



TradeWinds Shipowners Forum

25 June 2015 / Onassis Cultural Centre, Athens

Final programme & list of participants



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Programme

11.30 Registration & welcome coffee

KINDLY SPONSORED BY **LION SHIPBROKERS**

12.00 / Session 1

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Welcome remarks



Julian Bray

Editor-in-Chief, TradeWinds

Welcome address



Dr. Anthony Papadimitriou

President, Alexander S. Onassis Public Benefit Foundation

Money – how to get it?

As more innovative capitalisation solutions are dreamt up, one reality remains; even the smartest finance idea requires ships to earn money for it to succeed. Post KG and with PE appetite fading, who will be the next investors and what will be their targets? Where will the next slug of money come from and who has the greatest appetite? Will the availability of export credit finance continue to fuel orders? Is PE and other 'imaginative financing' taking shipping to places it would rather not go? When will PE want to exit?

Moderator



Frank Dunne

Chairman & Partner
Watson Farley & Williams

Panelists



Anthony Argyropoulos

Founder, Seaborne Capital Advisors



Rory Hussey

Managing Director, ING



Jerry Kalogiratos

Finance Director
Capital Maritime & Trading Corp



Hamish Norton

President, Star Bulk Carriers



Andreas Povlsen

Founder, Breakwater Capital



Dr. Klaus Stoltenberg

Global Head of Ship Finance
Deutsche Bank

Programme

13.45-14.30 Networking lunch

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14.30 / Session 2

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Money – how to use it?

Where are the smart investments in shipping now? Who is ordering new ships now and why? Are newbuilding prices set to stay low as yards shun low margin orders? Will the situation change in six months as shipyard forward cover reduces? Is a stretched order book a godsend for embattled shipowners seeking cash for stage payments and struggling builders managing cash flow and production?

Of the huge rolling order book, how many of the vessels due for delivery in 2015 have yet to commence construction? What is the smart approach to ordering, owning and operating a reduced life-span ship?

Assuming the owner wants a vessel now, are young secondhand or resale purchases a better option than newbuildings?

Moderator



Lou Kollakis
Chairman
Chartworld Shipping

Panelists



Thomas Kaas Christiansen
CEO
Lorentzen & Stemoco



Dimitris Koukas
Managing Director
Optima Shipbrokers



Panos Pantos
Director
Lion Shipbrokers



Nicos Ritsos
Senior Partner
BRS (Barry Rogliano Salles)



Richard Rivlin
CEO
Seasure Shipping & VesselsValue.com

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Lion Shipbrokers is a "boutique" shipbroking firm based in Piraeus, the heart of Greek Shipping. The inspiration behind our name & logo is the statue of the Piraeus Lion (λέων) standing proud at the harbor's entrance. We offer an extensive range of professional and confidential shipping services to our local & international clientele, which include:

Dry-Cargo & Container Chartering

Sale & Purchase

Newbuildings

Demolition

Research & Market Intelligence

Valuations

Technical Consultancy

We are working on direct or exclusive basis with reputable charterers, operators and shipowners around the world. We specialize in handysize/handymax/supramax/panamax bulker tonnage, while in containerships we focus on 500 to 2500 teus feeder vessels. In demolition, we work with the most reputable cash buyers in the market in order to provide a care-free service to shipowners for that last phase of a ships' life.

Our brokers & staff are very experienced, most of them having studied and/or worked overseas. Our Chartering and Sale & Purchase departments are cooperating in a seamless manner, using the latest maritime software tools & our worldwide network, in order to advise & consult our clients of the latest market trends, developments, opportunities and up-to-date information. We are members of the Hellenic Shipbrokers Association (HSA) and Greek Shipping - Shipbroking Companies Association (G.S.S.C.A.) ensuring our clients a high standard of ethical and professional conduct.

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