

**HELLENIC-AMERICAN/NORWEGIAN-AMERICAN
CHAMBERS OF COMMERCE**

25TH ANNUAL JOINT SHIPPING CONFERENCE

**Embracing Change:
Turning Shipping's Hopes
and Dreams into Reality**



**TUESDAY, FEBRUARY 5, 2019
APELLA CONFERENCE CENTER
450 EAST 29TH STREET
NEW YORK CITY**



HELLENIC-AMERICAN CHAMBER OF COMMERCE
340 Madison Avenue, 19th Floor, New York NY 10173
Tel 212 629 6380
info@hellenicamerican.cc



NORWEGIAN-AMERICAN CHAMBER OF COMMERCE
450 Lexington Avenue, 4th Floor, New York, NY 10017
Tel 646 883 1760
info@naccusa.org

CO-CHAIRS

Clay Maitland

The Marshall Islands Registry

Hara Gisholt

Core Assurance CR Marine

John C. Stratakis

*Poles, Tublin, Stratakis &
Gonzalez*

Ole Christian Schroeder

Scorpio Group

COMMITTEE MEMBERS

Humera Ahmed

Blank Rome

John Benson

Watson Farley & Williams

Aspa Bitis

HACC

Alfonso Castillero

The Liberian Registry

Brian Devine

Norton Rose Fulbright

Live Sletten Diakolios

NACC

Nick Katsanos

Seward & Kissel

Allan Krogsgaard

DNV GL

Kalli Livanos

Kyla Shipping

Martin Lunder

Nordea

George Pierot

Jacq. Pierot Jr. & Sons, Inc.

George Tsimis

GJT Marine Consultants

Christiana Vasilas

The American P&I Club

MEDIA

Maria Antvort

NACC

HACC PRESIDENT

Mark Drakotos

NACC PRESIDENT

W. Cameron Beard

GRAPHIC DESIGN

Michael H. Holtermann

Holtermann Design LLC



February 5, 2019

Dear Delegate,

It is with great pleasure we welcome you to the twenty-fifth annual Hellenic/Norwegian-American Chambers of Commerce Joint Shipping Conference in New York City.

It seems that every day brings news of some new development in some aspect of our industry. From technology to regulation to finance, we encounter seismic change that can sometimes be difficult to understand. This year's conference aims to confront and make sense of some of those changes. After an opening presentation of Macro Shipping and Economic Overview, panels will debate:

- Technological Changes in Shipping
- The Brave New World of Ship Finance
- Environmental and Other Regulations
- Dealmaking
- Political Turmoil and its Effect on Shipping
- Shipowners' Perspective

As it is the 25th Anniversary of this conference, we invited two of the co-founders, Dagfinn Lunde and Robert Shaw, to be luncheon speakers, to discuss changes in our industry over the past quarter century.

We look forward to insightful exchanges with the audience during the Q/A sessions following each panel discussion and to meeting and networking amongst our colleagues. Together we may indeed discover new opportunities to embrace change!

We are grateful to our organizing committee members, who volunteer their time and have been so active and supportive in developing this program, and to our many sponsors. Without our sponsor firms' generous support, this conference could not happen. We are also grateful to *you* for attending and participating in the event in such a positive way. Many of you come back year after year, and we truly appreciate this support. It reflects well on the two organizing chambers and on the New York Metropolitan area as a leading international shipping and business region.

Welcome to all.



**Hellenic-American
Chamber of Commerce, Inc.**



**Norwegian-American
Chamber of Commerce, Inc.**

HARA GISHOLT
Conference Co-Chair

CLAY MAITLAND
Conference Co-Chair

OLE CHR. SCHROEDER
Conference Co-Chair

JOHN C. STRATAKIS
Conference Co-Chair



HELLENIC-AMERICAN / NORWEGIAN-AMERICAN CHAMBERS OF COMMERCE

25th Annual Joint Shipping Conference

Embracing Change: Turning Shipping's Hopes and Dreams into Reality

TUESDAY, FEBRUARY 5, 2019 • APELLA CONFERENCE CENTER • 450 EAST 29TH STREET, NEW YORK CITY

CONFERENCE CO-CHAIRS

HARA GISHOLT, Director, Core Assurance CR Marine

CLAY MAITLAND, Managing Partner, The Marshall Islands Registry

OLE CHRISTIAN SCHROEDER, Director, Environmental Compliance, Scorpio Group

JOHN C. STRATAKIS, Partner, Poles, Tublin, Stratakis & Gonzalez, LLP

8:15 AM REGISTRATION AND BREAKFAST

9:00 AM OPENING REMARKS

JOHN C. STRATAKIS, Partner, Poles, Tublin, Stratakis & Gonzalez, LLP

9:10 AM MACRO SHIPPING AND ECONOMIC OVERVIEW

HENRIETTE VAN NIEKERK, Global Head, Dry Bulk Analysis, Clarksons

9:30 AM TECHNOLOGICAL CHANGE IS YOUR FRIEND

MÜGE ANBER-KONTAKIS, Vice President, Global FD&D Manager & Counsel at American P&I Club/Shipowners Claims Bureau Inc.

EVANGELOS EFSTATHIOU, CEO, Skysail Advisors Ltd

ROBERTO COUSTAS, CEO, DeepSea Technologies

PIA MELING, Vice President, Massterly (a Kongsberg Wilhelmsen JV)

Moderator: **GEORGE PIEROT**, Broker, Jacq. Pierot Jr. & Sons, Inc.

10:15 AM THE BRAVE NEW WORLD OF SHIP FINANCE

EVAN COHEN, Group Head of Maritime Finance, CIT Group

TOR IVAR HANSEN, Managing Director & Head of Private Placements and Loan Syndication, DNB Markets

RAJBIR TALWAR, Director, ABN AMRO

MARINA TZOUTZOURAKI, Partner, Dagmar Navigation, CFO & Co-Founder of SFG Ship

Moderator: **BRIAN DEVINE**, Partner, Norton Rose Fulbright

11:00 AM COFFEE BREAK

11:25 AM ENVIRONMENTAL & OTHER REGULATIONS – OUT FROM THE SHADOWS

JAN HAGEN ANDERSEN, Business Development Director, DNV GL

NICHOLAS MAKAR, Regulatory Affairs Advisor, The Marshall Islands Registry

NIKOS PETRAKAKOS, Vice President, Head of Maritime Environmental Innovation, Seabury Maritime

OLE CHRISTIAN SCHROEDER, Director of Environmental Compliance, Scorpio Group

Moderator: **JEANNE GRASSO**, Partner, Blank Rome LLP

12:10 PM PRE-LUNCHEON NETWORKING

12:45 PM LUNCHEON

Conference Co-Founder **DAGFINN LUNDE**, Partner, Dagmar Navigation Ltd

Conference Co-Founder **ROBERT SHAW**, Managing Director, Sea Trade Holdings

Introduction: **CLAY MAITLAND**, Managing Partner, The Marshall Islands Registry

2:30 PM DEALMAKING – M&A, CONSOLIDATION, AND IPOs: WHAT'S NEXT?

KATHY HAINES, CFO, Heidmar

MICHAEL KIRK, Managing Director, RMK Maritime

TASOS PANTELIAS, Managing Director, Broomfield Maritime

CHRISTA VOLPICELLI, Managing Director, Citigroup's Global Transportation Group

Moderator: **NICK KATSANOS**, Partner, Seward & Kissel LLP

3:15 PM POLITICAL TURMOIL – THE ONE CONSTANT: TARIFFS, CHINA, IRAN

BILL JUSKA, Partner, Freehill Hogan & Mahar LLP

ANDREW NATSIOS, Ex-USAID Administrator and now Director of the Scowcroft Institute of International Affairs at Texas A&M

ARLIE STERLING, President, Marsoft

Moderator: **JOHN C. STRATAKIS**, Partner, Poles, Tublin, Stratakis & Gonzalez, LLP

4:00 PM COFFEE AND NETWORKING

4:20 PM SHIPOWNERS' PERSPECTIVE

KALLI LIVANOS, Director, Kyla Shipping

ISABELLE RICKMERS, Managing Director, Zeaborn Ship Management GmbH & Cie.

LOIS ZABROCKY, President & CEO, International Seaways

Moderator: **MARSILA KARPIDA**, Partner, Watson Farley & Williams LLP

5:00 PM CLOSING REMARKS

OLE CHRISTIAN SCHROEDER, Director of Environmental Compliance, Scorpio Group

5:15 PM COCKTAIL RECEPTION

ANNIVERSARY SPONSORS

PLATINUM SPONSOR

The Marshall Islands Registry

COFFEE AM SPONSOR

Navios

GOLD SPONSORS

Core Assurance CR Marine

DNB Bank

COFFEE PM SPONSOR

Norton Rose Fulbright

BRONZE SPONSORS

Dorian LPG

Jotun Paints, Inc.

Nordea

Poles, Tublin, Stratakis & Gonzalez, LLP

Seabury Maritime

Seward & Kissel LLP

Skuld

Southern Star Shipping

The American P&I Club

Watson Farley & Williams LLP

PRE-LUNCHEON RECEPTION SPONSOR

The Liberian Registry

COCKTAIL RECEPTION SPONSORS

Blank Rome LLP

Jacq. Pierot Jr. & Sons, Inc.

SPEAKERS' DINNER SPONSOR

DNV GL

Recording by Maritime TV

Core Assurance CR Marine congratulates HACC & NACC on the 25th anniversary of the Joint Shipping Conference

Core Assurance CR Marine

U.S. based, privately held, insurance brokerage and risk management firm servicing clients globally

Over 100 years of combined expertise in tailored solutions and customized programs Partners with domestic and international carriers

Company Facts

- 129 number of employees
- 6,525 vessels insured in 2018
- \$397 million in gross premium
- 1,000 claims handled annually
- 94 percent client retention rate

Minimizing your company's risk and maximizing your protection is what Core Assurance CR Marine is all about.

Learn more at CoreAssurance.com



101 W. MAIN ST., STE. 400A | NORFOLK, VA 23510 | (757) 965-8900
WWW.COREASSURANCE.COM



We proudly support the

Hellenic-American and

Norwegian-American Chambers of Commerce

Blank Rome Maritime provides advice on complex, multi-jurisdictional, and international maritime law and admiralty matters.



Cincinnati • Fort Lauderdale • Houston • Los Angeles • New York • Philadelphia
Pittsburgh • Princeton • San Francisco • Shanghai • Tampa • Washington • Wilmington

ABOUT OUR SPEAKERS



MÜGE ANBER-KONTAKIS – Vice President, Global FD&D Manager & Counsel at American P&I Club/Shipowners Claims Bureau Inc. Müge is an attorney-at-law admitted both in Istanbul and New York. She graduated from Marmara University Law School in Istanbul (LL.B. 2001). She studied Masters of International Transportation Management (MSC 2004) at the State University of New York Maritime College, where she also attained Graduate Certificate in Chartering Operations issued by Association of Shipbrokers and Agents of the U.S.A. She holds Master of Laws from Hofstra University School of Law, New York (LL.M. 2007). Before joining SCB, Müge practiced maritime law at well-known maritime law firms, respectively in Istanbul and New York, where she practiced a wide variety of maritime and admiralty cases. Müge joined SCB/American P&I Club in 2006, and in 2013 became Global Manager of FD&D (a/k/a “Defense”) to oversee handling of FD&D matters worldwide. In addition to FD&D, Müge also handles a wide variety of complex P&I cases globally involving litigation and arbitration. She represents the American Club in the Defense Insurers’ Forum, along with the FD&D directors of other International Defense Clubs. Additionally, Müge is a member of SCB’s General Counsel’s team, which advises on legal matters concerning SCB. In 2018, Müge has been appointed as the Corporate Counsel Industry Liaison Officer of the International Bar Association’s Maritime & Transport law Committee. She is an active member of WISTA USA as well as numerous professional affiliations in maritime industry. She is married with a four-year-old daughter.



JAN HAGEN ANDERSEN – Business Development Director, DNV GL. Mr. Andersen has over 25 years of experience in the maritime industry with a focus on propulsion systems and machinery. After graduation from engineering college in Norway, he completed a Master of Science in Mechanical Engineering from the University of Washington in Seattle, Washington in 1991. He joined TransMarine Propulsion Systems, Inc., a marine engineering and service company in Seattle. In 2005, he joined DNV in Norway in the Machinery Section of Maritime Technical Advisory. The advisory group in DNV GL provides consultancy and non-class support services to ship owners, ship yards, manufacturers, designers and others stakeholders. In 2010 he moved to DNV Maritime in Houston, Texas and is currently a Business Development Director, DNV GL, for Region Americas in Houston. In this role, he is focusing on fleet performance management, energy efficiency, environmental compliance, and engineering advisory services to maritime customers. He also has responsibility for Advisory Services for LNG fueled ships and has been engaged with several projects and studies regarding LNG as marine fuel. He is a Licensed Professional Engineer and a member of the SNAME M-16 Panel on Propulsion Shafting.



EVAN COHEN, Managing Director & Group Head Maritime Finance, CIT Bank. Mr. Cohen recently joined CIT Bank to head the Maritime Finance business. Evan Cohen has 30 years of experience in finance, with an extensive international shipping background. Prior to joining CIT, Mr. Cohen was a founding partner and CEO of DC Maritime Partners. Previously Mr. Cohen spent 14 years with DVB Bank in various roles in Europe, Asia, and the USA. After serving as the head of the European Commercial team, Mr. Cohen was transferred to the Singapore office in 2007 to become Managing Director responsible for the DVB Group Merchant Bank (Asia). In 2008, with the commencement of Sectorization within the Shipping Division, Mr. Cohen also assumed responsibilities as Global Head of Dry Bulk Shipping. In 2012 he started and ran the Bank’s restructuring business. Prior to working at DVB, Mr. Cohen worked for four years as a Group Finance and Treasury Executive at Acomarit/V.



THE MARSHALL ISLANDS REGISTRY

A WORLD OF SERVICE

The oceans may be vast, but we're always close. 24/7 service provided from 28 offices, located in major shipping and financial centers around the world.

Choose to fly the world's local flag.

blog.register-iri.com www.register-iri.com info@register-iri.com

International Registries, Inc.
in affiliation with the Marshall Islands Maritime & Corporate Administrators





Navios Maritime Holdings Inc.

A Vertically Integrated Global Shipping Company

www.navios.com



JACQ. PIEROT JR. & SONS, INC.

BROKERS FOR THE SALE, PURCHASE
AND CONSTRUCTION OF SHIPS

FOUNDED 1894



29 BROADWAY, SUITE 1825 NEW YORK, NY 10006
TEL 212 344 3840 • FAX 212 943 7394
SNP@PIEROTSHIPPING.COM
WWW.PIEROTSHIPPING.COM
OVER 120 YEARS OF SERVICE
TO THE SHIPPING INDUSTRY

ABOUT OUR SPEAKERS

Ships, a leading international ship management firm in Geneva, Switzerland, where he was responsible for managing and controlling the financial risks related to client vessels. Prior to this, Mr. Cohen spent six years as a Finance Director at the Shipping Division at The Inter Maritime Group, a private holding company with worldwide investments and operations in the oil, banking and shipping industries, headquartered in Geneva, Switzerland. Mr. Cohen graduated from Columbia University with an M.B.A. in 1990 and from The Wharton School with a Bachelor of Science in Economics in 1983.



ROBERTO COUSTAS was born in Athens, Greece and graduated in 2010 from Geitonas School. At the age of 17, he relocated in London and studied Mechanical Engineering at UCL, where he became familiar with Artificial Intelligence by taking extra-curricular courses from the Computer Science department. Following his interest in computing, he continued his studies at the University of Oxford, where he received his MSc in Computer Science with Distinction, specialising in Machine Learning. Working briefly as a performance engineer and technical coordinator at Danaos, he realised the potential of applying Artificial Intelligence to the shipping domain. He then decided to co-found DeepSea Technologies with Konstantinos Kyriakopoulos, a Cambridge University PhD, which has revolutionised vessel monitoring with the use of state of the art A.I. algorithms. DeepSea Technologies has earned a place in many conferences such as the Marine Money 2018, the 18th Navigator Forum and the Artificial Intelligence roundtable of WebSummit 2018, along Uber, Facebook and Twitter.



BRIAN DEVINE is the Head of Transport in the United States and a Partner in the New York office of Norton Rose Fulbright. His practice focuses on the representation of financial institutions and vessel owners, with a particular emphasis on maritime-related assets. He counsels domestic and international clients in areas such as: finance and security arrangements; insolvency matters; mergers, acquisitions, joint ventures and divestitures; debt and equity offerings; sale and purchase; international commercial transactions and disputes; and corporate governance and structure. Mr. Devine frequently advises clients on matters of Marshall Islands and Liberian law.



EVANGELOS EFSTATHIOU is the Chief Executive Officer of Skysail Advisors Ltd, a data capital and strategy advisory firm headquartered in Boston, USA. Skysail combines knowledge and know-how of data science and software technologies with deep relationships across shipowners, charterers and financial institutions to deliver innovative solutions to the maritime, aviation, railroad and financial technology industries. Mr. Efstathiou has a proven track record in delivering data analytics and business process solutions to unlock value in clients' sales, trading, chartering, vessel operations and investment and risk management activities. At Skysail Mr. Efstathiou advises clients on their data, commercial and investment strategies and develops tools and analytics to enhance their strategy execution and competitive insight. He is also a strategic advisor to early-stage startups in emerging technology areas including predictive analytics, blockchain and Internet of Things. Prior to founding Skysail Advisors in 2016, Mr. Efstathiou held senior positions with leading maritime advisory and technology companies including Marsoft, Veson Nautical, the SpecTec Group and Chinsay. Mr. Efstathiou holds a Bachelor of Science in Management from the Massachusetts Institute of Technology (MIT).

ABOUT OUR SPEAKERS



HARA GISHOLT – Director, Maritime & Legal Affairs, New York, Core Assurance CR Marine. Hara Gisholt is a resident of New York City and serves as the Director of Maritime & Legal Affairs of Core Assurance CR Marine. Hara is responsible for identifying new opportunities for the firm, fostering strategic relationships and utilizing her legal skills to the benefit of the company. Prior to joining Core Assurance CR Marine, Hara served as a Vice President at one of the world's largest ship registries for twelve years where she led the global legal team and created collaborative relationships with worldwide private and public owners as well as ship financiers. During her career, Hara has authored several articles published in publications such as Marine Risk International and Offshore Investment and has presented at various industry conferences. Hara holds a J.D. from Hofstra University School of Law and was admitted to the U.K. Roll of Solicitors in 2010. She also serves on the Board of the Hellenic-American Chamber of Commerce as Treasurer and on the Board of New York Maritime Inc. (NYMAR).



JEANNE M. GRASSO is a partner at Blank Rome LLP, and Vice Practice Group Leader of the Maritime and International Trade Practice Group. Jeanne focuses her practice on maritime and environmental law for domestic and international clients. She regularly counsels owners and operators of vessels, charterers, cargo owners and facilities on maritime and environmental issues, including ballast water, emissions, and coastwise trade. Her practice involves counseling on all aspects of maritime and environmental regulatory compliance related to U.S. Coast Guard, Environmental Protection Agency, Maritime Administration and U.S. Customs & Border Protection matters; internal and grand jury investigations; defense of administrative, civil, and criminal enforcement actions; and pollution incident response. Jeanne is ranked by Legal 500 as a tier 1 Transport: shipping attorney, ranked by Chambers USA as a top Transportation: Shipping/Maritime: Regulatory lawyer, and named by Lloyd's List as one of the Top Ten lawyers for shipping law in 2015. She is a guest lecturer at the Massachusetts Maritime Academy, where she speaks on legal issues related to pollution response for the Academy's Qualified Individual training program. Jeanne writes and lectures extensively on criminal enforcement of environmental laws and U.S. Coast Guard regulatory matters. She also conducts training sessions and assists clients with establishing compliance programs in an effort to avoid enforcement actions. From 2012 to 2016, Jeanne served on the Marine Board of the National Research Council and has also served on the Advisory Board of the Smithsonian Environmental Research Center since 2007. She was Board Member/Secretary of the World Ocean Council from 2011 through 2013. Jeanne served as president of the U.S. Chapter of the Women's International Shipping & Trading Association (WISTA) from 2008 through 2013, prior to being elected to WISTA's International Board. Prior to joining Blank Rome LLP, Jeanne worked in the Office of Congressional Affairs at the National Oceanic and Atmospheric Administration handling fisheries and oceans matters. She also served as staff to the House of Representatives' Committee on Merchant Marine and Fisheries. She graduated from the University of Notre Dame with a B.S. in Biology, the University of Southern California with a Masters in Marine Affairs, and the University of Maryland School of Law.



KATHLEEN HAINES is Chief Financial Officer and Treasurer of Heidmar Inc. (www.heidmar.com), a privately held company which commercially manages approximately ninety-five oil tankers. She is also a member of the Executive Committee, which is responsible for strategy of the Company as well as marketing efforts. Ms. Haines is a member of the Board of Directors of Genco Shipping and Trading Limited and serves as Chair of the Audit

 **NORTON ROSE FULBRIGHT**

**We are proud to support the Hellenic-American/
Norwegian-American Chambers of Commerce in
the 25th Annual Joint Shipping Conference.**

Norton Rose Fulbright's leading shipping practice received the i-law Maritime Law Award at the Lloyd's List North America Awards 2018.

Law around the world
nortonrosefulbright.com

Financial institutions | Energy | Infrastructure, mining and commodities
Transport | Technology and innovation | Life sciences and healthcare
More than 50 locations, including London, Houston, New York, Toronto, Hong Kong, Singapore, Sydney, Johannesburg, Dubai and Athens.
Attorney Advertising

DNB Ocean Industries

200 Park Avenue, 31st Floor,
NY 10016
Tel: +1 212 681 3800
www.dnb.no

DNB

Ocean
Industries



COMMITTED TO SERVING THE AMERICAN MARITIME INDUSTRY

DNV GL is the world's leading classification society and a recognized advisor for the maritime industry. Our presence in the Americas spans over 100 years, beginning in 1898 in the New York Harbor. DNV GL is authorized by the USCG to carry out approvals and surveys of US-flagged ships and mobile offshore units under the Alternative Compliance Program (ACP).

We operate globally with professionals dedicated to helping their customers make the world safer, smarter, greener. Learn more at www.dnvgl.us/maritime

DNV·GL

“God must have been a shipowner. He placed the raw materials far from where they were needed and covered two thirds of the earth with water.”

—Shipowner Erling Naess (1901-1993)



ABOUT OUR SPEAKERS

Committee. She is active in numerous professional association, including the American Institute of Certified Public Accountants, and is the Treasurer and a founding board member of the U.S. affiliate of Women's International Shipping and Trading Association (WISTA). She is the Chair of the Audit Committee and a Member of the Executive Committee of the Seamen's Church Institute.



TOR IVAR HANSEN is Managing Director & Head of Private Placements and Loan Syndication for DNB Markets, Inc. in New York. Mr. Hansen has extensive structuring and execution experience within the US loan and debt capital markets, working with project financings as well as corporate financings. His principal areas of industry coverage includes Maritime Transportation, Maritime Logistics and Offshore Oil & Gas related industries (including Maritime Oil Field Services) within the Americas. Mr. Hansen has been with DNB for almost 19 years, serving as a relationship manager in DNB Bank ASA for 7-years, and the past 12-years with DNB Markets Investment Banking Division.



MARSILA KARPIDA advises on a wide range of shipping and ship finance matters. She frequently acts for domestic and international shipping banks, private and publicly listed shipowning groups, and joint ventures. Her practice focuses on matters involving loan and security documentation, shareholders' and investors' agreements, charterparty negotiations, shipbuilding contracts, sale and purchase and general commercial documentation. She has been extensively involved in the transfers of shipping portfolios of various major banks and in the restructuring of several loan transactions. Marsila has been mentioned and ranked by Chambers throughout the years in the shipping finance practice area. She joined the Athens office of Watson Farley & Williams in 2003 where she spent 9 years and in 2012 she was relocated to WFW in New York.



NICK KATSANOS is a partner in the Business Transactions Group at Seward & Kissel. His practice focuses on M&A, private equity and joint venture transactions involving the maritime industry and a wide variety of other industries. Within the maritime sector, he has worked on matters such as Euronav's acquisition of Gener8 Maritime, Scorpio Tanker's acquisition of Navig8 Product Tankers, the strategic combination of Poseidon Containers and Global Ship Lease, and Star Bulk's acquisitions of the Oceanbulk, Excel Maritime and Songa Bulk dry bulk carrier fleets. Prior to joining Seward & Kissel in 2008, he worked in-house in the legal and corporate development departments of a London-based global media company, during which time he worked on evaluating, structuring and completing acquisitions, divestitures, joint ventures, investments and strategic alliances. His work has been recognized by Chambers USA, The Legal 500, New York Super Lawyers and Euromoney Institutional Investor's LMG Rising Stars (Expert Guides). He currently serves as a member of the Board of Directors of the Hellenic-American Chamber of Commerce. He received a B.S. degree, magna cum laude, from New York University's Stern School of Business, and a J.D. degree from New York University School of Law.



MICHAEL KIRK is the CEO of RMK Capital, a New York-based investment bank. He has worked in finance for more than 15 years, the last 13 years of which has been focused in maritime finance. Michael is also a co-founder and Managing Director of RMK Maritime, a London and New York based firm that specializes in maritime debt, sale leaseback of maritime assets and providing industry analysis. Prior to founding RMK, Michael founded MTK Capital, a US-based maritime advisory boutique that was active in helping match institutional investors with maritime opportunities. Within the maritime

ABOUT OUR SPEAKERS

finance sector, Michael has worked at Dahlman Rose & Co. as a Vice President and DVB Bank AG as an Associate Vice President in the London office. Michael began his career at HSBC in London in the Energy & Utilities Investment Banking Group. Michael graduated from Columbia University.



KALLI LIVANOS was born in the United States and grew up in Athens, Greece. Kalli received her International Baccalaureate from the Moraitis School. She attended Babson College and graduated with honors, receiving a degree in Business Administration. Following her undergraduate studies, she worked for an investment fund in New York, focusing on structured debt solutions for the shipping & offshore markets, as well as broadly syndicated loans for middle-market companies in the United States. During her time in New York, Kalli completed her MSc with honors at Columbia University. Kalli returned to Greece in 2015 to work at the headquarters of Kyla Shipping, where she worked in operations and business development. Currently, she is responsible for all commercial matters, including chartering and insurance. Kalli has participated in the supervision of newbuilding projects in South Korea, and ship repairs in the UAE and China.



DAGFINN LUNDE was born in Norway in 1948. He studied at The Royal Norwegian Air Force, Officers Training and Administration Studies at LBAS (Luftforsvarets Befals- og Administrasjonsskole) in Stavern, Norway; at The Norwegian School of Economics and Business Administration (NHH); and then at Stanford University, Palo Alto, California, The Sloan Program - Master in Management. Mr. Lunde has over 40 years of experience in the banking and maritime industry. He was CFO of the Klavness Group in Oslo/Norway, heading a ship mortgage bank in Amsterdam, Deputy Managing Director in DNC Luxembourg, then three years in two different positions in DNC Oslo working with problem loans in shipping before he became an Executive Vice President and General Manager at Den Norske Bank AS, in New York. He joined DVB in August 2000 as the Head of DVB Bank's Shipping Operations and Chief Executive Officer at Nedship Bank. He took over the management of the bank when DVB Bank acquired it. DVB is a leading financial institution with a long-standing commitment to the shipping industry. Prior to his joining of DVB, he was the Managing Director at INTERTANKO. He has been a Member of the Board of Managing Directors of DVB Bank AG, a subsidiary of DZ BANK AG since February 22, 2002. He served as the Chairman of DVB Capital Markets LLC and was a Director and Member of Investment Committee at NFC Shipping Funds. He left DVB at the end of 2013 due to reaching the statutory retirement age in DVB. Since leaving DVB he was for three years a board member of Maritime and Merchant Bank helping to get that bank started in December 2016. He served on the Board of the Institute of International Bankers (IIB), dealing with all issues of general interest to the foreign banks in the US and bilateral issues between the home countries of different banks and the USA. He was the President and Board member of the American Chamber of Commerce (NACC), the prime driving force for commercial exchange between Norway and the United States. In addition, he was on the Board of trustees and member of the Executive Committee of The American Scandinavian Foundation (ASF). Mr. Lunde is today Vice Chairman and Board member in Dynamic Drilling Holding Pte Ltd and Vision Drilling Ltd. He is a Board member of Advantage Tankers and Maxi Shipping while holding several other Senior Advisory roles. Since January 2014, he is partner in DagMar Navigation Ltd. doing consulting and board work globally within the Banking and Shipping industry. Most recently he is the Chairman and Co-founder of SFG Ship Finance Global Ltd owner of the trade name eShipfinance.com.



CLAY MAITLAND has worked in the shipping industry since graduation from law school in 1968. Clay has been employed by International Registries, Inc. for over 42 years and is now a managing partner and an owner of the company, which administers the Marshall Islands Registry - the second largest registry in the world, and which is now one of the best-known yacht registries. He is President of the Trust Company of the Marshall Islands (TCMI), the statutory Maritime Administrator of the Republic of the Marshall Islands. Prior to the year 2000, Clay held similar positions with regard to the

SEABURY
MARITIME

**Delivering
investment
banking & advisory
services focused on
global trade and
transportation**

SEABURYMARITIME.COM

Nordea Bank
1211 Avenue of the Americas, 23rd Floor
New York, NY 10036
Tel: (212) 318-9300
www.nordea.com



SEWARD & KISSEL LLP

71% of the Earth's surface is covered in water.
Only one law firm can cover it all by providing
"one-stop shopping" for all matters maritime.

One Battery Park Plaza
New York, NY 10004
212-574-1200
212-480-8421 (fax)

901 K Street, NW
Washington, DC 20001
202-737-8833
202-737-5184 (fax)

www.sewkis.com

ABOUT OUR SPEAKERS

maritime administration of the Republic of Liberia. Clay was born in London, England on December 28, 1942. His father was a pilot in Bomber Command of the Royal Air Force, and was lost with his plane, a B25 Mitchell bomber in March of 1943. Clay's mother was a native New Yorker, and he came with her to the United States in 1946, aboard RMS QUEEN ELIZABETH. Clay was educated at schools in Connecticut and received his B.A. degree from Columbia University in 1964, and his law degree from New York Law School in 1968. He was admitted to the New York Bar in 1969 and became associated with the admiralty law firm of Burlingham Underwood & Lord, where he worked until 1974. After a brief stint as admiralty counsel at Union Carbide Corporation, he joined what is now International Registries, Inc. in 1976. At that time, IR managed the Liberian ship registry, which was then the largest in the world by tonnage in number of ships. Founded by former Secretary of State Edward Stettinius, who had been president of U.S. Steel, and during World War II, War Shipping Administrator and then Lend-Lease Administrator, the company included among its early investors, Allen Dulles, Esq., who was then a partner in Sullivan & Cromwell. Mr. Dulles went on to become Director of the Central Intelligence Agency. This company, under the name of Liberian Services Inc. included a bank in Liberia, of which Clay Maitland also became an officer after he joined the company in 1976. The genesis of the Stettinius family investments in Liberia arose when President Roosevelt flew from Casablanca, after the famous conference with Winston Churchill and their staffs, to Monrovia, Liberia in January, 1943, to observe the opening of what was to be a major air base, now Roberts Field. Mr. Stettinius himself flew to Liberia after the Yalta Conference in 1945. Since his early years as a Maritime lawyer, starting in 1969, Clay has been involved with a number of philanthropic and professional associations connected with the industry. In addition to those listed above, Clay is on the boards of the Maritime Industry Museum, at Fort Schuyler (SUNY Maritime College) and the King's Point Maritime Museum, at the U.S. Merchant Marine Academy. He is on the board of directors of the Sea Research Foundation in Mystic, Connecticut. Among his other affiliations: Member of the Executive Committee and Director of the Coast Guard Foundation; member of the Board of Directors of the Coast Guard Auxiliary Foundation; Member of the American Bureau of Shipping, and of the National Cargo Bureau; Founding Chairman of the North American Maritime Environment Protection Association (NAMEPA); Chairman Emeritus of the National Maritime Historical Society (publishers of SEA HISTORY magazine); a member of the New York City Bar Association and Maritime Law Association of the United States; former Chair of the Admiralty Committee of the New York City Bar Association, and of the Committee on Intergovernmental Organizations of the Maritime Law Association of the United States (MLA). Clay continues to serve as a delegate to the Legal Committee of the International Maritime Organization (IMO) in London. Clay has served on the Executive Board of the World Maritime University in Malmo, Sweden and is a member of the Standing Committee of the Marine Society of the City of New York. He is currently Chairman of the New York Maritime, Inc. He has been a delegate to a number of international maritime conferences, including the United Nations Conference on the Law of the Sea, and at the International Maritime Organization in London. Clay received the Honorary Degree of Doctor of Letters from the State University of New York Maritime College in 2006, and was decorated with the U.S. Coast Guard's Distinguished Public Service Award in 2010, by the Commandant of the Coast Guard, ADM Robert J. Papp. Clay has endowed two scholarships for students entering the maritime industry: 1. The Clay Maitland Scholarship in International Transportation, at the State University of New York Maritime College (Ft. Schuyler), for the benefit of students in the Master of Science degree program in International Transportation Management; 2. The Virginia Maitland Sachs Charitable Scholarship Fund at the Massachusetts Maritime Academy, Buzzards Bay, MA, for the benefit of students at the Academy.



NICHOLAS MAKAR joined IRI in March 2004 as Vice President of the Technical and Investigations service areas. In 2009, he was promoted to Vice President, Regulatory Affairs, representing the RMI delegations to various IMO and ILO meetings, actively participating in the development of numerous MARPOL and SOLAS amendments and codes. Mr. Makar earned a Bachelor of Engineering in Mechanical Engineering from the State University of New York (SUNY) Maritime College, followed by seven years of seagoing experience as an engineering officer on US flagged merchant vessels. He is licensed as a Chief Engineer, Steam and Gas Turbine Vessels of Any Horsepower, and as a Third Assistant Engineer, Motor Vessels of Any Horsepower. Mr. Makar's background also includes experience with Corporate Regulatory Affairs at the American Bureau of Shipping (ABS), where he assisted in developing internal regulatory policies and training materials and supported the International Association of Classification Societies (IACS) delegation at the IMO. Since 2017, he has been serving as IRI's Regulatory Affairs Advisor based in the New York (Downtown) office, specializing in MARPOL compliance issues. Mr. Makar is a past Chairman of the New York Metropolitan Section of the Society of Naval Architects and Marine Engineers (SNAME), an Executive Board member of the New York Society of Marine Port Engineers (SMPE), a member of the Institute of Marine Engineering, Science and Technology (IMarEST), a member of the Marine Society of the City of New York, and an honorary member of the Marine Accident Investigators' International Forum (MAIIF).



PIA MELING – Vice President, Sales & Marketing, Massterly AS. Wilhelmsen and Kongsberg have joined forces to take the next step in autonomous shipping. These two strong and innovative companies each own 50% of Massterly AS, which started operations on 1st September 2018. Massterly will offer services for the customers' entire value chain for autonomous ships; from vessel design and approval from relevant authorities, to control systems, logistics services, vessel operations, insurance and possible assistance on financing. Autonomy introduces a new competition area for short-sea shipping and opens a larger market for maritime players. We are not competing with existing vessels, but with land transport and polluting trucks. Autonomous ships also provide significant safety benefits, as 75% of maritime accidents are caused by human error. Autonomous ships are good for business, for the environment and improves safety both at sea and land. Pia Meling is heading Massterly's activities in Sales & Marketing, coming from the role as Area Sales Director (Nordics & UK) for as Wilhelmsen Ships Service. She holds an MBA and has 18 years of varied international work experience, of which 16 years in shipping and the maritime industry. She spent 11 years with the leading Norwegian ship owner Klavness. Her roles have varied from financial analysis and running IT projects to trading vessels and negotiating commercial contracts, before finding her passion within Sales & Marketing.



ANDREW S. NATSIOS is Director of the Scowcroft Institute of International Affairs and Executive Professor an executive professor at the Bush School and director of the Scowcroft Institute of International Affairs. Natsios was most recently a Distinguished Professor in the Practice of Diplomacy at the Walsh School of Foreign Service at Georgetown University and former administrator of the US Agency for International Development (USAID). As USAID administrator from 2001-2006, Natsios managed reconstruction programs in Afghanistan, Iraq, and Sudan. He also served as U.S. special envoy to Sudan in 2006-2007. Retired from the U.S. Army Reserves at the rank of lieutenant colonel after twenty-three years, Natsios is a veteran of the Gulf War. From 1993 to 1998, he was vice president of World Vision U.S., the largest faith-based nongovernmental organization in the world, with programs in 103

ABOUT OUR SPEAKERS

countries. Earlier in his career, Natsios served in the Massachusetts House of Representatives for twelve years and as the chief financial and administrative officer of the Commonwealth of Massachusetts. He also served as the CEO of Boston's Big Dig, the largest construction project in American history, after a cost overrun scandal. He is the author of three books: U.S. Foreign Policy and the Four Horsemen of the Apocalypse (1997); The Great North Korean Famine (2001); and his latest book, Sudan, South Sudan and Darfur: What Everyone Needs to Know, published in 2012 by Oxford University Press. He has contributed to thirteen other books. He has published numerous articles in Foreign Affairs, the New York Times, Washington Post, Washington Quarterly, Foreign Service Journal, and Wall Street Journal.



TASOS PANTELIAS, Managing Director, Broomfield Maritime. Tasos Pantelias is the founder and Managing Director of Broomfield Maritime, an advisory practice active in the fields of ship & corporate finance, private equity, M&A, asset management and maritime digitalization serving an array of US based and international clients. With over 30 years experience of maritime and financial markets, Tasos has worked extensively in London, Singapore, Athens, and New York in leadership roles encompassing project shipbroking, commodity trading, pooling, ship-management and investment banking with Galbraith shipbrokers, Elka Trading Asia, Nimex Petrochemicals, Hellenic Carriers, Heidmar Inc and Seaport Global Securities. Tasos holds a B.S. in Business, Economics and Management from City of London Polytechnic, is a certified company security officer & ISM auditor and professionally qualified in oil trading with the College of Petroleum and Energy studies, securities trading and investment banking with FINRA and the Institute of Chartered Shipbrokers.



NIKOS PETRAKAKOS joined Seabury Maritime in September 2018, as Vice President and as Head of Maritime Environmental Innovation. Mr. Petrakakos has focused his career around global shipping with over 13 years experience, with deep knowhow in both the commercial and technical aspects of maritime shipping, and is a go-to specialist for Environmental & Social Sustainability for the Maritime industry with a financial focus to the impact of new regulations and changing pressures on the industry. At Seabury Maritime, Mr. Petrakakos has a broad focus, including heading the new Green Ports advisory services to complement the existing ports advisory, developing a Green Marine Retrofit Finance service (Scrubbers, BWT, LNG, and more), as well as advising green technology providers (hardware and software) in the maritime industry targeting growth. Additionally, he will be working with the Maritime Investment Banking team on various equity, debt, and M&A projects in the dry-bulk, tanker, and other shipping sectors. Prior to joining Seabury Maritime, Mr. Petrakakos co-founded Ursus Maritime Capital (formerly EfficientShip Finance), a specialized consultancy and finance company that provided a proprietary award-winning alternative turn-key project finance for fuel efficiency retrofits, exhaust scrubber installations and alternative fuels for the Maritime industry. The project finance model was based on a proprietary shared savings model, helping owners meet the growing new requirements and changing market dynamics. During this time, he was also an Investment Associate and industry expert for Maroon Capital Group. Mr. Petrakakos began his career as Operations Manager at Oldendorff Carriers, the largest global dry-bulk ship operator with over 600 ships. He later joined ship manager HART Shipping as Commercial Director and member of the board, heading all Commercial and Sales & Purchase activities, securing debt and equity finance for their newbuilding ship projects, as well as creating their ESG consulting division. He also held business development roles for PPG and CMP. Mr. Petrakakos' experience in such a broad range of the shipping industry, allows him to effectively bring creative solutions, combining both a commercial and a technical perspective to problem solving. Nikos holds an MSc degree from the Massachusetts Institute of Technology (MIT) in Ocean Systems Management, and received his BSc in Naval Architecture & Marine Engineering from the Webb Institute.



SKULD

SERVICE
AND COMPETENCE
YOU CAN RELY ON

SKULD.COM

WATSON FARLEY
&
WILLIAMS

**THE GLOBAL
MARITIME LAW FIRM**

Industry heavyweight with 35 years' experience advising across the full spectrum of maritime assets. With our roots in asset finance, we are now recognised as the market-leading, full service firm in the maritime space.

Ranked Band 1 by Chambers & Partners in 10 jurisdictions worldwide.

wfw.com/maritime

ATHENS BANGKOK DUBAI FRANKFURT HAMBURG HONG KONG LONDON
MADRID MILAN MUNICH NEW YORK PARIS ROME SINGAPORE

© Watson Farley & Williams 2019. All references to 'Watson Farley & Williams' in this advertisement means Watson Farley & Williams LLP and/or its affiliated undertakings. This constitutes attorney advertising.



American Hellenic Hull Insurance Company

THE AMERICAN CLUB

EAGLE OCEAN MARINE

At the dawn of a second century of service!

NEW YORK PIRAEUS LONDON SHANGHAI HONG KONG HOUSTON LIMASSOL

www.american-club.com #americanpandi

ABOUT OUR SPEAKERS



GEORGE PIEROT is a S&P/Project Financer Broker at Jacq. Pierot Jr. & Sons, Inc., and serves as a Director on both the Hellenic American Chamber of Commerce and NYMAR Boards. Prior to joining Jacq. Pierot Jr. & Sons, he spent four and a half years as an originator for CIT Maritime Finance (part of the CIT Group), focusing on both senior term loans and finance leases. He completed his undergraduate studies at the George Washington University (class of 2011), and his Masters in Cass Business schools Shipping, Trade and Finance program (Class of 2013).



ISABELLE RICKMERS, Managing Director, ZEABORN Ship Management. As managing director of ZEABORN Ship Management and member of the management board Isabelle Rickmers is responsible for the business development, key account management and strategic purchasing divisions.

She studied international business administration in Vienna, London, Madrid and Paris, and gained her early practical experience with international companies, including in Shanghai, London and Madrid. In 2010, she began a trainee programme with the E.R. Group of entrepreneur Erck Rickmers and passed through various roles at investment firm Nordcapital and shipbroker Harper Petersen. Isabelle Rickmers subsequently moved to the shipping company E.R. Schiffahrt, where she started out in the customer relations department. She assumed management of this department in 2014. In January 2015, she was appointed to the management board of E.R. Schiffahrt. After the acquisition by Bremen-based ZEABORN Group and the merger with Rickmers Shipmanagement in 2018, the company has been operating under the new brand ZEABORN Ship Management since 10 August 2018, with Isabelle Rickmers remaining managing director for the business development, key account management and strategic purchasing activities.



OLE CHRISTIAN SCHROEDER, Director of Environmental Compliance for Scorpio Group, headquartered New York and Monaco. He presently oversees 190 Modern Eco-friendly vessels, enforcing environmental compliance policies, procedures, and regulatory performance. Mr. Schroeder previously

came from, TORM AS, following its 2007 acquisition of OMI Corporation, where Mr. Schroeder reported to OMI's Board, responsible for implementing a comprehensive and strategic compliance program. In 2000, Mr. Schroeder co-founded as principal and partner, Hudson Marine Management Services, a consulting group specializing in crisis management, emergency response and maritime security. Originally from Oslo, Mr. Schroeder has over 35 years of international shipping expertise, dating back to his family history in ship owning, OSCO Shipping, pioneers in the chemical and product trade. Mr. Schroeder, a founding member of Intertanko's Environmental Committee, now Vice-Chairman, is also a board member of NAMEPA.



ROBERT SHAW is a managing director of Sea Trade Holdings Inc., an owner of latest generation ultramax dry bulk carriers (www.seatrade-holdings.com), and an independent director of Hoegh LNG Partners, LP. From 2001, he was an officer and director of Navios Maritime Holdings Inc., until he retired as president in 2006, following a management buy-out and sale. From 1980 to 2000 he practiced maritime and commercial law at Healy & Baillie in New York City. Following articles of clerkship at Linklaters & Paines, he was admitted as a solicitor of the Supreme Court of England and Wales and to the New York bar. He is the current President of the Society of Maritime Arbitrators, Inc., a past Chairman of the Carnegie Council and a past Chairman and President of the Hellenic American Chamber of Commerce. He has served as a US Shipowner Representative on the BIMCO Documentary Committee. He is law graduate of Oxford University.



DR. ARLIE G. STERLING is President and co-founder of Marsoft Inc. He is responsible for the development and commercialization of Marsoft's decision support and risk management services for the shipping and ship finance markets. Dr. Sterling advises shipowners, investors and financial institutions regarding the development and execution of effective investment, chartering and risk management strategy. Marsoft was

founded in 1979 to provide market analysis, investment and risk management services to the maritime industry. Since that time Marsoft has built a global information, research and client network. Marsoft focuses on assisting its clients select the timing, sector and investment structure which maximize investment performance and which manage the risks of their positions. Marsoft's mission is to assist its clients achieve consistently superior financial performance in a risk-efficient manner. Dr. Sterling has an S.B. from MIT, an M.S. from Northwestern University and a Ph.D. in Applied Economics from the MIT Sloan School of Management. www.marsoft.com



JOHN C. STRATAKIS is a New York attorney and partner in Poles, Tublin, Stratakis & Gonzalez, LLP, a New York law firm established in 1957. His practice is concentrated in the transactional area, with a focus on international vessel purchases and financing, and company formation in various jurisdictions. He also advises international investors in the purchase and finance of New York real estate and acts in connection with estate and probate matters in New York State, often those with an international component. He began his legal career as a law clerk to the Hon. Nicholas Tsoucalas, a judge on the U.S. Court of International Trade. Mr. Stratakis has been a member of the board of directors of Navios Maritime Holdings, Inc., an international shipping company, since 2005. He is a member of the Maritime Law Association of the United States, and sits on the Boards of New York Maritime, Inc., the Hellenic American Chamber of Commerce, the Hellenic American Cultural Foundation and the European American Chamber of Commerce in the United States. He is also a member of the Advisory Board of the Center for Corporate Governance at the LeBow College of Business at Drexel University.

RAJBIR TALWAR has worked in Transportation Finance for ABN AMRO since 2006. During this time, Rajbir has worked in New York, Singapore & Hong Kong, holding client coverage responsibilities in the Americas and Asia. He has been involved with a number of leading financing transactions in the Shipping sector. Apart from Transportation finance, Rajbir has restructuring experience in the Energy sector in North America. He has also been part of multiple strategic growth initiatives both in Americas and Asian region. He



POLES TUBLIN
POLES, TUBLIN, STRATAKIS & GONZALEZ, LLP

ABOUT OUR SPEAKERS

graduated with a combined MBA program from the University of Hong Kong & London Business School, and prior to that Rajbir worked for Accenture.



MARINA TZOUTZOURAKI has more than 30 years of experience in banking and ship finance industry. She is a Cass graduate of the Msc Shipping Trade and Finance. Following which she joined the shipping credit departments of Greyhound Maritime Services, Banque Franco Hellenique and for the last 20 years Eurobanktheir. In 2014 together with Dagfinn Lunde formed Dagmar Navigation to assist clients with their financing needs. Lately Co-founder and CFO of SFG Ship Finance Global with the trademark eShipfinance.com. Also member of WISTA Greece.



DR. HENRIËTTE VAN NIEKERK is a London-based director and accomplished global head of Dry Bulk Freight Market Analysis at Clarksons Platou where she has been since April 2005. Clarksons Platou, a FTSE 250 company, is a global leader in shipping and offshore brokerage and offers multi-dimensional services and products. Henriëtte leads vital innovation in gathering and analyzing dry bulk shipping market intelligence essential to such a diversified business and serves many multi-national clients around the world. Her experience is wide-ranging across the life-cycle of ships, from financing through to procurement, trading and demolition. Prior to joining Clarksons, she consulted in maritime transport matters for the South African government. She also instituted and led the Unit for Maritime Studies at the University of Stellenbosch in South Africa in collaboration with international universities. In her free time, she enjoys exercising, reading, theatre and travelling.



CHRISTA VOLPICELLI is a Managing Director in Citigroup's Global Transportation Group, where she leads the firm's U.S. maritime investment banking practice. She has worked for Citi for over 16 years. She focuses on providing M&A, capital raising and financial advisory services to clients globally, across all of the maritime areas, including the LNG, tanker, containership leasing, dry bulk, container leasing, specialty offshore, and port / terminal sectors. She has structured and led initial public offerings and subsequent equity offerings for many of the shipping companies presently listed in the U.S., and has served as structuring agent for the majority of the maritime Master Limited Partnerships. Christa additionally has worked on numerous buy-side and sell-side advisory engagements for various clients on a confidential basis as well as been active with companies exploring public debt alternatives. She has been named as one of Lloyd's List "top 10" bankers within its finance category of its publication of the most influential people within the shipping sector. Additionally, she has worked with a spectrum of industrial clients, including extensive work for Ford Motor Company where she was involved in the sale of Volvo and the sale of Hertz. Christa received her M.B.A from the University of Michigan Business School, graduating with High Distinction. She has a B.A. in Mathematics, Summa Cum Laude, from the Ohio State University. Previously, she worked in finance for Visteon Corporation and Ford Motor Company.



LOIS ZABROCKY has been President and Chief Executive Officer of International Seaways, one of the largest tanker companies worldwide since 2016. The Company owns and operates a fleet of 50 vessels including 13 VLCCs, 2 Suezmaxes, 6 Aframax/LR2s, 11 Panamax/LR1s and 12 MR tankers. Through joint ventures, it has ownership interests in 4 LNG carriers and 2 Floating Storage and Offloading Service vessels.

Before assuming leadership for International Seaways, Lois served as Senior Vice President for OSG's International Flag strategic business unit with P&L responsibility for commercial management and oversight of fleet operations. Previously she was Chief Commercial Officer, with responsibility for OSG's international flag crude, products and gas businesses. Ms. Zabrocky began her maritime career sailing as third mate aboard a U.S. flag chemical tanker. Ms. Zabrocky holds a Bachelor of Science degree from the United States Merchant Marine Academy and holds a Third Mate's license and has completed Harvard Business School Strategic Negotiations and Finance for Senior Executives.

DORIAN LPG

Our Mission is to
Provide Safe, Reliable
and Trouble-free
Transportation.

www.dorianlpg.com

Southern Star Shipping Co. Inc.

JOTUN
Jotun Protects Property

HPS | Hull Performance Solutions

RETURN OF INVESTMENT GUARANTEED

SeaQuantum | x200
The ultimate fuel saver
jotun.com/hps

List of Shipping Conference topics over 25 years

- | | |
|--|--|
| 1995 Raising Capital in the International Securities Markets | 2007 Changing Dynamics of Shipping |
| 1996 Safety at Sea | 2008 Are the Bull and the Bears Right? |
| 1997 From Home Port to Home Page | 2009 How Will Shipping Survive the Perfect Storm? |
| 1998 Financing Shipping in the Next Millennium | 2010 Will China Lead Shipping Out of the Global Recession |
| 1999 Trade and Transport in Latin America: Strategies and Opportunities | 2011 Challenges & Opportunities for the Shipping Industry: The New Normal |
| 2000 Innovation in Shipping: New Ways to Excel in the New Millennium | 2012 Boom, Bust, the Aftermath of Bankruptcy and the Future |
| 2001 Consolidation in the Maritime Industry: Illusion or Reality | 2013 The Way Forward – Opportunities in Shipping |
| 2002 Compression, Ignition, Combustion, Exhaust: A Forum on the Volatilities of Energy and the Shipping Markets | 2014 Today's Vision – Tomorrow's Reality |
| 2003 Safeguarding Shipping in Uncertain Times | 2015 The Life of a Ship |
| 2004 Powering the Markets: The Chinese Colossus | 2016 Shifting Global Tides |
| 2005 Shipping Without Borders: Has National Identity Become Irrelevant? | 2017 Shipping's Survivors: Strategies for Success in a New Era |
| 2006 The Image of Shipping: Perception and Reality | 2018 Shipping in a Disrupted Market |
| | 2019 Embracing Change: Turning Shipping's Hopes and Dreams into Reality |

PHOTOGRAPHS FROM PREVIOUS Annual Joint Shipping Conferences







Yearly Dollar Traffic



Optimal ship routes between major U.S. ports and the world, incorporating data on traversable canals, polar ice caps, and water currents.

Map created by Sondre U. Solstad,
Doctoral Candidate, Princeton University
ssolstad@princeton.edu.