

FIRST ANNUAL



NYMAR in GREECE

Seminar & Luncheon



Thursday, February 21, 2019

Piraeus Marine Club

Akti Miaouli 51

Piraeus, Greece 185 36

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Poles, Tublin, Stratakis & Gonzalez, LLP

February 21, 2019

Dear Attendees,

It is with great pleasure we welcome you to the First Annual NYMAR in Greece Seminar and Luncheon in Piraeus. Our inaugural industry event here in Greece is to promote the role of New York as a hub for the global maritime community. We're here to connect you to the New York region as a good place for business and as an established financial and commercial service provider.

NYMAR is a member-based association of maritime companies in the greater metropolitan New York area whose goal is to promote the benefits of the region as a maritime business center in order to attract more businesses to share in the opportunities available in this robust area. NYMAR hosts a monthly speaker series, an annual seminar, and participates in many area conferences and events.

The New York Maritime Cluster is home to over 250 shipping companies, who are continually reaping the benefits of the area's extensive resources and infrastructure (banks, lawyers, insurance and arbitration). New York is also the world's best tax haven for a foreign shipping company to base its operations if it qualifies for exemption under US tax laws or a US treaty.

New York also boasts an economy larger than most countries, an internationally diverse population, more Fortune Global companies than any other international business center, and is one of the world's cultural capitals. Home to the two largest stock exchanges in the world, New York is where shipping and transactional executions meet.

Best Regards,

The NYMAR Board





AGENDA

10:30 A.M. REGISTRATION & COFFEE

7th Fl.

11:30 A.M. OPENING REMARKS

9th Fl. CLAY MAITLAND, Managing Partner, International Registries, Inc.

11:40 A.M. SESSION 1

NYMAR: What It Is, What It Does, And Who We Are
JOHN STRATAKIS, Partner, Poles, Tublin, Stratakis & Gonzalez LLP

The Transactional Environment In New York
GREG CHASE, Partner, Reed Smith LLP

Taxation of Companies and Assets In New York
JIM COFER, Partner, Seward & Kissel LLP

The Transactional Environment: Greek Conceptions
GEORGE TSAVLIRIS, Principal, Tsavlis Salvage Group

Project Financing In New York
GEORGE PIEROT, Broker, Jacq Pierot Jr. & Sons, Inc.

A British Maritime Law Firm Does Business In New York

BRIAN DEVINE, Head of Transport, United States, Norton Rose Fulbright LLP

Panel moderated by GREG CHASE

1:20 P.M. LUNCHEON & KEYNOTE ADDRESS

8th Fl.

KEYNOTE SPEAKER

CHRISTA VOLPICELLI, Managing Director, Global Transportation Group, CitiGroup

3:00 P.M. SESSION 2

9th Fl.

Maritime Litigation In The United States
JOHN KIMBALL, Partner and Co-Chair, Maritime and International Trade Practice Group, Blank Rome LLP

Society of Maritime Arbitrators (SMA): What It Is and What It Does

GEORGE TSIMIS, Director, GJT Marine Consultants LLC

Specific Aspects of Arbitration In New York

PETER SKOUFALOS, Partner, Brown Gavalas & Fromm LLP

Panel moderated by JOHN KIMBALL

3:50 P.M. CLOSING REMARKS

LARRY RUTKOWSKI, Partner, Seward & Kissel LLP

4:00 P.M. COCKTAIL RECEPTION

7th Fl.



ABOUT OUR SPEAKERS



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 Ship 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 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. 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. 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: The Clay Maitland Scholarship in International Transportation, at SUNY Maritime College (Ft. Schuyler), for the benefit of students in the Master of Science degree program and The Virginia Maitland Sachs Charitable Scholarship Fund at the Massachusetts Maritime Academy, Buzzards Bay, MA.



GREG CHASE advises clients in a broad range of ship finance and shipping related private equity matters. He represents major lenders, operating companies and equity investors in connection with cross-border and domestic transactions including syndicated and bi-lateral secured loan facilities, work-outs and debt restructurings, leasing, joint ventures and other private equity and corporate transactions for the shipping industry. Greg also represents clients in connection with international commercial shipping transactions, including construction contracts and multi-vessel construction programs, complex vessel charter arrangements and the sale and purchase of marine assets. Greg has acted for lenders in some of the larger ship finance transactions in the market. Greg holds a BA from St. Lawrence University, summa cum laude, in Government and History, as well as a law degree from Cornell Law School. He is a director of New York Maritime, Inc. as well as a director and founding member of Young Shipping Professionals – New York, Inc.



JIM COFER is a partner in the Tax Group. Jim represents private investment funds (including hedge funds, funds of funds, and private equity funds) and mutual funds on a variety of tax issues, including initial structuring, investments by tax-exempt entities, investments in underlying funds, transactional matters, financial instruments, seed

capital arrangements, and deferred compensation structures (including Section 409A of the Internal Revenue Code). Jim also works closely with fund managers on management company tax planning, including incentive compensation arrangements for key employees, outside investments in management companies, and sales to third parties. In addition to his investment funds practice, Jim represents international and domestic shipping companies on all aspects of their operations. Jim advises shipping companies on Section 883 of the Internal Revenue Code, joint ventures, cross-border transactions, the controlled foreign corporation and passive foreign investment company rules, internal restructurings, and the U.S. tonnage tax regime. Jim has also represented numerous shipping companies (including MLPs) in their public offerings of equity and debt securities, as well as the underwriters of such offerings. He received a B.A. (with high honors) from Rutgers University, a J.D. from New York University School of Law, and an LL.M. (in Taxation) from New York University School of Law.



JOHN 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.



GEORGE TSAVLIRIS was born in London. He graduated from Athens College in 1968 and having acquired professional qualifications in Shipping (F.I.C.S., ACI.Arb), he concluded his graduate and post graduate studies in Shipping Law at University College London in 1973, with an LL.M. degree. In 2009 he was qualified as a Mediator at the ADR

Group London and in 2014 was certified as a Mediator by the Greek Ministry of Justice, Transparency and Human Rights. He familiarized himself with the shipping and salvage sectors from a very early age by being engaged in the family business. George is a Principal at "Tsaviliris Salvage Group" and represents the business on both a commercial and environmental basis internationally. He holds the position of elected Chairman of INTERMEPA (International Marine Environment Protection Association), Chairman of CYMEPA (Cyprus Marine Environmental Protection Association), which received the "Cyprus Maritime Prize 2007", as well as member of the Board of Directors of the Cyprus Union of Shipowners and Honorary Chairman of the Tsaviliris Cultural Foundation. George is a frequent keynote speaker and panelist at numerous maritime related conferences. He is an avid supporter of various charities, an art and music enthusiast and has completed nine London marathons. He is a father of five children.



GEORGE PIEROT is a S&P/Project Financier 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).



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.



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 tanker, LNG, specialty offshore, containership leasing,

dry bulk, container leasing, 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.



JOHN KIMBALL concentrates his practice in the areas of admiralty and maritime law and commercial litigation. He has more than 30 years' experience both domestically and internationally and counsels clients regarding maritime matters. Additionally, John has served as a party-appointed arbitrator or chairman of panels in SMA and ICDR arbitrations. Chambers USA states that John "has a wealth

of experience in the maritime industry who has 'excellent knowledge and experience in supporting the client,'" and has honored him with a "Star Individual" ranking, which is only given to lawyers with exceptional recommendations in their field, noting that he is "renowned for his prowess in marine insurance issues" and highlighted as "an absolutely top choice for these matters." Chambers adds, "Clients are 'extremely satisfied,' finding him to be a 'top expert who has a combination of subject matter expertise and many years of litigation experience.'" Chambers Global calls him "talented, well prepared and methodical." Commentators say "he really is excellent." John is an adjunct professor at New York University Law School, where he teaches the course in admiralty law. John is a prolific writer and speaker both domestically and internationally on legal issues facing the maritime industry. He also presented the 2005 Donald O'May Lecture on Maritime Law at the University of Southampton, England and the Fifth Cadwallader Memorial Lecture at the London Shipping Law Centre in 2002. John enjoys playing golf and writing songs.



GEORGE TSIMIS graduated cum laude with a Bachelor of Arts Degree from 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. Between 1992 and 2002, George practiced all aspects of maritime law as an associate at the firm of

Chalos & Brown, P.C. Most notably, George was part of the legal defense team for Captain Joseph Hazelwood in connection with the EXXON VALDEZ oil spill litigation before the Alaska State and Federal Courts. He also handled all aspects of maritime claims, including cargo, collision, pollution, marine insurance, charter party and commercial disputes for clients worldwide. In March 2002, George moved in-house and joined Shipowners Claims Bureau, Inc. ("SCB"), the Manager of the American Steamship Owners Mutual Protection and Indemnity Association, Inc. ("the American Club"), as Manager of the Freight Demurrage & Defense Department. In May 2005, he became Managing Director of Shipowners Claims Bureau (Hellas) Inc. and moved with his family to Athens, Greece to open up and manage the American Club's new claims liaison office in Piraeus where his responsibilities included claims handling and market liaison. In October 2007, George was appointed Global Claims Director to manage SCB's worldwide claims function, returning from Greece to headquarters in New York in the summer of 2008. George held this position at SCB for the next 11 years and oversaw SCB's claims team worldwide totaling 40 people manning offices in New York, Houston, London, Piraeus and Shanghai. During that period, George also served as General Counsel for SCB where he was involved in various

domestic and international legal matters and issues including coverage disputes, vessel arrest and debt collection, toxic tort claims, contract review, international sanctions regulations (compliance and policy), as well as international conventions regarding marine pollution and the environment, salvage, wreck removal, and maritime labor. During his tenure with SCB, George also participated in and sat on various subcommittees of the International Group of P&I Clubs on maritime claims, sanctions, piracy and maritime security. In July 2018, George left SCB and founded GJT Marine Consultants LLC to provide maritime related risk management, claims consultancy, arbitration, mediation and dispute resolution services for vessel owners, charterers, insurance companies and other entities and organizations worldwide. George is a member of the Society of Maritime Arbitrators in New York. He is also a member of the New York and Connecticut State Bars, as well the U.S. District Courts for the Southern and Eastern Districts of New York, and the U.S. Courts of Appeal for the Second and the Ninth Circuits. Additionally, he is a Member of the Maritime Law Association of the United States and the Hellenic-American Chamber of Commerce.



PETER SKOUFALOS concentrates in the areas of commercial and maritime law with an emphasis on arbitration, litigation and other forms of dispute resolution. He represents ship owners, insurers, trading companies, vessel charterers, ship managers and other key players in the maritime transportation sector. Mr. Skoufalos also regularly advises shipping companies on key U.S. legislation

that impacts the maritime industry. Mr. Skoufalos graduated from New York University in 1978, with a Bachelor of Arts in Political Science and English Literature. He received his Juris Doctor from Boston University School of Law in 1982. He is admitted to practice in the state courts of New York and the federal courts for the Southern and Eastern Districts of New York, the United States Courts of Appeals for the First, Second and Fifth Circuits and in the United States Supreme Court. Mr. Skoufalos is a frequent speaker on a wide range of subjects relating to the marine transportation industry. He has also presented papers on arbitration at the International Congress of Maritime Arbitrators, the Connecticut Maritime Association and the Society of Maritime Arbitrators. Additionally, he has also authored several articles on maritime law issues, including a published article on mediation of shipping disputes [26 Tul. Mar. L.J. 414, 515]. Mr. Skoufalos is a director of the International Refrigerated Transport Association, a Proctor in Admiralty, a member of the Maritime Law Association Sub-Committee on Arbitration and Mediation and a member of the Hellenic-American Chamber of Commerce. Mr. Skoufalos is fluent in Greek and conversational in Spanish.



LARRY 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 sector. 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 - 2015, inclusive. Most recently, Larry was named one of the top 10 lawyers in Lloyd's List One Hundred 2014 - The Most Influential People in the Shipping Industry. In 2012 and 2013, Larry was the only United States based lawyer included on that list and remains the top ranked United States based lawyer 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. He is currently an adjunct professor at Charleston School of Law teaching a course on International Ship Financing.



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