

## **Private and Confidential**

### **FILIPPO LORENZON**

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#### **Summary**

I am a very active, energetic and business-minded dual qualified lawyer and world-renowned researcher in maritime and international trade law. I have made my reputation as an effective and innovative manager during my tenure as Director of the Institute of Maritime Law at Southampton where I doubled the Institute's turnover and tripled its donation income in the course of my tenure. I am a well respected writer and my books and articles are regularly cited in court and arbitration internationally. I am also well known for my considerable and consistent efforts towards internationalization and the approximation of maritime trade law, in particular by 'bridging the gap' between the East and the West which is what led Dalian Maritime University to offer me a research chair in China last year.

#### **Career**

- 9/2018-Present**    **Professor of Maritime and Commercial Law, Dalian Maritime University (PRC)**  
Leading researcher on international maritime, commercial law and English common law. Coordinator of the following Master courses: English and US Maritime Law, The Law of Charterparties and Comparative Port Regulation for Chinese and international students. Although this is mostly a research post, I am heavily involved with the development of DMU's international profile and educational offer at LLB, LLM and executive levels.
- 9/2011-present**    **Campbell Johnston Clark Ltd, London**  
As a consultant in the firm my practice areas are: contract and legislative drafting (hard and soft laws), sale of commodities, carriage of goods by sea, energy and superyacht law. My client base consists mostly of oil majors, wet and dry commodity houses and P&I Clubs from the International Group.
- 9/2014-7/2018**    **Professor of Maritime and Commercial Law, University of Southampton (UK)**  
Director of LLM Programmes with cohorts from 80 to 150 students from up to 42 different jurisdictions. Member of the Faculty Programmes Committee, the Southampton Law School Executive Board and of the Marketing, Research and Internationalisation Board. Coordinator of the following Master courses: International Trade and Carriage of Goods by Sea; designer and coordinator of The Law of Ship Sale and Purchase and Carriage by Air. Active researcher with a full portfolio of world leading research. Internationalization Champion for the Far East and East China. Students evaluation 2017-18: excellent across all subjects (4.8/5). Nominated for the 2017 Vice Chancellor's Excellence Award.
- 3/2010-2/2014**    **Director of the Institute of Maritime Law, University of Southampton (UK)**  
As Director I coordinated the research, consultancy and professional training activities of the Institute, a world leading research centre in maritime and international trade law. I chaired the IML Governing Board, managed the Institute's budget (GBP 500,000 when I handed it over to my successor) and personnel (3 admin posts and 2.5 research assistants), coordinated the research team (18 FT and PT academics) and dealt with Clients and Sponsors including the European Commission, National Governments and NGOs, private

corporate clients and UK and overseas research led universities. Throughout my four years tenure, the IML budget more than doubled and sponsorship money tripled.

- 10/2002-7/2014**     **Lecturer/Senior Lecturer in Law, University of Southampton (UK)**  
Unit Coordinator and principal lecturer of Commercial Sales (2<sup>nd</sup> and 3<sup>rd</sup> year UG option), Carriage of Goods by Air (LLM option). I also teach International Trade, Carriage of Goods by Sea and part of Admiralty Law (LL.M. options). In 2007 I won the **Vice Chancellor’s Teaching Award** “For outstanding contribution to education at the University of Southampton”.
- 09/00-10/02**     **Studio Legale Mordiglia, Genoa and Venice**  
Trainee lawyer and then associate. P&I legal representative, particular focus on cargo and charterparty claims, P&I cover, collisions, sale of goods and ship sales; cargo claims, arrest of vessels and seizures of cargos, stowaways and CIF/C&F/FOB sale of commodities.
- 10/00-11/00**     **CMS Cameron McKenna, London**  
*Ad hoc* consultant in Italian insurance law, part of a team of expert lawyers in an important reinsurance case.
- 10/99-6/00**     **Penningtons, London**  
Part time legal assistant during my LL.M. studies at Southampton. Research in international private and comparative law in the Italian Unit of the International Trade department, forum shopping.

### International Working Groups and projects

- UNCTAD**     **(5/20 – current) Legal expert on Covid-19 and International Trade.** This is a preliminary study on the impact of Covid-19 in the sale of commodities and containerised cargo across the world. Two further stages will follow in 2020-2021.
- BIMCO**     **(2016 – current) Sounding Board for BIMCO's STC for ship finance agreements (Member).** The SB is a consulting body for BIMCO’s latest standard terms sheet for ship finance contracts. **Co-chair of the Drafting Group on the BIMCO STM Clause.**
- World Bank**     **(1/13-8/13) Senior Legal Advisor on the development of Multimodal Transport law in Egypt.** An endorsement by the Head of Unit at the World Bank reads: “Dr Lorenzon's expertise in multimodal transport law and his deep understanding of the connections between the law and practice of multimodal carriage and its socio-economic implications have been crucial for the success of our broader Trade Logistics project in Egypt and specifically for its Multimodal Component. In this context, Dr. Lorenzon's expertise will be essential for the improvement of the Egypt's multimodal legislative and regulatory framework and its alignment to regional and international best practices”.
- ICC UK**     **(12/16-ongoing) Member of the Commission for Commercial Law and Practice, Incoterms 2020 ® Rules Working group.** As Member of the Commission I review the various drafts and contribute to steering the policy according to which the new edition of this important global trade instrument is drafted. The ICC UK is co-chairing the Global Drafting Group. **(1/08-12-09) Rapporteur for the United Kingdom to the International Drafting Group for the Incoterms ® 2010 Rules.**
- CMI**     **(9/15-ongoing) International Working group on the restatement of the *Lex Maritima***

### Research Projects

- 10/16-6/17**     **Brexit & Shipping.** Member of the PI Team on the possible policy decisions following the Brexit vote.

- 1/16-12/18 **EU Commission (Ship Traffic Management System Validation Project).** Principal investigator on WP 5.2 on the impact of the STM on international trade and contracts for the movement of containerized and non containerized cargo. Overall budget 43m Euro;
- 1/10-12/11 **EU Commission (TREN/G1/AD/D55325 Enforcement of ILO's Maritime Labour Convention).** Coordinator of the IML team and principal legal investigator
- 10/09-12/11 **EU Commission (Fish /2006/09 Studies in the Field of the Common Fisheries Policy and Maritime Affairs – Lot 4: Impact Assessment Studies related to the CFP).** External consultant for the consortium to whom the project has been awarded.
- 10/08-12/10 **EU Commission (FISH/2006/09 – Lot 2 on an impact assessment concerning a possible revision of the current exclusion of seafaring workers from the scope of EU social legislation).** Coordinator of the IML team and investigator
- 04/06-02/07 **EU Commission (COMP/2006/D2/002 on The legal and economic analysis of tramp maritime services).** External consultant for the consortium to whom the project has been awarded
- 10/05- 03/06 **EMSA (EMSA/RES/10/2005 on The implementation of Directive 94/57/EC on liability of Classification Societies).** Project Manager and principal investigator
- 06/05-12/05 **EU Commission (TREN/G3/25/2004 on drafting a European multimodal carriage liability regime).** Task Manager and Chair of the Drafting Panel

## **Research and Publications**

Relevant publications include:

### **Books**

- *CIF and FOB contracts*, 7th edn (London, 2020);
- *Wilson on the Carriage of Goods by Sea*, 8<sup>th</sup> edn (Delivery date 30/8/2020);
- *The Law of Yachts and Yachting*, 2<sup>nd</sup> edn (London, 2018), with R. Coles;
- *The Sale of Ships under the Singapore Form* (Singapore, 2013), co-authored with C. Debattista;
- *The Law of Yachts and Yachting*, with R. Coles (London, 2012);
- *CIF and FOB contracts*, 5th edn (London, 2012);
- *The Rotterdam Rules: a practical annotation*, co-authored with Y. Baatz, C. Debattista, A. Serdy, H. Staniland and M. Tsimplis (London, 2009);

### **Articles**

- *The Sino-American trade war: sale of commodities and the 21<sup>st</sup> Century equilibrium* (Forthcoming in 2020), with H. Wang;
- *Switch bills: switched on?* with R. Harling (forthcoming in 2020);
- *Artificial Intelligence, traffic management and advanced robotics: re-writing the fundamentals of international trade law?* (submitted for review);
- *STM and the mechanics of international trade: like water on a duck's back?* (forthcoming in JIML, 2020), with S. Papadas;
- *Liability for deck cargo and the Hague-Visby Rules* [2019] LSTL 19 (6) pp. 1-4, with T. Guyer;
- *The Lady M: the fire exception and burden of proof post-Volcafe* [2019] LSTL 19 (2) pp. 1-3, with M. Borg Barthet;

- “Just in time” and ahead of its time: the BIMCO Sea Traffic Management Clause for Voyage Charterparties [2018] LSTL 18 (10) pp. 1-4, with M. Tsimplis;
- *Marine Artificial Intelligence Units and fully autonomous shipping: time to rethink international maritime law*, in The 11th East Asia Maritime Law Forum – Guangzhou – A collection of papers, Dalian, 2018;
- *Artificial Intelligence, traffic management and advanced robotics in maritime trade: can maritime law get to grips with the forthcoming revolution?* in The ninth international conference on maritime law – A collection of papers, Shanghai, 2018, pp. 76-97;
- *Shipbuilding, sale, finance and registration*, Chapter in *Maritime Law* (4<sup>th</sup> edn) (London, 2017), with A. Campàs Velasco;
- *Safety and compliance*, Chapter in *Maritime Law* (4<sup>th</sup> edn) (London, 2017);
- *International trade and shipping documents*, Chapter in *Maritime Law* (4<sup>th</sup> edn) (London, 2017);
- *From sails to drones: time to reconsider the uniform liability issue?*, JIML 21 [2015] 5, 331;
- *Multimodal Transport Evolving: freedom and regulation three decades after the 1980 MTO Convention*. In M. Clarke (Ed.) *Maritime law evolving: 30 years at Southampton* (Oxford, 2013);
- *IMO Codes and safety at sea* (275<sup>th</sup> Lloyd’s List Anniversary, 2009)
- *Setting sail on the sea of doubt: shipping pools, competition, and the noble quest for certainty*, co-authored with R. Nazzini, in A. Antapassis, L. Athanassiou, E. Rosaeg (Eds), *Competition and regulation in shipping and shipping related industries* (Athens, 2009);
- (Ed) *Rights in relation to aircraft*, Chapter Eleven in *Shawcross and Beaumont on Air Law* (Gen. Ed. J.D. McClean, loose-leaf, London, 2009);
- (Ed) *Carriage of Cargo*, Chapter Thirty-Two in *Shawcross and Beaumont on Air Law* (Gen. Ed. J.D. McClean, loose-leaf, London, 2009);
- *La polizza di carico nominativa nella Common Law: Riflessioni comparatistiche e sistematiche di uno strumento del commercio internazionale* [2007] *Il Diritto Marittimo*, 750;
- Bills of lading content of Chapter *Reino Unido* in *Panorama del Derecho Comparado* in Arroyo, I., ed., *Anuario de Derecho Marítimo*, Vol XXIV, pp. 411-436;
- *When is a CIF seller’s carriage contract unreasonable? – S. 32(2) of the Sale of Goods Act 1979*, (2007) 13 JIML 241;
- *Classification societies and Directive 94/57/EC: time for rethinking the unlimited liability issue?* S.T.L. 2006, 6(7), 1 – co-authored with M. Tsimplis;
- *Public consultation on logistics for promoting freight intermodality - Integrated Services In the Intermodal Chain, Final Report Task B: Intermodal liability and documentation*, 2005, co-authored with M. Clarke, R. Herber and J. Ramberg;
- *The European Contract Law Project and maritime law*, MarLus No. 330, pp. 137-158;
- *New rules make Italian register attractive for yacht owners*, Note in Lloyd's List on 6 July 2005 (p. 6);
- *The Jordan II: a foregone conclusion or a missed opportunity?* S.T.L. 2005, 5(1), 1 - co-authored with Jocelyn Graham-Wilson;
- *Harmonization of European contract law: friend or foe to the shipping industry?*, [2004] JIML 504;
- *Brevi cenni su un caso particolare di identificazione del dies a quo del termine di cui all’art. III.6 delle Hague Visby Rules*, [2004] *Trasporti – diritto, economia, politica* 103-108;
- *Identity of the carrier clause, identificazione del vettore e UCP 500* [2004] *Dir. Mar.* 565-580;
- *EU Law of Ports and Ports Services and the Ports Package* [2004] LMCLQ 292-293: a book review on European seaports law;
- *Riserve in polizza e doveri del comandante nel diritto inglese: il caso David Agmashenebeli* [2003] *Trasporti – diritto, economia, politica* 142-148;

- *Cenni sullo UK COGSA 1992 e sull'assunzione delle responsabilità nascenti dal contratto di trasporto da parte del possessore pro-tempore della polizza di carico* [2003] *Dir. Mar.* 957-961;
- *Brevi note in tema delle funzioni residue della polizza di carico esaurita e di riconsegna della merce senza presentazione del titolo* [2002] *Dir. Mar.* 1352-1358;
- *Statualità e principi di una politica portuale internazionale* [2002] *Trasporti – diritto, economia, politica* 143-160.

#### Editorial Positions:

- Member of the Editorial Board of the *Journal of International Maritime Law* (Gen. Ed. Prof. R.D. Thomas);
- Member of the Editorial Board of *Shipping and Trade Law* (Informa, London);
- Member of the Editorial Board of *MarJus* (Scandinavian Institute of Maritime Law, Oslo);
- Correspondent for the *Journal Trasporti* (Gen. Ed. Prof. F.A. Querci);
- Correspondent for the journal *Il Diritto Marittimo* (Gen. Ed. Prof. F. Berlingieri).

### **Key academic conferences and professional training**

Regular speaker at conferences and CPD events within my areas of expertise worldwide. Of particular relevance:

#### ***Europe***

##### Academic Conferences

- Stockholm 2019 (Nordic Marine Insurers Association – speaker on Cargo Claims post *Volcafe v CSAV*);
- Cagliari 2019 (IDIT Conference – Speaker on Artificial intelligence in shipping and trade law);
- Gothenburg 2017 (Swedish MLA – Sole speaker at a all day event on Charter Hire);
- London 2016 (IML – Main organizer and chair of the scientific committee of the *Third Anglo-Chinese Conference in Maritime Law* held at the UK Supreme Court. The conference was generously sponsored by the Confucius Institute;
- London 2016 (University of Southampton and Norton Rose Fullbright - Speaker on “*Commodity trading in the post OW Bunkers era: time to reassess the effectiveness of romalpa clauses as collaterals?*”
- Edimburgh 2015 (University of Edimburgh – Speaker on “*A multimodal transport regime: the way forward?*”);
- Zagreb 2015 (Speaker on “*Multimodal transport regulation in the EU: is a uniform liability regime still a possibility?*”)
- Lisbon 2014 (IIDM – Speaker on “*Third parties liabilities and bills of lading?*”);
- London 2014 (University of Southampton – Speaker on “*The liability of the bill of lading holder for dangerous cargo?*”);
- Stockholm 2011 (Institute for Maritime and Transportation Law - ‘*The Passage of Risk in CIF and FOB Contracts: Common Law and the Incoterms® 2010 Rules*’)
- Dusseldorf 2011 (Symposium Uber ‘*Aktuelle Fragen zum Transportrecht*’ - ‘*Transport Documents, the Rotterdam Rules and the Incoterms® Rules 2010*’)
- Gothenburg 2011 (University of Gothenburg – ‘*Maritime law and the jack in the box: what is the EU up to?*’);
- Oslo 2010 (Nordisk Institutt for Siorett – Key speaker on “*Straight bills of lading: a trade, banking and carriage document?*”);
- Ravenna 2010 (University of Bologna and ICC Italia – Speaker on “*Documentary duties under Incoterms 2010 and the UCP 600?*”);
- London 2010 (London Shipping Law Centre – Speaker on “*Recent development: The Rotterdam Rules?*”);
- Athens 2008 (V European Colloquium on Maritime Law Research, speaker on “*Setting sail on the sea of doubt: shipping pools, competition, and the noble quest for certainty?*”);
- Nantes 2006 (IV European Colloquium on Maritime Law Research, speaker on *Classification Societies, the Erika III Package and the unlimited liability issue: perspectives at all?*).

##### CPD Training

- The Law of Yachts and Yachting – London (2012, 2015)
- Incoterms 2010 – A Practical Workshop (2010 - 2011)

- Submarine cables and cable laying: legal issues – Southampton (2010)
- The Rotterdam Rules: A Practical Workshop – London (2009)
- Cargo Claims under the Rotterdam Rules – London (2009)
- Sale of Goods Carried by Sea – London (2004-06-09-11-13-15-17)
- CIF and FOB Contracts – London (2013-2015)
- Maritime Law Short Course – Southampton (2004-17)
- City Foundation Course – London (2002-4)
- Course for Judges at the High Court of Ningbo – Southampton (2003)

## **Asia**

### Academic Conferences

- Tokyo 2019 (Tokyo University seminar – Sole speaker on Burden of proof in the Hague Visby Rules);
- Hong Kong 2019 (HKU seminar – Sole speaker on IMO 2020 and chartering: not so ready after all!)
- Shanghai 2018 (Chinese MLA biannual Conference – speaker on Autonomous vessels and the future business model of shipping);
- Dalian 2017 (Dalian Maritime University – keynote speaker on Risk in International Trade);
- Bangkok 2017 (Ministry of Justice – Keynote speaker on CIF and FOB Contracts);
- Xiamen 2016 (Supreme Court of the People’s Republic of China – Speaker at the *Xiamen Symposium on Maritime Arbitration*);
- Seoul 2016 (Korea University – Speaker at the Korean-English Maritime Law Week);
- Hong Kong 2015 (HKMLA – Keynote Speaker on “OW Bunkers, contractual collaterals and maritime lien: a multi-jurisdictional approach”);
- Seoul 2015 (KMLA and Korea University – Keynote Speaker on “*Physical bunkers suppliers and cross border insolvency: some comparative remarks*”);
- Shanghai 2014 (ECUPL – Speaker on “*Chartering contracts under English law*”);
- Shanghai 2012 (IML and Tulane Law School – co-organizer and co-chair of a conference to celebrate 30 years of the Institute of Maritime Law and the Tulane Maritime Law Centre. The event “*Thirty years before the mast*” was defined by the Chairman of the CMI as a groundbreaking, truly thought-provoking academic opportunity to bridge the gap between the Common Law and China, a very significant maritime civil law jurisdiction”);
- Abu Dhabi 2011 (Sorbonne University – Speaker on “*Incoterms 2010 and the Rotterdam Rules*”);
- Hong Kong 2007 (Chinese University of Hong Kong – Hong Kong Maritime Law Organisation, sole speaker on “*Maritime Law and freedom of contract in the carriage of goods by sea*”);

### CPD Training

- CPD training on recent developments in English maritime law (2015)
- Singapore Short Course – Singapore (2009-2017)
- Cargill in house legal training – Singapore (2009-2011)
- UCP 600 – Dubai (2007)

## **The Americas**

### Academic Conferences

- Sao Paulo 2012 (Kincaid – Key speaker on “*Risk in CIF and FOB contracts*”);
- Rio de Janeiro 2012 (Instituto Iberoamericano de Derecho Maritimo - ‘*Cargo claims and baby bills: a practical workshop*’);
- New Orleans 2011 (Tulane Maritime Law Center – Speaker on “*The Rotterdam Rules: unimodal thinking for multimodal transport*”);
- Brazil 2009 (Instituto Iberoamericano de Derecho Maritimo – Key speaker on “*Cargo claims: an English law perspective*”);
- Brazil 2009 (FGV Practitioners’ Seminar – Speaker on “*The Rotterdam Rules’ transport document: still a good key to the gold’s chest?*”);
- Mexico City 2008 (ICC Mexico – Contratos modelo de ICC, keynote speaker on “*The ICC international sale model contract*” and “*The ICC force majeure clause*”);
- Valparaiso 2007 (Pontificia Universidad Catolica de Chile – ChMLA conference, key speaker on “*Letters of credit, bills of lading and the new UCP 600: Selected issues*”).

### CPD Training

- Commodity crisis management course (in-house), Fort Lauderdale (2019);
- Courses in Venezuela and Colombia for shipping and commodity lawyers (2005-14);

- Courses at Fundação Getulio Vargas, Rio de Janeiro (2009-12);
- ICC CPD training on Incoterms 2010, Mexico City (2010).

### ***Australasia***

#### Academic Conferences

- Auckland 2007 (Auckland University - MLAANZ conference, sole speaker on “*CIF Sales: contractual quirks and quagmires*”);

#### CPD Training

- Cargo claims in commodities, Sidney 2013

### ***Africa***

#### Academic Conferences

- Angola 2013 (Sonangol Conference on Oil trading and maritime law – Speaker on “*New perspectives in maritime environmental law*”);
- Egypt 2009 (3<sup>rd</sup> Arab Conference for Commercial and Maritime Law – Speaker on “*Transport documents through the bankers’ sieve: Rotterdam Rules v UCP 600*”);

### **Other Teaching Activities**

I regularly train solicitors, barristers, P&I and H&M claim handlers in the City of London and in-house lawyers in shipping companies, commodity houses, public servants, government officials and publicly and privately owned oil companies around the world. I have been visiting Professor at many universities in Europe and the Far East.

I have also been a guest professor and professional trainer at many universities, shipping companies and commodity houses in Europe, Russia, the Far East, Central and South America and New Zealand and with the International Chamber of Commerce (ICC). I regularly teach carriage of goods by sea for the International Foundation of the Law of the Sea in Hamburg and international trade law for the International Labour Organisation (ILO) in Turin and have taught International Trade Law at King’s College London from 2012 to 2014.

### **Professional Qualifications and relevant membership**

- Solicitor in England and Wales as from 1<sup>st</sup> March 2005
- Avvocato (Italy) and Member of the Venetian Bar Association since 11/1999;
- Active Member of the Italian Maritime Law Association (AIDiM);
- Active member of the ICC (UK) ‘Commercial Law and Practice’ and ‘Banking Technique and Practice’ Committees;
- Member of the British Maritime Law Association (BMLA);
- Member of the International Bar Association (IBA);
- Member of the European Maritime Law Association (EMLO);
- Member of the European Air Law Association (EALA);
- Member of the Society of Legal Scholars (SLS);
- Fellow of the Chartered Institute of Linguists (Italian-English).

### **Education**

#### **1999 LL.D. Università degli Studi di Trieste**

The main law degree in the Italian legal system, awarded after four years study followed by a period of research leading to a thesis: *The European Seaport Policy* (degree marked 105/110), partly published as an article in [2002] *Trasporti – diritto, economia, politica* 143-160.

#### **2000 LL.M. in Maritime Law, University of Southampton**

Subjects: International Trade, Carriage of Goods by Sea, Admiralty and dissertation on “*Delivery of cargo without presentation of the original bill of lading*” (distinction).

**2005 Postgraduate Certificate in Academic Practice, University of Southampton**  
Higher Education

**Prizes, awards and honours**

2015 The Municipality of the City of Shanghai “**Prominent Foreign Scholar 2015-2016**”;  
2011-current **Honorary membership** of the Istituto Iberoamericano de Derecho Maritimo (IIDM),  
Brazilian Chapter;  
2007 **Vice Chancellor’s Teaching Award** “For outstanding contribution to education at the  
University of Southampton”.

**Languages**

**Italian:** mother tongue,

**English:** First working language, Fellow of the Chartered Institute of Linguists (FCIL);

**French and Spanish:** quite good understanding of legal writing; basic spoken skills.