









# **CONFERENCE TIME ZONE: NEW YORK** WE THANK OUR SPONSORS FOR ALL THEIR SUPPORT





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### "THE ROARING TWENTIES" - TACKLING THE FOUR D'S: DISRUPTION, DIGITALIZATION, DECARBONIZATION & A NEW DECADE

# **DAY 1 – MONDAY, MARCH 30, 2020 CONFERENCE TIME ZONE: NEW YORK**

8:00 AM - 8:10 AM

#### **OPENING REMARKS**

- Mrs. Christa Volpicelli, Managing Director & Head of Maritime Investment Banking Citi, Conference Co-Chairman
- Mr. Nicolas Bornozis, President Capital Link

#### **KEYNOTE ADDRESS**

8:10 AM - 8:30 AM



The Honorable Mark Wesley Menezes **Under Secretary of Energy United States Department of Energy** 

8:30 AM - 9:10 AM

#### MARKET DISRUPTION OR NEW OPPORTUNITY? 90 DAYS INTO IMO 2020 - WHAT'S NEXT

Leading market participants will provide a comprehensive point of view on the experience gained regarding compliance with IMO 2020 Low Sulfur regulations and what the market holds looking ahead. What has been the experience using scrubbers in terms of technical issues and return on investment? The availability of HFO? The status of the compliant fuels market. Issues with Port Control Inspections and more!

Moderator: Mr. Benjamin Wong, Head of Transport & Industrial - InvestHK

#### Panelists:

- Mr. Gary Vogel, CEO and Director Eagle Bulk Shipping (EGLE)
- Mr. John LaRese, Technical Liaison Manager ExxonMobil Marine Fuels
- Mr. Marco Fiori, CEO Premuda SpA
- Mr. Steve Bee, Group Commercial & Business Director Veritas Petroleum Services (VPS)
- Captain Zhou, Managing Director Wah Kwong Maritime Transport Holdings

#### KEYNOTE ADDRESS A NEW DECADE - TACKLING GLOBAL TRANSFORMATION

9:10 AM - 9:30 AM

An outline of major transformations affecting the maritime world. Which technology trends will impact the shipping industry in the next decade? What implications do decarbonization efforts have for different stakeholders? And how are these global transformations affecting the risk picture? All these changes have safety implications that need to be front and center of discussions as we move into the future".



Mr. Knut Ørbeck-Nilssen CEO **DNV GL - Maritime** 









#### 9:30 AM - 10:15 AM

#### DECARBONIZATION - GREEN SHIPPING - CONQUERING THE NEXT FRONTIER

The reduction of greenhouse emissions is the next challenge which will have transformational impact on the industry. Regulators, fossil and alternative fuel producers, engine manufacturers and shipbuilders, shipowners, charterers, financiers and a wider range of industry participants need to come up with a workable and sustainable framework. The panel will discuss strategies, options and initiatives in this direction as the industry sets out to address the complexities involved.

Moderator: Mr. John Keough, Partner - Clyde & Co

#### Panelists:

- Mr. Frederick Kenney, Director, Legal and External Affairs International Maritime Organization
- Mr. Mark O'Neil, CEO Columbia Shipmanagement
- Ms. Karrie Trauth, General Manager Shipping & Maritime Americas Shell Trading & Supply
- Mr. Jeffrey Pribor, CFO International Seaways (INSW)
- Mr. Hamish Norton, President Star Bulk Carriers Corp. (SBLK)
- Mr. John Butler, President & CEO World Shipping Council

#### 10:15 AM - 10:55 AM

# BANK FINANCE & SHIPPING – IS BANK FINANCE STILL THE MAIN PROVIDER OF CAPITAL TO SHIPPING?

The panel will discuss the changing landscape in bank finance, the role of traditional banks and of new market entrants. Also, the interaction between traditional bank finance and Chinese Leasing. Is bank finance still available to medium and small owners and at what cost? What do the Poseidon Principles mean for the banks and the shipping companies?

Moderator: Mr. Hoyoon Nam, Partner - Seward & Kissel

#### Panelists:

- Mr. Fang Xiuzhi, Head of Shipping Finance Bank of Communications Financial Leasing Co., Ltd.
- Mr. Shreyas Chipalkatty, Global Head of Shipping Citi
- Mr. Evan Cohen, Managing Director & Group Head of Maritime Finance CIT
- Mr. Evan W. Uhlick, Head of Ocean Industries, North America DNB
- Mr. Bill Guo, Executive Director, Shipping ICBC Financial Leasing

#### 10:55 AM – 11:05 AM

#### COFFEE BREAK

#### 11:05 AM - 11:45 AM

### LNG SHIPPING: SECTOR TRENDS & OUTLOOK

Moderator: Mr. Michael Webber, Managing Partner - Webber Research & Advisory

#### Panelists:

- Mr. Oystein Kalleklev, CEO FLEX LNG (FLNG)
- Mr. Iain Ross, CEO Golar LNG (GLNG)
- Mr. Jefferson Clarke, Managing Director, LNG Poten & Partners
- Mr. Mark Kremin, President & CEO Teekay Gas Group Ltd. (TGP)

#### 11:45 AM - 12:25 PM

#### ALTERNATIVE FINANCE – IS IT BECOMING MAINSTREAM FINANCE FOR SHIPPING?

There has been an increasing number of new market entrants with different funding sources (from institutional to individual investors) and credit strategies providing a wide range of financing alternatives to large, medium sized and small owners. FinTech platforms enhance the ability of investors and borrowers to connect. Alternative Finance seems quite available – what are the pros and cons for shipowners?

Moderator: Ms. Amanda Brown, Counsel - Reed Smith

#### Panelists:

- Mr. Robbert Jan Sougé, Managing Director Direct Ship Finance
- Mr. Nicolas Duran, Director Partner Fearnley Securities AS
- Mr. Ole Hjertaker, CEO SFL Corporation Ltd. (SFL)
- Mr. Hans Oust Heiberg, Partner Sole Shipping SO Adviser Ltd
- Mr. George Cambanis, Managing Director YieldStreet Marine Finance









#### 12:25 PM - 1:05 PM

#### LPG SHIPPING: SECTOR TRENDS & OUTLOOK

Moderator: Mr. Ben Nolan, Managing Director - Stifel Financial Corp.

- Mr. Ulrik Uhrenfeldt Andersen, CEO Avance Gas (NO: AVANCE)
- Mr. John Lycouris, CEO Dorian LPG (USA) LLC (LPG)
- Mr. Jens Ismar, Executive Director Shipping Exmar (EBR: EXM)
- Mr. Zahid Afzal, Senior Analyst LPG, Business Intelligence Team Poten & Partners

#### 1:05 PM - 1:45 PM

#### PRIVATE EQUITY, RESTRUCTURING, M&A, INDUSTRY CONSOLIDATION

Regulatory, technological and market forces have a transformational impact on the shipping industry. Regulation is increasing, charterers and stakeholders in general are more demanding, and there is a need for higher capital investment. Does this lead to restructuring, M&A and industry consolidation? Is there a PREXIT with Private Equity exiting shipping or are we seeing new entrants into selective projects? Can private equity accelerate the industry's transformation?

Moderator: Mr. John Imhof, Shareholder - VedderPrice

#### Panelists:

- Mr. Axel Siepmann, Managing Director Braemar Naves
- Mr. Michael Kirk, Co-Founder and Managing Director RMK and Ascension
- Mr. Chris Weyers, Managing Director, Head of Maritime Investment Banking Stifel
- Mr. Paulo Almeida, Portfolio Manager, Asset Backed Investments Tufton Oceanic

1:45 PM - 2:05 PM

#### A US EQUITY MARKET UPDATE

Mr. Tobias Levkovich, Managing Director - Citi

#### 2:05 PM - 2:50 PM

#### ANALYST ROUNDTABLE

Moderator: Mr. Aristides Pittas, Chairman & CEO - Euroseas (ESEA) and Eurodry (EDRY)

#### Panelists:

- Mr. Omar Nokta, Managing Director, Equity Research Clarksons Platou Securities
- Mr. Randy Giveans, Maritime Shipping Group Head, Equity Analyst Jefferies LLC
- Mr. Ben Nolan, Managing Director Stifel Financial Corp.
- Mr. J. Mintzmyer, Lead Researcher Value Investors Edge
- Mr. Michael Webber, Managing Partner Webber Research & Advisory

## 2:50 PM - 3:10 PM

## "FIRE AWAY - ASK NIKOS TSAKOS & LOIS ZABROCKY ANYTHING!"

Participants, you have listened all day to our industry leaders. Now is YOUR chance to ask our two industry captains anything you want on the industry and market! Please note, company specific questions will not be addressed.



Dr. Nikos Tsakos Tsakos Energy Navigation (TNP); Chairman **INTERTANKO 2014-2018** 



Mrs. Lois Zabrocky CEO **International Seaways** 









# DAY 2 – TUESDAY, MARCH 31, 2020 CONFERENCE TIME ZONE: NEW YORK

8:00 AM - 8:10 AM

#### WELCOME REMARKS

Mr. Nicolas Bornozis, President - Capital Link

8:10 AM - 8:30 AM

#### CORONA VIRUS & ITS IMPACT ON SHIPPING

Mr. Peter Sand, Chief Shipping Analyst – BIMCO

8:30 AM - 9:10 AM

#### CHINA – GLOBAL ECONOMY – SHIPPING: NAVIGATING BEYOND THE CORONA VIRUS

China has been one of the main pillars of today's global economy and the locomotive for shipping, given the volume of cargo in and out of Chinese ports. Furthermore, Chinese shipyards pay a leading role for new buildings, dry dockings and vessel retrofits. While significantly below pre-crisis levels, the pace and volume of activity in China and trading with China is slowly rebounding. The panel, which brings together government officials, financiers, shipowners and shipyards from China will discuss how the Chinese economy and the main stakeholders are navigating out of the current crisis and what lies ahead.

Moderator: Mr. Lianjun Li, Partner - Reed Smith Richard Butlers

#### Panelists:

- Mr. Xu Hui, Senior Vice President China Merchants Energy Shipping
- Mr. James Tong, Managing Director, Head, Asia Pacific & Japan, Global Shipping & Logistics, Head of Diversified Industrials China - Citi
- Mr. Bao Weidong, Deputy General Manager CSSC
- Mr. Benjamin Wong, Head of Transport & Industrial InvestHK
- Mr. Hing Chao, Executive Chairman Wah Kwong Maritime Transport Holdings

9:10 AM - 9:50 AM

#### DRY BULK SHIPPING: Sector Trends & Outlook

Moderator: Mr. Randy Giveans, Maritime Shipping Group Head, Equity Analyst - Jefferies LLC

#### **Panelists**

- Mr. Martyn Wade, CEO Grindrod Shipping Holdings (GRIN)
- Dr. Loucas Barmparis, President & Director Safe Bulkers, Inc. (SB)
- Mr. Robert Bugbee, President Scorpio Bulkers Inc. (SALT)
- Mr. Stamatis Tsantanis, Chairman & CEO Seanergy Maritime Holdings (SHIP)
- Mr. Hamish Norton, President Star Bulk Carriers Corp. (SBLK)

9:50 AM - 10:30 AM

#### NAVIGATING THE WORLD OF ALTERNATIVE FUELS – THE ROADMAP AHEAD

Meeting the 2050 IMO Greenhouse Gases (GHG) Emission targets for shipping, will require alternative fuels in addition to improvements in efficiency. This panel will discuss the alternative future marine fuels, their status and challenges, their key barriers, and the potential pathways to meet the IMO targets. Panelists will also discuss which actions are needed from stakeholders to facilitate the energy transition in the maritime industry.

Moderator: Mr. Sergio Garcia, Head of Communications - DNV GL - Maritime Americas

#### Panelists:

- Mr. Magnus Tangen, Vice President Commercial Development Clean Marine Energy
- Mr. Jan Hagen Andersen, Business Development Manager DNV GL
- Mr. Bjarne Foldager, Head of Sales & Promotion MAN Energy Solutions
- Mr. Aaron Bresnahan, Vice President of Marine Business, Americas Wartsila



### 10:30 AM - 10:50 AM

# SUSTAINABILITY REPORTING IN SHIPPING - HOW CLIMATE CHANGE DISCLOSURES REVEAL BUSINESS RISKS AND OPPORTUNITIES

Mrs. Kiara Konti, Director - Climate Change and Sustainability Services - EY

10:50 AM - 11:00 AM

#### NETWORKING COFFEE BREAK

#### 11:00 AM - 11:40 AM

#### **CONTAINER SHIPPING: Sector Trends & Outlook**

Moderator: Mr. Christian Wetherbee, Director - Airfreight, Surface & Shipping Research - Citi Research Panelists:

- Mr. Jerry Kalogiratos, CEO Capital Product Partners (CPLP)
- Mr. Evangelos Chatzis, CFO Danaos Corporation (DAC)
- Mr. Aristides Pittas, Chairman & CEO Euroseas (ESEA) and Eurodry (EDRY)

#### 11:40 AM - 12:10 PM

#### ONE-ON-ONE DISCUSSION: SHIPPING – QUO VADIS?

Shipping is one of the most vital industries in the world, it is the artery of global trade, as ninety percent of the world's goods are transported by sea. The industry is now in a stage of transformation with critical questions and uncertainties in the horizon. An in-depth discussion on the current challenges and opportunities in across the industry today. Focusing on the regulatory, geopolitical, technological and financial factors that impact and shape the direction of the industry, including topics such as green shipping and decarbonization, sustainability, ESG considerations and more.



Mr. Michael Parker
Chairman of Shipping & Logistics
Division
Citigroup



Dr. Grahaeme Henderson Vice President, Shipping & Maritime Shell International Trading and Shipping Company Limited

#### 12:10 PM - 12:50 PM

## CAPITAL MARKETS - ARE THEY OPEN TO SHIPPING?

The panel will discuss where shipping companies can raise capital (is it New York or Oslo?) and under what type of instrument – common or preferred equity, straight or convertible bonds, baby bonds? Can we expect more IPOs or follow-on offerings? And what is the profile of issuers that can successfully tap the capital markets today?

Moderator: Mr. Steven Hollander, Partner - Watson Farley Williams

#### Panelists:

- Mrs. Christa Volpicelli, Managing Director, Global Transportation Group Citi
- Mr. Erik Helberg, CEO Clarksons Platou Securities
- Mr. Theodore Jadick, Jr., Managing Director, CEO and President DNB Markets, Inc.
- Mr. Nicolas Duran, Director Partner Fearnley Securities SA
- Mr. Douglas Mavrinac, Global Head, Maritime Investment Banking Jefferies LLC

#### 12:50 PM - 1:35 PM

#### **CRUDE OIL TANKER SHIPPING: Sector Trends & Outlook**

Moderator: Mr. Christian Wetherbee, Director - Airfreight, Surface & Shipping Research - Citi Research

#### **Panelists:**

- Mr. Hugo de Stoop, CEO Euronav (EURN)
- Mr. Robert Hvide MacLeod, CEO Frontline Management (FRO)
- Mrs. Lois Zabrocky, CEO International Seaways (INSW)
- Mr. Robert Burke, Partner & CEO Ridgebury Tankers
- Dr. Nikos Tsakos, CEO Tsakos Energy Navigation (TNP); Chairman INTERTANKO 2014-2018
- Mr. Kenneth Hvid, President & CEO Teekay Corporation (TK)









1:35 PM - 2:20 PM

#### PRODUCT TANKER SHIPPING: Sector Trends & Outlook

Moderator: Mr. Omar Nokta, Managing Director, Equity Research - Clarksons Platou Securities

#### Panelists:

- Mr. Anthony Gurnee, CEO Ardmore Shipping Corporation (ASC)
- Mr. Carlos Balestra Di Mottola, CFO d'Amico International Shipping S.A. (BIT:DIS)
- Mr. Craig Stevenson, CEO Diamond S Shipping (DSSI)
- Mr. Valentios (Eddie) Valentis, President/CEO Pyxis Tankers (PXS)
- Mr. Robert Bugbee, President Scorpio Tankers Inc. (STNG)
- Mr. Jacob Meldgaard, CEO TORM (TRMD)

#### 2:20 PM - 2:40 PM

# "FIRE AWAY - ASK ROBERT BUGBEE & HAMISH NORTON ANYTHING"

Participants, you have listened all day to our industry leaders. Now is YOUR chance to ask our two industry captains anything you want on the industry and market! Please note, company specific questions will not be addressed.



Mr. Robert Bugbee President **Scorpio Bulkers & Tankers** 



Mr. Hamish Norton President Star Bulk Carriers Corp.

2:40 PM - 3:00 PM

THANK YOU FOR ATTENDING **ONLINE NETWORKING**