



## PRESS RELEASE

### “11th Annual Capital Link Greek Shipping Forum” “Opportunities & Challenges”

**Thursday Feb. 20, 2019**  
**Athens Hilton Hotel, Athens**

February 13<sup>th</sup>, 2019

The “11th Annual Capital Link Greek Shipping Forum” will be held in Athens on **Thursday, February 20<sup>th</sup>, 2020**, at the **Hilton Athens Hotel**, in cooperation with the **New York Stock Exchange** and **Nasdaq**. The **Lead Sponsor** is **Bank of Communications Financial Leasing Co., Ltd.**

Greek shipping remains important to the maritime economy, constituting approximately 20 percent of the world’s shipping fleet. In spite of the volatile markets and economic downturn, Greek shipping professionals have consistently adapted to changing conditions, seeking out growth and opportunity rather than yielding to their circumstances.

The event will focus on three main areas:

- The current trends and outlook of the global economy and the main commodity, energy and shipping markets.
- The critical challenges the industry faces today related to geopolitical and regulatory developments, such as compliance with low sulfur, decarbonization, and the transformational impact of technology.
- As usual, Maritime Finance will be the core subject with focus on bank finance, capital markets, Chinese Leasing, alternative funding mechanisms and private equity.

With 1000+ participants every year, attendees can expect an informative networking forum connecting them to the shipping industry’s key players, including influential members in the financial community, such as commercial and investment banks. This one-day conference, known for its large attendance by shipowners, its rich informational content and the extensive marketing, networking and business development opportunities.

#### **2020 CAPITAL LINK GREEK SHIPPING LEADERSHIP AWARD**

In the context of the forum, and during an official lunch the **2020 Capital Link Greek Shipping Leadership Award** will be presented to **Mr. George Procopiou, Founder, Dynacom Tankers Management, Sea Traders – Dynagas**. We recognize **Mr. George Procopiou** for his long standing achievements and contribution to the Greek and Global Shipping Industry, for his thought leadership and pioneering initiatives, as well as for his contribution to Greece through his support of numerous cultural and philanthropic endeavors.

**Mr. Nicolas Bornozis**, President – Capital Link, will introduce **Mr. George Procopiou, Founder, Dynacom Tankers Management, Sea Traders – Dynagas**.

**Mr. Adonis Georgiadis, Minister of Development & Investments of the Hellenic Republic**, will honor the forum with his presence and by delivering **Introductory Remarks at the Official Award Luncheon**.

#### **PANEL & PRESENTATION TOPICS**

#### **OPENING REMARKS (VIA VIDEO WEBCAST from Shanghai)**

**Mr. Sun Lei**, Vice President – **Bank of Communications Financial Leasing Co., Ltd.**

**Introduced by: Mr. Nicolas Bornozis**, President – **Capital Link**

## **ANALYST PRESENTATIONS**

- **REVIEW OF THE SHIPPING MARKETS - Sector review, analysis & outlook**  
Mr. Joakim Hannisdahl, Head of Research – Cleaves Securities AS
- **INVESTOR ATTITUDES IN SHIPPING**  
Mr. Ben Nolan, Managing Director – Stifel Financial Corp.

## **Panel discussion: IMO 2020 – REALITY HIT – AND NOW WHAT?**

*Lessons learned – experience gained – scrubbers future? – HFO availability – status of compliant fuels market*

**Moderator: Mr. Stamatis Fradelos, Business Development Manager – DNV GL**

**Panelists:**

- **Mr. Iraklis Prokopakis, COO – Danaos Corporation**
- **Ms. Claire Wright, Business Economics Manager – Shell International Trading and Shipping Company**
- **Mr. Hamish Norton, President – Star Bulk Carriers**
- **Mr. George Saroglou, COO – Tsakos Energy Navigation**
- **Dr. Thomas Koniordos, CEO – Yara Marine Technologies**

## **Panel discussion: CONQUERING THE NEXT FRONTIER – DECARBONIZATION – REDUCING GREEN HOUSE EMISSIONS**

*The reduction of greenhouse emissions is the next challenge which will have transformational impact on the industry. Regulators, fossil and alternative fuel producers, engine manufacturers and shipbuilders, shipowners, charterers, financiers and a wider range of industry participants need to come up with a workable and sustainable framework. The panel will discuss strategies, options and initiatives in this direction as the industry sets out to address the complexities involved.*

**Moderator: Mr. George Paleokrassas, Partner – Watson Farley & Williams**

**Panelists:**

- **Mr. Giorgos Plevrakis, Director, Global Sustainability Center – ABS**
- **Mr. Andreas Hadjipetrou, Managing Director – Columbia Shipmanagement**
- **Mr. Jason Stefanatos, M.Sc, Business Development Manager – DNV GL**
- **Mr. Jeffrey D. Pribor, CFO – International Seaways**
- **Dr. Michalis Pantazopoulos, Managing Director – Liberian Registry (LISCR Hellas)**
- **Mrs. Ioanna Procopiou, CEO – Prominence Maritime**

## **Presentations: INNOVATION & DIGITALIZATION TRANSFORMING SHIPPING**

- **CYBERCRIME: TOWARDS A SOPHISTICATED SEABORNE CYBER THREAT LANDSCAPE**  
Mr. Fotis Sofronis, Manager – EY Advisory Practice
- **DIGITALIZATION OF THE FLEET FOR IMPROVED REVENUE;**  
Mr. Navneet Singh Rainu, Head of DCR – Tototheo Maritime

## **Presentation: JAPAN IS OPEN FOR BUSINESS**

*Shipbuilding, Financing & Trading Opportunities for Greek Shipowners*

**Mr. George Borovas, Partner – Shearman & Sterling**

## **Presentation: CHINESE LEASING – The Growth Continues**

**Mr. Cruise Chi, Managing Director – Bank of Communications Financial Leasing (Europe) GmbH**

## **Panel discussion: CHINESE LEASING PANEL (VIA VIDEO WEBCAST from China)**

**Moderator: Mr. Dylan Potter, Partner – VedderPrice**

**Panelists:**

- **Mr. Fang Xiuzhi, Head of Shipping Finance – Bank of Communications Financial Leasing Co., Ltd.**

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230 Park Avenue • Suite 1536 • New York • New York 10169, USA • Tel.: +1 212 661 7566 • Fax: +1 212 661 7526

Longcroft House, 2/8 Victoria Avenue, London, EC2M 4NS, U.K. • Tel. +44(0) 20 3206 1322

40, Agiou Konstantinou Str, Suite A5, 151-24 Athens, Greece • Tel. +30 210 6109 800 • Fax +30 210 6109 801

Raadhusgaten 25, P.O.Box 1904 Vikta • N-0116 Oslo, Norway

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- **Mr. Jack Xu**, Deputy Head of Shipping Finance Department – **CMB Financial Leasing**
- **Mr. Bill Guo**, Executive Director, Shipping – **ICBC Financial Leasing**

### **Panel discussion: GREEK & CYPRIOT BANKS STEP UP THEIR ROLE IN SHIP FINANCING**

**Moderator: Mr. Chris Vartzis**, Partner, **Stephenson Harwood**

**Panelists:**

- **Mr. Philippos Tsamanis**, Head of Shipping – **Aegean Baltic Bank S.A.**
- **Mr. Christos Xygakakis**, Manager – Shipping Unit – **AstroBank**
- **Mr. Antonios K. Spanakis**, Head of Ship Finance – **Hellenic Bank**
- **Mr. Konstantinos Petropoulos**, General Manager – **Shipping & Structured Finance – Piraeus Bank**

### **LUNCHEON & AWARDS CEREMONY**

#### **Introductory Remarks:**

**Mr. Adonis Georgiadis**, Minister of Development & Investments of the Hellenic Republic, will honor the forum with his presence and by delivering **Introductory Remarks at the Official Award Luncheon.**

### **2020 CAPITAL LINK GREEK SHIPPING LEADERSHIP AWARD** **OFFICIAL AWARD CEREMONY**

In the context of the forum, **Mr. George Procopiou**, Founder, **Dynacom Tankers Management, Sea Traders – Dynagas**, will receive the “**Capital Link Greek Shipping Leadership Award**”. We recognize **Mr. George Procopiou** for his long standing achievements and contribution to the Greek and Global Shipping Industry, for his thought leadership and pioneering initiatives, as well as for his contribution to Greece through his support of numerous cultural and philanthropic endeavors.

**Mr. Nicolas Bornozis**, President – Capital Link, will introduce **Mr. George Procopiou**, Founder, **Dynacom Tankers Management, Sea Traders – Dynagas.**

The “**Capital Link Greek Shipping Leadership Award**” is presented annually to a patriarch of the Greek Shipping Community who has gained the respect and the appreciation of the international shipping industry and who is also recognized for his wisdom, philanthropy and contribution to society. The Award aims to recognize the patriarchs of Greek Shipping, those pioneers with a significant contribution to elevating Greek Shipping to its leadership position globally.

Previous honorees were: in **2013 Captain Panagiotis N.Tsakos**, **2014 Mr. Pericles Panagopoulos**, **2015 Mr. Lambros Varnavides**, Vice Chairman of the Baltic Exchange, Trustee of the Lloyds Register Foundation and Managing Director and Global Head of Shipping RBS 1998, **2016 Messrs. Nicolas, George and Andreas Tsavlis** of the Tsavlis Salvage Group, **2017 Professor Costas Th. Grammenos** CBE DSc, LRF Chair in Shipping, Trade & Finance, Chairman, Costas Grammenos Centre for Shipping, Trade & Finance, Cass Business School, City, University of London, **2018 to Messrs. Panos Laskaridis**, President of European Community Shipowners Associations; CEO, Lavinia Corporation/Laskaridis Shipping Company Ltd. and **Athanasios Laskaridis**, Chairman and CEO of Lavinia Corporation, Lavinia Enterprises Limited and Laskaridis Shipping Company Ltd. and **2019 to Captain Paris Dragnis**, Chairman & Founder - Goldenport Group.

### **Panel discussion: BANK FINANCE & SHIPPING**

**Moderator: Mr. Jasel Chauhan**, Partner, Head of International Finance – **Hill Dickinson International**

**Panelists:**

- **Mrs. Danai Kotsia**, Head of Lending Transportation Athens Branch – **ABN AMRO**
- **Mr. Philipp Wuenschmann**, Global Head of Shipping – **Berenberg Bank**
- **Mr. Evan Cohen**, Managing Director & Group Head of Maritime Finance – **CIT**

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 40, Agiou Konstantinou Str, Suite A5, 151-24 Athens, Greece • Tel. +30 210 6109 800 • Fax +30 210 6109 801  
 Raadhusgaten 25, P.O.Box 1904 Vikta • N-0116 Oslo, Norway  
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- **Mr. Vassilios Maroulis**, Managing Director Head, EMEA Shipping, Logistics & Offshore – **Citi**
- **Mr. Christos Tsakonas**, Global Head of Shipping – **DNB**

**Panel discussion: ALTERNATIVE FINANCE – BECOMING MAINSTREAM FINANCE FOR SHIPPING!**

**Moderator:** Mrs. Kalliopi Karaiskaki, Partner – **Holman Fenwick Willan**

**Panelists:**

- **Mr. Robbert Jan Sougé**, Managing Director – **Direct Ship Finance**
- **Mr. George Fikaris**, Managing Director – **EnTrust Global**
- **Mr. Jeremy Dean**, Principal – **Hayfin-Breakwater**
- **Mr. Michael Kirk**, Co-Founder and Managing Director – **RMK and Ascension**
- **Mr. Stefanos Fragos**, Senior Representative – **YieldStreet Marine Finance (Athens)**

**Panel discussion: CAPITAL MARKETS**

**Moderator:** Mr. Edward Horton, Partner – **Seward & Kissel**

**Panelists:**

- **Mr. Espen Lysdahl**, Vice President, Investment Banking – **Clarksons Platou Securities**
- **Mr. Jim Cirenza**, Managing Director – **DNB Markets, Inc.**
- **Mr. Erling Gangnes**, Investment Banking, Partner – **Fearnley Securities**
- **Mr. Douglas Mavrinac**, Global Head, Maritime Investment Banking – **Jefferies LLC**

**Panel discussion: PRIVATE EQUITY, M&A & INDUSTRY CONSOLIDATION**

**Moderator:** Mr. Greg Chase, Partner – **Reed Smith LLP**

**Panelists:**

- **Mr. Axel Siepmann**, Managing Director – **Braemar Shipping Services**
- **Mrs. Christa Volpicelli**, Managing Director, Global Transportation Group – **Citi**
- **Mr. Per Olav Karlsen**, CEO – **Cleaves Securities AS**
- **Mr. Roberto Rondelli**, Partner – **Pillarstone**
- **Mr. Paulo Almeida**, Portfolio Manager, Asset Backed Investments – **Tufton Oceanic**

**CLOSING REMARKS**

**Mr. Theo Xenakoudis**, Director, Worldwide Business Operations – **IRI/The Marshall Islands Registry**

**THE FORUM IS ORGANISED:**

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**MEDIA PARTNERS:** All About Shipping • ANT1 • Oikonomiki Epitheorisi – Greek Business File • Cyprus Times • Efoplistis Shipping Magazine • www.efoplistesnews.gr • Elnavi • KATHIMERINI • Marine Circle • Marine Insight • www.maritimes.gr • Naftika Chronika • NafsGreen.gr • Ship2shore • Ship Management International • Shipping & Finance • Shipping International Monthly Review • Tradewinds • WorldOils • XD - Xinde Marine News

**FOR MORE INFORMATION:**

**Please contact:**

**NEW YORK //** Mrs. Olga Bornozi & Mrs. Eleni Bej & Mrs. Anny Zhu

Tel.: +1 212 661 75 66 - Email: [obornozi@capitallink.com](mailto:obornozi@capitallink.com) ; [ebej@capitallink.com](mailto:ebej@capitallink.com) ; [azhu@capitallink.com](mailto:azhu@capitallink.com)

**ATHENS //** Mrs. Athena Kosmadaki

Tel.: +30 210 610 98 00 - Email: [marketing@capitallink.com](mailto:marketing@capitallink.com) ; [athensoffice@capitallink.com](mailto:athensoffice@capitallink.com)

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**ORGANIZERS**

**Founded in 1995, Capital Link is a New York based investor relations, financial communications and advisory firm with a strategic focus on the maritime, commodities and energy sectors, MLPs, as well as Closed-End Funds and ETFs.** Based in **New York City**, Capital Link has presence in **London, Athens & Oslo**. **Capital Link is a member of the Baltic Exchange** and works very closely with the **New York Stock Exchange, NASDAQ** and the **London Stock Exchange** as well as with major international and supranational organizations and industry associations in the areas of the firm's strategic concentration.

Our proactive approach, which integrates **Investor Relations, Information Technology and Media**, enhances awareness and branding for our clients through tailored outreach programs targeting analysts, institutional and individual investors and the financial media complemented by extensive and uniquely powerful marketing platforms. **Capital Link offers a full suite of services including strategic and corporate advisory, investor relations, media relations, public and industry relations and the organization of corporate events.** **Capital Link is also known for the organization of large scale, high quality Investment Forums** focusing on maritime transportation and U.S. investment products in key industry centers, such as **New York, London, Athens, Limassol, Shanghai, Singapore, Tokyo and Hong Kong**. We organize fourteen conferences annually, of which ten are focused on the maritime sector. **The Capital Link Investment Forums** feature industry leaders and draw the elite of the global financial and investment communities. The **Capital Link brand** is widely-recognized and valued worldwide by participants in these communities for combining rich informational and educational content with as well as superior networking opportunities. In addition to conferences, **Capital Link organizes Webinars** focusing on investment strategies, sectors, critical topics of interest to the investment community and company presentations. Capital Link's **global marketing platform** enhances the visibility and reach of these events on a global scale that lasts well beyond the date on which each event is held, becoming a continuous reference point for market participants.

**Capital Link's efforts have been recognized** by the 2011 Lloyds's List Greek Shipping Awards, in 2012 and 2013 by the InterContinental Finance Magazine and in 2016 by the Wealth & Finance Magazine, Also, by the International Propeller Club of the United States and AHI-American Hellenic Institute.