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The way forward

Thursday 22 February 2018

Athenaeum InterContinental Hotel
Athens

- Conference
- One-to-one meetings
- Parallel events

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Thursday 22 February 2018
Athenaeum InterContinental Hotel, Athens

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

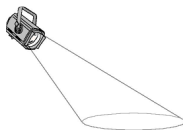
08:30 Registration and Coffee

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:**

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



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.

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.

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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, Group's 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 *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

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

16:30 **Coffee Break**

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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

Interviewer:

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

17:00 **Panel Discussion**

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

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

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

George A. Tsavlis, Principal, Tsavlis 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:

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

18:00 **Concluding Remarks**

18:00 **End of the Conference**