

C O N F E R E N C E

Mare Forum and Euromed Marseille, Ecole de Management
are organising an intensive one-day conference entitled

MARSEILLE MARITIME 2007 **Global Maritime Industries** - Quo Vadis? -

on Wednesday, 14 November
at the
Sofitel Palm Beach Hotel,

Marseille - France



Morgan Stanley





MARSEILLE MARITIME 2007

Global Maritime Industries - Quo Vadis?

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The Marseille Maritime 2007 forum centres around four key areas of vital interest to ship owners from listed and private shipping companies, ship brokers, key investors in shipping, regulators, port authorities, charterers, shippers, traders, bankers and shipping entrepreneurs. It will examine openly, the following hot topics for our industry.

Setting the course for the future of the maritime industries

Sustainability and maritime industries

The investment climate for marine transportation, the shipping markets - Buy, Sell or Hold?

The changing Face of Capital providers in Shipping

This Forum is a joint initiative of Euromed Marseille, Ecole de Management and Mare Forum, in the framework of the "Maritime MBA" (www.MaritimeMBA.com) which will start next year in Marseille

A mix of commercial, political, technical and business hot topics and a mix of all maritime professions will come together to create a free-flowing debate and give access for all delegates to actively participate, contribute and learn.

Come to Marseille and join the leading French shipowners and representatives of the French maritime cluster together with the leading international representatives of the maritime industry, in a very personal rolling discussion of where the maritime industries are going, what challenges and opportunities are must face up to and where the smart investments are going next.

If you are interested in ships, ports, money, environment, global trade, and how they match up today and tomorrow, be there.

We look forward to welcoming you to Marseille,

Jannis Kostoulas
Managing Director
Mare Forum

Jean-Paul Leonardi
Vice President and CEO
Euromed Marseille
Ecole de Management

Professor Niko Wijnolst
Chairman European
Network of Maritime Clusters
Conference Chairman

THE SPEAKERS:

Philippe Louis Dreyfus,
President Louis Dreyfus Armateurs
Jacques de Chateauevieux, CEO Bourbon
Rodolphe Saade, CMA-CGM
Christian Garin, CEO Fouquet Sacop and
Chairman of the Board, Port of Marseille
Francis Vallat, Chairman, French Maritime
Cluster
Raymond Vidil, CEO, Marfret
Laurent Bozzoni, Director, SOCATRA
Bertrand Thouilin, Director Maritime
Transport Groupe Total
Jacques Michaux, Deputy Head of Unit
- DG TREN, European Commission
Jean-Marie d'Aspe,
Managing Director of SNCM
Paul Kyprianou, Managing Director,
Grimaldi & Louis Dreyfus Lines, External
Relations Manager of the Grimaldi Group
Jean-Louis Cambon, Head, Michelin Ocean
Management Committee
Jean-Bernard Raoust, CEO Barry Rogiano
Salles (BRS)
Jean-Yves Gueritaud, Global Head of Ship
Finance, Calyon
Didier Salomon, Head of ship finance,
BNP Paribas
Geert Dokter, Managing Director,
Hanzevast Shipping
Corrado Antonini, Chairman, Fincantieri
Taco van der Mast, Managing
Director, NIBC Bank
Tobias König,
Managing Partner, König & Cie. GmbH &
Co KG.
Jacques Hardelay,
General Manager, Aker Yards
Bernard Anne,
Managing Director, Bureau Veritas
Xavier Guilhou, CEO, XAG Conseil
Georges Tourret, Président, de l'Institut
maritime de prévention
Guy Janin, General Manager,
Port of Marseille
Roberto Giorgi, President, V.Ships
Guy Verberne, Head of Economic
Research, Fortis Merchant Banking / Global
Markets FORTIS GROUP
Clay Maitland, Managing Partner, Interna-
tional Registries, Inc./ Marshall Islands
Gilbert Brunner,
Managing Director, FairEnergy
Gerald Verweij, Executive Director
Fortis Equity Capital Markets Group,
FORTIS
Julian Bray, Editor in Chief, Lloyd's List
Per Marius Berrefjord,
Senior Vice President, strategy and business
development, maritime DNV
Niko Wijnolst, Chairman European
Network of Maritime Clusters and
Professor in Shipping
Jannis Kostoulas,
Managing Director, Mare Forum
Jean-Paul Leonardi, Vice President and
CEO Euromed Marseille,
Ecole de Management

PROGRAMME

Tuesday 13 November

- 16:00 Registration
- 19:00 Welcome drinks
- 20:00 Welcome dinner

Wednesday 14 November

- 08:00 Registration

Opening and Welcome

- 09:00 Conference Chairman

Niko Wijmolst, Chairman European Network of Maritime Clusters and Professor in Shipping

- 09:05 Mare Forum

Jannis Kostoulas, Managing Director Mare Forum

- 09:10 EuroMed Marseille School of Management

Jean-Paul Leonardi, Vice President and CEO Euromed Marseille, Ecole de Management

Session 1

Setting the course for the future

- 09:15 Introduction by the session Chairman

Philippe Louis Dreyfus, President Louis Dreyfus Armateurs

- 09:20 Geopolitics – The world disorder; wars, tensions of interests – Iran, Islam, Middle East, Russia, Venezuela, US, Europe, Russia, China

Xavier Guilhou, CEO, XAG Conseil

- 09:30 Growth and consolidation in container shipping

Rodolphe Saade, CMA-CGM

- 09:40 Boom and bust in global shipbuilding?

Corrado Antonini, Chairman, Fincantieri

- 09:50 Ports of the future: keeping up with Asia's growth

Niko Wijmolst, Chairman European Network of Maritime Clusters and Professor in Shipping

- 10:00 The offshore industry's investment cycle and peak oil

Jacques de Chateaufieux, CEO Bourbon

- 10:10 Forum discussion between speakers discussion panellists and audience participants

Discussion panellists:

Guy Janin, General manager Port of Marseille

Bertrand Thouilin, Director Maritime Transport Groupe Total

Jean Louis Cambon, Head of MICHELIN Ocean Management Committee

Jean-Bernard Raoust, CEO Barry Rogiano Salles (BRS)

- 10:50 break

Session 2

Sustainable Maritime Industry

- 11:10 **Introduction by the session Chairman**
Francis Vallat, Chairman, French Maritime Cluster
- 11:15 **The European perspective – the EU as a global maritime leader**
Jacques Michaux, Deputy Head of Unit - DG TREN, European Commission
- 11:25 **Growth of shortsea shipping and the Common European Maritime Space**
Paul Kyprianou, Managing Director, Grimaldi & Louis Dreyfus Lines
External Relations Manager of the Grimaldi Group
- 11:35 **Burning your fingers in ice waters**
Sergey Burima, Vice President, Sovcomflot (to be confirmed)
- 11:45 **Sustainable maritime technology for European leadership**
Bernard Anne, Managing Director, Bureau Veritas
- 11:55 **Environmental issues on the agenda for Shipping**
Per Marius Berrefjord, Senior Vice President, strategy and business development, maritime DNV
- 12:05 **Forum discussion between speakers discussion panellists and audience participants**
Discussion panellists:
Jacques Hardelay, General manager Aker Yards
Roberto Giorgi, President V.Ships
Didier Salomon, Head of Shipping Finance, BNP Paribas
Clay Maitland, Managing Partner International Registries, Inc./ Marshall Islands
Julian Bray, Editor in Chief, Lloyd's List
- 12:45 Lunch hosted by FORTIS

Session 3

The Shipping Markets - Buy, Sell or Hold?

- 13:55 **Introduction by the session Chairman**
Jean-Yves Gueritaud, Global Head of Ship Finance, Calyon
- 14:00 **Global economic and trade forecast**
Guy Verberne, Head of Economic Research, Merchant Banking/Global Markets FORTIS GROUP
- 14:10 **Biofuels – investments – production – transportation**
Gilbert Brunner, Managing Director, FairEnergy
- 14:20 **Forecast of the DRY BULK MARKET**
Jean-Bernard Raoust, CEO Barry Rogiano Salles (BRS)
- 14:30 **Forecast of the WET BULK MARKET**
Bertrand Thouilin, Director Maritime Transport Groupe Total
- 14:40 **Forum discussion between speakers discussion panellists and audience participants**
Discussion panellists:
Christian Garin, CEO Fouquet Sacop and Chairman of the Board, Port of Marseille
Raymond Vidil, CEO Marfret
Philippe Louis Dreyfus, President Louis Dreyfus Armateurs
Laurent Bozzoni, Director, SOCATRA
- 15:35 break

Session 4

The changing Faces of Capital providers in Shipping

- 15:55 **Introduction by the session Chairman**
Jacques de Chateauvieux, CEO Bourbon
- 16:00 **Global Shipfinance trends - The Shipping Market Cycle vs. the Ship Lending Cycle**
Taco van der Mast, Managing Director, NIBC Bank
- 16:10 **German money for French Shipowners**
Tobias König, Managing Partner, König & Cie. GmbH & Co KG.
- 16:20 **Commercial Banks – Changing their role in shipping?**
Jean-Yves Gueritaud, Global Head of Ship Finance, Calyon
- 16:30 **Private Equity – Your Partner? Advantages and disadvantages**
Geert Dokter, Managing Director, Hanzevast Shipping
- 16:40 **Public of Private? Advantages and disadvantages**
Gerald Verweij, Executive Director
Fortis Equity Capital Markets Group, FORTIS
- 16:50 **Forum discussion between speakers and audience participants**
- 17:30 **Synthesis and Conclusions**
Niko Wijmolst, Conference Chairman
Chairman European Network of Maritime Clusters and Professor in Shipping
Julian Bray
Editor in Chief, Lloyd's List
- 17:40 Drinks

Conference Registration Form

Please read Mare Forum's conditions and cancellation policies carefully before registering.

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To register for the conference, please complete this form in **PRINTED CAPITALS** and return it to Mare Forum by fax: **+31 10 270 98 70**.

Only one delegate should register with this form. Extra copies can be obtained from the conference office, or copies of this form may be used.

For further questions contact Mare Forum on
T: +31 10 281 06 55
E: info@mareforum.com
ruth@mareforum.com

Delegate's name (Mr./Mrs./Ms.) Circle one

Last Name

First Name

Company

Job Title

Mailing Address

Postal Code

City

Country

Telephone

Fax

E-mail

• **Conference Fee:**

EURO 750 -

(The conference fee includes attendance and documentation, refreshments, luncheons, receptions and dinners during scheduled breaks in the conference program)

• **Payment Method: CREDIT CARD**

(please check credit card and provide necessary information)

American Express

Master Card

VISA

Cardnumber: _____

Expiration Date: _____

Safety Code: _____

(last 3 or 4 numbers on back of card)

Cardholder's name: _____

Date: _____

Cardholder's address: _____

Signature: _____

CONDITIONS

All participants who wish to attend the conference must be registered. Your registration is Person - Restricted, which means that only the registered participant will be admitted for any of the activities of the conference.

A confirmation of your registration will be sent to you by e-mail. After the conference fee has been received you will be sent a receipt of payment by post.

Any additional information about the conference will be sent to you by e-mail.

CANCELLATIONS

In case you are unable to attend the conference for any reason at all, no refunds will be made by Mare Forum. Mare Forum only offers the opportunity to send in a substitute participant at no extra charge. The conference office must be notified of the name of the substitute participant before the conference takes place.

INSURANCE

The conference organisation cannot accept any liability for personal injuries or for the loss of and/or damage to personal belongings of the participants, either during or as a result of the conference. Please check the validity of your personal insurance.

I agree with Mare Forum's conditions,

Date: _____

Signature: _____

