



“Hedging Losses & English Law” guidance for Shipping Professionals

16th June 2022, 6pm to 7.30pm HKT including Q&A

Panellists



Alessio La Rosa
Global Head of Freight
COFCO International
Geneva

Iain Sharp
Partner
Hill Dickinson, Singapore

Sarah Hunt
Partner,
Holman Fenwick Willan
Geneva

Capt. S.R. Patnaik
CEO
ISL FZE, Dubai

Moderator



Jagmeet Makkar
Chairman, Institute of Chartered
Shipbrokers, HK, IMEI Chair, IMU
Director, SkillsPlus

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Alessio La Rosa, FICS

Mr Alessio La Rosa is the Global Head of Freight COFCO International Freight SA, Geneva. He holds a very responsible position in a global Agri Business with more than 11,000 employees in 35 countries. He has worked for COFCO for the past 13 years and has made major contribution to the success of the company. In 2015, when Cofco bought over the Agri business from the Noble Group, Mr. La Rosa set up the Cofco International SA's freight department, demonstrating his organisational and leadership skills. During this period, he achieved a trade book of more than 50 million tons and contributed substantially to the Freight's bottom line. Prior to that Mr. La Rosa started Noble Group, then a Fortune 500 Group and made his mark in Group, starting as a chartering manager in Noble Grains and then growing quickly, in less than 4 years to the Director of Noble Chartering SA. He was awarded the "best performer on the freight desk" for not only his own performance but developing his team with almost no staff turnover. He also has worked for worked with Louise Dreyfus Commodities SA for more than 10 years holding different positions, the final of which was freight trader.

Sarah Hunt

Sarah is a Partner at HFW's Geneva office. She acts for a range of trading companies, charterers and owners in shipping and international trade disputes. Her work involves petroleum products, gasoil, cement, coal, bitumen, steel and other metals, ethanol and soft commodities. She has particular experience in sale contracts, charterparties, bills of lading, LC / trade finance issues and has been successful in numerous claims involving arbitration or litigation. She advises banks, shipping and trading companies on a range of complex compliance and export control issues focusing on US, EU and Swiss sanctions. Sarah is qualified in New South Wales (Australia) and is registered with the Foreign Section of the Ordre des Avocats de Genève.

Capt. S.R. Patnaik

Capt. Patnaik is the CEO & Director at International Shipping and Logistics FZE, Dubai . He is a Master Mariner with 16 years of sailing experience on various types of ships (Bulk Carrier, Tanker and Container vessels). Rich commercial and operating experience in shore-based Shipping of more than 17 years, a total of more than 33 years of experience in Shipping. Capt. Patnaik is an active participant at various Marine/Logistics Seminars & Conferences. He has been a speaker at several seminars wherein he has shared his vast knowledge with the maritime & logistics industry on various related topics.

Iain Sharp

Iain is a Partner at Hill Dickinson LLP. He has over 20 years' experience of international trade and commodities, shipping and dispute resolution, including alternative dispute resolution. Prior to joining the firm, Iain was Asia-Pacific Head of Legal at a leading international trading house, where his work covered the full spectrum of oil and gas, metals/ores and energy products. Iain regularly advises clients on a broad range of contracts and legal issues (non-contentious and contentious) surrounding the sale and purchase of hard and soft commodities, letters of indemnity, trade sanctions, operational and legal risk management, and trade finance. His dispute resolution experience includes arbitrations under institutional (LCIA, SIAC, HKIAC, LMAA), ad hoc, and trade association rules (including LME, GAFTA and FOSFA). He is a contributing author to *Oil and Gas Trading: A Practical Guide* published by Globe Law and Business

Jagmeet Makkar, FICS

Jagmeet is the IME(I) Chair at the Indian Maritime University and Ambassador, Asia at the Baltic Expert Witness Association. He is an independent maritime arbitrator and an expert witness. His area of expertise includes charterparties, ship sale & purchase, shipbuilding contracts and ship finance in commercial shipping and ship management, ship repair contract disputes. He is a member of the HKMAG, supporting member of LMAA, panel arbitrator of SCMA, China Maritime Arbitration Commission and is on the list of arbitrators of the HKIAC. Jagmeet is the Chairman of the Institute of Chartered Shipbrokers, Hong Kong Branch and Board Director of GlobalMET and WISTA Hong Kong.

