



Giuseppe Bottiglieri Shipping Company S.p.A.



LIFE MATTERS



C O N F E R E N C E

MARE FORUM

PRESENTS:

Maritime Italy

2009

- QUO VADIS? -



MONDAY 11 MAY 2009

SORRENTO  
HILTON PALACE

SORRENTO - ITALY

MARE FORUM

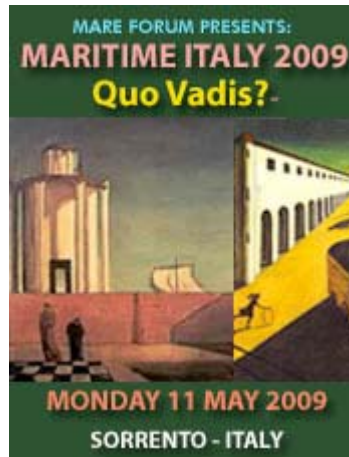


IL SECOLO XIX



Shippingonline.it





## Italy and the world - Quo Vadis?

### Recovery of the shipping markets – when and how?

Mare Forum's Maritime Italy 2009 brings together many of the leaders of Italian shipping community and squares them up to global players in the shipping and finance world. In a robust forum which is the logical sequence to the successful Maritime Italy conferences held in 2006, 2007 and 2008, you and they will have a chance to join a frank debate on the recovery of the shipping markets, and how and where to raise capital today and in the near future.

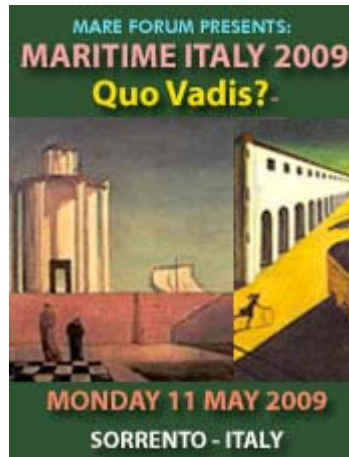
The credit crunch is slowing down the global economy and shipping is suffering. But sooner or later the economy will recover and shipping will recover even faster. This conference addresses and explores opportunities as well as dangers while we strive toward global economic recovery. When will shipping come back to normal? Are shipbuilding cancelations and ship scrapping enough to rebalance the fleet? What will happen to global shipping banks and where will the shipping money come from to fund the recovery? How will we manage during the downturn and what are the lessons from the past? All these questions and more will be addressed and answered during this forum.

CEOs from shipping, trading and brokerage companies, key investors in shipping, bankers, consultants and entrepreneurs will gather at this prestigious conference in Sorrento on May 11, 2009 where an exchange of views, visions and valuable information will make this forum another unforgettable and meaningful experience.

*We look forward to welcoming you in Sorrento*

**Giuseppe Bottiglieri**  
Conference Chairman  
President, Giuseppe Bottiglieri  
Shipping Company SpA

**Jannis Kostoulas**  
Managing Director  
Mare Forum



## Italy and the World - Quo Vadis? Recovery of the shipping markets – when and how?

### Programme

#### Sunday 10 May

Boat trip hosted by **Giuseppe Bottiglieri Shipping Company S.A.**



Giuseppe Bottiglieri Shipping Company S.p.A.

19:00 Welcome Drinks

#### Monday 11 May

08:00 **Registration**

09:00 **Opening and welcome**

#### **Giuseppe Bottiglieri**

President, Giuseppe Bottiglieri Shipping Company SpA  
Conference Chairman

#### **Jannis Kostoulas**

Managing Director, Mare Forum

#### **Nicola Coccia**

President, Confitarma

#### **Ugo Salerno**

CEO, RINA

09:40 **session 1**

## **The world economy, global trade and the shipping markets**

**Depressed economies, low trade flows and perceptions about recovery**

### **Global Macro Economic Outlook**

**Guy Verberne**

Head of Economic Research, Fortis Bank Nederland N.V.

10:00 **Discussion** between speakers, discussion panelists and audience participants on the following theme:

- **Have we reached the bottom and when will we see trends of recovery?**

10:30 **Break, hosted by CONFITARMA**



10:50 **THE SHIPPING MARKETS FORECASTS**

### **Lessons from the past: Shipping in troubled waters - and what you need to know**

**Giuseppe D'Amato**

Perseveranza SpA

### **Dry Cargo and Tanker Market Outlook**

**Outlook for charter rates and values**

**John D'Ancona**

Howe Robinson & Co. Ltd.

**Ralph Leszczynski**

Head of Research Banchemo Costa – China

### **Derivative markets**

**John Banaszekiewicz**

FIS

### **Outlook on shipbuilding cancellations and ship scrapping**

- Who has the real hard information on the current situation and how should it be valued?
- The orderbook: How much has been cancelled and how much will be cancelled next?
- Is scrapping enough to rebalance the fleet?

**William J. Sember**  
President, ABS Europe

**Apostolos Poulouvassilis**  
Regional Marine Manager, Europe, Middle East & Africa (EMEA) Lloyd's Register

**Brett Salt**  
General Manager, Green Recycling Initiative

12:00 **Discussion** between speakers, discussion panelists and audience participants on the following theme:

- **Shall we buy cheap now, sell cheap now or wait on the beach?**

Discussion panelists:

**Jonathan Bird** General Manager, Noble Europe (London Office)

**Mauro Balzarini** Chairman, SIBA Ships SpA

**Leonidas Polemis** CEO Remi Maritime Corporation

**Mariella Bottiglieri** Managing Director, Giuseppe Bottiglieri Shipping Company SpA

**Pinar Kaptanoglu** Member of the Board, Kaptanoglu Holding

**Maurizio d'Amico** Director, D'Amico Società di Navigazione SpA

**Angelo D' Amato** CEO Perseveranza SpA

**Fabrizio Vettosi** CEO Efigestioni SGR, Efilog Private Equity

**Paul Slater** Chairman & Chief Executive, First International Corp  
Vice Chairman, Griffin Holdings Group LLC

**Geert Dokter** Managing Director, Hanzevast Shipping

**Roberto Cazzulo** Director, RINA

**Theo Xenakoudis** Managing Director, International Registries Piraeus

**Audience participants**

13:00 **Lunch** hosted by



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14:30 **session 2**

### **Where can you raise capital today?**

**The ship financing industry under siege;**

**How much will banks lend and who are they lending to at the moment?**

**Towards the end of global shipping banks?**

**What's the future of the Italian ship financing business?**

**Is private equity still interested in shipping?**

**What should you do with your company during the downturn?**

**Bote de Vries**  
Managing Director, Finamar

**Representatives**  
Italian Banks (t.b.a.)

**Gust Biesbroeck**

Global Head Transportation, Energy, Commodities & Transportation  
Fortis Bank Nederland

**Fabrizio Vettosi**

CEO Efigestioni SGR, Efilog Private Equity

**Paul Slater** Chairman & Chief Executive, First International Corp  
Vice Chairman, Griffin Holdings Group LLC

15:30 **Discussion** between speakers, discussion panelists and audience participants on the following theme:

- **How and where to raise capital today?**

Discussion panelists:

**Bart Veldhuizen** Managing Director, Head of Ship Finance, Lloyds TSB

**Fabrizio Vettosi** CEO Efigestioni SGR, Efilog Private Equity

**Antony Zolotas** Managing Director Eurofin

**Angelo D' Amato** CEO Perseveranza SpA

**Nikos Stratis** Northern Shipping Funds

**Francesco Lauro** Managing Partner, Studio Legale Lauro

**Mauro Balzarini** Chairman, SIBA Ships SpA

**Leonidas Polemis** CEO Remi Maritime Corporation

**Mariella Bottiglieri** Managing Director, Giuseppe Bottiglieri Shipping Company SpA

**Pinar Kaptanoglu** Member of the Board, Kaptanoglu Holding

**Geert Dokter** Managing Director, Hanzevast Shipping

**Audience participants**

16:20 **Break**

16:40 **General Discussion** on the following theme:

- **Where should the smart investments go now? Any fresh ideas?**

17:10 **Synthesis and Conclusions**

17:20 **Drinks and Dinner**

