



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

9.30 - 10.00

Registration

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. Q&A.

10.30 - 11.00

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

11.00 - 11.30

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

11.30 - 12.00

Marten van den Bossche (Ecorys). *The way the future looks from a maritime business management perspective.* Q&A.

12.00 - 12.30

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

12.30 - 12.45

Closure by Alec Laing (ACL Shipbrokers)

12.45

Lunch