



## Agenda\*

Conference Moderator: **Mr Yuri Bender**, Editor-in-Chief, PWM at Financial Times

### 08:30 – 09:00 Registration and Welcome Coffee

09:00 – 09:10 Welcome Address

**Ms Despina Travlou**, Managing Director, Slide2Open Communications  
Chair of the Organizing Committee

### 09:10 – 09:25 Conference Opening Address

**Mr Giannis Plakiotakis**, Minister of Maritime Affairs and Insular Policy

### 09:25 – 09:45 Greeting Addresses

**Mr Leonidas Demetriades-Eugenides**, IMO Ambassador in Greece  
President, Eugenides Foundation

**Dr George D. Pateras**, President, Hellenic Chamber of Shipping  
Deputy Chairman, Contships Management Inc.

### 09:45 – 10:00 Introductory Remarks by the Conference Chair

**Prof. Martin Stopford**, Non-executive President, Clarkson Research Services Ltd.  
*Comments on Cargo Transport developments 2020 to 2050*

### 10:00 – 11:15 Morning Session

**Assessing global political and economic developments**

### 10:00 – 10:20 Keynote Speech

**Mr James Bevan**, Chief Investment Officer, CCLA, U.K.  
*The Swindle of Globalisation*

### 10:20 – 10:30 Presentation

**Mr Anastasios V. Papagiannopoulos**, Principal, Common Progress Co Na S.A.  
Immediate Past President, BIMCO



#### 10:30 – 11:15 **Panel**

- How China's One Belt One Road vision boosts emerging Ports / Hubs in global trade
- Shifting trade dynamics for key exports including oil, grain, soya and other agri-goods
- Investing in infrastructure/terminals to profit from changing trade patterns
- New trade agreements
- Europe: Brexit, elections and new political players
- The roles of Turkey, Russia and Iran in navigating regional 'choke-points'

Moderator and Session's Chair:

**Mr Yuri Bender**, Editor-in-Chief, PWM at Financial Times

**Mr James Bevan**, Chief Investment Officer, CCLA, U.K.

**Mr Anastasios V. Papagiannopoulos**, Principal, Common Progress Co Na S.A.  
Immediate Past President, BIMCO

**Mr Jesper R. Pedersen**, CEO, M.V. Cargo (Grain Terminal Port), Odessa, Ukraine

**Dr George Vaggelas**, Managing Director, Ports & Shipping Advisory

#### 11:15 – 11:45 **Coffee Break**

#### 11:45 – 12:35 **Noon Session**

##### **Mastering Sustainability & Compliance**

- HFO LSFO, LNG, Poseidon Med and renewable sources of energy
- The Economics of Sustainability and Compliance
- Is Slow Steaming an alternative?
- Projecting IMO 2020 into 2022 and beyond
- The transformative change impact of sustainability, and investment in research and development

Moderator and Session's Chair:

**Ms Danae Bezantakou**, CEO, NAVIGATOR Shipping Consultants Ltd  
Secretary General, International Propeller Club (Port of Piraeus)

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

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

**Capt. Kostas Karavasilis**, Senior Loss Prevention Executive, Thomas Miller (Hellas) Ltd.

**Mr Costas Kontes**, Managing Director, V.Ships Greece Ltd.



**Dr Ioannis K. Patiniotis**, Finance Director, Carras (Hellas) S.A.

**Mr Konstantinos Xifaras**, Chief Executive Officer, DEPA S.A. (tbc)

**12:35 – 14:00 Afternoon Session (Part I)**  
**Developing Future-Proof Strategies**

**12:35 – 12:50 Keynote Speech**

**Mr Peter Sand**, Chief Shipping Analyst, BIMCO

*The commercial aspects that matter to the Future Shipping Industry*

**12:50 – 13:50 Panel 1:**

**Can Shipping Finance become attractive again to Banks?**

- What can we expect from Banks in the near future?
- Can technology play a key role in reviving Shipping Finance from Banks?
- Poseidon Principles and the Green Charter
- Commercially viable proposals from stakeholders
- Trends and perspectives

Moderator and Session's Chair:

**Ms Katerina Stathopoulou**, Executive Director, Investments & Finance Ltd.,  
 Governor, International Propeller Club (Port of Piraeus)

**Mr Andreas Chrysostomou**, Chief Executive Officer, Marine Fields

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

**Mr Marc Hari**, Executive Director, Shipping Finance & ECA, Macquarie Bank Limited

**Ms Alexandra Michalopoulos**, Partner, Watson, Farley & Williams

**Mr Christopher Conway**, Managing Director, Global Head of Shipping & Offshore Export &  
 Agency Finance, CitiGroup

**Ms Korinna Tapaktoglou**, Chief Financial Officer, Pioneer Marine

**Mr Christos Tsakonas**, Global Head of Shipping, DNB Bank



**13:50 – 14:00** **Mr Filimon Antonopoulos**, Managing Director, Tallon Commodities Limited  
***Shipping Companies & Hedging***  
*How can shipping companies use hedging strategies to secure their projected IRRs  
 (Example: Investment on Scrubbers)*

**14:00 – 15:00** **Lunch Break**

**15:00 – 16:10** **Afternoon Session (Part II):**

**15:00 – 16:00** **Panel 2:**  
**Mapping Shipping Finance opportunities**  
 Investment scope & Market outlook from the perspective of:

- Traditional banks & new-entrants
- Credit funds
- Asian-sourced shipping finance
- Fintech in Shipping
- Opportunities & threats for Greek shipowners

Moderator and Session's Chair:

**Mr Konstantinos Ch. Kanellopoulos**, Associate, Braemar Naves Corporate Finance

**Mr Dimitris Anagnostopoulos**, BoD member, Aegean Baltic Bank

**Mr Christoph Beneke**, Ship Finance Executive, Meerbaum Capital Solutions Inc.

**Mr George D. Cambanis**, Managing Director, YieldStreet Marine Finance

**Mr Yves Kallina**, Senior Manager, Global Sales & Syndicate, Hamburg Commercial Bank AG

**Mr Harrys Kosmatos**, Corporate Development Officer, Tsakos Energy Navigation (TEN) Limited

**Mr George Laios**, Deputy CEO, Intermodal Athens

**Mr Ali Susanto**, Managing Director and Head of Singapore, Braemar Naves

**16:00 – 16:10** **Spotlight on Human Capital**



***Keeping Brain Fit on Board for Operational Effectiveness***  
*Psychophysiological Assessment and Training for Captains and Crew Members*

**Ms Elisabeth Calbari**, Neuropsychologist, Executive Trainer, Founder, Self-Balance



**16:10 – 17:35 Afternoon Session (Part III):**

**Developing Future-Proof Strategies -  
Digital Transformation as the new source of competitive advantage**

**16:10 – 16:25 Ms Eirini Liadi**, ICT Senior Sales Specialist, OTE Group

**Dr Konstantinos Papapanagiotou**, Senior Manager, Cyber Security Solutions  
OTE Group  
*Driving Digital Transition*

**16:25 – 16:35 Mr Konstantinos Georgiou**, Management Consulting Manager, Accenture  
*Shipping... in the New*

**16:35 – 16:45 Mr Morten Lind-Olsen**, CEO, Dialog  
*The challenge of including the Ships in your digital strategy*

**16:45 – 17:35 Panel 3:**

**Digital Transformation as the new source of competitive advantage**

- New business models: online booking platforms, higher-margin services of the supply chain, real-time cargo tracking and visibility throughout the shipping journey, monitoring cargo condition
- Digitalization of the core business: revenue management, advanced analytics to minimize system costs, blockchain technology to streamline and secure the documentation process, digital lead management through connected market intelligence, ERP interfacing, control tower fleet monitoring, multi-modal collaboration
- Internal digital foundation across the organization to attract talent, modernizing systems, swift development of solutions, maximizing efficiency

Moderator and Session's Chair:

**Ms Eirini Liadi**, ICT Senior Sales Specialist, OTE Group

**Mr Konstantinos Georgiou**, Management Consulting Manager, Accenture

**Mr Dimitris Kontinos**, Managing Partner, CloudFin

**Mr Morten Lind-Olsen**, CEO, Dialog

**Ms Katerina Raptaki**, ICT Manager, Navios Group of Companies

**Mr Ewan Robinson**, Director, Yango Satellite Communications Ltd.





17:35 – 17:50 **Coffee Break**

17:50 – 19:00 **Late Afternoon Session**

**The Shipowners Panel - Brighter days ahead?**

- Are we changing our course? How do trade wars affect us?
- What will it take to make shipping attractive to banks again?
- Funds currently hold substantial exposures that they have bought at heavy discounts from banks. What impact will such off-loading have for shipping?
- As such, do you foresee joint ventures being formed between owners and funds?
- Has over-regulation created a better shipping? Do you see the pendulum swinging back into balance any time soon?

Moderator and Session's Chair:

**Mr Angelos Roupas Pantaleon**, Founder, Second Wind & Partners

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

**Mr John Dragnis**, Chief Executive Officer, Goldenport Group

**Ms Marily Frangistas**, Managing Director, Franco Compania Naviera

**Mr George D. Gourdomichalis**, Managing Director, Phoenix Shipping & Trading SA

**Mr Nicholas Papalios**, Vantage Shipping Lines

**Mr Dimitris Theodorakis**, Swissmarine Inc.

18:50 – 19:00 **Mr George A. Tsavliris**, Principal, Tsavliris Salvage Group

*Let's not wait and see what the future holds for us. Let's ReFuture Shipping*

19:00 **Cocktail Reception**

\* Last updated on 27 January 2020

*The tactician knows what to do when there is something to do;  
whereas the strategist knows what to do when there is nothing to do*

**Gerald Abrahams**