

## Maritime Security Event

On Wednesday 30 of November 2016 at the premises of HSBA, the HSBA Maritime Lounge took place that addressed the complicated topic of: Unknown Risks - Uncountable Impact; Experts Unveil Maritime Security. The event was supported by [SKULD](#), [LISCR](#), [DNV-GL](#), [DIB](#) and [SPNH](#). Mr. Jens Michael Pries of [SKULD](#) P&I Club and Mr. Falco Bielefeld of [DIB](#) enlightened us on issues related to insurance and 'how to' as related risks are 'transferred' to their organisation from their clients. Mr. Carsten Gierga of [LISCR](#), provided us with interesting input and feedback from the point of view of the Flag; he reminded all that the Libe-

rian Flag has proactively worked with the industry towards better operational preparedness and results. Mr. Jan Hinnerk Haul of [DNV-GL](#) introduced the audience to the new set of threats, the cyber-threats. He explained the vulnerability of our ships and shore systems in a wired economy and all means available to the potential violators. Finally, Mr. George Kiourktsoglou of the [University of Greenwich](#), a leading expert in the security field, provided insights on current geopolitical and geostrategic threats. The event was attended by almost 80 invitees who also enjoyed beer and pretzels at the end of the discussion!



## Executive Education Seminars for the Maritime Sector

HSBA offers a range of executive education seminars focusing on maritime topics. This Spring we offer the following short seminars which focus specifically on topics within the field of Maritime Economics and Business. The seminars deal with current challenges in the fields of maritime economics and ship management due to the regulatory framework and the evolution of the maritime markets.

Seminars include:

### *Tramp Shipping Analysis*

Participants will gain advanced knowledge in the field of tramp shipping economics. Concepts such as 'shipping cycles' and 'slow steaming' will be scientifically explained and clarified. This seminar will take place on 15 May 2017 from 9:45 to 16:45.

### *Liner Shipping*

The aim of this seminar is to scientifically explain and clarify the evolution of liner

## In This Issue...

- Maritime Security Event
- Executive Education for the Maritime Sector
- Presentation of the SF Book in Shanghai

## HSBA Summer School on CSR Management

*The 4<sup>th</sup> HSBA Summer School on Corporate Social Responsibility in a Globalised World from 31 July to 11 August 2017 offers students a unique chance to discuss current issues and future trends in the field of business ethics with peers from around the world as well as with high profile lecturers, key note speakers and business representatives. They develop theoretical and analytical skills related and get the chance to build a personal network with leading experts in this field. More information [here!](#)*

## Opening of the Elbphilharmonie in Hamburg

*Another reason to come by and visit Hamburg as soon as possible: The [Elbphilharmonie](#) was finally inaugurated and is the new attraction of the city! It accommodates two concert halls, a hotel and residential apartments as well as the public plaza that offers great views over the Hanseatic city. With its spectacular structure it gives all concertgoers an optimal listening experience from each seat. Come by and check it out!*

shipping as well of the related theoretical approach. Modern decision-making is explained through illustrative numerical examples. The role of the port is also analyzed. This seminar will take place on 16 May 2017 from 9:45 to 16:45.

*Quality and Performance of Ship Management*

The aim of this seminar is to introduce the participants into the contemporary challenges of ship management and provide insight into techniques used by the leading operators or asked by top-tier customers. This seminar will take place on 18 May from 9:45 to 16:45.

*Acquisition of Tonnage*

Topics of high importance for the com-

mercial success of maritime projects are discussed in this seminar. The analysis covers all asset markets, i.e. the markets of newbuildings, second-hand ships, demolition, and discusses all relevant templates used widely and extensively in the market. This seminar will take place on 19 May from 9:45 to 16:45

For further details, please see the flyer attached. If you would like to find out more about our Executive Education training or if you would like to learn more about our tailor-made training possibilities, please feel free to contact Ms Paulien Staal via e-mail at [Paulien.Staal@hsba.de](mailto:Paulien.Staal@hsba.de) or via phone at +49 40 36138-955.

## Presentation of the SF Book in Shanghai

In January 18, 2017, a lecture on ship finance was held in lecture hall of Shanghai International Shipping Institute (SISI). Dr. Jin Hai, Partner of North China Shipping Fund, and Prof. Schinas of the HSBA, were invited to present their views on the challenges ship financiers face at the dawn of a new era, an era full of many uncertainties. Schinas highlighted the challenges of decarbonisation and of attractive yields along with the increasing importance of PRC in the global web of relations, particularly in the intertwined services of ship financing and shipbuilding. Dr. Hai focused mainly on the alternative financing that will be

determined by the associated credit and market risk. He also pointed out that the strategies selected by financial institutions are dictated by the market downturn and high inflation. Each “alternative” capital provider has a specific set of criteria, which the shipowner should understand first before selecting the appropriate source. The session was concluded with the presentation to the public of the Chinese version of the HSBA Handbook on Ship Finance. Dr. Hai translated the book in Chinese and so far the experts’ community in the Chinese-speaking markets received this work very warmly.



## Pre-announcement: 10<sup>th</sup> Anniversary of the Hanse Boat Race

On 22 April the traditional rowing competition between the Jacobs University from Bremen and HSBA will take place for the tenth time and our rowers from HSBA have the chance to build up their lead to 7:3. With the race, both universities from Hanseatic cities want to demonstrate their special relationship and the sporty competition between them. You can find more information [here!](#)

## Enrolment

The MBA Shipping programme is open to applicants with an academic background. With our mentoring programme carried out together with the VDR (e.g. German Shipowners’ Association) and the focus on business development, we offer a unique programme with many possibilities for networking. The application process consists of seven steps; an additional Entrance Examination can be added, if applicable. For further information please visit the [MBA Shipping website!](#)



**Prof. Dr. Orestis Schinas**  
HSBA  
Alter Wall 38  
D-20457 Hamburg  
Tel.: +49 (0)40 36 138 - 738  
Email: [orestis.schinas@hsba.de](mailto:orestis.schinas@hsba.de)  
[www.hsba.de](http://www.hsba.de)