



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

Wednesday, February 27, 2019  
Columbia Plaza - Limassol, Cyprus



UNDER THE AUSPICES OF LEAD SPONSOR

MORNING SESSIONS		
8:00 AM – 8:45 AM	REGISTRATION & COFFEE	
8:50 AM – 9:00 AM	Welcome Remarks	<ul style="list-style-type: none"> <li>Mr. George A. Tsavlis, Principal - Tsavlis Salvage Group – Conference Chairman</li> <li>Mr. Nicolas Bornozis, President - Capital Link</li> </ul>
OPENING KEYNOTE REMARKS		
9:00 AM – 9:15 AM	Cyprus as a Maritime & Logistics Hub	H.E. Natasa Pilides, Deputy Minister of Shipping
FORUM SESSION ON NEW REGULATIONS – OPTIONS, STRATEGIES & INDUSTRY RESPONSE		
9:15 AM – 9:55 AM	<p><b>Navigating the World of Marine Fuels - 2020 and Beyond</b> <b>Opening Up to Unchartered Waters?</b> <i>Fuel Availability, Compatibility, Standardization &amp; Hedging</i></p>	<p><b>Moderator:</b> Mrs. Maria Kyratsoudi, Global FOBAS Business Development Manager - Lloyds Register</p> <p><b>Panelists</b></p> <ul style="list-style-type: none"> <li>Mr. Fredrik Sagen Andersen, First Vice President Commodity Sales and Trading - DNB Bank</li> <li>Mr. Iain White, Global Field Engineering Manager - ExxonMobil</li> <li>Mr. Dieter Rohdenburg, CEO – Intership Navigation Co.</li> <li>Mr. Dimitris Solomonides, Chief Technical Officer – Lemissoler Navigation Co. Ltd.</li> <li>Mr. Ferry van Eykel, Senior Customer Account Manager - Veritas Petroleum Services Europe B.V. (VPS)</li> </ul>
9:55 AM – 10:35 AM	<p><b>2020: A new reality or a new mess?</b> <i>A discussion among leading industry participants (regulators, shipping companies, equipment manufacturers) on the options and strategies to comply with the major environmental regulations on Ballast Water Treatment and Low Sulfur Cap</i></p>	<p><b>Moderator:</b> Dr. John Kokarakis, Vice President, Technology &amp; Business Development, Hellenic Black Sea Region &amp; Middle East – Bureau Veritas</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>Mr. Konstantinos Stampedakis, Managing Director - Erma First Engineering Solutions S.A.</li> <li>Dr. Loukas Barmparis, President - Safe Bulkers</li> <li>Mr. Iraklis Prokopakis, Senior Vice President &amp; COO - Danaos Corporation</li> <li>Mrs. Charis Plakantonaki, Chief Strategy Officer - Star Bulk Carriers</li> <li>Capt. Eberhard Koch, Chairman, CEO &amp; Partner - Österreichischer Lloyd Seerederei (Cyprus) Ltd.</li> </ul>
10:35 AM – 10:55 AM	COFFEE BREAK	



### FORUM SESSION ON MANAGEMENT

<p><b>11:00 AM – 11:40 AM</b></p>	<p><b>Shipmanagement – What’s Next</b> <i>Consolidation, cost control &amp; economies of scale, technological innovation, digitalization, new regulations, capital expenditures &amp; efficient allocation of capital are among the challenges the industry faces. A discussion among leading third party manager and shipping companies with in-house management</i></p>	<p><b>Moderator:</b> <b>Mr. Nikolaos Michas</b>, Technical Service Manager, South East Europe, Middle East &amp; Africa - <b>DNV GL Maritime</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Mark O’Neil</b>, President &amp; CEO – <b>Columbia Shipmanagement</b></li> <li>• <b>Mr. Prabhat Kumar Jha</b>, Group Managing Director &amp; CEO – <b>MSC Shipmanagement Limited</b></li> <li>• <b>Mr. Roine Ahlquist</b>, Managing Director - <b>Oceanic Marine Management</b></li> <li>• <b>Mr. Theo Baltatzis</b>, Managing Director – <b>Technomar Shipping</b></li> <li>• <b>Mr. Terence Zhao</b>, Managing Director - <b>Singhai Marine</b></li> </ul>
<p><b>11:40 AM – 11:55 AM</b></p>	<p><b>Optimizing Cost Control Through Technology</b></p>	<p><b>Mr. Per Marius Berrefjord</b>, Senior Vice President – Strategy and Business Development – <b>DNV GL</b></p>
<p><b>11:55 AM – 12:30 PM</b></p>	<p><b>Cyprus Shipping Beyond 2020</b> <i>A discussion on the readiness of Cyprus Shipping to the rapid technological changes such as digitization and the regulatory landscape</i></p>	<p><b>Moderator:</b> <b>Mr. Andreas Chrysostomou</b>, Chief Strategy Officer – <b>Tototheo Maritime</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Mark Klerides</b>, Director – <b>CMK Eurofinance</b></li> <li>• <b>Mr. Pankaj Sharma</b>, Columbia Control Room Manager - <b>Columbia Shipmanagement Ltd.</b></li> <li>• <b>Mr. Ronald Spithout</b>, President – <b>Inmarsat Maritime</b></li> </ul>
<p><b>FORUM SESSION ON SHIPYARDS</b></p>		
<p><b>12:30 PM – 12:45 PM</b></p>	<p><b>Shipyard Solutions in the Mediterranean</b> <b>The Rebirth of Greek Shipyards</b></p>	<p><b>Mr. Panos Xenokostas</b>, Founder &amp; CEO, <b>ONEX Shipyards – ONEX Technologies Group</b></p>
<p><b>12:45 PM – 1:50 PM</b></p>	<p><b>NETWORKING LUNCH</b></p>	
<p><b>AFTERNOON SESSIONS</b></p>		
<p><b>FORUM SESSION ON BANKING, FINANCE AND CAPITAL MARKETS</b></p>		
<p><b>1:55 PM – 2:35 PM</b></p>	<p><b>Addressing the Industry’s Need for Capital</b> <i>Global Bank Finance – Alternative Finance</i></p>	<p><b>Moderator:</b> <b>Mr. Richard Brand</b>, Partner - <b>Caldawalader, Wickersham &amp; Taft</b></p> <p><b>Panelists:</b></p>



		<ul style="list-style-type: none"> <li>• <b>Mr. George Arcadis</b>, Country Executive – <b>ABN AMRO BANK NV Athens Branch</b></li> <li>• <b>Mr. Iraklis Tsirigotis</b>, Head of Shipping - <b>Amsterdam Trade Bank</b></li> <li>• <b>Mr. Christos Tsakonas</b>, Global Head of Shipping – <b>DNB Bank</b></li> <li>• <b>Mr. Thomas Schiltmann</b>, Senior Relationship Manager - <b>Danish Ship Finance</b></li> <li>• <b>Mrs. Eleni Vrettou</b>, Head of Wholesale Banking Greece and Cyprus – <b>HSBC</b></li> </ul>
2:35 PM – 3:00 PM	Capital Markets & Private Equity	<p><b>Moderator:</b> <b>Mr. Chris Vartzis</b>, Partner - <b>Stephenson Harwood</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Mark Friedman</b>, Senior Managing Director, Investment Banking - <b>Evercore Partners</b></li> <li>• <b>Mr. Stefanos Fragos</b>, Senior Representative – Athens Branch – <b>YieldStreet Marine Inc.</b></li> </ul>
3:00 PM – 3:15 PM	<p><b>The Transformational Impact of New Accounting Standards on Shipping</b> <i>Implications for shipping companies, capital providers and business partners</i></p>	<b>Mr. Andreas Georgiou</b> , Partner - <b>Deloitte Ltd</b>
3:15 PM – 3:55 PM	Regional Financing Options for the Shipping Industry	<p><b>Moderator:</b> <b>Mr. Acis Montanios &amp; Mr. Adam Montanios</b>, Executive Partners - <b>Montanios &amp; Montanios LLC</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Nicholas Pavlidis</b>, Head of Shipping – <b>Bank of Cyprus</b></li> <li>• <b>Mr. Constantinos Milios</b>, Head of Shipping Finance- <b>Eurobank Cyprus Ltd</b></li> <li>• <b>Mr. Markus Wenker</b>, Head of Shipping – <b>Hellenic Bank</b></li> <li>• <b>Mr. Marios Demetriades</b>, Member of the Investment Committee - <b>Euploia Shipping Fund</b>; Former Minister of Transport, Communications and Works – <b>Republic of Cyprus</b></li> </ul>
<b>FORUM SESSION ON MARINE INSURANCE</b>		
3:55 PM – 4:35 PM	Marine Insurance & Reinsurance – Where is it Heading?	<p><b>Moderator:</b> <b>Mr. Charalambos Constantinou</b>, Partner, Head of Advisory Services - <b>EY</b></p>



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		<p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Capt. Eugen Adami</b>, Managing Director (and Owner) – <b>Mastermind Shipmanagement</b></li> <li>• <b>Mr. Ilias Tsakiris</b>, CEO and Manager - <b>American Hellenic Hull Insurance Company Ltd</b></li> <li>• <b>Mr. Stephen Cooper</b>, CEO - <b>Fourth Insurance Office</b></li> </ul>
<b>PUTTING IT ALL TOGETHER &amp; LOOKING AHEAD: THE SHIPOWNER PERSPECTIVE</b>		
<b>4:35 PM – 5:15 PM</b>	<p><b>Looking Ahead – Positioning to Take Advantage of Opportunities The Shipowner Perspective</b> <i>Leading Cypriot &amp; International Shipowners will discuss opportunities and challenges for the shipping industry across the board. Shipping markets outlook, energy and commodity flows, investment opportunities, access to capital, operational and regulatory challenges and more.</i></p>	<p><b>Moderator:</b> <b>Mr. Savvas Athanasiadis</b>, Managing Director - <b>Clarksons Platou (Hellas) Ltd</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Andreas Hadjiyiannis</b>, President - <b>Cyprus Sea Lines Shipping</b>; President - <b>Cyprus Union of Shipowners</b></li> <li>• <b>Mr. Aristides Pittas</b>, Chairman and CEO – <b>Eurodry</b>; Chairman &amp; CEO - <b>Euroseas</b></li> <li>• <b>Mr. Polys Hajioannou</b>, CEO – <b>Safe Bulkers</b>; Vice President - <b>Cyprus Union of Shipowners</b></li> <li>• <b>Mr. Petros Pappas</b>, CEO - <b>Star Bulk Carriers</b></li> <li>• <b>Mrs. Nicole C. Mylona</b>, Chief Executive Officer - <b>Transmed Shipping Co. Ltd.</b></li> </ul>
<b>5:15 PM – 5:20 PM</b>	<b>Concluding Remarks</b>	<b>Mr. George A. Tsavlis</b> , Principal - <b>Tsavlis Salvage Group – Conference Chairman</b>
<b>5:20 PM – 6:30 PM</b>	<b>NETWORKING COCKTAIL RECEPTION</b>	