

## PRESS RELEASE

**An International Summit about the Greek Economy & Investment Opportunities  
Featuring top US and International Investors, Government & Business Leaders, Global Investment  
Banks & Institutions & the Greek Government**

**“22<sup>nd</sup> ANNUAL CAPITAL LINK INVEST IN GREECE FORUM”**  
**“GREECE - Looking Ahead with Confidence”**  
**Tuesday & Wednesday, December 15 & 16, 2020**  
**Digital Forum**

**2 Days – 33 Sessions – 112 Top Level Speakers**

**«THE HELLINIKON PROJECT UNDERWAY– FROM VISION TO REALITY»**

**With the participation of  
Alternate Minister of Development & Investments – Private Investments & PPPs,  
Mr. Nikos C. Papathanasis**

**Moderator: Mr. Yannis Kourniotis, *Partner* - Lambadarios Law firm**

### Panelists:

- **H.E. Nikos C. Papathanasis**, *Alternate Minister of Development & Investment - Private Investments & PPPs -Hellenic Republic*
- **Mr. Konstantinos Vassiliou**, *Deputy CEO, Head of Group Corporate & Investment Banking Executive Member of the BoD - Eurobank S.A.*
- **Mr. Odisseas Athanasiou**, *Chief Executive Officer - Lamda Development*

December 16, 2020

The **“22<sup>nd</sup> Capital Link Invest in Greece” Forum: “Greece – Looking Ahead With Confidence”** took place, in digital form, on Tuesday & Wednesday, December 15 & 16, 2020 in co-operation with the New York Stock Exchange and major Global Investment Banks and Organizations. Also with the overwhelming support of the Greek business & financial community. Over the years, Capital Link Invest in Greece Forum has developed to become an International Summit about Greece, recognized as the main platform for updating US investors on developments in Greece, business and investment opportunities and the attractiveness of Greece as an investment destination. It gathers the elite of the financial and investment communities, as well business and government leaders from the United States and Greece. This year, as a Virtual Forum, the event was available to a global audience.

Foreign investments are of critical significance for the re-launching of the economy. The **Capital Link Invest in Greece Forum** provided an effective platform and the perfect timing for communicating the Prime Minister's relayed message at the HELEXPO on the Government's 12 initiatives to support the economy, which he described as "12 steps of confidence", and "bridges that will transfer Greece and the Greeks from the health and economic turmoil to the calm waters of progress and hope". This concrete plan enhances investor interest and confidence and, thus, helping to attract foreign investments.

**With a 22-year track record of success, Capital Link Invest in Greece Forum has been engaged in a systematic effort to highlight Greece's profile, to a global business and investment audience.**

**This year in particular, in a two-day period, 33 sessions, and 112 Top Level Speakers**, from the Greek and international government, business and financial communities this event offered to a global audience a comprehensive, authoritative & insightful blueprint on the latest development and outlook of the Greek Economy. A special emphasis was given to the Business & Investment Opportunities in Greece and the wider region. **Led by the Prime Minister, several key Greek Government Ministers outlined their specific programs and policies in the sectors of their portfolios in order to achieve the shift of the economy to a new, sustainable development model for Greece of tomorrow. A confident economy: productive, technologically advanced, innovative, extroverted, intelligent, and competitive, which has disproved the pessimists and attracted the recognition and praise of European partners. A top-level group of CEOs and other executives discussed trends, developments and opportunities for each of the main areas of the economy. Finally, a group of international investors shared their insight and shed light to the reasons that lead them to choose Greece as a Business and Investment Destination and what lies ahead.**

The agenda, topics and structure of this forum have been designed to conform with investor interests and requirements. It combines the Greek and US government perspective, with that of private sector executives, international financiers and international investors.

## 22nd Annual Capital Link Invest in Greece Forum

Greece – Looking Ahead With Confidence  
*Digital Conference*  
Tuesday & Wednesday, December 15 - 16, 2020  
8:00 am – 4:00 pm (New York Time)

In Cooperation With



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### THE HELLINIKON PROJECT UNDERWAY–FROM VISION TO REALITY

Day 2 – Wednesday, December 16, 2020 | 8:35 – 9:05 am NY time

<p><b>Moderator</b></p>  <p><b>Mr. Yannis Kourniotis</b> Partner <b>Lambadarios Law firm</b></p>	<p><b>Panelists</b></p>  <p><b>Mr. Nikos C. Papathanasis</b> Alternate Minister of Development &amp; Investments - Private Investments &amp; PPPs <b>Hellenic Republic</b></p>	 <p><b>Mr. Konstantinos Vassiliou</b> Deputy CEO, Head of Group Corporate &amp; Investment Banking Executive Member of the BoD <b>Eurobank S.A.</b></p>	 <p><b>Mr. Odisseas Athanasiou</b> Chief Executive Officer <b>Lamda Development S.A.</b></p>
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## “THE HELLINIKON PROJECT UNDERWAY– FROM VISION TO REALITY”.

**Moderator: Mr. Yannis Kourniotis, Partner - Lambadarios Law firm**

### Panelists:

- **H.E. Nikos C. Papathanasis**, *Alternate Minister of Development & Investment - Private Investments & PPPs - Hellenic Republic*
- **Mr. Konstantinos Vassiliou**, *Deputy CEO, Head of Group Corporate & Investment Banking Executive Member of the BoD - Eurobank S.A.*
- **Mr. Odisseas Athanasiou**, *Chief Executive Officer - Lamda Development*



**Alternate Minister Nikos C. Papathanasis**, stated:

“We have a stable, reform-oriented government that wants to enforce Greece’s competitive position. One of our number one priorities is to build new foundations of trust between the state and entrepreneurship.

We had a clear vision and a viable plan for Hellinikon; to reshape and rejuvenate the abandoned airport area in order to upgrade it. An investment of such scale is not an easy matter. Several state, regional and municipal authorities had to coordinate in order to prepare all the necessary actions. Along with Minister Georgiadis and our associates, we had to surpass massive bureaucratic obstacles that were preventing any investment of this kind from actually taking place. All the necessary actions taken were totally transparent.

In July 2020, the Prime Minister inaugurated the start of construction work on this major development project that will turn the seaside plot into a complex of public parks, luxury residences, hotels, a yachting marina and a casino. The investment constitutes the largest urban regeneration project in Europe that aims to change not only Attica but Greece as a whole. The area will be established as a tourist destination while improving citizens’ quality of life. This investment will create new and well-paid jobs and will boost the country’s position in the sectors of tourism, innovation and entrepreneurship, while contributing to the national economic growth.

Our Government is facing an ongoing effort to restore fiscal stability, implement structural reforms, recover competitiveness and restart growth. We are at the beginning of a long period of growth in Greece. There is an expanding investment interest in areas such as the country’s digital upgrade, renewable energy, waste management, the real estate market and more. Investments that will establish Greece as the central investment hub in the wider region of the southeastern Mediterranean.”

**Mr. Yannis Kourniotis, Partner - Lambadarios Law firm**, stated:

“The development and operation of the Hellinikon Project undoubtedly constitutes an investment of unprecedented scale and importance for Greece. It is noteworthy that the Hellinikon Project, as designed and once completed, will be the biggest urban regeneration project, including the first ever Integrated Resort Casino (IRC) to be developed not only in Greece but also in the whole continent.

This major and symbolic Project, in combination with MGE’s admittedly impressive tender offer for the IRC, shall be deemed as a benchmark and paradigm for potential economic operators, interested in investing in Greece in the days to come.

The development of the Hellinikon Project shall affect the economy of both the area and the country as a whole, creating new job positions, promoting the direct or indirect cooperation with banking institutions, construction companies and enterprises. In this way, a great part of the Greek economy will have the opportunity to reap the benefits of this unique investment.

The IRC, in particular, covers a large and, arguably, the most critical part of the overall Hellinikon Project, which, on its turn, will be linked to the further development of the whole area, including that of the Metropolitan Park and the coastal front. In different words, the development of the IRC will have such a positive impact that will definitely transform the lives of the Athens' residents and visitors.

Given the particularities of the national and EU legislation, including on public tenders, and the fact that MGE, as a US entity, was far from acquainted with these type of procedures, the contribution of Lambadarios Law Firm in its capacity as MGE's local legal advisor, with in depth experience in project development and financing, advising it throughout this complex process, was instrumental.

It is finally to be highlighted that, despite the complexity of the Project, involving very complicated contractual relationships, all key players namely the Greek State, Lamda, MGE and their advisors have worked together in a spirit of collaboration, sincerity and goodwill, hence making the Hellinikon Project a point of reference for all future investments."

**Mr. Konstantinos Vassiliou**, *Deputy CEO, Head of Group Corporate & Investment Banking Executive Member of the BoD - Eurobank S.A.*, stated:

"Hellinikon, a landmark project for Greece and the largest urban development project in Europe, is on its way, at a critical point in time for the Greek economy, as we all hope that 2021 will be a year of recovery from this year's deep recession we are experiencing due to Covid-19 pandemic. Eurobank is committed to support every initiative which strengthens the development effort of the country and accelerates the restart of the Greek economy. The Bank played a leading role in raising the capital required for the 1st phase of project Hellinikon, the progress of which represents a strong signaling of the growth potential of the economy and the readiness and ability of the Country to progress projects of such scale, importance and complexity. Eurobank co-ordinated all three capital raisings for the project: the Syndicated loans and LGs of up to € 1.68 billion, the Share Capital increase of € 650 million and the Bond issuance of €320 million. It is important to underline that this first phase of the project, totaling almost € 3 billion, was primarily covered by Greek investors and solely by Greek Banks. This demonstrates, in practice, the importance of a healthy local banking system and a solid domestic capital market for the coming years, in view of future great opportunities on the back of major privatizations, the country's transition to a Green sustainable economy and the best use of the unprecedented funds of the European Recovery Fund."

**Mr. Odisseas Athanasiou**, *Chief Executive Officer - Lamda Development*, stated:

"At the end of a year marked by the pandemic and its unprecedented adverse impact across the entire economy, including both individual businesses and citizens, the need to restart as well as strengthen the growth potential of the economy has become even more urgent.

Large-scale investments, such as the Hellinikon project, have become more necessary than ever. We are pressing ahead, and we are excited that we are approaching the official commencement of the Hellinikon project, estimated during the first two of months of 2021. In the meantime, unofficially, we have already proceeded with a large part of the preliminary works within the site, the preparation of the relevant studies, the launch of tenders for the selection of architects in connection to the residential developments during the first 5-year phase and so on.

In the plan prepared by the management team of LAMDA Development, it is estimated that for the Hellinikon project development, during the next 15-20 years, a total of €7bn investments will be required, of which, during the first 5-year phase, LAMDA Development has committed to implement, either itself or through partnerships/JVs with third

party investors, investments worth €1.5bn. Note that after including the agreed transaction consideration of €915m, related to the acquisition of HELLINIKON S.A., the total amount of required investments until the completion of the project is estimated to reach €8bn. LAMDA Development's business plan for the Hellinikon project, during the next 15-20 years, includes, among others, (a) the construction of approximately 10 thousand residential units, as per the current permitted uses, including as well the high-rise buildings of special architectural design, namely the mixed-use, residential tower nearby the Metropolitan Park and the Marina Residential tower on the coastal front, near the Agios Kosmas Marina, (b) 2 luxury, 5-star hotels together with the respective branded residences on the coastal front, as well as a mixed-use tower (hotel & other commercial uses) on the Vouliagmenis avenue, which represents a high-rise building of special architectural design, (c) 2 shopping malls, (d) other office and commercial uses near the Vouliagmenis avenue and (e) the Metropolitan Park, communal spaces and other infrastructure, museums, cultural centers and sports facilities.

The Hellinikon project is expected to reposition Greece on the international investment and tourism map. It is a project that will transform the local real-estate sector, both retail and commercial real estate, on account of the aforesaid property developments, which are anticipated to attract even more visitors or permanent residents to Athens in the coming years.

Moreover, the Hellinikon project will upgrade the wider area infrastructure, with new roads and sports facilities, with the revamp of the coastal front and the Agios Kosmas marina, with new energy and telecom infrastructure (e.g. 5G, "smart" networks) as well as the implementation of best urban development practices. All the above form the components of a project that could serve as the role model for neighboring municipalities and the rest of the country.

Worth mentioning that, amidst the pandemic crisis, LAMDA Development completed, with an overwhelming oversubscription, the issuance of a €320m Common Bond Loan through a Public Offering. The bond issue registered a record participation of over 10 thousand Greek private individual investors. This bond issue provided the opportunity to thousands of Greeks to participate in the landmark Hellinikon project, which is expected to play a crucial role in the country's economic growth in the coming years.

In addition, a few days ago, LAMDA Development announced the signing of a strategic cooperation agreement with TEMES Group, in relation to the joint development of two state of the art, luxury hotels and the respective branded residences on the coastal front. This partnership will bring to life a commonly shared vision to establish Athens as a top-notch, world-class tourist destination as well as position the Athenian Riviera on the world tourist map. The overall investment for the development of the two hotels and the respective branded residences is estimated to reach €300m.

We are confident that the Hellinikon project is a forerunner of other significant investments in Greece. The country has the unique opportunity to seize 2021, utilizing the funds from the NextGenerationEU Recovery and Resilience Facility, to change the production model as well as develop new knowledge- and innovation-based economic activities. All in all, the required goal is for the economy to return to the growth trajectory, as soon as possible, for the benefit of the society."

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## One-on-One Meetings in Digital Form

As in previous years, the Forum provided foreign investors with unique networking opportunities through more than 100 **one-on-one meetings with listed and not listed companies, as well as, with members of the Greek Government Delegation, which under the current circumstances were held in digital form on a special digital platform** <http://forums.capitallink.com/greece/2020/meetings.html>



In cooperation with the investment banks supporting the Forum, there were organized two group sessions with institutional investors for all Ministers. **Ministers Staikouras, Georgiadis, Hatzidakis:** Each one addressed topics of his portfolio and of interest to the specific group of investors. Furthermore, **Minister Karamanlis also held a series of one on one meetings with investors and other market participants.**

**Indicatively: Allianz Asset Mgmt • Amiral Gestion • Artisan Partners, LP • Atlas Ridge Capital • Blackrock • Callawaycap • Cheever Partners, LLC • Colt Capital • Dromeus Capital • Eaton Vance • European Reliance • Fiera Capital • Franklin Templeton • Gagnon Securities • Glacier Pass Partners • Global Value Investment Corp • Golden Tree Asset Management • KKR • Koa Capital Partners, LLC • Melqart Asset Management • Metlife • Metzler Asset Management • Neon Capital • Orasis Capital • Prince Street Capital • ProValue AG • Schafer Cullen Capital Management, Inc. • Sephira Emerging Markets • SpringOwl • Vanshap Capital • Waterwheel**

### **«GREEK AMERICAN ISSUER DAY» at the New York Stock Exchange**

Within the context of the **22nd Annual Capital Link Invest in Greece Forum** the **New York Stock Exchange** in cooperation with **Capital Link** organized a special ceremony in honor of Greece titled **“Greek American Issuer Day at NYSE”**.



On Tuesday, December 15th, 2020, the New York Stock Exchange (NYSE) held an official reception, **in digital form**, in honor of the Greek Delegation, Greek & Greek- American companies listed on the New York Stock Exchange.

**H.E. Adonis Georgiadis**, Minister of Development & Investments of the Hellenic Republic, & **Dr. Nikolas P. Tsakos**, President and CEO, **Tsakos Energy Navigation (NYSE:**

**TNP); Chairman, INTERTANKO 2014-2018, rang The Closing Bell accompanied by, Danaos Corporation (DAC) – Iraklis Prokopakis – Senior VP/Chief Operating Officer/Treasurer - Diana Shipping Inc (DSX) – Semiramis Paliou – Acting CEO/COO - Dorian LPG (LPG) – John Lycouris – Director & CEO of Dorian LPG USA LLC - Dynagas LNG Partners LP (DLNG) – Michael Gregos – CFO - Navios Group of Companies (NM, NMM, NNA) – Ted C Petrone – Vice Chairman - Safe Bulkers Inc. (SB) – Dr. Loukas Barmparis President/Secretary - Mistras Group Inc. (MG) – Dennis M Bertolotti - President/CEO - and Mr. Nicolas Bornozis, President of Capital Link.**

The event was broadcasted live on major news stations in the United States and abroad to an estimated audience of 150 million viewers worldwide.

## **FORUM OVERVIEW**

Through the exceptional digital platform that was used, the Forum offered a unique combination of information, marketing and networking opportunities. The participants this year had the opportunity to be informed about Greece from:

- 112 top level speakers who addressed
- more than 1,000+ delegates who attended the forum
- More than 100 one-to-one meetings with listed and non- listed companies
- Separate meetings for the Ministers of Finance, Development & Investments and Energy, with a group of Institutional investors (funds) who are interested in investing in Greece
- Aiming to provide investors with an authoritative insight about Greece, a “digital library” was created which has been designed to be easily accessible for a long period after the forum.

**This year’s Forum was honored by the participation of:**

### **WELCOME REMARKS**

- **Mr. Nicolas Bornozis**, President of **Capital Link**

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230 Park Avenue • Suite 1536 • New York • New York 10169, USA • Tel.: +1 212 661 7566 • Fax: +1 212 661 7526  
Longcroft House, 2/8 Victoria Avenue, London, EC2M 4NS, U.K. • Tel. +44(0) 20 3206 1322  
40, Agiou Konstantinou Str, Suite A5, 151-24 Athens, Greece • Tel. +30 210 6109 800 • Fax +30 210 6109 801  
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- **Mr. Ajay Kanani**, Director, International Capital Markets - **New York Stock Exchange** who expressed the active support and participation of NYSE, the world's largest stock exchange, enhances the prestige and the visibility of the Forum and of Greece to a wider.
- **H.E. Alexandra Papadopoulou, Ambassador of Greece to the United States** and **H.E. Geoffrey R. Pyatt - U.S. Ambassador to the Hellenic Republic**, delivered the Opening Remarks to the Forum.
- **H.E. Kyriakos Mitsotakis, Prime Minister, Hellenic Republic**, delivered the Government's message to the international investor Community
- **The Forum concluded with Closing Remarks by:**
  - **Mr. John Paulson**, President & Portfolio Manager - Paulson & Co.
  - **US Government Official Mr. Matthew Palmer**, Deputy Assistant Secretary, European and Eurasian Affairs, U.S. Department of State
- **Greek Government Officials**
  - **H.E. Christos Staikouras, Minister of Finance**
  - **H.E. Adonis Georgiadis**, Minister of Development & Investments
  - **H.E. Kostis Hatzidakis**, Minister of Environment & Energy
  - **H.E. Kyriakos Pierrakakis**, Minister of Digital Governance
  - **H.E. Kostas Karamanlis**, Minister of Infrastructure & Transport
  - **H.E. Harry Theoharis**, Minister of Tourism
  - **H.E. Theodoros Skylakakis**, Alternate Minister of Finance for Fiscal Policy
  - **H.E. Nikos C. Papathanasis**, Alternate Minister of Development & Investments - Private Investments & PPPs
  - **H.E. Yannis Tsakiris**, Deputy Minister of Development & Investments
  - **Dr. Evangelos Kyriazopoulos**, Secretary General of Ports, Ports Policy & Maritime Investments - Hellenic Republic
  - **Mr. Alex Patelis**, Chief Economic Adviser to the Prime Minister of Greece
  - **Mr. Michael Arghyrou**, Chairman of Council of Economic Advisors
  - **Mr. Ioannis Smyrlis**, Secretary General for International Economic Relations - Hellenic Ministry of Foreign Affairs / Chairman of the Board of Directors - Enterprise Greece Invest & Trade
- **Bank of Greece**
  - **Mr. Yannis Stournaras**, Governor
  - **Mr. Spiros Pantelias**, Director, Financial Stability Department
- **Five Global Investment Banks**
  - **Citi • Goldman Sachs • HSBC • Nomura International • AXIA Ventures Group**
- **Four Greek Banks:**
  - **Alpha Bank:** **Mr. Vassilios E. Psaltis**, Chief Executive Officer • **Mr. Theodoros Athanassopoulos**, Executive General Manager Non Performing Loans Wholesale Banking, CEO Cepal Hellas Financial Services S.A.
  - **Eurobank:** **Mr. Fokion Karavias**, Chief Executive Officer • **Mr. Konstantinos Vassiliou**, Deputy CEO, Head of Group Corporate & Investment Banking Executive Member of the BoD
  - **National Bank of Greece:** **Mr. Pavlos Mylonas**, Chief Executive Officer • **Mr. Vassilis Kotsiras**, Head of Capital Markets and Structured Finance

- **Piraeus Bank:** **Mr. Christos Megalou**, Chief Executive Officer • **Mr. Athanassios Vlachopoulos**, General Manager Corporate & Investment Banking • **Mrs. Eleni Vrettou**, Executive General Manager, Chief of Corporate & Investment Banking • **Mr. George Kormas**, Head of Group Real Estate of Piraeus Bank Group and CEO

➤ **Senior Representatives of Greek and International Organizations and Institutions:**

- **Mr. Martin Bijsterbosch**, Adviser – Country coordinator for Greece - Directorate General Economics - European Central Bank
- **Mr. Rolf Strauch**, Chief Economist and Management Board Member - European Stability Mechanism (ESM)
- **Mrs. Andreea Moraru**, Director, Greece & Cyprus - European Bank for Reconstruction & Development (EBRD)
- **Mr. John Jovanovic**, Vice-President and Managing Director for the Aegean and Western Balkans - US International Development Finance Corporation
- **Mr. Riccardo Lambiris**, CEO – Hellenic Republic Asset Development Fund
- **Mr. George Pitsilis**, Governor - Independent Authority for Public Revenue, President of the Intra-European Organization of Tax Administrations (IOTA)
- **Mr. Dimitrios Tsakonas**, Director General - Public Debt Management Agency
- **Mrs. Rania Ekaterinari**, CEO – Hellenic Corporation of Assets and Participation (HCAP)

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

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

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

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**For further information, please contact:**

**NEW YORK //** Ms. Olga Bornozi & Ms. Eleni Bej

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

**ATHENS //** Ms. Victoria Tsoukala, Ms. Athena Kosmadaki & Ms. Eliza Terzidi

Tel: +30 210 6109800 - Email : [athensofficialist@capitallink.com](mailto:athensofficialist@capitallink.com)

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

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## **ORGANIZERS**

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

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

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