Capital Link 9th Annual Greek Shipping Forum

Thursday, February 8, 2018 Athens, Greece

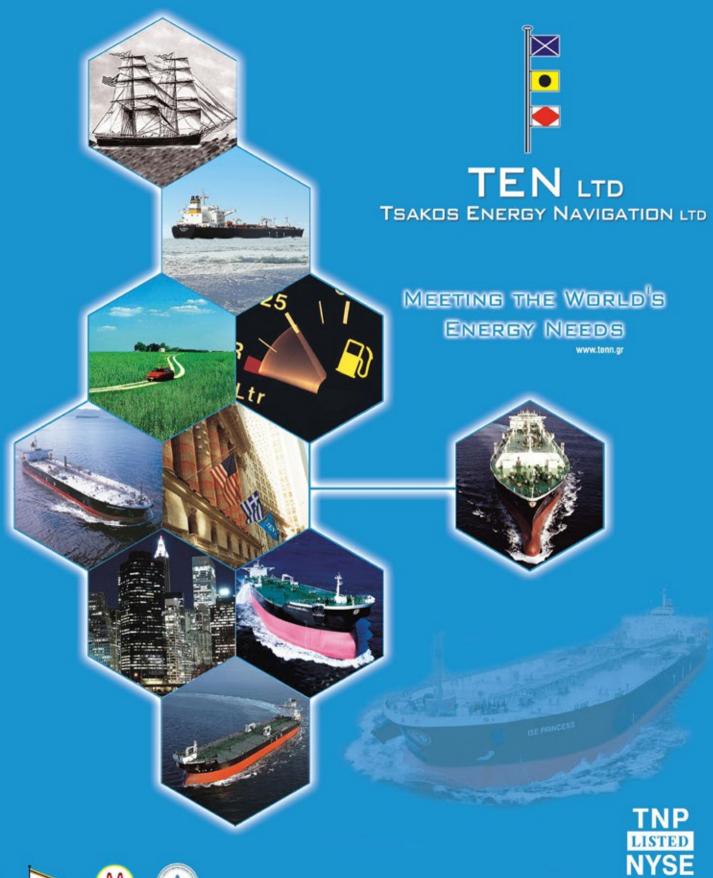








24 YEARS OF CONTINUOUS GROWTH











CAPITAL LINK GREEK SHIPPING LEADERSHIP AWARD





Presented to:

Mr. Panos C. Laskaridis

Mr. Athanasios C. Laskaridis

Chief Executive Officer - Lavinia Corporation/Laskaridis Shipping Company Ltd. President - European Community Shipowners Associations Chairman & CEO - Lavina Corp. Lavinia Enterprises Ltd and Laskaridis Shipping Company Ltd.

In recognition of their unique and extensive contribution to Shipping and Greece and for their overall outstanding service to the shipping industry made by each of them individually, by their family and by their companies

Introductory remarks by:

Dr. George A. Gratsos – HELMEPA Chairman Mr. Takis Arapoglou – Chairman, Tsakos Energy Navigation Ltd. Mr. 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 UK FD+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 Clasification 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.

Mr. Athanasios Laskaridis was born on 8.11.1952 in Athens. Father of six children.

Education:

- ❖ Graduated from the German High School in Athens in 1970.
- ❖ Graduated from the University of Aston Birmingham in 1973 with B.Sc. in Electric Engineering.
- ❖ Graduated from Imperial College London in 1974 with M.Sc. in Systems Engineering.
- ❖ Graduated from London School of Economics in 1975 with M.Sc. in Economics and Management.

Work Experience:

Since 1976 heads as Chairman and CEO of Laskaridis Shipping Company Ltd. and Lavinia Corporation Group of Companies. The Group is involved in Shipping, Hotels, Real Estate, Aviation and private investments worldwide.

Languages:

Greek, English, French, German, Spanish

CAPITAL LINK GREEK SHIPPING LEADERSHIP AWARD ATHENS, GREECE







2017 Honoree: Costas Th. Grammenos, CBE DSc LRF Chair in Shipping, Trade & Finance; Chairman of Costas Grammenos Centre for Shipping, Trade & Finance; Cass Business School, City, University of London

February 15, 2017



2015 Honoree: Lambros Varnavides, Vice Chairman of the Baltic Exchange; Trustee of the Lloyds Register Foundation; Managing Director and Global Head of Shipping RBS 1998-2014

February 24, 2015



2016 Honoree: Andreas Tsavliris, George Tsavliris and Nicolas Tsavliris of Tsavliris Salvage Group February 16, 2016



2013 Honoree: Captain Panagiotis N. Tsakos, *President* of Tsakos Shipping and Trading S.A. *February 27, 2013*



2014 Honoree: Pericles Panagopoulos, Honorary President of the Association of Greek Passenger Shipping Companies February 24, 2014

Proud Market for Shipping.

35 shipping companies list on Nasdaq with a total market value of \$54.7B USD.

www.rewritetomorrow.com



Market Value Source: Bloomberg data as of 12/31/17



Greek shipping is the global leader with more than twenty percent of the global fleet. Greek Shipowners have established a reputation as astute and highly efficient operators always adapting to the ever changing conditions of the shipping trade and making the best out of volatile markets. Shipping is the artery of global trade carrying over 90 percent of the world's trade and Greek shipping plays a pivotal role in the global economy.

With an average of 1,000 attendees each year, this event covers the latest developments and trends in international trade, dry bulk commodities, and the energy markets—framed against the broader backdrop of the global economy. This event will provide a comprehensive review of current trends and outlook of the global economy and the main commodity, energy and shipping markets. It will also discuss critical issues and challenges the industry faces, including geopolitical and regulatory developments, technical and commercial fleet management and access to capital. It will

examine bank financing, capital markets and alternative funding mechanisms and strategies.

Capital Link's Shipping Forums are well-known for their high quality and effectiveness. They are unique marketing and networking events attended by a large and high caliber audience of shipping industry executives, such as owners, commercial and investment bankers, investors, analysts, media, and a wide range of other industry participants.

Capital Link has made a major commitment to serve as an effective link between shipping, financiers and investors around the world. In this context, beyond the tailor made investor relations and financial communications strategies we formulate and execute for each of our clients, we have undertaken several initiatives aimed to enhance the information flow and raise the profile of shipping to the wider investment community.

We believe that with our shipping website, webinars, newsletters and conferences in Athens, London, New York, Shanghai, Limassol and as of this year in Singapore, we have established a unique interactive platform of value and effectiveness that links investors, financiers, shipping companies and the broader shipping industry.

During the luncheon, the "2018 Capital Link Greek Shipping Leadership Award" will be presented to Mr. Panos Laskaridis & Mr. Athanasios Laskaridis. Mr. Panos Laskaridis is the President of European Community Shipowners Associations and the CEO of Lavinia Corporation/Laskaridis Shipping Co. Ltd. Mr. Athanasios Laskaridis is the Chairman and the CEO of Lavinia Corporation, Lavinia Enterprises Limited and Laskaridis Shipping Company Ltd. The award is given in recognition of their unique and extensive contribution to Shipping and Greece and for their overall outstanding service to the shipping industry made by each of them individually, by their family and by their companies.

We would like to thank the sponsors, media partners and supporting organizations for their cooperation and contribution in making this event such a unique success. We are gratified to see that the majority of our sponsors are with us year after year and support all of our Shipping Forums, indicating the wide acceptance of the Capital Link Shipping Forums in the financial, investment and shipping communities.

Sincerely, Nicolas Bornozis, President Capital Link, Inc.















The NYSE is proud to support Capital Link and the maritime community.

Find out how we support their efforts with market quality, visibility, and IR services at nyse.com/list







Mr. Terence Zhao, President, Singhai Marine Services

Mr. Casper Ryborg, Partner, Global Leader Ports & Shipping,

Mrs. Jane Freeberg Sarma, Partner, Reed Smith



8:15 AM – 8:55 AM		REGISTRATION AND COFFEE	
MORNING SESSIONS			
8:55 AM - 9:00 AM	Welcome Remarks	Mr. Nicolas Bornozis, President, Capital Link	
9:00 AM – 9:20 AM	The Global Commodity,	Mr. Gautam Khurana, CFA, Director, Drewry Maritime	
9.00 AIVI — 9.20 AIVI	Energy & Shipping Markets	Financial Research	
9:20 AM – 10:00 AM	New Regulations & Compliance Affecting Shipping Ballast Water Treatment; NOX Emissions - Tier 3; Sulfur Limits – Scrubbers; Revised Hull Common Structural Rules	 Moderator: Dr. Loizos Isaias, Head of Maritime Service & Advisory – South East Europe, Middle East & Africa, DNV GL Panelists: Mr. Kostas Polydakis, Managing Director, Shipping, Aegean Marine Petroleum Network Inc Mr. Dionysios Antonopoulos, General Manager, Marine Solutions, Wartsila Mr. Alexander Panagopulos, CEO, Arista Shipping Mr. Konstantinos Stampedakis, Managing Director, ERMA FIRST ESK Engineering Solutions S.A. Mr. Sunil Kopoor, Director, FML Ship Management Limited	
10:00 AM – 10:15 AM	New Technology and Data Analytics – The Gamechanger for Global Marine Insurance	Mr. Christopher M. Payne, Partner, EY Head of Insurance Technology and Alliances for EMEIA – EY	
10:15 AM – 10:55 AM	Digitalization & Cybersecurity	Moderator: Dr. Michalis Pantazopoulos, Managing Director, Liberian Registry – LISCR (Hellas) Ltd. Panelists: Mr. Mark O'Neil, President & CEO, Columbia Marlow Mr. Panagiotis Papagiannakopoulos, Director, EY Mr. Stephen Cooper, CEO, Fourth Insurance Office, Inc. Mr. Howard Hughes, CTO, Tototheo Maritime RIC	
10:55 AM – 11:10 AM	Marine Digitalization and the Future of Risk	Mr. Johan Backas, Managing Director, Eniram	

Deloitte

Navigating Chinese Port

Inspections
Sanctions Compliance in an
Uncertain World - A Guide for

Shipowners, Charterers and Financiers

The Future of Shipping

11:10 AM - 11:25 AM

11:25 AM - 11:40 AM

11:45 AM - 12:00 PM







Consolidation & M&A in	
Shipping	
61	

Shipping is a fragmented industry but there has been increasing consolidation along the cargo and ownership sides – will this continue? It is creating a new standard?

Mr. Michael Kirk, CEO, RMK Maritime

Global Maritime Clusters – Competitive Advantages & Business Development Opportunities

12:15 PM – 12:30 PM

New York

New York

Mr. Clay Maitland, Chairman, New York Maritime (NYMAR);
Managing Partner, International Registries

Dr. Jean-Pie Gauci-Maistre, Managing Partner, Gauci-Maistre Xynou

12:45 PM – 1:00 PM

Bermuda

Mr. Francis Richardson, Bermuda Shipping & Maritime Authority (BSMA)

LUNCHEON & KEYNOTE ADDRESS



Luncheon Sponsored by the Bermuda Business Development Agency

Capital Link Greek Shipping Leadership Award

Introductory Remarks by Dr. George A. Gratsos HELMEPA Chairman Honoring



1:15 PM - 2:30 PM

12:00 PM - 12:15 PM

Mr. Panos Laskaridis, President - European Community Shipowners Associations; CEO - Lavinia Corporation / Laskaridis Shipping Company Ltd.

Introductory Remarks by
Mr. Takis Arapoglou
Chairman, Tsakos Energy Navigation (TEN) Ltd.

Honoring



Mr. Athanasios Laskaridis, Chairman & CEO - Lavinia Corporation, Lavinia Enterprises Ltd / Laskaridis Shipping CO, Ltd.







AFTERNOON SESSIONS			
2:40 PM – 3:20 PM	Bank Finance Banks have been the traditional source of finance for the shipping industry — how major shipping banks deal with new regulatory and market challenges.	 Moderator: Mr. Tony Rice, Partner, HFW Panelists: Mr. George Arcadis, Country Executive, ABN AMRO Global Transportation & Logistics Mr. Vassilis Maroulis, Managing Director, Head of Greek Shipping, Citi Mr. Berend R. Paasman, Senior Vice President, Oceans Industries, Shipping, DNB Mr. Dimitrios Panagopoulos, Managing Director, Shipping Finance Greece, DVB Bank Mr. Christian P. Nieswandt, Managing Director, Global Head Shipping, HSH Nordbank 	
3:20 PM – 4:00 PM	New & Alternative Sources of Finance for Shipowners New Banks and credit funds as sources of capital for the shipping industry.	 Moderator: Mr. Stuart McAlpine, Partner, Clyde & Co. Panelists: Mr. Iraklis Tsirigotis, Head of Shipping, Amsterdam Trade Bank Mr. Omer Donnerstein, Senior Vice President, EnTrustPermal Mr. Markus Wenker, Head of Ship Finance, Hellenic Bank Mr. Nick Roos, Managing Director, Maritime Asset Partners Mr. Axel Siepmann, Managing Director, BRAEMAR NAVES Corporate Finance 	
4:00 PM – 4:40 PM	Private Equity Is Shipping still an area of interest for Private Equity? Which sectors and types of deals are PE funds looking at. What can owners expect when dealing with PE funds.	 Moderator: Dr. Stefan Rindfleisch, Partner – Ehlermann Rindfleisch Gadow Panelists: Mr. Arthur Regan, Operating Partner, Apollo Management Mr. Elias Sakellis, Partner & Chief Investment Officer, Borealis Maritime Mr. Alexis Atteslis, Managing Director, Oak Hill Advisors Mr. Stephen Seymour, Managing Director, Varde Partners Mr. Christian Donohue, Managing Director, Tennenbaum Capital Partners 	





Moderator: Mr. Robert Lustrin, Partner, Seward & Kissel **Capital Markets** Panelists: We have seen several Mrs. Christa Volpicelli, Managing Director, Citi secondary equity and debt Mr. Erik Helberg, Chief Executive Officer, Clarksons offerings, a few OTC listings. 4:40 PM - 5:20 PM **Platou Securities AS** Are capital markets open to Mr. Nicolas Duran, Director - Corporate Finance and shipping? What kind of capital Partner, Fearnley Securities can owners raise and where? Mr. Douglas Mavrinac, Global Head, Maritime Are new listings likely? Investment Banking, Jefferies LLC Mr. Eric Schless, Managing Director - Wells Fargo **Securities Moderator:** Mr. George Paleokrassas, Partner, Watson Farley Williams Panelists: **Industry Challenges & The** Mr. Anastasios Papagiannopoulos, President, BIMCO; **Road Map Ahead** Principal, Common Progress Company Geopolitical, Regulatory & 5:20 PM - 6:00 PM Mr. Panagiotis Laskaridis, President, European Market Developments Community Shipowners Associations; CEO, Lavinia Affecting Shipping Corporation/Laskaridis Shipping Company Ltd. The Industry's Response Mr. John Platsidakis, Chairman - INTERCARGO; Managing **Director - Anangel Maritime Services Inc** Mr. Nikos P. Tsakos, Chairman - INTERTANKO; President & CEO - Tsakos Energy Navigation **COCKTAIL RECEPTION** NY MAR 6:00 PM - 7:00 PM **Cocktail Reception Sponsored by NYMAR (New York Maritime)**

WEDNESDAY, FEBRUARY 7, 2018



SPEAKERS' DINNER HOSTED BY CAPITAL PRODUCT PARTNERS

Capital Product Partners L.P. (NASDAQ:CPLP), a Marshall Islands master limited partnership, is an international owner of tanker, container and drybulk vessels. The Partnership currently owns 36 vessels, including twenty-one modern MR (Medium Range) product tankers, four Suezmax crude oil tankers, ten Neo Panamax container vessels and one Capesize bulk carrier. Its vessels trade predominantly under

period charters to CMA-CGM S.A., Cosco Bulk Carrier Co. Ltd., CSSA S.A. (Total S.A.), Flota Petrolera Ecuatoriana ("Flopec"), Hyundai Merchant Marine Co. Ltd., International Seaways, Inc., Shell International Trading & Shipping Company Ltd., Pacific International Lines (Pte) Ltd, Petróleo Brasileiro S.A. ("Petrobras"), Repsol Trading S.A., and Capital Maritime & Trading Corp.

CAPITAL LINK SHIPPING AWARDS HONORING GLOBAL LEADERS IN THE SHIPPING SPACE

CAPITAL LINK SHIPPING LEADERSHIP AWARD – NEW YORK

2014: Dagfinn Lunde, Former CEO & Industry Head of Shipping & Offshore Division – DVB Bank; Former Managing Director – INTERTANKO

2015: Michael Parker, Global Head of Shipping – Citi

2016: Dr. Martin Stopford, Non-Executive President – Clarkson Research Services **2017:** Richard T. du Moulin, President – Intrepid Shipping; Former Chairman - INTERTANKO









CAPITAL LINK GREEK SHIPPING LEADERSHIP AWARD – ATHENS

2013: Captain Panagiotis N. Tsakos, Founder – Tsakos Shipping & Trading

2014: Perikles Panagopoulos, Founder – Attica Group

2015: Lambros Varnavidis, Global Head of Shipping – Royal Bank of Scotland; Vice Chairman – Baltic Exchange

2016: Andreas, George & Nicolas Tsavliris – Tsavliris Salvage Group

2017: Professor Costas Th. Grammenos, Chairman – Costas Grammenos Centre for Shipping, Trade & Finance; Cass Business School











CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD – SHANGHAI

2016: Yang Xian Xiang, CEO – SITC International Holdings **2017:** Zhang Ye, President – Shanghai Shipping Exchange





CAPITAL LINK MARITIME CSR LEADERSHIP AWARD - LONDON

2013: Clay Maitland, Chairman – NAMEPA & Partner – Marshall Islands Registry **2014:** Efthimios Mitropoulos, Chairman Emeritus – International Maritime

2015: Nikolas Tsakos, Chairman - INTERTANKO

2016: Jeremy Penn, Chief Executive – The Baltic Exchange

2017: John Platsidakis, Chairman – Intercargo; Managing Director – Anangel Maritime Services, Inc.











Capital Link Forums

2018 Calendar





Thursday, February 8, 2018
Divani Caravel 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 the broader backdrop of the global economy – but also review various funding alternatives for raising capital among listed and private shipping companies.



2 nd Annual Capital Link Cyprus Shipping Forum



Wednesday, February 14, 2018

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, financers and investors.



th Annual Capital Link International Shipping Forum



Monday, March 12, 2018
The Metropolitan Club, New York City

The twelfth 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.



3 rd Annual Capital Link International Shipping Forum China



Friday, April 20, 2018 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, financers and investors.



Capital Link Singapore Maritime Forum Tuesday, April 24, 2018 - The Westin Singapore



This event will be 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.



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.



This bi-annual event brings together public and private shipping company executives, investors, analysts, financiers, and other industry participants who are visiting Athens for the biannual Posidonia event from all over the world. The Forum will feature sector roundtable discussions dedicated to the dry bulk, tanker, container, LNG, and offshore sectors.



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.



11 th Annual Capital Link Shipping and Marine Services Forum

Tuesday, September 25, 2018 One Moorgate Place, 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.

10 New York
Maritime Forum

Tuesday, October 9, 2018 The Metropolitan Club



New York - The Capital for Shipping

The New York Maritime Forum (NYMF) is both an investment and an industry conference with a double objective which is to provide an interactive platform for investors, financiers, cargo owners and shipowners to discuss the latest developments in the global shipping and commodity markets and to showcase and promote the role of New York as a hub for the global maritime community and attract more business to New York targeting a global industry audience.



th Annual Capital Link Operating Excellence in Shipping Forum Bast Industry Practices - A Competitive Advantage

Best Industry Practices – A Competitive Advantage
Tuesday, October 23, 2018 - Divani Caravel Hotel, Athens

This Forum discussed 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 explores how implementation of Best Practices translates into financial, operational and commercial competitive advantages.



This is an international Forum on Cyprus aiming to raise awareness of Cyprus as a business and investment destination to a wider audience of US investors. The Forum will cover topics on banking, financial services, energy, shipping, transportation and logistics, tourism and information technology.





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.

Bermuda's shipping registry

Bermuda's shipping registry is a Category 1 (Cat 1) member of the prestigious British Red Ensign Group (REG), supporting a worldwide portfolio of vessels. Bermuda Maritime Administration can register vessels of any type, age or size if they meet necessary standards.

Ships or yachts registered in Bermuda fly the red ensign or the red ensign with Bermuda's coat of arms. The REG includes the Isle of Man, Gibraltar, Cayman Islands, British Virgin Islands, Guernsey, Jersey, Anguilla, Turks and Caicos, Falkland Islands, St Helena, Montserrat and the UK, which collectively provide high-quality ship registration services to discerning clients.

Today's Bermuda fleet consists of large cruise ships, oil, gas and chemical tankers, container ships, bulk carriers, offshore vessels (FPSOs, FSOs, oilrigs), cruising and megayachts. The jurisdiction has extensive experience with

large cruise ships, especially with the new generation of passenger ships embracing the 'safe return to port' concept.

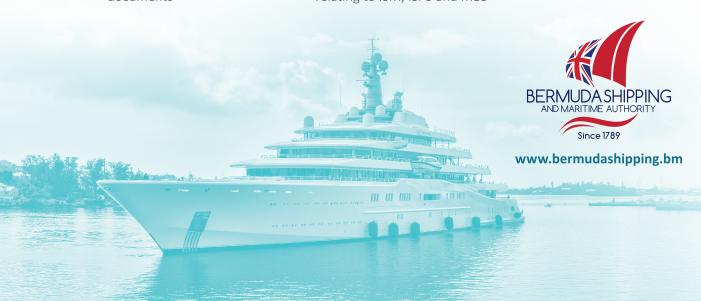
Certified to the top (ISO 9001:2008) quality management standards, Bermuda ranks high in the white list of the Port State Control regimes of both Paris and Tokyo MOUs and is recognised by the United States Coast Guard in its QUALSHIP 21 quality shipping programme.

Services

- ▶ Vessels on the main register
- ► Vessels on the demise charter register, both "demise charter-in" and "demise charter-out"
- ▶ Registration of mortgages
- ▶ Issuing of seafarers documents

SURVEY, CERTIFICATION, AUDITING AND INSPECTIONS

- All statutory surveys required under relevant international conventions
- ► Survey and certification of large passenger yachts and commercial yachts
- ▶ Auditing and inspections relating to ISM, ISPS and MLC
- ▶ Issuing of exemptions when necessary
- Verification and issuing of STCW certification and endorsements
- ▶ Investigations into incidents and accidents





Cruise ship surveys & registration

With a broad range of experience of passenger ship surveys and registration, Bermuda is experienced in the operation and construction of Safe Return to Port ships and has been the flag state for numerous new-build projects. The Bermuda Shipping & Maritime Authority (BSMA) surveyor staff comprises ships masters, chief engineers and naval architects. Other Bermuda advantages for cruise ship registration include:

- ▶ Competitive fees
- ▶ Retention of annual passenger ship surveys as well as ISM, ISPS and MLC audits—ensuring consistency, high standards and continued safety
- ▶ Assistance with USCG ICOC inspections
- ▶ White-list flag state, USCG QUALSHIP-Approved

- ▶ Continuously manned 24-hour emergency response contact
- ▶ Network of Bermuda surveyors based in Bermuda, UK, US, Singapore and Hong Kong no large networks of affiliated surveyors with the potential for variable standards
- ▶ Direct access to knowledgeable and reasonable staff. Rapid response to technical queries, exemption requests, plan approvals (during build and in service, muster lists, Alternative Design Arrangements, fire-control plans, etc)
- ▶ Agreement with China to extend UK tonnage tax agreement to Bermudaregistered ships, allowing for reduced fees when visiting Chinese ports
- ▶ Bermuda legislation allows ship captains to perform weddings at sea

About the BDA

The BDA encourages direct investment and helps companies their operations in our premier public-private partnership, we connect you to industry and key contacts in the Bermuda government to assist domicile decisions. Our goal? To make doing business here smooth and beneficial.

Connecting Business

We offer a Business Concierge Service to partner with companies seeking to establish operations in the jurisdiction. Our team is a single point of contact to connect clients with industry, government, regulatory officials, and services and relocation experts. Our Concierge Service is also available to established Bermuda companies.

Considering Bermuda as your base for business? Contact us to arrange an initial consultation so we can begin to get things moving for you.











Relationship Partnership Leadership

Columbia Shipmanagement



IN COOPERATION WITH



Nasdaq (Nasdaq:NDAQ) is a leading global provider of trading, clearing, exchange technology, listing, information and public company services. Through its diverse portfolio of solutions, Nasdaq enables customers to plan, optimize and execute their business vision with confidence, using proven technologies that provide transparency and insight for navigating today's global capital markets. As the creator of the world's first electronic stock market, its technology powers more than 90 marketplaces in 50 countries, and 1 in 10 of the world's securities transactions. Nasdaq is home to approximately 3,900 total listings with a market value of approximately \$12 trillion.



NYSE is the premier global venue for capital raising and the worldwide leader in IPOs and equities trading. For more than 200 years, the NYSE has been the place where world leaders come to access the capital needed to innovate, grow and shape the future. Today, our combination of leading exchanges, market data and connectivity services supports a listed community of approximately 2,400 companies - from technology and healthcare to energy, financials and industrials. With a culture of growth through client service and innovation, NYSE solutions address the needs of our growing public companies with leading-edge technology, human insight, investor relations and corporate governance programs, and marketing and public relations solutions.

NYSE Group is a subsidiary of Intercontinental Exchange (NYSE:ICE), a leading operator of global exchanges and clearing houses, and a provider of data and listings services.

GLOBAL LEAD SPONSOR



Tsakos Energy Navigation Ltd. (TEN) is one of the largest independent transporters of energy in the world controlling a versatile fleet of modern crude and product tankers with strong ice-class capabilities and liquefied natural gas ("LNG") vessels. TEN has established a reputation as an experienced and efficient operator of well-maintained tankers and has proactively met customer's energy transportation requirements globally.

TEN's fleet consists of 65 double-hull vessels, constituting a mix of crude tankers, product tankers and LNG carriers, totaling 7.2 million dwt. Of these, 47 vessels trade in crude, 13 in products, three are shuttle tankers and two are LNG carriers.

TEN Limited is incorporated in Bermuda, managed out of Athens Greece, and listed in the New York Stock Exchange (NYSE) under the symbol TNP, and in the Bermuda Stock Exchange (BSX) under the symbol TEN. In addition, Tsakos Energy Navigation Ltd., Series B Cumulative Redeemable Perpetual Preferred shares trade on NYSE under the symbol TNPPRB, its Series C Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRC, its Series D Cumulative Perpetual Preferred Shares trade on NYSE under the symbol TNPPRD and its Series E Cumulative Redeemable Perpetual Preferred Shares trade on NYSE under the symbol TNPPRE.



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

Clay Maitland



Columbia Shipmanagement (CSM) was established in Limassol, Cyprus, in 1978. With over three decades of experience in managing all types of vessels, CSM has become a leading force in its field. With more than 380 vessels under full and crew management, Columbia is today one of the largest independent ship managers world-wide.

Columbia's core ship management offices are located in Cyprus, Germany, Singapore and China, while in Greece Columbia has teamed up with Tsakos group for the creation of Tsakos Columbia Shipmanagement (TCM).

Through its strategic network of owned crewing agencies located in Europe, Russia and Asia, Columbia has direct access to highly qualified and experienced sea-going personnel. Our 14,500+ employees, on land and at sea, form the foundation upon which we have built our range of services from technical, crew and commercial management, to new building supervision, consulting and cruise vessel services.

Columbia is committed to providing its customers with competent, safe and environmentally sound and cost efficient services meeting best industry standards. At Columbia we believe in establishing firm long-term relationships with our clients, partners, and employees, treating each individual with proper respect and dignity.

Columbia Shipmanagement is committed to deliver quality services of the highest level ensuring that clients of Columbia enjoy the finest ship management services of a trusted partner.



Driven by our purpose of safeguarding life, property and the environment, **DNV GL** enables organizations to advance the safety and sustainability of their business. We provide classification, technical assurance, software and independent expert advisory services to the maritime, oil & gas and energy industries. We also provide certification services to customers across a wide range of industries.

Combining leading technical and operational expertise, risk methodology and in-depth industry knowledge, we empower our customers' decisions and actions with trust and confidence. We continuously invest in research and collaborative innovation to provide customers and society with operational and technological foresight. With origins stretching back to 1864, DNV GL's reach today is global. Operating in more than 100 countries, our experts are dedicated to helping customers make the world safer, smarter and greener.



EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

EY refers to the global organization, and may refer to one or more, of the member firms of Ernst &Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients.



Is the answer to cybercrime more technology, or more people?

Cybercrime can only be fought by combining technology and business acumen with uniquely human insights.

ey.com/betterworkingworld #BetterQuestions





EY Greece





The better the question. Building a better The better the world works. working world

GLOBAL GOLD SPONSORS



Tototheo Maritime, based in Limassol, Cyprus has 30 years' experience servicing shipping and other industries with dedicated support in mobile marine communications and electronic services.

With a deep understanding of the industry and the dynamic

environment in which our customers operate, we take our role as their technology partner very seriously. A key part of the relationship with customers is Tototheo's underlying desire to listen to what clients need.

Tototheo Maritime is one of the few providers with Inmarsat Tier1 and GX-Super VAR capacity worldwide.

Coupled with its commitment to offering advanced, continuous (24/7) support and services, Tototheo Maritime is a firm believer in ethical business practices, making the company a trusted long-term partner for many clients.

Tototheo Maritime is a reputable company with exceptional support for company and ship.

GLOBAL SPONSORS



ABN AMRO serves retail, private and corporate banking clients with a primary focus on the Netherlands and with selective operations internationally. In the Netherlands, clients are offered a comprehensive and full range of products and services through omni-channel distribution including advanced mobile application and internet banking. Internationally, we are active in areas in which we have substantial expertise.



Citi Greece - Citi maintains an uninterrupted presence and commitment to Greece for 51 years, during which it has been facilitating international business and capital flows, serving consumers, companies, financial institutions and Governments meet their objectives. With 18 employees in three leased rooms of a central hotel, Citi Greece launched its operations in 1964. However, our institutions' links to Greece date back to1948, when Citi financed Onassis' first supertanker, an innovation in oil transportation that made a scarce resource available world-wide. 67 years of association and 51 years of continuous and committed presence in Greece is a legacy of which we are very proud.

Citi Greece Institutional Clients Group, consisting of Corporate & Investment Banking, Global Markets, Treasury & Trade Solutions and Securities Services as well as Private Banking, is a leader in each of its respective markets. Citi Greece is a trusted partner to local Financial Institutions and big Corporate names through the Advisory, Debt & Equity

Capital Markets and Credit extension offerings. Citi's unique global footprint provides an irreplaceable advantage to over 250 subsidiaries of global multi-nationals that operate in Greece and to which it provides a full range of banking services, including cash and liquidity management, trade finance services, as well as, advanced reporting tools via a sophisticated and much awarded corporate e-banking platform. Citi Greece is the number 1 foreign Primary Dealer in Greece and the largest recipient of institutional investor flows for trades on the Athens Exchange. The Securities Services business has been for the past 16 years and still is the single largest custodian in the Greek market. Its Shipping franchise is among the most reputable and established names in the industry with a long-lasting clientele.



Clarksons Platou Securities is a full-service investment bank and serves a broad and diverse global institutional client base. Specialized in the Clarksons Platou Group's core maritime sectors, our financial services include equity sales and trading, fixed income, equity and credit research, corporate access and corporate finance, as well as advising clients on a range of equity and debt capital markets and M&A transactions. Clarksons Platou Securities has approximately 80 employees located in Oslo and New York and is part of the Clarksons Platou Group, the world's leading provider of integrated shipping services.

Clyde&Co

Clyde & Co is a global law firm with a pioneering heritage and a resolute focus on its core sectors of marine, insurance, trade, energy, aviation, and infrastructure. As the largest marine practice worldwide, we are unmatched in our size,

YEARS

Totally trusted. Totally Tototheo.

Your global end-to-end partner for maritime communications and electronics solutions

Discover the Tototheo difference

- > Unique relationship focused approach
- > Tailored solutions delivering exceptional value
- > Inmarsat Tier1 and GX-Super VAR partner
- > Advanced, continuous support and services



GLOBAL SPONSORS

global presence and expertise.

We have over 2,000 legal professionals spanning 6 continents and based in 50 offices worldwide, including major global shipping hubs. We attract the best talent in the market and offer top-quality capabilities covering all marine matters.



DNB is Norway's largest financial services group and one of the largest in the Nordic region in terms of market capitalisation.

The Group offers a full range of financial services, including loans, savings, advisory services, insurance and pension products for retail and corporate customers.

DNB's bank branches in Norway, in-store postal and banking outlets, Post office counters, Internet banking, mobile services and international offices ensure that we are present where our customers are.

We are a major operator in a number of industries, for which we also have a Nordic or international strategy. DNB is one of the world's leading shipping banks and has a strong position in the energy sector, and the fisheries and seafood industry.



DVB Bank SE, headquartered in Frankfurt/Main, Germany, is specialised in the international transport finance business. The Bank offers integrated financing solutions and advisory services in respect of Shipping Finance, Aviation Finance and Land Transport Finance. DVB is present at all key international financial centres and transport hubs: at its Frankfurt/Main head office, as well as various European locations (Amsterdam, Athens, Hamburg, London and Oslo), plus offices in the Americas (New York City and Curaçao) and in Asia (Singapore and Tokyo).

Fearnley Securities

The Astrup Fearnley Group dates back to 1869 when its founder, Mr. Thomas Fearnley, established a shipbroking business in Oslo, Norway. Today, almost 150 years later, the Group is a leading, independent and global provider of brokerage, research, financial and advisory services to investors and companies involved in maritime industries such as shipping and offshore.

Fearnley Securities was established in 1987. The firm remains close to the Group's heritage and core businesses, hence focusing exclusively on maritime industries such as shipping, offshore and energy. From our offices in Oslo and New York we provide a full range of brokerage and investment banking services for our domestic and global clients.

KEY SERVICES

Investment Banking

- Capital market financing
- Equity and bond issues
- IPOs
- Private placements / secondaries / follow-ons
- M&A and divestments
- Reorganizations and demergers
- Capital structuring
- Valuations and fairness opinions

Sales & Trading

- Best execution on all trading venues / regulated
- markets / dark-pools
- Equity sales
- Credit / high yield sales
- Sales of large shareholdings / block trades
- Equity repurchases
- OTC

Research

- Global coverage of more than 100 companies
- Equity research
- Credit / high yield research
- Shipping
- Offshore
- E&P / Energy
- Aquaculture



Fourth Insurance Office, Inc. is a consulting firm specializing in risk management and insurance. Our focus includes management liability (director and officer coverage), cyber liability (data breach and crisis response), and transaction related exposures (M&A, bankruptcy, special situation). We provide fee-for-service analytics and policy review and never require that a change be made to any existing relationship. From locations in New York City and Palm Beach, Florida, Fourth Insurance Office consultants serve public and private companies with a concentration in financial services, transportation, and manufacturing.



PHOTOS FROM PREVIOUS EVENTS













GLOBAL SPONSORS

ReedSmith

Driving progress through partnership

Reed Smith is a global relationship law firm with more than 1,700 lawyers in 27 offices throughout the United States, Europe, Asia and the Middle East. Founded in 1877, the firm represents leading international businesses, from Fortune 100 corporations to mid-market and emerging enterprises.

SEWARD & KISSEL LLP

Seward & Kissel LLP is a leading US law firm in the shipping arena, widely recognized as the "go to" maritime practice for complex transactional and other issues arising from the expansion and contraction of the world's shipping markets. The Firm's ground-breaking finance, capital markets, M&A and private equity transactions in the shipping, offshore and logistics arenas have earned Seward & Kissel an international reputation for excellence and innovation.

The Firm's rankings and reputation speak directly to the quality of the Firm's work in matters touching on regulatory compliance and SEC issues. The Firm's shipping practice covers a comprehensive range of issues for maritime industry participants through its experience in the following areas:

- Banking and Corporate Finance
- Capital Markets
- Private Equity and Mergers & Acquisitions
- Tax
- Litigation and Bankruptcy
- US Flag Maritime work



Watson Farley & Williams is a leading international law firm dedicated to client care, industry focus and investment in its people. Working from 14 offices in 11 countries in major financial centres globally, the firm's skilled legal experts deliver valued advice on a wide range of corporate and finance transactions and disputes. Watson Farley & Williams' maritime and ship finance legal practice is one of the largest in the world, with over 150 specialist maritime lawyers in offices spanning the US, Europe and Asia. We were the first international law firm to establish an office in Greece, and since 1984 we have been providing innovative, cross border solutions in the full range of maritime-related matters.

Our international maritime practice combines our equity and debt capital markets experience with our deep sector knowledge, providing exceptional client service delivered by teams with both the industry and technical knowledge our clients and their transactions require.

EVENT SPONSORS



Amsterdam Trade Bank N.V. (ATB) is a fully licensed specialized financial institution focused on the entire spectrum of international commodity finance (grain, metals and energy) as well as shipping and asset based financing. ATB serves a wide spectrum of customers active in all aspects of international trade, whether commodity traders, ship owners or companies otherwise involved in the global logistics chain. Additionally, ATB offers consumer savings and deposit products in the Netherlands, Germany and Austria.

ATB is located in Amsterdam, historically one of the most important financial, commodity, maritime and technology hubs in the world. ATB is perfectly positioned to find solutions to the challenges its customers face, and to offer a distinct set of products to clients that require trade and structured asset financing.



The Bermuda Business Development Agency (BDA) is an autonomous unit that provides the primary point of contact for those looking to invest, set up companies or register their vessels in Bermuda. A world-class centre for re/insurance, trusts, family offices, funds and financial services, the island is a vibrant shipping and superyacht hub and its prestigious ship registry is a Category 1 member of the Red Ensign Group. Bermuda's proximity to North America and Europe makes it an ideal location for serving global markets; other advantages that set the island apart include its highly-respected corporate regulation, world-class industry talent, and sophisticated infrastructure. The BDA's Concierge service connects prospective business to industryprofessionals, regulatory officials, and key contacts in the Bermuda government to facilitate domicile decisions.



A FULL-SERVICE INVESTMENT BANK

Focused on Shipping, Offshore and Oil Services Globally

We offer the full spectrum of financial services in our core maritime sectors. From equity sales and trading, to fixed income, research and corporate finance, we serve institutional clients worldwide.



OSLO | NEW YORK

WWW.CLARKSONS.COM

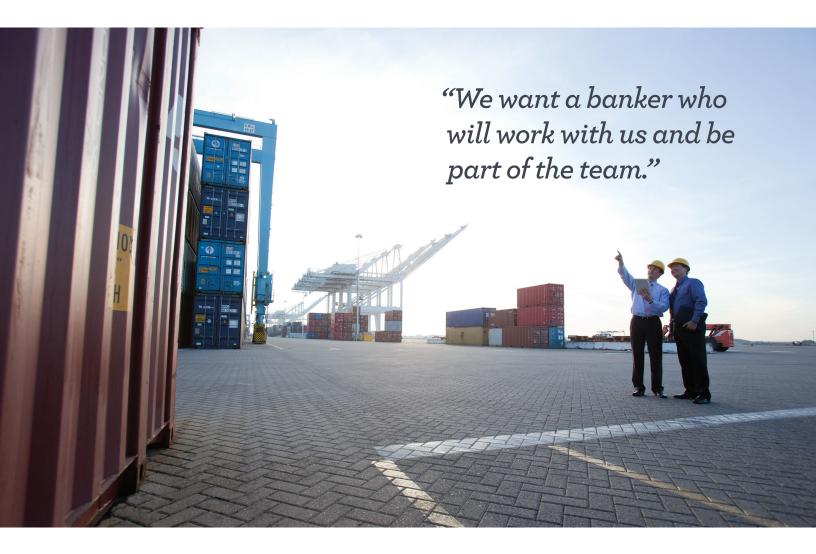
CITI CONGRATULATES CAPITAL LINK.

Citi is proud of our longstanding history of supporting our maritime clients with innovative funding solutions, access to capital markets and strategic advisory services throughout the cycles.

We applaud Capital Link on its 9th Annual Shipping Forum and its continued efforts towards facilitating interactions within our industry.







When you need someone to strategize with, we'll be ready to talk. Our relationship managers take the time to learn your business and gain a deeper understanding of your expansion goals. We've successfully partnered with mid-sized to large corporations to help them meet their global business needs. With our full suite of products backed by our time-tested strength and stability, we've never been more ready to support your business today and for years to come.

To learn more about how our capabilities can work for you, please contact **Eric Schless** at **eric.schless@wellsfargo.com**.

Together we'll go far



Wells Fargo Securities is the trade name for the capital markets and investment banking services of Wells Fargo & Company and its subsidiaries, including but not limited to Wells Fargo Securities, LLC, a member of NYSE, FINRA, NFA and SIPC, Wells Fargo Prime Services, LLC, a member of FINRA, NFA and SIPC, and Wells Fargo Bank, N.A. Wells Fargo Securities, LLC and Wells Fargo Prime Services, LLC are distinct entities from affiliated banks and thrifts.

EVENT SPONSORS

BRAEMAR | NAVES

CORPORATE FINANCE

BRAEMAR NAVES is the financial services division and a 100% subsidiary of BRAEMAR Shipping Services PLC.

BRAEMAR NAVES supports shipowners and investors to structure the debt and equity financing for newbuildings, second hand acquisitions and refinancing of existing debt including debt in default. BRAEMAR NAVES can provide access to numerous leasing companies, known and less known banks, alternative capital providers, family offices, insurance companies and private equity firms and advises clients how to enter into favourable agreements with such capital providers. Given its large restructuring expertise and track record it can also support owners and investors to identify attractive investment opportunities in particular in distressed environments. In this context BRAEMAR provides a broad range of due diligence services (technical, commercial and financial). BRAEMAR NAVES was established in 2009 and since its inception has successfully advised financings, transactions and restructurings of more than USD 10 billion.

Deloitte.

With over 150 years of hard work and commitment to making a real difference, **Deloitte Greece** has grown in scale and diversity—more than 263,900 people in 150 countries, providing consulting, tax, legal, financial advisory, risk advisory, and audit & assurance services—yet our shared culture remains the same. We aim to be the best at all that we do—to help clients realize their ambitions; to make a positive difference in society; and to maximize the success of our people.

Deloitte Greece is a member of Deloitte Touche Tohmatsu Limited (DTTL) since 1975. Having followed an almost 42-year period of successful and dynamic activity in the Greek market, Deloitte Greece has experienced vast growth by offering services to large public, private, commercial, and industrial companies in every major sector of the Greek economy.

With offices in Athens and Thessaloniki, Deloitte Greece employs more than 600 professionals. Today, Deloitte enjoys one of the highest positions in the Greek market among the advisory firms with a blue chip portfolio of clients.



Thursday, February 8, 2018 Divani Caravel Hotel - Athens, Greece

EHLERMANN RINDFLEISCH GADOW

The primary business of **Ehlermann Rindfleisch Gadow** is the provision of legal advice and assistance on all kinds of maritime related transactions including cruise ship transactions. From its offices in Hamburg and London, Ehlermann Rindfleisch Gadow provides legal advice to clients in all matters related to the structuring and implementation of shipbuilding projects, sale and purchase of ships, containers and other maritime assets, financing and financial restructuring of maritime assets as well as domestic and international corporate and insolvency law and M&A deals in the maritime industry. With 20+ lawyers exclusively specialized in the above fields, the legal team of Ehlermann Rindfleisch Gadow is one of the largest entities in the field of maritime finance worldwide and its office in Hamburg is the largest in this field in Germany.



Since 2005, Eniram has provided the marine industry with leading insights for asset, operations and commercial shipping management. The Eniram Insight Factory gives decision-making support for its partners based on real time data collection, statistical modeling and predictive simulations. Our mission is to maximize the efficiency of the industry through digital insights, saving costs and maximizing overall profitability, while cutting the emissions harmful to our environment. Eniram's solutions range from single vessel services to comprehensive fleet wide solutions. Among Eniram's customers are leading players in the cruise, LNG, container, tanker and bulker markets. We also offer a subscription-based service to expand into performance management for the commercial and charter market. Eniram is headquartered in Helsinki, Finland and has subsidiaries in the UK, Netherlands, the USA, Germany and Singapore. Eniram is a Wärtsilä Company, catalysing a digital and performance driven business.



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 and AMS Acceptance letter, final approval by IMO and type approval by LR. The system is an advanced modular solution suitable for newbuilds as well as for retrofits of all types and sizes of vessels. Nowadays, ERMA FIRST has a prestigious reference list comprised of ship-owners and shipyards worldwide.



EVENT SPONSORS

ERMA FIRST BWTS FIT is an advanced modular system developed to exceed all special installation requirements. Covering an extensive capacity range of 50-3740 m3/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 regrowth of microorganisms is eliminated.



FML Ship Management Ltd was established in Cyprus in 2007 as a subsidiary of Fleet Management Ltd. Headquartered in Hong Kong and part of the Caravel Group, Fleet Management Ltd is the world's 3rd largest professional manager that operates a diversified fleet of more than 450 ships, employing 18,000 seafarers and 750 Shore personnel from 22 offices across 12 countries. Fleet is today the 2nd largest manager for bulk carriers and the 3rd largest manager for Tankers.

Having pioneered many of the crewing, safety, and technical standards that have become benchmarks in the industry, the company continues to invest in technology and today, through its in-house developed, state-of-the-art proprietary PARIS (Planning and Reporting Infrastructure for Ships) a cloud based system (virtual office), is able to provide shipowners with online real-time performance, a dashboard showing every facet of a vessel's profitability

Furthermore, FML has several pioneering processes in place, such as the FMTI (Fleet Management Training Institute), TOLAS (Training on Land and Sea) and an award winning SAFER+, a behaviour based programme in safety leadership that has helped reduce crew injuries by 70% while increasing near miss reports by 550% since inception.

FML Ship Management Ltd is responsible for the operations of the Cyprus, UK, Turkey and Dubai offices employing a number of technical teams managing diversified fleets.



Gauci-Maistre Xynou (Legal | Assurance) is the brand under which our team of dedicated professionals offer bespoke legal, audit and assurance services.

GMX is an established law firm in Malta with a team of advocates warranted to practise law in Malta or their respective jurisdictions, in areas such as shipping and yachting, aviation, corporate, finance and taxation, citizenship and residency, as well as fund and investment services.

The law firms' international desks allows it to offer unique tailor made legal services ensuring that an internationally holistic approach is adopted for every case.

Gauci-Maistre Xynou has truly emerged as an efficient and reliable one stop shop. Solidifying its presence both locally as well as internationally, the firm comprises a team of professionals, specialising in their respective fields, ready to provide tailor measures services to their various clients.

Ultimately, Gauci-Maistre Xynou's top priority is its clients.



HELLENIC BANK

The Hellenic Bank Group commenced operations in 1976. In a relatively short period of time, it managed to establish itself as one of the largest banking and financial institutions in Cyprus. The Hellenic Bank Group enjoys a network of over 50 branches in Cyprus, employing 1400 people.

The success of the Hellenic Bank Group is based on exemplary customer service, the wide range of products and services on offer and the use of the latest technology in information and control systems. Alongside traditional banking products, the Hellenic Bank Group also provides a wide range of financial services that include factoring, brokerage services, insurance, portfolio management, investment banking, mutual funds, private banking and custodian services.

The Hellenic Bank Group has adopted a customer centric structure to enable it to meet the differing requirements of its wide and diverse client base. To this effect, a number of Business Divisions have been formed to cater for particular client segments, supported by a number of corporate support Units.



HFW is a sector focused global law firm with over 500 lawyers working across the Americas, Europe, the Middle East, Asia and Australia. We take a progressive approach to our roles in commercial business – thinking creatively and pragmatically to support our clients.

Our ship finance group is recognised as one of the leading practices in this field, acting for many of the world's leading ship finance banks as well as a wide range of owners, operators and other investors. We cover all of the main industry segments, including tankers and dry bulk, containers and reefers, LNG and LPG, offshore, ferry, cruise, superyachts and other specialist areas.



The specialist in international transport finance

Amsterdam Athens Curação Frankfurt Hamburg London New York Oslo Singapore Tokyo





EVENT SPONSORS

Our specialist finance lawyers advise on all forms of finance and a breadth of corporate matters, including syndicated, club and bilateral debt financings, restructurings and workouts, loan enforcements, private equity investment/shipping M&A, leasing/hire purchase transactions, export credit financings, newbuilding resales and second hand sale and purchase transactions, joint ventures, shipbuilding contracts, ship registration, ship recycling, charterparties, pooling agreements, management agreements, insolvency matters, derivatives and other credit enhancement products, bond issues and other forms of capital raising.



The Liberian Registry - the second largest in the world includes more than 4,200 vessels aggregating 150+ million gross tons, which represents 12 percent of the world's ocean going fleet. As the world's largest quality registry, the Liberian Maritime Program is renowned for excellence, efficiency, safety and innovative service. Likewise, the Liberian Registry is recognized at the top of every industry "whitelist" including the International Maritime Organization and the major Port State Control authorities such as the US Coast Guard as well as the Paris and Tokyo MOU regimes.

The Liberian Registry is administered by the Liberian International Ship & Corporate Registry (LISCR, LLC), a private U.S. owned and globally operated company. LISCR is internationally recognized for its professionalism and commitment to reduce redundant workflow procedures in order to increase efficiency.

The Liberian Registry, headquartered in Vienna, Virginia (outside Washington, D.C.), maintains offices located around the world, including Dubai, Hamburg, Hong Kong, Houston, Istanbul, London, Monrovia, New York, Ningbo, Panama City, Piraeus, Rio de Janeiro, Seoul, Shanghai, Singapore, Tianjin, Tokyo and Zurich.



Maritime Asset Partners ("MAP") is a non-bank, specialised finance platform, established in response to opportunities arising from the diminished supply of credit to owners and operators in the global maritime sector.

MAP is adopting a long-term investment view, driven by major financial and industry stakeholders who have combined their industry expertise and are pleased to have laid the foundation for a strong platform that will service the demand for flexible capital structures.

Led by Nick Roos, a small team of London-based professionals are pursuing a fundamental credit strategy, focused primarily

on secured lending, leasing and structured equity solutions in the commodity / industrial shipping and the offshore oil and gas markets. Situations driven, MAP's clients include leading maritime corporates looking for a tier of complementary capital, as well as smaller, mid-cap, owners and operators who have recently not been targets for mainstream commercial banks.



Sink or swim? Shipping finance requires maritime experience and expertise and that is especially true in the current environment. **RMK Maritime** is a maritime-focused finance and advisory firm with dual headquarters in London and New York. RMK assists maritime companies in raising capital from first mortgage debt to common equity and assists investors in analyzing and making both primary and secondary maritime investments. RMK is led by principals with expertise across the shipping spectrum with more than 70 years of specific shipping and ship finance expertise.



Singhai Marine Services is a leading maritime company supplying quality seafarers to international shipping companies. We aim to be the first partner of choice for recruitment and deployment of quality seafarers for the international maritime industry. Singhai Marine Services is incorporated in Singapore and Shanghai, the two leading global maritime hubs. Since 2004, Singhai Marine Services has witnessed a steady growth and better positioning in the maritime industry over the past 13 years. Three fully-owned subsidiaries and one representative office were set up in Dalian, Wuhan, Shenzhen and Rizhao in China respectively to source, recruit and prepare seafarers in the country for a fulfilling career in the maritime industry. The latest addition is the establishment of a fully-owned subsidiary in Yangon, Myanmar, extending our search for the quality seafarers beyond national borders.

To harness and develop these talents, we had established the Singapore (Nantong) International Maritime Institute in 2011 through a partnership with the Singapore Organisation of Seamen (SOS) and Nantong Shipping College. The Singapore (Nantong) International Maritime Institute aims to provide enhancement training to strengthen the core competencies of our seafarers.

Led by our visionary and instrumental founder, Mr Terence Zhao, Singhai Marine Services had assembled a strong Management Team comprising of reputable professionals who experience in top leadership positions of large enterprises, manning experts with international shipping



Fearnley Securities

A Leading Investment Bank in the **Maritime Sectors**

New Equity raised last twelve months USD > 3.7 billion

Equity Capital Market

IPO

Private **Placements**

Debt Capital Market

High Yield **Bonds**

Convertible **Bonds**

Asset Backed Financing

Lease Financing

Bilateral Lending

Advisory

A&M

Restructuring

Research

Equity Coverage

Coverage

Sales

Equity

Fixed Income

CONTAINER



USD 175m+100m+75m

Private Placements

DRY BULK



USD 100m

Private Placement

CRUDE



USD 500m

Term Loan B

DRY BULK



USD 200m

Sr. Secured Bond

GAS CARRIERS

Drilling

Drilling



USD 250m

Private Placement

LNG



USD 100m+125m

Private Placement

Credit

USD 155m+800m+650m

Private Placement

CRUDE/CHEMICAL



USD 135m

Lease Financing

DRY BULK



USD 100m

Private Placement

EVENT SPONSORS

companies experience and training professionals who had conducted many seminars and workshops for IMO, ILO and APEC.

Singhai Marine Services' core service is supplying highly qualified Chinese and International seafarers for all type of ships, and maritime education and training. We also provide headhunting services for maritime related posts, ship management, providing protective agency service for PSC inspections at China ports and new building supervision services. Singhai Marine Services is currently serving more than 40 ship owners and managers with an annual supply up to 4,000 seafarers for various types of vessels including oil tankers, chemical tankers, LPGs, LNGs, bulk carriers, containers, offshore vessels and cruise vessels. We are able to meet individual manning needs of our clients for full or half crew.

Singhai Marine Services is one of the few companies in the manning industry with dedicated personnel assigned to manage and fulfil the requirements of our clients as well as promote the identity of our principals. Our committed operational team consists of eclectic mix of seagoing masters and chief engineers who had served with the international shipping companies, and graduates from maritime universities and colleges. We value long term relationships with our clients and have always put the interests of our clients at the forefront to maintain good business relationships and enjoy their total trust.

Singhai Marine Services aims to be the strategic partner for all in the maritime industry, serving all our clients with HEART (Honesty, Enthusiasm, Accountability, Responsibility and Trustworthiness) for all our clients.



Wärtsilä is a global leader in advanced technologies and complete lifecycle solutions for the marine and energy markets. By emphasising sustainable innovation and total efficiency, Wärtsilä maximises the environmental and economic performance of the vessels and power plants of its customers. In 2016, Wärtsilä's net sales totalled EUR 4.8 billion with approximately 18,000 employees. The company has operations in over 200 locations in more than 70 countries around the world. Wärtsilä is listed on Nasdaq Helsinki.



Wells Fargo Securities is one of the fastest-growing investment banks in the U.S., providing clients with a comprehensive set of capital raising, advisory, risk management, and market-making solutions to help meet their financial needs and strategic objectives.

Our investment banking industry specialists work with product bankers to offer a full range of services including mergers and acquisitions advisory, and equity, debt, and leveraged finance capital raising. Our markets team offers securities distribution through retail and institutional channels, interest rate, commodity and equity risk management, prime services, multi-asset clearing, structured lending facilities, and securitization. We complete our services with award winning investment research and economic insights.

SUPPORTING SPONSOR



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 firms 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.



PRODUCT PARTNERS L.P.

Share our Passion for Shipping









HONOREE

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 UK FD+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 Clasification 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.



HONOREE
Athanasios C. Laskaridis
Chairman & CEO
Lavina Corp. Lavinia Enterprises Ltd and
Laskaridis Shipping Company Ltd.

Born: 8.11.1952 in Athens. Father of six children.

Education:

Graduated from the German High School in Athens in 1970.

Graduated from the University of Aston Birmingham in 1973 with B.Sc. in Electric Engineering.

Graduated from Imperial College London in 1974 with M.Sc. in Systems Engineering.

Graduated from London School of Economics in 1975 with M.Sc. in Economics and Management.

Work Experience:

Since 1976 heads as Chairman and CEO of Laskaridis Shipping Company Ltd. and Lavinia Corporation Group of Companies. The Group is involved in Shipping, Hotels, Real Estate, Aviation and private investments world wide.

Languages:

Greek, English, French, German, Spanish



George A. Gratsos Chairman HELMEPA

Born in Athens, Hon. Elena Kountoura is the Born in Athens December 5th, 1942 Shipowner, senior

member of a Greek shipping family established in 1902 B.Sc. in Naval Architecture and Marine Engineering from MIT, 1965 Ph.D on Shipping Market Dynamics by the University of the Aegean (Highest Honours).

He Is Chairman of HELMEPA (Hellenic Marine Environment Protection Association) and on the Board of Directors of the:

- UNION OF GREEK SHIPOWNERS (UGS) and President of the Maritime Safety and Marine Environment Protection Committee of the UGS
- Hellenic Chamber of Shipping
- U.K. FREIGHT DEMURRAGE AND DEFENCE ASSOCIATION LTD (London) (the largest mutual legal cost insurer)

He was President of the Hellenic Chamber of Shipping from 1996 to 2000 and from 2004 to February 2016.

He was a member of the Board of Directors of BIMCO, a member of the Executive Committee (1993-1997) and Vice President (1997-1999).

He is also a member of many international shipping organizations and has lectured at universities in Greece and abroad.

He is married and has 3 sons.



Takis Arapoglou is a consultant with a career in Corporate and Investment banking and in managing and restructuring Corporates and Financial Institutions.

Earlier assignments include: CEO of Commercial Banking- EFG Hermes Holding; Chairman and CEO- National Bank of Greece; Chairman of the Hellenic Banks Association; Global Head of the Banks and Securities Industry- Citigroup.

He is currently holding the following non-executive board positions: Chairman of Tsakos Energy Navigation; Chairman of Titan Cement; Board member of EFG Hermes Holding; Board member of Credit Libanais; Board member of Bank Alfalah, representing the IFC.

He is a member of the International Board of Advisors of Tufts University, a member of the Business Advisory Council for the International MBA program at the Athens University of Economics and Business and a Trustee of the Athens Partnership, a US based NGO supporting charity projects for the city of Athens.

He has degrees in Mathematics, Engineering and Management from Greek and British Universities.



Insurance Counsel

Fourth Insurance Office, Inc.

A consulting firm specializing in transaction related exposures, management and cyber liability, and policy review.



Dionysios AntonopoulosGeneral Manager, Marine Solutions Sales Wartsila Greece

Naval Architect & Marine engineer Msc (University of Newcastle upon Tyne) and further studies

in Maritime law (UCL & Queen Mary). Has been working 5 years in Wartsila Switzerland, in the department of marketing and newbuilding projects and then appointed as Portfolio Manager for 2-stroke engines in Wartsila Switzerland. At 2013, returned to Greece as Technical Manager for 2-stroke engines for Greece and Cyprus and further appointed General Manager, Marine Solutions Sales, responsible for newbuilding projects for Greece. Prior working in Wartsila has worked for a shipping company and also has seagoing experience.

George Arcadis
Country Executive, Athens Representative
Office
ABN AMRO

George Arcadis has studied Economics at the Economic University of Athens and holds an MBA from Cass Business School, London. He started his career in the banking sector in 1993. In 1997 he joined Mees Pierson to be renamed Fortis Bank as Senior Manager in Transportation. In 2005 he became the CEO of the Fortis Branch in Athens and stayed there until July 2010. In September 2010 he joined ABN AMRO as Country Executive and Chief Representative of ABN AMRO Representative Office in Athens.



Alexis serves as an investment professional at Oak Hill Advisors with senior responsibility for European

investments and the shipping industry. Oak Hill Advisors, L.P., is a leading independent investment firm with more than 20 years of experience investing in North America and Europe and more than USD 30 billion of capital under management.

Alexis previously worked at Deutsche Bank in its European Leveraged Finance Group and at PricewaterhouseCoopers. He currently serves on the board of directors of various portfolio companies of Oak Hill Advisors. He received a MA from the University of Cambridge and has earned a Chartered Accountant qualification with the Institute of Chartered Accountants in England and Wales.



Johan Backas Managing Director Eniram - a Wärtsilä Company

Johan Backas is the Managing Director of Eniram, catalyzing a digital and performance driven business. He sees that that our rather conservative

industry is up for a change big time, which makes it very interesting.

Johan's 18-year long professional career has taken him from designing and engineering ships, building ships, repairing ships to

technical management of ships. Recently he have served marine customers in Wärtsilä Services for many years, notably by leading Wärtsilä's Services business in Norway. As a sidestep from the marine business he led Wärtsilä's Corporate Indirect Purchasing before returning to the business in his current role as the MD of Eniram.

For Johan, the most rewarding part of his career has been working with a variety of professionals in the shipping and marine industries. With a deep understanding from various sides of the table and the theoretical and practical understanding of the marine industry assets, he is equipped to guide a talented and devoted team in Eniram to create optimized performance solutions for our customers.

He has a M.Sc. degree in Naval Architecture from Helsinki University of Technology.

Email: johan.backas@eniram.fi

Linkedin: https://fi.linkedin.com/in/johan-backas-46571

Twitter: @jbackas



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.



Our integrated practice provides finance, restructuring and corporate legal services to the shipping industry on a global basis.

Reed Smith is a leading international law firm with offices throughout the United States, Europe, Asia and the Middle East. More than 100 maritime lawyers make up our shipping practice, spread across offices in New York, Washington, D.C., Houston, London, Athens, Paris, Dubai/Abu Dhabi, Hong Kong and Singapore. By combining global coverage with extensive experience in shipping transactions and disputes, we are uniquely placed to support your business.

reedsmith.com







Stephen A. Cooper
Founder & President
Fourth Insurance Office, Inc.

Stephen A. Cooper is Founder and President of Fourth Insurance Office, Inc. which he founded

following 40 years at major national brokers advising large privately held and public companies as a risk management generalist. One of very few multi-credentialed advisors, Stephen started Fourth to serve a curated list of legacy clients and new assignments with transaction related advisory services, focusing on management liability and insurance portfolio management. He received an MBA from St. John's University and has completed multiple insurance related certifications through programs administered by the Wharton School (CPCU, CEBS, ChFC, and CLU).



Omer Donnerstein Senior Vice President EnTrustPermal

Omer is a Senior Vice President of EnTrustPermal and serves as an Investment Analyst at the firm's

Blue Ocean Fund - an investment vehicle focused on a broad set of maritime credit opportunities. With over \$20 billion in total assets, EnTrustPermal is an established global alternative asset manager specializing in providing investment solutions to public, corporate and multi-employer pension funds, foundations, endowments, sovereign wealth funds, insurance companies, private banks, family offices and high net worth individuals. Prior to joining EnTrustPermal, Omer was a Director & Group Head at CIT Maritime Finance overseeing CIT's financing activities in the Maritime and Offshore Oil Services sectors. Prior to heading the Maritime team Omer was responsible for CIT's maritime and offshore structured finance and lease transactions and developed the group's global relationships with financial institutions for primary and secondary opportunities. Prior to CIT, Omer was a Vice President at Octavian, a New York based special situations hedge fund, and an investment analyst in the finance and investment team of a multi-billion dollar single family office. Omer received his MBA from The Wharton School, University of Pennsylvania, and a Bachelor of Laws (LL.B.) combined with undergraduate program of studies in Management, magna cum laude, from Tel-Aviv University.



Nicolas Duran
Director, Corporate Finance and Partner
Fearnley Securities AS

- 11 years of relevant work experience
- Previous roles include Head of Stena Bulk Singapore and Head of Fearnley S&P department in Singapore
- Attended TOOL program at UiO

Christian Donohue Managing Director Tennenbaum Capital Partners

Mr. Donohue is a Managing Director of Tennenbaum Capital Partners, LLC. Prior to joining TCP in 2007, he was at GE Capital. Mr. Donohue is a board member at Real Mex Restaurants, Hanley Wood, Blue Wall Shipping and Euroseas.

- M.B.A. from the Yale School of Management
- B.A. from Georgetown University



Jean-Pie Gauci-Maistre Managing Partner Gauci-Maistre Xynou

Dr. Jean-Pie Gauci-Maistre is the Managing Partner of Gauci-Maistre Xynou (Legal | Assurance). He

specialises in Ship and Yacht Registrations under the Malta Flag as well as Ship and Yacht Finance. With the amendments of Maltese Aviation Law in recent years, he has also focused on the firm's aviation practice.

Jean-Pie's focus throughout his career has been in different areas of the maritime industry. Following stints with the EU Commission cabinet for Fisheries and Maritime Affairs and the internationally renowned ship management company, Eastern Mediterranean Maritime Limited, he moved to Malta to head the legal department of GM International Services Limited and GM Corporate and Fiduciary Services Limited. Nowadays, he is actively involved in the management and operations of the group of companies.

Dr Gauci-Maistre is also a guest lecturer at various institutions, notably the World Maritime University and the Malta Institute of Taxation and contributes to various publications.



Erik Helberg Chief Executive Officer Clarksons Platou Securities

Mr. Erik Helberg is the CEO of Clarksons Platou Securities. Prior to joining RS Platou Markets

in 2009 as CEO, Erik was Partner & Head of Shipping Research at Pareto Securities. He has received numerous awards from top analyst ranking agencies such as StarMine & Prospera, and holds amongst other awards, three #1 rankings as best stock picker in Europe/Norway.

Erik has extensive industry and business experience from all types of ECM transactions and M&A assignments in Europe, Asia and the US and holds a Master of Science degree in shipping, trade and finance from City University Business School in London and a Candidatus Magisterii in law from the University of Oslo.



Howard Hughes Chief Technology Officer Tototheo Maritime, Cyprus

Howard joined Tototheo Maritime in January 2017 he took the role of Chief Technology Officer. He has over 20 years of experience in Information

Technology and Telecommunications.

Previous to Tototheo Maritime, Howard worked for satellite operator, Inmarsat. During that time, he developed and delivered Technical Training courses globally, before taking on the Technical Management of Maritime Distress Safety Services, then moving to the role of Technical Services Development Manager, developing and managing beta test programs for Fleet Media and Global Xpress.



Roughly 71% of the Earth's surface is covered in water.

Only one firm has the legal expertise to cover it all.

Seward & Kissel has the size, knowledge and diversity to handle the most critical maritime matters, both internationally and on our own shores. It's no wonder they were ranked Tier 1 for Admiralty & Maritime Law in the 2017 U.S. News-Best Lawyers® "Best Law Firms" report.



Seward & Kissel can handle your most complex shipping-related legal needs, with a focus in:

- Finance
- Capital Markets
- Private Equity
- Mergers & Acquisitions
- Bankruptcy & Restructuring
- Tax
- Purchase & Sale
- Litigation

SEWARD & KISSEL LLP

One Battery Park Plaza New York, NY 10004 + 1 (212) 574-1200 901 K Street, NW Washington, DC 20001 +1 (202) 737-8833



Loizos Isaias Head of Maritime Service Centre & Advisory, Region South East Europe, Middle East & Africa 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.

Current main positions/ functions with DNV GL include the following:

- Manager of the Maritime Service Centre & Advisory in Region South East Europe, Middle East and Africa with responsibilities including ships plan approval, CAP, advisory services, Academies, pre-contract services for newbuildings, R&D, etc.
- 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.



Sunil Kapoor
Director
FML Ship Management Ltd

Mr. Kapoor is the Director of FML Ship Management Limited in Cyprus and has an overall

responsibility of the Cyprus, London, Turkey and Dubai offices of Fleet Management.

Mr.Kapoor joined Fleet Management in the year 1996 as a Superintendent and gradually rose to his present rank of Director.

During his tenure at Fleet Management, he was actively involved in all aspects of Technical Management. He was also involved in the New Ship Building Supervision of Reefers, Container and Chemical Tankers in Japanese, Korean and Chinese ship-yards.

In 2017 he was shifted from Hong Kong to Cyprus in order to open FML Ship Management Limited.



Gautam Khurana Director Drewry Maritime Financial Research

Gautam is a Director at Drewry Maritime Financial Research. Prior to Drewry, he was a Senior Vice President at DVB Bank, Senior Consultant at the Galway Group and Commercial Manager at Pacific Shipping. He spent a decade at DVB Bank where he held roles in the banks structured asset finance, M&A and leasing teams. He managed part of a team portfolio with US\$2.4 Billion of maritime finance exposure. At the Galway Group, he advised several floating regasification LNG terminal sponsors on finance and operational aspects of their project execution.

At Pacific Shipping, he managed a division involved in the personnel management of Offshore vessels, Bulk Carriers, Crude and Product Tankers for various large ship-owners. Gautam holds a degree in Economics from the University of Rochester, an MBA from INSEAD and is a CFA Charterholder.



Michael Kirk CEO RMK Capital

Michael Kirk is the CEO of RMK Capital, a New York based investment bank. He has worked in finance

for more than 15 years, the last 13 years of which has been focused in maritime finance. Michael is also a co-founder and Managing Director of RMK Maritime, a London and New York based firm that specializes in maritime debt, sale leaseback of maritime assets and providing industry analysis.

Prior to founding RMK, Michael founded MTK Capital, a US-based maritime advisory boutique that was active in helping match institutional investors with maritime opportunities.

Within the maritime finance sector, Michael has worked at Dahlman Rose & Co. as a Vice President and DVB Bank AG as an Associate Vice President in the London office. Michael began his career at HSBC in London in the Energy & Utilities Investment Banking Group. Michael graduated from Columbia University.



Robert Lustrin
Partner
Seward & Kissel LLP

Robert Lustrin is a Partner in the Capital Markets Group at Seward & Kissel LLP. Since 1994, Mr.

Lustrin has dedicated his practice primarily to the capital markets activities of shipping and offshore companies. Transactions in which Mr. Lustrin has been involved include the initial public offerings of Hunter Maritime Acquisition Corp., Euronav NV, Dynagas LNG Partners, Ardmore Shipping Corporation, DryShips Inc., TOP Ships Inc., Eagle Bulk Shipping, Aegean Marine Petroleum Network Inc., Nordic American Tanker Shipping Limited, Knightsbridge Tankers Limited, Arlington Tankers Ltd., Diana Shipping Inc., Omega Navigation Enterprises, Inc., TBS International Limited, Aries Maritime Transport Limited, Genco Shipping & Trading Limited, Goldenport Holdings Inc., and Ultrapetrol (Bahamas) Limited. In addition, Mr. Lustrin represents shipping and offshore companies in high-yield and convertible debt offerings.

Mr. Lustrin also works with many of the firm's clients in connection with consent solicitations, exchange offers, mergers and tender offers, as well as securities law compliance matters. He is a frequent speaker at shipping industry conferences on the subject of U.S. securities law and regulation, and has published papers on issues relating to U.S. securities offering rules and project financings.

WATSON FARLEY & WILLIAMS

MARITIME INDUSTRY LEADERS

The first international law firm to open an office in Greece, Watson Farley & Williams knows the market better than anyone.

We play a key role in delivering integrated cross-border legal advice covering all aspects of the maritime sector including ship finance, commercial shipping, leasing, corporate and commercial contracts, tax and litigation. In uncertain times, we are trusted to deliver the exceptional legal advice required to achieve successful results.



Largest dedicated maritime legal practice

35 years of experience

500+ lawyers across 14 offices worldwide

wfw.com/maritime

ATHENS BANGKOK DUBAI FRANKFURT HAMBURG HONG KONG LONDON MADRID MILAN MUNICH NEW YORK PARIS ROME SINGAPORE

Clay Maitland
Founding Chairman - NAMEPA
Managing Partner - International
Registries, Inc.

Clay Maitland has been employed by International Registries, Inc. for 41 years and is now a managing partner and owner of IRI, which administers the Marshall Islands Ship Registry – the second largest registry in the world, as of March 2017, vessels registered in the Marshall Islands totaled about 3,244 in number, aggregating over 137,913,800 gross tons.

Clay began the practice of law at Burlingham, Underwood & Lord in November, 1968, and was admitted to the New York Bar in June, 1969. He is also admitted to practice before the U.S. Supreme Court and the federal courts of the Eastern and Southern Districts of New York. Clay was a delegate to the United Nations Conference on the Laws of the Sea to 1976 to 1983, as well as the CMI Conference held in Lisbon in 1985, and the diplomatic conference on Maritime Liens and Mortgages, 1993. He is a former chairman of the Committee Admiralty of the Association of the Bar of the City of New York, and is a member of the Maritime Law Association of the United States (past chairman, Committee on Intergovernmental Organizations).

Clay received the Honorary Degree of Doctor of Letters from the State University of New York Maritime College in 2006, and was decorated with the U.S. Coast Guard's Distinguished Public Service Award in 2010. He was decorated with the Order of Knight Commander of the Humane Order of African Redemption by the Republic of Liberia in 1990.



Vassilios Maroulis Managing Director Shipping, Logistics and Offshore, Head of Greek Shipping Citibank N.A.

- Vassilios joined Citi in 2005 and covers Shipping, Logistics and Offshore across EMEA focusing in Greece, Middle East and Russia
- Vassilios also heads Citi's Greek Shipping business
- Vassilios has worked on a number of transactions across a wide variety of segments across the Shipping, Logistics & Offshore space
- Vassilios graduated from University College London with a Masters in Naval Architecture and Marine Engineering. Subsequently received an MSc in Ocean Systems Management from MIT



Stuart McAlpine Partner Clyde & Co LLP

Stuart is an experienced marine lawyer, working mainly on complex, high value transactions in the

shipping, offshore and energy industries.

He has 30 years' experience advising clients in these industries and has worked during that time (as a partner) in London, Singapore and Paris.

His clients include shipowners, trading houses, energy companies and other participants in all aspects of the shipping and offshore industries. Many of Stuart's clients are active in the energy sector and in particular, gas/LNG.



Christian Nieswandt Global Head Shipping, Managing Director HSH Nordbank AG

He initially joined Landesbank Kiel's Shipping Department in 2002, where he was responsible for

Scandinavian and domestic clients. After the merger of Landesbank Schleswig-Holstein, Kiel, and Hamburgische Landesbank, Hamburg, in 6/2003 to HSH Nordbank AG, Mr. Nieswandt turned to be Head of Nordic Area Clients. In 2009 he was appointed Head of International Clients.

Before becoming Global Head Shipping in 3/2015 he headed the Global Loan Syndicate of the bank for one year.

Mr. Nieswandt began his career with Deutsche Bank as a trainee, taking over in 1988 as head of a DB branch where he was responsible for corporate and individual clients. From 1992 to 1995 he was responsible for developing and implementing a business development strategy for special target groups. From 1995 onwards he was Senior Relationship Manager in Deutsche Bank Corporate Banking. From 1998 to 2002 he headed a corporate banking team with ABN AMRO being responsible for internationally operating corporate clients.



Mark O'Neil CEO Columbia Marlow Shipmanagement

Mark O'Neil is the CEO of Columbia Marlow Shipmanagement.

A lawyer by profession, 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, banking and offshore sectors.

Mark has been a senior Partner in Reed Smith LLP and (before that) Stephenson Harwood LLP for over 17 years.

With over 25 years experience in shipping and offshore, Mark has hosted and/or chaired numerous seminars and conferences internationally.

Berend R. Paasman Senior Vice President, Oceans Industries, Shipping DNB Bank ASA

Berend holds an MSC in Economics from the Erasmus University Rotterdam and an MSC in International Trade and Transport from London Guildhall University. He started his career in ship finance at DVB Nedship Bank in 1998. Thereafter he worked for Ernst & Young and later for HSH Nordbank in New York where had a focus on transportation infrastructure finance.

He started at DNB Bank in 2011 out of their London office where he headed DNB's global port & terminal finance business. Since





One of the leading Global Maritime **Corporate Finance Advisors**

BRAEMAR NAVES develops and implements practical and concrete financial solutions for the maritime industry:

Services

Financing (debt and leasing financing for newbuildings and vessel acquisitions, identification of equity partners), identification of investment opportunities, M&A and transaction support (commercial, technical and financial due diligence), restructuring, loan and asset servicing

Capacity

One of the largest maritime corporate finance practices with a team of 20 industry specialists and access to more than 300 technical experts.

Track Record

USD 10 billion of transactions, financings and restructurings

Global presence

Integral part of BRAEMAR Group with the ability to provide

local expertise on all continents

Approach

Development and hands-on execution of concrete solutions

August 2016, he is head of DNB's Athens Representative office with a sole focus on Greek shipping.



George Paleokrassas Partner Watson Farley & Williams

George Paleokrassas is a partner in the Asset Finance Group of Watson Farley & Williams and head of the firm's Greek office. He has more

than 20 years' experience in the maritime sector (having worked in the London, Athens and New York offices of WFW) acting for major shipping lenders and shipowners, and has been involved in a number of key projects such as major restructurings of loan transactions, the sale, transfer or acquisition of shipping loan portfolios and transactions involving the disposal or acquisition of distressed assets. George has also worked for owners, operators and investors in shipbuilding projects, long-term charter arrangements, leasing transactions, joint ventures and in other general corporate matters involving shipowning groups.

Dimitrios Panagopoulos Managing Director Regional Head, Shipping Finance Greece DVB Bank SE

Mr. Dimitrios Panagopoulos is Regional Head, Shipping Finance Greece and Branch Manager of DVB Bank SE, Athens since Jan. 1st, 2017. In 2016, he had taken over the position of Chief Representative for DVB in Athens and implemented the transition to the Branch license status. He also served as Senior Relationship Manager for DVB Bank SE, Representative Office Greece since 2010. Before joining DVB, he was employed by UniCredit Bank (HVB) in Athens as VP, Corporate Treasury Sales responsible for the Greek market since 2007. Between 1997 and 2007, he held executive positions with the Tsakos Shipping Group of companies, including subsidiaries and the Group's Treasury and Finance departments. Before serving in the Greek army, he worked as Analyst for CS First Boston and Fleet Bank of Massachusetts during his studies in Boston, USA. He holds a Master of Science in Finance from Boston College (graduated 1995) and a Bachelor in Business Administration (Magna Cum Laude) from Northeastern University.



Alexander (Alex) P. Panagopulos Chairman & Founder, Arista Group, Chairman, Project Forward

Mr. Panagopulos is Chairman and Founder of Project Forward, a Joint Development Project to combat global ship emissions by promoting

the adoption of liquefied natural gas as a marine fuel which was conceived in 2013, and is funded by Arista Group.

Mr. Panagopulos (51) co-founded Superfast Ferries in 1993 under Attica Group, a Greek-listed entity which was controlled by the Panagopulos family. As CEO of Superfast Ferries and the Attica Group, he engaged and successfully completed the design and construction of 17 passenger ferry newbuildings in shipyards in Germany, Finland, Holland and Korea, an orderbook of over €1.5b, and led the successful expansion of Attica Group into a 25-vessel

and 5-million-passenger-a-year company with routes in Greece, Italy, Finland, Germany, Scotland, and Belgium. In 2006 he closed the sale of Attica Group's Baltic Sea operations and in 2007, following the sale of the family's participation in Attica Group, he founded Arista Group to focus on identifying attractive investment opportunities in various sectors with emphasis on shipping.

Mr. Panagopulos was honored to be elected and to have served for eight years in the position of Chairman of the High Level Ferry Group of ECSA (European Community Shipowners' Association based in Brussels), and on the Board and as a President of Interferry, the international association representing passenger ferry ship operators worldwide. During his presidency, Interferry advanced to Advisor Status in the International Maritime Organization ("IMO"). Alexander Panagopulos is a member of the American Bureau of Shipping ("ABS") Greek National Committee and the Lloyd's Register Hellenic Advisory Committee and has also served on the Det Norske Veritas ("DNV") Technical Ferry Committee. Mr. Panagopulos has also served in the position of Secretary-General of the Greek Passenger Shipowners Association ("ΣΕΕΝ") between 1997 - 2003.

An avid skipper himself, Mr. Panagopulos developed his passion for ships and the sea with the California-based Royal Cruise Line, the cruise company founded by his father Pericles in 1972.

Mr. Panagopulos has pursued innovation in the fields of shipbuilding and environmental technology and has sponsored a number of philanthropic events, including donations for natural disasters and conservation of wildlife.

For more information: www.linkedin.com/in/alexpanagopulos



Michalis Pantazopoulos Managing Director LISCR (Hellas) S.A.

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 te 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 1,050 ships and their managers/owners. A regular speaker 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.

Deloitte.



The D. you need to dream big!

For us D. is the access our clients have to our world leading resources.

Deloitte offers local eminence and global reach through a network of advisors specialized to overcome challenges and develop opportunities. We help you imagine bigger and scale as your business grows.

www.deloitte.gr



Panagiotis Papagiannakopoulos Director

Panagiotis is Director within EY's Advisory Practice. He is leading the Cyber Security and

Data Protection & Privacy services, including EY's Greek Advanced Security Center. Being one of the EY contact persons in the Central and South East Europe (CSE) for such services, while having a coordination role in the CSE area for GDPR EY's related services, he cooperates with multiple clients in Greece and abroad operating in a variety of industries such as Banking, Telecommunications, Oil & Gas, Consumer Products and Retail, and Transportation. In addition, he has experience in IT Projects, leading a number of them around Architecture Blueprints, Systems Integration, Platform Development, APIs, Operations Assessments, and others. Prior to joining EY, he has worked for over 4 years in the IT function of a major Oil and Gas company in Greece.

Moreover, Panagiotis has assisted ENISA via the CEI List towards the work programme implementation by providing services as an expert in some domains. He is also an occasional lecturer at the Athens University of Economics and Business at the MSc of Information Systems, and a public speaker in a number of related events and conferences including also event and competitions in the startup community.

Finally, he holds a B.Sc. degree in Informatics and a M.Sc. degree in Information Systems (Scholarship from the National Funding Institute) from Athens University of Economic and Business. He also holds a CISSP Certification and a CISA Certification.

Anastasios V. Papagiannopoulos President of Bimco Principal of 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 on the Board of Directors of the Union of Greek Shipowners and since 2006 in the Executive Committee of the Union including Committee Chairman of the Seaman's Social Security and Labour Issues. He is currently President of Bimco and an elected member of the 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 (D.N.V.).

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.



Chris joined EY in September 2004 from Specialist Insurance Consultancy Impact Plus.

He has over 20 years insurance / financial services and consulting experience including 7 years with American Express in which he operated in a number of commercial roles including senior affinity and partnership marketing positions, he has a particular focus on General Insurance.

Chris is responsible for all EY's Technology Go to Market activities across EMEIA including Re-platforming, Strategic Partnering and Insurtech, Key clients include ZIG he is responsible for all Technology work Globally, as well as being the ZIG UK Client Service Partner, for AXA he is the Global Account Development Partner based across London and Paris.

Chris has an Honours Degree in Business and Marketing.

John Platsidakis Chairman – INTERCARGO Managing Director - Anangel Maritime Services Inc.

John Platsidakis holds a Bachelor Degree in Mathematics from the University of Thessaloniki (1974), a Master's Degree in Operational Research from the London School of Economics (1976) and a Master's Degree in Economics and Econometrics from the University of Southampton (1977).

Employed from 03/1978 until 12/1987 by Bank of America in ship finance in Athens, Piraeus and London, with the title of Vice President, from 01/1988 until 12/1988 by Marmaras Navigation as Finance Director, and from 01/1989 until presently by Anangel Maritime Services as Managing Director and Director of the Angelicoussis Shipping Group.

Member of the Board of Directors (since 1997) and the Executive Committee (since 2015) of the Union of Greek Shipowners, the Board of Directors (since 1994) and the Executive Committee (since 1998) of the Hellenic Chamber of Shipping, the Executive Committee (from 2009 until 2015) and the Council (since 2007) of Intertanko, and Member of the Executive Committee (since 2002), Vice Chairman (from 2004 until 2012) and Chairman (since 2012) of Intercargo.

Founding Member and President of the Society of Greek Alumni of the London School of Economics from 1981 until 2005 and Member of the Advisory Board of the Hellenic Observatory at the European Institute of the London School of Economics from 1997 until 2006.

John has been included in Lloyd's List 100 Most Influential People in the Shipping Industry in 2013, 2014, 2016 and 2017.



"THE UNDISPUTABLE MARKET LEADER"



SHIPPING LAW EXPERTISE FROM HAMBURG AND LONDON

- FINANCE + RESTRUCTURINGS
- MERGERS + AQUISITIONS, CORPORATE LAW
- SALE + PURCHASE + REGISTRATION
- ARREST + FORECLOSURE
- LITIGATION + ARBITRATION



Kostas Polydakis Managing Director of Shipping Aegean Marine Petroleum Network Inc.

Kostas Polydakis is the Managing Director of Shipping at NYSE-listed Aegean Marine Petroleum Network Inc, a world leader in the physical supply

and marketing of marine fuels. He has over 20 years' experience in ship management with major Greek tanker shipping companies. Prior to his current role he held the position of Deputy General Manager and Technical Manager and before joining Aegean he served as Technical Manager of Athenian Sea Carriers. He holds degrees in Marine Engineering and Automotive & Aeronautical Engineering.



Arthur L. Regan **Operating Partner Apollo Investment Consulting LLC**

Arthur L. Regan is currently an Operating Partner with the Shipping Group of Apollo Investment Consulting LLC, where he originates, manages and

advises Apollo on investments in the shipping industry. Mr. Regan is the President, Chief Executive Officer and a Director of Principal Maritime Management, LLC, a wholly owned portfolio company of Apollo Global Management, as well as a Director of MSea Tankers and Dynamic Product Tankers, which are Apollo portfolio companies. Mr. Regan is also the Executive Chairman of the Board of Directors of Genco Shipping & Trading (NYSE: GNK), which is the largest U.S. listed owner of dry bulk commodity vessels.

Mr. Regan has more than 30 years of experience in the shipping industry in Executive roles including as President and Chief Executive Officer of Arlington Tankers Ltd from 2004-2008, a company which he listed on the NYSE through an Initial Public Offering. Regan has previously been the Director of Global Strategic Planning for Stena Bulk AB, a major international ship owner with a fleet of over eighty vessels in several shipping segments. Regan also earlier held several Senior Management roles within StenTex LLC, a unique Shipping and Trading joint venture with the major oil company Texaco until its acquisition by Chevron.

Mr. Regan is a graduate of the State University of New York Maritime College at Fort Schuyler with a degree in Marine Transportation Management, Mr. Regan began his shipping career sailing as an officer on merchant tankers and dry bulk vessels for over ten years, completing his sea service as Master Mariner. He is currently a Member of the North American Panel Committee of the Classification Society DNV-GL.



Tony heads HFW's global finance group and has over 30 years' specialised ship finance experience

(both debt and equity) in London, Greece and Hong Kong. He has represented banks and other financial institutions, insurance companies, PE funds, export credit agencies, equity investors, Islamic funds, owners, operators and shipyards. Tony's work is principally in the area of complex structured cross-border finance transactions in shipping and offshore, though he also provides

corporate and commercial shipping advice. He has been involved in some high profile restructurings and work-outs acting principally for the financiers.

Tony is additionally head of the Firm's ECA finance team and represents banks and ECAs in non-marine (as well as marine) transactions with ECA support.

Chambers UK 2017 says Tony "has a broad knowledge of ship finance with particular expertise in ECA-related transactions. He is very personable and approachable and maintains a balanced approach,' according to clients. He works on high-profile matters for banks and insurance companies, as well as owners and operators." Tony is recommended as a leading lawyer by both Legal 500 UK 2017 and Chambers UK 2017 for his experience in shipping finance and offshore.

Along with Associate Ian Hughes, Tony contributed to the UK chapter "Getting the Deal Through Ship Finance" for each of the years 2015-2017, which contains international insights into all areas of ship and offshore finance and vessel ownership affecting the international shipping industry.



Mr. Francis Richardson will be joining the Bermuda Shipping and Maritime Authority as the Chief Executive Officer effective 9th April, 2018.

Mr. Richardson has a long and effective track record as a senior manager and Director within the Bermuda Government Civil Service. During his career with the Bermuda Government which spans over 25 years of service, he has held the posts of Dockyard Superintendent, Director of Marine and Ports, Permanent Secretary of the Ministry of Tourism Development & Transport and the Ministry of Public Works.

Prior to those postings, Mr. Richardson spent 8 ½ years working at sea as a marine engineer on various types of ships engaged in international trade and ascended through the ranks. While working at sea he was afforded the opportunity to travel to various continents and countries which has provided him with a good understanding and appreciation of cultural diversity.

Mr. Richardson holds a Master's Degree in Marine Operations and Management from City University of London, and a Class 1 Marine Engineering Certificate of Competency. In addition to his educational accomplishments, Mr. Richardson has also had considerable success throughout his career with managing a number of large capital projects; he is a Corporate Member of the Institute of Marine Engineering, Science and Technology (MIMarEST) and is currently member of Lloyds Registry (United States) Advisory Committee.



Divani Caravel Hotel - Athens, Greece





Fleetwide performance benchmarking and insights as a digital service

Eniram SkyLight 3.0 is an update to our cost-effective fleet performance-monitoring tool delivered as a service and supplied with portable hardware.

The updated service now includes mobile notifications and virtual RPM sensing. In addition to benchmarking based on historical data, real-time oversight allows predictive analysis and proactive planning.

For more information visit www.eniram.fi/skylight



Stefan Rindfleisch Partner Ehlermann Rindfleisch Gadow

Dr. Stefan Rindfleisch is a Partner at Ehlermann Rindfleisch Gadow, a Hamburg and London based

law firm being specialized on maritime finance transactions. Stefan mainly deals in the field of structured maritime financing, sale and purchase, and registration of maritime assets, mainly ships and containers. He advises ship owners, banks and financial institutions on comprehensive restructuring of financing transactions as well as lease transactions and maritime related mergers and acquisitions.



Nick Roos Managing Director Maritime Asset Partners

Nick Roos is Managing Director of Maritime Asset Partners and based in London. He has more than

25 years of structured asset finance and banking experience with Deutsche Bank, Tufton Oceanic and HSBC (Midland Bank).

During a 19 year career with Deutsche Bank, in London and Singapore, he led advisory and principal finance desks for transportation assets in UK tax leasing, export credit backed debt and structured finance.

Most recently Nick was Co-Head of Deutsche Bank's Structured Credit Transportation business, leading the structuring, underwriting and on-balance sheet asset management of the bank's global shipping exposures.



Casper Ryborg
Partner, Global Leader Ports & Shipping
Deloitte

Casper Ryborg specialism is delivery of complex business critical transformation programmes. Casper is specialised in driving programmes with

the purpose of making business more efficient in delivering change. Casper has been responsible for driving projects in New York, London, Beirut, Sydney, Shanghai, Frankfurt, Munich, Stockholm, Oslo and Copenhagen. Casper is Head of Technology in Deloitte Consulting Denmark and Global Head of Shipping and Ports. His sector specialties are Finance and Transportation.



Elias Sakellis Partner & Chief Investment Officer Borealis Maritime Limited

Elias Sakellis is a Partner and Chief Investment Officer of Borealis Maritime Limited. Prior to joining Borealis Maritime, Elias was Partner at Pillarstone

Europe, a private equity platform focused on European banks' non-performing and underperforming assets. Before joining Pillarstone Europe, he was Managing Director of Quantum Pacific, a private holding group controlling assets in the maritime, energy, and natural resources sectors. Prior to that, Elias worked for Goldman Sachs in London, in its Investment Banking and Equities' Divisions. He started his career at Lehman Brothers in London. Elias has also served on the boards of Pacific Drilling (NYSE:PACD), Kenon

Holdings (NYSE:KEN), as well as a number of private company boards in the maritime and natural resources sectors. Elias holds a Master's degree in Business Administration from INSEAD, and Master's degrees in Mechanical Engineering and in Finance from Imperial College, London.



Jane Freeberg Sarma
Partner
Reed Smith LLP

Ms. Freeberg Sarma is a Partner in the Shipping Group at Reed Smith LLP. Her areas of focus

include ship finance, bankruptcy and troubled finance workouts, U.S. regulatory compliance and sanctions, and maritime litigation and arbitration matters, including charter party disputes, vessel arrests and asset foreclosure. Ms. Freeberg Sarma is a past secretary of the Admiralty Committee for the Association of the Bar of the City of New York, and is a member of the Bankruptcy Committee of the Maritime Law Association.

Education

J.D., Columbia Law School, 1992, Harlan Fiske Stone Scholar, Honors in International Law; B.A., Johns Hopkins University, 1989



Eric H. Schless Managing Director Wells Fargo

Eric Schless is a managing director in the Industrials Investment Banking group at Wells Fargo Securities and heads the Transportation and

Logistics practice. He is based in New York.

Eric joined Wells Fargo in 2005 and has 20 years of investment banking experience. He has focused on building a group to cover all aspects of the transportation and logistics sectors. He has been responsible for numerous book-run debt and equity transactions and advisory assignments for domestic and international shipping companies, Class 1 and short line railroads, trucking companies, and logistics providers.

Eric previously worked at Bear Stearns and Schroders, where he established and built their transportation practices.

Eric received a B.A. from the University of Virginia and a J.D. from Washington and Lee University School of Law.



Stephen Seymour Managing Director Värde

Stephen Seymour is a Managing Director of Värde and is responsible for Värde's investments in Transportation. Based in London, he joined the

firm in 2009.

Prior to joining Värde, Stephen worked for Terra Firma Capital Partners as an associate director overseeing numerous functions. Prior to Terra Firma, Stephen worked for EMP (Europe) Ltd. as a senior investment officer.

Stephen graduated with a B.A. in Political Science from Yale University and received a J.D. from Columbia University School of Law.





FULLY CERTIFIED

IMO approved & USCG Type Approval & AMS Acceptance Letter

FLEXIBLE DESIGN

developed to exceed all special installation requirements

SMALL FOOTPRINT

low power consumption & corrosion risks, zero maintenance required

SMART SAVINGS

competitive CapEx and low OpEx guarantee a system fit for your pocket

BALLAST WATER TREATMENT BEYOND EXPECTATIONS

Tel.: +30 210 40 93 000 • Website: www.ermafirst.com • Email: info@ermafirst.com



Axel Siepmann studied economic sciences and real estate economics in Bochum, Nice and Oestrich-

Winkel. In 1995 he started his career at Price Waterhouse Corporate Finance where he worked in the areas of company valuation, due diligence, real estate, M&A and restructuring.

From 1999 to 2006, Axel Siepmann was a partner of Sietz & Partner, a London and Frankfurt based corporate finance firm specialized in M&A, IPO advisory and privatizations. From 2006 to 2008, he served as a management board member of stock listed MPC Capital AG. There he was responsible for M&A and the new product development among other the structuring and placement of a USD 240 mil. institutional shipping fund.

Together with his partners, he established NAVES Corporate Finance GmbH in 2009. NAVES provides financing, transaction and restructuring advice to the maritime industry and has successfully advised on capital raising, maritime restructurings and transactions of some USD 10 billion.

Subsequent to the merger of Braemar Shipping Services Plc and Naves Corporate Finance GmbH he became a member of the executive committee of Braemar Group.

> 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.

In 2009, Konstantinos co-founded ERMA FIRST S.A. and he currently holds 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 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.

Nikolas P. Tsakos Chairman of INTERTANKO President & CEO of Tsakos Energy Navigation (TEN)

Mr. Tsakos is the founder, Chief Executive Officer and a director of the Tsakos Energy Navigation since inception. He has been involved in ship management since 1981 and has 36

months of seafaring experience. Mr. Tsakos served as an officer in the Hellenic Navy in 1988.

He is the former President of the Hellenic Marine Environment Protection Agency (HELMEPA). Mr. Tsakos is a member of the council of the Independent Tanker Owners Association (INTERTANKO), a board member of the UK P&I Club, a board member of the Union of Greek Shipowners (UGS), a council member of the board of the Greek Shipping Co-operation Committee (GSCC) and a council member of the American Bureau of Shipping (ABS), Bureau Veritas (BV) and of the Greek Committee of Det Norske Veritas (DNV) and a board member of Bank of Cyprus.

He graduated from Columbia University in New York in 1985 with a degree in Economics and Political Science and obtained a Masters Degree in Shipping, Trade and Finance from City University Business School, London in 1987. In 2011, Mr. Tsakos was awarded an honorary doctorate from the City of London University Business School, for his pioneering work in the equity financial markets relating to shipping companies.

Nikolas P. Tsakos is an active member of the following organizations:

- Independent Tanker Owners Organization (INTERTANKO), Chairman (2014), Vice Chairman (2012-2014), Executive Committee member (2009 - Present), Council member (1992 - Present)
- Korean Register (KR) Hellenic Committee, Chairman (2014)
- UK P&I Club (2006 Present)
- American Bureau of Shipping (ABS) (2004 Present)
- Union of Greek Shipowners (UGS) (2003 Present)
- Hellenic Marine Environment Protection Association (HELMEPA), ex-Chairman. (2002 2006)
- Greek Committee of Det Norske Veritas (DNV) (1999 Present)
- Greek Shipping Co-operation Committee (GSCC) (1995 Present)
- Bureau Veritas (BV) (1992 Present)



Iraklis Tsirigotis
Head of Shipping Finance
Amsterdam Trade Bank

Iraklis Tsirigotis is the Head of Shipping Finance in Amsterdam Trade Bank ('ATB'). He has been responsible for the overall initiation and

development of ATB's shipping finance business since he joined the bank in July 2016. Prior to joining ATB, he was a relationship manager in the Transportation department of ABN AMRO Bank covering shipping companies running out of Northern Europe. He holds a Master of Science in Shipping, Trade and Finance from Cass Business School (City University of London) and a Bachelor of Science in Maritime Studies from University of Piraeus. Also, he has been a CFA chartholder since August 2016

Christa Volpicelli Managing Director Citi

Christa is a Managing Director in Citigroup's Global Transportation Group, where she leads the

firm's U.S. shipping investment banking practice. She focuses on providing M&A, capital raising and financial advisory services across all of the maritime areas, including the tanker, LNG, containership leasing, dry bulk, container leasing, and port / terminal sectors. She has structured and led initial public offerings and subsequent equity offerings for many of the shipping companies presently

WE LEAD | WE CARE | WE MANAGE



FML Ship Management Limited A Caravel Group Company



listed in the U.S., and has served as structuring agent for the majority of the maritime Master Limited Partnerships.

Christa additionally has worked on numerous buyside advisory engagements for various shipping clients on a confidential basis as well as been active with companies exploring public debt alternatives. Additionally, she has worked with a spectrum of industrial clients, including extensive work for Ford Motor Company where she was involved in the sale of Volvo and the sale of Hertz. Christa received her M.B.A from the University of Michigan Business School, graduating with High Distinction. She has a B.A. in Mathematics, Summa Cum Laude, from the Ohio State University. Previously, she worked in finance for Visteon Corporation and Ford Motor Company.



Markus Wenker Head of Ship Finance Hellenic Bank

Markus Wenker is the Manager of the Ship Finance
Unit of Hellenic Bank. Prior to joining Hellenic

Bank in Cyprus in 2016, Mr. Wenker worked for HSH Nordbank in Hamburg/Germany for more than 13 years of which he spent more than 10 years in ship finance, most recently as a Senior Restructuring Manager. In this role, he managed a portfolio of non-performing loans to internatinal shipping companies and represented the bank in some of the largest and most complex financial restructurings in the maritime industry world-wide. Prior to his focus on restructuring, Mr. Wenker was a Credit Analyst and, before that, a Credit Manager in the Greek clients desk of the Ship Finance Unit of HSH Nordbank.

Mr. Wenker is a trained banker. He holds degrees in banking business administration.



Todd Wilson Sr. Vice President Jefferies LLC

Todd is a managing director in the Maritime Investment Banking group at Jefferies where he has been for nearly four years. Since 2012 Jefferies

Maritime Investment Banking group has completed over 50 transactions for shipping clients including IPOs and other equity raises, leveraged finance, M&A and Restructuring and Advisory deals with total transaction value of over \$18 billion. Previously, Todd worked at Barclays and Lehman Brothers in the transportation group where he advised companies in the maritime, airline, transportation infrastructure and surface transportation spaces on capital raising and M&A transactions. He received a MBA from UNC Kenan-Flagler Business School and a BA from Kalamazoo College.



Terence Zhao President Singhai Marine Services

Terence has been working in maritime education and manning industry for more than 25 years. He

was lecturer in COSCO Qingdao Ocean Shipping Mariners College and later on joined China Shipping Group as Managing Director of its manning arm MASES Singapore before he founded Singhai in November 2004. Terence graduated from Shandong University of China with a BA in Electronics Science. He obtained his MBA from National University of Singapore, and MSc in Maritime Studies from Nanyang Technological University.

Singhai has developed a dedicated team consisting of professionals and experts with rich experience in seafarers manning and training. Our Managers mainly consists of seagoing masters and chief engineers sailed in the respective international shipping companies. Our frontline staff are graduates from maritime universities and colleges.

LUNCHEON SPONSOR



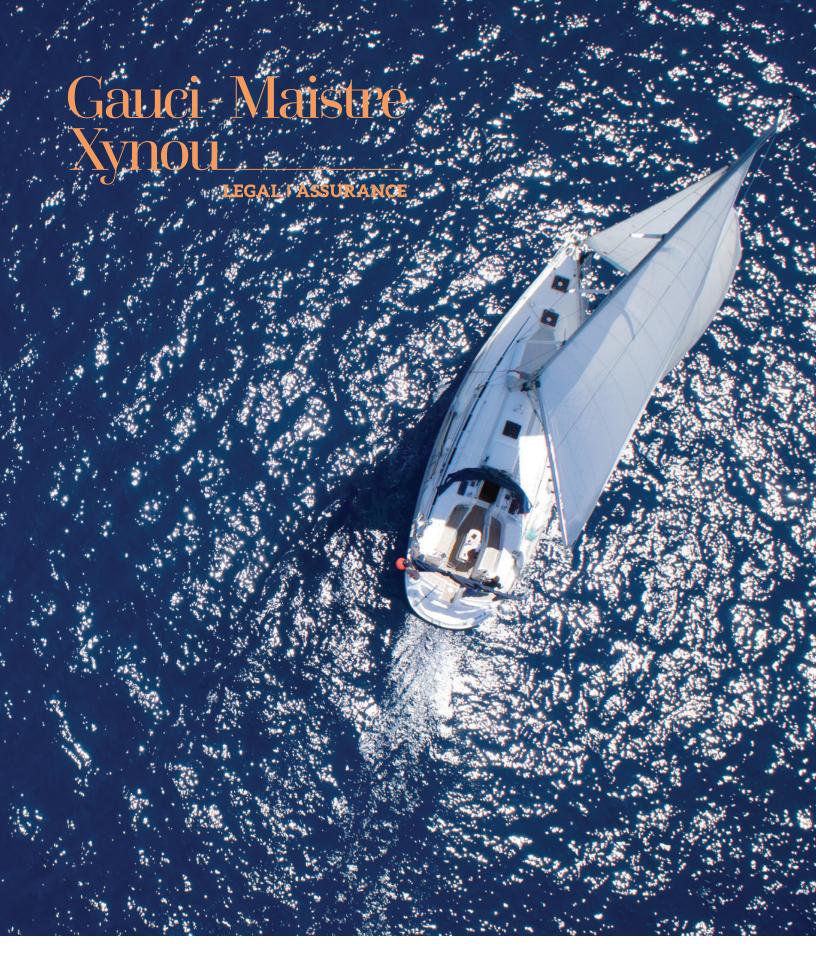
COCKTAIL RECEPTION SPONSOR



COFFEE SPONSORS







Shipping & Yachting • Fund & Investment Services • Finance & Taxation • Corporate & Commercial Aviation • Banking & Financial Institutions • Insurance & Re-Insurance • Audit & Assurance

Providing a smooth sea for your business

Hellenic Bank has a long tradition in shipping and is the trusted partner for shipping companies in the region.

With in-depth industry expertise and dedicated teams for ship finance and transaction banking, Hellenic Bank Shipping understands the needs of international shipping companies.

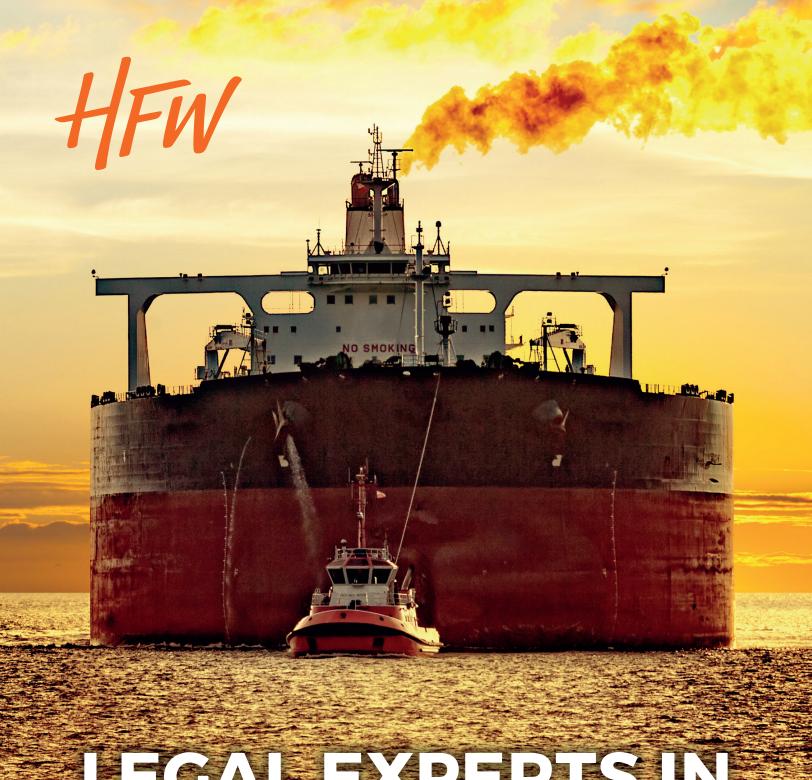
We provide a wide range of specialised banking products and services, including cutting edge Open APIs (Application Programming Interfaces), enabling secure real-time communication with the Bank's systems to provide an efficient and seamless execution of your payments, leading the evolution of payment systems and lifting transaction banking to the next level.





HELLENIC BANK SHIPPING

www.hellenicbank.com/shipping



LECAL EXPERTS IN SHIP FINANCE

www.hfw.com/shipping

SUPPORTING ORGANIZATIONS



































PROUDLY SERVING THE SHIPPING INDUSTRY SINCE 1 9 4 9





—A YCF GROUP MANAGED COMPANY —

LISCR Hellas S.A.

ΕΥΠΛΟΙΑΣ 2, ΠΕΙΡΑΙΑΣ

THΛ.: 210-4529670 info@liscr.gr





Global Air Compass Marine Logistics BV was established with one main core value:

"Provide the 'extra mile' level of service, always giving the customer more than they expect."

We provide logistics dedicated to the marine industry, we are passionate with this, we like to help people find solutions, create friends and have fun by enjoying our day today business.

We stay focused on our core values, and we increase our knowledge and education, for our team to provide greater success and services to all our customers.

For successful operations we offer a variety of solutions

- Freight forwarding, by air, ocean, truck
- Delivery on board operations, by barge or truck
- European trucking service
- Charter flights

- Warehousing
- Consolidations
- Customs formalities

Our headquarters: Willem Barentszstraat 1 3165 AA Rotterdam The Netherlands

Tel: +31 10 313 8450

Email: <u>info@globalaircompass.com</u> Web: www.globalaircompass.com



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 firms has advised P&I Clubs, BIMCO, INTERTAKO, the Greek Shipping Cooperation Committee, the Union of Greek Shippowners, 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

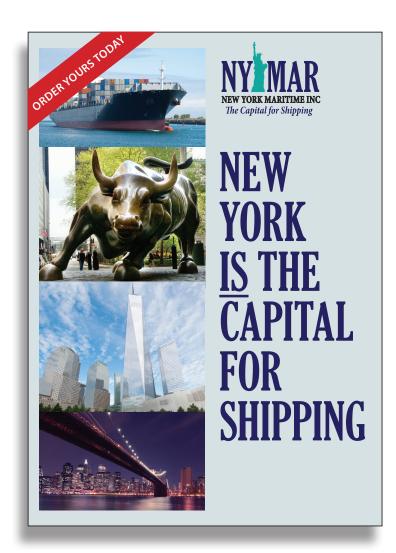
Our Office

2200 Wilson Boulevard Suite 320 Arlington, VA 22201

Phone: 703-525-5110 Fax: 703-525-5122



New York IS the Capital for Shipping in a myriad of ways



To highlight its attributes, NYMAR has compiled a set of articles written by the recognized leaders in each of the following topics:

- New York as a Finance Center- Follow the money
- New York as a favorable tax jurisdiction
- New York as a large and active port
- New York as a viable business center
- New York as a legal center
- New York as an arbitration center
- New York as an insurance center
- New York as a brokerage center
- New York as a maritime education center

ORDER YOURS TODAY!!! www.nymar.org

A vibrant port, a wonderful city, complete array of maritime services, the works!!

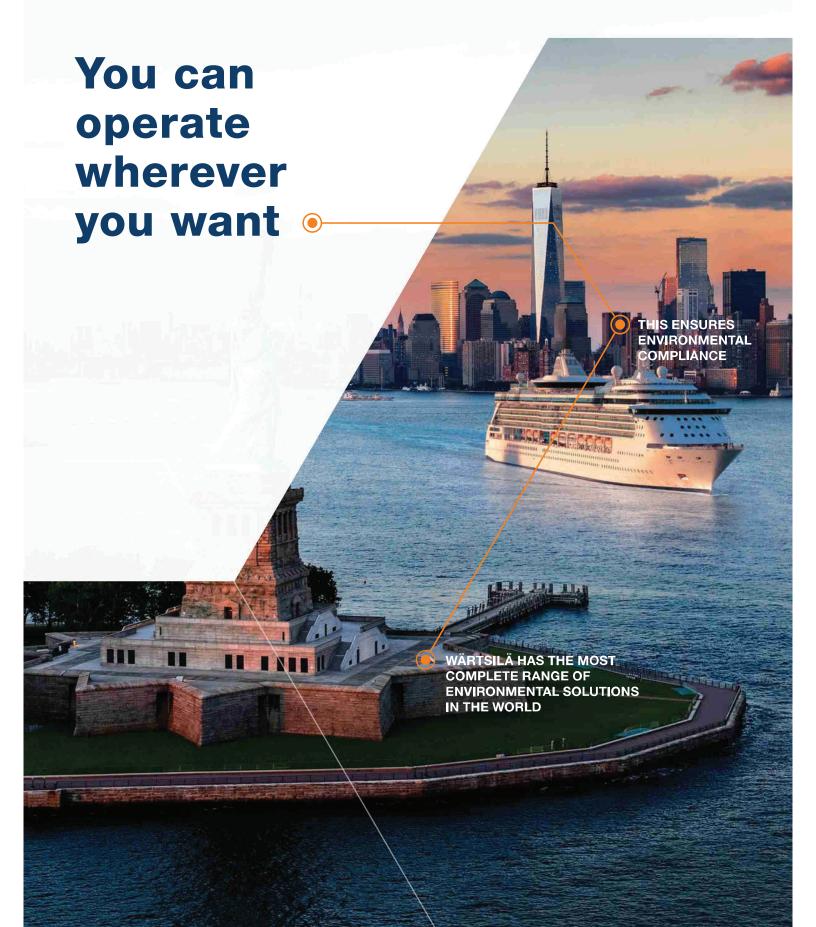
NEW YORK MARITIME INC. (NYMAR) is bullish on doing business in the New York Maritime region. Not only is there a full complement of ship owning companies and maritime services (financial, legal, insurance, broking, and more), but New York also boasts the third largest port in the United States—the largest trading nation in the world.



PYXIS TANKERS INC.









A PROFESSIONAL CREWING COMPANY ESTABLISHED TO MEET ALL YOUR CREWING NEEDS.

Service with our H.E.A.R.T.

Honesty

Enthusiasm

Accountability

Responsibility



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

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

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

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.

Splighing the industry news tor six decades

INTERNATIONAL MONTHLY REVIEW

Founded in 1957

OFFICES: 9 Sotiros Dios Str., 185 35 Piraeus, GREECE Tel: +30 210 4226486 • Fax: +30 210 4226487

E-mail: lettashipping@ath.forthnet.gr • Site: www.shipping-magazine.gr



Data-led daily news, market analysis and insights for the global IPPING, TRANSPORTS and LOGISTICS industry



- **✓ DAILY NEWS**
- **WEEKLY MAGAZINE**
- **✓ SPECIAL SUPPLEMENTS ✓ NEWSLETTER**

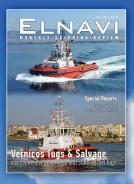


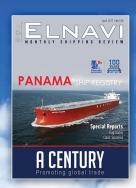




ELNAVI

Promoting the achievements & developments of Greek shipping





















ABOUT SHIPPING CO.UK

Allaboutshipping.co.uk introduces the platform for the shipping industry and beyond.

Our mission is to create the free platform for all issues of the shipping industry – after all, 80 percent of our planet is water and the majority of its 7 plus billion people live close to the sea! 150 + categories of subjects are covered in order to offer the industry a variety of unbiased news and information! Our goal is to challenge whatever hasn't been challenged to date! And it is not the power of information, as many try to put forward: It's the abuse of power of information that many live on and that destroys the industry, physically and technically. Enjoying the same page views per month like last year – we have reached even 30,000 plus – nearly double since five years ago, we are slowly but steadily conquering the maritime world, so come on board and gradually see what you can get from this medium, entrust your written views with allaboutshipping.co.uk, as well as your promotion in the form of an advert/banner

Allaboutshipping.co.uk is your NEW platform!

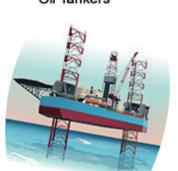




FPSO



Oil Tankers



Jackup Rigs

Keeping it simple and central



Container Ships



Offshore Vessels



Semi-submersibles



Gas lalikels

and much more!



Land Rigs



nafsgreen.gr World shipping news

> NIKOS K. DOUKAS PUBLICATIONS 12, Karababa str. 17343 - Athens - Greece +30.210.42.86.606 - nafsgreen@nafsgreen.gr - www.nafsgreen.gr

Daily World Shipping news



INTERNATIONAL MEDIA PARTNERS



Lloyd's List









GREEK MEDIA PARTNERS



www.efoplistesnews.gr









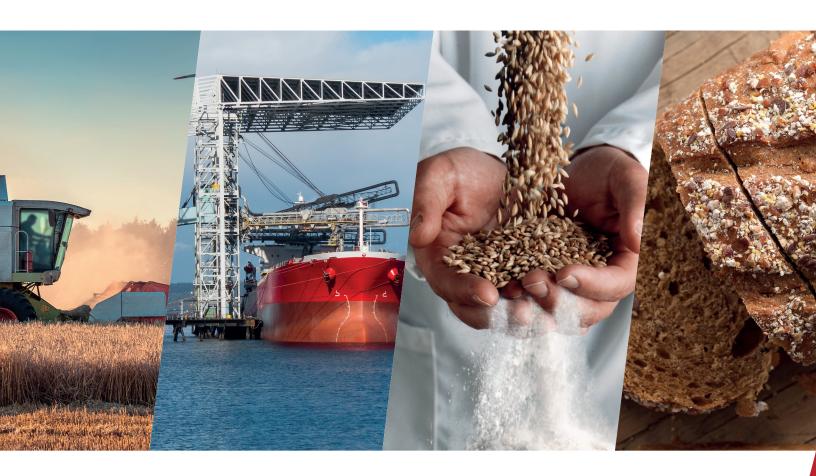








MOVING YOUR BUSINESS FORWARD





Posidonia

A unique business platform for the global shipping industry

22,000 visitors

1,825 EXHIBITING COMPANIES

1()1 COUNTRIES



4-8 June 2018

Metropolitan Expo, Athens Greece

www.posidonia-events.com

IN COOPERATION WITH





GLOBAL LEAD SPONSOR



GLOBAL GOLD SPONSORS











GLOBAL SPONSORS























EVENT SPONSORS



































SUPPORTING SPONSOR







SPEAKERS DINNER SPONSOR



COCKTAIL RECEPTION SPONSOR



COFFEE SPONSORS





INTERNATIONAL MEDIA PARTNERS



Lloyd's List









GREEK MEDIA PARTNERS































SUPPORTING ORGANIZATIONS



















Capital Link 9thAnnual **Greek Shipping Forum**

Thursday, February 8, 2018 Athens, Greece

ORGANIZED BY



INVESTOR RELATIONS & FINANCIAL COMMUNICATIONS

www.capitallink.com www.capitallinkforum.com www.capitallinkshipping.com www.capitallinkgreece.com www.capitallinkfunds.com www.maritimecsr.com

NEW YORK, USA

230 Park Avenue, Suite 1536 New York, NY 10169 Tel.: +1 (212) 661 7566

Fax.: +1 (212) 661 7526

LONDON, UK

2/8 Victoria Avenue, Longcroft House London, EC2M 4NS

Tel.: +44 (0) 203 206 1322 Fax.: +44 (0) 203 206 1321

ATHENS, GREECE

Agiou Konstantinou 40, # A5 151-24 Maroussi, Athens - Greece

Tel.: +30 (210) 6109 800 Fax.: +30 (210) 6109 801

OSLO, NORWAY Raadhusgaten 25 P.O.Box 1904 Vika

N-0116 Oslo, Norway