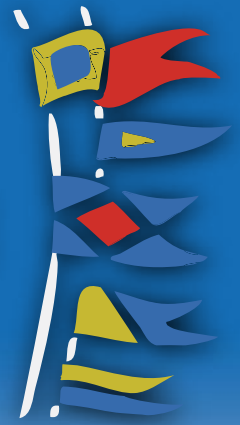




2nd Annual Capital Link Cyprus Shipping Forum

Wednesday, February 14, 2018
Limassol, Cyprus



Under the Auspices



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2nd Annual Capital Link Cyprus Shipping Forum

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



Under the Auspices



Republic of Cyprus



The 2nd Annual Capital Link Cyprus Shipping Forum aims to highlight the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination.

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

Capital Link is known for the organization of large scale high quality maritime forums in key industry centers, such as New York, London, Athens, Shanghai, Limassol, and as of 2018 in Singapore.

Our Forums are unique marketing and networking events attended by a large and high caliber audience of shipping industry executives, such as owners, commercial and investment bankers, investors, analysts, media, and a wide range of other industry participants.

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

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

Capital Link has also made a commitment to raise awareness about Cyprus as a business and investment destination to a wider investor, financier and business audience around the world. In this context, Capital Link organizes two events focusing on Cyprus. The Capital Link Cyprus Maritime Forum which takes place in Limassol every February and the Capital Link Invest in Cyprus Conference which takes place in New York and is scheduled for the Fall of 2018. Furthermore, we also promote these events and the panel discussions to our global database thereby creating additional significant and long lasting visibility.

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

Sincerely,
Nicolas Bornozis
President
Capital Link, Inc.



Capital Link, Inc.

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MORNING SESSIONS		
8:15AM – 9:00AM	REGISTRATION & COFFEE	
9:00AM – 9:05AM	Welcome Remarks	<ul style="list-style-type: none"> Mr. George A. Tsavlis, Principal - Tsavlis Salvage Group – Conference Chairman Mr. Nicolas Bornois, President - Capital Link
OPENING KEYNOTE REMARKS		
9:05AM – 9:15AM	Cyprus as a Maritime, Logistics & Energy hub	 <p>H.E. Marios Demetriadis, Minister of Communication - Transport and Works of Cyprus</p>
KEYNOTE ADDRESS		
9:15AM – 9:30AM	Keynote Address	 <p>Mr. Louis Pochanis, Director, International Banking, Wealth & Markets - Bank of Cyprus</p>
FORUM SESSION ON THE GLOBAL SHIPPING MARKETS		
9:30AM – 10:15AM	<p>The Shipping Markets Sectors Review & Outlook</p> <p><i>An introductory analysis of the major commodity, energy and shipping trends followed by a discussion among leading shipowners</i></p>	<p>Presentation by: Mr. Gautam Khurana, CFA, Director - Drewry Maritime Financial Research</p> <p>Moderator: Mr. Gautam Khurana, CFA, Director, Drewry Maritime Financial Research</p> <p>Panel Discussion:</p> <ul style="list-style-type: none"> Mr. John Su, President & CEO - Erasmus Shipinvest Group Capt. Eberhard Koch, Chairman, CEO & Partner - OL Shipping Group Mr. Roine Ahlquist, Managing Director - Oceanic Marine Management Mr. Harrys Kosmatos, Head of Strategy & Business Development - Tsakos Energy Navigation
10:15AM – 10:30AM	<p>The Future of Shipping</p> <p><i>Main drivers affecting the industry over the next 10 years;; roadblocks & potential game changers; opportunities, challenges</i></p>	<p>Mr. Casper Ryborg, Partner, Global Leader Ports & Shipping – Deloitte</p>

FORUM SESSION ON ADAPTING TO NEW REGULATIONS & TECHNOLOGICAL INNOVATION		
10:30AM – 11:20AM	<p>New Regulations & Compliance Affecting Shipping <i>Ballast Water Treatment NOX Emissions - Tier 3 Sulfur Limits – Scrubbers Revised Hull Common Structural Rules</i></p> <p><i>A discussion among leading industry participants on the major regulations that will be in effect in the near future and their potential transformational impact on the industry. The panel will provide a comprehensive point of view of regulators, classification societies, service and equipment providers and major shipping companies</i></p>	<p>Moderator: Professor Constantine Arcoumanis, ex-Ambassador of Greece for Energy Policy & New Technologies, ex-Vice President of City University, London</p> <p>Panelists:</p> <ul style="list-style-type: none">• Mr. Ioannis Efstratiou, Acting Director - Department of Merchant Shipping of Cyprus• Dr. John Kokarakis, Director Technical Business Development – Bureau Veritas• Dr. Loizos Isaias, Head of Maritime Service Centre – South East Europe & Middle East - DNV GL• Mr. Emmanuel Vergetis, Naval and Mechanical Engineer, Senior Consultancy Specialist - Lloyds Register• Dr. Loukas Barmparis, President - Safe Bulkers• Mr. Theofanis Anastasiadis, Technical Projects Manager – Star Bulk• Mr. Konstantinos Stampedakis, Managing Director, ERMA FIRST ESK Engineering Solutions S.A.
11:20AM – 11:40AM	COFFEE BREAK	
FORUM SESSION ON DIGITALIZATION & CYBERSECURITY		
11:40AM – 12:15PM	Blockchain & Cybersecurity	<p>Moderator: Mrs. Despina Panayiotou Theodosiou, Chief Executive Officer – Tototheo Maritime; President – WISTA International</p> <p>Panelists:</p> <ul style="list-style-type: none">• Mr. Matthew Galston, Sr. Director, Product Management, Maritime - Cobham SATCOM• Mr. Drew Brandy, Senior Vice President Market Strategy - Inmarsat Maritime
FORUM SESSION ON SHIPMANAGEMENT		
12:15PM – 12:50PM	<p>Shipmanagement – What’s Next</p> <p><i>Consolidation, cost control & economies of scale, technological innovation, digitalization, new regulations, capital expenditures & efficient allocation of capital are among the challenges the industry faces. A discussion among leading shipmanagement and shipping companies</i></p>	<p>Moderator: Mr. Ioannis Chiotopoulos, Regional Manager – South East Europe, Middle East & Africa – DNV GL – Maritime</p> <p>Panelists:</p> <ul style="list-style-type: none">• Mr. Mark O’Neil, President & CEO – Columbia Marlow• Mr. Dieter Rohdenburg, CEO - Intership Navigation Co.• Mr. Petros Monogios, Director & Chief Operating Officer – Lemissoler Navigation Co., Ltd.• Capt. Eugen Adami, Managing Director (and Owner) – Mastermind Shipmanagement• Mr. Prabhat Jha, Group Managing Director & CEO - MSC Shipmanagement Limited

12:50PM – 1:20PM	Crewing, Staff Training & Retention Strategies – Optimizing Staff Development	<p>Moderator: Mr. Michael R. Virardi, Speaker, Trainer, Author</p> <p>Panelists:</p> <ul style="list-style-type: none">• Capt. Elias Ladas, HR & Training Manager, DPA - Danaos Shipping Co Ltd• Mr. Lazaros Charalambous, Managing Director - FRS Shipmanagement Ltd.• Mr. Jan Meyering, Managing Director - Marlow Navigation• Ms. Angie Hartmann, Executive Vice President-Crew Affairs - Starbulk SA & President - Wista Hellas
1:20PM – 2:20PM	NETWORKING LUNCH	
AFTERNOON SESSIONS		
2:30PM – 2:40PM	<div>Bank of Cyprus</div> <div></div>	<p>Introduced by : Mr. Acis Montanios, Managing Partner – Montanios & Montanios LLC Law Firm, Cyprus</p> <p>Presentation by: Mr. Nicholas Pavlidis, Head of Shipping – Bank of Cyprus</p>
FORUM SESSION ON FINANCE AND CAPITAL MARKETS		
2:40PM – 3:20PM	<p>Addressing the Industry’s Need for Capital</p> <p><i>The panel will discuss how shipping companies can source capital from traditional and new sources, including bank finance, alternative finance and capital markets. The emphasis is on the role and function of bank finance which has been the traditional source of capital to the industry.</i></p>	<p>Moderator: Mr. Acis Montanios, Managing Partner - Montanios & Montanios LLC Law Firm, Cyprus</p> <p>Panelists:</p> <ul style="list-style-type: none">• Mr. George Arcadis, Country Executive - ABN AMRO Global Transportation & Logistics• Mr. Nicholas Pavlidis, Head of Shipping - Bank of Cyprus• Mr. Mark Friedman, Senior Managing Director, Investment Banking - Evercore Partners• Mr. Kjartan Bru, Responsible for Greece and part of Northern Europe – DNB Bank• Mr. Markus Wenker, Head of Ship Finance - Hellenic Bank
FORUM SESSION ON DIGITALIZATION & INSURANCE		
3:20PM – 3:35PM	<p>Marine Digitalization and the Future of Risk</p> <p><i>Digital transformation enables new data-driven business development opportunities across marine services, including intelligent insurances</i></p>	<p>Mr. Nick Pinkney, VP Commercial Channel Integration - Eniram - a Wärtsilä Company</p>

3:35PM – 4:05 PM	Marine Insurance & Reinsurance – Where is it Heading?	Moderator: Mr. Loucas Hamatsos, CEO – Olympia Ocean Carriers Ltd. Panelists: <ul style="list-style-type: none">Mr. Ilias Tsakiris, CEO and Manager - American Hellenic Hull Insurance Company LtdMr. Costas Th. Ioannides, CEO - Marsh CyprusMr. Stephen Cooper, CEO - Fourth Insurance Office
4:05PM – 4:25PM	COFFEE BREAK	
CYPRUS AS AN ENERGY, MARITIME & LOGISTICS HUB		
4:25PM – 5:05PM	The New Energy Landscape – Business & Investment Opportunities	Moderator: Mr. Stavros Pantzaris, Country Manager Partner – EY Cyprus Panelists: <ul style="list-style-type: none">Mr. Charles Meaby, General Manager, DPWorld Cyprus Operations – DP WorldMr. Alessandro Barberis, Managing Director – ENI CyprusMr. Varnavas Theodossiou, Lead Country Manager - ExxonMobil E&P CyprusMr. Sergey Popravco, Managing Director - SCF Management Services (Cyprus) Ltd (Sovcomflot)Mr. George Papanastasiou, Managing Director - VTT Vassiliko
PUTTING IT ALL TOGETHER & LOOKING AHEAD: THE SHIPOWNER PERSPECTIVE		
5:05PM – 5:55PM	Looking Ahead – Positioning to Take Advantage of Opportunities The Shipowner Perspective <i>Leading Cypriot & International Shipowners will discuss opportunities and challenges for the shipping industry across the board. Shipping markets outlook, energy and commodity flows, investment opportunities, access to capital, operational and regulatory challenges and more.</i>	Moderator: Mr. Mark Friedman, Senior Managing Director, Investment Banking - Evercore Partners Panelists: <ul style="list-style-type: none">Mr. Andreas Hadjiyiannis, President - Cyprus Sea Lines Shipping; President - Cyprus Union of ShipownersMr. Aristides J. Pittas, Chairman and CEO – Euroseas Ltd.Mr. Polys Hajioannou, CEO – Safe Bulkers; Vice President - Cyprus Union of ShipownersMr. Petros Pappas, CEO, Star Bulk CarriersMrs. Nicole C. Mylona, Transmed Shipping Co.
5:55PM – 6:05PM	Concluding Remarks	Mr. George A. Tsavlis, Principal - Tsavlis Salvage Group – Conference Chairman
6:05PM – 7:00PM	NETWORKING COCKTAIL RECEPTION	
<div><div>TUESDAY, FEBRUARY 13, 2018</div><div><div>Bank of Cyprus</div><div></div></div><div>SPEAKERS' DINNER HOSTED BY BANK OF CYPRUS</div></div>		



9th 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.



2nd 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.



12th Annual Capital Link International Shipping Forum

Monday, March 12, 2018
The Metropolitan Club, 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.



3rd 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.



17th 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.



6th 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.



8th Annual Capital Link CSR Forum "INVESTING IN GROWTH - THE NEW FACE OF CSR"

June 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.



11th 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.



2nd Annual Capital Link Invest in Cyprus Forum

September 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.

10th 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.



8th 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.



20th 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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The Bank of Cyprus Group is the leading banking and financial services group in Cyprus, providing a wide range of financial products and services which include retail and commercial banking, finance, factoring, investment banking, brokerage, fund management, private banking, life and general insurance.

The Bank of Cyprus Group operates through a total of 123 branches, of which 121 operate in Cyprus, 1 in Romania and 1 in the United Kingdom. Bank of Cyprus also has representative offices in Russia, Ukraine and China. The Bank of Cyprus Group employs 4,319 staff worldwide. At 30 September 2017, the Group's Total Assets amounted to €22.9 bn and Total Equity was €2.6 bn. The Bank of Cyprus Group comprises Bank of Cyprus Holdings Public Limited Company, its subsidiary Bank of Cyprus Public Company Limited and its subsidiaries.

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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.

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

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



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.

Coupled with its commitment to offering advanced, continuous (24/7) support and services, Tototheo Maritime is a firm believer in ethical business practices, making the company a trusted long-term partner for many clients.

Tototheo Maritime is a reputable company with exceptional support for company and ship.



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

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.



2nd Annual Capital Link Cyprus Shipping Forum

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





Our motto:
"Promote the Cyprus flag"
and
"Protect the interests of the
Cyprus flag shipowners"

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

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

The Cyprus Union of Shipowners focuses on:

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

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

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

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

Why Cyprus

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

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

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

Our mission is to create the free platform for all issues of the shipping industry – after all, 80 percent of our planet is water and the majority of its 7 plus billion people live close to the sea! 150 + categories of subjects are covered in order to offer the industry a variety of unbiased news and information! Our goal is to challenge whatever hasn't been challenged to date! And it is not the power of information, as many try to put forward: It's the abuse of power of information that many live on and that destroys the industry, physically and technically. Enjoying the same page views per month like last year – we have reached even 30,000 plus – nearly double since five years ago, we are slowly but steadily conquering the maritime world, so come on board and gradually see what you can get from this medium, entrust your written views with allaboutshipping.co.uk, as well as your promotion in the form of an advert/banner

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Discover the Tototheo difference

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Deloitte.

Deloitte is one of the largest and fastest-growing professional services firms in Cyprus operating out of offices in all major cities with more than 650 professionals. Its services include audit & assurance, tax & legal, consulting, financial advisory, wealth advisory and a complete range of services to international business focusing on accounting and payroll, tax compliance and the formation and administration of companies, partnerships and trusts. As part of the Deloitte global network, with approximately 245,000 people in over 150 countries, it has the advantage of a global sharing of knowledge with a local adaptation and personal approach, built on the solid foundations of 60 years of successful operation on the island.

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



EY is a global leader in assurance, tax, transactions and advisory services with more than 250,000 people in over 150 countries around the world. It is the most globally integrated professional services organisation and is working with businesses, entrepreneurs and governments around the

world to solve their most pressing challenges and to help them take advantage of emerging opportunities. EY distils everything it does down to a single, unified purpose: building a better working world.

The Cyprus practice is part of EY's EMEA Area and one of the 22 countries that comprise the Central and Southeast Europe Region. This ensures that we are ideally placed to exploit the exciting opportunities in the area and better cater to the needs of our clients in a wider geographic span. EY Cyprus' origins date back to the 1930s, maintaining an excellent reputation amongst the local business community as a high quality provider of professional services. 2017 marked 80 years of successful business for EY in Cyprus.



MONTANIOS & MONTANIOS

ADVOCATES AND LEGAL CONSULTANTS

Montanios & Montanios is one of the oldest law firms in Cyprus with an international practice. Over the last 67 years, it has acted for a wide spectrum of Cypriot and overseas clients, it has been involved in a great number of international shipping, corporate, financing and commercial transactions and has represented litigation clients before Cypriot Courts.

The firm was founded in 1951 by the late Michael Montanios, a London-trained Barrister, in Famagusta. In 1966 Eric Montanios joined the law practice, followed by Acis Montanios in 1972 and Adam Montanios in 1979. Today the firm has 9 partners and a total of 21 lawyers.

The core business of the firm commenced in 1967 with the registration of a first ship under Cyprus flag. It expanded with the passage of time to four distinct areas of the firm's specialization: merchant shipping, ship finance, P & I, and admiralty litigation.

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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.



Bureau Veritas is a world leader in classification, certification, laboratory testing & inspection services. Established in 1828, the Group nowadays employs more than 66,500 people 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 of quality, health and safety, environmental protection and social responsibility, both land based and off-shore, with a coherent Network of 2,600 highly qualified marine experts, specialized in safety, security & environmental protection related rules and standards, which operates in 180 survey stations covering 90 countries.

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Cadwalader, Wickersham & Taft LLP, established in 1792, serves a diverse client base, including many of the world's leading financial institutions and corporations in more than 50 countries. With offices in the US and Europe, Cadwalader

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

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

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

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



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ERMA FIRST designs and manufactures innovative Ballast Water Treatment Systems (BWTS) in compliance with the latest legislation. ERMA FIRST BWTS FIT holds USCG Type Approval and AMS Acceptance letter, Final Approval by IMO and Type Approval by LR. The system is an advanced modular solution suitable for newbuilds as well as for retrofits of all types and sizes of vessels. Nowadays, ERMA FIRST has a prestigious reference list comprised of ship-owners and shipyards worldwide.

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Evercore is a premier independent investment banking advisory firm.

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Our global expansion continues in order to ensure the worldview and international knowledge base that is now critical to all investors. Today, our offices and affiliate offices in North America, Europe, South America and Asia are complemented by strategic alliances with leading firms in China, Japan, India, Korea, Australia and Argentina.

We always strive to enhance our capabilities and expand our global reach thereby providing the highest caliber of various services to our clients.



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The **Hellenic Bank Group** commenced operations in 1976. In a relatively short period of time, it managed to establish itself as one of the largest banking and financial institution in Cyprus. The Hellenic Bank Group enjoys a network of over 50 branches in Cyprus, employing 1400 people.

The success of the Hellenic Bank Group is based on exemplary customer service, the wide range of products and services on offer and the use of the latest technology in information and control systems.

Alongside traditional banking products, the Hellenic Bank Group also provides a wide range of financial services that include factoring, brokerage services, insurance, portfolio management, investment banking, mutual funds, private banking and custodian services.

The Hellenic Bank Group has adopted a customer centric structure to enable it to meet the differing requirements of its wide and diverse client base. To this effect, a number of Business Divisions have been formed to cater for particular client segments, supported by a number of corporate support Units.



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Established and headquartered in Limassol since 1996, Lemissoler, a shipowning group offers shipmanagement services to owned and third party vessels, commercial operations and advanced corporate management services. Throughout the years, the Group has been highly successful in the formation and management of investment funds that invest in various sectors across the shipping industry. It is represented by a global network of offices, employing over 80 shore-based personnel and over 800 seafarers.



Inmarsat sets the standard in maritime communications with the world's most advanced commercial global mobile satellite network. With a rich heritage spanning more than 37 years, Inmarsat enables the maritime industry to stay connected with its highly-reliable broadband satellite network and its range of leading voice and data services. Driving innovation in communications, Inmarsat is continually investing in new technology to shape the future of the connected ship and build maritime communities. When it matters most, thousands of vessels depend on Inmarsat to enhance operational efficiency, promote crew welfare and maximise safety at sea.

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Established and headquartered in **Limassol** since 1996, Lemissoler, a shipowning group offers shipmanagement services to owned and third party vessels, commercial operations and advanced corporate management services. Throughout the years, the Group has been highly successful in the formation and management of investment funds that invest in various sectors across the shipping industry. It is represented by a global network of offices, employing over 80 shore-based personnel and over 800 seafarers.



Lloyd's Register (LR) is a leading international provider of classification, compliance and consultancy services to the marine and offshore industry, helping our clients design, construct and operate their assets to the highest levels of safety and performance.

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We work with clients of all sizes to define, design, and deliver innovative solutions to better quantify and manage risk. To every client interaction we bring an unmatched combination of deep intellectual capital, industry-specific expertise, global experience, and collaboration. We offer risk management, risk consulting, insurance broking, alternative risk financing, and insurance program management services to businesses, government entities, organizations, and individuals around the world.

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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.

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Eurobank Cyprus has been operating in Cyprus since 2007. Focusing on the wholesale side of business – specifically on Corporate & Investment Banking, International Business Banking, Wealth Management, Affluent Banking and Global Capital Markets – its operating model is distinct from the rest of the banking industry in Cyprus. Its strong capital base, substantial liquidity, and solid financial results allow Eurobank Cyprus to continue its dynamic growth and its ongoing support of the Cyprus economy.

Eurobank Cyprus has been servicing clients in the Shipping Sector since its inception. Committed to serve the shipping industry in Cyprus, Eurobank Cyprus is a firm believer that understanding clients' needs, offering insightful advice, in-depth knowledge and courteous service leads to mutual success. Based on a combination of talent, experience and dedication, the Bank constantly strives to exceed the expectations of our discerning clientele.



Flott & Co. PC is a recognized expert in US taxation of international transportation, particularly as it affects foreign shipping companies operating vessels that call to lift or

discharge cargo at US ports.

Our principal, Stephen Flott, has been involved in assisting international shipping companies since the Tax Reform Act of 1986 changed US taxation of international shipping. Indeed, when tax returns were due for the 1987 tax year, the first year in which the new rules applied, Stephen worked with the IRS to develop exemption language for US tax returns.

Flott & Co. PC monitors developments in the US shipping tax and assists foreign shipping companies with their US compliance obligations. Since 1988, the firm has advised P&I Clubs, BIMCO, INTERTAKO, the Greek Shipping Cooperation Committee, the Union of Greek Shipowners, individual shipowners and shipping investors on the application of the tax and the exemptions.

Flott & Co. PC's knowledge and experience in the US taxation of international shipping ensure our clients understand the application of the US tax rules to their circumstances and that they meet their US tax compliance obligations in a timely and cost-efficient manner.



Singhai Marine Services is a leading maritime company supplying quality seafarers to international shipping companies. We aim to be the first partner of choice for recruitment and deployment of quality seafarers for the international maritime industry. Singhai Marine Services is incorporated in Singapore and Shanghai, the two leading



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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.

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

Singhai Marine Services' core service is supplying highly

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

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

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

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The **Bank of Cyprus Group** is the leading banking and financial services group in Cyprus, providing a wide range of financial products and services which include retail and commercial banking, finance, factoring, investment banking, brokerage, fund management, private banking, life and general insurance.

The Bank of Cyprus Group operates through a total of 123 branches, of which 121 operate in Cyprus, 1 in Romania and

1 in the United Kingdom. Bank of Cyprus also has representative offices in Russia, Ukraine and China. The Bank of Cyprus Group employs 4,319 staff worldwide. At 30 September 2017, the Group's Total Assets amounted to €22.9 bn and Total Equity was €2.6 bn. The Bank of Cyprus Group comprises Bank of Cyprus Holdings Public Limited Company, its subsidiary Bank of Cyprus Public Company Limited and its subsidiaries.



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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.

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Safe Bulkers, Inc. is an international provider of marine dry-bulk transportation services, transporting bulk cargoes, particularly coal, grain and iron ore, along worldwide shipping routes for some of the world's largest users of marine dry-bulk transportation services. The Company's

common stock, series B preferred stock, series C preferred stock and series D preferred stock are listed on the NYSE, and trade under the symbols "SB", "SB.PR.B", "SB.PR.C", and "SB.PR.D", respectively.

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Businesses and individuals considering investment into Cyprus have a partner on the ground at all stages of the investment cycle. **Invest Cyprus** is a non-profit national body and the government's dedicated partner responsible for attracting and facilitating Foreign Direct Investment in key economic sectors.

Being the lead agent in establishing Cyprus as a world-class investment destination, Invest Cyprus proactively promotes

the enhancement of the country's competitive environment, advocating reform and maximising FDI, for the economic and social benefit of Cyprus. In close collaboration with all government authorities, public institutions and the private sector, Invest Cyprus is the investor's first point of contact.

Invest Cyprus is a member of the World Association of Investment Promotion Agencies (WAIPA) and the Mediterranean Investment Network, ANIMA.

CADWALADER

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

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





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

Owner and Managing Director of the Cyprus-based shipping company Mastermind Shipmanagement Ltd (MSM). MSM Group was founded in 1999 in Limassol, Cyprus and presently manages a fleet of 19 vessels of which 12 are owned. The fleet of vessels is made up of geared dry-cargo ships. German-born Captain Adami is a Cypriot citizen who has lived in Cyprus for more than 20 years and is married with Cypriot spouse.

He began his nautical career studying at Elsleth Nautical University. In addition to his successful merchant marine career, which saw him serve as Master of the Bremen-owned cargo ship Condor P, Captain Adami has a wealth of experience as master with tall ships, spanning more than 25 years. He engaged in mentoring, teaching and lecturing since 1984. Currently, Cpt. Adami is the Immediate Past President of the Cyprus Shipping Chamber, Vice President of the Cyprus Marine Environment Protection Association and Director in various Shipping and Ship-Management Companies. He delivers lectures in Ship Management at Frederick University.



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.



Theofanis (Fanis) Anastasiadis
Technical Project Manager
Star Bulk

Theofanis (Fanis) Anastasiadis joined Starbulk recently as Technical Projects Manager for the evaluation of new technologies and their onboard application, so that vessels comply with forthcoming regulations & requirements and their performance and efficiency is improved.

He holds a M.Sc. in Naval Architecture and Marine Engineering from the National Technical University of Athens. He has worked as Technical Fleet Manager and New Building Project Manager for Major Greek Shipping Companies.

He has been involved with many different types of vessels, such as LNGs, LPGs, Tankers (crude, product and chemical) and Bulk carriers.

Fanis has worked in many newbuilding projects, in different Shipyards in Japan, Korea and China, from 1999 to 2014, for a total of eight years. He has worked also in Odense Shipyard (Denmark) for about two years, as Project Manager for a four Cape Size Bulk Carriers project.



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

George Arcadis has studied Economics at the Economic University of Athens and holds an MBA from Cass Business School, London. He started his career in the banking sector in 1993. In 1997 he joined Mees Pierson to be renamed Fortis Bank as Senior Manager in Transportation. In 2005 he became the CEO of the Fortis Branch in Athens and stayed there until July 2010. In September 2010 he joined ABN AMRO as Country Executive and Chief Representative of ABN AMRO Representative Office in Athens.



Constantine Arcoumanis
Ex-Ambassador of Greece for Energy
Policy & New Technologies
Ex-Vice President of City University,
London

Professor Arcoumanis holds undergraduate and graduate degrees in Physics, Engineering and Mechanical Engineering from the University of Thessaloniki in Greece, the University of California in USA and Imperial College London in the United Kingdom, respectively. After spending some 20 years at Imperial College London where he was Professor of Internal Combustion Engines, he joined City, University of London in 2001 as Dean of its School of Engineering and was later promoted to Deputy Vice-Chancellor/ Vice-President. Following his retirement from City at the end of 2014, he is holding Honorary Professorships at Shanghai Jiao Tong and Tianjin Universities in China and at Peter the Great St. Petersburg Polytechnic University in Russia.

In 2012 Professor Arcoumanis was appointed Ambassador of Greece for Energy Policy and New Technologies followed by his appointment as Director and Member of the Board of the Angelicoussis Shipping Group and as Chairman of the Academic Board of the Metropolitan College in Greece. He is a Fellow of the UK Institute of Directors, the International Society of Automotive Engineers and the Royal Academy of Engineering.



Alessandro Barberis
Managing Director
ENI Cyprus Limited

Alessandro Barberis holds a degree with honors in Geological Sciences from the University of Milano; after being graduated he immediately joined Eni in 1992 (at that time Agip) as Junior Exploration Geoscientist and since then he has spent his 25+ years of career in the Eni Upstream Sector either in

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SPEAKER BIOS

Italy and abroad (North Europe and North Africa).

In the last 14 years he has held managing positions in Exploration as well as in the Board of Directors of some Overseas and Italian companies.

In his most recent roles he was appointed Vice President Exploration South Europe, Central Asia, Far East and Pacific and Vice President Exploration Americas and North Europe.

From April 2016 he is Managing Director at Eni Cyprus Limited, a Company registered in Cyprus in 2013. Eni Cyprus holds, in the exclusive economic zone of the Republic of Cyprus, the exploration rights on 5 operated blocks and one not operated block.

Degree: Geological Science at the University of Milano



Loukas Barmparis
President
Safe Bulkers, Inc.

Dr. Loukas Barmparis is our President and Secretary and has been a member of our board of directors since 2008. Dr. Barmparis also serves as the technical manager of our Manager, which he joined in February 2006. Until 2009 he was the project development manager of the affiliated Alasia Development S.A., responsible for renewable energy projects. Prior to joining our Manager and Alasia Development S.A., from 1999 to 2005 and from 1993 to 1995, Dr. Barmparis was employed at N. Daskalantonakis Group, Grecotel, one of the largest hotel chains in Greece, as technical manager and project development general manager.

During the interim period between 1995 and 1999, Dr. Barmparis was employed at Exergia S.A. as an energy consultant. Dr. Barmparis holds a master of business administration ("MBA") from the Athens Laboratory of Business Administration, a doctorate from the Imperial College of Science Technology and Medicine, a master of applied science from the University of Toronto and a diploma in mechanical engineering from the Aristotle University of Thessaloniki.



Nicolas Bornozis
President and CEO
Capital Link, Inc.

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

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

and European equity markets.

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

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

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



Kjartan Bru
Responsible for Greece and part of
Northern Europe
DNB

Kjartan Bru has 17 years' experience from banking in Paris, Oslo and London, the last 12 years in DNB, a global leader within the shipping and offshore industries. Kjartan Bru was previously heading DNB's shipping, offshore and logistics activities in Oslo and thereafter London and is now responsible for Greece and part of Northern Europe. Kjartan Bru studied economy at the University of Toulouse before graduating from ESCP Europe, a Paris based French business school.



Lazaros Charalambous
Managing Director
FRS Shipmanagement Ltd.

Lazaros is the Managing Director of FRS Shipmanagement Ltd., a Cyprus-based entity of the German-headquartered FRS Group. In this role, he is passionate about recruitment, training, and the long-term nurturing of sea-going personnel, leading to very high retention rates.

The FRS Group consists of more than 20 subsidiaries worldwide. Growing from a regional, passenger-ferry operator, FRS is now an internationally-active group. With over 60 vessels and more than 1,500 internationally diverse employees, FRS carries 7.6 million passengers, and 2.1 million vehicles, on its national and international shipping lines annually. In addition to the ferry lines, the Group's portfolio also includes Maritime Consultancy and Port Management.

Lazaros is also an elected Board Member of the Cyprus Shipping Chamber. It is his honor to support the purpose and goals of the Chamber, including promotion of the interests of Cyprus Shipping to further the reputation of the Cyprus flag, as well as protecting the interests of its Members, both nationally and internationally.

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Ioannis Chiotopoulos
Regional Manager South East Europe,
Middle East & Africa
DNV GL Maritime

As of July 1st 2015 and after almost 15 years working in Korea and China, Ioannis Chiotopoulos returned to Greece in order to take the position as Regional Manager for Maritime Region East Med., Black & Caspian Seas which was expanded on January 2016 and renamed to Maritime Region South East Europe & Middle East and as of January 2018 to Maritime Region South East Europe, Middle East & Africa.

A marine engineer and naval architect by education, Ioannis Chiotopoulos joined DNVGL in 2000 after several years of work experience in Greek shipping companies.

He has held a variety of positions within the company, such as Fleet in Service and Newbuilding Surveyor, Site Manager, New-building Production Manager and District/Area Manager in Greece, Korea and China.



Stephen A. Cooper
Founder & 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).



Marios Demetriades
Minister of Transport, Communications
and Works
Cyprus

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

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

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

(ICPAC).

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

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

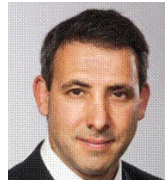


Ioannis Efstratiou
Acting Director
Department of Merchant Shipping of
Cyprus

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

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

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



Mark Friedman
Senior Managing Director
Evercore

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

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

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

Matthew Galston
Sr. Director, Product Management, Maritime
Cobham SATCOM



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

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

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



Polys Hajioannou
Chief Executive Officer
Safe Bulk, Inc.

Polys Hajioannou is the Chief Executive Officer of Safe Bulk, Inc. and has been Chairman of the company's board of directors since 2008. Mr. Hajioannou also serves with the Manager of Safe Bulk, Inc. and prior to its inception, the Manager's predecessor Alassia Steamship Co., Ltd., which he joined in 1987. Mr. Hajioannou was elected as a member of the board of directors of the Union of Greek Shipowners in 2006 and served on the board until February 2009. Mr. Hajioannou is also a founding member of the Cyprus Union of Shipowners. Mr. Hajioannou is a member of the Lloyd's Register Hellenic Advisory Committee. In 2011, Mr. Hajioannou was appointed to the board of directors of Hellenic Mutual War Risks Association (Bermuda) Limited and in 2013 he was elected at the board of directors of the UK Mutual Steam Ship Assurance Association (Bermuda) Limited. Mr. Hajioannou holds a Bachelor of Science degree in nautical studies from Sunderland University.



Loucas Hamatsos
CEO
Olympia Ocean Carriers Ltd.

I was born in Famagusta County, Cyprus on 23rd November 1962. I graduated in Commercial Operation of Shipping at the City of London University and I joined Zela Shipping Co Ltd - Operations Department, (London based Company), in January 1988.

I further enhanced my education in Shipping by successfully completing the professional qualifications of The Institute of Chartered Shipbrokers and The Chartered Institute of Transport. I was elected a full Member of The Chartered Institute of Transport in 1993 and, I was elected a Fellow of The Institute of Chartered Shipbrokers in 1995.

I was appointed to the Zela Shipping's Board of Directors in 2002 where I served until the end of August 2014. In September 2014 I was assigned the responsibility by the Principals/Shareholders to manage the newly formed Ship Management Company in Limassol, Cyprus under the name of: "Olympia Ocean Carriers Ltd". I commenced my duties on 1st September 2014 in the capacity of CEO.

I am a Member of The Cyprus Union of Shipowners Committee since 2009 and, I am serving with the Cyprus Maritime Academy Board of Governors since April 2016. Furthermore, I am a Committee Member of the DNV.GL Cyprus Committee since August 2015.



Angie Hartmann
Crew Manager
Starbulk S.A.

STUDIES AND EDUCATION

1984, University La Verne, attended courses.
 1988, Graduated from Hosta International Leysin Switzerland, Diploma in Travel & Tourism / IATA

PROFESSIONAL CARRER

1989-1991, Geneva Airport TWA Airlines.
 1993 joined a family owned company, Oceanbulk Maritime S.A. to the position of Assistant Crew Manager and as of 1995 Crew Manager till 2011.
 June 2011 – today, Starbulk S.A. position of Crew Manager.

LANGUAGES

Bilingual English / Greek
 Fluent French

WISTA PRESENCE

Angie Hartmann has been an active member of WISTA (Hellas) since 1999.
 She is also the President of WISTA (Hellas) since April 2014.

CONFERENCES – SEMINARS

Angie Hartmann is very active in the shipping sector and has participated in numerous conferences and seminars both an attendant as well as a speaker.



Costas Ioannides
CEO / Managing Director
Marsh Brokers Ltd., Cyprus

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



Loizos Isaias
Head of Maritime Service Centre & Advisory
Region South East Europe, Middle East & Africa
DNV GL

Holder of BSc and PhD degrees from the University of Newcastle upon Tyne in the UK, in Marine Engineering.

ALWAYS A STEP AHEAD

Started working at the University of Newcastle upon Tyne and Lloyd's Register of Shipping (1985-1989) at Newcastle upon Tyne, England, in connection with my PhD degree, as a member of the Marine Diesel Engines Condition and Performance Monitoring Research Team. Teaching and demonstrating at Newcastle University on a part time basis, during the same period.

After University graduation, worked for Alassia Steamship Co. Ltd (1989-1992) in Piraeus, Greece.

Working for DNV since 1992, and now for DNV GL.

Current main positions/ functions with DNV GL include the following:

- Manager of the Maritime Service Centre & Advisory in Region South East Europe, Middle East and Africa with responsibilities including ships plan approval, CAP, advisory services, Academies, pre-contract services for newbuildings, R&D, etc.
- Key Account Manager with customers support and business development responsibilities for a large number of customers in Greece.
- Project Manager of DNV GL's initiative to upgrade Greece to the company's 3rd home market (after Norway and Germany).
- Secretary of the Greek Technical Committee.
- Coordinator of the cooperation between the Union of Greek Shipowners (UGS) and DNV GL on technical matters.



Prabhat Kumar Jha
Group Managing Director & CEO
MSC Shipmanagement Limited

Prabhat is the Group Managing Director & CEO of MSC Shipmanagement Limited, Cyprus. MSC Shipmanagement Limited is the biggest in-house Ship Management Company in the world and has a proud policy of exclusively managing only MSC-owned vessels. Today it manages over 200 vessels and ensures the highest technical standards and a first-rate commitment to safety and punctuality. It is part of world's 2nd largest container shipping company, Mediterranean Shipping Company S.A., headquartered in Geneva, Switzerland. MSC Group has one of the youngest and greenest fleets among the world's leading shipping lines. MSC Shipmanagement is among few companies whose entire fleet is certified with ISO 9001, 14001, 50001, 26001 and OHSAS standards.

Prabhat is a Marine Engineer and his career at sea was on various kinds of vessels up to the rank of Chief Engineer. After stepping ashore as Technical Superintendent, he continued to pursue his quest for knowledge and completed MBA in General Management & Finance from University of Liverpool and Advanced Management Program from IESE Barcelona. He has played a key role in set-up of MSC Ship Management Limited Hong Kong in year 2005 and subsequently MSC Shipmanagement Limited, Cyprus in year 2008. MSC Crewing Services Limited India and MSC Crewing Services Ukraine are under his direct responsibility and he is board member of all these three companies. Under Prabhat's leadership, company has increased its managed fleet 6 times in past 6 years and has highest crew retention rate (98%) in industry.

Prabhat is also member of the Board of Directors of Cyprus Chamber of Shipping, Vice Chairman of the Cyprus Maritime Academy and Vice President of Shipowners Association of Portugal.



Gautam Khurana
Director
Drewry Maritime Financial Research

Gautam is a Director at Drewry Maritime Financial Research. Prior to Drewry, he was a Senior Vice President at DVB Bank, Senior Consultant at the Galway Group and Commercial Manager at Pacific Shipping. He spent a decade at DVB Bank where he held roles in the banks structured asset finance, M&A and leasing teams. He managed part of a team portfolio with US\$2.4 Billion of maritime finance exposure. At the Galway Group, he advised several floating regasification LNG terminal sponsors on finance and operational aspects of their project execution.

At Pacific Shipping, he managed a division involved in the personnel management of Offshore vessels, Bulk Carriers, Crude and Product Tankers for various large ship-owners. Gautam holds a degree in Economics from the University of Rochester, an MBA from INSEAD and is a CFA Charterholder.



Capt. Eberhard Koch
Chairman, CEO & Partner
Oesterreichischer Lloyd Shipping Group

- Capt. Koch is the Chairman, CEO and a Partner of Oesterreichischer Lloyd Shipping Group.
- He received his diploma in Nautical Sciences (Dipl-Naut.) at Hochschule fuer Nautik in Bremen (University of Bremen) in 1974.
- Capt. Koch has extensive industry experience as a Captain, Manager and Owner. From 1977-1984 he served as Manager of Transport / Business Admin for VEBA OEL AG Group (nka EON) and from 1984-2001 he was Managing Director at Krohn Shipping Group in Vienna.
- Capt. Koch joined Oesterreichischer Lloyd as a Partner in 1991 and became Chairman and CEO in 2001.
- Active Member of the Board of Directors of the Cyprus Shipping Chamber and Chairman of its Labour Affairs Committee as well as Vice President of the Cyprus Shipowners Employers Association (CYSEA)
- Capt. Koch is also an active Member of the National Working Group for the Promotion of Shipping, Cyprus
- Capt. Koch is a Member of the Advisory Boards of both DNV GL, Cyprus and CCS Mediterranean.
- Capt. Koch is the Chairman of the Board of Governors of the Cyprus Maritime Academy.
- Capt. Koch is the Vice President of the Cyprus German Business Association and
- President of Cyprus Marine Club



John Kokarakis
Director Technical Business Development
Bureau Veritas

John Kokarakis is a graduate in Naval Architecture & Marine Engineering from National Technical University of Athens (1979). He also holds graduate degrees from the University of Michigan (MSE 83, MSE 84 and PhD 86). His doctoral dissertation was in the design of marine risers for oil exploration and production in very deep water. He worked in various projects worldwide as a consultant and technical investigator of maritime accidents and failures. Some of the most notorious were the explosion of Space Shuttle Challenger, the grounding of

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SPEAKER BIOS

Exxon Valdez, the explosion and fire of Piper Alpha, the capsizing of drillship Sea-Crest in the Gulf of Thailand and others. Furthermore, he was a consultant of Sea-Land, American President Lines and Matson Navigation for numerous aspects of containership design, operation and repair. He has extensive experience in ship design and operations, spanning over forty years.

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



Harrys Kosmatos
Head of Strategy & Business Development
Tsakos Energy Navigation, Ltd. (TEN)

Harrys began his career in 1994 with Elka Shipping (London) Ltd., a large dry bulk and tanker operator and in 1995 joined the Shipping Banking Group of the Commercial Bank of Greece as a credit analyst in the bank's London office. In May of 1997 he moved to New York to join AMA Capital Partners (formerly American Marine Advisors, Inc.) a maritime investment bank, where he specialized in corporate workouts, project structuring, capital raisings and other merger & acquisitions advisory assignments. In the summer of 2004, he moved back to Greece after 22 years of leaving abroad, and joined Tsakos Energy Navigation, Ltd. (TEN), a New York Stock Exchange listed tanker company to develop the company's corporate finance activity and liaise with the company's investor base particularly in the US and Europe.

Harrys holds a BA (Hons) in Classical Studies & Politics from the University of London (Queen Mary) and an MSc in Shipping, Trade & Finance from London's City University (Cass Business School). In 2001, Harrys completed an executive corporate finance and accounting program at Columbia Business School in New York while during his tenure in TEN, he has been a frequent speaker in various conferences across North America, Europe and the Middle East.



Elias J Ladas
DPA, HR & Training Manager
Danaos Shipping Co. Ltd

Mr. Ladas is in the Shipping Industry since 2000 in top managerial positions, dealt with Bulk Carriers, Tankers, OBOs and Container Carriers in all aspects of a shipping company.

Since 2008 he is in DANAOS SHIPPING Co as DPA and Human Resources- Training Manager. In the year 2000 he retired from the Hellenic Navy as a Rear Admiral. He graduated from the Naval Academy in 1971 and served for 12 years on Destroyers, being a Captain and Squadron Commander as well. He also served as Director of Naval Weapons Establishment and chief negotiator for the procurement of major combatants. He has published Service manuals on Operations and Personnel Qualifications.

He holds a Master's Degree in Operations Research/Systems

Analysis and a Bachelor and Master's Degree in Electrical Engineering.



Charles Meaby
General Manager
DP World Limassol

First arriving in Limassol during the Summer of 2016 Charles Meaby holds the leadership role as General Manager for DP World Limassol. Charles has held various senior management and Director roles in the Ports and Terminals industry, covering locations in the UK, Bahamas, South Africa and now Cyprus.

Charles is graduate in Engineering from Oxford Brookes University and is currently undertaking the DP World Institute / Harvard leadership development, Charles is a member of the MedCruise General Assembly.

DP World Limassol holds the 25 year Concession Agreement with the Government of the Republic of Cyprus for the management and operations of Limassol Multipurpose Port. DP World's vision to Lead the Future of World Trade, Purpose to Add Value, Think Ahead and Build a Legacy and the core values: Courage, Respect, Intelligence, Pride



Jan Meyering
Joint Managing Director
Marlow Navigation Co. Ltd.

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

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

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



Petros Monogios
Chief Operating Officer / Ship management
Lemissoler Navigation Co Ltd.

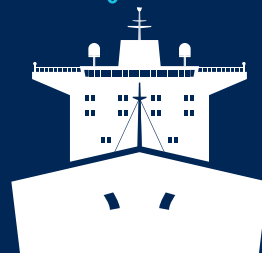
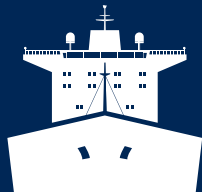
Mr. Petros Monogios is a Director and Chief Operating Officer at Lemissoler Navigation Co Ltd.

He is responsible for the day to day running of the shipmanagement arm and is directly involved in the decision making processes of the Group. Before he joined the organisation in early 1999, he worked as Area Manager for Eureka Ltd. and PM Tseriotis Ltd. Petros holds a BSc in Business Administration and Shipping from the Business College of Athens.

Throughout his professional career he continued to develop his skills through regular seminars and specialized courses. He is a certified Internal Auditor for International Safety Management

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Systems (ISM) and completed the executive Leadership program (ELP) by the Cyprus International Institute of Management (CIIM). He is affiliate member of the Nautical Institute (AFNI) He is actively involved with the Cyprus Shipping Chamber being a member in various Committees and Working Groups, as well as at InterManager, where he is a member of the Manning and Training Committee.



Acis Montanios
Managing Partner
Montanios & Montanios LLC

Acis Montanios is the Managing Partner of Montanios & Montanios LLC, Advocates & Legal Consultants, Cyprus.

He read law in London and was called to the English Bar at the Middle Temple. In 1972 he joined as a trainee the family law firm founded by his late father Michael Montanios in 1951. Throughout his professional career he has specialized in all aspects of maritime and admiralty law, and has contributed articles and the Cyprus chapters in Shipping Finance publications. He has served as member of the Ad Hoc Legal Committee of the Cyprus Shipping Council, member of the Law Reform Committee on Merchant Shipping and member of the Greek-Cypriot negotiating team on the proposed federal laws relating to shipping and admiralty set up before the referendum on a solution to the Cyprus problem. Together with his brothers Eric and Adam Montanios, they lead a team of 21 lawyers, most of whom practice shipping & corporate law.

Nicole C. Mylona
Transmed Shipping Co.



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.



Stavros Pantzaris
Country Managing Partner
EY Cyprus

Stavros is the Country Managing Partner as well as the Assurance Leader of EY Cyprus. He is also the local Shipping and Oil & Gas Sector Leader. Stavros has over 25 years of experience in Assurance and Advisory Business Services in local and multinational organizations. He has extensive experience in auditing IFRS financial statements of local and multinational organisations mainly in the shipping, energy/oil & gas, hospitality & leisure and retail & distribution industries. Stavros has also applied his extensive assurance skills via leading various buy-side due diligence projects as well as in the preparation of IPO and prospectuses for companies applying for a listing on the Cyprus Stock Exchange.

Stavros holds a B.Eng. degree (Hons) in Engineering with Industrial Management from the University of Surrey, UK. He is a fellow of the Institute of Chartered Accountants in England & Wales (FCA) and a member of the Institute of Certified Public Accountants of Cyprus. He is also a member of the Cyprus Institute of Internal Auditors and of Transparency International-Cyprus.



George Papanastasiou
Managing Director and General Manager
VTT Vasiliko Ltd

George Papanastasiou worked 26 years for BP in Cyprus, United Kingdom, and other countries, having held various managerial positions within the company including the position of the Head of Country in Cyprus.

He is a mechanical engineer by profession with a HND in Mechanical Engineering from the Higher Technical Institute of Cyprus, a BSc in Mechanical Engineering from the City University London and an MSc in Refrigeration & Air Conditioning from Kings College London.

During his career he gained a wide breadth of experience in the oil industry and specifically in the fields of Supply & Logistics, Health, Safety, Security & Environment, Operations & Engineering, Sales & Marketing, Company Governance and Compliance.

Mr. Papanastasiou was appointed as Managing Director and General Manager of VTT Vasiliko Ltd, a subsidiary of VTTI B.V., on the 1st of October 2011 and leads a versatile team of professionals with the aim of constructing and operating the oil storage terminal of the company at Vasilikos area, the biggest foreign investment infrastructure currently in Cyprus.



Petros Pappas
CEO, Director
Star Bulk Carriers

Petros Pappas is the Chief Executive Officer of Star Bulk and a member of its Board of Directors since inception. Throughout his career as a principal and manager in the shipping industry, Mr. Pappas has overviewed over 300 vessel acquisitions and disposals. He is the founder of Oceanbulk Maritime S.A., and a number of other companies involved in the management of dry, wet and container vessels as



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SPEAKER BIOS

well as in various service sectors of the shipping industry.

Mr. Pappas is the current Chairman of the UK Defence Club and has sat on the Board of several companies and institutions. Mr. Pappas is a graduate of Athens College and has subsequently received a B.A. in Economics and an MBA from The University of Michigan, Ann Arbor.



Nicholas Pavlidis
Head of Shipping
Bank of Cyprus

Nicholas Pavlidis, Head of Shipping at Bank of Cyprus, joined the bank in April 2017 to set up and lead the new Shipping Centre in Limassol. Nicholas has 21 year experience in shipping finance. He worked for the Royal Bank of Scotland (RBS) between 2003 and 2016, based in Piraeus and London where he held the position of Senior Director, Ship Finance. Prior to RBS, Nicholas worked at Scotiabank in London, where he held the position of Director, Transportation Finance.

Nicholas is a member of the Institute of Chartered Shipbrokers, holds a Master's degree in Shipping, Trade & Finance (graduated 1993) from Cass Business School and a Master's degree in Spacecraft Technology & Satellite Communications from University College London. He also holds a Bachelor's degree in Physics from University of Essex.



Nick Pinkney
VP Commercial Channel Integration
Eniram - a Wärtsilä Company

Nick drives digital commercial synergies and opportunities within the Wärtsilä and Eniram Channel. He has 14 years of commercial experience working in software from SAP and similar ERP software providers in both sales and management positions. Nick holds a degree in Maritime Business and Maritime Law from Plymouth UK.



Aristides J. Pittas
Chairman & CEO
Euroseas Ltd.

Aristides J. Pittas is the Chairman of the board and CEO of Euroseas since its inception on May 5, 2005. He is also the founder and President of Eurobulk Ltd, a ship management company, Eurotrade, a ship operating company, and Eurochart S.A., a shipbroking company, since 1995 and 1997 respectively for the latter two.

From September 1991 to December 1994, Mr. Pittas was the Vice President of Oceanbulk Maritime SA, a ship management company. From March 1990 to August 1991, Mr. Pittas served both as the Assistant to the General Manager and the Head of the Planning Department of Varnima International SA, a shipping company operating tanker vessels. From June 1987 until February 1990, Mr. Pittas was the head of the Central Planning department of Eleusis Shipyards S.A. From January 1987 to June 1987, Mr. Pittas served as Assistant to the General Manager of Chios Navigation Shipping Company in London, a company that provides ship management

services. From December 1985 to January 1987, Mr. Pittas worked in the design department of Eleusis Shipyards S.A. where he focused on shipbuilding and ship repair.

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



Louis Pochanis
Director International Banking
Bank of Cyprus

Louis holds the position of Director International Banking, Wealth & Markets since April 2016, being in charge of the International Banking and the Wealth & Markets Divisions as well as the Shipping Centre. Prior to that, Louis was Director International Banking Services since 2013. Before being appointed to this role, Louis held the position of General Manager of the Cyprus Investment and Securities Corporation Ltd (CISCO) and prior to that he served as Manager Private Banking and Wealth Management, setting up the Divisions in Cyprus in 1995 and in Greece in 1996.

Previous to the Bank of Cyprus, Louis worked at Price Waterhouse in London between 1989 and 1992, where he qualified as a Chartered Accountant and became a member of the Institute of Chartered Accountants in England and Wales (ICAEW). Louis also holds a Bachelor degree with first class honors in Economics with Accountancy from Loughborough University, UK. He is currently the Chairman of the Board of Directors of CISCO and BOC Asset Management Ltd and a member of the Board of Directors of Eurolife. He is also Chairman of the Bank's Credit Committee 2.

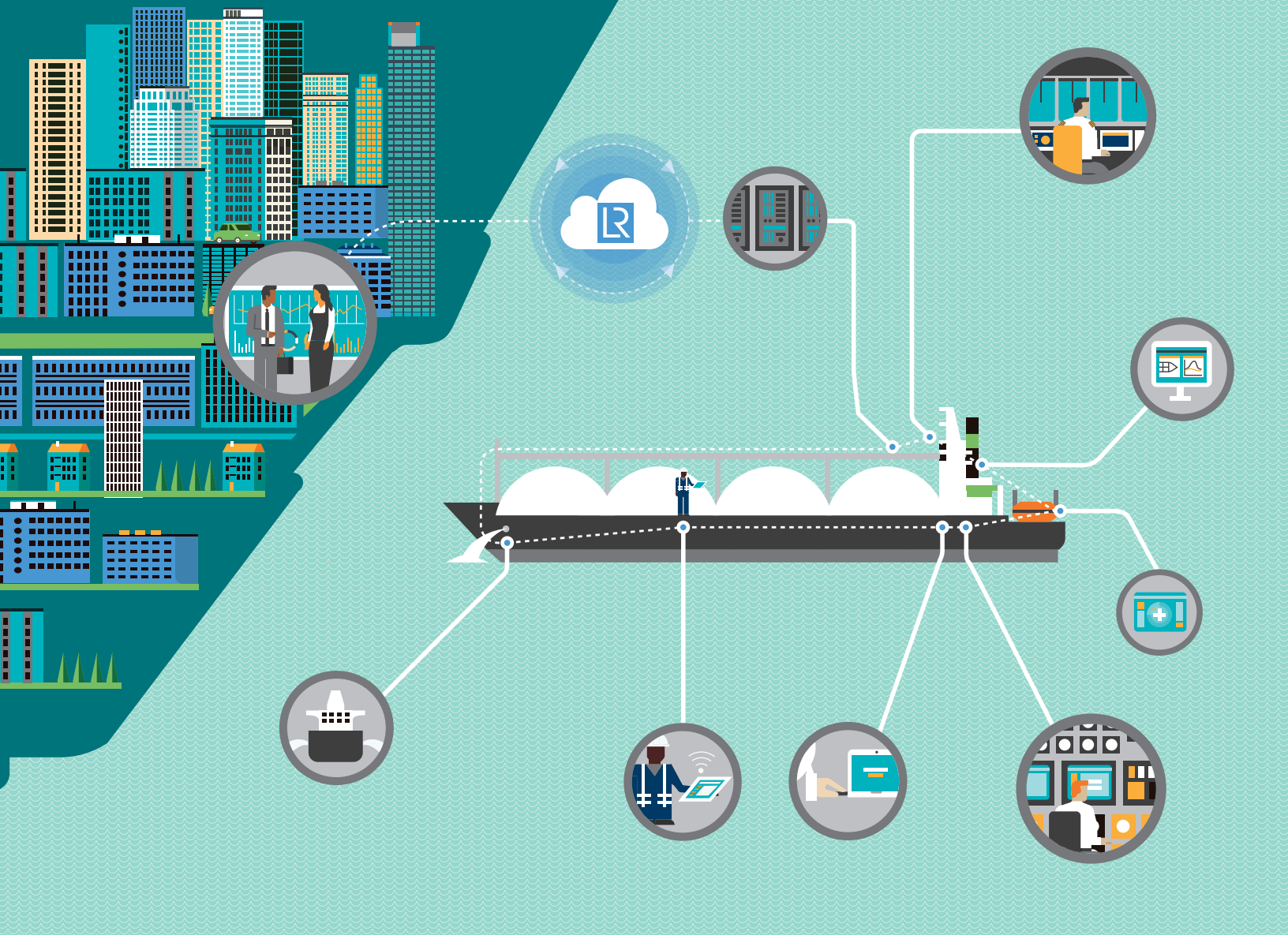
Sergey Popravco
Managing Director
SCF Management Services (Cyprus) Ltd (Sovcomflot)



Dieter Rohdenburg
CEO
Intership Navigation Co., Ltd.

Dieter Rohdenburg holds an MSc in Shipping and Logistics and is a Fellow of the Institute of Chartered Shipbrokers. He started his career in Chartering and Operations with reputable German and Swiss shipping companies prior to joining Intership in 1990 as Operations Manager. Dieter was promoted to Joint Managing Director in 2010 and later took over the helm as CEO in 2013.

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



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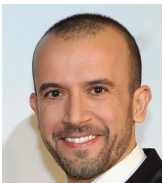


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Casper Ryborg
Partner, Global Leader Ports & Shipping
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Casper Ryborg specialism is delivery of complex business critical transformation programmes. Casper is specialised in driving programmes with the purpose of making business more efficient in delivering change. Casper has been responsible for driving projects in New York, London, Beirut, Sydney, Shanghai, Frankfurt, Munich, Stockholm, Oslo and Copenhagen. Casper is Head of Technology in Deloitte Consulting Denmark and Global Head of Shipping and Ports. His sector specialties are Finance and Transportation.



Konstantinos Stampedakis
Managing Director
ERMA FIRST ESK Engineering Solutions S.A.

Konstantinos is a Chemical and Process Engineer, graduate of the University of Surrey. Having completed his post-graduate studies (MSc in Water and Environmental Engineering) and having acquired further academic experiences as a temporary academic assistant at the university, he began his career in the sector of waste and potable water management. Returning to Greece, he joined ENVIRONMENTAL PROTECTION ENGINEERING S.A. as the Director of Research, Development and Engineering Department. In 2009, Konstantinos co-founded ERMA FIRST S.A. and he currently holds the position of the Managing Director & Director of Research, Development and Engineering Dpt. One of his greatest achievements is the development of ERMA FIRST Ballast Water Treatment System and its certification from the USCG. The main aim of the project has been to research and develop methodologies and technologies for preventing the introduction of nonindigenous species through ships' ballast water. He also works on the R&D and engineering part of the company for the development of new products for the maritime industry.



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.



Despina Panayiotou Theodosiou
Chief Executive Officer
Tototheo Maritime Ltd

Despina Panayiotou Theodosiou is joint Chief Executive Officer of TOTOTHEO MARITIME, a leading global supplier of equipment and services for satellite and radio communications as well as bridge navigation systems, automated applications, ship repairs and operational efficiency solutions. She has been with the group since 2005. Since 2013, Despina is a member of the Board of Directors of the Cyprus Shipping Chamber and is chairing the Chamber's Development Committee since 2015.

Despina is President of Women's International Shipping and Trading Association (WISTA), since October 2017, having previously served as the Secretary of the organization from 2015 to 2017. WISTA is an organization for women in management positions in the maritime sector and currently there are 40 WISTA National Associations with 3000 individual members. In 2011 Despina founded WISTA Cyprus – a member of WISTA International – and is the Association's current President. She also sits on the first Board of Governors of the Cyprus Maritime Academy and on the Board of Directors of the Cyprus-Germany Business Association.

In December 2017 leading international shipping publication Lloyd's List selected Despina as one of the Top 100 Most Influential people in shipping. This publication is one of the main highlights of the maritime year, with its insights into the personalities and trends in the industry. Despina has entered this venerable list for the first time and attained a further credit as one of Lloyd's List's Top 5 Next Generation executive.

She won the titles of "Top Professional" and "Cyprus Business Woman of the Year" at the 9th National Cyprus Business Woman of the Year Awards 2015. She has been awarded by the global Women Economic Forum in New Delhi as the "Woman of the Decade in Innovation and Leadership" (May 2017) and named as one of the "10 Women to Watch" by Youngship International during Norshipping 2017. She was also proclaimed as an Honorary Fellow of the Cyprus Institute of Marketing (April 2017).

Despina holds a bachelor degree in Economics from the National and Capodistrian University of Athens, an Executive MBA in Shipping and Logistics from the Copenhagen Business School and a Postgraduate Diploma in Financial Strategy from the University of Oxford – Said Business School. Believing in (and advocating for) continuous education, she is currently a participant in the MSc in Major Programme Management at the University of Oxford – Said Business School.



Varnavas Theodossiou
Lead Country Manager
ExxonMobil Cyprus Ltd.

Varnavas is the Lead Country Manager and Exploration Venture Manager for ExxonMobil Exploration and Production Cyprus (Offshore) Ltd and the President

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and Managing Director of ExxonMobil Cyprus Ltd. After receiving his MSc degree in Mechanical Engineering in 1986, and spending a short period in the industry, Varnavas joined Esso in Cyprus in 1987. He served in various capacities in the Cyprus affiliate until 1997, when he was transferred to Esso UK, for a number of planning and commercial assignments. In 2000, following the Exxon Mobil merger, Varnavas joined the ExxonMobil Europe - Africa Head Quarter in Brussels where he spent 8 years covering commercial and engineering activities across Europe and Africa.

In 2008 he returned to Cyprus to take on the role of President and Managing Director of ExxonMobil Cyprus Ltd, and as of May 2017, following the signing of an Exploration and Production Sharing Agreement with the Government of Cyprus, he took in addition the position of the Lead Country Manager and Exploration Venture Manager for ExxonMobil Exploration and Production Company (Offshore) Cyprus.

Varnavas is an active member in a number of professional and non-profit organizations. He is married and has 2 sons 23 and 21 years old.



Ilias P. Tsakiris
Chief Executive Officer & Chief Underwriter
American Hellenic Hull Insurance Company

Ilias P. Tsakiris is Chief Executive Officer and Chief Underwriter of American Hellenic Hull Insurance Company. He has 24 years of professional experience in the marine insurance sector. Mr. Tsakiris was trained as a Master Mariner at Hydra Merchant Marine Academy and he pursued Maritime Studies and Claims Management at Liverpool John Moores University. He regularly lectures on marine insurance topics and several of his articles have been published in the international and Greek press.



George A. Tsavlis
Principal
Tsavlis Salvage Group

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

He familiarized himself with the shipping and salvage sectors from a very early age by being engaged in the family business. George is a Principal at "Tsavlis Salvage Group" and represents the business on both a commercial and environmental basis internationally. He holds the position of elected Chairman of INTERMEPA (International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), which received the "Cyprus Maritime Prize 2007", as well as member of the Board of Directors of the Cyprus Union of Shipowners and Honorary Chairman of the Tsavlis Cultural Foundation.

George is a frequent keynote speaker and panelist at numerous maritime related conferences. He is an avid supporter of various charities, an art and music enthusiast and has completed nine London marathons. He is a father of five children.



Emmanuel Vergetis
Naval and Mechanical Engineer, Senior
Consultancy Specialist
Lloyds Register

Emmanuel Vergetis is currently responsible for Lloyd's Register's Consulting Services in South Europe, including Greece and Cyprus. His work focuses on the implementation of new technologies in shipping, data & digital, fuel saving techniques, RCM and CBM Maintenance Techniques along with Electric and Hybrid projects and Shore Power projects. He is a graduate of National Technical University of Athens and holds a degree of Naval & Mechanical Engineer. He was also academically dedicated in Oil Spill Confrontation both in his thesis but also as a PhD candidate and scientific researcher in European projects.

He has served in various positions in Marine Industry and has also gained extensive experience in engineering, supervision and construction of Electro-Mechanical and Renewable Energy projects. He was the inventor of pv solar products and awarded with US Patents and has constructed renewable projects in several European countries and India.



Michael R. Virardi
Speaker, Trainer, Author

Michael Virardi is a world-renowned trainer, speaker, experienced lecturer, and best-selling author. Working, in over 17 countries, with some of the world's most prestigious and recognized companies such as The American P&I Club, Microsoft, Ericsson, and Glaxo SmithKline, Michael has now become one of the most highly respected and in-demand speakers and trainers in all continents. This is due to his unique communication style which helps him to connect with his audience, just like talking to them one-on-one.

Michael gives lectures at three major education centres – University of Lausanne (Switzerland), Swiss Education Group (Switzerland), University College London (United Kingdom).

He has written two best-selling books entitled "Positive Impact" and "Crisis? Let's Beat It".



Markus Wenker
Head of Ship Finance
Hellenic Bank

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

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



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Flott & Co. PC monitors developments in the US shipping tax and assists foreign shipping companies with their US compliance obligations. Since 1988, the firm has advised P&I Clubs, BIMCO, INTERTAKO, the Greek Shipping Cooperation Committee, the Union of Greek Shipowners, individual shipowners and shipping investors on the application of the tax and the exemptions.

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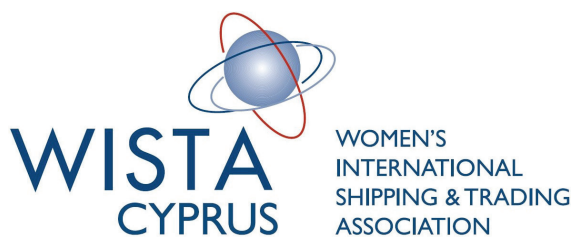
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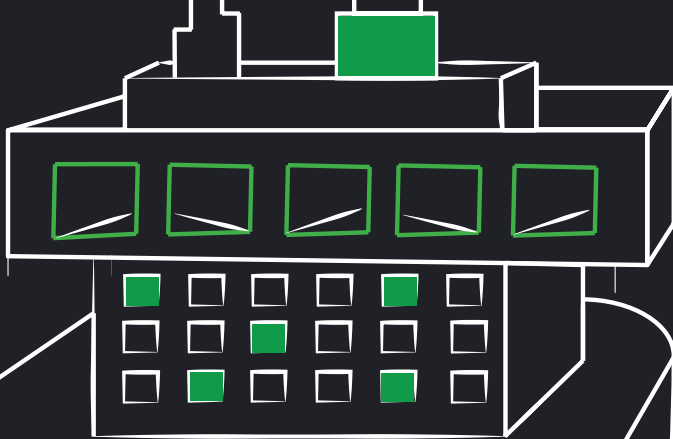


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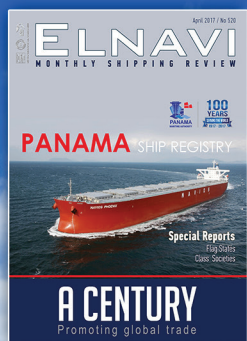
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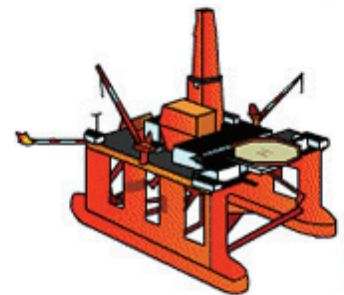
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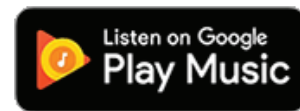


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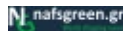
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