

MARINE MONEY

24th Annual Marine Money Greek Ship Finance Forum

October 13th, 2022

Stavros Niarchos Foundation Cultural Center

AGENDA

SHIPPING OPTIMISM, ECONOMIC CONCERNS

at 22 September 2022

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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

and other shipping and finance executives

Moderator: TBA, PwC

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

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, Managing Director, Xclusiv Shipbrokers Inc. and President, Hellenic Shipbrokers Association

11:15 **Captains of Industry:**

John Coustas, President & CEO, Danaos Corporation

Interviewed by: TBA

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

Aris Pittas, Chairman and Chief Executive Officer, 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

13:00 **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

13:10 **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 Representative Office, DNB Bank

and TBA, Owner

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

13:35 **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 ahead 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 **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 Tsigotakis, Director of Origination, Neptune Maritime Leasing
Astero Kampisiou, Director – Greece, NorthCape AS
Arjun Thampan, Senior Vice President, EnTrust Global
George Giannakis, Managing Partner, Maritime & Offshore, Alantra

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

15:45 **Using Carbon Credits to Accelerate Emissions Reductions**

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

16:00 **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: TBA

16:35 **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.
And other shipping and finance executives

Moderator: TBA

17:15 **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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