

MARINE M O N E Y

5th Marine Money Cyprus Forum

25 April 2023

Four Seasons, Limassol, Cyprus

AGENDA

An unpredictable world brings risk and opportunity

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MORNING

09:00 Registration and Welcome Coffee

10:00 Opening Remarks from Marine Money

Mia Jensen, Director - Greek Office, Marine Money International

10:10 Welcome remarks from Hellenic Bank

Oliver Gatzke, Chief Executive Officer, Hellenic Bank

10:20 Keynote Welcome

Marina Hadjimanolis, Shipping Deputy Minister to the President of the Republic of Cyprus

10:35 Economic Uncertainty and Associated Shipping Risks

Kostantinos Vrachimis, Chief Economist, Hellenic Bank

10:55 Decarbonisation - Where is the money going to come from?

Harry Theochari, Senior Consultant, Norton Rose Fulbright and Chairman, Maritime London

11:05 The mission towards decarbonization and short and longer term solutions

*Much is discussed about future fuels but no clear long term solution is yet at hand.
But technologies exist even now which can help bridge the timing gap.*

Moderator: Nicos Attas, RINA Cyprus Marine Manager

Panel Discussion:

Andreas Chrysostomou, Chief Strategy Officer, Tototheo Maritime

Prabhat Jha, Group Managing Director, MSC Shipmanagement Limited, Cyprus

Elias Yfantis, Senior Scientist, Cyprus Marine and Maritime Institute

Dimitris Solomonides, Chief Technical Officer, Lemissoler Navigation Co. Ltd.

Andreas Hadjipetrou, Group Chief Commercial Officer - Managing Director, Columbia Shipmanagement Limited

11:40 Coffee Break

12:10 Key fundamentals of the freight market and the latest developments in bulk and oil flows

Maria Bertzeletou, Market Analyst, The Signal Group

**12:30 Less ordering and steady demand has led to better market fundamentals
Which sectors offer the best investment opportunities in 2023?**

And once the decision is made is it for newbuilds, for mid-age vessels with retrofit in mind, or for vintage tonnage.

Moderator: Sunil Kapoor, Director, Fleet Ship Management Limited

Panel Discussion:

Eberhard Koch, Chairman, CEO & Partner, Österreichischer Lloyd Shipping Group

Atef Abou Merhi, Managing Director, Pelagic Partners

Symeon Pariatros, CAO, Euroseas Ltd & EuroDry Ltd

Mark Klerides, Director, CMK Eurofinance

13:05 The prospects and challenges of Cyprus shipping under the current energy transition regulatory and operational landscape and thoughts about the future

Natasa Pilides and Vassilios Demetriades, two former Cypriot Shipping Deputy Ministers, don their commercial caps rather than their political ones, and discuss the prospects of the maritime industry on the island, and the maritime and energy industry's efforts towards decarbonization.

Interviewed by: Adam Montanios, Managing Partner, Montanios & Montanios LLC

13:30 Lunch

AGENDA

AFTERNOON

14:45 **Navigating the Future: Maritime Careers for Youth**

Session supported by YoungShip Cyprus

Moderator: Andreas Tziarras, Managing Director, OneJar

Panel Discussion:

Andreas Christoforou, Manager Broking, Northern Lloyd Insurance Brokerage Services

Vassilis Malikides, Group Finance Director, OSM Maritime Group

Monica Potsou, HR Manager, P&O Maritime Logistics

Stella Kazamias, Group HR Manager, Interorient Shipmanagement

15:20 **Taxation of shipping profits in Cyprus and the impact of international tax developments**

Antonis Taliotis, Partner, Deloitte discusses the benefits to shipowners and operators of the Cyprus maritime tax system and the expected impact in the Cyprus maritime cluster over the next five years.

Interviewed by: Michael McBride, Partner, Head of Shipping, Chrysses Demetriades & Co. LLC

15:45 **Which finance options are available for Cypriot owners and investors**

There are plenty finance options for the biggest and the smallest shipping transactions. But which structures and terms are optimal for the Cypriot maritime watershed? Are green financing elements part of the discussion and the credit decision?

Moderator: Chris Vartzis, Partner, Stephenson Harwood

Panel Discussion:

Dimitrios Tzavaras, Head of Shipping, Hellenic Bank

Nicholas Pavlidis, Head of Shipping, Shipping Centre, Bank of Cyprus

Christos Xyggakis, Manager, Shipping Department, AstroBank

Constantinos Milios, Head of Shipping Finance, Eurobank Cyprus Ltd.

Michael Burgess, Associate Director, Ascension Finance

Jan William Denstad, CEO and Founding Partner, Sole Projects Ltd.

Closing Remarks

Cocktail Reception *graciously sponsored by [Cyprus Shipping Deputy Ministry](#)*

Video recordings and Presentations will be available online after the event.

Conference Organisers:

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2023-2024 FORUM CALENDAR

To view all details about upcoming and previous forums please visit www.marinemoney.com

as at 14 April 2023

EVENT	DATE	CITY
Marine Money Offshore Energy Finance Forum	Apr 25, 2023	Singapore
5th Marine Money Cyprus Forum	Apr 25, 2023	Limassol
23rd Norway Ship & Offshore Finance Forum	Jun 8, 2023	Oslo
35th Marine Money Week	Jun 20-22, 2023	New York City
Copenhagen Members Only Private Event	Sep 7, 2023	Copenhagen
Marine Money – Climate Week	Sep 2023 TBA	New York City
16th Monaco Superyacht Finance Forum	Sep 26, 2023	Monaco
22nd Marine Money Week Asia	Sep 26-27, 2023	Singapore
25th Greek Ship Finance Forum	Oct 17, 2023	Athens
17th Korea Ship Finance Forum	Nov 1-2, 2023	Busan
13th China Ship Finance Forum	Nov 7, 2023	Shanghai
24th Ship Finance Forum NYC	Nov 16, 2023	New York City
2nd Marine Finance Forum – New Orleans	Nov 30, 2023	New Orleans
15th London Ship Finance Forum	Jan 25, 2024	London
22nd Marine Money Hamburg	Feb 28, 2024	Hamburg
2nd Palm Beach Superyacht Finance Forum	Mar 2024 TBA	Palm Beach, Fl, USA
18th Gulf Ship Finance Forum	Mar 6, 2024	Dubai
15th Hong Kong Ship Finance Forum	Mar 2024 TBA	Hong Kong