

A series of three seminars presented by leading shipping economist Mark Williams, Shipping Strategy Ltd., London.

Two of the seminars will take place in Oslo. The final seminar will take place in London, on the day of the Baltic Exchange Chairman's annual reception where delegates will have an opportunity to network with many of the biggest personalities in shipping worldwide.

Each seminar will include Mark Williams's survey on the subject at hand, smaller group breakouts, full group discussions, and opportunities for networking. Delegates will gain insight and knowledge from each of the seminars individually, though there is a common theme running through them of risk management as a prism through which to view management decision-making in shipping.

Each seminar is made up of 45-minute segments with short breaks so delegates can keep up with emails etc.

Delegates will receive electronic copies of all teaching materials as well as diplomas.

## FIVE TYPES OF RISK IN SHIPPING

Two seminars in Oslo and one in London\*

from 28 March to 10 May, 2023

*\*incl. the Baltic Exchange Chairman's Annual Reception*

### TARGET GROUP

**Anyone with an interest in decision making in shipping & ocean industry.**

This course is designed as a series of interactive, applied, case-based workshops. Participants will have numerous opportunities to contribute and to collaborate with each other.

Anyone with an interest in decision making in shipping, be it investing in or financing tonnage, trading ships in the freight market, or looking for the supposed uncorrelated returns that shipping offers, will find this course a lively introduction to the key themes and variables one needs to understand to make confident decisions.



### THE LECTURER

Mark Williams is the founder of [Shipping Strategy Ltd.](http://ShippingStrategyLtd.com), former Head of Research at Affinity (Shipping) LLP, Braemar Shipping Services Plc, and HSBC Shipping Services Ltd. For more, see overleaf.

### RISKS TO BE DISCUSSED

- POLITICAL RISK
- REGULATORY RISK
- FINANCIAL RISK
- COMMERCIAL RISK
- TECHNOLOGICAL RISK

### VENUE, DATES, TIME & PRICES 2023

Oslo:	Tuesday 28 March	
	Tuesday 18 April	
Times:	Sessions:	10.00–17.00
	Lunch:	13.00–13.30
	Mingling:	17.00–18.30
London:	Wednesday 10 May	
Times:	Lunch:	12.00–13.00
	Sessions:	13.00–17.00
	Mingling:	17.00–18.30
Members:	NOK 6,000 per module	
Others:	NOK 8,500 per module	
All modules: NOK 15,000/20,000		

*Tuition fee does not include travel costs to London, but all food & drinks are included.*

**REGISTRATION** by mail to

[post@shippingoffshorenetwork.no](mailto:post@shippingoffshorenetwork.no)

[www.shippingoffshorenetwork.no](http://www.shippingoffshorenetwork.no)

# 5 TYPES OF RISK IN SHIPPING

A new seminar series in Oslo and London

The Shipping Academy. By Shipping & Offshore Network



## **SEMINAR ONE, PART ONE: POLITICAL RISK**

The consequences of quantitative easing: is Monetarism dead?

Currencies, commodities and shipping

Beyond BRICS: The rise of Eurasia

We are all Chinese now: The Belt & Road Initiative

Deglobalisation: Where are the future loci of demand?

## **SEMINAR ONE, PART TWO: REGULATORY RISK**

IMO 2030: Where are we and where are we going?

Ballast water and Hong Kong recycling: Effects on depreciation

The 2050 carbon challenge: What ships should be build in the next 30 years?

Associations and institutions: Making shipping the guardian of the seas

## **SEMINAR TWO, PART ONE : FINANCIAL RISK**

Rise of the lessors: How to fund your ship

ESG & the Poseidon Principles: funding your eco-vessel

Corporatisation and consolidation: Goodbye to mom and pop?

Asset Price Risk: Measuring the cycle, picking your moment

## **SEMINAR TWO, PART TWO: COMMERCIAL RISK**

Freight income management: Should you?

Reputation risk: When the shit hits the fan.

Know your counterparty: Innovations in due diligence

Price reporting agencies: The more, the merrier?

Tracking cargoes vs counting fixtures: Validating and verifying data

## **SEMINAR THREE (LONDON): TECHNOLOGICAL RISK**

Industry 4.0: Its effect on global manufacturing and logistics

The Internet of Things (IoT): Opportunities from the connected fleet

Capacity optimisation: What will it do to freight markets?

All I want for Christmas is Youtube: Should shipowners invest in start-ups?

## **MORE ABOUT THE LECTURER**

Mark Williams is the owner, founder and Managing Director of Shipping Strategy Ltd. in London. He advises clients around the world on shipping and financial market developments, assisting them with shipping investment and chartering decisions.

During more than 25 years in shipping, Mark has led numerous advisory projects on the dry bulk, tanker, container, gas, offshore, Ro-Ro, multi-purpose, ship-building and ship recycling sectors. He has experience of startups and of designing and delivering online multimedia content systems.

Mark is a regular speaker at international shipping industry conferences. He presents the Ship.Energy podcast, covering shipping's path to zero carbon. He is a published author of dozens of articles on shipping and energy. A course director for Lloyd's Maritime Academy and a guest lecturer at several universities, Mark has held board positions since 2015 and senior management positions since 2009.



Before founding Shipping Strategy Ltd, Mark enjoyed these roles: Managing Partner, Affinity Research and board member Affinity (Shipping) LLP (2015-18); Group Research Director and Business Development Director, Braemar Shipping Services Plc (2010-2015); Director of Consultancy, Maritime Strategies International (2009-2010); Director of Consultancy at HSBC Shipping Services Ltd (2002-2009); Analyst and Head of Operational Research, MRC Business Information Group in Oxford and its parent company, Informa Plc, (1996-2002).