

SPEAKERS PANEL 1

1

John Cotzias

President of the Hellenic Shipbrokers Association/ Founder of Xclusiv Shipbrokers Inc.

Mr. John Cotzias is currently acting for the 4th consecutive term as the President of the Hellenic Shipbrokers Association. He has 30 years of experience in Shipbroking and his family has been the oldest Shipbroking family in Greece, active in both Sale and Purchase and Chartering of ships since 1893.

He is one of the co-founders of Xclusiv Shipbrokers Inc., while he presently acts as a maritime advisor for NATO's TGOS and AMSCC, and has been a maritime advisor to a number of Greek and International Shipping companies. Mr. Cotzias has completed a vast number of sale and purchase transactions, while he has put together many complex projects; he has appeared in various forums and conferences as a panelist and guest speaker in both Greece and abroad.

Topic: Wet & Dry Shipping Market Fundamentals



2

Cpt. Dimitrios Mattheou

CEO of Arcadia Shipmanagement & Aegean Bulk - Chairman of Green Award Foundation

Cpt. Dimitrios Mattheou is the CEO of Arcadia Shipmanagement Co Ltd & Aegean Bulk Co Inc, highly recognized for his contribution as an active member of International Organizations. He is the Chairman of the Green Award Foundation, Vice Chairman of the Hellenic Mediterranean Panel in INTERTANKO, Governor of the International Propeller Club of the United States, and Executive Committee Member in Norwegian Hull Club, INTERCARGO, HELMEPA and ALBA Graduate Business School. He has been awarded three times as a Best Manager and as a Significant Personality (Exceptional Personality of Shipping Award / Vaporia Marine Awards 2018, Best Manager award / Efkranti Awards, Personality award / GREEN4SEA Awards, Personal award / Masters & Mates Union of Greek Merchant Marine). As an experienced sailor, he has never neglected the new generation of the seafarers. Therefore, he provides frequent Industry-based tuitions for Post-graduate students as a guest Lecturer at various Academic Institutions for Maritime studies (Piraeus Maritime University, the ALBA Graduate Business School and the Metropolitan College).

Topic: Environmental Excellence: A Behavioral- Based -Education Model



3

Dr. George Dimopoulos

Head of R&D and Advisory, DNV GL

Dr. George Dimopoulos is a Principal Specialist in DNV GL and Head of the Maritime R&D and Advisory unit in Piraeus, Greece. His field of expertise is the modelling and optimization of complex ship machinery systems. He is lead researcher or project manager in various R&D, ship concept design and advisory projects working closely with major international ship owners, yards and manufacturers. He also serves as an expert in assisting shipping companies to improve their fleet management & performance systematics via digitalisation. He holds a PhD. in Marine Engineering and a Diploma in Naval Architecture and Marine Engineering both from National Technical University of Athens, Greece. George has authored more than 40 peer-reviewed papers in scientific conferences and journals.

Topic: Enhancing Life On-board Through Digitalization



4

Yiannis G. Timagenis

Partner at Timagenis Law Firm (Greece) - LL.B., LL.M, mult. M.C.I.Arb. - Lecturer, Deree - The American College of Greece

Mr. Yiannis G. Timagenis is a practicing Greek lawyer (Piraeus Bar) qualified to practice before the Supreme Court, an English solicitor and a member of the Chartered Institute of Arbitrators and the Hellenic Maritime Law Association. His legal practice covers a broad area of shipping law and acts for a wide range of Greek and international clients on both litigation and transactional with emphasis on ship finance. He has strong experience in international and domestic shipping and commercial disputes as well as in worldwide enforcement proceedings. He has written a number of related articles in both Greek and international journals (among them shipping law & finance) and has also spoken on various shipping law topics on international conferences and university courses around the world including Athens, London, Beijing, Buenos Aires, Lisbon, Oslo and Bilbao. Mr. Timagenis teaches shipping law and practice at the American College of Greece (Deree) and gives lectures on shipping law topics at the ICS.

Topic: Trends in Ship Finance: Distressed Shipping Loans, Loan Transfers, Alternative and Asian Financiers



SPEAKERS PANEL 2

1

Dr. Maria Progoulaki

Representative and Senior Consultant, Green-Jakobsen A/S and Teaching Fellow, Alba, Graduate Business School – The American College of Greece

Dr. Maria Progoulaki is the Regional Representative for Green-Jakobsen A/S in Greece, Cyprus and Italy. She has 12 years of experience in consultancy, teaching and international research in Maritime Human Resource Management, Cross-Cultural Management in Shipping, and the implementation of the Maritime Labour Convention (MLC2006). As part of an international team, Maria develops tailor-made HR programmes and offers professional courses on soft skills for shipping companies' office and sea personnel, with a focus on integrated maritime HR systems. Maria has a strong background in shipping, great lecturing and research skills, and a long record of scientific publications. Holding a PhD in The Management of Multicultural Human Resources as a Shipping Company's Core Competence, Maria's combined academic and business experience is highly acknowledged.

Topic: Soft skills make hard guys tougher



2

Cpt. Helle Andsbjerg

Maritime Consultant at Green-Jakobsen A/S, Life and Business mentor

Cpt. Helle Andsbjerg is as an experienced captain, mainly from cargo ships, including project cargo, container and HSC vessels. She has also worked as a consultant on education, certification in STCW related matters and as a ship surveyor at the Danish Maritime Authority. Early in her career she acknowledged the importance of good leadership and interpersonal skills in order to lead others and develop their potential. Besides being a captain Helle Andsbjerg is also a certified Life and Business Mentor.

Topic: Ship-Shore Communication: Are You In The Same Boat?



3

Vivek Menon

Head of Department - Occupational Health and Safety, SEA HEALTH & WELFARE

Mr. Vivek Menon is a Master Mariner with more than 20 years of experience in the Maritime industry. He holds a Masters, specialising in Maritime Law and Policy from the World Maritime University. His experience ranges from sailing on board various cargo vessels, to assisting companies ashore within the area of Maritime Health, Safety, Security and Environment policies and practices, from a people and business centric approach.

Topic: Future Of Seafarers' Welfare - More Than Just Pulse And Paper!



4

Dr. Kate Pike

Associate Professor | Senior Research Fellow, SOLENT University

Dr. Kate Pike is an Associate Professor and Senior Research Fellow at Solent University, Southampton, UK. Kate is an experienced maritime researcher focusing on the human side of shipping, particularly seafarer's welfare, gender issues, management and leadership, crewing strategies, sustainability and safety culture. Kate's research is predominantly industry linked and supports seafarer's welfare and safety, which are vital to the success of the cadets which are trained within the University at Warsash Maritime Academy. Kate is currently leading the Effective Crew Project, sponsored by Lloyds Register Foundation and the TK Foundation, and the Mentoring Seafarers' Project which is sponsored by the ITF Seafarers' Trust.

Topic: Stable or fluid crewing? The impacts of keeping the same leadership team in place from one voyage to the next.



coordinator

Minas Tsamopoulos

Journalist at Proto Thema and Sport24 103,3 Radio Station

Mr. Minas Tsamopoulos is a Piraeus' Lawyer since spring 1992, with specialization in shipping; he studied at the Aristotle University of Thessaloniki. He is a journalist since September 1992, and he has been working on the Proto Thema newspaper since 2007 and in Sport24 Radio 103,3 since 2016. He has previously worked at Mega Channel TV Station, at Apogevmatini, Naftemporiki, Axia and Parapolitika newspapers, as well as at Sport FM, Parapolitika and Alpha Sport radio stations. He speaks two foreign languages; English and French.



coordinator

Dr. Ioannis Patiniotis

Chairman of Hellenic Federation of Maritime Economists

Dr. Ioannis Patiniotis is the Finance Manager of Carras (Hellas) S.A. Since 2004, he is the Chairman of BoD of Hellenic Federation of Maritime Economists (ENOE), the Vice President of BoD of Hellenic Federation of Financial Managers (SEODI), a Member of Association of Banking & Shipping Finance Executives of Hellenic Shipping and an ex Lecturer of the European University, Athens Campus. He is an academic Researcher and Founder of "Shipscraft Management method", The way to meet the Owner's Order; A method which presents the art in management and leadership through of which firms' processes, using company's core competencies, can be readjusted in order to synchronize them and meet the stated "Owner's Order". He has been in the shipping industry since 1976.

