourth Insurance Office, Inc. following the merger of his prior firm into the largest operating division of a major private broker.



Andreas Hadjiyiannis
Founder
Cyprus Sea Lines Co. Ltd
Cyprus Maritime Co. Ltd
Hellenic Tankers Co. Ltd

Mr. Andreas Hadjiyiannis is a self-made shipowner. He is the founder of CYPRUS SEA LINES CO. LTD., CYPRUS MARITIME CO. LTD. and HELLENIC TANKERS CO. LTD. and serves as a chairman from the start. All three companies are privately owned. Their combined fleet of tankers, containers and bulk carriers consists of 42 ships well in excess of 4m DWT.

Mr. Andreas Hadjiyiannis, a Director of several major Classification Societies and International Shipping Organizations, is a Founding Member and the President of the Cyprus Union of Shipowners.



Ioannis Efstratiou
Acting Director
Department of Merchant Shipping of Cyprus

Ioannis Efstratiou is the Acting Director for the Department of Merchant Shipping of Cyprus since April of 2016. Before that, Mr. Efstratiou was Head of Marine Environment Protection Division from 2009-2016. Mr. Efstratiou has work experience as Technical Consultant, Marine Surveyor, and Senior Marine Surveyor. He was in the National Guard Service from 1984-1986.

Mr. Efstratiou has a Masters in Chemical Engineering from the National Technical University of Athens.

He is also a Chairman of the National Committee of Seafarers Training and a Chairman of Committee on Places of Refugee; both in Cyprus.



Polys Hajioannou
Chief Executive Officer
Safe Bulkers, Inc.

Polys Hajioannou is the Chief Executive Officer of Safe Bulkers, Inc. and has been Chairman of the company's board of directors since 2008.

Mr. Hajioannou also serves with the Manager of Safe Bulkers, Inc. and prior to its inception, the Manager's predecessor Alassia Steamship Co., Ltd., which he joined in 1987. Mr. Hajioannou was elected as a member of the board of directors of the Union of Greek Shipowners in 2006 and served on the board until February 2009. Mr. Hajioannou is also a founding member of the Cyprus Union of Shipowners. Mr. Hajioannou is a member of the Lloyd's Register Hellenic Advisory Committee. In 2011, Mr. Hajioannou was appointed to the board of directors of Hellenic Mutual War Risks Association (Bermuda) Limited and in 2013 he was elected at the board of directors of the UK Mutual Steam Ship Assurance Association (Bermuda) Limited. Mr. Hajioannou holds a Bachelor of Science degree in nautical studies from Sunderland University.



Mark Friedman
Senior Managing Director
Evercore Partners

Mark Friedman is a Senior Managing Director of the firm and heads up the firm's global shipping practice and is co-head of the firm's U.S. transportation practice. Previously he was the US Head of Transportation and Infrastructure and Global Head of Shipping at Bank of America Merrill Lynch. Prior to his employment at Merrill Lynch which began in 2005, Mark was an investment banker at Goldman, Sachs & Co. for eleven years.

Since joining Evercore in 2009, under Mark's leadership, Evercore has been active as restructuring advisor, merger advisor and underwriter. In the restructuring space, Evercore advised each of Danaos Corporation, Torm and Trico Marine on each of their comprehensive restructurings and advised RBS on its outstanding loan exposure to TBS International. Evercore also advised Overseas Shipholding Group on restructuring its commercial agreements with Aker Shipyards.

Mr. Friedman began his career as an Attorney at Davis Polk & Wardwell LLP. He holds a J.D. with Honors from the New York University, and a B.S. in Economics with Highest Honors from Rutgers University.



Joe Hughes
Chairman & CEO
The American Club

Joe has served as chairman and CEO of the managers of the American Club, an International Group mutual which celebrates its centennial in 2017, for nearly twenty-two years. Joe also oversees the activities of Eagle Ocean Agencies, Inc., an affiliate of SCB, which operates the Eagle Ocean Marine and Eagle Ocean America insurance facilities, the latter as a coverholder for underwriters at Lloyd's. He also serves on the board of American Hellenic Hull Insurance Company, Ltd., a Cyprus-based hull underwriting investment of the American Club.

Having graduated from Oxford University, Joe was called to the Bar of England and Wales, thereafter specializing in maritime commercial law before commencing his career in marine insurance. Prior to his arrival in the United States, Joe worked for other P&I clubs in the United Kingdom and Norway, latterly serving as chairman of the global marine practice of Jardine Insurance Brokers, a leading Lloyd's broker in London.

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In addition to his corporate responsibilities, Joe is chairman of the North American Marine Environment Protection Association (NAMEPA), a director (and former president) of the Maritime Association of the Port of New York and New Jersey, a former chairman of the Association of Average Adjusters of the United States, a director of New York Maritime, Inc. (NYMAR) and a member of the National Cargo Bureau. Joe also serves on the classification committee of the American Bureau of Shipping, and the North American advisory committee of Lloyd's Register. He is a 2011 inductee of the International Maritime Hall of Fame, and was designated one of the top ten global marine insurance personalities on the 2015/16 Lloyd's List One Hundred.



Yiannis Ioannides
Manager
Deloitte Cyprus

Yiannis is a Manager at Deloitte Cyprus Cyber Risk Services practice leading the hacking services. He is a business professional providing Hacking, Penetration testing and Incident Response services for clients spanning in a variety of industries locally and internationally. Yiannis is a Certified Ethical Hacker (CEH), Offensive Security Certified Professional (OSCP), Certified Information Systems Auditor (CISA), Certified Network+, Certified Offensive Security Wireless Professional (OSWP) and Certified Internal Controls Auditor (CICA).

Yiannis holds a BSc Degree in Information Systems from Fairleigh Dickinson University in New Jersey a Master's in Business Administration (MBA) from the Cyprus International Institute of Management.

Yiannis has previously presented at international events including Blackhat USA, Blackhat Europe, SECURE2016 Poland and bSides Athens.

Prabhat Jha
Group Managing Director
MSC Shipmanagement Ltd.



Costas Joannides
CEO
Marsh Brokers Ltd., Cyprus

Studied at the University of East Anglia, U.K. from 1986 to 1989 (BA (Hons) Economics and Quantitative Methods); Clayton University, U.S.A. (Masters in Business Administration). Professional Memberships: Associate Member of the Chartered Institute of Insurance / Chartered Insurance Practitioner; Fellow Member of the Institute of Chartered Shipbrokers; Associate Member of the Chartered Institute of Arbitrators; Member of the Chartered Institute of Transport. Mr. Ioannides has over 26 years of experience in the insurance sector relating to marine and non-marine, including captive management and has been CEO / Managing Director of Marsh Brokers Ltd., Cyprus Branch since 1999 (previously named HSBC Insurance Brokers Ltd.).



Nikolaos Kakalis
Manager for Research & Development
DNV GL

Nikolaos Kakalis is DNV GL's Manager for Research & Development and Advisory Services in Eastern Mediterranean, Black & Caspian Seas.

Nikos leads the development and implementation of methods and tools for modelling, simulation, and optimization of integrated / complex ship machinery systems with respect to energy efficiency, emissions, costs, and safety. Together with his team, he has also introduced further innovative services including cyber-security, fleet performance benchmarking, etc.

He holds a PhD in Chemical Engineering and an MSc in Process Systems Engineering from Imperial College London, as well as a Diploma in Metallurgical Engineering from the National Technical University of Athens. His work has resulted in over 40 refereed journal and conference proceedings publications.



John-Yiannis Kokarakis
Vice President
Bureau Veritas Hellas S.A.

John-Yiannis Kokarakis is a graduate in Naval Architecture & Marine Engineering of National Technical University of Athens (1979). He also holds graduate degrees from the University of Michigan (MSE 83, MSE 84, PhD 86). His doctoral dissertation was in the area of very deep water exploration and production. He worked in various projects worldwide as a consultant and technical investigator of maritime accidents and failures. Some of them were the explosion of Space Shuttle Challenger, the grounding of Exxon Valdez, the explosion and fire of Piper Alpha, the capsizing of drillship Sea-Crest in the Gulf of Thailand and others. Furthermore, he was a consultant of Sea-Land, American President Lines and Matson Navigation for numerous aspects of containership design, operation and repair. He has extensive experience in ship design and operations, spanning over forty years.

He is currently working at Bureau Veritas in charge of technical development. His work focuses on the implementation of the "green" regulations with specialization in fuel saving techniques, energy efficiency and speed optimization, hydrodynamic optimization, resistance and propulsion, performance monitoring, ship design, machinery and safety, education and training, asset integrity management and alternative fuels.



Clay Maitland
Founding Chairman - NAMEPA
Managing Partner - International Registries

Clay Maitland has worked in the shipping industry since graduation from law school in 1968. Clay has been employed by International Registries, Inc. for 37 years and is now a managing partner and an owner of the company, which administers the Marshall Islands Ship Registry – the third largest registry in the world, and which is now one of the best known

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yacht registries. He is President of the Trust Company of the Marshall Islands (TCMI), the statutory Maritime Administrator of the Republic of the Marshall Islands. Prior to the year 2000, Clay held similar positions with regard to the maritime administration of the Republic of Liberia.

Clay was born in London, England on December 28, 1942. His father was a pilot in Bomber Command of the Royal Air Force, and was lost with his plane, a B25 Mitchell bomber in March of 1943. Clay's mother was a native New Yorker, and he came with her to the United States in 1946, aboard RMS Queen Elizabeth. Clay was educated at schools in Connecticut and received his B.A. degree from Columbia University in 1964, and his law degree from New York Law School in 1968. He was admitted to the New York Bar in 1969 and became associated with the admiralty law firm of Burlingham Underwood & Lord, where he worked until 1974. After a brief stint as admiralty counsel at Union Carbide Corporation, he joined what is now International Registries, Inc. in 1976.

He has been a delegate to a number of international maritime conferences, including the United Nations Conference on the Law of the Sea, and at the International Maritime Organization in London.

Clay received the Honorary Degree of Doctor of Letters from the State University of New York Maritime College in 2006, and was decorated with the U.S. Coast Guard's Distinguished Public Service Award in 2010, by the Commandant of the Coast Guard, ADM Robert J. Papp.



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

Stavros first joined Lloyd's Register 1999 and worked as a Marine Surveyor and Quality Lead Auditor, until 2003, when he took over responsibility for development of Lloyd's Register's Quality Assurance Business Development Team in Greece and East European Area. From November 2008, he was promoted to Principal Surveyor and Global Manager for Marine Management Systems, leading the Global LRQA/Marine Business Centre, focusing on the development and integration of Management Systems and related products and services for the shipping sector. He is also responsible for the implementation of LR's Group Strategy regarding Marine Management Systems in the Supply Chain across the world.

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



Jan Meyering
Joint Managing Director
Marlow Navigation Co. Ltd.

Jan joined Marlow in Limassol, Cyprus in 1989, serving in various senior positions while specialising in crew management. He has also spent five years in total working in crew management at Marlow's Hamburg and Rotterdam offices.

Now with over 35 years' experience in the shipping industry, Jan is a leading figure in the global crewing sector. At Marlow, he focuses on all matters concerning crew and ship management at the company, business development and customer retention, as well as crew training matters throughout the Marlow network.

Jan graduated as a shipping merchant from the Bremen College for Shipping and Transportation.



George Mouskas
Managing Director - Zela Shipping
Group
Member of the Executive Committee -
Cyprus Union of Shipowners

George Mouskas was born in London in 1953. After completing his schooling he went on to University to study Law. Upon graduating in 1976 he joined the family firm Zela Shipping Co Ltd. He became joint managing director with his brother Zenon and continues to run the company up to the present time.

In 2009 he was elected President of the Cyprus Union of Shipowners. He remained in that position until February 2016. In 2014 Zela Shipping decided to relocate both the London office and the Athens office to Limassol. The Cyprus management company Olympia Ocean Carriers currently employs 20 local staff.

The company today controls and manages 7 cape size bulk carriers and 7 Newbuilding Japanese Ultramax bulk carriers.



Ben Nolan
Director
Stifel Financial Corp.

Mr. Ben Nolan joined Stifel in May 2013 as Director covering the shipping and offshore sectors. Most recently Mr. Nolan was part of Knight Capital covering both equity and debt of companies in the maritime sector. Prior to Knight, he spent six years at Jefferies as an equity research analyst covering the shipping sector. In addition to equity research, Mr. Nolan spent several years as a corporate financial analyst for EOG Resources in the oil and gas business.

Mr. Nolan graduated from Texas A&M University with a B.B.A. in Finance and received his M.B.A. from the University of Houston. Mr. Nolan is also a CFA charterholder.



The Cyprus Shipping Chamber is the trade association of the Shipping Industry in Cyprus. Having witnessed considerable growth since its establishment in January 1989, with originally seventeen Founding Members, the Chamber today comprises all the major shipowning, shipmanagement, chartering and shipping related companies based in Cyprus. Today, the Chamber's Member-companies located in Cyprus and the wider Shipping Sector in Cyprus, collectively employ around 4500 persons ashore and more than 55,000 seafarers of various nationalities onboard their vessels.

The main purpose of the Chamber is:

"...promoting the interests of Cyprus Shipping and furthering the reputation of the Cyprus flag, whilst promoting and protecting the interests of its Members both nationally and internationally..."

At such, the Chamber acts as a lobbying group for the promotion and safeguarding of the legitimate interests of its professional Member-companies, at a national level through its close relations with the Cyprus Government and Parliament, as well as at an international level through its membership at the various regional and international shipowners associations.

Since its formation, the Chamber has become a very influential body and no policy decisions concerning shipping matters are taken by the Government without consulting the Chamber. This has been achieved through the participation of the Chamber at numerous joint working groups and committees with various Government bodies/agencies, and in particular the Ministry of Communications and Works and its Department of Merchant Shipping, with both of which, the Chamber maintains excellent relations. Furthermore, the Chamber is regularly called to appear before Parliamentary Committees as the representative body of the Shipping Industry in Cyprus, when matters affecting Cyprus Shipping are considered at the House of Representatives. The Chamber also cooperates with and actively participates therein as Member of numerous local professional trade and employers organisations, in an effort to improve and constantly enhance the shipping infrastructure of Cyprus.

In all its dealings with the various Ministries and Departments, the Chamber's primary objective is to assist the Government at all levels to adapt new and existing laws, policies and procedures to the needs of the Cyprus fleet and the resident Shipping Industry in a world which is highly competitive and at the same time more conscious of the need to raise quality, improve safety and protect the environment. An example of the Chamber's co-operation with the Government is the active participation in the continuous harmonisation of Cyprus with the EU Acquis Communautaire.

The Chamber has also established a close co-operation with other private sector and semi-governmental organisations, such as the Cyprus Shipping Association, the Cyprus Ports Authority, the Cyprus Tourism Organisation, the Cyprus International Businesses Association, the Cyprus Association of Certified Public Accountants, the Cyprus Bar Association, the Institute of Chartered Shipbrokers, the Cyprus Marine Environment Protection Association, the Seafarers Unions, and many others. In addition, the Chamber participates the Boards of the Cyprus Industrialists and Employers Federation, the Cyprus Chamber of Commerce and Industry and the Cyprus Investment Promotion Agency.



Mark O'Neil
President
Columbia Shipmanagement Ltd (CSM)

Mark O'Neil is the President of Columbia Shipmanagement Ltd (CSM) and future CEO of the intended merger between CSM and Marlow

Navigation subject to regulatory approvals being obtained.

A lawyer by profession, Mark headed up international law firm Reed Smith LLP's German Shipping Team, and also co-lead the firm's Offshore Department. His clients included Ship Owners, Charterers, Insurers, Management Companies, Banks, Oil Companies and Offshore Contractors worldwide with a particular focus on the German, Scandinavian, Greek, Dutch, South American and Cypriot markets. Mark has been a senior Partner in Reed Smith LLP and (before that) Stephenson Harwood LLP for over 17 years.

With over 25 years' experience in shipping and offshore, Mark has hosted and/or chaired numerous seminars and conferences internationally.

Before becoming a lawyer, Mark served 5 years as an officer in the British Army, leaving the Army as a Captain in 1991 after active service in The Gulf Conflict."



George Paleokrassas
Partner
Watson Farley & Williams

George Paleokrassas is a partner in the Asset Finance Group of Watson Farley & Williams and head of the firm's Greek office. He has

more than 20 years' experience in the maritime sector (having worked in the London, Athens and New York offices of WFW) acting for major shipping lenders and shipowners, and has been involved in a number of key projects such as major restructurings of loan transactions, the sale, transfer or acquisition of shipping loan portfolios and transactions involving the disposal or acquisition of distressed assets. George has also worked for owners, operators and investors in shipbuilding projects, long-term charter arrangements, leasing transactions, joint ventures and in other general corporate matters involving shipowning groups.



Aristides J. Pittas
Chairman & CEO
Euroseas Ltd.

Aristides J. Pittas is the Chairman of the board and CEO of Euroseas since its inception on May 5, 2005. He is also the founder

and President of Eurobulk Ltd, a ship management company, Eurotrade, a ship operating company, and Eurochart S.A., a shipbroking company, since 1995 and 1997 respectively for the latter two.

From September 1991 to December 1994, Mr. Pittas was the Vice President of Oceanbulk Maritime SA, a ship management company. From March 1990 to August 1991, Mr. Pittas served

both as the Assistant to the General Manager and the Head of the Planning Department of Varnima International SA, a shipping company operating tanker vessels. From June 1987 until February 1990, Mr. Pittas was the head of the Central Planning department of Eleusis Shipyards S.A. From January 1987 to June 1987, Mr. Pittas served as Assistant to the General Manger of Chios Navigation Shipping Company in London, a company that provides ship management services. From December 1985 to January 1987, Mr. Pittas worked in the design department of Eleusis Shipyards S.A. where he focused on shipbuilding and ship repair.

Mr. Pittas has a B.Sc. in Marine Engineering from University of Newcastle M Upon-Tyne and an MSc in both Ocean Systems Management and Naval Architecture and Marine Engineering from the Massachusetts Institute of Technology.



John Michael Radziwill
Chief Executive Officer
C Transport Maritime S.A.M.

John Michael Radziwill is the Chief Executive Officer of C Transport Maritime S.A.M. in Monaco (since 2010) a third party ship

manager active in the dry bulk market. C Transport Maritime, formed in 2004, employs 70 people all based in Monaco and manages between 90-100 bulkers at any point in time. The company's main operations include chartering, operations, technical management and FFA trading. Prior to becoming CEO Mr. Radziwill served in the commercial department as a Capesize freight trader from 2005 to 2006 and as the head of the sale and purchase division from 2006 through 2010. From 2004 to 2005 Mr. Radziwill worked at H. Clarkson & Co. Ltd and Seascope Insurance Services Ltd. both in London, England. In 2003 he joined Ceres Hellenic's Insurance and Claims Department in Piraeus, Greece.

Today, Mr. Radziwill also serves on the Board of Directors of Euronav (since 2013), a publicly listed tanker owner operator, and is a member of the company's Health, Safety, Security and Environmental Committee. Mr. Radziwill also serves as an advisor of SCP Clover Maritime, a company that manages assets and investments for the Radziwill family. John Michael Radziwill is a member of the American Bureau of Shipping and the Baltic Exchange. Mr. Radziwill graduated from Brown University in 2002 with a BA in Economics, after which he served as Administrative Officer at Ceres Hellenic Enterprise's New Building Site Office in Koje, South Korea.



Dieter Rohdenburg
CEO
Intership Navigation Co., Ltd.

Dieter Rohdenburg holds an MSc in Shipping and Logistics and is a Fellow of the Institute of Chartered Shipbrokers. He started his

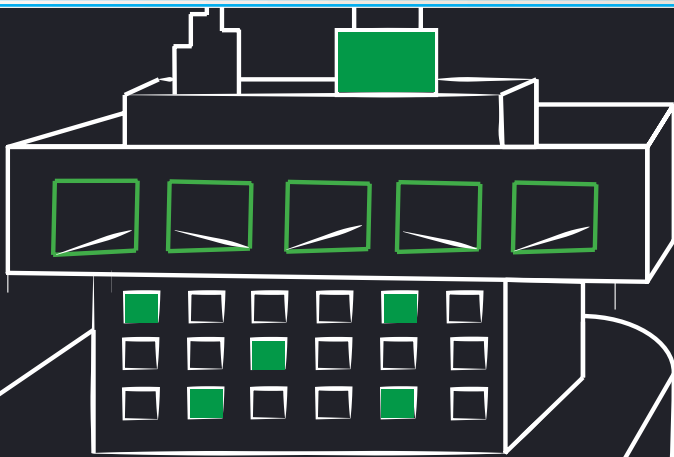
career in Chartering and Operations with reputable German and Swiss shipping companies prior to joining Intership in 1990 as Operations Manager. Dieter was promoted to Joint Managing Director in 2010 and later took over the helm as CEO in 2013.

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Dieter holds several professional positions including Honorary Consul in Cyprus for the Independent State of Samoa, Vice President of the Cyprus Shipping Chamber, member of the Board of Directors of BIMCO, North of England P&I, Norwegian Hull Club, the Cyprus Seafarers Employment Association (CYSEA) and the Cyprus Marine Environment Protection Agency (CYMEPA). He is also a member of the Cyprus Committee of DNV-GL and the Mediterranean Committee of the China Classification Society, and sits on the Board of Governors of the Cyprus Maritime Academy.



Carsten Sommerhage
CEO
Columbia Shipmanagement

Mr. Carsten Sommerhage is CEO of Columbia Shipmanagement group of companies and Managing Director of Columbia Shipmanagement (Deutschland) GmbH since its establishment in 1995. Further to the ship management Carsten Sommerhage has been responsible for the operation of hotels and other side businesses in Germany. Carsten Sommerhage has 11 years of seagoing experience. Amongst other boards, he is Chairman of the Board of Directors of the German Shipowners Defense Association.



Kuba Szymanski
Secretary General
InterManager

Captain Kuba Szymanski started his sea carrier in 1985. Graduated from the Maritime University of Szczecin with Master Degree and started his deck officer carrier with then Dorchester Maritime Limited Isle of Man. Sailed Gas / Chemical and Product tankers, reaching his first command as a Master in 1999.

In 2001 commenced shore assignment as a Marine Superintendent in the parent Dorchester Maritime Ltd IOM, and was promoted to Marine Manager, DPA in 2004. In 2007 joined MOLTANK Ship Management in London as a General Manager. In 2010 joined InterManager as Secretary General and moved back to the Isle of Man Captain Szymanski was among very first Lloyds Academy students on the Ship Superintendency course in 2003-2004.

In order to broaden his Managerial horizons studied Executive MBA with International Business School Isle of Man / John Moore Liverpool. Captain Szymanski lectures Risk Management, Information Management, and Management of Change in International Business School Isle of Man on the Superintendency Courses.

Kuba is a passionate speaker whose area of expertise spreads from Ship Management, through Risk Management, Management of Change and Quality Management to No Blame Culture and Culture differences.

Capt. Szymanski has been sail racing for last ... 40 years – today he owns First 40.7 “Polished Manx” which he races in UK and Irish Waters.



Antonis Taliotis
Tax Partner
Deloitte Cyprus

Antonis Taliotis is a tax partner at Deloitte in Cyprus. He is a Chartered Accountant and holds a B.A. degree in Accounting. He trained and qualified in the United Kingdom and is a member of the Institute of Chartered Accountants in England and Wales and of the Institute of Certified Public Accountants of Cyprus. He is an IFA member, member of the Cyprus Institute of Certified Public Accountants Tax Committee and correspondent of the IBFD for Cyprus. Antonis is the author of various articles on national and international taxation and regular speaker in conferences and seminars. He was actively assisting the University of Vienna team which advised the Cyprus government on the major tax reform which harmonized Cyprus tax system to the EU law and the OECD requirements during the accession negotiations.

Before joining Deloitte as a tax partner, he worked for the Cyprus Inland Revenue as a Principal Assessor where he received extensive experience in both national and international taxation. He services a large number of both international and local entities and is acting as the tax consultant of the Cyprus Shipping Chamber.



Despina Panayiotou Theodosiou
Managing Director
Tototheo Group of Companies

Despina Panayiotou Theodosiou is joint Managing Director of the Tototheo Group of Companies and has been with the group since 2005.

Since 2013, Despina is a member of the Board of Directors of the Cyprus Shipping Chamber and is chairing the Chamber's Development and Promotion Committee since 2015. She also sits on the first Board of Governors of the Cyprus Maritime Academy and on the Board of Directors of the Cyprus-Germany Business Association.

In 2011 Despina founded WISTA Cyprus – a member of WISTA International – and is the Association's current President. In 2015 during the International AGM in Turkey, Despina was elected Secretary of WISTA International.

She won the titles of “Top Professional” and “Cyprus Business Woman of the Year 2015” at the 9th National Cyprus Business Woman of the Year Awards 2015.

She holds a bachelor degree in Economics from the National and Capodistrian University of Athens and an Executive MBA in Shipping and Logistics from the Copenhagen Business School. She currently is a participant in the Postgraduate Diploma in Financial Strategy at the University of Oxford – Said Business School.



Alexios Vardoulakis
President
Caribe Tankers

Mr. Alexios Vardoulakis is the Founder and Partner of Caribe Tankers Ltd. since 2009. He

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is also the Founder and Owner of Caribe Tankers Inc. in Houston. Mr. Alexios Vardoulakis handles Business Relations and Strategic Planning for Caribe Tankers LTD from 2009 to the present.

His previous experience as founder and owner of Sea Adventure Maritime Inc. from 2006 to 2009, Mr. Vardoulakis handled Ship and Cargo Brokerage for owners in Ship Operations. In Eastport Maritime LLC, Mr. Vardoulakis handled Cargo brokerage and Operations and Assisted in developing the Houston office. From 1999 to 2006 he worked for Ceres Hellenic Shipping Enterprises and Odfjell /Seachem Tankers A.S in Houston as a Junior Technical Superintendent. After the merger between the two he commenced as Ship Operator and responsible for the Transatlantic Fleet.

Mr. Vardoulakis Research Experience Include:

- The Impact of Multi-Cultural Environments on Ships 2000
- Variable Pitch Propellers (for ABS) 1999
- G.E Turbine Division (Fluid Mechanics and Dynamic Analysis) 1998
- Zimmer Inc. (Medical Bone Drilling) 1997-1998

Education

M.B.A. Industrial Administration University of Phoenix (Arizona – USA 2004)

B. Sc. Mechanical Engineering. Purdue University (Indiana – USA 1999)



Markus Wenker **Head of Ship Finance** **Hellenic Bank**

Markus Wenker is the Manager of the Ship Finance Unit of Hellenic Bank. Prior to joining Hellenic Bank in Cyprus in 2016, Mr. Wenker worked for HSH Nordbank in Hamburg/Germany for more than 13 years of which he spent more than 10 years in ship finance, most recently as a Senior Restructuring Manager. In this role, he managed a portfolio of non-performing loans to international shipping companies and represented the bank in some of the largest and most complex financial restructurings in the maritime industry world-wide. Prior to his focus on restructuring, Mr. Wenker was a Credit Analyst and, before that, a Credit Manager in the Greek clients desk of the Ship Finance Unit of HSH Nordbank.

Mr. Wenker is a trained banker. He holds degrees in banking business administration.



Ole Wikborg **Director** **Norwegian Hull Club**

Ole Wikborg is a Director of Norwegian Hull Club, an international provider of Hull & Machinery related marine insurances based in Norway. He is currently heading the NHC office recently opened in London. His past posts include Chairman of The Nordic Association of Marine Insurers - Cefor and President of IUMI - International Union of Marine Insurance. Since 2008, he has served as a non-executive director of NYSE listed shipping company SafeBulkers Inc. Mr. Wikborg has been involved with marine insurance and the maritime transport business since 1984

when he left the Royal Norwegian Navy after 10 years of service. He is a graduate of the Royal Norwegian Naval Academy and has additional education in business management and marketing.



Mark Williams **Managing Partner** **Affinity Research LLP**

Mark Williams established Affinity Research in February 2015 as part of the Affinity (Shipping) partnership. Affinity Research uses the latest technology to provide better insights more quickly and more frequently to the shipping industry and associated finance and services.

During 20 years in shipping, Mark has led numerous advisory projects on the dry bulk, tanker, container, gas, offshore, Ro-Ro, multi-purpose, shipbuilding and ship recycling sectors. Clients have included banks and investors, class societies and trade organizations, regulators and insurers, ship owners and charterers, governments and state owned enterprises.

Previously working with Braemar Seascope, HSBC, Maritime Strategies Internationals and Infoma PLC, Mark is a regular speaker at international shipping industry conferences. He is a published author of articles on shipping and operational research.

Mark has Masters' degrees from Oxford and Buckinghamshire New University. He lectures at Cass Business School (City of London University), Plymouth University and Lloyd's Maritime Academy. Mark appears in the 2015 and 2016 Tanker Shipping and Trade Industry Leaders profile.



Terence Zhao **President** **Singhai Marine Services**

Mr. Terence Zhao has more than 26 years of experience in the maritime industry with particularly strong interest and expertise in manning and training. Before he founded Singhai Marine Services in November 2004, he had lectured at COSCO Qingdao Ocean Shipping Mariners College and was Managing Director of MASES Singapore, the manning arm of China Shipping Group.

Over the past 13 years, Terence has been visionary and instrumental in propelling the steady growth and strong positioning of Singhai Marine Services in the maritime industry. At Singhai Marine Services, he has assembled a strong Management Team comprising of reputable professionals formerly in top leadership positions of large enterprises, manning experts with international shipping companies experience and training professionals who had conducted many seminars and workshops for IMO, ILO and APEC. The Management Team is supported by a dedicated and committed operational team consisting of seagoing masters and chief engineers who had served with the international shipping companies and graduates from maritime universities and colleges.

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



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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.

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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.



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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.



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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.

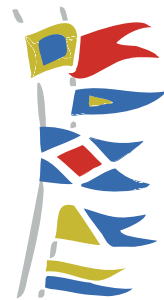
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& Offshore Division–DVB Bank & former Chairman–INTERTANKO

2015: Michael Parker, Global Head of Shipping–Citi

2016: Martin Stopford, Non-Executive President–Clarkson Research Services



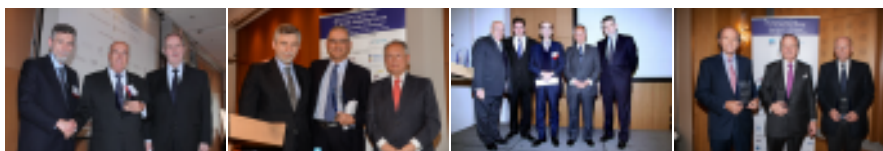
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2014: Perikles Panagopoulos, Founder–Attica Group

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Vice Chairman–Baltic Exchange

2016: Andreas, George & Nicolas Tsavlis–Tsavlis Salvage Group



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