

# Jagmeet Makkar

MSc, HKI Arb, FICS, FRINA, FIMarE(I), MCI Arb, MHKMAG, AFIDRRMI  
Chairman: Institute of Chartered Shipbrokers (ICS), Hong Kong Branch  
Controlling Council Member & Member, Education & Training Committee, ICS  
Chairman: Maritime & Logistics Arbitration Committee, Hong Kong Centre of International Commercial Arbitration (HKCICA)  
Supporting Member: London Maritime Arbitrators Association (LMAA)  
Member: Singapore Chamber of Maritime Arbitration (SCMA)  
List of Arbitrators: Hong Kong International Arbitration Centre (HKIAC)



## Areas of Expertise

- \* Training & Education
  - Commercial
  - Dispute Resolution
  - Technical (focus on project management)
  - Bespoke Soft Skills modules
- \* Dispute Resolution Expertise
  - Charterparty disputes
  - Bill of Lading disputes
  - Technical management
    - Contractual issues arising out of Ship Management Contracts
    - Disputes relating to ship repairs, dry docking, conversions, shipbuilding
    - Ship sale & purchase, ship finance & bareboat leases disputes
- \* Ship Finance & Bareboat Leases Consultant
- \* **Shipping Domain Expert” Maritime Vision 2030 (GoI)**

## Qualifications

- \* Master of Science (Energy Trade & Finance, Cass Business School, City, University of London)
- \* Fellow, Institute of Chartered Shipbrokers
- \* Fellow, Royal Institution of Naval Architects
- \* Fellow, Institute of Marine Engineers (I)
- \* Arbitration Fellow, International Dispute Resolution and Risk Management Institute

## Dispute Resolution Knowledge & Experience

- \* Arbitrator since 2016
- \* Member, Chartered Institute of Arbitrators
- \* Fellow, Hong Kong Institute of Arbitrators
- \* Member, Hong Kong Maritime Arbitration Group
- \* Supporting Member, London Maritime Arbitrators Association
- \* Member, HKIAC List of Arbitrators
- \* Council Member, Hong Kong Centre of International Commercial Arbitration
- \* Chairman, Maritime & Logistics Arbitration, HKCICA
- \* Active Contributor as Memoranda Grader and Arbitrator: Vis East Moot
- \* “Investment Law & Investor – State Mediator Training”: DoJ, ICSID (World Bank), AAIL, Hong Kong

## **Career History**

2002 to date	Training & Development (City University; Hong Kong Polytechnic University, ICS PQE Revision classes, Corporate training modules).
2016 to date	Maritime Arbitrator
2016 to date	Director, Pastiche Holdings Ltd. – Shipbroker (Dry bulk cargo & tonnage)
2016 to date	Director, SkillsPlus Pte Ltd, SkillsPlus Ltd – Ship Finance & Bareboat Lease Consultant, Professional Training & Education (teaching Shipping Disputes & Prevention, Shipping Contracts Management among others)
2015-2016	Master of Science, Energy Trade & Finance, Cass Business School (Corporate Finance, Risk Management & Derivatives, Shipping Strategy, Energy etc.)
2013-2015	Co-Head of Freight and Global Head of Shipping Assets of Noble Chartering (Risk Management, Chartering, Joint Ventures, New Buildings, Bareboat Leases, Sale & Purchase, overseeing third party ship managers)
2007-2013	Chartering, New Building Ordering, Sale & Purchase and Overseeing Technical Management (Owners' Rep.) with Noble Group as Executive Vice President of Noble Chartering
2002-2006	Market Analysis, New Building Ordering and Project Management of Dry Bulk Carriers and Cement Carriers, Ship Sale and Purchase, Technical Management
1995-2002	Technical Manager, New Buildings, Ship Repairs, Cement Carriers Conversion and Operations with KC Maritime
1994-1995	New Building Supervisor for KC Maritime in Samsung, S. Korea
1990-1993	Second Engineer and Chief Engineer on Product Tanker and Dry Bulk Carriers
1988-1990	Indian Railway Service of Mechanical Engineers
1977-1988	Marine Engineering Education, World-wide sea-going service as Engineer Officer on Dry Bulk Carriers, Crude and Product Tankers, OBOs, Passenger Cruise Ship, Container Ships

## **Awards**

- \* 1981, President's Gold Medalist in Marine Engineering; Institute of Naval Architect (EZ) Gold Medalist, Narottam Morarjee Prize (Stood first in all 4 years in DMET)
- \* 1987, Indian Railway Services of Mechanical Engineers: PGM (Gold Medalist)
- \* 2016, Cass Business School, *First Class First* with distinction in MSc (Energy Trade & Finance)
- \* 2016, Life Time Honorary Member – Beta Gamma Sigma Society, USA
- \* 2017, Exemplary Multi-Faceted Professional of the Year 2017, Sailor Today Awards

## **Language**

Fluent in English.

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Profile: [Jagmeet Makkar](#)

December 2020

## Jagmeet Makkar

- ❖ Pastiche Holdings / SkillsPlus / Portrans International
  - ❖ Professional Training; Consultancy; Shipbroking; Maritime Registrar; Maritime Arbitration
- ❖ Cass Business School Sept 2015 – August 2016
  - ❖ **Energy, Trade and Finance, Derivatives, Options Pricing, Corporate Finance, Oil & Gas Logistics and Management, Energy Project Investment Finance, Advance Quantitative Methods**
- ❖ Noble Chartering Jan 2007 – June 2015
  - ❖ Chartering, New Buildings; Sale & Purchase; Market Analysis and Ordering Ships; Long Term Contracts (Cargoes & Ships); Hedging & Risk Management; Joint Ventures and Overseeing Owners Technical team
- ❖ KC Maritime: June 1990 – Jan 2007
  - ❖ Technical management; New Buildings; Conversions; Market Analysis and Ordering Ships; Chartering; Sale & Purchase; Long Term Contracts, Development (Cement Carriers)
- ❖ IES: Indian Engineering Services 1988 Batch [IRSME: Indian Railway Service of Mechanical Engineers]
- ❖ New Building Supervision 1994-1995, KC Maritime / Samsung
- ❖ Sailed till 1993 with a two year break from 1988-1990 (Indian Railways)
- ❖ Marine Engineering [DMET] 1977 – 1981

## Professional Memberships

- ❖ **FICS** Fellow, Institute of Chartered Shipbrokers  
*Chairman, Institute of Chartered Shipbrokers, HK Branch.*  
*Member, Controlling Council*  
*Member, Education & Training Committee*
- ❖ **HKCICA** *Council Member, Hong Kong Centre of International Commercial Arbitration*  
*Chairman, Maritime & Logistics Arbitration*
- ❖ **FRINA** Fellow, Royal Institute of Naval Architects
- ❖ **FIMarE(I)** Fellow, Institute of Marine Engineers (India)
- ❖ **FHKIArb** Fellow, Hong Kong Institute of Arbitrators
- ❖ **HKMAG** Member, Hong Kong Maritime Arbitrators Group
- ❖ **MCIArb** Member, Chartered Institute of Arbitrators
- ❖ **AFIDRRMI** Arbitration Fellow, International Dispute Resolution and Risk Management Institute
- ❖ **LMAA** Supporting Member, London Maritime Arbitrators Association
- ❖ **SCMA** Member, Singapore Chamber of Maritime Arbitration
- ❖ **HKIAC** List of Arbitrators, Hong Kong International Arbitration Centre

## Industry Interaction & Publications

- ❖ Regular contributor to various magazines and industry bodies such as eMarina, Seaview, Sailor Today, Bimco Review, Marine Engineers' Review etc.
- ❖ Regular speaker in international conferences such as Dry Shipping Summits, Marine Money, Coaltrans, Intercem, India Shipping Summit, Knect365, ACI (Active Communication International) etc.
- ❖ Technical Committees (Past member)
  - ❖ Lloyd`s Register of Shipping
  - ❖ Class NK
- ❖ Participated in Government's initiatives:
  - ❖ Shipping Consultative Committee
  - ❖ Maritime & Aviation Training Fund
  - ❖ Hong Kong Maritime Forum
  - ❖ **Maritime Vision 2030 (India)**
  - ❖ **Working on Arbitration Centre and Insurance Projects for Government of India**

## Awards

- ❖ “**Exemplary Multi-faceted Professional of the year**”: [Sailor Today Awards 2017](#)
- ❖ **Channoil Consulting Prize**: Best-Performing student, **MSc Energy, Trade and Finance** in 2015-16: **Cass Business School - City, University of London** [**First Class First with distinction** in STF/ETF Cohort].
- ❖ **PGM**: Indian Railways, IES 1988 Batch
- ❖ 5<sup>th</sup> Rank in India in **IES (Indian Engineering Services), UPSC** examinations
- ❖ **Shri Hormus ji Khurshed ji Bhabha Memorial Prize for Standing First in Class 1 (Motor)** exams in the year 1987
- ❖ First Class First with distinction in the **DMET Batch 1977-81** (Marine Engineering)
  - ❖ **President’s Gold Medal**
  - ❖ **Institute of Naval Architect’s (EZ) Gold Medal**
  - ❖ **Narottam Morarjee Prize**

**Jagmeet Singh Makkar**  
**Academic Awards and Certificates since Secondary Education**

Date	Institute/Examining authority	Award Name	Background
2017	Cass Business School, City: University of London	Channoil Prize	For securing first position with Distinction in Masters Degree (Energy Trade & Finance)
2017	Beta Gamma Sigma Society, United States of America	Life time membership	For obtaining a place in top 10% of the Masters Programs
2005	Chartered Institute of Arbitrators	Highest Marks	For securing highest marks in the membership examinations
Aug-99	Institute of Chartered Shipbrokers, UK	Dolphin Maritime Award	For obtaining highest marks (worldwide) in "Law of Carriage of Goods by Sea" conducted by the Institute of Chartered Shipbrokers, UK.
Jun-93	Lloyd's Register of Shipping	Certificate of Authorization	By Lloyd's Register of Shipping - for carrying out surveys onboard the vessels as a Chief Engineer.
Feb-90	Ministry of Railways, India	Best Performance Certificate	For best performance during the year 1989 at the "Indian Railway Institute of Mechanical and Electrical Engineers" in the Professional Course.
Jan-90	Ministry of Railways, India	Principal's Medal	For standing first with distinction in the Foundation Course at the Railway Staff College, Baroda.
Dec-89	Parliamentary Studies and Training (Lok Sabha Secretariate), India	Certificate of Orientation	For attending the appreciation course in Parliamentary Processes and Procedures organized by the Bureau of Parliamentary Studies and Training (Lok Sabha Secretariat).
Mar-88	Ministry of Shipping and Transport, India	Shri Hormusji Kurshedji Bhabha Memorial Prize	Silver medal for obtaining highest marks in all the examinations conducted in the year 1987 towards "Certificate of Competency - Class 1 Motor by Ministry of Transport".
1981	Ministry of Shipping and Transport, India	Various Awards and Certificates	Having secured the highest marks in a number of Groups and subjects, certificates and cash prizes awarded. A copy of the Final Passing Out report is attached.
1981	Institute of Naval Architects (East Zone)	Institute of Naval Architects (East Zone) Gold Medal	For obtaining highest marks in the Naval Architecture and Ship Construction during the four years of engineering.
1981	Ministry of Shipping and Transport, India	President's Gold Medal	Adjudged for showing the exemplary devotion to duty and qualities to become the finest Marine
1981	Ministry of Shipping and Transport, India	Narottam Morarji Prize	First Class First in the Final Year of Engineering (DMET) with 83.3% marks - a record in the 28 years of the
1980	Ministry of Shipping and Transport, India	First Class First Certificate	Third Year of Engineering (DMET)
1979	Ministry of Shipping and Transport, India	First Class First Certificate	Second Year of Engineering (DMET)
1978	Ministry of Shipping and Transport, India	First Class First Certificate	First Year of Engineering (DMET)
1977	Punjab University, Chandigarh	Roll of Honour, DAV College, Punjab University	For securing 1st position in Mathematics and Physics during the Pre-Engineering examinations in 1977 in the University.
1976	Central Board of Scondary Education, New Delhi	Certificate of Honour	For securing 3rd Position in the Central Board of Secondary School examinations for Higher Secondary
1975	Central Board of Scondary Education, New Delhi	Certificate of Honour	For securing 5th position in the Central Board of Secondary School examinations for Secondary (Equivalent of GCSE)

**List of Publications**

**Institute of Marine Engineers**

Date	Title	Remarks
Mar-94	Performance Analysis of a 12 year old vessel.	
Feb-99	Cropping of Propeller Blades - Effect on Engine performance and Vibrations	
Oct-99	Speed and Fuel Consumption Warranties in Time Charterparties	
Oct-04	Meeting the Challenges of Maritime Training (Reprint)	
Nov-04	Understanding Basics of Shipping Markets - Supply and Demand Model - Part 1	
Nov-04	Corrosion Prevention - A Personal View Point	
Dec-04	Understanding Basics of Shipping Markets - Supply and Demand Model - Part 2	
Jan-05	Market Players in Shipping	
Feb-05	Anatomy of Charterparties - Part 1	
Mar-05	Anatomy of Charterparties - Part 2	
Apr-05	Anatomy of Charterparties - Part 3	
May-05	Revisiting Speed and Fuel Consumption warranties in Time Charterparties	
Jun-05	Ship Registration	
Jul-05	Decision - whether to scrap or not	
Aug-05	Meeting Customer Expectations	
Sep-05	Chartering Abbreviations & Terms Made Simple Part I	
Oct-05	Chartering Abbreviations & Terms Made Simple Part II	
Dec-05	Voyage Estimation	
Jan-06	Feedback: Institute of Chartered Shipbrokers	
Feb-06	Bunkers Part I	
Mar-06	Bunkers Part II	
Apr-06	Bunkers Part III	
May-06	Marine Engineer at the Helm	
Jun-06	Bunkers IV	
Aug-06	Bunkers V	
Sep-06	Shipbuilding	
Dec-06	Legal Aspects of Shipping Part I	
Jan-07	Legal Aspects of Shipping Part II	
Mar-20	Legal Aspects of Shipping Part I	
May-20	Legal Aspects of Shipping Part II	
May-20	Negative Oil Prices	
To be completed		
To be completed		
To be completed		

**e-Marina (Royal Institute of Naval Architects: HJJB with IMarest)**

Date	Title	Remarks
2020	Cropping of Propeller Blades and effect on Engine Performance and Torsional Vibrations	Sep 2020 ( <a href="http://www.hkint.org.hk/marina/2020%20eMARINA%20Vol%203.pdf">http://www.hkint.org.hk/marina/2020%20eMARINA%20Vol%203.pdf</a> )

**Journal of Institute of Seatransport**

Date	Title	Remarks
2003	Speed and Fuel Consumption Warranties in Time Charterparties (Reprint)	Seaview 63
2003	Cropping of Propeller Blades - Effect on Engine performance and Vibrations	Seaview 64
2006	Bunkers Part I	Seaview 74
2006	Bunker Part II	Seaview 76
2007	Bunkers Part III	Seaview 77
2007	Bunkers Part V	Seaview 78
2008	Meeting Customer Expectations	Seaview 81
2015	Meeting Customer Expectations (Reprint)	Seaview 111
2016	Market Dynamics Part I	Seaview 113
2016	Market Dynamics Part II	Seaview 114
2016	Oil Prices: Fiscal Breakeven & Market Forces	Seaview 115
2017	Market Dynamics Part III	Seaview 116

**Sailor Today**

Date	Title	Remarks
Aug-05	Commercial Aspects of Shipping	
Sep-05	Market Dynamics Part I	
Oct-05	Market Dynamics Part II	
Nov-05	Market Dynamics Part III	
Dec-05	Meeting Customer Expectations	
Jan-06	Market Players	
Feb-06	Chartering Practice	
Mar-06	Anatomy of Charterparties Part I	
Apr-06	Anatomy of Charterparties Part II	
May-06	Speed & Consumption Warranties in Charterparties Part I	
Jun-06	Speed & Consumption Warranties in Charterparties Part II	
Jul-06	Ship Scrapping (Summer Break)	
Aug-06	Ship Registration	
Sep-16	Oil Prices: Fiscal Breakeven and Market Forces	
Nov-16	Shipping Markets - Changing Dynamics	
<b>Institute of Chartered Shipbrokers</b>		
2004	Shipping Network (Institute of Chartered Shipbrokers)	
<b>BIMCO Review</b>		
2004	The maritime industry - meeting the challenges of training (Page 171-173)	
<b>Nautical Institute</b>		
Apr-05	Closing the loop - feedback from users modulating the designs	Alert (Nautical Institute)



Industry Presentations			
Updated 3rd December 2020			
	Venue/Organizers	Date	Title
68	International Shipping Conference 2020 (ISCO2020)	27th November 2020	Three Presentations: (1) Maritime Education: Need for Cross-Functional Approach (2) Cropping of Propeller Blades: Effect on Engine Performance & Torsional Vibrations (3) Charterparty Disputes & Prevention: Speed and Consumption Claims (Author & Paper Presenter)
67	Maritime SheEO Conference	23rd November 2020	Challenges in Crew change: Collaboration is key (Moderator)
66	The Hong Kong Polytechnic University	7th November 2020 (coming up)	4 Hours lecture on Finance for Shipping
65	International Maritime Club	28th October 2020 (coming up)	Moderator - The Role of Maritime Bodies in the Post Covid-19 Era
64	TRGCC 2020 Conference	23rd October 2020	Moderator - Port Automation & Digitalisation
63	TRGCC 2020 Conference	22nd October 2020	Moderator - Digitalisation in the Shipping Industry
62	TRGCC 2020 Conference	21st October 2020	Panellist - The Shipping Industry in 2020 and Impacts for Commodities
61	The Hong Kong Polytechnic University	10th October 2020	4 hours lecture on Maritime Economics & Shipping Markets
60	DMET-MERI Singapore: Alumni Association	3rd October 2020	Dollars & Cents, Essential Commercial Knowledge, A Bird's Eye View
59	Institute of Chartered Shipbrokers, Middle East Branch Presentation cum Panel Discussion	4th July 2020	Derivatives - A Double Edged Sword
58	Federation of Indian Chambers of Commerce and Industry	30 June 2020	Business Continuity plan for Indian Maritime Sector and Path to Recovery Post COVID-19
57	ShipTek Panel Discussion (Online)	9th June 2020	Revitalization of Maritime Sector - Business Outlook Post Covid-19 Pandemic
56	IIMS Webinar	16th April 2020	Proceed with Caution now and post Covid-19
55	Merchant Navy Officers Association, Chandigarh	2 March 2020	Black Swan Events & Others: Effect on Shipping
54	International Maritime Research Confluence	13-14 February 2020	Developing an Eco System of Shared Value and Collective Impact across Maritime Industry
53	Mumbai Port Trust	12 February 2020	International Shipping: Embracing the Changing Dynamics (Black Swan Events)
52	Gujarat Maritime University, Gandhi Nagar	11 February 2020	International Shipping: Embracing the Changing Dynamics
51	Indian Maritime University, Chennai Campus	10 February 2020	International Shipping: Embracing the Changing Dynamics
50	Baltic - ICS Panel Discussion Hong Kong	5 December 2019	Freight Exposure: Physical & Derivatives Hedging and managing Basis Risk (Moderator)
49	Hong Kong Maritime Week	22 November 2019	Mock Arbitration (Speed & Fuel Consumption Dispute: Preparing the Problem)
48	Hong Kong Maritime Week	22 November 2019	Shipping in Challenging times (Panel Discussion - Moderator)
47	Hong Kong Maritime Week	21 November 2019	Embracing the Changing Dynamics (Presenter)
46	3rd Mare Forum, Hong Kong	20 November 2019	Business Environment, Macro Economics, Regulations and Ship Finance
45	CrewConnect Global, Manila	19 November 2019	A VIEW FROM THE BRIDGE  Building an eco system of shared risks and benefits for ship owners, ship managers and the crew – what is the red thread? (Panellist)
44	Dalian Maritime University (Law School)	29 October 2019	IMO2020: Commercial, Legal and Technical Issues
43	2nd Mare Forum, Dalian (Chinese Era in Shipping)	28 October 2020	IMO2020: Weakest Links and Contractual Issues; Maritime Education
42	Maritime Leadership Conference 15-16 Oct, London	15-16 October 2019	Capacity Building for a National Maritime Economy (Panellist)

41	Hong Kong Polytechnic University	5th Oct, 12th October 2019	Teaching Shipping Finance, Maritime Economics & Shipping Markets for ICMS Course
40	Baltic - ICS Lecture Hong Kong	25 September 2019	Maritime Arbitration: time, privacy and cost considerations (Presenter)
39	Shipping Transformation Asia (Global Liner Asia Conference) Singapore	19 September 2019	INDUSTRY PANEL  The Regional Trade Check-in (Panellist)
38	Shipping Transformation Asia (Global Liner Asia Conference) Singapore	17-18 September 2019	An analysis of supply: Bunker fuel availability and impact on freight rates (Panellist)
37	FICCI IMO 2020 Conference, New Delhi	23 July 2019	Conference on Fueling the Maritime Sector: IMO 2020 Regulations & Beyond (Moderator)
36	DRYCON2019 (Shipping Tribune), Mumbai	7 June 2019	Shipping Industry: Bumpy Road Ahead / Chaired three panel discussions and gave a brief presentation
35	Knowledge Seminar (Symposium), Mumbai	20 March 2019	Research & Analysis in Shipping at Global Level
34	24th Maritime HR and Crew Management Summit ACI, Singapore	13-14 March 2019	Chairing the Conference on day 1, moderating two panels and giving a presentation on IMO 2020 New Regulations
33	HongKong Maritime Week (on behalf of ICS)	November 2018	Impact of New Regulations: Dilemma for Shipowners & Managers
32	ICS Open Day, Hong Kong	September 2018	Impact of Tariffs on Shipping
31	Shipping2030 Asia Singapore	September 2018	Looking to the future I CSR and Sustainability for 2020 and beyond
30	Shipping2030 Asia Singapore	September 2018	Examining sustainability challenges for the market to quantify the operational impact
29	Hong Kong Polytechnic University	September 2018	Teaching Shipping Finance, Maritime Economics, Shipping Markets and Shipping Revenues & Costs for ICMS Course
28	22nd Maritime HR and Crew Management Summit ACI, Singapore	March 2018	Chairing the Conference on day 1, moderating two panels and giving a presentation on need for short staff training
27	ICS/ Baltic Exchange Lectures at SGX, Singapore	November 2017	90 Minutes Lecture on West Looks East
26	Hong Kong Maritime Week	November 2017	Delivered 2 hours lecture on Shipping Dynamics
25	GlobalMET	November 2017	Chaired Panel on Changes in Maritime Training / Readiness for Future
24	Hong Kong Polytechnic University	Sep-Oct 17	Teaching Shipping Finance, Maritime Economics, Shipping Markets and Shipping Revenues & Costs
23	Shanghai Maritime University Law School	October 2017	Shipping Markets
22	DRYCON2017 (Shipping Tribune)	June 2017	"How Horizontal is the Trough": State of Dry Shipping Market
21	ICS Greek Branch Presentation	June 2017	Shipping Markets: Changing Dynamics (Press Release: <a href="http://www.hellenicshippingnews.com/shipping-markets-changing-dynamics/">http://www.hellenicshippingnews.com/shipping-markets-changing-dynamics/</a> )
20	Interdisciplinary Maritime Practices	January 2017	Session on Project Management (Offshore Wind Energy) with focus on China
19	Greek Economic Forum (Posidonia)	June 2016	Global Trade & Greek Shipping
18	8th Annual Marine Money, Hong Kong	March 2015	Moderator: Drybulk Fundamentals
17	2nd Iron Ore and Coal Shipping Summit, Asia	November 2014	Panel Discussion on: (1) Will the current global geopolitical turbulences affect the recovery of shipping markets and increase freight rates; (2) Are the environmental regulations instrumental for shipping innovations or a creation of more problems for shipping recovery.
16	7th International Dry Bulk Summit	September 2014	Presentation titled "How to effectively reduce the shipping cost in a low market"
15	1st Iron Ore and Coal Shipping Summit, Asia	November 2013	Panel Discussion on : Global Trade & Commodities Outlook: Supply & Demand of Iron Ore, Coal & other commodities
14	India Shipping Summit	October 2013	Indian Shipping in Global Trade

13	Shipping Academy	November 2012	Shipping Markets and Ship Operations
12	Coaltrans Asia, Bali Indonesia	June 2010	Panel Discussion: Overview of Asia's Freight Markets
11	Intercecm China	October 2006	Presentation titled – “Dry Bulk Shipping – where are we headed?”
10	Lloyd's Register of Shipping	August 2006	Conducted 2 day Seminar/workshop on “Commercial Shipping & Role of Class” for Lloyd’s Register of Shipping, senior personnel
9	Clyde & Co., Hong Kong	July 2006	Lunch time lecture at Clyde & Co. to lawyers (approved by Law Society of Hong Kong) titled “Prevention is better than Cure – Charterparty Negotiations” (12 <sup>th</sup> July).
8	Asia Shipbuilding	July 2006	Presentation titled “Shipbuilding – Meeting Customer Expectations – a Ship owner’s perspective”.
7	Intercecm London	June 2006	Presentation titled “Shipping Market – Fundamentals”.
6	Intercecm Marrakech	February 2006	Presentation titled “Will the Roller Coaster come to an end?”.
5	Cemtech, Dubai	February 2006	Presentation titled “Will the Roller Coaster come to an end?”.
4	Intercecm Asia at Delhi (International Cement Conferences)	September 2005	Presentation on “Shipping Markets” titled “Shipping Markets – wishing for a Jean Dixon”.
3	Company Seminar, Mumbai	October 2004	(1) Asset Management, (2) Customer Expectations
2	Ship Finance Forum, Shanghai (Marine Money)	October 2004	Panel Speaker - title "To what extent can China control the ownership and financing of ships owned by China’s ship- owners, with circa 60% of Chinese vessels being under foreign flags and financed by foreign entities"
1	Enviroseries 2002 - Water and Marine Pollution, Hong Kong	September 2002	Pollution Regulation of International Shipping

LIST OF PROGRAM CONDUCTED IN Sept. 2017 - December 2020			
	Program Name	Date	Place
51	Ship Finance & Investment Decision Making (Online)	12th & 19th December 2020 (3.5 hours each)	Conducted from Hong Kong for participants from Hong Kong and Overseas.
50	Technical & Operations Knowledge for Commercial Managers (Online)	28th Nov & 5th Dec 2020	Conducted from Hong Kong (On-line)
49	Commercial Management (Module 3 & 4)	24th & 25th November 2020	Portline Masters, Chief Officers, Chief Engineers & Second Engineers
48	Commercial Management (Module 1 & 2)	18th & 19th November 2020	Portline Group Masters & Chief Officers
47	Shipping Contracts Management & Introduction to International Arbitration	13-17th October 2020	Conducted from Hong Kong for participants from Hong Kong and Overseas (A Joint Program with CIArb, EAB)
46	Shipping Risk Management & Derivatives (An Applied Approach)	23rd & 24th September 2020	Conducted from Hong Kong for participants from Hong Kong and Overseas.
45	Commercial Management for Master Mariners	21st & 22nd September 2020	Online program for Anglo Eastern Master Mariners (42)
44	Practical Dry Cargo Chartering	21st & 22nd August 2020 (3.5 hours each)	Conducted from Hong Kong for participants from Hong Kong and Overseas.
43	Essential Commercial Knowledge for Shipping Professionals (Online)	4th - 6th August 2020 (3.5 hours each)	Conducted from Hong Kong for participants from Hong Kong and Overseas.
42	Shipping Disputes & Prevention (Online)	3rd - 5th August 2020 (3.5 hours each)	Conducted from Hong Kong for participants from Singapore, Sofia, Hong Kong and Overseas (Mainly for Louis Dreyfus with 10 participants)
41	Ship Finance & Investment Decision Making (Online)	28th & 30th July 2020 (3.5 hours each)	Conducted from Hong Kong for participants from Hong Kong and Overseas.
40	Technical & Operations Knowledge for Commercial Managers (Online)	21st & 23rd July 2020 (3.5 hours each)	Conducted from Hong Kong for participants from Hong Kong and Overseas
39	Shipping Disputes & Prevention (Online)	2-3rd July 2020 (3.5 hours each)	Conducted from Hong Kong for participants from Hong Kong and Overseas (Mainly for Pacific Basin with 13 participants)
38	Shipping Contracts Management (Online)	16-18-22-24 June (3.5 hours each day)	Conducted from Hong Kong for participants from Hong Kong, Singapore, India and Qatar.
37	Ship Finance & Investment Decision Making	5th March 2020	Dubai, UAE (Jointly with Institute of Chartered Shipbrokers, Middle East Branch)
36	Shipping Disputes & Prevention	22nd February 2020	Chennai, India
35	Ship Sale and Purchase	20-21 February 2020	In-House program for Sanmar Shipping, Chennai, India
34	Ship Finance & Investment Decision Making	15th February 2020	Mumbai, India
33	Advance Ship Sale & Purchase	2nd November 2019	Hong Kong
32	Shipping Contracts Management & Introduction to International Arbitration	19-21 September 2019	Hong Kong (Jointly with Chartered Institute of Arbitrators, East Asia Branch)
31	Shipping Risk Management & Derivatives (An Applied Approach)	16th September 2019	Singapore
30	IMO 2020 Low Sulphur Regulation: Challenges & Opportunities	27th July 2019	Delhi, India

29	Shipping Disputes & Prevention	8th June 2019	Mumbai, India
28	IMO 2020 Low Sulphur Regulation: Challenges & Opportunities	6th June 2019	Mumbai, India
27	Shipping Disputes & Prevention (Charterparties, Bill of Lading and Bunkers)	3rd June 2019	In-House program for V-Ships for Shore Staff, Masters and Chief Officers
26	Essential Commercial Knowledge	30th May 2019	Hong Kong
25	Shipping Disputes & Prevention	3rd May 2019	Singapore
24	Shipping Disputes & Prevention	9th April 2019	Delhi, India
23	Shipping Disputes & Prevention (Charterparties, Bill of Lading and Bunkers)	18th March 2019	In-House program for Anglo-Eastern Ship Management for Shore Staff, Masters and Chief Officers
22	Basic Ship Sale & Purchase	12th March 2019	Singapore
21	Shipping Contracts Management & Introduction to International Arbitration	7-9 March 2019	Hong Kong (Jointly with Chartered Institute of Arbitrators, East Asia Branch)
20	Shipping Risk Management & Derivatives (An Applied Approach)	22 February 2019	Singapore
19	Essential Commercial Knowledge	14-15 February 2019	Hong Kong
18	Shipping Risk Management & Derivatives (An Applied Approach)	21-22 January 2019	Hong Kong
17	Shipping Markets and Dry Cargo Chartering	14-15 January 2019	In-House Program for TATA International
16	Ship Sale & Purchase	6-7 December 2018	Hong Kong
15	Practical Dry Cargo Chartering	25-26 October 2018	Hong Kong
14	Shipping Disputes & Prevention (Charterparties, Bill of Lading and Bunkers)	8 <sup>th</sup> October 2018	Dubai, UAE
13	Shipping Risk Management & Derivatives (An Applied Approach)	7 <sup>th</sup> October 2018	Dubai, UAE
12	Charterparty Disputes & Prevention	31 <sup>st</sup> August 2018	Delhi, India
11	Charterparty Disputes & Prevention	20 <sup>th</sup> August 2018	Mumbai, India
10	Practical Dry Cargo Chartering	16-17 August 2018	Singapore
9	Essential Commercial Knowledge	9 <sup>th</sup> August 2018	Hong Kong
8	Shipping Contracts Management & Charterparty Disputes & Prevention	24-25 June 2018	Dubai, UAE
7	Shipping Contracts Management & Introduction to International Arbitration	7 – 9 June 2018	Hong Kong (Jointly with Chartered Institute of Arbitrators, East Asia Branch)
6	Charterparty Disputes & Prevention	3 May 2018	New Delhi, India
5	Shipping Contracts Management	21-22 March 2018	Singapore
4	Charterparty Disputes & Prevention	8 March 2018	Mumbai, India
3	Shipping Contracts Management & Introduction to International Arbitration	11 – 13 Jan 2018	Hong Kong (Jointly with Chartered Institute of Arbitrators, East Asia Branch)
2	Ship Sale & Purchase (Learning through case studies)	21st October 2017	Hong Kong
1	Ship Sale & Purchase for Ship Managers	19th September 2017	In-House program for Anglo-Eastern Ship Management for Superintendents and Managers in Hong Kong