

AGENDA

www.marinemoney.com/forum/GR18

MORNING

09:00 **Registration and Welcome Coffee**

09:50 **Opening Remarks**

Ms. Mia Jensen, Greek Director, Marine Money International

Welcome remarks from our Anchor Sponsor

Mr. Zhu Jiafeng, General Manager, Ship Leasing Dept., AVIC International Leasing Co. Ltd

10:10 **October 2018: The five biggest issues in shipping- opportunities and concerns**

Mrs. Belinda Adye, Partner and Dr. Hauke Kite-Powell, Senior Analyst Liquid Gas Shipping, Marsoft Inc.

10:20 **A roller coaster 20 years of Marine Money in Greece**

In 20 years we have seen the Greek shipping fleet grow, bank finance ebb and flow, high yield bonds, IPOs, private equity and Chinese leasing. Leading owners active over the past two decades discuss the changing Greek shipping and finance landscape and how they have molded their companies to fit the trends and be ahead of the crowd.

Comments on Greek fleet growth over the past 20 years:

Ms. Angelica Kemene, Head of Market Analysis & Intelligence, Optima Shipping Services

Panel Discussion

Mr. George J. Prokopiou, Founder & Chairman of Dynacom Tankers, Sea Traders and Dynagas

Dr. John Coustas, President & CEO, Danaos Corporation

Mr. Evangelos Pistiolis, Chief Executive Officer and President, TOP Ships Inc

Mr. Aristides Pittas, Chairman, Euroseas Ltd.

Mr. Ioannis Alafouzou, Chairman and CEO, Okeanis Eco Tankers

Moderator: Mr. Harris Antoniou, Chief Executive Officer and Member of Executive Board, Amsterdam Trade Bank N.V

11:00 **Where are we in terms of market cycles?**

Ms. Angelica Kemene, Head of Market Analysis & Intelligence, Optima Shipping Services

11:20 **In Focus: Chinese leasing for Greek shipowners**

Chinese leasing now accounts for over 10% of global ship finance. Several Greek owners have used leasing in their capital structure, many more could.

Panel Discussion

Mr. Jerry Kalogiratos, CEO, Capital Product Partners L.P.

Mr. Stamatis N. Tsantanis, CEO & Chairman, Seenergy Maritime Holdings Corp

Mr. Alexandros Tsirikos, CFO, Top Ships Inc.

Moderator: Mr. Vincent Xu, Partner, Stephenson Harwood (Shanghai)

11:50 **Coffee Break**

12:20 **Small and selective: does this banking model cater for the bulk of ship finance in Greece**

Panel Discussion

Mr. Elias Sakellis, Director, Australis Maritime

Mr. Markus Wenker Head of Ship Finance, Hellenic Bank

Mr. Iraklis Tsirigotis, Head of Shipping Finance, Director, Amsterdam Trade Bank N.V.

Mrs. Eleni Vrettou, Managing Director, Head of Wholesale Banking Greece, HSBC

Mr. Richard Moore, Managing Director, RMK Maritime

Moderator: Mr. George Paleokrassas, Partner, Watson Farley & Williams

12:50 **How are US tariffs and sanctions affecting shipping?**

Mr. Matthew Thomas, Partner, Blank Rome LLP

IMO 2020: IS THERE A SOLUTION FOR ALL?

13:05 **2020 is just around the corner. What is the opinion of Greek shipping and what action is being taken?**

The UGS View: Mr. Theodoros Veniamis, President, Union of Greek Shipowners

The BIMCO View: Mr. Anastasios Papagiannopoulos, President & Chairperson of the Board, BIMCO

Panel Discussion

Mr. John Platsidakis, Chairman of Intercargo and Managing Director, Anangel Maritime Services Inc

Mr. Anders Steen Soerensen, Chief Executive Officer, Naval-DME

Mr. Dieter Rohdenburg, CEO, Intership Navigation Co.

Mr. Iraklis Prokopakis, Senior Vice President & COO, Danaos Corporation

Moderator: Mr. Dylan Potter, Partner, Vedder Price

13:50 **Lunch Party** *co-hosted by TEN Limited*

AFTERNOON

RAISING CAPITAL FOR SHIPPING INVESTMENTS

- 15:00 **Chinese Financial Leasing: new structures and products**
Mr. Thomas Kaas Christiansen, Chief Commercial Officer, Shipping, Offshore & Logistics – Europe - Minsheng Financial Leasing Co. Ltd.

Interviewed by: Mr. Christoforos Bisbikos, Partner, Watson Farley & Williams
- 15:10 **Raising debt and equity in New York and Oslo: bonds, equity and debt. Who can raise funds and what are the structures preferred by investors?**

Panel Discussion
Mr. Trond Rokholt, Managing Director, DVB Corporate Finance, DVB Capital Markets LLC
Mr. Todd Wilson, Managing Director, Jefferies LLC
Mr. Alexis Stephanou, Chief Financial Officer, Goldenport Group
Mr. Mick Borms, Executive Director - Structured Finance - Loan Markets, ABN AMRO
Mr. Harrys Kosmatos, Corporate Development Officer, Tsakos Energy Navigation

Moderator: Mr. Edward Horton, Partner, Capital Markets Group, Seward & Kissel
- 15:40 **M&A and the role of private equity and financial engineering**

Panel Discussion
Mrs. Christina Anagnostara, Director, Investment Banking Division, AXIA Ventures Group
Mr. Hamish Norton, President, Star Bulk Carriers Corp.
Mr. Robert Perri, Chief Financial Officer, TMS Cardiff Gas Ltd
Mr. George Youroukos, Founder and Managing Director, Technomar Shipping Inc
Mr. Omer Donnerstein, Senior Vice President, EnTrustPermal
Mr. Ronald Quik, Executive Director, Corporate Finance Advisory, ABN AMRO Bank N.V.

Moderator: Mr. Greg Chase, Partner New York, Reed Smith LLP
- 16:10 **AVIC LEASING: Reaching Beyond**
Mr. Eric Yang, Director - European Business, AVIC International Leasing Co. Ltd

16:25 **Coffee Break**

THE NEXT 20 YEARS

- 16:55 **New technologies in shipping and finance: a revolution in the making or a minor flurry in the industry?**

New Technologies in Shipping
Mr. Jon Key, Director of Strategy, Innovation and Transformation, V.Group
- Technical due diligence. Delivering smarter ship inspections**
Mr. Nick Owens, Managing Director, Idwal Marine
- 17:15 **Looking into the crystal ball and the next 20 years in Greek shipping**
Game changers in finance, technology and corporate structure.

An alternative way to raise your ship finance
Mr. George Cambanis, Managing Director, YieldStreet Marine Finance LLC

Panel discussion
Mr. Antonios Xylas, Deputy Director, Ariston Navigation Corp.
Mr. Frans van de Bospoort, Managing Director and Co-Divisional Head Shipping Finance Eastern Hemisphere, DVB Bank SE
Mr. George Cambanis, Managing Director, YieldStreet Marine Finance LLC
Mrs. Ismini Panayotides, Chief Executive Officer & Founder, Pavimar S.A.
Mrs. Marina Tzoutzouraki, Partner, Dagmar Navigation, co-founder and CFO, eShipfinance.com
Mr. Roberto Coustas, Co-Founder & CEO, DeepSea Technologies

Moderator: Mr. Chris Vartzis, Partner, Stephenson Harwood LLP
- 17:50 **Closing address**
- 18:00 **Cocktail Closing Reception co-hosted by IRI / The Marshall Islands Registry**
- 21:30 **Capital Party co-hosted by Capital Product Partners L.P.**

Audio & visual presentations will be available on the Internet after the event

Conference Organisers:

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