



Capital Link Cyprus Shipping Forum

Thursday, February 9, 2017

Limassol, Cyprus

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The Capital Link Cyprus Shipping Forum in Limassol on Thursday, February 9, 2017

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THURSDAY, FEBRUARY 9, 2017

8:30 AM – 5:30 PM (*Followed by a Networking Cocktail Reception*)

Venue: [Columbia Plaza](#), Limassol

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The Capital Link Cyprus Shipping Forum will take place in Limassol on Thursday, February 9, 2017 at the Columbia Plaza Under the Auspices of the Ministry of Transport, Communications and Works.

The event 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. We organize twelve conferences annually, of which seven are focused on the maritime sector. Our events draw the elite of the financial, investment and maritime communities and provide a unique combination of informational content, marketing and networking opportunities. Capital Link will actively promote this Forum and Cyprus through our global platform, through our shipping and non-shipping events in major financial and industry centers around the world.

CONFERENCE CHAIRMAN

George A. Tsavlis
Principal
Tsavlis Salvage Group

KEYNOTE SPEAKERS

Marios Demetriades
Minister of Transport,
Communications and Works
Republic Of Cyprus

Martin Stopford
Non-Executive President
Clarkson Research
Services Ltd.

Zhang Ye
President Shanghai
Shipping Exchange

A High Caliber Audience of Shipping Professionals, Financiers & Investors

The Forum presents a unique opportunity to meet and network with a large, high-caliber audience of Ship Owners – Ship Managers – Ship Operators – Ship Brokers – Charterers – Risk Insurers – Arbitrators – Marine Technology experts, investment and commercial bankers, analysts, private equity and venture capital firms, law and auditing executives, market analysts, institutional investors, financial advisors, trade and financial media.

For more information please contact: Olga Bornozi, Managing Director at obornozi@capitallink.com or Eleni Bej, Director of Event Operations at ebej@capitallink.com or [+1\(212\)661-7566](tel:+12126617566) in NY

For sponsorship opportunities please contact: Nicolas Bornozis or Anny Zhu at funds@capitallink.com or [+1\(212\)661-7566](tel:+12126617566) in NY

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Ημέρα της Κύπρου στη Γουόλ Στριτ

Τριήμερο προβολής στην Αμερική των κυπριακών επενδυτικών πλεονεκτημάτων

Τοι Πανίκου Παναγιώτου, Νέα Υόρκη

Το Χρηματιστήριο της Νέας Υόρκης έχει ορίσει για πρώτη φορά «Ημέρα της Κύπρου». Πρόκειται για την 21η Μαρτίου 2017, ενώ την επόμενη θα πραγματοποιηθεί επενδυτικό συνέδριο για την Κύπρο με τη συμμετοχή αμερικανικών εταιρειών, χρηματοπιστωτικών οργανισμών και στελεχών του επιχειρηματικού κόσμου. Για τα δύο αυτά γεγονότα, καθώς και για το διεθνές συνέδριο με θέμα την κυπριακή ναυτιλία, που θα γίνει στη Λεμεσό (Columbus Plaza) στις 9 Φεβρουαρίου, μίλησε στον «Φ» ο Νίκος Μπορνόζης, πρόεδρος και διευθύνων σύμβουλος της Capital Link, η οποία

Τρεις Κύπριοι υπουργοί, ο Μεταφορών Μάριος Δημητριάδης, ο Εμπορίου Γιώργος Λακκοτύρης και ο Οικονομικών Χάρης Γεωργιάδης, θα μιλήσουν στο συνέδριο

ανταλλάττει τη διοργάνωσή τους. Σύμφωνα με τον κ. Μπορνόζη, η Κύπρος παρουσιάζει ιδιαίτερα επενδυτικό πλεονεκτήματα και αποτελεί πολύ καλό ουσιαστικό κέντρο στην ΕΕ και τη Μέση Ανατολή, ιδιαίτερα μετά το Brexit. Επιπλέον, είναι μια ευρωπαϊκή χώρα με ένα δικαστικό σύστημα που διαφέρει ήπια από τα άλλα, υπάρχει πολιτική σταθερότητα κ.λπ. Οπως σημειώνει, η Capital Link «με έδρα τη Νέα Υόρκη, μεταξύ άλλων δραστηριοτήτων, ασχολείται στη διοργάνωση επενδυτικών συνεδρίων σε μεγάλα οικονομικά και εμπορικά κέντρα (Νέα Υόρκη, Λονδίνο, Σαγκάι, Αθήνα) κι από φέτος για πρώτη φορά και στη Λεμεσό», επισημαίνοντας ότι η Capital Link έχει καθιερώσει ως πλατφόρμα πληροφορίας και δικτύωσης για τους τομείς στους οποίους επικεντρώνονται και ανακαλύπτει τη ναυτιλία, την ενέργεια και συναφείς υποδομές. Στο συνέδριο, τόνισε, οι «αυτοκίνητα διοργανώματα» δίνουν συνέδριο τον χρόνο (Αμερική, Ευρώπη και Κίνα). Τα συνέδρια κατατάσσονται σε τρεις κατηγορίες: ναυτιλίας, αμερικανικών ομοσπονδιακών κεφαλαίων και επένδυσης, τα οποία αποσκοπούν στην προώθηση επενδύσεων σε συγκεκριμένες χώρες, όπως η Ελλάδα και η Κύπρος.

Αναφερόμενος στο ναυτιλιακό συνέδριο που θα γίνει στη Λεμεσό, είπε ότι σκοπεύουν να το καθιερώσουν ως επίσημο θεσμό, όπως και με τα άλλα συνέδρια. «Βασική επιδίωξη είναι η προβολή της Κύπρου ως ναυτιλιακού και εμπορικού κόμβου. Η Κύπρος έχει αναπτύξει μεγάλη δραστηριότητα, όχι μόνο στην ιδιοκτησία, αλλά και στη διαχείριση



νέων. Επίσης, λόγω της γεωγραφικής της θέσης, λειτουργεί ως κέντρο στην ευρύτερη περιοχή. Ταρά, διαδραματίζει ένα πολύ σημαντικό ρόλο και στον ενεργειακό τομέα. Με βάση λοιπόν όλα αυτά τα δεδομένα διοργανώσαμε το συνέδριο, στο οποίο θα συμμετέχουν όλα οι φορείς της ναυτιλιακής αγοράς και θα μιλήσουν διεθνείς προσωπικότητες, όπως ο Zhang We (πρόεδρος του Shanghai Shipping Exchange), ο Martin Stapford (μη εκτελεστικός πρόεδρος του Clarkson Research Services), ενώ την κυπριακή κυβέρνηση θα εκπροσωπήσει ο υπουργός Μεταφορών, Επικοινωνιών και Έργων Μάριος Δημητριάδης. Σχετικά με την «Ημέρα της Κύπρου» στη Γουόλ Στριτ επισημαίνει ότι «στην προσπάθεια να ενισχύσουμε το προφίλ της Κύπρου ιδιαίτερα ανάμεσα σε επενδυτές και κυρίως στην Αμερική, διαρ-

γώνουμε για πρώτη φορά επενδυτικό συνέδριο στη Νέα Υόρκη (στο Metropolitan Club του Μανχάταν), στο πρότυπο του συνεδρίου που κάνουμε για την Ελλάδα επί 18 συνεχής χρόνων. Έχουν επιβεβαιώσει ότι θα ήρθαν μέλη και θα μιλήσουν τρεις Κύπριοι υπουργοί: ο υπουργός Μεταφορών, Επικοινωνιών και Έργων Μάριος Δημητριάδης, ο υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού Γιώργος Λακκοτύρης και ο υπουργός Οικονομικών Χάρης Γεωργιάδης. Βέβαια, θα συμμετάσχουν στελέχη του ιδιωτικού τομέα από την Κύπρο, τις Ηνωμένες Πολιτείες και άλλες χώρες. Σ' αυτό το σημείο θα ήθελα να ευχαριστήσω για τη συνεργασία τους τις αρμόδιες κυπριακές Αρχές, τον εμπορικό σύμβουλο στη Νέα Υόρκη, Άρσενος Κωνσταντίνου και τον γενικό πρόξενό, πρόξενη Βασιλί Φαλιμάκου.

Στο πρόσφατο επενδυτικό συνέδριο για την Ελλάδα τιμήθηκε ο προτεινόμενος από τον Νόλντεν Τραμπ για τη θέση του υπουργού Εμπορίου των ΗΠΑ, Γουίλμπαρ Ρος. Λέει, ο πρόεδρος της Capital Link, Νίκος Μπορνόζης και αριστερά ο οργάνωσης διοργανωτές και πρώην υποπρόεδρος για τη διαμερίστια της Νέας Υόρκης, Τζον Καπομαζιός (φωτό: Κώστας Μπίσης).

ΑΠΟ ΤΗ ΝΕΑ ΥΟΡΚΗ

Τοι Πανίκου Παναγιώτου



Ο «σταθμός», ο δρόμος και ο Αναστασιάδης

Την ώρα που γράφονται αυτές οι γραμμές δεν γνωρίζουμε ποιο είναι η έκδοση των διαπραγματεύσεων στη Γενεύη. Βρισκόμαστε στο σημείο των «απογευματινών» συνεδρίων διαβίωσης «αυθιχόν» στην κατορία του Κυπριακού η κατάσταση κυλάει. Μακάρι να ακολουθήσουν οι άλλοι «σταθμοί» για να φτάσουμε σε μια λύση απελευθερωτική, σωστή και κυρίως λειτουργική, που να σπινερίνει πραγματικά τον τόπο και τους ανθρώπους του. Με βάση όμως την ιστορική εμπειρία και τη σημερινή αμύη πραγματικότητα φαίνεται ότι η τουρκική πλευρά αξιοποιεί ξανά με «υπόμνημα» τη συνεχή υποκαταστάση της ελληνοκυπριακής πλευράς και την έλλειψη ενιαίας εθνικής στρατηγικής απέναντι στους πάγιους τουρκικούς στόχους για άδεια της Κύπρου. Μακάρι να διασυντείνει αυτή η άσκηση και στο τέλος της ημέρας να αποδειχθεί ότι τα όσα συνθέτουν στη Γενεύη δεν ήταν μονάχα μια πολιτεύσιμη αποστολή για τον Κύπριο φορολογούμενο - όπως τόσες άλλες στο παρελθόν -, αλλά να δώσει από, θετική υποστήριξη. Πώς μπορούμε όμως να οργανώσουμε τον σούλ-κάνο Ερντογάν, ο οποίος καθε-

Ο μόνος δρόμος που δεν έγινε ποτέ αποδοτικός από τον λαό και τους προδρόμους του ήταν ο δρόμος που οδηγεί σε τουρκική άδεια

μενική φυλακίζει συμπατριώτες του, εξοντώνει Κορήνους, καταβίβει κάθε έννοια δημοκρατικής νομιμότητας, αμείβει θύματα διεθνούς συνθήκης, επιβάλλει σε Ιράκ και Συρία, προκαλεί στο Αγκόρα και στη Θάλασσα, απειλεί θεούς και δαίμονες, διακηρύσσοντας ότι «η Τουρκία μπορεί να δράσει μόνη της για να εξορκίσει τους εχθρούς της»;

Ο Αργεντινός συγγραφέας Χάρης Μουσκιά έγραψε: «Είναι αλήθεια ότι δεν φανταζόταν το όνειρο, δεν έφτανε η φαντασία, δεν αρκούσε η φανταστικότητα, δεν αρκούσε η επιθυμία και τα σχέδια. Οπότε, χωρίς όλα αυτά δεν υπάρχει δρόμος». Ναι, αλλά στην περίπτωση της Κυπριακής όλα αυτά τα χρόνια της καταικτιχίας και του διαχωρισμού έλαμπε βελήθεια σε όλους σχεδόν τους δρόμους για το όνειρο της λύσης. Ο μόνος δρόμος που δεν έγινε ποτέ αποδοτικός από τον λαό και τους Προδρόμους του (Μακάριο, Κυπριανό, Βουλέτιου, Κληρίδη, Παπαδόπουλο και Χριστόφια) - παρά τις θεωρητικές θέσεις, προσεγγίσεις και επιλογές τους - ήταν ο δρόμος που οδηγεί σε τουρκική άδεια. Η δική μας οδός είναι αυτή που καταπορεύεται δρόμο που απέρριψε όλα τα προηγούμενα, να τον διαπραγματευτεί και ο νυν Πρόεδρος της Κυπριακής Δημοκρατίας, Νίκος Αναστασιάδης.

panicospan@hotmail.com

ΣΥΝΕΔΡΙΟ ΣΤΗ ΛΕΜΕΣΟ ΓΙΑ ΤΗΝ ΚΥΠΡΙΑΚΗ ΝΑΥΤΙΛΙΑ

Όσοι αγοράζαν στα σημερινά δεδομένα και τη προσωπική της κυπριακής ναυτιλίας, ο κ. Μπορνόζης ανέφερε ότι «υπάρχει διεθνής ενδιαφέρον για τη ναυτιλία της Κύπρου. Η αυτό διαπιστώνεται από τη θετική ανταπόκριση για συμμετοχή στο συνέδριο διεθνών προσωπικοτήτων του ναυτιλιακού χώρου. Από την άλλη πλευρά, κάνοντας αυτό το συνέδριο και καθιερώνοντας το σε μόνιμη επίσημη βάση, προβάλουμε κι ευκαιρίες και δυνατότητες που παρέχει η Κύπρος στον ναυτιλιακό τομέα. Η Κύπρος είναι ένα αναδυόμενο κέντρο και έχει κάνει σημαντικά βήματα, αλλά υπάρχει ανάγκη αρκετά μεγάλη προοπτική περαιτέρω εξέλιξης. Η Capital Link είναι μια αναγνωρισμένη πλατφόρμα επικοινωνίας με τη διεθνή ναυτιλιακή και επενδυτική βιομηχανία. Οπότε, εμείς όχι μόνο θα κάνουμε το συνέδριο στη Λεμεσό, αλλά θα χρησιμοποιήσουμε κατά το υπόλοιπο της χρονιάς την πλατφόρμα μας για να προωθήσουμε σε μόνιμη βάση την Κύπρο και τα πλεονεκτήματά που παρέχει».

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Ως «Ημέρα της Κύπρου» στη Γουόλ Στρίτ έχει ορισθεί η Τρίτη 21 Μαρτίου 2017, κατά την οποία θα χτυπήσει το καμπανάκι του κλεισίματος στο Χρηματιστήριο της Νέας Υόρκης ο συμπατριώτης μας επιχειρηματίας Πόλυσ Χατζηγιωάννου, με πρωτοβουλία του

οργανισμού Capital Link και με τη συμβολή του γενικού προξένου της Κυπριακής Δημοκρατίας, πρέσβη Βασίλη Φιλίππου. Την επόμενη μέρα, ο ίδιος οργανισμός, ο οποίος στις 12 Δεκεμβρίου θα διοργανώσει το 18ο επενδυτικό φόρουμ για την Ελλάδα, θα πραγματοποιήσει για πρώτη φορά επενδυτικό φόρουμ για την Κύπρο, στο Metropolitan Club του Μανχάταν, όπου έχουν προσκληθεί για να μιλήσουν ο υπουργός Οικονομικών Χάρης Γεωργιάδης, ο υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού Γιώργος Λακκοτρύπης και ο υπουργός Μεταφορών, Επικοινωνιών και Έργων Μάριος Δημητριάδης. Επίσης, ήδη ανταποκρίθηκε θετικά ότι θα παραστεί και θα μιλήσει στο φόρουμ ο μεγαλομέτοχος και αντιπρόεδρος του Δ.Σ. της Τράπεζας Κύπρου Γουίλμπουρ Ρος (σ.σ. η απάντηση δόθηκε πριν ανακοινωθεί το όνομά του για τη θέση του υπουργού Εμπορίου των ΗΠΑ). Επίσης, ο κ. Ρος θα τιμηθεί από το Κυπροαμερικανικό Εμπορικό Επιμελητήριο κατά τη διάρκεια της ετήσιας εκδήλωσής του στις 19 Απριλίου στο Μανχάταν.

ΠΑΝ. ΠΑΝ.

Capital Link's Cyprus Shipping Forum 9th Feb 2017

[Events, Conferences, Forums and Symposiums](#), [Logistics](#), [Markets](#), [Ship Finance](#), [Shipmanagement](#) — By [admin](#) on January 19, 2017 at 6:02 PM



Capital Link's Nicolas Bornozis

The inaugural “Capital Link [Cyprus Shipping Forum](#)” will take place in Limassol on Thursday, February 9, 2017, at the Columbia Plaza, under the Auspices of the Ministry of Transport, Communications and Works. Capital Link intends to organize this event in Cyprus on an annual basis.

The event 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 industry 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 a maritime and logistics industry hub.

FORUM OVERVIEW AND STRUCTURE

The Forum is organized Under the Auspices of the **Ministry of Transport, Communications and Works. The Cyprus**

Union of Shipowners and Deloitte are the Lead Sponsors. The event has the support of the **Department of Merchant Shipping**, the **Cyprus Shipping Chamber** and many others industry associations.

The **Conference Chairman** of the Forum is **Mr. George A. Tsavlis, Principal of Tsavlis Salvage Group.** **Mr. Tsavlis** has held the position of elected Chairman of **INTERMEPA (International Marine Environment Protection Association)**, he is the 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.**

Keynote speakers of the “**Capital Link Cyprus Shipping Forum**” are:

- **Mr. Marios Demetriades, Minister of Transport Communications & Works of the Republic of Cyprus,**
- **Mr. Martin Stopford, non-Executive President of Clarkson Research Services Ltd** and
- **Mr. Zhang Ye, President of Shanghai Shipping Exchange.**

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

To further enhance awareness of Cyprus as a business and investment destination, the “**Capital Link Invest in Cyprus Forum**” will be organized in New York City on Wednesday, March 22, 2017. The Forum will showcase the increasing importance of Cyprus as a regional maritime, logistics, energy and operational hub and highlight investment and business opportunities in these areas as well as in financial services, IT and tourism.

Mr. Harris Georgiadis, Minister of Finance, **Mr. Yiorgos Lakkortypis**, Minister of Energy, Commerce, Industry and Tourism and **Mr. Marios Demetriades**, Minister of Transport, Communications and Works, will participate and address an audience of high level delegates from the US business, investment and finance communities.

ORGANIZERS

Capital Link is known for the organization of large scale high quality maritime and investor forums in key industry centers, such as New York, London, Athens and Shanghai, and as of 2017 in Limassol. Capital Link organizes fourteen conferences annually, of which seven are focused on the maritime sector. Capital Link's events draw the elite of the financial, investment and maritime communities and provide a unique combination of superior informational content, marketing and networking opportunities. Capital Link's global marketing platform enhances the visibility and reach of these events during the year on a global scale that lasts well beyond the date on which each event is held, becoming a continuous reference point for market participants.

REGISTRATION

To register please go to the link below:

<http://forums.capitallink.com/shipping/2017cyprus/signup.html>

INDUSTRY PANEL & PRESENTATION TOPICS TO BE COVERED:

- **Cyprus as a Maritime, Logistics & Energy Hub**
- **GLOBAL SHIPPING MARKETS**

Current Developments & Outlook

A review of the global commodity, energy and shipping markets – Sector review, analysis & outlook

- **SHIP MANAGEMENT :**

Optimizing Technical Fleet Management

Good people pay off – Crewing strategies and staff development

Managing Risks – Cybersecurity

Managing Risks – Foreign Corruption Practices Act

Optimizing Insurance & Reinsurance – Trends & Developments

- **GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING**

China, the Global Economy & Shipping

“One Belt – One Road” – The New Silk Road and How it Will Affect Shipping

Geopolitical and regulatory developments affecting shipping

- **FORUM SESSION ON FINANCE AND CAPITAL MARKETS**

Access to Capital as a Competitive Advantage – Bank Finance, Capital Markets, Private Equity & Alternative Financing

Restructuring as a Business & Investment Opportunity

- **CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB**

Expertise and Infrastructure in Cyprus – Cyprus as an Operational Hub

- **PUTTING IT ALL TOGETHER : THE SHIPOWNER PERSPECTIVE**

Is There Light at the End of the Tunnel? – The Shipowner Perspective

TARGET AUDIENCE

The Forum presents a unique opportunity to meet and network with a large, high-caliber audience of Ship Owners – Ship Managers – Ship Operators – Ship Brokers – Charterers – Risk Insurers – Arbitrators – Marine Technology experts, investment and commercial bankers, analysts, private equity and venture capital firms, law and auditing executives, market analysts, institutional investors, financial advisors, trade and financial media.

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SPEAKERS DINNER SPONSOR: Hellenic Bank Public Company Ltd.

SUPPORTING ORGANIZATIONS: Department of Merchant Shipping • CYMEPA • Cyprus Shipping Chamber • Cyprus Naval Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus • Wista Hellas

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The Cyprus Weekly • Elnavi Monthly Shipping Review • GreekNewsonline.com • Kathimerini Cyprus • Kathimerini English Edition • Maritimes.gr • The Maritime Executive • Mignatiou.com • Ship2Shore • Shipping International Monthly Review • TradeWinds • Worldoils • Nafsgreen World Shipping News

FOR MORE INFORMATION

Please visit: <http://forums.capitallink.com/shipping/2017cyprus/index.html>

For further information, please contact:

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For more details and extensive information, please visit:

The CAPITAL LINK website: www.capitallink.com

The CAPITAL LINK FORUM website: www.capitallinkforum.com

ABOUT CAPITAL LINK

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. It also organizes annually in New York, London, Athens, Limassol and Shanghai a series of Investment Forums focusing on its main activity fields (www.capitallinkforum.com).

Capital Link's efforts have been recognized by the 2011 Greek Shipping Lloyds Awards and in 2012 and 2013 the by Intercontinental Finance Magazine. Mr. Nicolas Bornozis has been personally honored for his relentless, efficient and highly effective efforts to promote Greece and Greek Shipping abroad and among the international investment community by the International Propeller Club of the United States and the [AHI-American Hellenic Institute](#).



Στις 9 Φεβρουαρίου το Capital Link 1st Cyprus Shipping Forum

Θα πραγματοποιηθεί στο Columbia Plaza στη Λεμεσό Δελτίο Τύπου

Το 1ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017 στο Columbia Plaza υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με την υποστήριξη της Κυπριακής Ένωσης Πλοιοκτητών.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονίσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.

ΠΑΡΟΥΣΙΑΣΗ & ΔΟΜΗ ΣΥΝΕΔΡΙΟΥ

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με βασικούς χορηγούς την Κυπριακή Ένωση Πλοιοκτητών και την Deloitte. Η διοργάνωση επίσης υποστηρίζεται από το Τμήμα Εμπορικής Ναυτιλίας της Κύπρου, το Κυπριακό Ναυτιλιακό Επιμελητήριο και άλλους φορείς.

Conference Chairman είναι ο κ. Γιώργος Α Τσαβλέρης, Principal του Tsavlis Salvage Group. Ο κ. Τσαβλέρης κατέχει επίσης τη θέση του elected Chairman of INTERMEPA (International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), member of the Board of Directors of the Cyprus Union of Shipowners & Honorary Chairman of the Tsavlis Cultural Foundation.

Κεντρικοί ομιλητές είναι

- ο κ Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών & Έργων
- ο κ Martin Stopford, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και
- ο κ Zhang Ye, Πρόεδρος του Shanghai Shipping Exchange.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

Με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το Capital Link Invest in Cyprus Forum θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι ακολουθού εκπρόσωποι της Κυβέρνησης : κ. Χάρης Γεωργιάδης, Υπουργός Οικονομικών, ο κ. Γιώργος Λακκοτρύπης, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο κ. Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών και Έργων θα απευθυνθούν σε ένα υψηλού επιπέδου κοινό εκπροσώπων της Αμερικανικής επενδυτικής και οικονομικής κοινότητας.

ΔΙΟΡΓΑΝΩΤΕΣ

Η Capital Link είναι εταιρία συμβούλων Επενδυτικής Επικοινωνίας και Επενδυτικών Σχέσεων με έδρα τη Νέα Υόρκη και γραφεία σε Αθήνα, Λονδίνο και Όσλο. Μεταξύ άλλων εξειδικεύεται στο χώρο της Ναυτιλίας, συνεργαζόμενη με την πλειονότητα των Ναυτιλιακών εταιριών εισηγμένων στα Χρηματιστήρια της Ευρώπης και Αμερικής.

Η Capital Link είναι γνωστή για τη διοργάνωση υψηλής ποιότητας ναυτιλιακών και επενδυτικών συνεδρίων σε σημαντικά οικονομικά κέντρα ανά τον κόσμο, όπως στη Νέα Υόρκη, Λονδίνο, Αθήνα και Σαγκάη και από το 2017 και στην Κύπρο. Η Capital Link διοργανώνει ετησίως 14 συνέδρια επτά εκ των οποίων επικεντρώνονται στο τομέα της Ναυτιλίας. Τα Συνέδρια της Capital Link συγκεντρώνουν την ελίτ της οικονομικής, επενδυτικής, και ναυτιλιακής κοινότητας και παρέχουν ένα μοναδικό συνδυασμό ενημέρωσης, μάρκετινγκ και ευκαιριών δικτύωσης και προσωπικών επαφών. Η Capital Link θα προβάλλει δυναμικά τη Κύπρο και τις δυνατότητες που προσφέρει, μέσω του διεθνούς μηχανισμού προβολής που διαθέτει ενημερώνοντας τη διεθνή επιχειρηματική και ναυτιλιακή κοινότητα ανα το κόσμο. Είναι σημαντικό να τονισθεί ότι η προβολή αυτή διαρκεί στο χρόνο, περα από την ημερομηνία κατά την οποία

πραγματοποιείται η κάθε εκδήλωση, η οποία γίνεται σημείο αναφοράς για τους συμμετέχοντες. Η Capital Link επικοινωνεί σε τακτική βάση με ένα εκτεταμένο κοινό φορέων λήψης αποφάσεων όσον αφορά τη χρηματοδότηση, τις επενδύσεις και την ευρύτερη ναυτιλιακή βιομηχανία.

Εγγραφή

Για να συμμετάσχετε στο συνέδριο παρακαλούμε δηλώστε συμμετοχή ακολουθώντας το παρακάτω link

<http://forums.capitalink.com/shipping/2017cyprus/signup.html>

Πάνελ Συζητήσεων

- Cyprus as a Maritime, Logistics & Energy Hub
- GLOBAL SHIPPING MARKETS
Current Developments & Outlook
A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook
- SHIP MANAGEMENT :
Optimizing Technical Fleet Management
Good people pay off - Crewing strategies and staff development
Managing Risks – Cybersecurity
Managing Risks - Foreign Corruption Practices Act
Optimizing Insurance & Reinsurance - Trends & Developments
- GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING
China, the Global Economy & Shipping
"One Belt - One Road" - The New Silk Road and How it Will Affect Shipping
Geopolitical and regulatory developments affecting shipping
- FORUM SESSION ON FINANCE AND CAPITAL MARKETS
Access to Capital as a Competitive Advantage - Bank Finance, Capital Markets, Private Equity & Alternative Financing
Restructuring as a Business & Investment Opportunity
- CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB
Expertise and Infrastructure in Cyprus - Cyprus as an Operational Hub
- PUTTING IT ALL TOGETHER : THE SHIPOWNER PERSPECTIVE
Is There Light at the End of the Tunnel? - The Shipowner Perspective

TARGET AUDIENCE

Το συνέδριο απευθύνεται σε ένα υψηλού επιπέδου ακροατήριο εφοπλιστών, θεσμικών επενδυτών, αναλυτών, συμβούλων επενδύσεων, επενδυτικών και εμπορικών τραπεζιτών και χρηματιστών, διαχειριστών πλοίων, μεσιτών πλοίων, ναυλωτών, ασφαλιστών, εμπειρογνομόνων Ναυτικής Τεχνολογίας, νηογνομόνων, επενδυτών εμπορικών τραπεζών, αναλυτών, οικονομολόγων, δικηγόρων, οικονομικώνσυμβούλων και οικονομικών μέσων μαζικής ενημέρωσης.

ΕΤΑΙΡΕΙΕΣ ΠΟΥ ΣΥΜΜΕΤΕΧΟΥΝ :

ABN AMRO Energy, Commodities & Transportation•Affinity Shipping•Capital Ship Management Corp.•Caribe Tankers•Caldwalader, Wickersham & Taft LLP•Clarkson Research Services Ltd.•Clay Maitland •Cobham SATCOM-Columbia Shipmanagement Ltd.•Compagnie de Transport Maritime•Cyprus Sea Lines Shipping•Deloitte•DNB Bank •DNV GL •Region South East Europe & Middle East•Euroseas Ltd. •Evercore Partners•Fourth Insurance Office, Inc. •Granfeld Wealth Management•Hellenic Bank•Inmarsat•InterManager•Intership Navigation Co•International Register•Marlow Navigation•Marsh Cyprus•Mastermind Shipmanagement Ltd•MSC Shipmanagement Ltd•NAMEPA •Niki Shipping•Norton Rose Fulbright•Norwegian Hull Club •Oceanbulk Containers•Safe Bulk•Shanghai Shipping Exchange•Singhai Marine Services•Star Bulk Carriers•Stifel•Technomar Shipping Inc•Terra Navis Shipping Ltd•The American Club •The Marshall Islands Registry •Tototheo Group•Transmed Shipping Co. Ltd •Tsaviris Salvage Group •Tufton Oceanic Shipping Management •Zela Shipping Group

ΥΠΟ ΤΗΝ ΑΙΓΙΔΑ: του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας

ΧΟΡΗΓΟΙ

ΚΥΡΙΟΣ ΧΟΡΗΓΟΣ:Κυπριακή Ένωση Πλοιοκτητών• Deloitte.
ΠΑΓΚΟΣΜΙΟΙΧΡΥΣΟΙΧΟΡΗΓΟΙ: Columbia Shipmanagement • DNV-GL • TOTOTHEO Group
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ΥΠΟΣΤΗΡΙΚΤΕΣ ΧΟΡΗΓΟΙ: The American Club • ChryssesDemetriades& Co LLC • MARSH• NIKI • Norwegian Hull Club• Singhai Marine Services
ΧΟΡΗΓΟΣ ΔΕΙΠΝΟΥ: Hellenic Bank Public Company Ltd.

ΦΟΡΕΙΣ ΥΠΟΣΤΗΡΙΞΗΣ : Department of Merchant Shipping• CYMEPA • Cyprus Shipping Chamber • Cyprus Naval Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus •Wista Hellas

ΧΟΡΗΓΟΙ ΕΠΙΚΟΙΝΩΝΙΑΣ: AllAboutShipping.co.uk • CyprusDaily.net • CyprusTimes • EconomyTimes.net •Philelepheros • The Cyprus Weekly • Elnavi Monthly Shipping Review • GreekNewsonline.com • Kathimerini Cyprus • Kathimerini English Edition • Maritimes.gr • The Maritime Executive • Mignatiou.com • Ship2Shore • Shipping International Monthly Review • TradeWinds • Worldoils • Nafsgreen World Shipping News

Για περισσότερες πληροφορίες παρακαλούμε επισκεφθείτε την ιστοσελίδα του συνεδρίου:

<http://forums.capitallink.com/shipping/2017cyprus/index.html>

Παρακαλούμε απευθυνθείτε:

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Τηλ: +1 212 661 75 66 -Email : obornozi@capitallink.com
ΑΘΗΝΑ - κα. Ελενη Κουρούμπαλη Τηλ: +30 210 610 98 00 - Email : marketing@capitallink.com
Για περισσότερες λεπτομέρειες και εκτενείς πληροφορίες, παρακαλούμε επισκεφθείτε :
Την ιστοσελίδα της CAPITALLINK: www.capitallink.com
Την ιστοσελίδα συνεδρίων της CAPITALLINK:www.capitallinkforum.com

Δελτίο Τύπου

Capital Link's 1st Cyprus Shipping Forum

Capital Link's 1st Cyprus Shipping Forum

The inaugural "Capital Link Cyprus Shipping Forum" will take place in Limassol on Thursday, February 9, 2017, at the Columbia Plaza, under the Auspices of the Ministry of Transport, Communications and Works. Capital Link intends to organize this event in Cyprus on an annual basis.



The event 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 industry 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 a maritime and logistics industry hub.

FORUM OVERVIEW AND STRUCTURE

The Forum is organized Under the Auspices of the **Ministry of Transport, Communications and Works**. The **Cyprus Union of Shipowners and Deloitte** are the **Lead Sponsors**. The event has the support of the **Department of Merchant Shipping**, the **Cyprus Shipping Chamber** and many others industry associations.

The **Conference Chairman** of the Forum is **Mr. George A. Tsavlis**, **Principal of Tsavlis Salvage Group**. **Mr. Tsavlis** has held the position of elected Chairman of **INTERMEPA (International Marine Environment Protection Association)**, he is the 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**.

Keynote speakers of the "Capital Link Cyprus Shipping Forum" are:

- **Marios Demetriades**, **Minister of Transport Communications & Works of the Republic of Cyprus**,
- **Martin Stopford**, **non-Executive President of Clarkson Research Services Ltd** and
- **Zhang Ye**, **President of Shanghai Shipping Exchange**.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

To further enhance awareness of Cyprus as a business and investment destination, the "**Capital Link Invest in Cyprus Forum**" will be organized in New York City on Wednesday, March 22, 2017. The Forum will showcase the increasing importance of Cyprus as a regional maritime, logistics, energy and operational hub and highlight investment and business opportunities in these areas as well as in financial services, IT and tourism.

Mr. Harris Georgiadis, Minister of Finance, **Mr. Yiorgos Lakkortypis**, Minister of Energy, Commerce, Industry and Tourism and **Mr. Marios Demetriades**, Minister of Transport, Communications and Works, will participate and address an audience of high level delegates from the US business, investment and finance communities.



ORGANIZERS

Capital Link is known for the organization of large scale high quality maritime and investor forums in key industry centers, such as New York, London, Athens and Shanghai, and as of 2017 in Limassol. Capital Link organizes fourteen conferences annually, of which seven are focused on the maritime sector. Capital Link's events draw the elite of the financial, investment and maritime communities and provide a unique combination of superior informational content, marketing and networking opportunities. Capital Link's global marketing platform enhances the visibility and reach of these events during the year on a global scale that lasts well beyond the date on which each event is held, becoming a continuous reference point for market participants.

REGISTRATION

To register please go to the link below:

<http://forums.capitallink.com/shipping/2017cyprus/signup.html>

INDUSTRY PANEL & PRESENTATION TOPICS TO BE COVERED:

- **Cyprus as a Maritime, Logistics & Energy Hub**
- **GLOBAL SHIPPING MARKETS**

Current Developments & Outlook

A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook

- **SHIP MANAGEMENT :**

Optimizing Technical Fleet Management

Good people pay off - Crewing strategies and staff development

Managing Risks – Cybersecurity

Managing Risks - Foreign Corruption Practices Act

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- **GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING**

China, the Global Economy & Shipping

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Restructuring as a Business & Investment Opportunity

- **CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB**

Expertise and Infrastructure in Cyprus - Cyprus as an Operational Hub

- **PUTTING IT ALL TOGETHER : THE SHIPOWNER PERSPECTIVE**

Is There Light at the End of the Tunnel? - The Shipowner Perspective

TARGET AUDIENCE



The Forum presents a unique opportunity to meet and network with a large, high-caliber audience of Ship Owners - Ship Managers - Ship Operators - Ship Brokers – Charterers - Risk Insurers – Arbitrators - Marine Technology experts, investment and commercial bankers, analysts, private equity and venture capital firms, law and auditing executives, market analysts, institutional investors, financial advisors, trade and financial media.

PARTICIPATING COMPANIES & ORGANIZATIONS

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UNDER THE AUSPICES OF: Ministry of Transport, Communications and Works, Republic of Cyprus

LEAD SPONSORS: Cyprus Union of Shipowners • Deloitte

GLOBAL GOLD SPONSORS: Columbia Shipmanagement • DNV-GL • TOTOTHEO Group

SPONSORS: Caldwellader, Wickersham & Taft • Clay Maitland • COBHAM • DMS DEPARTMENT OF MERCHANT SHIPPING • EVERCORE • Family Insurance Office. Inc • Hellenic Bank Public Company Ltd. • INMARSAT • The Marshall Islands Registry

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FOR MORE INFORMATION

Please visit: <http://forums.capitallink.com/shipping/2017cyprus/index.html>

📍 <http://www.maritimes.gr/>

📅 Publication date: 20/01/2017 00:00

🌐 Alexa ranking (Greece): 0

🔗 http://www.maritimes.gr/art/en_2015.php



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For more details and extensive information, please visit:

The CAPITAL LINK website: www.capitallink.com

The CAPITAL LINK FORUM website: www.capitallinkforum.com

ABOUT CAPITAL LINK

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Capital Link's efforts have been recognized by the 2011 Greek Shipping Lloyds Awards and in 2012 and 2013 the by Intercontinental Finance Magazine. Mr. Nicolas Bornozi has been personally honored for his relentless, efficient and highly effective efforts to promote Greece and Greek Shipping abroad and among the international investment community by the International Propeller Club of the United States and the [AHI-American Hellenic Institute](#).



Το ετήσιο Capital Link Cyprus Shipping Forum στην Κύπρο

Το **1ο ετήσιο Capital Link Cyprus Shipping Forum** θα πραγματοποιηθεί στην **Λεμεσό** την **Πέμπτη 9 Φεβρουαρίου 2017** στο **Columbia Plaza** υπό την Αιγίδα του **Υπουργείου Μεταφορών, Επικοινωνιών και Έργων** της **Κυπριακής Δημοκρατίας** και με την υποστήριξη της **Κυπριακής Ενωσης Πλοιοκτητών**.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονίσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του **Υπουργείου Μεταφορών, Επικοινωνιών και Έργων** της **Κυπριακής Δημοκρατίας** και με βασικούς χορηγούς την **Κυπριακή Ένωση Πλοιοκτητών** και την **Deloitte**. Η διοργάνωση επίσης υποστηρίζεται από το **Τμήμα Εμπορικής Ναυτιλίας της Κύπρου**, το **Κυπριακό Ναυτιλιακό Επιμελητήριο** και άλλους φορείς.

Conference Chairman είναι ο **κ. Γιώργος Α Τσαβλέρης**, Principal του **Tsavliris Salvage Group**. Ο κ. Τσαβλέρης κατέχει επίσης τη θέση του elected Chairman of **INTERMEPA ((International Marine Environment Protection Association)**, **Chairman of CYMEPA (Cyprus Marine Environmental Protection Association)**, **member of the Board of Directors of the Cyprus Union of Shipowners & Honorary Chairman of the Tsavliris Cultural Foundation**.

Κεντρικοί ομιλητές είναι

Με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το **Capital Link Invest in Cyprus Forum** θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την αναπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι ακολουθοί εκπρόσωποι της Κυβέρνησης : **κ. Χαρης Γεωργιάδης**, Υπουργός Οικονομικών, **ο κ. Γιώργος Λακκοτρύπης**, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο **κ. Μάριος Δημητριάδης**, Υπουργός Μεταφορών, Επικοινωνιών και Έργων θα απευθυνθούν σε ένα υψηλού επιπέδου κοινό εκπροσώπων της Αμερικανικής επενδυτικής και οικονομικής κοινότητας.

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ΕΤΑΙΡΕΙΕΣ ΠΟΥ ΣΥΜΜΕΤΕΧΟΥΝ: ABN AMRO Energy, Commodities & Transportation • Affinity Shipping • Capital Ship Management Corp. • Caribe Tankers • Caldwellader, Wickersham & Taft LLP • Clarkson Research Services Ltd. • Clay Maitland • Cobham SATCOM-Columbia Shipmanagement Ltd. • Compagnie de Transport Maritime • Cyprus Sea Lines Shipping • Deloitte • DNB Bank • DNV GL • Region South East Europe & Middle East • Euroseas Ltd. • Evercore Partners • Fourth Insurance Office, Inc. • Granfeld Wealth Management • Hellenic Bank • Inmarsat • InterManager • Intership Navigation Co • International Registrie • Marlow Navigation • Marsh Cyprus • Mastermind Shipmanagement Ltd • MSC Shipmanagement Ltd • NAMEPA • Niki Shipping • Norton Rose Fulbright • Norwegian Hull Club • Oceanbulk Containers • Safe Bulklers • Shanghai Shipping Exchange • Singhai Marine Services • Star Bulk Carriers • Stifel • Technomar Shipping Inc • Terra Navis Shipping Ltd • The American Club • The Marshall Islands Registry • Tototheo Group • Transmed Shipping Co. Ltd • Tsavlis Salvage Group • Tufton Oceanic Shipping Management • Zela Shipping Group

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ΚΥΡΙΟΣ ΧΟΡΗΓΟΣ: [Κυπριακή Ένωση Πλοιοκτητών](#) • Deloitte.

ΠΑΓΚΟΣΜΙΟΙ ΧΡΥΣΟΙ ΧΟΡΗΓΟΙ: Columbia Shipmanagement • DNV-GL • TOTOTHEO Group

ΧΟΡΗΓΟΙ: Caldwellader, Wickersham & Taft • Clay Maitland • COBHAM • DMS DEPARTMENT OF MERCHANT SHIPPING • EVERCORE • Family Insurance Office. Inc • Hellenic Bank Public Company Ltd. • INMARSAT • The Marshall Islands Registry

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ΧΟΡΗΓΟΣ ΔΕΙΠΝΟΥ: Hellenic Bank Public Company Ltd.

ΦΟΡΕΙΣ ΥΠΟΣΤΗΡΙΞΗΣ: Department of Merchant Shipping • CYMEPA • Cyprus Shipping Chamber • Cyprus Naval Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus • Wista Hellas

ΧΟΡΗΓΟΙ ΕΠΙΚΟΙΝΩΝΙΑΣ: AllAboutShipping.co.uk • CyprusDaily.net • CyprusTimes • EconomyTimes.net • Philelepheros • The Cyprus Weekly • Elnavi Monthly Shipping Review • GreekNewsonline.com • Kathimerini Cyprus • Kathimerini English Edition • Maritimes.gr • The Maritime Executive • Mignatiou.com • Ship2Shore • Shipping International Monthly Review • TradeWinds • Worldoils • Nafsgreen World Shipping News

Για περισσότερες πληροφορίες παρακαλούμε [επισκεφθείτε την ιστοσελίδα του συνεδρίου](#).



Στις 9 Φεβρουαρίου το Capital Link 1st Cyprus Shipping Forum

Το 1ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017 στο Columbia Plaza υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με την υποστήριξη της Κυπριακής Ενωσης Πλοιοκτητών. Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού. Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το...

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Capital Link 1st Cyprus Shipping Forum

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Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

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ΠΑΡΟΥΣΙΑΣΗ & ΔΟΜΗ ΣΥΝΕΔΡΙΟΥ

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του **Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας** και με βασικούς χορηγούς την **Κυπριακή Ένωση Πλοιοκτητών** και την **Deloitte**. Η διοργάνωση επίσης υποστηρίζεται από το **Τμήμα Εμπορικής Ναυτιλίας της Κύπρου**, το **Κυπριακό Ναυτιλιακό Επιμελητήριο** και άλλους φορείς.

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Κεντρικοί ομιλητές είναι

- ο **κ Μάριος Δημητριάδης**, Υπουργός Μεταφορών, Επικοινωνιών & Έργων
- ο **κ Martin Stopford**, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και
- ο **κ Zhang Ye**, Πρόεδρος του Shanghai Shipping Exchange.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

Με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το **Capital Link Invest in Cyprus Forum** θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας,



logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι ακολουθοί εκπρόσωποι της Κυβέρνησης : **κ. Χάρης Γεωργιάδης**, Υπουργός Οικονομικών, **ο κ. Γιώργος Λακκοτρύπης**, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο **κ. Μάριος Δημητριάδης** Υπουργός Μεταφορών, Επικοινωνιών και Εργων θα απευθυνθούν σε ένα υψηλού επιπέδου κοινό εκπροσώπων της Αμερικανικής επενδυτικής και οικονομικής κοινότητας.

ΔΙΟΡΓΑΝΩΤΕΣ

Η Capital Link είναι εταιρία συμβούλων Επενδυτικής Επικοινωνίας και Επενδυτικών Σχέσεων με έδρα τη Νέα Υόρκη και γραφεία σε Αθήνα, Λονδίνο και Όσλο. Μεταξύ άλλων εξειδικεύεται στο χώρο της Ναυτιλίας, συνεργαζόμενη με την πλειονότητα των Ναυτιλιακών εταιριών εισηγμένων στα Χρηματιστήρια της Ευρώπης και Αμερικής. **Η Capital Link** είναι γνωστή για τη διοργάνωση υψηλής ποιότητας ναυτιλιακών και επενδυτικών συνεδρίων σε σημαντικά οικονομικά κέντρα ανά τον κόσμο, όπως στη Νέα Υόρκη, Λονδίνο, Αθήνα και Σαγκάη και από το 2017 και στην Κύπρο. Η Capital Link διοργανώνει ετησίως 14 συνέδρια επτά εκ των οποίων επικεντρώνονται στο τομέα της Ναυτιλίας. Τα Συνέδρια της Capital Link συγκεντρώνουν την ελίτ της οικονομικής, επενδυτικής, και ναυτιλιακής κοινότητας και παρέχουν ένα μοναδικό συνδυασμό ενημέρωσης, μάρκετινγκ και ευκαιριών δικτύωσης και προσωπικών επαφών. Η Capital Link θα προβάλλει δυναμικά τη Κύπρο και τις δυνατότητες που προσφέρει, μέσω του διεθνούς μηχανισμού προβολής που διαθέτει ενημερώνοντας τη διεθνή επιχειρηματική και ναυτιλιακή κοινότητα ανα το κόσμο. Είναι σημαντικό να τονισθεί ότι η προβολή αυτή διαρκεί στο χρόνο, πέρα από την ημερομηνία κατά την οποία πραγματοποιείται η κάθε εκδήλωση, η οποία γίνεται σημείο αναφοράς για τους συμμετέχοντες. Η Capital Link επικοινωνεί σε τακτική βάση με ένα εκτεταμένο κοινό φορέων λήψης αποφάσεων όσον αφορά τη χρηματοδότηση, τις επενδύσεις και την ευρύτερη ναυτιλιακή βιομηχανία.

Εγγραφή

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ΧΟΡΗΓΟΙ

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<http://forums.capitallink.com/shipping/2017cyprus/index.html>

Παρακαλούμε απευθυνθείτε:

ΝΕΑ ΥΟΡΚΗ - κα. Όλγα Μπορνόζη / κα. Ελένη Μπέη

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

ΑΘΗΝΑ - κα. Ελενη Κουρούμπαλη Τηλ: +30 210 610 98 00 - Email : marketing@capitallink.com

Για περισσότερες λεπτομέρειες και εκτενείς πληροφορίες, παρακαλούμε επισκεφθείτε :

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Την ιστοσελίδα συνεδρίων της CAPITAL LINK: www.capitallinkforum.com

TAYTOTHTA THΣ CAPITAL LINK

Η **Capital Link** με έδρα τη **Νέα Υόρκη** και γραφεία στο **Λονδίνο**, στην **Αθήνα** και το **Όσλο**, δραστηριοποιείται εδώ και 20 χρόνια στον τομέα των Επενδυτικών Σχέσεων και της Επικοινωνίας (Investor Relations & Financial Communication). (www.capitallink.com). Παράλληλα διοργανώνει ετησίως μία σειρά Συνεδρίων στη Νέα Υόρκη, στο Λονδίνο, στην Αθήνα και στη Σαγκάη που αφορούν στους κύριους τομείς δραστηριότητάς της (www.capitallinkforum.com).

Η **Capital Link** έχει κερδίσει ηγετική θέση διεθνώς στον τομέα των Investor Relations όσον αφορά στη ναυτιλία συνεργαζόμενη με την πλειοψηφία των ναυτιλιακών εταιριών που είναι εισηγμένες στα δύο Αμερικανικά Χρηματιστήρια, και τα Χρηματιστήρια του Λονδίνου και Μιλάνου. Είναι η πιο αναγνωρίσιμη εταιρία Επενδυτικών Σχέσεων στον συγκεκριμένο τομέα με προνομιακή προσβασιμότητα σε επενδυτές, αναλυτές, τραπεζίτες και MME. Η Capital Link στοχεύει πάντα στην ανάδειξη της Ελληνικής Ναυτιλίας σ' ένα ευρύ και διεθνές κοινό που περιλαμβάνει μεταξύ άλλων επενδυτές, αναλυτές, τραπεζίτες, οικονομολόγους. Εις αναγνώριση αυτής της προσπάθειάς μας, η Capital Link έλαβε δύο σημαντικές διακρίσεις, το **2011 το Greek Shipping Lloyds Awards και επί τρία χρόνια, το 2012, το 2013 και το 2014 τα βραβεία του Intercontinental Finance Magazine**. Ο κ. Νικόλαος Μπορνόζης, έχει βραβευτεί προσωπικά για την αδιάκοπη, αποτελεσματική και πλήρως αποδοτική του προσπάθεια να προωθήσει την Ελλάδα και την Ελληνική Ναυτιλία στο εξωτερικό και στις διεθνείς επενδυτικές κοινότητες από το **International Propeller Club of the United States** και το **AHI-American Hellenic Institute**.

Η **Capital Link** έχει αναπτύξει μία σειρά από δραστηριότητες που συμβάλλουν στην προβολή της ναυτιλίας στο διεθνές επενδυτικό κοινό, και που περιλαμβάνουν μεταξύ άλλων τα ακόλουθα:

- **www.CapitalLinkShipping.com**. Η Capital Link διατηρεί ένα δικτυακό κόμβο αφιερωμένο στη ναυτιλία και τις εισηγμένες εταιρίες με σκοπό να ενισχύσει τη γνώση και κατανόηση των επενδυτών για τη ναυτιλία και τις εισηγμένες εταιρίες του κλάδου, και να διευκολύνει την αναμετάδοση πληροφοριών των εισηγμένων εταιριών στους συμμετέχοντες του κλάδου και στο επενδυτικό κοινό. Ο κόμβος παρέχει πληροφορίες για τους μεγαλύτερους δείκτες της ναυτιλίας και του χρηματιστηρίου γενικότερα, καθώς επίσης και για όλες τις ναυτιλιακές μετοχές με δυνατότητα σύγκρισης μεταξύ τους. Διαθέτει επίσης αναλύσεις και εκθέσεις σημαντικών ναυλομεσιτικών εταιριών του κλάδου, συνεντεύξεις στελεχών, αναλυτών και άλλων παραγόντων της αγοράς, καθώς και πληθώρα άλλων στοιχείων.



- **Εβδομαδιαίο Ηλεκτρονικό Newsletter της Capital Link:** Εβδομαδιαία διανομή σ' ένα εκτεταμένο ακροατήριο στις ΗΠΑ και τις Ευρωπαϊκές ναυτιλιακές, χρηματοοικονομικές και επενδυτικές κοινότητες με ενημερώσεις σχετικά με τις ναυτιλιακές αγορές, το χρηματιστήριο και νέα εισηγμένων εταιρειών.
- **www.CapitalLinkWebinars.com:** Sector Forums & Webinars: Σε τακτά χρονικά διαστήματα διοργάνωση συζητήσεων μεταξύ CEOs, αναλυτών, τραπεζιτών και φορέων του κλάδου, σχετικά με τις εξελίξεις στους διάφορους τομείς της ναυτιλίας (εμπορευματοκιβώτια, χύδην ξηρά φορτία, δεξαμενόπλοια, κοντεϊνερς), καθώς και για άλλα θέματα που ενδιαφέρουν (όπως η Αύξηση των Ιδίων Κεφαλαίων στη Ναυτιλία σήμερα, Απόσυρση Πλοίων, κλπ).
- **Επενδυτικά Ναυτιλιακά Συνέδρια :** Στη Νέα Υόρκη, Αθήνα και Λονδίνο φέρνοντας μαζί επενδυτές, τραπεζίτες, χρηματοοικονομικούς συμβούλους, CEOs εισηγμένων εταιριών, αναλυτές και φορείς της ναυτιλίας.
- **Ναυτιλιακοί Χρηματιστηριακοί Δείκτες (Capital Link Maritime Indices).** Μία πρωτοβουλία ορόσημο της Capital Link. Οι δείκτες αυτοί που καταρτίζονται από την Capital Link δίνουν τη δυνατότητα στους επενδυτές να παρακολουθήσουν την χρηματιστηριακή εξέλιξη όλων των εισηγμένων ναυτιλιακών μετοχών, την τάση ανά κλάδο και ανά μεμονωμένη μετοχή, και να τις συγκρίνουν μεταξύ τους ή και με άλλους χρηματιστηριακούς ή ναυτιλιακούς δείκτες. Οι τιμές των παραπάνω δεικτών υπάρχουν στην ιστοσελίδα www.MaritimeIndices.com ή www.CapitalLinkShipping.com ή στο Bloomberg στην σελίδα "GPLI." Οι Δείκτες της Capital Link προσφέρονται και μέσω της πλατφόρμας Reuters.



To 1o Capital Link Cyprus Shipping Forum έρχεται...

Το πρώτο Κυπριακό ναυτιλιακό φόρουμ της εταιρείας ναυτιλιακών χρηματοοικονομικών συμβούλων Capital Link, το 1o Capital Link Cyprus Shipping Forum, θα πραγματοποιηθεί τη Πέμπτη 9 Φεβρουαρίου 2017, στο Columbia Plaza, στη Λεμεσό.

Πρόθεση της Capital Link είναι η εκδήλωση, που πραγματοποιείται υπό αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κύπρου, να γίνεται, σε ετήσια βάση, στη Μεγαλόνησο.

Η εκδήλωση έχει ως στόχο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακό, ενεργειακό και εφοδιαστικό κόμβο και ως επενδυτικό και επιχειρηματικό προορισμό.

Το Φόρουμ θα περιλαμβάνει σημαντικούς διεθνείς ομιλητές και συνέδρους και τους τοπικούς ηγέτες της βιομηχανίας σε μια ανταλλαγή ιδεών για κρίσιμα θέματα του κλάδου.

Στην διάρκειά του θα συζητηθούν οι εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, καθώς και θέματα που σχετίζονται με τις γεωπολιτικές και κανονιστικές εξελίξεις, τη τεχνική και εμπορική διαχείριση του στόλου.

Ακόμα, το Φόρουμ θα τονίσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτική και logistics hub βιομηχανία.

Ανάμεσα στα θέματα, που θα καλυφθούν είναι η Κύπρος ως Ναυτιλιακό, Μεταφορικό και Ενεργειακό κέντρο, Παγκόσμιες ναυτιλιακές αγορές τρέχουσες εξελίξεις και προοπτικές, θέματα διαχείρισης πλοίων, όπως βελτιστοποίηση της Διαχείρισης Τεχνικών Στόλου, διαχείριση κινδύνων- ασφάλεια του κυβερνοχώρου, βελτιστοποίηση ασφάλισης & αντασφάλισης, η επίδραση γεωπολιτικών εξελίξεων στη ναυτιλία κ.α.

Το 1o Capital Link Cyprus Shipping Forum τελεί υπό την αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κύπρου. Η Κυπριακή Ένωση Εφοπλιστών και η Deloitte είναι οι Επικεφαλής Χορηγοί ενώ έχει την υποστήριξη της Υπηρεσίας Εμπορικής Ναυτιλίας, του Ναυτιλιακού Επιμελητηρίου Κύπρου και πολλών άλλων Ενώσεων.

Πρόεδρος της Διάσκεψης του Φόρουμ είναι ο κ. Γιώργος Τσαβλέρης, επικεφαλής της Tsavlis Salvage Group. Ο κ. Τσαβλέρης κατέχει τη θέση του αιρετού Προέδρου της INTERMEPA (Διεθνής Ένωση Προστασίας Θαλάσσιου Περιβάλλοντος), είναι ο Πρόεδρος της CYMEPA (Κυπριακή Ένωση Προστασίας Θαλάσσιου Περιβάλλοντος) καθώς και μέλος του Διοικητικού Συμβουλίου της Κυπριακής Ένωσης Πλοιοκτητών και επίτιμος Πρόεδρος του Πολιτιστικού Ιδρύματος Τσαβλέρης.

Κεντρικοί ομιλητές του «Capital Link Cyprus Shipping Forum» είναι οι:

- Μάριος Δημητριάδης, υπουργός Μεταφορών, Επικοινωνιών και Έργων της Κύπρου
- Μάρτιν Στόπφορντ (Martin Storfjord), μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd. Και
- Zhang Ye, Πρόεδρος του Ναυτιλιακού Χρηματιστηρίου της Σαγκάης.

Για την περαιτέρω ενίσχυση της ευαισθητοποίησης της Κύπρου ως επιχειρηματικό και επενδυτικό προορισμό, θα διοργανωθεί και το «Capital Link Invest in Cyprus Forum».

Το δεύτερο, αυτό, φόρουμ, που θα γίνει τη Τετάρτη 22 Μαρτίου 2017, στη Νέα Υόρκη, θα παρουσιάσει την αυξανόμενη σημασία της Κύπρου ως περιφερειακό ναυτιλιακό, επενδυτικό, ενεργειακό, διαχειριστικό κέντρο, με επίκεντρο τις επιχειρηματικές ευκαιρίες σ' αυτούς τους τομείς καθώς και στον τομέα των χρηματοπιστωτικών υπηρεσιών, της πληροφορικής και του τουρισμού.

Οι υπουργοί Οικονομικών Χάρης Γεωργιάδης, Ενέργειας Εμπορίου Βιομηχανίας και Τουρισμού Γιώργος Λακκοτρύπης και Μεταφορών, Συγκοινωνιών και Έργων Μάριος Δημητριάδης θα συμμετάσχουν για να αντιμετωπίσουν ένα ακροατήριο από εκπροσώπους υψηλού επιπέδου από τις επιχειρήσεις των ΗΠΑ επιχειρήσεων, τον επενδυτικό και τον χρηματοδοτικό τομέα.

Όπως είναι γνωστό η Capital Link οργανώνει, κάθε χρόνο, υψηλού επιπέδου θαλάσσιου και επενδυτικού ενδιαφέροντος φόρουμ σε βασικά κέντρα του κλάδου όπως η Νέα Υόρκη, το Λονδίνο, η Αθήνα και η Σαγκάη και από το 2017 στη Λεμεσό. Η Capital Link οργανώνει ετησίως 14 συνέδρια, από τα οποία τα 7 επικεντρώνονται στο ναυτιλιακό κλάδο.



To 1o Capital Link Cyprus Shipping Forum στη Λεμεσό, στις 9 Φεβρουαρίου

Το 1ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017 υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με την υποστήριξη της Κυπριακής Ένωσης Πλοιοκτητών.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονίσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.

Κεντρικοί ομιλητές του συνεδρίου θα είναι οι κ.κ. Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών & Έργων, Martin Stopford, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και Zhang Ye, Πρόεδρος του Shanghai Shipping Exchange.



Capital Link 1st Cyprus Shipping Forum from Capital Link

δημοσίευση στις 23.01.2017



Το 1ο ετήσιο Capital Link Cyprus Shipping Forum πραγματοποιείται στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017 στο Columbia Plaza.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονίσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.

Conference Chairman είναι ο κ. Γιώργος Α Τσαβλίρης, Principal του Tsavlis Salvage Group. Ο κ. Τσαβλίρης κατέχει επίσης τη θέση του elected Chairman of INTERMEPA ((International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), member of the Board of Directors of the Cyprus Union of Shipowners & Honorary Chairman of the Tsavlis Cultural Foundation.

Κεντρικοί ομιλητές είναι

* ο κ Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών & Έργων

* ο κ Martin Stopford, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και

* ο κ Zhang Ye, Πρόεδρος του Shanghai Shipping Exchange.

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με βασικούς χορηγούς την Κυπριακή Ένωση Πλοιοκτητών και την Deloitte. Η διοργάνωση επίσης υποστηρίζεται από το Τμήμα Εμπορικής Ναυτιλίας της Κύπρου, το Κυπριακό Ναυτιλιακό Επιμελητήριο και άλλους φορείς.

CAPITAL LINK INVEST IN CYPRUS FORUM – στη Νέα Υόρκη

Με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το Capital Link Invest in Cyprus Forum θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι Χάρης Γεωργιάδης, Υπουργός Οικονομικών, ο κ. Γιώργος Λακκοτρύπης, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο κ. Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών και Έργων θα απευθυνθούν σε ένα υψηλού επιπέδου κοινό εκπροσώπων της Αμερικανικής επενδυτικής και οικονομικής κοινότητας.

Εγγραφή

Για να συμμετάσχετε στο συνέδριο δηλώστε συμμετοχή στο link <http://forums.capitallink.com/shipping/2017cyprus/signup.html>



Capital Link 1st Cyprus Shipping Forum

Capital Link 1st Cyprus Shipping Forum

Πέμπτη 9 Φεβρουαρίου 2017, Λεμεσός, Κύπρος

ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου στο **Columbia Plaza** υπό την Αιγίδα του **Υπουργείου Μεταφορών, Επικοινωνιών και Έργων** της **Κυπριακής Δημοκρατίας** και με την υποστήριξη της **Κυπριακής Ενωσης Πλοιοκτητών**.

δήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και μετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του τομέα. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και εφοδιαστικές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονίσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.

ΠΡΟΓΡΑΜΜΑ & ΔΟΜΗ ΣΥΝΕΔΡΙΟΥ

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του **Υπουργείου Μεταφορών, Επικοινωνιών και Έργων** της **Κυπριακής Δημοκρατίας** και με βασικούς χορηγούς την **Κυπριακή Ένωση Πλοιοκτητών** και την **Deloitte**. Η οργάνωση επίσης υποστηρίζεται από το **Τμήμα Εμπορικής Ναυτιλίας της Κύπρου**, το **Κυπριακό Ναυτιλιακό Επιμελητήριο** και άλλους φορείς.

Ο **Honorary Chairman** είναι ο **κ. Γιώργος Α Τσαβλίρης**, Principal του **Tsavliris Salvage Group**. Ο κ. Τσαβλίρης έχει επίσης τη θέση του elected Chairman of **INTERMEPA (International Marine Environment Protection Association)**, Chairman of **CYMEPA (Cyprus Marine Environmental Protection Association)**, member of the Board of Directors of the **Cyprus Union of Shipowners & Honorary Chairman of the Tsavliris Cultural Foundation**.

Κεντρικοί ομιλητές είναι

- ο **κ Μάριος Δημητριάδης**, Υπουργός Μεταφορών, Επικοινωνιών & Έργων
- ο **κ Martin Stopford**, μη Εκτελεστικός Πρόεδρος της **Clarkson Research Services Ltd** και
- ο **κ Zhang Ye**, Πρόεδρος του **Shanghai Shipping Exchange**.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

Το Συνέδριο στοχεύει στη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το **Capital Link Invest in Cyprus Forum** θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων δυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι ακολουθούσι εκπρόσωποι της Κυβέρνησης : **κ. Χάρης Γεωργιάδης**, Υπουργός Οικονομικών, **ο κ. Γιώργος Λακκοτρύπης**, Υπουργός Ενέργειας, Εμπορίου, Ναυτιλίας και Τουρισμού και ο **κ. Μάριος Δημητριάδης**, Υπουργός Μεταφορών, Επικοινωνιών και Έργων θα συνηθίσουν σε ένα υψηλό επίπεδο κοινό εκπροσώπων της Αμερικανικής επενδυτικής και οικονομικής δραστηριότητας.



📄 ραφή

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📄 ΞΕΛ Συζητήσεων

- **Cyprus as a Maritime, Logistics & Energy Hub**
- **GLOBAL SHIPPING MARKETS**

Current Developments & Outlook

A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook

- **SHIP MANAGEMENT :**

Optimizing Technical Fleet Management

Good people pay off - Crewing strategies and staff development

Managing Risks – Cybersecurity

Managing Risks - Foreign Corruption Practices Act

Optimizing Insurance & Reinsurance - Trends & Developments

- **GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING**

China, the Global Economy & Shipping

"One Belt - One Road" - The New Silk Road and How it Will Affect Shipping

Geopolitical and regulatory developments affecting shipping

- **FORUM SESSION ON FINANCE AND CAPITAL MARKETS**

Access to Capital as a Competitive Advantage - Bank Finance, Capital Markets, Private Equity & Alternative Financing

Restructuring as a Business & Investment Opportunity

- **CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB**

Expertise and Infrastructure in Cyprus - Cyprus as an Operational Hub

- **PUTTING IT ALL TOGETHER : THE SHIPOWNER PERSPECTIVE**

Is There Light at the End of the Tunnel? - The Shipowner Perspective

📄 GET AUDIENCE

📄 συνέδριο απευθύνεται σε ένα υψηλού επιπέδου ακροατήριο εφοπλιστών, θεσμικών επενδυτών, αναλυτών, ξούλων επενδύσεων, επενδυτικών και εμπορικών τραπεζιτών και χρηματιστών, διαχειριστών πλοίων, τών πλοίων, ναυλωτών, ασφαλιστών, εμπειρογνομόνων Ναυτικής Τεχνολογίας, νηογνομόνων, επενδυτών ρικών τραπεζών, αναλυτών, οικονομολόγων, δικηγόρων, οικονομικών συμβούλων και οικονομικών μέσων κής ενημέρωσης.

📄 ΙΡΕΙΕΣ ΠΟΥ ΣΥΜΜΕΤΕΧΟΥΝ :

AMRO Energy, Commodities & Transportation • Affinity Shipping • Capital Ship Management Corp. • Caribe



ers • Caldwellader, Wickersham & Taft LLP • Clarkson Research Services Ltd. • Clay Maitland • Cobham
COM-Columbia Shipmanagement Ltd. • Compagnie de Transport Maritime • Cyprus Sea Lines Shipping •
itte • DNB Bank • DNV GL • Region South East Europe & Middle East • Euroseas Ltd. • Evercore Partners •
th Insurance Office, Inc. • Granfeld Wealth Management • Hellenic Bank • Inmarsat • InterManager • Intership
gation Co • International Registrie • Marlow Navigation • Marsh Cyprus • Mastermind Shipmanagement Ltd •
Shipmanagement Ltd • NAMEPA • Niki Shipping • Norton Rose Fulbright • Norwegian Hull Club • Oceanbulk
ainers • Safe Bulkers • Shanghai Shipping Exchange • Singhai Marine Services • Star Bulk Carriers • Stifel •
nomar Shipping Inc • Terra Navis Shipping Ltd • The American Club • The Marshall Islands Registry • Tototheo
ip • Transmed Shipping Co. Ltd • Tsavliris Salvage Group • Tufton Oceanic Shipping Management • Zela
ping Group

▶ **ΤΗΝ ΑΙΓΙΔΑ** : του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας

ΉΓΟΙ

ΚΥΡΙΟΣ ΧΟΡΗΓΟΣ: Κυπριακή Ένωση Πλοιοκτητών • Deloitte.

ΠΑΓΚΟΣΜΙΟΙ ΧΡΥΣΟΙ ΧΟΡΗΓΟΙ: Columbia Shipmanagement • DNV-GL • TOTOTHEO Group

ΚΟΡΗΓΟΙ: Caldwellader, Wickersham & Taft • Clay Maitland • COBHAM • DMS DEPARTMENT OF MERCHANT
SHIPPING • EVERCORE • Family Insurance Office. Inc • Hellenic Bank Public Company Ltd. • INMARSAT • The
Marshall Islands Registry

ΥΠΟΣΤΗΡΙΚΤΕΣ ΧΟΡΗΓΟΙ: The American Club • Chrysses Demetriades & Co LLC • MARSH • NIKI • Norwegian
Hull Club • Singhai Marine Services

ΚΟΡΗΓΟΣ ΔΕΙΠΝΟΥ: Hellenic Bank Public Company Ltd.

ΦΟΡΕΙΣ ΥΠΟΣΤΗΡΙΞΗΣ : Department of Merchant Shipping • CYMEPA • Cyprus Shipping Chamber • Cyprus Naval
Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus
• Wista Hellas

ΧΟΡΗΓΟΙ ΕΠΙΚΟΙΝΩΝΙΑΣ: AllAboutShipping.co.uk • CyprusDaily.net • CyprusTimes • Economia Publishing •
EconomyTimes.net • Philelepheros • The Cyprus Weekly • Elnavi Monthly Shipping Review • GreekNewsonline.com •
Kathimerini Cyprus • Kathimerini English Edition • Maritimes.gr • The Maritime Executive • Mignatiou.com • Ship2Shore
• Shipping International Monthly Review • TradeWinds • Worldoils • Nafsgreen World Shipping News

περισσότερες πληροφορίες παρακαλούμε επισκεφθείτε την ιστοσελίδα του συνεδρίου:

<http://forums.capitallink.com/shipping/2017cyprus/index.html>



Capital Link
Cyprus Shipping Forum
Thursday, February 9, 2017 - Columbia Plaza, Limassol, Cyprus

Under the Auspices



Republic of Cyprus

THURSDAY, FEBRUARY 9, 2017
8:15 AM – 6:00 PM *(Followed by a Networking Cocktail Reception)*
Venue: **Columbia Plaza, Limassol**

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24 JANUARY 2017

NAFSGREEN PRESS STAFF

EVENTS

Capital Link's 1st Cyprus Shipping Forum

The inaugural "Capital Link Cyprus Shipping Forum" will take place in Limassol on Thursday, February 9, 2017, at the Columbia Plaza, under the Auspices of the Ministry of Transport, Communications and Works. Capital Link intends to organize this event in Cyprus on an annual basis.

The event 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 industry leaders in an exchange of ideas on critical industry topics. It will discuss the developments and trends in the

major international speakers and delegates and local industry 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 a maritime and logistics industry hub.

FORUM OVERVIEW AND STRUCTURE

The Forum is organized Under the Auspices of the Ministry of Transport, Communications and Works. The Cyprus Union of Shipowners and Deloitte are the Lead Sponsors. The event has the support of the Department of Merchant Shipping, the Cyprus Shipping Chamber and many others industry associations.

The Conference Chairman of the Forum is Mr. George A. Tsavlis, Principal of Tsavlis Salvage Group. Mr. Tsavlis has held the position of elected Chairman of INTERMEPA (International Marine Environment Protection Association), he is the 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. Keynote speakers of the "Capital Link Cyprus Shipping Forum" are:

- Mr. Marios Demetriades, Minister of Transport Communications & Works of the Republic of Cyprus,
- Mr. Martin Stopford, non-Executive President of Clarkson Research Services Ltd and
- Mr. Zhang Ye, President of Shanghai Shipping Exchange.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

To further enhance awareness of Cyprus as a business and investment destination, the "Capital Link Invest in Cyprus Forum" will be organized in New York City on Wednesday, March 22, 2017. The Forum will showcase the increasing importance of Cyprus as a regional maritime, logistics, energy and operational hub and highlight investment and business opportunities in these areas as well as in financial services, IT and tourism.

Mr. Harris Georgiadis, Minister of Finance, Mr. Yiorgos Lakkortypis, Minister of Energy, Commerce, Industry and Tourism and Mr. Marios Demetriades, Minister of Transport, Communications and Works, will participate and address an audience of high level delegates from the US business, investment and finance communities.

ORGANIZERS

Capital Link is known for the organization of large scale high quality maritime and investor forums in key industry centers, such as New York, London, Athens and Shanghai, and as of 2017 in Limassol. Capital Link organizes fourteen conferences annually, of which seven are focused on the maritime sector. Capital Link's events draw the elite of the financial investment and maritime communities and provide a unique

Shanghai, and as of 2017, in Limassol. Capital Link organizes fourteen conferences annually, of which seven are focused on the maritime sector. Capital Link's events draw the elite of the financial, investment and maritime communities and provide a unique combination of superior informational content, marketing and networking opportunities. Capital Link's global marketing platform enhances the visibility and reach of these events during the year on a global scale that lasts well beyond the date on which each event is held, becoming a continuous reference point for market participants.

REGISTRATION

To register please go to the link below:

<http://forums.capitallink.com/shipping/2017cyprus/signup.html>

INDUSTRY PANEL & PRESENTATION TOPICS TO BE COVERED:

- Cyprus as a Maritime, Logistics & Energy Hub

- GLOBAL SHIPPING MARKETS

Current Developments & Outlook

A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook

- SHIP MANAGEMENT :

Optimizing Technical Fleet Management

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Expertise and Infrastructure in Cyprus - Cyprus as an Operational Hub

- PUTTING IT ALL TOGETHER : THE SHIPOWNER PERSPECTIVE

Is There Light at the End of the Tunnel? - The Shipowner Perspective

TARGET AUDIENCE

The Forum presents a unique opportunity to meet and network with a large, high-caliber audience of Ship Owners - Ship Managers - Ship Operators - Ship Brokers - Charterers - Risk Insurers – Arbitrators - Marine Technology experts, investment and commercial bankers, analysts, private equity and venture capital firms, law and auditing executives, market analysts, institutional investors, financial advisors, trade

commercial bankers, analysts, private equity and venture capital firms, law and auditing executives, market analysts, institutional investors, financial advisors, trade and financial media.

PARTICIPATING COMPANIES & ORGANIZATIONS

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UNDER THE AUSPICES OF: Ministry of Transport, Communications and Works, Republic of Cyprus

LEAD SPONSORS: Cyprus Union of Shipowners • Deloitte

GLOBAL GOLD SPONSORS: Columbia Shipmanagement • DNV-GL • TOTOTHEO Group

SPONSORS: Caldwellader, Wickersham & Taft • Clay Maitland • COBHAM • DMS

DEPARTMENT OF MERCHANT SHIPPING • EVERCORE • Family Insurance Office. Inc •

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MARSH • NIKI • Norwegian Hull Club • Singhai Marine Services

SPEAKERS DINNER SPONSOR: Hellenic Bank Public Company Ltd.

SUPPORTING ORGANIZATIONS: Department of Merchant Shipping • CYMEPA • Cyprus Shipping Chamber • Cyprus Naval Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus • Wista Hellas

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Review - Greeknewsinmre.com - Kathimerini Cyprus - Kathimerini English Edition -
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International Monthly Review • TradeWinds • Worldoils • Nafsgreen World Shipping
News

FOR MORE INFORMATION

Please visit: <http://forums.capitallink.com/shipping/2017cyprus/index.html>

Created on 24 January 2017.



Το παρόν και το μέλλον της κυπριακής Ναυτιλίας

To 1ο ετήσιο Capital Link Cyprus Shipping Forum Newsroom K

Στην Λεμεσό πρόκειται να πραγματοποιηθεί την Πέμπτη 9 Φεβρουαρίου 2017 το 1ο ετήσιο Capital Link Cyprus Shipping Forum και πιο συγκεκριμένα στο Columbia Plaza. Στόχος της εκδήλωσης είναι η ανάδειξη της Κύπρου ως επενδυτικού και επιχειρηματικού προορισμού. Στο συνέδριο θα συμμετέχουν εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη ναυτιλιακών εταιρειών, οικονομολόγοι αλλά και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου.

Θέμα συζήτησης θα είναι η Κύπρος ως ναυτιλιακό κέντρο αλλά και οι χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Κεντρικοί ομιλητές θα είναι ο κ Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών & Έργων, ο κ Martin Stopford, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και ο κ Zhang Ye, Πρόεδρος του Shanghai Shipping Exchange. Θα ακολουθήσει ακόμη ένα συνέδριο στη Νέα Υόρκη την Τετάρτη 22 Μαρτίου 2017.

Στόχος του συνεδρίου θα είναι η σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού.

Εκεί θα λάβουν μέρος εκ μέρους της κυβέρνησης, ο κ. Χάρης Γεωργιάδης, Υπουργός Οικονομικών, ο κ. Γιώργος Λακκοτρύπης, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο κ. Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών και Έργων. Το συνέδριο στη Λεμεσό διοργανώνει η Capital Link - Εταιρία συμβούλων Επενδυτικής Επικοινωνίας και Επενδυτικών Σχέσεων με έδρα της την Νέα Υόρκη και με γραφεία σε Αθήνα, Λονδίνο και Όσλο και βασικοί χορηγοί είναι η Κυπριακή Ένωση Πλοιοκτητών και Deloitte. Η διοργάνωση επίσης υποστηρίζεται από το Τμήμα Εμπορικής Ναυτιλίας της Κύπρου, το Κυπριακό Ναυτιλιακό Επιμελητήριο και άλλους φορείς.

Χορηγός επικοινωνίας είναι «Η Καθημερινή»

Newsroom K

ΣΥΝΕΔΡΙΑ

Πέμπτη 9 Φεβρουαρίου 2017, Λεμεσός, Κύπρος

Το 1ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την **Πέμπτη 9 Φεβρουαρίου 2017 στο Columbia Plaza** υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με την υποστήριξη της Κυπριακής Ένωσης Πλοιοκτητών.



Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονώσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.

ΠΑΡΟΥΣΙΑΣΗ & ΔΟΜΗ ΣΥΝΕΔΡΙΟΥ

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με βασικούς χορηγούς την Κυπριακή Ένωση Πλοιοκτητών και την Deloitte. Η διοργάνωση επίσης υποστηρίζεται από το Τμήμα Εμπορικής Ναυτιλίας της Κύπρου, το Κυπριακό Ναυτιλιακό Επιμελητήριο και άλλους φορείς.

Conference Chairman είναι ο κ. Γιώργος Α Τσαβλέρης, Principal του Tsavlis Salvage Group. Ο κ. Τσαβλέρης κατέχει επίσης τη θέση του elected Chairman of INTERMEPA ((International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), member of the Board of Directors of the Cyprus Union of Shipowners & Honorary Chairman of the Tsavlis Cultural Foundation.

Κεντρικοί ομιλητές είναι

- ο κ Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών & Έργων
- ο κ Martin Stopford, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και
- ο κ Zhang Ye, Πρόεδρος του Shanghai Shipping Exchange.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

Με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως



επιχειρηματικού και επενδυτικού προορισμού, το Capital Link Investin Cyprus Forum θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την αναπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι ακολούθοι εκπρόσωποι της Κυβέρνησης :κ. Χαρης Γεωργιάδης, Υπουργός Οικονομικών, ο κ. Γιώργος Λακκοτρύπης, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο κ. Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών και Έργων θα απευθυνθούν σε ένα υψηλού επιπέδου κοινό εκπροσώπων της Αμερικανικής επενδυτικής και οικονομικής κοινότητας.

ΔΙΟΡΓΑΝΩΤΕΣ

Η Capital Link είναι εταιρία συμβούλων Επενδυτικής Επικοινωνίας και Επενδυτικών Σχέσεων με έδρα τη Νέα Υόρκη και γραφεία σε Αθήνα, Λονδίνο και Όσλο. Μεταξύ άλλων εξειδικεύεται στο χώρο της Ναυτιλίας, συνεργαζόμενη με την πλειονότητα των Ναυτιλιακών εταιριών εισηγμένων στα Χρηματιστήρια της Ευρώπης και Αμερικής.

Η Capital Link είναι γνωστή για τη διοργάνωση υψηλής ποιότητας ναυτιλιακών και επενδυτικών συνεδρίων σε σημαντικά οικονομικά κέντρα ανά τον κόσμο, όπως στη Νέα Υόρκη, Λονδίνο, Αθήνα και Σαγκάη και από το 2017 και στην Κύπρο. Η CapitalLink διοργανώνει ετησίως 14 συνέδρια επτά εκ των οποίων επικεντρώνονται στο τομέα της Ναυτιλίας. Τα Συνέδρια της Capital Link συγκεντρώνουν την ελίτ της οικονομικής, επενδυτικής, και ναυτιλιακής κοινότητας και παρέχουν ένα μοναδικό συνδυασμό ενημέρωσης, μάρκετινγκ και ευκαιριών δικτύωσης και προσωπικών επαφών. Η Capital Link θα προβάλει δυναμικά τη Κύπρο και τις δυνατότητες που προσφέρει, μέσω του διεθνούς μηχανισμού προβολής που διαθέτει ενημερώνοντας τη διεθνή επιχειρηματική και ναυτιλιακή κοινότητα ανα το κόσμο. Είναι σημαντικό να τονισθεί ότι η προβολή αυτή διαρκεί στο χρόνο, περα απο την ημερομηνία κατα την οποία πραγματοποιείται η καθε εκδήλωση, η οποία γίνεται σημείο αναφοράς για τους συμμετέχοντες. Η Capital Link επικοινωνεί σε τακτική βάση με ένα εκτεταμένο κοινό φορέων λήψης αποφάσεων όσον αφορά τη χρηματοδότηση, τις επενδύσεις και την ευρύτερη ναυτιλιακή βιομηχανία.

Εγγραφή

Για να συμμετάσχετε στο συνέδριο παρακαλούμε δηλώστε συμμετοχή ακολουθώντας το παρακάτω link

<http://forums.capitallink.com/shipping/2017cyprus/signup.html>

ΠάνελΣυζητήσεων

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Current Developments & Outlook

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Geopolitical and regulatory developments affecting shipping

•FORUM SESSION ON FINANCE AND CAPITAL MARKETS

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•CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB

Expertise and Infrastructure in Cyprus - Cyprus as an Operational Hub

•PUTTING IT ALL TOGETHER : THE SHIPOWNER PERSPECTIVE

Is There Light at the End of the Tunnel? - The Shipowner Perspective

TARGET AUDIENCE

Το συνέδριο απευθύνεται σε ένα υψηλού επιπέδου ακροατήριο εφοπλιστών, θεσμικών επενδυτών, αναλυτών, συμβούλων επενδύσεων, επενδυτικών και εμπορικών τραπεζιτών και χρηματιστών, διαχειριστών πλοίων, μεσιτών πλοίων, ναυλωτών, ασφαλιστών, εμπειρογνομόνων Ναυτικής Τεχνολογίας, νηογνομόνων, επενδυτών εμπορικών τραπεζών, αναλυτών, οικονομολόγων, δικηγόρων, οικονομικών συμβούλων και οικονομικών μέσων μαζικής ενημέρωσης.

ΕΤΑΙΡΕΙΕΣ ΠΟΥ ΣΥΜΜΕΤΕΧΟΥΝ :

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Containers•Safe Bulkers•Shanghai Shipping Exchange•Singhai Marine Services•Star Bulk Carriers•Stifel•Technomar Shipping Inc•Terra Navis Shipping Ltd•The American Club •The Marshall Islands Registry •Tototheo Group•Transmed Shipping Co. Ltd •Tsavlis Salvage Group •Tufton Oceanic Shipping Management •Zela Shipping Group

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ΧΟΡΗΓΟΙ

ΚΥΡΙΟΣ ΧΟΡΗΓΟΣ: Κυπριακή Ένωση Πλοιοκτητών • Deloitte.

ΠΑΓΚΟΣΜΙΟΙ ΧΡΥΣΟΙ ΧΟΡΗΓΟΙ: Columbia Shipmanagement • DNV-GL • TOTOTHEO Group

ΧΟΡΗΓΟΙ: Caldwellalder, Wickersham & Taft • Department of Merchant Shipping • Clay Maitland • COBHAM • DMS DEPARTMENT OF MERCHANT SHIPPING • EVERCORE • Family Insurance Office. Inc • Hellenic Bank Public Company Ltd. • INMARSAT • The Marshall Islands Registry

ΥΠΟΣΤΗΡΙΚΤΕΣ ΧΟΡΗΓΟΙ: The American Club • Bureau Veritas • ChryssesDemetriades & Co LLC • MARSH • NIKI • Norwegian Hull Club • Singhai Marine Services

ΧΟΡΗΓΟΣ ΔΕΙΠΝΟΥ: Hellenic Bank Public Company Ltd.

ΦΟΡΕΙΣ ΥΠΟΣΤΗΡΙΞΗΣ : CYMEPA • Cyprus Shipping Chamber • Cyprus Naval Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus • Wista Hellas • CIFA Cyprus Investment Funds Association

ΧΟΡΗΓΟΙ ΕΠΙΚΟΙΝΩΝΙΑΣ: AllAboutShipping.co.uk • CyprusDaily.net • CyprusTimes • EconomyTimes.net • Economia • Elnavi Monthly Shipping Review • GreekNewsonline.com • Kathimerini Cyprus • Kathimerini English Edition • Maritimes.gr • The Maritime Executive • Mignatiou.com • Ship2Shore • Shipping International Monthly Review • TradeWinds • Worldoils • Nafsgreen World Shipping News • MegaOne • www.efoplistesnews.gr

Για περισσότερες πληροφορίες παρακαλούμε επισκεφθείτε την ιστοσελίδα του συνεδρίου:

<http://forums.capitallink.com/shipping/2017cyprus/index.html>

Παρακαλούμε απευθυνθείτε:

NEA YOPKH - κα. Όλγα Μπορνόζη / κα. Ελένη Μπέη

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

ΑΘΗΝΑ - κα. Ελενη Κουρούμπαλη Τηλ: +30 210 610 98 00 - Email : marketing@capitallink.com

Για περισσότερες λεπτομέρειες και εκτενείς πληροφορίες, παρακαλούμε επισκεφθείτε :

Την ιστοσελίδα της CAPITAL LINK: www.capitallink.com

Την ιστοσελίδα συνεδρίων της CAPITAL LINK:www.capitallinkforum.com

ΤΑΥΤΟΤΗΤΑ ΤΗΣ CAPITAL LINK



Η Capital Link με έδρα τη Νέα Υόρκη και γραφεία στο Λονδίνο, στην Αθήνα και το Όσλο, δραστηριοποιείται εδώ και 20 χρόνια στον τομέα των Επενδυτικών Σχέσεων και της Επικοινωνίας (Investor Relations & Financial Communication). (www.capitallink.com). Παράλληλα διοργανώνει ετησίως μία σειρά Συνεδρίων στη Νέα Υόρκη, στο Λονδίνο, στην Αθήνα και στη Σαγκάη που αφορούν στους κύριους τομείς δραστηριότητάς της (www.capitallinkforum.com).

Η Capital Link έχει κερδίσει ηγετική θέση διεθνώς στον τομέα των Investor Relations όσον αφορά στη ναυτιλία συνεργαζόμενη με την πλειοψηφία των ναυτιλιακών εταιριών που είναι εισηγμένες στα δύο Αμερικανικά Χρηματιστήρια, και τα Χρηματιστήρια του Λονδίνου και Μιλάνου. Είναι η πιο αναγνωρίσιμη εταιρία Επενδυτικών Σχέσεων στον συγκεκριμένο τομέα με προνομιακή προσβασιμότητα σε επενδυτές, αναλυτές, τραπεζίτες και MME. Η Capital Link στοχεύει πάντα στην ανάδειξη της Ελληνικής Ναυτιλίας σ' ένα ευρύ και διεθνές κοινό που περιλαμβάνει μεταξύ άλλων επενδυτές, αναλυτές, τραπεζίτες, οικονομολόγους. Εις αναγνώριση αυτής της προσπάθειάς μας, η Capital Link έλαβε δύο σημαντικές διακρίσεις, το 2011 το Greek Shipping Lloyds Awards και επί τρία χρόνια, το 2012, το 2013 και το 2014 τα βραβεία του Intercontinental Finance Magazine. Ο κ. Νικόλαος Μπορνόζης, έχει βραβευτεί προσωπικά για την αδιάκοπη, αποτελεσματική και πλήρως αποδοτική του προσπάθεια να προωθήσει την Ελλάδα και την Ελληνική Ναυτιλία στο εξωτερικό και στις διεθνείς επενδυτικές κοινότητες από το International Propeller Club of the United States και το AHI-American Hellenic Institute.

Η Capital Link έχει αναπτύξει μία σειρά από δραστηριότητες που συμβάλλουν στην προβολή της ναυτιλίας στο διεθνές επενδυτικό κοινό, και που περιλαμβάνουν μεταξύ άλλων τα ακόλουθα:

• **www.CapitalLinkShipping.com**. Η Capital Link διατηρεί ένα δικτυακό κόμβο αφιερωμένο στη ναυτιλία και τις εισηγμένες εταιρίες με σκοπό να ενισχύσει τη γνώση και κατανόηση των επενδυτών για τη ναυτιλία και τις εισηγμένες εταιρίες του κλάδου, και να διευκολύνει την αναμετάδοση πληροφοριών των εισηγμένων εταιριών στους συμμετέχοντες του κλάδου και στο επενδυτικό κοινό. Ο κόμβος παρέχει πληροφορίες για τους μεγαλύτερους δείκτες της ναυτιλίας και του χρηματιστηρίου γενικότερα, καθώς επίσης και για όλες τις ναυτιλιακές μετοχές με δυνατότητα σύγκρισης μεταξύ τους. Διαθέτει επίσης αναλύσεις και εκθέσεις σημαντικών ναυλομεσιτικών εταιριών του κλάδου, συνεντεύξεις στελεχών, αναλυτών και άλλων παραγόντων της αγοράς, καθώς και πληθώρα άλλων στοιχείων.

• **Εβδομαδιαίο Ηλεκτρονικό Newsletter της Capital Link**: Εβδομαδιαία διανομή σ' ένα εκτεταμένο ακροατήριο στις ΗΠΑ και τις Ευρωπαϊκές ναυτιλιακές, χρηματοοικονομικές και επενδυτικές κοινότητες με ενημερώσεις σχετικά με τις ναυτιλιακές αγορές, το χρηματιστήριο και νέα εισηγμένων εταιριών.

• **www.CapitalLinkWebinars.com**: Sector Forums & Webinars: Σε τακτά χρονικά διαστήματα διοργάνωση συζητήσεων μεταξύ CEOs, αναλυτών, τραπεζιτών και φορέων του κλάδου, σχετικά με τις εξελίξεις στους διάφορους τομείς της ναυτιλίας (εμπορευματοκιβώτια, χύδην ξηρά φορτία, δεξαμενόπλοια, κοντεινερς), καθώς και για άλλα θέματα που ενδιαφέρουν (όπως η Αύξηση των Ιδίων Κεφαλαίων στη Ναυτιλία σήμερα, Απόσυρση Πλοίων, κλπ).

• **Επενδυτικά Ναυτιλιακά Συνέδρια** : Στη Νέα Υόρκη, Αθήνα και Λονδίνο φέρνοντας μαζί επενδυτές, τραπεζίτες, χρηματοοικονομικούς συμβούλους, CEOs εισηγμένων εταιριών, αναλυτές και φορείς της ναυτιλίας.

• **Ναυτιλιακοί Χρηματιστηριακοί Δείκτες, (Capital Link Maritime Indices)**. Μία πρωτοβουλία ορόσημο της Capital Link. Οι δείκτες αυτοί που καταρτίζονται από την Capital Link δίνουν τη δυνατότητα στους επενδυτές να παρακολουθήσουν την χρηματιστηριακή εξέλιξη όλων των εισηγμένων ναυτιλιακών μετοχών, την τάση ανά



κλάδο και ανά μεμονωμένη μετοχή, και να τις συγκρίνουν μεταξύ τους ή και με άλλους χρηματιστηριακούς ή ναυτιλιακούς δείκτες. Οι τιμές των παραπάνω δεικτών υπάρχουν στην ιστοσελίδα www.MaritimeIndices.com ή www.CapitalLinkShipping.com ή στο Bloomberg στην σελίδα "CPLI." Οι Δείκτες της Capital Link προσφέρονται και μέσω της πλατφόρμας Reuters.

📍 <http://shootandgoal.com/>

📅 Publication date: 27/01/2017 12:19

🌐 Alexa ranking (Greece): 12276

🔗 <http://shootandgoal.com/2017/01/%cf%83%cf%84%ce%b9%cf%82-9-%cf%86%ce%b...>



Στις 9 Φεβρουαρίου το 1ο ετήσιο Capital Link Cyprus Shipping Forum

Το 1ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017 στο Columbia Plaza υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με την υποστήριξη της Κυπριακής Ενωσης Πλοιοκτητών.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου...

[Διαβάστε περισσότερα στο economytimes.com](http://economytimes.com)



Το 1ο ετήσιο Capital Link Cyprus Shipping Forum



Το 1ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017 στο Columbia Plaza υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας, και με την υποστήριξη της Κυπριακής Ένωσης Πλοιοκτητών.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονώσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.



ΠΑΡΟΥΣΙΑΣΗ & ΔΟΜΗ ΣΥΝΕΔΡΙΟΥ

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με βασικούς χορηγούς την Κυπριακή Ένωση Πλοιοκτητών και την Deloitte. Η διοργάνωση επίσης υποστηρίζεται από το Τμήμα Εμπορικής Ναυτιλίας της Κύπρου, το Κυπριακό Ναυτιλιακό Επιμελητήριο και άλλους φορείς.

Conference Chairman είναι ο κ. Γιώργος Α Τσαβλέρης, Principal του Tsaviliris Salvage Group. Ο κ. Τσαβλέρης κατέχει επίσης τη θέση του elected Chairman of INTERMEPA ((International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), member of the Board of Directors of the Cyprus Union of Shipowners & Honorary Chairman of the Tsaviliris Cultural Foundation.

Κεντρικοί ομιλητές είναι

- ο κ Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών & Έργων
- ο κ Martin Stopford, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και
- ο κ Zhang Ye, Πρόεδρος του Shanghai Shipping Exchange.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017



Με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το Capital Link Invest in Cyprus Forum θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος, όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι ακόλουθοι εκπρόσωποι της Κυβέρνησης : κ. Χάρης Γεωργιάδης, Υπουργός Οικονομικών, ο κ. Γιώργος Λακκοτρίπης, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο κ. Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών και Έργων θα απευθυνθούν σε ένα υψηλού επιπέδου κοινό εκπροσώπων της Αμερικανικής επενδυτικής και οικονομικής κοινότητας.

ΔΙΟΡΓΑΝΩΤΕΣ

Η Capital Link είναι εταιρία συμβούλων Επενδυτικής Επικοινωνίας και Επενδυτικών Σχέσεων με έδρα τη Νέα Υόρκη και γραφεία σε Αθήνα, Λονδίνο και Οσλό. Μεταξύ άλλων εξειδικεύεται στο χώρο της Ναυτιλίας, συνεργαζόμενη με την πλειονότητα των Ναυτιλιακών εταιριών εισηγμένων στα Χρηματιστήρια της Ευρώπης και Αμερικής.

Η Capital Link είναι γνωστή για τη διοργάνωση υψηλής ποιότητας ναυτιλιακών και επενδυτικών συνεδρίων σε σημαντικά οικονομικά κέντρα ανά τον κόσμο, όπως στη Νέα Υόρκη, Λονδίνο, Αθήνα και Σαγκάι και από το 2017 και στην Κύπρο. Η Capital Link διοργανώνει ετησίως 14 συνέδρια επτά εκ των οποίων επικεντρώνονται στο τομέα της Ναυτιλίας. Τα Συνέδρια της Capital Link συγκεντρώνουν την ελίτ της οικονομικής, επενδυτικής, και ναυτιλιακής κοινότητας και παρέχουν ένα μοναδικό συνδυασμό ενημέρωσης, μάρκετινγκ και ευκαιριών δικτύωσης και προσωπικών επαφών. Η Capital Link θα προβάλλει δυναμικά τη Κύπρο και τις δυνατότητες που προσφέρει, μέσω του διεθνούς μηχανισμού προβολής που διαθέτει ενημερώνοντας τη διεθνή επιχειρηματική και ναυτιλιακή κοινότητα ανα το κόσμο. Είναι σημαντικό να τονισθεί ότι η προβολή αυτή διαρκεί στο χρόνο, πέρα από την ημερομηνία κατά την οποία πραγματοποιείται η κάθε εκδήλωση, η οποία γίνεται σημείο αναφοράς για τους συμμετέχοντες. Η Capital Link επικοινωνεί σε τακτική βάση με ένα εκτεταμένο κοινό φορέων λήψης αποφάσεων όσον αφορά τη χρηματοδότηση, τις επενδύσεις και την ευρύτερη ναυτιλιακή βιομηχανία.



Εγγραφή

Για να συμμετάσχετε στο συνέδριο παρακαλούμε δηλώστε συμμετοχή ακολουθώντας το παρακάτω link

<http://forums.capitalink.com/shipping/2017cyprus/signup.html>

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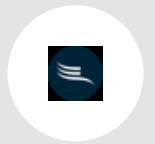
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Is There Light at the End of the Tunnel? – The Shipowner Perspective





Το συνέδριο απευθύνεται σε ένα υψηλό επίπεδο ακροατήριο εφοπλιστών, θεσμικών επενδυτών, αναλυτών, συμβούλων επενδύσεων, επενδυτικών και εμπορικών τραπεζιτών και χρηματιστών, διαχειριστών πλοίων, μεσιτών πλοίων, ναυλωτών, ασφαλιστών, επιχειρηματιών Ναυτικής Τεχνολογίας, νηογυμνάσιων, επενδυτών εμπορικών τραπεζών, αναλυτών, οικονομολόγων, δικηγόρων, οικονομικών συμβούλων και οικονομικών μέσων μαζικής ενημέρωσης.

ΕΤΑΙΡΕΙΕΣ ΠΟΥ ΣΥΜΜΕΤΕΧΟΥΝ :

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ΥΠΟ ΤΗΝ ΑΙΓΙΔΑ : του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας

ΧΟΡΗΓΟΙ

ΚΥΡΙΟΣ ΧΟΡΗΓΟΣ: Κυπριακή Ένωση Πλοιοκτητών • Deloitte.

ΠΑΓΚΟΣΜΙΟΙ ΧΡΥΣΟΙ ΧΟΡΗΓΟΙ: Columbia Shipmanagement • DNV-GL • TOTOTHEO Group

ΧΟΡΗΓΟΙ: Caldwellader, Wickersham & Taft • Department of Merchant Shipping • Clay Maitland • COBHAM • DMS DEPARTMENT OF MERCHANT SHIPPING • EVERCORE • Family Insurance Office. Inc • Hellenic Bank Public Company Ltd. • INMARSAT • The Marshall Islands Registry

ΥΠΟΣΤΗΡΙΚΤΕΣ ΧΟΡΗΓΟΙ: The American Club • Bureau Veritas •Chrysses Demetriades & Co LLC • MARSH • NIKI • Norwegian Hull Club • Singhai Marine Services

ΧΟΡΗΓΟΣ ΔΕΙΓΜΝΟΥ: Hellenic Bank Public Company Ltd

ΦΟΡΕΙΣ ΥΠΟΣΤΗΡΙΞΗΣ : CYMEPA • Cyprus Shipping Chamber • Cyprus Naval Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus •Wista Hellas • CIFA Cyprus Investment Funds Association • Cyprus Master Mariners Association

ΧΟΡΗΓΟΙ ΕΠΙΚΟΙΝΩΝΙΑΣ: AllAboutShipping.co.uk • CyprusDaily.net • CyprusTimes • EconomyTimes.net •Economia • Elnavi Monthly Shipping Review • GreekNewsonline.com • Kathimerini Cyprus • Kathimerini English Edition • Maritimes.gr • The Maritime Executive • Mignatiou.com • Ship2Shore • Shipping International Monthly Review • TradeWinds • Worldolls • Nafsgreen World Shipping News • MegaOne • www.efoplistesnews.gr • Naftika Chronika



1ο ετήσιο Capital Link Cyprus Shipping Forum

Το 1ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017 στο Columbia Plaza υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με την υποστήριξη της Κυπριακής Ένωσης Πλοιοκτητών.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονίσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.

ΠΑΡΟΥΣΙΑΣΗ & ΔΟΜΗ ΣΥΝΕΔΡΙΟΥ

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με βασικούς χορηγούς την Κυπριακή Ένωση Πλοιοκτητών και την Deloitte. Η διοργάνωση επίσης υποστηρίζεται από το Τμήμα Εμπορικής Ναυτιλίας της Κύπρου, το Κυπριακό Ναυτιλιακό Επιμελητήριο και άλλους φορείς.

Conference Chairman είναι ο κ. Γιώργος Α Τσαβλέρης, Principal του Tsavlis Salvage Group. Ο κ. Τσαβλέρης κατέχει επίσης τη θέση του elected Chairman of INTERMEPA ((International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), member of the Board of Directors of the Cyprus Union of Shipowners & Honorary Chairman of the Tsavlis Cultural Foundation.

Κεντρικοί ομιλητές είναι

- ο κ Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών & Έργων
- ο κ Martin Stopford, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και
- ο κ Zhang Ye, Πρόεδρος του Shanghai Shipping Exchange.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

Με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το Capital Link Invest in Cyprus Forum θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την αναπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι ακολουθοί εκπρόσωποι της Κυβέρνησης : κ. Χαρης Γεωργιάδης, Υπουργός Οικονομικών, ο κ. Γιώργος Λακκοτρύπης, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο κ. Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών και Έργων θα απευθυνθούν σε ένα υψηλού επιπέδου κοινό εκπροσωπων της Αμερικανικής επενδυτικής και οικονομικής κοινότητας.

ΔΙΟΡΓΑΝΩΤΕΣ

Η Capital Link είναι εταιρία συμβούλων Επενδυτικής Επικοινωνίας και Επενδυτικών Σχέσεων με έδρα τη Νέα Υόρκη και γραφεία σε Αθήνα, Λονδίνο και Όσλο. Μεταξύ άλλων εξειδικεύεται στο χώρο της Ναυτιλίας, συνεργαζόμενη με την πλειονότητα των Ναυτιλιακών εταιριών εισηγμένων στα Χρηματιστήρια της Ευρώπης και Αμερικής.

Η Capital Link είναι γνωστή για τη διοργάνωση υψηλής ποιότητας ναυτιλιακών και επενδυτικών συνεδρίων σε σημαντικά οικονομικά κέντρα ανά τον κόσμο, όπως στη Νέα Υόρκη, Λονδίνο, Αθήνα και Σαγκάη και από το 2017 και στην Κύπρο. Η Capital Link διοργανώνει ετησίως 14 συνέδρια επτά εκ των οποίων επικεντρώνονται στο τομέα της Ναυτιλίας. Τα Συνέδρια της Capital Link συγκεντρώνουν την ελίτ της οικονομικής, επενδυτικής, και ναυτιλιακής κοινότητας και παρέχουν ένα μοναδικό συνδυασμό



ενημέρωσης, μάρκετινγκ και ευκαιριών δικτύωσης και προσωπικών επαφών. Η Capital Link θα προβάλλει δυναμικά τη Κύπρο και τις δυνατότητες που προσφέρει, μέσω του διεθνούς μηχανισμού προβολής που διαθέτει ενημερώνοντας τη διεθνή επιχειρηματική και ναυτιλιακή κοινότητα ανα το κόσμο. Είναι σημαντικό να τονισθεί ότι η προβολή αυτή διαρκεί στο χρόνο, περα από την ημερομηνία κατά την οποία πραγματοποιείται η κάθε εκδήλωση, η οποία γίνεται σημείο αναφοράς για τους συμμετέχοντες. Η Capital Link επικοινωνεί σε τακτική βάση με ένα εκτεταμένο κοινό φορέων λήψης αποφάσεων όσον αφορά τη χρηματοδότηση, τις επενδύσεις και την ευρύτερη ναυτιλιακή βιομηχανία.

Εγγραφή

Για να συμμετάσχετε στο συνέδριο παρακαλούμε δηλώστε συμμετοχή ακολουθώντας το παρακάτω link

<http://forums.capitallink.com/...>

Πάνελ Συζητήσεων

- Cyprus as a Maritime, Logistics & Energy Hub
- GLOBAL SHIPPING MARKETS

Current Developments & Outlook

A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook

- SHIP MANAGEMENT :

Optimizing Technical Fleet Management

Good people pay off - Crewing strategies and staff development

Managing Risks – Cybersecurity

Managing Risks - Foreign Corruption Practices Act

Optimizing Insurance & Reinsurance - Trends & Developments

- GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING

China, the Global Economy & Shipping

"One Belt - One Road" - The New Silk Road and How it Will Affect Shipping

Geopolitical and regulatory developments affecting shipping

- FORUM SESSION ON FINANCE AND CAPITAL MARKETS

Access to Capital as a Competitive Advantage - Bank Finance, Capital Markets, Private Equity & Alternative Financing

Restructuring as a Business & Investment Opportunity

- CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB

Expertise and Infrastructure in Cyprus - Cyprus as an Operational Hub

- PUTTING IT ALL TOGETHER : THE SHIPOWNER PERSPECTIVE

Is There Light at the End of the Tunnel? - The Shipowner Perspective

TARGET AUDIENCE

Το συνέδριο απευθύνεται σε ένα υψηλού επιπέδου ακροατήριο εφοπλιστών, θεσμικών επενδυτών, αναλυτών, συμβούλων επενδύσεων, επενδυτικών και εμπορικών τραπεζιτών και χρηματιστών, διαχειριστών πλοίων, μεσιτών πλοίων, ναυλωτών, ασφαλιστών, εμπειρογνομόνων Ναυτικής Τεχνολογίας, νηογνομόνων, επενδυτών εμπορικών τραπεζών, αναλυτών, οικονομολόγων, δικηγόρων, οικονομικών συμβούλων και οικονομικών μέσων μαζικής ενημέρωσης.



ΕΤΑΙΡΕΙΕΣ ΠΟΥ ΣΥΜΜΕΤΕΧΟΥΝ :

ABN AMRO Energy, Commodities & Transportation • Affinity Shipping • Bureau Veritas • Capital Ship Management Corp. • Caribe Tankers • Caldwellader, Wickersham & Taft LLP • Clarkson Research Services Ltd. • Clay Maitland • Cobham SATCOM-Columbia Shipmanagement Ltd. • Compagnie de Transport Maritime • Cyprus Sea Lines Shipping • Deloitte • DNB Bank • DNV GL • Region South East Europe & Middle East • Euroseas Ltd. • Evercore Partners • Fourth Insurance Office, Inc. • Granfeld Wealth Management • Hellenic Bank • Inmarsat • InterManager • Intership Navigation Co • International Registrie • Marlow Navigation • Marsh Cyprus • Mastermind Shipmanagement Ltd • MSC Shipmanagement Ltd • NAMEPA • Niki Shipping • Norton Rose Fulbright • Norwegian Hull Club • Oceanbulk Containers • Safe Bulkers • Shanghai Shipping Exchange • Singhai Marine Services • Star Bulk Carriers • Stifel • Technomar Shipping Inc • Terra Navis Shipping Ltd • The American Club • The Marshall Islands Registry • Tototheo Group • Transmed Shipping Co. Ltd • Tsavliris Salvage Group • Tufton Oceanic Shipping Management • Zela Shipping Group

ΥΠΟ ΤΗΝ ΑΙΓΙΔΑ : του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας

ΧΟΡΗΓΟΙ

ΚΥΡΙΟΣ ΧΟΡΗΓΟΣ: Κυπριακή Ένωση Πλοιοκτητών • Deloitte.

ΠΑΓΚΟΣΜΙΟΙ ΧΡΥΣΟΙ ΧΟΡΗΓΟΙ: Columbia Shipmanagement • DNV-GL • TOTOTHEO Group

ΧΟΡΗΓΟΙ: Caldwellader, Wickersham & Taft • Department of Merchant Shipping • Clay Maitland • COBHAM • DMS DEPARTMENT OF MERCHANT SHIPPING • EVERCORE • Family Insurance Office. Inc • Hellenic Bank Public Company Ltd. • INMARSAT • The Marshall Islands Registry

ΥΠΟΣΤΗΡΙΚΤΕΣ ΧΟΡΗΓΟΙ: The American Club • Bureau Veritas • Chrysses Demetriades & Co LLC • MARSH • NIKI • Norwegian Hull Club • Singhai Marine Services

ΧΟΡΗΓΟΣ ΔΕΙΠΝΟΥ: Hellenic Bank Public Company Ltd.

ΦΟΡΕΙΣ ΥΠΟΣΤΗΡΙΞΗΣ : CYMEPA • Cyprus Shipping Chamber • Cyprus Naval Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus • Wista Hellas • CIFA Cyprus Investment Funds Association

ΧΟΡΗΓΟΙ ΕΠΙΚΟΙΝΩΝΙΑΣ: AllAboutShipping.co.uk • CyprusDaily.net • CyprusTimes • EconomyTimes.net • Economia • Elnavi Monthly Shipping Review • GreekNewsonline.com • Kathimerini Cyprus • Kathimerini English Edition • Maritimes.gr • The Maritime Executive • Mignatiou.com • Ship2Shore • Shipping International Monthly Review • TradeWinds • Worldoils • Nafsgreen World Shipping News • MegaOne

Για περισσότερες πληροφορίες παρακαλούμε επισκεφθείτε την ιστοσελίδα του συνεδρίου:

<http://forums.capitallink.com/...>

Παρακαλούμε απευθυνθείτε:

NEA ΥΟΡΚΗ - κα. Όλγα Μπορνόζη / κα. Ελένη Μπέη

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

ΑΘΗΝΑ - κα. Ελένη Κουρούμπλη Τηλ: +30 210 610 98 00 - Email : marketing@capitallink.com

Για περισσότερες λεπτομέρειες και εκτενείς πληροφορίες, παρακαλούμε επισκεφθείτε :

Την ιστοσελίδα της CAPITAL LINK: www.capitallink.com

Την ιστοσελίδα συνεδρίων της CAPITAL LINK: www.capitallinkforum.com



ΤΑΥΤΟΤΗΤΑ ΤΗΣ CAPITAL LINK

Η Capital Link με έδρα τη Νέα Υόρκη και γραφεία στο Λονδίνο, στην Αθήνα και το Όσλο, δραστηριοποιείται εδώ και 20 χρόνια στον τομέα των Επενδυτικών Σχέσεων και της Επικοινωνίας (Investor Relations & Financial Communication). (www.capitallink.com). Παράλληλα διοργανώνει ετησίως μία σειρά Συνεδρίων στη Νέα Υόρκη, στο Λονδίνο, στην Αθήνα και στη Σαγκάη που αφορούν στους κύριους τομείς δραστηριότητάς της (www.capitallinkforum.com).

Η Capital Link έχει κερδίσει ηγετική θέση διεθνώς στον τομέα των Investor Relations όσον αφορά στη ναυτιλία συνεργαζόμενη με την πλειοψηφία των ναυτιλιακών εταιριών που είναι εισηγμένες στα δύο Αμερικανικά Χρηματιστήρια, και τα Χρηματιστήρια του Λονδίνου και Μιλάνου. Είναι η πιο αναγνωρίσιμη εταιρία Επενδυτικών Σχέσεων στον συγκεκριμένο τομέα με προνομιακή προσβασιμότητα σε επενδυτές, αναλυτές, τραπεζίτες και MME. Η Capital Link στοχεύει πάντα στην ανάδειξη της Ελληνικής Ναυτιλίας σ' ένα ευρύ και διεθνές κοινό που περιλαμβάνει μεταξύ άλλων επενδυτές, αναλυτές, τραπεζίτες, οικονομολόγους. Εις αναγνώριση αυτής της προσπάθειάς μας, η Capital Link έλαβε δύο σημαντικές διακρίσεις, το 2011 το Greek Shipping Lloyds Awards και επί τρία χρόνια, το 2012, το 2013 και το 2014 τα βραβεία του Intercontinental Finance Magazine. Ο κ. Νικόλαος Μπορνόζης, έχει βραβευτεί προσωπικά για την αδιάκοπη, αποτελεσματική και πλήρως αποδοτική του προσπάθεια να προωθήσει την Ελλάδα και την Ελληνική Ναυτιλία στο εξωτερικό και στις διεθνείς επενδυτικές κοινότητες από το International Propeller Club of the United States και το AHI-American Hellenic Institute.

Η Capital Link έχει αναπτύξει μία σειρά από δραστηριότητες που συμβάλλουν στην προβολή της ναυτιλίας στο διεθνές επενδυτικό κοινό, και που περιλαμβάνουν μεταξύ άλλων τα ακόλουθα:

- www.CapitalLinkShipping.com. Η Capital Link διατηρεί ένα δικτυακό κόμβο αφιερωμένο στη ναυτιλία και τις εισηγμένες εταιρίες με σκοπό να ενισχύσει τη γνώση και κατανόηση των επενδυτών για τη ναυτιλία και τις εισηγμένες εταιρίες του κλάδου, και να διευκολύνει την αναμετάδοση πληροφοριών των εισηγμένων εταιριών στους συμμετέχοντες του κλάδου και στο επενδυτικό κοινό. Ο κόμβος παρέχει πληροφορίες για τους μεγαλύτερους δείκτες της ναυτιλίας και του χρηματιστηρίου γενικότερα, καθώς επίσης και για όλες τις ναυτιλιακές μετοχές με δυνατότητα σύγκρισης μεταξύ τους. Διαθέτει επίσης αναλύσεις και εκθέσεις σημαντικών ναυλομεσιτικών εταιριών του κλάδου, συνεντεύξεις στελεχών, αναλυτών και άλλων παραγόντων της αγοράς, καθώς και πληθώρα άλλων στοιχείων.
- Εβδομαδιαίο Ηλεκτρονικό Newsletter της Capital Link: Εβδομαδιαία διανομή σ' ένα εκτεταμένο ακροατήριο στις ΗΠΑ και τις Ευρωπαϊκές ναυτιλιακές, χρηματοοικονομικές και επενδυτικές κοινότητες με ενημερώσεις σχετικά με τις ναυτιλιακές αγορές, το χρηματιστήριο και νέα εισηγμένων εταιριών.
- www.CapitalLinkWebinars.com: Sector Forums & Webinars: Σε τακτά χρονικά διαστήματα διοργάνωση συζητήσεων μεταξύ CEOs, αναλυτών, τραπεζιτών και φορέων του κλάδου, σχετικά με τις εξελίξεις στους διάφορους τομείς της ναυτιλίας (εμπορευματοκιβώτια, χύδην ξηρά φορτία, δεξαμενόπλοια, κοντεινερς), καθώς και για άλλα θέματα που ενδιαφέρουν (όπως η Αύξηση των Ιδίων Κεφαλαίων στη Ναυτιλία σήμερα, Απόσυρση Πλοίων, κλπ).
- Επενδυτικά Ναυτιλιακά Συνέδρια : Στη Νέα Υόρκη, Αθήνα και Λονδίνο φέρνοντας μαζί επενδυτές, τραπεζίτες, χρηματοοικονομικούς συμβούλους, CEOs εισηγμένων εταιριών, αναλυτές και φορείς της ναυτιλίας.
- Ναυτιλιακοί Χρηματιστηριακοί Δείκτες, (Capital Link Maritime Indices). Μία πρωτοβουλία ορόσημο της Capital Link. Οι δείκτες αυτοί που καταρτίζονται από την Capital Link δίνουν τη δυνατότητα στους επενδυτές να παρακολουθήσουν την χρηματιστηριακή εξέλιξη όλων των εισηγμένων ναυτιλιακών μετοχών, την τάση ανά κλάδο και ανά μεμονωμένη μετοχή, και να τις συγκρίνουν μεταξύ τους ή και με άλλους χρηματιστηριακούς ή ναυτιλιακούς δείκτες. Οι τιμές των παραπάνω δεικτών υπάρχουν στην ιστοσελίδα www.MaritimeIndices.com ή www.CapitalLinkShipping.com ή στο Bloomberg στην σελίδα "CPLI." Οι Δείκτες της Capital Link προσφέρονται και μέσω της πλατφόρμας Reuters.



Capital Link 1st Cyprus Shipping Forum – Πέμπτη 9 Φεβρουαρίου 2017, Λεμεσός, Κύπρος

Νέα Υόρκη

Το 1ο ετήσιο Capital Link Cyprus Shipping Forum θα πραγματοποιηθεί στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017 στο Columbia Plaza υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με την υποστήριξη της Κυπριακής Ένωσης Πλοιοκτητών.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον και ως επενδυτικού και επιχειρηματικού προορισμού.

Το Συνέδριο θα τιμήσουν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Θα συζητηθούν οι πιο πρόσφατες εξελίξεις και οι τάσεις στις μεγάλες ναυτιλιακές, χρηματοπιστωτικές και κεφαλαιακές αγορές, θέματα που σχετίζονται με τις γεωπολιτικές εξελίξεις, καθώς και θέματα σχετικά με την τεχνική και εμπορική διαχείριση του στόλου. Το Συνέδριο θα τονίσει την ανταγωνιστική θέση και τα πλεονεκτήματα της Κύπρου ως ναυτιλιακό κέντρο.

ΠΑΡΟΥΣΙΑΣΗ & ΔΟΜΗ ΣΥΝΕΔΡΙΟΥ

Το Συνέδριο διοργανώνεται υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας και με βασικούς χορηγούς την Κυπριακή Ένωση Πλοιοκτητών και την Deloitte. Η διοργάνωση επίσης υποστηρίζεται από το Τμήμα Εμπορικής Ναυτιλίας της Κύπρου, το Κυπριακό Ναυτιλιακό Επιμελητήριο και άλλους φορείς.

Conference Chairman είναι ο κ. Γιώργος Α Τσαβλέρης, Principal του Tsavlis Salvage Group. Ο κ. Τσαβλέρης κατέχει επίσης τη θέση του elected Chairman of INTERMEPA ((International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), member of the Board of Directors of the Cyprus Union of Shipowners & Honorary Chairman of the Tsavlis Cultural Foundation.

Κεντρικοί ομιλητές είναι

- ο κ Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών & Έργων
- ο κ Martin Storfors, μη Εκτελεστικός Πρόεδρος της Clarkson Research Services Ltd και
- ο κ Zhang Ye, Πρόεδρος του Shanghai Shipping Exchange.

CAPITAL LINK INVEST IN CYPRUS FORUM – NEW YORK, MARCH 22, 2017

Με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το Capital Link Invest in Cyprus Forum θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Οι ακόλουθοι εκπρόσωποι της Κυβέρνησης :κ. Χάρης Γεωργιάδης, Υπουργός Οικονομικών, ο κ. Γιώργος Λακκοτρύπης, Υπουργός Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού και ο κ. Μάριος Δημητριάδης, Υπουργός Μεταφορών, Επικοινωνιών και Έργων θα απευθυνθούν σε ένα υψηλού επιπέδου κοινό εκπροσώπων της Αμερικανικής επενδυτικής και οικονομικής κοινότητας.



Η Capital Link είναι εταιρία συμβούλων Επενδυτικής Επικοινωνίας και Επενδυτικών Σχέσεων με έδρα τη Νέα Υόρκη και γραφεία σε Αθήνα, Λονδίνο και Όσλο. Μεταξύ άλλων εξειδικεύεται στο χώρο της Ναυτιλίας, συνεργαζόμενη με την πλειονότητα των Ναυτιλιακών εταιριών εισηγμένων στα Χρηματιστήρια της Ευρώπης και Αμερικής.

Η Capital Link είναι γνωστή για τη διοργάνωση υψηλής ποιότητας ναυτιλιακών και επενδυτικών συνεδρίων σε σημαντικά οικονομικά κέντρα ανά τον κόσμο, όπως στη Νέα Υόρκη, Λονδίνο, Αθήνα και Σαγκάη από το 2017 και στην Κύπρο. Η Capital Link διοργανώνει ετησίως 14 συνέδρια επτά εκ των οποίων επικεντρώνονται στο τομέα της Ναυτιλίας. Τα Συνέδρια της Capital Link συγκεντρώνουν την ελίτ της οικονομικής, επενδυτικής, και ναυτιλιακής κοινότητας και παρέχουν ένα μοναδικό συνδυασμό ενημέρωσης, μάρκετινγκ και ευκαιριών δικτύωσης και προσωπικών επαφών. Η Capital Link θα προβάλλει δυναμικά τη Κύπρο και τις δυνατότητες που προσφέρει, μέσω του διεθνούς μηχανισμού προβολής που διαθέτει ενημερώνοντας τη διεθνή επιχειρηματική και ναυτιλιακή κοινότητα ανά το κόσμο. Είναι σημαντικό να τονισθεί ότι η προβολή αυτή διαρκεί στο χρόνο, πέρα από την ημερομηνία κατά την οποία πραγματοποιείται η κάθε εκδήλωση, η οποία γίνεται σημείο αναφοράς για τους συμμετέχοντες. Η Capital Link επικοινωνεί σε τακτική βάση με ένα εκτεταμένο κοινό φορέων λήψης αποφάσεων όσον αφορά τη χρηματοδότηση, τις επενδύσεις και την ευρύτερη ναυτιλιακή βιομηχανία.

Εγγραφή

Για να συμμετάσχετε στο συνέδριο παρακαλούμε δηλώστε συμμετοχή ακολουθώντας το παρακάτω link

<http://forums.capitallink.com/shipping/2017cyprus/signup.html>

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ΕΤΑΙΡΕΙΕΣ ΠΟΥ ΣΥΜΜΕΤΕΧΟΥΝ :

ABN AMRO Energy, Commodities & Transportation•Affinity Shipping•Capital Ship Management Corp. •Caribe Tankers•Caldwalader, Wickersham & Taft LLP•Clarkson Research Services Ltd. •Clay Maitland •Cobham SATCOM- Columbia Shipmanagement Ltd. •Compagnie de Transport Maritime•Cyprus Sea Lines Shipping•Deloitte•DNB Bank •DNV GL •Region South East Europe & Middle East•Euroseas Ltd. •Evercore Partners•Fourth Insurance Office, Inc. •Granfeld Wealth Management•Hellenic Bank•Inmarsat•InterManager•Intership Navigation Co•International Registrie•Marlow Navigation•Marsh Cyprus•Mastermind Shipmanagement Ltd•MSC Shipmanagement Ltd•NAMEPA •Niki Shipping•Norton Rose Fulbright•Norwegian Hull Club •Oceanbulk Containers•Safe Bulk•Shanghai Shipping Exchange•Singhai Marine Services•Star Bulk Carriers•Stifel•Technomar Shipping Inc•Terra Navis Shipping Ltd•The American Club •The Marshall Islands Registry •Tototheo Group•Transmed Shipping Co. Ltd •Tsaviris Salvage Group •Tufton Oceanic Shipping Management •Zela Shipping Group

ΥΠΟ ΤΗΝ ΑΙΓΙΔΑ: του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας

ΧΟΡΗΓΟΙ

ΚΥΡΙΟΣ ΧΟΡΗΓΟΣ: Κυπριακή Ένωση Πλοιοκτητών• Deloitte.

ΠΑΓΚΟΣΜΙΟΙ ΧΡΥΣΟΙ ΧΟΡΗΓΟΙ: Columbia Ship management • DNV-GL • TOTOTHEO Group

ΧΟΡΗΓΟΙ: Caldwalader, Wickersham & Taft • Clay Maitland • COBHAM • DMS DEPARTMENT OF MERCHANT SHIPPING • EVERCORE• Family Insurance Office. Inc • Hellenic Bank Public Company Ltd. • INMARSAT• The Marshall Islands Registry

ΥΠΟΣΤΗΡΙΚΤΕΣ ΧΟΡΗΓΟΙ: The American Club • Chrysses Demetriades & Co LLC • MARSH• NIKI • Norwegian Hull Club• Singhai Marine Services

ΧΟΡΗΓΟΣ ΔΕΙΠΝΟΥ: Hellenic Bank Public Company Ltd.

ΦΟΡΕΙΣ ΥΠΟΣΤΗΡΙΞΗΣ : Department of Merchant Shipping• CYMEPA • Cyprus Shipping Chamber • Cyprus Naval Architects & Marine Engineers Association • Institute Chartered Shipbrokers • Young Ship Cyprus • Wista Cyprus • Wista Hellas

ΧΟΡΗΓΟΙ ΕΠΙΚΟΙΝΩΝΙΑΣ: AllAboutShipping.co.uk • CyprusDaily.net • CyprusTimes • EconomyTimes.net • Philelepheros • The Cyprus Weekly • Elnavi Monthly Shipping Review • GreekNewsonline.com • Kathimerini Cyprus • Kathimerini English Edition • Maritimes.gr • The Maritime Executive • Mignatiou.com • Ship2Shore • Shipping International Monthly Review • TradeWinds • Worldoils • Nafsgreen World Shipping News



Για περισσότερες πληροφορίες παρακαλούμε επισκεφθείτε την ιστοσελίδα του συνεδρίου:

<http://forums.capitallink.com/shipping/2017cyprus/index.html>

Παρακαλούμε απευθυνθείτε:

NEA YOPKH – κα. Όλγα Μπορνόζη / κα. Ελένη Μπέη

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

ΑΘΗΝΑ – κα. Ελενη Κουρούμπαλη Τηλ: +30 210 610 98 00 – Email : marketing@capitallink.com

Για περισσότερες λεπτομέρειες και εκτενείς πληροφορίες, παρακαλούμε επισκεφθείτε :

Την ιστοσελίδα της CAPITALLINK: www.capitallink.com

Την ιστοσελίδα συνεδρίων της CAPITALLINK:www.capitallinkforum.com

ΤΑΥΤΟΤΗΤΑ ΤΗΣ CAPITAL LINK

Η Capital Link με έδρα τη Νέα Υόρκη και γραφεία στο Λονδίνο, στην Αθήνα και το Όσλο, δραστηριοποιείται εδώ και 20 χρόνια στον τομέα των Επενδυτικών Σχέσεων και της Επικοινωνίας (Investor Relations & Financial Communication).(www.capitallink.com).Παράλληλα διοργανώνει ετησίως μία σειρά Συνεδρίων στη Νέα Υόρκη, στο Λονδίνο, στην Αθήνα και στη Σαγκάη που αφορούν στους κύριους τομείς δραστηριότητάς της(www.capitallinkforum.com).

Η Capital Link έχει κερδίσει ηγετική θέση διεθνώς στον τομέα των Investor Relations όσον αφορά στη ναυτιλία συνεργαζόμενη με την πλειοψηφία των ναυτιλιακών εταιριών που είναι εισηγμένες στα δύο Αμερικανικά Χρηματιστήρια, και τα Χρηματιστήρια του Λονδίνου και Μιλάνου. Είναι η πιο αναγνωρίσιμη εταιρία Επενδυτικών Σχέσεων στον συγκεκριμένο τομέα με προνομιακή προσβασιμότητα σε επενδυτές, αναλυτές, τραπεζίτες και ΜΜΕ.Η Capital Link στοχεύει πάντα στην ανάδειξη της Ελληνικής Ναυτιλίας σ' ένα ευρύ και διεθνές κοινό που περιλαμβάνει μεταξύ άλλων επενδυτές, αναλυτές, τραπεζίτες, οικονομολόγους. Εις αναγνώριση αυτής της προσπάθειάς μας, η Capital Link έλαβε δύο σημαντικές διακρίσεις, το 2011 το Greek Shipping Lloyds Awards και επί τρία χρόνια, το 2012, το 2013 και το 2014 τα βραβεία του Intercontinental Finance Magazine.Ο κ. Νικόλαος Μπορνόζης, έχει βραβευτεί προσωπικά για την αδιάκοπη, αποτελεσματική και πλήρως αποδοτική του προσπάθεια να προωθήσει την Ελλάδα και την Ελληνική Ναυτιλία στο εξωτερικό και στις διεθνείς επενδυτικές κοινότητες από το International Propeller Club of the United States και το AHI-American Hellenic Institute.

Η Capital Link έχει αναπτύξει μία σειρά από δραστηριότητες που συμβάλλουν στην προβολή της ναυτιλίας στο διεθνές επενδυτικό κοινό, και που περιλαμβάνουν μεταξύ άλλων τα ακόλουθα:

- www.CapitalLinkShipping.com.Η Capital Link διατηρεί ένα δικτυακό κόμβο αφιερωμένο στη ναυτιλία και τις εισηγμένες εταιρίες με σκοπό να ενισχύσει τη γνώση και κατανόηση των επενδυτών για τη ναυτιλία και τις εισηγμένες εταιρίες του κλάδου, και να διευκολύνει την αναμετάδοση πληροφοριών των εισηγμένων εταιριών στους συμμετέχοντες του κλάδου και στο επενδυτικό κοινό. Ο κόμβος παρέχει πληροφορίες για τους μεγαλύτερους δείκτες της ναυτιλίας και του χρηματιστηρίου γενικότερα, καθώς επίσης και για όλες τις ναυτιλιακές μετοχές με δυνατότητα σύγκρισης μεταξύ τους. Διαθέτει επίσης αναλύσεις και εκθέσεις σημαντικών ναυλομεσιτικών εταιριών του κλάδου, συνεντεύξεις στελεχών, αναλυτών και άλλων παραγόντων της αγοράς, καθώς και πληθώρα άλλων στοιχείων.
- Εβδομαδιαίο Ηλεκτρονικό Newsletter της Capital Link: Εβδομαδιαία διανομή σ' ένα εκτεταμένο ακροατήριο στις ΗΠΑ και τις Ευρωπαϊκές ναυτιλιακές, χρηματοοικονομικές και επενδυτικές κοινότητες με ενημερώσεις σχετικά με τις ναυτιλιακές αγορές, το χρηματιστήριο και νέα εισηγμένων εταιριών.
- www.CapitalLinkWebinars.com: Sector Forums & Webinars: Σε τακτά χρονικά διαστήματα διοργάνωση συζητήσεων μεταξύ CEOs, αναλυτών, τραπεζιτών και φορέων του κλάδου, σχετικά με τις εξελίξεις στους διάφορους τομείς της ναυτιλίας(εμπορευματοκιβώτια, χύδην ξηρά φορτία, δεξαμενόπλοια, κοντέινερς), καθώς και για άλλα θέματα που ενδιαφέρουν(όπως η Αύξηση των Ιδίων Κεφαλαίων στη Ναυτιλία σήμερα, Απόσυρση Πλοίων, κλπ).
- Επενδυτικά Ναυτιλιακά Συνέδρια : Στη Νέα Υόρκη, Αθήνα και Λονδίνο φέρνοντας μαζί επενδυτές, τραπεζίτες, χρηματοοικονομικούς συμβούλους, CEOs εισηγμένων εταιριών, αναλυτές και φορείς της



ναυτιλίας.

- Ναυτιλιακοί Χρηματιστηριακοί Δείκτες, (Capital Link Maritime Indices). Μία πρωτοβουλία ορόσημο της Capital Link. Οι δείκτες αυτοί που καταρτίζονται από την Capital Link δίνουν τη δυνατότητα στους επενδυτές να παρακολουθήσουν την χρηματιστηριακή εξέλιξη όλων των εισηγμένων ναυτιλιακών μετοχών, την τάση ανά κλάδο και ανά μεμονωμένη μετοχή, και να τις συγκρίνουν μεταξύ τους ή και με άλλους χρηματιστηριακούς ή ναυτιλιακούς δείκτες. Οι τιμές των παραπάνω δεικτών υπάρχουν στην ιστοσελίδα www.MaritimeIndices.com ή www.CapitalLinkShipping.com ή στο Bloomberg στην σελίδα "CPLI." Οι Δείκτες της Capital Link προσφέρονται και μέσω της πλατφόρμας Reuters.



Agenda

MONDAY

Foreign Minister Nikos Kotzias will participate in a meeting of the EU Foreign Affairs Council (FAC) in Brussels.

The American-Hellenic Chamber of Commerce will be holding its annual New Year's Reception at the MET Hotel, Thessaloniki.

TUESDAY

The Institute of Career Guidance and Counseling (IEPAS) holds an event titled "Growth and Career Guidance: A Productive Relationship" at 20 Vassilissis Amalias Avenue in Athens from 6 to 8 p.m. (Info: infoiepas@gmail.com)

The Institute of International Relations hosts a public debate titled "Cyprus Issue: Solution Now or Later?" starting at 6.30 p.m. (3-5 Hill, Plaka, Athens). (Info: www.idis.gr)

The Health Technology Assessment (HTA) Conference 2017, titled "Building Trust and Identifying National Barriers," takes place at the Divani Caravel Hotel (2 Vassileos Alexandrou, Athens). (Info: 210.661.7777, nellykapsi@boussias.com)

The Hellenic Statistical Authority (ELSTAT) will release its December figures on exports and imports.

WEDNESDAY

The American-Hellenic Chamber of Commerce and the Association of the US Army (AUSA) are holding a seminar titled "Doing Business with the US Government," in co-operation with the AUSA European Region Headquarters and the General Directorate for Defense Investments and Armaments (GDDIA) of the Hellenic Ministry of National Defense, at the Hellenic Armed Forces Officers' Club (LAED). (Info: www.amcham.gr)

Deputy Foreign Minister Giorgos Katrougalos is to meet with European Commission First Vice President Frans Timmermans and the European commissioners for economic and monetary affairs, Pierre Moscovici, and humanitarian aid, Christos Stylianides, in Brussels.

The City of Athens's Europe Direct Center (50 Academias) will host an event on the occasion of Start-Up Europe Week, which will be titled "Branding, Marketing and HR Management in Start-Ups," starting at 5.40 p.m. Entrance is free. (Info: www.eventbrite.com)

The Hellenic Statistical Authority (ELSTAT) will publish its January data on vehicle registrations.

THURSDAY

The Euro Working Group of eurozone senior finance ministry officials convenes in Brussels with the participation of representatives of Greece's creditors.

Capital Link holds its Cyprus Shipping Forum at the Columbia Plaza in Limassol. (Info: www.capitallinkshipping.com)

Shipping Minister Panayiotis Kouroubilis visits the European commissioners for environment and maritime affairs, Karmenu Vella, and mobility and transport, Violeta Bulc, in Brussels.

The Greece Office of the Konrad Adenauer Stiftung, in cooperation with the Jean Monnet Center of Excellence on Governance at the University of the Peloponnese, presents the printed version of the publication "Beyond 'Absorption': The Impact of EU Structural Funds on Greece" at Gazarte (32-34 Voutadon, Gazi, Athens). The event will be in English. (Info: www.kas.de/griechenland)

A tourism infrastructure technology conference, titled "Technology and Five-Star Revenue Streams," will be held under the auspices of the Ministry of Tourism at the Divani Caravel Hotel (2 Vassileos Alexandrou, Athens). (Info: www.hoteltech.gr)

The Experiential Marketing Conference will take place at Gazarte (32-34 Voutadon, Gazi, Athens). (Info: 210.661.7777, kv@boussias.com)

The sixth annual Hellenic CIO Forum, titled "Chief Information Officers in a Disruptive Environment," starts at 4 p.m. at the Hellenic Management Association's conference center (200 Ionias, Athens). (Info: 210.211.2000, www.eede.gr)

The Hellenic Statistical Authority (ELSTAT) will issue the findings of its Manpower Survey for November and the December reading of its industrial output index.

📍 <http://www.ekathimerini.com/>

📅 Publication date: 05/02/2017 21:43

🌐 Alexa ranking (Greece): 1812

🔗 <http://www.ekathimerini.com/215919/article/ekathimerini/business/agenda>



FRIDAY

The Hotel-Restaurant-Cafe / HORECA 2017 exhibition opens at the Metropolitan Expo center, next to Athens International Airport. To February 13. (Info: www.horecaexpo.gr)



Το Capital Link Cyprus Shipping Forum αναδεικνύει τον ρόλο της Κύπρου στη παγκόσμια ναυτιλία

Ο ρόλος της Κύπρου στην παγκόσμια ναυτιλία θα βρεθεί στο επίκεντρο του 1ου ετήσιου Capital Link Cyprus Shipping Forum που θα πραγματοποιηθεί στο Columbia Plaza στην Λεμεσό την Πέμπτη 9 Φεβρουαρίου 2017.

Η εκδήλωση έχει ως στόχο όχι μόνο να αναδείξει το σημαντικό ρόλο της Κύπρου ως ναυτιλιακού, ενεργειακού και διαμετακομιστικού κόμβου αλλά επιπλέον...

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Cyprus Times

Πρόεδρος Capital Link: Σημαντικός ο ρόλος της Κύπρου στη
παγκόσμια ναυτιλία

12:02 - 10.02.2017



«Ο ρόλος της Κύπρου ως ναυτιλιακό κέντρο τώρα άρχισε να φαίνεται περισσότερο» ανέφερε ο Πρόεδρος και Διευθύνων Σύμβουλος της Capital Link, Νίκος Μπορνόζης.

Μιλώντας στο **Economytimes.com** στο περιθώριο του πρώτου ετήσιου ετήσιο Capital Link Cyprus Shipping Forum που διοργανώθηκε στη Λεμεσό, ο κ. Μπορνόζης, τόνισε πως, «είναι η κατάλληλη στιγμή να αναδειχτεί Κύπρος ως ναυτιλιακός, ενεργειακός και διαμετακομιστικός κόμβος γιατί η Κύπρος βγαίνει σήμερα στον τομέα της ναυτιλίας με υποδομές τις οποίες έχει δημιουργήσει».

Ο κ. Μπορνόζης επεσήμανε ότι, «Δεν βγαίνει κανείς να προβάλει κάτι που πρόκειται να δημιουργηθεί αλλά κ που ήδη δημιουργήθηκε κάτι που είναι πολύ πιο σημαντικό. Επιπρόσθετα, θέλουμε να προβάλουμε όλο αυτό το οποίο έχει δημιουργηθεί και αυτό που έχει καταφέρει η Κύπρος είναι μία απόδειξη για τις δυνατότητες της





Όπως είπε, «η πρώτηστη προσοχή της Capital Link ήταν η σωστή ενημέρωση την οποία παρείχε αυτό το συνέδριο, γι' αυτό δημιουργήθηκε μία ατζέντα η οποία έχει θέματα που ανταποκρίνονται στο ενδιαφέρον της κοινότητας της Κύπρου».

Σύμφωνα με τον κ. Μπορνόζη, «Δεν πρόκειται για ένα κυπριακό συνέδριο αλλά για ένα διεθνές συνέδριο για την Κύπρο το οποίο έφερε κοντά αναγνωρισμένες προσωπικότητες του διεθνή χώρου της ναυτιλίας με Κύπριους επενδυτές και ηγέτες εταιρειών».



Προβολή και στη Νέα Υόρκη

Παράλληλα η Capital Link με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το Capital Link Invest in Cyprus Forum θα διοργανωθεί στη Ν Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017.

Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού.

Πρόσθεσε επίσης ότι, στο συνέδριο της Νέας Υόρκης θα συμμετέχουν οι Υπουργείου Ενέργειας, Εμπορίου,

Βιομηχανίας και Τουρισμού, ο Υπουργός Οικονομικών και ο Υπουργός Μεταφορών.



Σημειώνεται πως, το 1^ο ετήσιο Capital Link Cyprus Shipping Forum που διοργανώθηκε υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας, τίμησαν με τις ομιλίες τους τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου.

Στο συνέδριο παραβρέθηκαν μεταξύ άλλων, τρεις διεθνείς προσωπικότητες όπως ο Μάρτιν Στομφόρτ Εκτελεστικός Πρόεδρος της Clarkson Research Services LTD, ο Γιώργος Τσαβλίδης Principal Tavlides Salva Group και ο Πρόεδρος του ναυτιλιακού χρηματιστηρίου της Σαγκάη, Zhang Ye, ο οποίος κατά την ομιλία του ανέφερε χαριτολογώντας ότι, «ταξίδεψα 30 ώρες για να κάνω μία ομιλία 30 λεπτών στο κοινό κάτι που αποδεικνύει την δυναμική της Κύπρου στον τομέα της ναυτιλίας αλλά και το πόσο σημαντικό ήταν το συνέδριο».

Παράλληλα, προσέλκυσε ένα ευρύ κοινό 400 ατόμων κάτι που άφησε ικανοποιημένους τους διοργανωτές που παρείχαν την κατάλληλη και σωστή ενημέρωση για το ρόλο της Κύπρου στον τομέα της ναυτιλίας.

Πηγή: Economytimes

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Επιστροφή στις παραδοσιακές αρχές και αξίες προτείνει ο καπτ. Παναγιώτης Τσάκος

12 Φεβρουαρίου 2017



Ιδιαίτερη αίσθηση, πολλά χειροκροτήματα και αρκετές μετέπειτα συζητήσεις προκάλεσαν οι αυθόρμητες δηλώσεις του καπτ. Παναγιώτη Τσάκου, κατά την παρέμβασή του στο συνέδριο της Capital Link στη Λεμεσό της Κύπρου. Ο καπτ. Παναγιώτης, αναφερόμενος στα private equity funds και σε όσους επένδυσαν τα τελευταία χρόνια στη ναυτιλία, τόνισε ότι οι νεοεισερχόμενοι επενδυτές πρέπει να σεβαστούν τους άγραφους κανόνες της συγκεκριμένης βιομηχανίας. Επισήμανε μάλιστα ότι ένα πλοίο είναι μια μακροχρόνια επένδυση και δεν μπορεί να αποφέρει – συνήθως- άμεσο και... βιαστικό κέρδος. »

«Δικαίωμα όλων των επενδυτών είναι να θέλουν γρήγορο και άμεσο κέρδος αλλά πρέπει όλοι να σέβονται τους παραδοσιακούς κανόνες του κλάδου» ανέφερε χαρακτηριστικά. Για τον καπετάνιο αλλά και για άλλους μετέπειτα ομιλητές, σχολιαστές και παραβρισκόμενους στο πολύ επιτυχές συνέδριο η αποδοχή πολύ χαμηλών ναύλων, οι βιαστικές αγοραπωλησίες και η έλλειψη σεβασμού στους άγραφους κανόνες της ναυτιλίας οδηγούν όλο τον κλάδο σε δυσπραγία, ειδικά σε αυτή την παρατεταμένα δύσκολη περίοδο για τη ναυλαγορά. «Εάν δεν υπάρχει σεβασμός στους κανόνες και ειδικά στις παραδοσιακές αξίες της ναυτιλίας τότε όλοι ζημιώνονται» τόνισε χαρακτηριστικέ ο κ. Τσάκος ενώ λίγο πιο μετά ο κ. Γ. Τσαβλέρης επικρότησε την άποψη αυτή δηλώνοντας στο ίδιο μήκος κύματος ότι η ναυτιλιακή επιχειρηματικότητα είναι «ένας μαραθώνιος και όχι ένα ξέφρενο σπριντ» επισημαίνοντας εμμέσως πλην σαφώς ότι όλες οι επενδύσεις στη ναυτιλία πρέπει να έχουν μια προοπτική σε βάθος χρόνου και όχι έναν καιροσκοπικό χαρακτήρα.

Το συνέδριο της Capital Link στη Λεμεσό της Κύπρου ολοκληρώθηκε στις 9 Φεβρουαρίου και συγκέντρωσε πλήθος ναυτιλιακών προσωπικοτήτων και επενδυτών από την Κύπρο, τη Γερμανία, την Ελλάδα, το Ηνωμένο Βασίλειο αλλά και από τις υπόλοιπες σημαντικές διεθνείς ναυτιλιακές αγορές.



Πρόεδρος Capital Link: Σημαντικός ο ρόλος της Κύπρου στην παγκόσμια ναυτιλία

«Ο ρόλος της Κύπρου ως ναυτιλιακό κέντρο τώρα άρχισε να φαίνεται περισσότερο» ανέφερε ο Πρόεδρος και Διευθύνων Σύμβουλος της Capital Link, Νίκος Μπορνόζης. Μιλώντας στο Economytimes.com στο περιθώριο του πρώτου ετήσιου ετήσιο Capital Link Cyprus Shipping Forum που διοργανώθηκε στη Λεμεσό, ο κ. Μπορνόζης, τόνισε πως, «είναι η κατάλληλη στιγμή να αναδειχτεί η Κύπρος ως ναυτιλιακός, ενεργειακός και διαμετακομιστικός κόμβος γιατί η Κύπρος βγαίνει σήμερα στον τομέα της ναυτιλίας με υποδομές τις οποίες έχει δημιουργήσει». Ο κ. Μπορνόζης επεσήμανε ότι, «Δεν βγαίνει κανείς να προβάλει κάτι που πρόκειται να δημιουργηθεί αλλά κάτι που ήδη δημιουργήθηκε κάτι που είναι πολύ πιο σημαντικό. Επιπρόσθετα, θέλουμε να προβάλουμε όλο αυτό το οποίο έχει δημιουργηθεί και αυτό που έχει καταφέρει η Κύπρος είναι μία απόδειξη για τις δυνατότητες της». Inicolas-bornozis Όπως είπε, «η πρώτηστη προσοχή της Capital Link ήταν η σωστή ενημέρωση την οποία παρείχε αυτό το συνέδριο, γι' αυτό δημιουργήθηκε μία ατζέντα η οποία έχει θέματα που ανταποκρίνονται στο ενδιαφέρον της κοινότητας της Κύπρου». Σύμφωνα με τον κ. Μπορνόζη, «Δεν πρόκειται για ένα κυπριακό συνέδριο αλλά για ένα διεθνές συνέδριο για την Κύπρο το οποίο έφερε κοντά αναγνωρισμένες προσωπικότητες του διεθνή χώρου της ναυτιλίας με Κύπριους επενδυτές και ηγέτες εταιρειών». 16508581_722261374600743_195059966949156186_n Προβολή και στη Νέα Υόρκη Παράλληλα η Capital Link με στόχο τη μεγιστοποίηση της προβολής και σημασίας της Κύπρου ως επιχειρηματικού και επενδυτικού προορισμού, το Capital Link Invest in Cyprus Forum θα διοργανωθεί στη Νέα Υόρκη, τη Τετάρτη, 22 Μαρτίου 2017. Το Συνέδριο αποσκοπεί στη σωστή ενημέρωση μεγάλων αμερικανικών εταιριών και ενδιαφερόμενων επενδυτών για τις ευκαιρίες που προσφέρει σήμερα η Κύπρος όχι μόνο για επενδύσεις, αλλά και για την ανάπτυξη επιχειρηματικών εμπορικών συνεργασιών σε τομείς όπως αυτοί της ναυτιλίας, logistics, ενέργειας, οικονομικών υπηρεσιών, τεχνολογίας και τουρισμού. Πρόσθεσε επίσης ότι, στο συνέδριο της Νέας Υόρκης θα συμμετέχουν οι Υπουργείου Ενέργειας, Εμπορίου, Βιομηχανίας και Τουρισμού, ο Υπουργός Οικονομικών και ο Υπουργός Μεταφορών. 16651617_10155138288415815_542443984_n Σημειώνεται πως, το 1ο ετήσιο Capital Link Cyprus Shipping Forum που διοργανώθηκε υπό την Αιγίδα του Υπουργείου Μεταφορών, Επικοινωνιών και Έργων της Κυπριακής Δημοκρατίας, τίμησαν με τις ομιλίες τους και τη συμμετοχή τους εκπρόσωποι της Κυπριακής Κυβέρνησης, ανώτερα στελέχη από ναυτιλιακές εταιρείες, οικονομολόγοι και συμμετέχοντες από κορυφαίες εταιρείες του κλάδου. Στο συνέδριο παραβρέθηκαν μεταξύ άλλων, τρεις διεθνείς προσωπικότητες όπως ο Μάρτιν Στομφόρτ Εκτελεστικός Πρόεδρος της Clarkson Research Services LTD, ο Γιώργος Τσαβλίδης Principal Tavlides Salvage Group και ο Πρόεδρος του ναυτιλιακού χρηματιστηρίου της Σαγκάη, Zhang Ye, ο οποίος κατά την ομιλία του ανέφερε χαριτολογώντας ότι, «ταξίδεψα 30 ώρες για να κάνω μία ομιλία 30 λεπτών στο κοινό κάτι που αποδεικνύει την δυναμική της Κύπρου στον τομέα της ναυτιλίας αλλά και το πόσο σημαντικό ήταν το συνέδριο». Παράλληλα, προσέλευσε ένα ευρύ κοινό 400 ατόμων κάτι που άφησε ικανοποιημένους τους διοργανωτές που παρείχαν την κατάλληλη και σωστή ενημέρωση για το ρόλο της Κύπρου στον τομέα της ναυτιλίας. Πηγή: Economytimes

ΣΥΝΕΔΡΙΑ

Capital Link's 1st Cyprus Shipping Forum Draws 400+ Delegates

28 Φεβρουαρίου 2017.

The inaugural "Capital Link Cyprus Shipping Forum" took place in Limassol on Thursday, February 9, 2017, at the Columbia Plaza.

Capital Link intends to organize this event in Cyprus on an annual basis. The Forum was organized under the Auspices of the Ministry of Transport, Communications and Works. The Cyprus Union of Shipowners and Deloitte were the Lead Sponsors. Hellenic Bank sponsored the Speakers Dinner. The event had the support of the Department of Merchant Shipping, the Cyprus Shipping Chamber and many other industry associations.



The event was a huge success drawing 400+ delegates from abroad and from the vibrant Cyprus shipping community. Indicative of the interest that the event generated among the delegates is the comment of Captain Panagiotis Tsakos who stated that he "had never before seen a Conference where there are no empty seats after lunch and where the delegates stay during the entire event". George Tsavlis, the Conference Chairman, echoed the same remarks in his Closing Statement.

The Forum aimed to raise awareness of the role of Cyprus as a regional maritime, logistics and energy hub. Cyprus has been known as a shipmanagement hub with 5% of the global fleet managed out of Cyprus. An increasing number of owners and ship management firms have been setting up operations in Cyprus. The Forum took place at the Columbia Plaza owned by Mr. Heinrich Shoeller, who attended the event and who is among the pioneers who established a presence in Cyprus since 1978.

The Forum started in the evening of Tuesday, February 8, 2017 with a formal dinner for the event speakers, sponsors and other dignitaries. Hellenic Bank sponsored the dinner.

Mrs. Irena Georgiadou, Chairwoman of Hellenic Bank welcomed the speakers, sponsors and supporters of the Forum with the following message: "Hellenic Bank is best placed to understand the needs of international shipping companies & be a partner of choice and trust to our clients."

Mr. Andreas Hadjipetrou, Managing Director of Columbia Shipmanagement" stated "We are all very excited to see in Limassol, and especially at the Columbia Plaza, a full house event with top class delegates and in depth discussions on the most important shipping subjects. What was even more impressive was the fact that international and local companies were represented with their top figures who took pride in supporting Capital Link in Cyprus and promoting Cyprus as a shipping center. We look forward to next year's event!"

Mr. George A. Tsavlis, Principal of Tsavlis Salvage Group and Chairman of INTERMEPA (International Marine Environment Protection Association), was Chairman of the Conference.

Mr. George A. Tsavlis, Principal, Tsavlis Salvage Group, Conference Chairman opened the proceedings with the following message:

"I feel honored to be chairing the first Cyprus Capital Link Shipping Forum in Limassol. I have always had a soft spot for Cyprus – which has shown an impressive survival spirit in getting through difficult and testing times. Our close relationship with Cyprus goes back to the early 60's when we were one of the first shipping companies to fly the Cyprus flag.

Personally, my activities with Cyprus go back for 25 years, primarily through CYMEPA. I am proud to say that I feel Cyprus as a second home to me. The zest for life, the hospitality, the high standards and quality of work and the impressive success in the shipping industry is an example

to our next generation. Cyprus today surpassed all expectations exiting the recession in 2015 and has shown remarkable resilience to become a maritime and energy hub whose significance in the global economy is unquestionable.

The history of Greece and Cyprus has converged together over the years through the upheavals and testing times that we have experienced. Our passion for life, our enthusiasm and our faith in God have carried us over 7000 years of history – and will continue to carry us through - we WILL survive”.

Capital Link's President, Mr. Nicolas Bornozis stated that responding to the invitation of Mr. Marios Demetriades, Minister of Transport, Communications and Works, Capital Link launched this Shipping Forum which will be held annually. The Forum recognizes and highlights the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination. The Forum features 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 raises awareness of the competitive positioning and advantages of Cyprus as an industry hub”.

H.E. Marios Demetriades, Minister of Transport, Communications and Works - Republic of Cyprus presented on “Cyprus as a Maritime, Logistics &Energy Hub” by stating that:

‘Cyprus offers today an attractive legislative and infrastructure environment for offering Maritime, Logistics and Energy services. It is already a leading Maritime Centre enjoying the third largest registry in the European Union together with a vital cluster offering services to almost 5% of the World's fleet. Following the commercialization of its largest commercial port, Limassol, and the upgrading of its efficiency and competitiveness we expect that Cyprus will develop further as a key regional transport hub. Finally, the discovery of hydrocarbons in the Eastern Med offers the opportunity to Cyprus to develop support services for the Industry not only covering Cyprus but the whole region”.

Mr. Martin Stopford, Non-Executive President – Clarkson Research Services Ltd presented on “Global Shipping Markets – Current Developments & Outlook: “As the Maritime industry edges past the trough of a very long recession, Dr. Stopford looked beyond the current cycle and addressed the major issues which the Maritime industry will face in the coming decades. These included the changing nature of shipping cycles and the underlying changes in seaborne trade and the shipbuilding industry. He discussed some radical growth scenarios and saw how these interact with the dual challenges of zero emissions and harnessing digital technology. Finally, Dr. Stopford addressed the changes that may be needed in the Maritime industry's business model in order to move forward in the coming decades”.

Mr. Alexios Vardoulakis, President –Caribe Tankers addressed the audience by stating that “Be it bulkers, tankers or any other general or specialized field of shipping the fact is that crew quality is deteriorating over all. Fewer of the younger generation join the seas and our field is ever looking at alternative sources. This is an extensive topic but let me lead as quickly as possible to one of the obvious (always monetary compensations aside). This has led to multicultural environments onboard the vessels. The crewing departments in close cooperation with their respective (internal or external) manning agents must be innovative in findings ways to overcome the cross cultural disciplines. What is acceptable to a Greek is not to a German, is insulting to Filipino etc. All crewing departments must not only look at "experience" but also multicultural adaptation abilities. If it was 10x hard to accomplish this in the shore based industries, it will be even harder within the constraints of a ship but it is possible. I am sure that the proper usage of new collaborative technologies will allow the understanding or an existing problem, prevent future ones and assist on the creation of a database to assimilate a performance resume in the same way. While the world in its entirety is leaning more and more towards the usage of technical gadgets (social and not) we cannot but appreciate their subconscious ability to isolate people. It is thus left to the

"leaders" to create environments that do promote health and fitness onboard. Examples (organize competitive sporting activities), rewards for achievements to name a few. There are methods employed widely by the industrial outfits. Ships are no different but instead of be a macro-cosmos it is a micro-cosmos. The same principles apply".

Mr. Andreas Christofides, Member of the Board of Directors -Hellenic Bank; Executive

Director –Granfeld Wealth Management stated that "In a challenging market all forms of finance, when correctly applied to the situation, can lead to an advantage. Whether this advantage is competitive or just transitional, ultimately this is down to the shipping company and the efficiency of its operations. However, access to capital, like in all industries, is the crucial element which essentially contributes to the success (or failure) of a company".

Mr. Ioannis Efstratiou, Acting Director –Department of Merchant Shipping of Cyprus

presented the following message to the audience: "The prospects of Cyprus shipping look better than ever. Our comprehensive maritime centre witnesses a continuous development, both in size and spectrum of shipping activities. Cyprus is attracting new business in shipping, capitalising on its attractive economic incentives, the unparalleled expertise and excellent infrastructure that encompass its shipping industry. This fact is evidenced by the increasing number of companies relocating their businesses to Cyprus or opening offices and branches in Cyprus. Limassol is truly a leading shipping centre and is among the most important shipping capitals of the world".

Mr. Polys Hajioannou, CEO –Safe Bulkers; Vice President -Cyprus Union of Shipowners

addressed the audience by stating that "We are proud to participate in the shipping conference of Capital Link organized for the first time in Limassol, Cyprus. Safe Bulkers is the largest owner in Cyprus registry with 36 vessels of 3.1 million dwt. Our Manager Safe Bulkers Management Ltd operates from Limassol Cyprus, enjoying a transparent and stable business environment in a modern City.

Our industry has experienced the first quarter of 2016 the worst market ever. Since then the chartering market improved somewhat from the historical lows, however, it still remains at non-profitable levels. Our proactive management efforts and our lean cost structure as expressed by our daily operating expenses are the main drivers for achieving positive operating cash flows, a key for maintaining liquidity. In addition our liquidity was improved through our recent additional offering in NYSE.

The suitable mix between period and spot charters may provide visibility of cash flows, support cash positive operations for lean cost structure vehicles, while some upside potential could be maintained on the basis of unfixed days.

Overall Safe Bulkers is well-positioned to withstand turbulence that may occur in the chartering market, but also to take advantage when the next shipping cycle begins".

Mr. Aristidis Pittas, CEO -Euroseas Ltd stressed the need for discipline in newbuilding orders.

There is too much shipbuilding capacity and fierce competition among shipyards in China, Korean and Japan. The moment rates recover, owners should resist the temptation to take advantage of attractive newbuilding offers, as new orders would be a negative for the shipping market. He added that looking ahead he expects a gradual improvement in the dry bulk markets provided Chinese demand for commodities continues and fleet supply pressures diminish. He is also hopeful for an improvement in the containership market as the result of increased scrapping and more slippage in new deliveries. He outlined the steps that Euroseas took to strengthen its liquidity and financial capacity to pursue selected acquisitions taking advantage of attractive vessel values. Euroseas will continue to act as a platform to consolidate other ownership interests using its stock to pay for select acquisitions.



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The event was a huge success drawing 400+ delegates from abroad and from the vibrant Cyprus shipping community. Indicative of the interest that the event generated among the delegates is the comment of Captain Panagiotis Tsakos who stated that he "had never before seen a Conference where there are no empty seats after lunch and where the delegates stay during the entire event". George Tsavlis, the Conference Chairman, echoed the same remarks in his Closing Statement.

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Mr. George A. Tsavlis, Principal of Tsavlis Salvage Group and Chairman of INTERMEPA (International Marine Environment Protection Association), was Chairman of the Conference.

Keynote speakers of the "Capital Link Cyprus Shipping Forum" were:

- Mr. Marios Demetriades, Minister of Transport Communications & Works of the Republic of Cyprus
- Mr. Martin Stopford, non-Executive President of Clarkson Research Services Ltd and
- Mr. Zhang Ye, President of Shanghai Shipping Exchange.

WELCOME REMARKS:

Mr. George A. Tsavlis, Principal, Tsavlis Salvage Group, Conference Chairman opened the proceedings with the following message:

"I feel honored to be chairing the first Cyprus Capital Link Shipping Forum in Limassol. I have always had a soft spot for Cyprus – which has shown an impressive survival spirit in getting through difficult and testing times. Our close relationship with Cyprus goes back to the early 60's when we were one of the first shipping companies to fly the Cyprus flag.

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major shipping, financial and capital markets as well as issues pertaining to geopolitical and regulatory developments, technical and commercial fleet management. The Forum raises awareness of the competitive positioning and advantages of Cyprus as an industry hub".

Mr. Bornozis concluded by stressing Capital Link's commitment to Cyprus, which besides the Annual Cyprus Shipping Forum to be held annually in Limassol, it also includes the "Capital Link Invest in Cyprus Forum" the first of which will be held in New York on Wednesday, March 22, 2017 and aims to raise awareness of Cyprus as a business and investment destination to a larger audience of US investors. H.E. President Anastasiades, and Ministers: Harris Georgiades, Minister of Finance, Yiorgos Lakkotrypis, Minister of Energy, Commerce, Industry and Tourism and Marios Demetriades, Minister of Transport, Communications and Works, along with a high level delegation of business leaders will come to New York for this Forum.

KEYNOTE REMARKS – Cyprus as a Maritime, Logistics & Energy hub

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FORUM SESSION ON THE GLOBAL SHIPPING MARKETS

Global Shipping Markets – Current Developments & Outlook

Mr. Martin Stopford, Non-Executive President – Clarkson Research Services Ltd presented on "Global Shipping Markets – Current Developments & Outlook: "As the Maritime industry edges past the trough of a very long recession, Dr. Stopford looked beyond the current cycle and addressed the major issues which the Maritime industry will face in the coming decades. These included the changing nature of shipping cycles and the underlying changes in seaborne trade and the shipbuilding industry. He discussed some radical growth scenarios and saw how these interact with the dual challenges of zero emissions and harnessing digital technology. Finally, Dr. Stopford addressed the changes that may be needed in the Maritime industry's business model in order to move forward in the coming decades".

A review of the Global Commodity, Energy and Shipping markets - Sector Review, Analysis & Outlook

Mr. Ben Nolan, Director, Shipping Research – Stifel presented on "A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook" and more specifically on "Dry Cargo Market / Dry Bulk and Containers" by stating that "Dry Bulk and Container shipping investors must feel like Dante making their way through the seven levels of hell. However, commodity prices are higher, the liners are now making more money, and order books have fallen to less frightening levels. Certainly dry bulk equities have shown some resurgence, but is it sustainable and has the long awaited recovery finally begun? Demand remains the real unknown: will the Chinese continue to cut domestic mining, will a Trump administration shrink trade, will Brexit disrupt Europe, and are we still looking at a shipping purgatory?"

FORUM SESSIONS ON SHIP MANAGEMENT

Panel Discussion: Optimizing Technical Fleet Management

Moderator:

Dr. John Kokarakis, Vice President - Bureau Veritas Hellas S.A.

Panelists:

Mr. Theo G. Baltatzis, General Manager – Technomar Shipping Inc.;

Mr. Stavros Meidanis, DPA/ CSO, S&Q Manager - Capital Ship Management Corp.;

Mr. Antonis Lygakis, Head of CTM Technical Department - Compagnie de Transport Maritime;

Mr. Carsten Sommerhage, CEO - Columbia Shipmanagement Ltd.

Dr. John Kokarakis, Vice President - Bureau Veritas Hellas S.A. stated that "One of the most critical aspects of shipmanagement is the crewing and the technical ones. The latter was the focus of the panel which included distinguished speakers from large shipmanagement companies. It appears that the modus operandi of the shipmanagement companies changes from people to knowledge retention. The flooding of information and regulations has necessitated the utilization of software in order to support the decision making process. This knowledge based decision making employs the latest artificial intelligence tools to lead to the optimum procedure. The obsolete plan



maintenance scheme is replaced on sensor-based condition maintenance or sometimes on risk based maintenance schemes. Dry-docking management, bunkering and vertical organization are popular best practices which lead to higher profits and more robust shipping”

Mr. Theo G. Baltatzis, General Manager – Technomar Shipping Inc. talked about “the distinctive perception of efficient ship management across three types of Ship Managers; Large Owner Operator Companies (like Maersk, Hapag Lloyd etc); Owners who Manage their own vessels in house; and Third Party Managers.”

Mr. Stavros Meidanis, DPA/ CSO, S&Q Manager - Capital Ship Management Corp. stated that “The maritime sector continues to evolve in response to economic, political, demographic, and technological trends. For us, as Ship Operators, understanding these trends is critical to improving the performance of the industry’s capital investment as well as operational efficiency, and provides the backdrop for successful long-term business strategy. Market forecast for 2017 with most analysts holds a negative outlook for the global shipping industry reflecting the continued oversupply of ships and a 7-10 % decline in earnings before interest, taxes, depreciation and amortization. China’s slowdown, has contributed to the end of the commodity super cycle. The recent deceleration of China’s economic growth is affecting many domestic industries, with implications for the global maritime economy. Forthcoming regulation - shipping issues, especially those dealing with environmental protection, should be taken on a global scale and in a unified manner, and not with individual measures taken by organizations or regional actors. Especially the Ballast Water Management (BWM) Convention and EU MRV will be the next big challenges for Ship Operators. Last but not least, the shortage of seafarers (especially ship officers) has already been identified as a global issue that is more likely to worsen in the immediate future. A huge shortage of seafarers is predicted over the next 5-10 years, meaning competition will be fierce for trained and competent workers.

Mr. Antonis Lygakis, Head of CTM Technical Department - Compagnie de Transport Maritime said that “Over the last years, the shipping industry has evolved significantly; the development of new technologies has radically changed the life on board and the managers’ practices. The crews are not alone on board anymore. They have daily communication and social life. At the same time is possible to get assistance or expert opinion on short notice for any technical aspect. As managers, the Web has become a strong tool in our everyday lives. It enables us either to find suitable suppliers/service providers, to have access to various databases (PSCs, Right Ship, Class, Flag, SIRE, OCIMF etc.), or to monitor in real time the ship’s position and performance. The new technologies are everywhere, like the remote control units/drones for the inspections, electronic planned maintenance systems, U/W brush machines for the UW cleaning etc. The new technologies have provided significant improvement for support and assistance. At the same time, also have created an obligation for the companies as no one anymore can ignore rules and regulations. The Managers obligations nowadays are “Compliance” and “Transparency”.

Mr. Carsten Sommerhage, CEO - Columbia Shipmanagement Ltd. stated the requirements on reporting to owners and on administration have increased extensively. Combined with available information from various third party sources and new supporting IT-systems, this has also changed the daily work of superintendents. This development puts the question forward, in how far this is also changing the qualification requirements on Superintendents in the organizations? Further, he touched on the on question of whether significant further optimization in shipping can be achieved, if systems on board of vessels become more standardized as it is for example in aviation. This will require however already a different approach for the construction of the vessels. In the long run this would have an effect on the available spare parts as well as the expertise to run these systems as crew training could be much more focused and specific.

Panel Discussion: Good People Pay Off - Crewing Strategies and Staff Development

Moderator:

Capt. Kuba Szymanski, Secretary General - InterManager

Panelists:

Mr. Alexios Vardoulakis, President – Caribe Tankers;

Mr. Jan Meyering, Joint Managing Director - Marlow Navigation Co. Ltd.;

Capt. Eugen Adami, Founder & Managing Director, Mastermind Shipmanagement Ltd (MSM);

Mr. Terence Zhao, President - Singhai Marine Services

Capt. Kuba Szymanski, Secretary General – InterManager stated: “I was delighted to hear from the panellists that Seafarers are Human Beings and should be treated as such. We very often “commoditize” them and the shipping industry even coined a phrase, “HUMAN ELEMENT”, which is being used extensively. I am not sure I personally like to be in this category of HUMAN ELEMENT and treated as an....element, I believe we, seafarers are much more than just ELEMENT. Speakers were all unified in their approach – look after your people and they will look after your asset (ship)”

Mr. Alexios Vardoulakis, President – Caribe Tankers addressed the audience by stating that “Be it bulkers, tankers or any other general or specialized field of shipping the fact is that crew quality is deteriorating over all. Fewer of the younger generation join the seas and our field is ever looking at alternative sources. This is an extensive topic but let



me lead as quickly as possible to one of the obvious (always monetary compensations aside). This has led to multicultural environments onboard the vessels. The crewing departments in close cooperation with their respective (internal or external) manning agents must be innovative in findings ways to overcome the cross cultural disciplines. What is acceptable to a Greek is not to a German, is insulting to Filipino etc. All crewing departments must not only look at "experience" but also multicultural adaptation abilities. If it was 10x hard to accomplish this in the shore based industries, it will be even harder within the constraints of a ship but it is possible. I am sure that the proper usage of new collaborative technologies will allow the understanding or an existing problem, prevent future ones and assist on the creation of a database to assimilate a performance resume in the same way. While the world in its entirety is leaning more and more towards the usage of technical gadgets (social and not) we cannot but appreciate their subconscious ability to isolate people. It is thus left to the "leaders" to create environments that do promote health and fitness onboard. Examples (organize competitive sporting activities), rewards for achievements to name a few. There are methods employed widely by the industrial outfits. Ships are no different but instead of be a macro-cosmos it is a micro-cosmos. The same principles apply".

Mr. Jan Meyering, Joint Managing Director - Marlow Navigation Co. Ltd. stated that "No doubt, investing in good people in shipping pays off. People are important and ships need good, qualified, and motivated seafarers to operate well and assure a prosperous voyage. On our part, they need to be provided with the right support, such as the proper tools and be adequately trained to be able to conduct their work in a safe and competent manner. At the same time enhancing their attitude, motivation and loyalty to the company. This is especially important in our industry, where quality and safety, as well as operational efficiency is paramount". Key strategies discussed included: Importance of crew Training, Retention of seafarers, Wages, benefits, and family-social-community events, Long serving recognition & rewards". Mr. Meyering also emphasized the need to continue supporting the development of new cadets by providing positions on-board that allows them to attain the necessary experience and help towards ensuring a long-term sustainable supply of talent for the industry.

Capt. Eugen Adami, Founder & Managing Director, Mastermind Shipmanagement Ltd (MSM) stated that "It took 40 years to harmonize the watchkeeping for the certification standards. The fitness of the crew is regulated by recording the work and rest hours. When a seaman uses the internet in his cabin, this time is counting as rest hours. This seaman will not be sufficiently rested to take a 4-6 hours watch. Certainly, this seaman will soon get tired and the risk for making navigational mistakes increases. New fitness/health monitoring gadgets and motion sensors, after some more development, may be better indicators in the future than just clocking time. The shipping industry should, from now on, drive an innovative STCW revision regarding crew fitness, taking into consideration the long time required to change this convention."

Mr. Terence Zhao, President - Singhai Marine Services highlighted in the panel discussion on crewing that China has been supplying more than 130 thousand seafarers to foreign flagged ships and the number is increasing year by year. As per BIMCO manpower report 2015, China has the largest number of officers in the world. The English proficiency of Chinese seafarers has improved dramatically over the years to meet international requirement. With the full implementation of STCW 2010 and the ratification of MLC 2006, China is definitely a good resource for human capital for the shipping industry. Singhai Marine Services, being a leading manning company in China, has invested a lot in the training with the clear objective of enhancing the quality of Chinese seafarers to meet a true international standard for its clients.

Panel Discussion & Presentation: Managing Risks – Cybersecurity

Opening presentation

Mr. Yannis Ioannides, Manager, Risk Advisory Practice, Cyber Risk Services – Deloitte Cyprus presented on "Cyber Security in the shipping industry" and analyzed the current and future cyber security trends in the maritime industry and the risks stemming from the digitalization transformation of the maritime industry. The presentation was specifically directed towards vessel cyber security beginning from research first presented in 2013 leading up to the most recent attacks. The presentation aimed to deliver the message that the maritime industry is not immune to attacks and in contrast as more technology is implemented on vessels cyber-attack vectors will increase.

Panel discussion

Moderator:

Ms. Despina Panayiotou Theodosiou, Managing Director – Tototheo Group of Companies

Panelists:

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.

Ms. Despina Panayiotou Theodosiou, Managing Director – Tototheo Group of Companies, discussed "The impact of cyber-attacks includes potential revenue loss, environmental damage and loss of life. We, as an industry, must raise awareness of cyber security issues at the executive level. Adopting sensible policies can prevent attacks and



security compromises. Developing and implementing such policies will require a top down approach within a company while training employees on how to recognize cyber-attacks and implementing policies are steps that a shipping company must take".

Mr. Peter Andersen, Maritime Business Development Manager – Cobham SATCOM stated that "With the increased need for integration of shore based support functions, including reporting to owners, managers, and authorities, there is a constant growing need in the industry for efficient and safe broadband communication to ships. Additionally onboard infotainment systems for crew welfare, adds to this need for capacity and security.

With this in mind it must be realized, that onboard cyber security solution is a key element in keeping these services available. It is also important to realize that this includes much more than adding a firewall to the broadband terminal. An efficient solution involves (to a very wide extend) crew, people coming onboard, procedures, and general awareness. On top of this, the onboard network architecture is to be built in a secure way. Access to this network is to be controlled and secured both from the broadband terminals and other onboard equipment."

Mr. Peter Broadhurst, Senior Vice President, Safety & Security – Inmarsat Maritime gave the following message : "In the era of 'always on' connectivity, vessel owners and operators are increasingly turning to intelligent data management and the business applications that save them time and money. However, 'smart ship' operations are not without risk: the data revolution exposes unsecured assets at sea, commercial organizations and crew safety to both malware and cyber-attack".

In this presentation Peter Broadhurst Senior Vice President of Safety and Security, Inmarsat Maritime discussed how in the digital age, owners and operators must look beyond conventional strategies to protect maritime safety, the marine environment and vessel security against unlawful access to intelligence, IT infrastructure, applications and networks - whether inadvertent or malicious.

Mr. Yiannis Ioannides, Manager, Risk Advisory Practice, Cyber Risk Services – Deloitte Cyprus, stated that guidelines and best practises are a good way to ensure that security is kept at a higher level but these guidelines should be clear and scalable to companies of all sizes. Mr. Ioannides also stated that although attacks such as vessel hijacking over the internet still seems unrealistic we need to understand that hackers will not stop trying to find ways to attack organization and some attacks may be closer than what we expect.

Presentation – Managing Risks – Foreign Corruption Practices Act

Mr. Richard Brand, Co-Chairman – Cadwalader, Wickersham & Taft LLP presented on Managing Risks – Foreign Corruption Practices Act by stating that "The Foreign Corrupt Practices Act (FCPA) should be of particular concern to shipping companies, who operate across the globe and in many jurisdictions identified as high risk for corruption. The unique characteristics of the industry put shipping company employees in direct contact with customs, import/export and other officials through repeated payments (e.g., customs duties, port charges, etc.) – all of which run the risk of abuse. This presentation provided an overview of the FCPA and provided specific, actionable guidance as to what shipping companies can do to implement effective controls and oversight policies".

Panel Discussion: Optimizing Insurance & Reinsurance – Trends & Developments

Moderator:

Mr. Mark O'Neil, President – Columbia Shipmanagement

Panelists:

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

Mr. Mark O'Neil, President – Columbia Shipmanagement addressed the audience by stating " As business leaders in the present shipping environment, it is absolutely incumbent upon us to rationalize, to consolidate and to drive for ever greater efficiency and efficacy in every aspect of our businesses - in other words to "optimize" - and this includes our insurance and reinsurance arrangements. But optimization is not just about cutting costs, it also includes considerations of service, robustness and reliability. We are all familiar with the adage" you get what you pay for".

Mr. Stephen Cooper, CEO - Fourth Insurance Office, Inc shared his thoughts on the divergence between premiums for management liability ("D&O") policies and various factors consistent with increased claims incidence and severity. He highlighted the significant uptick in actions against non-US issuers and the global impact of third-party funders of class-actions. Mr. Cooper recommended that owners and managers look to the capital markets, where a firming in rates will make this year's renewals more difficult. He urged risk managers to take certain steps in advance of a turn in the markets.

Mr. Joseph E.M. Hughes, Chairman & CEO - The American Club examined current trends and developments in hull

and P&I markets, comparing and contrasting the ways underwriters are affected by industry dynamics, and the manner in which they respond to their different constituencies. He also discussed the manner in which present market dynamics – including those in the reinsurance sphere – can be optimized by the consumers of marine insurance and reinsurance products, particularly in light of the very difficult economic conditions which characterize the freight markets at the present time.

Mr. Costas Th. Joannides, CEO – Marsh Brokers Ltd., Cyprus stated that within the sphere of optimization processed in insurances lies the old principle of Captives. Creating a special purpose vehicle like a captive company, which its sole purpose is to insure the risks of its parent, opens up new variables that could be taken into consideration in such optimization process. The Captive company will provide access to the reinsurance market which is not readily available on the direct conventional placing basis, with multiple benefits. The current softening market should not be considered as an obstacle in carrying out a study to ascertain the viability of such an alternative risk management arrangement.

Mr. Ole Wikborg, Director - Norwegian Hull Club stated that “whilst insurance in general is viewed by many only as a financial product of last resort to reinstate a physical position or the loss of earnings following an insured event, marine insurance buyers should pay attention to the importance of enhanced services offered by some underwriters in the marine insurance market. These services seek to assist the insured in the handling of the unfortunate event as well as mitigating the financial loss and the associated loss of time and income. By selecting a skilled and well-reputed Claims Leader as its preferred insurance carrier, any marine operation will see immediate benefits when the unlucky event strikes and practical claims handling experience and expertise becomes crucial. Buyers of marine insurance should optimize their insurance spend by having a mindful approach to their selection of insurance partners, - they should even be prepared to pay an additional cost for a more complete total insurance package”.

FORUM SESSION ON GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING - AFTERNOON KEYNOTE ADDRESS

KEYNOTE REMARKS – China, the Global Economy & Shipping

Mr. Zhang Ye, the President of the Shanghai Shipping Exchange (SSE), was the Keynote Speaker in the afternoon. The SSE was jointly founded by the Ministry of Transport and the Shanghai Municipal Government in November 28 1996. It is the first state-level shipping exchange in China and its founding represents a major step taken by the Chinese government to promote and invigorate China's shipping market and match the construction of Shanghai International Shipping Center. The SSE's aims to standardize transactions in the shipping market, to protect fair shipping market competition and to communicate shipping market information. Among other, it is known for publicizing a series of indices used in the domestic and international container and dry bulk markets. The SSE aims to function as the gateway for the shipping business in China. Mr. Zhang Ye has been included among the top 10 most influential people for shipping in China and in the Lloyds List Top 100.

Mr. Zhang Ye, President - Shanghai Shipping Exchange presented on “China, the Global Economy & Shipping” by stating that “The downturn of world economy and shipping has brought huge challenges to the development of maritime industry, but the growth of China's economy and trade needs the world maritime service.” Mr. Ye gave a quick overview of Chinese shipping industry including the scale of Chinese fleet and shipping enterprises, the port layout and port enterprises, the scale and capacity of Chinese shipyards, the scale of ship financial lease in China, etc. He shared the national strategy of shipping development like 13th Five-year planning, Belt & Road, Free Trade Zone, maritime information, maritime indexes, etc. and analyzed possible opportunities and challenges. He discussed how Shanghai international shipping center can learn from Cyprus as the hub of shipping, energy and commodities as well as the potential opportunities of cooperation”.

“One Belt – One Road” – The New Silk Road and How it Will Affect Shipping

Mr. Nikolaos Kakalis, Manager R&D and Advisory, Region South East Europe and Middle East - DNV GL presented on “One Belt – One Road” – The New Silk Road and How it Will Affect Shipping” stated that “China is heading towards a New Normal moving from resource-intensive growth to value-added growth, and in this process China's strategic initiative One Belt-One Road is of high importance”. Connecting China to Europe via the ‘Belt’ or silk road economic belt, and the ‘Road’ or maritime silk road the initiative aims at better infrastructure and connectivity to boost the growth of the countries along the belt and the road. Dr. Kakalis stressed that “investments in the relevant infrastructure development will involve sizeable opportunities for the shipping industry when it comes to the transportation of needed raw and building materials, equipment, energy, as well as consuming goods”. He finished his presentation by outlining example benefits from investment projects in Gwadar, Pakistan and in Piraeus, Greece.”

FORUM SESSION ON FINANCE AND CAPITAL MARKETS

Panel Discussion – Access to Capital as a Competitive Advantage – Bank Finance, Capital Markets, Private Equity & Alternative Financing

Moderator:

Mr. Andreas Christofides, Member of the Board of Directors - Hellenic Bank; Executive Director – Granfeld Wealth Management

Panelists:

Mr. George Arcadis, Chief Representative, Athens -Representative Office - ABN AMRO BANK NV;

Mr. Kjartan Bru, Head of Shipping, Offshore & Logistics, CEMEA – DNB Bank;

Mr. Mark Friedman, Senior Managing Director, Investment Banking – Evercore Partners.

Mr. Andreas Christofides, Member of the Board of Directors - Hellenic Bank; Executive Director – Granfeld Wealth Management stated that "In a challenging market all forms of finance, when correctly applied to the situation, can lead to an advantage. Whether this advantage is competitive or just transitional, ultimately this is down to the shipping company and the efficiency of its operations. However, access to capital, like in all industries, is the crucial element which essentially contributes to the success (or failure) of a company".

Mr. George Arcadis, Chief Representative, Athens Representative Office - ABN AMRO BANK NV said that "In a volatile world market, a bank with global presence and staying power is rare. ABN AMRO has been financing this sector since 1720. Many clients have been with us for decades because our support goes beyond dollars. A stable team of sector specialists with the experience to advise you on funding diversification and strategic capital management; we offer a complete product range and the industry know-how to develop creative solutions. Add fast decision-making, flawless execution, and integrated risk and portfolio management, and you can see why companies tend to stay with us for the long haul. For more on how our Transportation team could support your business, visit abnamro.com/etc."

Mr. Kjartan Bru, Head of Shipping, Offshore & Logistics, CEMEA – DNB Bank stated that "Access to capital is a competitive advantage and companies should approach this with optionality in mind. The more options, the more flexibility, the more value. How a company is run will always be the overarching consideration. Having a long term commitment to shipping, balancing well the operational versus financial leverage and preparing for the bad times during the good times by always keeping financial capacity at hand for a rainy day either within the company or with supportive stakeholders are keys to success. DNB has the ability to advise on many fronts to find and offer the best solutions."

Mr. Mark Friedman, Senior Managing Director, Investment Banking – Evercore Partners discussed the scarcity of capital and the need for shipowners to create size, scale, transparency and efficiency to attract private and public capital. Bank relationships should be carefully nurtured and being a public company provides useful transparency to attract and maintain bank relationships. Ultimately, preferred access to capital is the key to grow through the cycle.

Presentation – Restructuring as a Business & Investment Opportunity"

Mr. George Paleokrassas, Partner – Watson Farley & Williams LLP presented on "Restructuring as a Business & Investment Opportunity" and discussed on how restructurings may result in business and investment opportunities.

The decision by many traditional lenders to deleverage or to exit ship lending altogether has given owners in some case the opportunity to reduce their loans to the value of the ships securing the loans (leading to a reduction in the ships' breakeven levels) and, as it is a condition of many restructurings that there be an injection of new equity, this allows companies to attract investment from existing or new investors with the new equity valued at current, and not original investment level.

FORUM SESSION ON CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB

Panel Discussion – Expertise and Infrastructure in Cyprus – Cyprus as an Operational Hub

Moderator:

Mr. Markus Wenker, Head of Ship Finance Hellenic Bank

Panelists:

Mr. Roine Ahlquist, Managing Director - Tufton Oceanic Shipping Management;

Mr. Ioannis Efstratiou, Acting Director – Department of Merchant Shipping of Cyprus;

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

Mr. Dieter Rohdenburg, CEO – Intership Navigation Co., Ltd.; Vice President - Cyprus Shipping Chamber;

Mr. Antonis Taliotis, Tax Partner – Deloitte Cyprus;

Mr. Markus Wenker, Head of Ship Finance Hellenic Bank addressed the audience by stating that "Shipping has been one of the few pillars of the Cypriot economy that remained resilient despite the unprecedented crisis of 2013. At Hellenic Bank we have a proven track record of in-depth expertise in the shipping industry. We are the only banking institution in Cyprus with a dedicated Shipping Division since 2013, who understands the needs of international shipping companies and provides a wide range of specialized banking products and services."

Mr. Roine Ahlquist, Managing Director - Tufton Oceanic Shipping Management stated that "Cyprus is in a position to leverage its unique and strategically valuable location to attract more Shipping business interests to the island. To move up in the value chain (ship owners, traders, brokers etc) we need to see incentives for development of an improved infrastructure to support and attract foreign companies and expatriate executives. This would entail a broad strategic review of the existing infrastructure base and amongst other efforts work on developing attractive routings into continental EU for business travel.

It would further entail effectivising government services offerings to cater to a truly international and highly sought after internationally mobile talent base.

An attractive tax system is not alone a solution, Cyprus has a great deal to offer but we need to align our value proposition to what other international destinations can provide to companies and individuals alike"

Mr. Ioannis Efstratiou, Acting Director – Department of Merchant Shipping of Cyprus presented the following message to the audience: "The prospects of Cyprus shipping look better than ever. Our comprehensive maritime centre witnesses a continuous development, both in size and spectrum of shipping activities. Cyprus is attracting new business in shipping, capitalising on its attractive economic incentives, the unparalleled expertise and excellent infrastructure that encompass its shipping industry. This fact is evidenced by the increasing number of companies relocating their businesses to Cyprus or opening offices and branches in Cyprus. Limassol is truly a leading shipping centre and is among the most important shipping capitals of the world".

Mr. George Mouskas, Managing Director - Zela Shipping Group; Member of the Executive Committee - Cyprus Union of Shipowners stated that the panel discussed "the advantages of a shipping company operating out of Cyprus. It was generally agreed that Cyprus is an efficient place to operate from, with good quality staff and low operational costs due to, mainly, the advantageous tax structure. Our experience at the Zela Shipping Group is that we are working much more efficiently and with lower costs since that we relocated to Limassol in September 2014. Our London office and Athens office have now been closed and all our staff is based in Limassol Cyprus. Our panel also predicted a bright future for Cyprus as an operating base and also for the Cyprus flag, especially if there is a solution to the Cyprus problem. My prediction is that if the Cyprus problem is solved, and the Turkish embargo is lifted on Cyprus flag ships, then the tonnage under the Cyprus flag would double within a year. Limassol requires more quality office space to be built to accommodate the new companies relocating in Cyprus. There is also a need for better flight connections to Europe, especially the north European ports, which are very difficult to get to. Flight connections to the Far East are very well served via Dubai. The general message is that don't look any further than Limassol if you are looking to relocate your shipping office."

Mr. Dieter Rohdenburg, CEO – Intership Navigation Co., Ltd.; Vice President - Cyprus Shipping Chamber addressed the audience by stating that "Cyprus maritime cluster has grown tremendously over the last 4 decades. Today is recognized as one of the leading ship management centers in the world. Cyprus Shipping Chamber represents the entire cluster with highly effective lobbying power with the full support by successive Cypriot governments. Existing cluster includes, besides ship owners/ managers Chartering brokers, Insurance brokers, Marine spare parts suppliers (makers, traders), Classification societies etc. The way forward they must increase promotion of Cyprus cluster internationally to attract new players from all industry sectors and expand locally to include existing players such as Academic institutions, Oil & gas, Port operators, Charterers etc. The resident shipping industry, in its broadest sense, is one of the strong contributors to the Cyprus economy!"

Mr. Antonis Taliotis, Tax Partner – Deloitte Cyprus emphasized that "Cyprus tax legislation provides additional and significant tax benefits for those individuals that want to relocate and work from Cyprus either by setting up their business in the Republic or as employees, such as the non dom rules, which exempt from taxation their investment income (interest and/or dividends) or the 50% reduction on income tax rates applicable on salary income when that exceeds €100.000 p.a. He concluded that Cyprus is still a very attractive place to operate from, as it combines a favorable tax environment with a robust infrastructure and high quality services".

FORUM SESSION ON PUTTING IT ALL TOGETHER: THE SHIPOWNER PERSPECTIVE

Panel Discussion – Is There Light at the End of the Tunnel? - The Shipowner Perspective

Moderator:

Mr. Ben Nolan, Director, Shipping Research – Stifel

Panelists:

Mr. Spyros Capralos, CEO – Oceanbulk Containers; Chairman – Star Bulk Carriers;

Mr. Andreas Hadjiyiannis, President - Cyprus Sea Lines Shipping; President - Cyprus Union of Shipowners;

Mr. Polys Hajioannou, CEO – Safe Bulkers; Vice President - Cyprus Union of Shipowners;

Mr. Aristidis Pittas, CEO - Euroseas Ltd.

Mr. Spyros Capralos, CEO – Oceanbulk Containers; Chairman – Star Bulk Carriers referred to the "recent rally in dry bulk stocks, explaining that this was mostly derived by the positive momentum created post U.S. elections, as well as the surge in commodity and energy prices. He also commented on the dry bulk market prospects, stating that



2016 was the worst year in the last 3 decades, that 2017 will be better and that the market will improve going forward. He pointed out though that owners should continue to show restraint, by scrapping older vessels and refrain from ordering new buildings. He also touched upon the benefits of being a public shipping company, emphasizing the access to capital, much needed for fleet growth in a capital intensive business such as shipping. Mr. Capralos also echoed the view of the panelists that better corporate governance and transparency in public shipping companies will ultimately become the new normal in the next years, also pointing out Star Bulk's excellence in this area. Regarding the question on which shipping sub sector he would invest \$100 mln, Mr. Capralos pointed that if everybody was to invest \$100 million in buying vessels, then this would surely lead to increased vessel prices. There was a discussion in the panel regarding the upcoming IMO regulations (ballast water treatment system and low Sulphur cap on fuel), where Mr. Capralos shared the view of other participants that most owners will not elect to install scrubbers, but instead will attempt to slow steam, thus reducing the effective supply of vessels. He also pointed out that both new regulations will lead to accelerated scrapping of older vessels, especially in the dry bulk sector".

Mr. Polys Hajioannou, CEO – Safe Bulkers; Vice President - Cyprus Union of Shipowners addressed the audience by stating that "We are proud to participate in the shipping conference of Capital Link organized for the first time in Limassol, Cyprus. Safe Bulkers is the largest owner in Cyprus registry with 36 vessels of 3.1 million dwt. Our Manager Safe Bulkers Management Ltd operates from Limassol Cyprus, enjoying a transparent and stable business environment in a modern City.

Our industry has experienced the first quarter of 2016 the worst market ever. Since then the chartering market improved somewhat from the historical lows, however, it still remains at non-profitable levels. Our proactive management efforts and our lean cost structure as expressed by our daily operating expenses are the main drivers for achieving positive operating cash flows, a key for maintaining liquidity. In addition our liquidity was improved through our recent additional offering in NYSE.

The suitable mix between period and spot charters may provide visibility of cash flows, support cash positive operations for lean cost structure vehicles, while some upside potential could be maintained on the basis of unfixed days.

Overall Safe Bulkers is well-positioned to withstand turbulence that may occur in the chartering market, but also to take advantage when the next shipping cycle begins".

Mr. Aristidis Pittas, CEO - Euroseas Ltd stressed the need for discipline in newbuilding orders. There is too much shipbuilding capacity and fierce competition among shipyards in China, Korean and Japan. The moment rates recover, owners should resist the temptation to take advantage of attractive newbuilding offers, as new orders would be a negative for the shipping market. He added that looking ahead he expects a gradual improvement in the dry bulk markets provided Chinese demand for commodities continues and fleet supply pressures diminish. He is also hopeful for an improvement in the containership market as the result of increased scrapping and more slippage in new deliveries. He outlined the steps that Euroseas took to strengthen its liquidity and financial capacity to pursue selected acquisitions taking advantage of attractive vessel values. Euroseas will continue to act as a platform to consolidate other ownership interests using its stock to pay for select acquisitions.

Concluding Remarks

Mr. George A. Tsaviliris, President - Tsaviliris Salvage Group – Conference Chairman, closed the conference with the following statement:

"My experience in chairing the Cyprus Capital Link Shipping Forum this year was one of the most rewarding I have had. First and foremost, I would like to thank Nicolas and Olga Bornozi for organizing this event. Frankly, one could say that this event may be entitled to be placed in the Guinness Book of Records for capturing a full audience of over 400 attendees -who remained throughout the day. It is very rare to have a lunch break and then to see all the attendees back in their places with the same enthusiasm and spark in their eyes. It goes without saying that there are good reasons for this.

First the momentum was high – the presentations were both interesting and informative and the respective moderators worked impeccably well with their team of panelists.

Another point I would like to take the opportunity in saying is that often we find members of the shipping industry somewhat hesitant in attending conferences. Personally, as I have mentioned in the past, in this day and age, the everlasting and constant changes we are having to face and adapt to are so rapid, that opportunities such as this, are an absolute necessity, in order to keep up to date.

As we have noted the regulations alone are becoming extremely difficult to face, especially in view of the complexities and the inconsistencies we find from different jurisdictions and formats.

As we are all aware, in spite of the difficult and testing times Cyprus experienced in the past, they have performed nothing less than what I can describe as a miracle in elevating themselves to the highest professional level in all sectors. The prominence achieved in shipping, the discovery of significant amounts of hydrocarbons in the area and the high degree of utmost professionalism in shipping services give us every assurance for a bright future.

Again my sincere thanks to the Capital Link team and a personal note for making my day to experience such a professional approach and with such youthful enthusiasm.



Last and not least, THANK YOU CYPRUS.”

TARGET AUDIENCE

The Forum presented a unique opportunity to meet and network with a large, high-caliber audience of Ship Owners - Ship Managers - Ship Operators - Ship Brokers – Charterers - Risk Insurers – Arbitrators - Marine Technology experts, investment and commercial bankers, analysts, private equity and venture capital firms, law and auditing executives, market analysts, institutional investors, financial advisors, trade and financial media.

PARTICIPATING COMPANIES & ORGANIZATIONS

ABN AMRO Energy, Commodities & Transportation • The American Club • Bureau Veritas Hellas SA • CADWALADER • Capital Ship Management Corp. • Caribe Tankers • Caldwellader, Wickersham & Taft LLP • Clarkson Research Services Ltd. • Clay Maitland • Cobham SATCOM • Compagnie de Transport Maritime • Columbia Shipmanagement Ltd. • C Transport Maritime • Cyprus Union of Shipowners • Cyprus Sea Lines Shipping • Cyprus Shipping Chamber • Chrysses Demetriades & Co LLC • Deloitte Cyprus • DMS Department of Merchant Shipping of Cyprus • DNB Bank • DNV GL • Euroseas Ltd. • Evercore Partners • Fourth Insurance Office, Inc. • Granfeld Wealth Management • Hellenic Bank • Inmarsat Maritime • InterManager • Intership Navigation Co • International Registries • Lemissoler Navigation Co. Ltd • Marlow Navigation • Marsh Brokers Ltd Cyprus • Mastermind Shipmanagement Ltd • Ministry of Transport, Communications and Works, Republic of Cyprus • NAMEPA • Niki Shipping • Norwegian Hull Club • Oceanbulk Containers • Safe Bulk • Shanghai Shipping Exchange • Singhai Marine Services • Star Bulk Carriers • Stifel • Technomar Shipping Inc • The Marshall Islands Registry • Tototheo Group of Companies • Transmed Shipping Co. Ltd • Tsavliris Salvage Group • Tufton Oceanic Shipping Management • Watson Farley & Williams LLP • Zela Shipping Group

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FOR MORE INFORMATION

Please visit: <http://forums.capitallink.com/shipping/2017cyprus/index.html>

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The CAPITAL LINK website: www.capitallink.com

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ABOUT CAPITAL LINK

With its headquarters in New York and presence in London, Athens and Oslo, Capital Link has been active since 1995

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in the field of Strategic Advisory, Investor Relations and Financial Communication with main focus on the maritime sector, among other. Capital Link's activities include Investor Relations and Advisory, the Organization of Investment Conferences and Introductions to Strategic Business Partners and Capital Providers. Capital Link organizes 14 large scale conferences annually in New York, London, Athens, Limassol and Shanghai focusing on its main field of activity. (www.capitallinkforum.com). The Capital Link Forums feature industry leaders and are recognized for their rich informational content coupled with extensive marketing and networking opportunities.

Capital Link's efforts and its President, Nicolas Bornozis, have been recognized by several organizations including the Greek Shipping Lloyds Awards, the Intercontinental Finance Magazine, the International Propeller Club of the United States and the AHI-American Hellenic Institute.



The significant role of Cyprus as a maritime, energy and logistics hub

The significant role of Cyprus as a maritime, energy and logistics hub

The inaugural "Capital Link Cyprus Shipping Forum" took place in Limassol on Thursday, February 9, 2017, at the Columbia Plaza.

Capital Link intends to organize this event in Cyprus on an annual basis. The Forum was organized under the Auspices of the **Ministry of Transport, Communications and Works. The Cyprus Union of Shipowners and Deloitte were the Lead Sponsors. Hellenic Bank sponsored the Speakers Dinner.** The event had the support of the **Department of Merchant Shipping, the Cyprus Shipping Chamber** and many other industry associations.

The event was a huge success drawing 400+ delegates from abroad and from the vibrant Cyprus shipping community. Indicative of the interest that the event generated among the delegates is the comment of **Captain Panagiotis Tsakos** who stated that he "had never before seen a Conference where there are no empty seats after lunch and where the delegates stay during the entire event". **George Tsavlis**, the Conference Chairman, echoed the same remarks in his Closing Statement.

The Forum aimed to raise awareness of the role of Cyprus as a regional maritime, logistics and energy hub. Cyprus has been known as a shipmanagement hub with 5% of the global fleet managed out of Cyprus. An increasing number of owners and ship management firms have been setting up operations in Cyprus. The Forum took place at the **Columbia Plaza owned by Mr. Heinrich Shoeller**, who attended the event and who is among the pioneers who established a presence in Cyprus since 1978.

The Forum started in the evening of Tuesday, February 8, 2017 with a formal dinner for the event speakers, sponsors and other dignitaries. Hellenic Bank sponsored the dinner.

Mrs. Irena Georgiadou, Chairwoman of Hellenic Bank welcomed the speakers, sponsors and supporters of the Forum with the following message: "Hellenic Bank is best placed to understand the needs of international shipping companies & be a partner of choice and trust to our clients."

Mr. Andreas Hadjipetrou, Managing Director of **Columbia Shipmanagement** stated "We are all very excited to see in Limassol, and especially at the **Columbia Plaza**, a full house event with top class delegates and in depth discussions on the most important shipping subjects. What was even more impressive was the fact that international and local companies were represented with their top figures who took pride in supporting Capital Link in Cyprus and promoting Cyprus as a shipping center. We look forward to next year's event!"

Mr. George A. Tsavlis, Principal of Tsavlis Salvage Group and Chairman of **INTERMEPA (International Marine Environment Protection Association)**, was **Chairman of the Conference.**

Keynote speakers of the "Capital Link Cyprus Shipping Forum" were:

- **Marios Demetriades, Minister of Transport Communications & Works of the Republic of Cyprus**
- **Martin Stopford, non-Executive President of Clarkson Research Services Ltd and**
- **Zhang Ye, President of Shanghai Shipping Exchange.**

WELCOME REMARKS:

Mr. George A. Tsavlis, Principal, Tsavlis Salvage Group, Conference Chairman opened the proceedings with the following message:

"I feel honored to be chairing the first Cyprus Capital Link Shipping Forum in Limassol. I have always had a soft spot for Cyprus – which has shown an impressive survival spirit in getting through difficult and testing times. Our close relationship with Cyprus goes back to the early 60's when we were one of the first shipping companies to fly the Cyprus flag.

Personally, my activities with Cyprus go back for 25 years, primarily through CYMEPA. I am proud to say that I feel Cyprus as a second home to me. The zest for life, the hospitality, the high standards and quality of work and the impressive success in the shipping industry is an example to our next generation. Cyprus today surpassed all



expectations exiting the recession in 2015 and has shown remarkable resilience to become a maritime and energy hub whose significance in the global economy is unquestionable.

The history of Greece and Cyprus has converged together over the years through the upheavals and testing times that we have experienced. Our passion for life, our enthusiasm and our faith in God have carried us over 7000 years of history – and will continue to carry us through - we WILL survive”.

Capital Link’s President, **Mr. Nicolas Bornozis** stated that responding to the invitation of Mr. Marios Demetriades, Minister of Transport, Communications and Works, Capital Link launched this Shipping Forum which will be held annually. The Forum recognizes and highlights the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination. The Forum features 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 raises awareness of the competitive positioning and advantages of Cyprus as an industry hub”.

Mr. Bornozis concluded by stressing Capital Link’s commitment to Cyprus, which besides the Annual Cyprus Shipping Forum to be held annually in Limassol, it also includes the “**Capital Link Invest in Cyprus Forum**” the first of which will be held in New York on Wednesday, March 22, 2017 and aims to raise awareness of Cyprus as a business and investment destination to a larger audience of US investors. H.E. President Anastasiades, and Ministers: Harris Georgiades, Minister of Finance, Yiorgos Lakkotrypīs, Minister of Energy, Commerce, Industry and Tourism and Marios Demetriades, Minister of Transport, Communications and Works, along with a high level delegation of business leaders will come to New York for this Forum.

KEYNOTE REMARKS – Cyprus as a Maritime, Logistics & Energy hub

H.E. Marios Demetriades, Minister of Transport, Communications and Works - Republic of Cyprus presented on “Cyprus as a Maritime, Logistics & Energy Hub” by stating that:

‘Cyprus offers today an attractive legislative and infrastructure environment for offering Maritime, Logistics and Energy services. It is already a leading Maritime Centre enjoying the third largest registry in the European Union together with a vital cluster offering services to almost 5% of the World’s fleet. Following the commercialization of its largest commercial port, Limassol, and the upgrading of its efficiency and competitiveness we expect that Cyprus will develop further as a key regional transport hub. Finally, the discovery of hydrocarbons in the Eastern Med offers the opportunity to Cyprus to develop support services for the Industry not only covering Cyprus but the whole region”

FORUM SESSION ON THE GLOBAL SHIPPING MARKETS

Global Shipping Markets – Current Developments & Outlook

Mr. Martin Stopford, Non-Executive President – **Clarkson Research Services Ltd** presented on “**Global Shipping Markets – Current Developments & Outlook**”: “As the Maritime industry edges past the trough of a very long recession, Dr. Stopford looked beyond the current cycle and addressed the major issues which the Maritime industry will face in the coming decades. These included the changing nature of shipping cycles and the underlying changes in seaborne trade and the shipbuilding industry. He discussed some radical growth scenarios and saw how these interact with the dual challenges of zero emissions and harnessing digital technology. Finally, Dr. Stopford addressed the changes that may be needed in the Maritime industry’s business model in order to move forward in the coming decades”.

A review of the Global Commodity, Energy and Shipping markets - Sector Review, Analysis & Outlook

Mr. Ben Nolan, Director, **Shipping Research – Stifel** presented on “**A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook**” and more specifically on “**Dry Cargo Market / Dry Bulk and Containers**” by stating that “Dry Bulk and Container shipping investors must feel like Dante making their way through the seven levels of hell. However, commodity prices are higher, the liners are now making more money, and order books have fallen to less frightening levels. Certainly dry bulk equities have shown some resurgence, but is it sustainable and has the long awaited recovery finally begun? Demand remains the real unknown: will the Chinese continue to cut domestic mining, will a Trump administration shrink trade, will Brexit disrupt Europe, and are we still looking at a shipping purgatory?”

FORUM SESSIONS ON SHIP MANAGEMENT



Panel Discussion: Optimizing Technical Fleet Management

Moderator:

Dr. John Kokarakis, Vice President - **Bureau Veritas Hellas S.A.**

Panelists:

Mr. Theo G. Baltatzis, General Manager – **Technomar Shipping Inc.**;

Mr. Stavros Meidanis, DPA/ CSO, **S&Q Manager - Capital Ship Management Corp.**;

Mr. Antonis Lygakis, Head of CTM Technical Department - **Compagnie de Transport Maritime**;

Mr. Carsten Sommerhage, CEO - **Columbia Shipmanagement Ltd.**

Dr. John Kokarakis, Vice President - **Bureau Veritas Hellas S.A.** stated that “One of the most critical aspects of shipmanagement is the crewing and the technical ones. The latter was the focus of the panel which included distinguished speakers from large shipmanagement companies. It appears that the modus operandi of the shipmanagement companies changes from people to knowledge retention. The flooding of information and regulations has necessitated the utilization of software in order to support the decision making process. This knowledge based decision making employs the latest artificial intelligence tools to lead to the optimum procedure. The obsolete plan maintenance scheme is replaced on sensor-based condition maintenance or sometimes on risk based maintenance schemes. Dry-docking management, bunkering and vertical organization are popular best practices which lead to higher profits and more robust shipping”

Mr. Theo G. Baltatzis, General Manager – **Technomar Shipping Inc.** talked about “the distinctive perception of efficient ship management across three types of Ship Managers; Large Owner Operator Companies (like Maersk, Hapag Lloyd etc); Owners who Manage their own vessels in house; and Third Party Managers.”

Mr. Stavros Meidanis, DPA/ CSO, **S&Q Manager - Capital Ship Management Corp.** stated that “The maritime sector continues to evolve in response to economic, political, demographic, and technological trends. For us, as Ship Operators, understanding these trends is critical to improving the performance of the industry’s capital investment as well as operational efficiency, and provides the backdrop for successful long-term business strategy.

Market forecast for 2017 with most analysts holds a negative outlook for the global shipping industry reflecting the continued oversupply of ships and a 7-10 % decline in earnings before interest, taxes, depreciation and amortization. China’s slowdown, has contributed to the end of the commodity super cycle. The recent deceleration of China’s economic growth is affecting many domestic industries, with implications for the global maritime economy. Forthcoming regulation - shipping issues, especially those dealing with environmental protection, should be taken on a global scale and in a unified manner, and not with individual measures taken by organizations or regional actors. Especially the Ballast Water Management (BWM) Convention and EU MRV will be the next big challenges for Ship Operators. Last but not least, the shortage of seafarers (especially ship officers) has already been identified as a global issue that is more likely to worsen in the immediate future. A huge shortage of seafarers is predicted over the next 5-10 years, meaning competition will be fierce for trained and competent workers.

Mr. Antonis Lygakis, Head of CTM Technical Department - **Compagnie de Transport Maritime** said that “Over the last years, the shipping industry has evolved significantly; the development of new technologies has radically changed the life on board and the managers’ practices. The crews are not alone on board anymore. They have daily communication and social life. At the same time is possible to get assistance or expert opinion on short notice for any technical aspect. As managers, the Web has become a strong tool in our everyday lives. It enables us either to find suitable suppliers/service providers, to have access to various databases (PSCs, Right Ship, Class, Flag, SIRE, OCIMF etc.), or to monitor in real time the ship’s position and performance. The new technologies are everywhere, like the remote control units/drones for the inspections, electronic planned maintenance systems, U/W brush machines for the UW cleaning etc. The new technologies have provided significant improvement for support and assistance. At the same time, also have created an obligation for the companies as no one anymore can ignore rules and regulations. The Managers obligations nowadays are “Compliance” and “Transparency”.

Mr. Carsten Sommerhage, CEO - **Columbia Shipmanagement Ltd.** stated the requirements on reporting to owners and on administration have increased extensively. Combined with available information from various third party sources and new supporting IT-systems, this has also changed the daily work of superintendents. This development puts the question forward, in how far this is also changing the qualification requirements on Superintendents in the organizations? Further, he touched on the on question of whether significant further optimization in shipping can be achieved, if systems on board of vessels become more standardized as it is for example in aviation. This will require however already a different approach for the construction of the vessels. In the long run this would have an effect on



the available spare parts as well as the expertise to run these systems as crew training could be much more focused and specific.

Panel Discussion: Good People Pay Off - Crewing Strategies and Staff Development

Moderator:

Capt. Kuba Szymanski, Secretary General- **InterManager**

Panelists:

Mr. Alexios Vardoulakis, President – **Caribe Tankers**;

Mr. Jan Meyering, Joint Managing Director - **Marlow Navigation Co. Ltd.**;

Capt. Eugen Adami, Founder & Managing Director, **Mastermind Shipmanagement Ltd (MSM)**;

Mr. Terence Zhao, President - **Singhai Marine Services**

Capt. Kuba Szymanski, Secretary General–**InterManager** stated: “I was delighted to hear from the panellists that Seafarers are Human Beings and should be treated as such. We very often “commoditize” them and the shipping industry even coined a phrase, “HUMAN ELEMENT”, which is being used extensively. I am not sure I personally like to be in this category of HUMAN ELEMENT and treated as an...element, I believe we, seafarers are much more than just ELEMENT. Speakers were all unified in their approach – look after your people and they will look after your asset (ship)”

Mr. Alexios Vardoulakis, President –**Caribe Tankers** addressed the audience by stating that “Be it bulkers, tankers or any other general or specialized field of shipping the fact is that crew quality is deteriorating over all. Fewer of the younger generation join the seas and our field is ever looking at alternative sources. This is an extensive topic but let me lead as quickly as possible to one of the obvious (always monetary compensations aside). This has led to multicultural environments onboard the vessels. The crewing departments in close cooperation with their respective (internal or external) manning agents must be innovative in findings ways to overcome the cross cultural disciplines. What is acceptable to a Greek is not to a German, is insulting to Filipino etc. All crewing departments must not only look at “experience” but also multicultural adaptation abilities. If it was 10x hard to accomplish this in the shore based industries, it will be even harder within the constraints of a ship but it is possible. I am sure that the proper usage of new collaborative technologies will allow the understanding or an existing problem, prevent future ones and assist on the creation of a database to assimilate a performance resume in the same way. While the world in its entirety is leaning more and more towards the usage of technical gadgets (social and not) we cannot but appreciate their subconscious ability to isolate people. It is thus left to the “leaders” to create environments that do promote health and fitness onboard. Examples (organize competitive sporting activities), rewards for achievements to name a few. There are methods employed widely by the industrial outfits. Ships are no different but instead of be a macro-cosmos it is a micro-cosmos. The same principles apply”.

Mr. Jan Meyering, Joint Managing Director - **Marlow Navigation Co. Ltd.** stated that “No doubt, investing in good people in shipping pays off. People are important and ships need good, qualified, and motivated seafarers to operate well and assure a prosperous voyage. On our part, they need to be provided with the right support, such as the proper tools and be adequately trained to be able to conduct their work in a safe and competent manner. At the same time enhancing their attitude, motivation and loyalty to the company. This is especially important in our industry, where quality and safety, as well as operational efficiency is paramount”. Key strategies discussed included: Importance of crew Training, Retention of seafarers, Wages, benefits, and family-social-community events, Long serving recognition & rewards”. Mr. Meyering also emphasized the need to continue supporting the development of new cadets by providing positions on-board that allows them to attain the necessary experience and help towards ensuring a long-term sustainable supply of talent for the industry.

Capt. Eugen Adami, Founder & Managing Director, **Mastermind Shipmanagement Ltd (MSM)** stated that “It took 40 years to harmonize the watchkeeping for the certification standards. The fitness of the crew is regulated by recording the work and rest hours. When a seaman uses the internet in his cabin, this time is counting as rest hours. This seaman will not be sufficiently rested to take a 4-6 hours watch. Certainly, this seaman will soon get tired and the risk for making navigational mistakes increases. New fitness/health monitoring gadgets and motion sensors, after some more development, may be better indicators in the future than just clocking time. The shipping industry should, from now on, drive an innovative STCW revision regarding crew fitness, taking into consideration the long time required to change this convention.”

Mr. Terence Zhao, President - **Singhai Marine Services** highlighted in the panel discussion on crewing that China has been supplying more than 130 thousand seafarers to foreign flagged ships and the number is increasing year by year.



As per BIMCO manpower report 2015, China has the largest number of officers in the world. The English proficiency of Chinese seafarers has improved dramatically over the years to meet international requirement. With the full implementation of STCW 2010 and the ratification of MLC 2006, China is definitely a good resource for human capital for the shipping industry. Singhai Marine Services, being a leading manning company in China, has invested a lot in the training with the clear objective of enhancing the quality of Chinese seafarers to meet a true international standard for its clients.

Panel Discussion & Presentation: Managing Risks – Cybersecurity

Opening presentation

Mr. Yannis Ioannides, Manager, Risk Advisory Practice, Cyber Risk Services –**Deloitte Cyprus** presented on “Cyber Security in the shipping industry” and analyzed the current and future cyber security trends in the maritime industry and the risks stemming from the digitalization transformation of the maritime industry. The presentation was specifically directed towards vessel cyber security beginning from research first presented in 2013 leading up to the most recent attacks. The presentation aimed to deliver the message that the maritime industry is not immune to attacks and in contrast as more technology is implemented on vessels cyber-attack vectors will increase.

Panel discussion

Moderator:

Ms. Despina Panayiotou Theodosiou, Managing Director – **Tototheo Group of Companies**

Panelists:

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**.

Ms. Despina Panayiotou Theodosiou, Managing Director – **Tototheo Group of Companies**, discussed “The impact of cyber-attacks includes potential revenue loss, environmental damage and loss of life. We, as an industry, must raise awareness of cyber security issues at the executive level. Adopting sensible policies can prevent attacks and security compromises. Developing and implementing such policies will require a top down approach within a company while training employees on how to recognize cyber-attacks and implementing policies are steps that a shipping company must take”.

Mr. Peter Andersen, Maritime Business Development Manager –**Cobham SATCOM** stated that “With the increased need for integration of shore based support functions, including reporting to owners, managers, and authorities, there is a constant growing need in the industry for efficient and safe broadband communication to ships. Additionally onboard infotainment systems for crew welfare, adds to this need for capacity and security.

With this in mind it must be realized, that onboard cyber security solution is a key element in keeping these services available. It is also important to realize that this includes much more than adding a firewall to the broadband terminal. An efficient solution involves (to a very wide extend) crew, people coming onboard, procedures, and general awareness. On top of this, the onboard network architecture is to be built in a secure way. Access to this network is to be controlled and secured both from the broadband terminals and other onboard equipment.”

Mr. Peter Broadhurst, Senior Vice President, Safety & Security –**Inmarsat Maritime** gave the following message :
”In the era of ‘always on’ connectivity, vessel owners and operators are increasingly turning to intelligent data management and the business applications that save them time and money. However, ‘smart ship’ operations are not without risk: the data revolution exposes unsecured assets at sea, commercial organizations and crew safety to both malware and cyber-attack”.

In this presentation Peter Broadhurst Senior Vice President of Safety and Security, Inmarsat Maritime discussed how in the digital age, owners and operators must look beyond conventional strategies to protect maritime safety, the marine environment and vessel security against unlawful access to intelligence, IT infrastructure, applications and networks - whether inadvertent or malicious.

Mr. Yiannis Ioannides, Manager, Risk Advisory Practice, Cyber Risk Services –**Deloitte Cyprus**, stated that guidelines and best practises are a good way to ensure that security is kept at a higher level but these guidelines should be clear and scalable to companies of all sizes. Mr. Ioannides also stated that although attacks such as vessel hijacking over the internet still seems unrealistic we need to understand that hackers will not stop trying to find ways to attack organization and some attacks may be closer than what we expect.



Presentation – Managing Risks – Foreign Corruption Practices Act

Mr. Richard Brand, Co-Chairman –**Cadwalader, Wickersham & Taft LLP** presented on **Managing Risks – Foreign Corruption Practices Act** by stating that “The Foreign Corrupt Practices Act (FCPA) should be of particular concern to shipping companies, who operate across the globe and in many jurisdictions identified as high risk for corruption. The unique characteristics of the industry put shipping company employees in direct contact with customs, import/export and other officials through repeated payments (e.g., customs duties, port charges, etc.) –all of which run the risk of abuse. This presentation provided an overview of the FCPA and provided specific, actionable guidance as to what shipping companies can do to implement effective controls and oversight policies”.

Panel Discussion: Optimizing Insurance & Reinsurance – Trends & Developments

Moderator:

Mr. Mark O’Neil, President –**Columbia Shipmanagement**

Panelists:

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**

Mr. Mark O’Neil, President –**Columbia Shipmanagement** addressed the audience by stating “As business leaders in the present shipping environment, it is absolutely incumbent upon us to rationalize, to consolidate and to drive for ever greater efficiency and efficacy in every aspect of our businesses - in other words to “optimize” - and this includes our insurance and reinsurance arrangements. But optimization is not just about cutting costs, it also includes considerations of service, robustness and reliability. We are all familiar with the adage “you get what you pay for””.

Mr. Stephen Cooper, CEO - **Fourth Insurance Office, Inc.** shared his thoughts on the divergence between premiums for management liability (“D&O”) policies and various factors consistent with increased claims incidence and severity. He highlighted the significant uptick in actions against non-US issuers and the global impact of third-party funders of class-actions. Mr. Cooper recommended that owners and managers look to the capital markets, where a firming in rates will make this year’s renewals more difficult. He urged risk managers to take certain steps in advance of a turn in the markets.

Mr. Joseph E.M. Hughes, Chairman & CEO -**The American Club** examined current trends and developments in hull and P&I markets, comparing and contrasting the ways underwriters are affected by industry dynamics, and the manner in which they respond to their different constituencies. He also discussed the manner in which present market dynamics – including those in the reinsurance sphere – can be optimized by the consumers of marine insurance and reinsurance products, particularly in light of the very difficult economic conditions which characterize the freight markets at the present time.

Mr. Costas Th. Joannides, CEO –**Marsh Brokers Ltd., Cyprus** stated that within the sphere of optimization processed in insurances lies the old principle of Captives. Creating a special purpose vehicle like a captive company, which its sole purpose is to insure the risks of its parent, opens up new variables that could be taken into consideration in such optimization process. The Captive company will provide access to the reinsurance market which is not readily available on the direct conventional placing basis, with multiple benefits. The current softening market should not be considered as an obstacle in carrying out a study to ascertain the viability of such an alternative risk management arrangement.

Mr. Ole Wikborg, Director -**Norwegian Hull Club** stated that “whilst insurance in general is viewed by many only as a financial product of last resort to reinstate a physical position or the loss of earnings following an insured event, marine insurance buyers should pay attention to the importance of enhanced services offered by some underwriters in the marine insurance market. These services seek to assist the insured in the handling of the unfortunate event as well as mitigating the financial loss and the associated loss of time and income. By selecting a skilled and well-reputed Claims Leader as its preferred insurance carrier, any marine operation will see immediate benefits when the unlucky event strikes and practical claims handling experience and expertise becomes crucial. Buyers of marine insurance should optimize their insurance spend by having a mindful approach to their selection of insurance partners, - they should even be prepared to pay an additional cost for a more complete total insurance package”.



FORUM SESSION ON GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING- AFTERNOON KEYNOTE ADDRESS

KEYNOTE REMARKS – China, the Global Economy & Shipping

Mr. Zhang Ye, the President of the **Shanghai Shipping Exchange (SSE)**, was the **Keynote Speaker** in the afternoon. The SSE was jointly founded by the Ministry of Transport and the Shanghai Municipal Government in November 28 1996. It is the first state-level shipping exchange in China and its founding represents a major step taken by the Chinese government to promote and invigorate China's shipping market and match the construction of Shanghai International Shipping Center. The SSE's aims to standardize transactions in the shipping market, to protect fair shipping market competition and to communicate shipping market information. Among other, it is known for publicizing a series of indices used in the domestic and international container and dry bulk markets. The SSE aims to function as the gateway for the shipping business in China. Mr. Zhang Ye has been included among the top 10 most influential people for shipping in China and in the Lloyds List Top 100.

Mr. Zhang Ye, President **-Shanghai Shipping Exchange** presented on **“China, the Global Economy & Shipping”** by stating that “The downturn of world economy and shipping has brought huge challenges to the development of maritime industry, but the growth of China's economy and trade needs the world maritime service.” Mr. Ye gave a quick overview of Chinese shipping industry including the scale of Chinese fleet and shipping enterprises, the port layout and port enterprises, the scale and capacity of Chinese shipyards, the scale of ship financial lease in China, etc. He shared the national strategy of shipping development like 13th Five-year planning, Belt & Road, Free Trade Zone, maritime information, maritime indexes, etc. and analyzed possible opportunities and challenges. He discussed how Shanghai international shipping center can learn from Cyprus as the hub of shipping, energy and commodities as well as the potential opportunities of cooperation”.

“One Belt – One Road” – The New Silk Road and How it Will Affect Shipping

Mr. Nikolaos Kakalis, Manager R&D and Advisory, Region South East Europe and Middle East **-DNV GL** presented on **“One Belt – One Road” – The New Silk Road and How it Will Affect Shipping”** stated that “China is heading towards a New Normal moving from resource-intensive growth to value-added growth, and in this process China's strategic initiative One Belt-One Road is of high importance”. Connecting China to Europe via the ‘Belt’ or silk road economic belt, and the ‘Road’ or maritime silk road the initiative aims at better infrastructure and connectivity to boost the growth of the countries along the belt and the road. Dr. Kakalis stressed that “investments in the relevant infrastructure development will involve sizeable opportunities for the shipping industry when it comes to the transportation of needed raw and building materials, equipment, energy, as well as consuming goods”. He finished his presentation by outlining example benefits from investment projects in Gwadar, Pakistan and in Piraeus, Greece.”

FORUM SESSION ON FINANCE AND CAPITAL MARKETS

Panel Discussion – Access to Capital as a Competitive Advantage – Bank Finance, Capital Markets, Private Equity & Alternative Financing

Moderator:

Mr. Andreas Christofides, Member of the Board of Directors **-Hellenic Bank**; Executive Director **–Granfeld Wealth Management**

Panelists:

Mr. George Arcadis, Chief Representative, Athens **-Representative Office -ABN AMRO BANK NV**;

Mr. Kjartan Bru, Head of Shipping, Offshore & Logistics, CEMEA **–DNB Bank**;

Mr. Mark Friedman, Senior Managing Director, Investment Banking **–Evercore Partners**.

Mr. Andreas Christofides, Member of the Board of Directors **-Hellenic Bank**; Executive Director **–Granfeld Wealth Management** stated that “In a challenging market all forms of finance, when correctly applied to the situation, can lead to an advantage. Whether this advantage is competitive or just transitional, ultimately this is down to the shipping company and the efficiency of its operations. However, access to capital, like in all industries, is the crucial element which essentially contributes to the success (or failure) of a company”.

Mr. George Arcadis, Chief Representative, Athens Representative Office **-ABN AMRO BANK NV** said that



"In a volatile world market, a bank with global presence and staying power is rare. ABN AMRO has been financing this sector since 1720. Many clients have been with us for decades because our support goes beyond dollars. A stable team of sector specialists with the experience to advise you on funding diversification and strategic capital management; we offer a complete product range and the industry know-how to develop creative solutions.

Add fast decision-making, flawless execution, and integrated risk and portfolio management, and you can see why companies tend to stay with us for the long haul. For more on how our Transportation team could support your business, visit abnamro.com/etc."

Mr. Kjartan Bru, Head of Shipping, Offshore & Logistics, CEMEA –**DNB Bank** stated that "Access to capital is a competitive advantage and companies should approach this with optionality in mind. The more options, the more flexibility, the more value. How a company is run will always be the overarching consideration. Having a long term commitment to shipping, balancing well the operational versus financial leverage and preparing for the bad times during the good times by always keeping financial capacity at hand for a rainy day either within the company or with supportive stakeholders are keys to success. DNB has the ability to advise on many fronts to find and offer the best solutions."

Mr. Mark Friedman, Senior Managing Director, Investment Banking –**Evercore Partners** discussed the scarcity of capital and the need for shipowners to create size, scale, transparency and efficiency to attract private and public capital. Bank relationships should be carefully nurtured and being a public company provides useful transparency to attract and maintain bank relationships. Ultimately, preferred access to capital is the key to grow through the cycle.

Presentation – Restructuring as a Business & Investment Opportunity

Mr. George Paleokrassas, Partner –**Watson Farley & Williams LLP** presented on "**Restructuring as a Business & Investment Opportunity**" and discussed on how restructurings may result in business and investment opportunities.

The decision by many traditional lenders to deleverage or to exit ship lending altogether has given owners in some case the opportunity to reduce their loans to the value of the ships securing the loans (leading to a reduction in the ships' breakeven levels) and, as it is a condition of many restructurings that there be an injection of new equity, this allows companies to attract investment from existing or new investors with the new equity valued at current, and not original investment level.

FORUM SESSION ON CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB

Panel Discussion – Expertise and Infrastructure in Cyprus – Cyprus as an Operational Hub

Moderator:

Mr. Markus Wenker, Head of Ship Finance **Hellenic Bank**

Panelists:

Mr. Roine Ahlquist, Managing Director -**Tufts Oceanic Shipping Management**;

Mr. Ioannis Efstratiou, Acting Director –**Department of Merchant Shipping of Cyprus**;

Mr. George Mouskas, Managing Director -**Zela Shipping Group**; Member of the Executive Committee -**Cyprus Union of Shipowners**;

Mr. Dieter Rohdenburg, CEO –**Intership Navigation Co., Ltd.**; Vice President -**Cyprus Shipping Chamber**;

Mr. Antonis Taliotis, Tax Partner –**Deloitte Cyprus**;

Mr. Markus Wenker, Head of Ship Finance **Hellenic Bank** addressed the audience by stating that "Shipping has been one of the few pillars of the Cypriot economy that remained resilient despite the unprecedented crisis of 2013. At Hellenic Bank we have a proven track record of in-depth expertise in the shipping industry. We are the only banking institution in Cyprus with a dedicated Shipping Division since 2013, who understands the needs of international shipping companies and provides a wide range of specialized banking products and services."

Mr. Roine Ahlquist, Managing Director -**Tufts Oceanic Shipping Management** stated that "Cyprus is in a position to leverage its unique and strategically valuable location to attract more Shipping business interests to the island.

To move up in the value chain (ship owners, traders, brokers etc) we need to see incentives for development of an improved infrastructure to support and attract foreign companies and expatriate executives. This would entail a broad strategic review of the existing infrastructure base and amongst other efforts work on developing attractive routings



into continental EU for business travel.

It would further entail effectivising government services offerings to cater to a truly international and highly sought after internationally mobile talent base.

An attractive tax system is not alone a solution, Cyprus has a great deal to offer but we need to align our value proposition to what other international destinations can provide to companies and individuals alike"

Mr. Ioannis Efstratiou, Acting Director –**Department of Merchant Shipping of Cyprus** presented the following message to the audience: "The prospects of Cyprus shipping look better than ever. Our comprehensive maritime centre witnesses a continuous development, both in size and spectrum of shipping activities. Cyprus is attracting new business in shipping, capitalising on its attractive economic incentives, the unparalleled expertise and excellent infrastructure that encompass its shipping industry. This fact is evidenced by the increasing number of companies relocating their businesses to Cyprus or opening offices and branches in Cyprus. Limassol is truly a leading shipping centre and is among the most important shipping capitals of the world".

Mr. George Mouskas, Managing Director - **Zela Shipping Group**; Member of the Executive Committee -**Cyprus Union of Shipowners** stated that the panel discussed "the advantages of a shipping company operating out of Cyprus. It was generally agreed that Cyprus is an efficient place to operate from, with good quality staff and low operational costs due to, mainly, the advantageous tax structure. Our experience at the Zela Shipping Group is that we are working much more efficiently and with lower costs since that we relocated to Limassol in September 2014. Our London office and Athens office have now been closed and all our staff is based in Limassol Cyprus. Our panel also predicted a bright future for Cyprus as an operating base and also for the Cyprus flag, especially if there is a solution to the Cyprus problem. My prediction is that if the Cyprus problem is solved, and the Turkish embargo is lifted on Cyprus flag ships, then the tonnage under the Cyprus flag would double within a year. Limassol requires more quality office space to be built to accommodate the new companies relocating in Cyprus. There is also a need for better flight connections to Europe, especially the north European ports, which are very difficult to get to. Flight connections to the Far East are very well served via Dubai. The general message is that don't look any further than Limassol if you are looking to relocate your shipping office."

Mr. Dieter Rohdenburg, CEO –**Intership Navigation Co., Ltd.**; Vice President -**Cyprus Shipping Chamber** addressed the audience by stating that "Cyprus maritime cluster has grown tremendously over the last 4 decades. Today is recognized as one of the leading ship management centers in the world. Cyprus Shipping Chamber represents the entire cluster with highly effective lobbying power with the full support by successive Cypriot governments. Existing cluster includes, besides ship owners/ managers Chartering brokers, Insurance brokers, Marine spare parts suppliers (makers, traders), Classification societies etc. The way forward they must increase promotion of Cyprus cluster internationally to attract new players from all industry sectors and expand locally to include existing players such as Academic institutions, Oil & gas, Port operators, Charterers etc. The resident shipping industry, in its broadest sense, is one of the strong contributors to the Cyprus economy!"

Mr. Antonis Taliotis, Tax Partner –**Deloitte Cyprus** emphasized that "Cyprus tax legislation provides additional and significant tax benefits for those individuals that want to relocate and work from Cyprus either by setting up their business in the Republic or as employees, such as the non dom rules, which exempt from taxation their investment income (interest and/or dividends) or the 50% reduction on income tax rates applicable on salary income when that exceeds €100.000 p.a. He concluded that Cyprus is still a very attractive place to operate from, as it combines a favorable tax environment with a robust infrastructure and high quality services".

FORUM SESSION ON PUTTING IT ALL TOGETHER: THE SHIPOWNER PERSPECTIVE

Panel Discussion – Is There Light at the End of the Tunnel? - The Shipowner Perspective

Moderator:

Mr. Ben Nolan, Director, Shipping Research –**Stifel**

Panelists:

Mr. Spyros Capralos, CEO –**Oceanbulk Containers**; Chairman –**Star Bulk Carriers**;

Mr. Andreas Hadjiyiannis, President -**Cyprus Sea Lines Shipping**; President -**Cyprus Union of Shipowners**;

Mr. Polys Hajioannou, CEO –**Safe Bulkers**; Vice President -**Cyprus Union of Shipowners**;

Mr. Aristidis Pittas, CEO -**Euroseas Ltd.**



Mr. Spyros Capralos, CEO –**Oceanbulk Containers**; Chairman –**Star Bulk Carriers**referred to the “recent rally in dry bulk stocks, explaining that this was mostly derived by the positive momentum created post U.S. elections, as well as the surge in commodity and energy prices. He also commented on the dry bulk market prospects, stating that 2016 was the worst year in the last 3 decades, that 2017 will be better and that the market will improve going forward. He pointed out though that owners should continue to show restraint, by scrapping older vessels and refrain from ordering new buildings. He also touched upon the benefits of being a public shipping company, emphasizing the access to capital, much needed for fleet growth in a capital intensive business such as shipping. Mr. Capralos also echoed the view of the panelists that better corporate governance and transparency in public shipping companies will ultimately become the new normal in the next years, also pointing out Star Bulk’s excellence in this area. Regarding the question on which shipping sub sector he would invest \$100 mln, Mr. Capralos pointed that if everybody was to invest \$100 million in buying vessels, then this would surely lead to increased vessel prices. There was a discussion in the panel regarding the upcoming IMO regulations (ballast water treatment system and low Sulphur cap on fuel), where Mr. Capralos shared the view of other participants that most owners will not elect to install scrubbers, but instead will attempt to slow steam, thus reducing the effective supply of vessels. He also pointed out that both new regulations will lead to accelerated scrapping of older vessels, especially in the dry bulk sector”.

Mr. Polys Hajioannou, CEO –**Safe Bulkers**; Vice President –**Cyprus Union of Shipowners**addressed the audience by stating that “We are proud to participate in the shipping conference of Capital Link organized for the first time in Limassol, Cyprus. Safe Bulkers is the largest owner in Cyprus registry with 36 vessels of 3.1 million dwt. Our Manager Safe Bulkers Management Ltd operates from Limassol Cyprus, enjoying a transparent and stable business environment in a modern City.

Our industry has experienced the first quarter of 2016 the worst market ever. Since then the chartering market improved somewhat from the historical lows, however, it still remains at non-profitable levels. Our proactive management efforts and our lean cost structure as expressed by our daily operating expenses are the main drivers for achieving positive operating cash flows, a key for maintaining liquidity. In addition our liquidity was improved through our recent additional offering in NYSE.

The suitable mix between period and spot charters may provide visibility of cash flows, support cash positive operations for lean cost structure vehicles, while some upside potential could be maintained on the basis of unfixed days.

Overall Safe Bulkers is well-positioned to withstand turbulence that may occur in the chartering market, but also to take advantage when the next shipping cycle begins”.

Mr. Aristidis Pittas, CEO –**Euroseas Ltd** stressed the need for discipline in newbuilding orders. There is too much shipbuilding capacity and fierce competition among shipyards in China, Korean and Japan. The moment rates recover, owners should resist the temptation to take advantage of attractive newbuilding offers, as new orders would be a negative for the shipping market. He added that looking ahead he expects a gradual improvement in the dry bulk markets provided Chinese demand for commodities continues and fleet supply pressures diminish. He is also hopeful for an improvement in the containership market as the result of increased scrapping and more slippage in new deliveries. He outlined the steps that Euroseas took to strengthen its liquidity and financial capacity to pursue selected acquisitions taking advantage of attractive vessel values. Euroseas will continue to act as a platform to consolidate other ownership interests using its stock to pay for select acquisitions.

Concluding Remarks

Mr. George A. Tsavlis, President –**Tsavlis Salvage Group**– **Conference Chairman**, closed the conference with the following statement:

“My experience in chairing the Cyprus Capital Link Shipping Forum this year was one of the most rewarding I have had. First and foremost, I would like to thank Nicolas and Olga Bornozi for organizing this event. Frankly, one could say that this event may be entitled to be placed in the Guinness Book of Records for capturing a full audience of over 400 attendees -who remained throughout the day. It is very rare to have a lunch break and then to see all the attendees back in their places with the same enthusiasm and spark in their eyes. It goes without saying that there are good reasons for this.

First the momentum was high – the presentations were both interesting and informative and the respective moderators worked impeccably well with their team of panelists.

Another point I would like to take the opportunity in saying is that often we find members of the shipping industry somewhat hesitant in attending conferences. Personally, as I have mentioned in the past, in this day and age, the everlasting and constant changes we are having to face and adapt to are so rapid, that opportunities such as this, are an absolute necessity, in order to keep up to date.



As we have noted the regulations alone are becoming extremely difficult to face, especially in view of the complexities and the inconsistencies we find from different jurisdictions and formats.

As we are all aware, in spite of the difficult and testing times Cyprus experienced in the past, they have performed nothing less than what I can describe as a miracle in elevating themselves to the highest professional level in all sectors. The prominence achieved in shipping, the discovery of significant amounts of hydrocarbons in the area and the high degree of utmost professionalism in shipping services give us every assurance for a bright future.

Again my sincere thanks to the Capital Link team and a personal note for making my day to experience such a professional approach and with such youthful enthusiasm.

Last and not least, THANK YOU CYPRUS."

TARGET AUDIENCE

The Forum presented a unique opportunity to meet and network with a large, high-caliber audience of Ship Owners - Ship Managers - Ship Operators - Ship Brokers – Charterers - Risk Insurers – Arbitrators - Marine Technology experts, investment and commercial bankers, analysts, private equity and venture capital firms, law and auditing executives, market analysts, institutional investors, financial advisors, trade and financial media.

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For more details and extensive information, please visit:

The CAPITAL LINK website: www.capitallink.com

The CAPITAL LINK FORUM website: www.capitallinkforum.com

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ABOUT CAPITAL LINK

With its headquarters in **New York** and presence in **London**, **Athens** and **Oslo**, Capital Link has been active since **1995** in the field of Strategic Advisory, Investor Relations and Financial Communication with main focus on the maritime sector, among other. Capital Link's activities include Investor Relations and Advisory, the Organization of Investment Conferences and Introductions to Strategic Business Partners and Capital Providers. Capital Link organizes 14 large scale conferences annually in New York, London, Athens, Limassol and Shanghai focusing on its main field of activity. (www.capitallinkforum.com). The Capital Link Forums feature industry leaders and are recognized for their rich informational content coupled with extensive marketing and networking opportunities.

Capital Link's efforts and its President, Nicolas Bornozis, have been recognized by several organizations including the Greek Shipping Lloyds Awards, the Intercontinental Finance Magazine, the International Propeller Club of the United States



Capital Link's 1st Cyprus Shipping Forum

The inaugural "Capital Link Cyprus Shipping Forum" took place in Limassol on Thursday, February 9, 2017, at the Columbia Plaza. Capital Link intends to organize this event in Cyprus on an annual basis. The Forum was organized under the Auspices of the Ministry of Transport, Communications and Works. The Cyprus Union of Shipowners and Deloitte were the Lead Sponsors. Hellenic Bank sponsored the Speakers Dinner. The event had the support of the Department of Merchant Shipping, the Cyprus Shipping Chamber and many other industry associations. The event was a huge success drawing 400+ delegates from abroad and from the vibrant Cyprus shipping community. Indicative of the interest that the event generated among the delegates is the comment of Captain Panagiotis Tsakos who stated that he "had never before seen a Conference where there are no empty seats after lunch and where the delegates stay during the entire event". George Tsavlis, the Conference Chairman, echoed the same remarks in his Closing Statement. The Forum aimed to raise awareness of the role of Cyprus as a regional maritime, logistics and energy hub. Cyprus has been known as a shipmanagement hub with 5% of the global fleet managed out of Cyprus. An increasing number of owners and ship management firms have been setting up operations in Cyprus. The Forum took place at the Columbia Plaza owned by Mr. Heinrich Shoeller, who attended the event and who is among the pioneers who established a presence in Cyprus since 1978. The Forum started in the evening of Tuesday, February 8, 2017 with a formal dinner for the event speakers, sponsors and other dignitaries. Hellenic Bank sponsored the dinner. Mrs. Irena Georgiadou, Chairwoman of Hellenic Bank welcomed the speakers, sponsors and supporters of the Forum with the following message: "Hellenic Bank is best placed to understand the needs of international shipping companies & be a partner of choice and trust to our clients." Mr. Andreas Hadjipetrou, Managing Director of Columbia Shipmanagement stated "We are all very excited to see in Limassol, and especially at the Columbia Plaza, a full house event with top class delegates and in depth discussions on the most important shipping subjects. What was even more impressive was the fact that international and local companies were represented with their top figures who took pride in supporting Capital Link in Cyprus and promoting Cyprus as a shipping center. We look forward to next year's event!" Mr. George A. Tsavlis, Principal of Tsavlis Salvage Group and Chairman of INTERMEPA (International Marine Environment Protection Association), was Chairman of the Conference. Keynote speakers of the "Capital Link Cyprus Shipping Forum" were: Mr. Marios Demetriades, Minister of Transport Communications & Works of the Republic of Cyprus Mr. Martin Stopford, non-Executive President of Clarkson Research Services Ltd and Mr. Zhang Ye, President of Shanghai Shipping Exchange. WELCOME REMARKS: Mr. George A. Tsavlis, Principal, Tsavlis Salvage Group, Conference Chairman opened the proceedings with the following message: "I feel honored to be chairing the first Cyprus Capital Link Shipping Forum in Limassol. I have always had a soft spot for Cyprus – which has shown an impressive survival spirit in getting through difficult and testing times. Our close relationship with Cyprus goes back to the early 60's when we were one of the first shipping companies to fly the Cyprus flag. Personally, my activities with Cyprus go back for 25 years, primarily through CYMEPA. I am proud to say that I feel Cyprus as a second home to me. The zest for life, the hospitality, the high standards and quality of work and the impressive success in the shipping industry is an example to our next generation. Cyprus today surpassed all expectations exiting the recession in 2015 and has shown remarkable resilience to become a maritime and energy hub whose significance in the global economy is unquestionable. The history of Greece and Cyprus has converged together over the years through the upheavals and testing times that we have experienced. Our passion for life, our enthusiasm and our faith in God have carried us over 7000 years of history – and will continue to carry us through - we WILL survive". Capital Link's President, Mr. Nicolas Bornozi stated that responding to the invitation of Mr. Marios Demetriades, Minister of Transport, Communications and Works, Capital Link launched this Shipping Forum which will be held annually. The Forum recognizes and highlights the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination. The Forum features 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 raises awareness of the competitive positioning and advantages of Cyprus as an industry hub". Mr. Bornozi concluded by stressing Capital Link's commitment to Cyprus, which besides the Annual Cyprus Shipping Forum to be held annually in Limassol, it also includes the "Capital Link Invest in Cyprus Forum" the first of which will be held in New York on Wednesday, March 22, 2017 and aims to raise awareness of Cyprus as a business and investment destination to a larger audience of US investors. H.E. President Anastasiades, and Ministers: Harris Georgiades, Minister of Finance, Yiorgos Lakkotrypis, Minister of Energy, Commerce, Industry and Tourism and Marios Demetriades, Minister of Transport, Communications and Works, along with a high level delegation of business leaders will come to New York for this Forum. KEYNOTE REMARKS – Cyprus as a Maritime, Logistics & Energy hub H.E. Marios Demetriades, Minister of Transport, Communications and Works - Republic of Cyprus presented on "Cyprus as a Maritime, Logistics & Energy Hub" by stating that: 'Cyprus offers today an attractive legislative and infrastructure environment for offering Maritime, Logistics and Energy services. It is already a leading Maritime Centre enjoying the third largest registry in the European Union together with a vital cluster offering services to almost 5% of the World's fleet. Following the commercialization of its largest commercial port, Limassol, and the upgrading of its efficiency and competitiveness we expect that Cyprus will develop further as a key regional transport hub. Finally, the discovery of hydrocarbons in the Eastern Med offers the opportunity to Cyprus to develop support services for the Industry not only covering Cyprus but the whole region" FORUM SESSION ON THE GLOBAL SHIPPING MARKETS Global Shipping Markets – Current Developments & Outlook Mr. Martin Stopford, Non-Executive President – Clarkson Research Services Ltd



presented on "Global Shipping Markets – Current Developments & Outlook: "As the Maritime industry edges past the trough of a very long recession, Dr. Stopford looked beyond the current cycle and addressed the major issues which the Maritime industry will face in the coming decades. These included the changing nature of shipping cycles and the underlying changes in seaborne trade and the shipbuilding industry. He discussed some radical growth scenarios and saw how these interact with the dual challenges of zero emissions and harnessing digital technology. Finally, Dr. Stopford addressed the changes that may be needed in the Maritime industry's business model in order to move forward in the coming decades". A review of the Global Commodity, Energy and Shipping markets - Sector Review, Analysis & Outlook Mr. Ben Nolan, Director, Shipping Research – Stifel presented on "A review of the global commodity, energy and shipping markets - Sector review, analysis & outlook" and more specifically on "Dry Cargo Market / Dry Bulk and Containers" by stating that "Dry Bulk and Container shipping investors must feel like Dante making their way through the seven levels of hell. However, commodity prices are higher, the liners are now making more money, and order books have fallen to less frightening levels. Certainly dry bulk equities have shown some resurgence, but is it sustainable and has the long awaited recovery finally begun? Demand remains the real unknown: will the Chinese continue to cut domestic mining, will a Trump administration shrink trade, will Brexit disrupt Europe, and are we still looking at a shipping purgatory?" FORUM SESSIONS ON SHIP MANAGEMENT Panel Discussion: Optimizing Technical Fleet Management Moderator: Dr. John Kokarakis, Vice President - Bureau Veritas Hellas S.A. Panelists: Mr. Theo G. Baltatzis, General Manager – Technomar Shipping Inc.; Mr. Stavros Meidanis, DPA/ CSO, S&Q Manager - Capital Ship Management Corp.; Mr. Antonis Lygakis, Head of CTM Technical Department - Compagnie de Transport Maritime; Mr. Carsten Sommerhage, CEO - Columbia Shipmanagement Ltd. Dr. John Kokarakis, Vice President - Bureau Veritas Hellas S.A. stated that "One of the most critical aspects of shipmanagement is the crewing and the technical ones. The latter was the focus of the panel which included distinguished speakers from large shipmanagement companies. It appears that the modus operandi of the shipmanagement companies changes from people to knowledge retention. The flooding of information and regulations has necessitated the utilization of software in order to support the decision making process. This knowledge based decision making employs the latest artificial intelligence tools to lead to the optimum procedure. The obsolete plan maintenance scheme is replaced on sensor-based condition maintenance or sometimes on risk based maintenance schemes. Dry-docking management, bunkering and vertical organization are popular best practices which lead to higher profits and more robust shipping" Mr. Theo G. Baltatzis, General Manager – Technomar Shipping Inc. talked about "the distinctive perception of efficient ship management across three types of Ship Managers; Large Owner Operator Companies (like Maersk, Hapag Lloyd etc); Owners who Manage their own vessels in house; and Third Party Managers." Mr. Stavros Meidanis, DPA/ CSO, S&Q Manager - Capital Ship Management Corp. stated that "The maritime sector continues to evolve in response to economic, political, demographic, and technological trends. For us, as Ship Operators, understanding these trends is critical to improving the performance of the industry's capital investment as well as operational efficiency, and provides the backdrop for successful long-term business strategy. Market forecast for 2017 with most analysts holds a negative outlook for the global shipping industry reflecting the continued oversupply of ships and a 7-10 % decline in earnings before interest, taxes, depreciation and amortization. China's slowdown, has contributed to the end of the commodity super cycle. The recent deceleration of China's economic growth is affecting many domestic industries, with implications for the global maritime economy. Forthcoming regulation - shipping issues, especially those dealing with environmental protection, should be taken on a global scale and in a unified manner, and not with individual measures taken by organizations or regional actors. Especially the Ballast Water Management (BWM) Convention and EU MRV will be the next big challenges for Ship Operators. Last but not least, the shortage of seafarers (especially ship officers) has already been identified as a global issue that is more likely to worsen in the immediate future. A huge shortage of seafarers is predicted over the next 5-10 years, meaning competition will be fierce for trained and competent workers. Mr. Antonis Lygakis, Head of CTM Technical Department - Compagnie de Transport Maritime said that "Over the last years, the shipping industry has evolved significantly; the development of new technologies has radically changed the life on board and the managers' practices. The crews are not alone on board anymore. They have daily communication and social life. At the same time is possible to get assistance or expert opinion on short notice for any technical aspect. As managers, the Web has become a strong tool in our everyday lives. It enables us either to find suitable suppliers/service providers, to have access to various databases (PSCs, Right Ship, Class, Flag, SIRE, OCIMF etc.), or to monitor in real time the ship's position and performance. The new technologies are everywhere, like the remote control units/drones for the inspections, electronic planned maintenance systems, U/W brush machines for the UW cleaning etc. The new technologies have provided significant improvement for support and assistance. At the same time, also have created an obligation for the companies as no one anymore can ignore rules and regulations. The Managers obligations nowadays are "Compliance" and "Transparency". Mr. Carsten Sommerhage, CEO - Columbia Shipmanagement Ltd. stated the requirements on reporting to owners and on administration have increased extensively. Combined with available information from various third party sources and new supporting IT-systems, this has also changed the daily work of superintendents. This development puts the question forward, in how far this is also changing the qualification requirements on Superintendents in the organizations? Further, he touched on the question of whether significant further optimization in shipping can be achieved, if systems on board of vessels become more standardized as it is for example in aviation. This will require however already a different approach for the construction of the vessels. In the long run this would have an effect on the available spare parts as well as the expertise to run these systems as crew training could be much more focused and specific. Panel Discussion: Good



People Pay Off - Crewing Strategies and Staff Development Moderator: Capt. Kuba Szymanski, Secretary General - InterManager Panelists: Mr. Alexios Vardoulakis, President – Caribe Tankers; Mr. Jan Meyering, Joint Managing Director - Marlow Navigation Co. Ltd.; Capt. Eugen Adami, Founder & Managing Director, Mastermind Shipmanagement Ltd (MSM); Mr. Terence Zhao, President - Singhai Marine Services Capt. Kuba Szymanski, Secretary General – InterManager stated: “I was delighted to hear from the panellists that Seafarers are Human Beings and should be treated as such. We very often “commoditize” them and the shipping industry even coined a phrase, “HUMAN ELEMENT”, which is being used extensively. I am not sure I personally like to be in this category of HUMAN ELEMENT and treated as an...element, I believe we, seafarers are much more than just ELEMENT. Speakers were all unified in their approach – look after your people and they will look after your asset (ship)” Mr. Alexios Vardoulakis, President – Caribe Tankers addressed the audience by stating that “Be it bulkers, tankers or any other general or specialized field of shipping the fact is that crew quality is deteriorating over all. Fewer of the younger generation join the seas and our field is ever looking at alternative sources. This is an extensive topic but let me lead as quickly as possible to one of the obvious (always monetary compensations aside). This has led to multicultural environments onboard the vessels. The crewing departments in close cooperation with their respective (internal or external) manning agents must be innovative in findings ways to overcome the cross cultural disciplines. What is acceptable to a Greek is not to a German, is insulting to Filipino etc. All crewing departments must not only look at “experience” but also multicultural adaptation abilities. If it was 10x hard to accomplish this in the shore based industries, it will be even harder within the constraints of a ship but it is possible. I am sure that the proper usage of new collaborative technologies will allow the understanding or an existing problem, prevent future ones and assist on the creation of a database to assimilate a performance resume in the same way. While the world in its entirety is leaning more and more towards the usage of technical gadgets (social and not) we cannot but appreciate their subconscious ability to isolate people. It is thus left to the “leaders” to create environments that do promote health and fitness onboard. Examples (organize competitive sporting activities), rewards for achievements to name a few. There are methods employed widely by the industrial outfits. Ships are no different but instead of be a macro-cosmos it is a micro-cosmos. The same principles apply”. Mr. Jan Meyering, Joint Managing Director - Marlow Navigation Co. Ltd. stated that “No doubt, investing in good people in shipping pays off. People are important and ships need good, qualified, and motivated seafarers to operate well and assure a prosperous voyage. On our part, they need to be provided with the right support, such as the proper tools and be adequately trained to be able to conduct their work in a safe and competent manner. At the same time enhancing their attitude, motivation and loyalty to the company. This is especially important in our industry, where quality and safety, as well as operational efficiency is paramount”. Key strategies discussed included: Importance of crew Training, Retention of seafarers, Wages, benefits, and family-social-community events, Long serving recognition & rewards”. Mr. Meyering also emphasized the need to continue supporting the development of new cadets by providing positions on-board that allows them to attain the necessary experience and help towards ensuring a long-term sustainable supply of talent for the industry. Capt. Eugen Adami, Founder & Managing Director, Mastermind Shipmanagement Ltd (MSM) stated that “It took 40 years to harmonize the watchkeeping for the certification standards. The fitness of the crew is regulated by recording the work and rest hours. When a seaman uses the internet in his cabin, this time is counting as rest hours. This seaman will not be sufficiently rested to take a 4-6 hours watch. Certainly, this seaman will soon get tired and the risk for making navigational mistakes increases. New fitness/health monitoring gadgets and motion sensors, after some more development, may be better indicators in the future than just clocking time. The shipping industry should, from now on, drive an innovative STCW revision regarding crew fitness, taking into consideration the long time required to change this convention.” Mr. Terence Zhao, President - Singhai Marine Services highlighted in the panel discussion on crewing that China has been supplying more than 130 thousand seafarers to foreign flagged ships and the number is increasing year by year. As per BIMCO manpower report 2015, China has the largest number of officers in the world. The English proficiency of Chinese seafarers has improved dramatically over the years to meet international requirement. With the full implementation of STCW 2010 and the ratification of MLC 2006, China is definitely a good resource for human capital for the shipping industry. Singhai Marine Services, being a leading manning company in China, has invested a lot in the training with the clear objective of enhancing the quality of Chinese seafarers to meet a true international standard for its clients. Panel Discussion & Presentation: Managing Risks – Cybersecurity Opening presentation Mr. Yannis Ioannides, Manager, Risk Advisory Practice, Cyber Risk Services – Deloitte Cyprus presented on “Cyber Security in the shipping industry” and analyzed the current and future cyber security trends in the maritime industry and the risks stemming from the digitalization transformation of the maritime industry. The presentation was specifically directed towards vessel cyber security beginning from research first presented in 2013 leading up to the most recent attacks. The presentation aimed to deliver the message that the maritime industry is not immune to attacks and in contrast as more technology is implemented on vessels cyber-attack vectors will increase. Panel discussion Moderator: Ms. Despina Panayiotou Theodosiou, Managing Director – Tototheo Group of Companies Panelists: 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. Ms. Despina Panayiotou Theodosiou, Managing Director – Tototheo Group of Companies, discussed “The impact of cyber-attacks includes potential revenue loss, environmental damage and loss of life. We, as an industry, must raise awareness of cyber security issues at the executive level. Adopting sensible policies can prevent attacks and security compromises. Developing and implementing such policies will require a top down approach within a company while training employees on how to recognize cyber-attacks and



implementing policies are steps that a shipping company must take". Mr. Peter Andersen, Maritime Business Development Manager – Cobham SATCOM stated that "With the increased need for integration of shore based support functions, including reporting to owners, managers, and authorities, there is a constant growing need in the industry for efficient and safe broadband communication to ships. Additionally onboard infotainment systems for crew welfare, adds to this need for capacity and security. With this in mind it must be realized, that onboard cyber security solution is a key element in keeping these services available. It is also important to realize that this includes much more than adding a firewall to the broadband terminal. An efficient solution involves (to a very wide extend) crew, people coming onboard, procedures, and general awareness. On top of this, the onboard network architecture is to be built in a secure way. Access to this network is to be controlled and secured both from the broadband terminals and other onboard equipment." Mr. Peter Broadhurst, Senior Vice President, Safety & Security – Inmarsat Maritime gave the following message : "In the era of 'always on' connectivity, vessel owners and operators are increasingly turning to intelligent data management and the business applications that save them time and money. However, 'smart ship' operations are not without risk: the data revolution exposes unsecured assets at sea, commercial organizations and crew safety to both malware and cyber-attack". In this presentation Peter Broadhurst Senior Vice President of Safety and Security, Inmarsat Maritime discussed how in the digital age, owners and operators must look beyond conventional strategies to protect maritime safety, the marine environment and vessel security against unlawful access to intelligence, IT infrastructure, applications and networks - whether inadvertent or malicious. Mr. Yiannis Ioannides, Manager, Risk Advisory Practice, Cyber Risk Services – Deloitte Cyprus, stated that guidelines and best practises are a good way to ensure that security is kept at a higher level but these guidelines should be clear and scalable to companies of all sizes. Mr. Ioannides also stated that although attacks such as vessel hijacking over the internet still seems unrealistic we need to understand that hackers will not stop trying to find ways to attack organization and some attacks may be closer than what we expect. Presentation – Managing Risks – Foreign Corruption Practices Act Mr. Richard Brand, Co-Chairman – Cadwalader, Wickersham & Taft LLP presented on Managing Risks – Foreign Corruption Practices Act by stating that "The Foreign Corrupt Practices Act (FCPA) should be of particular concern to shipping companies, who operate across the globe and in many jurisdictions identified as high risk for corruption. The unique characteristics of the industry put shipping company employees in direct contact with customs, import/export and other officials through repeated payments (e.g., customs duties, port charges, etc.) – all of which run the risk of abuse. This presentation provided an overview of the FCPA and provided specific, actionable guidance as to what shipping companies can do to implement effective controls and oversight policies". Panel Discussion: Optimizing Insurance & Reinsurance – Trends & Developments Moderator: Mr. Mark O'Neil, President – Columbia Shipmanagement Panelists: 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 Mr. Mark O'Neil, President – Columbia Shipmanagement addressed the audience by stating " As business leaders in the present shipping environment, it is absolutely incumbent upon us to rationalize, to consolidate and to drive for ever greater efficiency and efficacy in every aspect of our businesses - in other words to "optimize" - and this includes our insurance and reinsurance arrangements. But optimization is not just about cutting costs, it also includes considerations of service, robustness and reliability. We are all familiar with the adage" you get what you pay for". Mr. Stephen Cooper, CEO - Fourth Insurance Office, Inc shared his thoughts on the divergence between premiums for management liability ("D&O") policies and various factors consistent with increased claims incidence and severity. He highlighted the significant uptick in actions against non-US issuers and the global impact of third-party funders of class-actions. Mr. Cooper recommended that owners and managers look to the capital markets, where a firming in rates will make this year's renewals more difficult. He urged risk managers to take certain steps in advance of a turn in the markets. Mr. Joseph E.M. Hughes, Chairman & CEO - The American Club examined current trends and developments in hull and P&I markets, comparing and contrasting the ways underwriters are affected by industry dynamics, and the manner in which they respond to their different constituencies. He also discussed the manner in which present market dynamics – including those in the reinsurance sphere – can be optimized by the consumers of marine insurance and reinsurance products, particularly in light of the very difficult economic conditions which characterize the freight markets at the present time. Mr. Costas Th. Joannides, CEO – Marsh Brokers Ltd., Cyprus stated that within the sphere of optimization processed in insurances lies the old principle of Captives. Creating a special purpose vehicle like a captive company, which its sole purpose is to insure the risks of its parent, opens up new variables that could be taken into consideration in such optimization process. The Captive company will provide access to the reinsurance market which is not readily available on the direct conventional placing basis, with multiple benefits. The current softening market should not be considered as an obstacle in carrying out a study to ascertain the viability of such an alternative risk management arrangement. Mr. Ole Wikborg, Director - Norwegian Hull Club stated that "whilst insurance in general is viewed by many only as a financial product of last resort to reinstate a physical position or the loss of earnings following an insured event, marine insurance buyers should pay attention to the importance of enhanced services offered by some underwriters in the marine insurance market. These services seek to assist the insured in the handling of the unfortunate event as well as mitigating the financial loss and the associated loss of time and income. By selecting a skilled and well-reputed Claims Leader as its preferred insurance carrier, any marine operation will see immediate benefits when the unlucky event strikes and practical claims handling experience and expertise becomes crucial. Buyers of marine insurance should optimize their insurance spend by having a mindful approach to their selection of insurance partners, - they should even be prepared to pay an additional cost for a more complete total insurance



package". FORUM SESSION ON GEOPOLITICAL & REGULATORY DEVELOPMENTS AFFECTING SHIPPING - AFTERNOON KEYNOTE ADDRESS KEYNOTE REMARKS – China, the Global Economy & Shipping Mr. Zhang Ye, the President of the Shanghai Shipping Exchange (SSE), was the Keynote Speaker in the afternoon. The SSE was jointly founded by the Ministry of Transport and the Shanghai Municipal Government in November 28 1996. It is the first state-level shipping exchange in China and its founding represents a major step taken by the Chinese government to promote and invigorate China's shipping market and match the construction of Shanghai International Shipping Center. The SSE's aims to standardize transactions in the shipping market, to protect fair shipping market competition and to communicate shipping market information. Among other, it is known for publicizing a series of indices used in the domestic and international container and dry bulk markets. The SSE aims to function as the gateway for the shipping business in China. Mr. Zhang Ye has been included among the top 10 most influential people for shipping in China and in the Lloyds List Top 100. Mr. Zhang Ye, President - Shanghai Shipping Exchange presented on "China, the Global Economy & Shipping" by stating that "The downturn of world economy and shipping has brought huge challenges to the development of maritime industry, but the growth of China's economy and trade needs the world maritime service." Mr. Ye gave a quick overview of Chinese shipping industry including the scale of Chinese fleet and shipping enterprises, the port layout and port enterprises, the scale and capacity of Chinese shipyards, the scale of ship financial lease in China, etc. He shared the national strategy of shipping development like 13th Five-year planning, Belt & Road, Free Trade Zone, maritime information, maritime indexes, etc. and analyzed possible opportunities and challenges. He discussed how Shanghai international shipping center can learn from Cyprus as the hub of shipping, energy and commodities as well as the potential opportunities of cooperation". "One Belt – One Road" – The New Silk Road and How it Will Affect Shipping Mr. Nikolaos Kakalis, Manager R&D and Advisory, Region South East Europe and Middle East - DNV GL presented on "One Belt – One Road" – The New Silk Road and How it Will Affect Shipping" stated that "China is heading towards a New Normal moving from resource-intensive growth to value-added growth, and in this process China's strategic initiative One Belt-One Road is of high importance". Connecting China to Europe via the 'Belt' or silk road economic belt, and the 'Road' or maritime silk road the initiative aims at better infrastructure and connectivity to boost the growth of the countries along the belt and the road. Dr. Kakalis stressed that "investments in the relevant infrastructure development will involve sizeable opportunities for the shipping industry when it comes to the transportation of needed raw and building materials, equipment, energy, as well as consuming goods". He finished his presentation by outlining example benefits from investment projects in Gwadar, Pakistan and in Piraeus, Greece." FORUM SESSION ON FINANCE AND CAPITAL MARKETS Panel Discussion – Access to Capital as a Competitive Advantage – Bank Finance, Capital Markets, Private Equity & Alternative Financing Moderator: Mr. Andreas Christofides, Member of the Board of Directors - Hellenic Bank; Executive Director – Granfeld Wealth Management Panelists: Mr. George Arcadis, Chief Representative, Athens -Representative Office - ABN AMRO BANK NV; Mr. Kjartan Bru, Head of Shipping, Offshore & Logistics, CEMEA – DNB Bank; Mr. Mark Friedman, Senior Managing Director, Investment Banking – Evercore Partners. Mr. Andreas Christofides, Member of the Board of Directors - Hellenic Bank; Executive Director – Granfeld Wealth Management stated that "In a challenging market all forms of finance, when correctly applied to the situation, can lead to an advantage. Whether this advantage is competitive or just transitional, ultimately this is down to the shipping company and the efficiency of its operations. However, access to capital, like in all industries, is the crucial element which essentially contributes to the success (or failure) of a company". Mr. George Arcadis, Chief Representative, Athens Representative Office - ABN AMRO BANK NV said that "In a volatile world market, a bank with global presence and staying power is rare. ABN AMRO has been financing this sector since 1720. Many clients have been with us for decades because our support goes beyond dollars. A stable team of sector specialists with the experience to advise you on funding diversify cation and strategic capital management; we offer a complete product range and the industry know-how to develop creative solutions. Add fast decision-making, flawless execution, and integrated risk and portfolio management, and you can see why companies tend to stay with us for the long haul. For more on how our Transportation team could support your business, visit abnamro.com/etc." Mr. Kjartan Bru, Head of Shipping, Offshore & Logistics, CEMEA – DNB Bank stated that "Access to capital is a competitive advantage and companies should approach this with optionality in mind. The more options, the more flexibility, the more value. How a company is run will always be the overarching consideration. Having a long term commitment to shipping, balancing well the operational versus financial leverage and preparing for the bad times during the good times by always keeping financial capacity at hand for a rainy day either within the company or with supportive stakeholders are keys to success. DNB has the ability to advise on many fronts to find and offer the best solutions." Mr. Mark Friedman, Senior Managing Director, Investment Banking – Evercore Partners discussed the scarcity of capital and the need for shipowners to create size, scale, transparency and efficiency to attract private and public capital. Bank relationships should be carefully nurtured and being a public company provides useful transparency to attract and maintain bank relationships. Ultimately, preferred access to capital is the key to grow through the cycle. Presentation – Restructuring as a Business & Investment Opportunity" Mr. George Paleokrassas, Partner – Watson Farley & Williams LLP presented on "Restructuring as a Business & Investment Opportunity" and discussed on how restructurings may result in business and investment opportunities. The decision by many traditional lenders to deleverage or to exit ship lending altogether has given owners in some case the opportunity to reduce their loans to the value of the ships securing the loans (leading to a reduction in the ships' breakeven levels) and, as it is a condition of many restructurings that there be an injection of new equity, this allows companies to attract investment from existing or new investors with the new equity valued at current, and not original investment level. FORUM



SESSION ON CYPRUS AS A MARITIME, LOGISTICS & ENERGY HUB Panel Discussion – Expertise and Infrastructure in Cyprus – Cyprus as an Operational Hub Moderator: Mr. Markus Wenker, Head of Ship Finance Hellenic Bank Panelists: Mr. Roine Ahlquist, Managing Director - Tufton Oceanic Shipping Management; Mr. Ioannis Efstratiou, Acting Director – Department of Merchant Shipping of Cyprus; Mr. George Mouskas, Managing Director - Zela Shipping Group; Member of the Executive Committee - Cyprus Union of Shipowners; Mr. Dieter Rohdenburg, CEO – Intership Navigation Co., Ltd.; Vice President - Cyprus Shipping Chamber; Mr. Antonis Taliotis, Tax Partner – Deloitte Cyprus; Mr. Markus Wenker, Head of Ship Finance Hellenic Bank addressed the audience by stating that “Shipping has been one of the few pillars of the Cypriot economy that remained resilient despite the unprecedented crisis of 2013. At Hellenic Bank we have a proven track record of in-depth expertise in the shipping industry. We are the only banking institution in Cyprus with a dedicated Shipping Division since 2013, who understands the needs of international shipping companies and provides a wide range of specialized banking products and services.” Mr. Roine Ahlquist, Managing Director - Tufton Oceanic Shipping Management stated that “Cyprus is in a position to leverage its unique and strategically valuable location to attract more Shipping business interests to the island. To move up in the value chain (ship owners, traders, brokers etc) we need to see incentives for development of an improved infrastructure to support and attract foreign companies and expatriate executives. This would entail a broad strategic review of the existing infrastructure base and amongst other efforts work on developing attractive routings into continental EU for business travel. It would further entail effectivising government services offerings to cater to a truly international and highly sought after internationally mobile talent base. An attractive tax system is not alone a solution, Cyprus has a great deal to offer but we need to align our value proposition to what other international destinations can provide to companies and individuals alike” Mr. Ioannis Efstratiou, Acting Director – Department of Merchant Shipping of Cyprus presented the following message to the audience: “The prospects of Cyprus shipping look better than ever. Our comprehensive maritime centre witnesses a continuous development, both in size and spectrum of shipping activities. Cyprus is attracting new business in shipping, capitalising on its attractive economic incentives, the unparalleled expertise and excellent infrastructure that encompass its shipping industry. This fact is evidenced by the increasing number of companies relocating their businesses to Cyprus or opening offices and branches in Cyprus. Limassol is truly a leading shipping centre and is among the most important shipping capitals of the world”. Mr. George Mouskas, Managing Director - Zela Shipping Group; Member of the Executive Committee - Cyprus Union of Shipowners stated that the panel discussed “the advantages of a shipping company operating out of Cyprus. It was generally agreed that Cyprus is an efficient place to operate from, with good quality staff and low operational costs due to, mainly, the advantageous tax structure. Our experience at the Zela Shipping Group is that we are working much more efficiently and with lower costs since that we relocated to Limassol in September 2014. Our London office and Athens office have now been closed and all our staff is based in Limassol Cyprus. Our panel also predicted a bright future for Cyprus as an operating base and also for the Cyprus flag, especially if there is a solution to the Cyprus problem. My prediction is that if the Cyprus problem is solved, and the Turkish embargo is lifted on Cyprus flag ships, then the tonnage under the Cyprus flag would double within a year. Limassol requires more quality office space to be built to accommodate the new companies relocating in Cyprus. There is also a need for better flight connections to Europe, especially the north European ports, which are very difficult to get to. Flight connections to the Far East are very well served via Dubai. The general message is that don’t look any further than Limassol if you are looking to relocate your shipping office.” Mr. Dieter Rohdenburg, CEO – Intership Navigation Co., Ltd.; Vice President - Cyprus Shipping Chamber addressed the audience by stating that “Cyprus maritime cluster has grown tremendously over the last 4 decades. Today is recognized as one of the leading ship management centers in the world. Cyprus Shipping Chamber represents the entire cluster with highly effective lobbying power with the full support by successive Cypriot governments. Existing cluster includes, besides ship owners/ managers Chartering brokers, Insurance brokers, Marine spare parts suppliers (makers, traders), Classification societies etc. The way forward they must increase promotion of Cyprus cluster internationally to attract new players from all industry sectors and expand locally to include existing players such as Academic institutions, Oil & gas, Port operators, Charterers etc. The resident shipping industry, in its broadest sense, is one of the strong contributors to the Cyprus economy!” Mr. Antonis Taliotis, Tax Partner – Deloitte Cyprus emphasized that “Cyprus tax legislation provides additional and significant tax benefits for those individuals that want to relocate and work from Cyprus either by setting up their business in the Republic or as employees, such as the non dom rules, which exempt from taxation their investment income (interest and/or dividends) or the 50% reduction on income tax rates applicable on salary income when that exceeds €100.000 p.a. He concluded that Cyprus is still a very attractive place to operate from, as it combines a favorable tax environment with a robust infrastructure and high quality services”. FORUM SESSION ON PUTTING IT ALL TOGETHER: THE SHIPOWNER PERSPECTIVE Panel Discussion – Is There Light at the End of the Tunnel? - The Shipowner Perspective Moderator: Mr. Ben Nolan, Director, Shipping Research – Stifel Panelists: Mr. Spyros Capralos, CEO – Oceanbulk Containers; Chairman – Star Bulk Carriers; Mr. Andreas Hadjiyiannis, President - Cyprus Sea Lines Shipping; President - Cyprus Union of Shipowners; Mr. Polys Hajioannou, CEO – Safe Bulkers; Vice President - Cyprus Union of Shipowners; Mr. Aristidis Pittas, CEO - Euroseas Ltd. Mr. Spyros Capralos, CEO – Oceanbulk Containers; Chairman – Star Bulk Carriers referred to the “recent rally in dry bulk stocks, explaining that this was mostly derived by the positive momentum created post U.S. elections, as well as the surge in commodity and energy prices. He also commented on the dry bulk market prospects, stating that 2016 was the worst year in the last 3 decades, that 2017 will be better and that the market will improve going forward. He pointed out though that owners should continue to show restraint, by scrapping older vessels and refrain from ordering new buildings. He also



touched upon the benefits of being a public shipping company, emphasizing the access to capital, much needed for fleet growth in a capital intensive business such as shipping. Mr. Capralos also echoed the view of the panelists that better corporate governance and transparency in public shipping companies will ultimately become the new normal in the next years, also pointing out Star Bulk's excellence in this area. Regarding the question on which shipping sub sector he would invest \$100 mln, Mr. Capralos pointed that if everybody was to invest \$100 million in buying vessels, then this would surely lead to increased vessel prices. There was a discussion in the panel regarding the upcoming IMO regulations (ballast water treatment system and low Sulphur cap on fuel), where Mr. Capralos shared the view of other participants that most owners will not elect to install scrubbers, but instead will attempt to slow steam, thus reducing the effective supply of vessels. He also pointed out that both new regulations will lead to accelerated scrapping of older vessels, especially in the dry bulk sector". Mr. Polys Hajioannou, CEO – Safe Bulklers; Vice President - Cyprus Union of Shipowners addressed the audience by stating that "We are proud to participate in the shipping conference of Capital Link organized for the first time in Limassol, Cyprus. Safe Bulklers is the largest owner in Cyprus registry with 36 vessels of 3.1 million dwt. Our Manager Safe Bulklers Management Ltd operates from Limassol Cyprus, enjoying a transparent and stable business environment in a modern City. Our industry has experienced the first quarter of 2016 the worst market ever. Since then the chartering market improved somewhat from the historical lows, however, it still remains at non-profitable levels. Our proactive management efforts and our lean cost structure as expressed by our daily operating expenses are the main drivers for achieving positive operating cash flows, a key for maintaining liquidity. In addition our liquidity was improved through our recent additional offering in NYSE. The suitable mix between period and spot charters may provide visibility of cash flows, support cash positive operations for lean cost structure vehicles, while some upside potential could be maintained on the basis of unfixed days. Overall Safe Bulklers is well-positioned to withstand turbulence that may occur in the chartering market, but also to take advantage when the next shipping cycle begins". Mr. Aristidis Pittas, CEO - Euroseas Ltd stressed the need for discipline in newbuilding orders. There is too much shipbuilding capacity and fierce competition among shipyards in China, Korean and Japan. The moment rates recover, owners should resist the temptation to take advantage of attractive newbuilding offers, as new orders would be a negative for the shipping market. He added that looking ahead he expects a gradual improvement in the dry bulk markets provided Chinese demand for commodities continues and fleet supply pressures diminish. He is also hopeful for an improvement in the containership market as the result of increased scrapping and more slippage in new deliveries. He outlined the steps that Euroseas took to strengthen its liquidity and financial capacity to pursue selected acquisitions taking advantage of attractive vessel values. Euroseas will continue to act as a platform to consolidate other ownership interests using its stock to pay for select acquisitions. Concluding Remarks Mr. George A. Tsaviliris, President - Tsaviliris Salvage Group – Conference Chairman, closed the conference with the following statement: "My experience in chairing the Cyprus Capital Link Shipping Forum this year was one of the most rewarding I have had. First and foremost, I would like to thank Nicolas and Olga Bornozi for organizing this event. Frankly, one could say that this event may be entitled to be placed in the Guinness Book of Records for capturing a full audience of over 400 attendees -who remained throughout the day. It is very rare to have a lunch break and then to see all the attendees back in their places with the same enthusiasm and spark in their eyes. It goes without saying that there are good reasons for this. First the momentum was high – the presentations were both interesting and informative and the respective moderators worked impeccably well with their team of panelists. Another point I would like to take the opportunity in saying is that often we find members of the shipping industry somewhat hesitant in attending conferences. Personally, as I have mentioned in the past, in this day and age, the everlasting and constant changes we are having to face and adapt to are so rapid, that opportunities such as this, are an absolute necessity, in order to keep up to date. As we have noted the regulations alone are becoming extremely difficult to face, especially in view of the complexities and the inconsistencies we find from different jurisdictions and formats. As we are all aware, in spite of the difficult and testing times Cyprus experienced in the past, they have performed nothing less than what I can describe as a miracle in elevating themselves to the highest professional level in all sectors. The prominence achieved in shipping, the discovery of significant amounts of hydrocarbons in the area and the high degree of utmost professionalism in shipping services give us every assurance for a bright future. Again my sincere thanks to the Capital Link team and a personal note for making my day to experience such a professional approach and with such youthful enthusiasm. Last and not least, THANK YOU CYPRUS." TARGET AUDIENCE The Forum presented a unique opportunity to meet and network with a large, high-caliber audience of Ship Owners - Ship Managers - Ship Operators - Ship Brokers – Charterers - Risk Insurers – Arbitrators - Marine Technology experts, investment and commercial bankers, analysts, private equity and venture capital firms, law and auditing executives, market analysts, institutional investors, financial advisors, trade and financial media. PARTICIPATING COMPANIES & ORGANIZATIONS ABN AMRO Energy, Commodities & Transportation • The American Club • Bureau Veritas Hellas SA • CADWALADER • Capital Ship Management Corp. • Caribe Tankers • Caldwellalader, Wickersham & Taft LLP • Clarkson Research Services Ltd. • Clay Maitland • Cobham SATCOM • Compagnie de Transport Maritime • Columbia Shipmanagement Ltd. • C Transport Maritime • Cyprus Union of Shipowners • Cyprus Sea Lines Shipping • Cyprus Shipping Chamber • Chrysos Demetriades & Co LLC • Deloitte Cyprus • DMS Department of Merchant Shipping of Cyprus • DNB Bank • DNV GL • Euroseas Ltd. • Evercore Partners • Fourth Insurance Office, Inc. • Granfeld Wealth Management • Hellenic Bank • Inmarsat Maritime • InterManager • Intership Navigation Co • International Registries • Lemissoler Navigation Co. 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Η Όλγα Μπορνόζη (Capital Link) στο Mononews: Τεράστια η επιτυχία των ναυτιλιακών forums σε Αθήνα και Λεμεσό

By [Ευριπίδης Κουτσοχρήστος](#) -

Ιδιαίτερα για την Κύπρο, σημείωσε ότι «έγινε με πρωτοφανή για τη χώρα επιτυχία, ενώ για πρώτη φορά τέτοιου είδους συνέδριο πραγματοποιήθηκε εκεί. Η προσέλευση του κόσμου ήταν πολύ σημαντική, καθώς ξεπέρασε τα 400 άτομα και μπορεί να άγγιξε ακόμη και τα 500». Η κα Μπορνόζη σχολίασε επίσης ότι οι ομιλητές που έδωσαν το παρόν στο πρώτο “Capital Link Cyprus Shipping Forum” που έλαβε χώρα στη Λεμεσό ήταν εξαιρετικοί ήρθαν «τόσο από την Ελλάδα όσο και από το εξωτερικό και συνέβαλαν τα μέγιστα στην επιτυχία του», ενώ το forum καλωσορίστηκε ένθερμα από τη ναυτιλιακή κοινότητα της χώρας.

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