

# Capital Link 2<sup>nd</sup> Annual Singapore Maritime Forum

Monday, April 8, 2019 Singapore



Global Lead Sponsor



In Partnership With





SINGHAI MARINE SERVICES 森海海事服务

Global Gold Sponsors





At Columbia Shipmanagement, we are committed to establishing long-term partnerships with our clients. We value the trust placed in us and aim to serve with transparency.

Columbia Shipmanagement Relationship Partnership Leadership









### HELD IN CONJUNCTION WITH THE SINGAPORE MARITIME WEEK



Capital Link's 2<sup>nd</sup> Annual Singapore Maritime Forum aims to highlight the significant role of Singapore as the gateway to Asia and the global shipping markets. It will discuss the developments and trends in the energy and commodities markets, the various shipping sectors, the global financial and capital markets, as well as issues pertaining to regulatory developments, technical and commercial fleet management. It will also address the growth, M&A and consolidation trends in the maritime industry and the new competitive landscape in shipping today.

Our Singapore Maritime forum will focus on global industry developments. Four areas that we will examine more closely include the industry's readiness and compliance with the upcoming environmental regulations, the impact of technology on shipping as well as the changing landscape in finance. The fourth area will focus on the growth, M&A and consolidation trends in the maritime industry and the new competitive dynamics in shipping today

At the same time, the Forum will highlight the competitive positioning and advantages of Singapore as a maritime hub. Singapore has been an amazing success story and our Forum will highlight the strategies and policies that contributed to this success and will discuss what lies ahead. We are delighted that our event takes place within the context of the Singapore Maritime Week which gathers industry leaders from all over the world for a week of information exchange, networking, conferences and exhibitions organized by a diverse range of maritime industry stakeholders.

The majority of the speakers and panelists are experts and top decision makers from global organizations. They come to Singapore prepared to address critical topics of interest to the industry and to interact with high level executives from the shipping, shipbuilding, trading and finance communities.

With a 23-year track record, Capital Link is known for the organization of large scale investment and maritime conferences in major industry centers such as New York, London, Athens, Limassol, Shanghai and Singapore attracting 1,000+ delegates. Capital Link's Forums attract the elite of the shipping, finance and investment executives and top industry decision makers. 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.

Our Singapore event is organized in Partnership with **Columbia Shipmanagement and Singhai Marine Services** and we would like to express our deep appreciation to them for their help, support in putting this event together.

We would like to thank the sponsors and media partners of our event for their support and contribution in making this event such a unique success. We are gratified to see that the majority of our sponsors are with us on a global basis 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.









### HELD IN CONJUNCTION WITH THE SINGAPORE MARITIME WEEK

MORNING SESSIONS			
8:00 AM - 8:30 AM	Registration & Coffee		
8:30 AM – 8:35 AM	Welcome Remarks	Mr. Mark O'Neil, CEO - Columbia Shipmanagement Mr. Terence Zhao, CEO - Singhai Marine Services	
8:35 AM – 8:45 AM	Opening Remarks	Mr. Esben Poulsson – Chairman, International Chamber of Shipping; President – Singapore Shipping Association; Executive Chairman – ENESEL	
8:45 AM – 9:05 AM	Singapore – A Leading Global Maritime Hub – Vision for the Future	Ms. Tan Beng Tee, Assistant Chief Executive (Development) – MPA  Interviewed by:  Mr. Nicolas Bornozis, President - Capital Link  Mr. Terence Zhao, CEO - Singhai Marine Services	
9:05 AM – 9:40 AM	2020: Is the Industry Prepared for this Game Changer?  A discussion among leading industry participants on availability, compatibility, standardization & pricing of marine fuels; options and strategies to comply with the major environmental regulations in effect as of 2020	Moderator: Mr. Simon Petch, Partner - Watson Farley & Williams  Panelists:  Ms. Claire Wright, Business Economics Manager - Shell International Trading and Shipping Company  Mr. Jerome Leprince-Ringuet, Managing Director - TOTAL MARINE FUELS GLOBAL SOLUTIONS (TMFGS)  Mr. Khalid Hashim, Managing Director - Precious Shipping  Mrs. Charis Plakantonakis, Chief Strategy Officer - Star Bulk Carriers	
9:40 AM – 9:50 AM	Can regulation and competitiveness co- exist?	H.E. Natasa Pilides, Shipping Deputy Minister to the President – Republic of Cyprus	
9:50 AM – 10:20 AM	Digitalization: A Fad or a Means to an End?  How Digitalization Can Reduce Carbon Emissions and Operating Costs – The Transformational Impact of Technology on Shipping	Moderator: Ms. Cristina S. Santa Maria, Regional Manager South East Asia, Pacific & India - DNV GL - Maritime  Panelists:  Mr. Johan Munir, CFO - AET Tankers  Mr. Salvatore d'Amico, Fleet Director - d'Amico Società di Navigazione S.p.A.; CEO - ISHIMA Pte Ltd  Mr. Constantinos Spyrou, Chief Commercial Officer - Tototheo Maritime	
10:20 AM – 10:40 AM	FOCUS ON INDUSTRY LEADERS  A One-On-One Discussion on the Shipping Industry's Outlook – Opportunities – Challenges and More!  Mr. George Prokopiou  Chairman  Dynacom Tankers Management  Interviewed by:  Mr. Richard Brand, Partner - Cadwalader, Wickersham & Taft LLP		

10:40 AM – 11:15 AM	The Global Shipping, Commodity & Energy Markets - Shipowners & Charterers Perspective  Shipping is affected by developments in the global commodity and energy markets. The panel will discuss cargo and trading flows, the role of Asia in global trading and the impact on shipping.	Moderator: Mr. Frans van de Bospoort, Global Head of Shipping – DVB Bank  Panelists:  Mr. Kenny Rogers, Head – Aurora Tankers  Mr. Bjorn Stignor, General Manager - Golden Stena  Mr. Pankaj Khanna, Member of BoD – Heidmar; Former CEO - Ocean Rig UDW  Mr. Michael Nagler, Head of Chartering - Noble
11:15 AM – 11:50 AM	Global Shipping Banks & The Availability of Finance for the Shipping Industry  Banks have been the traditional source of finance for the shipping industry – how major shipping banks deal with new regulatory and market challenges.  Is the bank finance market shrinking or growing? Is new capital available for the industry? Who can qualify for bank finance and at what cost and terms?	Moderator: Mr. John Forrester, Partner - HFW  Panelists:  Mr. Wang Zhao, Director of Asia-Pacific - AVIC International Leasing Co., Ltd  Mr. Michael Parker, Industry Head, Global Shipping & Logistics and Chairman EMEA Corporate Banking - Citi  Ms. Kristin Holth, Global Head of Ocean Industries - DNB  Mr. Frans van de Bospoort, Global Head of Shipping - DVB Bank
11:50 AM – 12:05 PM	Harnessing the Potential of the Retail Investor Market as a Source of Capital for Shipping  Combining Capital Markets & Technology to Optimize Access to Capital	Mr. George Cambanis, Managing Director - YieldStreet Marine Finance
12:05 PM – 12:40 PM	The Growth of Regional Trading Opportunities in Southeast Asia	Moderator: Mr. Jayendu Krishna, Director – Drewry Maritime Financial Research  Panelists:  Mr. Kyriacos Panayides, Managing Director – AAL Shipping  Mr. Charles Maltby, CEO – Epic Gas  Mr. Martyn Wade, CEO – Grindrod Shipping Pte.  Mr. Yaseen Anwar, Board member - International Monetary Institute (IMI) of Renmin University, Beijing; Senior Advisor - ICBC Singapore; former Governor - Central Bank of Pakistan
12:40 PM – 12:50 PM	What you need to know about the Greater Bay Area	Mr. Benjamin Wong, Head of Transport & Industrial – InvestHK
12:50 PM – 1:30 PM	Industry Consolidation – Growth & MA What It Takes to Compete in Shipping Today	Moderator: Mr. Gregg Johnston, Partner – Stephenson Harwood (Singapore) Alliance  Panelists:  Mr. Martin Ackermann, CEO – BW LPG  Mr. Mark O'Neil, President - Columbia Shipmanagement  Mr. Mikael Skov, CEO – Hafnia  Mr. Jeremy Nixon, CEO – Ocean Network Express
1:30 PM – 2:30 PM	Networking Luncheon  SEACATE SEAMEN	

# Capital Link Forums

# 2019 Calendar



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.



## 🕽 rd Annual Capital Link Cyprus Shipping Forum

Wednesday, February 27, 2019 Columbia Plaza - Limassol, Cyprus



This event provides investors with a comprehensive review of various shipping markets to investment communities in Cyprus.. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financers and investors.



The Metropolitan Club, New York City

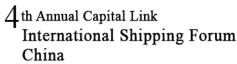


The thirteenth installment of the Invest in International Shipping Forums is investor-focused event allows a platform for high-level and shipping companies to share and examine the shipping markets in light of annual results. Institutional investors and analysts, financial advisors, bankers, financial media, and other qualified investors will be in attendance.





This event is organized in Partnership with Columbia Shipmanagement and Singhai Marine Services. It will discuss the regulatory, geopolitical and industry trends affecting shipping. It will provide a comprehensive review and current outlook of the shipping, financial and capital markets, as well as issues related to shipmanagement, the environment, innovation, and cybersecurity. The Forum will also highlight the role of Singapore and Asia for the global shipping industry.



Friday, May 10, 2019 Grand Kempinski Hotel Shanghai, China



This event, organized in Partnership with Columbia Shipmanagement and Singhai Marine Services provides investors with a comprehensive review of various shipping markets to investment communities in China and throughout Asia. It aims to provide investors with a comprehensive review and current outlook of the various shipping. marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financers and investors.



event will be organized in Partnership with Columbia Shipmanagement. The seminar will provide an educational foundation into all major areas of shipping markets, maritime operations, regulatory, geopolitical and industry trends affecting shipping. Participants will gain a comprehensive review of the current outlook of the various shipping sectors, environmental regulations and compliance, the impact of technology, marine insurance, shipbuilding; ship management, financial and capital markets, and topics of critical interest to shipping industry participants, financiers and investors.



This annual event, playing host to 1,000 attendees every year, will not only address the benefits and challenges associated with using closed-end funds (CEFs) and ETFs, but will also present a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other wealth management professionals, and major financial media.



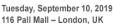
9 th Annual Capital Link CSR Forum
"INVESTING IN GROWTH THE NEW FACE OF CSR"
Tuesday, June 25, 2019 - Hilton Athens Hotel, Athens



Capital Link continues to support the sustainable development in Greece by promoting and presenting both initiatives from the business side, as well as the activities and needs of NGOs. The conference will present programs and initiatives that foster entrepreneurship and innovation. It aims to present entrepreneurs with a practical guide as to how they can get financing and other types of support for their business plans. It gives them access to initiatives, programs and contacts that can help them in this direction. The Forum combines two sides.



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





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.

11 th Annual Capital Link
New York
Maritime Forum

Tuesday, October 15, 2019 The Metropolitan Club



New York - The Capital for Shipping

The New York Maritime Forum (NYMF) is both an investment and an industry conference. The objective of the Forum is to enhance New York's profile as a place of business to the global maritime industry and especially to global shipping firms and industry participants who do not reside in New York.





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.



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.





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.



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

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

Honesty

**E**nthusiasm

**A**ccountability

Responsibility



# HELD IN CONJUNCTION WITH



**Capital Link's 2nd Annual Singapore Maritime Forum** is held in conjunction with the **Singapore Maritime Week 2019 (SMW).** SMW is the leading maritime event in Singapore driven by the Maritime and Port Authority of Singapore. SMW gathers the international maritime community in Singapore for a week of conferences, dialogues, exhibitions and social events in celebration of all things maritime. These events reflect the vibrancy and diversity of Singapore as a major international maritime centre.

### About the Singapore Maritime Week 2019 (6 – 12 April 2019)

Singapore Maritime Week (SMW) is one of the world's leading maritime shows and is organised annually and driven by the Maritime and Port Authority of Singapore (MPA). Every year, SMW gathers the international maritime community for a week of flagship conferences, dialogues, exhibitions and social events in celebration of all things maritime. The range of activities and events organised by MPA, industry stakeholders and research and educational institutions, as well as the cosmopolitan profile of participants, reflects the vibrancy and diversity of Singapore as a global hub port and leading international maritime centre.

# IN PARTNERSHIP WITH



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

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



**Singhai Marine Services** is a leading maritime company supplying quality seafarers to international shipping companies. Singhai Marine Services is incorporated in

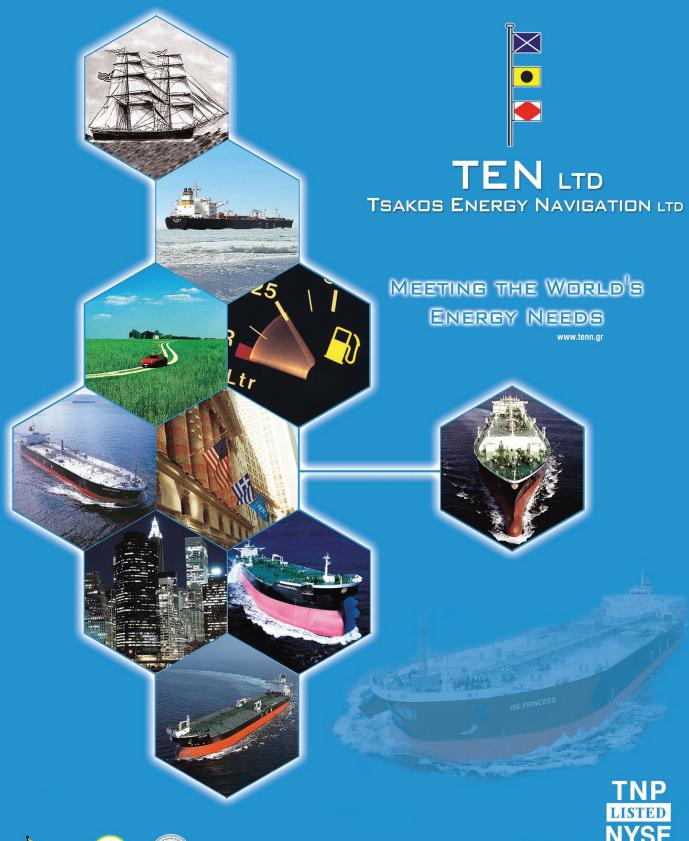
Singapore and Shanghai, the two leading global maritime hubs. Since 2004, Singhai Marine Services has witnessed a steady growth and better positioning in the maritime industry over the past 13 years. Three fully-owned subsidiaries and one representative office were set up in Dalian, Wuhan, Shenzhen and 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.

Singhai Marine Services' core service is supplying highly qualified Chinese and International seafarers for all type of ships, and maritime education and training. 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 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.

# 26 YEARS OF CONTINUOUS GROWTH











# GLOBAL LEAD SPONSOR



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

# GLOBAL GOLD SPONSORS



**DNV GL** is a global quality assurance and risk management company.

Driven by our purpose of safeguarding life, property and the environment, we enable our customers 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, power and renewables industries.

We also provide certification, supply chain and data management services to customers across a wide range of industries.

Combining technical, digital 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 and operations in more than 100 countries, our experts are dedicated to helping customers make the world safer, smarter and greener.



**Tototheo Maritime** specialises in innovative, efficient and functional solutions in the fields of digitalization, satellite and radio communication, automation and navigation systems. Headquarters are located in Cyprus and we have our own office in Greece and partner offices in Dubai and Singapore. Our vast experience in the maritime sector provides us with the unique advantage of in depth understanding of our customers' needs combined with our dynamic approach towards innovative technologies, thus allowing our clients to generate more value out of their daily operations.

Tototheo Maritime operates in a connected dynamic and sustainable maritime sector, supported by reliable and efficient connectivity and innovative technologies – all underpinned by the Tototheo values. We conduct our business with honesty and transparency, offering equal terms of treatment without prejudice. Our team's foremost goal is to listen and confidently trek into the future while keeping a firm link to the present.







# MODERN CLASS FOR SMARTER OPERATIONS

Today's market needs smarter solutions - and a modern classification partner. Find out how our modern classification solutions can turn possibilities into opportunities - and make your operations safer, smarter and greener.

Learn more at dnvgl.com/maritime

# **GLOBAL SPONSORS**



The goal of **Citi's Institutional Clients Group (ICG)** is to be the best banking partner for its clients by offering a full spectrum of wholesale banking products and services in all of the markets in which it operates.

Through Citi's unmatched, worldwide proprietary network with a physical presence in 98 markets, Citi is uniquely positioned to take advantage of evolving global trends and provide large, multinational corporations, public sector entities, ultra high-net-worth households and investment managers with a full suite of integrated products and services.

A trusted advisor and lender to its institutional clients, supporting innovation and growth for corporations, Citi provides cash management and trade solutions to 90% of Global Fortune 500 companies to help them conduct daily operations, to hire, to grow and to succeed. In the public sector, Citi helps build sustainable infrastructure, housing, transportation, schools and other vital public works for the future. With trading floors in approximately 80 markets, clearing and custody networks in 63 markets and connections with 400 clearing systems, Citi maintains one of the largest global financial infrastructures and facilitates approximately \$4 trillion of flows daily on average.

Citi's shipping franchise is amongst the most reputable and established names in the industry, with a longstanding history of supporting its maritime clients with innovative funding solutions, access to capital markets and strategic advisory services throughout the cycles.





**CMB Financial Leasing Co., Ltd.** (abbreviated to the "CMBFL"), approved by the State Council, is one of the first batch of five financial leasing companies affiliated with banks in China. With the approval from China Banking Regulatory Commission, CMBFL was founded in March, 2008. CMBFL is a wholly-owned subsidiary of China Merchants Bank (abbreviated to the "CMB") with the registered capital of RMB 6 billion.

Since the establishment of CMBFL, it has been actively researching and developing all kinds of financial leasing products in accordance with the need of the physical economy. CMBFL launched financial solutions for clients from various fields of industry including energy, equipment manufacturing, aviation, shipping, energy saving and environmental protection, health industry, public utility and culture industry, financial leasing companies. The clients

of CMBFL come from a variety of large, medium and small companies. In Nov. 2018, the balance of the leasing assets of CMBFL exceeded RMB170 billion.



Leading financial group

**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.

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.

Customer facts Figures in 1000

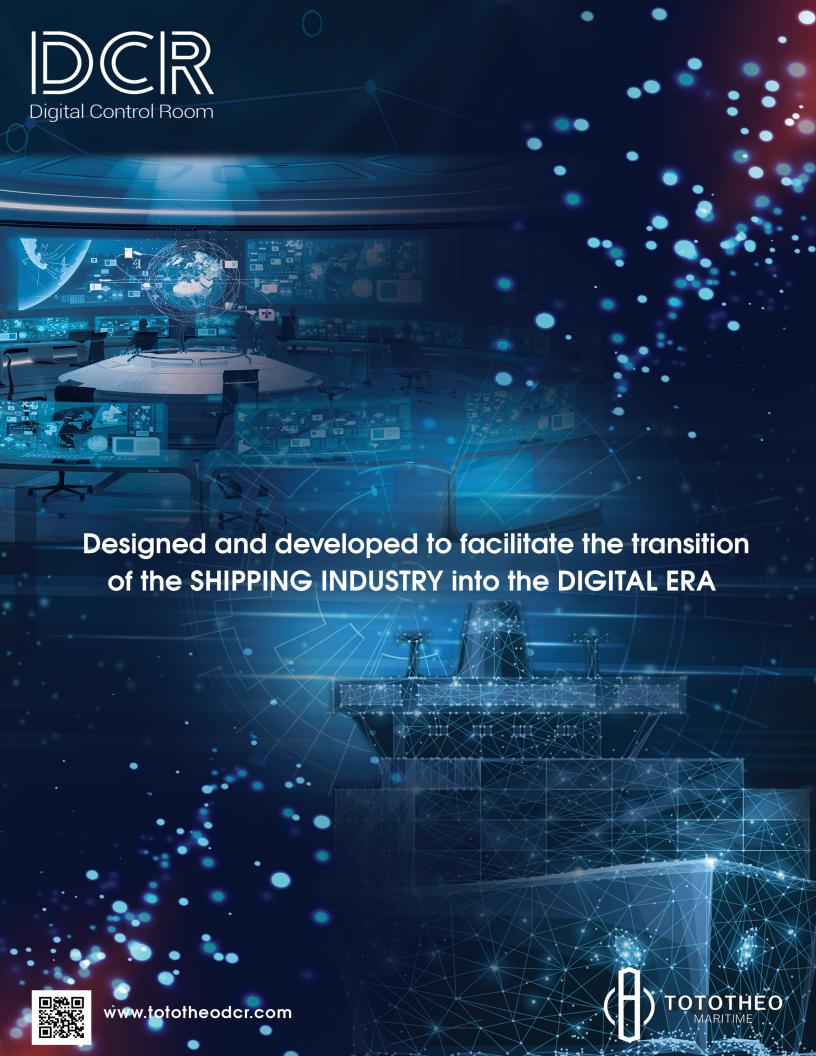
- Retail customers in Norway 2 100
- Corporate clients in Norway 210
- Active Internet bank users in Norway 1 300
- Customers in life and pension insurance companies in Norway 1 200
- Individual non-life insurance customers in Norway 218



**DVB Bank SE**, headquartered in Frankfurt/Main, Germany, specialises on 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). As a subsidiary of DZ BANK AG Deutsche Zentral-Genossenschaftsbank, Frankfurt am Main, DVB is part of Germany's second-largest banking group. Please visit our website www.dvbbank.com for additional information.



**Invest Hong Kong (InvestHK)** is the Hong Kong Special Administrative Region (HKSAR) Government Department responsible for attracting Foreign Direct Investment and



# **GLOBAL SPONSORS**

supporting overseas and Mainland businesses to set up or expand in Hong Kong.

InvestHK has specialists in a range of priority sectors and an overseas network of staff and representatives based in 31 key business cities worldwide.

InvestHK team partners with clients on a long-term basis and is available to help at any stage of their business development in Hong Kong. It provides free advice and customised services to help businesses succeed in Hong Kong's vibrant economy.

www.investhk.gov.hk



With total assets of € 155 billion, NORD/LB Norddeutsche Landesbank is one of Germany's leading merchant banks. Its core business segments include structured finance in the energy and infrastructure sector, maritime industries and aircraft finance, corporate client business, commercial real estate finance, capital market business and private and commercial client business including private banking. The bank has headquarters in Hanover, Braunschweig and Magdeburg. NORD/LB also has branches in Bremen, Oldenburg, Hamburg, Schwerin, Düsseldorf, Munich and Stuttgart. Outside Germany, NORD/LB is active in Luxembourg with a covered bond bank (NORD/LB Covered Bond Bank) and also has offices in London, New York, Singapore and Shanghai.



**Watson Farley & Williams** has the largest dedicated maritime practice in the world and is acknowledged as "a shipping powerhouse that maintains a leading presence in the maritime finance field around the globe" (Chambers Global 2017). With 14 offices covering Asia, the Middle East, Europe and the US, our maritime experience and legal expertise, acquired over more than 30 years advising clients, means our lawyers are recognised for providing advice that is pragmatic and commercially focused.

We offer a full service to the maritime industry, advising a wide range of market players around the world, including ship-owners, lessors and lessees, banks, export credit agencies and private equity funds. WFW has acted on the biggest and most complex transactions and disputes in the industry and in 2018 WFW was named Shipping and Maritime Law Firm of the Year at the Asia Legal Awards.



**YieldStreet** is building the largest global digital wealth management platform to change the way wealth is created. With an investor-first approach, YieldStreet's community can build a diversified portfolio of investments outside of the stock market and generate passive income. Investors get unprecedented access to asset classes such as Real Estate, Marine Finance, Legal Finance & Commercial loans. Headquartered in New York City with offices in Brazil, Argentina and Greece, the company is backed with \$178M in equity and debt capital from firms including Edison Partners, Greycroft, & Raine Ventures. Join the movement at www. yieldstreet.com.

# **EVENT SPONSORS**



**AMOS Group Limited** is a leading international provider of diversified products, services and solutions to customers in the marine and offshore sectors. Through its modern procurement, logistics and supply chain infrastructure, AMOS - All Marine offshore Solutions, offers a broad and comprehensive portfolio of world-class technical supplies and provisioning solutions to marine fleets and offshore contractors.

The Group's network strategically links eleven key locations,

enabling single point sourcing for its customers across four of the most vibrant oil and gas production zones, and through four of the busiest ports in the world. In addition to representing and supporting industry leading brands through exclusive supplier arrangements, the Group also markets its own ALCONA brand of professional grade equipment including 'Crew Gear' personal protective equipment and an expanding range of technical supplies and daily consumables developed for the marine and offshore workplace.

# **Solutions for Shipping Finance**

CMBFL has established a robust platform to provide shipping finance solutions, including finance lease, operating lease, structured products, financial consultancy, and shipping assets management. With a sound portfolio and a whole suite of shipping financial services where the international and domestic businesses interact nicely, CMBFL has successfully cultivated a large number of high-quality shipping finance clients.

# SAILING FURTHER SOLUTIONS FINANCING THE FUTURE

**Add:** 21-23F, China Merchants Bank Building, No.1088, Lujiazui Ring Road, Shanghai, China **E-mail:** zyzlsceb@cmbchina.com **Fax:** (86)21-61059911 **Website:** www.cmb-leasing.com

# **EVENT SPONSORS**

The Group was founded in 1974 and listed on the Singapore Stock Exchange in 2012. Headquartered in Singapore, it has additional solutions and fulfilment centres in United Kingdom, United Arab Emirates, Azerbaijan, Kazakhstan, Indonesia, Malaysia, Vietnam, Hong Kong, Mainland China and South Korea.



**AVIC International Leasing Co., Ltd,** (short for AVIC Leasing) is among China's first domestic financial leasing enterprises approved by the Ministry of Commerce and State Tax Administration, incorporated under Aviation Industry Corporation of China(AVIC) headquartered in Shanghai with registered capital of RMB 9.978 billion Yuan.

AVIC Leasing is the only one leasing company with the aviation industry background, committed in areas such as research and development, production and sales of enterprise products, offering financial support and valueadded services mainly in the form of leasing. After years of development, the main aircraft leasing business of company has been covered by the domestic aircraft, imported aircraft, business jets, general aviation aircraft, engines, simulators, airports' special equipment, aviation materials and other types of aviation products. In the field of ship, machinery & electronics, transport equipment, Energy-saving and environmental protection equipment, major projects' investment, Company has achieved considerable progress, building a good financing platform for our enterprise customers, providing the professional and personalized leasing programs and financing services.

## CADWALADER

Cadwalader, Wickersham & Taft LLP, established in 1792, serves a diverse client base, including many of the world's leading financial institutions and corporations in more than 50 countries. With offices in the U.S. and Europe, Cadwalader offers legal expertise in antitrust, banking, corporate finance, corporate governance, energy, environmental, executive compensation, financial regulation, financial restructuring, fintech, fund finance, healthcare, intellectual property, litigation, mergers and acquisitions, private equity, private wealth, real estate, securitization, structured finance, tax and white collar defense.

HFW

**HFW** are committed to shipping. Home to the world's largest and most diverse team of maritime lawyers, our network covers many of the world's major marine hubs.

At HFW we have evolved with our clients, helping to keep

the world moving from the beginning of the supply chain to the end.

Whether helping our clients to negotiate deals, solve disputes or comply with the increasingly complex regulations which affect them, we are sector leading experts across the full breadth of the shipping industry. We have obtained our deep knowledge of the industry by working with different participants across the whole of the maritime sector for nearly 140 years.

Working collaboratively with our clients we help to drive commercial aims and provide fast, pragmatic, relevant advice when needed most.

We are as much crisis managers, strategists and commercial advisors, as we are lawyers.



The Shipping Deputy Ministry was created on 1st March 2018 as an autonomous Deputy Ministry, dedicated entirely to the Cyprus Maritime Industry. It is responsible for the development of maritime activities, which include: Registration of ships, Administration & Continuous updating of the Merchant Shipping Legislation, Control of ships & Enforcement of International Conventions, Protection of the Marine Environment, Vessel Traffic Monitoring in the sea around Cyprus, Monitoring the conditions of living and working on board Cyprus Ships, Registration, Training & Certification of seafarers, Coordination of the EU Integrated Maritime Policy, Administration of the State Aid Scheme for Maritime Transport & the Tonnage Tax System, Promotion of Cyprus as an International Registry and a base for international maritime operations.

Cyprus ship Registry ranks among the top international fleets and has the third largest fleet within the European Union. Cyprus is firmly established as a world class international maritime centre, combining both a sovereign flag and a resident shipping industry, which is renowned for its high quality services and standards of safety.



**Ship Supply International** is one of the largest and most comprehensive providers of ship supplies and application-specific solutions for provisions, deck and engine supplies, consumables, fuel, agency, and ship management needs within the maritime industry.

Since 1968, the company's primary focus is serving its customers through on time deliveries supported by diverse vendor relationships, efficient supply chain networks, volume contract discounts, all through a global footprint.



Globally the ocean industries represent a significant opportunity, and how we use the oceans is key in solving several global challenges. To produce enough food, energy and minerals for a growing population, we must use ocean resources in a sustainable way.

DNB plays a significant role in a business area where we have deep historical roots as one of the world's major players in the industry. DNB's first-hand knowledge means that we can offer expertise and insights into ocean industries with a reputation for stability and long-term commitment.

**DNB Ocean Industries – Your financial partner** Energy – Maritime – Seafood

# **EVENT SPONSORS**

Ship Supply translates this into value for the customers by providing high-quality consumables, dependable supply logistics, competitive pricing, and a support network that proactively anticipates needs and mitigates risk.

STEPHENSON HARWOOD (SINGAPORE) ALLIANCE

**Stephenson Harwood** is an international law firm headquartered in London with ten offices across Asia, Europe and the Middle East. We have over 1000 people worldwide, including more than 170 partners. Our people are committed to achieving the goals of our clients - listed and private

companies, institutions and individuals. We assemble teams of bright thinkers to match our clients' needs and give the right advice from the right person at the right time. Dedicating the highest calibre of legal talent to overcome the most complex issues, we deliver pragmatic, expert advice that is set squarely in the real world.

In addition we have forged close ties with other high quality law firms. This diverse mix of expertise and culture results in a combination of deep local insight and the capability to provide a seamless international service.

The Stephenson Harwood (Singapore) Alliance offers clients an integrated service in multi-jurisdictional matters involving permitted areas of Singapore law.

# SUPPORTING SPONSORS



AAL is a multiple award-winning global multipurpose & heavy Lift shipping operator that has served the breakbulk, project heavy-lift and dry bulk sectors for almost 25 years. Its triage of service models - tramp chartering solutions, semiliner trades and liner services - provide highly flexible and competitive transport solutions that connect every compass point via a network of well-established local offices across the world. AAL operates one of the market's youngest and largest fleets of specialist MPP heavy-lift vessels, with a fleet mix that combines market-leading cargo intake with heavy lift capability of 700 t max. The fleet is supported by a dedicated team of in-house engineering and operations professionals that have accomplished numerous industry firsts for the carrier and its customers. AAL's growing global customer base represents dynamic industries like oil & gas, mining, wind energy, construction, agriculture and leisure.



**d'Amico International Shipping S.A.** is a subsidiary of d'Amico Società di Navigazione S.p.A., one of the world's leading privately owned marine transportation companies, and operates in the product tankers sector, comprising vessels that typically carry refined petroleum products, chemical and vegetable oils. d'Amico International Shipping S.A. controls, either through ownership or charter arrangements, a modern, high-tech and double-hulled fleet, ranging from 35,000 and 51,000 deadweight tons. The Company has a history and a long tradition of family enterprise and a worldwide presence with offices in key market maritime centres (London, Dublin,

Monaco and Singapore). The company's shares are listed on the Milan Stock Exchange under the ticker symbol 'DIS'.



**Epic Gas** owns and operates a fleet of fully pressurised gas carriers providing seaborne services for the transportation of liquefied petroleum gas and petrochemicals. The company controls a fleet of 39 vessels which serve the international supply chains of leading oil majors and commodity traders throughout Asia, Europe, Africa and the Americas. The Company's shares are traded over the Oslo Stock Exchange under the symbol "EPIC-ME".



**The EUROFIN GROUP** is an investment & corporate finance advisory firm established in 1984 and active globally in the maritime industry with offices in the three important maritime centres of London, Athens and Singapore (under the brand name "SEAFIN").

The Group employs a team of seasoned maritime & finance professionals who distinguish themselves with their track record and in-depth knowledge of the international maritime and financing markets.

EUROFIN's primary goal is to assist and advise its clients on their funding needs for raising, enhancing, restructuring and optimizing their capital structure.

The Group offers services such as:

• Structured maritime finance solutions including senior and/



The specialist in international transport finance

Amsterdam Athens Curação Frankfurt Hamburg London New York Oslo Singapore Tokyo





# **SUPPORTING SPONSORS**

or junior credit facilities and equity placements for vessels & fleets

- Restructuring and credit enhancement services on behalf of Lenders or Borrowers
- Sell side or buy side M&A advisory services
- Maritime credit portfolio valuations including quantitative
   qualitative due diligence for performing and/or nonperforming exposures
- Acquisitions and/or disposals of loan portfolios in the secondary market

Since its inception, the EUROFIN GROUP has executed maritime deals with a value of over US\$ 25 billion in capital placements and secondary transactions. For more information: www.eurofingroup.com



**Grindrod Shipping**, originated in South Africa with roots dating back to 1910. The company is based in Singapore, with offices around the world including, London, Durban, Cape Town, Tokyo and Rotterdam. Its primary listing is on Nasdaq and secondary listing on the JSE. Grindrod Shipping owns and operates a diversified fleet of owned, long-term chartered and joint-venture dry-bulk and liquid-bulk vessels across the globe.



**Heidmar** is the original commercial management brand in the tanker space and was the first shipping company to develop a digital solution, eFleetWatch, designed to build trusting and transparent relationships with ship owners. This kind of innovative forethought continues to be deeply embedded in the core of Heidmar's values and vision. With over 30 years of experience, our success comes from our

ability to be agile, lean, and well-positioned to respond to both the opportunities and the risks that exist in the tanker space.

Our Mission is to provide existing and future pool partners with exceptional returns on their assets while working alongside them to prepare for what we expect to be a dynamic market in 2020. Longer-term, we believe that Heidmar will provide ship owners with a strategic and forward-thinking commercial trading platform in the tanker space.

By managing owner-barriers to entry through working capital, time charter options, the FFA desk, and strategic digital solutions alongside our pursuit of pool-complimentary projects, we remain the original commercial management platform that drives the most value for ship owners.



**Star Bulk** is a global shipping company providing worldwide seaborne transportation solutions in the dry bulk sector. Star Bulk's vessels transport major bulks, which include iron ore, coal and grain, and minor bulks, which include bauxite, fertilizers and steel products. Star Bulk was incorporated in the Marshall Islands on December 13, 2006 and maintains executive offices in Athens, Oslo, New York, Cyprus and Geneva. Its common stock trades on the Nasdag Global Select Market and on the Oslo Stock Exchange under the symbol "SBLK". On a fully delivered basis, Star Bulk will have a fleet of 109 vessels, with an aggregate capacity of 12.45 million dwt, consisting of 17 Newcastlemax, 19 Capesize, 2 Mini Capesize, 7 Post Panamax, 35 Kamsarmax, 2 Panamax, 17 Ultramax and 10 Supramax vessels with carrying capacities between 52,055 dwt and 209,537 dwt. Where we refer to information on a "fully delivered basis," we are referring to such information after giving effect to the delivery of three newbuilding vessels The Company also holds call options and has sold respective put options on four Capesize vessels, with exercise dates in early April 2019.

# **BAGS SPONSOR**



**Wrightlinks Logistics Services Limited** is 100% indigenous Nigerian company set up to provide logistics support and training for both local and foreign companies in Nigeria. We have been offering such services for over 7years with a growing clientele base. We therefore believe that we can offer our client and prospective clients the same professional services at very affordable rates.

Wrightlinks Logistics Services Limited has its head office at Block 9, Police Housing Estate, Chinuo Worlu Street, Off Abacha road, GRA phase 3, Port Harcourt and operational office in Lagos and Abuja. We are also willing to move operational base to client location if the need so arise.

# IT'S ALL PLAIN SAILING **IN HONG KONG AND BEYOND**



As one of the world's busiest container ports and the fourth largest shipping register, Hong Kong has all the advantages to support your Maritime businesses to set sail from Hong Kong and beyond.

InvestHK has the expertise to help you from planning, set up, launch and expansion in our city. Our services are free, confidential and tailored to your needs.

Contact us now.

Hong Kong Maritime Week 2018 has been successfully concluded.

> Check out the highlights at hkmw.hk and stay tuned of the upcoming Maritime Week.

25/F, Fairmont House, 8 Cotton Tree Drive, Central, Hong Kong

L Benjamin Wong, Head of Transport and Industrial

 ■ bwong@investhk.gov.hk **(852)** 3107 1088

www.investhk.gov.hk

The Government of the Hong Kong Special Administrative Region



# **LANYARD SPONSOR**



**Palau International Ship Registry (PISR)** is honored to be ranked as the fastest growing registry in the world by the IHS Fairplay magazine annual review 2017. By investing in advanced technology, highly experienced staff and building on a foundation of a fully electronic registry, PISR provides the highest standards of administrative, legal, technical and support functions to ship-owners and managers including documentation for the ships and registering them under the Flag of the Republic of Palau. Having a set of unique SMART tools and a dedicated Deficiency Prevention System (DPS) with greater operational and cost-effective flexibility for ship owners, PISR is redefining the Ship Registration service and proves that the world's oceans are big enough for a smart superior Flag.

Palau International Ship Registry has its European Head office in Greece - as part of its USA, Houston Head office upon a comprehensive strategy in the development of the registry. There are 40 Deputy Registrars with a presence in 24 Countries, and more than 100 Flag State Inspectors spread worldwide, assuring that PISR can offer truly 24/7 support for clients. PISR is tomorrow's leader, today and globally known as a SMART registry with customer-centric focus offering differentiated, innovative and reliable solutions for ship-owners and managers.

# LUNCHEON SPONSORS





### Singapore Organisation of Seamen & Seacare Cooperative Limited

The Singapore Organisation of Seamen (SOS) is a global maritime trade union affiliated to Singapore's National Trades Union Congress (NTUC) and the International Transport Workers' Federation (ITF).

The union's strong tripartite affiliation with the local, regional and international maritime community, such as the Maritime and Port Authority of Singapore (MPA) and the ITF has also benefitted its members.

In 1994, SOS founded Seacare Co-operative Limited,

an economically viable enterprise that further fulfills the obligations of SOS. With its own family of business enterprises, the co-operative assists job-displaced local seamen through welfare schemes, work opportunities and investment projects.

### SOS's mission:

- To promote employment opportunities as well as good industrial relations.
- To assist and encourage members to retrain and upgrade themselves in a competitive employment market.
- To help and ensure all seamen receive their just reward for their hard work.









# We finance Maritime Industries.

NORD/LB has actively structured individual and tailored solutions for maritime industries throughout the world for over 45 years. We pass our excellent know-how on to our customers by professionally and flexibly preparing finance concepts and developing innovative solutions to meet individual needs. Together with our customers we pursue the goal of a long-term partnership geared towards securing success.





Leasing

# Reaching Beyond

融通未来 \*\*\*



- Newbuilding ship finance
- Sale-and-leaseback
- Joint Venture
- Operating Lease
- Consulting and financial solutions

AVIC International Leasing Co.,Ltd (AVIC Leasing) is among China's first domestic financing leasing enterprises approved by the Ministry of Commerce and State Tax Administration, incorporated under Aviation Industry Corporation of China(AVIC) headquartered in Shanghai.

AVIC Ship leasing focuses on building a platform for shipping related business partners, in areas of Vessels, Shipyards, Ports and Container Boxes worldwide, and also provides package services by collaborating with internal shipyards AVIC Ship.

Web: http://www.chinaleasing.net E-mail: Yangguangyi@chinaleasing.net Contact: Eric Yang



# ANCHORING SEAFARERS' NEEDS



### Seacare Maritime Training Scheme (SMTS)

• Provides training needs for members



### Seacare Sailors' Home Scheme (SSS)

- Provides accommodation for members
- Provides drop-in centre and shuttle service for international seafarers
- Provides accommodation and facilities for participating shipping companies



## Seacare Medical Scheme (SMS)

 Provides medical benefits for members and participating shipping companies



## Seafarers' Provident Fund (SPF)

Provides a means of social security protection for members

# **SPEAKER BIOS**



Martin Ackermann Chief Executive Officer BW LPG

Martin Ackermann, born 1977, is Chief Executive Officer of BW LPG. He has more than two decades

of experience within the maritime industry of which more than a decade in international executive management roles. Prior to BW LPG, Martin has served as CEO of Evergas and Managing Director of both Eitzen Gas and B-Gas.

Mr Ackermann holds executive qualifications from INSEAD, China Europe International Business School, The Oxford Princeton Programme and Copenhagen Business School. Mr Ackermann is a member of the Institute of Chartered Shipbrokers and board member of World LPG Association.



Yaseen Anwar Advisory Board, International Monetary Institute, Renmin University, Beijing, China Senior Advisor, Industrial & Commercial Bank of China, (ICBC) Singapore Former Governor, Central Bank of Pakistan

Mr. Yaseen Anwar's international banking and regulatory experience spans 40 years and in 2014, he retired as the Governor of the State Bank of Pakistan (Central Bank) where he spent seven years. At the Central Bank he negotiated and signed the country's first Currency Swap Agreements with China and Turkey and in 2012 became only the 7th Central Bank to sign an Agency Agreement with the Peoples Bank of China to invest in local Government Bonds. As Governor, he had oversight of over 40 banks, impacted Monetary Policy, and elevated the Branch-less Banking model/ strategy for Financial Inclusion, the success of which was recognized globally.

As Governor, he also served on the Bank for International Settlement (BIS) Financial Stability Board (FSB) for Asia. Aside from his current responsibilities with ICBC and IMI, he has been an active Keynote speaker and Panelist at global Forums promoting the internationalization of the RMB in the SDR basket of Reserve Currencies and the One Belt One Road initiative.

Prior to the Central Bank, he worked in New York, London, Paris, and Egypt with JPMorganChase, Bank of America, and Merrill Lynch in various senior capacities.

While currently serving on the Advisory Boards of the prestigious International Monetary Institute (IMI) of Renmin University, Beijing and the Official Monetary and Financial Institutions Forum (OMFIF) in the U.K., his various past Board appointments include Chairman of Eco Trade Development Bank, Turkey, the American Turkish Society New York, American Middle East Association, U.S. Pakistan Economic Council, United National Bank Ltd. U.K., and member of the Council of Foreign Relations.

He is a graduate of the Wharton School at the University of Pennsylvania.



### 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.



### Richard Brand Co-Chair Cadwalader Corporate Group

Richard Brand is Co-Chair of Cadwalader's Corporate Group and a member of the Firm's Management Committee. He is widely recognized

as a leading advisor to public companies, hedge funds, private equity firms and investment banks, with particular expertise in the shipping and transportation industries. His experience includes mergers and acquisitions, takeover preparedness and defense, shareholder activism and defense, general corporate advisory work and securities offerings. He has been described by The American Lawyer as "a takeover and defense specialist" who is "no stranger to billion-dollar deals" and by Chambers USA as "an extremely talented and bright" practitioner who is "very creative and tailors his advice to what is needed for the situation," and has also been recognized by Lawdragon, Who's Who Legal and Super Lawyers. He holds a B.A. from Princeton University and received his J.D., cum laude, from New York University, where he served on the New York University Journal of International Law and Politics.

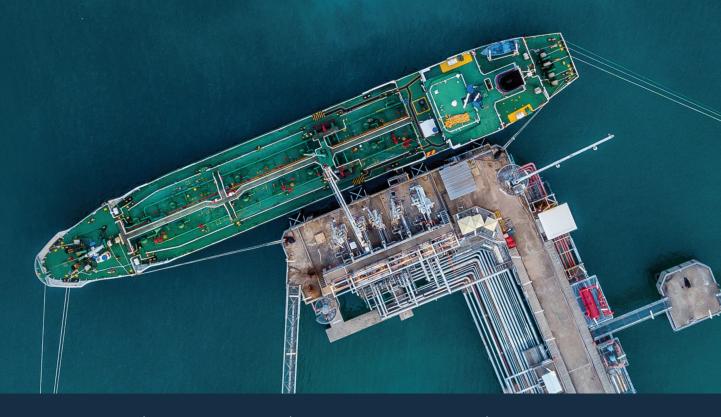
# WATSON FARLEY & WILLIAMS

# THE GLOBAL MARITIME LAW FIRM

We have 20 years in the Singapore market and 35 years' experience advising across the full spectrum of maritime assets. With our roots in asset finance, we are now recognised as the market-leading, full service firm in the maritime space.

Ranked Band 1 by Chambers & Partners in 10 jurisdictions worldwide.

Come and meet us during the Capital Link 2nd Annual Singapore Maritime Forum 2019.



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

# **SPEAKER BIOS**



George Cambanis
Managing Director
YieldStreet Marine Finance

Managing Director at YieldStreet Marine Finance, an online alternative investment platform and advisor at Sea Machine Robotics, an autonomous marine

technology company. George has over 40 years of experience in the shipping industry, after founding Deloitte Greece in 1976. As leader of Deloitte's Shipping & Ports group, George worked with a global network of over 1000 shipping professionals in Audit, Financial Advisory and Consulting. George founded ShipTech Connect forums to bring together the shipping and technology start-up communities working with technology companies that are transforming the maritime industry. More on roles and projects at Deloitte on LinkedIn. https://www.linkedin.com/in/george-d-cambanis/



Salvatore d'Amico Fleet Director d'Amico Group

Salvatore d'Amico is one of the members of third generation of d'Amico family who works within

the Group. He holds a degree in Economics obtained in Rome. He experienced the life on board very young when he begun to sail on the d'Amico vessels for school summer holidays.

During the academic years, he worked with JP Morgan in Geneva before returning to d'Amico Group where he completed his internal training by enriching his professional development in different departments.

After achieving a degree in Economics, he spent two years in d'Amico Dublin office before returning to Rome where he currently holds the position of Group Fleet Director. He is member in many Boards of the Group companies, in particular in d'Amico Shipping Singapore e d'Amico Shipping Italia. He is also the CEO of Ishima since 2013.



John Forrester Partner HFW

John Forrester is a partner in HFW's market-leading Shipping group, specialising in ship finance. With over 30 years' experience in the sector, in 2017

he relocated from our HFW's London office to Singapore to lead HFW's Asia Pacific ship finance team.

John's clients include banks and other financial institutions, shipowners, operators, shipbuilders and other investors in the shipping and offshore industries. As well as handling financing projects and loan restructurings, John acts for clients in relation to shipbuilding, ship sale and purchase, leasing and joint venture transactions.



Khalid M Hashim CEO Precious Shipping (PSL)

Khalid Moinuddin Hashim, CEO of Precious Shipping (PSL) Bangkok, is an adjunct lecturer at Singapore Management University. He comes from

a family engaged in shipping/trade. His father, the late Moinuddin Hashim, was the Chairman of the Indian National Shipowners Association and his late greatgrandfather was a founding director of Scindia Steam Navigation Company.

In 1978, after attaining an MBA specializing in Finance, Khalid began his career with Tolani Shipping, Bombay. In 1979, he worked under the late Hon. Ali Maniku, Minister of Shipping for the Maldives Government, in Singapore. In 1984, Khalid joined the GP Group and started PSL in 1989.

In 1996 Khalid was elected to the Board of the Swedish Club, a 147 year old Marine Mutual Insurance company; Chairman of the Finance and Audit Committee in 1997, and was elected Deputy Chairman in 2007 and continues with both these positions.

In September 2007 Marine Money ranked PSL as the No.1 Listed Shipping Company in the World. In April 2012, Seatrade Asia awarded the 'Lifetime Achievement Award' to Khalid.



Kristin H. Holth
EVP & Global Head of Ocean Industries
DNB BANK ASA

Kristin H. Holth is Global Head of Ocean Industries in DNB - Norway's largest financial services group and a global leading financial institution within the

Ocean Industries.

Ocean Industries includes DNB's activity within Seafood, Shipping and Oil related industries.

Kristin H. Holth has held numerous management positions within DNB over the years. The latest before current being Global Head of Shipping, Offshore & Logistics for 4 years and General Manager & Head of DNB Americas for 6 years.

Holth is member of the International Advisory Board at BI, Norwegian Business School, and member of Ocean Industry Forum Board, Oslo.



**Gregg Johnston**Partner
Stephenson Harwood (Singapore) Alliance

Gregg heads the shipping and offshore finance team in Singapore, a top ranked team by Chambers Asia Pacific and The Legal 500 Asia Pacific. He has

been practising in Singapore since 2002 and has built a strong reputation in the Asia Pacific region for shipping and offshore finance work.

Gregg specialises in all aspects of shipping and offshore financing including secured and unsecured lending, syndicated and bilateral loans, sale and leaseback transactions, guarantee and letter of



# Fearnley Securities

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

# Capital raised last 36 months USD ~8 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

Equity Coverage

Credit Coverage

### Sales

Equity

Fixed Income

### OFF. ACCOMODATION



USD 475m

**Secured Bond** 



RIG

USD 250m + 250m

Private Placement

### **CRUDE**



USD 100m + 30m

**Private Placement** 

### **DRY BULK**



USD 100m

**Unsecured Bond** 

### **FERRY**

Havilafjord AS

USD 750m + 250m

**Secured Bond** 

### **LNG**



USD 300m+100m+125m

**Private Placement** 

### Research **GAS CARRIERS**

**& NAVIGATOR GAS** 

**NOK 600m** 

Secured Bond

### RIG



USD 65m + 20m

**Private Placement** 

### **SEISMIC**



NOK 120m

**Private Placement** 

# SPEAKER BIOS

credit facilities, restructuring and workouts, export credit backed facilities, container box financing, loan portfolio sales and enforcement work.

Gregg's clients range from international banks, alternative financiers (including funds), export credit agencies, ship owners and other corporates.

He is ranked as a leading individual by Chambers Asia Pacific and The Legal 500 Asia Pacific.



Pankaj Khanna Member of BoD – Heidmar Former CEO - Ocean Rig UDW

Mr. Pankaj Khanna is 48 years old with over 30 years of varied experience in the maritime & offshore industry. Currently he is part of the TMS group of

companies focused on developing new projects and investments in shipping. He is also a member of the Board of Directors of Heidmar. Previously he was the President and Chief Executive Officer of Ocean Rig UDW Inc, an ultra-deepwater drilling company that was successfully sold to Transocean in December last year.

He also served as CEO of Pioneer Marine Inc, a drybulk company that he founded in 2013. Prior to his position at Pioneer Marine Inc., Mr. Khanna served as CMO at Ocean Rig UDW Inc. and as the COO of DryShips, Inc. from 2009 to 2012. Prior to joining DryShips, he served in C-Suite roles at Excel Maritime Carriers Ltd and Alba Maritime Services S.A. He has also served as Vice President of Strategic Development at Teekay Corporation, from 2001 to 2007 and as a Senior Analyst at SSY Shipbrokers from 1998 – 2001. He also has hands on experience of working on cargo ships as a deck officer from 1988 - 1997. Mr. Khanna graduated from Blackpool and the Fylde College and also received a postgraduate diploma in International Trade and Transport from London Metropolitan University.



Jayendu Krishna **Director-Maritime Advisors Drewry** 

Jayendu leads bulk shipping advisory of Drewry. He has been working on research and consultancy focussing on international trade and shipping,

freight procurement strategy, undertaking due diligence studies for shipping companies, logistics cost modelling, financial modelling etc. He is interested in developing econometric models for freight market forecasts and volatility analysis.



### Jérôme Leprince-Ringuet **Managing Director Total Marine Fuels Global Solutions**

Jérôme Leprince-Ringuet, born in 1973, is a agraduate of Ecole Polytechnique and Ecole

Nationale de Techniques Avancées, and also holds a Master's degree in Chemical Engineering.

He joined Total in 1997 as research engineer, specializing in extraheavy oil upgrading and bottom-of-the barrel processes. Between 2000 and 2006, he held various positions in Refining, first as

Normandy Refinery optimization manager, then as Head of Donges Refinery production planning team.

In 2006, he was appointed to the Research Division of Total Refining Marketing, where he conducted programs related to crude oil processing, fuels and base oils manufacturing, and refinery modeling and optimization.

In 2009, he joined the Strategy Division of Total Refining Marketing, in charge of the strategic and financial planning, as well as prospective studies on oil markets.

In 2013, he was appointed as Head of Supply and Refining for Africa/Middle-East Division in Total Marketing & Services.

In April 2017, he became Strategy / Global Cap implementation Director for Total Marine Fuels Global Solutions (TMFGS) and in September 2018 he was appointed Managing Director of TMFGS.



### **Charles Maltby Chairman & Chief Executive Officer Epic Gas**

Charles has over 25 years of shipping industry experience. He graduated from the University of Plymouth, UK in 1992 with a BSc in Maritime

Business (International Shipping & Maritime Law). He began his shipping career with Mobil Shipping in 1992 with day to day responsibility for LPG and petrochemical chartering & operations. From 1996 to 2005 he held various positions with BHP Billiton's dry bulk and tanker freight business in London and Melbourne, culminating in establishing the handysize/handymax chartering and trading desk in the Hague in 2001.

In 2005 he joined Pacific Basin as Managing Director (UK), Global Head of the Handymax Business and Head of the Groups Atlantic business. He joined Epic Gas as Executive Chairman in September 2014, and has been appointed Chairman & Chief Executive Officer end March 2015. He attended INSEAD (AMP) in 2008, and is a member of the Institute of Chartered Shipbrokers.



Johan Munir **CFO AET Tankers** 

As a member of AET's Executive Leadership Team (ELT), Johan Munir assumed his current position as Chief Finance Officer on 1 April 2018.

Johan comes to AET with a wealth of experience gained in the finance, shipping and oil and gas industries, having held a variety of roles in finance, accounting, business planning and operations within the MISC / PETRONAS group of companies.

Prior to joining PETRONAS in 1996, Johan worked for 'Big Four' accounting firm KPMG. His portfolios in PETRONAS and MISC allowed him to venture into accounting and finance for LNG, chemical and upstream overseas operations. His last role was as Managing Director of tank terminals in the Netherlands, a joint venture between MISC and VTTI. Johan joined AET and assumed his current portfolio with us in March 2013.

Johan holds a Bachelor of Arts (Hons) in Accounting and Management Science from the University of Kent. He is a qualified CPA from the Malaysian Institute of Certified Public Accountants.



YieldStreet is an alternative investment platform for investors and asset managers, focused in specialty finance and asset based lending. We partner with experienced asset managers to originate, underwrite & service our investments.

### The Only Platform to Participate in Multiple Verticals









"Uber and Netflix have fundamentally shifted consumer behavior and disrupted incumbent firms. In our research, we're beginning to see signs that Wall Street is being threatened by similar forces...one next-generation example already available today is YieldStreet."



### **Investment Philosophy**

Asset Based Collateral Low Stock Market Correlation **Experienced Management** Short Duration (less than 5 years) Risk Appropriate Returns

### The YieldStreet Advantage

- Over \$600 million funded to date
- No fund limits! Grow your AUM with us
- Expedited execution, we understand credit
- Experienced origination, risk management and underwriting team

### **Debt Structure**

- Unitranche financing
- Senior debt
- 2nd-lien and subordinated debt
- Whole-loan transactions
- Club and syndicated investments



# **SPEAKER BIOS**



Michael Nagler Head of Chartering Noble

Michael Nagler has been in drybulk shipping for 37 years. He started in Copenhagen with Wonsild &

Sons and thereafter spent 16years with Cargill in various locations of Chartering / executive roles. Michael headed the Billiton freight – managed the freight merger with BHP on behalf of Billiton. He subsequently spend 9 years with EDF Trading managing / developing their chartering business which built into 40 ships.

Michael joined Noble Chartering in 2014 as Global Head of Chartering, managing a portfolio of 15 owned bulk carriers and about 40 long term time charters moving 40 million tons of cargo per annum.



Jeremy Nixon is now the Global CEO of a new liner shipping company, Ocean Network Express (ONE),

which is headquartered in Singapore, and will be commencing full operations from April 2018.

His career originally started at sea as a navigating officer, followed by a Bsc (Hons) in Maritime Commerce at Cardiff University (UK), and then four years at the Port of Felixstowe. In 1990 he completed an MBA at the University of Warwick (UK).

He has been actively engaged in the container shipping industry for the last thirty years, and has held senior management positions with P&O Nedlloyd, Maersk Line and NYK Line, in Europe, North America and Asia.

From April 2008 he joined the NYK Group as Managing Director of NYK Line Europe Ltd, based in London. Then in 2010 he transferred to Singapore to become COO of NYK Line's new Global Liner Management Division, based in Singapore. In 2012 he was promoted to CEO and went on to become a Corporate Officer of the NYK Group. In July 2017 he resigned from NYK to head up Ocean Network Express, which is a new joint venture company founded by the K Line, MOL and NYK Group companies.



Mark O'Neil President Columbia Shipmanagement Ltd

Mark O'Neil is the President of Columbia Shipmanagement Ltd. A maritime lawyer by profession, as a Partner with Stephenson Harwood

LLP and Reed Smith LLP for 17 years, Mark headed up international law firm Reed Smith LLP's German Shipping Team, and also colead the firm's Offshore Department. His clients included Ship Owners, Charterers, Insurers, Management Companies, Banks, Oil Companies and Offshore Contractors worldwide with a particular focus on the German, Scandinavian, Greek, Dutch, South American and Cypriot markets. He therefore has an in-depth knowledge of the shipping, ship management, banking and offshore sectors.

Mark chairs and/or speaks at numerous maritime and banking conferences and seminars worldwide. He is a passionate advocate of performance optimisation within the shipping and ship management industry and regularly speaks on this matter together with the related topic of digitalisation.



### **Kyriacos Panayides** Managing Director **AAL Shipping**

Kyriacos Panayides is Managing Director of specialist multipurpose, heavy lift carrier AAL, and is based in Singapore, since 2015. Kyriacos has

been with the Schoeller Group (AAL's shareholder) since 1992, after graduating with a Degree in Business Administration and a Post Graduate Degree in Shipping Studies.

A Fellow of the Institute of Chartered Shipbrokers, Kyriacos combines an extensive experience in a variety of shipping segments, such as Shipowning, Shipmanagement, Commercial operations, Liners and Shipping Agencies, in which Schoeller Holdings has a vested interest with founding and shareholding. Aside his capacity in AAL, he sits on the Board of numerous other Schoeller companies.



### Michael Parker Global Industry Head for Shipping Citi

Mr. Michael Parker has an M.A. in Politics, Philosophy and Economics from Magdalen College, Oxford University, graduating in 1977.

In 1996 he attended the Stanford Executive Program at Stanford University Palo Alto. Michael Parker is the Global Industry Head for the Shipping, Logistics and Offshore industries of Citigroup (since 1997), Vice Chairman of Corporate & Investment Banking (EMEA), co-head of the CIB Industrials sector in EMEA and in April 2016 Michael was also appointed Chairman Corporate Banking EMEA. He joined Citibank in 1977. Between 1977 and 1985 he looked after clients' international business in the U.K. construction industry and Citi's relationships with a number of large international oil and mining companies.

In October 1985 he joined Citibank's Shipping Division in London with specific responsibility for remedial management and in early 1989 he took over as Head of Northern Europe Shipping. In January 1997 he was appointed Global Industry Head with responsibility for Citibank's business world-wide. During his 32 years involvement with shipping finance Mr. Parker has been a regular conference chairman, speaker or panellist. Under his leadership Citi receives recognised industry awards across the different areas of shipping finance and he was named Marine Money's Dealmaker of the Year in 2012. March 2015 New York: Capital Link Leadership Award "in recognition of Michael Parker's unique and extensive contribution to the shipping industry".

Mr. Parker chaired the London Committee of Intercargo for a number of years and is involved in UK maritime matters as they pertain to finance. In 2015 and 2017 he served on the Advisory Board of London International Shipping Week and in 2017 was appointed to the Board of The Global Maritime Forum.



# A leading international provider of diversified products, services and solutions to customers in the marine and offshore sectors.



Our Expertise in **Rigging, Lifting and Mooring, Logistic and Supply** reinforces our broad and comprehensive value proposition of All Marine Offshore Solutions. Forging our collective capabilities to become a specialist provider of products and services through a single streamlined network, back by a single focused promise. When our customers demand solutions - **We Supply.** 

### **SINGAPORE**

Corporate Headquarters AMOS Group Limited
156 Gul Circle, Singapore 629613
Tel: +65 6262 2323 | 24 Hour Hotline: +65 9178 7000
E-Mail: corporate@amosgroup.com

### **GLOBAL OFFICES**

China | Hong Kong | South Korea | Malaysia | Vietnam | Indonesia | United Kingdom | United Arab Emirates | Kazakhstan | Azerbaijan



# **SPEAKER BIOS**



Simon Petch Partner Watson Farley & Williams

Simon is a Partner in the Finance group of Watson Farley & Williams, specialising in the maritime sector. Simon advises banks, other financiers,

owners and other participants on all aspects of debt, leasing and structured finance; security; construction and conversion; sale and purchase; operational and corporate matters. He has assisted on a number of public placement transactions. He has also been involved in a number of high-profile restructuring, work-out and dispute resolution matters.

Simon "has a wealth of experience and is also very approachable and friendly" (Chambers Asia-Pacific 2018), "has a good sense of finding mutually acceptable solutions" (Legal 500 Asia Pacific 2019) and is "very knowledgeable...combined with a commercial approach and effective transaction management skills" (Legal 500 2018). He has previously been "acknowledged in the market as a talented lawyer for his work advising on financing, contractual and corporate matters in the shipping sector" and clients value that he "takes the time to understand us as clients and grasps our commercial requirements" (Chambers Asia-Pacific 2016).

Simon is also Chairman of the Transport Logistics and Supply Chain Business Group Committee of the Singapore British Chamber of Commerce and is also an Ambassador for the Sailors' Society.



Natasa Pilides Shipping Deputy Minister to the President Republic of Cyprus

Natasa Pilides is the Shipping Deputy Minister to the President, since 1 March 2018.

Previously, she served as the Director General of the Cyprus Investment Promotion Agency since April 2016, responsible for the design and implementation of the Organisation's strategy in investment promotion, investor support and facilitation of reform, in close collaboration with the Cyprus government.

Natasa's work experience includes more than fifteen years in the private sector. She served as a Director and Regional Chief Operating Officer at Baker Tilly in South East Europe, heading the departments of Finance, Marketing, HR, Administration, Operations and IT for Cyprus, Greece, Romania, Bulgaria and Moldova. For 9 years she worked at PwC, in Cyprus, Milan and London in the areas of audit and tax consulting, providing services to multinational companies active in the fields of banking and finance, shipping, insurance, energy, construction and FMCG.

Natasa has wide experience in delivering professional training and courses for ICAEW, ACCA and CIMA exams in the areas of audit, tax, corporate law, ethics, financial accounting and reporting, at BPP London, one of the leading professional studies organisations worldwide.

Natasa graduated from Oxford University with a first-class honours degree with distinction in Modern Languages and Literature (French and Italian). She is a Fellow of the Institute of Chartered Accountants of England and Wales (ICAEW) and a member of the Certified Public Accountants of Cyprus (ICPAC).

Natasa is fluent in Greek, English, French and Italian.

She has represented and promoted Cyprus as an investment destination abroad throughout her career and has published various articles in international professional publications.



Charis Plakantonaki Chief Strategy Officer Star Bulk Carriers Corp

Charis Plakantonaki is the Chief Strategy Officer of Star Bulk Carriers Corp., the largest US listed dry bulk shipping company. Under her capacity

she leads the functions of Strategic Planning, Human Resources, Information Technology and Corporate Communications.

Before joining Star Bulk in 2015, Charis worked at Thenamaris (Ships Management) Inc. for seven years, initially as Strategic Projects Manager and subsequently as Head of Corporate Communications

Prior to Thenamaris she was a Senior Consultant at the Boston Consulting Group where she managed strategy development projects for multinational companies across different industries.

Charis received a B.S. in International & European Economics & Politics from the University of Macedonia, where she graduated as valedictorian, and a Master in Business Administration from INSEAD.

She serves on the Board of Trustees of the Anatolia College in Thessaloniki since 2010 and on the Advisory Board of the Blue Growth initiative since 2016.



Esben Poulsson Chairman ENESEL PTE. LTD

Esben Poulsson is Executive Chairman of ENESEL PTE. LTD., a Singapore based ship owning entity, of a fleet of large container vessels all under the

Singapore Flag. He has worked in the maritime industry for over 45 years and has held a variety of senior management positions in Hong Kong, London, Copenhagen and Singapore.

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

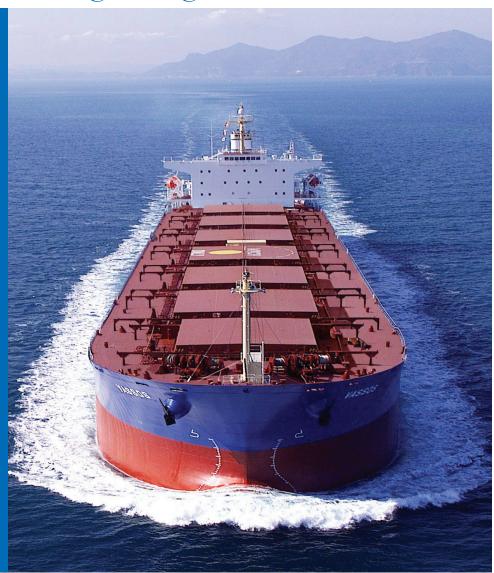
He is President of the Singapore Shipping Association and an Advisory Panel Member of the Singapore Maritime Foundation, and serves as Chairman of the London-based International Chamber of Shipping, which represents about 80% of the world fleet.

# CADWALADER

# Navigating Global Business

With roots in the shipping industry that extend back to the early 19th century, Cadwalader has a long-standing reputation for helping clients resolve legal issues involving maritime matters.

Our work in the area continues today as we advise shipping companies, financial institutions, investors, charterers and operators on a wide variety of transactions, including mergers, acquisitions, financings, and workouts, as well as in dispute resolution.



#### **SPEAKER BIOS**



George J. Procopiou Chairman Dynagas LNG Partners

Mr. George Procopiou has managed throughout the years a shipping fleet in excess of 500 vessels since entering the shipping business in 1974 and is

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

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



Kenny Rogers Head Aurora Tankers

Mr. Rogers is a graduate of the U.S. Merchant Academy with Bachelor of Science degrees in Marine Transportation and Marine Petroleum

Operations and commissions as U.S. Merchant Marine Officer and U.S. Naval Officer.

He is a career shipping executive with over 30 years of experience that includes sea going assignments as a ship's officer on crude, product and chemical tankers as well as senior management positions ashore.

Mr. Rogers has a diversified background in the shipping industry with experience in the Tanker, Cruise and Tug/Barge industry with the majority of his experience and focus in the tanker sector. His management roles have included P+L responsibility and senior management positions with dynamic and profitable US public companies such as OMI Corp., Carnival Corporation, Seabulk International, SEACOR and privately held Asian company IMC. Mr. Rogers's roles have included the Financial, Commercial, Operational, and Technical Management of Crude, Product and Chemical Tankers

Cristina S. Santa Maria Regional Manager South East Asia, Pacific & Indian DNV GL



Mikael Skov CEO Hafnia

Mikael Skov is the CEO of Hafnia, a newly established company created through a merger between Hafnia Tankers and BW Tankers. He was the co-

founder and the CEO of Hafnia Tankers, a global shipping company involved in the transportation of refined oil products. He has more than 32 years of experience in the shipping industry. He is a board member of Clipper Group Ltd and was an industry representative of the Danish Maritime Strategy Team established by the Ministry of Industry, Business and Financial Affairs. In addition, Mikael is on the Members' Committee of the International P&I club Skuld.

Prior to establishing Hafnia Tankers, Mikael worked 25 years in Torm, an international product tanker and bulk carrier company, of which he served two years as the CEO.

Mikael graduated in Economics and Language from Copenhagen Business School and has attended the International Executive Programme at Insead.



Constantinos Spyrou Chief Commercial Officer Tototheo Maritime

Constantinos Spyrou is the Chief Commercial Officer of Tototheo Maritime in Cyprus, an active member of the ICT Committee of the Cyprus

Shipping Chamber and Vice President of Young Ship Cyprus. Over the last decade, Constantinos has earned extensive experience and knowledge in regards to Maritime Satellite Communications Systems, as well as Electronic and Navigational Equipment development. Constantinos provides worldwide consultation and solution services to clients within a very niche industry and undertakes the process of supply, service, installation and support of high quality, sophisticated on-board maritime electronic equipment to clients.

Graduating in Toronto, Canada and Certified by the prestigious Copenhagen Business School in regards to Maritime Cyber Security, Constantinos offers knowledgeable advice and support to Maritime, land and Government Authorities in regards to Global Satellite Management Communications tools.



Björn Stignor
CEO of Golden Agri Maritime (GAM)
Chairman of Golden Stena Baycrest Tankers
(GSB Tankers)
MD of Golden-Agri Stena (GS)

Heading up three major logistic companies as a combination of JV and/or fully-owned companies from the three large groups: Golden Agri-Resources (the 2nd largest palm oil producer in the world), Stena Bulk (a major ship-owner controlling about 130 tankers), and Bay Crest (a professional commercial manager with strong presence in both Japan and Singapore).

Bjorn was graduated from Sweden with a chemical science degree and master mariner bachelor. After graduation, he sailed on chemical tankers until 2001 when he was a captain. He then took



# FINANCE LAWYERS ACROSS ASIA-PACIFIC

HONG KONG | JAKARTA | MELBOURNE | PERTH SHANGHAI | SINGAPORE | SYDNEY

www.hfw.com/shipping

#### **SPEAKER BIOS**

up a commercial role in Brostrom followed by Stena. In 2011, he moved to Singapore as the head of Stena Weco before he started GS in 2012 followed by GSB and GAM in 2019. Having offices in Singapore, Dubai, and Japan with total of US\$300 million in ship investments, the businesses have evolved further to where we are now.

Tan Beng Tee
Assistant Chief Executive (Development)
Maritime and Port Authority of Singapore (MPA)

Ms. Tan is the Assistant Chief Executive (Development) of the Maritime and Port Authority of Singapore (MPA) who oversees developmental matters pertaining to Singapore as an International Maritime Centre, MPA's international ties and linkages, port policies and organisation-wide plans.

She holds a degree in Business Administration from the National University of Singapore and a Diploma in Shipping from the Norad Fellowship in Oslo, Norway.

Ms. Tan was previously Director (Corporate Group) in International Enterprise Singapore.

In 2008, Ms. Tan received the Lifetime Achievement Award at the Lloyd's List Asia Awards for her work in the development of Singapore as an International Maritime Centre. She was awarded the Public Administration Medal (Silver) in 1997 for her contributions to the development of the transport and logistics industry in Singapore. In August 2012, she attained the Public Administration Medal (Silver) (Bar) in recognition of her continued contribution in developing Singapore as an International Maritime Centre.

Frans van de Bospoort Managing Director and Global Head of Shipping DVB Bank SE

After completing studies in Deventer and Amsterdam (The Netherlands), joined ABN AMRO Bank as trainee in 1991 in the harbour city of Rotterdam. Worked as relationship manager for SME in the Rotterdam Botlek / Europort area with mostly transportation related clients. In 1996 started at NIBC Bank in The Hague, responsible for corporate clients covering a portfolio of international transportation & logistic companies. In 2001 assigned to NIBC Bank's Singapore office and responsible for the bank's shipping and aviation activities in Asia and Middle East. In July 2008 joined DVB Bank SE in Singapore and until December 2015 responsible for DVB Bank's global Tanker Group, leading a team of 15 professionals based in Singapore, New York, Piraeus, Bergen and London with a portfolio of approx 135 international tanker owners with total loan exposure of USD 5.5 bln. In 2016, DVB returned to a geographical model covering all shipping sectors. Since then became the Head of Shipping for Asia Pacific and Middle East and Co-Divisional Head for the Eastern Hemisphere responsible for Asia, Middle East and Greece. As of 1 January 2018 appointed as Branch Manager for DVB Bank SE Singapore.

Since October 2018 in a new role as the Global Head of Ship Finance. DVB has a core shipping portfolio of approx. USD 8 bln spread over 200 international clients, financing around 1,250 vessels. The coverage team consists of 25 experienced ship finance

professionals based in the global ship finance hubs Amsterdam, Athens, New York, Oslo, Singapore and Tokyo.



Martyn Wade CEO Grindrod Shipping

Martyn has 41 years of international shipping experience and has worked for shipowners, operators and shipbrokers in London,

Johannesburg, New York and now Singapore. The companies he has worked for include Van Ommeren UK, Simpson Spence and Young Johannesburg, Clipper Bulk USA and HSBC London. Martyn is a member of the Baltic Exchange, having been first elected in 1979. Martyn joined Grindrod Limited in 2008, was appointed Chief Executive Officer of the Grindrod Limited subsidiary Island View Shipping in 2010, and has been the Chief Executive Officer of Grindrod Limited's Shipping Division since his appointment in 2011. He was appointed to the Grindrod Limited board in 2011 as an executive director, and is a director of major international subsidiary companies of the parent company, the UK Freight Demurrage & Defense Association (UK) and a member of the advisory panel to the Singapore Maritime Foundation. He was selected to serve on the Board of Directors because of his extensive experience within the shipping industry, in-depth knowledge of shipping operations and ship management, as well as his leadership experience and strategic insights.

Wang Zhao
Director of Asia-Pacific
AVIC International Leasing Co., Ltd



Benjamin Wong
Head, Transport and Industrial, Invest
Hong Kong
The Government of the Hong Kong Special
Administrative Region
InvestHK

Mr Benjamin Wong is the Head of Transport and Industrial Sector at Invest Hong Kong, the HKSAR Government department responsible for attracting and facilitating foreign direct investment. He has a much diversified portfolio covering maritime, aviation, road transportation, logistics, energy, infrastructures, mining, natural resources and construction. His contribution in promoting Hong Kong's transport sector has helped sustaining and growing transport as one of the four pillar industries; and has helped numerous multinational companies landed in HK. Besides members of the Hong Kong Maritime and Port Board Committees; Mr Wong also works closely with the Transport and Housing Bureau and the industry to promote the aircraft leasing and aviation sectors. Mr Wong also collaborates with the business community and government counterparts on major initiatives such as the Belt and Road and the Greater Bay Area.

With extensive experience in both the private and public sectors, Mr Wong's expertise combines transport sector knowledge, international marketing and investment promotion. Prior to joining Invest Hong Kong, Mr Wong has spent over ten years with major European and American companies with regional responsibilities.

Mr Wong holds a Master of Business Administration degree from



#### **SPEAKER BIOS**

the Chinese University of Hong Kong; a Bachelor of Commerce and a Bachelor of Arts from the University of Alberta, Canada. He is also a lifetime member of the Beta Gamma Sigma Society.

## Claire Wright Business Economics Manager Shell International Trading and Shipping Company

As Business Economics Manager at Shell's Trading & Shipping Company in the UK, Claire delivers strategic and investment advice enabling safe, competitively priced, efficient maritime solutions. These improve the competitiveness of Shell's current value chains and its ability to access new markets. Claire leads a team of commercial advisors and analysts and it is one of her core responsibilities to help them grow and develop into the company's future leaders.

Shell Shipping & Maritime is Shell's centre of excellence for maritime expertise – providing commercial, ship management and technology services to customers both inside, and outside, of Shell.

Prior to joining Shell, Claire led the analytical/consultancy team at Lloyd's List Intelligence, managing projects for commercial and governmental clients. She began her career in shipping at Maersk. Claire has Masters in Politics from the London School of Economics and in Environmental Impact Assessment from the University of East Anglia.



#### Terence Zhao Managing Director Singhai Marine Services

Mr Terence Zhao has more than 26 years of experience in the maritime industry with particularly strong interest and expertise in manning and

training. Before he founded Singhai Marine Services in November 2004, he had lectured at COSCO Qingdao Ocean Shipping Mariners College and was Managing Director of MASES Singapore, the manning arm of China Shipping Group.

Over the past 14 years, Terence has been visionary and instrumental in propelling the steady growth and strong positioning of Singhai Marine Services in the maritime industry. At Singhai Marine Services, he has assembled a strong Management Team comprising of reputable professionals formerly in top leadership positions of large enterprises, manning experts with international shipping companies experience and training professionals who had conducted many seminars and workshops for IMO, ILO and APEC. The Management Team is supported by a dedicated and committed operational team consisting of seagoing Masters an chief engineers who had served with the international shipping companies and graduates from maritime universities and colleges.



Leaders in the shipping business, subscribe to the leader in shipping information.





An investment & corporate finance advisory firm active globally in the maritime industry since 1984

Partner of choice in the optimization of capital structure for shipping companies

Trusted advisor of financial institutions worldwide



ATHENS



# Leaders in the maritime industry

Our top tier shipping and offshore finance team is proud to be a trusted adviser to the leading lenders and borrowers in the maritime sector.

Leading firm – Shipping: Finance in Asia-Pacific Region
Chambers Asia Pacific 2019

Top Tier – International Shipping
The legal 500 Asia Pacific 2019

### WRIGHTLINKS LOGISTICS SERVICES LIMITED

Block 9, Police housing Estate, Chinuo Worlu Drive,
Off Abacha Road, G.R.A Phase III, Port Harcourt, Rivers State
Email:- infor@wrightlinkslogistics.com
web: www.wrightlinkslogistics.com
Tel: 09030000875

#### **OUR SERVICES:**

SHIPPING AND MARINE LOGISTICS /SHIPPING AGENCIES

CUSTOM AND APA AGENT

**IMMIGRATION SERVICES** 

LABOUR CONTRACTOR

**MANNING AGENT** 

CIVIL AND STRUCTURAL ENGINEERING

REGIONAL AND TOWN PLANNING

BUILDING AND CONSTRUCTION

PROCUREMENT OF ALL TOOLS & EQUIPMENTS

PROJECT MANAGEMENT





#### ADDING VALUE TO OUR CLIENTS' OPERATIONS AND IMPROVING QUALITY OF LIFE ON BOARD

Global Leading Provider of Marine Services

20+ Years of Experience

Global Presence with 14 Locations

1,400+ Ships in Service

4,500+ Crew Trained Annually

LIMASSOL I PIRAEUS I MONACO I ODESSA I HULL I ROTTERDAM I DUBAI I SINGAPORE I MUMBAI I MANILA I SHANGHAI I PUSAN I HOUSTON I SANTOS

Cargo Ship Catering | Cruise & Ferry Hospitality Management | Offshore Catering | Mega Yacht Hospitality Services Marine Accommodation | Consultancy | Hospitality & Culinary Trainings | Nutritional Support | Medical Chest & Oxygen Management | Bonded Stores | Galley & Cabin Stores | Welfare Items | Personal Protective Equipment



















# MarineCircle 海运圏网

致力于IT技术在海运上的解决方案 Focus on IT solutions in shipping

#### 公司简介

#### About us

海运圈网(MarineCircle)是由资深航运人和IT技术专家共同组建和打造的海运领域的专业互联网平台。从2008年组建以来,一直致力于探索信息技术在海运上的解决方案。

MarineCircle is a professional internet platform established and built by senior shipping market participators and IT technical experts. Since its establishment in 2008, it has been always on the way to explore IT solutions in shipping.



一 只关注最有价值的海运资讯 On valuable shipping information profe

#### **PORT DISTANCE**

专业的航线数据提供商 professional shipping route data provider



高效的船盘货盘收集工具 Efficient offer collecting tool



Multi-platform collaborative work











上海莫瑞斯柯信息技术有限公司 MarineCircle Info&Tech Co., Ltd.







海运圏聚



海伝圏公众号



**Ship Supply International** is one of the largest and most comprehensive providers of ship supplies and application-specific solutions for provisions, deck and engine supplies, consumables, fuel, agency, and ship management needs within the maritime industry.

Since 1968, the company's primary focus is serving its customers through on time deliveries supported by diverse vendor relationships, efficient supply chain networks, volume contract discounts, all through a global footprint. Ship Supply translates this into value for the customers by providing high-quality consumables, dependable supply logistics, competitive pricing, and a support network that proactively anticipates needs and mitigates risk.

#### **Our Values**

 Operational Excellence Collaboration

Empowerment •

Integrity Passion

Leadership



让航運无界

全球领先的航运软环境综合服务提供商

World-famous Maritime Soft Power Integrated Service Provider

邮箱:editor@ship.sh



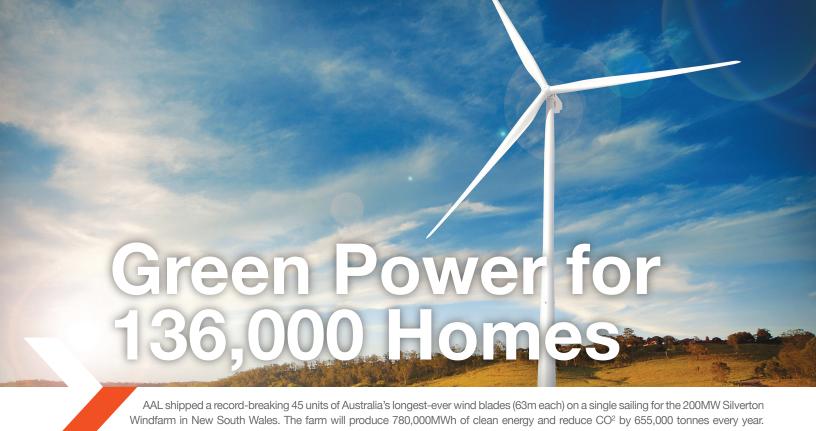




....

沙州

小程序



# Delivered by AAL





In its remarkable 25-year history, MPP heavy lift carrier AAL has accomplished numerous 'firsts' for its renewable energy project customers, pushing boundaries of engineering and operations to deliver ground-breaking solutions.

We are driven by the world's youngest fleet of MPVs, offering best-in-class cargo intake volumes and powered by a multiple award-winning team of professionals worldwide, delivering 24/7 customer service.





### 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.

#### **MEDIA PARTNERS**















#### **SUPPORTING ORGANIZATIONS**



seamaster



#### **MUSIC BY MENELAOS KANAKIS**

Capital Link always aiming to support and promote the initiatives that benefit the vulnerable Social Groups and Society, selected as the music soundtrack of the Forum the compositions of Mr. Menelaos Kanakis, Psychologist/Psychotherapist/Social Worker, Associate of the Therapeutic & Training Institute "Antistixi" and Psychosocial Support Programs Coordinator of the Hellenic Red Cross Social Welfare Division, part of the International Federation of the Red Cross.

The magic of exploring the human soul and the magical world of music have always enchanted Menelaos Kanakis. After a thorough search and study in various fields, he was fascinated by the science of psychology, which is his profession, whilst he carried on his music engagement by composing and orchestrating his own melodies.

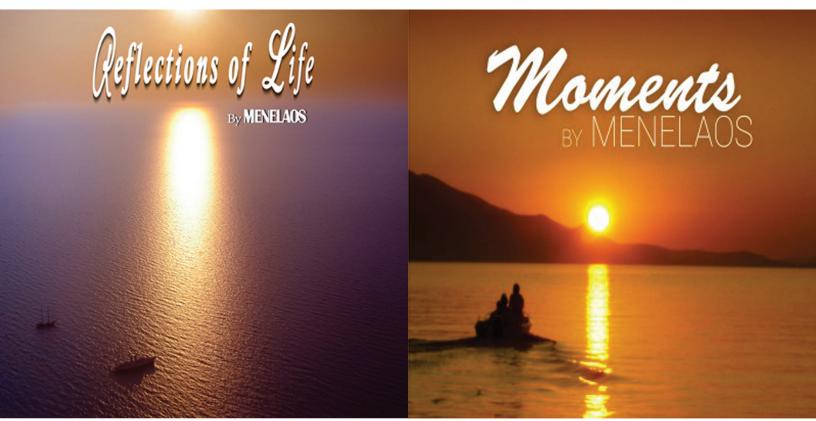
He managed to "combine" the benefits of psychotherapy with the symbolic language of music, which releases emotion, affects the person's biopsychic functions but also is intimately related to the social and cultural life and truth of every human being and every country. His job, his hobbies and his family are the great loves of his life offering him joy and satisfaction.

Mr. Kanakis combines in a very special way his profession employment as a Psychologist / Psychotherapist / Social Worker and the composition and orchestration of music. His musical compositions have become soundtracks for Presentations, Videos, Lectures and Conferences both in

Greece and abroad on topics with particular sensitivity to Society such as: \* Presentations at the Platform for European Red Cross Cooperation on Refugees, Asylum Seekers and Migrants (PERCO) \*Presentations at the transnational Network for Social Inclusion and Vocational integration of Asylum seekers and Victims of human trafficking (SAVIAV)\* The Mediterranean Red Cross/Red Crescent Migration Platform \*Celebrations for the 50 years of operation of the Athens Center for Child Psychopsychic Hygiene, \* Training and Speeches to volunteers of the Hellenic Red Cross etc. He is also sensitized through his professional experience in providing psychosocial support for the importance of the project provided by the Red Cross as well as other NGOs in vulnerable social groups.

In 2016, FM RECORDS released his first digital album with 14 musical compositions and titled "Moments" by Menelaos". In 2018, FM RECORDS released his second digital album, "Reflections of Life", with 14 musical compositions, dedicated to life itself, with gratitude for all the good, as well as the negative aspects of it. To life which has its own unique ways to make us more mature and wealthy through the challenges even if we do not realize it in advance. The album "Reflections of Life" is the music capture of the different aspects and expressions of life. It is a music journey with emotions and experiences which are expressed by music. Each track is mostly a part of soul and emotion evolved step by step during the process of orchestration.

WWW.KANAKISMENELAOS.COM



http://kanakismenelaos.com

# The world's oceans are big enough for a SMART Registry





#### PALAU INTERNATIONAL SHIP REGISTRY

THE NEXT GENERATION FLAG

**HEAD OFFICES** 

EUROPE I GREECE I 5 SACHTOURI STR, PIRAEUS - Tel: + 30 210 4293500 USA I TEXAS I THE WOODLANDS I 9595 SIX PINES DRIVE - Tel: + 1 832 631 6061 info@palaureg.com www.palaureg.com



Abu Dhabi · Alexandria · Beirut · Benelux · Cape Town · City of Port of Spain · Constanta · Dubai · Eindhoven · Fuzhou · Guangzhou Hong Kong · Houston · Istanbul · Kerala · Kherson · Lagos · Limassol · London · Miami · Moscow · Nakhodka · Nicosia · Odessa Panama City · Piraeus · Qingdao · Sakhalin · Shanghai · Singapore · St. Petersburg · Taiwan · Tartu · Varna · Vladivostok

IN PARTNERSHIP WITH





GLOBAL LEAD SPONSOR



#### GLOBAL GOLD SPONSORS





#### GLOBAL SPONSORS



















#### **EVENT SPONSORS**















#### SUPPORTING SPONSORS















#### LUNCHEON SPONSORS





LANYARD SPONSOR



BAGS SPONSOR



MUSIC BY MENELAOS KANAKIS



#### SUPPORTING ORGANIZATIONS



seamaster



#### **MEDIA PARTNERS**















#### 2<sup>nd</sup>Annual Capital Link Singapore Maritime Forum

Monday, April 8, 2019 Singapore

#### **ORGANIZED BY**



#### INVESTOR RELATIONS & FINANCIAL COMMUNICATIONS

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