

POSIDONIA GAMES CAPTIVATE PARTICIPANTS

5KM RUN JOINS SAILING, SOCCER AND GOLF EVENTS IN 2016 SPORTING CALENDAR

Over 2,500 shipping industry professionals from around the world will participate in this year's Posidonia Games, a series of four sporting events spread over three consecutive days during the build up to Posidonia 2016.

Savvy sailors, football fanatics, golf geeks and road runners will battle it out for a place on the podium or to simply let some steam off and build some stamina ahead of a demanding week-long business affair on the floor space of the Athens Metropolitan Expo, home to Posidonia Exhibition since 2012. But it's not only about sports: each of the four sporting events in the Posidonia Games' calendar stimulate teambuilding and culminate in trophy-giving ceremonies, which provide participants additional networking opportunities, fun and entertainment, thereby making a Posidonia participation a truly fruitful experience.



The Posidonia Cup, which since its inception 14 years ago has grown to become one of the biggest sailing events held in Greek waters, is the flagship event of Posidonia Games and will take place on Friday 3rd of June at the Faliron Bay. With over 50 yachts and 500 crew members expected to participate, co-organisers Hellenic Offshore Racing Club (HORC) are sparing no effort to provide the best sailing and hospitality experience to all competitors. The event is sponsored by Samsung and supported by ABS, Koronakis S.A., Hi Air Korea Co and Lake Vouliagmeni, and proceeds will fund the Hellenic Offshore Racing Club's educational activities.

While the sailing regatta is the oldest and most established of the exhibition's events, the Posidonia Running Event will be entering the sporting calendar for the first time on Saturday 4 June with its debut race on the roads of Piraeus. The 5km run will commence at 09:00 am in the morning in front of the prestigious Piraeus Municipal Theatre and follow a route that passes by the picturesque Marina Zeas before finishing at the Piraeus Municipal Theatre. Over 800 runners are expected and proceeds will be donated to the Municipality of Piraeus and the Public Benefit Municipal Corporation of Piraeus. The new event has already attracted strong support and is sponsored by DNV-GL, MAN Diesel and Empire Navigation Inc.



PHOTOS FROM POSIDONIA 2014

The 5th Posidonia Shipsoccer Tournament kicks off on Sunday 5 June 2016 evening when some 280 shipping professionals from 28 teams will don their polished football boots and colourful team uniforms in front of an international audience of colleagues, friends and relatives who will be cheering them. The five-a-side tournament is always a very competitive affair and a great day out for participants and their supporters. The event's participants include major Greek Shipping Companies, international organisations and global service providers, making it a truly 'world cup'. The 2016 Posidonia Shipsoccer Tournament is sponsored by Swift Marine, who will also be fielding a team to compete for the prestigious trophy.

Just a short drive from Piraeus, Greece's shipping centre, lies Glyfada's picturesque waterfront golf course where the 3rd Posidonia Golf Tournament will also tee off on the same day. The Tournament format will be an 18-hole Shotgun for up to 24 teams of 4 players each. Companies and associations from all sectors of the maritime industry are invited to register their teams by 12 May 2016. Individual players can also register and the organisers will try to create teams for them to participate in the tournament which is again sponsored by Thenamaris and Costamare and powered by Costa Navarino.

"As a result of the Posidonia Games, Posidonia has now become a ten-day event as shipping executives fly in much earlier to prepare, thereby expanding their stay in Greece and increasing the windfall of money spent on accommodation, transportation, catering and other tourism related services. Thanks to some 10.000 international shipping industry executives who will participate at the exhibition and the sporting events, Posidonia injects significant foreign exchange inflows directly into a large number of tourism industry SMBs, the spinal cord of Greece's economy. This is estimated to be a biennial windfall of around Euro 60 million spent in tourism related activities in Athens and the Aegean islands," said Theodore Vokos, Executive Director, Posidonia Exhibitions S.A.

Registration for the sailing, running and golf events is still open, so don't miss your chance to join the exciting Posidonia atmosphere!



Transparency breeds clarity. Clarity breeds confidence. Confidence breeds success!

The Posidonia 2016 Newsletter is sponsored by



www.ey.com
@EY_Greece



PHOTOS FROM POSIDONIA 2014

SOFTWARE GALORE FROM BANGALORE

Bangalore-based BSOL SYSTEMS software products and services specialist will be making its Posidonia debut with a bang. Focusing on building software solutions exclusively for the Bulk Shipping industry, BSOL SYSTEMS will be launching two products at Posidonia, a vessel inspection app and a demurrage calculator. "While we are based out of India, we see the world as our market place and therefore our participation in Posidonia 2016 is an important strategic milestone that will help us meet our business objectives," said Venke Venkatachalam, Chairman, BSOL SYSTEMS Private Limited. "We are very excited to participate in Posidonia 2016, which is the largest gathering of the maritime industry and look forward to meet with potential customers and business partners."

GREEK FIRM MAKES WAVES

Software solutions provider DANAOS Management Consultants is returning to Posidonia this year where it is planning to launch three new products. The Piraeus-based company will showcase its proprietary DanaosONE platform, a collaborative e-servicing tool in addition to its WAVES fleet performance management tool and a suite of maritime mobility native apps. "We want to take advantage of the highly targeted audience and focused participants at Posidonia to meet with key shipping stakeholders. Posidonia is a meeting point, a place where we get a great chance to interact with most of our 500 clients from all over the world," said Dimitris Theodossiou, Managing Director.

A FLAGSHIP FRIENDSHIP

The Liberian Registry returns to Athens this summer for its ninth Posidonia participation in a further reiteration of its strong ties with Greece which started in 1949 when the Greek shipping community assisted in the establishment of the Liberian Flag Registry. The Registry celebrates this year a historic milestone, as it recently registered its 4.000th vessel. Senior Vice President and General Manager of Liberian International Ship & Corporate Registry Hellas, Michalis Pantazopoulos said: "Posidonia is an internationally renowned and acclaimed shipping exhibition in which the Liberian Registry has participated for a long time. It is our obligation to honour the Greek shipping community with our participation in the Posidonia exhibition. Posidonia always provides us with a chance to meet existing as well as potential clients. We are able to discuss our services and recent developments, and most importantly, receive feedback from our clients."

IT'S SHOW TIME FOR GREEK INNOVATION

TNL Group, a Greek Maritime Navigation & SatCom Expertise Group of Companies is using its third Posidonia participation to demonstrate a new charting 'Pay as You Sail' solution signaling the arrival to the global market of the only 'Pay as you Sail' solution made-in-Greece. "Our solution delivers and secures safety and peace of mind on board the vessels and operational efficiency with a variety of live data and information to the fleet operators on land," said Evangelos Andriotis, CEO. He added: "Posidonia is one of the greatest events and meeting points of the international maritime community and TNL Greece sees it as a chance not only to present our dynamic product mix, but a significant opportunity to meet our friends, partners and customers at a business environment secured by an exhibition of global calibre."

TURNKEY PRESENCE FOR TURKEY'S EXPORTERS

Istanbul Exporters' Associations will be making the short hop to Athens this June to participate at Posidonia for the second time in a row in order to represent the interests of the Turkish Ship and Yacht Exporters Association as it strives to fulfill its mandate of serving, assisting, motivating and driving the country's exporters in their quest to conquer new markets. Izzet Selcuk Sagban, Secretary General, said: "We expect to improve long-term customer relationships and even establish partnerships related to the sector and to follow the latest technological developments for our exporter companies. Participating at international exhibitions is very helpful to follow outside markets, competitors in that market, job opportunities, technological developments and market entry opportunities."

LUBES IN THE LIMELIGHT

Publicity, brand awareness and recognition as well as product promotion are some of the benefits which marine lubricants provider Elnoil S.A. has reaped from its continuous presence in the previous six Posidonia exhibitions and the company aims to keep building on its participation spree at the world's most prestigious shipping event. "The exhibition provides us with an excellent opportunity to promote our company's products, meet customers, enhance our relationship with them, and further improve our business network. It is a highly significant international exhibition which offers an interactive platform to exhibitors and visitors alike," said Odysseas Dimopoulos – Marine Lubricants Sales Manager.

Transparency breeds clarity. Clarity breeds confidence. Confidence breeds success!

POSIDONIA 2016 "SAVE FOOD INITIATIVE"



Launched in 2014, the Posidonia "Save Food Initiative" invites exhibitors and members of the international shipping community to donate any left-over food or non-alcoholic beverages from corporate events during Posidonia week for a good cause.

In cooperation with **Boroume**, a non-profit food rescue organisation, Posidonia participants who organise an event during Posidonia (business dinner or reception, conference or seminar, at the exhibition centre or outside the exhibition premises) are encouraged to join the "Save Food Initiative" and make sure that any left-over food is delivered to organisations, municipalities, shelters and other recipients who will distribute it according to their needs. During Posidonia 2014 more than 1.500 portions of food were saved and donated to 11 welfare organisations all over Attica.

Boroume is a non-profit organisation dedicated to reducing food waste in Greece through connecting food donations of surplus food with welfare charities, educational programs and awareness campaigns among other programs. Since the beginning of its operation in 2011, more than 5,5 million meals have been saved and offered all over Greece and now more than 14.000 meals are being donated on average every day. Boroume has been supported by Greek foundations such as Stavros Niarchos, Ioannis Latsis, Bodossaki, NGO Vapori, NGO Limani as well as ones based abroad such as The Hellenic Initiative and Greek America Foundation.

Without collecting, storing or distributing food themselves, Boroume simply finds the most suitable food aid program - in terms of need and location - and coordinates the food collection by the recipient welfare organisation, hence minimizing the effort of the donor to a single phone call.

POSIDONIA 2016 SUPPORTED CHARITIES

Sailors' Society and Mission to Seafarers have been named official Posidonia 2016 supported charities. Through their presence at the world's largest shipping trade event, the two organisations aim at increasing awareness amongst members of the international maritime community about the issues facing seafarers and their families.



Established in 1818, Sailors' Society is an international maritime charity which aims to transform the lives of seafarers worldwide, through the provision of practical and emotional support, the advancement of maritime education and the relief of poverty and distress. Through a network of port chaplains, and the delivery of grant-giving initiatives, emergency relief projects and support services, Sailors' Society provides welfare support to seafarers, ex-seafarers and families of seafarers at home, in port and at sea.

Founded in 1856, and entirely funded by voluntary donations, today's Mission to Seafarers offers emergency assistance, practical support, and a friendly welcome to crews visiting 200 ports around the world. Caring for seafarers and their families night and day is at the heart of its mission. Whether caring for victims of piracy or providing a lifeline to those stranded in foreign ports, the Mission is there for the globe's 1.5 million merchant seafarers of all ranks, nationalities and beliefs.



Posidonia participants are invited to reach out to the two organisations and learn more about their projects and their needs.

LUFTHANSA DISCOUNTS FOR POSIDONIA PARTICIPANTS

Lufthansa, the official airline for Posidonia 2016, offers discounted flights for Posidonia exhibitors and visitors.



Discounted Travel applies to Lufthansa and Lufthansa Group Partner Airlines. To make a reservation, click on www.lufthansa.com/event-booking_en and enter the access code **GRZZWTX** in the "Access to Your Special Lufthansa Offer" area.

This will open an online booking platform that will automatically calculate the discount offered or provide you with an even better offer if another promotional fare is available.

NOTE: Pop-ups must be enabled otherwise the booking platform window will not open. These promotional fares are also available through **Aktina Travel Group**, the Official Travel Agent of Posidonia 2016.

HAVE YOU BOOKED YOUR ACCOMMODATION YET?

Aktina Travel Group, the leading travel services provider for the shipping and energy industries, has been appointed as official travel agent for Posidonia 2016.



Travel services to the shipping sector have been in the core of Aktina Travel Group's business since its founding in 1975. Decades of experience and excellent service in this field have resulted in a team of experts that are highly specialized in corporate and crew transport. Today Aktina Travel Group services more than 50% of the top Greek shipping companies.

As hotels in Athens during the Posidonia period are selling out fast, make sure to contact Aktina Travel Group to book your accommodation at the best rates available. To book your room visit: <https://posidonia2016.aktinatravelgroup.com/en-gb/>. Best price guaranteed.

Aktina Travel group can also provide a list of other services, including car rentals, shuttle bus services and transfers, air ticket reservations, Ferry ticket reservations, VIP Services and many more.

POSIDONIA ONSITE SERVICES UPGRADE

Aria private catering services on your Posidonia stand are just a click away.

A new e-shop for snacks, drinks, fruits and desserts, nuts and coffee/tea equipment rental, was launched by Aria Fine Catering, official caterer of Posidonia 2016, to suit your busy schedule for the exhibition period.

The e-shop available at metropolitanexpo.aria.gr enables exhibitors to place their orders online at least 24 hours before the day and hour of delivery requested.

Aria catering services vary from coffee breaks, lunch bags, lunch buffets and private catering delivery to black-tie cocktails, Gala and Opening parties.



Confirmed Conferences, Seminars and Technical Workshops at Posidonia 2016

	Event	Venue	Time	Contact Organiser
Tuesday 7 June	Tradewinds	Tradewinds Shipowners Forum	Posidonia Conference Hall	11:00 - 16:00 jon.chaplin@tradewindsevents.com
	DNV GL	DNV GL Press Conference	Posidonia Seminar Room	10:30 - 12:30 angeliki.kalagia@dnvgl.com; piraeus@dnvgl.com
	INTERTANKO	Gas Forum	Hilton Galaxy Room	10:00 - 16:00 Only for INTERTANKO members bill.box@intertanko.com
	Veritas Petroleum Services	A Comprehensive Guide for Handling Fuel Quality Issues & Challenges	Posidonia Seminar Room 2	11:00 - 13:00 Piraeus@v-p-s.com
	United Kingdom Hydrographic Office	Living with ECDIS	Posidonia Seminar Room 3 - Sponsored by UKHO	11:00 - 13:00 & 15:30 - 17:30 customerservices@ukho.gov.uk
	Ship Efficiency Review Magazine	Seminar	Posidonia Seminar Room 2	13:00 - 15:00
	Japan Ship Exporters' Association	Seminar	Posidonia Seminar Room	13:30 - 17:30 takeyumi@jsea.or.jp
	Singular Logic	Ports Supply Chain Security: The MEDUSA and MITIGATE approach	Posidonia Seminar Room 2	15:00 - 17:00 spantelopoulos@singularlogic.eu; mzacharias@singularlogic.eu
Wednesday 8 June	Poseidon Med II	Raising Awareness Poseidon Med II	Posidonia Seminar Room 2	17:00 - 19:00 m.theodoridou@depa.gr
	HELMEPA	Where is Shipping heading after COP21?	Posidonia Conference Hall	10:00 - 13:30 helvepa@helvepa.gr
	INTERTANKO	Tanker Vetting Seminar for INTERTANKO Members	Posidonia Seminar Room	10:30 - 14:30 bill.box@intertanko.com
	University of Strathclyde	Inspection Capabilities for Enhanced Ship Safety (INCASS) Workshop	Posidonia Seminar Room 2	11:00 - 13:00 ms@shipcon.eu.com
	Ecochlor, Inc.	Ballast Water Management Systems: The Path to U.S. Coast Guard Type Approval	Posidonia Seminar Room 2	13:00 - 15:00 kathie.clark@ecochlor.com; info@euploia.eu
	United Kingdom Hydrographic Office	Living with ECDIS	Posidonia Seminar Room 3 - Sponsored by UKHO	11:00 - 13:00 & 15:30 - 17:30 customerservices@ukho.gov.uk
	RINA Hellas	RINA Hellas Seminar	Posidonia Seminar Room	14:45 - 16:45 greece@rina.org
	Rolls-Royce Marine	Energy Efficiency and Ship Intelligence	Posidonia Seminar Room 2	15:00 - 17:00 theo.lorentzos@rolls-royce.com
	Wärtsilä	Solutions for new merchant shipping ERA & Gas ERA	Posidonia Conference Hall	17:00 - 19:00 Dionysios.Antonopoulos@wartsila.com
	Gottlieb International Group and Speedcast Ltd.	Maritime VSAT: Buy Now or Wait for Tomorrow?	Posidonia Seminar Room	17:00 - 19:00 agottlieb@gottliebinternationalgroup.com
	Security Association for the Maritime Industry (SAMI)	SAMI update and what's over the horizon?	Posidonia Seminar Room 2	17:00 - 19:00 jeg@seasecurity.org
	VesselBot	Seminar	Posidonia Seminar Room 2B	17:00 - 19:00 athanasia.panagiotopoulou@vesselbot.com
Thursday 9 June	Newsfront/ Naftiliaki under the auspices of MARTECMA	Ballast Water Management Summit followed by an Argo Navis workshop on the retrofit engineering studies and installation planning	Posidonia Conference Hall	10:00 - 19:00 natvas@otenet.gr
	NAMEPA	Regulatory Compliance in the United States - Your Stay out of Jail Card	Posidonia Seminar Room	10:30 - 12:30 Contact: executive@namepa.net Registration: c.edwards@namepa.net
	Hyundai Heavy Industries	Seminar	Posidonia Seminar Room 2	11:00 - 13:00 aftermarket@hhi.co.kr; mh.park@hhi.co.kr
	International Association of Classification Societies (IACS)	Seminar	Posidonia Seminar Room 2B	11:00 - 13:00 tanyacross@iacs.org.uk
	Med Solutions International	Seminar	Posidonia Seminar Room 2B	13:00 - 15:00 ops@medsolutionsint.com
	United Kingdom Hydrographic Office	Living with ECDIS	Posidonia Seminar Room 3 - Sponsored by UKHO	11:00 - 13:00 & 15:30 - 17:30 customerservices@ukho.gov.uk
	US Embassy in Athens - American-Hellenic Chamber of Commerce	Trading in US waters	Posidonia Seminar Room	12:45 - 14:30 v.tseritzoglou@amcham.gr
	Atlas Marine Valves Co. Ltd.	Tips for Ordering Valves	Posidonia Seminar Room 3 - Sponsored by UKHO	13:30 - 15:15 sales@atlasmarinevalves.com
	Jotun Hellas Ltd.	Seminar	Posidonia Seminar Room	14:45 - 16:45 Catherine.Skourti@jotun.com; Jotun.Hellas@jotun.com
	Aephoria.net	Blue Growth	Posidonia Seminar Room 2	13:00 - 15:00 ezacharopoulou@elculture.gr
	Allianz Global Assistance (AGA)	Shipping Telemedicine & Assistance	Posidonia Seminar Room 2	15:00 - 17:00 communicationaga@allianz-assistance.gr
	ALBA Graduate Business School at The American College of Greece	Seminar	Posidonia Seminar Room	17:00 - 19:00 events@alba.edu.gr
	Technomep	Certification of Persons and Companies	Posidonia Seminar Room 2	17:00 - 19:00 technomep@otenet.gr
Friday 10 June	Union of Greek Shipowners	Press Conference	Posidonia Seminar Room	11:00 - 13:00
	Christodoulos G. Vassiliades & Co. LLC	Cyprus: sailing to the future... Solutions for the Shipping Industry	Posidonia Seminar Room 2	11:00 - 13:00 iro.s@vasslaw.gr; mariah@vasslaw.net
	Green-Jakobsen	Workshop: Developing resilient safety cultures	Posidonia Seminar Room 3 - Sponsored by UKHO	11:00 - 13:00 j.haugland@green-jakobsen.com
	THE CANVAS/OPEN MIND GROUP	Young Executives Shipping Forum	Posidonia Conference Hall	12:00 - 17:00 ddb@navigatorltd.gr; katerina.stathopoulou@gmail.com
	Economia group	Greek shipping in the international competitive environment: opportunities and challenges	Posidonia Seminar Room	13:00 - 15:00 aikpournaeconomia.gr
	Hellenic Management Association (EEDE)	Master the Seas, the EFQM Marine Framework	Posidonia Seminar Room 2	13:00 - 15:00 certification@eede.gr
	AML - ATLANTIS MANAGEMENT LTD	Introduction and Guide to the Registration of Ships under the Malta Flag & Related Legal Aspects	Posidonia Seminar Room 3 - Sponsored by UKHO	13:00 - 15:00 sotirios.sa@amlmalta.com

Regional sales representatives



Posidonia 2016
The International Shipping Exhibition
6-10 June 2016
E-mail: posidonia@posidonia-events.com
www.posidonia-events.com

For Press information contact:
EXTROVERT Business Communications
Tel.: +30 210 6724265
Fax: +30 210 6724215
E-mail: posidoniapress@extrovert.gr

For Greece, Balkans, Cyprus, Russia, Turkey, Ukraine and Latin America contact the Posidonia organisers direct:
Tel. +30 210 4283 608
Fax +30 210 4283 610
E-mail: posidonia@posidonia-events.com

International sales
Seatrade (UBM EMEA), UK
Tel. +44 1206 545121
Fax +44 1206 545190
E-mail: sales@seatrade-global.com,
chris.adams@ubm.com
Contact: Mr Chris Adams

For China, including Hong Kong and Taiwan: UBM Asia Ltd, Hong Kong
Tel. +852 2827 6211
Fax +852 3749 7347
E-mail: Elaine.Yip@ubm.com
Contact: Ms Elaine Yip

For the United States of America and Canada: UBM Americas, USA
Tel. +1 212 600 3341
Fax +1 212 600 3232
E-mail: Richard.Regan@ubm.com
Contact: Mr Richard Regan

Transparency breeds clarity. Clarity breeds confidence.
Confidence breeds success!

The Posidonia 2016 Newsletter is sponsored by Building a better working world www.ey.com @EY_Greece