



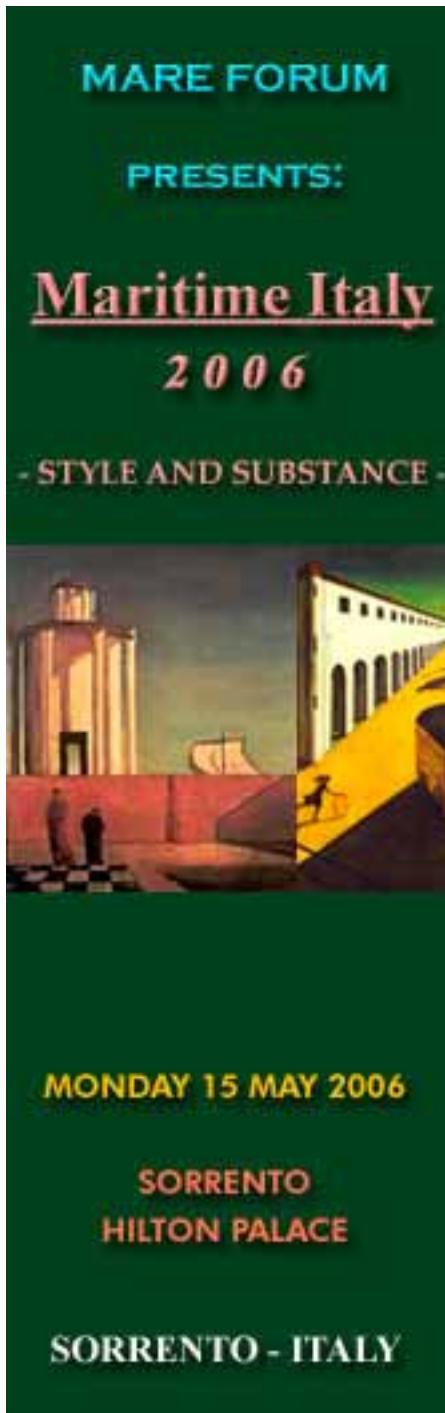
Giuseppe Bottiglieri di Navigazione S.p.A.



ITALIAN SHIPPING MAGAZINE



CONFERENCE



THE SPEAKERS AND DISCUSSION PANELISTS

- NICOLA COCCIA**
Chairman Confitarma
- GIUSEPPE BOTTIGLIERI**
President, Giuseppe Bottiglieri di Navigazione SpA
- FOTIS KARAMITSOS**
Director Maritime transport, European Commission
- ZHANG JING**
Strategic Planning Manager, COSCO CHINA
- ALESSANDRO SARTORI**
Shipping and Logistic Director, ENEL
- TULLIO BIGGI**
President V.Holdings
- PATRICK DECAVELE**
Chairman French Shipowners Association and Managing Director Brostrom
- RAJAISH BAJPAEE**
President of InterManager and President and Group Managing Director, The Eurasia Group of Companies
- PAOLO D'AMICO**
Chairman, d'Amico di Navigazione
- LIVIO MARCHESINI**
Strategic Planning Director, Fincantieri
- DAGFINN LUNDE**
Member of the Board of DVB Bank and CEO of the Shipping Division
- CHIARA DE POLI**
Managing Director, AR.CO.IN. SpA
- STEFANO ROSINA**
Managing Director, Premuda
- LORENZO BANCHERO**
Chairman, Banchemo Costa
- ANTONIO ZACCHELLO**
Managing Director, Motia Compagnia di Navigazione SpA
- MAURO BALZARINI**
President Siba Ships
- ANGELO D'AMATO**
CEO, Perseveranza SPA
- INGMAR LOGES**
Director, Bayerische Hypo- und Vereinsbank AG (HVB)
- LORENZO ROSATO**
Bravo Tankers
- UGO SALERNO**
CEO RINA
- GIORGIO MARTINI**
F.F.A.'s Department Director, Ifchor
- ROBERT D. SOMERVILLE**
Chairman and CEO American Bureau of Shipping
- HARRIS ANTONIOU**
Managing Director, Global Shipping Group FORTIS
- GEERT DOKTER**
Managing Director, MPC Münchmeyer Petersen Steamship BV
- FABRIZIO VETTOSI**
Head of M&A Advisory Division - Milan, Efibanca
- FRANCESCO FUSELLI**
Managing director Banchemo Costa
- PIERRE AURY**
Managing Director, Clarkson Capital Ltd
- GIAMPIERO SONCINI**
CEO SpecTec Group
- PAUL LEAND**
CEO and Managing Director, AMA Capital Partners
- BOTE DE VRIES**
Head of Investment Management and agent of Navigation Finance Corporation and Deucalion Aviation Funds
- ANTHONY ZOLOTAS**
Managing Director, EUROFIN
- HUGO MODDERMAN**
Dolfinance, Agents for DVB Bank AmericaNV

AND MORE

www.mareforum.com/maritime_italy_2006.htm



Something exciting is happening in Italy. Sunshine is lighting up one of the world's best kept secrets. Maritime Italy has both style and substance, and it is full of opportunities. And now it is reaching out into the global shipping marketplace.

Italy's shipowners are the heart of a cluster of yards, brokers, banks, and technical services which can rival any maritime nation on earth. The owners combine the long term viewpoint and strength of family companies, with deep resources and a global ambition. Where will you find Europe's most modern ro-ro fleet? Its best product tanker operators? It's cutting edge owners in all sorts of specialist fields? It's cruise expertise? It's most efficient shipyards building the world's most complex ships? The network of innovative financial and commercial and technical support which makes all this possible?

Come to Italy and see for yourself. As Italy's shipping families reach out into the global markets, there are opportunities for co-operation, for finance, for business and for fun. All of these will be brought together with style and substance in Sorrento on Monday, 15 May 2006

As with all Mare Forum events, the mix of commercial, technical and political hot topics and hot operators will be organised into a free-flowing debate, with room for everyone to participate, and to network.

Maritime Italy 2006 will stand apart from other conferences through its format, content and through the level and degree of interactivity between the participants. Like all Mare Forum conferences, the ultimate goal of the conference is to provide a true forum where all participants are invited to take part in the discussion/ debate periods after every session of high profile speakers from government and industry have directly addressed the issues.

We look forward to welcoming you in Sorrento,

GIUSEPPE BOTTIGLIERI

President, Giuseppe Bottiglieri di Navigazione SpA

C'è qualcosa di elettrizzante in ciò che sta avvenendo in Italia. Il sipario si alza su uno dei segreti meglio custoditi al mondo. L'Italia sul mare rivela forma e sostanza, ed offre innumerevoli opportunità. Ed ora si affaccia sulla piazza del mercato globale dello shipping.

Gli armatori italiani sono il cuore di un cluster che comprende cantieri, broker, banche, servizi tecnici che possono competere con quelli di qualunque nazione marittima al mondo. Gli armatori associano una capacità di visione a lungo termine e la forza, tipiche delle società di famiglia, con una ampia disponibilità di risorse e ambizioni globali. Dove pensate di trovare in Europa la più moderna flotta di ro-ro in Europa? Ed i migliori operatori di product tanker? E gli armatori di punta in tutti i tipi di settori specializzati? La competenza nel settore crocieristico? I più efficienti cantieri in grado di costruire le navi più complesse al mondo? La rete di supporto finanziario, commerciale e tecnico, fortemente innovativa, che rende tutto ciò possibile?

Venite in Italia e scopritelo da soli. Nel momento in cui le famiglie dello shipping italiano si presentano sui mercati globali, ci sono opportunità di cooperazione, di investimenti, di affari, e di divertimento. Potrete trovare tutto ciò in un'unica occasione, che vi propone forma e sostanza, a Sorrento, lunedì 15 maggio 2006.

Come per tutti gli eventi di Mare Forum, un mix di argomenti di attualità - di carattere commerciale, tecnico e politico - e di dinamici operatori, darà luogo a dibattiti aperti, con spazio a tutti per partecipare e intervenire.

Maritime Italy 2006 si distinguerà da tutte le altre conferenze per il suo format, per i suoi contenuti, e per il livello ed il grado di interattività tra tutti i partecipanti. Ma come tutte le conferenze Mare Forum, l'obiettivo finale della conferenza sarà quello di offrire un vero forum al quale tutti i partecipanti sono invitati ad intervenire nel corso degli spazi per la discussione ed i dibattiti al termine di ogni sessione nella quale speaker di alto livello, sia provenienti dalle istituzioni sia dall'industria, avranno compiutamente analizzato gli argomenti.

Vi aspettiamo a Sorrento

JANNIS KOSTOULAS

Managing Director Mare Forum

THE SPEAKERS AND DISCUSSION PANELISTS

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Chairman Confitarma

GIUSEPPE BOTTIGLIERI

President, Giuseppe Bottiglieri di Navigazione SpA

FOTIS KARAMITSOS

Director Maritime transport, European Commission

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FABRIZIO VETTOSI

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GIAMPIERO SONCINI

CEO SpecTec Group

FRANCESCO FUSELLI

Managing director Banchero Costa

PIERRE AURY

Managing Director, Clarkson Capital Ltd

PAUL LEAND

CEO and Managing Director, AMA Capital Partners LLC, USA

BOTE DE VRIES

Head of Investment Management and agent of Navigation Finance Corporation and Deucalion Aviation Funds

ANTHONY ZOLOTAS

Managing Director, EUROFIN

HUGO MODDERMAN

Dolfinance, Agents for DVB Bank AmericaNV

Two pictures by the Italian painter Giorgio de Chirico have been used for the Maritime Italy conference logo



P R O G R A M M E

Simultaneous translation in Italian and English will be provided

SUNDAY 14 MAY 2006

18:30 WELCOME DRINKS
hosted by EFIBANCA



20:30 WELCOME DINNER
hosted by



MONDAY 15 MAY 2006

08.00 Registration and coffee

08:50 **OPENING**
by the conference chairman
GIUSEPPE BOTTIGLIERI
President, Giuseppe Bottiglieri
di Navigazione

09:00 **WELCOME**
NICOLA COCCIA
Chairman Confitarma

**CAN MARITIME ITALY EXPECT
ANYTHING HELPFUL FROM
ROME AND BRUSSELS?**

09:10 **FOTIS KARAMITSOS**
Director, Maritime and Inland
Transport; Intermodality DG
Transport and Energy,
European Commission

09:20 **REPRESENTATIVE**
Ministry of Transport Rome

SESSION 1
SETTING THE SCENE:
**THE SHIPPING MARKETS,
ITALY AND THE WORLD**

09:30 **DAGFINN LUNDE**
Member of the Board of DVB
Bank and CEO of the Shipping
Division
**FORECASTING THE DRY AND LIQUID
BULK MARKET**

09:45 **ZHANG JING**
Strategic Planning Manager
COSCO CHINA
**THE CONTAINER MARKET
FROM OUR POINT OF VIEW**

09:55 **LORENZO BANCHERO**
Chairman Banchero Costa
THE ITALIAN SHIPPING MARKET

10:10 **GIORGIO MARTINI**
F.F.A.'s Department Director,
Ifchor
THE FFA'S MARKET

10:25 **FORUM DISCUSSION** *between
speakers, discussion panellists and
audience participants under the
following theme:*

**MARITIME ITALY - SEEKING COMPE-
TITIVE ADVANTAGE IN A GLOBAL
SHIPPING MARKET?**

Discussion panellists:

PATRICK DECAVELE
Managing Director Brostrom
Chairman French Shipowners
Association

ALESSANDRO SARTORI
Shipping and Logistic Director
ENEL

ANTONIO ZACHELLO
Managing Director, Motia
Compagnia di Navigazione Spa

LORENZO ROSATO
Bravo Tankers

PIERRE AURY
Managing Director, Clarkson
Capital Ltd.

11:10 break hosted by **CONFITARMA**



SESSION 2
**THE SHIPOWNERS / OPERATORS
DEBATE: CONSOLIDATION VS.
DIVERSIFICATION. GLOBALISATION
VS. REGIONALISM.**
**CAN ITALIAN SHIP-OWNERS/
OPERATORS COMPETE IN
TODAY'S GLOBAL SHIPPING MARKET?**

Session chairman:
STEFANO ROSINA
Managing Director Premuda
Tankers SPA

11:30 **ANTONIO ZACHELLO**
Managing Director, Motia
Compagnia di Navigazione Spa
**CONSOLIDATIONS VS.
DIVERSIFICATIONS**

11:40 **MAURO BALZARINI**
President Siba Ships
**HOW TO BECOME A WORLD LEADER
IN A NICHE MARKET**

11:50 **ANGELO D'AMATO**
CEO, Perseveranza SPA
EXPANSION

12:00 **TULLIO BIGGI**
President of V.Holdings
OPERATING

12:10 **SPEAKER** to be announced

12:20 **FORUM DISCUSSION**
*between speakers, discussion panel-
lists and audience participants under
the following theme:*

**THREATS AND OPPORTUNITIES
FACING THE SHIP OPERATING
SECTORS OF MARITIME ITALY**

Discussion panellists:

PAOLO D'AMICO
CEO d'Amico di Navigazione

RAJAISH BAJPAEE
President of InterManager and
President and Group Managing
Director, The Eurasia Group of
Companies

13:10 Lunch hosted by **FORTIS**



SESSION 3
THE METAL BASHING DEBATE:
**WHAT SHOULD BE DONE TO
SHARPEN THE COMPETITIVE
ADVANTAGES?**

How to survive building ships today and
how about tomorrow?

Can we compete and win other shipbuil-
ding nations?

What are our strategies for the future?
What has to be done to improve techno-
logical advantages in Italy?

Advantages achievable with the
Information Technology Tools in the
Italian Shipping Companies

Session chairman:
UGO SALERNO
CEO RINA

14:30 **LIVIO MARCHESINI**
Director Strategic Planning,
Fincantieri

14:40 **ROBERT D. SOMERVILLE**
Chairman and CEO American
Bureau of Shipping

14:50 **GIAMPIERO SONCINI**
CEO SpecTec Group

15:00 **SPEAKER** to be announced

15:10 **FORUM DISCUSSION**
between speakers and audience
participants on the following
theme:

**THREATS AND OPPORTUNITIES
FACING THE METAL BASHING AND
ENGINEERING SECTORS OF
MARITIME ITALY**

15:40 break hosted by **SpecTec**



SESSION 4

THE CATALYSTS DEBATE:
SHIPOWNERS VS. BROKERS &
CAPITAL PROVIDERS

- 16:00 **CHIARA DE POLI**
Managing Director,
AR.CO.IN.
WHAT ARE THE OWNERS REQUIREMENTS FROM THE CAPITAL PROVIDERS?
- 16:10 **HARRIS ANTONIOU**
Managing Director, Global Shipping Group, Fortis Bank
THE SECOND HOME FOR ITALIAN SHIPOWNERS: HOLLAND
- 16:20 **SPEAKER** to be announced
FOREIGN BANKS AND OR ITALIAN BANKS?

WHAT ARE THE CAPITAL PROVIDERS PRODUCTS TO FACILITATE EXPANSION
- 16:30 **FABRIZIO VETOSI**
Head of M&A Advisory Division – Milan, Efibanca
- 16:40 **BOTE DE VRIES**
Head of Investment Management and agent of Navigation Finance Corporation and Deucalion Aviation Funds
- 16:50 **INGMAR LOGES**
Director, Bayerische Hypo- und Vereinsbank AG (HVB)
- 17:00 **PAUL LEAND**
CEO and Managing Director, AMA Capital Partners LLC, USA
- 17:10 **PIERRE AURY**
Managing Director, Clarkson Capital Ltd.
FINANCIAL PLAYERS AND HEDGE FUNDS : THE NEXT WAVE OF VOLUME PROVIDERS IN THE FREIGHT DERIVATIVES MARKET?
- 17:20 **FORUM DISCUSSION** between speakers, discussion-members and audience participants on the following theme:
HOW CREATIVE IS MARITIME ITALY?
Discussion panelists:
FRANCESCO FUSELLI
Managing director
Banchemo Costa
GEERT DOKTER
Managing Director, MPC
Münchmeyer Petersen Steamship
ANTHONY ZOLOTAS
Managing Director, EUROFIN
HUGO MODDERMAN
Dolfinance, Agents for DVB Bank America NV

SESSION 5

THE GENERAL DEBATE

- 18:00 WHAT MUST WE DO TO MAINTAIN THE MUTUAL SUPPORT CLUSTER WHICH HAS BEEN THE BACKBONE OF MARITIME ITALY?
CAN ITALIAN SHIPOWNERS, SHIPYARDS, AND SUPPORT INDUSTRIES COMPETE IN TODAY'S GLOBAL SHIPPING ECONOMY?
WHAT SHOULD THEY DO TO SHARPEN THEIR COMPETITIVE ADVANTAGES?
WHAT ARE THEIR KEY SKILLS AND STRONG POINTS, AND HOW CAN THEY RETAIN THEM?
WHAT ARE THE THREATS?
SHOULD WE BE CELEBRATING A GREAT TRADITION OR FEARING FOR THE FUTURE?
- 18:30 **CONCLUSIONS**
GIUSEPPE BOTTIGLIERI
President, Giuseppe Bottiglieri di Navigazione SpA
- 19:30 **DRINKS** hosted by **WISTA**



- 20:30 **CONFERENCE DINNER** hosted by **DVB BANK**



conference location



THE SPONSORS



CONFERENCE REGISTRATION FORM

MARITIME ITALY 2006

- STYLE AND SUBSTANCE -

SORRENTO HILTON PALACE

MONDAY 15 MAY, 2006

SORRENTO - ITALY

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

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./Ms.) Circle one

Last Name

First Name

Company

Job Title

Mailing Address

Postal Code

City

Country

Telephone

Fax

E-mail

• **Conference Fee:**

euro 833 (euro 700 + 19% VAT 133 euro)

(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.

Upon receipt of the registration form you will receive an e-mail which will make your registration definite. A formal letter of confirmation and an invoice will be sent to you by post after receipt of the conference fee.

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: _____



HILTON SORRENTO PALACE REGISTRATION

MARITIME ITALY 2006

15th May 2006

Please return this form by **April 15th, 2006** to HILTON SORRENTO PALACE
Tel. +39 081 8784141 Fax. +39 0818781397 e-mail: rm.sorrento@hilton.com

Name: _____

Address: _____

Tel: _____ Fax: _____ e-mail : _____

HHonors Card Type & Number if applicable _____

I wish to reserve for: Arrival date _____ Departure date _____

- | | |
|---|-------------|
| <input type="radio"/> Single room Rear View (Max 38) | Euro 125,00 |
| <input type="radio"/> Double room single occupancy rear view | Euro 210,00 |
| <input type="radio"/> Double room rear view | Euro 250,00 |
| <input type="radio"/> Executive room single occupancy | Euro 285,00 |
| <input type="radio"/> Executive room double occupancy | Euro 325,00 |
| <input type="radio"/> Executive room single occupancy Top Floor | Euro 305,00 |
| <input type="radio"/> Executive room double occupancy Top Floor | Euro 345,00 |

Above rates are per room, per night, *including buffet breakfast and tax*. Reservations and room allocations will be dealt with on a first-come first-served basis. Rooms are available for check-in from 2pm on date of arrival, departure time is 10 am.

Requests for accommodation received after April 15th, 2006 will be subject to the availability at the hotel.

Our Executive Guests are entitled to:

- ✓ Access to the Rooftop Executive Lounge
- ✓ Complimentary Executive Breakfast in the Executive Lounge & Terrace
- ✓ Complimentary light snacks from the buffet
- ✓ Complimentary drinks from the buffet
- ✓ Access to the private swimming pool and solarium on the Rooftop Executive Terrace

I guarantee my arrival with the following credit card:

Card Holder Name: _____

Card type _____ Card N° _____ Expiry Date _____

Signature _____ Date _____

Please be advised that your reservation can only be processed if credit card details are provided. You can cancel your reservation in writing without charge **before April 15th, 2006**. After this date, the hotel will charge you for the first night of the reservation. In the case of no-show the hotel will charge you for the entire stay and to release the remainder of your reservation.

THANK YOU for choosing HILTON SORRENTO PALACE
(to be completed by Hilton Sorrento Palace only)

Accepted by _____ Title _____

Reservation N° _____ Comments _____