

MARINE MONEY

24th Annual Marine Money Greek Ship Finance Forum

October 13th, 2022

Lighthouse, Stavros Niarchos Foundation Cultural Center

AGENDA

SHIPPING OPTIMISM, ECONOMIC CONCERNS

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MORNING

09:00 Registration and Welcome Coffee

10:00 Welcome Remarks

Mia Jensen, Greek Director, Marine Money International
Channing Wang, Regional Relationship Manager, Bocomm Shipping Leasing (Europe) GmbH

10:15 Differing Investment Strategies in Different Shipping Sectors

Shipping markets are strong, but economic and regulatory challenges are brewing. How owners operating different vessel types see the opportunities and challenges in the current market. How to originate new investment opportunities and manage risk at a cycle high.

Panel Discussion

Leon Patitsas, Chief Executive Officer, Atlas Maritime Ltd.
Eva Birgitte Bisgaard, Chief Commercial Officer, Maersk Tankers
Jerry Kalogiratos, CEO & Director, Capital Product Partners L.P
Evangelos Chatzis, Chief Financial Officer, Danaos Corporation

Moderator: Socrates Leptos-Bourgi, Partner, Global Shipping & Ports Leader, PwC Greece

AGENDA TOPICS

10:45 **Favouring Fundamentals and a Prolonged Strong Market for Bulkers**

Dry cargo vessels play an essential role in transportation of global commodities and sector fundamentals are strong with a low orderbook, supply chain disruptions, changing trade flow and decarbonization regulations. A discussion about the orderbook and new technology, war and trade disruption and decarbonization and why it all adds up to a bumper ride ahead.

Panel Discussion

Dimitrios Fafalios, Chairman INTERCARGO and Director, Fafalios Shipping S.A.
Stamatis Tsantanis, Chairman and CEO, Seanergy Maritime Holdings Corp.
Christos Begleris, Co-Chief Financial Officer, Star Bulk Carriers Corp.
Basil Sakellis, Managing Director, Alassia NewShips Management Inc.

Moderator: John N. Cotzias, Director, Xclusiv Shipbrokers Inc. and President, Hellenic Shipbrokers Association

11:15 **Danaos: A 10 Year Roller Coaster**

John Coustas, President & CEO, Danaos Corporation

Interviewed by: Mark Friedman, Senior Managing Director, Evercore

11:40 **Coffee Break**

12:10 **Supply Chain Disruption, Inflation, Surging Dollar, Deglobalization and War: Shipping Looks Good, the World less so**

Despite supply and demand for shipping currently being strong and the expectation for firm markets in the time ahead, macro issues at play are causing raging inflation and threatening consumer demand. Should we be concerned that global politics and economics will dampen the prospects of shipping?

Panel Discussion

Tasos Aslidis, CFO, Euroseas Ltd. & EuroDry Ltd.
Omar Nokta, Managing Director, Jefferies LLC
Alexis Stephanou, Chief Financial Officer, Goldenport Group of Companies
Achilleas Tasioulas, Chief Financial Officer, GasLog Ltd. & GasLog Partners LP

Moderator: Nico A. Cotzias Jr., Partner & Head of Greece, Transport Capital (Greece) Inc.

12:40 **Navigating the Sanctions Risks Surrounding Russian Oil Price Cap**

Bruce Paulsen, Partner, Seward & Kissel LLC

12:55 **Attracting International Investors: The Case for Sustainable Debt Issuances in Public Markets**

Chiara Caprioli, Senior Business Development Manager and Sustainable Finance Expert, Luxembourg Stock Exchange

13:05 **Green and Sustainable Finance**

Exploring the add-on / focus on what can actually align the green / sustainability linked finance products with the hard rules imposed by regulation which seem to be increasingly more demanding and moving faster. What can the incentives be for the ship finance industry and which players can respond better on the owners and financiers' side?

Hugues Calmet, Head of DNB Athens Representative Office, DNB Bank
Simos Spyrou, Co-Chief Financial Officer, Star Bulk Carriers Corp.

Interviewed by Dora Mace-Kokota, Partner, Stephenson Harwood LLP

13:30 **Lunch** *co-hosted by TEN Limited*

AFTERNOON

14:45 **Capital Markets & Shipping – The Opportunity for Investors and Issuers**

Shipping has become a star performer in the capital markets, providing strong free cash flow, increasing dividends, and a hedge against inflation. This has attracted new investors and provided large and smaller owners with more debt and equity products than ever. Prospects ahead for bond and equity issuance, M&A and OTC markets.

Panel Discussion

Douglas Mavrinac, Global Head, Maritime Investment Banking, Jefferies LLC
Stavros Gyftakis, CFO, Seanergy Maritime Holdings Corp.
Harrys Kosmatos, Corporate Development Officer, Tsakos Energy Navigation Ltd

Moderator: Robert E. Lustrin, Head of Shipping Capital Markets (New York), Reed Smith LLP

AGENDA TOPICS

15:15 US Capital Market Financing Options for Vessels

Kalash Pandey, Managing Director, Investment Banking Division, Goldman Sachs & Co. LLC

15:25 Shipping Finance Overview

The shipping markets are strong and it looks like it will last. How to manage financial risk at the top of the market? Achieving volume targets when owners are equity rich? Factoring in ESG and decarbonisation strategy into the finance equation and credit analysis.

Panel Discussion

Iraklis Tsirigotis, Director of Origination, Neptune Maritime Leasing

Astero Kampisiou, Head of Greek Clients, Partner, NorthCape AS

Arjun Thampan, Senior Vice President, EnTrust Global

Nicholas M. Petrakakos, Partner & Managing Director, Maritime & Offshore, Alantra

Wilhelm Magelssen, Partner/Fund Manager, NRP Maritime Asset Management AS

Moderator: Alexia Hatzimichalis, Partner and Head Athens office, Watson Farley & Williams LLP

16:00 Using Carbon Credits to Accelerate Emissions Reductions

Arlie Sterling, President, Marsoft Inc. and Erika Schiller, Vice President – Project Development, ClimeCo

16:15 Project Decarbonisation: Existing Gap Fillers and Longer Term Solutions

Shipping as an industry agrees that decarbonization is a necessary goal. The time line is less clear and the optimum solutions are as yet unknown. However some stop gap technologies are available today, and research and investment in longer term solutions are actively pursued. Leading owners, financiers and providers discuss the demand and supply of these clean energy technologies, why the Greek appetite is so intense and how this movement will develop in the years to come.

Panel discussion

Charis Plakantonaki, Chief Strategy Officer, Star Bulk Carriers Corp.

David Watts, VP of Business Development and Partnerships, Signal Group

Rein Steeman, Commercial Director, Value Maritime

Mladen Matak, Managing Director, Tanker Croatia, Thome Croatia d.o.o.

Moderator: Spyridon Zolotas, Senior Director Marine Southern Europe & Africa Area Business Development, RINA

16:50 Leadership, Strategy & Tactics in a Changing Market - Positioning a Successful Business in the Current Market

Managing market prospects, smart moves with strong cash flow, preparing for the decarbonization decades, meeting shareholder expectations.

Getting the timing right, being ahead of the crowd, assessing the risk early on and optimizing your finance – some of the secrets of success.

Panel discussion

Elias Sakellis, Chief Investment Officer, Borealis Maritime and Chief Executive Officer, Australis Maritime

Christos Strapatsakis, Managing Partner, Dioptra Ltd.

Katerina Stathopoulou, Executive Director, Investments & Finance Ltd

Nikos Gkezepis, Chief Financial Officer, Neptune Lines

Moderator: Dr. Christos Sigalas, Associate Professor, Deree and Financial Manager, Seanergy Maritime Holding Corp.

17:20 Cocktail Closing Reception *co-hosted by IRI / The Marshall Islands Registry*

21:45 Capital Party *co-hosted by Capital Product Partners L.P.*

Conference Organisers:

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