



24th Annual Capital Link Invest in Greece Forum

Sustaining Growth & Investment Momentum
The Metropolitan Club, One East 60th St., New York City
Friday, December 9th, 2022



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PRESS RELEASE

**REAL ESTATE - INVESTMENT OPPORTUNITIES IN AN EVER EXPANDING SECTOR
TOURISM & HOSPITALITY - ENHANCING GREECE'S ATTRACTIVENESS &
COMPETITIVENESS**

24th Annual Capital Link Invest in Greece Forum

December 9, 2022

The Metropolitan Club, NYC

www.capitallink.com

21 Sessions – 76 Top Level Speakers

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

New York, December 12, 2022

“Sustaining Growth & Investment Momentum” is the title of this year’s flagship forum of Capital Link, the **["Capital Link Invest in Greece Forum"](#)**. The event in its 24th year anniversary was held on **Friday, December 9, 2022**, as an in-person event, at the **Metropolitan Club** in **New York**. The Forum is organized **in cooperation with the New York Stock Exchange, the Athens Stock Exchange and major Global Investment Banks and Organizations**. The Forum is organized **with the support of the General Secretariat for Greeks Abroad and Public Diplomacy – Ministry of Foreign Affairs, under the Auspices of the Consulate General of Greece in New York. JP MORGAN & Tsakos Energy Navigation (TEN) Ltd. are Lead Sponsors of the Forum.**

The Forum, which also receives the strong support of the Greek business and financial community, has become an international summit about Greece through the years. With a 24-year track record of success, the Forum has been engaged in a systematic effort to highlight Greece’s profile to a global business and investment audience. The event gathered top level executives from the business world, bringing together a number of international investors, entrepreneurs, banking executives, technocrats and Government officials from Greece, Europe and The United States. The Forum’s agenda featured top level speakers who addressed a global audience discussing topics of major importance.

Photos: https://forums.capitallink.com/greece/2022/photos_event.html

Agenda : <https://forums.capitallink.com/greece/2022/agenda.html>

REAL ESTATE - INVESTMENT OPPORTUNITIES IN AN EVER EXPANDING SECTOR

December 9, 2022 | 4:20 pm



24th Annual Capital Link
Invest in Greece Forum

December 9, 2022
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www.capitalink.com

Moderator



Ms. Eleanna Karvouni
Senior Associate
Machas & Partners Law Firm



Mr. Alexandros Argyros
Managing Director & Head
of Investment Banking
AXIA Ventures Group Ltd



Mr. Dimitris Andriopoulos
CEO
Dimand SA



Mr. Aristotelis Karytinis
CEO
PRODEA Investments



Mr. Tasos Kazinos
CEO
Trastor REIC



Mr. Dimitris Manoussakis
Managing Partner &
Founder
Savills Hellas



PANEL DISCUSSION: REAL ESTATE– INVESTMENT OPPORTUNITIES IN AN EVER-EXPANDING SECTOR

Moderator: Mrs. Eleanna Karvouni, Senior Associate - Machas & Partners Law Firm

Panelists:

- **Mr. Alexandros Argyros**, Managing Director & Head of Investment Banking – **Axia Ventures Group Ltd**
- **Mr. Dimitris Andriopoulos**, CEO - **Dimand SA**
- **Mr. Aristotelis Karytinis**, CEO - **PRODEA Investments**
- **Mr. Tasos Kazinos**, CEO – **Trastor REIC**
- **Mr. Dimitris Manoussakis**, Managing Partner & Founder - **SAVILLS HELLAS**



Mrs. Eleanna Karvouni, Senior Associate - Machas & Partners Law Firm, stated:

“In a volatile economic environment, real estate investments seem like the real deal. Greek real estate has highly secured the investors’ vote of confidence the past years.

Investors that took the leap of faith, believing in the opportunities found in Greece during the crisis, saw their placements multiply. Many times over. Today, Greece is considered by major credit rating agencies as a stable country to invest in; the country’s recent upgraded ratings combined to its inherent qualities (climate, landscape, culture and geopolitical situation) prove that Greece is a safe bet for real estate investments.

There is a highly increased focus on residential projects and hospitality, whereas the pandemic gave a big push to logistics; as we see the end of it, there is also a great interest to renew office spaces supply, with an emphasis on green buildings and quality properties.

Greek real estate is still offering very competitive prices, compared to similar countries, and is not yet to reach before crisis prices, giving the opportunity for high yields in a very dynamic economic environment and moreover in a real estate market which is now addressing users from all over the world.

The state is actively supporting investments – especially when with ESG value – implementing changes where needed. Giving credit – literally – to the above, investors are enthusiastically present in the Greek real estate market, whilst its actors are driving the evolution of the Greek landscape – both physical and economic – towards a greener and brighter future.”

Mrs. Karvouni concluded: “In the context of the Invest in Greece forum we had the opportunity to discuss the real estate market’s trends with five panelists that represent some of the most important actors and experts in Greek real estate; the ideal panel to explain their successful practices and give us all the latest insight from the sector.”

Mr. Alexandros Argyros, Managing Director & Head of Investment Banking – Axia Ventures Group Ltd, stated:

“It is evident that the real estate market is core to the economic trajectory of Greece. While there have been many positive developments in recent years, we are firm believers that we are still at the very early innings of the potential of this specific sector. If one compares valuations and yields to other similar places in Europe, they can easily observe that we are still quite some ways from the peak, despite the recent runup. In addition, in contrast with other European countries, the real estate market in Greece is still undersupplied and characterized by very favorable demand/supply dynamics across all asset classes. This renders the Greek real estate resilient to the pressures caused by the recent deterioration of the global economic environment.

One element that makes us particularly optimistic about the sector is the fact that many international investors have decided to position themselves in Greek real estate – in fact, circa 22% of Foreign Direct Investment in 2021 was toward real estate. Obviously, some sectors are more institutionalized than others, including commercial real estate, logistics and hospitality, but we are seeing the entire market moving in that direction. It is no coincidence that the largest urban real estate development in Europe is currently taking place in Greece, nor that the first significant IPO in the Athens Stock Exchange after a very long hiatus was a real estate development company.”

Mr. **Dimitris Andriopoulos**, CEO - **Dimand SA**, stated: “Mr. Andriopoulos stated that although we are once more facing challenging times, he has a positive view on the Greek real estate market in which Dimand operates.

Despite last year’s increase in construction cost and the combined effect of recent inflationary pressures and respective aggressive interest rates hike, both occupier and investor demand for sustainable quality properties exceeds supply, and values for such properties are expected to withstand the adverse macroeconomic environment.

This is due to the fact that Greece’s recovery from the Lehman financial crisis was delayed from the subsequent Greek debt crisis, and there is a long way to go before it catches up other European countries.

Also, sustainable buildings are in short supply and high demand as they have reduced energy needs, improved living and working environment and are a perfect fit for the occupiers’ and investors’ ESG policies.

Lastly, the geopolitical location of Greece has become of greater significance following the Ukrainian war and in combination to the privatization of ports and other infrastructure, creates significant logistics and supply chain opportunities on an international basis.

Referring to the real estate sectors that have significant growth prospects, Mr. Andriopoulos, highlighted green office, high-end logistics and mixed-use projects that may also include F&B, leisure, hospitality, residences and selectively retail. He mentioned that Dimand pursues all of the above and tries to broaden its social and environmental impact by focusing on the urban regeneration of the broader area of its development projects, in collaboration with public and private stakeholders.

Closing his speech Mr. Andriopoulos expressed his optimism for the mid and long term prospects of Greece and its real estate sector, and at the same time stated that year 2023 will be a turbulent river that must be crossed with focused effort and prudence.”

Mr. **Aristotelis Karytinis**, CEO - **PRODEA Investments** stated: “Following a ten year financial crisis, the Greek real estate sector, historically a main pillar of the Greek economy, has come back possibly stronger than ever and, so far, it seems even unscathed by the pandemic and the current geopolitical turmoil. Traditional sectors such as office are seeing a major turn towards sustainable new developments and new sectors such as logistics are expanding. Residential is also showing signs of recovery, with institutional investors, such as PRODEA Investments, entering the sector for the first time, offering trustworthy, quality product both in the Build to Rent and Build to Sell sub-sectors.

In parallel, hospitality remains a leader in relation to investor interest.

Although currently lack of large scale investment grade assets is still a characteristic of the Greek real estate market, this is expected to change as international firms enter the market as tenants. Investor interest remains strong, with the Greek REITs and certain hospitality groups leading the way.

At the same time, financing is available to support real estate investment with Greek banks maintaining healthy liquidity and an appetite to lend (with recent examples of Greek banks expanding their lending activity in the Balkans and even Italy) and the Greek bond market also being supportive (in 2021 PRODEA issued a €300m green bond, the first in Greece for green real estate investments, with a 7-year tenure and a 2.3% coupon which has already been used or committed to green investments).

All the above, coupled with a positive outlook of Greece’s macros, much better than most European countries, make Greek REITs in general a very interesting investment opportunity, with PRODEA Investments, the largest Greek REIT with assets exceeding €2.9bn, offering diversity through exposure in all major asset classes and presence in a number of jurisdictions.”

Mr. **Tasos Kazinos**, CEO – **Trastor REIC** stated: “While macroeconomic conditions are deteriorating, after consecutive economic headwinds and geopolitical challenges, it is important to look beyond the short-term turbulence and focus on the global megatrends reshaping the real estate market.

Real estate is undoubtedly an inflation-hedge investment for investors seeking to maintain capital values, while it can also improve total returns provided investors narrow down their investment strategies not only to certain sectors but also to specific properties that would fare better to the relative market inventory by commanding significant rental growth that will be the main driver of value appreciation over the midterm.

He noted that despite the uncertain environment the Greek property market still presents attractive investment opportunities because of its strong property fundamentals, elevated yield spreads relative to other markets, and expected GDP growth advantage over the entire Eurozone for the next five years.

Mr. Kazinos anticipates the logistics sector shall continue to be one of the best long-term investments because demand is fueled by the ongoing supply-chain distortions on top of the continuing expansion of e-commerce, while prime office, despite increases in construction costs and cost of debt, still offers significant opportunities from strong rental growth of new developments projects and upgrades of existing buildings to new energy efficient standards. This is because of a strong spill-over demand effect from older stock to modern office spaces which underpin tenants’ ESG strategies and objectives, and improve workforce productivity, health, safety, and well-being.”

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Mr. **Dimitris Manoussakis**, Managing Partner & Founder - **SAVILLS HELLAS** stated:

“As almost all analysts admit there are headwinds in front of us especially with inflation altering the economic mood and potentially resetting the path of global and national economies. Despite the adverse economic climate, the Greek real estate market remains robust and moves at positive grounds following the growth rates of the national economy. Athens which is the largest real estate market of the country has experienced a dynamic rebound after the pandemic shock with almost all sectors performing very well. The market’s champions for both 2021 and 2022 are the office and logistics sectors in respect of CRE without leaving aside the record investments that took place in the hospitality sector. Office and logistics rents are soaring while yields are compressing, something that helps portfolio valuations despite the increase in interest rates. Both institutional investors and occupiers are interested to place their funds in prime stock; however, they pursue their real estate strategies by putting as their priority to fulfill the criteria set within the ESG context. The outlook remains positive for 2023 due to persisting demand in the main real estate sectors.”

TOURISM & HOSPITALITY - ENHANCING GREECE'S ATTRACTIVENESS & COMPETITIVENESS

December 9, 2022 | 12:35 pm



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Moderator



Ms. Elena Kossena
Partner
Saplegal - A.S. Papadimitriou &
Partners Law Firm



Mrs. Olympia Anastasopoulou
Secretary General for Tourism
Policy & Development
Attorney-at-Law, LL.M, MBA, Mediator
Ministry of Tourism



Mr. Eftichios Vassilakis
Chairman
Aegean Airlines S.A.
CEO
Autohellas



Mr. Oriol Peña
Senior Director (Greece & Italy)
Hotel Investment Partners (HIP)



PANEL DISCUSSION: TOURISM & HOSPITALITY - ENHANCING GREECE'S ATTRACTIVENESS & COMPETITIVENESS

Moderator: Ms. Elena Kossena, Partner – Saplegal - A.S. Papadimitriou & Partners Law Firm

Panelists:

- **Mrs. Olympia Anastasopoulou**, Secretary General for Tourism Policy & Development, Attorney-at-Law, LL.M, MBA, Mediator – **Ministry of Tourism**
- **Mr. Eftichios Vassilakis**, Chairman - **Aegean Airlines S.A.**; CEO - **Autohellas**
- **Mr. Oriol Peña**, Senior Director (Greece & Italy) – **Hotel Investment Partners (HIP)**



Ms. **Elena Kossena**, Partner – **Saplegal - A.S. Papadimitriou & Partners Law Firm**, stated: “Mrs. Elena Kossena stated that tourism as one of the most vital factors for many economies around the world. It is common ground that tourism boosts the revenue of the economy, develops the infrastructures and creates thousands of jobs in wide range of sectors. Tourism historically was and still is a major contributor to Greek economy. Greece has wonderful natural, cultural and heritage resources. “But are these sectors enough for differentiation in a sector of rising competitiveness at global level?” she asked and gave floor to the panelists to discuss.”

Mrs. **Olympia Anastasopoulou**, Secretary General for Tourism Policy & Development, Attorney-at-Law, LLM, MBA, Mediator – **Ministry of Tourism**, stated:

“Invest today in Greek Tourism and grow your net worth. Think forward. Invest in Greece where future, security and profits meet and flourish,” was the message emitted by the Secretary General for Tourism Policy and Development of the Hellenic Republic, Mrs. Olympia K. Anastasopoulou, while addressing American businessmen at the Capital Link conference in New York.

Mrs. Olympia K. Anastasopoulou highlighted the large increase in foreign direct investment, emphasizing that “despite the augmented uncertainty in Europe and the entire world, at a time when the average attractiveness of Europe and competitive countries is being impacted significantly by the Russian invasion in Ukraine, the attractiveness of Greece, as an investment destination, remains resilient.”

“Eight out of ten investments realized in Greece this year concern the tourism industry», as the Secretary General noted, stating that “Greece is entering a new cycle of sustainable development with tourism remaining the flagship of the Greek economy, driven by an investment friendly legal framework promoted by the current government.”

“With more than 16,000 kilometers of coastline, with about 6,000 larger and smaller islands and islets, and an established position in the global tourism market, Greece presents excellent investment opportunities in tourism for summer holidays, but simultaneously provides attractive suggestions for thematic tourism all year round,” as Mrs. Olympia K. Anastasopoulou pointed out, indicating that “its competitive advantages, namely (a) the rich cultural heritage, (b) the

natural beauty and (c) the geographical diversity have attracted significant investments in the Greek tourism industry in recent years.”

“Come to Greece, invest in tourism and be part of the next success story», concluded the Secretary General for Tourism Policy and Development of the Hellenic Republic.”

Mr. Eftichios Vassilakis, Chairman - Aegean Airlines S.A.; CEO - Autohellas, stated: “Η ισχυρή δυναμική ανάκαμψης που κατέγραψε το 2022 η Ελλάδα στον τουρισμό, είναι ένδειξη της ενισχυμένης δυναμικής του brand της χώρας. Πιστεύουμε ότι υπάρχουν σημαντικές περαιτέρω δυνατότητες ενίσχυσης της Ελλάδας ως τουριστικού προορισμού, συνεχίζοντας τις επενδύσεις αναβάθμισης των προσφερόμενων υπηρεσιών τόσο στους παραδοσιακά ισχυρούς τουριστικούς προορισμούς όσο και στους λιγότερο αναπτυγμένους «νέους» τουριστικούς προορισμούς της χώρας. Η AEGEAN συνεχίζει να επενδύει περαιτέρω στην αναβάθμιση, της πρώτης εικόνας και της εμπειρίας που αποκτούν οι επισκέπτες της Ελλάδας ενώ συμβάλει ενεργά στην προσπάθεια να καταστεί η χώρα μας και προορισμός city break καθ’ όλη τη διάρκεια του έτους.

Το 2023 θα αξιοποιήσουμε τον διευρυμένο νέας τεχνολογίας στόλο μας για να βελτιώσουμε περαιτέρω την εμπειρία των πελατών μας ενώ παράλληλα θα διευρύνουμε σημαντικά το δίκτυο μας προσθέτοντας επιπλέον τουλάχιστον 20 νέους προορισμούς άμεση διασύνδεσης. Επιπρόσθετα στηρίζουμε και συμμετέχουμε σε κάθε σημαντική συνεργασία μεταξύ φορέων του τουρισμού σε διάφορες περιοχές της χώρας με στόχο την προώθηση νέων μορφών τουριστικού προϊόντος που θα βελτιώσουν την ανταγωνιστικότητα του ελληνικού τουριστικού προϊόντος.

Οι προκλήσεις των προηγούμενων 2-3 ετών έδειξαν ότι για να επιτευχθεί βιώσιμη ανάπτυξη, είναι απαραίτητη η σταθερότητα αναπτυξιακών πολιτικών στήριξης αλλά φυσικά και ευρηματικότητα, συνεργασία και κοινή αξιοποίηση πόρων και δυνατοτήτων μεταξύ φορέων του ιδιωτικού τομέα.”

Mr. Oriol Peña, Senior Director (Greece & Italy) – Hotel Investment Partners (HIP), stated:

“Greece is emerging as a stronger tourism destination and consolidating its role in the southern European tourism market. The number of tourists has grown 70% in the past decade (excluding disruption caused by COVID)

The tourism and hospitality sector in Greece has proved high resilience during the several crises that hit the world in the past decade. The levers of this growth have mainly been: 1) the gradual update and transformation of the sector: hotels renewals, international brands landing to the market and operators update of the business model. 2) the support delivered by the Government, especially in terms of communication (GNTO) to keep positioning and promoting the country abroad and but also related to funding (32Bn facility from the RRF which is starting to accelerate transition towards a more sustainable and modern model) and 3) the update of the country’s infrastructure (Fraport airports). All this has not passed unnoticed to many institutional investors, sovereign wealth funds and family offices that are investing in the country and providing the inflows to transform the sector and offer the experiences sought by travelers.

Said this, there are still some challenges ahead that are crucial to consolidate Greece as top destination in southern Europe. Namely: 1. Infrastructure: water and sewage networks, waste treatment and public road networks and increased of connection with Europe and North America. 2. Bureaucracy and administrative procedures: speed and easiness of paperwork 3. Energy transition: reduce dependance on fossil energy and reduction of water footprint. 4. Extension of traveling season and 5. Availability of talent (keep building on brain-gain momentum through incentives)

Our view is that Greece has a unique opportunity to become a reference as a high-end destination in the Mediterranean market while also targeting multiple segments: cultural, sports, wellness, medical, MICE, leisure.

HIP is committed to consolidating our presence in the country. We have set up an office in Athens with a team of seven people and we have already transformed 85% of our portfolio within two years. Our next goal is to invest in energy efficiency initiatives and certify our assets with BREEAM sustainability label; while continuing adding value through product repositioning combined with top tier national and international brands while capturing the demand that wants to spend holidays in the south of Europe.”

FORUM OVERVIEW

“Sustaining Growth & Investment Momentum”

The agenda, topics and structure of this forum through 21 Sessions and 76 Top Level Speakers 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. Greece has made a notable rebound in the eyes of both the global capital markets and the international investment community in recent years. The impressive number of incoming American investments in the country proves that the government's efforts to improve the business and investment climate have been more than effective. The significant transformation of the country's investment and economic climate has resulted in a flurry of new and exciting investment activity in the country, signaling a new path forward for Greece, one of modernization, stability, and trust. This new era of economic growth is due in part to ambitious reforms, immense brainpower and entrepreneurship, and hope for the future in Greece, making the country an appealing destination for foreign investors.

H.E. Christos Staikouras, Minister of Finance, Keynote Speaker of the Conference, presented Greek Government's economic strategy, and his speech was titled “**Government Economic Policy & Objectives**”.

H.E. Adonis Georgiadis, Minister of Development and Investments, and **Mr. Nikos Stathopoulos**, Chairman of Europe - **BC Partners** were the Keynote Speakers at the formal Luncheon.

Introductory Speeches were made by: **Mr. John Tuttle**, Vice Chairman – NYSE ; President NYSE Institute, **Mr. Yianos Kontopoulos**, CEO - **ATHEX Group**, **Dr. Nikolas P. Tsakos**, Founder, President & CEO - **TEN Ltd.**, and **Mr. Takis Georgakopoulos**, Global Head of Payments, Managing Director - **JP Morgan**.

One-On-One Meetings

The Conference provided foreign investors with the opportunity to network through a variety of "one-to-one meetings" with Institutional Investors representing large foreign funds with investment interest in Greece, with listed and non-listed companies, as well as with members of the delegation of the Greek Government. In cooperation with the investment banks that support the Forum, group sessions were organized for: **H.E. Christos Staikouras, Minister of Finance**, accompanied by Mr. Michael Arghyrou, Chairman of Council of Economic Advisors • **H.E. Adonis Georgiadis, Minister of Development and Investments** • **H.E. Theodore Skylakakis - Alternate Minister of Finance** • **H.E. Konstantinos Skrekas - Minister of Environment & Energy**.

Greek American and International Media

The representatives of the government and of the participating companies met with the Greek American Media that covered the Forum as well as with representatives of International Media. **H.E. Christos Staikouras, Minister of Finance** gave interview to **Bloomberg**. **H.E. Konstantinos Skrekas - Minister of Environment & Energy**, gave interview to **Wall Street Journal – WSJ**.

OFFICIAL DINNER – AWARD CEREMONY: «2022 HELLENIC CAPITAL LINK LEADERSHIP AWARD»

The Forum concluded with an **official dinner** with **Opening – Welcome Remarks** by **Mr. Edward Mermelstein - New York City's Commissioner for International Affairs**, on behalf of **Eric Adams, Mayor of New York City**, who welcomed the dinner's attendees. **Mr. John Kalafatis, CEO - NU Boyana Hellenic Film Studios** delivered **Introductory Remarks**.

H.E. Alexandra Papadopoulou, Ambassador of Greece to the United States, and **Mr. Yianos Kontopoulos, CEO – ATHEX Group** delivered **Keynote Remarks**. During the dinner **Mr. Panos Papazoglou**, Managing Partner - **EY Greece**, was honored with the “**2022 Capital Link Hellenic Leadership Award**”, for his outstanding contribution to Greece.

Mr. Lazaros Papagaryfallou, General Manager/CFO – **Alpha Bank**, introduced the Honoree **Mr. Panos Papazoglou**, Managing Partner - **EY Greece**, who delivered **Keynote Remarks**.

THE FORUM WAS ORGANIZED:

IN COOPERATION WITH: New York Stock Exchange & Athex Group

WITH THE SUPPORT OF: General Secretariat for Greeks Abroad & Public Diplomacy/Ministry of Foreign Affairs • **UNDER THE AUSPICES:** of the Consulate General of Greece in New York. **UNDER THE AUSPICES:** Consulate General of Greece in New York.

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ORGANIZERS

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