

## POSIDONIA 2018 TO HOST INTERNATIONAL UNVEIL OF INDUSTRY TITANS JV – INTERNATIONAL MARITIME INDUSTRIES (IMI)

### Global shipping exhibition gears up for largest show in history

Saudi Aramco, Saudi Arabia's state oil company, and its partners; Lamprell Plc; the National Shipping Company of Saudi Arabia ("Bahri"); and Hyundai Heavy Industries Co. Ltd. (HHI), have chosen Posidonia 2018 for the global unveiling of its International Maritime Industries (IMI) joint venture. When the yard is fully operational in 2022, IMI will offer new build and maintenance, repair and overhaul of vessels, including Very Large Crude Carriers (VLCCs) and Offshore Rigs. Spread over 11.8 square kilometers, IMI will be one of the world's largest full-service maritime facilities.

To date, IMI has committed orders for 20 Offshore Rigs and 52 VLCCs to be built over the next decade. IMI is also in the process of establishing a supply chain ecosystem adjacent to the yard to drive localization, agility and efficiency.

The decision to leverage Posidonia as the international launchpad for its latest venture reinforces the significance and reputation of the world's most prestigious shipping signature event.

"We have chosen to participate at Posidonia 2018 to showcase International Maritime Industries' position as a global competitor and regional hub for maritime industries and services. Given our geographic location and our proximity to strategic shipping routes, IMI is well positioned to be the partner of choice for new build ships and rigs, as well as maintenance, repair and overhaul services. Utilizing the strengths and expertise of the four partners, we are able to offer customers optimum lifecycle cost, efficiency, and leading-edge technology," said Fathi K. Al-Saleem, CEO of IMI.

IMI will be joining over 1,850 companies from a wide range of maritime industry sectors currently preparing and planning their participation at the June 4-8 event to be held at the Athens Metropolitan Expo across an exhibitor floor space spanning 40,000 sqm. Organisers expect to welcome over 22,000 shipping executives and government delegation members during the five days of the event, traditionally regarded as the playground of the world renowned Greek shipping community.

The key attraction for Posidonia remains the strong presence of the powerful Greek shipowning community at every exhibition, as it is currently leading global new-building activity with 61 Greek companies having ships on order worth an estimated US\$16bn. Over 260 ships built to high specs, with many of them Tier II and Tier III compliant, are on order for Greek interests at the dawn of 2018, 105 of them contracted in 2017.

The spending spree is regulation driven and stems from the recent ratification of the ballast water treatment treaty and type approvals by the US Coast Guard, as well as



new regulations regarding SOX and NOX emissions and Monitoring, Reporting and verification (MRV) requirements, which have speeded up investment in scrubbers, LNG fueled ships and digitalisation of operations. With Greek interests currently running the most modern fleet globally and operating across the globe, compliance with new environmental regulations is a must for Greek shipowners.

This flurry in new building orders and fleet upgrades is drawing the world's shipping community to Posidonia 2018 in bigger numbers than ever before with commitments or expressions of interest surpassing any previously set event record.

With space bookings already up by 10% compared to the same time two years ago and over 80% of the exhibition floor already committed, the organisers had to add another 1,000 sqm of exhibition space to meet demand and are confident that Posidonia 2018 will generate once more new business for exhibitors and offer visitors direct access to the latest technology and the entire spectrum of maritime services and products available on the global maritime market.

Once more the Posidonia exhibition space will be dominated by some 20 national pavilions and especially the leading shipbuilding nations, such as the traditional Far Eastern power houses of China, Japan and South Korea. Maritime Centres such as Hong Kong, Singapore, Dubai and many others will once more present their wide range of services to the global shipping industry and long-standing exhibitors such as the USA, Denmark and Holland will field greater participations than before. But national participation is not only reserved for traditional maritime nations, as Posidonia welcomes newcomers such as landlocked Luxembourg and agricultural economies like Georgia, while Poland will also make its debut. The majority of flag states will also be present at Posidonia, with Panama, Liberia, the Marshall Islands, Malta, Cyprus, the Bahamas, the Cayman Islands and Palau amongst others returning once more to the heartbeat of global shipping.

Among the new highlights we count the Greek pavilion organised by HEMEXPO, the association of Hellenic Marine Equipment Manufacturers and Exporters, which will span over 400 sqm of exhibition space with the mission to promote Greek engineering and experienced maritime solutions for the global shipping industry and looking to further expand its offerings on the makers lists of the most important shipyards worldwide. The Greek presence is complemented by a second Greek pavilion, organised by the Worldwide Industrial & Marine Association (WIMA), representing Greek companies active in the fields of ship construction, ship spare parts & supplies, ship technical and general services and marine equipment manufacturing.

## CLEAR OBJECTIVES

Greek brokerage firm **Euploia Drydocks and Services Ltd**, has set very clear objectives for its third participation at Posidonia where it plans to focus on the promotion of some of its products and services and especially the exclusive cooperation with scrubber specialists CR Ocean Engineering and BWTS specialist Ecochlor. "During our 2018 participation we aim to expand our business through the creation of strategic partnerships with new principals and suppliers while increasing sales for our existing portfolio of products and services, especially in the fields of Scrubber and BWTS," said Charidimos Valentakis, Managing Director who believes that the Posidonia exhibition offers a unique opportunity to communicate his company's products and services to the Greek Shipping community.



## FIRST IMPRESSIONS COUNT

Posidonia debutant **Glomar Shipmanagement BV – Glomar Group** plans to launch a new service during June's event and hopes to leverage its maiden participation at the world's most prestigious maritime forum to boost networking and market awareness. The company, which specialises in ship ownership and management, ship construction and vessel equipment maintenance, repairs, upgrades and retrofits, will field a strong delegation at Posidonia 2018, spearheaded by Klaas Weij, CEO and Founder. "We are looking forward to a constructive first participation at Posidonia and anticipate productive meetings, paired with good socialising opportunities," he said.

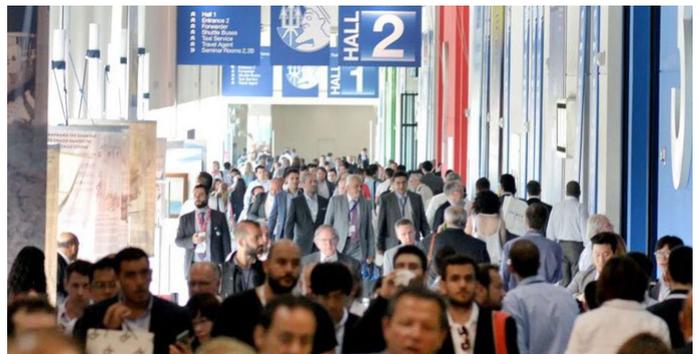
## FROM FAR AND BEYOND

**Faroe Islands International Ship Register** returns to Posidonia after its debut two years ago, when it achieved its objectives to open a regional representative office to deal with the Greek and Turkish markets. During this year's participation, the fledgling maritime administration services provider plans to meet with ship-owners, agents, crewing companies and others interested in reaping the benefits of its flexible, service-minded and bureaucracy free register. According to Hans Johannes á Brúg, Director General, Posidonia is a great platform to meet potential clients face to face and to be able to answer any questions and inquiries on site. "We look forward to this year's exhibition with excitement. We view Greece and the neighbouring countries as valuable markets for us, and we hope to expand our clientele. We truly believe that ship-owners in the region could benefit greatly from our register and we are excited to meet new clients from all over the world."



## TEN IN A ROW

Regular Posidonia Bulgarian exhibitor, **Odessos Shiprepair Yard S.A.**, keeps coming to its neighbouring biennial prestigious maritime event to expand its client list and grow its market share. This will be the tenth visit to Posidonia of the Varna-based ship repair and conversion services specialist, who confirmed that Posidonia always delivers new contacts and creates new partnerships, and Dimitar Todorov, Executive Director, said: "Participating at international exhibitions is very important to our marketing strategy as it assists us in collecting first-hand information on technological developments and regulatory changes."



## GAINING GLOBAL ACCLAIM

Positioning **Farad S.A.** as a leader in the field of heat exchanger manufacturing is the objective of the company's Managing Director, Konstantinos Fanouriadis, who is upbeat that the ninth straight Posidonia participation will help his firm extract maximum return on investment through networking and business development opportunities. "Participation at international exhibitions such as Posidonia is of utmost importance to our marketing strategy as they help us keep abreast of developments and advancements in the manufacturing sector and provide us the data to be one step ahead," he said.



## FUELING GLOBAL AWARENESS

Holland-headquartered **Veritas Petroleum Services**, which specialises in the analysis of fuel and lube oil quality and quantity, is returning to Posidonia this summer following its debut appearance in 2016 in order to promote a recently launched OCM testing facility at its Rotterdam lab. Steve Bee, Group Commercial and New Business Director said: "We are counting on the exposure given by attending Posidonia where we will showcase VPS' continuous drive to offer customers a widening range of technically advanced, value-added services. We also want to confirm our global position as the leader in fuel testing and bunker surveys. Posidonia will also provide VPS with an excellent networking platform and an opportunity to further heighten our brand awareness within the marine sector. Greece is so important to shipping and to service providers such as ourselves and as such Posidonia is always a much-anticipated event in the marine calendar."



## FUJAIRAH FIRM CAN FIX IT

Following two consecutive Posidonia appearances at the stand of its Greek representative, Emirati maintenance, repair and overhaul company **Atlantis Marine Services** has decided to take a stand-alone space for the show's 2018 edition in order to meet clients and present them new techniques and services. Polychronis Kotios, Managing Director, said that the autonomous presence will help the exhibitor listen to client recommendations and issues with regards to new rules and to explore new opportunities. "Posidonia gives us the opportunity to meet our clients in a short period of time. This is the biggest maritime event and since we have strong relationship with the Greek shipping Industry this is the right place to be," added the spokesman of the Fujairah-based firm.



## LONG WAY FROM HOME

Making a trade exhibition debut at a foreign country more than 10,000 km away from home is always going to be hard but for Texas headquartered **Envirocleanse**, the long journey to Posidonia 2018 is full of promise and potential rewards. The ballast water treatment system manufacturer shares the same view with many other exhibitors that participation at Posidonia is critical to its business. As Matt Hughes, Executive Vice President, puts it: "We are very pleased to be exhibiting at Posidonia 2018. We at Envirocleanse feel this is exactly the kind of forum for us to showcase our unique solution to ballast water management – the InTank BWTs."

## Nǐ Hǎo SHANGHAI

Despite making its debut Posidonia appearance this summer, China's **Shanghai Hilong Shine New Materials** is no stranger to the Greek market where it launched an office last year to promote its commercial interests in the high potential Greek shipping market. As part of its commitment to the market, Hilong is also supporting grassroots sports through its sponsorship of a local football team. The company specialises in the production and sales of coatings and chemical materials, marine coatings, protective coatings, field inspection and professional training. At its Posidonia debut, Hilong will introduce the new Hilongcare antifouling series. "Posidonia offers us a precious opportunity to get exposed to a wider range of customers, allowing us to better introduce our products and services. We would like to take this chance to show our environment-friendly and energy-efficient performance and create value for more customers," said Guoping Zhang, General Manager of Hilong Marine & Protective Coatings Sales Centre.

## A FIRST FOR FROSTY FIRM

First-time Posidonia exhibitor **Tairis AVEE**, a specialist in the fields of refrigeration and air-conditioning, plans to use its maiden appearance at the event to launch a new series of products that include marine water chillers for AC and marine reefer systems. The company is also in the lookout for promising new collaborations and potential joint ventures with partners from the Middle East and Africa. "Since our company started increasing its exports we find that international exhibitions are becoming a necessity. It is high time we participated in Posidonia and we are excited about it," said Dimitris Tairis, Managing Director.

# Conferences and Seminars at Posidonia 2018 - as per 9/2/2018

	Organiser	Event	Venue	Time	Contact Organiser
4/6	Capital Link Inc	6th Analyst & Investor Capital Link Shipping Forum	Divani Caravel Hotel	09:00 - 15:30	nbornozis@capitalink.com obornozi@capitalink.com forum@capitalink.com
	TradeWinds	TradeWinds Shipowners Forum	Conference Hall	11:00-16:00	jon.chaplin@tradewindsevents.com
TUE 5/6	Korean Register	- Global Sulphur Cap 2020 - Cyber Security - New Bulk Carrier Design from Korea	Seminar Room 2B	12:45-14:30	athens@krs.co.kr
	Japan Ship Exporters' Association	JAPAN SEMINAR at Posidonia 2018	Seminar Room Central	13:00-17:00	posidonia@jsea.or.jp
	ShipServ	Best practices in digital procurement & category management. Reduce time, save money, optimize suppliers.	Seminar Room 2A	14:45-16:45	pnielsen@shipserv.com
	Embassy of the Federative Republic of Brazil - Brazilian Association of Naval Suppliers	Perspectives of the Naval Market in Brazil's Present and Future: Lessons Learned and Opportunities	Seminar Room 2B	14:45-16:45	secom.atenas@itamaraty.gov.br
	ADMIRALTY Maritime Data Solutions	ADMIRALTY Living with ECDIS seminars	Seminar Room 1 - Sponsored by ADMIRALTY	15:30-18:00	UKHOevents@ct-live.com
	Green-Jakobsen A/S	Reflection and Dialogue about safety: seafarers can do it, companies can be compliant to TMSA 3 and go beyond	Seminar Room 2A	17:00-19:00	m.progoulaki@green-jakobsen.com
	WED 6/6	HELMEPA	2020 is closer than we think - Scrubbers and Fuels	Conference Hall	10:30-14:30
BIMCO		BIMCO's Shipping Analyst Panel debate with focus on the future tank and dry bulk market	Seminar Room Central	10:30-14:30	ej@bimco.org
ADMIRALTY Maritime Data Solutions		ADMIRALTY Living with ECDIS seminars	Seminar Room 1 - Sponsored by ADMIRALTY	11:00-13:30	UKHOevents@ct-live.com
AkzoNobel		Managing hull performance for operational efficiencies	Seminar Room 2A	12:45-14:30	Wouter.tenHaaf@akzonobel.com Nikos.Mintzias@akzonobel.com
SpecTec - Bureau Veritas		SpecTec and Bureau Veritas - a next generation solution for asset integrity management	Seminar Room 2A	14:45-16:45	caterina.guidotti@spectec.net
Embassy of the Republic of Korea		Korea-Hellenic Maritime Cooperation Forum	Conference Hall	16:30-18:30	eubko13@mofa.go.kr
Society of Naval Architects and Marine Engineers		SNAME Seminar	Seminar Room 2B	17:00-19:00	siliogrammenou@sname.org
Isalos.net, with the support of Aikaterini Laskaridis Foundation		Isalos.net Presentation	Seminar Room Central	17:00-19:00	ib@gratia.gr
THU 7/6	Newsfront/ Naftiliaki	Support the Local Maritime Industry Summit	Conference Hall	10:30-15:30	natvas@otenet.gr
	NAMEPA	NAMEPA Seminar	Seminar Room Central	10:30-12:30	executivedirector@namepa.net
	KRAL AG	Long-term competitive advantage for ship owners in regard to the EU MRV / IMO DCS maritime regulations involving flow measurement	Seminar Room 2B	10:30-12:30	a.picca@kral.at
	ICC International Court of Arbitration	Claims and dispute resolution in international maritime contracts - ICC Tools	Seminar Room 2A	10:30-14:30	ileana.delattre@iccwbo.org
	ADMIRALTY Maritime Data Solutions	ADMIRALTY Living with ECDIS seminars	Seminar Room 1 - Sponsored by ADMIRALTY	11:00-13:30	UKHOevents@ct-live.com
	US Embassy in Athens	US Embassy Seminar	Seminar Room Central	12:45-14:30	maria.georgousi@trade.gov
	SAP	Seminar	Seminar Room 2B	12:45-14:30	a.mantziou@sap.com
	Blue Growth	Presentation of Emerging Piraeus Maritime Startups	Seminar Room 2A	14:45-16:45	bluegrowthaephorias@gmail.com
	CCI France Grèce	Seminar	Seminar Room Central	15:00-19:00	c.manali@ccifhel.org.gr
Hellenic Institute of Marine Technology - Royal Institute of Naval Architects (UK)	Technical Seminar	Seminar Room 2B	17:00-19:00	elint@otenet.gr	
FRI 8/6	YES FORUM	YES to Shipping Forum 2018	Conference Hall	10:30-17:00	navigator@navigatorltd.gr
	MediaCompass Ukraine and Oakeshott Insurance Consultants	Marine Cargo Insurance at the cross-roads: East-West-South-North aspects	Seminar Room 2B	10:30-17:00	vyazovskaya@mku.com.ua
	Institute of Energy for South East Europe (IENE)	4th Energy & Shipping Seminar	Seminar Room Central	12:30-17:00	info1@iene.gr marketing@iene.gr

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