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Shipping Finance

2018

The way forward

Thursday 22 February 2018

Athenaeum InterContinental Hotel
Athens

#shippingfinance18

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Shipping Finance 2018

Welcome address

Information and results.

What is the use of a conference if not to provide timely, accurate, relevant and reliable information that participants would use in order to achieve concrete and tangible results? This is what has prompted us to initiate a series of conferences to be held annually, focusing on shipping finance.

With the decline of traditional forms of shipping financing and the emergence of novel, alternative forms of credit, the shipping industry must adapt to new realities. At the same time, technology is playing a leading role, not only in relation to demanding rules and regulations, but mainly in relation to the opportunities that lie ahead.

This is the reason why we are here today: To match shipping interests with finance opportunities and find the optimal ways to advance shipping businesses.

Welcome to the world of modern shipping finance.

We would like to thank our speakers and panelists for their topical presentations and productive comments, and all those who have worked zealously for the realization of today's conference.

We would equally like to thank our sponsors. Through their kind support, they have allowed us to bring together the world elite of shipping finance and to achieve the conference's quality goals.

And of course, we would like to thank you all for honoring us with your presence here today.

Ladies and Gentlemen,

Welcome to the **S20 Shipping Finance 2018**.

Agenda*

Conference Chair: **Dr. Martin Stopford**, President, Clarkson Research

Chair of the Organizing Committee – Scientific Contributor: **Basil M. Karatzas**, CEO, Karatzas Marine Advisors & Co.

Marine Consultant: **Stella Alexia Mantzaris**, Founder & CEO, A.S. Marine Ltd.

Consultant: **Maro Badekas**, Attorney at law

Conference Planning & Implementation: **Despina Travlou**, Principal & Founder, Slide2Open

Moderator: **Yuri Bender**, Editor-in-Chief, Professional Wealth Management at Financial Times

08:30 Registration and Coffee

Morning Session

09:00	Welcome remarks Despina Travlou , Principal & Founder, Slide2Open
09:05	Greeting speeches Panagiotis Kouroumplis , Minister of Maritime Affairs and Insular Policy Duncan Dunn , Chairman, The Baltic Exchange
09:30	Chairman's opening remarks: Present shipping market conditions - What to expect? Professor Martin Stopford , Non-executive President, Clarkson Research Services Ltd.
09:45	Spotlight: <i>Shipping, an old industry: The way things were, and the way things are – Changes and opportunities. The weakest links and the greatest challenges – How shipping, and specifically Greek shipping, can still thrive in a new market</i> John Platsidakis , Chairman Intercargo, Managing Director, Anangel Maritime Services Inc. interviewed by Yuri Bender , Editor-in-Chief, Professional Wealth Management at Financial Times
10:15	Welcome to the World of Modern Shipping Finance! A brief introduction Basil M. Karatzas , CEO, Karatzas Marine Advisors & Co.
10:30	Corporate Risk Management in the Shipping Industry Prof. Dr. Wolfgang Drobetz , Professor of Corporate Finance and Ship Finance Hamburg Business School, University of Hamburg
10:45	Back to the good ol' days? The new regulatory environment of the banking sector and the impact on the shipping industry Yves Kallina , Senior Vice President, HSH Nordbank's Global Loan Syndicate, HSH Nordbank AG
11:00	Chinese Leasing: What it is; How it works; Could Chinese Leasing fill the funding gap left in the wake of shipping banks? Cruise Chi , Executive Manager, Bocomm Shipping Leasing (Europe), an affiliate of Bank of Communications Finance Leasing Co., Ltd. Q&A Session, Interviewer: Basil M. Karatzas
11:15	Forward Freight Futures (FFAs) and their Role in Structured Finance Duncan Dunn , Incoming Chairman, Baltic Exchange, Senior Director, SSY Futures Ltd.

11:30 Coffee Break

Noon Session

12:00 **The Karatzas Marine Advisors & Co. Panel Discussion**

Shipping Banks, Credit Funds & Chinese Leasing – Traditional Ship Mortgages & Modern Shipping Finance activities, expectations, practices and future trends

Morten Arntzen, Senior Shipping Industry Advisor, Macquarie Bank

Cruise Chi, Executive Manager, Bocomm Shipping Leasing (Europe)

Joseph Cipolla, Senior Vice President, WAFRA Capital Partners Inc.

Yves Kallina, Senior Vice President, HSH Nordbank's Global Loan Syndicate, HSH Nordbank AG

Basil M. Karatzas, CEO, Karatzas Marine Advisors & Co.

Moderator: **Yuri Bender**, Editor-in-Chief, Professional Wealth Management at Financial Times

13:00 **Panel Discussion**

The current state of Shipping Finance: Expectations, experiences and useful tips

George Gourdomichalis, Managing Director, Phoenix Shipping & Trading S.A.

George Laios, Groups Business Development Manager, NJ Goulandris Maritime Inc.

Dr. Kostas Rokkos, Chairman & CEO, TST International S.A.

Frithiof Wilhelmsen, Vice President, Macquarie Specialised Investment Solutions

Moderator: **Professor Martin Stopford**, Non-executive President, Clarkson Research Services Ltd.

14:00 Lunch Break

Afternoon Session

Shipping in the Modern Era: Digitalization, Disruption, IoT, Compliance

15:00 *Current technological developments and asset risks in today's Shipping*

Dr. Kirsi Tikka, Executive Vice President – Global Marine, American Bureau of Shipping (ABS)

15:15 **Spotlight:**

Show me the R.O.I.: An efficient Data driven Operational and Decision Management System

George Christopoulos, Vice Admiral of the Hellenic Navy (Rtd), Marine Operations LAROS - Prisma Electronics

Yuri Bender, Editor-in-Chief, Professional Wealth Management at Financial Times

15:30 **Panel Discussion**

Digital Disruption in the Shipping Industry

Vangelis Asvestas, Distribution Account Manager/Cloud & IoT Lead, Cisco Greece, Cyprus, Malta

Greg Atkinson, Director & Chief Technology Officer, Eco Marine Power Co. Ltd. Fukuoka, Japan
Managing Director of Ohori Capital Pty. Ltd.

Christos Giordamlis, CEO, Prisma Electronics SA

Constantine Komodromos, Co-founder & CEO, VesselBot

Dr. Kirsi Tikka, Executive Vice President – Global Marine, American Bureau of Shipping (ABS)

Moderator: **Dr. Konstantinos Galanis**, Director of Operations, Dido Shipping Co SA,
Lecturer, Hellenic Management Centre - ICS Greek Branch

Agenda*

16:30 Coffee Break

Late Afternoon Session

16:45 *Credit Funds: What it is. How it works?*

Joseph Cipolla, Senior Vice President, WAFRA Capital Partners Inc.

Nick Roos, Managing Director, Maritime Asset Partners

17:00 **Panel Discussion**

Public and Privately-held independent Shipowners assess the current status of the shipping market and investment opportunities

Prof. Dr. Wolfgang Drobetz, Professor of Corporate Finance and Ship Finance, Hamburg Business School, University of Hamburg

Dr. George A. Gratsos, President, Standard Bulk Transport Corp.

Basil M. Karatzas, CEO, Karatzas Marine Advisors & Co.

George A. Tsavliris, Principal, Tsavliris Salvage Group

Nicolas A. Vernicos, Shipowner, Vernicos Maritime S.A., President, ICC-Hellas

Emmanouel A. Vordonis, f. Chairman & Executive Director, Thenamaris Ship Management Inc.

Moderator: **Nigel Lowry**, Greece Correspondent of Lloyds list

18:00 **Concluding Remarks**

18:05 [End of the Conference](#)

An international communications and event management Power House for businesses and business people of today and tomorrow, Slide2Open has set on a course of providing tangible, commercially-driven results. By working within and across industries, sectors, functions and disciplines, it helps interested parties address critical market challenges.

Corporate events constitute the core of Slide2Open services. Tailor-made conferences and seminars, product launch and trade shows, team building, incentives and appreciation events are designed to the highest standards in order to inform, reward, raise productivity, boost sales, market new ideas and affect competition. At the same time, lobbying and networking events ensure that interested parties send a clear message to stakeholders. To do that, we combine our deep knowledge of the economic and institutional environment with your specific needs and we design solutions that scratch beneath the surface and have a multiplier effect.

Our mission is to deliver meticulously planned events that have the power to support your company's strategic vision. A flawless execution, from conceptualisation to post-event evaluation, is our guarantee of success.

... either soothing or disrupting the market...

The Slide2Open Shipping Finance 2018 is

Organized by:

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In Association with:

Boussias Communications

Under the Auspices of:

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Hellenic Republic, Hellenic Chamber of Shipping

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Minister, Ministry of Maritime Affairs and Insular Policy



Morten Arntzen

Senior Shipping Industry Advisor, Macquarie Bank



Vangelis Asvestas

Distribution Account Manager/ Cloud & IoT Lead
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Editor-in-Chief, Professional Wealth Management at Financial Times



Cruise Chi

Executive Manager, Bocomm Shipping Leasing (Europe) an affiliate of Bank of Communications Finance Leasing Co. Ltd.



George Christopoulos

Vice Admiral (Engineer)
Hellenic Navy, retired
Marine Operations LAROS - Prisma Electronics



Joseph Cipolla

Senior Vice President, Wafra Capital Partners Inc. and Chairman, Maritime Asset Partners S.a.r.l.



Prof. Dr. Wolfgang Drobetz

Professor of Corporate Finance and Ship Finance
Hamburg Business School, University of Hamburg



Duncan Dunn

Incoming Chairman of the Baltic Exchange, Senior Director, SSY Futures Ltd.



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Greece Correspondent of Lloyd's List



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Managing Director,
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Dr. Martin Stopford

non-executive President,
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Karatzas Marine Advisors & Co. is a well-established, international maritime consulting and shipping finance advisory firm providing shipping market expertise to financial institutions and active in ship brokerage, financial advisory and private placements, vessel valuations and appraisals. The firm is headquartered in the Financial District in Manhattan but maintains a world-wide footprint, the firm have represented private and publicly-traded shipowners and provided maritime expertise to institutional investors, lenders and lessors for both Jones Act assets but also international flag assets.

www.karatzas.com



A.S. Marine Ltd was founded in 2005 by Stella Alexia Mantzaris and is a broking company in the field of Marine Insurance. The forming of A.S. Marine Ltd was followed by an exclusive Co-operation / representation of Arthur J. Gallagher (Uk) Ltd, one of the four largest risk management and insurance broking companies in the world and one of the leading marine specialists in both the London and International marketplace. Apart from Miss Stella Alexia Mantzaris who has an extensive shipping background with Maritime studies and twelve years of working experience in shipping companies, our team comprises 5 dedicated Marine insurance personnel and 1 technical consultant in the Greek office and 26 qualified P&I/ H&M personnel, (excluding claims staff) in the London office of AJG. A.S. Marine Ltd was created in order to respond to the ever increasing needs of the Greek Shipping Industry. Our commitment is to offer a competitive advantage to our clients by obtaining the right cover at the right price. We believe that every client, no matter how large or small, is important and we aim to provide tailored solutions to meet all of their needs. Our large portfolio enables us to fully appreciate prevailing market trends in both the shipping and insurance markets and to react to changes in those markets quickly and efficiently. The difference between the standard terms and those that are ultimately achievable is often considerable and part of the broker's value is in knowing both what is out there and how best to obtain it. Our constant contact with the ship as a physical entity and the good knowledge of her operation, enables us to deeply understand the problems and implications that might occur in the relation amongst vessel Owners – Charterers – Underwriters. Claims management and the payment of claims are the ultimate test. We have invested heavily in developing a specialist claims team, dedicated to supporting our clients. Areas of expertise include: - Hull and Machinery / Increased Value / Mortgagees' Interest - War Risks - Kidnap and Ransom - Protection & Indemnity / FD&D - Loss of Hire - Marine Liability: Ship builders-repairer's liability / Marina operator's liability / Charterers's Liability/ Wharfinger's and Stevedore's liability - Certificates of Financial Responsibility - Ports & Terminals - Cargo & Stock throughput

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- Eclectic Greece, offering luxury Destination Management Services to individuals.

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<https://panlogosfoundation.org/home>



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