



TradeWinds SHIPOWNERS FORUM

5 October 2011, Hilton Athens

FORUM PROGRAMME AND PARTICIPANTS LIST

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Welcome

It is a great pleasure to welcome you to the TradeWinds Shipowners Forum.

Today TradeWinds celebrates its 21st birthday and, in these uncertain times, we could think of no better way to mark the occasion than by getting together and trying to find answers to some of the more perplexing issues facing ship owners. We hope you enjoy the day and find the presentations and discussions rewarding.

The number of formal presentations has been kept to a minimum in order to encourage your questions, discussion and debate and we welcome everyone to actively participate in the panel sessions and challenge the speakers.

This event could not have taken place without the enthusiastic and financial support of our sponsors and the speakers and panelists who have kindly offered their time and expertise and we would like to express our thanks for the support. Thank you also to our moderators: Eric Martin, Prof. John Tzoannos and Stavros Hatzigrigoris for giving their time to lead the sessions today.

We look forward to meeting all of you during the course of the day, and to the next 21 years!



Gillian Whittaker
Athens Bureau Chief
TradeWinds



Jon Chaplin
Managing Director
NHST Events

Programme

10.30h - 11.00h Welcome coffee and registration

11.00h **Calling the cycle – is forecasting finished?**

Is the extrapolation of historical data a help, hindrance or irrelevance? Indeed, was it ever a useful tool to help owners call the market cycles? How are real life scenarios playing out and what insight can this provide? Is it possible to extract a strategy from the noise of information and mis-information now available? What are the new ways of measuring and determining the supply side of the shipping equation? If smart shipping is all about timing, are decisions now best left to gut feeling? What is the role of capital in the supply equation?

Session chair

Eric Martin

Editor, LNG Unlimited

Speaker / presentation

Mark Williams

Research Manager, Braemar Seascope

Mark Williams will discuss challenges and opportunities that may arise in the current economic environment. He will refer to the macro-economic outlook, the growing influence of emerging markets, financial and policy considerations and will offer a view of the demand-supply balance for important shipping sectors in the coming years.

Panelists

Dr. Marco Albers

Head of Transport & Export Finance

Managing Director, DekaBank

Deutsche Girozentrale

Jeremy Penn

CEO, The Baltic Exchange

Richard Rivlin

CEO, Seasure Shipping

Peter Kerr-Dineen

Joint Chairman, Howe Robinson

Dr. Alexander Adamou

Lead Quantitative Analyst, Vesselsvalue.com

Ted Petropoulos

Head of Research, PSMI

Themes to be discussed by panel and audience

12.30h – 13.30h Luncheon kindly hosted by





13.30h Should Greek shipowners stick to what they know best, or are new niches and diversity the way forward?

Greek shipowners are known to be skillful in adapting to changing markets, ship types and even flexible in locating expertise and domicile. But nowadays, what are the issues surrounding the ability to move into other sectors – human expertise, technical expertise, tax? Are public companies less entrepreneurial by nature? Are listed companies helped or hamstrung by the relentless demand by investors of ‘revenue days’. Which owners have successfully diversified and why? And why do other prefer to specialize?

Session chair

Prof. John Tzoannos

Speaker / presentation

Peter Kerr-Dineen

Joint Chairman, Howe Robinson

Peter will set the scene by discussing challenges and opportunities arising from rapid and dramatic changes in fleet profiles: is it time for a renewed focus on ships’ specifications in order to maximise returns?

Panelists

George Economou

Chairman of the Board, President & CEO
DryShips, Inc.

George Elliott

CEO, Maistra
Founder, Naftilia Asset Management

Akis Tsirigakis

Founder & CEO, Nautilus Marine Acquisition Corp

Aristides Pittas

Chairman & CEO, Euroseas

Michael Bodouroglou

Chairman & CEO, Paragon Shipping

Harry Vafias

President & CEO, StealthGas

Mark Jackson

Director, AM Nomikos & Chairman, Baltic Exchange

15.00h - 15.30h Coffee break kindly hosted by



WÄRTSILÄ

15.30h Changes affecting shipowners’ decisions – adapt to prevail?

Is there any real alternative to looking East and increasing your corporate footprint in Asia. What is happening at the shipyards? The use of new engine types for slow steaming. What other moves are owners taking to make their ships more profitable and flexible to suit market conditions and hold second hand value? Can Western shipowners continue in a ‘business as usual’ mode?

Session chair

Stavros X. Hatzigrigoris

Managing Director, Maran Tankers Management

Panelists

Martin Rowe

Managing Director, Clarkson Asia

Dr. Kirsi Tikka

Vice President & Chief Engineer, ABS

Dimitris Koukas

Managing Director, Optima Shipbrokers

Fedon Tomazos

Managing Director, Cass Technava

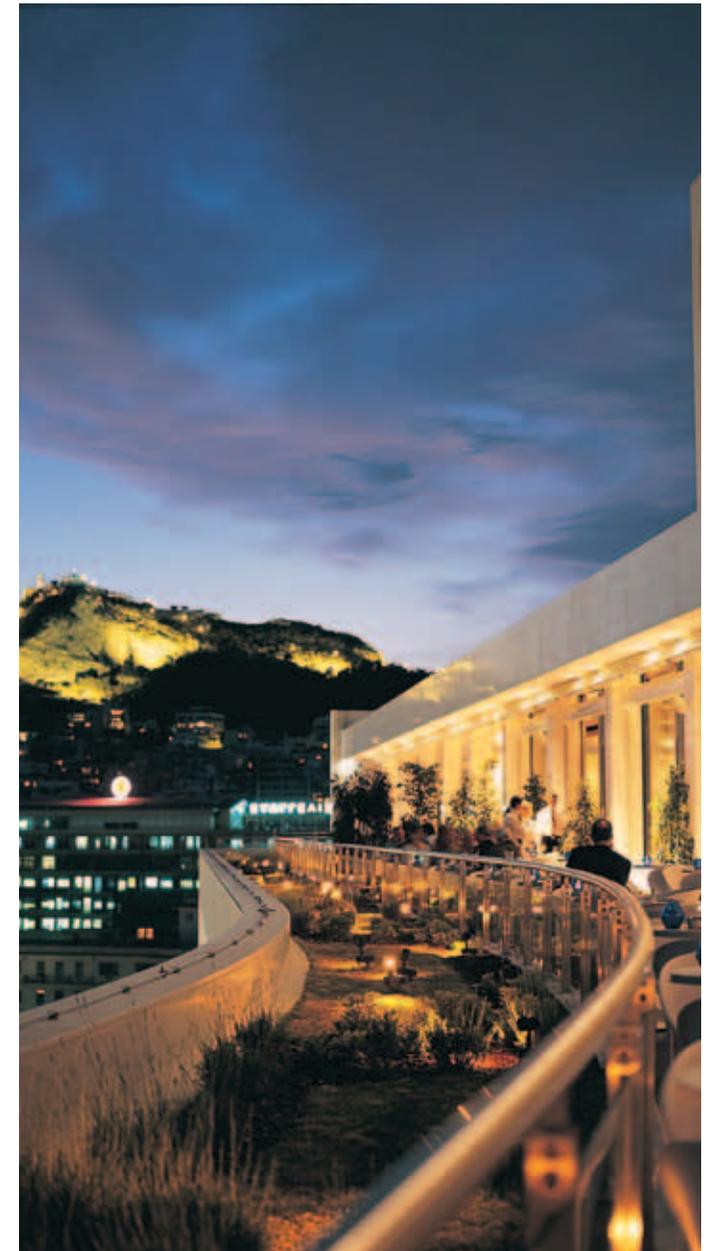
Lars Bryndum

Director of Customer Support, MAN Diesel

Alex McIntosh

Partner, Clyde & Co

17.00h Farewell cocktail at the Galaxy Terrace (Hilton Athens) hosted by Mr. Muhammed Tahir Lakhani of Dubai Trading Agency



Speakers and panelists



Eric Martin (*session chair*)
Editor, LNG Unlimited

Eric Martin is editor of LNG Unlimited, a London-based joint publication of TradeWinds and Upstream. The weekly epaper covers the liquefied natural gas supply chain from production to shipping to regasification. Before LNGU, Eric covered global shipping markets for TradeWinds' online news site.



Mark Williams
Research Manager, Braemar Seascope

Mark Williams is Research Manager for Braemar Seascope in London. He has worked as a business analyst and consultant in the shipping industry for 14 years. He has led many consultancy projects covering the dry bulk, tanker, container, gas, offshore, Ro-Ro, shipbuilding and ship breaking sectors. Mark is a regular speaker at international shipping industry conferences and has made many presentations on the shipping industry to ship owners, ship builders, shipping banks and investors around the world. He is a published author of articles on shipping and operational research.

Prior to joining Braemar Seascope, Mark was Director of Consultancy at Maritime Strategies International (2009-2010), a shipping economics consultancy. Previously, Mark was Director of Consultancy at HSBC Shipping Services Ltd (2002-2009), where he authored the company's Weekly Commentary and co-authored the annual HSBC Global Shipping Markets Review. Before joining HSBC, Mark worked (1996-2002) for MRC Business Information Group in Oxford and its parent company, Informa Plc, in London as a shipping analyst and operational research analyst. Before joining MRC, Mark was a researcher and tutor at the University of Oxford.

Mark graduated B.A. in 1992 and M.A. in 1995 from the University of Oxford. He graduated M.Sc. in Industrial and Business Studies from Buckinghamshire New University in 1999.



Dr. Marco Albers
Head of Transport & Export Finance
Managing Director, DekaBank Deutsche Girozentrale

Marco joined DekaBank as Head of Transport & Export Finance in June 2011 being responsible for the Shipping and Aviation finance as well as the coverage of ECA-related export financings.

He has about 24 years banking experience and for the past 13 years has been lead arranging and providing finance to many of the worlds leading industries as well as global shipping companies. Many of these transactions were highly structured and incorporated a broad range of financing solutions including tax leasing, structured export credits and project finance.

Prior to joining DekaBank, Marco was heading the Shipping team of ING in Amsterdam. Before, he was working for KfW IPEX-Bank, Crédit Lyonnais and a German Landesbank.

Marco studied Economics and Political Sciences in Germany and in the United States and achieved a PhD-degree at University of Oldenburg with focusing on Corporate Governance.



Jeremy Penn
CEO, The Baltic Exchange

Jeremy Penn was appointed Chief Executive of the Baltic Exchange in 2003, following 20 years with Reuters Group PLC where he held a wide range of positions specialising in technology and marketing related to financial information. He was Managing Director of Reuters Asia and was appointed to Reuters Executive Committee in 1996. He has lived and worked in France, Zimbabwe, Morocco, Hong Kong, Australia, Singapore and the USA as well as the UK.

He is a non-executive Director and Treasurer of Maritime London. He is Vice-Chairman of Maritime UK.

He was educated at Warwick School and Corpus Christi College, Oxford and later took the Advanced Management Programme at Harvard Business School.



Richard Rivlin
CEO, Seasure Shipping

Richard Rivlin is chief executive of Seasure Shipping Ltd. He began his career with H Clarkson in 1976, leaving in 1983 as a founder member of Braemar Shipbrokers. He was at Braemar for 10 years, latterly as their joint managing director, before leaving to found Seasure in 1993 as a specialist S & P shop.

He had the idea many years ago that ship valuations could be improved by using up-to-date technology. It was only in 2008 when the industry experienced difficulties that he started designing the first fully automated online valuation system. Seasure's Research team was formed in 2009 and the service was launched in May 2011 as VesselsValue.com.



Peter Kerr-Dineen
Joint Chairman, Howe Robinson

Peter Kerr-Dineen has been the Joint Chairman of Howe Robinson since 1994, and was Chairman of the Baltic Exchange from 2003 to 2005. He is also a Director of The Great Eastern Shipping Co. London Ltd. Howe Robinson is one of the largest privately owned dry cargo and containership broking houses in the world, with a Singapore headquarter and branch offices in London, Hong Kong, Tokyo, Shanghai, Hamburg. In 2009 Howe Robinson won Lloyd's List Global Award as Shipbroker of the Year. Mr. Kerr-Dineen has been working in the shipping industry for over 30 years. He launched his career in shipping as a management trainee with Ocean Transport and Trading in 1975. He joined Howe Robinson in 1976, working the China desk. Mr. Kerr-Dineen was educated at Cambridge University and is the holder of a first class M.A. degree in Archaeology and Anthropology.

Speakers and panelists continued



Dr. Alexander Adamou
Lead Quantitative Analyst, Vesselsvalue.com

Alex Adamou is responsible for the research and development of the statistical models and computational algorithms which form the basis of our automated vessel valuation technology.

Dr Adamou studied Natural Sciences and Mathematics at Cambridge University and holds a PhD in Applied Mathematics from Imperial College London, where he researched computational models of wave propagation. He has published academic papers on a wide variety of subjects, including quantum electronics, remote sensing, ocean waves and, most recently, the effects of leverage in economic systems. Prior to joining VesselsValue.com he worked on statistical methods to trade sporting markets.



Ted Petropoulos
Head of Research, PSMI

Mr. Theodore (Ted) Petropoulos is Petrofin's founder and head of Petrofin Research.

Mr. Petropoulos is an ex International Banker and has been a financial advisor since 1986, with particular emphasis on shipping, project finance and banking advice. He started his career in the family shipping business in London in the early 1970s. He joined the First National Bank of Chicago (FNBC), London, in 1975 and became an Assistant Vice President in 1980. He served as Head of FNBC's Piraeus Branch in 1979 and stayed in Greece until 1982 when he joined ABN Bank, London Branch, in 1982 and worked as the Head of Transportation, Energy and Project Finance until early 1985. In 1985 he became General Manager of the London branch of a Swiss Bank and in 1989 he founded Petrofin S.A., an international shipping financial, advisory and research company.

Mr. Petropoulos has also been in ship-owning and ship-management since 1998. He founded Petrobulk Maritime Inc in 1998, which until 2007 had managed 13 dry bulk vessels. Petrofin Ship Management Inc, (PSMI), was founded in 2005, and currently manages a modern 5-vessel fleet of handymaxes / supramaxes.

Mr. Petropoulos has a B.Sc. Economics Honours Degree from the London School of Economics, a Master in Business Administration Degree from the Manchester Business School, as well as numerous additional academic distinctions. Additionally, he has been a guest lecturer at UK and Greek Universities and a speaker at International and Greek conferences and a contributor of articles to numerous international magazines and publications for over 25 years. He is an acknowledged expert in the world of shipping finance.



Prof. John Tzoannos (*session chair*)

Professor Tzoannos has just retired from the Chair of Professor of Business Finance' at the Athens University of Economics, and Business to which he had been elected thirty four years ago. He is now working as a private consultant on shipping, finance, and public affairs. During the period 2004-2009 he had held the government post of Secretary General at the then Ministry of Mercantile Marine. He had also served as a Member of the Hellenic Parliament during the period 1996-2000. Before returning to Greece from England in 1977, John Tzoannos had taught business finance and quantitative methods at the University of Aston Business School. Having completed secondary education in Greece John Tzoannos read economic as an undergraduate at the University of Manchester in England from where he graduated with a bachelor's degree with honours in 1966. He then studied for a master's course in economics and econometrics at the University of Southampton, and conducted research in industrial economics for a PhD degree at the University of Birmingham. His doctorate thesis was on pricing and investment policies for natural gas in the UK. His extensive published research work falls chronologically in the areas of mergers and acquisitions, the financial structure of companies, investment policies in the energy sector and maritime policy. Professor Tzoannos had been in the past economic adviser to the Union of Greek Shipowners and has participated as a non-executive member of the board of directors in a number of companies.



George Economou
Chairman of the Board, President & CEO, DryShips, Inc.

George Economou has over 35 years of experience in the maritime industry and he has served as Chairman, President and Chief Executive Officer of Dryships Inc. since its incorporation in 2004. He successfully took the Company public in February 2005, on NASDAQ under the trading symbol: DRYS. Mr. Economou has overseen the Company's growth into the largest US listed dry bulk company in fleet size and revenue. Mr. Economou is also Chairman of the Board, President, Chief Executive Officer and Class A Director of Ocean Rig UDW Inc. Between 1986 and 1991 he invested and participated in the formation of numerous individual shipping companies and in 1991 he founded Cardiff Marine Inc.

Mr. Economou is a member of ABS Council, Intertanko Hellenic Shipping Forum and Lloyds Register Hellenic Advisory Committee. Mr. Economou is a graduate of the Massachusetts Institute of Technology and holds both a Bachelor of Science and a Master of Science degree in Naval Architecture and Marine Engineering and a Master of Science in Shipping and Shipbuilding Management.



George Elliott
CEO, Maistra & Founder, Naftilia Asset Management

George Elliott holds an M.Sc Degree from the City University of London in Investment Management and a BSc Degree from the City University of London in Business Studies. In 1997 George began his career as an Investment Banker for Societe Generale Athens. In 1998, he worked as an Equity and Portfolio Analyst at Marfin Investment Services. In 1999, he worked as an Investment Manager and Financial Advisor to a subsidiary of Grazprom in Greece, Prometheus Gas S.A. From 2000 - 2004, he worked as an Investment Manager for Spark Investments S.A. Since 2004, he has been a Principal and Chief Executive Officer of Maistra Ltd. and has been actively involved in advising global alternative investment portfolios. In 2005 he founded Naftilia Asset Management and since then is managing hedge fund portfolios in listed shipping equities. In 2010 G. Elliott founded Maistra Chartering Corp. and Ionian Marine Corp. and began his involvement in the Dry -Bulk shipping sector.



Akis Tsirigakis
Founder & CEO, Nautilus Marine Acquisition Corp

Akis Tsirigakis is founder and CEO of Nautilus Marine Acquisition Corp, a NASDAQ listed (NASDAQ: NMAR), Special Purpose Acquisition Company (SPAC). He is founder, Director and former President and CEO of NASDAQ-listed dry bulk shipping company Star Bulk Carriers Corp. (NASDAQ:SBLK). Previously, he founded Star Maritime Acquisition Corp, an AMEX-listed SPAC (AMEX: SEAS), which through a merger created Star Bulk. He has been appointed Director of OsloOTC listed Ocean Rig UDW Inc. (ticker: OCRG). He is an ex-member of the board of directors of DryShips Inc (NASDAQ: DRYS). Mr. Tsirigakis established and headed Combine Marine Inc. as a third-party ship management company of dry bulk carriers and tankers and he was the Managing Director of Oceanbulk Maritime S.A. He has been Vice-President and Technical Director of Konkar Shipping Agencies S.A. of Athens and previously Technical Manager of Arkon Shipping Agencies Inc. in New York. He is President of RINA Classification Society's Hellenic Technical Committee and member of various shipping industry fora. He received his Masters degree in 1979 (BSc 1978) in Naval Architecture from the University of Michigan, Ann Arbor.

Speakers and panelists continued



Aristides Pittas
Chairman & CEO, Euroseas

Aristides J. Pittas has been a member of our board of directors and our Chairman and CEO since our inception on May 5, 2005. Since 1997, Mr. Pittas has also been the President of Eurochart S.A., our affiliate.

Eurochart is a shipbroking company specializing in chartering and selling and purchasing ships. Since 1997, Mr. Pittas has also been the President of Eurotrade, a ship operating company and our affiliate. Since January 1995, Mr. Pittas has been the President and Managing Director of Eurobulk Ltd., our affiliate. He resigned as Managing Director in June 2005. Eurobulk is a ship management company that provides ocean transportation services. From September 1991 to December 1994, Mr. Pittas was the Vice President of Oceanbulk Maritime SA, a ship management company. From March 1990 to August 1991, Mr. Pittas served both as the Assistant to the General Manager and the Head of the Planning Department of Varnima International SA, a shipping company operating tanker vessels.

From June 1987 until February 1990, Mr. Pittas was the head of the Central Planning department of Eleusis Shipyards S.A. From January 1987 to June 1987, Mr. Pittas served as Assistant to the General Manager of Chios Navigation Shipping Company in London, a company that provides ship management services. From December 1985 to January 1987, Mr. Pittas worked in the design department of Eleusis Shipyards S.A. where he focused on shipbuilding and ship repair. Mr. Pittas has a B.Sc. in Marine Engineering from University of Newcastle Upon-Tyne and a MSc in both Ocean Systems Management and Naval Architecture and Marine Engineering from the Massachusetts Institute of Technology.



Michael Bodouroglou
Chairman & CEO, Paragon Shipping

Michael Bodouroglou, the founder and Chief Executive Officer of Paragon Shipping, has been involved in the shipping industry in various capacities for more than 25 years. He has served as Paragon Shipping's chairman and chief executive officer since the Company was founded in June 2006. He is also the founder and chief executive officer of Box-Ships and he has served as Box-Ships chairman and chief executive officer since the Company was founded in May 2010.

Mr. Bodouroglou has owned and operated tanker and drybulk vessels since 1993. He is the founder of Allseas Marine S.A. which serves as the technical and commercial managing company to the Paragon fleet. Prior to 1993, Mr. Bodouroglou was employed as a technical superintendent supervising both tanker and drybulk vessels for various shipping companies.

In 1977 Mr. Bodouroglou graduated with honours from the University of Newcastle-upon-Tyne in the United Kingdom with a Bachelor of Science in Marine Engineering and in 1978 he was awarded a Masters of Science in Naval Architecture. Mr. Bodouroglou is a member of the Cayman Islands Shipowners' Advisory Council and is also a member of the Board of Academic Entrepreneurship of the Free University of Varna, Bulgaria. Mr. Bodouroglou serves as a member of the Hellas Committee of the classification society GL (Germanischer Lloyd) and RINA (Registro Italiano Navale).



Harry Vafias
President & CEO, StealthGas

Mr. Vafias has been actively involved in the tanker and gas shipping industry since 1999. After graduating from City University Business School in the City of London in 1999 with a B.A. in Management Science and from Metropolitan University in 2000 with a Masters degree in Shipping, Trade and Transport, he commenced working at Seascope, a leading ship brokering firm specializing in sale and purchase of vessels and chartering of oil tankers. Mr. Vafias also worked at Braemar, a leading ship brokering firm, where he gained extensive experience in tanker and dry cargo chartering. Seascope and Braemar merged in 2001 to form Braemar Seascope Group plc, a public company quoted on the London Stock Exchange and one of the world's largest ship brokering and shipping service groups. From 2000 until 2004, he worked at Brave Maritime and Stealth Maritime, companies providing comprehensive ship management services, where Mr. Vafias headed the operations and chartering departments of Stealth Maritime and served as manager for the sale and purchase departments of both Brave Maritime and Stealth Maritime.



Mark Jackson
Director, AM Nomikos & Chairman, Baltic Exchange

Mark Jackson is a director of AM Nomikos & Son (UK) Ltd and the Chief Commercial Officer for the Athens based AM Nomikos group. Mark started his shipping career in 1980 in Sydney, Australia. After 18 years working as a shipbroker in Sydney, Hong Kong, New York and London, he joined A.M. Nomikos (UK) in 1998.

Mark Jackson joined the Baltic Board in 2004 and was subsequently appointed Chairman of the FFA Committee (FIFC) in 2005. The FIFC (Freight Indices and Futures Committee) is responsible for the overseeing and production of the Baltic Exchange indices.

He was appointed chairman in July 2009.



Stavros X. Hatzigrigoris (*session chair*)
Managing Director, Maran Tankers Management

Mr. Hatzigrigoris is Managing Director, Maran Tankers Management, a position which he has held since 1992. In addition, since 1995 he holds the position of Managing Director of Maran Gas Maritime. Stavros joined Anangel Shipping Enterprises S.A. in 1981 as a Superintendent Engineer.

He holds a B.Sc. Naval Architecture and Ocean Engineering from University College London as well as an M.Sc. in Marine Engineering from the National Technical University of Athens. He also holds a Diploma in Management of Ship Operations from University of Strathclyde. He is a member of numerous national and international shipping bodies and committees. He is a fellow of the Institute of Marine Engineers and since 2008 a SNAME International Vice President. He is a member of the ABS Technical Committee and the Greek technical committees of DNV, LRS, KR and CRS.



Martin Rowe
Managing Director, Clarkson Asia

Mr Rowe is a shipbroker specialising in the sale & purchase of newbuild and second hand tonnage. He has 22 years of experience in shipping both in shipbroking and previously in marine insurance. He is the Managing Director of Clarkson Asia Hong Kong Ltd. In separate capacity he is a member of the Executive Committee of the Hong Kong Shipowners Association (HKSOA) and council Member of Hong Kong MIC.

Professional experience

- May 2006 – present: Managing Director, Clarkson Asia Ltd, Hong Kong
- September 1995 – April 2006: Director, Simpson, Spence & Young Hong Kong Ltd
- May 1992 – Aug 1995: Sale & Purchase Broker, Vogt & Maguire Ltd, London
- Sept 1989 – Apr 1992: Sale & Purchase Broker, Galbraith's Ltd, London
- January – September 1989: Hull & Machinery Broker, Miller Insurance Ltd, London

Education

- 1985 – 1988: Bachelor of Arts in Economics, single honours, University of Wales, Abertawe, UK

Speakers and panelists continued



Dr. Kirsi Tikka
Vice President & Chief Engineer, ABS

Dr. Kirsi Tikka is currently Vice President and Chief Engineer, ABS, with key responsibility for the engineering services which support the technical and operational needs of ABS Clients. Tikka also leads the ABS Environmental Solutions Group, whose role is to address improvement of vessel efficiency and environmental performance.

Prior to taking up her current position, Tikka served as Vice President Global Technology and Business Development at ABS, overseeing the development of technology approaches in support of environmental initiatives and maritime operations in harsh environments.

Previous assignments within ABS include Vice President Special Projects with responsibility for developing and implementing new technology initiatives covering a range of topics from the IACS Common Structural Rules for Tankers and Bulk Carriers to ice technology, and Vice President of Engineering for the European Division.

Before joining ABS in 2001 Tikka was professor of Naval Architecture at Webb Institute in New York. In addition to teaching she carried out research on structural strength of tankers and risk analysis and was actively involved in the US National Research Council Marine Board studies on double hull tankers. She has also worked for Chevron Shipping in San Francisco and for Wartsila Shipyards in Finland.

A native of Finland, Tikka has a Doctorate in Naval Architecture and Offshore Engineering from the University of California, Berkeley and a Masters in Mechanical Engineering and Naval Architecture from the University of Technology in Helsinki. She is Member of SNAME and Fellow of RINA.



Dimitris Koukas
Managing Director, Optima Shipbrokers

Dimitris Koukas has been an S+P broker for nearly 20 years, having sold more than 600 vessels. During the past 7 years he has successfully concluded a substantial amount of newbuilding orders, predominantly in China. Dimitris is Managing Director of the Optima Shipbrokers offices in Shanghai and Dubai and is head of S+P in Athens. Optima presently employs approximately 200 people. Dimitris is the only Greek Panel broker for BDA and BSPA for the Baltic Exchange and is a member of the S+P Committee of the Hellenic Shipbrokers Association. Having studied Marine Engineering in the UK, Dimitris went on to postgraduate studies in International Shipping.



Fedon Tomazos
Managing Director, Cass Technava

Fedon Tomazos is the founder and managing director of Cass Technava Maritime SA. A leading shipbroking house in Greece focusing on sales and purchase and newbuilding projects. Indicatively during 2010-2011 Cass Technava is estimated to have offered brokering services to at least 10-15% of the total newbuilding projects concluded by Greek owners. He has been involved in hundreds asset acquisition projects through Cass Technava, has a deep expertise in newbuilding brokerage, deep market knowledge and a wide network of significant contacts in Asia. He has an educational background of Naval Architecture and Economics and comes from a family with a long, reputable shipping tradition.



Lars Bryndum
Director of Customer Support, MAN Diesel

Lars is a graduate from the Technical University of Denmark with a Master of Science in mechanical engineering. In the 1970's he worked for the Danish Maritime Institute, testing ship models and propellers design.

He joined the R&D department of MAN B&W Diesel in 1979 becoming manager of the Vibration Group and later Section manager of in the department designing large bore two-stroke engines.

In 2000, Lars moved out to Korea as Managing Director, returning to Copenhagen in 2006 as Director for Customers Support, Sales and Marketing – the position he currently holds.



Alex McIntosh
Partner, Clyde & Co

Alex joined Clyde & Co in 1987 and is qualified in England and Hong Kong.

He specialises in international contracts, in both trade and transport, including bills of lading, time & voyage, charterparties, sale contracts, logistics, insurance, shipbuilding and asset sale & purchase.

His clients include shipowners, traders, insurers, logistics companies, procurement departments, charterers and brokers.

Alex lectures extensively on many legal and practical aspects of trade and shipping including charterparties, procurement and arbitration.



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Clyde & Co is an award winning international law firm providing specialised legal services to the shipping, trade and commodities, energy, infrastructure and construction and aviation industries. With offices in all international and regional financial centres, we advise businesses on corporate and commercial transactions and dispute resolution across 120 jurisdictions. Our work is cross-border, high profile and complex. With over 1300 staff based in 25 offices worldwide, we have genuine in-depth knowledge of our chosen industries, and Clyde & Co lawyers are consistently highly rated by Chambers Global, Legal 500, PLC: Which Lawyer?, and Who's Who Legal in the firm's core practice areas.

India is a strong focus area for us, and we serve the Indian market from our offices in London, Dubai, and Singapore, which work closely with other offices in the firm's global network and with our associated firms in India and Singapore. Our association with Clasis Law in India and Clasis LLC in Singapore gives our international clients access to quality local law advice, both on the ground and across our global network.

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Our vision in 2011 is as strong today as 50 years ago and is guided by the same fundamentals and principles that have been the foundation stones of our reputation and our growth. Our mission is to source and provide tailor made solutions for our clients in the placement of P&I cover using the breadth of our experience and the strength of our market position. We build a strong and long standing relationship with our shipowning and chartering clients cemented by our service offering: the P.L. Ferrari unique 'added value' delivering a fully realised claims team and documentary departments to make us an integral part of our clients' operations. Our cutting edge publications, thought leadership and extensive analytical capabilities help to keep our clients ahead of the curve in an often changing and volatile market place.

www.plferrari.com



TradeWinds
SHIPOWNERS FORUM
5 October 2011, Hilton Athens



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ABS is one of the world's leading classification societies. Its mission is to promote the security of life, property and the natural environment primarily through the development of standards for the design, construction and operational maintenance of marine related facilities. Within both the offshore and shipping sectors, ABS brings its experience to assist in the realization of a new generation of vessels, whether for operation in deeper or harsher environments or to encompass the foremost environmental technologies and efficiencies. ABS provides assistance to help realize new concepts and technologies and provides owners and operators with practical guidance on the impact of maritime regulations and classification rules.

ABS makes a continuous investment in technology research and development to support future marine and offshore developments and improve operational, safety and environmental performance. One example of how ABS research and development is being realized today is the use of data management technology to integrate equipment maintenance, safety and environmental systems and performance management in products such as the Hull Inspection and Maintenance Program and a new Offshore Asset Integrity Management Program. Another example is the ongoing assessment of new environmental technologies and joint industry research studies which are being used in new guidance and guides such as those for ballast water management and LNG fueled vessels. From conceptual design through until decommissioning, an ABS-classed ship or offshore unit will be evaluated, constructed and surveyed to standards that have been carefully developed by ABS, in close cooperation with industry, to be technically comprehensive, that incorporate the latest risk management concepts and yet are practical and easy to apply.

ABS provides a global service through four operating divisions: Americas, Pacific, China and Europe, each with a network of local offices to support client operations. Fully integrated fleet management and maintenance software solutions to maritime and offshore operators are provided by the ABS Nautical Systems division.

www.eagle.org

Sponsors' profiles continued



Dubai Trading Agency
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Email: tahir@dtashipping.com

Dubai Trading Agency Group was formed in 1973 in Dubai. Since then the group has grown and now has a presence in the UK, Singapore, India as well as Dubai. Dubai Trading Agency is a major player in the ship recycling business and in addition acts as a professional ship management company. The group with Tahir Lakhani at its helm has established itself as a one of the world's leading cash buyers. By way of illustration the group has been involved in the sale & purchase of over 1400 vessels since the early 1980s and in the 1990s one of the companies in the group, Five Star General Trading was the largest "cash buyer", by tonnage, in the world buying mainly VLCC's & ULCC's. Dubai Trading has a proud track record, combining years of experience, competitive pricing, with a real focus on safety issues and environmental concerns.

www.dtashipping.com



China Rongsheng Heavy Industries Group Holdings Limited.
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China Rongsheng Heavy Industries Group Holdings Limited is a heavy industry group publicly listed at Hong Kong Exchanges and Clearing Limited. Headquartered in Shanghai, it covers business scope including shipbuilding, offshore engineering, marine engine building and engineering machinery.

The group owns one of China's largest single shipyard in Nantong for shipbuilding and offshore engineering. Covering a designed area of 7 million sqm and occupying coastline of over 3km, the yard owns annual production capacity of 8 million DWT in maximum.

China Rongsheng Heavy Industries focuses on its customers through a globalized marketing strategy, promoting the "RongSheng" brand. It has close cooperative relationships with clients from Norway, Greece, Germany, Russia, Turkey, Brazil, Oman, China, India, etc. China Rongsheng Heavy Industries sells products to over 10 countries around the world, covering diverse ship types such as VLCC, Suezmax Tanker, VLOC, Capesize Bulk Carrier, Panamax Bulk Carrier, 6600TEU Container Ship and so on. According to Clarkson Research, by Sep 1, 2011, Rongsheng's orderbook ranked first in China and fifth in the world. In the first half of 2011, Rongsheng's new shipbuilding orders measured by DWT represented a global market share of 9% and China market share of 21%.

www.rshi.cn



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RESO-Garantia was formed in 1991 and is a multi-line insurer. We provide general insurance services to individuals and legal entities in the Russian Federation: motor insurance; voluntary medical insurance; buildings and contents insurance; marine insurance; and commercial property, plant and machinery, freight, and public liability insurance. The company also offers life insurance, casualty insurance, mortgage insurance, and travel insurance; and reinsurance.

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Exclusive underwriting agent:



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Wärtsilä in brief
Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets. By emphasizing technological innovation and total efficiency, Wärtsilä maximizes the environmental and economic performance of the vessels and power plants of its customers. In 2010, Wärtsilä's net sales totaled EUR 4.6 billion with more than 17,500 employees. The company has operations in 160 locations in 70 countries around the world. Wärtsilä is listed on the NASDAQ OMX Helsinki, Finland.

www.wartsila.com



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ROSGOSSTRAKH Group of Companies is the major insurance player on the Russian market with a gross written premium of US\$ 2.68 billion (as at 31 Dec 2010) and more than 45 million individual and 240,000 corporate clients from all over the country.

RGS is more than 100 000 personnel including more than 83 regional branches and 3 000 offices throughout Russia and more than 400 claims settlement centers, the company strives to provide a full range of high-quality insurance products from popular auto policies to insurance of domestic animals and spacecrafts.

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ROSGOSSTRAKH (RGS) has been rated A++ by Expert-RA (National Rating Agency) in 2009, which shows leading market position, high degree of portfolio diversification, effective asset management and high credit rating.

Financial strength, 2010	
Assets	US\$ 4 342 mln
Equity capital	US\$ 707,2 mln
Reserves	US\$ 2 088,8 mln

www.RGS.ru



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5 October 2011, Hilton Athens



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featuring Connect11
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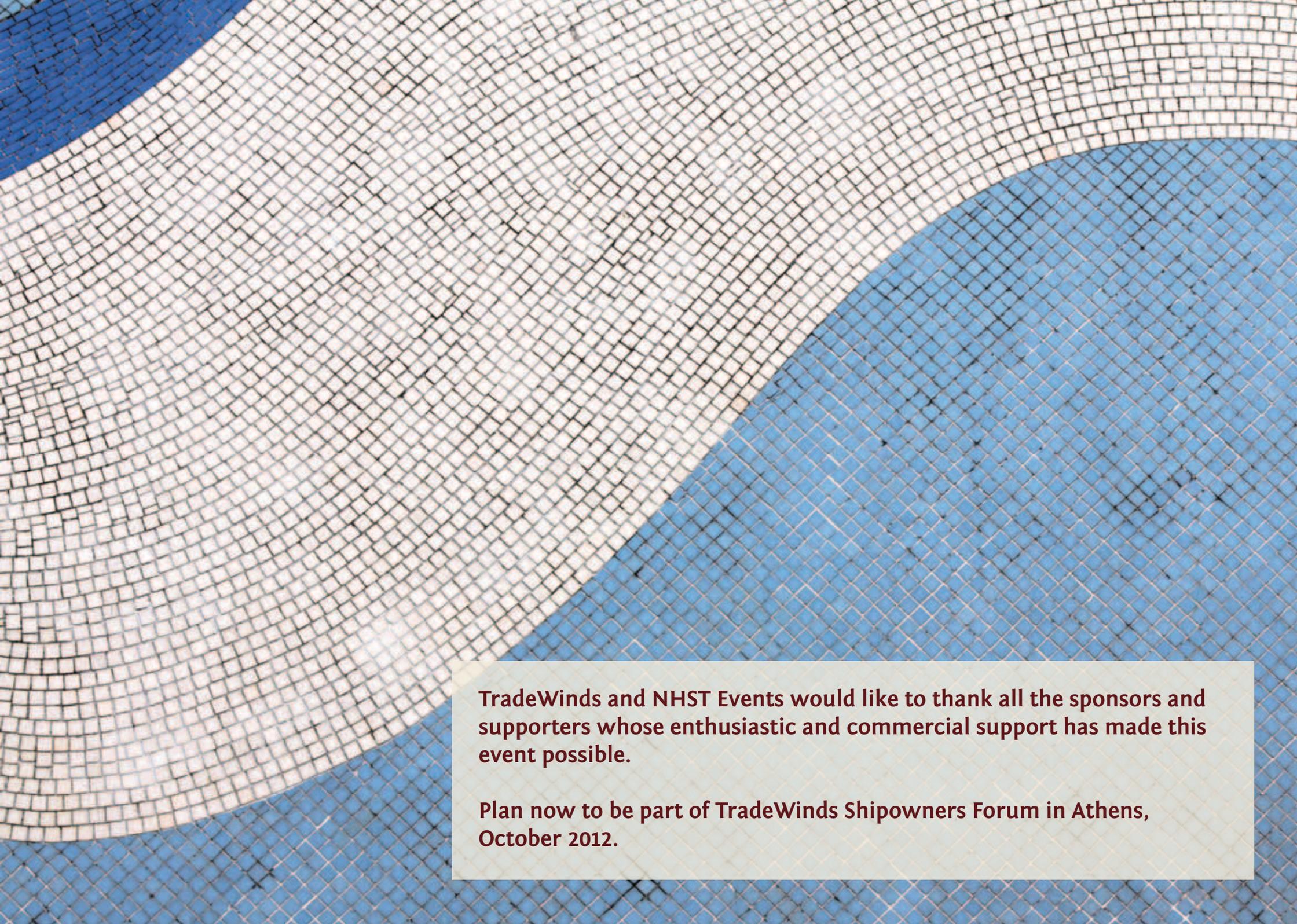
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