

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

# **23RD ANNUAL JOINT SHIPPING CONFERENCE**

**Shipping's Survivors:  
Strategies for Success in a New Era**

**FEBRUARY 9, 2017  
THE WALDORF-ASTORIA  
EMPIRE ROOM  
301 PARK AVENUE  
NEW YORK CITY**



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February 9, 2017

Dear Delegate,

It is a great pleasure to welcome you to the twenty-third annual Hellenic/Norwegian-American Chambers of Commerce joint shipping conference in New York City on the topic of "Shipping's Survivors: Strategies of Success in a New Era." This conference promises to be a most informative and interesting event.

It is a real privilege for our two chambers to be able to present to you such a most impressive group of speakers, moderators and panelists who are willing to share their points of view of what it takes to be a survivor in today's challenging shipping industry. These executives know the importance of adjusting and revising their strategies to meet the demands of a constantly changing and turbulent global economy impacting their strategies.

The conference will start with a presentation of "Macro Shipping and Economic Overview" to be followed by discussions on topics such as:

- Driving Innovation in Shipping
- Roiling the Oil Markets
- Liquidity/Funding/Financing: From Where & How?
- Changing Regulatory Landscape – Its Impact on the Shipping Fleet
- Stay Private or Go Public
- Consolidating & Other Restructuring
- Shipowners' Perspective

We are looking forward to insightful exchanges with the audience during the Q/A sessions following each panel discussion. Together we may indeed discover new opportunities moving forward.

We are grateful to our organizing committee who has been so involved in developing this program, and to our many sponsors. Without our sponsor firms' generous support, this conference would 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.



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## 23rd Annual Joint Shipping Conference

# SHIPPING'S SURVIVORS: STRATEGIES FOR SUCCESS IN A NEW ERA

THURSDAY, FEBRUARY 9, 2017 • THE WALDORF-ASTORIA VANDERBILT/EMPIRE ROOMS • 301 PARK AVENUE, NEW YORK CITY

### CONFERENCE CHAIRMEN

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

**CLAY MAITLAND**, Managing Partner, IRI/The Marshall Islands Ship & Corporate Registry

### 8:15 AM REGISTRATION & CONTINENTAL BREAKFAST IN THE VANDERBILT ROOM

Sponsored by **DNB BANK ASA, NEW YORK BRANCH**

### 8:50 AM OPENING REMARKS

**JOHN STRATAKIS**

### 9:00 AM MACRO SHIPPING AND ECONOMIC OVERVIEW

**JONATHAN CHAPPELL**, Sr. Managing Director, Marine Transportation Equities, Evercore Group LLC

### 9:20 AM DRIVING INNOVATION IN SHIPPING

Moderator: **BLAINE COLLINS**, Vice President, Group Government & Public Affairs – US, DNV GL.

**OLIVIER CADET**, Exec. Vice President, Products and Services, Kongsberg Maritime AS (Norway)

**GALEN HON**, Manager, Shipping Efficiency, Carbon War Room

**IIRO LINDBORG**, General Manager, Remote & Autonomous Operations, Ship Intelligence, Rolls-Royce Marine (Finland)

### 10:10 AM ROILING THE OIL MARKETS

Moderator: **GEORGE LOS**, Senior Market Analyst, Charles R. Weber Company Inc.  
**GEORGE BELESIS**, Period Chartering, Sales/Purchase Broker, Poten & Partners (UK) Ltd.

**ROBERT BURKE**, CEO, Ridgbury Tankers

**TED PETRONE**, Vice Chairman, Navios Group

### 10:40 AM COFFEE AND NETWORKING

Sponsored by **NAVIOS MARITIME HOLDINGS INC.**

### 11:00 AM LIQUIDITY/FUNDING/FINANCING: FROM WHERE & HOW?

Moderator: **LAWRENCE RUTKOWSKI**, Partner, Seward & Kissel

**TOBIAS BACKER**, Managing Director, Fleetscape

**MICHAEL CHOINA**, Director, Loan Syndications, ABN Amro

**SEAN DURKIN**, President, Northern Shipping Funds

**CHRISTIAN ASTRUP**, Associate Director, Capital Markets, DNB Markets

**ROLF A. WIKBORG**, Partner, SinoEnergy Capital Management

### 11:50 AM CHANGING REGULATORY LANDSCAPE – ITS IMPACT ON THE SHIPPING FLEET

Moderator: **CLAY MAITLAND**

**ADAM CONRAD**, Group Head, CIT Maritime Finance

**JEANNE GRASSO**, Partner, Blank Rome

**JEFFREY G. LANTZ**, Director, Commercial Regulations and Standards, U.S. Coast Guard

**CAPT. DAVID PASCOE**, Sr. Vice President, Maritime Operations & Standards, Liberian Registry

**GEORGE J. TSIMIS**, Sr. Vice President, Claims Director – General Counsel, American P&I Club

12:30 PM

### PRE-LUNCHEON RECEPTION

Sponsored by **LIBERIAN REGISTRY**

### LUNCHEON – VANDERBILT ROOM

Sponsored by **IRI/THE MARSHALL ISLANDS SHIP & CORPORATE REGISTRY**  
Speaker: **GARY VOGEL**, CEO, Eagle Bulk Shipping Inc.

2:30 PM

### STAY PRIVATE OR GO PUBLIC

Moderator: **HUGH BAKER**, CFO, Scorpio Bulkers

**TOM KANE**, Managing Director, Chatsworth Securities

**MICHAEL McCURE**, Consultant

**STUART MOSS**, Partner, Deloitte

**LOIS ZABROCKY**, CEO, International Seaways

3:15 PM

### COFFEE AND NETWORKING

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3:30 PM

### CONSOLIDATING & OTHER RESTRUCTURING

Moderator: **FRANK DUNNE**, Partner, Watson Farley & Williams

**RANDEE DAY**, Head of Goldin Maritime/CEO, Day Associates

**PAUL LEAND**, Managing Director & CEO, AMA Capital Partners LLC

**CHRIS WEYERS**, Managing Director/Head of Maritime Investment Banking, Stifel Financial Corp.

4:15 PM

### SHIPOWNERS' PERSPECTIVE

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

**ROBERT BUGBEE**, CEO, Scorpio Tankers/Scorpio Bulkers

**ANGELA CHAO**, Deputy Chairman, Foremost Group

**JACK NOONAN**, CEO, Chembulk Tankers

**KALLI LIVANOS**, Director, Kyla Shipping

5:00 PM

### CLOSING REMARKS

**OLE CHRISTIAN SCHRÖDER**

### COCKTAIL RECEPTION IN THE VANDERBILT ROOM

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## ABOUT OUR SPEAKERS



**CHRISTIAN ASTRUP** – Associate Director, Capital Markets, DNB Markets, Investment Banking Division – has 10 years of banking experience within DNB with strong competence in structuring and placement of secured debt with focus on the shipping and offshore sector. Product areas: syndicated loans, export credit agencies loans, US private placements and advisory.



**TOBIAS BACKER** has since 2016 been head of Fleet-scape, a portfolio platform of Oaktree Capital Management targeting alternative investments in the maritime space within structured equity, leases and mezzanine loans. 2009–2016: Managing Director and Head of Shipping & Offshore at ICON Investments. Worked out legacy shipping portfolio of ICON and built up a new \$281 million portfolio of leases and mezzanine loans in the shipping & offshore space. 2000–2009: Fortis Bank (now BNP Paribas), as Head of Shipping for the Americas where he managed the shipping team and a portfolio of USD 1.6 billion, consisting of senior and mezzanine loans, covering most asset classes within the shipping and offshore oil services market segment. 1996–2000: DNB Bank, Shipping in both Oslo and New York City.



**HUGH BAKER** has served as Chief Financial Officer of Scorpio Bulkers Inc since 2013 and has also been employed by Scorpio Tankers since 2012 focusing on business development and finance. For three years prior to joining the Scorpio Group, Mr. Baker was a Managing Director in the investment banking team at Evercore Partners in New York, concentrating on the shipping industry. Prior to Evercore, he was the Head of Shipping at HSH Nordbank in New York and was previously a Managing Director in the ship finance team at ING Bank in London. Prior to banking, Mr. Baker worked in commercial roles for Greek-owned shipping companies in London. Mr. Baker has a BA from the London School of Economics and a MSc in Shipping, Trade & Finance from Cass Business School. Mr. Baker is a Fellow of the Institute of Chartered Shipbrokers.



**GEORGE BELESIS** is a tanker broker at Poten & Partners (UK), focusing on Period Chartering and Sale & Purchase. Prior to joining Poten, George was involved in tanker chartering and operations at Eastern Mediterranean Maritime. He obtained an MSc in Shipping, Trade and Finance from Cass Business School and graduated from the Program on Negotiation and Leadership from Harvard Law School.



**ROBERT BUGBEE** is President and Director of Scorpio Tankers Inc., and Scorpio Bulkers Inc. He has 30 years of experience in the shipping industry. From 1995 to 2007, Mr. Bugbee was employed at OMI Corporation, or OMI, a NYSE-listed tanker company sold in 2007. While at OMI, Mr. Bugbee served as President from January 2002 until the sale of the company, and he previously served as Executive Vice President since January 2001, Chief Operating Officer since March 2000 and Senior Vice President of OMI from August 1995 to June 1998. Prior to this, he was employed by Gotaas-Larsen Shipping Corporation since 1984. During this time he took a two year sabbatical from 1987 for the M.I.B. Programme at the Norwegian School for Economics and Business administration in Bergen. He has a Fellowship from the Institute of Chartered Shipbrokers and a B.A. (Honors) from London University.



## ABOUT OUR SPEAKERS



**ROBERT (BOB) P. BURKE** is a Partner and Chief Executive Officer of Ridgebury Tankers. Raised in a shipping family, Bob's subsequent education and professional life has been entirely dedicated to the industry. Before founding Ridgebury Tankers, as CEO he led the acquisitions, operations and sale of Chembulk Tankers LLC. Previously, he directed the maritime investments of \$200MM for Overseas Private Investment Corporation (OPIC) backed Investment Fund: Great Circle Capital. As Managing Director of GE Capital Ship Finance Group, he led shipping financing and investment activities: over 75 vessels bought/sold/financed in addition to corporate equity investments. Mr. Burke earned an MBA from Columbia University; prior to that, as a US Merchant Marine Academy graduate, he served as ship's officer for three years onboard tankers.



**OLIVIER CADET** is Executive Vice President, Products & Services at Kongsberg Maritime, based in Norway. In this role, Olivier oversees the teams responsible for Kongsberg Maritime's products portfolio aligned with market demands and future trends, such as autonomous operations and digital performance. Prior to assuming this role in January 2017, Olivier was responsible for Kongsberg Maritime's strategic initiative around Information Management System and Smart Data. Olivier originally joined Kongsberg Maritime in 2014 in Houston, TX, as Business Development & Quality Manager. Olivier started his career in 1998 in the offshore drilling industry, working at Transocean as a Controls Engineer where he was involved with the installation, commissioning and support of Dynamic Positioning and Automation systems on offshore drilling rigs. In 2004 Olivier joined Air Liquide, the world leader in industrial gases, where he served for over 9 years in a variety of innovation management roles, including R&D Group Manager and Program Director, driving Air Liquide's research efforts in the field of Advanced Process Control and Operations Research. Olivier graduated from the Grenoble Institute of Technology (INP Grenoble) in France in 1998 with a Master of Science in Electrical Engineering.



**ANGELA CHAO** is Deputy Chairman of Foremost Group, an international shipping company in New York. Prior to joining Foremost Group, Angela Chao worked in the Mergers & Acquisitions Department of Smith Barney, now a part of Citigroup. Angela received her M.B.A. from Harvard Business School and an undergraduate degree in economics from Harvard College where she graduated magna cum laude in three years. Angela is a frequent speaker in the United States, Europe and Asia and serves on the Boards of Bank of China, Harvard Business School's Board of Dean's Advisors, Lincoln Center Global's China Advisory Council, the American Bureau of Shipping Council, Massachusetts Maritime Academy's International Maritime Business Department Advisory Board, The Chairman's Council of the Metropolitan Museum of Art, The Metropolitan Opera, Museum of Modern Art PS1, Carnegie-Tsinghua Center for Global Policy Board of Advisors, the Shanghai Mulan Education Foundation, and Foremost Foundation. She is also a member of the Council on Foreign Relations, serves on the Young Leaders Forum of the National Committee on US-China Relations and is the Honorary Chairperson of the Chiao-Tung University Alumni Association in America. Previously, Angela served on the Boards of the New York City Economic Development Corporation, the China State Shipbuilding Corporation, the China Council for the Promotion of International Trade and Executive Committee of the Baltic International Maritime Council (BIMCO). She speaks Mandarin Chinese and is active in many volunteer activities including serving on the boards of the Chao Family Foundations



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## ABOUT OUR SPEAKERS

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and The Foremost Foundation. Angela is an ardent supporter of the arts and the opera and lives in New York City.



**JONATHAN CHAPPELL**, CFA, a Senior Managing Director and senior equity research analyst at Evercore ISI, provides research coverage of marine transportation equities. Jon has been an equity research analyst since 1996, and he joined Evercore Partners as a Managing Director in 2011 after 11½ years in equity research at J.P. Morgan. After spending more

than three years at Value Line providing research coverage for several different industries as a generalist, Jon joined J.P. Morgan Securities' freight transportation team in 1999 focusing on the U.S. railroad and trucking sectors. Jon began to cover stocks in the oil tanker industry in 2001 as an associate analyst and, following an eight-month period during which he helped ramp-up coverage of the payroll processing industry, he returned to the shipping sector as a senior analyst in 2003. Jon was voted #3 in the 2016 Institutional Investor poll for Shipping and was Runner-Up in the same poll in 2015. Jon was named the #1 analyst for stock selection in the Wall Street Journal's Best on the Street rankings in 2012 for industrial transportation and was also named as a top analyst in the same survey and category in 2006. Jon was also named #3 in Stock Selection for the Marine Industry in 2015, #1 in Stock Selection and #2 Earnings Estimator for the Marine industry in 2010, and #2 in Stock Selection for the Marine industry in 2009 by the Financial Times and Starmine. Jon was named the #3 Earnings Estimator for the Oil, Gas & Consumables industry in 2007 and #1 Earnings Estimator for the Marine industry in 2006 by Forbes.com and Starmine. Jon has earned a B.S. degree in Management-Finance from Binghamton University and has earned the right to use the Chartered Financial Analyst designation.

**MICHAEL CHOINA** is currently a Director of Loan Syndications at ABN AMRO focusing on the Shipping and Offshore sectors. Prior to joining ABN, Michael worked at Credit Agricole as a Director in the Shipping and Offshore team.



Captain **BLAINE COLLINS** is Vice President, Government & Public Affairs for the DNV GL Group in North America. In this capacity, he is responsible for representing all DNV GL business areas in government affairs, external organizations and related activities at a senior policy level. In his previous position, Vice President & Regional Manager, North and South

America, he was responsible for all maritime services throughout the Americas. Captain Collins began his career in the U.S. Navy, serving 6 years aboard a U.S. Navy nuclear fast attack submarine in the nuclear engineering department, after which he continued in the nuclear industry in the Nuclear/Environmental Group of Bechtel Power Corporation, working mostly on San Onofre Units 2 & 3 and Korean Electric Units 7 & 8 projects, until the Three Mile Island incident changed the outlook for that industry. His seagoing experience also includes sailing as Captain of U.S. cargo ships with Crowley Maritime Corporation companies. Immediately before joining DNV GL, Collins was a Vice President in Marispond Inc., a company providing Qualified Individual/Emergency Response Management services, regulatory advice, technical assistance and owner's representative services to ship owners and operators. He is on the Boards of Directors of the Norwegian-American Chamber of Commerce, the U.S. Coast Guard Foundation Board of Trustees and he actively participates in the API Marine Committee, the Intertanko North American Panel, and the Chamber of Shipping of America. Graduate: Master in International Management, Thunderbird, the American Graduate School of International Management. Undergraduate: Bachelor

Science in Marine Transportation and Management, State University of New York Maritime College.



**ADAM CONRAD**, Group Head of CIT Maritime Finance. Adam has 19 years of experience in global financial services and transportation. He is responsible for business development and portfolio management. Prior to launching CIT Maritime Finance in 2012, Adam was a Vice President and Director in CIT's Transportation Lending covering US flagged shipping and offshore, Aerospace, Defense, and Helicopter Financing. Adam has held multiple positions at GE Capital including M&A and corporate finance where he underwrote cash flow, ABL and equipment backed loans and leases. He also held positions in various industries including sales at Sikorsky Aircraft, financial and strategic management. Adam received his BS in Finance and BA in Economics from the University of Connecticut and his MBA from the University of New Haven.



**RANDEE DAY** is CEO of Goldin Maritime, LLC, an asset management affiliate of full service advisory and restructuring firm, Goldin Associates LLC where she also leads the maritime and offshore practice area. Prior to founding Day & Partners, LLC. in 2011, Ms. Day served as interim CEO of DHT, Maritime, Inc. Previously, Ms. Day was Managing Director at the Seabury Group, a transportation advisory firm. She was the Division Head of JP Morgan's shipping group in New York. Ms. Day is a graduate of the School of International Relations at the University of Southern California and did graduate business studies at the George Washington University in Washington, DC. In December 2014 she graduated from the Senior Executives in National and International Security Program at the Kennedy School at Harvard University. Ms. Day has served on the board of numerous public companies, including TBS International Ltd., Ocean Rig ASA, DHT Maritime Inc., Eagle Bulk and Excel Maritime. In 2016 she joined the board of International Seaways, Inc.



**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 arrange-

ments; 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 and he was admitted to the Marshall Islands Bar last summer.



**FRANK DUNNE** has been a partner at Watson Farley & Williams since 1984 and re-located to the New York office in May 2015. Frank's practice involves a broad range of ship finance work for major international shipping finance lenders and commercial shipping transactions for major international shipowners, including joint ventures, charter structures, new

building contracts, and ship (and corporate) acquisitions. He has been closely involved in assisting Private Equity institutions investing in shipping. Having worked in Greece during the 1980s, Frank is well known in Greek shipping and finance circles and maintains a close working relationship with the Greek market. Frank has been involved in a number of high-profile restructuring, work-out and dispute resolution situations. In 2011, Frank was made "Maritime



## ABOUT OUR SPEAKERS

Lawyer of the Year” at the Lloyd’s List awards in recognition of his 30 years of contribution to the maritime sector at the very highest level. Education and qualifications; MA: Downing College, Cambridge University.



**SEAN DURKIN** is President and Managing Director of Northern Shipping Funds (NSF), and organized its startup in 2008. NSF is a leading alternative capital provider to the shipping and offshore oil service industries. NSF employs an asset-based approach and represents a stable source of capital, providing structuring flexibility and superior execution to support customers’ financing needs. NSF has a proven track record and long-standing support from leading US-based institutional investors and notable shipping families. Its 17 person team has extensive expertise in maritime finance, commercial management, technical management, insurance, vessel operations, and naval architecture. Key members of the team have over 16 years of experience working together and collectively over 200 years of industry experience. Prior to forming NSF, Mr. Durkin served as Chief Financial Officer and as a Senior Investment Manager of Northern Navigation. During that time he organized the formation of NFC Shipping Funds, a joint venture with DVB Bank which was the predecessor to NSF. From 1992 to 1997, Mr. Durkin held senior positions at United Waste Systems, with his last position being Vice President of Finance. From 1987 to 1992, Mr. Durkin held several positions at Ernst & Young in the audit and small business development groups. Mr. Durkin graduated from Villanova University in 1987 with a Bachelor of Science degree in Accounting.



**JEANNE GRASSO** is a partner at Blank Rome LLP, Vice Practice Group Leader of the Maritime, International Trade and Government Contracts Practice Group, and Co-Chair of Blank Rome’s Maritime Industry Team. Jeanne focuses her practice on maritime and environmental law for domestic and international clients. She regularly counsels owners and operators of vessels, cargo owners and facilities on maritime and environmental issues. Her practice involves counseling on all aspects of maritime and environmental regulatory compliance, including U.S. Coast Guard, Maritime Administration and Customs matters; internal and grand jury investigations; defense of administrative, civil, and criminal enforcement actions; and pollution incident response. Jeanne was 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, 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.

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## ABOUT OUR SPEAKERS



**GALEN HON** As the Manager of the Shipping Efficiency Program for the Richard Branson-founded Carbon War Room, Galen is tasked with solving climate change for the maritime industry. This is difficult. He and his team seek solutions where industry capability intersects with emerging opportunities in technology, policy, and finance.



**THOMAS M. KANE**, Managing Director, Chatsworth Securities, concentrates on the transportation sector. Prior to joining Chatsworth Mr. Kane was President of SSY Capital a global financial services group that specializes in the shipping industry. He has over twenty five years of experience in international finance focused on the shipping, aerospace, technology and telecom industries. Prior to joining SSY Capital, Mr. Kane was a Managing Director of Boeing Capital Corporation, responsible for origination and operations in the U.S. in the financing of transportation assets including aircraft and other large ticket transactions. In addition, Mr. Kane was group head of Global Operations of Boeing Capital's Shipping team. Before joining Boeing, Mr. Kane was Senior Vice President at AT&T Capital Corporation. He is a member of the Connecticut Maritime Association and Turn-around Management Association. Mr. Kane is a featured moderator and speaker at Shipping Industry conferences in the U.S., Europe and Asia. He received a Bachelor of Science in Economics, State University of New York.



**JEFFREY G. LANTZ** is Director, Commercial Regulations and Standards for the Coast Guard's Assistant Commandant for Marine Safety, Security and Stewardship. His responsibilities include the development of U.S. national maritime safety and environmental protection regulations and policies and overseeing U.S. initiatives in the development of international maritime safety, security and environmental protection standards. In addition, Mr. Lantz serves as the U.S. Head of Delegation to the International Maritime Organization (IMO)'s Maritime Safety Committee, Marine Environment Protection Committee, and various sub-committees. In this position, he represents the US position on numerous regulatory issues within the international commercial maritime industry including piracy and maritime security, green house gas emissions, human element, ballast water management, and passenger vessel safety. Mr. Lantz has also been elected and currently serves as the as the Chairman for the IMO's Council, the organization's second highest governing body. Mr. Lantz retired from active duty with the Coast Guard at the rank of Captain in 2001 after numerous assignments in marine safety, including Chief of the Office of Design and Engineering Standards and Commanding Officer of the Marine Safety Center. He graduated from the Coast Guard Academy in 1974 and the University of Michigan in 1978, where he obtained advanced degrees in Naval Architecture and Marine Engineering and in Mechanical Engineering.



**PAUL LEAND JR.** is the Chief Executive Officer of AMA Capital Partners, a New York City-based transportation and energy merchant bank and advisory firm; he joined AMA from First National Bank of Maryland in 1998 and was appointed to CEO in 2004. He has led the development of AMA's restructuring practice, helping AMA earn its position as the pre-eminent maritime restructuring advisor for both creditors and borrowers. Mr. Leand has been involved in the restructuring of numerous high yield issues including Golden Ocean Group Ltd., American Commercial Lines (ACL), Global Ocean, Pegasus Maritime, Inc., Enterprises Shipping and Trading S.A., and Horizon Lines, Inc. Within the offshore segment, Mr. Leand has led AMA's efforts in the restructurings of, among others, Oro Negro Drilling Pte., Harland Group, Norshore Atlantic B.V., PetroMENA ASA, Sevan Marine ASA, Remedial Offshore Ltd. and Equinox Offshore Accommodation Ltd. Mr. Leand has also been involved in numerous M&A transactions, including with Golden Ocean Group Ltd., Ship Finance International Ltd. (SFL) and TECO Transport Corp. and also spearheaded the firm's private equity investments in Chembulk Tankers, PLM Financial Services Inc. and Lloyds Fonds AG. Mr. Leand also serves as Chairman of Eagle Bulk Shipping Inc. (Nasdaq), and as Director of

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## ABOUT OUR SPEAKERS

Golar LNG Partners LP (Nasdaq), Lloyd Fonds AG (Frankfurt Stock Exchange), North Atlantic Drilling (Oslo Stock Exchange), Seadrill Ltd. (NYSE) as well as Ship Finance International Ltd. (NYSE). Mr. Leand holds a BS/BA from Boston University's School of Management.



**IIRO LINDBORG** joined Rolls-Royce in 2005 and has held various roles such as Development Project Manager and Technical Product Manager before his current role as General Manager of Remote and Autonomous Operations. He has degree in Automation and Electrical Engineering from Vaasa University of Applied Sciences. Iiro has been working with the development of propulsion, steering gear and waterjet control solutions. He has also run the development of future bridge and unmanned vessel remote operations center concepts. In his current role he is looking after Remote and Autonomous Operations business of Rolls-Royce Marine.



**KALLI LIVANOS**, Director, Kyla Shipping, was born in the United States and grew up in Athens, Greece. Kalli received her International Baccalaureate from the Moraitis School in Athens. She attended Babson College in 2009 and graduated with honors in 2012 with a degree in Business Administration. Following her undergraduate studies, she was employed by ICON Investments in New York. As a credit analyst she evaluated and managed accounts for ICON's business development company, which is sub-advised by Apollo Global Management. In addition, her focus was on Shipping & Offshore markets. Kalli was later promoted to an associate position and in the fall of 2013 commenced her MSc part-time at Columbia University, which she completed with honors in 2015. Kalli returned to Greece in 2015 to work at the headquarters of Kyla Shipping, focusing on the development of new projects, capital sourcing and structuring, as well as commercial operations. She has participated in the supervision of newbuilding projects in South Korea. Kalli is a member of the shipping committee of the Hellenic American Chamber of Commerce and maintains strong ties with the maritime community in New York.



**GEORGE LOS** is the Senior Market Analyst at the Charles R. Weber Company, one of the US' oldest and largest ship brokerages and marine consultants, where he heads the tanker research desk and provides clients with market research and analysis and trading and project investment advice. He has previous experience as a vessel sale and purchase manager for a privately-held dry bulk ship management company in New York and has represented globally-listed shipping companies as an investor relations advisor at Capital Link in New York. He completed an MSC course in Shipping, Trade & Finance at Cass Business School, City University London, and studied History and International Relations at American University in Washington, DC.



**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 40 years and is now a managing partner and an owner of the company, which administers the Marshall Islands Ship Registry – the third 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 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,



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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; Chairman Emeritus of the North American Maritime Environment Protection Association (NAMEPA); Chairman Emeritus of the National Maritime Historical Society (publishers of SEA HISTORY magazine); Chairman of the North American Maritime Ministry Association (NAMMA) Industry Advisory Council; 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 also past Chairman of the Hellenic-American Chamber of Commerce. 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.



**MICHAEL MCCLURE** retired as Executive Vice President – Corporate Affairs from Navios Maritime Holdings (NM). When Navios became a public company Mr. McClure became its Chief Financial Officer from 2005 to 2007 and subsequently the Chief Financial Officer of Navios Maritime Partners (NMM) from 2007 to 2010. He also served as a board member of Navios South American Logistics (NSAL). While Navios was a private company Mr. McClure held several managerial positions including Vice President of Risk Management from 2001 to 2005, Manager of Financial Analysis and Director of South American Transportation Projects, which included Navios' owned port facility in Uruguay and its commercial lead in Venezuela, Argentina and Columbia. He has extensive experience in the dry bulk industry especially as it relates to macro economic analysis, freight derivatives and fuel hedging. Mr. McClure served as a board member of The Baltic Exchange and as chairman of the Baltic Exchange Freight Market Indices Committee. Mr. McClure holds an M.B.A. from Marquette University. Currently Mr. McClure is a consultant on the ocean shipping industry and interacts with clients primarily through the Gerson Lehrman Group (GLG) and AlphaSights.



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## ABOUT OUR SPEAKERS



**STUART J. MOSS** is a partner in the Audit practice of Deloitte and serves a variety of clients in the hospitality and transportation industries. He is the lead client service partner for several shipping clients, including those that are publically and privately held. Stuart has extensive knowledge of complex accounting matters and SEC reporting issues having spent time in the firm's National Office as well as participating in a fellowship at the Financial Accounting Standards Board. He is a CPA, member of the AICPA and NJSCPA, and received a Bachelor of Science degree in Accounting from Syracuse University.



**JOHN D. (JACK) NOONAN** is the CEO of Chembulk Tankers, which once again became an independent entity this past December 1st after having been a subsidiary of the Indonesian based Berlian Laju Tanker Group (BLT) for the previous eight years. Chembulk Tankers operates a fleet of 35 fully stainless steel petrochemical tankers and four LPG carriers. Headquartered in Southport CT, Chembulk has offices in Sao Paolo, Copenhagen and Singapore, and has Marine Superintendents in Houston and Seoul. Jack is a graduate of the U.S. Merchant Marine Academy at Kings Point, NY where he earned a Bachelor of Science in Marine Transportation, with a concentration in Marine Petroleum Operations and a USCG License as 3rd Mate. Additionally, he was commissioned as Ensign in the U.S. Naval Reserve, ultimately achieving the rank of Lieutenant. Following graduation, he sailed with the US Flag Tanker Fleet of Texaco, advancing his License to Chief Mate (1st Officer). In 1984, Jack joined the Operations Department of chemical tanker owner Stolt-Nielsen in Greenwich, CT. Within one year, he was transferred into the Sales & Marketing Department as Shipbroker. Jack spent the next ten years in Stolt-Nielsen's Indian Ocean Service, ultimately holding the position of Sales Manager. Jack left Stolt-Nielsen in 1995 to join Sound Tanker Chartering, (subsequently renamed SPI Marine) a ship brokerage firm specializing in the chemical tanker sector. In 2003, Jack was named Vice President of Clipper Group's Copenhagen Tankers (subsequently known as Clipper Tankers USA and now Nordic Tankers USA.) There he directed significant commercial expansion that culminated with the September 2006 promotion to President, a position Jack held until he joined Chembulk Tankers as Chief Operating Officer in April 2007. In December 2007, after the sale of Chembulk from its private equity group ownership to BLT, Jack was promoted to President of Chembulk and subsequently to CEO of BLT Chembulk Group. Jack had been actively involved in the restructuring of Chembulk Tanker parent BLT, spearheading all of the business-related initiatives of the process from January 2012 until its conclusion in December 2015. Jack is a member of several professional associations including the Association of Shipbrokers & Agents (USA), the Connecticut Maritime Assn., the Southwest Chemical Assn., and the Northeast Chemical Assn. He is a member of the vessel classification society American Bureau of Shipping and serves on the North American Committees of classification societies Class NK and DNV-GL. In 2008, he was recognized for Outstanding Professional Achievement by the U.S. Merchant Marine Academy Alumni Foundation. He was subsequently recognized in 2011 by the USMMA Athletic Department with the Skip Prosser Service above Self Award.

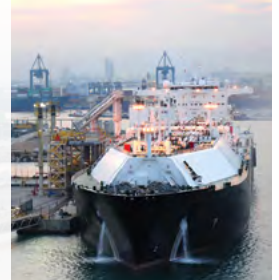


Capt. **DAVID PASCOE** is Senior Vice President and Head of Maritime Operations & Standards of the Liberian International Ship & Corporate Registry (LISCR), the agent appointed by the Liberian government to administer the Liberian Registry. He has over 40 years of professional experience in maritime safety, security and environmental protection, including commands as U.S. Coast Guard Captain of the Port/Officer in Charge, Marine Inspection/Federal On-scene Coordinator and Director of the USCG's National Strike Force. Mr Pascoe has over 20 years' experience with the United Nations International Maritime Organization (IMO), formulating and negotiating maritime policy, as frequent delegate to meetings of IMO Committees, Sub-Committee's and other international fora. He also served a two-year secondment at IMO from 1990 to 1992, as Senior Advisor on Marine Pollution. Since joining LISCR, Mr Pascoe has directed the Liberian Registry's maritime operations programs and policy on application of Liberian and

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international maritime regulations, including safety, security, environmental protection, quality and accident investigation and implementation of the Maritime Labour Convention.



**TED PETRONE** currently serves as Navios Corporation's Vice Chairman, a position he has held since December 2014. Petrone has been a member of Navios Maritime Acquisition Corporation's Board of Directors since inception and was the President from inception until December 2014. He has also been a director of Navios Holdings since May 2007, and served as President of Navios Corporation from September 2006 until December 2014. Mr. Petrone has served in the maritime industry for 36 years, 33 of which he has spent with Navios Holdings. After joining Navios Holdings as an assistant vessel operator, Mr. Petrone worked there in various operational and commercial positions. For the last 15 years, Mr. Petrone has been responsible for all the aspects of the daily commercial activity, encompassing the trading of tonnage, derivative hedge positions and cargoes. Mr. Petrone graduated from New York Maritime College at Fort Schuyler with a bachelor in science degree in maritime transportation. He has also served aboard U.S. Navy (Military Sealift Command) tankers.



**LAWRENCE RUTKOWSKI** is a partner in Seward & Kissel's Corporate Finance Department. Larry has practiced law since 1979. He joined Seward & Kissel as a partner in 1992. Larry is head of the firm's Maritime and Transportation Finance Group, a cross section of attorneys within the firm from the Corporate Finance, Corporate Securities, Litigation and Tax departments with expertise on matters of interest to clients in the transportation industry and is a member of the firm's Business Transactions Group. In such capacity, Larry has worked on matters ranging from the formation of joint ventures, asset finance transactions, secured and unsecured lending, registered and unregistered securities transactions, mergers and acquisitions and cross border leases to restructurings and bankruptcy. In addition to representing clients in the transportation and financial

services industries, Larry's practice has included considerable experience in equipment finance and in the energy and mining fields. Larry is a member of the Association of the Bar of the City of New York, the American Bar Association (the Air and Space Law Forum, Business Law Section, International Law and Practice Section) and the Maritime Law Association of the United States (Maritime Finance Committee). Larry has been cited in Euromoney's "Best of the Best," Chambers USA and Chambers Global, and The Best Lawyers in America, and Who's Who Legal 2009: Shipping and Maritime. Larry has also been recognized by Best Lawyers in the practice of Admiralty & Maritime Law in years 2006–2013, inclusive. Larry has also appeared on Lloyd's list of the world's top ten lawyers in their annual Most Influential People in the Shipping Industry publication. For the third year in a row, Larry was the top ranked United States based lawyer included on the list. Larry has been featured on CNN and appeared on both the Fox News and Fox Business networks as an authority on the impact on the shipping business of piracy off the coast of Somalia.



**GEORGE TSIMIS** George Tsimis, Senior Vice President, Global Claims Director & General Counsel, Shipowners Claims Bureau, Inc., graduated cum laude with a Bachelor of Arts Degree at Tufts University in 1988, and subsequently earned a Juris Doctor degree from Fordham University School of Law in 1992 where he was the recipient of the Moore-McCormack Award for excellence in admiralty law. From 1992 until 1999, George was an associate at the New York maritime law firm of Chalos & Brown, P.C. While there, he was part of the legal team that represented and defended Captain Joseph Hazelwood in connection with the EXXON VALDEZ oil spill litigation before the Alaska State and Federal Courts, and handled all aspects of maritime claims, including cargo, collision, pollution, marine insurance, charter party and commercial disputes for clients worldwide. In 1999, George was a founding member of the maritime law firm of Skoufalos, Llorca and Ziccardi LLP in which he was head of its New York office. In March 2002, George joined Shipowners Claims Bureau, Inc. (SCB), the Manager of the American P&I Club, as Vice President and Manager of the FD&D Department. In May 2005, he moved to Athens, Greece to open up and manage the American Club's new claims liaison office in Piraeus, Shipowners Claims Bureau (Hellas) Inc. As its Managing Director, George was responsible for overseeing all claims handling activity out of that office, managing its day to day operations, and acting as market liaison for the American Club's membership throughout the Mediterranean. In October 2007, George was appointed Senior Vice President and Global Claims Director for SCB's global operations, returning from Greece to headquarters in New York in the summer of 2008. In that capacity, George supervises all Claims Department activity in the American Club's offices in New York, Houston, London, Piraeus and Shanghai. George is also General Counsel of SCB, is a member of the New York and Connecticut State Bars, as well as the Maritime Law Association of the U.S., and is a member of the International Group of P&I Club subcommittees on piracy and maritime security.



**GARY VOGEL** currently serves as Chief Executive Officer and a Director of Eagle Bulk Shipping Inc. (NASDAQ: EGLE), a Stamford, Connecticut-based drybulk ship-owner/operator focused on the Supramax/Ultramax asset class. The Company's owned-fleet currently totals 43 ships, making it one of the largest global owner/operators in this segment. All vessel management, inclusive of strategic, commercial, and technical, is conducted in-house from the Company's offices in Stamford, Singapore, and Hamburg. Prior to joining Eagle in September, 2015, Mr. Vogel served as Chief Executive Officer of Clipper Group, Ltd., one of the world's leading privately-held ship owning/operating groups, which operates a diversified fleet of more than 120 ships within the drybulk, RoRo, multipurpose heavy-lift, tanker, and the cruise sectors. Additionally, Mr. Vogel was a Partner and Director of Clipper Group, Ltd., and prior to being appointed CEO, served in a number of senior positions throughout the organization. Prior to his tenure at Clipper, Mr. Vogel worked at Van Ommen Bulk Shipping (USA) from 1992 to 2000, culminating in a role as President. Mr. Vogel began his shore-side shipping career as a dry cargo shipbroker. From 1988 to 1992, he was



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employed by Skaarup Shipbrokers and Pinney, Inc. Mr. Vogel is a New York native and graduate of the U.S. Merchant Marine Academy at Kings Point, NY, where he graduated with a B.S. in Marine Transportation, as well as a USCG Third Officers Unlimited Tonnage License. He sailed briefly on container ships and product tankers, and served as an officer in the US Naval reserve. Mr. Vogel has also completed executive and leadership programs at the Wharton School of the University of Pennsylvania. In industry-related capacities, Mr. Vogel serves as a Director of Ship Finance International (NYSE: SFL), as well as on the Lloyds Register North American Advisory Committee. Previously, he has served on the Board of Directors of the American Institute for International Steel, and as Membership Chairman of the Association of Shipbrokers and Agents. Mr. Vogel has also been a member of Young Presidents Organization (YPO/YPO Gold) International since 2004, and has served as a Board Member of its Fairchester Chapter.



**CHRIS WEYERS**, Managing Director Head of Maritime Investment Banking, joined Stifel in 2012 to head the firm's Maritime investment banking practice. Mr. Weyers has 17 years of capital markets, M&A advisory and restructuring experience with Maritime and Transportation companies. During his career he has worked on over 60 public or private debt and equity transactions totaling over \$20 billion in value and advised on over 25 announced M&A transactions with an aggregate value of over \$10 billion. His clients have included companies such as Diana, Eagle Bulk, Excel Maritime, Gulfmark, Horizon Lines, Navigator Holdings, Navios, Nordic American, Northern Shipping, Ocean Rig, Scorpio Bulk, Seadrill, Star Bulk, Ultrapetrol and Vantage Drilling. Prior to joining Stifel he was a Managing Director and Head of Maritime and Transportation investment banking at FBR Capital Markets. Mr. Weyers also ran the Maritime and Transportation investment banking practice for Fortis Securities and was a senior member of Bear Stearns' Maritime and Transportation investment banking team. Education and Professional Certifications: M.B.A., Tepper School of Business at Carnegie Mellon University; B.S., Indiana University; Certified Public Accountant (CPA).



**ROLF A. WIKBORG** is partner in SinoEnergy Capital Management, a Hong Kong based leasing company controlled by Jack Sun - bought two ultra harsh environment jack up rigs on charter to Total. Founding partner of AMA, New York from 1987 to 2002 and Oslo office till 2012 when entering hotel business. Managing Director Fearnleys Mexico, 1985/1986. Served as Director of Western Bulk and DHT; represents Capital Link in Oslo. Bachelor of Science (Hons.) from University of Manchester Institute of Science and Technology. MIC in marine law and marine insurance law.



**LOIS K. ZABROCKY** is the first President and Chief Executive Officer of International Seaways, one of the largest tanker companies worldwide. The Company owns and operates a fleet of 55 vessels, including one ULCC, eight VLCCs, eight Aframax/LR2s, 12 Panamax/LR1s and 20 MR tankers. Through joint ventures, it has ownership interests in four liquefied natural gas carriers and two 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 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.

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

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## Shipping's Survivors: Strategies for Success in a New Era

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