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

Tuesday, October 15, 2019 The Metropolitan Club, New <u>York City</u>

In Partnership With



In Cooperation WIth

COLUMBIA

SHIPMANAGEMENT





NYCEDC



11111

**Global Lead Sponsor** 











The Leading Global Maritime Investment Bank



### **DNB, Your Financial Partner**

DNB plays a significant role in the global maritime sector where we have deep historical roots. We offer our clients expertise and insight on strategic and financing issues based on in depth sector knowledge and long term experience.

Oslo • New York • London • Singapore • Athens

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





New York - The Capital for Shipping



The New York Maritime Forum is an investment and an industry event with a double objective. First, to provide an interactive platform for investors, financiers, cargo owners and shipowners to discuss the latest developments in the global shipping and commodity markets, as well as in the financial and capital markets. Second, 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.

IN PARTNERSHIP WITH

The New York Maritime Community plays a vital role in the industry with a diverse offering of products and services from port logistics, cargo handling, security and maritime support services to shipbroking,

arbitration and mediation, insurance and reinsurance, advisory, maritime finance and law, securities law, maritime education and maritime technology.

We are gratified to have the Honorable Mark H. Buzby (RADM USN, Retired), Maritime Administrator of the United States Department of Transportation as well as Ms. Meg A. Gentle, President & CEO of Tellurian as the Keynote Speakers. We are also privileged to have with us senior executives from the major state, city, industry and advocacy organizations making this initiative a collaborative effort across the industry.

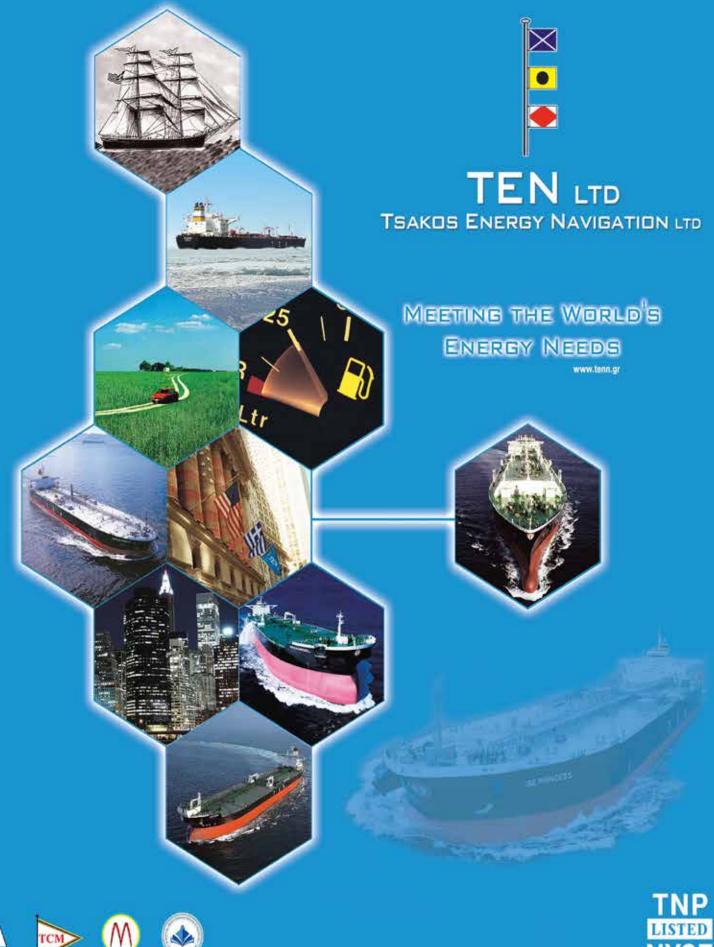
It is the fourth consecutive year that we partner with DNB and we would like to express our appreciation for their partnership, support and contribution to the organization of this Forum. We would also like to thank our sponsors, supporting organizations and media partners for their support and contribution in making this event another success.

Sincerely, Nicolas Bornozis President Capital Link, Inc.



Capital Link, Inc. New York • London • Oslo • Athens • Limassol • Shanghai • Hong Kong • Tokyo • Singapore Linking Shipping & Investors Across The Globe..... Excellence in Investor Relations and Financial Communications www.capitallink.com | www.capitallinkforum.com | www.capitallinkportals.com

# 26 YEARS OF CONTINUOUS GROWTH







By: Theodore S. Jadick, Jr. President and CEO DNB Markets, Inc.



On behalf of DNB Markets, Inc., I would like to welcome all participants to Capital Link's 11<sup>th</sup> annual New York Maritime Forum. We are pleased to be the prime sponsor of this event for the fourth year running.

Together with Nicolas Bornozis and his team at Capital Link, we have put together what we believe is an interesting and diversified program of speakers and panels to address and debate the key issues in front of us. At the end of the day we hope you will have gained some new insights and made a few new contacts.

Additionally, we are bringing forward relevant presentations from key stakeholders in the local New York maritime industry – a critical component in New York's position as the leading international financial market for the industry.

Thanks to all of the Forum participants for their efforts and input.

DNB Markets, Inc. is an integral part of DNB Bank ASA, Norway's largest financial institution and a leading full service corporate and investment bank for the international maritime industry. We have a global team of professionals dedicated to this industry and we strive to provide our corporate and institutional clients with the best insight, advice and execution available in the market.

I sincerely hope that you enjoy the day.

# YOU BRING IT TO LIFE WE BRING IT TO MARKET

NYSE | LEADER IN TECH IPOS







7:30 AM – 7:55 AM





IN COOPERATION WITH



REGISTRATION



NYCEDC

THE PORT AUTHORITY OF NY& NJ

	IGE (1 <sup>st</sup> FLOOR)	
7:55 AM – 8:00 AM WELCOME REMARKS		
Mr. Nicolas Bornozis, President – Capital Link		
8:00 AM – 8:05 AM		
OPENING REMARKS		
Mr. Theodore Jadick, Managing Director, CEO and	nd President – DNB Markets – Conference Chairman	
	1 – 8:55 AM	
	SECTOR PANEL	
MODERATOR: Mr. Christian Wetherbee, Director, Airfreight, Surface &	& Shipping - Citi Research	
PANELISTS:		
Mr. Gary Vogel, CEO and Director - Eagle Bulk Shipping (NASDAQ	EGLE)	
<ul> <li>Mr. John C. Wobensmith, President &amp; CEO – Genco Shipping &amp; Tr</li> </ul>		
• Mr. Per Heiberg, CFO – Golden Ocean (NASDAQ: GOGL)		
• Dr. Loukas Barmparis President – Safe Bulkers (NYSE:SB)		
Mr. Robert Bugbee, President & Director - Scorpio Bulkers (NYSE:	•	
Mr. Stamatis Tsantanis, President & CEO – Seanergy Maritime Ho		
	1 – 9:25 AM GOPPORTUNITIES IN ASIA	
MODERATOR: Mr. Lee Klaskow, Senior Freight Transportation and Log		
PANELISTS:		
• Mr. Charles Maltby, CEO – Epic Gas (EPIC-ME:NO)		
Mr. Martyn Wade, CEO – Grindrod Shipping Holdings		
WEST LOUNGE (1 <sup>ST</sup> FLOOR)	LIBRARY (2 <sup>ND</sup> FLOOR)	
9:25 AM – 9:40 AM	9:25 AM – 9:40 AM	
	9:25 AM – 9:40 AM PORT MASTER PLAN 2050	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK	9:25 AM – 9:40 AM	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND?	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions.	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response of main stakeholders such as engine manufacturers and insurers.	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS:	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS: • Mr. Del Bobish, Executive Vice President / General Manager - Red	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response of main stakeholders such as engine manufacturers and insurers. MODERATOR: Mr. John Keough, Partner - Clyde & Co	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS: • Mr. Del Bobish, Executive Vice President / General Manager - Red Hook Terminals	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response of main stakeholders such as engine manufacturers and insurers.	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS: • Mr. Del Bobish, Executive Vice President / General Manager - Red	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response of main stakeholders such as engine manufacturers and insurers. MODERATOR: Mr. John Keough, Partner - Clyde & Co PANELISTS: MS. Kathy J. Metcalf, President and CEO – Chamber of Shipping of America Mr. Andreas Hadjipetrou, Managing Director – Columbia	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS: • Mr. Del Bobish, Executive Vice President / General Manager - Red Hook Terminals	
9:25 AM – 9:40 AM ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL 9:40 AM – 10:15 AM D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND? In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response of main stakeholders such as engine manufacturers and insurers. MODERATOR: Mr. John Keough, Partner - Clyde & Co PANELISTS: MS. Kathy J. Metcalf, President and CEO – Chamber of Shipping of America Mr. Andreas Hadjipetrou, Managing Director – Columbia Shipmanagement Mr. John LaRese, Technical Liaison Manager - ExxonMobil	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS: • Mr. Del Bobish, Executive Vice President / General Manager - Red Hook Terminals	
<ul> <li>9:25 AM – 9:40 AM</li> <li>ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL</li> <li>9:40 AM – 10:15 AM</li> <li>D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND?</li> <li>In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response of main stakeholders such as engine manufacturers and insurers.</li> <li>MODERATOR: Mr. John Keough, Partner - Clyde &amp; Co</li> <li>PANELISTS:</li> <li>Ms. Kathy J. Metcalf, President and CEO – Chamber of Shipping of America</li> <li>Mr. Andreas Hadjipetrou, Managing Director – Columbia Shipmanagement</li> <li>Mr. John LaRese, Technical Liaison Manager - ExxonMobil Marine Fuels</li> <li>Mr. Hamish Norton, President - Star Bulk Carriers (NASDAQ:</li> </ul>	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS: • Mr. Del Bobish, Executive Vice President / General Manager - Red Hook Terminals	
<ul> <li>9:25 AM – 9:40 AM</li> <li>ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL</li> <li>9:40 AM – 10:15 AM</li> <li>D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND?</li> <li>In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response of main stakeholders such as engine manufacturers and insurers.</li> <li>MODERATOR: Mr. John Keough, Partner - Clyde &amp; Co</li> <li>PANELISTS:</li> <li>Ms. Kathy J. Metcalf, President and CEO – Chamber of Shipping of America</li> <li>Mr. Andreas Hadjipetrou, Managing Director – Columbia Shipmanagement</li> <li>Mr. John LaRese, Technical Liaison Manager - ExxonMobil Marine Fuels</li> <li>Mr. Hamish Norton, President - Star Bulk Carriers (NASDAQ: SBLK)</li> </ul>	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS: • Mr. Del Bobish, Executive Vice President / General Manager - Red Hook Terminals	
<ul> <li>9:25 AM – 9:40 AM</li> <li>ENERGY TRANSITION OUTLOOK Mr. Sergio Garcia, Manager - DNV GL</li> <li>9:40 AM – 10:15 AM</li> <li>D-DAY IN SIGHT: ARE WE READY FOR 2020 AND BEYOND?</li> <li>In 77 days from this forum, the new low sulfur regulations kick in and we embark on the longer journey towards reducing carbon emissions. The panel will discuss the experience of operators preparing for D-Day and how they plan to comply with the new requirements. It will also focus on the availability, standardization and compatibility of marine fuels; how this affects the industry on a wider scale and the response of main stakeholders such as engine manufacturers and insurers.</li> <li>MODERATOR: Mr. John Keough, Partner - Clyde &amp; Co</li> <li>PANELISTS:</li> <li>Ms. Kathy J. Metcalf, President and CEO – Chamber of Shipping of America</li> <li>Mr. Andreas Hadjipetrou, Managing Director – Columbia Shipmanagement</li> <li>Mr. John LaRese, Technical Liaison Manager - ExxonMobil Marine Fuels</li> <li>Mr. Hamish Norton, President - Star Bulk Carriers (NASDAQ:</li> </ul>	9:25 AM – 9:40 AM PORT MASTER PLAN 2050 Mr. Robert LaMura, General Manager – The Port Authority of NY & NJ 9:40 AM – 10:15 AM MARINE HIGHWAYS: A ROADMAP TO SUSTAINABLE FREIGHT TRANSPORTATION IN THE NORTHEAST MODERATOR: Mr. Ryan White, Director of Freight Initiatives, Ports and Transportation Department – New York City Economic Development Corporation PANELISTS: • Mr. Del Bobish, Executive Vice President / General Manager - Red Hook Terminals	

10:15 AM – 10:50 AM	10:15 AM – 10:50 AM
BANK FINANCE	CHEMICAL TANKERS PANEL DISCUSSION
MODERATOR: Mr. Anthony Salgado, Partner – Blank Rome	MODERATOR: Mr. Jim Cirenza, Managing Director – DNB Markets, Inc.
<ul> <li>PANELISTS:</li> <li>Mr. Evan Cohen, Managing Director and Group Head of Maritime Finance Business – CIT</li> <li>Mr. Michael Parker, Chairman, Global Shipping, Logistics &amp; Offshore – Citi</li> <li>Mr. Jack Xu, Deputy Head of Shipping Finance Department - CMB Financial Leasing</li> <li>Mr. Evan W. Uhlick, Head of Ocean Industries, North America – DNB</li> </ul>	<ul> <li>PANELISTS:</li> <li>Mr. Bart Kelleher, CFO &amp; Chief Strategy Officer – Chembulk Tankers</li> <li>Mr. Bjørn Kristian Røed, Manager IR and Research - Odfjell SE (ODF:NO)</li> <li>Mr. Hans Feringa, President &amp; CEO – Team Tankers International (TEAM:NO)</li> </ul>
10:50 AM – 11:25 AM	10:50 AM – 11:25 AM
<b>CAPITAL MARKETS</b> Are Capital Markets open to shipping? The panel will discuss where to raise capital (New York, Oslo or elsewhere) and the attractiveness and feasibility of alternative capital markets products (common or preferred equity, straight or convertible bonds). It will also discuss the approach and commitment of investment banks to the shipping industry.	Attractiveness and cts (common or ill also discuss the to the shipping PANELISTS: Moderator: Ms. Despina Panayiotou Theodosiou, Co-CEO – Tototheo Maritime; President -WISTA International PANELISTS:
<ul> <li>MODERATOR: Mr. Will Vogel, Partner - Watson Farley Williams</li> <li>PANELISTS: <ul> <li>Ms. Christa Volpicelli, Managing Director – Citi</li> <li>Mr. Jae Kwon, Managing Director and Head of Corporate Finance – DNB</li> <li>Mr. Rikard Vabo, Managing Director - Corporate Finance - Fearnley Securities</li> <li>Mr. Douglas Mavrinac, Managing Director, Global Head Maritime Investment Banking – Jefferies LLC</li> </ul> </li> </ul>	<ul> <li>Ms. Boriana Farrar, LL.M., Vice President, Counsel, Senior Claims Executive and Business Development Director of the Americas – The American Club</li> <li>Mr. Alaxandra Anagnostis, Founder and President - Total Marine Solutions</li> <li>Mr. Kevin Humphreys, General Manager, Merchant &amp; Gas Carrier Segment Sales - Wartsila</li> </ul>
11:25 AM – 12:05 PM	11:25 AM – 12:10 PM
<ul> <li>PRIVATE EQUITY – INDUSTRY CONSOLIDATION &amp; RESTRUCTURING</li> <li>The involvement of Private Equity with shipping had a transformational impact. PE provided significant capital to the industry and helped it to restructure and consolidate. The involvement of PE with shipping has diminished but it still maintains a strong presence. The panel will discuss what deals can currently attract PE investment and what is PE's appetite and attitude for shipping today.</li> <li>MODERATOR: Mr. Larry Rutkowski, Partner – Seward &amp; Kissel LLP</li> <li>PANELISTS:         <ul> <li>Mr. Kevin O'Hara, Managing Director – AMA Capital Partners</li> <li>Mr. Arthur L. Regan, Operating Partner – Apollo Management</li> <li>Mr. Yohan Minaya, Managing Director – Evercore</li> <li>Mr. Michael Kirk, Co-Founder and Managing Director – RMK Maritime</li> <li>Mr. Paulo Almeida, Portfolio Manager – Tufton Oceanic Ltd.</li> </ul> </li> </ul>	US GOVERNMENT UPDATE ON TRADE & SANCTIONS UPDATE ON U.S. TRADE AGENDA – Presentation Update is on the Administration's overall US trade agenda generally including USMCA, UK EU Japan, China 301 enforcement, WTO Ms. Christina Sevilla, Ph.D., Deputy Assistant U.S. Trade Representative for Small Business - Office of the U.S. Trade Representative, Executive Office of the President UPDATE ON SANCTIONS Joint Presentation by the U.S. State & Treasury Departments Maritime sanctions policy and implementation/enforcement issues (both UN sanctions and U.S. autonomous sanctions) PRESENTERS & PANELISTS: Ms. Jennifer Chalmers, Maritime Sanctions Advisor - U.S. Department of State, Bureau of International Security & Nonproliferation, Office of Counterproliferation Initiatives
	Mr. Michael D. Wain, Sanctions Policy Advisor - Office of Foreign Assets Control, Policy Division, Department of the Treasury

NO PRESS OR MEDIA – CHATHAM HOUSE RULES APPLY

CONT	12:05 PM – 12:45 PM AINER SHIPPING SECTOR PANEL	12:10 PM – 12:45 PM GREEN SHIPPING – ESG INVESTING
MODERATOR: Mr. Ja	mes Jang, Managing Director, Head of cuations - Aegis Capital Corp.	Is a strong ESG platform a competitive advantage from a commercial and capital allocation perspective?
PANELISTS: Mr. Howard Fink Lines (North Ame Mr. Tasos Aslidis Mr. George Your Lease, Inc. (NYSE Mr. Constantin B	eel, Executive Vice President - COSCO Shipping erica) Inc. 5, CFO – Euroseas (NASDAQ:ESEA) roukos, Executive Chairman – Global Ship E:GSL) Baack, CEO - MPC Container Ships (NO:MPCC) ne, Vice Chairman - Navios Group of	2020 marks the beginning of a longer journey as the industry sets out to meet a new challenge – de-carbonization. The panel will discuss the changing regulatory environment and strategies to make shipping more sustainable from an operating point of view. Environmental, Social and Governance issues are an increasingly relevant topic for the industry's stakeholders and the importance of adapting to new realities will also be viewed in the context of how this may impact commercial opportunities and access to capital. <b>MODERATOR: Ms. Myra Shannon-Fuller,</b> Regional Communications Manager – <b>DNV GL</b>
		PANELISTS:
		<ul> <li>Mr. George Wells, Global Head of Assets &amp; Structuring, Cargill Ocean Transportation - Cargill</li> <li>Mr. Michael Parker, Chairman, Global Shipping, Logistics &amp; Offshore – Citi</li> </ul>
		<ul> <li>Mr. Evan W. Uhlick, Head of Ocean Industries, North America – DNB</li> <li>Mr. Stamatis Tsantanis, President &amp; CEO – Seanergy Maritime Holdings</li> </ul>
	LUNCHEON & K	EYNOTE ADDRESSES
1.00 PM - 2.20 PM	Maritime Administrate	H. Buzby (RADM USN, Retired), or - United States Department of Transportation Introductory Remarks by: las Bornozis, President – Capital Link
1:00 PM – 2:20 PM		resident & CEO – <b>Tellurian (NASDAQ:TELL)</b> Introductory Remarks by: aging Director, CEO and President – DNB Markets, Inc.
	WEST LOUN	IGE (1ST FLOOR)
	2:30 PN	л – 3:05 PM
• • •	LNG SEC ad of Shipping Research – DNB Markets Markets Research Analyst - DNB Markets	CTOR PANEL
Mr. Andy Orekar	in, CFO – Flex LNG (NYSE: FLNG) •, CEO - GasLog Partners (NYSE: GLOP) d, Director, President & CEO – Teekay Corporatic	on (NYSE: TK)

3:05 PM – 3:40 PM		
INVESTOR ATTITUDES IN SHIPPING		
The panel will discuss the changing landscape of investors and their attitude to shipping today. Will focus on institutional interest – are investors looking for value, growth, yield, momentum? Also, on the increasing role of individual investors. Active investors in shipping today represent a small fragment of the overall investor base – the panel will discuss what investors are looking for, what they expect from the companies they invest in in		
terms of business approach, governance, investor relations, transparency, market liquidity and more.		
MODERATOR: Nicolas Bornozis, President - Capital Link		
PANELISTS:		
Mr. Richard Diamond, Managing Director - Castlewood Capital Partners		
<ul> <li>Mr. David Marcus, Co-Founder, CEO &amp; Chief Investment Officer - Evermore Global Advisors</li> </ul>		
Mr. James Dowling, Partner – Jefferies Capital Partners		
Mr. Tyler Olson, Portfolio Manager - Karlin Asset Management		
3:40 PM – 4:15 PM		
ALTERNATIVE FINANCE		
The changing landscape of finance is enriched with several new platforms which are ready to provide debt financing to the shipping industry. Alternative Finance is becoming a bigger source of capital to the industry next to traditional banks, leasing houses and fixed income capital markets instruments. Furthermore, it is open not just to bigger companies but also to smaller and mid-sized owners, who represent a big portion of the industry.		
The session will also include a Live Deal Offering by Yield Street, whose FinTech Platform combines Capital Markets & Technology. Yield Street's last offering was oversubscribed in less than 40 seconds.		
MODERATOR: Ms. Amanda K. Brown, Counsel - Reed Smith		
PANELISTS:		
Mr. Nino Mowinckel, Managing Director – Hayfin – Breakwater		
Mr. Hans Oust Heiberg, Partner - Sole Shipping SO Adviser Limited		
Mr. Milind Mehere, CEO – YieldStreet Marine Finance		
4:15 PM – 4:50 PM		
PRODUCT TANKER PANEL		
MODERATOR: Mr. Randy Giveans, Maritime Shipping Group Head, Equity Analyst – Jefferies		
PANELISTS:		
<ul> <li>Mr. Anthony Gurnee, Founder and CEO – Ardmore Shipping Corporation (NYSE:ASC)</li> </ul>		
Mr. Carlos Balestra Di Mottola, CFO - d'Amico International Shipping S.A. (BIT:DIS)		
Mr. Kevin Kilcullen, CFO - Diamond S Shipping (NYSE: DSSI)		
Mr. Robert Bugbee, President - Scorpio Tankers Inc. (NYSE:STNG)		
4:50 PM – 5:30 PM		
CRUDE TANKER SHIPPING PANEL		
MODERATOR: Mr. Nicolay Dyvik, Head of Shipping Research – DNB Markets		
PANELISTS:		
Mr. Brian Gallagher, Head of Investor Relations – Euronav (NYSE: EURN)		
Mrs. Lois Zabrocky, CEO – International Seaways (NYSE:INSW)		
Mr. Robert Burke, CEO – Ridgebury Tankers		
Mr. Eric Nagel, Director, Chartering and Freight Trading, Atlantic and Global Support Services – Teekay Tankers (NYSE: TK)		
Mr. Harrys Kosmatos, Head of Strategy & Business Development – Tsakos Energy Navigation (NYSE:TNP)		
5:30 PM – 6:20 PM		
ANALYST PANEL		
MODERATOR: Mr. Theodore Young, Chief Financial Officer - Dorian LPG		
PANELISTS:		
<ul> <li>Mr. James Jang, Managing Director, Head of Maritime &amp; Special Situations - Aegis Capital Corp.</li> </ul>		
<ul> <li>Mr. Amit Mehrotra, Director, US Transportation &amp; Shipping - Deutsche Bank</li> </ul>		
Mr. Nicolay Dyvik, Head of Shipping Research – DNB Markets		
Mr. Jonathan Chappell, Senior Managing Director – Evercore ISI		
Mr. Randy Giveans, Vice President, Equity Research – Jefferies LLC		
Mr. Michael Webber, CFA, Managing Partner - Webber Research & Advisory		
6:30 PM – 7:30 PM		
NETWORKING COCKTAIL RECEPTION		



# PROUD MARKET FOR SHIPPING.

**36** shipping companies list on Nasdaq with a total market value of **\$57.4B USD**.

# **Capital Link Forums**

### 2019 Calendar



th Annual Capital Link Greek Shipping Forum Friday, February 22, 2019

Hilton Athens 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 of the global economy - but also review various funding alternatives for raising capital among listed and private shipping companies.



**C**rd Annual Capital Link Cyprus Shipping Forum Wednesday, February 27, 2019 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, financers and investors.



International Shipping & Offshore Forum

The thirteenth installment of the Invest in International Shipping Forums is investor-focused event allows platform for high-level executives and shipping companies to share and examine the shipping markets in light of annual results. Institutional investors and analysts, financial

advisors, bankers, financial media, and other qualified investors will be in attendance.





This event is 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.

 $\Delta$  th Annual Capital Link International Shipping Forum China Friday, May 10, 2019 Grand Kempinski Hotel Shanohai, China



This event, organized in Partnership with Columbia Shipmanagement and Singhai Marine Services provides investors with a comprehensive review of various shipping markets to investment communities in China and throughout Asia. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine

services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financers and investors.



Capital Link Japan Maritime Forum Tuesday, May 14, 2019 The Peninsula Tokyo - Tokyo, Japan

This event will be organized in Partnership with Columbia Shipmanagement. The seminar will provide an educational foundation into all major areas of shipping markets, maritime operations, regulatory, geopolitical and industry trends

affecting shipping. Participants will gain a comprehensive review of the current outlook of the various shipping sectors, environmental regulations and compliance, the impact of technology, marine insurance, shipbuilding; ship management, financial and capital markets, and topics of critical interest to shipping industry participants, financiers and investors.



### th Annual Capital Link Closed-End Funds and Global ETFs Forum

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.





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.



th Annual Capital Link Shipping & Marine Services Forum Tuesday, September 10, 2019 116 Pall Mall - 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.



9 th Annual Capital Link Operational Excellence in Shipping Forum Best Industry Practices – A Competitive Advantage Wednesday, October 2, 2019 - Divani Caravel Hotel, Athens This Forum discusses 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 showcases how

implementation of Best Practices translates into financial, operational and commercial competitive advantages.

11 th Annual Capital Link New York Maritime Forum Tuesday, October 15, 2019



Tuesday, October 15, 2019 The Metropolitan Club New York – The Capital for Shipping The New York Maritime Forum (NYMF) is both an investment and an industry conference. The objective of the Forum is to enhance New York's profile as a place of business to the global maritime industry and especially to global shipping firms and industry participants who do not reside in New York.



This event is organized in Partnership with InvestHK and the Hong Kong Government. 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, the impact of technology, and marine services. The Forum will also highlight the role of Hong Kong & Asia for the global shipping industry.



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.

<u>New York – London – Athens – Limassol - Oslo – Shanghai – Singapore - Tokyo</u> <u>www.capitallink.com</u> - <u>www.capitallinkforum.com</u>

# Keeping the City

CAI IP

New York City Economic Development Corporation works to transform and modernize the way goods move into, through, and out of the five boroughs.

Learn more about our work on the waterfront, including Freight NYC and PortNYC, at edc.nyc.











COLEMBER 3000



### **IN COOPERATION WITH**

🚺 Nasdaq





# **GLOBAL LEAD SPONSOR**



**TSAKOS ENERGY NAVIGATION TEN,** was founded in 1993 and celebrating this year 26 years as a public company, is one of the first and most established public shipping companies in the world. TEN's diversified energy fleet currently consists of 68 double-hull vessels, including two aframax and two suezmax tankers under construction, constituting a mix of crude tankers, product tankers and LNG carriers, totaling 7.5 million dwt. Of the proforma fleet today, 48 vessels trade in crude, 15 in products, three are shuttle tankers and two are LNG carriers.

### **GLOBAL GOLD SPONSORS**



**Columbia Shipmanagement** has established its leading position as a world-class international ship manager and maritime services provider based on its professionalism, commitment and tremendous added-value granted to its clients. With over 40 years of experience since its foundation by Mr Heinrich Schoeller in 1978 in Limassol (Cyprus), Columbia's leverages a global presence of more than 20 management and representative offices, crew agencies and training centers worldwide.

With over 15.000 professionals on land and sea, Columbia delivers the best customizable, flexible and modular solutions to the individual client's business scenario which translates into cost-efficient maritime solutions. Fully embracing a digital revolution, Columbia's proactive approach towards maximum efficiency and Optimisation provides an unique set-up and fully transparent control to their assets and the use of economies of scale to ensure optimized ship management services.



**DNV GL** is the world's leading classification society and a recognized advisor for the maritime industry. We enhance safety, quality, energy efficiency and environmental performance of the global shipping industry – across all vessel types and offshore structures. We invest heavily in research and development to find solutions, together with the industry, that address strategic, operational or regulatory challenges.



**Tototheo Maritime** specializes in innovative, efficient and functional solutions in the fields of digitalization, satellite and radio communication, automation and navigation systems.

At Columbia Shipmanagement, we are committed to establishing long-term partnerships with our clients. We value the trust placed in us and aim to serve with transparency.

Columbia Shipmanagement







COLUMBIA SHIPMANAGEMENT

columbia-shipmanagement.com

### **GLOBAL GOLD SPONSORS**

Headquarters are located in Cyprus and we have our own office in Greece and partner offices in Dubai and Singapore. Our vast experience in the maritime sector provides us with the unique advantage of in depth understanding of our customers' needs combined with our dynamic approach towards innovative technologies, thus allowing our clients to generate more value out of their daily operations.

Tototheo Maritime operates in a connected dynamic and sustainable maritime sector, supported by reliable and efficient connectivity and innovative technologies – all underpinned by the Tototheo values. We conduct our business with honesty and transparency, offering equal terms of treatment without prejudice. Our team's foremost goal is to listen and confidently trek into the future while keeping a firm link to the present.

# **GLOBAL SPONSORS**



The goal of **Citi's** Institutional Clients Group (ICG) is to be the best banking partner for its clients by offering a full spectrum of wholesale banking products and services in all of the markets in which it operates.

Through Citi's unmatched, worldwide proprietary network with a physical presence in 98 markets, Citi is uniquely positioned to take advantage of evolving global trends and provide large, multinational corporations, public sector entities, ultra highnet-worth households and investment managers with a full suite of integrated products and services.



Since its establishment, **CMB Financial Leasing** has always taken the mission of "supporting the national strategy, serving the real economy and promoting the industry upgrade", adhered to the management and service concept of "just for you", insisted on the development strategy of "internationalization, specialization and differentiation", introduced financial solutions of ten industries, aviation, shipping, energy, infrastructure construction, equipment manufacturing, environment, health and culture-oriented tourism, public transportation, intelligent interconnection and logistics, and horizontal leasing, gradually established a relatively sound system of financial leasing products and services, and gradually become the backbone of integrated management of China Merchants Bank. With more than ten years of development, CMB Financial Leasing has realized the balanced development of "benefit, quality, scale and structure" after two stages of "start-up and take-off" and "transition and leap-over". CMB Financial Leasing's outstanding business development performance was highly appraised by domestic and foreign mainstream rating agencies and authoritative media. In addition to higher international rating, CMB Financial Leasing won a number of well-known awards in the industry.

CMB Financial Leasing has been promoting product innovation with customer demand as the core, and implemented a series of innovative products such as Flag of Convenience Operating Ship Leasing, Aircraft Bonded Leasing, Large-scale Equipment Operating Leasing and Horizontal Leasing Service Platform. In 2018, CMB Financial Leasing took "innovation and enterprising" as the third five-year development theme. It hopes to grasp the opportunity of technological changes in the new era of the journey, comprehensively promotes business and management innovation with "approaching leasing" as the main line and financial technology as the tool, responds to the national strategic call with the striving and enterprising spirit, and moves forward towards the goal of becoming "a financial leasing company preferred by industry leaders"!



#### The Astrup Fearnley Group & Fearnley Securities

#### Astrup Fearnley:

The Astrup Fearnley Group dates back to 1869 when its founder, Mr. Thomas Fearnley, established a shipbroking business in Oslo, Norway. Today, 150 years later, the Group is a leading, independent and global provider of brokerage, research,



# ALWAYS AT THE HELM WITH DNV GL

DNV GL's digital services are now available on Veracity, our open industry platform. Sign in to access a wealth of maritime applications and analytic services that can help you make better use of your data. So no matter where you are, or what you need to do, you are always in control.

### Visit Veracity.com

SAFER, SMARTER, GREENER



## **GLOBAL SPONSORS**

financial and advisory services to investors and companies involved in maritime industries such as shipping and offshore.

#### Fearnley Securities:

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

# ReedSmith

Driving progress through partnership

**Reed Smith** is a dynamic international law firm dedicated to helping clients move their businesses forward. Our belief is that by delivering smarter and more creative legal services, we will not only enrich our clients' experiences with us, but also support them in achieving their business goals.

Our long-standing relationships, international outlook, and collaborative structure makes us the go-to partner for the speedy resolution of complex disputes, transactions, and regulatory matters.

# Jefferies

Jefferies is a diversified financial services company engaged in investment banking and capital markets, asset management and direct investing. Jefferies Group offers a full range of investment banking, equities, fixed income, asset and wealth management products and services. Jefferies is a diversified financial services company engaged in investment banking and capital markets, asset management and direct investing. Jefferies Group offers a full range of investment banking, equities, fixed income, asset and wealth management products and services.



**Watson Farley & Williams** is a leading international law firm providing multidisciplinary legal solutions to some of the most complex commercial transactions and high-value disputes in the world. With a strong sector focus, we combine our technical excellence and deep industry knowledge to counsel clients across energy, transport and real estate.

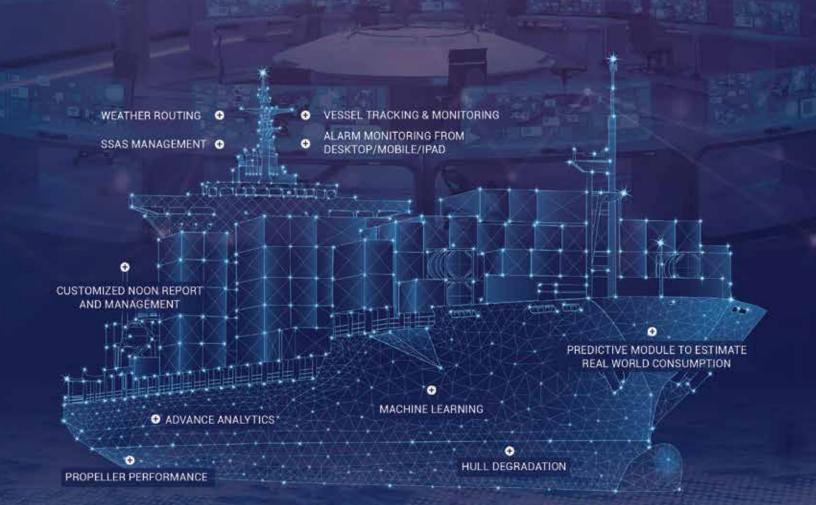


With total assets of € 155 billion, **NORD/LB** Norddeutsche Landesbank is one of Germany's leading merchant banks. Its core business segments include structured finance in the energy and infrastructure sector, maritime industries and aircraft finance, corporate client business, commercial real estate finance, capital market business and private and commercial client business including private banking. The bank has headquarters in Hanover, Braunschweig and Magdeburg. NORD/LB also has branches in Bremen, Oldenburg, Hamburg, Schwerin, Düsseldorf, Munich and Stuttgart. Outside Germany, NORD/LB is active in Luxembourg with a covered bond bank (NORD/LB Covered Bond Bank) and also has offices in London, New York, Singapore and Shanghai.



**YieldStreet** is building the largest global digital wealth management platform to change the way wealth is created. With an investor-first approach, YieldStreet's community can build a diversified portfolio of investments outside of the stock market and generate passive income. Investors get unprecedented access to asset classes such as Real Estate, Marine Finance, Legal Finance & Commercial loans. Headquartered in New York City with offices in Brazil, Argentina and Greece, the company is backed with \$178M in equity and debt capital from firms including Edison Partners, Greycroft, & Raine Ventures. Join the movement at www.yieldstreet.com.





A bespoke, decision-support Software as a Service, complemented by the platform, processes and people to increase voyage earnings

# INTELLIGENT. EFFICIENT.





# **SPONSORS**



**Aegis Capital Corporation** has been in business for over 35 years and maintains a conflict free service platform catering to the needs of private clients, institutions and corporations. Aegis Capital Corp. was founded in 1984 by Robert Eide, the current CEO and Chairman. Aegis is a premiere full-service investment banking firm with over 26 locations and employees stretching across the US.

Aegis is able to bring quality service through our primary clearing relationship with RBC Correspondent Services whose parent company, Royal Bank of Canada is one of the world's leading diversified financial services companies. Our clients value the safety of knowing their assets are held at third-party custodians. We have the practical experience for the challenges facing today's industry leaders. Whether a client is looking for wealth management, retirement services, insurance, investment banking, private banking or institutional services, Aegis has the team to assist. We pride ourselves on being able to provide the attention that our diverse client base expects.



**AMA Capital Partners LLC** is a merchant banking firm focused on the transportation and energy industries worldwide. With 12 professionals in New York and Los Angeles, the firm has proven expertise across a wide spectrum of advisory services including mergers and acquisitions, restructuring distressed companies, capital raising and strategic planning.

Bringing extensive experience executing complex transactions and unlocking value, AMA seeks to act as a bridge between the financial and operating worlds and stands as the partner of choice for transportation companies and investors alike, and provides pro-active senior level attention from our Managing Directors. AMA is also active in principal investing. Since AMA's initial investment vehicle in 2000, the firm has demonstrated its ability to successfully enter and exit investments throughout multiple economic and industry cycles. With roots in the maritime industry since its inception, AMA has in-house expertise in all critical areas of successful investing: origination, evaluation, execution and ongoing management.



With nearly 40 shipping attorneys in New York, Washington, D.C., Houston, and Philadelphia, Blank Rome has the largest and most comprehensive maritime practice in the United States. Recipient of the Lloyd's List Excellence in Maritime Law Award in 2019, recognizing "exemplary expertise and commitment to the shipping industry as well as innovation through which lawyers have played a crucial role in notable cases, restructuring, or dispute resolution." Our firm was ranked Band 1 for Nationwide Transportation Shipping Litigation and Nationwide Shipping Regulatory by Chambers USA for six consecutive years (2014 through 2019). We have also been recognized as a Top-Tier Firm by The Legal 500 United States 2018 in Shipping - Finance, Shipping - Litigation, and Shipping - Regulation, and by U.S. News & World Report consistently ranks us as a top tier firm. And, in 2016 and 2015, we won Lloyd's List North American Maritime Legal Services Award.



**Cargill Ocean** Transportation is a leading freight-trading business that provides bulk shipping services to customers across the globe. Founded in 1956, Cargill commands the highest level of operational expertise which ensures the sustainable and efficient management of its 650-strong fleet. Cargill has a unique market perspective and combines first-class operations with expert trading in both physical and financial freight markets.



# **Solutions for Shipping Finance**

CMBFL has established a robust platform to provide shipping finance solutions, including finance lease, operating lease, structured products, financial consultancy, and shipping assets management. With a sound portfolio and a whole suite of shipping financial services where the international and domestic businesses interact nicely, CMBFL has successfully cultivated a large number of high-quality shipping finance clients.



# SAILING FURTHER <sup>sc</sup> FINANCING THE FUTURE

Add: 21-23F, China Merchants Bank Building, No.1088, Lujiazui Ring Road, Shanghai, China **E-mail:** zyzlsceb@cmbchina.com **Fax:** (86)21-61059911 **Website:** www.cmb-leasing.com

# **SPONSORS**



**CIT's** Commercial Finance division provides lending, leasing and treasury management services to middle market businesses nationwide. The division's core strength is leading complex transactions that demand deep industry knowledge and customized solutions to deliver successful results.

Maritime Finance, part of CIT's Commercial Finance division, offers customized solutions for secured loans to a global client base of vessel owners and operators. Key areas of focus include the tanker, bulker, container and Jones Act shipping sectors.

# CLYDE&CO

**Clyde & Co** is a dynamic, rapidly expanding global law firm with over 440 partners and 1,800 lawyers in more than 50 offices and associated offices worldwide. We advise businesses that are at the heart of global commerce and trade. Our combination of sector expertise, commercial attitude and in-depth regional understanding provides a unique perspective.

As part of the largest marine practice in the world, Clyde & Co lawyers advise on maritime, trade, energy and environmental matters in the United States. Our US team addresses the key issues facing clients today, from marine and offshore casualties, to coastal environmental disasters and climate change risks, to piracy, cyber and US economic sanctions. We handle matters on the cutting edge of industry trends and strive to protect our clients' best interests.

#### Integrity

Strictly adhere to the principle of doing the right thing at all times and in all circumstances.

Excellence

Relentlessly strive to achieve the highest standards of quality.

#### Respect

Create an inclusive environment where we value diversity and treat all people with the utmost dignity and respect.

#### Investment in People

Attract the most talented people and inspire them to reach their highest potential through a deep commitment to career development.

#### Partnership

Promote a culture which encourages honest debate, yet demands collaboration and uncompromising teamwork.



**Hayfin** was founded in 2009 with the ambition of creating one of Europe's leading investment platforms. We focus on delivering best-in-class risk-adjusted returns for our investors across four strategies: Direct Lending, Special Opportunities, High-Yield Credit and Structured Credit.



# Evercore

#### **Client Focus**

Invest in long-term relationships with our clients through independent, trusted, and innovative advice to help them achieve superior results. **Inmarsat** is the leader in global mobile satellite communications. Thousands of vessels rely on our unrivalled end-to-end service availability and coverage for operational communications and safety services.

We offer the broadest portfolio of mobile voice and data solutions on the market. So we can meet the needs of all types and size of vessel – and every budget.

# <sup>66</sup> The difference is... they're the ones who go the extra mile for you.<sup>99</sup>

When you want to take your company further, we can provide all the resources you need. Because with us, you get a crew that uniquely combines advisory expertise and trading capabilities with maritime industry knowledge. We offer you the full range of investment banking services, and our experience and relationships in the sector enable us to devise, structure and execute almost any type of deal. To learn more about Jefferies' maritime capabilities, please visit Jefferies.com.



# **Jefferies**

INVESTMENT BANKING | EQUITIES | FIXED INCOME | ASSET MANAGEMENT | WEALTH MANAGEMENT | JEFFERIES.COM

Clients First-Always<sup>ss</sup>

## **SPONSORS**



**RMK** is a maritime-focused finance and advisory firm with dual headquarters in London and New York. RMK assists maritime companies in raising capital from first mortgage debt to common equity and assists investors in analyzing and making both primary and secondary maritime investments. RMK is led by principals with expertise across the shipping spectrum with more than 100 years of specific shipping and ship finance expertise.



**Seward & Kissel** enjoys a global reputation as the "go to" U.S. law firm in the maritime arena. Our attorneys in the maritime practice serve as trusted advisors to many of the world's most notable public and private maritime companies, financial institutions and other industry participants in the areas of banking and finance, capital markets, mergers and acquisitions, private equity, restructuring and insolvency, tax, litigation and regulatory, and have handled many of the world's biggest, most complex and innovative transactions in the U.S. and around the globe. From the restructurings and bankruptcies of the 1980s, through the boom and bust of the high-yield market in the late 1990s and early 2000s; from the flourishing loan and public offering markets in the mid-2000s to the most recent foreclosures, restructurings and industry consolidations, Seward & Kissel has been involved every step of the way.

Our practice and lawyers are consistently recognized as market leaders by Chambers & Partners, Legal 500, Lloyd's and other publications, and we pride ourselves in being the preeminent U.S. maritime law firm with the substantive expertise, marketsetting experience and manpower to handle any matters that the future may hold for the maritime industry



Sole Shipping's mission is to do sale and lease back projects on Bareboat Charter basis for the mutual benefit of the Charterer and Sole. Sole typically does 5 - 8 year bareboat deals with call options and a put option. We have a wide mandate with regards to vessel type (including offshore) and age of asset. The current fleet of 32 vessels is diverse including bulk carriers, crude carriers, product carriers, lpg carriers, chemical carriers and heavy lift vessels. The preferred deal size USD 20m - USD 200m. Our investor base is primarily institutional investors and family offices. We recently successfully launched a new fund. Sole has currently invested equity / committed funds of about USD 450m. Sole has an experienced shipping team consisting of John Hatleskog, Jan William Denstad (CEO), Roy T. Mosvold, Hans Oust Heiberg and Even Knutsen. Sole Shipping was established in June 2004 and has had a consistent strategy since inception. In this period Sole acquired tonnage for about USD 1bn with total of approximately 2m deadweight tons.



**Tufton Oceanic** is committed to being the pre-eminent fund manager for investors in the Maritime, Energy related and the wider global transportation and infrastructure sectors. We offer innovative, solution oriented investment advisory services within our core areas of expertise.



**Wärtsilä** is a global leader in smart technologies and complete lifecycle solutions for the marine and energy markets. By emphasising sustainable innovation, total efficiency and data analytics, Wärtsilä maximises the environmental and economic performance of the vessels and power plants of its customers. In 2018, Wärtsilä's net sales totalled EUR 5.2 billion with approximately 19,000 employees. The company has operations in over 200 locations in more than 80 countries around the world. Wärtsilä is listed on Nasdaq Helsinki.



# Navigating **global shipping** and **offshore transactions**

Our integrated practice provides finance, restructuring and corporate legal services to the shipping and offshore industries and investors on a global basis

ABU DHABI ATHENS BEIJING CENTURY CITY CHICAGO DALLAS DUBAI FRANKFURT HONG KONG HOUSTON KAZAKHSTAN LONDON LOS ANGELES MIAMI MUNICH NEW YORK PARIS PHILADELPHIA PITTSBURGH PRINCETON RICHMOND SAN FRANCISCO SHANGHAI SILICON VALLEY SINGAPORE TYSONS WASHINGTON, D.C. WILMINGTON

reedsmith.com

ReedSmith

Driving progress through partnership

### **SPEAKER BIOS**

### **CONFERENCE CHAIRMAN**



#### **Theodore S. Jadick, Jr.** Managing Director, President and CEO DNB Markets, Inc.

Ted Jadick is currently the President and CEO of DNB Markets, Inc., a fully registered broker dealer in the U.S.

and a wholly owned subsidiary of DNB Bank ASA, Oslo, Norway. Ted has held this position for the past 5 ½ years.

DNB Markets, Inc. provides a full range of investment banking and securities sales and trading products and services to corporate clients within the Shipping, Oilfield Service and integrated Energy sectors and to major U.S. and Canadian institutional investors. The firm is headquartered in New York, NY and maintains branch offices in Houston and London.

Prior to his current role, Ted spent 20 years as a shipping finance banker in DNB Bank's Shipping, Offshore & Logistics Division including stints in New York, Athens, Oslo and London. His last role in the Bank prior to joining the broker dealer was that of head of all international shipping finance activities based in London.

### **KEYNOTE ADDRESSES**



Mark H. Buzby Maritime Administrator United States Department of Transportation

Rear Adm. Mark H. Buzby, USN, Ret. was appointed by President Donald Trump and

sworn in as Maritime Administrator on August 8, 2017. Prior to his appointment, Buzby served as president of the National Defense Transportation Association, a position he has held since retiring from the U.S. Navy in 2013 with over 34 years of service.

A 1979 graduate of the U.S. Merchant Marine Academy, Buzby earned his Bachelor of Science in Nautical Science and U.S. Coast Guard Third Mate License. He was commissioned in the U.S. Navy in June 1979, is a graduate of the Joint Forces Staff College and holds master's degrees from the U.S. Naval War College and Salve Regina University in Strategic Studies and International Relations respectively.

Buzby commanded destroyer USS CARNEY (DDG 64), Destroyer Squadron THIRTY-ONE, Surface Warfare Officers School Command, and Joint Task Force GUANTANAMO BAY. As a junior officer, Buzby served in USS CONNOLE (FF1056), USS ARIES (PHM 5), USS YORKTOWN (CG 48), USS JOHN PAUL JONES (DDG 53) and USS SHILOH (CG 67) primarily in operations and combat systems billets. In 1985, he was the Atlantic Fleet Junior Officer Shiphandler of the Year.

Ashore, he served on staffs of SIXTH Fleet, US Fleet Forces Command, the Navy staff, and the Joint Staff. Buzby served as the Commander of the U.S. Navy's Military Sealift Command

from October 2009 to March 2013. Buzby's personal awards include the Defense Superior Service Medal, Legion of Merit (four awards), Bronze Star, Defense Meritorious Service Medal, Meritorious Service Medal (five awards) and various other unit and campaign awards.



Meg A. Gentle President and Chief Executive Officer Tellurian

Meg Gentle has served as President and Chief Executive Officer of Tellurian since August 31, 2016.

She previously served as Executive Vice President-Marketing at Cheniere Energy, Inc. from February 2014 until August 26, 2016. She also served as Senior Vice President-Marketing, Senior Vice President and Chief Financial Officer, Senior Vice President-Strategic Planning & Finance. Vice President of Strategic Planning, and Manager of Strategic Planning.

Before joining Cheniere, Meg spent eight years in energy market development, economic evaluation and long-range planning. She conducted international business development and strategic planning for Anadarko Petroleum Corporation and energy market analysis for Pace Global Energy Services.

Meg received a B.A. in Economics and International Affairs from James Madison University in May 1996 and an M.B.A. from Rice University in May 2004

### **SPEAKERS**



Paulo Almeida Portfolio Manager Tufton Oceanic LTD.

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

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

### WATSON FARLEY & WILLIAMS

# LARGEST DEDICATED MARITIME LEGAL PRACTICE

Industry heavyweight with 35 years of experience advising across the full spectrum of maritime assets. With our roots in asset finance, we are now recognized as the market-leading, full service firm in the maritime space.

Ranked Band 1 by Chambers & Partners in 10 jurisdictions worldwide.



Largest dedicated maritime legal practice

35 years of experience

500+ lawyers across 15 offices worldwide

wfw.com

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

© Watson Farley & Williams 2019. All references to 'Watson Farley & Williams' in this advertisement mean Watson Farley & Williams LLP and/or its a This constitutes attorney advertising.

### **SPEAKER BIOS**

an apprentice shipfitter at Electric Boat, as an engine and deck cadet with Exxon Shipping and in structural engineering at Electric Boat and the Skaarup Group.

Alaxandra Anagnostis Founder and President Total Marine Solutions



Tasos Aslidis Chief Financial Officer Euroseas Ltd

Dr. Tasos Aslidis has been the Chief Financial Officer, Treasurer and member of the Board of

Directors of Euroseas Ltd. since September 2005. He has also been a member of the Board of Managers of Euromar since its inception in March 2010. Prior to joining Euroseas, Dr. Aslidis was a partner at Marsoft Inc., an international consulting firm focusing on investment and risk management in the maritime industry.

Dr. Aslidis holds a Diploma in Naval Architecture and Marine Engineering from the National Technical University of Athens (1983), M.S. in Ocean Systems Management (1984) and Operations Research (1987) from the Massachusetts Institute of Technology, and a Ph.D. in Ocean Systems Management (1989) also from the Massachusetts Institute of Technology.



Evan Cohen Managing Director CIT

Evan Cohen has served as managing director and group head for CIT Group's Maritime Finance

business since November 2018. In this position, he leads a team of underwriting and business development professionals in building new client relationships and generating and closing loans secured by vessels and other maritime assets.

Prior to joining CIT, Cohen served as CEO at Amsterdam-based DC Maritime Partners, an international maritime corporate finance and advisory company. Earlier in his career, he spent 14 years at DVB Bank, a specialist in international transportation finance headquartered in Frankfurt, Germany, where he had origination, management and risk responsibilities.



### Constantin Baack CEO MPC Container Ships

Mr. Constantin Baack serves as CEO of MPC

Container Ships ASA ("MPCC"), which since inception in April 2017 has built a fleet of 68 feeder container ships to become one of the world's largest owners within its segment. Within a mere 13 months from incorporation and under Mr. Baack's leadership, MPCC raised USD 425m in equity, USD 200m in a senior-secured bond, and made an unprecedented climb to the Mainboard of the Oslo Stock Exchange. In the two months following the listing, MPCC raised an additional USD 50m of equity, USD 50m in a five-year, non-recourse senior secured term loan and listed the USD 200m bond on the Oslo Stock Exchange.

Mr. Baack started his career in the marine operations department at Hamburg Süd in Sydney. He thereafter moved to Ernst & Young within auditing and transaction advisory out of Hamburg and Shanghai. In 2008, Mr. Baack joined the MPC Group in Hamburg where he has since held various senior management positions in Germany and abroad, including Head of Shipping of the MPC Group, Managing Director of Ahrenkiel Steamship and CFO of Frankfurt-listed asset and investment manager MPC Capital AG.

Mr. Baack studied business administration in Hamburg and Sydney. He holds a Graduate Diploma and a Master of Science in international business from the University of Sydney.

**Del Bobish** Executive Vice President / General Manager Red Hook Terminals



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



YieldStreet is an alternative investment platform for investors and asset managers, focused in specialty finance and asset based lending. We partner with experienced asset managers to originate, underwrite & service our investments.

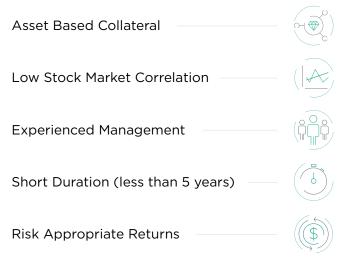
### The Only Platform to Participate in Multiple Verticals



"Uber and Netflix have fundamentally shifted consumer behavior and disrupted incumbent firms. In our research, we're beginning to see signs that Wall Street is being threatened by similar forces...one next-generation example already available today is YieldStreet."



### Investment Philosophy



### The YieldStreet Advantage

- Over \$600 million funded to date
- No fund limits! Grow your AUM with us
- Expedited execution, we understand credit
- Experienced origination, risk management and underwriting team

### **Debt Structure**

- Unitranche financing
- Senior debt
- 2nd-lien and subordinated debt
- Whole-loan transactions
- Club and syndicated investments



Michael Weisz President, Co-founder O: (646) 201-9330 mweisz@yieldstreet.com

#### **George Cambanis**

MD, YS Marine Finance O: +30 699 305760 george@yieldstreet.com

### **SPEAKER BIOS**

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.



Amanda K. Brown Counsel Reed Smith

Amanda is counsel in the Transportation Industry Group in the firm's New York office.

She represents clients in complex finance and private equity matters. Amanda advises major U.S. and non-U.S. banks and other institutional lenders in connection with cross-border and domestic ship finance transactions, including syndicated and bilateral loan facilities, revolving credit facilities and letter of credit facilities, both secured and unsecured. Amanda also represents shipowners as borrowers in finance transactions and assists shipowners with the registration of vessels in the United States and open registries.

Amanda advises equity investors in connection with joint ventures and other complex corporate transactions relating to the shipping industry.

In addition, Amanda has experience with matters relating to vessel construction contracts, charter arrangements and the sale and purchase of vessels.

### Awards & Recognition

• Super Lawyers: New York Metro area "Rising Star," Shipping, 2017

Professional and Community Affiliations

- New York City Bar Association
- Maritime Law Association of the United States
- Women's International Shipping & Trading Association (WISTA)
- Connecticut Maritime Association



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.



### Robert Bugbee President & Director Scorpio Tankers Inc.

Mr. Robert L. Bugbee is the, President and Director of Scorpio Tankers Inc., and Scorpio

Bulkers Inc. He has 33 years of experience in the shipping industry.

Prior to joining Scorpio Group, Mr. Bugbee was a partner at Ospraie Management LLP between 2007 and 2008, a company which advises and invests in commodities and basic industry. From 1995 to 2007, Mr. Bugbee was employed at OMI Corporation, or OMI, a NYSE-listed tanker company sold in 2007. While at OMI, Mr. Bugbee served as President from January 2002 until the sale of the company, and he previously served as Executive Vice President since January 2001, Chief Operating Officer since March 2000 and Senior Vice President of OMI from August 1995 to June 1998.

Prior to this, he was employed by Gotaas-Larsen Shipping Corporation since 1984. During this time he took a two year

### AEGIS CAPITAL CORP.

Institutional use only, \*Excludes Closed-end Funds, Special Purpose Entit

A Full Service Investment Bank 450+ Retail Brokers in 26 offices nationwide

Research

#### **James Jang**

Managing Director Head of Maritime & Special Situations (212) 897-1957 jjang@aegiscap.com

### **Investment Banking Team**

a I P and helieved hy Aeais to he reliable but has not been inden

David W. Boral Co-Head of Investment Banking (212) 600-2722 dboral@aegiscap.com

**Joseph T. Rallo** Co-Head of Investment Banking (212) 237-2997 jrallo@aegiscap.com

> Edward Tsuker Head of Global Syndicate (212) 237-2992 etsuker@aegiscap.com

Since 2013, Aegis Capital has been one of the top investment banks by number of US Equity underwriting transactions for deals up to \$50 million\*, which has led to the firm's focus in emerging growth companies. Collectively, the investment banking professionals have financed over \$250 billion of public and private capital through IPOs, Secondary Public Offerings, PIPEs, Private Placements, SPACs, Debt and Advisory Services.

The Investment Banking team has executed 500+ transactions throughout their careers as either book-runners or co-managers. Aegis has acted as a sole or left-lead book-running manager on over 50 initial public offerings.

Nothing contained herein constitutes an offer to sell or a solicitation of an offer to buy an interest in any Aegis Capital Corporation vehicle. Any offer can only be made to accredited investors and through the appropriate offering Memorandum. Past performance is not indicative of future results. Aegis Capital Corporation name and logo are registered service marks of Aegis Capital Corporation © 2019. All rights reserved. Securities offered through Aegis Capital Corporation member FINRA, SIPC.

### **SPEAKER BIOS**

sabbatical from 1987 for the M.I.B. Programme at the Norwegian School for Economics and Business Administration in Bergen. He is a Fellow of the Institute of Chartered Shipbrokers and has a B.A. (Honors) from London University.

Robert Bugbee is the recipient of the Seafarers International House – 2013 Outstanding Friend of Seafarers Award; was the Connecticut Maritime Association's 2014 Commodore, the U.S. shipping industry's highest honor, and won the 2016 Lloyd's List Newsmaker of the Year.



Robert (Bob) P. Burke CEO Ridgebury Tankers

CEO and founder of Westport CT based Ridgebury Tankers - 2013-Present. Ridgebury owns 20 oil

tankers ranging from 46,000 product tankers to 307,000 DWT VLCC's. Ridgebury Tankers is a private equity backed company owned by Riverstone Holdings and Ridgebury's Management.

CEO of Chembulk Tankers- 2006-2007. Owner of 23 stainless chemical tankers. Acquired in a leveraged buyout by a small management team and AMA Capital Partners in 2006. The company was and sold to Indonesian buyers in 2007.

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

1990-1998. Led shipping financing and investment activities as Managing Director of GE Capital Ship Finance Group.

Received an MBA Columbia University in 1985

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

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



### Mats Bye Equity Analyst, Shipping Research DNB Markets

Mats Bye joined the Shipping Research team in DNB Markets in 2017. The team covers 32

companies and is consistently top ranked. Mats follow the LNG, LPG and industry segments most closely. Prior to starting in DNB, Mats worked two years in corporate lending in Nordea, serving large shipping clients in the Nordic region. He holds an MSc in Economics and Business Administration from the Norwegian School of Economics (NHH).

### Jennifer Chalmers Maritime Sanctions Advisor U.S. Department of State, Bureau of International Security & Nonproliferation, Office of Counterproliferation Initiatives

Ms. Chalmers is a maritime sanctions advisor in the Office of Counterproliferation Initiatives in the U.S. Department of State's Bureau of International Security and Nonproliferation (ISN). Ms. Chalmers joined the Department in 2004 and has worked in the office of Counterproliferation Initiatives since 2006 to develop, implement, and improve counterproliferation policies, which are designed to impede the proliferation of weapons of mass destruction. The office works closely with the White House and other agencies, including the Departments of Defense, Treasury, Commerce, Homeland Security, and Justice, and with the intelligence community, to develop and implement appropriate diplomatic, defense, law enforcement, and rapid response options, and other international measures designed to combat the proliferation of WMD.

Ms. Chalmers has focused exclusively on disrupting illicit maritime trade for the past five years, and before that was the Defensive Measures team chief directing efforts against North Korea, Iran and Syria. Jen joined the Department in 2004 as a Presidential Management Fellow and in her career has served on special assignments to Afghanistan and Syria. She received a Masters Degree in International Security Affairs from the Monterey Institute of International Studies in 2004.



#### Jonathan Chappell Senior Managing Director Evercore ISI

Jonathan Chappell, CFA, a Senior Managing Director and senior equity research analyst at

Evercore ISI, provides research coverage of marine transportation equities. Jon has been an equity research analyst since 1996, and he joined Evercore Partners as a Managing Director in 2011 after 11 ½ years in equity research at J.P. Morgan.

After spending more than three years at Value Line providing research coverage for several different industries as a generalist, Jon joined J.P. Morgan Securities' freight transportation team in 1999 focusing on the U.S. railroad and trucking sectors. Jon began to cover stocks in the oil tanker industry in 2001 as an associate analyst and, following an eight-month period during which he helped ramp-up coverage of the payroll processing industry, he returned to the shipping sector as a senior analyst in 2003.

Jon was voted #2 in the 2017 Institutional Investor poll for Shipping, #3 in 2016, and Runner-Up in the same poll in 2015. Jon was named the #1 analyst for stock selection in the Wall Street Journal's Best on the Street rankings in 2012 for industrial transportation and was also named as a top analyst in the same



amausa.com

### **SPEAKER BIOS**

survey and category in 2006. Jon was also named #1 Earnings Estimator for the Marine Industry in 2016 and 2017 and #3 in Stock Selection for the Marine Industry in 2015 by Thomson Reuters, and was named #1 in Stock Selection and #2 Earnings Estimator for the Marine industry in 2010, and #2 in Stock Selection for the Marine industry in 2009 by the Financial Times and Starmine. Jon was named the #3 Earnings Estimator for the Oil, Gas & Consumables industry in 2007 and #1 Earnings Estimator for the Marine industry in 2006 by Forbes.com and Starmine.

Jon has earned a B.S. degree in Management-Finance from Binghamton University and has earned the right to use the Chartered Financial Analyst designation.



Jim Cirenza Managing Director DNB Markets, Inc.

Jim has 35 years of experience in the securities sales and trading business with such firms as

Goldman Sachs (12 years) and JP Morgan (3 years). From 2001 to 2006, he was the President of Carnegie's U.S activities and subsequently from 2006 to 2009 he was the Global Head of Carnegie's securities business. Most recently, Jim was the CEO and CCO of Olivetree Securities, a start-up brokerage firm. Jim earned his business degree at Cornell University, the S.C. Johnson Graduate School of Management, and his undergraduate degree at Tufts.



### Carlos Balestra di Mottola Chief Financial Officer d'Amico International Shipping S.A.

Carlos Balestra di Mottola joined the d'Amico Group in 2003 where he held several roles, being

formerly in charge of Group Business Development and prior to that holding the position of financial controller of DIS until 2008. Since 2010 Mr. Balestra di Mottola is also a partner of Venice Shipping and Logistics S.p.A., an Italian company specialized in investments in the shipping and maritime logistics sector. Before joining the d'Amico Group, he obtained a Master in Business Administration from the Columbia Business School (NY), and worked at Lehman Brothers investment bank (in the London and New York offices) and at Banco Brascan (in the São Paulo offices in Brazil). He currently lives in Monte Carlo, Monaco.



Richard Diamond Principal Castlewood Capital Partners, LLC

Richard Diamond is a Principal of Castlewood Capital Partners, LLC ("CCP"), a value-oriented

investor in private and public markets. Prior to founding CCP, Mr. Diamond accumulated extensive private equity investing experience. He was a Partner at Strait Lane Capital Partners, LLC from 2009 to 2017, and at Evolve Capital Ltd. from 2005 to 2009. Strait Lane Capital is the private investment arm of two family offices, and Evolve is a private equity group focused on control investments and recapitalizations of lower middle-market service and asset light businesses. Mr. Diamond led and managed interactions with intermediaries at both Strait Lane and Evolve. Mr. Diamond has also served on a variety of corporate boards. His responsibilities have ranged from companies producing mission critical marine and telecom electronics to artificial intelligence for the clinical diagnostic laboratory industry. He has an undergraduate degree from the University of Pennsylvania and an MBA in Finance from The Wharton School.



### James J. Dowling Managing Director Jefferies Capital Partners

Mr. Dowling is a Managing Director of Jefferies Capital Partners (JCP). He has served on boards

of many JCP companies, including as Chairman of K-Sea Transportation Partners from 2003-2011 when it was a publicly traded company and prior to its acquisition by Kirby Corp. Mr. Dowling has specialized in maritime and logistics investing for over 40 years, holding senior level positions in research, portfolio management, investment banking and private equity at JCP where he has resided for the past 20 years. Prior to joining JCP, Mr. Dowling was a partner with Furman Selz LLC and its successors for eighteen years. Among other specialties, Furman Selz was recognized broadly for its maritime expertise. Mr. Dowling received his B.S. and M.B.A. degrees from Fairleigh Dickinson University.



Nicolay Dyvik Head Shipping Research DNB Markets

Nicolay Dyvik joined DNB Markets in 2011 as an Equity analyst, heading up the Shipping

research team. His team currently covers 28 companies within various segments including container, LPG, LNG, Crude Tankers, Product Tankers, Dry bulk, Car Carriers and Chemical tankers. DNB's shipping research is consistently top ranked. Mr. Dyvik has five years former experience as equity analyst within the



FIRST LIEN LENDERS TO THE SHIPPING INDUSTRY

99 Kings Road, London, SW3 4PA, +44 020 7816 2244

shipping and airlines sectors at SEB Enskilda and Kaupthing and holds a BBA from Bocconi University in Milan.

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



Boriana Farrar Vice President American P&I Club

Boriana Farrar is a Vice President, Counsel, Senior Claims Executive and Business Development

Director of the Americas at Shipowners Claims Bureau, Inc., managers of American P&I Club in New York. She handles a variety of P& I claims with focus on personal injury, crew and passenger claims, casualties and FD&D claims. Previously, Ms. Farrar was working at a leading New York maritime law firm Hill Betts & Nash LLP. There, as a partner in its maritime practice, she had responsibility for conducting a broad range of litigation in the area of maritime disputes in both federal and state court, including matters involving personal injury, maritime casualties, breach of contract and various other insurance defense disputes.

Ms. Farrar holds a Masters Degree in Admiralty & Maritime Law from Tulane Law School where she was a part of Tulane Maritime Law Journal and Tulane Moot Court team. Ms. Farrar holds another Master's Degree in International and Comparative Law from the University of San Diego School of Law. She has a thorough international background, having pursued her legal studies not only in the U.S. but also in her native Bulgaria, the U.K. and the Netherlands. In addition to her native language, she is fluent in English, Russian and German.

Ms. Farrar is currently a Board Member of Women International Shipping and Trading Association ("WISTA"), Seaman Church Institute (SCI) and Marine Insurance Claim Association (MICA) and had the honor to serve as a Board Member of the Maritime Law Association of United States ("MLA") from 2013-16.



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

Mr. Feringa was appointed Chief Executive Officer of Team Tankers International on

September 1st, 2015. Mr. Feringa has extensive knowledge of the global shipping industry. In 1996, he joined Stolthaven Terminals and held various positions of increasing responsibility within the Stolt-Nielsen organization before his appointment in 2007 as President of Stolt Tankers, a division of Stolt-Nielsen Limited. As President of Stolt Tankers, Mr. Feringa headed the Company's strategic and growth initiatives. Prior to working for Stolt-Nielsen, Mr. Feringa was the Commercial Director of Van Ommeren's Tank Terminal at Botlek, Rotterdam. Mr Feringa holds a BSc in Oceanography and received an MBA from Rotterdam



Howard Finkel Executive Vice President COSCO Shipping Lines (North America) Inc.

Mr. Howard Finkel is a 35-year veteran of ocean shipping. He started in 1981 in New York City

first, as an executive trainee, learning all phases of ocean transportation and then worked in outside sales. In his 34 years in the industry, Mr. Finkel has held positions in sales, pricing, marketing, operations and regulatory affairs.

Howard joined COSCO in 1995 as General Manager, Pricing and Marketing and was promoted to AVP Commercial, VP Commercial and now holds the title, Executive VP for COSCO Container Lines Americas, Inc., as well as VP of COSCO Americas. Mr. Finkel's responsibilities include, mergers and acquisitions, discussion groups, legal affairs, regulatory affairs, cost control, PR, contract review and contract negotiations.

He is a graduate of Queens College (CUNY) and lives in Verona, New Jersey.



Brian Gallagher Head of Investor Relations Euronav

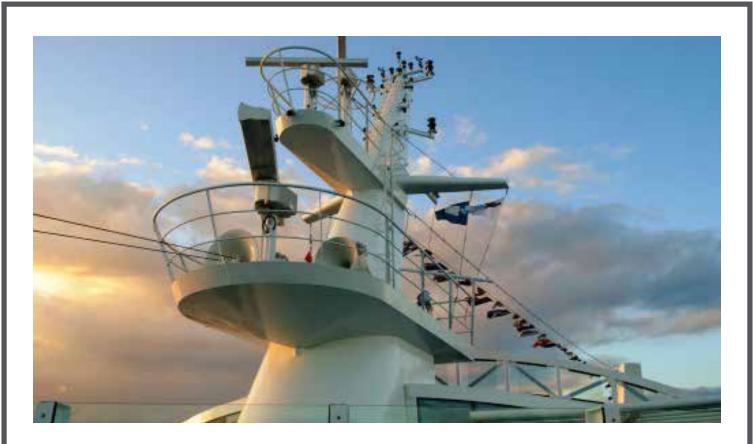
Brian Gallagher joined Euronav in March 2014 and was appointed Head of Investor Relations.

He began his fund management career at the British Coal Pension fund unit, CIN Management, before moving to Aberdeen Asset Management in 1996.

Managing and marketing a range of UK investment products Brian Gallagher then progressed to Murray Johnstone in 1999 and then was headhunted by Gartmore Investment Management in 2000 to manage a range of UK equity income products.

In 2007 he then set up a retail fund at UBS Global Asset Management before switching into Investor Relations as IR Director at APR Energy in 2011.

Brian Gallagher (1970) graduated in Economics from Birmingham University in 1992.



With more than 40 attorneys, **Blank Rome Maritime** assists shipyards, vessel owners and operators, cargo interests, commercial and investment banks, leasing companies, and private equity funds with a range of transactions—from the day-to-day to the highly complex—involving the construction, financing, ownership, and operation of vessels. To learn more, visit **blankromemaritime.com**.

\* Recipient of the 2019 Lloyd's List Americas Award for Excellence in Maritime Law \*



R. Anthony Salgado | 202.772.5948 | salgado@blankrome.com

Chicago • Cincinnati • Fort Lauderdale • Houston • Los Angeles • New York • Philadelphia • Pittsburgh Princeton • San Francisco • Shanghai • Tampa • Washington • Wilmington

Attorney advertising. ©2019 Blank Rome LLP. All rights reserved.



Sergio Garcia Naval Architect & Marine Engineer DNV GL

Sergio Garcia is a Naval Architect & Marine Engineer who has been working 34 years in the

Maritime and Oil & Gas industries. Mr. Garcia has worked in shipyards and classification societies in various production and managerial roles. His career has taken him around the globe, from South America to North America to West Africa. In 2000, Mr. Garcia began working for DNV GL as a surveyor then operations manager and is presently Regional Business Development Manager for Maritime Americas.



Randy Giveans Maritime Shipping Group Head, Equity Analyst Jefferies

Randy Giveans is the Senior Analyst and Group Head of Energy Maritime Shipping Equity Research and a Vice President at Jefferies. He currently covers 27 energy maritime shipping companies that transport crude oil, refined petroleum products, LNG, LPG, dry bulk commodities, and containers. Prior to joining Jefferies in 2011, Randy worked as a Senior Financial Analyst in the Corporate Finance department at Continental/ United Airlines. Mr. Giveans received a Bachelor of Science in Finance/Economics from Spring Hill College and an MBA in Finance with an Energy Specialization from the Freeman School of Business at Tulane University.



Anthony Gurnee Founder & CEO Ardmore Shipping Corporation

Anthony Gurnee is the founder and CEO of Ardmore Shipping Corporation. Before Ardmore,

he was President of Seacove Shipping Partners, a private equity investment vehicle, CEO of Industrial Shipping Enterprises, Inc., a containership and chemical tanker company, and COO of MTMM / Chembulk, a chemical parcel tanker company.

Previously, he was the CFO of Teekay Shipping Corporation, where he led the company's financial restructuring in 1992 and initial public offering in 1995. In addition to his operational roles, he has held a variety of financial roles in the industry, including President of Nedship International and co-founder of Navigation Finance Corporation, a shipping-focused mezzanine investment fund. He began his career as a shipping banker with Citicorp, and he served for six years as a surface line officer in the US Navy in both deck and engineering, and including a tour with naval intelligence covering the shipping industry. He is

a graduate of the US Naval Academy and holds an MBA from Columbia Business School, is a CFA charter holder, and a fellow of the Institute of Chartered Shipbrokers.



Harald Gurvin Chief Financial Officer Flex LNG

Harald Gurvin joined Flex LNG as Chief Financial

Officer in January 2019, after serving as Chief Financial Officer of NYSE listed Ship Finance International Limited since March 2012. From 2008 until 2012, Mr. Gurvin served as Senior Vice President at Ship Finance. Prior to joining Ship Finance in 2006, he spent seven years with the global shipping group of Fortis Bank in Oslo, focusing on shipping and offshore finance. Mr. Gurvin holds a Master of Science degree in Shipping, Trade and Finance from CASS Business School and a Master of Science degree in Marine Engineering and Naval Architecture from the Norwegian University of Science and Technology.



Andreas Hadjipetrou Managing Director Columbia Shipmanagement

Andreas Hadjipetrou is the Managing Director of Columbia Shipmanagement Ltd, with 20 years

of experience within the organisation. He has held various positions within the Cyprus office, as well as spending 7 years in Columbia's Hamburg office as Finance Director.

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

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

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



Hans Oust Heiberg Partner Sole Shipping SO Adviser Limited

During his experience of over 20 years in the shipping sector, Mr. Heiberg has gained





# Helping you navigate uncharted waters.

Thriving in today's maritime industry takes more than capital. CIT's flexible financing solutions are anchored by deep knowledge. A dependable financing partner, serving all major segments, including dry bulk, tankers, and container ships.

Whether it's funding vessel acquisitions, sale/leasebacks, or restructuring debt, our flexibility and commitment to the maritime industry delivers results.

Dive in at **cit.com/maritime**.



significant experience within ship owning, ship financing and contract negotiation in Athens, London and Oslo. From 1992 to 1996 Mr. Heiberg worked in ship financing with Eurofin; from 1996 to 2002, he worked at Oceanbulk Maritime as Project Manager and later as Chief Financial Officer in Athens and thereafter as a Norwegian representative. During 2002 to 2006, Mr. Heiberg had several management for hire assignments. During the period that followed, Mr. Heiberg was a Vice President at Credit Agricole SA and Senior Vice President at the shipping bank DNB Bank ASA. In 2010 he took over as Head of Global Export Finance and Head of International Section Shipping, Offshore and Logistics Division at DNB Bank ASA. He joined the Sole Team in 2015. Mr. Heiberg holds a BComm (Hons) from the University of Edinburgh.



Per Heiberg Chief Financial Officer Golden Ocean

Per Heiberg has served as Chief Financial Officer of Golden Ocean Management AS since April

2016. Mr. Heiberg has been with the Company since July 2005, and his previous position was Vice President of Finance. Prior to joining Golden Ocean, he served as Back Office Officer for Electrabel Nordic. Mr. Heiberg also held several positions within Statkraft, including as Controller and Market Analyst. Mr. Heiberg holds a Bachelor's degree in administration and economics from the University College of Southeast Norway.

#### James Jang Managing Director, Head of Maritime & Special Situations Aegis Capital Corp.

Mr. James Jang is the Managing Director and Head of Maritime & Special Situations at Aegis Capital Corporation. Mr. Jang joined Aegis from Maxim Group LLC, where he was a Senior Vice President and lead analyst covering the Industrials, Infrastructure and Clean-Technology sectors. Previously, Mr. Jang was a senior analyst at Sidoti & Co. covering furniture and textiles, and was an equity research associate at Canaccord Genuity on the shipping and upstream E&P teams. Before transitioning over to equity research, Mr. Jang was an investment banker from 2012 to 2014 at Meriel Partners, an aviation and maritime focused investment bank in Seoul, South Korea, leading the company's ECA financing and private debt placement activities. From 2011-2012, Mr. Jang and was the lead associate for DeltaPoint Capital Management, a buy-out private equity firm located in Rochester, NY.



Kevin Humphreys General Manager – Merchant & Gas Carrier Segment Sales Wartsila, Inc.

Kevin Humphreys is General Manager for Merchant & Gas Carrier Segment sales at Wartsila, Inc. Wartsila is a leading global provider of equipment, technology, and services in the marine, oil & gas, and power industries. Kevin has held various positions at Wartsila for the past seven years.

Kevin has 25 years of experience as a senior executive and manager in a variety of fields including private equity and venture capital backed start-ups, OEM, software, international shipping, and government. Among his significant previous positions, Kevin served as CEO and Chief Operating Officer of Fifth Street Development and Senior Vice President of Engineering & Business Development at Marorka USA. Before entering the private sector, Kevin was a Special Agent with The Federal Bureau of Investigation, sailed as a licensed chief engineer in the merchant marines, and served as an officer in the US Naval reserve.

Kevin is a graduate of the United States Merchant Marine Academy with a Bachelor of Science degree in marine engineering systems, holds a Chief Engineers License Unlimited steam and diesel, and has a Masters of Arts degree in the Philosophy and Theology of Science from Biola University.



Kenneth Hvid President & CEO Teekay Corporation

Kenneth Hvid was appointed President and CEO of Teekay Corporation in 2017. He serves on

the Teekay Corporation and Teekay Offshore Partners Boards and is Chairman of the Teekay Tankers Ltd. and Teekay LNG Partners Boards. He joined Teekay in 2000, leading its global procurement activities, and over the following years held the positions of Senior Vice President, Teekay Gas Services, President of Teekay Navion Shuttle Tankers and Offshore, Chief Strategy Officer and Executive Vice President, and President and CEO of Teekay Offshore Group Ltd. Mr. Hvid has 30 years of global shipping experience, 12 of which were spent with A.P. Moller in Copenhagen, San Francisco and Hong Kong. In 2007, Mr. Hvid joined the Board of Gard P. & I. (Bermuda) Ltd.



#### Bart B. Kelleher Chief Financial Officer & Chief Strategy Officer Chembulk Tankers

Bart Kelleher is a multi-faceted maritime executive with 20 years of progressive experience

in the shipping industry. Since 2016, Kelleher has served as Chief

## CLYDE&CO

## Clyde & Co is proud to support the Capital Link New York Maritime Forum

With a leading global marine practice, no other international law firm can match Clyde & Co's combination of size, presence and experience.

440

Partners

1,800 Lawyers 50+ Offices\*



\*including associated offices

Learn more at **www.clydeco.com** 

Strategy Officer for Chembulk Tankers, in a role that spans across the organization, with a focus on strategic planning, business development, mergers, acquisitions & divestitures, market analysis and capital raising. In 2019, Kelleher was also appointed as Chief Financial Officer for Chembulk, with an expanded scope to include the finance and accounting functions as well as corporate strategy.

Kelleher previously served as COO for Apollo's Principal Maritime from the company's formation in 2010 and as acting CFO during the company's start-up and growth phases. Kelleher has prior financial industry experience at Bear Stearns and HSH Nordbank. Earlier in his career, he served as a deck officer onboard oil tankers and held management positions in the cruise industry and with a leading naval architecture firm. Kelleher earned a BE in Naval Architecture from New York Maritime College, an MS in Ocean Systems Management from MIT, and an MBA from Columbia Business School.



John Keough Partner Clyde & Co

John Keough is a partner in Clyde & Co's global commodities and shipping practice based in

#### New York.

John's practice focuses on commodities trading, maritime and shipping law and commercial litigation. He advises and acts for clients in regulatory matters, investment transactions and in commercial trading transactions and disputes, and advises clients on sanctions compliance issues.

He has litigated complex trading, maritime, insurance and commercial disputes in state and federal courts throughout the United States, including marine fuel oil trading disputes. John has served as lead counsel at trial in state and federal courts, and has argued numerous appeals in the federal and state courts across the country. John also has extensive experience arbitrating maritime and commercial matters, and advising clients in litigation in foreign courts, including such jurisdictions as Hong Kong, Greece and Italy.

John's experience covers a wide array of such cases, including international sales contracts, marine casualty litigation, marine insurance, the arrest and attachment of ships and charter party disputes. His clients include commodities traders, investment firms, ship owners, managers, charterers, hull and liability insurers, cargo insurers and P&I Clubs.



#### Kevin Kilcullen Chief Financial Officer Diamond S Shipping

Mr. Kilcullen has served as Chief Financial Officer of Diamond S since April 2019. Prior to joining

Diamond S, Mr. Kilcullen served as Chief Financial Officer at Team Tankers International Ltd. since February 2016. Before Team Tankers, he was employed as Chief Financial Officer at Principal Maritime Management. Prior to joining Principal in 2012, Mr. Kilcullen was a Senior Vice President at Jefferies Capital Partners, an international private equity investment firm and was primarily responsible for investments in the maritime industry. Preceding that, he was an investment banker at ING Barings. Mr. Kilcullen holds a B.A. in economics from Harvard University and an M.B.A. from Columbia University.



#### Michael Kirk CEO

RMK Capital

Michael Kirk is the CEO of RMK Capital, a New York based investment bank. He has worked in

finance for more than 16 years, the last 14 years of which has been focused in maritime finance. Michael is also a co-founder and Managing Director of RMK Maritime, a London and New York based firm that specializes in maritime debt, sale leaseback of maritime assets and providing industry analysis.

Prior to founding RMK, Michael founded MTK Capital, a USbased maritime advisory boutique that was active in helping match institutional investors with maritime opportunities.

Within the maritime finance sector, Michael has worked at Dahlman Rose & Co. as a Vice President and DVB Bank AG as an Associate Vice President in the London office. Michael began his career at HSBC in London in the Energy & Utilities Investment Banking Group. Michael graduated from Columbia University.



Lee Klaskow Senior Freight Transportation and Logistics Analyst Bloomberg Intelligence

Lee A. Klaskow is a senior global transportation & logistics analyst and sector head for Bloomberg Intelligence, a division of Bloomberg LP.

Lee has been analyzing the freight markets for decision makers since 2006. His current coverage spans global marine shipping, air freight and logistics sectors as well as the North American trucking and railroad industries. In addition to his industry work, Lee provides coverage on 20 freight transportation and logistics companies. He is



FLEET XPRESS THE FASTEST GROWING **MARITIME VSAT SERVICE** 

## **DISCOVER THE POWER OF** FLEET XPRESS **EXPECT MORE**

Inmarsat's double award winning maritime satellite service guarantees a previously unachievable package of benefits. Experience exceptional performance, simplicity and reliability - wherever you operate in the world.



## Powering global connectivity

inmarsat.com/qxfx



focused on providing differentiated research through channel checks and collaborating with colleagues in adjacent industries. Lee is an articulate public speaker and frequent contributor on Bloomberg television and radio as well as other media outlets. He also speaks at industry conferences as well as company and academic events.

Prior to joining Bloomberg, he was a senior analyst at Longbow Research and Prudential Equity Group, where he covered freight transportation and logistics companies. Lee was ranked four stars by StarMine for EPS accuracy and recommendation performance prior to joining Bloomberg.

He has also worked at Prudential Equity Group as an industrial associate prior to being promoted to senior analyst. He helped originate and execute global equity transactions for both ABN Amro Rothschild and J.P. Morgan. Lee began his career at McCarthy, Crisanti & Maffei analyzing and reporting on the primary equity markets.

Team leader for a group of consumer analysts. Provide daily managerial support and mentoring as well as implement and execute department best practices. Previously managed groups across a broad coverage universe including transports, basic materials, health care and financials. He earned his bachelor of science degree in finance and management from Ithaca College, and his master's in business from Fordham University.



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

Harrys begun 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.



Jae Kwon Managing Director and Head of Corporate Finance DNB Markets, Inc.

Jae is currently Head of DNB Markets Americas corporate finance team and shipping investment banking. He has 19 years of investment banking and finance experience from UBS Investment Bank, GE Capital and Deloitte & Touche.



Robert LaMura General Manager Port Authority of New York and New Jersey

Mr. LaMura currently holds the position of General Manager, Maritime Industry Relations and Business Development for the Port Department at the Port Authority of New York and New Jersey.

Mr. LaMura has spent nearly 40 years as a maritime executive covering all facets of sales and marketing, port and land operations, contract administration, property management, labor relations and strategic analytics at the local, regional and international levels.

Mr. LaMura holds a Bachelors and Master's degree from Springfield College, Massachusetts.

Mr. LaMura and his wife of 41 years have three adult children and reside on the Jersey Shore.



John LaRese Technical Liaison Manager ExxonMobil Marine Fuels

John LaRese is the Technical Advisor for ExxonMobil Marine Fuels. He has been with

ExxonMobil for over 40 years.

Most of his career was spent onboard affiliate Tankers as a Chief Engineer, sailing onboard VLCCs, Product and Chemical Tankers. Since coming onshore, he has had a number of other assignments such as an Energy Conservation Specialist, Contract Negotiator, Ships Superintendent, Fleet Operations Support Manager, auditor and trainer of senior officers specializing in vessel management and safety. He has been ExxonMobil's Marine Fuels Technical Manager since 2009. A large portion of his current position focuses on the development of 0.50% Sulphur Compliant Marine Fuels.

Mr. LaRese graduated from Maine Maritime Academy in 1979 with a B.S. in Marine Engineering.



NEW YORK • LONDON



Charles Maltby Chief Executive Officer Epic Gas

Charles has over 20 years of shipping industry experience. He graduated from the University of Plymouth, UK in 1992 with a BSc in Maritime Business (International Shipping & Maritime Law). He began his shipping career with Mobil Shipping in 1992 with day to day responsibility for LPG and petrochemical chartering & operations. From 1996 to 2005 he held various positions with BHP Billiton's dry bulk and tanker freight business in London and Melbourne, culminating in establishing the handysize/handymax chartering and trading desk in the Hague in 2001.

In 2005 he joined Pacific Basin as Managing Director (UK), Global Head of the Handymax Business and Head of the Groups Atlantic business. He joined Epic Gas as Executive Chairman in September 2014, a position he held until May 2019. He has held the position of Chief Executive Officer since March 2015. He attended INSEAD (AMP) in 2008, and is a member of the Institute of Chartered Shipbrokers.



David Marcus Co-Founder, Chief Executive Officer and Chief Investment Officer Evermore Global Advisors, LLC

David Marcus is Co-Founder, Chief Executive Officer and Chief Investment Officer of Evermore Global Advisors, LLC; He cofounded the firm in 2009. David is portfolio manager of the Evermore Global Value Fund and our separate account portfolios.

David has more than 30 years of experience in the investment management business. Beginning his career in 1988 at Mutual Series Fund, where he was mentored by renowned value investor Michael Price, David rose to manage the Mutual European Fund and co-manage the Mutual Shares and Mutual Discovery Funds, representing over \$14 billion in assets. In 2000, David founded Marcstone Capital Management, LP, a long-short Europe-focused equity manager, largely funded by Swedish financier Jan Stenbeck. After Mr. Stenbeck passed away in 2002, Mr. Marcus closed Marcstone, co-founded a family office for the Stenbeck family, and advised on the restructuring of a number of the public and private companies the family controlled. David later founded and served as Managing Partner of MarCap Investors LP, which was seeded by Reservoir Capital.

David graduated from Northeastern University in 1988 with a B.S. in Business Administration and a concentration in Finance.



**Doug Mavrinac** Managing Director, Global Head of the Maritime Investment Banking Jefferies LLC

Douglas Mavrinac is a Managing Director and Group Head of the Maritime Equity Research Group at Jefferies. Mr. Mavrinac currently focuses on shipping companies that transport crude oil and refined petroleum products, LNG and LPG, dry bulk commodities, and containers. He has been recognized twice in the Wall Street Journal's Best on the Street survey for the industrial transportation sector and was named the Top Stock Picker in the marine sector by the Financial Times in 2008.

Prior to joining Jefferies in 2003, Mr. Mavrinac worked 9 years in the energy industry working 8 years as a Financial Analyst with the Royal Dutch/Shell Group of Companies. Mr. Mavrinac received an MBA from Tulane University.



Amit Mehrotra Director, US Transportation & Shipping Deutsche Bank

Amit Mehrotra is a Director and Senior Research Analyst at Deutsche Bank covering U.S. Transportation and Maritime Shipping. He is among the top five sell-side Shipping analysts in the U.S., as ranked in Institutional Investor's 2017 survey of U.S. asset management firms. He placed in the top ten in the same survey for U.S. Transportation companies.

His coverage responsibilities include all maritime shipping verticals, as well as U.S. trucking, logistics, airfreight, and railroads- with total combined market value of \$500 billion. He has broad research and investment experience, having spent the last 15 years covering several verticals in the Industrial sector from both sell and buy-side perspectives- specifically within Automotive and Aerospace & Defense industries. He graduated with a degree in Finance and Economics from Babson College.



Milind Mehere Founder and CEO YieldStreet Marine Finance

Milind Mehere is an award-winning entrepreneur with a track record of building large scalable businesses and creating new product categories. Milind is the Founder and CEO of YieldStreet, a digital wealth management platform changing the way financial products are delivered and the way wealth is created. In 2019, YieldStreet was named Inc 5000's 14th

## 71% of the Earth's surface is covered in water.

Only one law firm can cover it all by providing "one-stop shopping" for all matters maritime.

### SEWARD & KISSEL LLP

Seward & Kissel enjoys a global reputation as Our practice and lawyers are consistently the "go to" U.S. law firm in the maritime arena. Our attorneys in the maritime practice serve as trusted advisors to many of the world's publications, and we pride ourselves in being most notable public and private maritime companies, financial institutions and other industry participants.

recognized as market leaders by Chambers & Partners, Legal 500, Lloyd's and other the preeminent U.S. maritime law firm with the substantive expertise, market-setting experience and manpower to handle any matters that the future may hold for the maritime industry.

One Battery Park Plaza New York, NY 10004 212-574-1200 212-480-8421 (fax)

901 K Street, NW Washington, DC 20001 202-737-8833 202-737-5184 (fax)

### www.sewkis.com

fastest growing company, #1 in NY, and #1 in Financial Services. Previously, Milind Co-Founded and scaled Yodle (an ad-tech platform for SMBs) to \$200M+ in revenue and 1,400 employees. Yodle was ranked 4 times in the Inc 500 list and was acquired by Web.com for \$342M in 2016.

Milind was named an Innovation Fellow at Columbia University's Lang Center, and is an international keynote speaker, having spoken at Forbes, Bloomberg, Cheddar, Lendlt, Citi Bank, Goldman, Columbia, and Harvard among others.



Kathy J. Metcalf President and CEO Chamber of Shipping of America (CSA)

Kathy Metcalf was appointed the President and CEO of the Chamber of Shipping of America (CSA) in June 2015. Prior to that time, she served as CSA's Director of Maritime Affairs from 1997 to 2015. CSA is a maritime trade association which represents a significant number of U.S. based companies that own, operate or charter oceangoing tankers, container ships, and other merchant vessels engaged in both the domestic and international trades. CSA represents maritime interests before Congress, federal and state agencies and in international fora. Prior to coming to the Chamber of Shipping, Kathy served in various positions in the energy industry including deck officer aboard large oceangoing tankers, marine safety and environmental director, corporate regulatory and compliance manager and state government affairs manager. Kathy is a 1978 graduate of the US Merchant Marine Academy (BS in Marine Transportation and Nautical Sciences) and a 1988 graduate of the Delaware Law School (JD).

#### Yohan Minaya Managing Director Evercore

Yohan Minaya is a Managing Director in Evercore's corporate advisory business in New York.

Since joining Evercore, he has helped to develop a global, industry leading Transportation and Infrastructure investment banking franchise and has primarily focused on the shipping and aviation industry verticals. At Evercore, Mr. Minaya has advised on many large corporate M&A transactions, and global business and capital structure restructurings. In addition, Mr. Minaya continues to advise clients on capital raising transactions and has extensive capital markets experience representing clients on public and private transactions for equity, equity-linked and high yield, including providing structuring advice on many of the existing shipping Master Limited Partnerships.

He began his career at Merrill Lynch and joined Evercore in 2009. He is a highly experienced advisor to companies worldwide and has significant experience representing corporate clients and special committees on mergers and acquisitions, capital raising alternatives and restructuring transactions.

Mr. Minaya is a Board Member of Bronx Built, a NYC non-profit organization, and the Co-Chair of Brown University's Annual Fund Young Leadership Council.

He received his B.A. in Economics with Honors from Brown University.



Nino Mowinckel Managing Director Hayfin - Breakwater

Mr. Mowinckel is a Principal with Breakwater Capital and joined the firm at inception. His responsibilities include transaction origination, analysis and execution with a focus on primary lending, secondary loan/portfolio acquisitions and special situations. Prior to joining Breakwater, Mr. Mowinckel worked at Delphin Shipping, a private equity (Kelso & Co.) backed maritime investment platform, and McQuilling Partners in Maritime Finance & Special Projects. Mr. Mowinckel began his career at BNP Paribas (New York) in Debt Capital Markets -Fixed Income Origination covering Transportation and Financial clients and focusing on both Investment Grade and High Yield primary bond issuance. Mr. Mowinckel graduated with a B.A. in International Relations from Boston University and holds an M.B.A. from INSEAD.



Hamish Norton President Star Bulk Carriers Corp.

Hamish Norton is president of Star Bulk Carriers Corp. Until Dec. 31, 2012, he was Managing Director and Global Head of the Maritime group at Jefferies & Company Inc. He is known for creating Nordic American Tanker Shipping and Knightsbridge Tankers, the first two high dividend yield shipping companies. He advised Arlington Tankers in the merger with General Maritime and has been an advisor to U.S. Shipping Partners. He also advised New Mountain Capital on its investment in Intermarine. In the 1990s, he advised Frontline on the acquisition of London and Overseas Freighters and arranged the sale of Pacific Basin Bulk Shipping. Prior to joining Jefferies in 2007, Mr. Norton ran the shipping practice at Bear Stearns since 2000.

From 1984-1999 he worked at Lazard Frères & Co., from 1995 onward as general partner and head of shipping.

In addition to his role at Star Bulk, he is also an executive of Oceanbulk Maritime S.A. and is Chief Financial Officer and Head of Corporate Development of Oceanbulk's joint ventures



## CREATING A CONNECTED SMART MARINE ECOSYSTEM FOR A SUSTAINABLE FUTURE

BUSINESSE

YARDS

GLOBAL

OWNERS

ENVIRONM

DATA STREAMS

VESSELS

OPERATORS SERVICES

SAFET

SUPPLIERS

POSTS



Read more at www.wartsila.com/smartmarine

with Oaktree Distress Opportunities Funds and with Monarch Alternative Capital. Mr. Norton is a director of Neptune Lines and the Safariland Group. Mr. Norton received an AB in Physics from Harvard and a Ph. D. in Physics from University of Chicago and direct acquisitions of 10-15 year old Suezmax, MR and Aframax tankers with different private partners. Additional IMO 2020 investment activity has included heavy oil producers, scrubber manufacturers, and refiners. Tyler is ultimately responsible for sourcing attractive investment opportunities & deploying permanent capital into undervalued and overlooked businesses.



Kevin O'Hara Managing Director AMA Capital Partners

Managing Director at AMA Capital Partners, a NY-based boutique investment bank focused exclusively on the transportation and energy industries.

Kevin rejoined AMA in 2012 and has since been involved in the restructurings of Toisa Ltd. (Chapter 11), Harkand, CMA CGM, Eitzen Chemical and ZIM, as well as M&A, valuation work and fairness opinions in both the Jones Act and international shipping markets. Prior to rejoining AMA, worked in the banking sector with BNP Paribas, Fortis and DNB Bank. As a Director in the Shipping & Offshore team at BNP Paribas, he handled strategic clients in the Americas, including several restructurings. From 2004 to 2007, he was a Vice President and account manager in the Offshore team at DNB Bank. Prior to DNB, Kevin worked for four years as a Vice President at AMA. He started his career in shipping finance in 1997 at The First National Bank of Maryland.

Kevin holds a BBA in Finance and International Business from Loyola University in Maryland and is a Series 79 registered representative for AMA Securities LLC, a broker-dealer affiliate of AMA Capital Partners. He is also a member of the board of directors of Nor Offshore SPV, Ltd. and non-profit New York Maritime Inc. (NYMAR).



**Tyler Olson** Portfolio Manager Karlin Asset Management

Tyler Olson manages the energy investment portfolio of Karlin Asset Management, a \$2

billion family office investment firm in Los Angeles. At Karlin since 2017, he has been responsible for investments in public equity, distressed debt, and private investments in oil & gas, shipping, and other real asset strategies.

Prior to joining Karlin, Tyler was a M&A banker with Barclays' Natural Resources team. He received his AB degree in Economics and Secondary degree in Energy & Environment from Harvard University.

Karlin's recent shipping investment activity & diligence has centered around publicly listed crude & product tanker equities



Andrew J. Orekar CEO GasLog Partners LP

Andrew J. Orekar became Chief Executive Officer of GasLog Partners upon the closing of the initial

public offering on May 12, 2014. Before joining GasLog Partners, Mr. Orekar served as Managing Director at Goldman, Sachs & Co., where he advised global natural resources companies on strategy, mergers and acquisitions, corporate finance and capital markets transactions. Mr. Orekar joined Goldman Sachs in 1998 and held several positions of increasing responsibility within the Investment Banking Division during his 15-year career. He was appointed Managing Director and global head of chemicals investment banking in 2009.

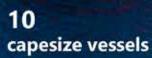
Mr. Orekar received B.S. (Wharton School, Finance) and B.A. (English) degrees from the University of Pennsylvania in 1998.



Michael Parker Chairman, Global Shipping, Logistics & Offshore Citibank N.A.

Michael Parker joined Citibank N.A. in London in September 1977. Michael Parker was recently appointed Chairman of Citi's Global Shipping, Logistics and Offshore business having been Global Industry Head since 1997 until now. Vice Chairman of Corporate & Investment Banking (EMEA) and Chairman Corporate Banking EMEA.

During his 34 years involvement with shipping finance Mr. Parker has been a regular conference chairman, speaker or panellist. Under his leadership Citi receives recognised industry awards across the different areas of shipping finance and he was named Marine Money's Dealmaker of the Year in 2012. In March 2015 in New York : Capital Link Leadership Award "in recognition of Michael Parker's unique and extensive contribution to the shipping industry". Mr. Parker chaired the London Committee of Intercargo for a number of years and is involved in UK maritime matters as they pertain to finance and served on the Expert Panel advising the UK Department for Transport on the UK 2050 Maritime Strategy. In 2015 and 2017 he served on the Advisory



1.75 million dwt

The only US listed pure-play Capesize company

PREMIERSHI







Board of London International Shipping Week and served on the Advisory Board for LISW 2019. In 2017 he was appointed to the Board of The Global Maritime Forum. Chairman of the Steering Committee of the Poseidon Principles launched in New York June 2019.



#### Ted C. Petrone Vice Chairman Navios Group of Companies

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

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

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



Arthur L. Regan Operating Partner Apollo Management

Arthur L. Regan is currently an Operating Partner with the Shipping Group of Apollo

Investment Consulting LLC, where he originates, manages and advises Apollo on investments in the shipping industry. Mr. Regan is the President, Chief Executive Officer and a Director of Principal Maritime Management, LLC, a wholly owned portfolio company of Apollo Global Management, as well as a Director of MSea Tankers and Dynamic Product Tankers, which are Apollo portfolio companies. Mr. Regan is also the Executive Chairman of the Board of Directors of Genco Shipping & Trading (NYSE: GNK), which is the largest U.S. listed owner of dry bulk commodity vessels.

Mr. Regan has more than 30 years of experience in the shipping industry in Executive roles including as President and Chief Executive Officer of Arlington Tankers Ltd from 2004-2008, a company which he listed on the NYSE through an Initial Public Offering. Regan has previously been the Director of Global Strategic Planning for Stena Bulk AB, a major international ship owner with a fleet of over eighty vessels in several shipping segments. Regan also earlier held several Senior Management roles within StenTex LLC, a unique Shipping and Trading joint venture with the major oil company Texaco until its acquisition by Chevron.

Mr. Regan is a graduate of the State University of New York Maritime College at Fort Schuyler with a degree in Marine Transportation Management, Mr. Regan began his shipping career sailing as an officer on merchant tankers and dry bulk vessels for over ten years, completing his sea service as Master Mariner. He is currently a Member of the North American Panel Committee of the Classification Society DNV-GL.



Bjørn Kristian Røed Manager IR and Research Odfjell SE

Bjørn Kristian Røed oversees Odfjell SE's research department that studies the chemical tanker

market's short and long-term trends. The research is further used for strategic planning and decision making in Odfjell SE. The research is done in close cooperation with employees in Odfjell's 17 offices worldwide that gives a unique insight into the global chemical markets from a shipping and tank terminal perspective. The role as a researcher is combined with him heading Odfjell SE's investor relations department.

Prior to joining Odfjell SE, Mr. Røed was a shipping analyst in the investment banking department of Danske Bank Markets, Terra Markets and Nordea Markets where he covered various shipping companies and segments for nine years.

Mr. Røed studied Financial economics at Norwegian School of Management and Singapore Management University, is 35 years of age and resides in Norway.

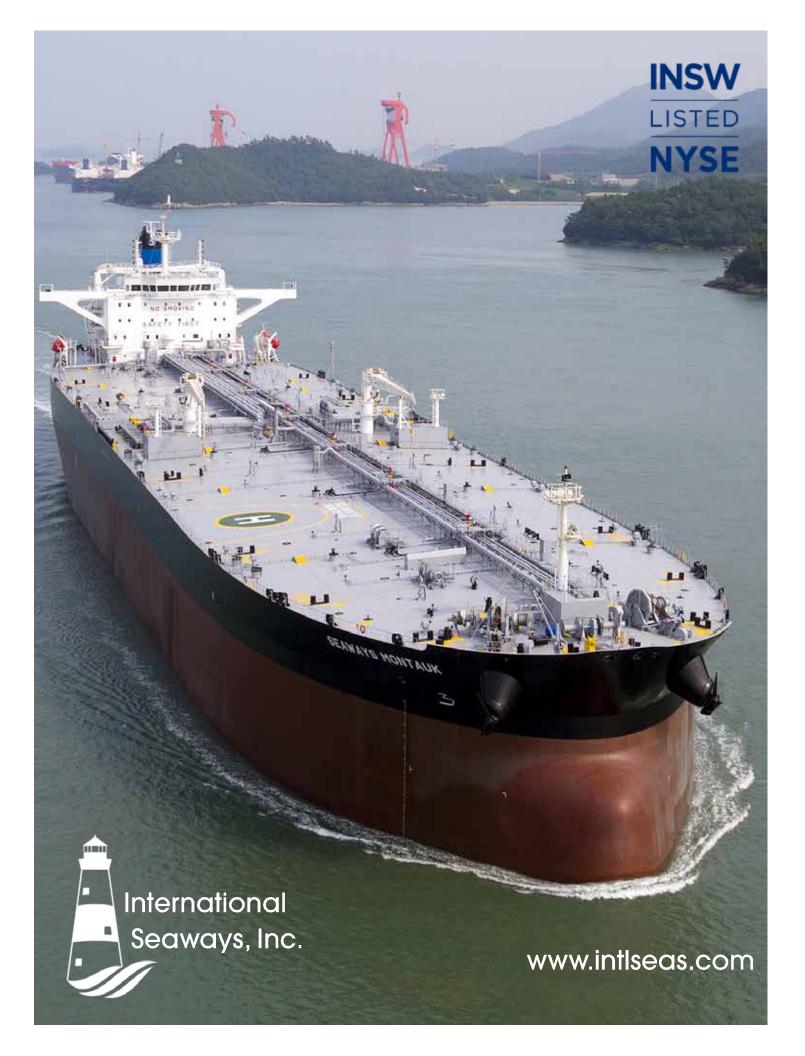


Lawrence Rutkowski Partner Seward & Kissel

Lawrence Rutkowski is a partner in Seward & Kissel's Corporate Finance Department. Larry has

practiced law since 1979. He joined Seward & Kissel as a partner in 1992.

Larry is head of the firm's Maritime and Transportation Finance Group. In such capacity, Larry has worked on matters ranging from the formation of joint ventures, asset finance transactions,



secured and unsecured lending, registered and unregistered securities transactions, mergers and acquisitions and cross border leases to restructurings and bankruptcy. Larry is widely viewed as one of the world's leading maritime finance lawyers and has been cited in Euromoney's "Best of the Best", Chambers USA and Chambers Global, and The Best Lawyers in America, and Who's Who Legal (Shipping and Maritime). Larry has also been recognized by Best Lawyers in the practice of Admiralty & Maritime Law and was named one of the top 10 lawyers in Lloyd's List One Hundred.



Tony Salgado Partner Blank Rome LLP

Tony Salgado has extensive experience in international business and maritime transactions, corporate governance, and finance matters. Mr. Salgado assists clients in negotiating and structuring transactions under U.S. and foreign laws in maritime and non-maritime contexts, such as: secured financings, Title XI loan guarantee financings, ship purchases and sales, choice-of-flag issues, vessel charters and management agreements, corporate governance and structure issues for domestic and foreign companies, including the major offshore jurisdictions, Maritime Administration and Coast Guard

regulatory issues, including citizenship issues, U.S. export and

import control regulations and U.S. trade sanctions and cross-



border transactions.

#### Christina Sevilla Deputy Assistant U.S. Trade Representative (USTR)

Dr. Christina Sevilla, Ph.D., is Deputy Assistant U.S. Trade Representative for Small Business at

the Office of the U.S. Trade Representative (USTR), Executive Office of the President. She develops and coordinates trade policy and outreach related to small and medium-sized enterprises (SMEs). She is U.S. lead negotiator on SMEs for the United States-Mexico-Canada Agreement (USMCA), and serves as USTR lead on SMEs with the European Union, the United Kingdom, and other trading partners. She has represented USTR in negotiations and public outreach in the Americas, Asia, and the Middle East North Africa for bilateral and regional trade issues. Christina is an adjunct professor at George Washington University's Elliott School of International Affairs. She received a Ph.D. in international political economy from Harvard University. She graduated with a B.A. summa cum laude as Valedictorian of the College of Arts and Sciences at Boston College.



#### Myra Shannon-Fuller Regional Communications Manager DNV GL Maritime

Myra Shannon-Fuller is the Regional Communications Manager for DNV GL Maritime

based in Houston and is responsible for overseeing the public and media relations of the classification society within the Americas.

Shannon-Fuller has worked in the Maritime and Oil & Gas industries since 2006. Since then, she has held a variety of positions in communications and business development at companies operating in the fields of regulatory, consulting, and compliance, as well as for a leading international software company.

A graduate of the Massachusetts Maritime Academy, Shannon-Fuller holds a Bachelor of Science in International Maritime Business. She completed her undergraduate studies at the US maritime academy's campus in Buzzards Bay, Massachusetts and studied internationally at Shanghai Maritime University.



**Despina Panayiotou Theodosiou** Chief Executive Officer Tototheo Maritime President -WISTA International

Despina Panayiotou Theodosiou is joint Chief Executive Officer of TOTOTHEO MARITIME, a leading global supplier of equipment and services for maritime 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. She has been instrumental to WISTA's success in receiving consultative status at the International Maritime Organization (IMO) in July 2018. WISTA is an organization for women in management positions in the maritime sector and currently there are 45 WISTA National Associations with over 3000 individual members. Despina founded WISTA Cyprus – a member of WISTA International – and was the Association's President for 7 years (2011-2018).

She also sits on the first Board of Governors of the Cyprus Maritime Academy, on the Board of Directors of the Cyprus-

## RIDGEBURY

h

S ELLER PROPERTY

NUCEBURY PROCESO

Germany Business Association, and on the Strategic Committee of Crans Montana - Club of Ports.

In December 2017 leading international shipping publication Lloyd's List selected Despina as one of the

Top 100 Most Influential people in shipping internationally. 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's 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. She is currently participating in the MSc in Major Programme Management at the University of Oxford – Said Business School.

Tiffany Torrey Chief Executive Officer Torrey Enterprises, LLC.



Stamatis Tsantanis President and CEO Seanergy Maritime Holdings

Stamatis Tsantanis is the Chairman and CEO of Seanergy Maritime Holdings (NASDAQ:SHIP).

He has more than 19 years of experience in senior shipping and finance positions. Stamatis joined Seanergy in 2012 and led its reorganization and significant fleet growth into a prominent Capesize drybulk company of more than 1.7 million dwt. Prior to joining Seanergy, he served as Group CFO of Target Marine and managed its corporate and financial strategy. Stamatis previously served as the Chief Financial Officer and Director of Top Ships Inc. from its initial listing on NASDAQ to its growth as a major tanker owner of a fleet of 2.5 million dwt. Prior to that, he was an investment banker at Alpha Finance, a member of the Alpha Bank Group, with active role in a number of major shipping

corporate finance transactions in the US capital markets. Stamatis is a fellow of the Institute of Chartered Shipbrokers and holds a Master's degree in Shipping Trade and Finance from Cass Business School in London and a Bachelor's degree in Shipping Economics from the University of Piraeus.



Evan W. Uhlick Head of Ocean Industries, North America DNB

Evan W. Uhlick is a Senior Vice President and Head of Ocean Industries North America for

DNB Bank ASA. Ocean Industries was established in late 2017 as a key international division focused on the Energy – Maritime – Seafood industries, where DNB has a leading international position. Mr. Uhlick has worked at DNB since April 2009 covering a variety of key client relationships from a corporate and investment banking context in New York and Athens. Prior to joining DNB, Mr. Uhlick worked at Fortis Merchant Banking and Credit Suisse First Boston. He was educated at Trinity College in Hartford, CT and Columbia Business School in New York, NY.



**Rikard Vabo** Managing Director & Head of Corporate Finance Fearnley Securities

• 15 years of investment banking experience

• Prior to joining the investment banking team in 2013 as MD, Rikard ranked among the leading shipping research analyst globally

Holds an MSc from BI

Rikard Vabo joined Fearnley Securities in 2004 as a shipping analyst. From 2004-2013 he consistently ranked among the leading shipping analysts globally. In 2013 he ranked the top 2 US overall stock picker in the StarMine / Wall Street Journal awards. In 2013 Rikard assumed the position as Head of Investment Banking. He holds a Master of Science in Business from Bl Norwegian Business School, and a Master of Science in Finance from Vienna University of Economics and Business.



Gary Vogel Chief Executive Officer & Director Eagle Bulk Shipping Inc.

Gary Vogel currently serves as Chief Executive Officer and a Director of Eagle Bulk Shipping Inc.

## SUPPORTING SPONSORS





















**SE GLOBAL SHIP LEASE** 























(NASDAQ: EGLE), a Stamford, Connecticut-based drybulk shipowner/operator focused on the Supramax/Ultramax asset class. The Company's owned-fleet currently totals 46 ships, making it one of the largest global owner/operators in this segment. All vessel management, inclusive of strategic, commercial, and technical, is conducted in-house from the Company's offices in Stamford, Singapore, and Hamburg.

Prior to joining Eagle in September 2015, Mr. Vogel served as Chief Executive Officer and was a Director of Clipper Group, Ltd., one of the world's leading privately-held ship owning/operating groups. Prior to his tenure at Clipper, Mr. Vogel worked at Van Ommeren Bulk Shipping (USA) from 1992-2000, culminating in a role as President. Mr. Vogel began his shore-side shipping career as a dry cargo shipbroker in 1988- where he was employed by Pinney, Inc. and later Skaarup Shipbrokers.

Mr. Vogel is a New York native and graduate of the U.S. Merchant Marine Academy at Kings Point, NY, where he graduated with a B.S. in Marine Transportation, as well as a USCG Third Officers Unlimited Tonnage License. He sailed briefly on container ships and product tankers, and served as an officer in the US Naval reserve. Mr. Vogel has also completed executive programs at the Wharton School of the University of Pennsylvania.

In industry-related capacities, Mr. Vogel serves as a Director of Ship Finance International (NYSE: SFL), as well as on the Lloyds Register North American Advisory Committee. Previously, he has served on the Board of Directors of the American Institute for International Steel, and as Membership Chairman of the Association of Shipbrokers and Agents. Mr. Vogel has also been a member of Young Presidents Organization International (YPO/ YPO Gold) since 2004, and serves as a Board Member of its Fairchester Gold Chapter.



Will Vogel Partner Watson Farley & Williams LLP

Will Vogel is a Partner in the Corporate and M&A Group of our New York office. Will has a decade's

experience representing leading public companies in the maritime sector on all their US corporate and securities matters and has advised on a broad range of significant capital markets transactions, including IPOs and follow-on public offerings, private placements and 144A/Regulation S offerings of equity and debt securities. He also assists domestic and foreign US-listed clients in their ongoing compliance with SEC reporting, proxy statement disclosure and stock exchange requirements. Will routinely advises on M&A transactions, asset acquisitions, tender offers, private equity investments, and a wide variety of complex corporate governance and US securities law matters critical to the growth of both public and private companies. Will is admitted to the New York and Massachusetts bars.



Christa Volpicelli Managing Director Citi

Christa is a Managing Director in Citigroup's Global Transportation Group, where she leads

the firm's U.S. shipping investment banking practice. She focuses on providing M&A, capital raising and financial advisory services across all of the maritime areas, including the tanker, LNG, containership leasing, dry bulk, container leasing, and port / terminal sectors. She has structured and led initial public offerings and subsequent equity offerings for many of the shipping companies presently listed in the U.S., and has served as structuring agent for the majority of the maritime Master Limited Partnerships.

Christa additionally has worked on numerous buyside advisory engagements for various shipping clients on a confidential basis as well as been active with companies exploring public debt alternatives.

Additionally, she has worked with a spectrum of industrial clients, including extensive work for Ford Motor Company where she was involved in the sale of Volvo and the sale of Hertz.

Christa received her M.B.A from the University of Michigan Business School, graduating with High Distinction. She has a B.A. in Mathematics, Summa Cum Laude, from the Ohio State University. Previously, she worked in finance for Visteon Corporation and Ford Motor Company.



Martyn Wade

#### **Grindrod Shipping**

Martyn has 42 years of international shipping experience and has worked for shipowners,

operators and shipbrokers in London, Johannesburg, New York and now Singapore. The companies he has worked for include Van Ommeren UK, Simpson Spence and Young Johannesburg, Clipper Bulk USA and HSBC London. Martyn joined Grindrod Limited in 2008, was appointed Chief Executive Officer of its subsidiary Island View Shipping in 2010, and became Chief Executive Officer of Grindrod Limited's Shipping Division in 2011. He was appointed to the Grindrod Limited board in 2011 as an executive director where he served until the listing of the Shipping division on the NASDAQ in June 2018.

Martyn is a director of the UK Freight Demurrage & Defense Association (UK), a director of BIMCO representing Singapore, a member of the advisory panel to the Singapore Maritime Foundation and is a member of the Baltic Exchange, having been first elected in 1979.













## **SUPPORTING ORGANIZATIONS**











Michael Webber Managing Partner Webber Research & Advisory

Mike, CFA, co-founded Webber Research & Advisory in 2019, after spending 15 years in the

capital markets, the last 13 of which he spent in equity research covering Export Infrastructure, Shipping and Transportation. Mike spent 9-years at Wells Fargo as a Managing Director & Senior Equity Analyst covering Shipping, Equipment Leasing, Marine MLPs, and LNG. Prior to joining Wells Fargo, Mike was a senior member of Deutsche Bank Transportation equity research team, after beginning his career at Citigroup Asset Management.

For the past 4-years Mike has been named to Institutional Investor's All-America Research Team, finishing as the #1 ranked Shipping & LNG analyst in 2018, 2017, 2016, & 2015. Mike was also named the sector's best stock picker by the Financial Times & Starmine in 2013, finishing second in 2012, and as the top earnings estimator In 2014. Mike was named to Business Insiders: Rising Stars Of Equity Research Under 35 in 2017, and is a NAMEPA Award Winner for Protection Of The Marine Environment for his work on Corporate Governance/ESG. Mike is a graduate of the University of Virginia and holds the CFA designation.

He was a member of the Drafting Committee for the Poseidon Principles – a global framework for assessing and disclosing the climate alignment of financial institutions' shipping portfolios that were launched in June 2019 in conjunction with the Global Maritime Forum.



#### Christian Wetherbee Director, Airfreight, Surface & Shipping Citi Research

Christian F. Wetherbee is a financial advisor employed by Citigroup Global Markets in New

York, New York. With over 16 years of experience and 5 exams passed, Christian maintains the following registrations: Mr. Wetherbee is registered with FINRA as a Broker (sometimes referred to as a broker-dealer registered rep, or RR). Brokers are the sales personnel who work for larger brokerage firms. These firms (also known as broker-dealers) are in the business of buying and selling securities such as stocks, bonds, mutual funds and other investment-related products. These firms are also registered with FINRA and can engage in securities transactions on behalf of its customers (as broker) or for its own account (as dealer).



#### George Wells Global Head, Energy, Transportation and Metals Ocean Transportation Cargill International SA

Over the past 20 years, George has accumulated extensive experience in risk management and trading from across Cargill's businesses. A qualified chartered accountant, George is a specialist in freight derivatives and structured finance.

After he graduated from St. Catherine's College, Oxford, George started his career with Ernst & Young. In 1997, he joined Cargill to work with the company's structured finance group and later as a risk manager within Cargill's ocean transportation business.

Between 2012 and 2017, George managed the dry freight derivatives desk. During this time, Cargill became one of the largest users of the freight derivatives market which provides an invaluable risk management tool to the business and its customers.

George was appointed to the role of head of assets and structuring in June 2017. He is responsible for vessel-owning joint ventures, multiple bareboat financing structures, and Cargill's 'green ship of the future' project.



**Ryan White** Director of Freight Initiatives, Ports and Transportation Department New York City Economic Development Corporation

Ryan White is the Director of Freight Initiatives at the New York City Economic Development Corporation. He oversaw the release of the New York City's latest multimodal freight plan, FreightNYC, which allocates \$100 million towards new maritime and rail infrastructure. He graduated from Santa Clara University with a Bachelor of Science degree in Political Science, and graduated from NYU Wagner with a Masters in Urban Planning.



John C. Wobensmith President & CEO Genco Shipping & Trading Limited

John C. Wobensmith has served as Genco's President since December 19, 2014, and was

given the additional title of Chief Executive Officer on March 23, 2017. From April 2005 until his appointment as President, he served as our Chief Financial Officer and Principal Accounting Officer. From 2010 until Baltic Trading's merger with our Company

on July 17, 2015, Mr. Wobensmith served as President, Chief Financial Officer, Principal Accounting Officer, Secretary and Treasurer of Baltic Trading. Mr. Wobensmith has over 20 years of commercial, financial, operational and consolidation experience in the shipping industry. Prior to joining the Company, Mr. Wobensmith served as a Senior Vice President with American Marine Advisors, Inc., an investment bank focused on the shipping industry. While at American Marine Advisors, Inc., Mr. Wobensmith was involved in mergers and acquisitions, equity fund management, debt placement and equity placement in the shipping industry. From 1993 through 2000, he worked in the international maritime lending group of The First National Bank of Maryland, serving as a Vice President from 1998. He has a bachelor's degree in economics from St. Mary's College of Maryland and holds the Chartered Financial Analyst designation.



#### Jack Xu Deputy Head of Shipping Finance Department China Merchants Bank Leasing Company

Jack XU has been with China Merchants Bank Leasing Company since 2010. As the Executive

Director of the shipping team in CMBL which based in Shanghai he is presently responsible for the marketing/projects developing for the major shipping regions in the world, in support of all commercial activities of CMBL's shipping finance business. For over 15 years, Jack has involved a broad range of operating, legal, finance and other related transactions/activities in the maritime industry. Jack started his career with COSCO Shipping in 2001. Before transiting into banking, he worked with INCE law firm where he practiced with WET cases and other commercial disputes. Prior to joining CMBL, he held a senior relationship manager position at Bank of Communications. Jack has received a Bsc in Marine Engineering, a MSc in Economics Law and an Executive MBA degree from China Europe International Business School (CEIBS).



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

Mr. Theodore B. Young, also known as Ted, has been the Chief Financial Officer, Treasurer and

Principal Financial & Accounting Officer at Dorian LPG Ltd. since July 2013. Mr. Young has been Chief Financial Officer and Treasurer of Dorian LPG (USA) LLC since July 2013. He serves as the Vice President at Bear Stearns Companies, Inc. He served as Head of corporate development of Eagle Ocean from 2011 to 2013. He has over 10 years of private equity investment and corporate finance experience. He served as the Senior Managing Director at Irving Place Capital LLC from 2004 to 2011. His areas of focus included chemicals, general industrial, transportation and logistics, financial technology, and food and beverage and had joined Irving Place in 2004. He was responsible for investment in Balducci. Mr. Young was a Principal at Harvest Partners, Inc. from

1997 to 2004. He joined Harvest Partners in 1997. Previously, he was employed at Merrill Lynch and Co. and at SBC Warburg Dillon Read, in the Corporate Finance Departments, based in the United States and Europe. He served as a Management Consultant at Booz Allen Hamilton, based in Frankfurt. He served as a Director of MC Shipping Inc. Mr. Young holds an M.B.A. from the Wharton School of the University of Pennsylvania and an AB in History from Dartmouth College.



**George Youroukos** Executive Chairman Global ship Lease, Inc.

Mr Youroukos has been involved in Shipping since 1993, when he joined a major Greek

shipowning company and worked in various departments. He founded Technomar, an internationally recognized ship management company, in 1994, where he has served as Managing Director. With over 25 years of experience in the sector, he has negotiated and executed over 200 secondhand and newbuilding vessel transactions, creating partnerships with a number of major shipping banks resulting in co-investment of approximately \$230 million in workout transactions. He has also partnered with Private Equity firms to jointly invest in container and dry bulk vessels.

Mr Youroukos serves as the Executive Chairman of Global Ship Lease and is the Chairman of the Hellenic Advisory Committee of International classification society, RINA and holds a Bachelor in Mechanical Engineering from University College London and a Master in Engineering from Brunel University.



Lois K. Zabrocky President & Chief Executive Officer International Seaways

Lois K. Zabrocky is the President and Chief Executive Officer of International Seaways, one

of the largest tanker companies worldwide. The Company owns and operates a fleet of 53 vessels including 14 VLCCs, 2 Suezmaxes, 7 Aframaxes/LR2s, 12 Panamaxes/LR1s and 12 MR tankers. Through joint ventures, it has ownership interests in 4 LNG carriers and 2 Floating Storage and Offloading Service vessels.

Before assuming leadership for International Seaways, Lois served as Senior Vice President for OSG'S International Flag strategic business unit, with responsibility for commercial management and oversight of fleet operations. Previously she was Chief Commercial Officer, with responsibility for OSG's international flag crude, products and gas businesses.

Ms. Zabrocky began her maritime career sailing as third mate aboard a U.S. flag chemical tanker. Ms. Zabrocky holds a Bachelor of Science degree from the United States Merchant Marine Academy and holds a Third Mate's license

## **Capital Link Shipping**

...Linking Shipping and Investors Across the Globe

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

#### **Investor Relations & Financial Advisory**



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

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

Centrus Dans Banna	
COMPACT OFFICE AND ADDRESS OF TAXABLE ADDRESS OF TA	
THE R. P. LEWIS CO., No. 714	and a state
	April Bald
TOPONERODINT.	
Colline Internation	<b>GWN</b>
1 100 married	And .



#### www.CapitalLinkShipping.com

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

#### **Capital Link Shipping Weekly Markets Report**

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







### www.CapitalLinkWebinars.com

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

#### **Capital Link Investor Shipping Forums**

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

#### www.MaritimeIndices.com

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

**Capital Link** - New York - London - Athens - Oslo New York - 230 Park Avenue, Suite 1536, New York, NY, 10169 Tel.: +1 212 661 7566 Fax: +1 212 661 7526 London - Longcroft House, 2-8 Victoria Avenue, London, EC2M 4NS, U.K Tel. +44(0) 203 206 1320 Fax. +44(0) 203 206 1321 Athens - 40, Agiou Konstantinou Str, Suite A 5, 151-24 Athens, Greece Tel. +30 210 6109 800 Fax +30 210 6109 801 Oslo - Raadhusgaten 25 P.O.Box 1904 Vika N-0116 Oslo, Norway

www.capitallink.com www.capitallinkforum.com



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

Tuesday, October 15, 2019 The Metropolitan Club, New York City

#### ORGANISED BY



#### INVESTOR RELATIONS & FINANCIAL COMMUNICATIONS

www.capitallink.com www.capitallinkforum.com www.capitallinkshipping.com www.capitallinkpodcasts.com www.capitallinkfunds.com

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

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

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

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