



Shipping Finance 2019

In market fundamentals **we trust**

Thursday **24 January 2019**
Divani Caravel Hotel, Athens

www.slide2open.net/ShippingFinance2019

Agenda

Conference Chair, Emeritus: **Dr. Martin Stopford**, President, Clarkson Research
Conference Chair & Chair of Scientific Committee: **Basil M. Karatzas**, CEO, Karatzas Marine Advisors & Co.
Chair of Organizing Committee: **Despina Travlou**, Managing Director, Slide2Open Communications
Moderator: **Yuri Bender**, Editor-in-Chief, Professional Wealth Management at Financial Times

Morning Session – Fundamentals is King

08:30 Registration and Coffee

- 09:00 **Welcome**
Despina Travlou, Managing Director, Slide2Open Communications
- 09:05 **Greeting Speeches**
Fotis Kouvelis, Minister of Maritime Affairs and Insular Policy
Ioannis Plakiotakis, Maritime Affairs Coordinator and Former President of New Democracy Party
Member of the Hellenic Parliament
- 09:35 **Opening remarks**
Waypoints - The Current State of the Shipping Industry
Basil M. Karatzas, CEO, Karatzas Marine Advisors & Co.
- 09:45 **Presentation**
Why are we still in Business? Does Investing in Shipping Pay Off?
Prof. Dr. Wolfgang Drobetz, Professor of Corporate Finance and Ship Finance,
Department of Business Administration, University of Hamburg



- 10:00 **Speech**
Dr. George D. Pateras, Deputy Chairman, Contships Management Inc.
 President, Hellenic Chamber of Shipping
- 10:10 **Speech**
What Keeps Shipowners up at Night
Anastasios V. Papagiannopoulos, President BIMCO, Principal, Common Progress Co Na S.A.
- 10:20 **Spotlight**
Captains of the Industry
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- Costas Paris** and The Wall Street Journal on the Shipping Industry – Interview with
George Procopiou, Founder, Sea Traders S.A., Dynacom Tankers Management Ltd.
 and Dynagas Ltd.
- 10:40 **Presentation**
How International Trade and Trade Wars Impact Shipping Finance Dynamics
Peter Sand, Chief Shipping Analyst, BIMCO
- 10:55 Q&A

11:00 Coffee Break

Noon Session – Money Matters

- 11:30 **Session Introduction**
Changing Landscape of Shipping Finance and New Financing Opportunities
Basil M. Karatzas, CEO, Karatzas Marine Advisors & Co.
- 11:35 **Presentation**
What gets Finance in Shipping now? Current trends in Shipping Finance
Yves Kallina, Senior Vice President of the Global Loan Syndicate, HSH Nordbank
- 11:50 **Presentation**
Publicly Listed Lessors
Fredrik Bock-Hagen, Managing Director, Ocean Yield Malta Ltd.



- 12:00 **Speech**
The Challenges of IFRS9 & IFRS16 in Shipping Finance and their Treatment with the use of Data Analytics
Panos Michalopoulos, Managing Partner, WEMETRIX
- 12:10 *Navigator Acquisition, Corp. vs Traditional IPO*
Kyle Shostak, Director & CEO, Navigator Principal Investors LLC
- 12:20 **Panel Discussion**
Current State of Shipping Banking Industry and Emerging Ship Financing Trends
- Michael Frisch**, Chief Commercial Officer & Member of the Executive Board
 Danish Ship Finance
Martin Hugger, Managing Director, Meerbaum Capital Solutions
Yves Kallina, SVP Global Loan Syndicate, HSH Nordbank
Gina Panayiotou, Head of Shipping, Michael Kyprianou & Co. LLC.
Kyle Shostak, Director & CEO, Navigator Principal Investors LLC
Markus Wenker, Head of Ship Finance, Hellenic Bank
- Moderator:
Basil M. Karatzas, CEO, Karatzas Marine Advisors & Co.
- 13:20 **Speech**
Negotiation Challenges for Sustainable Financing
Yannis Dimarakis, Managing Partner, Scotwork Hellas
- 13:25 Q&A

13:30 Lunch Break

Afternoon Session – From Physical to Digital

- 14:30 **Keynote Speech**
Freightos: How the New World Allows Disruptors to Innovate
Ruthie Amaru, Chief Marketplace Officer
Freightos – Amazon FBA Shipping Calculator
- 14:50 **Presentation**
Digital Transformation in the Shipping World
Eirini Liadi, ICT Key Account Manager, OTE Group
- 15:05 **Presentation**
Blockchain in Customs & Taxation
Charalampos Saperas, Lead Engineer, INTRASOFT International



15:15 Presentation

Monetize your Fleet Data – The Real Case of LAROS systems

George Christopoulos, Vice Admiral (Engineer) Hellenic Navy, retired
Marine Operations LAROS by Prisma Electronics

15:25 Panel Discussion

Advanced Technologies in Shipping: How novel technologies reshape a traditional market

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

John N. Cotzias, Projects & Finance, Xclusiv Shipbrokers
President, Hellenic Shipbrokers Association

Pandelis Esmeroglou, Chartering Director, Olympic Vision Maritime Co. Inc.

Gerasimos Michalitsis, New Ventures Senior Manager, INTRASOFT International

Christos Giordamlis, CEO, Prisma Electronics S.A.

Carlos Sanchez Vinas, Vice-president of Business Development, LATAM at Intercash
CEO, CosmoPay Card Mexico

Moderator:

Constantine Komodromos, Co-founder & CEO, VesselBot

16:15 Q&A

16:25 Coffee Break

Late Afternoon Session – Shipowners' Time

16:40 Shipowners' Panel Discussion

Where there is a Will, there is a Way

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

Stavros Gyftakis, Chief Financial Officer, Seanergy Maritime Holdings Corp.

Harry Kosmatos, Corporate Development Officer, Tsakos Energy Navigation Ltd.

John Platsidakis, f. Chairman, INTERCARGO, Managing Director, Anangel Maritime Services Inc.

George A. Tsavlis, Principal, Tsavlis Salvage Group

Moderator:

Yuri Bender, editor-in-chief, Professional Wealth Management at Financial Times



17:40 **Panel Discussion**
The New Wave: The Next Generation in Shipping

George Sp. Alexandratos, General Manager, Apollonia Lines SA,
 Vice President, Hellenic Chamber of Shipping

Alexander C. Hadjipateras, Executive Vice President of Business Development,
 Dorian LPG (USA) LLC

Isabelle Rickmers, Managing Director, Zeaborn Ship Management

Moderator:

Danae Bezantakou, CEO, Navigator Shipping Consultants

18:40 **Spotlight**
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Emmanouel A. Vordonis, f. Chairman & Executive Director, Thenamaris Ship Management Inc.

18:50 Concluding Remarks

19:00 **Cocktail Reception co-hosted by TEN Ltd.**

So we beat on, boats against the current, borne back ceaselessly into the past.

F. Scott Fitzgerald, *The Great Gatsby*