

# 9<sup>th</sup> Annual Capital Link Operational Excellence in Shipping Forum

Best Industry Practices - A Competitive Advantage

Wednesday, October 2, 2019

Divani Caravel Hotel, Athens



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# 9th Annual Capital Link Operational Excellence in Shipping Forum

*Best Industry Practices – A Competitive Advantage*

Wednesday, October 2, 2019 - Divani Caravel Hotel, Athens



We proudly welcome you to the “**9th Annual Operational Excellence in Shipping Forum – Best Industry Practices – A Competitive Advantage**” in Athens, Greece, a major international hub for the global maritime industry.

The shipping industry has been in a state of significant change, especially as IMO 2020 approaches. So, this year’s forum addresses the topic of “The Industry at Crossroads - Options, Strategies & Risks Moving Ahead”. We focus on three main topics, all of which are game changers for the industry. The first one is the transformational impact of Technology and Digitalization. The second relates to the developments in fleet management. Additionally, we take special pride presenting a Global Road Map on Port State Controls, a topic of increasing importance on the backdrop of the new environmental regulations. And the third one, to which we devote the biggest part of the Forum refers to the upcoming Environmental Regulations and how these can and will impact the shipping industry from operational, investment and risk/financial viewpoints.

Furthermore, the Forum aims to showcase that the consistent application of Best Industry Practices can generate tangible practical benefits that can translate into competitive advantages.

The Forum brings together leading shipping companies, major charterers, financiers, insurers, classification societies, and other leading industry participants. It provides an interactive platform on the topic of Best Practices linking industry, government and non-governmental organizations, industry associations, the financial and investment community, and the public at large.

We are privileged to present “**Capital Link’s 2019 Maritime CSR Leadership Award**” to **Mr. Anastassios Papagiannopoulos** CEO, Common Progress Co, President – BIMCO 2017 – 2019 for his commitment and hard work promoting Best Industry Practices during his long and distinguished career. The Award recognizes individuals for their Leadership and Commitment to Best Industry Practices, Sustainability & CSR in the Maritime Sector.

We would like to thank all the sponsors, companies, organizations, and media partners for their continued support and contribution in making this event such a success year after year.

Sincerely,  
Nicolas Bornozis  
President  
Capital Link, Inc.



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**CAPITAL LINK  
MARITIME CSR LEADERSHIP AWARD  
ATHENS**

**2019 Honoree: Mr. Anastasios V. Papagiannopoulos**  
Former President – **BIMCO**; CEO – **Common Progress Co SA**  
*October 2, 2019*



**2018 Honoree: Mr. Philippe Louis-Dreyfus**, Chairman -  
**Louis Dreyfus Armateurs S.A.S.**; Former President –  
**BIMCO**  
*October 30, 2018*



**2017 Honoree: Mr. John Platsidakis**, Chairman of  
**Intercargo**; *Managing Director at Anangel Maritime  
Services, Inc.*  
*November 1, 2017*



**2016 Honoree: Mr. Jeremy Penn**, *Chief Executive of  
The Baltic Exchange*  
*November 2, 2016*



**2015 Honoree: Mr. Nikolas P. Tsakos**, *Chairman of Intertanko  
and President & CEO of Tsakos Energy Navigation Ltd*  
*November 3, 2015*



**2014 Honoree: Mr. Efsthimios Mitropoulos**, *Chairman of the Board  
for “Maria Tsakos” Foundation;*  
*and Secretary General Emeritus of The International Maritime  
Organization (IMO)*  
*November 4, 2014*



**2013 Honoree: Mr. Clay Maitland**, *Founding Chairman  
of NAMEPA; and Managing Partner of International  
Registries, Inc.*  
*October 24, 2013*

**THE 2019 CAPITAL LINK  
MARITIME CSR LEADERSHIP AWARD**



*Presented to:*

**Mr. Anastasios V. Papagiannopoulos**

Former President - BIMCO  
Chief Executive Officer – Common Progress Co SA

In Recognition of his Commitment in Applying & Promoting  
Best Industry Practices

Presented by: **Mr. Nikos Tsakos**  
President & CEO – Tsakos Energy Navigation  
Former Chairman - INTERTANKO

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Mr. Papagiannopoulos has been a principal of Common Progress since its establishment in 1984 and has more than 37 years of experience in shipping.

Mr. Papagiannopoulos has been elected since 1996 until 2018 on the Board of Directors of the Union of Greek Shipowners and since 2006 until 2018 in the Executive Committee of the Union including Committee Chairman of the Seaman's Social Security and Labour Issues. He was elected President of Bimco and completed his 2 year tenure in May 2019 and is an elected member of the Board of Directors and Executive Committee where he had served since 1998 as an elected member of the Documentary Committee. Since 2004 he has also been an elected member in the Greek Committee of Det Norske Veritas Germanischer Lloyd (D.N.V.G.L). Mr. Papagiannopoulos has been elected (2006) in the Executive Committee of International Chamber of Shipping, (I.C.S.)

Mr. Papagiannopoulos holds a BA in Law from the National University of Athens, an MSc in Economics from Queen Mary College, University of London, an MA in European Integration from University of Reading and a PhD in Economics from Queen Mary College, University of London.



**HE Ioannis Plakiotakis**  
**Minister of Maritime Affairs and Insular Policy**  
**Hellenic Republic**

Greece has always been a maritime nation. Largely based on this tradition, its shipping industry has emerged as a world leader and one of the two main pillars of the Greek economy, alongside tourism.

The Greek owned merchant fleet is thus the largest in the world, with 4,936 vessels (ships over 1,000 gt) of 389.69 million deadweight tonnes (dwt). Last year, the Greek-owned fleet increased once again its share, now representing 53% of the European Union (EU) fleet in dwt and 20.9% of the world fleet in dwt.

The Greek Register accounts for 720 vessels (over 1,000 gt) of 39.61 m.gt. The Greek-flagged fleet ranks 8th internationally and 2<sup>nd</sup> in the EU (in terms of dwt). Moreover, Greek shipowners' control 31.99% of the world's crude oil tankers fleet, 23.12% of the world dry bulk carriers' fleet and 15.17% of the world chemical and products tankers fleet.

Newbuilding orders by Greek interests amounted to 223 vessels (over 1,000 gt), representing 25.03 m. dwt of various ship types from a total of 2,578 orders of 189.78 million dwt at the beginning of 2019.

Piraeus, the largest port of the country, is the nucleus of the Greek maritime cluster. 1430 branch offices of foreign shipping companies (Law 27/75 – ocean going shipping) are established in Greece. Their activities include mainly ship-management and chartering. In addition, 3,670 maritime companies (Law 959/79 – mainly active in cabotage and short-sea shipping). These impressive numbers highlight Piraeus as a worldwide maritime center and nucleus of expertise in technical and commercial management of vessels. At the same time those companies are key growth drivers for other economic activities associated to shipping, contributing altogether more than 9% to the national GDP.

The contribution of shipping to the national economy is clearly depicted in the foreign currency inflow, which for 2018 exceeded 16 billion Euros, with a continuously upward trend.

These really impressive figures make the Greek shipping industry a major player in world trade and by extension to the global economy and politics. The Greek State, recognizing the contribution of shipping to both the national economy and social fabric, provides its constant support to shipping activities, through a coherent framework of positive measures aimed at maintaining and further development of Greek shipping and the wider maritime cluster.

Fostering competitiveness of the maritime sector on the international scene, while guaranteeing a stable business environment for the further development of the Greek fleet and the maritime cluster, lie at the heart of our priorities.

The Greek State has entrusted a specialized administrative body, the Ministry of Maritime Affairs and Insular Policy (MMAIP), with the administration and support of Greek shipping.

The experienced, qualified and highly trained personnel of the Ministry support Greek shipping throughout the year, day and night (24/7) in order to handle all issues facing Greek vessels and their seafarers around the globe.

The existing legislative framework for the registration of ocean-going vessels to the Greek register enjoys higher ranking within the national legal order (Article 107 of the Greek Constitution) and guarantees the necessary stable legal environment for shipping investments. Maritime operations are subject to a stable taxation regime, which aims at enhancing the dynamics of the marine economy, preserve maritime know-how and enhance employment opportunities for Greek seafarers on board and in shipping companies ashore.

In order to further capitalize the contribution of shipping to our national economy, simplification through digitalization of fleet registration and company establishment is envisaged.

Turning to the international domain, maritime transport, as a par excellence international activity, requires a free and stable global regulatory framework guaranteeing the unrestricted and non-discriminatory access of vessels to the worldwide movement of cargoes, in conditions of fair competition.

Further liberalization of international maritime transport services is pursued by means of bilateral, plurilateral and EU negotiations between major trade partners.

Our country, will continue to support of the crucial institutional role of the IMO for regulating international shipping, which shall be applicable to all ships, irrespective of their flag, in order to ensure a global level playing field as well as the principles of UNCLOS which provide the require legal certainty for balancing the environmental protection and freedom of navigation on the high seas.

The Hellenic Coast Guard is fully cognizant of the national character of the mission conferred upon it by the Greek state, to offer continuous support to the Greek shipping industry and to the protection of the Greek and European maritime borders.

We are proud of the Greek merchant shipping, which the Ministry and the Coastguard serve faithfully for a century already. In particular we are proud of the vision, efficiency, flexibility and adaptability of greek shipping. In the maritime sector, the continuation into the next century of an impressive work that helps our shipping maintain its global leadership, is our commitment.

## THE SHIPPING INDUSTRY AT CROSSROADS – OPTIONS, STRATEGIES & RISKS MOVING AHEAD

8:30 AM – 9:15 AM

REGISTRATION & COFFEE

### MORNING SESSIONS - OLYMPIA ROOM

#### TECHNOLOGY & INNOVATION

9:15 AM – 9:20 AM

Welcome Remarks

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

9:20 AM – 10:00 AM

**New Technologies**  
 How to Reduce OPEX, Improve  
 Efficiency & Security

Moderator: Mr. Marcos Vassilikos, Managing Director - Eurobulk

Panelists:

- Mr. Gideon Lenkey, CISSP, Technical Director - **EPSCO Ship Safety & Security**
- Mr. Navneet Singh Rainu, Head of DCR (Digital Control Room) - **Tototheo Maritime**
- Mr. Vasileios Lampropoulos, Chief Operating Officer - **Thenamaris (Ships Management) Inc.**

#### THE BIG PICTURE – MANAGING CHANGE IN SHIPPING

10:00 AM – 10:40 AM

**The Changing Landscape of Shipping**

- *Developments in Geopolitics, Technology, Regulations, Finance & Trading Patterns Have a Transformational Impact on Shipping.*
- *A shipowner discussion on opportunities & challenges ahead*

Moderator: Mr. Savvas Athanasiadis, Managing Director - **Clarksons Platou (Hellas) Ltd**

Panelists:

- Mr. Alex Hadjipateras, Executive Vice President, Business Development – **Dorian LPG**
- Mr. Aristidis Pittas, CEO, **Euroseas & Eurodry**
- Mr. John Dragnis, CEO – **Goldenport Group**
- Mr. Dimitris Fafalios, President Fafalios Shipping - **Chairman INTERCARGO**
- Mr. George Mouskas, Chairman, **Olympia Ocean Carriers** - Vice President - **Cyprus Union of Shipowners**

#### FLEET OPERATIONS & TECHNICAL MANAGEMENT

10:40 AM – 11:20 AM

**Technical Management & Fleet Operations - What's Next**

*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 ship managers and shipping companies with in-house management*

Moderator: Mr. Nigel Lowry, Athens Correspondent - **Lloyds List**

Panelists:

- Mr. Mark O'Neil, CEO - **Columbia Shipmanagement**
- Mr. Sunil Kapoor, Director - **FML Ship Management**
- Mr. Olav Nortun, CEO - **Thome Ship Management Group**
- Mr. Dimitris Patrikios, CEO - **Kyklades Maritime Corporation**

PORT STATE CONTROLS – A GLOBAL ROADMAP		
11:20 AM – 12:10 PM	<p><b>Port State Controls – A Global Roadmap</b></p> <p><b>What to expect in key jurisdictions around the world</b></p> <ul style="list-style-type: none"> <li>• <i>the arrival process</i></li> <li>• <i>what inspectors are looking for with focus on the new fuel and environmental regulations</i></li> <li>• <i>typical reasons for vessel detentions</i></li> </ul>	<p><b>Presentations followed by Q&amp;A session by Coast Guards from the US and Australia</b></p> <ul style="list-style-type: none"> <li>• <b>Captain Michael G. Odom</b>, Commandant - <b>U.S. Coast Guard Office of Operating and Environmental Standards</b>; Executive Officer, <b>U.S. Coast Guard Activities Europe Schinnen, The Netherlands</b></li> <li>• <b>Mr. Michael Kinley</b>, Chief Executive Officer - <b>Australian Maritime Safety Authority (AMSA)</b></li> </ul>
12:10 PM – 12:30 PM	<b>2020 and Port State Control Issues in China</b>	<b>Mr. Terence Zhao Wei</b> , Managing Director - <b>Singhai Marine Services</b>
ENVIRONMENTAL REGULATIONS & THE INDUSTRY’S RESPONSE		
12:30 PM – 1:10 PM	<p><b>Ballast Water Treatment</b></p> <ul style="list-style-type: none"> <li>• <i>Post-Installation &amp; Operations Experience with Ballast Water Treatment Systems</i></li> <li>• <i>Compliance Testing</i></li> <li>• <i>A Roundtable Discussion Among Owners and Equipment Manufacturers</i></li> </ul>	<p><b>Moderator: Dr. Michalis Pantazopoulos</b>, Managing Director – <b>Liberian Registry – LISCR (Hellas) S.A.</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Konstantinos Stampedakis</b>, Managing Director - <b>ERMA FIRST ESK Engineering Solutions S.A.</b></li> <li>• <b>Mr. Dimitrios Vastarouchas</b>, Deputy Chief Operating Officer - <b>Danaos Corporation</b></li> <li>• <b>Mr. Theo Baltatzis</b>, Managing Director - <b>Technomar Shipping</b></li> <li>• <b>Mr. Loizos Isaias PhD</b>, Vice President, Manager Maritime Service Centre &amp; Advisory – <b>DNV GL</b></li> </ul>
1:10 PM – 2:10 PM	<b>NETWORKING LUNCHEON</b>	

**AFTERNOON SESSIONS**

2:30 PM – 4:00 PM	<p style="text-align: center;"><b>PARALLEL BREAKOUT SESSION – MYCENAE ROOM</b></p> <p style="text-align: center;"><b>"Chinese Seafarers for International Shipping Companies" Crewing Seminar</b></p>
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ENVIRONMENTAL REGULATIONS & THE INDUSTRY’S RESPONSE (continued) – OLYMPIA ROOM		
2:15 PM – 2:30 PM	<p style="text-align: center;"><b>Official Remarks</b></p> <p><b>A New Era for Greek Shipping &amp; Its Global Leadership</b></p>	<b>H.E. Ioannis Plakiotakis</b> , Minister of Maritime Affairs and Insular Policy - <b>Hellenic Republic</b>
2:30 PM – 3:10 PM	<b>IMO 2020 – It is All about the Fuel Navigating the New World of Marine Fuels</b>	<b>Moderator: Mr. George Plevrakis</b> , Director of Global Sustainability – <b>ABS</b>

		<p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mrs. Armelle Breneol</b>, Senior Marine Fuels Technical Advisor - <b>ExxonMobil Marine</b></li> <li>• <b>Mr. Matthew Tonge</b>, Managing Director, Commercial Director - <b>Integ8 Fuels, Inc.</b></li> <li>• <b>Mr. Claus Kesting</b>, General Manager, Bunker Procurement - <b>J Lauritzen</b></li> <li>• <b>Mr. Angelos Vytimas</b>, - Area Manager - Hellas, Italy, Croatia &amp; Bulgaria - <b>Veritas Petroleum Services (VPS)</b></li> </ul>
<p><b>3:10 PM – 3:50 PM</b></p>	<p><b>IMO 2020 – Sulfur Cap – Preparing for D-Day</b>        A Roundtable Discussion on Issues, Challenges and Experiences Gained During the Transit Period &amp; the Outlook Ahead</p>	<p><b>Moderator: Dr. John Kokarakis</b>, Vice President, Technology &amp; Business Development, Hellenic, Black Sea Region &amp; Middle East – <b>Bureau Veritas Marine &amp; Offshore Division</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Mikhail Shapiro</b>, Global Head of Marine Fuels and IMO 2020 Implementation – <b>Glencore</b></li> <li>• <b>Mr. Loukas Barmparis</b>, President – <b>Safe Bulkers</b></li> <li>• <b>Mr. Nicos Rescos</b>, Chief Operating Officer – <b>Star Bulk Carriers</b></li> <li>• <b>Mr. Vangelis Rousos</b>, Business Development Director – <b>Tufton Oceanic Limited</b></li> <li>• <b>Mr. Stamatis Bourboulis</b>, General Manager - <b>Euronav Ship Management (Hellas) Ltd.</b></li> </ul>
<p><b>3:50 PM – 4:30 PM</b></p>	<p><b>Reducing Green House Emissions – Decarbonization</b>        Beginning of the Longer Journey – Targets, Challenges &amp; Strategies</p>	<p><b>Moderator: Mr. Andrew McKeran</b>, Commercial Director – Marine &amp; Offshore - <b>Lloyds Register</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Andrew Garcia</b>, President – <b>GoodBulk</b></li> <li>• <b>Dr. George Pateras</b>, President - <b>Hellenic Chamber of Shipping</b></li> <li>• <b>Mr. Esben Poulsen</b>, Chairman - <b>International Chamber of Shipping</b>; Executive Chairman - <b>ENESEL PTE. LTD</b></li> <li>• <b>Mr. Kosta Vlachos</b>, Chief Operating Officer – <b>LATSCO Marine Management</b></li> <li>• <b>Mr. Stavros Hatzigrigoris</b>, CEO - <b>Maran Gas Maritime Inc</b></li> </ul>
<p><b>4:30 PM – 5:10 PM</b></p>	<p><b>Speed Limits – An Optimal Measure for the Environment &amp; the Shipping Industry</b></p>	<p><b>Moderator: Mr. George M. Teriakidis</b>, Area Manager East Mediterranean &amp; Black Sea - <b>DNV GL</b></p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Mr. Philippe Louis-Dreyfus</b>, Chairman - <b>Louis Dreyfus Armateurs S.A.</b>, Former President – <b>BIMCO</b></li> <li>• <b>Mr. George Procopiou</b>, Founder – <b>Dynacom Tankers Management, Sea Traders – Dynagas</b></li> <li>• <b>Mr. Harry Vafias</b>, President &amp; CEO - <b>StealthGas</b></li> <li>• <b>Mr. Nikos Tsakos</b>, President &amp; CEO – <b>Tsakos Energy Navigation</b>, Chairman – <b>INTERTANKO 2014 - 2018</b></li> </ul>

5:10 PM – 5:25 PM	<b>Challenges for European Shipping in a Changing World</b>	<b>Mr. Panagiotis Laskaridis</b> , President – European Community Shipowners Associations; CEO - Lavinia Corporation / Laskaridis Shipping Company Ltd.
<b>KEYNOTE ADDRESS &amp; AWARD PRESENTATION</b>		
5:25 PM – 6:00 PM	<p>Introduced by:  <b>Mr. Nikos Tsakos</b>                  President &amp; CEO – Tsakos Energy Navigation; Chairman – INTERTANKO 2014 – 2018</p> <p><b>2019 CAPITAL LINK MARITIME CSR LEADERSHIP AWARD</b>                  Presentation to:</p>  <p><b>Mr. Anastassios Papagiannopoulos</b>                  CEO, Common Progress Co, President – BIMCO 2017 - 2019</p>	
<b>6:00 PM – 7:00 PM NETWORKING COCKTAIL RECEPTION</b>		

**2018 Event Photos**





### 10<sup>th</sup> Annual Capital Link Greek Shipping Forum

Friday, February 22, 2019  
Hilton Athens Hotel - Athens, Greece



Greek shipping remains important to the maritime economy, constituting approximately 20% of the world's shipping fleet. This event will not only cover the latest developments and trends in international trade, dry bulk commodities, and the energy markets – framed

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



### 3<sup>rd</sup> 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.



### 13<sup>th</sup> 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.



### 2<sup>nd</sup> 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.



### 4<sup>th</sup> 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.



## 18<sup>th</sup> 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.



## 9<sup>th</sup> 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.



## 12<sup>th</sup> Annual Capital Link Shipping & Marine Services Forum

Tuesday, September 10, 2019  
116 Pall Mall - London, UK



In cooperation with the LSE, this event provides investors with a comprehensive review of various shipping markets to investment communities in the UK and throughout Europe. Shipowners, shipping executives, institutional investors, research analysts, industry experts, commercial and investment bankers, risk advisors, private equity and venture capital firms, high-net worth investors,

and financial media attend this London forum every year.



## 9<sup>th</sup> Annual Capital Link Operational Excellence in Shipping Forum

*Best Industry Practices - A Competitive Advantage*  
Wednesday, October 2, 2019 - Divani Caravel Hotel, Athens

This Forum discusses Best Industry Practices across all areas of operations such as human resources, environment, fleet operations, technology and innovation, safety and security, corporate governance and more. The Forum showcases how

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

11<sup>th</sup> 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.



## Capital Link Hong Kong Maritime Forum

Monday, November 18, 2019  
Hong Kong



This event is organized in Partnership with InvestHK and the Hong Kong Government. It will discuss the regulatory, geopolitical and industry trends affecting shipping. It will provide a comprehensive review and current outlook of the shipping, financial and capital markets,

as well as issues related to ship management, the environment, innovation, the impact of technology, and marine services. The Forum will also highlight the role of Hong Kong & Asia for the global shipping industry.



## 21<sup>st</sup> Annual Capital Link Invest in Greece Forum

Monday, December 9, 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.

**Columbia**  
Shipmanagement

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Partnership  
Leadership



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

# GLOBAL GOLD SPONSORS

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

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



**DNV GL** is the world's leading classification society and a recognized advisor for the maritime industry. We enhance safety,

quality, energy efficiency and environmental performance of the global shipping industry – across all vessel types and offshore structures. We invest heavily in research and development to find solutions, together with the industry, that address strategic, operational or regulatory challenges.



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

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.



# ALWAYS AT THE HELM WITH DNV GL

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

Visit [Veracity.com](https://www.veracity.com)

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**ABS**, a leading global provider of classification and technical advisory services to the marine and offshore industries, is committed to setting standards for safety and excellence in design, construction and operation. Focused on safe and practical application of advanced technologies and digital solutions, ABS works with industry and clients to develop accurate and cost-effective compliance, optimized performance and operational efficiency for marine and offshore assets.

Through a global network across 70 countries, ABS delivers services and solutions to clients—using the same consistent approach when applying various rules and requirements—providing core competencies of survey and engineering. This commitment to service is what distinguishes ABS as a true class leader and a trusted partner to our clients throughout the life of their assets.

Standing on its record of independence, exceptional class service, safety and technology leadership, ABS delivers value at every stage of development of a marine vessel.



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

BV works closely with clients to help them optimize the safety and performance of their assets. Active across all ship types, BV provides leading expertise in a wide variety of specialized vessels including LNGs, ultra large containers, FSRU/FSUs and expedition class cruise ships.

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

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



**The Liberian Registry** is the second largest in the world - has been proudly serving the shipping industry for over 70 years. As a founding member of the International Maritime Organization (IMO), Liberia has taken a leading role in global shipping at a very early stage and continues to be an active member of the IMO Council.

Liberia is the fastest growing major open registry, with a fleet of more than 4,400 vessels, aggregating 170+ million gross tons. Given the size of its fleet and continued growth, the Registry has built an extensive global infrastructure of support made up of 29 regional offices and over 450 inspectors and auditors providing 24-hour service anytime and anywhere in the world.

As an industry leader in technological innovation, Liberia has launched numerous programs in recent years embracing digitalization and interactive platforms. These programs further streamline the entire registration process, making life easier for owners and proving that all flags are not alike.



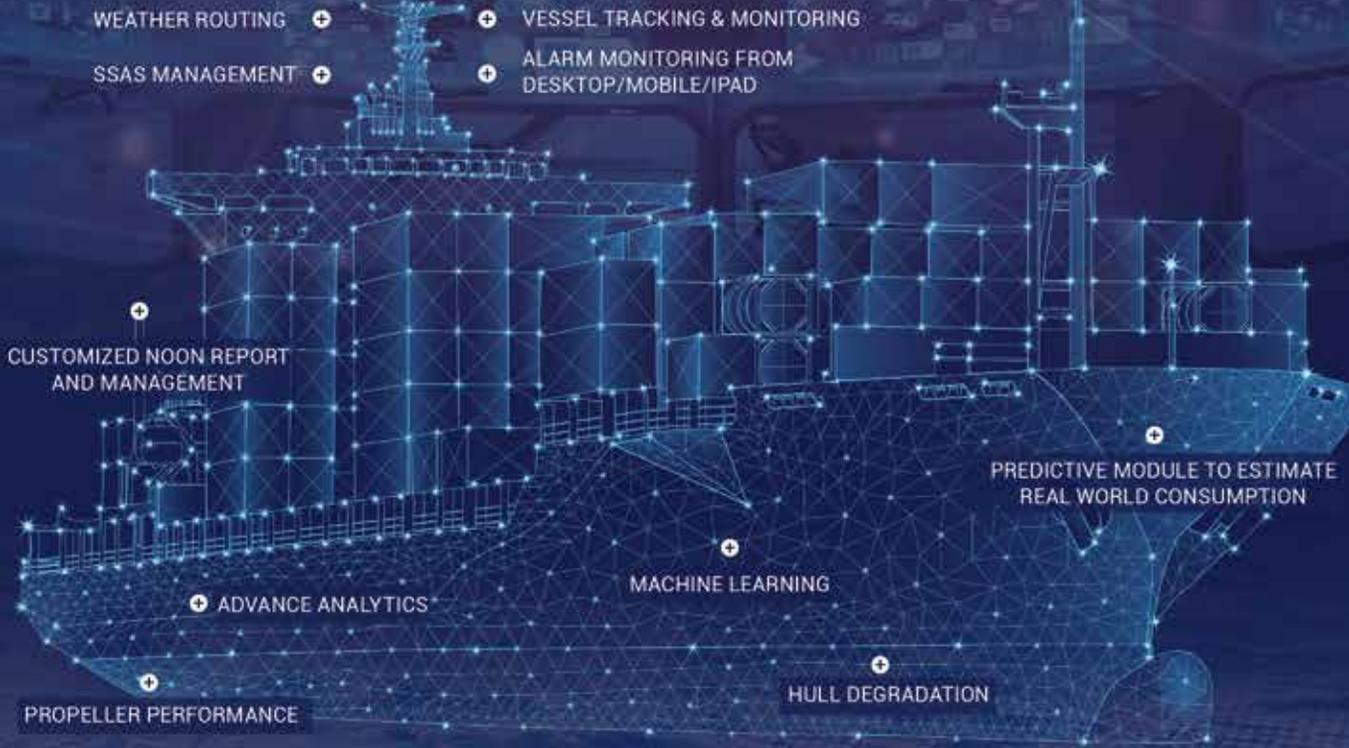
**Lloyd's Register (LR)** started out in 1760 as a marine classification society. Today, we're one of the world's leading providers of professional services for engineering and technology in over 75 countries. The profits we generate fund the Lloyd's Register Foundation, a charity which supports science 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.



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**Danaos Shipping Co. Ltd (DAS)** is the exclusive Manager of Danaos Corporation (DAC). DAC is a leading international owner of container ships who deploys its containership fleet principally under multi year charters with major liner companies that operate regularly scheduled routes between large commercial ports. As of February 28, 2019, we have charters with CMA CGM, Yang Ming, COSCO, Hyundai Merchant Marine, ZIM Integrated Shipping Services, Hapag Lloyd, Maersk, Evergreen, MSC, ONE and Samudera. Gemini has chartered two of its containerships to MSC, one to TS Lines and one to Hapag Lloyd.

## OFFICES

Our head offices are located in Cyprus (Limassol), with Branch Offices in Greece (Piraeus), Ukraine (Odessa and Mariupol), Russia (St Petersburg), Tanzania (Zanzibar) and South Korea (Pusan).

## FLEET DEVELOPMENT

The fleet that DAS manages boasts modern, high-quality vessels many of which have been built in the past five years using the latest in design innovations and enjoy a reputation for safety and reliability within the industry. DAS currently manages 60 containerships ranging from 2,200 TEU to 13,100 TEU with an aggregate capacity of 360,114 TEU.

## OUR VALUES

Our values comprise of implementing the highest standards of efficiency, safety, and reliability by:

- Enhancing the training of our personnel ashore and on-board.
- Integrating fully the vessels in the organization.
- Actively participating and leading research projects in efficiency.
- Promoting company culture and bonding on all personnel on board.
- Seeking growth by our strong comparative advantages to becoming the leader in our sector.



**EPSCO-Ra:** the Maritime Cyber Security Solution (that you didn't know you needed) Built from decades of experience in the maritime and cyber security industries, EPSCO-Ra delivers a comprehensive and purpose-built managed cyber security service for the maritime community. EPSCO-Ra's cyber experts use the specialized software and tools necessary to prevent and protect against cyber exploitation. The EPSCO-Ra Managed Services operate independently and are designed to detect the slightest indication of compromise - without blindly relying on Antivirus and firewall solutions. Cyprus-based EPSCO Group has spent the last 24 years offering maintenance and repair to the maritime industry, growing to be a global provider of maritime safety and security services to more than 2,500 vessels annually. A strategic partnership with US-based cyber security organization Ra Security has allowed EPSCO Group to add cyber security consultation to their list of services. Now, the two have come together to form EPSCO-Ra and set a new standard for maritime cyber security around the globe.

With the increasingly digitalized nature of the global economy, the time to consider cyber security is now. Both the continued adoption of new technologies on board and the rapid rate with which new threats can develop require that cyber risk management be an ongoing process with a matching frequency. If you take the time to understand your risks, document your controls, and communicate your strategy effectively, you will greatly reduce the likelihood of a career-ending, catastrophic incident that you are not prepared to manage. EPSCO-Ra offers an adaptive cyber security solution that provides real-time impact on every aspect of fleet and enterprise-wide security to ensure constant vigilance and protection in an ever-changing landscape of maritime cyber security.



**EuroDry Ltd.** was formed on January 8, 2018 under the laws of the Republic of the Marshall Islands to consolidate the drybulk fleet of Euroseas Ltd. into a separate listed public company. EuroDry was spun-off from Euroseas Ltd on May 30, 2018; it trades on the NASDAQ Capital Market under the ticker EDRY. EuroDry operates in the dry cargo, drybulk shipping market. EuroDry's operations are managed by Eurobulk Ltd., an ISO 9001:2008 and ISO 14001:2004 certified affiliated ship management company and Eurobulk (Far East) Ltd. Inc., which are responsible for the day-to-day commercial and technical





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The transition to a low carbon future is challenging the industry to find solutions that are commercially viable, technically feasible and safe. Through its Low Carbon Shipping Outlook, ABS defines the operational efficiencies, ship technologies, and alternative fuels and energy sources needed to help reach 2030 and 2050 targets.

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# SPONSORS

management and operations of the vessels. EuroDry employs its vessels on spot and period charters. The Company has a fleet of 7 vessels, including 4 Panamax drybulk carriers, 1 Ultramax drybulk carrier and 2 Kamsarmax drybulk carriers. EuroDry's 7 drybulk carriers have a total cargo capacity of 528,931 dwt.



**Euroseas Ltd.** was formed on May 5, 2005 under the laws of the Republic of the Marshall Islands to consolidate the ship owning interests of the Pittas family of Athens, Greece, which has been in the shipping business over the past 140 years. Euroseas trades on the NASDAQ Capital Market under the ticker ESEA. Euroseas operates in the container shipping market. Euroseas' operations are managed by Eurobulk Ltd., an ISO 9001:2008 and ISO 14001:2004 certified affiliated ship management company, which is responsible for the day-to-day commercial and technical management and operations of the vessels. Euroseas employs its vessels on spot and period charters and through pool arrangements. The Company has a fleet of 15 vessels, including 14 Feeder containerships and 1 Intermediate Container carrier. Euroseas 15 containerships have a cargo capacity of 34,071 teu.



**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. The system is an advanced modular solution suitable for newbuilds as well as for retrofits. Nowadays, ERMA FIRST has a prestigious reference list comprised of ship-owners and shipyards worldwide.

ERMA FIRST BWTS FIT is developed to exceed all special installation requirements. Covering an extensive capacity range of 50-3740 m<sup>3</sup>/hr, the system is suitable for 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.



**FML Ship Management**, based in Nicosia, provides a comprehensive range of ship management services to

shipowners worldwide. The company has professional manpower at its disposal, both ashore and at sea, operating to internationally recognized quality management standards. It is currently responsible for the full technical management of 40 ships.

FML Ship Management is part of Fleet Management Limited, headquartered in Hong Kong. Fleet, is one of the world's largest independent third-party ship management companies with 500 vessels under full technical management, 20,000 qualified seafarers and 1000 shore employees. For the last 25 years, Fleet has pioneered many of the crewing, safety, and technical standards, which have become benchmarks in the industry. Fleet operates on a global scale with 25 offices in 12 countries including Singapore, Cyprus, London, USA, Amsterdam, Turkey and New Zealand.



**Inmarsat Maritime** Keeping thousands of vessels safe and connected with the world's most robust and reliable global mobile satellite network

#### ABOUT THE COMPANY:

With a rich heritage spanning more than 40 years, Inmarsat keeps the maritime industry connected with its highly-reliable broadband satellite network and its range of leading voice and data services.

Inmarsat is also powering the maritime data revolution to enable a transition to the Internet of Things. Its latest Fleet Xpress service takes maritime communications to the next level, delivering high data speeds and guaranteed global bandwidth enabled by Global Xpress Ka-band combined with proven FleetBroadband L-band, in a managed package from a single supplier.

In addition to the potential high data speeds it unlocks for owners and operators, Inmarsat's maritime digitalisation initiative has already yielded the Fleet Secure cybersecurity portfolio and Fleet Data - designed to use voyage data recorders as a real-time source of data.

Inmarsat remains committed to the future and is investing

in new satellites over the next 3 years, which will deliver a transformational change in the global capabilities, capacity and agility of Fleet Xpress for the benefit of current and future Inmarsat customers, partners and investors.

When it matters most, thousands of vessels depend on Inmarsat to optimise operational and environmental efficiency, enhance crew welfare and maximise safety at sea.



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Delivered by a highly-experienced team of traders, Integr8 Fuels provides bunker trading and brokerage services to ship-owners and operators, enabling them to optimise their fuel procurement requirements. Integr8 offers a varied product mix from individual spot bunker enquires to a fuel management solution which gives access to transactional and analytical tools required for efficient bunker procurement.

With a global relationship base of vetted suppliers, and extensive knowledge and experience of vessel operations and local bunkering requirements, Integr8 delivers a market-leading quality of supply and service. Combined with availability of substantial credit capacity, experienced claims handlers we enhance the logistics, timing, terms and pricing of bunker procurement for customers.



**Safe Bulkers, Inc.** - The Company is an international provider of 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 marine drybulk transportation services. The Company's common stock, series C preferred stock and series D preferred stock are listed

on the NYSE, and trade under the symbols "SB", "SB.PR.C", and "SB.PR.D", respectively.



**Star Bulk** is a global shipping company providing worldwide seaborne transportation solutions in the dry bulk sector. Star Bulk's vessels transport major bulks, which include iron ore, coal and grain, and minor bulks, which include bauxite, fertilizers and steel products. Star Bulk was incorporated in the Marshall Islands on December 13, 2006 and maintains executive offices in Athens, Oslo, New York, Cyprus and Geneva. Its common stock trades on the Nasdaq Global Select Market and on the Oslo Stock Exchange under the symbol "SBLK". On a fully delivered basis, Star Bulk will have a fleet of 118 vessels, with an aggregate capacity of 13.0 million dwt, consisting of 17 Newcastlemax, 19 Capesize, 2 Mini Capesize, 7 Post Panamax, 35 Kamsarmax, 2 Panamax, 17 Ultramax and 19 Supramax vessels with carrying capacities between 52,055 dwt and 209,537 dwt. Where we refer to information on a "fully delivered basis," we are referring to such information after giving effect to the completion of announced sales and purchases of vessels



The **Thome Group** is committed to providing safe and sustainable solutions to the shipping industry. We are committed to deliver the highest standards of health and safety, in a workplace where our employees can develop to their full potential. This is all against a backdrop of excellent governance, high ethical standards and a dedication to continuous environmental improvement.

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**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](http://www.flottco.com).



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## HONOREE



**Anastasios V. Papagiannopoulos**  
**Principal**  
**Common Progress**

Mr. Papagiannopoulos has been a principal of Common Progress since its establishment in 1984 and has more than 37 years of experience in shipping.

Mr. Papagiannopoulos has been elected since 1996 until 2018 on the Board of Directors of the Union of Greek Shipowners and since 2006 until 2018 in the Executive Committee of the Union including Committee Chairman of the Seaman's Social Security and Labour Issues. He was elected President of Bimco and completed his 2 year tenure in May 2019 and is an elected member of the Board of Directors and Executive Committee where he had served since 1998 as an elected member of the Documentary Committee. Since 2004 he has also been an elected member in the Greek Committee of Det Norske Veritas Germanischer Lloyd (D.N.V.G.L). Mr. Papagiannopoulos has been elected (2006) in the Executive Committee of International Chamber of Shipping, (I.C.S.)

Mr. Papagiannopoulos holds a BA in Law from the National University of Athens, an MSc in Economics from Queen Mary College, University of London, an MA in European Integration from University of Reading and a PhD in Economics from Queen Mary College, University of London.

Since December 2016, after the proposal of the President of New Democracy Mr. Kyriakos Mitsotakis, he is a member of the evaluation committee of candidates who wish to participate in the electoral party lists and also, he is the Head of Marine and Island Policy Committee of New Democracy.

After the elections of 2019, the Prime Minister, Mr. Kyriakos Mitsotakis, designated him as Minister of Maritime Affairs and Insular Policy.

## SPEAKERS



**HE Ioannis Plakiotakis**  
**Minister of Maritime Affairs and Insular Policy**  
**Hellenic Republic**

Ioannis Plakiotakis is a member of the Greek Parliament representing the Lasithi constituency and served as the 9th President of New Democracy.

Born in Athens in 1968 he is the second child of Sifis Plakiotakis and Despo Frangoulis he is married to a Cypriot businesswoman Aphrodite Doritis.

He comes from a family with active participation in social and political affairs of Lasithi and also he is the nephew of ex member of Parliament Michael Chlouveraki.

He studied Biochemical Engineering at the University of Wales and also holds two postgraduate degrees from the University of London and the City University Business School, specializing in Biochemical Engineering and Business Administration.

He fulfilled his military service (1993-1995), as a reserve officer in the Greek Air Force.

He worked for two years (1995-1996), in the transnational European Eurocontrol Agency that controls air traffic and aviation safety throughout Europe.

Once he returned to Greece, he re-opened and managed his family cinematographic company. In this context, in 1997 he renovated and re-opened the historic cinema "Minoa" in the town of Sitia, and founded two other theaters in Neapolis and Ierapetra.

He speaks English and French. Furthermore, he is a member of the Alumni Association of Biochemical Engineering University of London, and the City University Business School.

As a teenager, he had actively engaged in sports and he has been for many years a player and leader of Sitia Sports Club (S.A.O.).

In 1999 he received the responsibility of the position of Vice President at the local administrative council of New Democracy Sitia.

In municipal elections of 1998, he was elected member of the local council in Sitia municipality, with the independent association of John Apidianaki. In this post, he remained until 2002.

In January 2001 by decision of President Kostas Karamanlis, he was appointed member of the Tourism Committee for the political party of New Democracy.

Ioannis Plakiotakis was first elected as an MP in 2004 elections, and he has been re-elected at the same position in the elections of 2007, 2009, May and June 2012 and January and September of 2015.

During the government of Costas Karamanlis, for the period September 2007 until October 2009 he served as Deputy Minister of Defence concerning for the army infrastructure project, meteorology and military sports.

In 2009 by decision of President Antonis Samaras, he was appointed Head of Marine and Island Policy Committee for the political party of New Democracy.

In the regional elections of 2010, he led the regional combination of New Democracy in Crete.

During the government of Antonis Samaras, for the period June 2014 until January 2015 he served as Deputy Minister of Labour, Social Security and Welfare concerning for the management

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of the European Social Fund and the Community employment programs.

In February 2015, after the proposal of ex-Prime Minister and leader of New Democracy Antonis Samaras, he was unanimously elected General Secretary of the Parliamentary Group.

He was a member of the Standing Parliamentary Committee on Defense and member of the Parliamentary Committee on Production and Trade, Social Affairs and Equality, Youth and Human Rights.

In addition, the period from 2012 to 2014 he was a member of the Greek delegation to the Parliamentary Assembly of the Organization for Security and Cooperation in Europe (OSCE).

For the period November 2015 until January 2016 he served as transitional President of the political party New Democracy.

Since February 2016, he is a member of the Greek parliamentary delegation to the NATO Assembly.



**Savvas I. Athanassiades**  
**Managing Director**  
**Clarksons Platou (Hellas) Ltd.**

Mr. Savvas Athanassiades is the Managing Director of Clarksons Platou Hellas Ltd. 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. He joined the group in September 2004 when 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.

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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.



**Stamatis Bourboulis**  
**General Manager**  
**Euronav Ship Management (Hellas) Ltd.**

Stamatis Bourboulis (1957) has been General Manager of Euronav Ship Management (Hellas) Ltd. since its inception in November 2005. He was appointed to the Euronav Executive Committee on 1st of January 2019.

Following his employment in a chemical factory, ship building and ship repair shipyards in Greece, he joined Ceres Hellenic Shipping Enterprises Ltd in October 1990 as Superintendent Engineer and dealt with various types of vessels.

In 1997 he became Ship Manager for the Crude Oil Tankers and OBOs. In 2000 Stamatis Bourboulis undertook the position of Technical Manager for the Ceres fleet of Dry Bulk, Crude Oil, Chemical and LNG Carriers. He is a member of Intertanko Safety and Technical Committee (ISTEC), DNVGL and RINA Greek Technical Committee.

He graduated from the National Technical University of Athens as a Naval Architect and Marine Engineer in 1981.



**Armelle Breneol**  
**Senior Marine Fuels Technical Advisor**  
**ExxonMobil Marine Fuels**

Armelle Breneol is the Senior Marine Fuels Technical Advisor for ExxonMobil in Europe. A specialist in product measurement integrity, Ms. Breneol works with vessel operators and business partners to ensure bunker operations are flawless in ports served by ExxonMobil.

Her expertise was key in the development and introduction of Mass Flow Metering System in ARA in 2018

Ms Breneol worked on the introduction of ExxonMobil Premium HDME 50™, the ECA-category fuel, and EMF.5™ specially designed to help marine operators comply with 2020 Global 0,50% sulphur cap.

Ms. Breneol has been with ExxonMobil for 21 years. Before joining the business, she was at sea for five years working as an engineer and deck officer, gaining valuable experience on-board ferries, containerships and oceanographic research vessels.

Ms. Breneol graduated from l'Ecole Nationale de la Marine Marchande (ENMM) in 1991, and earned a Master's degree in International Transport (University Panthéon Sorbonne – 1996)



**John Dragnis**  
**Chief Executive Officer**  
**Goldenport Group**

John started his career in Goldenport Group in 2001 as a Commercial Manager of its dry bulk and container fleet. He was appointed as Chief Executive Officer of Goldenport Holdings Inc. in 2012. John also co-founded Oceangold Tankers Inc. in 2007, a product and chemical tankers specialist that focuses on LR2, LR1 and MR2 type vessels and he was actively involved in setting up and managing Golden Yachts, a super yachts management and chartering business. In 2016, he successfully managed to acquire and re-capitalize the vessels owned by Goldenport Holdings Inc. which were absorbed by the Goldenport Group.

Today, the Group operates a fleet of more than 35 ocean-going vessels and 7 super yachts. John holds a BSc in Business

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# SPEAKER BIOS

Administration and an MSc in Shipping, Trade and Finance from CASS Business School, London.



**Dimitrios Fafalios**  
**President / Director**  
**Fafalios Shipping S.A.**

Dimitrios Fafalios has been President/Director of Fafalios Shipping S.A. since 2008.

From 1984 to 2008, Mr. Fafalios has held various positions in Fafalios Ltd. London, including Technical Manager, Technical Director with responsibilities for vessel Maintenance, Newbuildings, S&P, and Technical support for Chartering, Insurance, Post-Fixture, Finance and other departments. He has worked closely with many of the major classification societies and International Organizations for rule development and implementations.

Mr. Fafalios received his Bachelor of Science degree in Naval Architecture and Ship Building from the University of Newcastle upon Tyne in 1980 and Master of Science in Ocean Systems Management from MIT in 1982.

Mr. Fafalios holds senior or leading posts on committees as below:

ABS	(American Bureau of Shipping)
DNV-GL	(Det Norske Veritas-Germanischer Lloyd)
HCS	(Hellenic Chamber of Shipping)
ICS	(International Chamber of Shipping)
INTERCARGO	(Chairman and Former Head of
Technical Committee)	
LR	(Lloyds Register)
NK	(ClassNK Nippon Kaiji Kyokai Piraeus)
UGS	(Union of Greek Ship Owners)

**Andrew Garcia**  
**President**  
**GoodBulk**



**Alexander C. Hadjipateras**  
**Executive Vice President of Business**  
**Development**  
**Dorian LPG**

Alexander C. Hadjipateras has served as the Executive Vice President of Business Development for Dorian LPG (NYSE: "LPG") since July 2013. Mr. Alexander C. Hadjipateras' main areas of focus are business development, vessel sale and purchase, and assisting in the management of the Company's operations in Athens, Greece. Prior to 2013, Alexander was employed by Eagle Ocean and involved in the company's Aframax newbuilding program at Sumitomo Shipyard in Japan

and Hyundai Heavy Industries in South Korea and has also participated in its Aframax spot chartering. Prior to joining Eagle Ocean, Mr. Alexander C. Hadjipateras worked as a Business Development Manager at Avenue A/ Razorfish, a leading digital consultancy and advertising agency.

Mr. Alexander C. Hadjipateras has served as a director of the UK P&I Club since 2016, a director of the Helios Pool with MOL since 2018 and a director on the Greek Shipping Corporation Committee (GSCC) since 2018. Mr. Alexander C. Hadjipateras graduated from Georgetown University with a BA in history in 2001.



**Stavros Hatzigrigoris**  
**Managing Director**  
**Maran Gas Maritime Inc.**

Stavros Hatzigrigoris is the current Managing Director of Maran Gas Maritime Inc., a position which he has held since 2003. For the years 1992 to 2012 he held the position of Managing Director of Maran Tankers Management Inc. Stavros joined Anangel Shipping Enterprises S.A. in 1981 as a Superintendent Engineer.

He holds a B.Sc. degree in Naval Architecture and Ocean Engineering from University College London, a M.Sc. degree in Marine Engineering from the National Technical University of Athens and has studied Management of Ship Operations in the University of Strathclyde. He is a Fellow of the Institute of Marine Engineers and has served as one of the SNAME International Vice Presidents. He is a member of the ABS Technical Committee, the Chairman of the DNV-GL Technical Committee and a member of the Greek Technical Committees of LRS, KR and CCS.



**Loizos Isaias**  
**Vice President, Manager Maritime**  
**Service Centre & Advisory**  
**DNV GL**

Holder of BSc and PhD degrees from the University of Newcastle upon Tyne in the UK, in Marine Engineering.

Started working at the University of Newcastle upon Tyne and Lloyd's Register of Shipping (1985-1989) at Newcastle upon Tyne, England, in connection with my PhD degree, as a member of the Marine Diesel Engines Condition and Performance Monitoring Research Team.

Teaching and demonstrating at Newcastle University on a part time basis, during the same period.

After University graduation, worked for Alassia Steamship Co. Ltd (1989-1992) in Piraeus, Greece.

Working for DNV since 1992, and now for DNV GL.

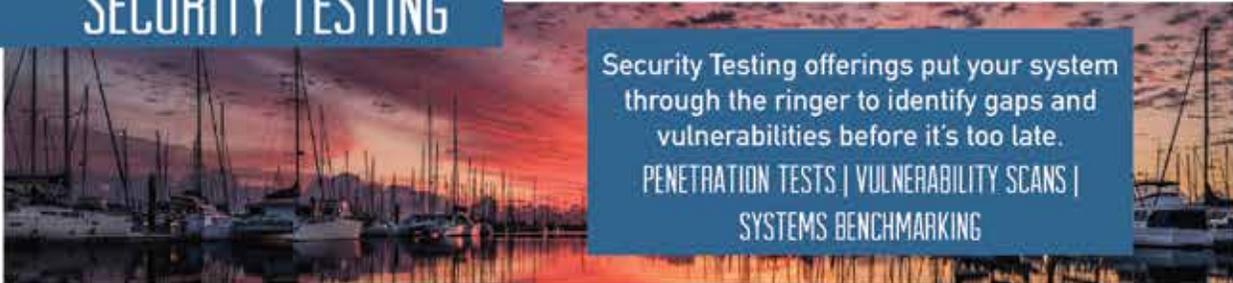
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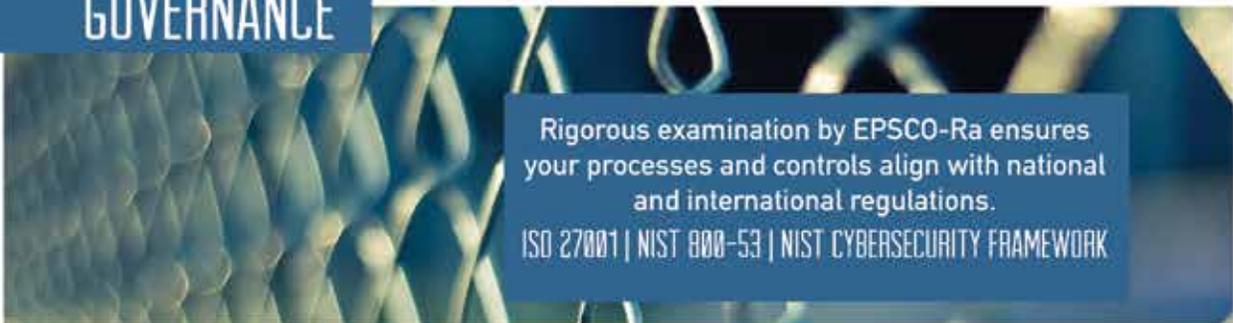
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# SPEAKER BIOS

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- Key Account Manager with customers support and business development responsibilities for a large number of customers in Greece.
- Project Manager of DNV GL's initiative to upgrade Greece to the company's 3rd home market (after Norway and Germany).
- Secretary of the Greek Technical Committee.
- Coordinator of the cooperation between the Union of Greek Shipowners (UGS) and DNV GL on technical matters.



**Sunnil Kapoor**  
**Director**  
**FML Ship Management Ltd**

Mr. Sunil Kapoor is the Director of FML Ship Management in Cyprus, a Caravel Group Company. The Fleet office in Nicosia was set up by himself in 2007 and it currently consists of a team of 40 employees and operating 40 Ships under Technical Management.

Mr. Kapoor has an engineering background with a degree in Marine Engineering from DMET, Calcutta, a very prominent and prestigious college in India. He began his career at the Shipping Corporation of India – the country's state Shipping company. He spent most of his time at sea between 1981 to 1992. In his last three years he sailed as Chief Engineer.

In 1993 Mr. Kapoor came ashore. He worked with Lloyds Register as a Surveyor based in India for about three years.

Mr. Kapoor joined Fleet Management Limited, Hong Kong way back in 1996 as a Technical Superintendent and gradually rose to his present rank of Director. During his tenure with Fleet Management, he was actively involved in all aspects of Technical Management. He was also involved in New Building supervisions of Reefers/Container vessels/Chemical Tankers in Japanese and Korean Shipyards.

Mr. Kapoor shifted to Cyprus in May 2007 to set up the companies branch office in Nicosia. He is also responsible for day to day operations of London, Turkey & Dubai offices.

In 2015, FML Ship Management LTD was awarded with the International Investment award, CIPA, which was presented to him during a ceremony held at the Presidential Palace. Mr. Kapoor is a member of board of Governors of Cyprus Maritime Academy affiliated to University of Nicosia. He is also a board member of the Cyprus Marine Club in Limassol. Mr. Kapoor sits on the Technical committees of all the major Classification societies.



**Claus Kesting**  
**General Manager**  
**J. Lauritzen**

Claus Kesting is working as General Manager at J. Lauritzen where he is heading the Bunkers department. The department is handling all bunker procurement for J. Lauritzen companies as well as external companies. The department has employees based in Copenhagen and Singapore. He has been chairperson for the working groups forming the BIMCO Terms 2015 and BIMCO Bunker Terms 2018

Claus' shipping carrier started in 1988 and he has had various positions in tramp and container with several Danish shipping companies hereunder A.P Moller – Marsk and Torm before joining J. Lauritzen in 2006.

Claus holds a Graduate Diploma in International Business.



**Michael Kinley**  
**Chief Executive Officer**  
**Australian Maritime Safety Authority**

Michael (Mick) Kinley was appointed Chief Executive Officer for the Australian Maritime Safety Authority on 27 August 2014. Mick was previously the Deputy Chief Executive Officer and held this position since

October 2008. Mick joined the Australian Maritime Safety Authority in Cairns, as a Marine Surveyor in 1994. Since that time he has gained experience across all of AMSA's business but most particularly maritime safety and casualty response. Prior to joining AMSA, Mick had an extensive career with BHP having commenced as an engineer cadet with BHP Transport. He sailed with the BHP fleet before undertaking various shore-based roles including fleet safety instructor and project engineer.

Mick holds an Australian Chief Engineer Class 1 Certificate, a Bachelor of Applied Science, a Bachelor of Engineering and a Graduate Diploma in Legal Studies.

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**John Kokarakis**  
**Director Technical Business Development**  
**HBSA Zone**  
**Bureau Veritas**

Dr Kokarakis a 1979 graduate of National Technical University of Athens, holds PhD (1986) and Masters degrees in Naval Architecture (1983) and Mechanical Engineering (1984) from the University of Michigan.

He worked for over ten years as a consultant undertaking technical problems worldwide. His specialization was in the area of technical investigation of marine accidents. In his capacity as a forensic engineer he participated in the technical investigation of the Exxon Valdez grounding, the Space Shuttle Challenger disaster, the drillship Sea-Crest capsize, the Piper Alpha fire and explosion, the Aleutian Enterprise foundering in Alaska as well as many other accidents of less notoriety. In addition, he was a technical consultant for SEALAND, APL, MATSON Navigation, Chevron and other companies.

The last twenty years he works in Greece, in the area of classification. Having served in the plan approval office of American Bureau of Shipping in Piraeus, he then joined Germanischer Lloyd heading their tanker and bulk carrier team in Greece. He is currently the Technical Director of Bureau Veritas in the Hellenic and Black Sea & Adriatic Zone.

In his duties Dr. Kokarakis is responsible for the smooth technical operation in the Zone as well as in the harmonic cooperation with the BV offices worldwide to the benefit of the BV clients. He is a member of SNAME since 1976 and a Fellow of the Society. He is currently the Chairman of the Greek Section since 2014. He has also served as International Vice President of the Society and a Member of the Fellows Committee.



**Vasileios Lampropoulos**  
**Chief Operating Officer**  
**Thenamaris Ships Management Inc.**

Vasileios Lampropoulos has graduated as Naval Architect and Marine Engineer from National Technical University of Athens. Has been engaged in various European research projects during his academic period and while preparing his PhD. In 2000 joined Thenamaris Ships Management as Technical Superintendent, has supervised the construction of ten vessels as Site Office Manager in Korea and since then has served as Technical Manager, Chief Technical Officer and currently as Chief Operating Officer supervising a fleet of 82 vessels (78 in operation and 4 under construction).



**Panos C. Laskaridis**  
**Chief Executive Officer**  
**Lavinia Corporation/Laskaridis Shipping**  
**Company Ltd.**  
**President - European Community Shipowners**  
**Associations**

Panos Laskaridis was born in 1947 and has established Laskaridis Shipping Co.Ltd. in 1977 and Lavinia Corporation in 1978 which developed into a vertically integrated Shipping Group controlling a large Reefer, Bulker, Fish Factory and Tanker Fleet, two shipyards in Spain, fishing and fish trading activities, various agencies, shipbroking and shipoperating companies

in Europe, the Far East, South America and the USA along with various other shipping related business. He oversees the day to day business of the Group which employs some 3500 people. He has over 40 years experience in shipping and has been involved variously in other Group related business in Leisure, Gaming and Real Estate. He holds a Mechanical Engineering Degree from Braunschweig University in Germany, a Master's Degree in Mechanical Engineering from Kings College and a Master's Degree in Naval Architecture from University College in London.

He was Chairman of the UKFD+D Club, is since 12 years a member of the Board of the Union of Greek Shipowners, President (as of 1/1/2018) of ECSA (European Community Shipowners Associations), a Member of the Committees of all major Classification Societies in Greece, a Member of several Learned Societies, a Member of the Royal Corps of Naval Constructors, a Chartered Engineer and a Fellow of RINA, IMechE and SNAME.



**Gideon Lenkey**  
**CISSP, Technical Director**  
**EPSCO Ship Safety & Security**

Gideon Lenkey, CISSP, has been for over 25 Years in Information Security and a widely recognized expert in his field. Former President of the FBI's InfraGard programme in New Jersey and acknowledged by the former FBI Director, Mr. Robert Mueller on multiple occasions for his accomplishments and contributions to protecting critical infrastructure. Mr. Lenkey, has consulted on information security matters since 1989. He specializes in cybersecurity governance and managing enterprise cybersecurity initiatives. He has provided advanced training to the FBI is regularly consulted by companies large and small across many industries. He regularly lectures, writes and grants interviews on cybersecurity topics. In 2011 Mr. Lenkey co-authored "Gray Hat Hacking" third edition for McGraw Hill and is featured in the film documentary "Code 2600".



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**Philippe Louis-Dreyfus**  
**Chairman**  
**Louis Dreyfus Armateurs**

In 1974, after having acquired a shipping experience in London and Oslo, Philippe Louis-Dreyfus joined Banque Louis Dreyfus where he created a specialized shipping finance department.

In 1986, he left his family group to go and work with Banque Pallas France, in charge of the business and corporate division. In 1994, he became President of Credit Naval.

In 1996, he returned to his family business to take the responsibility of Louis Dreyfus Armateurs, of which, together with his children, he finally took over 100 % control.

Philippe Louis-Dreyfus was elected President of Armateurs de France (2002-2004), the French Shipowners' association, and also President of ECSA, the European Community Shipowners' Associations (2006-2009) of which he remains Vice-president.

He has also been President of BIMCO (2015-2017).

He is member of the board of the French International Business Confederation (Medef International) of which he is also Vice-President, and of the French C.C.E. network (French foreign trade advisors).

Among other distinctions, Philippe Louis-Dreyfus is Commandeur of the Légion d'Honneur, and Officer of the British Empire (OBE).



**Nigel Lowry**  
**Athens Correspondent**  
**Lloyd's List**

Nigel Lowry is Lloyd's List's resident expert on Greek shipping and has been covering the industry since the crisis of the 1980s. He has reported on the key Greek shipping community from London and New York as well as Athens and has carried out a range of other assignments for Lloyd's List in other countries.

Nigel wrote the book 'Onassis and his Legacy', published by the Onassis Foundation in 2003, reprinted from a serialisation in Lloyd's List.

He is a regular participant in maritime industry events as chairman, moderator or guest speaker and has often been interviewed for television and other media on shipping topics. Since 2004, his remit for Lloyd's List includes directing and hosting the annual Lloyd's List Greek Shipping Awards, a major event in the maritime calendar that draws more than 1,000 guests each year.

Prior to joining Lloyd's List he held senior editorial positions with the Greek Business Review, Naftiliaki magazine, the Newsfront Greek Shipping Intelligence newsletter, and The Athenian, a monthly magazine. He has been a regular correspondent for The European Times, De Lloyd/Lloyd Anversois and Media International, among others.

Independently, Nigel is also founder and director of the Greek Shipping Hall of Fame. The Hall of Fame is dedicated to recognising outstanding individuals in Greek shipping's history and is a hub of information for new generations as well as a strong supporter of Greek children's charity Hellenic Hope.



**Andrew McKeran**  
**Commercial Director – Marine and Offshore**  
**Lloyds Register**

Andy joined Lloyds Register as the Commercial Director for their Marine and Offshore business in February 2019. He is responsible for setting the strategic direction for the company through innovation, marketing and partnering with other stakeholders to navigate through the potential disruptions of Sustainability and Digitalization.

Prior to joining Lloyds Register he spent over 20 years in the marine, offshore and naval sectors for Alstom, Converteam and General Electric. As a BSC Electrical Engineering graduate, he held various roles since joining the marine industry in 1998, ranging from, shipyard commissioning, field services, project management, and more recently running the offshore and global marine businesses for the power conversion business of General Electric.



**George Mouskas**  
**Chairman - Olympia Ocean Carriers**  
**Vice Chairman - Cyprus Union Of Shipowners**

George Mouskas was born in London in 1953. After completing his schooling, he went on to study for a Law degree at university. Upon graduating in 1976 he joined the family shipping company, Zela Shipping, and ran it together with his brother Zenon until September 2014. A decision was taken at that time to transfer both the London office and Athens office to Cyprus.

All shipping activity was transferred to Limassol under a new management company called Olympia Ocean Carriers. The new management company now controls 7 capesize vessels, one kamsarmax and 9 new building ultra max vessels.

OOC now employs 25 staff at its headquarters in Limassol. In 2009 he was elected President of the Cyprus Union of Shipowners, a position he held until 2016. He continues to serve on the board in the role of Vice President until the present time



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**Olav Nortun**  
**Chief Executive Officer**  
**Thome Group**

Olav is the Chief Executive Officer of the Thome Group. A Group offering fully integrated ship management services to the shipping and offshore sectors.

He has an extensive experience from the maritime industry with more than 18 years of leading international operations.

Olav is a Council member of Intertanko and he has a M.Sc. in Naval Architecture from the Norwegian Institute of Technology with an executive education from Insead, Fontanelbeau and IMD, Lausanne.



**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 optimisation within the shipping and ship management industry and regularly speaks on this matter together with the related topic of digitalisation.

**Captain Michael G. Odom**  
**Commandant - U.S. Coast Guard Office of Operating and Environmental Standards**  
**Executive Officer - U.S. Coast Guard Activities Europe Schinnen, The Netherlands**



**Michalis Pantazopoulos**  
**Managing Director**  
**LISCR (Hellas) S.A. – The Liberian Registry**

Michalis Pantazopoulos, has more than 30 years working experience in shipping and offshore industries in Greece and United States. Graduating with a PhD in Mechanical/Ocean Engineering from the University of Washington, Seattle, 1987, he joined EXXON Corporation where

for the next ten years served in engineering and managerial positions in offshore and marine engineering fields including 2 years of service as technical support to Exxon's legal team in the EXXON VALDEZ trial. Upon returning to Greece in 1996, he joined ABS Consulting (American Bureau of Shipping) in managerial positions serving the shipping and offshore industry in Greece and in south Europe respectively. Cooperation with AVIN INTERNATIONAL as Manager of the Fleet Services Division started in 2000.

Since 2004, Michalis is part of the Liberian Registry, the largest quality registry in the world, serving in their Piraeus office as Senior Vice-President, making Greek shipping accustomed to prompt, efficient, quality, and value-added services to the benefit of more than 1,200 ships and their managers/owners.

A regular speaker at shipping conferences and contributor to shipping and technical magazines and journals, Michalis has been affiliated with several shipping and technical committees including INTERTANKO Associate Members Committee, Society of Naval Architects & Marine Engineers of USA and Greece where he served as President, American Society of Mechanical Engineers, Technical Chamber of Greece, HELMEPA, Propeller Club etc.



**George D. Pateras**  
**President**  
**Hellenic Chamber of Shipping**

Dr. George D. Pateras, born in London, UK and the father of 3 adult children, is the Deputy Chairman, Contships Management Inc. and since 2016 the Chairman of the Hellenic Chamber of Shipping.

He Studied Engineering and Economics and holds a BSc in Marine Engineering from Newcastle University, MS in Marine Engineering and Naval Architecture from MIT and a PhD from Plymouth University.

He is a Board member of the Hellenic War Risks Association and the Bahamas Shipowners Association, Chairman of the Hellenic Shipping War Risks Insurance S.A., Vice Chairman, NATO, PBOS now TG(OS) (2000-) and permanent advisor (AMSCC) of the Hellenic Ministry of Defense.

Dr. Pateras has also served as the Chairman of the Bahamas Shipowners' Association (2011-2015) and as a Board member of the Hellenic Seamen's Pension Fund (1984- 1993), Olympic Aviation (1991-1993), the Hellenic Chamber

of Shipping (1986-2015), the Union of Greek Shipowners (1983-2004), HELMEPA (1996-1998), the BSA representative on International Chamber of Shipping (2011-2015) and Managing Director of Aegeus Shipping S.A. (1981-2018)



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**Dimitris Patrikios**  
CEO  
Kyklades Maritime Corporation

In 2019 he is assigned the position of CEO at Kyklades Maritime Corporation (Alafouzos Group).

From 1988 till end of 2018 he worked in the Shipping sector of the Onassis Group.

He was born and raised in Athens. He is a graduate of Lycee Leonin High School and holds a BSc in Mathematics from the University of Athens, a BSc in Business Administration from the University of Piraeus.

He completed his post-graduate studies in London; he earned a MSc in Management Science from the Imperial College. Member of INTERTANKO ExCom, DNV GL, BV, NK and KR Greek Committee.

Fellow Member of ICS (Institute of Chartered Shipbrokers) and Vice President of Propeller Club of Piraeus.



**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 as Assistant to the General Manger 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 M Upon-Tyne and an MSc in both Ocean Systems Management and Naval Architecture and Marine Engineering from the Massachusetts Institute of Technology.



**Giorgos Plevrakis**  
Director, Global Sustainability  
ABS

Giorgos Plevrakis is an experienced professional in the fields of Marine, Energy and Oil & Gas Industry combining in depth knowledge that spans from power generation manufacturing to classification services.

He joined ABS in 2019 focusing on the challenges and opportunities related to the adoption of Alternative Fuels. He is now responsible for the Global Sustainability department and related efforts of ABS, working on creating the synergies and collaborative work necessary to lead to the implementation of measures that drive operational efficiency and the adoption of new technologies, to meet the sustainability related targets.

Prior to that he was working as Business Development Manager for RINA Classification Society where he worked closely with shipowners on the implementation of the new environmental related regulations such a MRV,DCS,IHM,BWM,IMO 2020.

In 2011 he joined MAN Diesel & Turbo as the Head of Power Plants and Turbomachinery and Marine New Buildings Manager for Greece, Cyprus and the Balkan Region. He was leading a vast variety of projects on the upstream, midstream and downstream for Oil and Gas, new buildings and repair for Marine and development and construction for Power Generation and the Chemical Industry.

Giorgos holds an MEng in Mechanical Engineering from the National Technical University of Athens and an MBA from the Athens University of Economics and Business.



**Esben Poulsson**  
Chairman - International Chamber of Shipping  
Executive Chairman - ENESEL PTE. LTD

Esben Poulsson is Executive Chairman of ENESEL PTE. LTD., a Singapore based ship owning entity, of a fleet of large container vessels all under the Singapore Flag. He has worked in the maritime industry for over 45 years and has held a variety of senior management positions in Hong Kong, London, Copenhagen and Singapore.

He is a Non-Executive Director of X-Press Feeders Ltd., of Hafnia Tankers Pte. Ltd., of Nordic Shipholding A/S and of Batchfire Resources Pty. Ltd. He is non-executive Chairman of Cambiaso Risso Asia Pte. Ltd. and of Tamar Shipmanagement Ltd. and serves as Senior Advisor to Straits Tankers Pte. Ltd. He also serves on the Board of the Maritime & Port Authority of Singapore (MPA).

He is President of the Singapore Shipping Association and an Advisory Panel Member of the Singapore Maritime Foundation and serves as Chairman of the London-based International Chamber of Shipping, which represents about 80% of the world fleet.



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**George J. Procopiou**  
**Chairman**  
**Dynagas LNG Partners**

Mr. George Procopiou has managed throughout the years a shipping fleet in excess of 500 vessels since entering the shipping business in 1974 and is among others, the founder of Dynacom Tankers Management, Sea Traders and Dynagas Ltd. Since 2002, he has built more than 100 vessels at shipyards in China, South Korea and Japan. Mr. Procopiou holds a degree in civil engineering from the National Technical University of Athens. Mr. Procopiou has also served as Chairman of the North of England P&I Association. He is Chairman of the Greek committee of Bureau Veritas, as well as member of the Greek committees of DNV GL, Lloyd's Register and ABS.

In 2005 Dynacom was awarded Tanker Company of the Year award by Lloyd's List. In 2012 Dynagas made history, when the company's LNG carrier OB RIVER became the world first LNG Carrier to transit and carry a cargo through the Northern Sea Route. In 2015 Dynagas received Statoil's "Working Safely With Suppliers" operator award for safety performance above industry standards. In June 2017 Mr. Procopiou was presented with Seatrade's "Lifetime Achievement Award".



**Navneet Singh Rainu**  
**Master Mariner**  
**Tototheo Maritime**

Navneet Singh Rainu is a Master Mariner with 16 years of experience in the oil, chemical and container trades. Key skills include operations management, charting strategic direction and leading people, projects, and change management towards process excellence.

Navneet started his apprenticeship with Maersk Group and decided to support the maritime industry from shore establishments. He started with the pioneering Vessel Performance Centre and moved on to vessel operations including the bunker procurement program for the whole fleet. Next, he headed to port cost management services in the Marcura group, handling pre and post fixture services for a clientele of 250 major shipping companies. He is currently heading the Digital Control Room at Tototheo Maritime, delivering leading optimisation and vessel operating solutions to owners, operators, ship managers and charterers.



**Nicos Rescos**  
**Chief Operating Officer, Starbulk**  
**Chief Operating Officer & Commercial Director, Oceanbulk Maritime S.A.**

Mr. Rescos has served as the Chief Operating Officer of Starbulk since July 2014 and the Chief Operating Officer

and Commercial Director of Oceanbulk Maritime S.A. since April 2010. Mr. Rescos has been involved in the shipping industry since 1993 and has gained strong expertise in the dry bulk, container and product tanker markets having been responsible for more than 200 vessel acquisitions and dispositions and several joint ventures in the drybulk and tanker sectors. From 2007 to 2010 Mr. Rescos worked with a family fund in Greece investing in dry bulk vessels and product tankers. From 2000 to 2007, Mr. Rescos served as the Commercial Manager of Goldenport Holdings Inc. where he was responsible for the acquisition of 35 dry bulk and container vessels and initiated the company's entry in the product tanker market through a pioneering joint venture with a major commodity trading company. He received a BSc in Management Sciences from The University of Manchester Institute of Science and Technology (UMIST) and an MSc in Shipping Trade and Finance from the City University Business School.



**Mikhail Shapiro**  
**Global Head of Marine Fuels and IMO 2020 Implementation**  
**Glencore**

Mikhail Shapiro heads up Glencore's IMO 2020 preparations as well as the Marine Fuels department. Mikhail has been in the industry for over 15 years and has held multiple roles, including: marine fuels marketing, oil operations, fuel blending, vessel chartering as well as derivative and physical oil trading in various regions around the world. Mikhail is a member of the ISO marine fuels specifications working group.

Glencore is one of the world's leading marketers of physical commodities, sourcing commodities and products from a global supplier base and selling them to customers all over the world.

Glencore transports commodities by sea, rail and truck, storing them, processing them, and delivering them to the customers. Glencore has a substantial shipping portfolio and access to a range of logistics, storage and investment capabilities. The network includes a marine fuels supply system in several main bunkering hubs.



**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.



# 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](http://www.flottco.com)

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# SPEAKER BIOS

In 2009, Konstantinos co-founded ERMA FIRST S.A. and he is currently holding 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 Type Approval 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.



**George M. Teriakidis**  
**Area Manager East Mediterranean & Black Sea**  
**DNV GL**

George Teriakidis is a naval architect and currently holds the position of DNV GL Area Manager for East Mediterranean & Black sea.

He has completed studies of Naval architecture at the University of Newcastle Upon Tyne as well as a M.Sc. in Ship Production Technology at Strathclyde University of Glasgow. Upon completion of his studies, he joined DNV office in Dubai, UAE as a trainee surveyor. During his 8 year stay in Dubai he became surveyor for various types of vessels and held various positions. In August 2008 he joined DNV Piraeus as the Marketing and Business Development Manager ; since 2013 he has been responsible for the business development for DNV GL's region of South East Europe and Middle East. From June 1st 2019, he holds the position of Area Manager for East Mediterranean and Black sea.

He is married and is the proud father of a young princess. During his free time he still enjoys photography and listening to music.



**Matthew Tonge**  
**Commercial Director**  
**Navig8 Shipping**

Matt has spent his career in the oil and shipping industry. He joined BP as a chemical engineer and then moved to BP Shipping where he became a Charterer and then Chartering Manager for BP Shipping. Matt joined the Navig8 group in February 2019 and works on projects within both Integr8 and Navig8 Shipping.



**Nikolas P. Tsakos**  
**Founder and Chief Executive Officer**  
**TEN LTD**

Dr. Nikolas P. Tsakos is the Founder and Chief

Executive Officer of Tsakos Energy Navigation (TEN), a pioneering shipping company, established 26 years ago and quoted on the New York Stock Exchange. He comes from a traditional Chios seafaring family and has extensive seagoing experience, having also served as an Officer in the Greek Navy. Mr. Tsakos was the Chairman of INTERTANKO from 2014 to 2018 and the former President of the environmental organisation "HELMEPA". He sits on the boards of a number of maritime and finance organisations and associations. Nikolas graduated from Columbia University in New York with a degree in Economics and Political Science and obtained a Master's Degree in Shipping, Trade and Finance from London's City University Business School (CASS). In 2011, he was awarded an honorary doctorate from City University, for his pioneering work in the equity financial markets relating to shipping companies. He is married and has three children.



**Harry Vafias**  
**President & CEO**  
**Stealthgas**

Harry Vafias founded Stealth Maritime Corp in 1999. Stealth Maritime Corp has invested in excess of usd 1 billion in new generation newbuilds between 2007-2010 for the renewal of its tanker fleet and today operates twenty two 50,000 – 120,000 dwt modern double hull oil tankers all under long term charters with oil companies and traders.

In 2004 he founded Stealthgas which was listed in NASDAQ in October 2005 and up to today has raised approx \$500 mill from the capital markets. Stealthgas owns 50 gas ships (including newbuilds) and 4 oil tankers and is the largest company, in number of owned vessels, in gas transportation worldwide.

In 2005 Harry Vafias founded Estates Corporation Inc, a real estate company, investing in Greece, London, New York, Monaco and Switzerland.

In 2008 Vafias became CEO of the Vafias Group, which today is one of largest shipping groups in Greece with 86 vessels.

In 2008 Harry Vafias was awarded by the NASDAQ for being the youngest CEO of a listed shipping company worldwide.

In 2010 Harry Vafias was elected vice chairman of the INTERTANKO mediterranean panel. In the same year Harry Vafias was awarded the SEATRADE young person in shipping award.

In 2012 Harry Vafias was awarded by Lloyds list newspaper for being 'newsmaker of the year for 2012'

In 2013 Harry Vafias and StealthGas was awarded by Lloyds list newspaper for 'best tanker company of the year for 2013'

In 2016 was elected vice president of the consular corps in Greece.

In 2019 he was elected president of the consular corps in Greece.

Mr Vafias is also a member of the ABS classification society committee, of the NK classification society committee, of the KR classification society committee, member of the board of the BSA (Bahamas shipowners association) and also a member of the board of BCA (business school of Athens).

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# SUPPORTING ORGANIZATIONS





**Marcos C. Vassilikos**  
**Managing Director**  
**Eurobulk**

**EDUCATION:**

High School: Athens College, Athens, Greece (graduate 1978)  
NEWCASTLE UNIVERSITY, United Kingdom (1978-1981)  
Bachelor of Science (B.Sc.) in Marine Engineering  
M.I.T, Massachusetts, Boston (1981-1983)  
M.Sc Naval Architecture and Marine Engineering  
M.Sc Ocean Systems Management

**WORK EXPERIENCE:**

1986-1987 TROODOS Shipping, Piraeus Supt Engr, Tech dept.  
1987-1990 AGELEF Shipping, London, Technical Assistant to MD  
1990-1992 N. BOGDANOS Marine Bureau, Piraeus Shipyards Rep  
1992-1995 OCEANBULK Maritime, Athens - Purchasing Mgr  
1996- up to present EUROBULK Ltd., Athens - Managing Director & Insurance Mgr

**LANGUAGES:**

Greek (native), English (fluent), German (basic)



**Dimitrios Vastarouchas**  
**Deputy Chief Operating Officer**  
**Danaos Corporation**

Dimitris Vastarouchas is Danaos Corporation Deputy Chief Operating Officer. Mr. Vastarouchas has been the Technical Manager of Danaos Shipping Co Ltd. since 2005 and has over 24 years of experience in the shipping industry. Mr. Vastarouchas initially joined Danaos in 1995 and prior to becoming Technical Manager he was the New Buildings Projects and Site Manager, under which capacity he supervised newbuilding projects in Korea for 4,250, 5,500 & 8,500 TEU containerships. He holds a degree in Naval Architecture & Marine Engineering from the National Technical University of Athens, Certificates & Licensees of expertise in the fields of Aerodynamics (C.I.T.), Welding (CSWIP), Marine Coating (FROSIO) and Insurance (North of England P&I). He is also a qualified auditor by Net Norske Veritas and Certified Negotiator (SNI).



**Kostas G. Vlachos**  
**Managing Director**  
**Consolidated Marine Management Inc.**

Mechanical / Electrical Engineer graduated from Technical University of Athens.

For 15 years he worked as a representative member for the Hellenic Flag Administration in IMO and EU in Safety and Environmental committees.

He is currently the COO of Latsco Shipping Ltd and the Managing

Director of the subsidiary company the Consolidated Marine Management Inc. having full control and responsibilities on technical and operational matters of the vessels belonging to the corporate company

Member of ABS, DNV-GL, LRS, National and technical committees. Chairman of Intertanko Hellenic Mediterranean Panel and a Council representative of Greece member.

Member of the ExCom of Intertanko.

Member of Intertanko Safety, Technical and Environmental Committee (ISTEC) and of Intertanko Gas Committee.

Member of the common working group OCIMF-Intertanko, which was established in 2015 with the aim to reviewing and promoting Human Element matters of common interest.

Member of General Purpose Committee of SIGTO

Speaker in various fora related to Safety, Environmental and Technological developments, such as Intertanko, Mare Forum, Newsfront, Capital link, Lloyds Gas Forum, DNV-GL safety forum, Safety4Sea and others.

## **Angelos Vytimas**

**Area Manager - Hellas, Italy, Croatia & Bulgaria**  
**Veritas Petroleum Services (VPS)**



**Terence Zhao Wei**  
**Managing Director**  
**Singhai Marine Services**

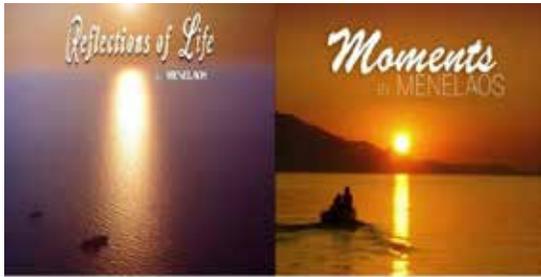
Mr Terence Zhao has more than 26 years of experience in the maritime industry with particularly strong interest and expertise in manning and training. Before he founded Singhai Marine Services in November 2004, he had lectured at COSCO Qingdao Ocean Shipping Mariners College and was Managing Director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

Over the past 14 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

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<http://kanakismenelaos.com>

**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 (SAVIAV)\*** 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.

**WWW.KANAKISMENELAOS.COM**

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**Capital Link** has a leading position globally in the area of Investor Relations with respect to **shipping**, as it cooperates with the majority of shipping companies listed on the three US Stock Exchanges, as well as in London (LSE and AIM) and Milan. Capital Link is by far the most recognizable IR firm in this sector with unique access to investors, analysts, media and bankers. It has built the most extensive and effective platform for linking Listed shipping Companies with the investment community in Europe and the United States. Capital Link is a member of the Baltic Exchange and organizes regularly Analyst and CEO Forums on tankers, containers and dry bulk shipping. Additionally, it holds annually the "Invest in International Shipping" Capital Link Forums in New York and London. Finally, it also maintains a shipping portal with information on all UK and US Listed shipping Companies ([www.capitallinkshipping.com](http://www.capitallinkshipping.com)).

**Capital Link** has also a leading position in **US Closed-End funds and ETFs**, as it cooperates with the major fund sponsors in these sectors. The Annual Capital Link "Closed-End Fund and Global ETF" Forum taking place in New York, celebrating its 17th year, is considered the most significant Forum of the sector. In the context of this Forum, Capital Link organizes the "Annual Closed-End Fund & Global ETF Awards" which recognize funds and managers who adhere to high standards of Corporate Governance, financial disclosure and Investor Relations. Capital Link also maintains a portal with information on these funds ([www.closedendfundforum.com](http://www.closedendfundforum.com)).

Capital Link has built one of the most extensive and effective networks for the promotion of **international companies** that want to access the European and US capital markets. In this area, Capital Link has built extensive **regional expertise across developed and emerging markets** having worked with listed companies and capital markets related organizations from several countries, including Canada, Chile, Cyprus, Greece, France, Germany, Ireland, Italy, Portugal, Russia, Spain, Switzerland, Turkey, United Kingdom and the United States. Also, **broad and diversified industry expertise** with a client base across several sectors - banking & finance, chemicals, cement & construction, food and beverage, insurance, investment management, IT & computers, mining, oil & energy, packaging, pharmaceuticals & cosmetics, retailing, telecommunications, transportation etc.

Capital Link is proud to have worked with several **governmental organizations** organizing presentations to U.S. investors for the **Finance Ministers** of Bulgaria, France, Greece and Portugal. We have worked with the majority of **Stock Exchanges** in the United States and Europe (New York, American, NASDAQ, Chicago Board Options Exchange, Athens Exchange, Euronext, London Stock Exchange/ AIM, Deutsche Boerse, Lisbon Stock Exchange, MICEX, Swiss Exchanges. The Paris Bourse was our first client in 1995.

# 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](http://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](http://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](http://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.

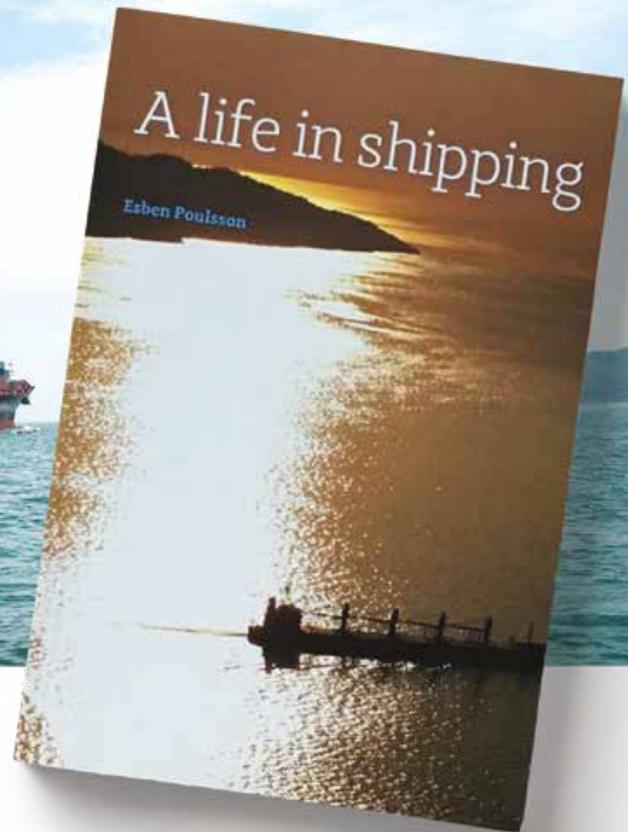
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# A Life In Shipping

by Esben Poulsson



Caring for seafarers  
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**If ever an industry is global, it is shipping and Esben Poulsson's career is a perfect example of that fact.**

He entered the maritime world in Vancouver, moved to Hong Kong, spent two years in the Philippines, relocated to London and Copenhagen, and then moved back to the East, this time to Singapore where he has worked and resided since 2004.

The maritime industry is a community in which people are asked to contribute to the common good by giving of their time freely to international and local institutions. Poulsson has taken his

place in several such organisations, the most recent including President of the Singapore Shipping Association and Chairman of the International Chamber of Shipping.

Readers of this book will find that a maritime career is varied and exciting, full of challenge. It offers – with hard work, an entrepreneurial mind and excellent networking skills – great possibilities for friendship and for travel.

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