



# 3<sup>rd</sup> Annual Capital Link International Shipping Forum China

Friday, April 20, 2018  
Shanghai, China



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This year's **Capital Link's International Shipping Forum-China** will explore how International & Chinese shipowners, leasing firms, and industry players can benefit from the latest trends in global financing, capital markets, private equity, and alternative financing. It will connect Chinese shipowners, shipyards and leasing firms with global shipping industry leaders, investors and capital providers to discuss joint venture opportunities, demonstrate how to optimize technical & commercial ship management, and will tackle issues of critical significance to the industry such as cybersecurity & digitalization, preparing for the 2020 regulations, geopolitical & market trends affecting shipping.

Speakers and panelists are experts and top decision makers from global financial, investment and maritime companies and organizations. They come to Shanghai prepared to address critical topics of interest to the industry and to interact with high level executives from the Chinese shipping, shipbuilding and finance communities.

With a 22-year track record, Capital Link is known for the organization of large scale investment and maritime conferences in major industry centers such as New York, London and Athens attracting 1,000+ delegates. Capital Link's Forums attract the elite of the shipping, finance and investment executives and top industry decision makers. Well-known for their high quality and effectiveness, they are unique marketing and networking events attended by a large and high caliber audience of shipping industry executives, such as owners, commercial and investment bankers, investors, analysts, media, and a wide range of other industry participants.

The **Capital Link Shipping Leadership Awards** are presented in the context of our forums to distinguished leaders in the maritime field in London, Athens and New York recognizing their achievements and contributions to the shipping industry. We are delighted to present the "**2018 Capital Link China Shipping Leadership Award**" to **Captain Xie Chun Lin, Managing Director at China Merchants Energy Shipping Co., Ltd.** The award is given in recognition for building CMES into a leading global integrated energy transportation enterprise.

Our Shanghai event is organized in Partnership with **Columbia Shipmanagement and Singhai Marine Services** and we would like to express our deep appreciation to them for their help, support in putting this event together. We would also like to express our appreciation to **ICBC Leasing** for Cooperating with us.

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

Sincerely,  
Nicolas Bornozis, President  
Capital Link, Inc.





# CAPITAL LINK SHIPPING AWARDS HONORING GLOBAL LEADERS IN THE SHIPPING SPACE

## CAPITAL LINK SHIPPING LEADERSHIP AWARD – NEW YORK

**2014:** Dagfinn Lunde, Former CEO & Industry Head of Shipping & Offshore Division – DVB Bank; Former Managing Director – INTERTANKO

**2015:** Michael Parker, Global Head of Shipping – Citi

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

**2017:** Richard T. du Moulin, President – Intrepid Shipping; Former Chairman – INTERTANKO

**2018:** Peter Evensen, Former President & CEO – Teekay Corporation



## CAPITAL LINK GREEK SHIPPING LEADERSHIP AWARD – ATHENS

**2013:** Captain Panagiotis N. Tsakos, Founder – Tsakos Shipping & Trading

**2014:** Perikles Panagopoulos, Founder – Attica Group

**2015:** Lambros Varnavidis, Global Head of Shipping – Royal Bank of Scotland; Vice Chairman – Baltic Exchange

**2016:** Andreas, George & Nicolas Tsavliris – Tsavliris Salvage Group

**2017:** Professor Costas Th. Grammenos, Chairman – Costas Grammenos Centre for Shipping, Trade & Finance; Cass Business School

**2018:** Panos Laskaridis, President – European Community Shipowners Associations; CEO – Lavinia Corporation/Laskaridis Shipping Company Ltd. & Athanasios Laskaridis, Chairman & CEO – Lavinia Corporation, Lavinia Enterprises Limited and Laskaridis Shipping Company Ltd.



## CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD – SHANGHAI

**2016:** Yang Xian Xiang, CEO – SITC International Holdings

**2017:** Zhang Ye, President – Shanghai Shipping Exchange



## CAPITAL LINK MARITIME CSR LEADERSHIP AWARD – LONDON/ATHENS

**2013:** Clay Maitland, Chairman – NAMEPA & Partner – Marshall Islands Registry

**2014:** Efthimios Mitropoulos, Chairman Emeritus – International Maritime

**2015:** Nikolas Tsakos, Chairman – INTERTANKO

**2016:** Jeremy Penn, Chief Executive – The Baltic Exchange

**2017:** John Platsidakis, Chairman – Intercargo; Managing Director – Anangel Maritime Services, Inc.







## **2018 CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD**



*Presented to:*

**Captain Xie Chun Lin**

**President**

**China Merchants Energy Shipping Co., Ltd (CMES)**

*In Recognition of His Valuable Contribution*

*to the Chinese & International Shipping Industry*

Capt. Xie Chun Lin, President of China Merchants Energy Shipping Co., Ltd(CMES)

Born in May, 1963 and graduated from Dalian Maritime University in 1983, an experienced Master Mariner through years of shipboard services from 3rd officer, 2nd officer, Chief Officer to Captain. In addition to his maritime qualifications, Capt.Xie is a Senior Economist and EMBA holder from Shanghai Maritime University.



Before he joined to CMES, Capt.Xie worked in China Shipping (Group) Company consecutively as Managing Director of China Shipping(Indonesia) Co.Ltd., Managing Director of China Shipping(Netherland) Agency Co.,Ltd., Vice President of China Shipping (Europe) Holding Co.Ltd., Chief Representative in Mediterranean and Deputy General Manager of China Shipping Development Co., Ltd.

From Oct.2012 until now, Capt.Xie served as the President of China Merchants Energy Shipping Co., Ltd.

谢春林船长，招商局能源运输股份有限公司董事总经理

1963 年 5 月出生，高级船长、高级经济师、上海海事大学 EMBA。1983 年毕业于大连海运学院航海系，曾任上海海运集团油运公司船长、上海海运集团海监室副主任；中海集团运输部调度处副处长、中海印尼总经理、中海荷兰总经理、中海欧控副总裁、中海驻地中海地区总代表及中海发展油轮公司副总经理等职。2012 年 10 月起，任招商局能源运输股份有限公司董事总经理。



# 3<sup>rd</sup> Annual Capital Link International Shipping Forum China

Friday, April 20, 2018 - Shanghai, China



## 2018 CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD





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# 领航四海 助力实体经济

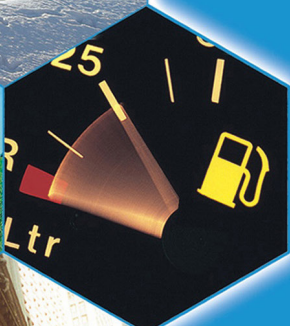
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8:00 AM – 8:50 AM		REGISTRATION & COFFEE 嘉宾注册
MORNING SESSIONS 上午议程		
8:50 AM – 9:00 AM	<b>Welcome Remarks</b> 致欢迎辞	<ul style="list-style-type: none"> <li><b>Mr. Terence Zhao</b>, President – Singhai Marine Services – Conference Co-Chairman 赵玮先生 (森海海事服务公司董事总经理兼论坛联合主席)</li> <li><b>Mr. Andreas Hadjipetrou</b>, Managing Director – Columbia Shipmanagement Ltd. – Conference Co-Chairman Andreas Hadjipetrou 先生 (哥伦比亚船舶管理公司董事总经理兼论坛联合主席)</li> <li><b>Mr. Nicolas Bornozis</b>, President - Capital Link Nicolas Bornozis 先生 (Capital Link 总裁)</li> </ul>
9:00 AM – 9:10 AM	<b>Opening Remarks</b> 开幕致辞	<b>Mr. Chen Xi</b> , Deputy Governor of Pudong Government 陈希先生 (浦东新区副区长)
9:10 AM – 9:20 AM	<b>Keynote Address</b> 主题致辞	<b>Mr. Wang Zhenyong</b> , Deputy CEO - ICBC Leasing 王振勇先生 (工银金融租赁董事总经理)
9:20 AM – 9:40 AM	<b>Global Shipping Markets Presentation</b> 全球航运市场现状 <i>A review of the main shipping markets – dry bulk, tanker, gas, containers – Sectors' Outlook</i> 干散货、液化气、集装箱等主要航运市场的回顾和展望	<b>Mr. Adrian Economakis</b> , Chief Operations Officer – VesselsValue Adrian Economakis 先生 (Vessels Value 首席运营官)
9:40 AM – 10:20 AM	<b>Game Changers &amp; the Role of Chinese Shipyards</b> 航运业格局的变革者 <i>How shipowners and Chinese Shipyards gear to address the new environmental regulations, technological and ship design innovations which may have a transformational impact on the industry</i> 航运业领导者和专家就即将生效的主要环境法规探讨对整个行业转型产生的潜在影响	<b>Moderator 主持人:</b> <b>Mr. Vassilis Dimoulas</b> , Technology & Innovation Manager for Greece, Cyprus & Malta - Bureau Veritas Vassilis Dimoulas 先生 (必维集团塞浦路斯和马耳他区域技术和创新部经理) <b>Panelists 小组成员:</b> <ul style="list-style-type: none"> <li><b>Mr. Chen Yuetao</b>, Deputy General Manager – COSCO Shipping Heavy Industry Co., Ltd. 陈岳涛先生 (中远海运重工有限公司副总经理)</li> <li><b>Mr. Fabio Tagliavia</b>, Tech Director - d'Amico International Shipping Fabio Tagliavia 先生 (d'Amico International Shipping 技术总监)</li> <li><b>Mr. Roy Yap</b>, COO - Newport Shipping Roy Yap 先生 (New Port 航运首席运营官)</li> <li><b>Mr. Theo Baltatzis</b>, General Manager - Technomar Shipping Inc Theo Baltatzis 先生 (Technomar Shipping 总经理)</li> </ul>



Global Maritime Clusters - Competitive Advantages & Business Development Opportunities 全球海事联盟：竞争优势和发展机遇		
10:20 AM – 10:35 AM	<b>Hong Kong</b> 香港	<b>Mr. Benjamin Wong</b> , Head of Transport and Industrial Sectors – InvestHK Benjamin Wong 先生 (香港投资推广署运输与工业部负责人)
10:35 AM – 10:50 AM	<b>Malta</b> 马耳他	<b>Dr. Jean-Pie Gauci-Maistre</b> , Managing Partner - Gauci-Maistre Xynou Jean-Pie Gauci-Maistre 博士 (Gauci Maistre Xynou 管理合伙人)
10:50 AM - 11:10 AM	Networking Coffee Break 茶歇	
11:10 AM – 11:45 AM	<b>Cybersecurity, Digitalization &amp; Blockchain</b> 网络安全，数字化和区块链 <ul style="list-style-type: none"> <li>Protect from Digital Kidnap; 防止数字绑架</li> <li>Optimize Connectivity &amp; Operational Efficiency; 优化联通性和运营效率</li> <li>Digital transformation enables new data-driven business development opportunities across marine services &amp; marine insurances 数字转换促使海事服务行业新的数据驱动业务发展机会</li> </ul>	<b>Moderator 主持人:</b> <b>Mr. Norbert Kray</b> , Regional Manager for Greater China – DNV-GL Norbert Kray 先生 (DNV GL 大中国区事业发展部经理) <b>Panelists 小组成员:</b> <ul style="list-style-type: none"> <li><b>Mr. Joseph E.M. Hughes</b>, Chairman &amp; CEO - The American Club Joseph E.M Hughes 先生 (The American Club 主席)</li> <li><b>Mr. Stephen Cooper</b>, CEO - Fourth Insurance Office Stephen Cooper 先生 (Fourth Insurance 公司首席执行官)</li> <li><b>Mr. Howard Hughes</b>, CTO - Tototheo Maritime RIC Howard Hughes 先生 (Tototheo Maritime 首席技术官)</li> </ul>
11:45 AM – 12:00 PM	<b>The Future of Ship Management</b> 船舶管理的未来 Trends & Developments in Technical Fleet Management 船舶技术管理的趋势和发展	<b>Mr. Mark O'Neil</b> , President & CEO - Columbia Marlow Shipmanagement Mark O' Neil 先生 (哥伦比亚-马洛首席运营官)
12:00 PM – 12:45 PM	<b>The Evolution of International Ship Finance – Outlook for 2018 – 2020</b> 国际船舶融资的演变，展望 2018 年 - 2020 年 <ul style="list-style-type: none"> <li>The changing landscape of ship finance; 船舶金融格局的变化</li> <li>Traditional &amp; alternative sources of capital for international &amp; Chinese owners around the world 国际和中国船东在世界范围内的传统和替代资本来源</li> <li>Types of available capital; cost, structure and typical terms 可用资本的类型、成本、结构和典型条款</li> </ul>	<b>Moderator 主持人:</b> <b>Mr. Greg Chase</b> , Partner - Reed Smith LLP Greg Chase 先生 (礼德律师事务所合伙人) <b>Panelists 小组成员:</b> <ul style="list-style-type: none"> <li><b>Mr. Dimitris Glynos</b>, Vice President Finance - Dryships – Cardiff – TMS Dimitris Glynos 先生 (Dryships-Cardiff-TMS 财务副总裁)</li> <li><b>Mr. Peter Schulz</b>, CFO - Pacific Basin Shipping Limited Peter Schulz 先生 (太平洋航运首席财务官)</li> <li><b>Mr. Stewart Andrade</b>, CFO – Teekay Tankers Stewart Andrade 先生 (Teekay 油轮首席财务官)</li> <li><b>Mr. Christos Begleris</b>, Co-Chief Financial Officer - Star Bulk Carriers Christos Begleris 先生 (Star Bulk 首席财务官)</li> <li><b>Ms. Cecile Lee</b>, CFO – Wah Kwong Cecile Lee 女士 (华光海运首席财务官)</li> </ul>

12:45 PM – 1:00 PM	<div>2018 CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD</div> <div>中国航运论坛杰出领袖奖颁奖礼</div> <div></div> <div>Captain Xie Chun Lin, Managing Director - China Merchants Energy Shipping Co., Ltd</div> <div>谢春林船长 (招商轮船董事总经理)</div>	
1:00 PM – 2:00 PM	Networking Luncheon 午餐交流会	
AFTERNOON SESSIONS 下午议程		
2:05 PM – 2:50 PM	<div>Financial Leasing</div> <div>船舶融资-小组讨论</div> <div>Chinese Leasing has become a dominant form of ship finance for the Chinese &amp; International Shipping Industry. The panel will discuss the outlook for further growth with new market entrants and players, where new capital can come from, what types of deals and owners can qualify for leasing and joint ventures between leasing firms &amp; cargo owners.</div> <div>中国船舶融资租赁已经成为中国和国际航运业的主要船舶融资形式。该小组将探讨新的市场参与者的新的发展前景，从哪里可以获得新的资本，哪一种类型的交易和船东适合船舶融资和合资</div>	<div>Moderator 主持人:</div> <div>Mr. Ji Woon Kim, Shareholder – Vedder Price</div> <div>Ji Woon Kim 先生 (Vedder Price 股东)</div> <div>Panelists 小组成员:</div> <div><ul style="list-style-type: none"><li>Mr. Zhu Jiafeng, Managing Director, Ship Leasing Dept. – AVIC International Leasing Ltd.</li><li>Mr. Lu Zhendong, Deputy Head of Shipping – Bank of Communications Financial Leasing Co., Ltd.</li><li>Mr. Jack Xu, Deputy Head of Shipping – CMB Financial Leasing Co. Ltd.</li><li>Mr. Alex Yan, Deputy General Manager of Assets Management – CSSC (Hong Kong) Shipping Company Limited</li><li>Mr. Bill Guo, Executive Director, Shipping - ICBC Financial Leasing</li><li>Mr. Jerry Yang, CEO, Shipping, Offshore &amp; Logistics - Minsheng Financial Leasing CO., Ltd</li></ul></div>
2:50 PM – 3:35 PM	<div>Global Shipping Banks &amp; The Availability of Finance for the Chinese &amp; International Shipping Industry</div> <div>全球航运银行 &amp; 中国与国际航运业金融的可行性</div> <div><ul style="list-style-type: none"><li>Banks have been the traditional source of finance for the shipping industry – how major shipping banks deal with new regulatory and market challenges.</li></ul></div>	<div>Moderator 主持人:</div> <div>Mr. Stuart McAlpine, Partner - Clyde &amp; Co.</div> <div>Stuart McAlpine 先生 (英国其礼律师事务所合伙人)</div> <div>Panelists 小组成员:</div> <div><ul style="list-style-type: none"><li>Mr. Darryl Tan, Head of Transportation and Logistics, Asia Pacific – ABN AMRO</li><li>Mr. James Tong, Managing Director, Head, Asia Pacific &amp; Japan, Global Shipping &amp; Logistics – Citi</li></ul></div>



	<p>银行一直是航运业的传统资金来源，该小组将探讨主要大型航运银行如何应对新的监管和市场挑战</p> <ul style="list-style-type: none"> <li>Is the bank finance market shrinking or growing? Is new capital available for the industry? Who can qualify for bank finance and at what cost and terms? 银行金融市场是萎缩还是增长？会不会有新的资本出现？谁将以什么价格和条件有资格获得银行融资？</li> </ul>	<ul style="list-style-type: none"> <li><b>Mr. Andreas Ostern</b>, Head of Shipping, Offshore &amp; Logistics Asia - <b>DNB Asia Ltd</b> Andreas Ostern 先生 (挪威银行 DNB 航运与物流总监)</li> <li><b>Ms. Rosemary Goh</b>, Managing Director, Head of Maritime Industries Asia Pacific - <b>Nord/LB</b> Rosemary Goh 女士 (德国 Nord/LB 银行亚太海运部董事总经理)</li> <li><b>Mr. Paul Taylor</b>, Global Head of Shipping and Offshore Finance - <b>Societe Generale</b> Paul Taylor 先生 (法国兴业银行航运与金融部总监)</li> <li><b>Mr. Nils-Kristian Kovdal</b>, Regional Head for Shipping Finance for GCNA - <b>Standard Chartered Bank (Hong Kong)</b> Nils-Kristian Kovdal 先生 (渣打银行航运融资区域总监)</li> </ul>
3:35 PM – 4:15 PM	<p><b>Alternative Finance &amp; Private Equity</b> 另类金融和私募股权</p> <ul style="list-style-type: none"> <li>Are there sources of capital beyond bank finance &amp; financial leasing? 除银行和融资租赁之外是否有其他资金来源？</li> <li>New &amp; Alternative Sources of Capital for Projects &amp; Smaller Owners 小型规模船东和项目的新型资本和替代资本来源 <ul style="list-style-type: none"> <li>Credit Funds – Debt Finance &amp; Structured Equity - Private Equity 信贷基金-债务融资和结构性股票-私募股权</li> </ul> </li> </ul>	<p><b>Moderator 主持人:</b> <b>Mr. Vincent Xu</b>, Partner – <b>Stephenson Harwood</b> Vincent Xu 先生 (Stephenson Harwood 律师事务所合伙人)</p> <p><b>Panelists 小组成员:</b></p> <ul style="list-style-type: none"> <li><b>Mr. Albert Ganyushin</b>, Head of Capital Markets - <b>Dr. Peters Group</b> Albert Ganyushin 先生 (Peters Group 集团资本市场部负责人)</li> <li><b>Mr. Gordon Guo</b>, Managing Director - <b>Kylin Capital</b> Gordon Guo 先生 (麒麟资本董事总经理)</li> <li><b>Mr. Martin Hugger</b>, Managing Director - <b>Meerbaum Capital Solutions Inc.</b> Martin Hugger 先生 (Meerbaum Capital Solutions 董事总经理)</li> <li><b>Mr. Richard Moore</b>, Managing Director and Co-Founder - <b>RMK Maritime</b> Richard Moore 先生 (RMK Maritime 首席执行官)</li> </ul>
4:15 PM – 4:35 PM	<b>Networking Coffee Break 茶歇</b>	
4:35 PM – 5:20 PM	<p><b>Putting it All Together - The Chinese Shipowners' Perspective</b> 纵观全局-中国船东的视角</p> <ul style="list-style-type: none"> <li>Leading Chinese Shipowners will discuss opportunities and challenges for the shipping industry across the board. 著名中国船东将全面讨论航运业的机遇和调整</li> <li>Shipping markets outlook, energy and commodity flows, investment opportunities, access to capital, operational and regulatory challenges and more 该小组航运市场前景、能源和商品流动，投资机遇，资金获取，运营和监管调整等</li> </ul>	<p><b>Moderator 主持人:</b> <b>Mr. Terence Zhao</b>, President - <b>Singhai Marine Services</b> 赵玮先生 (森海海事服务公司董事总经理)</p> <p><b>Panelists 小组成员:</b></p> <ul style="list-style-type: none"> <li><b>Mr. Mark Young</b>, CEO – <b>Asia Maritime Pacific</b> Mark Young 先生 (Asia Maritime Pacific 首席执行官)</li> <li><b>Capt. Xie Chun Lin</b>, Managing Director - <b>China Merchants Energy Shipping Co., Ltd</b> 谢春林船长 (招商轮船董事总经理)</li> <li><b>Mr. Li Duo Zhu</b>, Chairman - <b>Dingheng Shipping</b> 李多珠先生 (上海鼎恒船务集团董事长)</li> <li><b>Mr. John Su</b>, Group President &amp; CEO – <b>Erasmus Shipinvest Group</b> John Su 先生 (Erasmus 集团总裁)</li> </ul>

<p><b>5:20 PM – 6:05 PM</b></p>	<p><b>Putting it All Together - The International Shipowners' Perspective</b>          纵观全局-国际船东的视角</p> <ul style="list-style-type: none"> <li>Leading International Shipowners will discuss opportunities and challenges for the shipping industry across the board.          著名国际船东将全面讨论航运业的机遇和调整</li> <li>Shipping markets outlook, energy and commodity flows, investment opportunities, access to capital, operational and regulatory challenges and more.          该小组航运市场前景、能源和商品流动，投资机遇，资金获取，运营和监管调整等</li> <li>Also, they will discuss business opportunities with China and in the wider region.          同时，他们还将探讨中国及以外区域的商业机遇</li> </ul>	<p><b>Moderator 主持人:</b>  <b>Mr. Christoforos Bisbikos</b>, Partner – <b>Watson Farley &amp; Williams</b>          Christoforos Bisbikos 先生 (Watson Farley &amp; Williams 合伙人)</p> <p><b>Panelists 小组成员:</b></p> <ul style="list-style-type: none"> <li><b>Mr. Ted Young</b>, CFO - <b>Dorian LPG Ltd.</b>          Ted Young 先生 (Dorian LPG 首席财务官)</li> <li><b>Mr. Anselm Gehling</b>, CEO - <b>Dr. Peters Group</b>          Anselm Gehling 先生 (Peters Group 首席执行官)</li> <li><b>Mr. Vassilis Kertsikoff</b>, Vice Chairman - <b>Eletson Holdings</b>          Vassilis Kertsikoff 先生 (Eletson Holdings 副主席)</li> <li><b>Mr. Roine Ahlquist</b>, Managing Director - <b>Oceanic Marine Management</b>          Roine Ahlquist 先生 (Oceanic 管理公司董事总经理)</li> <li><b>Mr. Robert Burke</b>, CEO - <b>Ridgebury Tankers</b>          Robert Burke 先生 (Ridgebury 油轮首席执行官)</li> <li><b>Mr. Stamatis Tsantanis</b>, Chairman &amp; CEO – <b>Seanergy Maritime Holdings</b>          Stamatis Tsantanis 先生 (Seanergy 海事控股公司主席)</li> </ul>
<p><b>6:05 PM – 7:05 PM</b></p>	<p><b>Cocktail Reception 鸡尾酒会</b></p>  <p><b>Sponsored by Marshall Islands Registry</b>          感谢马绍尔群岛共和国公司及海事注册处赞助</p>	

## PHOTOS FROM PREVIOUS EVENT





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

Columbia's core ship management offices are located in Cyprus, Germany, Singapore and China, while in Greece Columbia has teamed up with Tsakos group for the creation of Tsakos Columbia Shipmanagement (TCM).

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

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

Columbia Shipmanagement is committed to deliver quality services of the highest level ensuring that clients of Columbia enjoy the finest ship management services of a trusted partner.



**SINGHAI MARINE SERVICES**  
**森海海事服务**

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

To harness and develop these talents, we had established the Singapore (Nantong) International Maritime Institute in 2011 through a partnership with the Singapore Organisation of Seamen (SOS) and Nantong Shipping College. The Singapore (Nantong) International Maritime Institute aims to provide enhancement training to strengthen the core competencies of our seafarers.

Singhai Marine Services' core service is supplying highly qualified Chinese and International seafarers for all type of ships, and maritime education and training. Singhai Marine Services is currently serving more than 40 ship owners and managers with an annual supply up to 4,000 seafarers for various types of vessels including oil tankers, chemical tankers, LPGs, LNGs, bulk carriers, containers, offshore vessels and cruise vessels. We are able to meet individual manning needs of our clients for full or half crew.

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TEN's fleet consists of 65 double-hull vessels, constituting a mix of crude tankers, product tankers and LNG carriers, totaling 7.2 million dwt. Of these, 47 vessels trade in crude, 13 in products, three are shuttle tankers and two are LNG carriers.

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

For more information about TEN please visit the Company website at [www.tenn.gr](http://www.tenn.gr)

## Clay Maitland



**COLUMBIA**  
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DNV GL is the world's leading classification society and a recognized advisor for the maritime industry. We enhance safety, quality, energy efficiency and environmental performance of the global shipping industry – across all vessel types and offshore structures. We invest heavily in

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**Tototheo Maritime**, based in Limassol, Cyprus has 30 years' experience servicing shipping and other industries with dedicated support in mobile marine communications and electronic services.

With a deep understanding of the industry and the dynamic environment in which our customers operate, we take our role as their technology partner very seriously. A key part of the relationship with customers is Tototheo's underlying desire to listen to what clients need.

Tototheo Maritime is one of the few providers with Inmarsat Tier1 and GX-Super VAR capacity worldwide.

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**Citi's Institutional Clients Group (ICG)** enables progress by providing large multinational corporations, public sector

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Citi is a trusted partner, supporting innovation and growth globally for corporate clients through Citi's network in 98 countries and providing lending, cash management and advisory services that help them to conduct daily operations, to hire, to grow and to succeed. In the public sector, Citi helps build sustainable infrastructure, housing, transportation, schools and other vital public works for the future. With trading floors in more than 80 countries, clearing and custody networks in over 60 countries and connections with 400 clearing systems, Citi maintains one of the largest global financial infrastructures and facilitate approximately \$4 trillion of flows daily.

ICG's work represents all of Citi's core activities of safeguarding assets, lending money, making payments and accessing the capital markets on behalf of our clients.





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**DNB** is the largest financial services group in Norway with a dominant position in all business areas. The bank has the largest customer base and distribution network in Norway, and has branches in all Scandinavian countries and all international financial centres.



**Fourth Insurance Office, Inc.** is a consulting firm specializing in risk management and insurance. Our focus includes management liability (director and officer coverage), cyber liability (data breach and crisis response), and transaction related exposures (M&A, bankruptcy, special situation). We provide fee-for-service analytics and policy review and never require that a change be made to any existing relationship. From locations in New York City and Palm Beach, Florida, Fourth Insurance Office consultants serve public and private companies with a concentration in financial services, transportation, and manufacturing.



**NORD/LB** is a successful universal bank in northern Germany. As the Landesbank of Lower Saxony and Saxony-Anhalt, it supports the public sector in municipal financing and assumes the responsibilities of a central bank for the savings banks in these two states as well as Mecklenburg-Western Pomerania. As a commercial bank, NORD/LB offers an extensive range of financial services to its private, corporate and institutional customers as well as public sector customers in the core business segments being Maritime Industries, Aviation Finance, Corporate Finance and Structured Finance especially in the sectors of renewable energy, infrastructure, industrial and commercial real estate.

Globally, NORD/LB is represented in all important financial centres such as London, New York, Shanghai and Singapore through its branch network. With two locations within the Asia Pacific region, NORD/LB Singapore Branch established in 1994 has been serving as the regional hub and gateway to the Asia Pacific region. Following its success, NORD/LB Shanghai was established in 2004 as the only fully licensed German Landesbank with an operating unit in China with a key focus on German Corporates.

The Ship Financing team in the Singapore Branch now named Maritime Industries, Asia Pacific covers South East Asia, North Asia, Middle East and Australia. The bank provides tailor-made financing solutions to shipping clients including senior debt financing, Export Credit Assurance financing, Asset Backed Securitization, supply chain finance, capital markets solutions as well as advisory services.

Throughout its 250 years of history, the basis of the Bank's success has been building close relationship with its clients and having thorough understanding of their needs.

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collateral enforcement. In 2017, the Global Shipping Group was rated "Band 1" for Shipping by Chambers, Ranked in Band 1 for Asset Finance (Hong Kong) in The Legal 500 Asia Pacific 2017 and Winner of Law Firm of the Year in Lloyd's List Americas Awards 2017.



**Watson Farley & Williams** has the largest dedicated maritime practice in the world and is acknowledged as "a shipping powerhouse that maintains a leading presence in the maritime finance field around the globe" (Chambers Global 2017). With 14 offices covering Asia, the Middle East, Europe and the US, our maritime experience and legal expertise, acquired over more than 30 years advising clients, means our lawyers are recognised for providing advice that is pragmatic and commercially focused.

We offer a full service to the maritime industry, advising a wide range of market players around the world, including ship-owners, lessors and lessees, banks, export credit agencies and private equity funds. WFW has acted on the biggest and most complex transactions and disputes in the industry and in 2015, more WFW deals were named by leading publication Marine Money Offshore amongst its "Deals of the Year" than those of any other law firm.

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Founded in New York in 1917, and having recently celebrated 100 years of service to the global maritime community, **the American Club** is the only P&I mutual domiciled in the Americas. Part of the International Group, it offers full mutual cover for Protection and Indemnity, Freight, Demurrage and Defense risks, fixed premium insurance for smaller tonnage through Eagle Ocean Marine, as well as Hull and Machinery cover through its subsidiary, American Hellenic Hull Insurance Company Ltd. Having in recent years grown and internationalized its tonnage, the Club has a truly global reach. In addition to their headquarters in New York, the Club's Managers, Shipowners Claims Bureau, Inc., have operations in Houston, London, Piraeus, Limassol, Shanghai and Hong Kong. Winner of the Lloyd's List North American Maritime Services Award for 2016 and the Seatrade "Investment in People" Award for 2017, the Club prides itself on its exceptional service resources. Its management staff, available 24 hours a day, include lawyers qualified in many jurisdictions, licensed mariners and other experts, able to communicate in no less than eleven languages. The Club also boasts an unsurpassed safety and loss prevention program. Its rich reserves of dedicated expertise enable it to typically exceed the service expectations of shipowners and charterers both large and small.



The **Aviation Industry Corporation of China, Ltd. (AVIC)** was founded on November 6th, 2008 through the restructuring and consolidation of the China Aviation Industry Corporation I (AVIC I) and the China Aviation Industry Corporation II (AVIC II). We are centered on aviation and provide complete services to customers in many sectors - from research and development to operation, manufacturing and financing. Our business units cover defense, transport aircrafts, helicopters, avionics and systems, general aviation, research and development, flight testing, trade and logistics, assets management, finance services, engineering and construction, automobiles and more. We have over 100 subsidiaries, nearly 27 listed companies and more than 450,000 employees.



**Bureau Veritas** is a world leader in classification, certification, and laboratory testing & inspection services. Established in 1828, the Group nowadays employs more than 74,000 experts in about 1,400 offices and laboratories worldwide, assisting its 400,000 clients to improve their performance by offering innovative services in order to ensure that their assets, products, infrastructure and processes meet applicable standards and regulations in terms





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

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CMB Financial Leasing

**CMB Financial Leasing Co., Ltd.** (abbreviated to the "CMBFL"), approved by the State Council, is one of the first batch of five financial leasing companies affiliated with banks in China. With the approval from China Banking Regulatory Commission, CMBFL was founded in March, 2008. CMBFL is a wholly-owned subsidiary of China Merchants Bank (abbreviated to the "CMB") with the registered capital of RMB 6 billion.

On the new development stage, CMBFL has formally established the strategy of "internationalize, professionalize and differentiate" so as to build sustainable competitive edge to become the expert in financial solutions with excellent professional service abilities, and be committed to becoming the best financial leasing company in China. The balance of the leasing assets of CMBFL exceeded RMB150 billion in Sept, 2017.

The company won the Marine Money "Deal of The Year" in 2017 by the transaction of a \$648 million sale-leaseback for eight 9,200-10,700 TEU Containerships previously owned by NOL Liner (Pte.) Ltd and now chartered to APL Co., Pte. Ltd.



**Gauci-Maistre Xynou** (Legal | Assurance) is the brand under which our team of dedicated professionals offer bespoke legal, audit and assurance services.

GMX is an established law firm in Malta with a team of advocates warranted to practice law in Malta or their respective jurisdictions, in areas such as shipping and yachting, aviation, corporate, finance and taxation, citizenship and residency, as well as fund and investment services.

The law firms' international desks allows it to offer unique tailor made legal services ensuring that an internationally holistic approach is adopted for every case.

Gauci-Maistre Xynou has truly emerged as an efficient and reliable one stop shop. Solidifying its presence both locally as well as internationally, the firm comprises a team of professionals, specializing in their respective fields, ready to provide tailor measures services to their various clients. Ultimately, Gauci-Maistre Xynou's top priority is its clients.



Established in 2000, **Invest Hong Kong (InvestHK)** is the Hong Kong Special Administrative Region (HKSAR) Government Department responsible to attract Foreign Direct Investment and support overseas and Mainland businesses to set up or expand in Hong Kong.

InvestHK has industry specialists in Hong Kong's priority sectors: Business & Professional Services, Consumer Products, Creative Industries, Financial Services, Financial Technology, Information & Communications Technology, Innovation & Technology, Startups & Entrepreneurs, Tourism & Hospitality and Transport & Industrial plus an overseas network of staff and representatives based in 30 key business cities worldwide covering its target markets.

Partners with clients on a long-term basis, InvestHK team is available to help at any stage of their business development in Hong Kong. It provides free advice and customised services to help businesses succeed in Hong Kong's vibrant economy.



**Meerbaum** is an advisory boutique, working with a large US based fund on senior finance solutions with the focus on providing asset-based finance to liquid vessels. We have also access to the technical and commercial expertise of one of the largest diversified shipping groups of Greece, which enables us to look at a project with the eyes of a shipowner. You will experience us being quick and specific with our feedback on your projects. You will also find us reliable in transacting, flexible, when it comes to changing needs and open in communication.



With strong support from the major shareholder China Minsheng Bank, **Minsheng Financial Leasing Co., Ltd.**, (hereinafter referred to as "the Company") with registered capital of 5.095 billion Yuan at present, was established in April 2008 and is one of the first five banking financial leasing companies upon the approval of China Banking Regulatory Commission.



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As of the end of the second quarter 2017, the total assets of the Company reached near 172 billion Yuan with accumulative business input of over 380 billion Yuan, accumulative net profit over 9.3 billion Yuan and tax payment of almost 6.2 billion Yuan. As one of the handful domestic finance leasing companies with assets size over 100 billion Yuan, the Company always ranks among the best in the aspects of asset size and profitability in the industry, including nearly 300 aircraft and more than 330 ships, which is the largest corporate aircraft leasing company in Asia and the leading ship leasing company in China. At present, the business of the Company covers a number of fields such as corporate aircraft, commercial aircraft, ships, marine engineering equipment, logistics, energy equipment, energy saving & environmental protection, medical equipment, vehicles and construction machinery, electronic information etc, with constantly optimal asset structure and more effective risk control.

With "leading the development of the industry, creating value for customers and growing together with employees" as the mission, Minsheng Financial Leasing will continue to improve market competitive advantage and to cultivate the ability of sustainable development, and strive to become a leading bank financial leasing company with distinctive characteristics of internationalization and specialization in the world.



**Oceanic Marine Management (OMM)**, is a highly innovative and motivated modern-day maritime management company, providing an extensive, yet fully comprehensive range of maritime services from a single one-stop source.

Located in Cyprus with group offices strategically located around the globe and being part of the Tufton Oceanic Finance Group, OMM provides the very necessary source of highly knowledgeable, yet down-to-earth, practical maritime expertise, demanded today by banks, maritime investors, financiers and ship owners' alike.

At OMM, our services, skills-set and capabilities gained over many years, cover the entire maritime spectrum, including commercial, technical, operational, insurance, sale & purchase, reporting and accounting management for a growing fleet of over 60 vessels, including crude oil tankers, product carriers, chemical tankers, containerships, MPV, bulk carriers, AHTS, in addition to highly specialized tonnage and newbuildings.

Our job at OMM is to carry out on behalf of each client the time consuming and often burdensome task of closely

monitoring the ship manager, safe in the knowledge that their assets are being continuously supervised and protected, in terms of commercial, technical and optimum operational safety, each and every day.



Sink or swim? Shipping finance requires maritime experience and expertise and that is especially true in the current environment. **RMK Maritime** is a maritime-focused finance and advisory firm with dual headquarters in London and New York. RMK assists maritime companies in raising capital from first mortgage debt to common equity and assists investors in analyzing and making both primary and secondary maritime investments. RMK is led by principals with expertise across the shipping spectrum with more than 70 years of specific shipping and ship finance expertise.

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**Stephenson Harwood** is a law firm with over 1000 people worldwide, including more than 150 partners and is committed to achieving the goals of clients – listed and private companies, institutions and individuals.

Our headquarters are in London, with ten offices across Asia, Europe and the Middle East. In addition, the firm has forged close ties with other high quality law firms. This diverse mix of expertise and culture results in a combination of deep local insight and the capability to provide a seamless international service.

Our ship finance team is amongst the first to practice in Asia, as well as one of the first for financing and leasing practice in Asia. Our reputation is based on a strong track record of transactions for clients, who include nearly all the major international banks and leasing companies which are active in the shipping market. Our lawyers also have experience in acting for ship owners/operators. The team also acts for lessors and arrangers, export credit agencies and lessees.

Our good service and professional knowledge have also earned us top tier placement in the Chambers Asia Pacific 2018 and Legal 500 Asia Pacific 2018 editorial.

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service to our international and domestic clients, advising on finance, corporate, tax, insolvency and other related matters in the maritime, container leasing, offshore, ports and terminals sectors. Our Maritime practice group is integral to the GTF team and represents nearly all segments of the maritime industry throughout the world, delivering advice under U.S. and English law, and possessing extensive familiarity with the legal regimes of the leading open registries. Our attorneys have substantial experience in all types of finance transactions involving maritime and offshore assets of every type. Our attorneys also have taught maritime law, authored scholarly and trade articles, and delivered presentations around the world on subjects related to their practice and experience.



**VesselsValue Ltd** are a leading online valuation and market intelligence provider for the Shipping, Superyacht and Offshore industries. Founded in London in 2010, VesselsValue now works with 350+ global clients including the major banks, leasing companies, shipowners, ship managers, investment funds, hedge funds, lawyers, advisors and government regulators. They have 4 offices including London and Singapore and 100+ employees.

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Since its establishment in 1917, **Chugoku Marine Paints, Ltd.** has uniquely developed marine paints as a core product, together with other specialized paints for industrial use. CMP continues to grow, and is well supported by a broad customer base. Their confidence and trust in our technology and products underpins our success in both domestic and global markets. Our products are designed and developed based on focused research activities, and distributed via our highly organized global service network.

As a supplier to key industries, such as shipbuilding, shipping,

power generation, steel, wood, and general construction, we are aware that we have a responsibility to support the development of these industries through our commitment to achieving this on the basis of harmonization with nature. Chugoku Marine Paints, Ltd., as "a leading company aiming to harmonize human activity with nature", endeavors to promote industrial growth with the environment very much in mind, and embarks on new challenges towards the next 100 years.



**COSCO SHIPPING HEAVY INDUSTRY CO., LTD.** (hereinafter referred to as CHI), the shipping industry cluster of COSCO SHIPPING Corporation Group, is a large heavy industry enterprise for ship & offshore newbuilding/repair/conversion/demolition, and marine supporting service.

We are the top runner of modern China's merchant shipbuilding, with a total annual production capacity of 11,000,000 dwt, Shipbuilding capacity is among the top three in China and at the front ranks of the world.

We are the pioneer of China offshore marine engineering. Could build 12 offshore marine products and 20 offshore modules yearly, final assembly ability has been among the highest in the world. And so far, we have delivered more than 50 EPC projects ranging from inshore to offshore, many of them are the first of their kinds in the domestic industry





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**d'Amico International Shipping S.A.** is a subsidiary of d'Amico Società di Navigazione S.p.A., one of the world's leading privately owned marine transportation companies, and operates in the product tankers sector, comprising vessels that typically carry refined petroleum products, chemical and vegetable oils. d'Amico International Shipping S.A. controls, either through ownership or charter arrangements, a modern, high-tech and double-hulled fleet, ranging from 35,000 and 51,000 deadweight tons. The Company has a history and a long tradition of family enterprise and a worldwide presence with offices in key market maritime centres (London, Dublin, Monaco and Singapore). The company's shares are listed on the Milan Stock Exchange under the ticker symbol 'DIS'.



**Dorian LPG** is a liquefied petroleum gas shipping company and a leading owner and operator of modern very large gas carriers (“VLGCs”). Our founding executives have managed vessels in the LPG shipping market since 2002.

We currently own and operate a fleet of 22 modern VLGCs, including 19 new fuel-efficient 84,000 cbm ECO-design VLGCs and three 82,000 cbm VLGCs. The twenty-two VLGCs in our fleet have an aggregate carrying capacity of approximately 1.8 milpon cbm and an average age of 4.0 years as of September 1, 2017. More details on our fleet can be found [here](#).

We provide in-house commercial and technical management services for all of the vessels in our fleet, including our vessels deployed in the Helios Pool. Our mission is to arrange safe, reliable and trouble free transportation, and we are committed to the highest quality of customer service.

Dorian LPG has offices in Connecticut, USA, London, United Kingdom and Athens, Greece. Dorian LPG is incorporated in

the Republic of The Marshall Islands and headquartered in the United States.



**DryShips Inc.** is a diversified owner of ocean going cargo vessels that operate worldwide. The Company owns a fleet of 35 vessels comprising of (i) 12 Panamax drybulk vessels; (ii) 4 Newcastlemax Drybulk vessels; (iii) 5 Kamsarmax drybulk vessels; (iv) 1 Very Large Crude Carrier; (v) 2 Aframax tankers; (vi) 1 Suezmax tanker; (vii) 4 Very Large Gas Carriers and (viii) 6 offshore support vessels, including 2 platform supply and 4 oil spill recovery vessels.

DryShips' common stock is listed on the NASDAQ Capital Market where it trades under the symbol “DRYS.”



**Huarun Dadong Dockyard Co., Ltd. (HRDD)** is a joint venture invested by Hudong-Zhonghua Shipbuilding (Group) Co., Ltd and China Resources Investment Enterprises (HK) Ltd., Shanghai Yatong Co., Ltd. and Shanghai Datong NGS Industries Co., Ltd, was established in 1994 and officially opened for business in November 1995. Spanning an area of 1,020,000 sq. meters and a coastal line of 2,300 meters, HRDD's yard facilities are equipped with 8 repair jetties, 4 floating docks and one graving dock. The repair jetties cover a total length of over 2,290 meters, while the graving dock and floating dock can accommodate up to VLCC size vessels.

Located strategically at the mouth of the Yangtze River and opposite both the Shanghai Port and the Shanghai Waigaoqiao Container Terminal, HRDD is the ideal yard for customers to conduct ship repairs and conversions in an economical and efficient manner.

Taking the lead in China's ship repair industry, HRDD has established a HSE system in its yard. After successful implementation of HSE standards, the company has obtained the OHSAS 18001:1999 certificate and the ISO 14001:2004 certificate from ABS Quality Evaluations in July 2006.

With its facilities and excellent management system, HRDD has an annual capacity to service over 300 vessels repairs/conversions. And HRDD has successfully stepped into the Cruise vessel / offshore conversion and LNG carrier repair business; Further, HRDD has set up dedicated team specializing for the BWTS and Scrubber retrofitting projects, and turn-key solutions can be provided for owners as well.





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# SUPPORTING SPONSORS



**Newport Shipping UK LLP** is a UK domiciled ship management and shipyard group providing a full range of commercial and technical services to both its owned fleet and third party owners.

## INVESTMENT IN ECO-FRIENDLY SHIPPING

We are committed to minimizing our environmental impact and we continuously invest in environmentally friendly and fuel-efficient shipping technologies.

## THE ART AND SCIENCE OF SHIP MANAGEMENT

We have overseen and managed full life-cycle of hundreds of diverse vessels throughout their complete life cycle, from design, through construction, operational life, dry-docking, modernization to recycling.

## 'ZERO IMPACT' SHIPPING

Groundbreaking designs and innovative technology is being introduced daily, which will eventually lead to zero-impact shipping.

Our goal in the industry is to be renowned as a leader and passionate promoter of 'zero-impact' shipping.

## INVESTMENT IN ECO-FRIENDLY SHIPPING

We invest in smart technologies to deliver safe, sustainable and efficient shipping solutions both to shipowners and our clients. Reduced fuel consumption and operational efficiency is our highest priority.



Headquartered in Westport, CT, **Ridgebury Tankers** is a privately-held company owned by management and Riverstone, a New York-based private equity firm with extensive investments in the energy industry.

Formed in 2013, we are a dynamic and resourceful shipping company with a growing fleet. We currently own and operate 20 high-quality crude and refined-product tankers.

Ridgebury is led by Founder and CEO Robert Burke, who has been involved in the shipping industry for over 30 years. Mr. Burke's extensive and successful shipping experience includes operations, chartering, finance, ownership and management across several shipping sectors. He is joined by an experienced, motivated management team with strong capabilities in all aspects of shipping, structured finance and

investment management.

Ridgebury has partnered with world-class pool operators and ship managers for maximum performance, safety, efficiency and compliance. We have a clean, transparent structure without related-party transactions or conflicts of interest, and are committed to transparent, honest and ethical conduct throughout our organization.



**Seanergy Maritime Holdings Corp.** is an international shipping company that provides marine dry bulk transportation services through the ownership and operation of dry bulk vessels. The Company currently owns a modern fleet of eleven dry bulk carriers, consisting of nine Capesizes and two Supramaxes, with a combined cargo-carrying capacity of approximately 1,682,582 dwt and an average fleet age of about 8.9 years. The Company is incorporated in the Marshall Islands with executive offices in Athens, Greece and an office in Hong Kong.

The Company's common shares and class A warrants trade on the Nasdaq Capital Market under the symbols "SHIP" and "SHIPW", respectively.



**Star Bulk** is a global shipping company providing worldwide seaborne transportation solutions in the dry bulk sector. Star Bulk's vessels transport major bulks, which include iron ore, coal and grain, and minor bulks, which include bauxite, fertilizers and steel products. Star Bulk was incorporated in the Marshall Islands on December 13, 2006 and maintains executive offices in Athens, Greece. Its common stock trades on the Nasdaq Global Select Market under the symbol "SBLK". On a fully delivered basis, Star Bulk will have a fleet of 74 vessels, with an aggregate capacity of 8.2 million dwt, consisting of Newcastlemax, Capesize, Post Panamax, Kamsarmax, Panamax, Ultramax and Supramax vessels with carrying capacities between 52,055 dwt and 209,537 dwt. Our fleet currently includes 72 operating vessels, with an additional two newbuilding vessels under construction in China for expected delivery in April 2018.

Visit the Company's website at <http://www.starbulk.com>.

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With the largest maritime network in the world **Wilhelmsen Ships Service** is active in 2,000 ports, in 125 countries worldwide.

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## committed to the **quality** of the world fleet

We are committed to upholding the values of safety, security, and environmental protection. This is evidenced through the quality of our fleet and outstanding port State control record as the only major international flag to remain on the United States Coast Guard's Qualship 21 roster for 14 consecutive years. We achieve this goal through 24/7 service provided from 28 offices, staffed with experienced personnel, located in major shipping and financial centers around the world.



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in affiliation with the Marshall Islands Maritime & Corporate Administrators

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# SUPPORTING SPONSORS

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products, Timm ropes, Unicoool refrigerants, and Unitor and Nalfleet marine chemicals, along with a complete portfolio of ships agency services and maritime logistics, last year we made product deliveries to 27,500 vessels and handled 75,000 port calls.

The maritime industry's trusted partner in port, on board and offshore, our wide portfolio of products and services are available in every market and region, to every conceivable vessel type.

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**RMS Marine Service Company Ltd** was founded in 1993, after many years organic growth in marine service industry, now becomes a leading marine service provider for ships, cruise, and offshore related customers.

RMS specializes in providing comprehensive marine, cruise and offshore services home and abroad, professional in Stores, Food & Beverage, Spare Parts and Equipment supply as well as Export, Safety, Engineering, Logistics and General Shipping Agency services to all kinds of merchant vessels and cruise ships and offshore projects.

RMS capability:

20+ Years History

30000M<sup>2</sup> Warehouses

600 Staffs

2200M<sup>2</sup> Dry Food Warehouse

Over 85 Experienced Technicians

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- 11 Offices Across Asia
- 1000 Ship Average Supply Per Month
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- 2000 NB Initial Supply



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- Over 85 Experienced Technicians
- 11 Offices Across Asia
- 7 Safety Workshops
- 30000M<sup>2</sup> Warehouse
- 2200M<sup>2</sup> Dry Food Warehouse
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- 1000 Ship Average Supply Per Month
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## RMS Marine Service Company Ltd.-Head Office

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Tel: +86 21 5017 1617 | Fax: +86 21 6538 0899

E-mail: rms@rmsmarineservice.com

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Tel: +65 6268 6269 | Fax: +65 6268 7869

E-mail: singapore@rmsmarineservice.sg

## Ace - RMS Marine Service Co. Ltd. - Korea Office

Rm 481, Busan Port International Ship Supply Center,  
 85 Namhangseo-To, Yeongdo-Gu, Busan 49049, Korea

Tel: +82 51 256 1852 | Fax: +82 51 256 1853

E-mail: ace@rmsmarineservice.kr



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# SPEAKER BIOS

## HONOREE



**Xie Chun Lin**  
**President**  
**China Merchants Energy Shipping Co., Ltd**  
**(CMES)**

Capt. Xie Chun Lin, President of China Merchants Energy Shipping Co., Ltd (CMES)

Born in May, 1963 and graduated from Dalian Maritime University in 1983, an experienced Master Mariner through years of shipboard services from 3rd officer, 2nd officer, Chief Officer to Captain. In addition to his maritime qualifications, Capt.Xie is a Senior Economist and EMBA holder from Shanghai Maritime University.

Before he joined to CMES, Capt.Xie worked in China Shipping (Group) Company consecutively as Managing Director of China Shipping (Indonesia) Co.Ltd., Managing Director of China Shipping(Netherlands) Agency Co.,Ltd., Vice President of China Shipping (Europe) Holding Co.Ltd., Chief Representative in Mediterranean and Deputy General Manager of China Shipping Development Co., Ltd.

From Oct.2012 until now, Capt.Xie served as the President of China Merchants Energy Shipping Co., Ltd.



**Roine Ahlquist**  
**Managing Director**  
**Oceanic Marine Management**

Roine is Managing Director of Oceanic Marine Management (OMM) which provides asset management services to the Tufton Oceanic captive fleet and external customers.

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

Prior to joining OMM, Roine spent 9 years with the Ofer family group of companies in New York, London and Singapore in a range of positions including Managing Director of Eastern Pacific Shipping UK.

Roine graduated with an MBA from London Business School in 2006.



**Stewart Andrade**  
**Chief Financial Officer**  
**Teekay Tankers**

Stewart Andrade is Teekay Tankers' Chief Financial Officer, having been appointed to that position in December 2017. He joined Teekay in 2002 and has worked in progressively more senior roles over his tenure with the Company. Mr. Andrade has been responsible for executing a number of strategic transactions, including corporate mergers and acquisitions, fleet acquisitions, and the establishment of joint ventures, to grow

Teekay Tankers into one of the world's leading tanker companies.

Mr. Andrade is also responsible for Strategy and Business Development for Teekay Tankers, a role he has held since 2015. Prior to joining Teekay, Mr. Andrade worked in Ernst and Young's consulting practice providing advisory services to a variety of Canadian and international organizations. Mr. Andrade is a Canadian Chartered Professional Accountant.



**Theo G. Baltatzis**  
**General Manager**  
**Technomar Shipping Inc.**

Theo G. Baltatzis is the General Manager of Technomar Shipping Inc, Athens and has been involved in the shipping industry for 33 years out of which 18 years with Technomar.

He holds the following Degrees:

B.Sc Maths – University of Kent

B.Sc & MSc Marine Engineering – University of Newcastle

M.B.A – University of Surrey

Mr. Baltatzis was employed between 1985 and 1986 with British Shipbuilders Engineering and Technical Services Ltd, Pallion (U.K.) as a Technical Engineer, from 1986 to 1987 with Marine Design (U.K) Consultants as an Advanced Technical Engineering. In 1988 he joined European Navigation – Piraeus as a Superintendent Engineer till 1989, when he joined Silver Carriers S.A. - Piraeus as a Superintendent Engineer till 1990. On 1990 he was promoted to Deputy Technical Manager till 1994. He was then employed by Maryville Maritime Inc. as Technical Manager and then as General Manager till June 2000. On 2000 he joined Technomar as General Manager.

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



**Christoforos Bisbikos**  
**Partner**  
**Watson Farley & Williams**

Christoforos is a Partner at Watson Farley & Williams London working out of the firm's Hong Kong office.

His practice focuses on all types of cross-border asset financings, project financings, loan restructurings, work-outs and enforcement. His clients include leading banks in the shipping sector, Chinese financial leasing companies and well-known shipping companies. Christoforos has a wealth of experience advising ship finance deals involving Asia and Greece and he is well known for his expertise in the Chinese leasing space. Christoforos has led on several high profile landscape changing ship finance deals such as, recently CSIC Leasing's first ever sale and lease back transaction with Eletson Group.

Additionally, Christoforos has also advised on various shipping projects including and lease/trust arrangements for vessel fleets.

Christoforos regularly speaks on various financing topics at well-known shipping and trade conferences.



# Gauci-Maistre Xynou

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# SPEAKER BIOS



**Nicolas Bornozis**  
**President and CEO**  
**Capital Link, Inc.**

Since 1996 Mr. Nicolas Bornozis is the founder, President and CEO of Capital Link, Inc., an international investor relations and financial advisory group. It assists listed companies and capital markets related organizations to develop and maintain access to European and North American investors. Capital Link has offices in New York, London and Athens and is a leader in investor relations for listed shipping companies, U.S. Closed-End Funds and ETFs and international companies accessing the U.S. and European markets.

He also established and managed, Alexander Capital, L.P, a US broker-dealer firm, which developed brokerage and investment banking business in North America with the Greek, Egyptian and Russian markets. Sold the company at the end of 2003 to a group of US investors representing Russian interests. Between 1998 and 2002, he also established and managed Alexander Asset Management, Inc. which handled portfolios invested in the Greek and European equity markets.

Prior to Capital Link (1988-1995), he served as President and CEO of CCF International Finance Corp. (CCF IFC), the US broker/dealer subsidiary of Credit Commercial de France, now part of HSBC, and worked at the International Department of Bankers Trust Company in New York (1982-1984) and then at the Commercial Banking operation of CCF in New York (1985-1987) focusing on the financing of Wall Street firms and shipping.

He holds an MBA from Harvard Business School (1982) and a Law Degree from the University of Athens (1979), in Greece with specialization in commercial and corporate law and is a graduate of Athens College in Greece.

For a period of twelve years he was a Visiting Lecturer on International Banking and Finance at the City University Business School (Department for Shipping Trade and Finance) in London, United Kingdom. Also, he served as Chairman of the Investment Management Committee of the Harvard Business School Club in New York.



**Robert (Bob) P. Burke**  
**Partner & Chief Executive Officer**  
**Ridgebury Tankers**

• CEO and founder of Westport CT based Ridgebury Tankers - 2013-Present. Ridgebury owns 20 oil tankers ranging from 46,000 product tankers to 307,000 DWT VLCC's. Ridgebury Tankers is a private equity backed company owned by Riverstone Holdings and Ridgebury's Management.

• CEO of Chembulk Tankers- 2006-2007. Owner of 19 stainless chemical tankers. Acquired in a leveraged buyout by a small management team and AMA Capital Partners in 2006. The company was sold to Indonesian buyers in 2007.

• Partner and founder of Great Circle Capital, a private equity fund with investments in shipping and logistics. Great Circle invested in port and infrastructure projects in the developing world.

• 1990-1998. Led shipping financing and investment activities as

Managing Director of GE Capital Ship Finance Group.

• Received an MBA Columbia University in 1985

• US Merchant Marine Academy 1981 graduate, served as ship's officer for three years aboard tankers.

• Bob has been married to the former Lessley Davis since 1988. They have two children, Lindy 18 and John 15 and live in Ridgefield, CT.



**Greg Chase**  
**Partner**  
**Reed Smith LLP**

Greg advises clients in a broad range of ship finance and shipping related private equity matters. He represents major lenders, operating companies and equity investors in connection with cross-border and domestic transactions including syndicated and bi-lateral secured loan facilities, work-outs and debt restructurings, leasing, joint ventures and other private equity and corporate transactions for the shipping industry.

Greg also represents clients in connection with international commercial shipping transactions, including construction contracts and multi-vessel construction programs, complex vessel charter arrangements and the sale and purchase of marine assets.

Greg has acted for lenders in some of the larger ship finance transactions in the market.

Greg holds a BA from St. Lawrence University, summa cum laude, in Government and History, as well as a law degree from Cornell Law School. He is a director of New York Maritime, Inc. as well as a director and founding member of Young Shipping Professionals – New York, Inc.

## PROFESSIONAL AFFILIATIONS

New York Maritime, Inc. (Director)  
Young Shipping Professionals – New York, Inc. (Director and Secretary)  
The Maritime Law Association of the United States  
New York City Bar Association  
New York State Bar Association  
American Bar Association



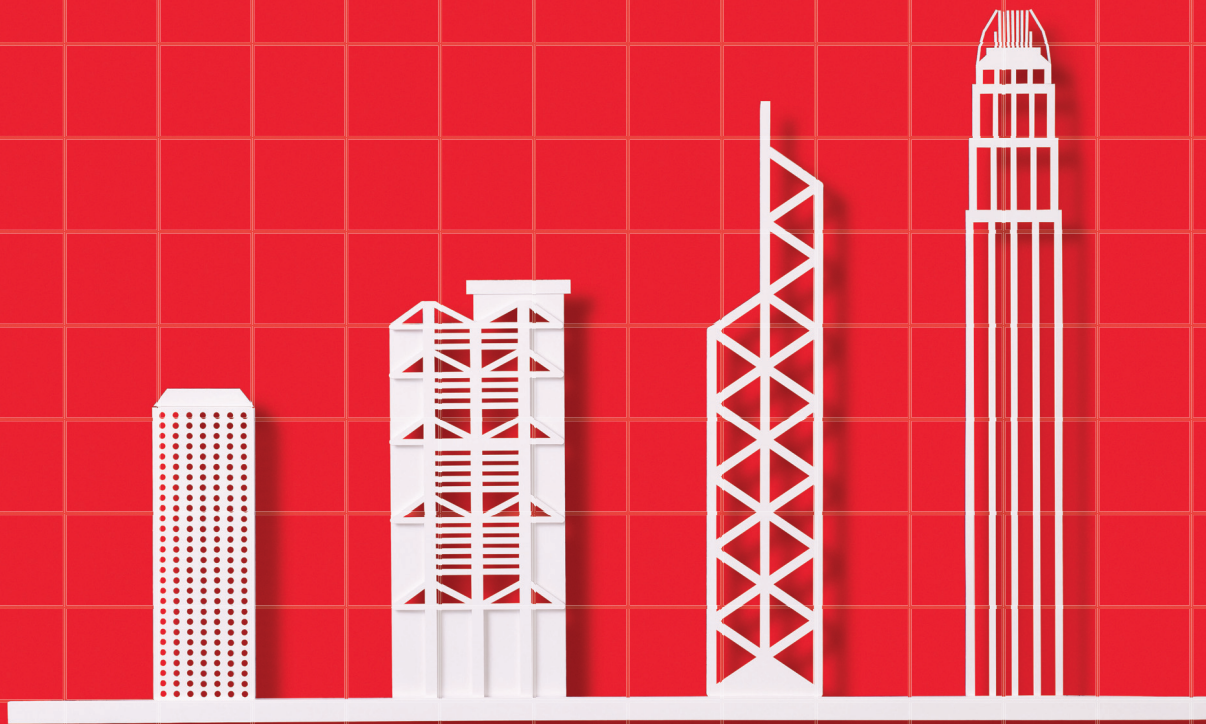
**Chen Yuetao**  
**Deputy General Manager**  
**COSCO Shipping Heavy Industry Co., Ltd.**

Background: Engineer/law

Work experience: about 20years for shipbuilding, worked at Guangzhou shipyard international/CSSC Longxue shipyard/China shipping industry (Jiangsu)/Cosco Shipping Heavy Industry Co., Ltd, at shipbuilding, commercial, procurement and technical management.



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# SPEAKER BIOS



**Stephen A. Cooper**  
**President**  
**Fourth Insurance Office, Inc.**

Stephen A. Cooper is Founder and President of Fourth Insurance Office, Inc. which he founded following 40 years at major national brokers advising large privately held and public companies as a risk management generalist.

One of very few multi-credentialed advisors, Stephen started Fourth to serve a curated list of legacy clients and new assignments with transaction related advisory services, focusing on management liability and insurance portfolio management. He received an MBA from St. John's University and has completed multiple insurance related certifications through programs administered by the Wharton School (CPCU, CEBS, ChFC, and CLU).



**Vassilios Dimoulas**  
**Technology & Innovation Manager for**  
**Greece, Cyprus & Malta**  
**Bureau Veritas**

Vassilios Dimoulas is a Naval Architect and Marine Engineer with an experience of over 20 years in providing classification and technical consulting services to the marine and offshore industry. He graduated from the National Technical University of Athens and subsequently obtained a Master's degree in Marine Engineering from University College London. After internship periods in Hellenic Shipyards and Troodos Shipping, he has worked for ABS Consulting for 8 years. He joined Bureau Veritas in 2005, where he was in charge of the technical consulting services and subsequently of the plan approval department at the Piraeus office, responsible for the Hellenic and Black Sea region.

Throughout his career he has been involved in numerous projects including new construction and major conversion, which he has followed both at design and implementation phases.

His current position at Bureau Veritas is Technology & Innovation Manager, Greece Cyprus & Malta. His task and major focus is on assisting clients to meet the growing challenges posed by new and upcoming regulations, by applying novel and often innovative technologies with which they may not be fully familiar. To achieve this goal he is promoting the available Bureau Veritas services and solutions but also encouraging discussion and exchange of experience between vessel operators, equipment manufacturers and Class. Finally, using the vast pool of competencies and knowledge within Bureau Veritas, he is assisting owners with handling new construction projects and major modifications, especially when these involve ship types and technologies not yet familiar to them.



**Adrian Economakis**  
**Chief Operating Officer**  
**VesselsValue**

Adrian Economakis, one of VesselsValue's founding employees, oversees the operations and international strategy. He is currently based in VV's Singapore office and frequently travels to our other Asian markets of Japan, South Korea, China and Hong Kong.

In 2014, following VV's significant expansion, he took on

responsibility for managing the growing analytical and product teams, leveraging his client experience to guide product development to the needs of our clients.

In 2016, he opened the Singapore representative office which was converted to a registered office in 2017 where he is now based.

Adrian has an MSc with distinction in Shipping, Trade and Finance from Cass Business School London and a BA Hons degree in Economics and Philosophy from the University of York.



**Albert Ganyushin**  
**London-based Head of Capital Markets**  
**Dr. Peters Group**

Albert Ganyushin is a London-based Head of Capital Markets at Dr. Peters Group, a German real asset manager with experience of investing c. \$8.8bn in aviation, shipping and real estate and specialist operational capabilities in these asset classes.

Before Dr. Peters, Albert was Head of International Listings at Euronext and the NYSE where he was responsible for providing capital markets advice to shareholders and senior management of international IPO prospects. Prior to joining the NYSE, Albert was an investment banker in London for more than 10 years with experience across corporate finance sector coverage, M&A advisory and equity capital markets. Albert received his MBA from London Business School and started his career as a management consultant with Accenture in London.



**Jean-Pie Gauci-Maistre**  
**Managing Partner**  
**Gauci-Maistre Xynou**

Dr. Jean-Pie Gauci-Maistre is the Managing Partner of Gauci-Maistre Xynou (Legal | Assurance). He specialises in Ship and Yacht Registrations under the Malta Flag as well as Ship and Yacht Finance. With the amendments of Maltese Aviation Law in recent years, he has also focused on the firm's aviation practice.

Jean-Pie's focus throughout his career has been in different areas of the maritime industry. Following stints with the EU Commission cabinet for Fisheries and Maritime Affairs and the internationally renowned ship management company, Eastern Mediterranean Maritime Limited, he moved to Malta to head the legal department of GM International Services Limited and GM Corporate and Fiduciary Services Limited. Nowadays, he is actively involved in the management and operations of the group of companies.

Dr. Gauci-Maistre is also a guest lecturer at various institutions, notably the World Maritime University and the Malta Institute of Taxation and contributes to various publications.



**Anselm Gehling**  
**Chief Executive Officer**  
**Dr. Peters Group**

Anselm Gehling is the CEO of Dr. Peters Group, a German real asset manager with experience of investing c. \$8.8bn in aviation, shipping and real



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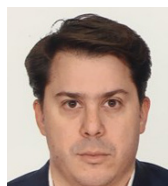
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# SPEAKER BIOS

estate and specialist operational capabilities in these asset classes. Anselm holds a Master Degree in Law from the University of Münster and worked for 15 years as commercial lawyer. He is specialised in corporate law and fund consulting and was a Partner at the Hamburg offices of international law firms (Sozietät Luther) before joining Dr. Peters Group as Chief Operating Officer (COO) in 2011. The following year he became Chief Executive Officer (CEO) and is responsible for the management of the entire group.



**Dimitris Glynos**  
**Vice President of Finance**  
**TMS**

Dimitris Glynos holds the position of Vice President of Finance at TMS. He has graduated with a BSc in Economics from the University College London and with an MSc in Economics and Finance from Warwick Business School in the United Kingdom. He has been active in the area of shipping finance from the Owners' side for over 10 years and has overseen and closed numerous shipping finance transactions with the vast majority of international commercial shipping banks, as well as European, Chinese and Korean Export Credit Agencies and Chinese leasing companies. Such transactions have been related to the financing of drybulk, tanker, container, LNG and LPG vessels, ultra-deep water drilling rigs and drillships.



**Rosemary Goh**  
**Head of Maritime Industries, Asia Pacific**  
**Nord/LB**

Rosemary Goh assumed the position of Head of Maritime Industries, Asia Pacific at NORD/LB since October 2016 and she is responsible for overseeing the growth of the maritime portfolio regionally. She has more than 20 years of maritime financing experience. She began her career working for a local finance company for over 15 years during which she had the opportunity to provide financing to local shipping and offshore oil and gas players, many of whom had worked with her especially during their start-up years. She had a short stint working for a ship owner but returned to her financier role when she joined NORD/LB in 2007. Through innate ambition she rose through the ranks to become team head. Over the years she has gained a deep understanding of the ship financing markets. She has closed many ship financing transactions having built trusted relationships with many of her clients in Asia.



**Bill Guo**  
**Executive Director**  
**ICBC Leasing**

Mr. Bill Guo joined in ICBC Leasing in 2013. He is now Executive Director of Shipping Business Unit, mainly responsible for the leasing business of the container shipping related field and Dry Bulk business. Before working for ICBC, he had been working for Maersk Group for over 10 years as the management positions in different countries, with the solid knowledge in container shipping business and financial knowledge.



**Gordon Guo**  
**CEO**  
**Kylin Capital**

Gordon Guo has been in maritime and logistics business for more than 15 years. Presently Gordon is the CEO of Kylin Capital Ltd and the CEO of China International M&L Investment Fund Management Company (CIMIF). Before Gordon was the General Manager of Maersk Broker Financial Service Asia where he developed this division from inception to a strategic business unit for the organization. Gordon held a variety of roles within AP Moeller Group in China, Maersk Broker Asia. His roles included General manager of the second-hand vessel transactions, tanker chartering, offshore and specialized tonnage, Newbuilding brokerage and shipping finance businesses within the Great China area where Gordon engaged transactions of an aggregate value of over USD1 billion. In last 3 years Kylin Capital Ltd has sponsored a number of maritime investment, whilst CIMIF is initiating a few RMB dominated investment projects.

Gordon holds an EMBA degree from CEIBS and Gordon is arbitrator of China Maritime Arbitration Commission.



**Andreas Hadjipetrou**  
**Managing Director**  
**Columbia Shipmanagement Ltd**

Andreas Hadjipetrou is the Managing Director of Columbia Shipmanagement Ltd, with more than 20 years of experience within the organization. He has held various positions within the Cyprus office, as well as spending 7 years in Columbia's Hamburg office as Finance Director.

Mr. Hadjipetrou is a member of the board of Columbia Marlow Holdings primarily responsible for Group Marketing, Business development, Cruise vessel management and Procurement.

He represents the company in various boards of directors such as

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

Mr. Hadjipetrou is UK educated holding a BSc in Economics from the University College London and an MBA in Total Quality Management.



**Martin Hugger**  
**Managing Director**  
**Meerbaum Capital Solutions Inc.**

Martin Hugger is managing director of Meerbaum Capital Solutions Inc. Meerbaum is advising an entity, that provides financing to small and medium sized shipping companies and has access to capital from institutional investors.

Since 2013 Martin is also managing director of Oceanbulk Maritime Deutschland GmbH, a company that focusses on finding structured solutions and investment opportunities in distressed situations in shipping and that is part of the Pappas group of companies.





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# SPEAKER BIOS

Prior he has been head of Greek shipping at Commerzbank, overseeing of the merger of the Greek shipping portfolios of Deutsche Schiffsbank, Commerzbank and Dresdner Bank, combined at that time one of the largest lending portfolios in Greek shipping. His experience includes numerous restructurings of tramp owners as well as liner and cruise companies, either -depending on size- as the banks lead negotiator or in supervisory position. Martin has also worked at Cardiff Marine as banking executive and taught at the MBA and MSc in Finance and Investment courses of the Open University Business School in the UK. He holds an MBA degree of Warwick Business School and the German degree Diplom-Kaufmann.



**Howard Hughes**  
**Chief Technology Officer**  
**Tototheo Maritime, Cyprus**

Howard joined Tototheo Maritime in January 2017 he took the role of Chief Technology Officer. He has over 20 years of experience in Information Technology and Telecommunications.

Previous to Tototheo Maritime, Howard worked for satellite operator, Inmarsat. During that time, he developed and delivered Technical Training courses globally, before taking on the Technical Management of Maritime Distress Safety Services, then moving to the role of Technical Services Development Manager, developing and managing beta test programs for Fleet Media and Global Xpress.



**Joe Hughes**  
**Chairman & CEO**  
**Shipowners Claims Bureau, Inc. (SCB)**

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

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

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

on the 2015/16 Lloyd's List One Hundred.



**Vassilis E. Kertsikoff**  
**Vice Chairman**  
**Eletson**

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

Mr. Kertsikoff's background is international corporate finance, fund management and shipping. He also holds a directorship in various corporate and real estate entities.

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



**Ji Woon Kim**  
**Shareholder**  
**Vedder Price**

Ji Woon Kim is a Shareholder in the Singapore office of Vedder Price and a member of the firm's Global Transportation Finance team. He represents and advises international and domestic lenders, finance companies, export-credit agencies, borrowers, lessors, lessees, operators, charterers, trustees and others in a variety of equipment finance matters in the transportation industry involving commercial aircraft, business aircraft, helicopters, rolling stock and vessels, and other maritime assets. Mr. Kim's maritime experience includes representation of commercial banks and other lenders, trustees and others in a variety of maritime finance matters, including transactions structured as, or utilizing, cross-border leveraged leases, mortgage financings, warehouses, revolving credit facilities, export credit agency--supported financings, bareboat charter financings, sale and leasebacks, and capital market financings. Mr. Kim received his Bachelor of Arts in the University of Chicago and obtained his J.D. at the University Of Illinois College Of Law.



**Norbert Kray**  
**Senior Vice President, DNV GL**  
**Regional Manager Greater China, DNV GL-Maritime**

Norbert Kray has assumed the position of Regional Manager for DNV GL Maritime in Greater China since 1st January 2018. Based in Shanghai, he is responsible for overseeing, strengthening and growing DNV GL's maritime business in Greater China- one of the most strategically important regions for DNV GL Group.

Before coming to China, Mr. Kray was Area Manager for DNV GL Maritime in Japan since 2014.

Mr. Kray is a trained Naval Architect. After his study he started his career at the Bremer Vulkan Shipyard and then moved to Germanischer Lloyd (today DNV GL) in 1997 where he became





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Please contact:



**Vincent Xu**

Partner, Shanghai

D: +86 21 5385 2299 ext.6299

E: [vincent.xu@shlegal.com](mailto:vincent.xu@shlegal.com)



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**ALB China Law Awards 2017**  
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**Seatrade Maritime Awards Asia**  
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# SPEAKER BIOS

surveyor. To begin with, he worked in the Analysis of Hull Structures and Damages; later he was deputy head of the Damage and Repair Management. Since 2002, Norbert Kray has represented the Classification Society in committees of the International Association of Classification Societies (IACS). After leading the Department for Emergency Response Service and Ship Conversion he had been appointed to the position as Senior Vice President in 2008. In his role as Chief Surveyor he was responsible for the global survey activities, the surveyor network, and quality.



**Nils Kristian Kovdal**  
**Executive Director Shipping Finance and**  
**Regional head of Greater China and North**  
**Asia**  
**Standard Chartered**

- Nils Kristian Kovdal joined Standard Chartered Bank ("SCB") in 2010 from DVB Bank as part of a team brought in to establish the ship leasing business for SCB. He spent almost 6 years in Singapore, originating, structuring and executing leasing and debt solutions for the SCB's clients globally before moving to Hong Kong to become head of the bank's ship finance activities in Greater China and North Asia.
- During his time with DVB, Nils held positions as relationship manager and investment manager in DVB's London Office focusing on both equity and debt products for DVB's European and Middle Eastern Clients. Prior to joining DVB, Nils also worked as a solicitor with UK Law Firm Stephenson Harwood, gaining invaluable experience on legal matters related to ship finance and S&P.
- He started his career in shipping with the International Organization of Independent Tanker Owners ("INTERTANKO") in London/Oslo, having trained and served as an officer in the Royal Norwegian Navy.
- In addition to his legal qualification from the UK, he holds a BSc (Hons) in Maritime Business and Management from LJMU in the UK.



**Stuart McAlpine**  
**Partner**  
**Clyde & Co LLP**

Stuart is an experienced marine lawyer, working mainly on complex, high value transactions in the shipping, offshore and energy industries. He has 30 years' experience advising clients in these industries and has worked during that time (as a partner) in London, Singapore and Paris.

His clients include shipowners, trading houses, energy companies and other participants in all aspects of the shipping and offshore industries. Many of Stuart's clients are active in the energy sector and in particular, gas/LNG.



**Richard Moore**  
**Managing Director and Co-Founder**  
**RMK Maritime**

Richard is the Managing Director and co-founder of RMK Maritime. RMK Maritime was established in 2012 in London and New York as an independent registered advisory firm operating exclusively in the shipping industry. The company provides financial and commercial services

to a client base comprising shipowners, commodity traders, institutional investors and funds as well as to banks and financial institutions. Richard has been working in the shipping industry for 27 years across financial and commercial roles and has held senior executive positions on the board of Leasing companies, ship owners and Asian maritime advisory firms.

**Cecile Lee**  
**CFO**  
**Wah Kwong**

**Li Duo Zhu**  
**Chairman**  
**Dingheng Shipping**

**Lu Zhendong**  
**Deputy Head of Shipping**  
**Bank of Communications Financial Leasing Co., Ltd.**

Mr. Lu Zhendong, deputy head of shipping finance department in Bank of Communications Financial Leasing Co., Ltd. He has long been engaged in international and domestic shipping financial leasing work. This professional team he works with has 240 vessels with the balance of 43 billion yuan. This team has developed long and stable business relationships with Maersk, MSC, CMA, TEEKAY, Trafigura Group, Sinochem and so on, which makes it has established a leading market position domestic and worldwide.



**Mark O'Neil**  
**CEO**  
**Columbia Marlow Shipmanagement**

Mark O'Neil is the CEO of Columbia Marlow Shipmanagement.

A lawyer by profession, Mark headed up international law firm Reed Smith LLP's German Shipping Team, and also co-lead the firm's Offshore Department. His clients included Ship Owners, Charterers, Insurers, Management Companies, Banks, Oil Companies and Offshore Contractors worldwide with a particular focus on the German, Scandinavian, Greek, Dutch, South American and Cypriot markets. He therefore has an in depth knowledge of the shipping, banking and offshore sectors.

Mark has been a senior Partner in Reed Smith LLP and (before that) Stephenson Harwood LLP for over 17 years.

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



**Andreas Ostern**  
**Head of Ocean Industries Asia**  
**DNB Asia Ltd**

Mr. Andreas Ostern is DNB's Head of Ocean Industries Asia, which covers the Energy, Maritime and Seafood industries in Asia-Pacific.

Mr Ostern has extensive ship finance and banking background with DNB since 2002. He has been based in Singapore since 2014.





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# SPEAKER BIOS



**Peter Schulz**  
**Chief Financial Officer**  
**Pacific Basin**

Mr. Schulz joined Pacific Basin as the Group's Chief Financial Officer in August 2017. He is responsible for Group finance and accounting, investor relations, risk management and corporate governance and compliance. He has a banking background having served from 1996 to 2012 in various M&A and corporate finance roles in Stockholm, London and Hong Kong with SEB, Dresdner Kleinwort, ABN AMRO/RBS and Royal Bank of Canada. Most recently, he served as chief financial officer of BW Pacific Limited, a product tanker company based in Singapore.

Education & qualifications: Stockholm School of Economics: Master of Science in Economics and Business Administration (major in Finance). Erasmus University Rotterdam School of Management: exchange program in International Marketing and International Business.

Terms of office: Appointed Chief Financial Officer in August 2017.

Committee membership: Executive Committee. Responsibilities: Mr. Schulz is responsible for finance and accounting, investor relations, risk management, and corporate governance.



**Zhongyi (John) Su**  
**Founder, President and CEO**  
**Erasmus Shipinvest Group**

Mr. Su is the Founder, President and CEO of Erasmus Shipinvest Group of companies, managing an established dry-bulk fleet of modern Capesize / Panamax / Kamsarmax / Ultramax ships, which are always fixed on long-term employments, dedicatedly serving the world's leading Commodities Majors/Traders type of Charterers. Mr. Su has nearly 20-year extensive experience in ship-owning, investment and operating fields of dry bulk and liner shipping industries throughout Asia and Europe. Mr. Su is a frequent speaker and session chairman to a few international shipping conferences, like Mare Forum, Capital Link, Marine Money, Tradewinds Shipowners Forum, Global Grain, CMA Shipping, and Lloyd's List forum, etc.

Mr. Su is a member of China Classification Society (CCS) Mediterranean Committee, and a Board Director at the Members' Committee of The London P&I Club. Mr. Su graduated from Dalian Maritime University of China with Bachelor degree in Maritime Law and International Shipping Management, and has a Master degree of Maritime Economics from Erasmus University Rotterdam, the Netherlands. He is an Executive MBA dual-degree holder from IMD Business School of Lausanne, Switzerland and CKGSB of China.

He speaks fluently Chinese, English and French.



**Darryl Tan**  
**Asia Pacific Head of Transportation & Logistics**  
**ABN AMRO**

Darryl Tan is the Asia Pacific Head of Transportation

and Logistics for ABN AMRO and has been with the bank since 2012. He has more than 15 years' experience, having worked in the shipping industry before transiting into banking.

Darryl has been involved in structured ship finance since 2005. He has led a myriad of mandates that ranged from cross-border tax leases, export finance, acquisition finance, financial advisory to asset-backed finance transactions for both the shipping and offshore sectors. Prior to ABN AMRO, Darryl was a ship financier with Societe Generale in Singapore and Hong Kong and before that, with Nordea Bank in Singapore.

Darryl started his career with AP Moller-Maersk in 2001 and worked in a variety of functions including finance, logistics, operations and market analysis. He holds an EMBA and Bachelor's Degree in Business from Nanyang Technological University and is a CFA® charterholder.



**Fabio Tagliavia**  
**Tech Group Director d'Amico Soc. Di Navigazione**  
**President Ishima Pte Ltd – d'Amico Group**

Mr. Fabio Tagliavia has a Naval Architecture Master and he joined d'Amico Soc. di Navigazione-Rome as Tech Director in May 2001. In Sept 2005 he has set up Ishima Pte Ltd /Singapore a d'Amico Group owned company headquartered in Singapore, providing all related service of tech ship management and newbuilding tech. consultancy and supervision. He was responsible for the technical maintenance plan and tech budgets of the d'Amico fleet and he has been leading all new building projects on strategic decision as senior technical executive manager. On the new building activity of both d'Amico Fleet and Ishima, up to date Mr. Tagliavia has been involved in the new building management of over 290 vessels among Tankers and Bulk Carriers built in several shipyards among Korea, China and Japan. From 1991 up to 2001 Mr. Tagliavia has worked for the Italian Classification Society (RINA) and his last position before joining d'Amico was based in Korea as RINA Area Manager for Korea and Japan. Technical Management, Newbuilding

Mr. Tagliavia is Member of the Istec and Environmental Intertanko Committee since 2003 and member of ABS European Tech Committee since 2002.



**Paul Taylor**  
**Managing Director, Global Head of LNG Shipping and Offshore**  
**SOCIETE GENERALE London**

• SG's Global Head of Shipping Finance since 2004. Responsible for the banks' growth within structured Shipping and Offshore Finance, managing teams in Paris, London, Hong Kong and Sao Paulo.

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- Experience in acquiring and selling loan portfolios, led successful portfolio deleveraging in 2012.
- Associate Member of the Association of Chartered Treasurers (2003) having also graduated from Loughborough University of Technology with a BSC Honours in Sociology (1987).



**Paul Tivnan**  
**CFO & Senior Vice President**  
**Ardmore**

Paul Tivnan has been Senior Vice President, Chief Financial Officer, Secretary and Treasurer of Ardmore since June 2010. Mr. Tivnan joined Ardmore in June 2010 and was appointed Chief Financial Officer in December 2012. From 2002 to 2010, he was employed at Ernst & Young, as a Senior Executive in the Financial Services Advisory department specialising in international tax and corporate structuring.

Mr. Tivnan holds a BA in Accounting and Finance and an MBS in accounting each from Dublin City University. He is a graduate of the London Business School Accelerated Leadership program, a Fellow of the Institute of Chartered Accountants of Ireland, an Associate of the Irish Taxation Institute and a member of the Institute of Chartered Shipbrokers.



**James Tong**  
**Managing Director**  
**Citi Corporate & Investment Banking Asia Pacific**

Mr. James Tong is the Regional Head of Global Shipping & Logistics for Citi in APAC & Japan. He is a shipping specialist in Citi primarily responsible for the shipping and marine logistic relationship portfolio including shipping, deep sea offshore and ports & terminals in this region.

James has more than 2 decades of rich and solid global banking experience and 17 years of which he has specialized in the global shipping industry. He has raised more than US\$15 billion worth of capital in various forms across all shipping subsectors including the containerized shipping, dry and wet bulk, car carrier and cruise ship, LPG and LNG gas carrier, offshore and offshore support vessel sector.

James holds a Bachelor of Commerce degree from the University of New South Wales in Australia with a double major in Accounting and Finance.



**Stamatis Tsantanis**  
**Chairman and CEO**  
**Seanergy Maritime Holdings**

Stamatis Tsantanis is the Chairman and CEO of Seanergy Maritime Holdings (NASDAQ:SHIP). He has more than 19 years of experience in senior shipping and finance positions. Stamatis joined Seanergy in 2012 and led its reorganization and significant fleet growth into a prominent Capesize drybulk company of more than 1.7 million dwt. Prior to joining Seanergy, he served as Group CFO of Target Marine and

managed its corporate and financial strategy. Stamatis previously served as the Chief Financial Officer and Director of Top Ships Inc. from its initial listing on NASDAQ to its growth as a major tanker owner of a fleet of 2.5 million dwt. Prior to that, he was an investment banker at Alpha Finance, a member of the Alpha Bank Group, with active role in a number of major shipping corporate finance transactions in the US capital markets. Stamatis is a fellow of the Institute of Chartered Shipbrokers and holds a Master's degree in Shipping Trade and Finance from Cass Business School in London and a Bachelor's degree in Shipping Economics from the University of Piraeus.

**Wang Zhenyong**  
**Deputy CEO**  
**ICBC Leasing**



**Benjamin Wong**  
**Head, Transport and Industrial**  
**Invest HK**

Mr. Benjamin Wong is the Head of Transport and Industrial Sectors at Invest Hong Kong (InvestHK), the Government department responsible for attracting and facilitating foreign direct investment. He has a much diversified portfolio covering maritime, aviation, road transportation, logistics, energy, infrastructures, mining, natural resources and construction and has helped numerous multinational companies landed in Hong Kong.

With extensive experience in both the private and public sectors, Mr. Wong's expertise combines transport sector knowledge, international marketing and investment promotion. Before joining InvestHK, Mr. Wong has spent years with some of the biggest European and American companies with regional responsibilities.



**Jack Xu**  
**Deputy Head of Shipping**  
**CMB Financial Leasing Co., LTD**

Jack XU is the Deputy Head of the shipping team for China Merchants Bank Leasing Company. Jack has 15 years of working experience in shipping and related industry. He worked with COSCO, Ince law firm and China communications bank. Jack's educational background is Marine Engineering, Maritime Law and Financial Engineering. He received his master degree from Shanghai Jiao Tong University. He is studying an EMBA program in CEBIS Switzerland campus. He has been a member of Hong Kong Association of Financial Engineer Since 2009.



**Vincent Xu**  
**Partner**  
**Stephenson Harwood**

Vincent is a shipping and energy expert handling a wide range of transactions including asset and project finance, leasing, restructuring, sale and purchase, construction, joint venture and private equity. He represents banks, leasing companies and other financial institutions on a range of transactions and also advises investors, shipowners and shipbuilder.

His recent work includes assisting banks to provide long-term dollar



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**Alex Yan**  
**Deputy General Manager of Assets Management Department**  
**CSSC (Hong Kong) Shipping Company Limited**

Alex Yan, MBA, Meng, the head of assets management team of CSSC Shipping, is passionate about technical, operational and commercial aspects of marine and offshore assets. He has gained rich industry experiences from ship manager, class and yard before his financier career. It was a natural fit for him to take such a role at a leasing company.



**Roy Yap**  
**COO**  
**Newport Shipping**

Mr. Yap has 20 years experience in shipbuilding, shiprepair and conversions Former Chief Technology Officer at Sinopacific Group and Senior Director overseeing shipbuilding at Vallianz Holdings Oversaw over 30 newbuilding and conversions for all classes of vessels including merchant, rigs, FPSOs and OSVs totaling in excess of \$1 billion Naval architect, Newcastle University

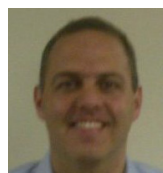


**Mark Young**  
**Chief Executive Officer**  
**Asia Maritime Pacific**

Mr. Mark Young is the Chief Executive Officer of Asia Maritime Pacific, a leading Handysize owner and operator that operates worldwide. Mr. Young holds a degree in International Shipping Management from Shanghai Maritime University. In 1993 he co-founded Younger Niche Logistics, now a major project logistics service provider in China. Mr. Young has a number of other shipping interests operating throughout the Asia-Pacific and African regions.

Prior to the merger of Asia Maritime Pacific with OSL Shipping in 2012, Mr. Young was a shareholder of and advisor to OSL Shipping from when OSL was founded 2005, and CEO of the previous AMP since the company was founded in 2008. After the merger in 2012, Mr. Young has remained the CEO of AMP.

Mark Young was a swimmer for China national Swimming Team in 1982 to 1986.



**Ted B. Young**  
**Chief Financial Officer**  
**Dorian LPG Ltd.**

Mr. Theodore B. Young, also known as Ted, has been the Chief Financial Officer, Treasurer and Principal Financial & Accounting Officer at Dorian LPG Ltd. since July 2013. Mr. Young has been Chief Financial Officer and Treasurer of Dorian LPG (USA) LLC since July 2013. He serves as the Vice President at Bear Stearns Companies, Inc. He served as Head of corporate development of Eagle Ocean from 2011 to 2013. He has over 10 years of private equity investment and corporate finance experience. He served as the Senior Managing Director at Irving Place Capital LLC from 2004 to 2011. His areas of focus included chemicals, general industrial, transportation and logistics, financial technology, and food and beverage and had joined Irving Place in 2004. He was responsible for investment in Balducci. Mr. Young was a Principal at Harvest Partners, Inc. from 1997 to 2004. He joined Harvest Partners in 1997. Previously, he was employed at Merrill Lynch and Co. and at SBC Warburg Dillon Read, in the Corporate Finance Departments, based in the United States and Europe. He served as a Management Consultant at Booz Allen Hamilton, based in Frankfurt. He served as a Director of MC Shipping Inc. Mr. Young holds an M.B.A. from the Wharton School of the University of Pennsylvania and an AB in History from Dartmouth College.



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

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

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

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



**Jiafeng Zhu**  
**General Manager of Ship Leasing Dept.**  
**AVIC Leasing Ltd.**

Mr. Jiafeng Zhu is the general manager of Ship Leasing Dept. of AVIC Leasing Ltd. He has been



# SPEAKER BIOS

working in financial leasing industry more than ten years including eight years' experience in shipping finance and leasing. Mr. Zhu set up and developed the ship leasing business in AVIC Leasing and expanded their business from Chinese domestic market into the global market. After developing continuously and steadily in the shipping winter over the past years, AVIC Leasing is among the most important ship leasing companies in China.

Before that, Mr. Zhu was a senior rating analyst in Fareast Rating Company and completed the credit rating of hundreds of enterprises and several groups. Mr. Zhu was also employed by Shanghai Golden Coast Leasing Company in his early years.

Mr. Zhu graduated from Shanghai Jiaotong University with Bachelor of Economics in Finance in 2000. He acquired Master of Economics in Finance from Renmin University of China in 2005 and MBA of Ashridge Business School in 2014.

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**International Registries, Inc.** and its affiliates (IRI) provide administrative and technical support to the Republic of the Marshall Islands (RMI) Maritime and Corporate Registries. The RMI Registry is the second largest registry in the world, surpassing 158 million gross tons with 4,348 vessels at the end of March 2018.

IRI has a network of 28 worldwide offices located in major shipping and financial centers throughout the world that have the ability to register a vessel or yacht, including those under construction, record a mortgage or financing charter, incorporate a company, issue seafarer documentation, and service clientele.

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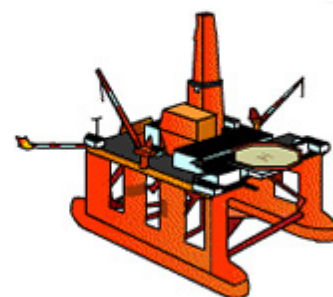
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As one of the leading ship repair / conversion shipyard base on Shanghai ,Under the great supports & Co-operations from all the regular clients /Friends worldwide , HRDD dedicates to the repairs & Conversions & off-shore business for the dry & wet vessels worldwide steadily; and offers the best services & performances for all the clients worldwide by improving the management and Quality continually.

HRDD is planning to step in Off-shore conversion businesses, Cruise vessel repairs/modifications businesses and Gas carriers repairs/conversions; Further , HRDD has set up dedicated team specializing for the BWTS and Scrubber retrofitting projects, and turn-key solutions can be provided for owners as well.



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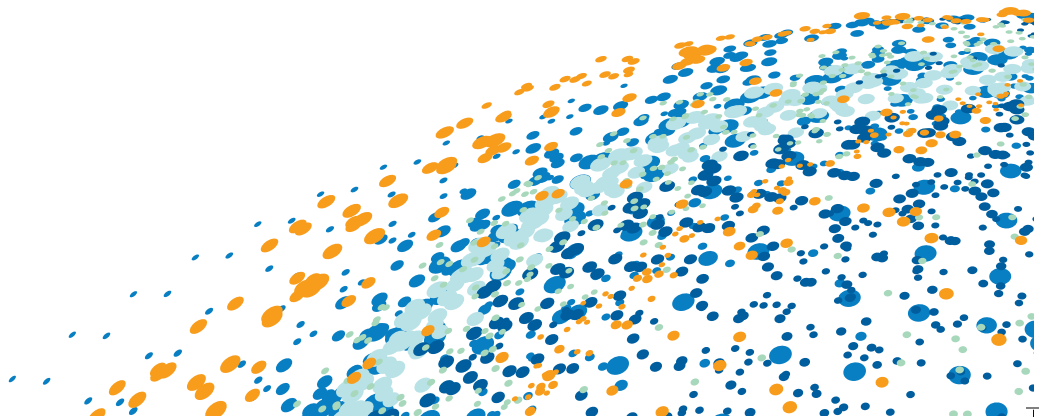
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# Capital Link Shipping

...Linking Shipping and Investors Across the Globe

Capital Link is a New York-based Advisory, Investor Relations and Financial Communications firm. Capitalizing on our in-depth knowledge of the shipping industry and capital markets, Capital Link has made a strategic commitment to the shipping industry becoming the largest provider of Investor Relations and Financial Communications services to international shipping companies listed on the US and European Exchanges. Capital Link's headquarters are in New York with a presence in London and Athens.



## Investor Relations & Financial Advisory

Operating more like a boutique investment bank rather than a traditional Investor Relations firm, our objective is to assist our clients enhance long term shareholder value and achieve proper valuation through their positioning in the investment community. We assist them to determine their objectives, establish the proper investor outreach strategies, generate a recurring information flow, identify the proper investor and analyst target groups and gather investor and analyst feedback and related market intelligence information while keeping track of their peer group. Also, to enhance their profile in the financial and trade media.

In our effort to enhance the information flow to the investment community and contribute to improving investor knowledge of shipping, Capital Link has undertaken a series of initiatives beyond the traditional scope of its investor relations activity, such as:



## www.CapitalLinkShipping.com

A web based resource that provides information on the major shipping and stock market indices, as well as on all shipping stocks. It also features an earnings and conference call calendar, industry reports from major industry participants and interviews with CEOs, analysts and other market participants.



## Capital Link Shipping Weekly Markets Report

Weekly distribution to an extensive audience in the US & European shipping, financial and investment communities with updates on the shipping markets, the stock market and listed company news.



## www.CapitalLinkWebinars.com

Sector Forums & Webinars: Regularly, we organize panel discussions among CEOs, analysts, bankers and shipping industry participants on the developments in the various shipping sectors (containers, dry bulk, tankers) and on other topics of interest (such as Raising Equity in Shipping Today, Scrapping, etc).



## Capital Link Investor Shipping Forums

In New York, Athens and London bringing together investors, bankers, financial advisors, listed companies CEOs, analysts, and shipping industry participants.



## www.MaritimeIndices.com

Capital Link Maritime Indices: Capital Link developed and maintains a series of stock market maritime indices which track the performance of U.S. listed shipping stocks (CL maritime Index, CL Dry Bulk Index, CL Tanker Index, CL Container Index, CL LNG/LPG Index, CL Mixed Fleet Index, CL Shipping MLP Index – Bloomberg page: CPLI. The Indices are also distributed through the Reuters Newswires and are available on Factset.

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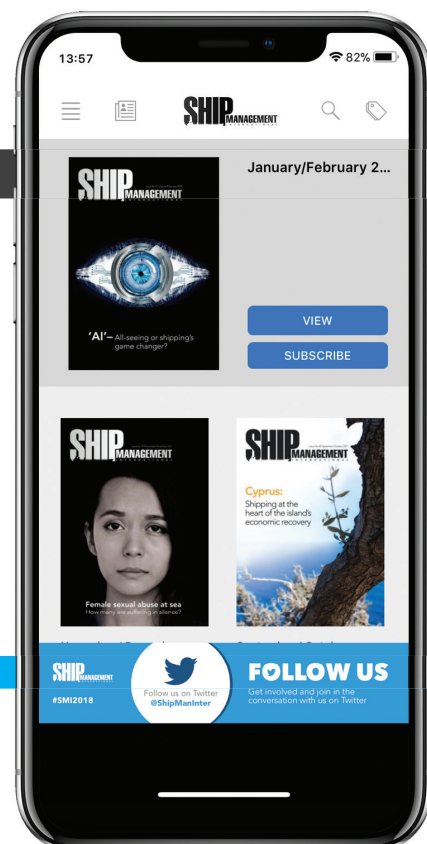
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<sup>1)</sup> Mauritania shipyard expected to be operational in H2 2018

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## 公司简介 About us

海运圈网 (MarineCircle) 是由资深航运人和IT技术专家共同组建和打造的海运领域的专业互联网平台。从2008年组建以来, 一直致力于探索信息技术在海运上的解决方案。

MarineCircle is a professional internet platform established and built by senior shipping market participators and IT technical experts. Since its establishment in 2008, it has been always on the way to explore IT solutions in shipping.



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

With its headquarters in New York and presence in London and Athens, Capital Link has been active since 1995 in the field of Investor Relations and Financial Communication. Its activities focus mainly on three areas: 1) Linking companies with strategic and institutional investors, bankers, analysts, and the financial media in Europe and the United States, 2) American Closed-End Funds and ETFs, 3) Listed shipping Companies. Capital Link's programs combine IR, IT and financial media in one comprehensive package enabling Companies to maximize their penetration and recognition in the global investment community.

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

**Capital Link** has a leading position globally in the area of Investor Relations with respect to **shipping**, as it cooperates with the majority of shipping companies listed on the three US Stock Exchanges, as well as in London (LSE and AIM) and Milan. Capital Link is by far the most recognizable IR firm in this sector with unique access to investors, analysts, media and bankers. It has built the most extensive and effective platform for linking Listed shipping Companies with the investment community in Europe and the United States. Capital Link is a member of the Baltic Exchange and organizes regularly Analyst and CEO Forums on tankers, containers and dry bulk shipping. Additionally, it holds annually the "Invest in International Shipping" Capital Link Forums in New York and London. Finally, it also maintains a shipping portal with information on all UK and US Listed shipping Companies ([www.capitallinkshipping.com](http://www.capitallinkshipping.com)).

**Capital Link** has also a leading position in **US Closed-End funds and ETFs**, as it cooperates with the major fund sponsors in these sectors. The Annual Capital Link "Closed-End Fund and Global ETF" Forum taking place in New York, celebrating its 17th year, is considered the most significant Forum of the sector. In the context of this Forum, Capital Link organizes the "Annual Closed-End Fund & Global ETF Awards" which recognize funds and managers who adhere to high standards of Corporate Governance, financial disclosure and Investor Relations. Capital Link also maintains a portal with information on these funds ([www.closedendfundforum.com](http://www.closedendfundforum.com)).

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

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



# CAPITAL LINK SHIPPING MASTER SERIES PODCAST



**Capital Link has launched its Shipping Master Series Podcast** where it will feature weekly podcasts including interviews with C-level executives from major Shipping companies and industry players.

The Podcast series will provide a comprehensive review and outlook of the various shipping markets, made more relevant by the release of companies' annual results. In addition, it will also include topics of critical relevance to the industry.

To subscribe and receive up-to-date notifications on our Podcast series, please subscribe to our channel at: [podcasts.capitallink.com](http://podcasts.capitallink.com).

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### 9<sup>th</sup> Annual Capital Link Greek Shipping Forum "Opportunities & Challenges"

Thursday, February 8, 2018  
Divani Caravel Hotel - Athens, Greece

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



### 2<sup>nd</sup> Annual Capital Link Cyprus Shipping Forum

Wednesday, February 14, 2018  
Columbia Plaza - Limassol, Cyprus

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



### 12<sup>th</sup> Annual Capital Link International Shipping & Offshore Forum

Monday, March 12, 2018  
The Metropolitan Club, One East 60th St., New York City

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



### 3<sup>rd</sup> Annual Capital Link International Shipping Forum China

Friday, April 20, 2018  
Grand Kempinski Hotel Shanghai, China

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



### Capital Link Singapore Maritime Forum

Tuesday, April 24, 2018 - The Westin Singapore

This event will be organized in Partnership with Columbia Shipmanagement and Singhai Marine Services. It will discuss the regulatory, geopolitical and industry trends affecting shipping. It will provide a comprehensive review and current outlook of the shipping, financial and capital markets, as well as issues related to shipmanagement, the environment, innovation, and cybersecurity. The Forum will also highlight the role of Singapore and Asia for the global shipping industry.



### 17<sup>th</sup> Annual Capital Link Closed-End Funds and Global ETFs Forum

Thursday, May 17, 2018  
The Metropolitan Club, New York City

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



## 6<sup>th</sup> Analyst & Investor Day Capital Link Shipping Forum

*A Posidonia Conference Program Event*

Monday, June 4, 2018 - Divani Caravel Hotel, Athens



This bi-annual event brings together public and private shipping company executives, investors, analysts, financiers, and other industry participants who are visiting Athens for the biannual Posidonia event from all over the world. The Forum will feature sector roundtable discussions dedicated to the dry bulk, tanker, container, LNG, and offshore sectors.



## 8<sup>th</sup> Annual Capital Link CSR Forum "INVESTING IN GROWTH - THE NEW FACE OF CSR"

Thursday, June 28, 2018 - Divani Caravel Hotel, Athens



Capital Link continues to support the sustainable development in Greece by promoting and presenting both initiatives from the business side, as well as the activities and needs of NGOs. The conference will present programs and initiatives that foster entrepreneurship and innovation. It aims to present entrepreneurs with a practical guide as to how they can get financing and other types of support for their business plans. It gives them access to initiatives, programs and contacts that can help them in this direction. The Forum combines two sides.



## 11<sup>th</sup> Annual Capital Link Shipping and Marine Services Forum

Tuesday, September 25, 2018  
One Moorgate Place, London, UK



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



## 2<sup>nd</sup> Annual Capital Link Invest in Cyprus Forum

Friday, September 28, 2018  
The Metropolitan Club, New York City



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

## 10<sup>th</sup> Annual Capital Link New York Maritime Forum

Tuesday, October 9, 2018  
The Metropolitan Club



New York – The Capital for Shipping

The New York Maritime Forum (NYMF) is both an investment and an industry conference with a double objective which is to provide an interactive platform for investors, financiers, cargo owners and shipowners to discuss the latest developments in the global shipping and commodity markets and to showcase and promote the role of New York as a hub for the global maritime community and attract more business to New York targeting a global industry audience.



## 8<sup>th</sup> Annual Capital Link Operating Excellence in Shipping Forum

*Best Industry Practices – A Competitive Advantage*

Tuesday, October 23, 2018 - Divani Caravel Hotel, Athens

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



## 20<sup>th</sup> Annual Capital Link Invest in Greece Forum

Monday, December 10, 2018  
The Metropolitan Club, New York City



U.S. and Greek businesses and investment communities will discuss the latest trends in the capital and stock markets while covering topics ranging from shipping, information technology, energy, banking, and finance to telecommunications and real estate. This event receives annual support from the NYSE.



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