



MARINE M O N E Y



25th Anniversary Marine Money Greek Ship Finance Forum

Tuesday, 17 October 2023

Eugenides Foundation, Athens

AGENDA

SHIPPING AND FINANCE MAKES THE WORLD GO AROUND

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MORNING

08:50 **Registration and Welcome Coffee**

10:00 **Opening Remarks**

Mia Jensen, Director Greece & Events Organiser, Marine Money International
James Lawrence, Chairman, Marine Money International

10:10 **Partner Welcome**

Xu Bin, Chairman, BOCOM Financial Leasing Co., Ltd.

10:20 **Where best to invest your capital today?**

Shipping markets are strong, but economic and regulatory challenges are brewing. Strategic decisions about capital investment need a long runway to profitability. How to grow your business and renew your fleet, assess and mitigate the risks, and come out a winner.

Panel Discussion

John Coustas, President & CEO, Danaos Corporation
Petros Pappas, Chief Executive Officer, Star Bulk Carriers Corp.
Jerry Kalogiratos, CEO & Director at Capital Product Partners L.P.
Leon Patitsas, Founder & CEO, Atlas Maritime Ltd.
Elias Sakellis, Partner and Chief Investment Officer, Borealis Maritime

Moderator: Harry N. Vafias, CEO, StealthGas, Inc

11:00 **The mission towards cleaner shipping - first movers, technology progress and implementation and the longer term solution. What will the next 25 years bring?**

Learning from progress in technology and innovation over the past quarter century, how realistic is it for shipping to be carbon neutral by 2050. What progress is being made in 2023 and who will ultimately pay for the massive investment required. Leading innovators, owners and financiers will discuss the reality of decarbonization and its cost, and the progress being made by Greek owners compared to others.

Panel discussion

Michael Parker, Global Industry Head of Shipping & Logistics, Citi
Charis Plakantonaki, Chief Strategy Officer, Star Bulk Carriers Corp.
Tom Lister, Chief Commercial Officer & Head of ESG, Global Ship Lease
Alexandros Hadjipateras, Senior Executive VP Dorian LPG (USA) LLC and MD Dorian LPG Management Corp. (Athens)
Frans van de Bospoort, Non Executive Director, Value Maritime

Moderator: Dimitris Sakipis, Head of ESG & Maritime Sustainability Center, PwC Greece

11:35 **Captains of Industry**

Aristides Pittas, Chairman and Chief Executive Officer, Euroseas Ltd. / EuroDry Ltd is from a traditional family business and has lead a transitional change into the capital markets and fleet growth and diversification. A discussion on the last 25 years in shipping, the main achievements and the difficult moments. Where next and how the industry has changed in the last quarter century.

Interviewed by: Alexia Hatzimichalis, Partner and Head of Athens Office, Watson Farley & Williams

11:55 **Coffee Break**

12:25 **Identifying current investment opportunities in bulk shipping**

Dry cargo supply fundamentals are strong with a low orderbook and decarbonization regulations delaying newbuild orders. Slowing global growth and shipping costs are hampering demand. A discussion about the orderbook and new technology, war and slowing economic confidence and where it points for dry bulk in the next two years.

Panel Discussion

Stavros Gyftakis, CFO, Seanergy Maritime Holdings Corp.
Simos M. Pariaros, Chief Administrative Officer, Euroseas Ltd. / EuroDry Ltd.
Yiannis Kourkoulis, Vice President, Best Oasis Limited
Nikolas Triantafyllakis, CEO, W Marine Inc.

Moderator: Eva Tzima, Head of Research & Valuations, Seaborne Shipbrokers S.A

AGENDA

- 12:55 **Growth in the carbon markets – value for the shipping industry.**
ETS and the global regulated markets – what are the trading opportunities for shipping?

Arlie Sterling, President, Marsoft and Anna Stablum, Business Development Director, ClimeCo.
- 13:05 **Financing growth in a strong market cycle**
Bank finance continues to support Greek shipping despite a plethora of alternatives arising over the past 25 years. What is the mainstay today and how do financiers hedge the risks when vessel values are strong, future ship fuels are debateable and interest rates are higher than for 20 years. Additionally factoring in ESG and a decarbonisation strategy makes for a further challenge.

Panel Discussion
George Tzelepis, Director Shipping, Credit Suisse
Theofanis E. Moustakatos, Head of Shipping, National Bank of Greece S.A.
Ilias Katsoulis, Head of Shipping, Deutsche Bank
Nicholas Pavlidis, Head of Shipping, Bank of Cyprus
Hugues Calmet, Head of DNB Representative Office Athens, DNB Bank ASA
Michael de Visser, Managing Director – Head of Shipping, NIBC Bank N.V.

Moderator: Chris Vartzis, Partner, Stephenson Harwood
- 13:40 **TEN Ltd at 30**
George Saroglou, President, Chief Operating Officer & Director, TEN Ltd

Lunch *co-hosted by TEN Limited*

AFTERNOON

- 15:10 **Raising capital for shipping. Which markets and which structures? Does size or sector matter with investors and financiers?**
After a long pause there appears some interest again from investors in shipping, both public and private. However, despite healthy cash flow, sustained dividends and what looks like continued strong fundamentals in most sectors, many stocks still trail NAV. What are the near terms prospects for bond and equity issuance, M&A and the OTC markets? Where should cash rich companies invest?

Panel Discussion
Chiara Caprioli, Head of Business Development, Luxembourg Stock Exchange
Omar Nokta, Managing Director Research, Jefferies LLC
Harrys Kosmatos, Corporate Development Officer, Tsakos Energy Navigation Ltd.
Fotis Giannakoulis, Investment Banking, Fearnley Securities, Inc.

Moderator: Robert Lustrin, Counsel, Head of Shipping Capital Markets (New York), Reed Smith
- 15:40 **Captains of Finance**
Greek shipping has had a close relationship with US capital markets for the past 25 years. Some lessons learned and the way forward.

Douglas Mavrinac, Global Head, Maritime Investment Banking, Jefferies LLC
Christopher Thomas, CFO, TC Holdings (previously CFO and Director of four Greek listed companies)

Interviewed by: Edward Horton, Partner, Capital Markets Group, Seward & Kissel
- 16:05 **Chinese Leasing as a solution for Greek owners**

Panel Discussion
Linna Fan, Head of Shipping Finance Division, BOCOM Financial Leasing Co., Ltd.
Emily Chen, Director of Europe & America, Ship Leasing Dept., AVIC International Leasing Co., Ltd
Yi Yang, Managing Director, Head of Origination Team, Shipping Leasing Dept., CMB Financial Leasing Co., Ltd
Christoforos Bisbikos, Partner and Head of Hong Kong Office, Watson Farley & Williams

Moderator: James Stove-Lorentzen Jr, Managing Partner, NorthCape Pte. Ltd.

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- 16:35 **Seeking Chinese certainty in a chaotic era**
Xin Man, General Manager - Business Development and Operations Dept., Seacon Shipping Group Holdings Limited
- 16:45 **Non-bank financing now the norm for owners big and small**
There are many sources of non-bank financing and these have become core for a large segment of the shipping industry. Larger and smaller owners, larger and smaller deals are all within the interest zone of these non-bank lenders. How to handle increased pricing, assessing what is safe leverage and ticking the right profile.
- Panel discussion
Yannis Kariofillidis, Chief Operating Officer, Australis Maritime Limited
Iraklis Tsirigotis, Director of Origination, Neptune Maritime Leasing
Nicholas Petrakakos, Partner & Managing Director - Maritime & Offshore, Investment Banking, Alantra
Alexandros Valentis, Ship Finance Director, Transport Capital (Greece) Inc.
Wilhelm Magelssen, Partner & Fund Manager, NRP Maritime Asset Management AS
- Moderator: Vassiliki Georgopoulos, Partner, Watson Farley & Williams
- 17:20 **Greek shipping highlights over 25 years and what is yet to come**
Our conference theme is SHIPPING AND FINANCE MAKES THE WORLD GO ROUND and the fact is that Greek shipping is the most influential on the planet. Our panelists recount highlights of years gone by and what to expect in the next decade from Piraeus, Glyfada and the northern suburbs.
- Panel discussion
Evangelos Chatzis, Chief Financial Officer, Danaos Corporation
Pankaj Khanna, CEO, Heidmar Inc.
Theo Xenakoudis, Chief Commercial Officer, Managing Director - Piraeus Office, IRI/The Marshall Islands Registry
Alexis Stephanou, Chief Financial Officer, Goldenport Group of Companies
- Moderator: Nigel Bowen-Morris, Managing Partner, Stephenson Harwood, Greece
- 18:00 **Cocktail Closing Reception** *co-hosted by IRI / The Marshall Islands Registry
at the Eugenides Foundation*
- 21:45 **Capital Party** *co-hosted by Capital Product Partners L.P.
at the Karaiskaki Stadium (Olympiacos F.C.)*

Conference Organisers:

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