

Lloyd's List
Founded 1734



Giuseppe Bottiglieri
di Navigazione S.p.A.



Eurasia

MARE FORUM

C O N F E R E N C E

MARE FORUM
PRESENTS:
Maritime Italy
2007
The Italian Miracle



MONDAY 14 MAY 2007
SORRENTO
HILTON PALACE
SORRENTO - ITALY



CONFITARMA
Confederazione Italiana Armatori

THE SPEAKERS AND DISCUSSION PANELISTS

NICOLA COCCIA
President, Confitarma

GIUSEPPE BOTTIGLIERI
President, Giuseppe Bottiglieri di Navigazione SpA
Conference Chairman

CESARE DE PICCOLI (T.B.C.)
Vice Minister, Ministry of Infrastructures & Transport, Italy

MICHELE D'AMATO
President, D'Amato di Navigazione

ANTONIO ZACCHELLO
Managing Director, Motia Compagnia di navigazione

CHIARA DE POLI
Managing Director, AR.CO.IN. SpA

STEFANO ROSINA
Managing Director, Premuda Tankers

ANGELO D'AMATO
CEO, Perseveranza SpA

LEONARDO LEMBO
Chartering manager, Deulemar di Navigazione

CORRADO ANTONINI
Chairman
Italian Maritime Cluster (Federazione del Mare)

ROBERTO GIORGI
President, V.Ships

FRANCESCO NERLI
President of Assoporti (Italian Ports association)

SERGIO PANENI (t.b.c.)
Chairman of the Port Authority of Naples

MARCO CERCATO
Shipping Manager, Enel Trade Spa

RAJAISH BAJPAEE
Chairman, European & Italian Oil & Gas Association

ANDREA DE SANCTIS
President, The Eurasia Group of Companies

RAOUL DE FORCADE
Partner, Sernavimar

COLIN CRIDLAND
Journalist, Maritime Economics, IL SOLE 24 ORE

MARIA GLORIA GIANI
President, Wista Italy

PHILIP ROGERS
Director Research, Braemar Seascope

LORENZO ROSATO
Group Head of Research Galbraiths, UK

PHILIPPE VAN DEN ABELE
Bravo Tankers
Managing Director

FOTIS KARAMITSOS
Castalia Fund Management (UK) Limited

JULIAN BRAY
Director Maritime Transport
DG TREN European Commission

UGO SALERNO
Editor in Chief, Lloyd's List
CEO, RINA

JOHN TZOANNOS
Secretary General
Ministry of Mercantile Marine, Greece

FRANCESCO S. LAURO
Managing Partner, Studio Legale Lauro

WILLIAM J. SEMBER
President, IRI/Marshall Islands

MARIELLA BOTTIGLIERI
President Europe, ABS
Managing Director

DAGFINN LUNDE
Giuseppe Bottiglieri di Navigazione SpA

INGMAR LOGES
Member of the Board, DVB Bank
CEO Shipping Division
Managing Director

FABRIZIO VETTOSI
HypoVereinsbank, Head of Global Shipping

DR. ANDREAS OPATZ
Head of M&A Advisory Division - Milan, EFIBANCA

FOTIS GIANNAKOULIS
Managing Director, König & Cie. GmbH & Co. KG.

GIAMPIERO SONCINI
Fortis Securities LLC (New York)
CEO, SpecTec Group

NIKOS VARVATES
Dolfinance, Agents for DVB Bank America NV
President, Naftotrade

ANTONY ZOLOTAS
Managing Director, Geneva Office, SeaQuest

JOHN GUY
Managing Director, Eurofin

JANNIS KOSTOULAS
Partner, Merlin Corporate Communications
Managing Director, Mare Forum



ITALY is a country of flair, style, colour, light, noise, laughter – and a vibrant shipping industry. Italian shipping has a strong technical heart, good financial and brokerage support, and above all, a confident group of owners with growing international clout.

In a world where the centre of gravity of almost every industry is moving to Asia, the miracle of Italy's world-beating shipyards and shipowners stands out. Maritime Italy is almost alone in Europe in covering every aspect of modern shipping, yet many Italian companies are not well known in the wider world.

Maritime Italy 2007 builds on last year's highly successful event to bring together Italian maritime leaders and their global counterparts.

The forum, in the classic surroundings of Sorrento, will examine Maritime Italy's place in the world, and play host to a lively discussion between principals with real interests and power.

Come to Maritime Italy in May 14 and enjoy the light, noise and laughter, while you profit from the ideas, vibrancy and good contacts.

We look forward to welcoming you in Sorrento

Jannis Kostoulas
Managing Director
Mare Forum

Giuseppe Bottiglieri
Conference Chairman
President, Giuseppe Bottiglieri
di Navigazione SpA



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Director Maritime Transport
DG TREN European Commission

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Editor in Chief, Lloyd's List

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CEO, RINA

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Secretary General
Ministry of Mercantile Marine, Greece

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Managing Partner, Studio Legale Lauro

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President, IRI/Marshall Islands

WILLIAM J. SEMBER
President Europe, ABS

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Managing Director, Geneva Office, SeaQuest

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Managing Director, Eurofin

JOHN GUY
Partner, Merlin Corporate Communications

JANNIS KOSTOULAS
Managing Director, Mare Forum

P R O G R A M M E

SUNDAY 13 MAY 2007

19:00 WELCOME DRINKS
hosted by **WISTA Italia**



20:00 WELCOME DINNER
hosted by **EFIBANCA**



MONDAY 14 MAY 2007

08.00 Registration and coffee

09:00 OPENING

by the conference chairman
GIUSEPPE BOTTIGLIERI
President, Giuseppe Bottiglieri
di Navigazione
JANNIS KOSTOULAS
Managing Director, Mare Forum

WELCOME

CORRADO ANTONINI
Chairman, Italian Maritime
Cluster/ Federazione de Mare
Chairman, Fincantieri
NICOLA COCCIA
President, Confitarma

SESSION 1

ITALY AND THE WORLD

Session chairman:
JULIAN BRAY
Editor in Chief, Lloyd's List

09:20 THE ITALIAN PRESPECTIVE –
WHERE ITALY FITS INTO THE WORLD
CESARE DE PICCOLI (t.b.c.)
Vice Minister
Ministry of Infrastructures &
Transport, Italy

09:30 THE MEDITERANNEAN CO-OPERA-
TION – FRIENDS AND NEIGHBOURS
JOHN TZOANNOS
Secretary General
Ministry of Mercantile Marine,
Greece

09:40 THE EUROPEAN PERSPECTIVE – THE
EU AS A GLOBAL MARITIME LEADER
FOTIS KARAMITSOS
Director Maritime Transport
DG TREN European Commission

09:50 THE ITALIAN - FAR EAST CONNECTION
UGO SALERNO
CEO, RINA

10:00 INTERNATIONAL SHIP REGISTRIES -
AN ESSENTIAL COMPONENT OF
WORLD SHIPPING
WILLIAM GALLAGHER
President, IRI/Marshall islands

10:10 THE AMERICAN DIMENSION –
PARTNERS ACROSS THE OCEAN?
REAR ADMIRAL CRAIG BONE
Assistant Commandant,
U.S. Coast Guard

10:20 FORUM DISCUSSION between
speakers, and audience participants

10:40 break hosted by **SpecTec**



SESSION 2

THE WORLD AND THE MARKETS

Session chairman:
JOHN GUY
Partner, Merlin Corporate
Communications

11:00 OIL AND GAS OFFSHORE RIGS
ACTIVITY IS BOOMING
MARCO CERCATO

Chairman EUROGIF - European
Oil and Gas Innovation Forum

11:10 BRINGING ENERGY TO THE MARKET
WILLIAM J. SEMBER
President Europe, ABS

11:20 FORECAST OF THE DRY BULK MARKET
PHILIP ROGERS
Group Head of Research
Galbraiths, UK

11:30 FORECAST OF THE WET BULK MARKET
COLIN CRIDLAND
Director Research, Braemar Seascope

11:40 INVESTING IN PEOPLE – WILL WE
HAVE THE PEOPLE WE NEED FOR
THE FUTURE?

ROBERTO GIORGI
President V.Ships

11:50 **RAJAISH BAJPAEE**
President

The Eurasia Group of Companies
12:00 GLOBAL SHIPFINANCE TRENDS -
THE SHIPPING MARKET CYCLE VS.
THE SHIP LENDING CYCLE
DAGFINN LUNDE

Member of the Board of DVB Bank
CEO Shipping Division

12:10 FORUM DISCUSSION
between speakers, discussion panel
lists and audience participants on
the following theme:

**CAN WE REALLY PREDICT THE
MARKETS? WHERE TO INVEST YOUR
MONEY TODAY – ANY FRESH IDEAS?**

Discussion panelists:

LORENZO ROSATO
Bravo Tankers

SERGIO PANENI (t.b.c.)
Shipping Manager, Enel Trade SpA

NIKOS VARVATES
President, Naftotrade
STEFANO ROSINA
Managing Director, Premuda Tankers

ANDREA DE SANCTIS

Partner, Sernavimar

MICHELE D'AMATO
President, D'Amato di
Navigazione

RAOUL DE FORCADE
Journalist, Maritime Economics,
IL SOLE 24 ORE

LEONARDO LEMBO
Chartering manager

Deiulemar di Navigazione

13:45 Lunch hosted by **EURASIA**



SESSION 3

THE ITALIAN EXPANSION

Session chairman:
STEFANO ROSINA
Managing Director
Premuda Tankers

14:00 **CHIARA DE POLI**
Managing Director
AR.CO.IN. SpA

14:10 **ANGELO D'AMATO**
CEO, Perseveranza SpA

14:20 Speaker to be announced

14:30 FORUM DISCUSSION
between speakers discussion
panelists and audience participants.

Discussion Panelists:

ANTONIO ZACCHELLO
Managing Director

Motia Compagnia di Navigazione
DAGFINN LUNDE

Member of the Board of DVB Bank
CEO Shipping Division

UGO SALERNO

CEO RINA

FABRIZIO VETTOSI

Head of M&A Advisory Division –
Milan - EFIBANCA

ANTONY ZOLOTAS

Managing Director, Eurofin

FRANCESCO S. LAURO

Managing Partner

Studio Legale Lauro

MARIA GLORIA GIANI

President, Wista italy

15:10 break hosted by **CONFITARMA**



CONFITARMA

Confederazione Italiana Armatori

SESSION 4

THE ITALIAN MARITIME CLUSTER

Session chairman:

UGO SALERNO

CEO, RINA

15:30 SHIPBUILDING

CORRADO ANTONINI

Chairman, Italian Maritime
Cluster/ Federazione de Mare
Chairman, Fincantieri

15:40 PORTS & TERMINALS

FRANCESCO NERLI

President, Assoport (Italian Ports
association) and Chairman, Port
Authority of Naples

15:50 THE NEW WORLD OF KPI IN SHIP
PING: THE IMPORTANCE OF DATA

GIAMPIERO SONCINI

CEO, SpecTec Group

16:00 REGASIFICATION TECHNOLOGY
SPEAKER TO BE ANNOUNCED

16:10 NEW TRENDS IN SHIP-BUILDING
INDUSTRY AND THE REQUIREMENT
FOR QUALITY SUPERVISION

SEBASTIANO PORTUNATO

Managing Director, Geneva Office
SeaQuest

16:20 FORUM DISCUSSION between speakers, and audience participants on the following theme:

HOW CREATIVE IS MARITIME ITALY?

SESSION 5

MONEY MAKES THE WORLD GO ROUND

Session chairman:

JOHN GUY

Partner, Merlin Corporate Communications

16:40 ITALIAN OR/AND FOREIGN BANKS?

INGMAR LOGES

Managing Director
HypoVereinsbank, Head of
Global Shipping

16:50 THE PUBLIC AND PRIVATE APPROACH IN THE EQUITY RELATIONSHIPS (OR LIAISONS)?

FABRIZIO VETTOSI

Head of M&A Advisory Division
Milan - EFIBANCA

17:00 GERMANY'S FIRST SHIPPING 'REIT' AND THE ITALIAN MARKET

DR. ANDREAS OPATZ

Managing Director
König & Cie. GmbH & Co. KG.

17:10 PUBLIC EQUITY: WHERE IS THE BEST PLACE FOR ITALIAN SHIPOWNERS TO LIST?

FOTIS GIANNAKOULIS

Fortis Securities LLC (New York)

17:20 THE DERIVATIVES MARKET

PHILIPPE VAN DEN ABBEELE

Managing Director
Castalia Fund Management (UK)
Limited

17:30 FORUM DISCUSSION between speakers, discussion panel lists and audience participants on the following theme:

HOW TO FACILITATE THE ITALIAN MARITIME MIRACLE

Discussion panelists:

ANTONY ZOLOTAS

Managing Director, Eurofin

STEFANO ROSINA

CEO Premuda

CHIARA DE POLI

Managing Director,
AR.CO.IN. SpA

HUGO MODDERMAN

Dolfinance, Agents for DVB Bank
America NV

ANTONIO ZACCHELLO

Managing Director
Motia compagnia di navigazione

ANGELO D'AMATO

CEO, Perseveranza SPA

GIUSEPPE BOTTIGLIERI

President, Giuseppe Bottiglieri di
Navigazione SpA

18:00 CONCLUSIONS by the conference chairman

GIUSEPPE BOTTIGLIERI

President, Giuseppe Bottiglieri
di Navigazione SpA

19:00 DRINKS hosted by

IRI/Marshall Islands Registry



20:00 CONFERENCE DINNER

hosted by **DVB BANK**



MARE FORUM, organisers of the influential Mare Forum conferences, is specialised in conference management, project development and policy marketing.

MARE FORUM's goal is to bring together policy makers and chief executives of the maritime industry in a decisive dialogue and debate, where business strategy and policy-making for today and tomorrow's issues can be realised with optimal results.

MARE FORUM has frequently created groundbreaking and progressive concepts, developing them into conferences on an international level, and drawing world-wide attention. The international conferences of MARE FORUM have attracted the active participation of politicians, governmental officers, policy makers and businessmen, and have resulted in the creation of new policy, effective networks and fresh perspectives of the future.

MARE FORUM collaborates with a large scope of international organisations, and in the process of expanding its research and promoting new projects, maintains an active network of forward-thinking, high-level individuals in a range of sectors.

To view the Mare Forum conferences organised during the last six years please go to:

<http://www.mareforum.com/>



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www.portonuovo.it



WWW.EUROFINGROUP.COM

Eurasia



CONFITARMA

Confederazione Italiana Armatori

Mare Forum:

Maritime Italy 2007

Monday 14 May 2007 - Sorrento-Italy

To register for the conference, please complete this form in PRINTED CAPITALS and return it to Mare Forum by
Fax +31 10 270 9870

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 please contact Mare Forum on telephone +31 10 281 0655 or email info@mareforum.com

Conference Registration Form

Delegates name (Mr /Ms / Mrs) *Circle one*

Last Name

First Name

Company

Job Title

Mailing Address

Postal Code

City

Country

Telephone

Fax

Email

Payment Method

Master Card

American Express

Visa

Credit Card Number

Expiry Date

Safety code (Last 3 numbers on back of card)

Cardholder's Name:

Cardholder's Address:

Conference Fee

Early bird rate

(Book and pay before 10 April 2007)

Euro 750

Full rate

(After 10 April 2007)

Euro 900

Please note we will use only the credit cards method this time and no refund money for cancellations. The conference fee includes conference attendance and documentation, refreshments, luncheon and reception during scheduled breaks in the conference programme.

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.

Conditions

Please read carefully. 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 a confirmation via 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. Please take note that the Visa for the substitute participant must be arranged before the conference.



HILTON SORRENTO PALACE REGISTRATION

MARITIME ITALY 2007
14th May 2007

Please return this form by **April 14th, 2007** 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="checkbox"/> Single room Rear View (Max 38) | Euro 130,00 |
| <input type="checkbox"/> Double room single occupancy rear view | Euro 220,00 |
| <input type="checkbox"/> Double room rear view | Euro 265,00 |
| <input type="checkbox"/> Double room single occupancy front view | Euro 270,00 |
| <input type="checkbox"/> Double room front view | Euro 315,00 |
| <input type="checkbox"/> Executive room single occupancy | Euro 300,00 |
| <input type="checkbox"/> Executive room double occupancy | Euro 345,00 |
| <input type="checkbox"/> Executive room single occupancy Top Floor | Euro 320,00 |
| <input type="checkbox"/> Executive room double occupancy Top Floor | Euro 365,00 |

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 14th, 2007 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 14th, 2007**. 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 _____