

## POSIDONIA SETS COMPASS FOR FUTURE GLOBAL SHIPPING AGENDA

The biennial Posidonia 2018 Conference Programme is once again upon us with its trademark thought provoking constellation of conferences, seminars, workshops and heated panel discussions which are yet again set to shape the global shipping agenda and define the future of an industry that sits at the core of world economic developments.

The conferences, seminars and media roundtables planned during this year's Posidonia at the state-of-the-art facilities of the Athens Metropolitan Expo have a truly international flavour as they are organised by companies and organisations from around the world; from Brazil to France, Panama to Poland, from Mexico to Korea and Japan and from South Africa to the United Kingdom.

The programme will tackle shipping issues spanning shipping policy, trade and finance, energy, technology, port development, fuels and lubricants, water ballast treatment, the tanker and dry bulk market, hull performance, scrubbers, the environment, human performance and employment in shipping as well as claims and dispute resolution.

The icing on the cake, as it has become accustomed at Posidonia since 2012, is the **TradeWinds Shipowners Forum**, a must-attend event, offering inspiring and insightful debate. This year, the focus is on how advances in technology and alternative business models are rewriting the rules over how ships are owned, operated and traded. With more shipowners than ever before participating, the programme consists of two panel-led sessions; dry bulk and tankers. The conference will examine whether the fundamentals in the dry bulk sector are as secure as many expected, and how owners are adapting their strategy. And as technology, regulations and social demands are forcing changes in business practices, the forum will shed light on how companies can best adapt to survive in tough markets.

A similar topic will be tackled during **BIMCO's "Power Panel"** which will debate some key developments impacting shipping business today with the focus being on challenges and future prospects for the dry bulk and oil tanker shipping markets, including the 2020 global sulphur cap experiment. BIMCO's event will be hosted by its Chief Shipping Analyst Peter Sand and the BIMCO President Anastasios Papagiannopoulos, who will open the event.

The American-Hellenic Chamber of Commerce and the North American Marine Environment Protection Association (NAMEPA) are organising, under the auspices of the Embassy of the United States in Greece, once more the **'Trading in US Waters: Priorities and Solutions' Seminar**. The event is designed to assist the local shipping community and maritime stakeholders to acquire a fully integrated approach to U.S. requirements for vessels visiting U.S. ports. Key issues will focus on specific topics like the Sulphur Requirements in 2020, the Digitalisation of Shipping, Cyber Security Realities and Risk Management.

Featuring industry leaders exchanging views on the future of shipping, the **6th Analyst & Investor Day** is taking place at the Divani Caravel Hotel, in the framework of the Conference Programme of Posidonia 2018. The keynote speaker, IMO Secretary General, Kitack Lim, will set the tone of the **Capital Link Forum**, which will discuss the current status and future projections of the financial and capital markets in relation to the shipping industry.

The forum will also address issues of critical importance to shipping, such as access to and availability to capital, bank and alternative finance, as well as the impact of technology and new regulations.

This year the **Institute of Energy for SE Europe (IENE)** is organizing its seminar on **"Energy and Shipping"**. The particularly important role played by the Greek merchant fleet in the transportation of global energy commodities has prompted IENE to organise this pioneering event in collaboration with Posidonia and with the active participation of a number of ship operators, energy traders and leading legal firms. This year's special theme will focus on the new bunkering fuel specifications, in view of latest IMO agreed measures soon to be implemented. A number of prominent speakers from the oil and gas sector, from the shipping sector and maritime law from Greece and abroad have confirmed their participation in this unique gathering.

Other highlights include **HELMPEA's conference '2020 is closer than we think: Scrubbers, Fuels and BWT'** as the deadline for compliance to the new sulphur regulations is fast approaching. With the standards for such fuels still to be formulated, and other serious concerns still remaining in regard to the availability and safety of low sulphur bunkers and scrubbers, HELMPEA's event is expected to attract a full house of delegates. Featuring expert speakers from both the technical and regulatory level, from Greece and abroad, HELMPEA's Conference will seek to provide answers to many of the challenges still lying ahead on these crucial issues.

The **"Japan Seminar at Posidonia 2018"** will focus on the role of innovation in the maritime industry and its impact on environmental conservation and technology. Speakers will also share insights on the current state of innovations in Japanese Shipbuilding and Marine Machinery, as well as on market trends in the shipbuilding market. This conference is known for providing a fresh approach on how to tackle technological challenges and providing hands-on solutions to long standing problems which affect all shipping companies.

**Support the Local Maritime Industry Summit** is the title of the summit organised by Newsfront/ Naftiliaki. The aim of the event is to bring together member companies of the Hellenic Marine Equipment Manufacturers & Exporters - HEMEXPO, and the technical directors of Greek and international shipping companies and engage them in an interactive dialogue which will benefit both Greek equipment makers, their clients and shipping at large.

One more seminar which will draw in crowds and will highlight the long-standing cooperation of the two nations in the maritime sector is the **"Korean-Hellenic Maritime Cooperation Forum"**. This event will focus on Korean shipbuilding industry and in cooperation with Greek shipping companies and will also provide insight in Korean ship finance and Greek maritime policy. Furthermore, in the 2nd part of the event, it will present new technologies in shipbuilding, and safety with the focus being on the ECO ship, Cyber Security and Smart Ship Technology of Korea.

The list goes on and delegates will be spoilt for choice to select their preferred event, according to their bespoke interest.

The Press Conference of the Greek Shipowners Association will be held on the last day of Posidonia 2018, which is expected, once again, to set the agenda of the shipping industry, for the next two years.

## POSIDONIA 2018 NAMES QATAR AIRWAYS OFFICIAL AIRLINE PARTNER

**Qatar Airways** has been announced as official airline partner of Posidonia 2018, the world's most prestigious biennial shipping trade exhibition, scheduled to be held from June 4-8 at the Athens Metropolitan Expo. With its ever-expanding fleet of state-of-the-art aircraft and a sprawling network which currently covers over 150 key business and leisure destinations around the world, Qatar Airways has been a popular choice with travelers from the international maritime community during the last two decades of its operations.

The national carrier of the State of Qatar is the recipient of many awards including 'Airline of the Year' by the 2017 World Airline Awards, managed by international air transport rating organisation Skytrax. It was also named 'World's Best Business Class,' 'Best Airline in the Middle East,' and 'World's Best First Class Airline Lounge.' Qatar Airways Cargo, the world's third largest international cargo carrier, serves more than 60 exclusive freighter destinations worldwide via its world-class Doha hub.



## GATEWAY TO OPPORTUNITIES

Turkey's **BEŞİKTAŞ SHIPYARD** is a major ship building and ship repair specialist and a long standing Posidonia participant returning to the Athens show this summer for the fifth time. Nedime ÖZOĞLU, a spokesperson for the Turkish company said: "At Posidonia we get the opportunity to meet with new customers, discuss future potential projects and of course we are always happy to see our old friends and network with the maritime industry from all over the world. Greece is one of the biggest and most profitable shipping markets in the world and with its many visitors, Posidonia is a gateway to opportunities for fruitful business relationships."

## SHIPPING MEANS AKTINA TRAVEL

Posidonia's official travel partner, **Aktina Travel Group**, is preparing for its sixth participation at the world's most prestigious shipping trade event, where it plans to highlight its recent achievement of becoming Greece's first travel agency to be awarded with the ISO/IEC 27001 Certification, which is regarded as the best-known standard providing requirements for an Information Security Management System (ISMS) helping organisations protect information assets and data. "Posidonia is the biggest shipping event in Greece and as such, it attracts thousands of shipping companies and visitors promoting business networking and future business partnerships," said Vivian Zervilli, Corporate Communications Officer. "We strongly believe that the participation at international events enhances the development of strong business relationships which eventually lead to successful business collaborations. We are delighted to participate at Posidonia 2018 both as exhibitors and the official travel partner because Posidonia is one of the biggest celebrations of the international shipping industry. "As hotel rooms in Athens during Posidonia are becoming a rare commodity, both exhibitors and visitors can be assured that Aktina Travel Group will be able to look after their accommodation and other travel needs.

## ELGIN CARVES OUT REPUTATION IN ATHENS

**Elgin Brown & Hamer South Africa (EBH-SA)** has attended almost every Posidonia Exhibition in recent memory as it forms a key pillar of its global marketing strategy. "Globalisation is the core aspect of the maritime industry and exhibitions such as Posidonia enable countries around the world to come together to share developments in technology, changes in processes and discuss future products and services. Maritime nations and businesses are then able to learn from each other and grow international connections through platforms such as the Posidonia exhibition, which make this particular international exhibition a vital part of EBH-SA's marketing strategy going forward," said the company's Director Deon Chetty. The company, which caters to the international shipping industry as well as the oil and gas sector with a full in-house service in all aspects of ship repair, is based in Kwa-Zulu Natal, South Africa but it also maintains operations in Durban, Cape Town, and East London.



## US SEAWAYS SEEK AEGEAN ESTUARY

The US Department of Transportation's **Saint Lawrence Seaway Development Corporation** is returning to Posidonia for the first time since 2004 preparing for its third ever participation at the biennial event. The Great Lakes and St. Lawrence River integrated navigation system serves miners, farmers, factory workers and commercial interests from the western prairies to the eastern seaboard. Commerce on the system exceeds 200 million net tons and there is ample room for growth, especially in the areas of iron ore, coal, general cargo, cement and limestone. Participating at international trade shows is extremely vital in raising the profile of the Great Lakes St. Lawrence Seaway System and the Saint Lawrence Seaway Development Corporation has identified Posidonia as one of the main platforms to reach out to the global maritime industry.

## PRINTING PROWESS

**EPSON** is one of the world's largest manufacturers of computer printers and information and imaging related equipment. So, why has it decided to participate at Posidonia for the first time? "Participation in such a distinguished exhibition, gives us the opportunity to address high profile stakeholders of the shipping and sea tourism industries. Our utmost approach would be to familiarise with and unveil the amazing possibilities of our products and technologies to the participants," said Maria Massiou, Branch Office Manager, Epson Greece. EPSON plans to showcase models of its key series of printers and projectors. A live demo projection from an interactive Ultra Short Throw projector is scheduled to be conducted against a rear wall of the Epson stand. Also, there will be a printing demonstration, using a business printer, the Enterprise WF-C20590 and the new models of the popular business printer series WF-C5.

## NEWCOMER HUNGRY FOR SUCCESS

South Africa's **Apex Stowaway Detection** is preparing for its Posidonia debut where it plans to gain brand visibility in front of a captive global shipping industry audience. Patrick Mooney, the owner of the Durban-based company said: "I am very excited to be attending Posidonia 2018 for the very first time. As there is a large draw of our international target market to Posidonia over a short period, the exposure will be unprecedented and I am expecting significant gains to our market share as a result. As this show is very well attended it could be beneficial for our exposure to a worldwide market," Apex Stowaway Detection provides detection services that includes the use of canines and security guards in South African ports.

## NEW SCRUBBER LAUNCH

Shipyards agents **PSB & Co** is planning to present a new scrubber system at this year's Posidonia, where it returns for the tenth consecutive time. The diversified Athens-based representative and provider of dry docks & repairs, spare parts, repair teams, ballast water management systems, scrubbers and surveyor of safety equipment, aims at meeting with its principals and customers from all over the world while demonstrating the company's core propositions to the maritime community. "We expect the same good results and hope to reap even more benefits from this year's participation. Bonding with existing customers and partners remains high on our agenda, together with meeting prospective clients and creating more brand awareness," said Gregory Papadakis, Managing Director. "As new technological and environmental regulations are coming into force and become mandatory, Posidonia is the perfect place to demonstrate all these new technologies and systems."

# Conferences and Seminars at Posidonia 2018 - as per 14/5/2018

	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@capitallink.com obornozi@capitallink.com forum@capitallink.com
	ABS	The Future of LNG Shipping: What Matters Most?	Stavros Niarchos Foundation Cultural Center	14:00-17:30	By invitation only - rlumbers@eagle.org
TUE 5/6	TradeWinds	TradeWinds Shipowners Forum	Conference Hall	11:00-16:00	parbinder.mahay@tradewindsnews.com
	probunkers	probunkers Presentation	Seminar Room Central	10:30-12:30	info@probunkers.com
	Embassy of the Republic of Poland	POLAND - Thinking out of the box about maritime industry	Seminar Room 2A	10:30-12:30	agata.krupa@msz.gov.pl
	Embassy of Mexico	Shipping Maritime Routes and Energy Transportation in Mexico	Seminar Room 2B	10:30-12:30	bleiva@sre.gob.mx
	Global VSAT Forum	GVF Maritime Connectivity Seminar: The Broadband Satellite Imperative	Seminar Room 1 - Sponsored by ADMIRALTY	11:00-13:00	Martin.jarrold@gvf.org
	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
	Lloyd's Register	Lloyd's Register press event	Seminar Room 2A	13:00-14:30	By invitation only - nicola.dhubert@lr.org
	SKAMA - Klüber	Cost-savings and Performance Improvements with KLÜBER specialty lubricants - Design and performance differences between standard and specialty lubricants emphasizing on cost-reduction	Seminar Room 1, Sponsored by ADMIRALTY	13:00-15:00	i.hatzigianellis@skama.gr
	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	Driving human performance seen from an organisational perspective	Seminar Room 2A	17:00-19:00	m.progoulaki@green-jakobsen.com
Panama Maritime Authority and General Consulate of Panama in Greece	The Panama Ship Registry and Port Development: advantages and impact on the global maritime transportation	Seminar Room 2B	17:00-19:00	contact@panamaconsulate.gr	
PCAI and the Contemporary Art Centre of the Thessaloniki State Museum of Contemporary Art (CACT)	Polyeco Contemporary Art Initiative (PCAI) Event on the occasion of the Resilient Futures exhibition	Polyeco Contemporary Art Initiative (PCAI) headquarters	19.30-22.00	Attendance by Reservation Only at +302104060088, +306948500531, collectionmanager@pcai.gr	
WED 6/6	HELMPEPA	2020 is closer than we think: Scrubbers, Fuels and BWT	Conference Hall	10:30-14:30	helmpa@helmpa.gr
	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
	South African Embassy in Athens	South African Ocean Economy Opportunities	Seminar Room 2A	10:30-12:30	KapoutsisD@dirco.gov.za
	Intellian Technologies	Intellian Technologies Seminar	Seminar Room 2B	10:30-12:30	Summer.Lee@intelliantech.com
	ADMIRALTY Maritime Data Solutions	ADMIRALTY Living with ECDIS seminars	Seminar Room 1 - Sponsored by ADMIRALTY	11:00-13:30	UKHOevents@ct-live.com
	Cruise Lines International Association	CLIA Cocktail Reception	Hemexpo Stand #3131	12:30-13:30	Mrs Natalie Hall-Gearing, nhallgearing@cruising.org
	International Paint	Managing hull performance for operational efficiencies	Seminar Room 2A	12:45-14:30	Wouter.tenHaaf@akzonobel.com Nikos.Mintzas@akzonobel.com
	Rolls Royce Marine	Rolls Royce Marine Seminar	Seminar Room 2B	12:45-14:30	theo.lorentzos@rolls-royce.com
	MedCruise	MedCruise Presentation	Seminar Room 1 - Sponsored by ADMIRALTY	13:45-15:30	secretariat@medcruise.com
	Inmarsat	Inmarsat Briefing	Meeting Room 1	14:00-15:15	By invitation only - debbi.bonner@i-a.com
	RINA	RINA marine digital strategy	Seminar Room Central	14:45-16:45	greece@rina.org
	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
	Panasia Co., Ltd	Panasia environmental solution for BWTS and SCRUBBER with IoT	Seminar Room 2B	14:45-16:45	marketing@worldpanasia.com
	Ecochlor, Inc.	Ecochlor BWTS Simulator and Crew Training Overview	Seminar Room 1 - Sponsored by ADMIRALTY	16:00-18:00	kathie.clark@ecochlor.com
	Embassy of the Republic of Korea – IOBE	Korean-Hellenic Maritime Cooperation Forum	Conference Hall	16:30-19:00	eubko13@mofa.go.kr
PSB & CO. S.A.	Papadakis Group of Companies introduces POT SO <sub>x</sub> SCRUBBERS systems	Seminar Room Central	17:00-19:00	technical@psbpapadakis.gr	
Piraeus Port Authority	Situation awareness solution for protecting European ports: EU Project "SAURON"	Seminar Room 2A	17:00-19:00	ypapagiannopoulos@olp.gr	
SNAME	"Maritime Accident Investigation, Marine Claims, Salvage and Wreck removal. To Err is Engineering" Marriage of Disciplines Provides Answers to Complex Engineering Problems	Seminar Room 2B	17:00-19:00	sillogrammenou@sname.org	
THU 7/6	Newsfront/ Naftiliaki organises the HEMEXPO summit under the auspices of MARTECMA	Support the Local Maritime Industry Summit	Conference Hall	10:30-15:30	natvas@otenet.gr
	American-Hellenic Chamber of Commerce (AMCHAM) NAMEPA U.S. Commercial Section of the U.S. Embassy in Athens	TRADING IN US WATERS: Priorities and Solutions, Seminar	Seminar Room Central	10:30-14:30	v.tseritzoglou@amcham.gr j.seyer@namepa.net maria.georgousi@trade.gov
	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
	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
	ADMIRALTY Maritime Data Solutions	ADMIRALTY Living with ECDIS seminars	Seminar Room 1 - Sponsored by ADMIRALTY	11:00-13:30	UKHOevents@ct-live.com
	SAP Hellas	Shipping the Future with SAP	Seminar Room 2B	12:45-14:30	a.mantziou@sap.com
	Filtersafe	Filtersafe SuperTurbo Product Launch: An Innovation for BWMS Pre-treatment Filtration	Seminar Room 1 - Sponsored by ADMIRALTY	14:00-16:00	Jennifer@filtersafe.net
	BlueGrowth	Presentation of Emerging Piraeus Maritime Startups	Seminar Room 2A	14:45-16:45	bluegrowthaephoria@gmail.com
	French Hellenic Chamber of Commerce (CCIFG)	The French Sea Tech	Seminar Room Central	15:00-19:00	c.manali@ccifhel.org.gr
	Aktina Travel Group	Aktina Travel Seminar	Seminar Room 2B	15:00-17:00	lefteris.konstantopoulos@aktinatravelgroup.com
	Isalos.net and Real Time Graduates	The next chapter in shipping: A new era of Ship Managers in the age of digitalization	Conference Hall	16:30-19:00	info@isalos.net
	Orange Business Services & Futureautics	"Orange Sofa - The Infonomics of Shipping in the era of the IoSea"	Seminar Room 1 - Sponsored by ADMIRALTY	16:30-18:30	lorelie.robert@orange.com
Verifavia Shipping Hellas	Verifavia Shipping Seminar "The EU MRV, IMO DCS, CSI & CCWG Regulations"	Seminar Room 2A	17:00-19:00	nikolas.theodorou@verifavia-shipping.com	
Hellenic Institute of Marine Technology	Marine LNG: Prospects and Barriers	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
	Dell EMC	Dell Presentation	Seminar Room 2A	10:30-12:30	Sinead.Mcallister@dell.com
	MediaCompass Ukraine and Ukrainian Maritime Bar Association	Marine Cargo Insurance at the cross-roads: East-West-South-North aspects	Seminar Room 2B	10:30-17:00	zerkalova.odessa@mku.com.ua
	Union of Greek Shipowners	UGS Press Conference	Seminar Room Central	11:00-13:00	posidoniapress@extrovert.gr
	Anelysis PCC	Fluids Transfer & Management - Automatic Lubrication - Surface Cleaning & Preparation - Protective Coating	Seminar Room 1 - Sponsored by ADMIRALTY	11:00-17:00	info@anelysis.com
	Institute of Energy for South East Europe (IENE)	4th Energy & Shipping Seminar	Seminar Room Central	12:30-17:00	secretariat@iene.gr marketing@iene.gr
VENLYS Maritime Specialisation Services	Human Performance 2.0: Integrating Safety Intelligence within continuous improvement	Seminar Room 2A	12:45-14:30	alexandros.koimtzoglou@venlys.com	

# POSIDONIA 2018 SHUTTLE BUS PROGRAMME

## Route 1: Koropi Metro Station - Athens International Airport Metro Station - Metropolitan Expo

**Tuesday 29 May - Sunday 3 June (build-up period)**

Roundtrips throughout the day from 7:45 to 20:15

**Monday 4 June**

Roundtrips throughout the day from 11:00 to 21:00

**Tuesday 5 to Thursday 7 June**

Roundtrips throughout the day from 10:00 to 19:30

**Friday 8 June**

Roundtrips throughout the day from 10:00 to 18:00

*Note: Route 1 services Sofitel at Airport*

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## Route 2: Syntagma Square (Syntagma sq. & Mitropoleos str. corner) - Metropolitan Expo

**Tuesday 5 to Thursday 7 June**

Departures from Syntagma Square: 9:00, 9:30 and 10:00

Return from Metropolitan Expo: 18:30, 19:00 and 19:15

**Friday 8 June**

Departures from Syntagma Square: 9:00, 9:30 and 10:00

Return from Metropolitan Expo: 16:30, 17:00 and 17:15

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## Route 3: Coral Hotel - Emmantina Hotel - Palmyra Hotel - London Hotel - Amarilia (Faliro - Glyfada area) - Metropolitan Expo

**Tuesday 5 to Thursday 7 June**

Departures from Coral hotel: 9:00 and 10:00

Return from Metropolitan Expo: 18:30 and 19:10

**Friday 8 June**

Departures from Coral hotel: 9:00 and 10:00

Return from Metropolitan Expo: 16:30 and 17:15

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## Route 4: OLP Exhibition Centre - Marriott Hotel - Intercontinental Hotel - Avenue hotel - Hilton - President - Metropolitan Expo

**Tuesday 5 to Thursday 7 June**

Departures from OLP Exhibition Centre: 9:00 and 10:00

Return from Metropolitan Expo: 18:30 and 19:10

**Friday 8 June**

Departures from OLP Exhibition Centre: 9:00 and 10:00

Return from Metropolitan Expo: 16:30 and 17:15

## Route 5: Dolce Attica Riviera - Ramada Attica - Metropolitan Expo

**Tuesday 5 to Thursday 7 June**

Departures from Dolce Attica Riviera Hotel: 9:00

Return from Metropolitan Expo: 19:10

**Friday 8 June**

Departures from Dolce Attica Riviera Hotel: 9:00

Return from Metropolitan Expo: 17:15

**Posidonia** Ποσειδώνια  
The International Shipping Exhibition  
4-8 June 2018

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