



## SAILING INTO RECOVERY

### DAY ONE

**Tuesday, March 2, 2021**

Forum is in Eastern Standard Time

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8:00 – 8:10am

#### **OPENING REMARKS**

- **Ms. Christa Volpicelli**, Managing Director & Head of Maritime Investment Banking – **Citi**; Conference Co-Chairman
- **Mr. Nicolas Bornozis**, President – **Capital Link**

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8:15 – 8:35am

#### **A US EQUITY MARKET UPDATE**

With a new administration in the US and the world transitioning out of the pandemic, the presentation will focus on the US and the global economies and the on the investment outlook in the US equity markets.

**Mr. Tobias Levkovich**, Managing Director – **Citi**

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8:40 – 9:25am

#### **DRY BULK SHIPPING: SECTOR TRENDS & OUTLOOK**

The panel will discuss the latest trends, developments and outlook in the dry bulk sector focusing, among other, on demand and supply fundamentals, the global commodity markets, operational and commercial issues, freight rates, asset values, and more.

**Moderator:**

**Mr. Arlie Sterling**, President & Co-Founder – **Marsoft Inc.**

**Panelists:**

- **Mr. John Wobensmith**, CEO – **Genco Shipping & Trading Limited (GNK)**
- **Mr. Ulrik Uhrenfeldt Andersen**, CEO – **Golden Ocean Group (GOGL)**
- **Mr. Martyn Wade**, CEO – **Grindrod Shipping Holdings (GRIN)**
- **Mr. Loukas Barmparis**, President – **Safe Bulkers, Inc. (SB)**
- **Mr. Stamatis Tsantanis**, CEO – **Seenergy Maritime Holdings (SHIP)**

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9:30 – 10:20am

#### **GEOPOLITICS, GLOBAL ECONOMY & COMMERCE – HEADING INTO A NEW ERA**

With vaccines becoming more widely available, economies and societies are expected to gradually open-up, which translates into more robust economic and commercial activity around the world. A new administration in the US is expected to follow different policies when it comes to international relations, global trade and commerce and environmental regulations. Access to global markets is key for shipping in fulfilling its vital role as the artery of global trade. Over 90% of global trade is transported by ships. This panel will discuss the challenges and opportunities of the new phase the world is entering and what it means for shipping.

**Moderator:**

**Mr. John Keough**, Partner – **Clyde & Co**

**Panelists:**

- **Ms. Sadan Kaptanoglu**, President – **BIMCO**; CEO – **Kaptanoglu Shipping**
  - **Ms. Kathy Metcalf**, President & CEO – **Chamber of Shipping of America**
  - **Mr. Mark O’Neil**, President – **Columbia Shipmanagement**; President – **InterManager**
  - **Mr. Rolf Habben Jansen**, CEO – **Hapag-Lloyd**
  - **Mr. René Kofod-Olsen**, CEO – **V.Group**
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**10:25 – 11:15am ADDRESSING THE CREWING CRISIS – MOVING FROM DISCUSSION TO RESULTS**

Shipping reaffirmed its vital function as the artery of global trade, when during the pandemic ships continued to move cargo and kept the supply chain open for the benefit of societies and economies around the world. This could not have happened without the endurance and sacrifices of the crews that faced unprecedented challenges including much longer than anticipated stay onboard. There is a humanitarian crisis raising, among other, safety concerns. There has been a huge amount of discussion and progress has been made in terms of facilitating crew changes but still the problem remains. The recent Neptune Declaration which has been signed by more than 400 companies and organizations brings the issue again to the spotlight and creates a unified industry demand – to address and resolve the issue, which needs the cooperation of all stakeholders – international organizations, national governments, shipping companies, charterers and more. This panel will focus on practical recommendations and strategies in terms of addressing the issue.

**Moderator:**

**Mr. Joseph E.M. Hughes, Chairman & CEO – American P&I Club**

**Panelists:**

- **Mr. Stephen Cotton, Secretary General – International Transport Workers' Federation (ITF)**
- **Mr. Guy Platten, Secretary General – International Chamber of Shipping (ICS)**
- **Mr. Frederick J. Kenney, Director Legal Affairs & External Relations – International Maritime Organization (IMO)**
- **Mr. Alex Hadjipateras, Executive Vice President, Business Development – Dorian LPG (LPG)**
- **Mr. Polys Hajioannou, CEO – Safe Bulkers (SB)**
- **Mr. Allan Falkenberg, CEO, Crew Management – V.Group**

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**11:20 – 12:00pm LPG SHIPPING: SECTOR TRENDS & OUTLOOK**

The panel will discuss the latest trends, developments and outlook in the LPG shipping sector focusing, among other, on demand and supply fundamentals, the global energy markets, operational and commercial issues, freight rates, asset values, and more.

**Moderator:**

**Mr. Ben Nolan, Head of Maritime Research – Stifel**

**Panelists:**

- **Mr. Ben Martin, CCO – Avance Gas (OSLO: AVANCE)**
- **Mr. John Lycouris, CEO – Dorian LPG (USA) LLC (LPG)**
- **Mr. Charles Maltby, CEO – Epic Gas Ltd. (OSLO: EPICME)**
- **Mr. Jens Ismar, Executive Director Shipping – EXMAR (EBR: EXM)**

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**12:05 – 12:45pm LNG SHIPPING: SECTOR TRENDS & OUTLOOK**

The panel will discuss the latest trends, developments and outlook in the LNG shipping sector focusing, among other, on demand and supply fundamentals, the global energy markets, operational and commercial issues, freight rates, asset values, and more.

**Moderator:**

**Mr. Randy Giveans, Group Head Energy Maritime, Shipping Equity Research – Jefferies**

**Panelists:**

- **Mr. Tony Lauritzen, CEO – Dynagas LNG Partners (DLNG)**
  - **Mr. Oystein Kalleklev, CEO – FLEX LNG (FLNG)**
  - **Mr. Paul Wogan, CEO – GasLog & GasLog Partners (GLOG & GLOP)**
  - **Mr. Iain Ross, CEO – Golar LNG (GLNG)**
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12:50 – 1:35pm

## **SHIP FINANCE**

**Moderator:**

**Mr. John Imhof**, Shareholder – **Vedder Price**

**Panelists:**

- **Mr. Philipp Wünschmann**, Global Head of Shipping – **Berenberg**
- **Mr. Shreyas Chipalkatty**, Global Head of Shipping – **Citi**
- **Mr. Evan Cohen**, Managing Director & Group Head of Maritime Finance – **CIT**
- **Mr. Christos Tsakonas**, Global Head of Shipping – **DNB**
- **Mr. Nino Mowinckel**, Managing Director, Maritime – **Hayfin Capital Management**

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1:40 – 2:30pm

## **RAISING CAPITAL THROUGH SUSTAINABLE FINANCE**

This panel will discuss the practical implications of adherence to ESG & Sustainability standards. From bank finance to bonds, there has been an abundance of activity that enables qualifying companies to reap the benefits of raising capital with attractive and competitive terms. This panel will discuss the criteria, structures and relevant issues for companies, lenders and investors.

**Moderator:**

**Mr. Anthony Salgado**, Partner – **BLANKROME**

**Panelists:**

- **Mr. Joep Gorgels**, Global Head of Transportation and Logistics, Managing Director – **ABN AMRO N.V.**
- **Mr. Matthew Tinari**, Head of Global Corporate Development – **Atlas Corp**
- **Ms. Nina Ahlstrand**, Head of Sustainable Finance, Investment Banking Division – **DNB Markets**
- **Ms. Kiara Konti**, Director - Climate Change & Sustainability Services – **EY**
- **Mr. Yannick Anselme**, Chief Financial Officer – **Mediterranean Shipping Company**
- **Mr. Daniel Romito**, AVP, Business Development & Strategy – **Nasdaq**

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2:35 – 3:35pm

## **OPPORTUNITIES IN THE OFFSHORE WIND VALUE CHAIN**

The quest for Alternative, Renewable & Sustainable Energy Sources turns to the construction of wind farms in deeper waters, as higher wind speeds offshore translate into higher power generation at competitive costs. There has been strong investment interest in the sector with several projects already announced around the world, including a major one in New York opening up new opportunities for the energy and maritime industries. This panel will discuss the fundamentals of the offshore wind market, the commercial outlook for projects around the world, as well as the capital raising, finance and investment opportunities in this sector.

**Opening Presentation: Considerations for the Financing of Offshore Wind**

**Mr. Daniel Pilarski**, Partner – **Watson Farley & Williams**

**Moderator:**

**Mr. Turner Holm**, Head of Equity Research – **Clarksons Platou Securities**

**Panelists:**

- **Mr. Stephen Bolton**, Managing Director – **Bibby Marine**
  - **Mr. Mikkel Gleerup**, CEO – **Cadeler A/S (NO: CADLR)**
  - **Mr. Nick Prokopuk**, Business Development Manager, Special Ships & Offshore Wind – **DNV**
  - **Mr. David Morant**, Managing Director – **Eneti, Inc. (NETI)**
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## DAY TWO

**Wednesday, March 3, 2021**

Forum is in Eastern Standard Time

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8:30 – 8:50am

### **REFLECTIONS OF AN INDUSTRY VETERAN – ONE-ON-ONE DISCUSSION WITH PETER GEORGIOPOULOS**

Peter G will reflect on his own path through Wall Street and the global shipping industry. He will also share his insight on the industry's evolution and transformation since the 1990's when he founded and led General Maritime Corporation, the first of the five public companies he has led. Resilient and resourceful, after having experienced significant ups and downs, Peter G, and long-time associate Leonidas Vrontassis, is back in the news with the acquisition of the chemical fleet of Dubai headquartered United Arab Chemical Carriers and with his foray into the green energy market.

- **Mr. Peter Georgiopoulos**, President – **United Overseas Group**  
In discussion with
- **Mr. Nicolas Bornozis**, President – **Capital Link, Inc**

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8:55 – 9:40am

### **CRUDE OIL TANKER SHIPPING SECTOR**

The panel will discuss the latest trends, developments and outlook in the crude oil shipping sector focusing, among other, on demand and supply fundamentals, the global energy markets, operational and commercial issues, freight rates, asset values, and more.

**Moderator:**

**Mr. Christian Wetherbee**, Managing Director, Transportation & Shipping Research – **Citi Research**

**Panelists:**

- **Mr. Hugo de Stoop**, CEO – **Euronav (EURN)**
- **Mr. Lars Barstaad**, Interim CEO – **Frontline (FRO)**
- **Mr. Jeffrey D. Pribor**, SVP & CFO – **International Seaways (INSW)**
- **Mr. Robert Burke**, Partner & CEO – **Ridgebury Tankers**
- **Mr. Harrys Kosmatos**, Corporate Development Officer – **Tsakos Energy Navigation (TNP)**

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9:45 – 10:35am

### **PRODUCT TANKER SHIPPING: SECTOR TRENDS & OUTLOOK**

The panel will discuss the latest trends, developments and outlook in the product tanker shipping sector focusing, among other, on demand and supply fundamentals, the global energy and products markets, operational and commercial issues, freight rates, asset values, and more.

**Moderator:**

**Mr. Randy Giveans**, Group Head of Energy Maritime, Shipping Equity Research – **Jefferies**

**Panelists:**

- **Mr. Anthony Gurnee**, Founder and CEO – **Ardmore Shipping Corporation (ASC)**
  - **Mr. Carlos Balestra Di Mottola**, CFO – **d'Amico International Shipping S.A. (BIT:DIS)**
  - **Mr. Kevin Kilcullen**, CFO – **Diamond S Shipping (DSSI)**
  - **Mr. Mikael Skov**, CEO – **Hafnia (NO: HAFNI)**
  - **Mr. Robert Bugbee**, President – **Scorpio Tankers Inc. (STNG)**
  - **Mr. Jacob Meldgaard**, CEO – **TORM (TRMD)**
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**10:40 – 11:20am CAPITAL MARKETS & SHIPPING**

After a long period of relative inactivity, capital raising activity has been on the rebound with a flurry of IPOs and secondary offering. The panel will discuss the outlook for capital raising activity for shipping companies and what types of deals and structures investors may be looking for.

**Moderator:**

**Mr. Keith J. Billotti**, Partner, Co-Head of Capital Markets Group – **Seward & Kissel LLP**

**Panelists:**

- **Ms. Christa Volpicelli**, Managing Director, Global Transportation Group – **Citi**
- **Mr. James T. Cirenza**, Managing Director – **DNB Markets, Inc.**
- **Mr. Larry Glassberg**, Partner & Senior Managing Director, Investment Banking – **Maxim Group LLC**
- **Mr. Chris Weyers**, Managing Director, Head of Maritime Investment Banking – **Stifel**

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**11:25 – 12:05pm THE FLEET RENEWAL CHALLENGE – OPTIONS FOR THE EXISTING FLEET & BUILDING THE SHIPS OF THE FUTURE**

Fleet maintenance and fleet renewal are key issues shipowners deal with today, while observing environmental regulations and expectations set by their charterers and trading partners. At the same time, there is no clarity or certainly on optimal fuel and engine types and vessel designs for the ships of the future. Furthermore, increased competition among shipyards offering attractive packages adds to the newbuilding dilemma. This panel will discuss options and alternative strategies available to shipowners, as well as initiatives developed by fuel producers and charterers.

**Moderator:**

**Mr. Knut Ørbeck-Nilssen**, CEO – **DNV Maritime**

**Panelists:**

- **Mr. George Wells**, Global Heads of Assets & Structuring – **Cargill Ocean Transportation**
  - **Mr. Gary Vogel**, CEO – **Eagle Bulk Shipping (EGLE)**
  - **Mr. Torsten Pedersen**, Chief Operating Officer – **Seaspan Corporation (ATCO)**
  - **Ms. Claire Wright**, General Manager, Commercial & Shipping – **Shell Shipping & Trading**
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**12:10 – 12:55pm** **CONTAINER SHIPPING: SECTOR TRENDS & OUTLOOK**

The panel will discuss the latest trends, developments and outlook in the container shipping sector focusing, among other, on demand and supply fundamentals, global trade and commercial issues, operational and commercial matters, freight rates, asset values, and more.

**Moderator:**

**Mr. Christian Wetherbee**, Managing Director, Transportation & Shipping Research – **Citi Research**

**Panelists:**

- **Mr. Jerry Kalogiratos**, CEO – **Capital Product Partners (CPLP)**
- **Mr. Evangelos Chatzis**, CFO – **Danaos Corporation (DAC)**
- **Mr. Aristides Pittas**, Chairman & CEO – **Euroseas (ESEA) and Eurodry (EDRY)**
- **Mr. George Youroukos**, Executive Chairman – **Global Ship Lease (GSL)**
- **Mr. Constantin Baack**, CEO – **MPC Container Ships (OSLO: MPCC)**

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**1:00 – 1:40pm** **“SHIPPING – FINANCE – TECHNOLOGY IN THE POST COVID-19 ERA: WHAT’S DIFFERENT THIS TIME – WHY WE CAN BE OPTIMISTIC” – A ROUNDTABLE DISCUSSION**

This panel will discuss how shipping and finance are expected to benefit from the eventual return of the world to normality, as societies, economies and markets gradually open-up. Shipping and finance have been two areas undergoing significant transformation, the speed of which has accelerated as the result of the pandemic, technological innovation and environmental pressures. Capital and credit markets are gradually re-opening for shipping and sector fundamentals remain positive across most sectors. At the same time, there is a high degree of uncertainty regarding fuels, ship designs and fleet renewal decisions putting to the test shipowners, financiers and technology providers.”

- **Mr. Michael Parker**, Chairman, Global Shipping, Logistics & Offshore – **Citi**
- **Mr. Michael Borch**, Managing Director & Global Co Head Transportation Investment Banking – **Citi**
- **Dr. Martin Stopford**, Non-Executive President – **Clarkson Research Services**

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**1:45 – 2:30pm** **INDUSTRY CONSOLIDATION AND M&A**

**Moderator:**

**Mr. Greg Chase**, Partner – **Reed Smith**

**Panelists:**

- **Mr. Andreas Beroutsos**, Managing Director, Investments & Senior Group Executive for Strategic New Businesses – **BW Group**
  - **Ms. Christa Volpicelli**, Managing Director & Head of Maritime Investment Banking – **Citi**
  - **Mr. Andrian Dacy**, CEO & Managing Director, Global Transportation Group – **J.P. Morgan Asset Management**
  - **Mr. Roberto Rondelli**, Partner – **Pillarstone**
  - **Mr. Hamish Norton**, President – **Star Bulk Carriers (SBLK)**
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2:35 – 3:10pm

**INDUSTRY & CAPITAL MARKETS STRATEGY FOR SMALL CAP COMPANIES**

Shipping, one of the most competitive global industries, is known for its fragmentation. Smaller and mid-sized companies can compete on equal footing with larger companies. The panel will discuss the business development strategies of publicly listed small cap shipping companies and their strategy to leverage their public listing to raise capital and grow.

**Moderator:**

**Mr. Tate Sullivan**, Research Analyst – Maxim Group LLC

**Panelists:**

- **Mr. Tasos Aslidis**, CFO – Euroseas & Eurodry (ESEA & EDRY)
- **Mr. Anthony Argyropoulos**, CFO – Performance Shipping Inc. (PSHG)
- **Mr. Henry Williams**, CFO – Pyxis Tankers (PXS)

3:15 – 4:00pm

**ANALYST ROUNDTABLE**

**Moderator:**

**Mr. Nicolas Bornozis**, President – Capital Link, Inc.

**Panelists:**

- **Mr. Gregory Lewis**, Managing Director and Energy Transition and Maritime Analyst – BTIG
- **Mr. Omar Nokta**, Head of US Securities – Clarksons Platou
- **Mr. Randy Giveans**, Group Head of Energy Maritime, Shipping Equity Research – Jefferies
- **Mr. Ben Nolan**, Head of Maritime Research – Stifel
- **Mr. J Mintzmyer**, Head of Research – Value Investor's Edge

**END OF DAY TWO**

**CAPITAL LINK'S VIRTUAL INITIATIVES - KEEPING THE INDUSTRY CONNECTED**

***Innovating & Adapting to Current Reality - Constant pulse on the market & environment***

Quickly adapting to the unique challenges brought by the pandemic, Capital Link was the first organization to initiate full scale digital conferences in 2020 keeping the information flow uninterrupted and the industry connected - through live panel/presentation sessions & real-time video networking among delegates. Our virtual conferences are now integrated into our digital product line, along with our webinars, podcasts, and dedicated maritime website - adding a unique and complementary benefit to all our industry partners.

**In 2020, we hosted:**

- **9 full scale global digital conferences**
- **20 webinars**
- **Boasting a total of 202 virtual sessions**, that featured industry experts and thought leaders.
- **Attracted 28,500+ delegates** from all over the world
- **Held over 700 1x1 or small group on-line meetings**, a unique track record, growing our extensive investor network.



2020

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28,500 Delegates

+



9 Virtual Forums

+



700+ 1x1s

+



20 Webinars

+



202 Virtual Sessions