



European Tugowners Association

**ETA 2nd Autumn Conference
Rotterdam 7th November 2019**

Business Models for the future - how the port tug sector can learn and adapt to pan industry trends

Objective

The conference will attempt to have a look at current business models and analysis if there has been a change, en par with innovation and industry pressures, in the way business is done. The Conference shall also have a look at other business models in the maritime industry and parallel sectors that have proven to be successful, so as to draw learning lessons from these scenarios.

Programme

10.00 -10.10

Welcome and introduction by Chairman Kimmo Lehto

10.10 – 10.30

Presentation of the study on the current economic data on the tug sector – Ecorys

10.30 – 11.00

Alec Laing (ACL Shipbrokers). *Overview and introduction to the theme*

11.00 – 11.30

Ewout Mante (Digital transformation consultant). *Disruption in the maritime sector*

11.30 – 12.00

Prof. Hercules Haralambides (Erasmus University of Rotterdam). *The way the future looks from a maritime business management perspective.*

12.00 – 12.30

Arnstein Eknes (DNV GL). *How business models will need to change in the future*

12.30 – 12.45

Closure by the Chairman Kimmo Lehto

12.45

Lunch