



# **WHERE IS THE SHIPPING INDUSTRY GOING?**

**Mare Forum Italy**

**Coco Vroon  
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# REASONS TO BECOME A SHIPOWNER

- German
- Norwegian
- Greek
- Japanese
- Russian
- Singaporean
- Danish
- Italian



# **HOW TO EXPLOIT THE INDUSTRY?**



## **RESULT:**

- **OVERSUPPLY**
- **LOW RATES**



# **HOW TO SURVIVE AS A PROFITABLE SHIPPING COMPANY?**



# INFLUENCE OF BANKS ON SHIPPING MARKETS





**SO WHY DO SHIPOWNERS  
INVEST IN NEW VESSELS?**



# **OPERATIONAL EXCELLENCE**

**Is what counts in ship owning**





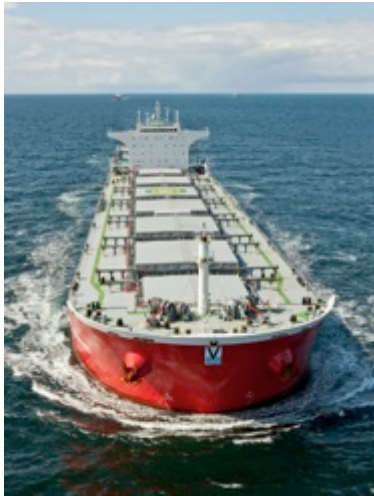
# **NEGATIVE** INFLUENCE OF BANKS ON SHIPPING MARKETS





# **BANKS**

**You love them and you hate them!**





**PROBLEM SHIPPING LOANS**

**ARE NOT ADMITTED**

**BAD COMPANIES ARE KEPT ALIVE**



**Gresham's law**

**BAD MONEY DRIVES OUT GOOD**



**THE SHIPPING INDUSTRY WILL GO NOWHERE :**

- **UNTIL BANKS STOP SUPPORTING BAD OWNERS!**

**It kills the good ones!**