

## Enrico Paglia; Genova, Italy

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Highly analytical research manager with international experience and particular expertise within the shipping sector

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### **University of Genova, Department of Economics, Master Course in Maritime and Port Economics and Management;** Genova, Italy *(Sep 2023 – Present)*

**Adjunct professor, Geography, commodities trading and geopolitics**

- The educational objective is to enable students to understand the flow of main commodities by sea and raise their awareness of geopolitical events as catalysts and inhibitors of volumes.
- Geography - Elements of physical and political geography, geographical regions, OECD countries, developing countries and BRICS. The climate and seasons, tides, navigation on lakes, rivers and canals.
- Commodities trading - Main commodities: oil, refined products, natural gas, grains, coal and iron ore. Volumes, major exporting and importing countries, routes, channels. Concrete examples of the effects of geopolitical events. Focus on energy: OPEC, Russia, USA, European Union, India and China. Roles of major players: shipowner, charterer and maritime broker.
- Decarbonization, the future of globalization and Chinese decoupling

### **Banchero Costa & C. Spa;** Genova, Italy *(Aug 2013 – Present)*

**Research manager, European desk**

- Provide tailor made presentations and analysis to a wide range of audiences including management, clients (established or prospective) and colleagues, predominantly on the Tanker, Gas, Dry Bulk and Container sectors as well as new regulations affecting market developments
- Provide tailor made consultancy services including strategic analysis
- Demand analysis: commodity trades, their evolution, physical and political drivers
- Supply analysis: fleet developments
- Analysis of endogenous and exogenous variables on maritime trades (sanctions, embargoes, wars, change of regulations)
- Monitor newbuilding, second hand and demolition prices, their trend and evolution
- Monitor freight, spot and period, rates, their trend and returns calculation
- Experience of financial planning analysis
- Cost and benefit analysis
- Management of large databases, data collection and database organization
- Internal training to new recruits (predominantly in chartering and S&P departments) explaining the crucial elements and economics of the shipping industry
- Tutoring and supervision of junior analysts
- Baltic Exchange member and S&P panellist

**Bancosta (UK) Ltd**, London *(Jan 2011 – Jul 2013)*

**Research manager, European desk**

- Temporary assignment in the UK branch to extend the reach of the research department and foster the company culture

**Banchero Costa & C. Spa**; Genova, Italy *(May 2006 – Dec 2010)*

**Shipping analyst**

- Responsible for weekly market reports and other regular publications that cover:
  - crude oil and product trades, dry bulk, containers, derivatives, S&P and most of the commodities related to shipping
- Creation of new reports and improvement of established ones
- Collection and analysis of prices and rates
- Keeping track of orderbooks (particularly challenging considering the booming market at the time)
- Work in a team located into two offices, in Genoa and Beijing
- Heading the research desk in Genova
- Started promoting the company brand and establish new contacts by speaking at conferences in Europe, Middle and Far East; acting as a first point-of-contact to introduce new business relationships between potential clients and in-house brokers

**Banchero Costa & C. Spa**, Genova Italy *(Feb 2005 – Apr 2006)*

**Junior Sale and Purchase broker**

**Four Vanguard Serviços e Navegação Lda**; Perth, Western Australia *(Oct 2004 – Jan 2005)*

**Post graduate experience at the account department**

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**Università degli studi di Genova** *(Sep 1999 – Jul 2004)*

**Bachelor's Degree – Shipping Economics**

**Istituto Arecco** *(Sep 1994 – Jul 1999)*

**High school diploma – Science**

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- **Languages:** Italian (Native); English (Fluent)
  - **Nationality:** Italian
  - **Driving License:** A, B, C, D
  - Regular attendee at numerous shipping and commodity conferences over the past 10 years
  - Extensive business trips throughout Europe, Middle East and Asia, providing exposure to different working cultures
  - Advanced Excel skills (Macros, Pivot Tables, Lookups)