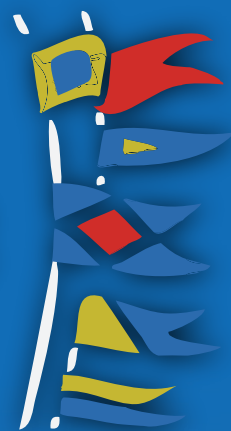




3rd Annual Capital Link Cyprus Shipping Forum

Wednesday, February 27, 2019
Limassol, Cyprus



Under the Auspices



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3rd Annual Capital Link Cyprus Shipping Forum

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



The 3rd Annual Capital Link Cyprus Shipping Forum aims to highlight the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination.

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

Capital Link is known for the organization of large scale high quality maritime forums in key industry centers, such as New York, London, Athens and Shanghai, Limassol, Singapore and as of 2019 in Tokyo. Our Forums combine rich educational and informational content with are unique marketing and networking opportunities attended by a large and high caliber audience of shipping industry executives, such as owners, commercial and investment bankers, investors,

analysts, media, and a wide range of other industry participants.

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

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

Capital Link has also made a commitment to raise awareness about Cyprus as a business and investment destination to a wider investor, financier and business audience around the world. In this context, Capital Link organizes two events focusing on Cyprus. The Capital Link Cyprus Maritime Forum which takes place in Limassol every February and the Capital Link Invest in Cyprus Conference which takes place in New York and is scheduled for the fall of 2019. Furthermore, we also promote these events and the panel discussions to our global database thereby creating additional significant and long lasting visibility.

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

Sincerely,
Nicolas Bornozis, President
Capital Link, Inc.



Capital Link, Inc.
Linking Shipping and Investors Across the Globe
Excellence in Investor Relations and Financial Communications
www.capitallink.com www.capitallinkforum.com www.capitallinkshipping.com
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**3rd 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"> Mr. George A. Tsavlis, Principal - Tsavlis Salvage Group – Conference Chairman Mr. Nicolas Bornozi, President - Capital Link
OPENING KEYNOTE REMARKS		
9:00 AM – 9:15 AM	Cyprus as a Maritime & Logistics Hub	H.E. Natasa Pilides, Deputy Minister of Shipping – Republic of Cyprus
FORUM SESSION ON NEW REGULATIONS – OPTIONS, STRATEGIES & INDUSTRY RESPONSE		
9:15 AM – 9:50 AM	Navigating the World of Marine Fuels - 2020 and Beyond Opening Up to Unchartered Waters? <i>Fuel Availability, Compatibility, Standardization & Hedging</i>	Moderator: Mrs. Maria Kyratsoudi , Global FOBAS Business Development Manager - Lloyds Register Panelists <ul style="list-style-type: none"> Mr. Iain White, Global Field Engineering Manager - ExxonMobil Mr. Dieter Rohdenburg, CEO – Intership Navigation Co. Mr. Dimitris Solomonides, Chief Technical Officer – Lemissoler Navigation Co. Ltd. Mr. Ferry van Eykel, Senior Customer Account Manager - Veritas Petroleum Services Europe B.V. (VPS)
9:50 AM – 10:00 AM	Marine Fuels – Forward markets and hedging	Mr. Fredrik Sagen Andersen , First Vice President Commodity Sales and Trading - DNB Bank
10:00 AM – 10:40 AM	2020: A new reality or a new mess? <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>	Moderator: Dr. John Kokarakis , Vice President, Technology & Business Development, Hellenic Black Sea Region & Middle East – Bureau Veritas Panelists: <ul style="list-style-type: none"> Mr. Fedon Tomazos, Managing Director – Cass Technava Mr. Konstantinos Stampedakis, Managing Director - Erma First Engineering Solutions S.A. Dr. Loukas Barmparis, President - Safe Bulk Mr. Iraklis Prokopakis, Senior Vice President & COO - Danaos Corporation Mrs. Charis Plakantonaki, Chief Strategy Officer - Star Bulk Carriers

		<ul style="list-style-type: none">• Capt. Eberhard Koch, Chairman, CEO & Partner - Österreichischer Lloyd Seereederei (Cyprus) Ltd.
10:40 AM – 11:00 AM	COFFEE BREAK	
FORUM SESSION ON MANAGEMENT		
11:00 AM – 11:40 AM	Shipmanagement – What’s Next <i>Consolidation, cost control & economies of scale, technological innovation, digitalization, new regulations, capital expenditures & efficient allocation of capital are among the challenges the industry faces. A discussion among leading third party manager and shipping companies with in-house management</i>	Moderator: Mr. Nikolaos Michas , Technical Service Manager, South East Europe, Middle East & Africa - DNV GL Maritime Panelists: <ul style="list-style-type: none">• Mr. Mark O’Neil, President & CEO – Columbia Shipmanagement• Mr. Prabhat Kumar Jha, Group Managing Director & CEO – MSC Shipmanagement Limited• Mr. Roine Ahlquist, Managing Director - Oceanic Marine Management• Mr. Theo Baltatzis, Managing Director – Technomar Shipping• Mr. Terence Zhao, Managing Director - Singhai Marine
11:40 AM – 11:55 AM	Optimizing Cost Control Through Technology	Mr. Per Marius Berrefjord , Senior Vice President – Strategy and Business Development – DNV GL
11:55 AM – 12:30 PM	Cyprus Shipping Beyond 2020 <i>A discussion on the readiness of Cyprus Shipping to the rapid technological changes such as digitization and the regulatory landscape</i>	Moderator: Mr. Andreas Chrysostomou , Chief Strategy Officer – Tototheo Maritime Panelists: <ul style="list-style-type: none">• Mr. Mark Klerides, Director – CMK Eurofinance• Mr. Pankaj Sharma, Columbia Control Room Manager - Columbia Shipmanagement Ltd.• Mr. Ronald Spithout, President – Inmarsat Maritime
FORUM SESSION ON SHIPYARDS		
12:30 PM – 12:45 PM	Shipyard Solutions in the Mediterranean The Rebirth of Greek Shipyards	Mr. Panos Xenokostas , Founder & CEO, ONEX Shipyards – ONEX Technologies Group
12:45 PM – 1:50 PM	NETWORKING LUNCH	
AFTERNOON SESSIONS		
FORUM SESSION ON BANKING, FINANCE AND CAPITAL MARKETS		
1:55 PM – 2:35 PM	Addressing the Industry’s Need for Capital <i>Global Bank Finance – Alternative Finance</i>	Moderator: Mr. Richard Brand , Partner - Caldawalader, Wickersham & Taft Panelists:

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

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

UNDER THE AUSPICES OF



Republic of Cyprus



Maritime Cyprus - The Shipping Deputy Ministry was created on 1st March 2018 as an autonomous Deputy Ministry, dedicated entirely to the Cyprus Maritime Industry. It is responsible for the development of maritime activities, which include:

Registration of ships, Administration & Continuous updating of the Merchant Shipping Legislation, Control of ships & Enforcement of International Conventions, Protection of the Marine Environment, Vessel Traffic Monitoring in the sea around Cyprus, Monitoring the conditions of living and working on board Cyprus Ships, Registration, Training & Certification of seafarers, Coordination of the EU Integrated Maritime Policy, Administration of the State Aid Scheme for Maritime Transport & the Tonnage Tax System, Promotion of Cyprus as an International Registry and a base for international maritime operations. Cyprus ship Registry ranks among the top international fleets and has the third largest fleet within the European Union. Cyprus is firmly established as a world class international maritime centre, combining both a sovereign flag and a resident shipping industry, which is renowned for its high-quality services and standards of safety.



10th 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 the broader backdrop of the global economy – but also review various funding alternatives for raising capital among listed and private shipping companies.



3rd 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, financiers and investors.



13th Annual Capital Link International Shipping & Offshore Forum

Monday, April 1, 2019
The Metropolitan Club, New York City



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



2nd Annual Capital Link Singapore Maritime Forum

Monday, April 8, 2019
The Westin Singapore



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.



4th Annual Capital Link International Shipping Forum China

Friday, May 10, 2019
Grand Kempinski Hotel Shanghai, China



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



Capital Link 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.



18th Annual Capital Link Closed-End Funds and Global ETFs Forum

Wednesday, May 22, 2019
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.



9th Annual Capital Link CSR Forum "INVESTING IN GROWTH - THE NEW FACE OF CSR"

Tuesday, June 25, 2019 - Hilton Athens Hotel, Athens



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



12th 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.

11th Annual Capital Link New York Maritime Forum

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.



3rd Capital Link Invest in Cyprus Forum

September 2019
The Metropolitan Club, New York City



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



9th Annual Capital Link Operational Excellence in Shipping Forum

Best Industry Practices - A Competitive Advantage
October 2019 - Hilton Athens Hotel, Athens

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



21st Annual Capital Link Invest in Greece Forum

December 2019
The Metropolitan Club, One East 60th St., New York City



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

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.

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WELCOME MESSAGE BY THE PRESIDENT OF THE REPUBLIC OF CYPRUS

MR. NICOS ANASTASIADES

3rd Annual Capital Link Cyprus Shipping Forum

27 February, 2019



Ladies and Gentlemen,

It is with distinct honour that I extend a very warm welcome to all the distinguished speakers and delegates participating at the 3rd Annual Capital Link Cyprus Shipping Forum in Limassol. I wish at the outset to congratulate the organisers, Capital Link, for initiating this high-level forum with the aim to highlight Cyprus' prospects and opportunities as a maritime and shipping destination.

This unique event, organised for the third consecutive year, has been firmly established as an annual tradition in support of our vision to establish Cyprus as a modern and competitive business hub, particularly as regards the thriving shipping industry.

Cyprus has a number of comparative advantages that have significantly contributed in establishing itself as an attractive investment destination, becoming a renowned international shipping centre with its strategic geographical location at the crossroad of three continents. Safeguarding these advantages, through the coordinated efforts of both the public and private shipping sector, allows our country to remain one of the leading ship registries in the world.

As a result, Cyprus today plays a leading role in the international shipping scene, with the 3rd largest shipping fleet in the European Union and the 11th worldwide, underlining the success of the country's formidable maritime sector.

At the same time, we are well aware of the fact that the Cyprus shipping sector operates in a continuously evolving and highly competitive global environment, and this, in turn, requires stability and innovative forward-planning strategy.

To this end, taking also into consideration the significant role of the maritime sector in Cyprus' economy, accounting to approximately 7% of the Country's GDP, we have adopted a series of measures and reforms that will further improve our services and standards and the overall shipping infrastructure in Cyprus.

For example, the newly-established Deputy Ministry of Shipping, in conjunction with a series of legal, tax and other organisational reforms, further enhances the competitiveness of our flag and our maritime cluster, evident, amongst, others, in an increase both in the number of shipping and maritime-related companies opening offices in Cyprus and the registration of ships in the Cyprus Register of Ships.

Before concluding, I wish to yet again welcome all participants and reiterate that the Government stands ready to provide any assistance deemed necessary to further advance the excellent co-operation between the public and private sectors, to the benefit of further strengthening the Maritime and Shipping Industry of Cyprus.

I wish every success in the deliberations that are to follow, which I have no doubt will be useful and constructive, with a productive exchange of views and the identification of new initiatives that will further advance Cyprus's position in international shipping.

Capital Link Shipping

...Linking Shipping and Investors Across the Globe

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



Investor Relations & Financial Advisory

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

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



www.CapitalLinkShipping.com

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



Capital Link Shipping Weekly Markets Report

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



www.CapitalLinkWebinars.com

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



Capital Link Investor Shipping Forums

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



www.MaritimeIndices.com

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

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www.capitallink.com
www.capitallinkforum.com

H.E. Natasa Pilides

Shipping Deputy Minister to the President



It is a great pleasure to be taking part in the “3rd Capital Link Cyprus Shipping Forum”, an esteemed event which attracts shipping executives and professionals from all over the world and provides an excellent platform for a constructive and enlightening discussion.

In the last few years, Cyprus shipping industry has had remarkable growth in spite of the international financial recession affecting the shipping sector. The flourishing Cyprus shipping industry has reached new levels in terms of its Register’s tonnage capacity, the number of people employed in the sector, the number of companies based in Cyprus as well as the range and quality of services offered by the resident industry.

The positive outlook of Cyprus in the shipping world was never a matter of luck or fortuitous circumstances but rather a result of Cyprus’s strategic focus on shipping as a key sector of the economy. At the Shipping Deputy Ministry, providing top quality public services to the shipping industry is our highest priority. In fact, the expertise and customer-orientated, proactive approach of maritime specialists in both the private and the public sector are the driving force of the Cyprus maritime cluster. This, together with a unique set of competitive advantages has allowed Cyprus to grow and develop into a world-class maritime centre.

Cyprus is a common law jurisdiction with more than 60 double tax avoidance treaties and more than 25 bilateral agreements on merchant shipping in place, as well as a comprehensive and favourable Tonnage Tax System approved by the EU. Cyprus operates within an environment of stability, with competitive ship registration costs and fees and a business-friendly approach.

Today Cyprus ranks as the nation with the 3rd largest fleet in the EU and the 11th largest one in the world. Cyprus is also ranked as the largest third-party ship management centre in Europe and amongst the top five in the world. When it comes to Cyprus’s sovereign flag, quality and 24-hour tailored services are our main priorities. The Cyprus flag is consistently classified in the “White List” of the Paris and Tokyo MoUs on port state control, illustrating our commitment to excellence of service and effective implementation of international safety, security and environmental protection standards. Being a member of the EU and having a strong involvement in international shipping fora like the IMO and the ILO, Cyprus has the opportunity to play a prominent role in the formation of regulatory and administrative frameworks affecting the international shipping industry. With the creation of the Shipping Deputy Ministry, an autonomous government body dedicated to handling all shipping and shipping-related activities, Cyprus has the opportunity now more than ever to promote the interests of the shipping industry in a more direct, efficient and effective way through comprehensive strategies.

It is our belief that regulating the changing environment and managing the potential effects at all levels and points of the value chain gives the Shipping Deputy Ministry not only a great responsibility but the opportunity to develop innovative and improved solutions at a domestic and at an international level. After almost a year from its set-up, the Shipping Deputy Ministry has already completed a number of projects aiming towards the improvement of the public service offering as well as the expansion of its registry and is in the course of launching many more. Some of these projects include the restructuring of the Shipping Deputy Ministry, the provision of one-stop service on a 24/7 basis, rebranding and the execution of an ambitious promotional plan, the digitalization of the Deputy Ministry’s records, the upgrade of our electronic services, the update of the relevant legal framework where required and the encouragement of new shipping investments. In addition, the Shipping Deputy Ministry is in the process of formulating an integrated maritime policy aiming towards the protection of the marine environment and the sustainable development of all relevant maritime operations.

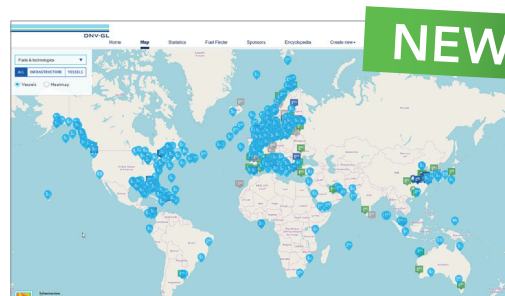
On behalf of the Shipping Deputy Ministry, I would like to once again express my appreciation to Capital Link for organizing this prestigious event in Cyprus for the third consecutive year, and to congratulate them for their excellent work and contribution to the fruitful discussions around all key issues relevant to the global maritime industry.



ALTERNATIVE FUELS INSIGHT

The Alternative Fuels Insight (AFI) platform provides a complete overview of alternative fuels and technologies, covering both investments on ships and in bunkering infrastructure. Access reliable and up to date data for free.

Visit dnvgl.com/AFI



Interactive Fuel Finder connects ship owners with alternative fuel suppliers.



Dear Friends,

February 27, 2019

On behalf of the Cyprus Union of Shipowners I am very happy and proud to welcome you to the 3rd Annual Capital Link Cyprus Shipping Forum.

Cyprus Union of Shipowners is proud to be the Lead Sponsor and active supporter of the Forum.

We are privileged to welcome H.E. Natasa Pilides, Deputy Minister of Shipping who joins us today for this important Forum.

I would like to congratulate the organisers, Capital Link, for initiating this high-level Forum and for organising the Forum for a third year in a row. The conference aims to raise awareness about the profile of Cyprus as a maritime hub to a larger maritime audience. It attracts top level speakers and delegates from abroad and the procedures of the Forum are promoted globally.

The Forum is organised, under the Auspices of the Republic of Cyprus, the Cyprus Shipping Deputy Ministry and the support of many Industry Organisations.

Cyprus Union of Shipowners aim to highlight:

- the Cyprus maritime industry
- the Cyprus flag which has been recognized internationally as a quality and safe flag
- the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination.

Topics to be covered include the recent developments and trends in the shipping, financial and capital markets, issues pertaining to geopolitical developments as well as technical and commercial fleet management. The Forum will discuss issues related to Environmental compliance, Shipmanagement, Bank Finance, Technology and Marine Insurance.

Our best wishes for a productive day of dialogue, information exchange and networking!

Andreas Hadjiyiannis
President
Cyprus Sea Lines Shipping
President
Cyprus Union of Shipowners



SAFE
the most important
word in shipping



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www.safebulkers.com

Safety Management Overseas SA

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www.safety.gr

Polys V. Hajioannou
CEO and Chairman of the Board of Directors
Safe Bulkers, Inc.



Dear Friends,

It is my pleasure to welcome you at the **3rd annual Capital Link Cyprus Shipping Forum** in Limassol. Our presence in Cyprus started back in 2015 and this year's Capital Link forum coincides with the inauguration of the new offices of Safe Bulkers Management Ltd in the heart of Limassol in the Safe Bulkers Tower.

Hajioannou family has been historically among the leaders in the Cyprus Registry and presently more than 50 vessels are flying the Cyprus flag making us the largest Owner of ocean-going vessels in the Cyprus Registry. Our establishment in Cyprus, in our newly acquired offices not only strengthens our footprint in our founder's birthplace but also signifies that Cyprus and Limassol can provide a competitive business environment able to fulfill the needs of a modern company. Through our years of operation from Limassol we have achieved to offer our unparalleled services to Safe Bulkers Inc., which is listed in the NYSE and in the same time we have been able to enjoy Cyprus' beneficial and stable legal and tax framework. Cyprus having undergone structural reforms in the past 5 years, has distinguished itself as a business friendly destination. Its favorable legal and tax framework supported by an efficient state administration is continuously attracting new businesses. The GDP growth has soared to 3.7% p.a. for 2018, bringing Cyprus among the fastest growing countries in Eurozone, whereas the Cyprus Registry is classified as the 10th largest merchant fleet globally and the 3rd largest fleet in the European Union. Denoting the high importance to the support of the shipping community Cyprus already established a dedicated deputy ministry of shipping, directly reporting to the President of the Republic which under the Deputy Minister of Shipping Mrs. Pilides will face the arising challenges ahead in terms of global and European regulations and efficient representation of the Cyprus shipping community. Have no doubt, 2019 will be a challenging year for the shipping industry. The continued threat for an escalation of the trade war as well as the disruption in the iron ore trade coming from Brazil are presently the major concerns of our market. However, the most important and game changing driver for shipping market in decades, is the implementation of the IMO Sulphur Cap 2020, a regulation which is designed to limit hazardous SOx emissions by sea going vessels.

We are fully implementing the IMO Sulphur Cap 2020 regulation by installing within 2019, in about half of our fleet exhaust gas cleaning devices known as Scrubbers, which scrub the SOx by passing exhaust gases through a sea water shower, imitating what nature does in a larger scale with the rain. For the remaining half of our fleet we will use compliant fuels with Sulphur content of less than 0.5%, compared to the today's global limit of 3.5%. We have selected Alfa Laval which is one of the top manufacturers of such equipment and have contracted to install them in Cosco Shipyards which already have significant experience in such installations. We do not expect significant problems in relation to compliant fuels, considering the reassurance provided by the refineries and the fact that even today, most fuels are blends of distillates with residual oils.

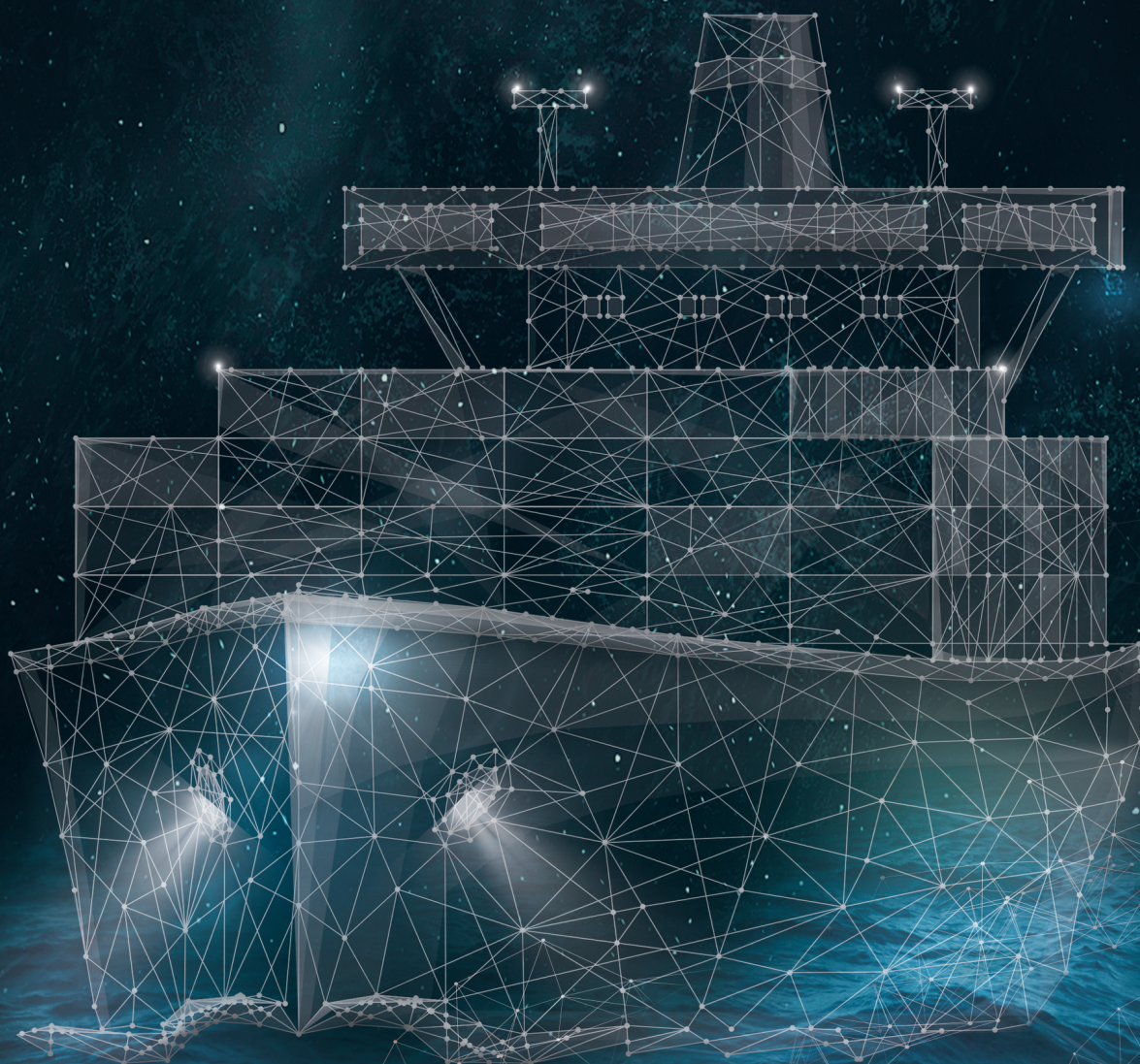
Our approach is balanced between the two alternative means of compliance, intending to compete on the basis of price differential between high sulfur fuel oil and compliant fuels for about half of our fleet with Scrubbers, and on the basis of lower fuel consumption for the remaining half using compliant fuel.

I think that the **3rd Annual Capital Link Cyprus Shipping Forum** is taking place at a time when important topics will be addressed by the leading players of the shipping industry. Moreover, we will all be able to observe Cyprus growth and to highlight the benefits of establishing business on the island.



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COLUMBIA SHIPMANAGEMENT LTD.

February 2019

Dear Guests

A very warm welcome to this year's Capital Link Shipping Forum.

As with the previous two years, I am sure that the growing number and quality of attendees and speakers this year will again serve to highlight the importance of Cyprus as one of the World's leading International shipping hubs. When I established Columbia Shipmanagement Ltd in Limassol exactly 40 years ago, never did I imagine that the Cyprus shipping sector would develop so quickly and so successfully. Today not only do we have one of the largest and highly reputable ship registers, but we also have one of the most important, vibrant and expanding maritime hubs; Owners, Managers, Charterers, Brokers, Lawyers, Accountants, IT Consultants, and Suppliers - all of the highest quality and across all maritime sectors.

I attribute the success of Cyprus Shipping (and Columbia Shipmanagement Ltd's corresponding success over the last 40 years) to its people, both Cypriot and International, who have made Cyprus their home and whose education, abilities, motivation, and (above all) service mentality are second-to-none. Shipping (including Shipmanagement) is a service industry and we must always ensure that excellent "service" is at the heart of whatever we do. Get that right and success will follow in whatever business one is involved in.

As you well know, shipping has undergone huge changes and developments over the past 40 years, both regulatory and technical. Digitalisation is upon us, and allows us to optimise the service we provide. We are now able to do more for less and better than ever before. Cyprus is home to the IT experts which have allowed us to develop such exciting services as our state-of-the art Performance Optimisation Control Room, our Client and Crew Portal, the new Adobe E Learning platform to name a few. The future possibilities are endless and shipping is evolving all the time. Semi-Automation is already upon us, and full automation for certain specific and specialised trades may be around the corner.

The backbone of any vessel and of any shipping operation is its crew. This is as true today as it was 40 years ago - when we managed our first ship - and will remain true for the foreseeable future notwithstanding increased automation.

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Properly paid, trained, fed, fit, and motivated crews, supported by sophisticated and sensitive human resources and pastoral care, are key to success and satisfaction on board and ashore. Increased technological sophistication requires corresponding ever more sophisticated training (initial and ongoing), and we are constantly looking at novel and effective ways of achieving this through technology such as the Adobe E Learning platform.

Shipping is responsible for the carriage of over 98% of world trade. Trade volumes will continue to increase exponentially as will the corresponding demand for tonnage. We are and will remain a crucially important global industry. Whilst commercial and operating structures may change, and whilst technological and regulatory advances and reforms will inevitably impact on the industry to an ever greater extent, the required fundamentals of our industry will remain the same; enterprising and adventurous operators, seaworthy and safe vessels, well trained and competent crews, safe and sufficient cargoes. Shipping will adapt to the ever changing environment as it has always adapted, and will remain a hugely rewarding, exciting, varied and interesting career for those involved and for those just starting.

I wish you all a very enjoyable and interesting Forum.

A handwritten signature in blue ink, consisting of several vertical strokes and loops, representing the name Heinrich Schoeller.

Heinrich Schoeller.

Chairman

Columbia Shipmanagement Ltd.



Angie W. Hartmann

Executive Vice President-Crew Affairs

Starbulk

From the 3rd industrial revolution, the Digital Revolution, which used electronics and IT to automate production, we have now transitioned into a new era, the 4th IR, which seeks to develop further digital technology.

It is expected that it will change the way we live, work, and relate to one another.

The shipping industry could not be left-out; modern ships are becoming highly automated and most systems and components will be linked in the near future to the internet. Ships are becoming increasingly complex and the role of the seafarers needs to adapt to this new technology and use it to enhance safety and efficiency.

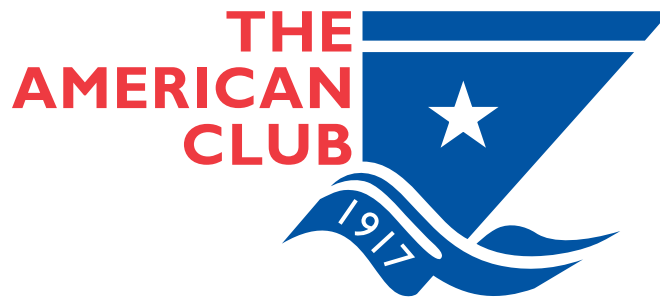
In the Crew Connectivity 2018 Survey Report, 95% of seafarers see connectivity as having a positive effect on on-board safety. They view automation, Big Data analytics and predictive maintenance as the biggest technology opportunities for the industry in the next five years.

It is clear that increasing automation will require different skills and this transformation must start with maritime training. We must not only invest in technology, but we must also invest at our people. Enhance training in digital and cloud-based technological skills but also on "soft skills"; such as leadership, communication, teamwork, cultural and gender diversity management.

IMF's recently released study Economic Gains from Gender Inclusion, supports microeconomic evidence that women and men complement each other in the production process. Participation of more women in the workforce at a similar rate as men is expected to increase the GDP of each country.

Although seafaring has been regarded as a traditional male job, as is considered a higher-risk and physical-strength needed job, the digitalization and automation of the vessels will create more opportunities for women seafarers as it will require more technical skills and knowledge of navigating computer; "monitor the machine" model.

Collaboration across the industry will achieve knowledge sharing and expertise in order to address successfully not only the gender equality but also develop sustainable skills strategy to prepare the future seafarer for the digital maritime industry.



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Dr. Michael Ierides
Secretary General
CYMEPA



Dear Reader,

First of all I would like to thank the “3rd Annual Capital Link Cyprus Shipping Forum”, which will take place in Limassol at the Columbia Plaza on February 27th, 2019, for providing me the opportunity to address you.

This event brings together all stakeholders of shipping and is an exciting opportunity for an interesting exchange of views.

In the New Year 2019 the Shipping Community is called to face a number of challenges and some quite complicated issues that will require good understanding, timely and considerate action and of course funding.

On the 1 January 2019 the bunker delivery note relating to the supply of marine fuel oil to ships which have fitted alternative mechanisms to address sulphur emission requirements entered into force. This is highlighted in the global discussion on Sulphur cap and is connected to the Bad Bunkers Common Challenges. Plastic and Microplastic are a growing concern, with plastic to outnumber the fish in the oceans and microplastic detected in the skin of fish and in human excrements. It is encouraging to see the European Union taking the lead and proposing sensible measures to reduce pollution and increase the benefits of a cyclic economy.

No matter how careful one can be onboard, unless there are adequate port reception facilities the job is only half-done! Once again we are pleased that the European Union has proposed a new Directive.

Scubbers, Ballast Water Treatment Systems and an array of port reception facilities constitute a multi-dimensional puzzle that has many of us scratching our heads on how to best move forward looking at the same time at the environment, at the costs, at the technology and so on.

Putting our heads together and sharing views, experiences and concerns seems a true and tried method and I sincerely hope that the “3rd Annual Capital Link Cyprus Shipping Forum” will do just that!

Yours Truly,

CYMEPA

(Cyprus Marine Environment Protection Association)

Email: cymepa@cytanet.com.cy

Personal Email: cymepa@cy.net



A dark teal circle is centered on the page, containing the text 'Ocean Industries'.

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Themis Papadopoulos
President
Cyprus Shipping Chamber



Dear friends

It is a great pleasure to address this message to the 3rd Annual Capital Link Cyprus Shipping Forum.

This forum aims to highlight the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination and follows in the footsteps of the very successful two previous years.

It is a recognition of the growing importance of Cyprus as a maritime center that events like this have now become a steady and welcome presence on the calendar.

The economy of Cyprus has undergone a steady recovery since the banking crisis of 2013 with the economy growing at a healthy pace. The shipping industry continues to play an important role in this recovery and it is estimated that shipping now contributes around 7% of Cyprus' GDP. More impressive still is the fact that despite the adverse and uncertain market conditions that shipping finds itself in, we continue to see a steady growth in both the Cyprus flag and the resident shipping industry.

The commitment of Cyprus to its shipping industry has been steady and constant for many years and has in 2018 received a major upgrade with the creation of a Deputy Ministry dedicated to shipping. All functions that were previously handled by the Department of Merchant Shipping under the umbrella of the Ministry of Transport, Communications and Works have now been absorbed into the newly formed Shipping Deputy Ministry and since March 2018 we have our first dedicated Deputy Minister in Ms Natasa Pilides. The creation of a dedicated shipping ministry has been a long-standing request of the Cyprus Shipping Chamber and we warmly embrace this development which is already producing positive results.

The maritime industry in Cyprus continues to grow not only in size but also in scope and we are very pleased to note that there are now ship financing possibilities available in Cyprus from several different banks. This positive development will not only help the growth of our industry but will also create a new expertise in an area that was previously ignored and helps to make Cyprus an even more complete maritime center.

I look forward to another lively forum where I am sure we will hear interesting debates on the challenges and opportunities that shipping faces today.



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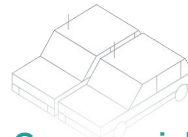
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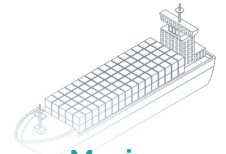
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Thomas A. Kazakos
Director General of the Cyprus Shipping Chamber



It is a great pleasure for the Cyprus Shipping Chamber to participate at the 3rd Annual Capital Link Cyprus Shipping Forum as a Supporting Organisation. The Forum has managed in just a few years to become a well-established specialised annual event in the shipping calendar of Cyprus and the International Shipping community.

Cyprus, is classified as the largest third-party ship-management country in the EU and one of the top three internationally, in addition to its status as a strong Register globally. Today, the Cyprus Registry is classified as the 11th largest merchant fleet globally and the 3rd largest fleet in the European Union with more than 1000 ocean-going vessels totaling 22 million gross tons. The Cyprus Register is also considered internationally as one of the most qualitative and safest. The approval by the EU in 2010 of the special “Open Registry” regime, which Cyprus has managed to achieve, strengthened considerably the image of the Cyprus flag and creates sound prospects for the further development of Cyprus Shipping.

Within this framework, it is important to note that Shipping constitutes one of the most financially important sectors of the Cyprus Economy. With its contribution calculated at 7% of the GDP, Shipping remains an industry with substantial prospects, especially if we take into account that it does not suffer from any credibility or image problems and continues to operate successfully on a global basis. Our vision is to improve even more Cyprus’ ranking in International Shipping and whilst remain a sustainable Shipping centre, to become also an Energy centre with a growth potential.

The implementation of the National Shipping Strategy by the Shipping Deputy Ministry in cooperation with the Shipping Industry and the implementation of new supportive measures and flexible mechanisms is thus essential, so that Cyprus remains a viable Shipping center with tangible prospects for further development, which is expected to attract additional quality shipowners and shipping companies in Cyprus and the strengthening of other sectors providing services to the Shipping Industry. With the establishment of the Shipping Deputy Ministry and having the above targeted strategy in place, both the Shipping Industry and stakeholders must focus at their further coordination, with aligned objectives and vision, strengthening the representation of Cyprus Shipping in International and European Organisations and promoting common interests for its benefit.

It is also considered necessary, that the Promotion of the Cyprus Taxation System abroad be intensified, in order to attract more ships to the Cyprus Register and Shipping Companies to Cyprus, as well as, the expansion of the system with the inclusion of additional shipping related activities or/and additional taxation incentives regarding Shipping.

Another crucial factor that can dramatically drive the growth the Cyprus Shipping Industry, is a viable and functional solution to the Cyprus Problem leading to the lifting of the Turkish Embargo on Cyprus Ships, resulting to the further expansion of the Cyprus Registry and to an even more flourishing Shipping industry. Finally, recognising the prospects offered by the shift of both Europe and the United Nations towards “Blue Growth”, the Shipping Deputy Ministry and governmental authorities are expected to continue their support in promoting "Blue Growth", through initiatives such as the "Cyprus Foundation of the Sea", as well as to public and private Maritime Academies in Cyprus, maintaining the sustainability of the Maritime Cluster, which is vital to the Cyprus economy and society.

This kind of positive measures along with the implementation and development of strategies can further elevate Cyprus Shipping to meet the constantly evolving demands of the World Economy and international competition, thus allowing our Shipping sector to operate and compete daily on a global basis.

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Capt. Eberhard Koch
Chairman, CEO& Partner CMC
ÖL Shipping Group
President
Cyprus Marine Club



Dear Friends,

It is my great pleasure to welcome you all at the 3rd Capital Link Cyprus Shipping Forum in Limassol / Cyprus on our beautiful island, the "Shipping Star of the Mediterranean".

Öl Shipping Group is very proud of being a daily and very strong promoter of Cyprus Shipping worldwide and certainly at its home in Limassol.

We are a small family owned group of shipping companies and all vessels proudly fly the Cypriote flag. We relocated the company to Cyprus in 2001, but started operating in Cyprus already in 1995.

Personally I also decided to settle in Cyprus in 2001. Besides, it was also my desire to open our head office here, and thus all our activities are here now.

I had a strong desire to return from Vienna and Hamburg to the Mediterranean routes, lets not forget that Österreichischer Lloyd was founded in Trieste at the Adriatic in 1836.

Only seven years later after foundation of the company the first passenger vessels called Paphos, Limassol and Famagusta roads in 1843 to disembark and embark passengers and - very important - also were entrusted with the mail service from and to Cyprus.

Cyprus has all the chances of becoming THE Shipping Hub of Europe as long as it further deploys the strengths which it already has today. I would like to highlight the daily excellent support provided to the shipping sector by the state. Since March 2018 we enjoy our own Deputy Shipping Minister to the President and especially the last three words substantiate the governments attention to this very important industry for Cyprus.

The previous Department of Merchant Shipping is now converted into a Ministry and hopefully soon also has a ONE STOP CENTER for any shipowner who might be interested in flying this quality flag. Here he is supposed to obtain all the informations and all the necessary documents in one meeting.

The high quality of the Cyprus flag and its reputation worldwide are the basic advantages that shall be further promoted internationally by the new Minister. All shipowners, who are already here, enjoy the daily excellent support by the Ministries staff. Here you talk to experts, to humans, who are willing to help you with all the many difficulties we sometimes face in different port and legislations.

ÖL Shipping Group and Cyprus Marine Club are committed to the further development and growth. We are committed to enhance the competitiveness of our Cyprus flag and certainly the entire maritime cluster.

The 3rd Capital Link Cyprus Shipping Forum is an excellent opportunity to send out the right message to all interested parties. I wish all participants a very productive and pleasant day.



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Despoina Panayiotou-Theodosiou
CEO, Tototheo Maritime
President, Wista International



Cyprus, is a trading nation in a prime location linking east and west. Having the influence of many cultures through the aeons, as Cypriots, it is a position we have held, and continue to hold, with pride, particularly as we sit at the cusp of industrial change.

Our great country has been central to many classical eras. We have survived and prospered over the ages, from the Neolithic cultures 12,000 years ago and shipping has been a part of these rich eras and remains so in today's industrial age. It too has gone through changes, as galleys gave way to sail, then sail to coal, and coal to oil, changes which helped trade grow from local, to regional and then international; often with Cyprus a key trading centre.

Our industry is now facing more fundamental changes, perhaps more so than ever before, and it is happening as society faces different pressures. Economists and politicians call it globalisation at a crossroads. We see a new trend as global powers need to cooperate more than ever but at the same time there is a rise of protectionism. We see how this is impacting trade, creating uncertainty.

We also see new trading opportunities emerge, creating new business opportunities across the many sectors that make up the asset heavy and technology-rich industry of shipping. There is also the growth of technology as an enabler across many sectors, creating a potential level of equality that has never been witnessed before.

Shipping has to face these challenges in its role as the enabler of global trade, but it is not one where incumbent players alone will have the ability to sway the direction of the industry.

New technology trends are creating a greater push for transparency and governance, for usable viable information and data across the many sectors of our industry, putting power into new hands.

Technology is an enabler, and in particular digital technologies. But these opportunities need to be realised under the recognition of economies and economic systems that themselves may be changing.

Cyprus has a history of embracing the changes of the ages, and we will do so again. We are in a position to be influential and harness the opportunities that technology has to offer as well as examine and benefit from the many sectors within the industry.

Cyprus welcomes international business and has competitive position for investment; particularly in our industries, as a small country Cyprus is hugely influential for its size; we have the opportunity to further embrace this position. We are building a stronger competitive Cyprus maritime cluster that is fit for the new industry, one that will remain asset heavy, but technology rich, diverse, sustainable and dynamic.

So welcome to the 3rd Annual Capital Link Cyprus Shipping Forum and I hope the event helps build your direction to face, and succeed in, these uncertain but potentially rewarding times.



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Angelos Gregoriades
President
Cyprus Investment Funds Association (CIFA)



3rd Annual Capital Link Cyprus Shipping Forum

Cyprus' financial services sector continues to expand in terms of size, reputation and attractiveness, backed by a resilient regulatory framework, prudent supervision, consumer protection, and strong anti-money laundering mechanisms. The robustness of the sector is reflected in healthy capital and liquidity levels held by banks and continued registration of new companies, funds and investment vehicles, providing employment opportunities both within the direct financial intermediation segment and other related professional services activities. Cyprus remains an excellent base for international business, with a skilled workforce and wide network of double-tax treaties.

The recovery of the Cyprus economy is continuing at a robust pace. This is due mainly to reforms that have resulted in a solid restructured and modernised state that ensures speed, efficiency and transparency – re-establishing Cyprus as a reliable and robust business centre. These developments have also been recognised by the international ratings agencies, who have consistently revised their forecasts on Cyprus, with the overall positive outlook resulting in the upgrade of our economy to investment grade by S&P in September 2018.

Cyprus' success in attracting FDI – €9 billion in 2014-2016 – was mainly in the sectors of real estate and in financial and professional services, including banking. Now interest has shifted on important niche areas such as start-ups and innovation, the audiovisual industry, thematic tourism and investment funds – and the positive momentum is expected to continue thanks to the continuous diversification of the economy.

As a European Union Member State, Cyprus benefits from the harmonisation of EU financial services regulations and serves as a convenient 'bridge' offering competitive access to Europe, the Middle East and Africa. Not simply by means of its geographical position, but also for the high quality of financial services offered, combined with the flexibility and clarity of its laws and regulations, which were modernised with the enactment of the Alternative Investment Funds Law in July 2014, and the recent upgrade in July 2018.

The global investment fund industry has witnessed significant growth in recent years, a trend strongly anticipated to continue. According to the European Fund and Asset Management Association (EFAMA), Europe ranks as the second largest market in the global asset management industry.

The Cyprus fund sector has become one of the most dynamic sectors of the economy, and the country is fast becoming a location of choice for many promoters and fund managers. Regarding our funds legal framework, Cyprus, with the support of CIFA, has worked diligently to bring the country on par with other top fund hubs and is seeing increasing interest and appetite from investors and fund service providers looking for EU-regulated jurisdictions.

Regulatory and government bodies actively promote Cyprus as a centre of excellence for the international fund and asset management industry and evidence of these efforts is the growing number of internationally recognised fund service providers established in Cyprus, ranging from global names to local independent operators, servicing all types of funds at very competitive rates. As a result Cyprus has seen formidable growth momentum, with assets under management more than doubling from €2.1 billion in 2012 to passing the €5 billion mark in 2018.

EU and euro-area membership combined with CIFA's membership in international organisations provides investors reassurance that they are operating within a rigorous legal framework that promotes transparency and protects investors. Among others, Cyprus implements the US Foreign Account Tax Compliance Act (FATCA) and was an early adopter of the OECD's Common Reporting Standard.

Looking at the country's geographical position, a fund manager operating from Cyprus can reach investors in the CIS and MENA regions with a population of nearly 700 million and with countries that are achieving positive GDP growth rates. This factor combined with Cyprus' tax incentives in place for fund managers have contributed to our industry gaining significant momentum from both local and international promoters. We are already recording an increasing number of new applications to set up investment funds and fund management companies, and have observed some European-based funds and AIFM redomiciling to Cyprus mainly due to the lower cost of establishing and maintaining their operations.

Our mission as CIFA, with more than 300 corporate and individual members, is to facilitate the constant upgrading of our legal and tax framework and service quality on all fronts to ensure investor protection. In carrying out this mission, CIFA has established 13 Technical Committees comprised of local market experts who analyse global industry developments. In cooperation with the Cypriot government and the regulator we promote legal and regulatory changes to keep Cyprus competitive among other funds jurisdictions around the world.

CIFA is closely monitoring EU developments and especially issues arising from Brexit. Cyprus is a reliable member of the EU and eurozone, an island of safety and stability offering opportunities for business, investment and cooperation, but it is also a country with a broader outlook and can be a strategic partner of the UK.

The role of our Association is reinforced by the Capital Markets Union initiative and from the fact that our Government has high on its agenda the desire to move from a bank-dominated financial system to one with more diverse sources of financing including venture capital, crowdfunding and market-based finance. We fully support this initiative as retaining and increasing the attractiveness of the European package to non-European investors is paramount for EU capital markets to prosper and to attract additional investment and expertise internationally. We further support the regulation of the service providers for crowdfunding on a harmonised European level which is currently under review by our Regulator that will allow for the possibility of Cypriot crowdfunding platforms to passport their services to other EU states, thereby widening their prospective market and making the European market more competitive.

Lastly, CIFA represents the sector in economic missions organised by the Cyprus government around the world, and we take an active part in principal meetings of the global fund industry. As a full member of the European Fund and Asset Management Association (EFAMA), CIFA also actively participates in the organisation's quarterly meetings and contributes to the voice of the European funds industry. We believe we are well-placed to face the challenges that lie ahead, and we share the goals of growth and development for the industry, and look forward to continuing our collective efforts to develop Cyprus as a hub for investment funds.



Philippos Ioulianou
Chairman
YoungShip Cyprus

Dear Friends,

It is with pleasure to welcome all delegates at the 3rd Capital Link Cyprus Shipping Forum in Limassol.

On behalf of YoungShip Cyprus, we feel honored to participate once more as a supporting organisation to a forum which acts as a platform to raise further the profile of Cyprus Shipping and to bring all key stakeholders together to the benefit of our industry. Taking this opportunity, I would like to congratulate Capital Link for the high quality event that has managed to become in such a short time a milestone in the local and international shipping industry.

YoungShip Cyprus is a relatively new organization in the local shipping industry, founded in 2012, but has managed to bring together the next generation of the local shipping industry and become the success story of the YoungShip International with its multifaceted contribution and activity.

As an organization, we have put a lot emphasis in the areas of education, innovation, awareness, environmental protection and support with the promotion of Cyprus as a leading shipping center. An important milestone for YoungShip Cyprus, was the organization recently with great success of the biggest international conference (ShipCon) for youth leaders in Shipping here in Limassol. To that end we would like to ensure you that the youth generation is present and will support with great enthusiasm the further development of the Cyprus shipping cluster and you can count on us.

On behalf of YoungShip Cyprus once again, I congratulate you on this Forum which aims to highlight the significant role of Cyprus as a maritime centre and thank you for the opportunity given to the youth generation to participate. Investing in the next generation is investing in the future of Cyprus Shipping.



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Building a better
working world

Photini Tsirides
Vice-Chairman of the Cyprus Stock Exchange
LL.B, LL.M, MCI Arb, Barrister-at-Law



It is a great honour to be given the opportunity to communicate with you all within the context of the 3rd Annual Capital Link Cyprus Shipping Forum that aims to highlight the significant role of Cyprus as a maritime, energy and logistics hub and as an investment and business destination.

The Cyprus Stock Exchange has been established as a legal entity in the form of a public corporate body under the Cyprus Securities and Stock Exchange Laws and Regulations. CSE is a regulated exchange where all activity concerning corporate and public listed securities is carried out. More specifically, CSE offers a full range of products and services including among others, listing, trading, clearing, settlement and registration in its Central Securities Depository.

CSE currently operates a Regulated Market and a Market in the form of Multilateral Trading Facility (the 'Emerging Companies Market'), which operate under the Cyprus Securities and Stock Exchange Law and the Investment Services and Activities and Regulated Markets Law (MIFID).

Additionally, in accordance with the Securities and Cyprus Stock Exchange (Central Securities Depository and Central Registry) Law, the Stock Exchange has the responsibility for the establishment and management of a Central Depository and Central Registry (CSD). Securities listed on the Cyprus Stock Exchange are registered in the CSD and also unlisted securities, whose issuer wishes the maintaining of the registry by the CSE. In 2006, CSE launched a common platform with the Athens Stock Exchange. The exchange is also a member of the World Federation of Exchanges (WFE), the Federation of European Securities Exchanges (FESE), the European Central Securities Depositories Association (ECSDA), the Association of National Numbering Agencies (ANNA) and the Federation of Euro-Asian Stock Exchanges (FEAS).

Within its strategic aim of better servicing the investors and market participants, CSE has recently introduced in the market a full range of new services and products while at the same time is placing emphasis, among others, in the very important sectors of Energy and Shipping. The Energy sector is particularly, and increasingly, important for Cyprus and our broader region. Thus, in December 2018, CSE became a shareholder of the Hellenic Energy Exchange, which is active in the Electricity Market while its short-term plans include the Natural Gas, both in terms of spot and derivatives products, with additional prospects for future growth in new markets. CSE's initiative is part of its broader strategic planning with an aim to be approved as the competitive electricity market operator in the island.

In the important area of Shipping, and having regard to the current strict bank procedures and scarcity of funds, CSE has taken the initiative to develop a Shipping Corporate Bond Platform in Cyprus. Today, the Cypriot maritime registry is one of the largest in the EU and worldwide. Cyprus has become a well-established maritime centre and is the biggest third-party ship management centre in the EU. CSE is therefore in the process of creating such a platform to give shipping companies the well-known advantages of raising funds through bonds, i.e. raising a higher amount than in the case of a loan, without a mortgage prerequisite and with increased flexibility, a low interest rate and with an opportunity to acquire capital gains. This successful method of financing is also a lucrative option for investors as well having regard to the low interest rate environment while they can be compensated with higher coupons for taking unsecured risk on the company.

Having regard to the above, I would like to invite you to explore our Exchange and the advantages of listing your products on CSE.

In closing, we hope you have a successful and productive Forum with positive results.



Ascension

F I N A N C E



CURRENT BUSINESS AND INVESTMENT OPPORTUNITIES IN CYPRUS MARINE INDUSTRY

A Very warm greeting and welcome to Capital Link in Cyprus once more and for its dedicated assistance and support for our Shipping Community.

We appreciate its effort and its worldwide promotion to find investors for the Cyprus Shipping Community especially in our times that there are very few opportunities for a shipping company to obtain finance as shipping did not fully recovered from the crisis yet.

Cyprus through its policy and faced difficulties. managed over the last 40 years to become a world class maritime cluster No.1 in the EU and one of the world's biggest. Its maritime sector is growing fast, with the Cyprus flag flying proudly around the world.

The government with the appointment of a Deputy Minister of Shipping proves its willingness to make shipping even bigger with its new drive and the advantages offered to new companies and its foreign employees that want to join our shipping communities.

New shipping companies by moving to Cyprus can enjoy more opportunities due to its strategic location, political stability, attractive legislation, low tax framework, excellent communications, excellent cooperation with the Deputy Ministry of Shipping, trained qualified personnel, good standard of living, good connections worldwide by air and cooperation with other local shipping companies .

With the large and ever growing maritime cluster modernization and digitalisation of shipping including the significance and impact of hydrocarbons discoveries in Cyprus and the Eastern Mediterranean a lot of new opportunities for investments are created.

Investment opportunities besides the ship Management Cyprus offers the following:

- Support services for the Oil & Gas industries.
- Cargo transshipment services through its ports for the close ports in the area.
- Launching new Satellites for low cost telecommunication services to the shipping industry.
- Bunkering services for vessels transiting close to Cyprus and passing through Suez canal.
- A modern marine academy with all modern equipment used onboard for navigation and other so that the officers/Engineers can get familiar before going onboard. This academy to be among the best in the world and reasonable so that it can attract students from the Middle East and other countries. An agreement to be sought with the ship management companies to interview them and if they are good then they can familiarise them with their systems in their offices before sending them on their ships.
- To incorporate new training courses for personnel that want to work in the Oil & Gas industry as Cyprus does not have enough experts in this field yet. Oil & Gas companies operating in Cyprus can assist with their practical training.
- A shipping and marine research centre comprised of shipping experts from the different ranks experienced personnel like Master Mariners, Chief Engineers, Naval Architects, IT specialists, Electronic and Electrical engineers and from the Oil and Gas industry. This research centre to study all types of existing equipment presently used onboards and suggest improvements. Designing of new simplified ship's equipment for easier handling by the crew onboard.
- Invest in the latest ship simulator that can be used and testing for new generation ships designs.
- Study of deep sea Oil & Gas drilling and its effect on the environment and the coastal states.

Providing a smooth sea for your business

Hellenic Bank has a long tradition in shipping and is the trusted partner for shipping companies in the region.

With in-depth industry expertise and dedicated teams for ship finance and transaction banking, Hellenic Bank Shipping understands the needs of international shipping companies.

We provide a wide range of specialised banking products and services, including cutting edge Open APIs (Application Programming Interfaces), enabling secure real-time communication with the Bank's systems to provide an efficient and seamless execution of your payments, leading the evolution of payment systems and lifting transaction banking to the next level.



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

THE SHIPOWNERS UNION

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

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

The Cyprus Union of Shipowners focuses on:

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

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

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

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

FOCUSED ON OUR CLIENTS, DRIVEN BY SOCIETY

Classification services and technical expertise, supported by the Veristar digital platform to deliver safety, environmental and operational performance



PERFORMANCE DEMONSTRATED

Bureau Veritas helps optimize the safety and performance of clients' assets. Active across all ship types, providing leading expertise for many specialized vessels including LNG carriers, ultra large container vessels, FSRU/FSUs and expedition class cruise ships.

**BV
CLASS**

15
YAMAL ICE CLASS
LNGCS

9
LNG FUELLED 22,000 TEU
CONTAINERSHIPS

SHAPING A WORLD OF TRUST

Bureau Veritas was founded in 1828 to address marine risks. Our priority is safety - for our clients and society. Today we are a multi-sector Testing, Inspection and Certification (TIC) organization with more than 75,000 people world-wide and about 1,400 laboratory and testing facilities.

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**BUREAU
VERITAS**

Why Cyprus

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

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

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 a global quality assurance and risk management company.

Driven by our purpose of safeguarding life, property and the environment, we enable our customers to advance the safety and sustainability of their business.

We provide classification, technical assurance, software and independent expert advisory services to the maritime, oil & gas, power and renewables industries.

We also provide certification, supply chain and data management services to customers across a wide range of industries.

Combining technical, digital and operational expertise, risk methodology and in-depth industry knowledge, we empower our customers' decisions and actions with trust and confidence.

We continuously invest in research and collaborative innovation to provide customers and society with operational and technological foresight.

With origins stretching back to 1864 and operations in more than 100 countries, our experts are dedicated to helping customers make the world safer, smarter and greener.

Navigating Global Business

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

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



GLOBAL GOLD SPONSORS



Tototheo Maritime specializes in innovative, efficient and functional solutions in the fields of digitalization, satellite and radio communication, automation and navigation systems. 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 American Club founded in 1917, the American Club is dedicated to identifying and empowering local talent in all the world's major shipping hubs. Awards like the Lloyd's List Next Generation Shipping Award, North American Maritime Services Award, and the Seatrade "Investment in People" Award recognize that. Homegrown capacity gives the Club regional maritime know-how - available 24 hours a day - able to communicate in no less than eleven languages. It offers full mutual cover for P&I, FD&D risks, fixed premium insurance for smaller tonnage through Eagle Ocean Marine, as well as Hull and Machinery cover through its subsidiary, American Hellenic Hull Insurance Company Ltd. The Club also boasts an unsurpassed safety and loss prevention program. Its rich reserves of expertise enable it to typically exceed the service expectations of shipowners and charterers both large and small. Local service providing global solutions steers the Club into its next century of service excellence.



DNB is Norway's largest financial services group and one of the largest in the Nordic region in terms of market capitalisation.

The Group offers a full range of financial services, including loans, savings, advisory services, insurance and pension products for retail and corporate customers.

We are a major operator in a number of industries, for which we also have a Nordic or international strategy. DNB is one of the world's leading shipping banks and has a strong position in the energy sector, and the fisheries and seafood industry.

Customer facts

- Figures in 1000
- Retail customers in Norway 2 100
- Corporate clients in Norway 210
- Active Internet bank users in Norway 1 300
- Customers in life and pension insurance companies in Norway 1 200
- Individual non-life insurance customers in Norway 218



YIELDSTREET

YieldStreet is an alternative investment platform, providing access to asset based investments historically unavailable to most investors. YieldStreet allows you to participate in investment opportunities with low stock market correlation and target yields of 8-20%, across litigation finance, marine finance, real estate and other alternative assets. We believe our technology platform creates a unique experience for investors at every level and provides valuable diversification to most portfolios.

Bank of Cyprus

Shipping Centre



The Bank of Cyprus Group is the leading banking and financial services group in Cyprus, providing a wide range of financial products and services which include retail and commercial banking, finance, factoring, investment banking, brokerage, fund management, private banking, life and general insurance. The Bank of Cyprus Group operates through a total of 122 branches, of which 121 operate in Cyprus and 1 in Romania. Bank of Cyprus also has representative offices in Russia, Ukraine and China. The Bank of Cyprus Group employs 4,163 staff worldwide. At 30 September 2018, the Group's Total Assets amounted to



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€22.1 bn and Total Equity was €2.3 bn. The Bank of Cyprus Group comprises Bank of Cyprus Holdings Public Limited Company, its subsidiary Bank of Cyprus Public Company Limited and its subsidiaries.

Deloitte.

Deloitte is one of the largest and fastest-growing professional services firms in Cyprus operating out of offices in all major cities with more than 650 professionals. Its services include audit & assurance, tax & legal, consulting, financial advisory, wealth advisory and a complete range of services to international business focusing on accounting and payroll, tax compliance and the formation and administration of companies, partnerships and trusts. As part of the Deloitte global network, with approximately 286,000 people in over 150 countries, it has the advantage of a global sharing of knowledge with a local adaptation and personal approach, built on the solid foundations of 60 years of successful operation on the island.

In the area of shipping, Deloitte is amongst the leaders in providing professional services to the Shipping Community in Cyprus and has an excellent reputation in shipping worldwide. Our clients include some of the world's largest international ship management and ship owning companies operating from Cyprus.



Eurobank Cyprus has been operating in Cyprus since 2007. Focusing on the wholesale side of business, specifically in the areas of Corporate & Investment Banking, Wealth Management, International Business Banking, Global Capital Markets, Shipping and Affluent Banking. Eurobank Cyprus operating model is distinct from the rest of the banking industry in Cyprus. Its strong capital base, substantial liquidity, and solid financial results allow Eurobank Cyprus to continue its dynamic growth and its ongoing support of the Cyprus economy. Eurobank Cyprus Ltd is a Cyprus registered company founded in 2007, operates autonomously and is subject to all laws and regulations of the Republic of Cyprus.



EY CYPRUS is a global leader in assurance, tax, transactions and advisory services with more than 270,000 people in over 150 countries around the world. It is the most globally integrated professional services organisation and is working with businesses, entrepreneurs and governments around the world to solve their most pressing challenges and to

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

For over 80 years, the Cyprus practice has been a trusted business advisor and auditor to a broad range of clients, from private individuals and entrepreneurial businesses, to major public companies and large multinationals. Being part of EY's EMEA Area and one of the 31 countries that comprise the new Central, Eastern and South-eastern Europe & Central Asia (CESA) Region, EY Cyprus is ideally placed to exploit new opportunities in the area and cater to the needs of our clients in a wider geographic span.



Hellenic Bank Shipping is one of the leading financial institutions in Cyprus providing the shipping community, international businesses and financial institutions with a full spectrum of banking products and services.

Based on one of the leading global maritime hubs, Hellenic Bank has a long tradition in shipping and successfully been serving international companies in the maritime industry for decades.

Amongst others, customer's activities include ship-owning, crew and ship-management, ship broking and chartering and marine insurances.

At the same time, Hellenic Bank is an innovative forerunner in banking technology, winning several global awards in digital banking.

At Hellenic Bank, we invite you to experience what a first-class local international bank can offer, and we look forward to hearing from you.



Safe Bulkers subsidiaries provide marine drybulk transportation services, transporting bulk cargoes, particularly coal, grain and iron ore, along worldwide shipping routes for some of the world's largest users of such services.

As of October 31, 2018, Safe Bulkers operational fleet comprised of 41 drybulk vessels, 11 of which eco-design, with an average age of 8.2 years and an aggregate carrying capacity of 3,777,000 million dwt. The fleet consists of 14 Panamax class vessels, 10 Kamsarmax class vessels, 13 post-Panamax class vessels and 4 Capsize class vessels, all built from 2003 onwards.

Safe Bulkers common stock is listed on the NYSE where it



FLOTT & Co. PC

ATTORNEYS

US Taxation of International Shipping

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

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

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

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

For more information please visit our website: www.flottco.com

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trades under the symbol "SB." Safe Bulkers preferred stock "Series C" and "Series D" are listed on the NYSE, trading under the symbols "SB.PR.C." and "SB.PR.D." respectively.

For more information on Safe Bulkers, please visit the Company website at www.safebulkers.com.

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Amsterdam Trade Bank N.V. (ATB) is a fully licensed specialized financial institution focused on the entire spectrum of the trade value chain, i.e. commodity finance (covering softs, metals and energy commodities), ship finance and asset-backed financing. We serve a wide range of customers active across all aspects of international trade, including commodity traders, producers and processors, ship owners and companies otherwise involved in the global logistics chain. Our client value proposition is tailored around three main categories being; financing solutions, treasury services and transactional banking (financial institutions and documentary services). We were established in the Netherlands 25 years ago in 1994 and have been part of the Alfa-Bank Group since 2001. As a member of the Alfa-Bank Group, one of Russia's largest privately-owned financial institutions, we have exceptionally good access to the CIS markets. Outside of the CIS, our network of financial institutions helps us create opportunities for our clients across the globe.

We are located in Amsterdam, the Netherlands, historically one of the world's most important financial, commodity, maritime and technology hubs. Early 2018 we have move from our offices from the Amsterdam canals to a state-of-the-art new office in the Zuidas, Amsterdam's financial district. We are ideally positioned to find solutions to the challenging needs our clients face in today's rapidly changing macroeconomic and technological environment and offer a distinct set of products and solutions to clients who require structured trade, transactional and /or asset financing. Since 2003, we are also active in the internet retail market in the Netherlands, offering savings and deposit products. In 2006, we expanded our internet retail operations to Germany, followed by Austria in 2011.

We are regulated by the Dutch Central Bank (De Nederlandsche Bank, DNB) and the Netherlands Authority for the Financial Markets (Autoriteit Financiële Markten, AFM).



Bureau Veritas is a world leader in laboratory testing, inspection and certification (TIC) services. It is the largest TIC serving the marine and offshore industries, providing classification, certification and technical services - including fuel testing.

Bureau Veritas works hand-in-hand with clients to help them optimize the safety and performance of their assets. Active across all ship types, BV also provides leading expertise in a wide variety of specialized vessels including LNG carriers, ultra large container vessels, FSRU/FSUs and expedition class cruise ships.

A key focus area for BV is supporting safety and new technology across the gas supply chain. BV is the classification market leader in new orders for LNG fueled ships and for LNG bunker vessels.

Created in 1828, the Group has more than 74,000 employees in about 1,400 offices and laboratories around the world and a coherent network of 2,300 high qualified marine surveyors and experts operating on 180 survey center stations covering 90 countries. Bureau Veritas is listed on Euronext Paris and belongs to the Next 20 index.

CADWALADER

Cadwalader, Wickersham & Taft LLP, established in 1792, serves a diverse client base, including many of the world's leading financial institutions and corporations in more than 50 countries. With offices in the U.S. and Europe, Cadwalader offers legal expertise in antitrust, banking, corporate finance, corporate governance, environmental, executive compensation, financial restructuring, fund finance, intellectual property, litigation, mergers and acquisitions, private equity, private wealth, real estate, regulation, securitization, structured finance, tax and white collar defense.



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



Maritime Cyprus - The Shipping Deputy Ministry was created on 1st March 2018 as an autonomous Deputy Ministry, dedicated entirely to the Cyprus Maritime Industry. It is responsible for the development of maritime activities, which include:

Registration of ships, Administration & Continuous updating of the Merchant Shipping Legislation, Control of ships & Enforcement of International Conventions, Protection of the Marine Environment, Vessel Traffic Monitoring in the sea around Cyprus, Monitoring the conditions of living and working on board Cyprus Ships, Registration, Training & Certification of seafarers, Coordination of the EU Integrated Maritime Policy, Administration of the State Aid Scheme for Maritime Transport & the Tonnage Tax System, Promotion of Cyprus as an International Registry and a base for international maritime operations.

Cyprus ship Registry ranks among the top international fleets and has the third largest fleet within the European Union. Cyprus is firmly established as a world class international maritime centre, combining both a sovereign flag and a resident shipping industry, which is renowned for its high-quality services and standards of safety.



ERMA FIRST designs and manufactures innovative Ballast Water Treatment Systems (BWTS) in compliance with the latest legislation. ERMA FIRST BWTS FIT holds USCG Type Approval, Final Approval by IMO and Type Approval by LR. Nowadays, ERMA FIRST has a prestigious reference list comprised of ship-owners and shipyards worldwide.

ERMA FIRST BWTS FIT is an advanced modular developed to exceed all special installation requirements. Covering an extensive capacity range of 50-3740 m3/hr, the system

is suitable for newbuilds as well as for retrofits of all types and sizes of vessels. The major components of the system are an automatic back-flushing filter and an electrolytic cell of outstanding performance under the most demanding conditions. Using an active substance produced by the method of electrolysis, the re-growth of microorganisms is eliminated.

EVERCORE

Evercore (NYSE: EVR) is a premier global independent investment banking advisory firm. We are dedicated to helping our clients achieve superior results through trusted independent and innovative advice on matters of strategic significance to boards of directors, management teams, and shareholders - including mergers and acquisitions, strategic shareholder advisory, restructurings, and capital structure. Evercore also assists clients in raising public, private capital, delivers equity research, equity sales and agency trading execution, in addition to providing wealth and investment management services to high net worth individuals. Founded in 1995, the Firm is headquartered in New York and maintains offices and affiliate offices in major financial centers in North America, Europe, South America, the Middle East and Asia.



Lloyd's Register -We started out in 1760 as a marine classification society. Today, we're one of the world's leading providers of professional services for engineering and technology in over 75 countries. The profits we generate fund the Lloyd's Register Foundation, a charity which supports science and engineering-related research, education and public engagement around everything we do.

We provide classification, compliance and consultancy services to the marine and offshore industry, helping our clients design, construct and operate their assets to the highest levels of safety and performance, using our expertise and over 250 years' experience to deliver the smart solution for everyone.



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

Future performance depends on today's decisions.

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SPONSORS

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

At OMM, our services, skills-set and capabilities gained over many years, cover the entire maritime spectrum, including commercial, technical, operational, insurance, sale & purchase, reporting and accounting management for a growing fleet of over 80 vessels, including crude oil tankers, product carriers, chemical tankers, containerships, MPV, bulk carriers, AHTS, in addition to highly specialised tonnage and newbuilding's.

Our job at OMM is to carry out on behalf of each client the time consuming and often burdensome task of closely monitoring the ship manager, safe in the knowledge that their assets are being continuously supervised and protected, in terms of commercial, technical and optimum operational safety, each and every day.



OL Shipping Group is a German family owned and managed group of companies operating from the home port of Limassol for the last 24 years. The Oesterreichischer Lloyd history and motto "STEAMING AHEAD" is dating as far as almost two centuries back (established in 1836). In fact it was 175 years ago when some of the company's steamships first called ports of Larnaca, Famagusta and Limassol.

In the past we were known for ship management and managed over 75 vessels but in 2008 we changed the course to concentrate purely on ownership taking delivery of 6 newbuildings delivered from China. OL Shipping Group became a member of very successful and long standing shipping Pool in Limassol which concept is along the same lines as joint venture between owners of similar type vessels, centralised administration and the vessels being targeted as single entity, the revenues are pooled and distributed to owners.

OL Shipping is always trying to cultivate strong family ethics with resilient commitment from top management down the ranks and the multinational and multicultural team ashore and the crew on board our fleet of multipurpose vessels.

We are proud to be internationally recognized by our broad spectrum of close contacts and our excellent reputation with Principals, Insurers, Bankers, Classification Societies and Flag Administration. Throughout our very transparent way of making business we were able to establish long standing and trustworthy relation with all stakeholders.



ONEX Technologies Group, based in New York with headquarters for the EMEA region in Athens, Greece, is an international technology and services group, with a global presence in USA, Europe, Middle East and Africa.

ONEX Technologies Group provides high value technology and turn-key solutions to strategic business sectors such as Homeland Security, Defense, Aviation, ICT, Maritime and Energy.

The products and services we offer to our markets are focused on high growth areas and include advance security and surveillance systems, as well as innovation in Advanced Material Science & Nanotechnology, Robotics, Security and Health Software.

The Group operates in rapidly expanding sectors that will continue significantly growing for the foreseeable future, occupying a segment that allows us to take advantage of our size, nimbleness and innovation for a potential placement at the top of the global market.



Stephenson Harwood is an international law firm with over 1000 people worldwide, including 170 partners. Our headquarters are in London, with offices in Paris, Dubai, Singapore, Hong Kong, Guangzhou, Shanghai, Beijing, Myanmar, Seoul and Piraeus, where the firm has been operating since 1996.

Stephenson Harwood is recognised as having one of the world's leading maritime practices, consisting of over 85 lawyers specialising in every aspect of maritime and international trade dispute resolution and over 65 lawyers specialising in ship finance.

In addition, our maritime lawyers work closely with specialist lawyers in other fields, including corporate, tax, intellectual property, competition and commercial litigation, allowing Stephenson Harwood to handle every aspect in the life of a company engaged in maritime trade – from corporate planning and raising finance, through to sale and purchase, management, operations, chartering, insurance and casualty response.

Stephenson Harwood lawyers have acted on some of the most high-profile and important cases in the maritime world but, at the same time, the firm firmly believes in relationships that are forged by working with clients on all their cases, however small. To this end, Stephenson Harwood prides

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Ascension Finance is a dedicated financing platform focused on maritime assets. Ascension partners with high-caliber maritime companies in order to develop long-term relationships by providing the necessary capital required for both growth and capital structure efficiency. Ascension is led by a team of maritime professionals with more than 80 years of maritime finance experience. This experience allows Ascension to work with our clients to best serve their needs throughout the vicissitudes of shipping and financial cycles.



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

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

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

Flott & Co. pc's knowledge and experience in the US taxation of international shipping ensure our clients understand the application of the US tax rules to their circumstances and that they meet their US tax compliance obligations in a timely and cost-efficient manner. For more information please visit our website: www.flottco.com.



Marsh is a global leader in insurance broking and risk management. In more than 130 countries, our experts help clients to anticipate, quantify, and more fully understand the range of risks they face. In today's increasingly uncertain global business environment, Marsh helps clients to thrive

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

Since 1871 clients have relied on Marsh for trusted advice, to represent their interests in the marketplace, make sense of an increasingly complex world, and help turn risks into new opportunities for growth. Our more than 30,000 colleagues work on behalf of our clients, who are enterprises of all sizes in every industry, and include individuals, multinational organizations, and government entities worldwide.

We are a wholly owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), a global professional services firm offering clients advice and solutions in the areas of risk, strategy, and people. With 60,000 colleagues worldwide and annual revenue exceeding USD 13 billion, Marsh & McLennan Companies also include global leaders Guy Carpenter, Mercer, and Oliver Wyman.



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

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

Singhai Marine Services' core service is supplying highly qualified Chinese and International seafarers for all type of ships, and maritime education and training. Singhai Marine Services is currently serving more than 40 ship owners and managers with an annual supply up to 4,000 seafarers for

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various types of vessels including oil tankers, chemical tankers, LPGs, LNGs, bulk carriers, containers, offshore vessels and cruise vessels. We are able to meet individual manning needs of our clients for full or half crew.

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

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Safe Bulkers subsidiaries provide marine drybulk transportation services, transporting bulk cargoes, particularly coal, grain and iron ore, along worldwide shipping routes for some of the world's largest users of such services.

As of October 31, 2018, Safe Bulkers operational fleet comprised of 41 drybulk vessels, 11 of which eco-design, with an average age of 8.2 years and an aggregate carrying capacity of 3,777,000 million dwt. The fleet consists of 14 Panamax class vessels, 10 Kamsarmax class vessels, 13 post-

Panamax class vessels and 4 Capesize class vessels, all built from 2003 onwards.

Safe Bulkers common stock is listed on the NYSE where it trades under the symbol "SB." Safe Bulkers preferred stock "Series C" and "Series D" are listed on the NYSE, trading under the symbols "SB.PR.C." and "SB.PR.D." respectively.

For more information on Safe Bulkers, please visit the Company website at www.safebulk.com.

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OPENING KEYNOTE



H.E. Natasa Pilides
Shipping Deputy Minister to the President
Republic of Cyprus

Natasa Pilides is the Shipping Deputy Minister to the President, since 1 March 2018.

Previously, she served as the Director General of the Cyprus Investment Promotion Agency since April 2016, responsible for the design and implementation of the Organisation's strategy in investment promotion, investor support and facilitation of reform, in close collaboration with the Cyprus government.

Natasa's work experience includes more than fifteen years in the private sector. She served as a Director and Regional Chief Operating Officer at Baker Tilly in South East Europe, heading the departments of Finance, Marketing, HR, Administration, Operations and IT for Cyprus, Greece, Romania, Bulgaria and Moldova. For 9 years she worked at PwC, in Cyprus, Milan and London in the areas of audit and tax consulting, providing services to multinational companies active in the fields of banking and finance, shipping, insurance, energy, construction and FMCG.

Natasa has wide experience in delivering professional training and courses for ICAEW, ACCA and CIMA exams in the areas of audit, tax, corporate law, ethics, financial accounting and reporting, at BPP London, one of the leading professional studies organisations worldwide.

Natasa graduated from Oxford University with a first-class honours degree with distinction in Modern Languages and Literature (French and Italian). She is a Fellow of the Institute of Chartered Accountants of England and Wales (ICAEW) and a member of the Certified Public Accountants of Cyprus (ICPAC).

Natasa is fluent in Greek, English, French and Italian.

She has represented and promoted Cyprus as an investment destination abroad throughout her career and has published various articles in international professional publications.



Eugen-Henning Adami
Managing Director
Mastermind Shipmanagement

Captain Eugen-Henning Adami is a Lecturer at the Department of Maritime Transport & Commerce of Frederick University teaching ship management. He is the Owner and Managing Director of the Cyprus-based shipping company Mastermind Shipmanagement Ltd (MSM). Presently MSM manages a fleet of 20 ships consisting of both fully owned vessels and third-party management dry-cargo ships.

German-born Captain Adami began his nautical career studying at Elsfleth Nautical University. In addition to his successful merchant marine career, which saw him serve as Master of the Bremen-owned cargo ship Condor P, Captain Adami has a wealth of experience as master on tall ships, spanning more than 25 years. He has sailed on and captained both the SS Thor Heyerdahl and the SS Grossherzogin-Elizabeth (formerly the SS Ariadne) and still retains an association with both sail-training vessels. Captain Adami is the immediate past president of the Cyprus Shipping Chamber,

the trade association that comprises all the major shipowning, shipmanagement, chartering and shipping related companies based in the shipping industry of Cyprus. He is the Director of various Cypriot Shipping and Ship-management companies as well as the chairman of the Mission to Seafarers in Cyprus and serves as Vice president at the the Cyprus Maritime Environment Protection Association.



Roine Ahlquist
Managing Director
Oceanic Marine Management

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

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

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

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



Fredrik Sagen Andersen
First Vice President Commodity Sales and
Trading
DNB Bank

Fredrik Sagen Andersen has worked in commodity markets since 2004. With experience in freight derivatives trading and physical tanker chartering he has a diverse background before joining DNB Bank in 2011.

Fredrik has worked in Singapore and New York before settling down in London December 2017. DNB Bank offers execution and advice to clients with exposure to commodity markets; Fredrik has special attention to energy-, and shipping companies.



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

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

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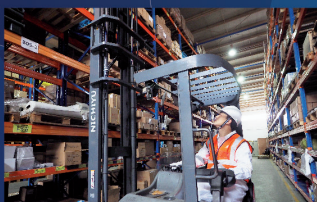


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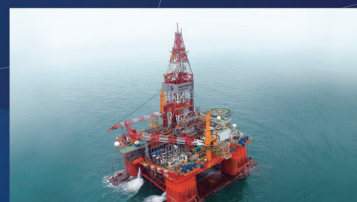
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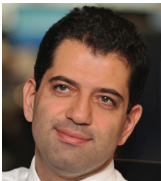


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Savvas I. Athanassiades
Managing Director
Clarkson Platou (Hellas) Ltd.

Mr. Savvas Athanassiades is our Managing Director since March 2014 and he is responsible for setting up and developing the Greek S&P desk for Clarksons Plc, the biggest Shipping Services group in the world, listed in the London Stock Exchange. In September 2004 he was appointed Managing Director of Sales and Purchase.

Prior to joining Clarksons he was a Founding Partner (Mar. 2001 - Aug. 2004) of ACM Shipping Services Ltd. (UK), a ships Sale and Purchase company, which was set up in partnership with ACM Tankers Ltd (UK). Between Jan. 1998 and Feb. 2001 he worked as a Sale & Purchase Broker at Seascope Shipping UK PLC, a major UK Shipbroking House, listed in the London Stock Exchange, specializing in the sale of Tanker Vessels. Furthermore, during the years 1996 and 1997 he was an in house Tanker Chartering broker for London Chartering Ltd., a company handling commercially part of the tanker fleet of World Tankers Singapore. In 1994 he joined Troodos Shipping & Trading Ltd. UK until 1995, as a Tanker Chartering broker and assistant in the Finance and Project Evaluation Department, working closely with the Principal on Sale and Purchase projects.

Mr. Athanassiades studied Bsc Hons in Technology Management at the University of Sunderland and later gained his postgraduate education at City University of London, Cass Business School, in the Shipping, Trade and Finance in 1994. A year later in 1995, he successfully completed all required exams for the Institute of Chartered Shipbrokers (ICS).



Theo G. Baltatzis
General Manager
Technomar Shipping Inc.

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

He holds the following Degrees:

B.Sc Maths – University of Kent

B.Sc & MSc Marine Engineering – University of Newcastle

M.B.A – University of Surrey

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

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



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.



Per Marius Berrefjord
Senior Vice President – Strategy and Business Development
DNVGL

Senior Vice President – Strategy and Business Development

Expertise

Shipping, shipbuilding overall

Management of large complex change processes and projects

Market understanding, strategy and strategy implementation

Business development together with ministries and large state owned companies in China

Over the last 4-5 years, work with ship owners for cost reductions, digitalization etc

Relevant experience (examples)

Large complex projects, examples: Early sub-sea production systems at the ELF Frig field in North Sea, first computerized toll ring around Oslo, 6.3 m elevation of the 12 platforms in the Ekofisk Offshore Field for Phillips Petroleum

Head of Section Electrical and Control systems, DNVGL Høvik Norway

District Manager Koje Island, DNVGL Korea

Head of Approval Centre East Asia, DNVGL Korea

Head of Newbuilding, DNVGL Head Office Høvik

Head of Classification in Head office, DNVGL Head Office

Head of Maritime Strategy and Business Development, DNVGL Høvik

Head of DNVGL Sustainability Centre in Beijing China

Background

M.Sc. Electrical Engineering from Norwegian Technical University in Trondheim, Norway

3 years in SINTEF, a Norwegian research institution, 35 Years in DNVGL Norwegian native

5 years permanently in Pusan, Korea, 3 years in Beijing, China

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Nicolas Bornozis
President and CEO
Capital Link, Inc.

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

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

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

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

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



Richard Brand
Co-Chair
Cadwalader Corporate Group

Richard Brand is Co-Chair of Cadwalader's Corporate Group and a member of the Firm's Management Committee. He is widely recognized as a leading advisor to public companies, hedge funds, private equity firms and investment banks, with particular expertise in the shipping and transportation industries. His experience includes mergers and acquisitions, takeover preparedness and defense, shareholder activism and defense, general corporate advisory work and securities offerings. He has been described by The American Lawyer as "a takeover and defense specialist" who is "no stranger to billion-dollar deals" and by Chambers USA as "an extremely talented and bright" practitioner who is "very creative and tailors his advice to what is needed for the situation," and has also been recognized by Lawdragon, Who's Who Legal and Super Lawyers. He holds a B.A. from Princeton University and received his J.D., cum laude, from New York University, where he served on the New York

University Journal of International Law and Politics.



Andreas Chrysostomou
Chief Strategy Officer
Tototheo Maritime Ltd

Mr. Chrysostomou is a seasoned professional in the shipping industry. He holds an MBA (Masters in business administration) and he graduated from the University of Newcastle upon Tyne, UK, with a Bachelor of Engineering in naval architecture and shipbuilding.

Mr. Chrysostomou, in his long standing career, before joining Tototheo Maritime as CSO, was the Director of the Department of Merchant Shipping, (the Maritime Authority of Cyprus), CEO of Transmed shipping Co. Ltd. And Act. Secretary General of CLIA Europe.

He also held senior management roles in fields such as safety and security, protection of the marine environment and administration. He also served as the elected Chairman of the Design and Equipment Subcommittee of the IMO and of the Marine Environment Protection Committee (MEPC), one of the main Committees at IMO. He was twice elected and re-elected Chairman of the International Mobile Satellite Organization (a UN agency) and served as member of the Board of Governors of the World Maritime University (WMU). He also served as President of the Institute of Marine Engineering, Science & Technology (IMAREST).



Charalambos Constantinou
Partner, Head of Advisory Services
EY Cyprus

Charalambos is a Partner leading the Advisory Services practice of EY Cyprus. He has more than 15 years of international and local experience in offering consulting services related to performance improvement, risk management, and strategic planning to both the public and private sector. He has extensive experience in project management of large engagements, including project planning, coordination of multiple work streams, overseeing of project delivery, and quality control of delivered services, client orientation and conflict resolution. Charalambos is a PhD holder in Finance from the University of Cambridge, MSc holder in Economics and Finance from the University of Warwick and a BSc in Economics from the University of Cyprus. He is also affiliated to several academic institutions teaching in postgraduate courses (MSc/ MBA).



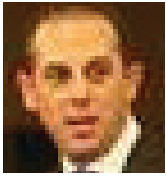
Stephen A. Cooper
President
Fourth Insurance Office, Inc.

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

One of very few multi-credentialed advisors, Stephen started Fourth to serve a curated list of legacy clients and new assignments with transaction related advisory services, focusing on management liability and insurance portfolio management. He received an MBA

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from St. John's University and has completed multiple insurance related certifications through programs administered by the Wharton School (CPCU, CEBS, ChFC, and CLU).



Marios Demetriades
Member of the Investment Committee
Euploia Shipping Fund

Former Minister of Transport, Communications and Works – Republic of Cyprus

Marios Demetriades graduated from the University of East Anglia with a BSc in Business, Finance and Economics. He is a qualified Chartered Accountant since 1996 and a CFA Charterholder since 2000. He started his career as a trainee Chartered Accountant, working for BDO Stoy Hayward in London. He then worked as a Senior Auditor for EY in Cyprus before moving to Laiki Bank where he ran the Asset Management division until the end of 2007, when he was recruited by Piraeus Bank (Cyprus) to run the Asset Management and Custody departments. In March 2014, he became the Minister of Transport, Communications and Works for Cyprus, a position he kept until the end of the term of the government in February 2018. Currently, he is the Managing Partner of MD Mindset Capital, involved in significant projects in the infrastructure space. He is also a member of the Board of Directors of various companies in the Financials Services, Infrastructure and Shipping sectors.

Over the years, he has acquired significant experience in Capital Markets, having being involved in that business for over fourteen years. As a Director in various Boards he has accumulated significant experience in corporate governance and approval of investments. The scope of his Ministry covered a large part of the Cyprus economy including the Transport sector, Telecommunications Infrastructure, Public Works and Antiquities. During his term he completed the re-organization of the Ports sector, including the privatization of the largest commercial port and opened up the Aviation sector, which resulted in more than 40% increase in traffic. He also promoted heavily the Cyprus shipping sector with the local cluster growing significantly under his leadership.



Ferry van Eykel
Senior Customer Account Manager
Veritas Petroleum Services (VPS)

Ferry van Eykel is Senior Customer Account Manager, at Veritas Petroleum Services (VPS) with overall responsibility for sales activities at VPS Rotterdam.

He holds a Master in Business Administration (MBA) from Business School Netherlands and a degree in Engineering from the Nautical & Engineering College in Flushing, the Netherlands.

Having spent more than 12 years at sea as a marine engineer on a variety of vessels, e.g. container vessels, tankers and dry-bulk carriers, Ferry has an in-depth knowledge of the maritime industry and marine fuels.

Ferry joined Veritas Petroleum Services Rotterdam as a technical adviser in 1992. In 1996, he took over the position of Regional Manager, with responsibility for all fuel management related activities (sales, lab. operations, technical operations and surveys) performed by VPS in central and southern Europe.

Prior to joining Veritas Petroleum Services as a technical adviser in

1992, Ferry held the position of Technical Superintendent for the Sandfirden shipping company, located in Haren, the Netherlands. At Sandfirden, he was heavily involved in the conversion of two vessels for South Pole expeditions.



Stefanos Fragos
Senior Credit Officer
YieldStreet Marine Inc.

Stefanos is a Senior Credit Officer at YieldStreet's Marine Finance unit and the Chief Representative of the newly established Athens branch. YieldStreet is a unique platform globally, deploying technology in enabling its wide investor base (100,000 US accredited investors currently) access to asset-backed investments in an array of asset classes including financing of ships, real estate, commercial, litigation financing and others.

Stefanos graduated from Newcastle University, UK, with MSc in Marine Engineering, followed by a MSc in Shipping Trade & Finance at City University of London. He remains dedicated in servicing the marine finance industry for more than 16 years. Prior to joining YieldStreet he has been committed to specialist ship finance lender DVB Bank SE, where he was responsible for \$800m of shipping transactions majority of which were originated and structured by him over the past 5 years. Stefanos retains close relationships with a wide spectrum of shipowners of the highest caliber within the international ship owning scene.



Mark Friedman
Senior Managing Director
Evercore

Mark is a long-time banker to the Shipping Industry having been an investment banker for almost 25 years in the space. Mark was at Goldman Sachs for 11 years before moving to Merrill Lynch in 2005 to run their Global Shipping Practice. Mark moved to Evercore in 2009 and has helped Evercore become one of the leading advisors and underwriters in the shipping space. Evercore has been quite active assisting shipping and offshore companies recapitalize or restructure their balance sheets including Ocean Rig, Zim, Torm, Clipper, Eitzen Chemical, Trico Marine, Danaos among others.

Evercore has also advised on many of the large public market shipping transactions including the merger of Tankers Investments and TNK, the merger of General Maritime and Navig8 Crude, the merger of Capital Product Partners and Crude Carriers and the merger of DryShips and OceanFreight. Evercore has been an active underwriter for shipping companies with more than forty underwritten equity transactions.



Andreas Georgiou
Audit and Assurance Partner
Deloitte Cyprus

Andreas Georgiou is an Audit & Assurance Partner of Deloitte Cyprus, based in Limassol Office leading the IFRS (Complex Accounting) services of Cyprus office. Mr Georgiou carries more than 20 years of audit experience servicing mainly large multinationals operating in Shipping, Banking and Private Equity and Retail. Very often he advises clients on the application of International Financial Reporting Standards and

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undertakes IFRS workshops and seminars both in Cyprus and abroad.

Mr Georgiou is a U.K. qualified accountant (F.C.C.A.) and holds an MBA degree from the University of Newcastle Upon Tyne (UK). He is also an approved Internal Auditor of Financial Services Entities by the Ministry of Finance and the Cyprus Stock Exchange Committee. Mr Georgiou has served for many years as member of the IFRS and Audit Committees of the Institute of Certified Public Accountants of Cyprus (ICPAC).



Andreas Hadjiyiannis
Founder
Cyprus Sea Lines Co. Ltd

Mr. Andreas Hadjiyiannis is a self-made shipowner. He is the founder of CYPRUS SEA LINES CO. LTD., CYPRUS MARITIME CO. LTD. and HELLENIC TANKERS CO. LTD. and serves as a chairman from the start. All three companies are privately owned. Their combined fleet of tankers, containers and bulk carriers consists of 55 ships well of about 6m DWT.

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

Mr. Andreas Hadjiyiannis has received a number of awards and recognitions. In the field of International Shipping he received in 1993 a Plaque Of Recognition from the Republic of the Philippines House of Representatives and in 2007 he was presented by H.E. the President of the Republic of Cyprus the KEBE Business Leader Award.



Polys Hajioannou
Chief Executive Officer
Safe Bulkiers, Inc.

Polys Hajioannou is the Chief Executive Officer of Safe Bulkiers, Inc. and has been Chairman of the company's board of directors since 2008. Mr. Hajioannou also serves with the Manager of Safe Bulkiers, Inc. and prior to its inception, the Manager's predecessor Alassia Steamship Co., Ltd., which he joined in 1987. Mr. Hajioannou was elected as a member of the board of directors of the Union of Greek Shipowners in 2006 and served on the board until February 2009. Mr. Hajioannou is also a founding member of the Cyprus Union of Shipowners.

Mr. Hajioannou is a member of the Lloyd's Register Hellenic Advisory Committee. In 2011, Mr. Hajioannou was appointed to the board of directors of Hellenic Mutual War Risks Association (Bermuda) Limited and in 2013 he was elected at the board of directors of the UK Mutual Steam Ship Assurance Association (Bermuda) Limited. Mr. Hajioannou holds a Bachelor of Science degree in nautical studies from Sunderland University.



Prabhat Kumar Jha
Group Managing Director & CEO
MSC Shipmanagement Limited

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

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

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



Mark Klerides
Director, CMK Eurofinance
CFO, Global Carriers

Mark Klerides is Director at CMK Eurofinance and CFO at Global Carriers, where he is responsible for finance, treasury, sourcing and structuring shipping investments.

Prior to this he held Finance positions within the John Fredriksen group of companies in London, including Ship Finance International and Knightsbridge Tankers. He commenced his career with KPMG London in 2003 in Audit, specialising on insurance companies.

Mark is a Board member of National Bank of Greece (Cyprus). He chairs the bank's Risk Committee and is a member of the Audit Committee. He currently serves on the Boards of Olympia Group and the Cyprus Union of Shipowners. Mark is on the Advisory Boards of the European University of Cyprus Business School and Digital Tree Media.

He is a fellow chartered accountant (ICAEW) and a member of ICPAC where he serves on the Shipping Committee. He holds a Bachelor degree in Accounting and Finance from the University of Manchester.



Eberhard Koch
Chairman, Ceo & Partner
Oesterreichischer Lloyd Shipping Group

Capt. Koch is the Chairman, CEO and a Partner of Oesterreichischer Lloyd Shipping Group. He received his diploma in Nautical Sciences (Dipl-Naut.) at Hochschule fuer Nautik in Bremen (University of Bremen) in 1974.

Capt. Koch has extensive industry experience as a Captain, Manager and Owner. From 1977-1984 he served as Manager of Transport / Business Admin for VEBA OEL AG Group (nka EON) and from 1984-2001 he was Managing Director at Krohn Shipping Group in Vienna.

Capt. Koch joined Oestereichischer Lloyd as a Partner in 1991 and became Chairman and CEO in 2001.

Active Member of the Board of Directors of the Cyprus Shipping Chamber as well as Vice President of the Cyprus Shipowners Employers Association (CYSEA) Capt. Koch is a Member of the Advisory Boards of CCS Mediterranean. Capt. Koch is the Chairman of the Board of Governors of the Cyprus Maritime Academy. Capt. Koch is the Vice President of the Cyprus German Business Association and President of Cyprus Marine Club



John Kokarakis
Director Technical Business Development
HBSA Zone
Bureau Veritas

Dr. John Kokarakis is a graduate in Naval Architecture & Marine Engineering from National Technical University of Athens (1979). He also holds graduate degrees from the University of Michigan (MSE 83, MSE 84 and PhD 86). He worked in various projects worldwide as a consultant/technical investigator of maritime accidents. The most notorious were the explosion of Space Shuttle Challenger, the grounding of Exxon Valdez, the explosion and fire of Piper Alpha, the capsizing of drillship Sea-Crest and others. Furthermore, he was a consultant for numerous aspects on containership design, operation and repair. He has extensive experience in ship design and operations, spanning over forty years.

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



Maria Kyratsoudi
Global FOBAS Business Development
Manager
Lloyd's Register

Maria Kyratsoudi joined Lloyd's Register in 2009 and work as Global FOBAS Business Development Manager. Her primary responsibility is to look after and expand the global customer base for FOBAS as well as to provide specialist technical advice on fuel quality and on-board fuel management. Maria frequently is invited to speak in various industry organisations

meetings (Intertanko, Martecma etc) and other fora on fuel quality testing issues, alternative fuels, Sulphur 2020 matters.

Prior to joining Lloyd's Register, Maria worked as a plan approval engineer at Germanischer Lloyd. Maria Kyratsoudi holds an MSc in Naval Architecture & Marine Engineering from the National Technical University of Athens. She combines currently her professional life with studies for an LLM.



Nikolaos Michas
Technical Service Manager
DNVGL

Currently, Nikolaos Michas is a Technical Service Manager for DNVGL South East Europe, Middle East & Africa based in Piraeus. He has worked for DNV GL in China for eleven years in various positions, as QHSE and Production Manager at Area Central China, District Manager in Dalian for LGL, Site Manager in different shipyards as well as Surveyor.

Before joining DNV GL, Nikolaos has worked as Superintendent Engineer for a period of 4 years (for both Tankers and General Cargo vessels) and he has sea going experience of 2 years.

Nikolaos holds a Master of Engineering for Marine Engineering and Naval Architecture from University of Newcastle upon Tyne and a 3rd engineer certificate and degree from Merchant Marine Academy of Aspropyrgos. Also, holds a Master in Business Administration from University of Hertfordshire. He is a Certified Project Manager Professional (PMP) from the Project Management Institute (PMI)



Constantinos Milios
Head Shipping Finance
Eurobank Cyprus Ltd

Born in Athens in 1976, Constantinos holds a BA Degree in Mathematics and Philosophy from King's College London (University of London), and a MSc in Shipping, Trade and Finance from Cass Business School. His professional career started in 2001 and consists of positions in various areas of the finance profession: Senior Consultant at KPMG Cyprus Financial Advisory Services, Assistant Head of Project Finance at Société Générale Cyprus, Corporate Finance Manager - Investment Banking at Laiki Financial Services Ltd. Constantinos joined Eurobank Cyprus Ltd in October 2009, and has been heading the Shipping Finance Unit since 2017.



Acis Montanios
Managing Partner
Montanios & Montanios LLC

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

He read law in London and was called to the English Bar at the Middle Temple. In 1972 he joined as a trainee the family law firm founded by his late father Michael Montanios in 1951. Throughout his professional career he has specialized in all aspects of maritime and admiralty law, and has contributed articles and the Cyprus chapters in Shipping Finance publications. He has served as member

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of the Ad Hoc Legal Committee of the Cyprus Shipping Council, member of the Law Reform Committee on Merchant Shipping and member of the Greek-Cypriot negotiating team on the proposed federal laws relating to shipping and admiralty set up before the referendum on a solution to the Cyprus problem.

Together with his brothers Eric and Adam Montanios, they lead a team of 21 lawyers, most of whom practice shipping & corporate law.



Adam Montanios
Deputy Managing Partner
Montanios & Montanios LLC

Adam Montanios is the Deputy Managing Partner of Montanios & Montanios LLC, Advocates & Legal Consultants in Cyprus.

He read law in England and graduated from Hull University with an LLB Honours degree in 1979. After completing his pupillage with the family law firm founded by his late father Michael Montanios and passing his local bar exams, he qualified as an advocate of the Supreme Court of Cyprus in 1980 and began his practice with the firm. He became a partner in 1986 and a Senior Executive Partner in 1996.

He specializes in all aspects of shipping, corporate, commercial and finance law and is the head of the Firm's Company and Shipping Department. He contributed a number of articles and made a number of presentations on shipping and ship-financing matters.



Nicole C. Mylona
Chief Executive Officer
Transmed Shipping Co Ltd

Nicole Mylona joined the family owned group in 2000 having completed her studies in International Relations and French Literature at Brown University. For many years she held the position of Commercial Manager of the Group.

In 2015 Ms Mylona initiated the set up of Transmed Shipping Co in Cyprus and has since served as CEO.

She is a member of the Board of the Cyprus Union of Shipowners, the DNVGL Cyprus National Committee, the ClassNK Greek Committee and Wista Cyprus.



Mark O'Neil
President
Columbia Shipmanagement Ltd

Mark O'Neil is the President of Columbia Shipmanagement Ltd. A maritime lawyer by profession, as a Partner with Stephenson Harwood LLP and Reed Smith LLP for 17 years, Mark headed up international law firm Reed Smith LLP's German Shipping Team, and also co-lead the firm's Offshore Department. His clients included Ship Owners, Charterers, Insurers, Management Companies, Banks, Oil Companies and Offshore Contractors worldwide with a particular focus on the German, Scandinavian, Greek, Dutch, South American and Cypriot markets. He therefore has an in-depth knowledge of the shipping, ship management, banking and offshore sectors.

Mark chairs and/or speaks at numerous maritime and banking conferences and seminars worldwide. He is a passionate advocate of performance optimization within the shipping and ship management industry and regularly speaks on this matter together with the related topic of digitalization.



Petros Pappas
CEO, Director
Star Bulk Carriers

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

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



Nicholas Pavlidis
Head of Shipping
Bank of Cyprus

Nicholas Pavlidis, Head of Shipping at Bank of Cyprus, joined the bank in April 2017 to set up and lead the new Shipping Centre in Limassol. Nicholas has 22 year experience in shipping finance. He worked for the Royal Bank of Scotland (RBS) between 2003 and 2016, based in Piraeus and London where he held the position of Senior Director, Ship Finance. Prior to RBS, Nicholas worked at Scotiabank in London, where he held the position of Director, Transportation Finance. Nicholas is a member of the Institute of Chartered Shipbrokers, holds a Masters degree in Shipping, Trade & Finance (graduated 1993) from Cass Business School and a Masters degree in Spacecraft Technology & Satellite Communications from University College London. He also holds a Bachelors degree in Physics from University of Essex.



Aristides J. Pittas
Chairman & CEO
Euroseas Ltd.

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

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

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as Assistant to the General Manager of Chios Navigation Shipping Company in London, a company that provides ship management services. From December 1985 to January 1987, Mr. Pittas worked in the design department of Eleusis Shipyards S.A. where he focused on shipbuilding and ship repair.

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



Charis Plakantonaki
Chief Strategy Officer
Star Bulk Carriers Corp

Charis Plakantonaki is the Chief Strategy Officer of Star Bulk Carriers Corp., the largest US listed dry bulk shipping company. Under her capacity she leads the functions of Strategic Planning, Human Resources, Information Technology and Corporate Communications. Before joining Star Bulk in 2015, Charis worked at Thenamaris (Ships Management) Inc. for seven years, initially as Strategic Projects Manager and subsequently as Head of Corporate Communications. Prior to Thenamaris she was a Senior Consultant at the Boston Consulting Group where she managed strategy development projects for multinational companies across different industries.

Charis received a B.S. in International & European Economics & Politics from the University of Macedonia, where she graduated as valedictorian, and a Master in Business Administration from INSEAD.

She serves on the Board of Trustees of the Anatolia College in Thessaloniki since 2010 and on the Advisory Board of the Blue Growth initiative since 2016.



Iraklis Prokopakis
Chief Operating Officer
Danaos Corporation

Mr. Iraklis Prokopakis serves as the Chief Operating Officer, Senior Vice President and Treasurer of Danaos Corporation and joined it in 1998. Mr. Prokopakis has over 30 years of experience in the shipping industry. He was a captain in the Hellenic Navy. He served as Vice President of Danaos Corporation.

He serves as a Director of Danaos Corporation. He holds a Bachelor of Science in Mechanical Engineering from Portsmouth University in the United Kingdom, a Master's degree in Naval Architecture and a Ship Risk Management Diploma from the Massachusetts Institute of Technology in the United States and a post-graduate diploma in business studies from the London School of Economics. Mr. Prokopakis has a Certificate in Operational Audit of Banks from the Management Center Europe in Brussels and a Safety Risk Management Certificate from Det Norske Veritas.



Dieter Rohdenburg
CEO
Intership Navigation Co., Ltd.

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

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



Pankaj Sharma
Columbia Control Room Manager
Columbia Shipmanagement Ltd.

Pankaj Sharma, a Master Mariner, an MBA from IE Business School in Spain, is a project management professional with Black Belt certification in Lean SixSigma. He has wide international exposure in shipping operations, including 12 years at sea, and started ashore in 2013 leading a 24/7 Voyage Efficiency & Operations Center in one of the largest shipping company.



Dimitris Solomonides
Chief Technical Officer
Lemissoler Navigation Co Ltd.

Dimitris Solomonides is the Chief Technical Officer of Lemissoler Navigation Co Ltd. He graduated from the Higher Technical Institute with a HND in Marine Engineering technology. After serving his military duty he continued his studies in the USA at Texas A&M University graduating with a BSc degree in Marine Engineering. He worked for one year in the USA and then sailed for about five years in the merchant navy. He has served on various types of cargo vessels as an engine officer. Dimitris has been working in the shore shipping industry since 1991 in various positions ranging from a technical superintendent to a technical manager. He has worked in a company that started with a fleet of just three vessels growing along and reaching up to 50 vessels in a period of less than 10 years.

During the second part of his career and employment he worked on special assignment short term projects. As a superintendent he was directly involved in the technical management of the very first two vessels that Lemissoler had owned, the Lem Alfa and the Lem Beta. Dimitris has accumulated over the last 30 years valuable experience in the shipping industry with professional integrity and passion for team work.



Ronald Spithout
President
Inmarsat Maritime

Mr Ronald H. W. Spithout currently serves as President, Inmarsat Maritime. Spithout was appointed in October 2014 to oversee global maritime activities for Inmarsat, the leading provider of global mobile satellite communications services. Prior to joining the maritime business unit, he served as President, Inmarsat Enterprise. In this role, held since 2012, Spithout had global responsibility for sales, including accountability for P&L, strategic direction and partnerships for enterprise markets, including Energy, Media and Commercial. Spithout came to Inmarsat from Stratos Global, which had been acquired by Inmarsat in April 2009 and then restructured under the Inmarsat brand in January 2012.

From July 2006 through December 2011, Spithout was Senior Vice President, MSS Marketing and Sales, Worldwide, for Stratos Global. He held global responsibility for the MSS marketing and sales organization, including accountability for P&L, strategic direction and partnerships, the company's distribution network, and the evaluation of new technologies to enhance and complement Stratos' core offerings. Prior to that, he handled Stratos MSS Sales for all countries except North America. He came to Stratos from Xantic B.V., a satellite communications company headquartered in The Netherlands, which was acquired by Stratos in early 2006. At Xantic, Spithout served as Executive Vice President Marketing and Sales and was previously responsible for Xantic's Network and Service Operations, including the Land Earth Stations and its customer service activities.

Spithout, who began his career in the telecommunications business in the late 80s, held various sales positions for KPN (the Royal Dutch Telecom Operator) in the Netherlands and has held numerous positions with several of KPN's JV companies including business accountabilities for KPN's Asia market out of Singapore, operations for PanTel in Hungary, and marketing and sales for Ratelindo in Indonesia.

Spithout holds a degree in electrical engineering from HTS-Rotterdam, the Rotterdam Institute for Technology. He also served in the Dutch military as a reserve Lieutenant in the Dutch Cavalry.

In 2018, he was ranked 28 in the Lloyd's List Top 100 most influential people in shipping for his role in driving digitalisation at sea.



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

Konstantinos is a Chemical and Process Engineer, graduate of the University of Surrey. Having completed his post-graduate studies (MSc in Water and Environmental Engineering) and having acquired further academic experiences as a temporary academic assistant at the university, he began his career in the sector of waste and potable water management. Returning to Greece, he joined ENVIRONMENTAL PROTECTION ENGINEERING S.A. as the Director of Research, Development and Engineering Department.

In 2009, Konstantinos co-founded ERMA FIRST S.A. and he currently holds the position of the Managing Director & Director of Research,

Development and Engineering Dpt.

One of his greatest achievements is the development of ERMA FIRST Ballast Water Treatment System and its certification from the USCG. The main aim of the project has been to research and develop methodologies and technologies for preventing the introduction of nonindigenous species through ships' ballast water. He also works on the R&D and engineering part of the company for the development of new products for the maritime industry.

Thomas Schiltmann
Senior Relationship Manager
Danish Ship Finance

Thomas holds a Master of Science in Finance and Accounting from Aarhus University in Denmark. He started in Danish Ship Finance in 2007 and he is primarily working with Greek shipping clients. Before joining Danish Ship finance, Thomas worked for 10 years at Nordea Bank in Copenhagen and London in various positions.



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

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



Christos Tsakonas
Global Head of Shipping
DNB Bank

Christos Tsakonas took over as Global Head of Shipping for DNB Bank in September 2017.

Prior to that he held the position of CEO and General Manager for DNB Bank's operations in Asia.

Christos joined DNB Bank in October 2008 and set up DNB's Athens office which he headed until February 2014 focusing on providing financing and advisory services to the Bank's Greek Shipping clients. In March 2014, he moved to Singapore to head the Bank's Shipping, Offshore and Logistics operations in Asia and in September 2016 he became CEO and General Manager for the Bank's overall operations in Asia. Prior to DNB he worked for JPMorgan in London for 10 years where he held positions in the Special Situations and Restructuring Groups as well the Corporate Finance team focusing on Transportation and Media & Telecommunications.

Before joining JPMorgan, he worked as a Teaching Associate at the London School of Economics and as a Research Associate at STICERD.

Christos holds a BSc and MSc in Economics from the London School of Economics.



George A. Tsavlis
Principal
Tsavlis Salvage Group

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

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

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



Iraklis Tsirigotis
Head of Shipping Finance
Amsterdam Trade Bank

Iraklis Tsirigotis is the Head of Shipping Finance in Amsterdam Trade Bank ('ATB'). He has been responsible for the overall initiation and development of ATB's shipping finance business since he joined the bank in July 2016. Prior to joining ATB, he was a relationship manager in the Transportation department of ABN AMRO Bank covering shipping companies running out of Northern Europe. He holds a Master of Science in Shipping, Trade and Finance from Cass Business School (City University of London) and a Bachelor of Science in Maritime Studies from University of Piraeus. Also, he has been a CFA charterholder since August 2016.



Chris Vartzis
Partner
Stephenson Harwood LLP

Chris is an asset finance specialist with a particular focus on the financing of all types of commercial vessels. He is known for his experience and motivation to develop solutions for complex, cross border financing transactions and clients value his commercial and innovative legal approach and his proactiveness and efficiency.

Chris Vartzis is dual qualified (England & Wales and Greece) and has extensive experience in asset finance of all types of vessels (including yacht) and aircrafts (mainly corporate jets), working with major global banks and financial institutions specialising in asset financing (including ECA facilities). He also advises owners in the context of negotiation and entering into ship financing facilities.

In addition to working with and advising major Greek shipowning groups, Chris also works on markets outside Greece, especially in Turkey working with Turkish diversified conglomerates and with shipping groups in Croatia, Bulgaria and Norway.

Chris has substantial experience in syndicated and bilateral loan facilities, sale and lease back facilities, restructurings, work-outs, IPOs, intercreditor and subordination arrangements, accession deeds, financing and sale and purchase of second-hand vessels and financing of newbuildings with particular experience in Chinese, Korean and Vietnamese newbuildings, shipbuilding contracts and refund guarantees.

Chris has been with Stephenson Harwood since 2004 and became Partner in 2016.



Eleni Vrettou
Managing Director, Head of Wholesale Banking
HSBC Greece

Eleni Vrettou has assumed the role of Head of Wholesale Banking Greece in July 2012 having responsibility for the development and implementation of HSBC group strategy in Greece across the entire wholesale client base, including Public Sector in Greece and Cyprus, Large and Mid Market Greek Corporates, Financial Institutions in Greece and Cyprus, Multinationals, and Greek Shipping. In addition to the coverage oversight, she has responsibility for all commercial and investment banking products.

She brings more than 18 years of banking experience working for leading financial institutions in Greece, London, and New York. Prior to taking up her current role, Eleni was based in London as Regional Head Multinationals of CEE, CIS, Med and Africa for HSBC Group, being also responsible for the Business Development of Global Banking across the same region.

Eleni graduated from The Wharton School of the University of Pennsylvania, holding a Bachelor of Science in Economics with concentration in Management and Finance and speaks 6 languages.



Markus Wenker
Head of Ship Finance
Hellenic Bank

Markus Wenker is the Head of Ship Finance of Hellenic Bank. Prior to joining Hellenic Bank in 2016 and setting up its ship finance desk, Mr. Wenker worked for HSH Nordbank, most recently as a Senior Restructuring Manager in the bank's shipping restructuring practice, focusing on international shipping companies. He started his banking career in 2002 and has been active in ship finance since 2005, when he joined the Greek clients desk of HSH Nordbank's shipping division.

Mr. Wenker is a certified banker and holds degrees in banking and business administration.

SPEAKER BIOS



Iain White
Global Field Engineering Manager
ExxonMobil

Iain White is the Global Field Engineering Manager for ExxonMobil Aviation and Marine Lubricants.

He has over 35 years' experience within the marine industry, beginning his career as an Engineer Officer in 1979 with the Cunard Steamship Company. During the 12 years Iain served at sea, he sailed on various vessels developing experience in both steam and motor propulsion, and gained a steam and motor chief engineer's certificate.

Iain joined ExxonMobil in 1991, working in various global roles including sales and trading, technical support and business development within the marine fuels and lubricants department. In his current role, Iain leads the marine lubricants technical support team, and also operates as a spokesperson for ExxonMobil's marine fuels and lubricants offerings.



Panos Xenokostas
Founder & CEO
ONEX Technologies Group

He is an international entrepreneurial player specialized in diversified industries and investments such as Aviation, Nanotechnology, ICT, Defense & Security, Maritime and Energy.

Panos is in charge of the Organization's global activities and investments, with main operations in EMEA and maintains partnerships with leading industries in the markets of US, South East Europe, Middle East and North - West Africa.

Panos is a former Air Force Officer with BA in Aerospace Engineering, MBA in IUKB Swiss University. He has been awarded several times for his achievements. Among other distinctions, he was awarded twice (2014 & 2015) as one of the 10 Best European Entrepreneurs in the European Business

Awards contest. In 2013 and 2015, one of his companies, Glonatech SA participated to the CleanTech Open Global Ideas Competition and both times was placed among the top 5 contestants who presented the cleanest technologies.

Memberships include the Board of the GAEPIS, AHEPA New York, the Hellenic-American Chamber of Commerce, the Chamber's New Technologies Committee, the Hellenic Federation of Enterprises (SEV), Leadership 100, The Athenian VIP Club and The Hellenic Initiative.



Terence Zhao
President
Singhai Marine Services

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

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

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

MUSIC BY MENELAOS KANAKIS

Capital Link always aiming to support and promote the initiatives that benefit the vulnerable Social Groups and Society, selected as the music soundtrack of the Forum the compositions of Mr. Menelaos Kanakis, Psychologist/ Psychotherapist/Social Worker, Associate of the Therapeutic & Training Institute "Antistixi" and Psychosocial Support Programs Coordinator of the Hellenic Red Cross Social Welfare Division, part of the International Federation of the Red Cross.

The magic of exploring the human soul and the magical world of music have always enchanted Menelaos Kanakis. After a thorough search and study in various fields, he was fascinated by the science of psychology, which is his profession, whilst he carried on his music engagement by composing and orchestrating his own melodies.

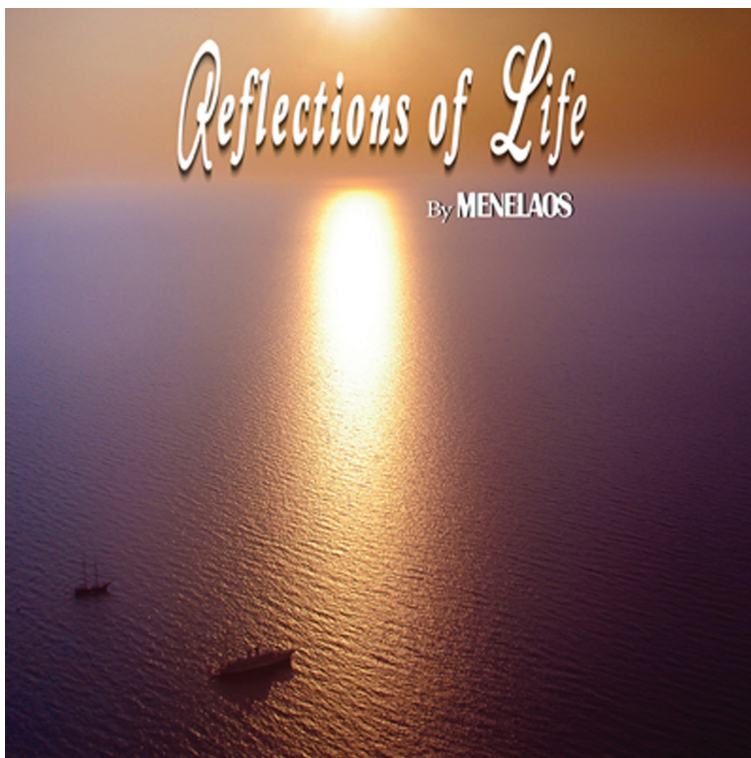
He managed to "combine" the benefits of psychotherapy with the symbolic language of music, which releases emotion, affects the person's biopsychic functions but also is intimately related to the social and cultural life and truth of every human being and every country. His job, his hobbies and his family are the great loves of his life offering him joy and satisfaction.

Mr. Kanakis combines in a very special way his profession employment as a Psychologist / Psychotherapist / Social Worker and the composition and orchestration of music. His musical compositions have become soundtracks for Presentations, Videos, Lectures and Conferences both in

Greece and abroad on topics with particular sensitivity to Society such as: * Presentations at the Platform for European Red Cross Cooperation on Refugees, Asylum Seekers and Migrants (PERCO) *Presentations at the transnational Network for Social Inclusion and Vocational integration of Asylum seekers and Victims of human trafficking (SAVIAB)* The Mediterranean Red Cross/Red Crescent Migration Platform *Celebrations for the 50 years of operation of the Athens Center for Child Psychopsychic Hygiene, * Training and Speeches to volunteers of the Hellenic Red Cross etc. He is also sensitized through his professional experience in providing psychosocial support for the importance of the project provided by the Red Cross as well as other NGOs in vulnerable social groups.

In 2016, FM RECORDS released his first digital album with 14 musical compositions and titled "Moments" by Menelaos". In 2018, FM RECORDS released his second digital album, "Reflections of Life", with 14 musical compositions, dedicated to life itself, with gratitude for all the good, as well as the negative aspects of it. To life which has its own unique ways to make us more mature and wealthy through the challenges even if we do not realize it in advance. The album "Reflections of Life" is the music capture of the different aspects and expressions of life. It is a music journey with emotions and experiences which are expressed by music. Each track is mostly a part of soul and emotion evolved step by step during the process of orchestration.

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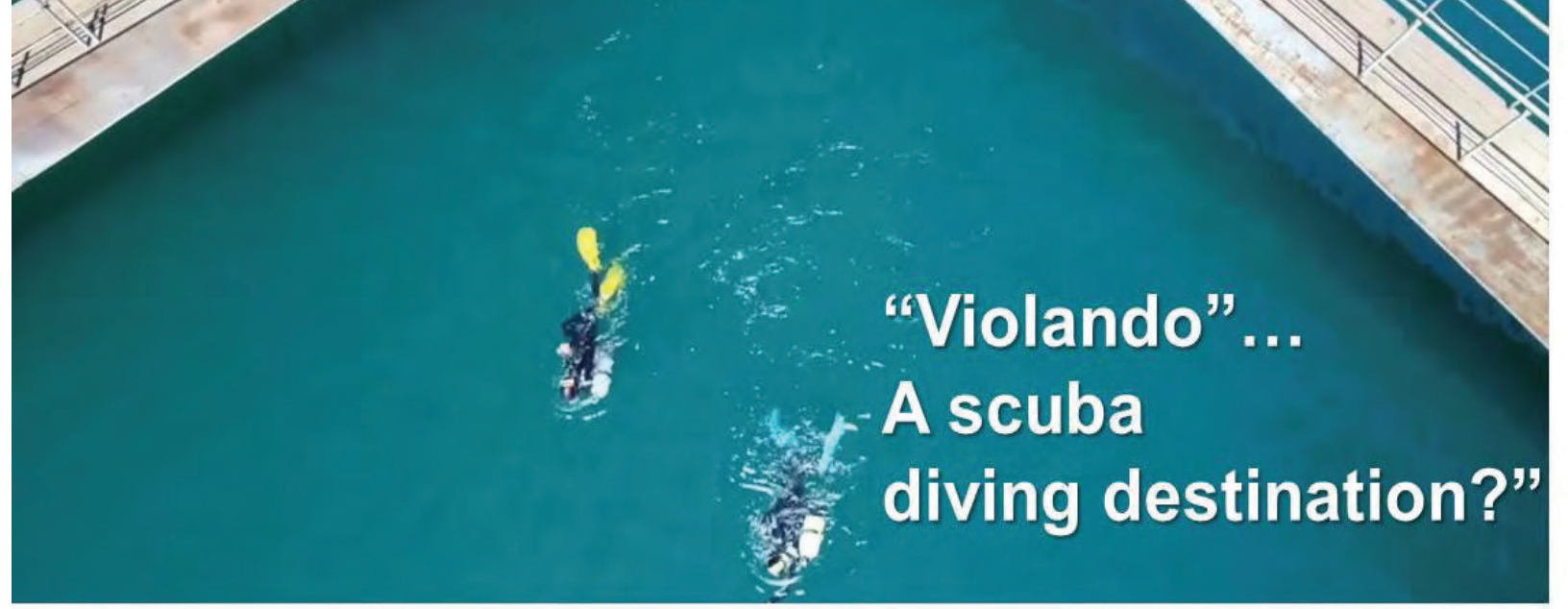
OMEGA

SHIP2SHORE

TradeWinds
The Global Shipping News Source

SHIPPING
INTERNATIONAL MONTHLY REVIEW

Worldoils



**“Violando”...
A scuba
diving destination?”**

**No,
just our
Panamax size
floating dock!**



SHIPYARDS

NEORION SYROS

**A Greener
Shade of Blue!**

When in October 2017, **ONEX SHIPYARDS**, a proud member of **ONEX TECHNOLOGIES Group**, was selected as the main investor to the historical shipyards of Neorion Syros, Greece, no one could ever imagine the achievements that were accomplished in such a short time...
...but the Visionaries of ONEX Team.

New environmental management methodologies, a fleet of nearly 50 ships already serviced and the regained trust of Greek ship owners are only the initial steps to a great future secured by our plan: A vision that boosts renovation, presents diversified opportunities, introduces new market segments and creates more jobs for the island's population for the years to come.

After all, for us a shipyard is not just an industrial facility...

It is a source of continuous prosperity...



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