

Freight Market Forum Athens

FRIDAY 16 JUNE 2017, YACHT CLUB OF GREECE



The Baltic Exchange and FFA Brokers Association invite you to a forum and lunch at the Yacht Club of Greece.

The Greek market has always been at the heart of the Baltic Exchange. During this important maritime week, we are delighted to invite members and the wider shipping community to hear about exciting new Baltic services and how they're being developed to create a better, more responsive Exchange. Alongside an overview of routes, indices transitions and proposals for new benchmarks, we'll also highlight changes to our data policy and how these will affect data users.



The FFABA will open the forum offering attendees a free workshop lead by leading academic, Nikos Nomikos, who will cover the basics for owners and charterers looking to hedge their freight rate volatility, adding practical implications and examples of executing and running an FFA book. A panel of experts from both FFA and physical markets will join a panel discussion between these two sessions, giving their expert view on the dry cargo market and how they see the medium-term freight market evolving.

Session 1

10.00 Registration

10.15 FFABA FFA Workshop: An introduction to Hedging Freight

A masterclass on how to use the FFA market to lock-in future vessel earnings or charterer freight costs as well as manage basis risk with your physical exposure to freight rate volatility.

- ▶ **Prof. Nikos Nomikos** – CASS Business School
- ▶ **Duncan Dunn**, Senior Director – SSY Futures

Session 2

11.15 Coffee

11.40 Panel – Peering into the Future

- ▶ **Petros Doukas**, President – Capital Partners S.A.
- ▶ **Vassilis Karakoulakis**, Freight Derivatives Broker – Clarksons Platou Futures
- ▶ **Rocco Ferrajina**, Director Freight Investor Services
- ▶ **Phoebus Kaloudis**, Director of Business Development – AM Nomikos
- ▶ Moderator: **Robin King**, Head of Marketing – The Baltic Exchange

12.20 The Baltic – your Exchange; new outlook, new services

Freight Market Benchmarks – Route review and proposals being considered

- ▶ **James Pendered**, Head of Freight

Baltic Services and changes

- ▶ **Robin King**, Head of Marketing

13.00 Lunch on the Terrace

Venue: Ναυτικός Όμιλος Ελλάδος 18 Karageorgi, Microlimano, Athens, 185 33

Please RSVP by 8 June to Marketing@balticexchange.com