

Posidonia

The largest gathering in the international maritime calendar
At the heart of shipping

Listen to the sea

Posidonia 2020

1-5 June

Metropolitan Expo

Athens • Greece



Posidonia 2020

Welcome to all participants

From the President of the Union of Greek Shipowners

Greeks have been listening to the sea for thousands of years. It has been our lifeblood, personified in the god Poseidon and continuing in our pride in the Greek owned fleet. But at Posidonia



the Greek owners will also be listening to you, their international partners. Always keen to hear your case, open to new ideas and to the latest technologies. We all face the same environmental, regulatory and

commercial challenges. The lively exchanges that characterise Posidonia, in the exhibition halls, the conferences and in the renowned social gatherings, are key to effective solutions and successful business.

The Union of Greek Shipowners and the Greek shipping community look forward to greeting old friends and welcoming new participants at Posidonia 2020. We wish you productive and enjoyable business here, at the heart of shipping.

Theodore Veniamis

President, Union of Greek Shipowners

Under the auspices of



Ministry of Maritime Affairs and Insular Policy



Union of Greek Shipowners



Hellenic Chamber of Shipping

With the support of



Municipality of Piraeus



Greek Shipping Co-operation Committee

The Posidonia Co-ordinating Committee

Chairman:

John C. Lyras

Past President of the Union of Greek Shipowners and currently member of its Board

Members:

George D. Pateras

President, Hellenic Chamber of Shipping

Theodore E. Veniamis

President, Union of Greek Shipowners

Haralambos J. Fafalios

Chairman, Greek Shipping Co-operation Committee

Themistocles Th. Vokos

Honorary Chairman, Posidonia Exhibitions SA

THE MULTI-BILLION DOLLAR MARKET

First in new tonnage and newbuild value

When it comes to Greek shipping, the numbers are always impressive. The ribbon was cut at Posidonia 2018 against a backdrop of a Greek controlled fleet of over 4,000 vessels – the world's largest fleet and also the highest fleet asset value at \$100bn. In the first eight months of 2018 Greeks invested over \$3bn, buying 200 ships. In the same period some \$3.8bn was committed to newbuilding projects.

Leading the shipping industry

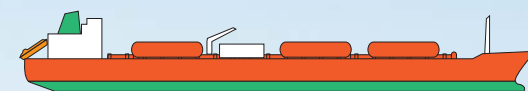
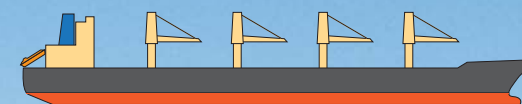
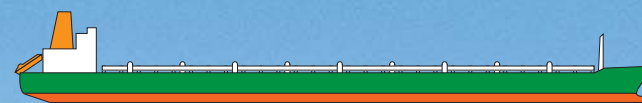
In most sectors Greeks are leading players, and where they are not, such as in container and gas shipping, they are closing in on those ahead of them. They are expected to remain leaders in the coming decades as they show their acknowledged strengths in anticipating and adapting to the demands of the market. The fleet total continues to increase as newbuilds and purchases outstrip sales and scrapping.

Billions of dollars are being committed to newbuilding projects

Collaborating on the industry's challenges

Expanding and keeping the vast Greek armada operational is a challenge for operators and their service companies on technical, commercial and regulatory fronts. For example, it is estimated conservatively that the IMO 2020 sulphur cap and ballast water treatment regulations will cost the shipping industry \$50bn.

Innovation is playing a major role. Greek owners have teamed up with leading marine equipment manufacturers in projects aimed at meeting these challenges and determining how to best deploy their multi-billion dollar budgets. This collaborative approach is the hallmark of Posidonia, as exhibitors huddle with owners and managers, keen to explore solutions and opportunities.



The Greek-owned fleet*

Oil tankers

76 on order **801** in the fleet

Ore and bulk carriers

77 on order **1894** in the fleet

Pure container ships

25 on order **363** in the fleet

Liquid gas carriers

46 on order **215** in the fleet

Chemical and product tankers

14 on order **547** in the fleet

Cargo, passenger and other vessels

4 on order **326** in the fleet

* Ships greater than 1,000grt in service (March 2018) or on order (Nov 2018). Shipping data provided by Naftiliaki/Newsfront.





Listen to the opportunities

Greek owners and their top management come together at Posidonia, joined by executives and buyers from all sectors of the international shipping industry. Ready to listen, keen to engage with suppliers and services for their ambitious fleet expansion and renewal. Greeks are the largest client group in the finance, insurance and sale and purchase markets. Newbuildings and fleet maintenance on a huge scale make them major customers for shipyards, marine equipment and information technology and services to support their global operations.

Engage with technical and operations executives responsible for the industry's most demanding fleet maintenance and expansion programmes. Only at Posidonia are Greek owners doing face to face business on this scale.

Posidonia is renowned for contracts signed and contacts made in the bustling exhibition halls.



Turning up the volume

Keeping pace with the Greek market over 50 years has taken Posidonia to a 2018 record, the largest gathering in the international shipping calendar:

- **2,009 exhibiting companies**
- **22 national pavilions**
- **23,527 visitors**
- **39,485 total attendance**





The sound of success

The hubbub and bustle of the exhibition halls is the sound of business being done on the stands. Posidonia is where new ventures and the latest technologies are showcased and old friendships renewed in its hospitable atmosphere. All made easy by marketing tools included in the exhibitor package and efficient support by the organisers before and during Posidonia week.



Bang your drum!

Communicate your message to Posidonia's international audience at maximum volume! Talk to the organisers about:

- **Posidonia Games sponsorships**
- **Exhibitor bags**
- **Shuttle buses**
- **Press office**
- **Seminar room**



The exhibitor package includes:

- **Free listing in the exhibition catalogue, distributed for free to all visitors**
- **Free listing on the Posidonia website in the exhibiting companies section with a link to exhibitor's website**
- **Free listing with company profile in the exhibition's mobile application**
- **Free electronic visitor invitations for exhibitors to send to clients and contacts**
- **No registration fees**
- **No sub-exhibitor fees**
- **Visitor entrance without charge**
- **Free parking**
- **One official exhibition catalogue for each exhibitor**

And back it up with advertising in:

- **Posidonia catalogue**
- **Posidonia website**
- **Exhibitors' news**
- **Large scale wall spaces**
- **Exhibition halls floor stickers**





“*Posidonia conference sessions are where real issues of crucial importance to the industry are thrashed out*”

Speaking up

Lively, challenging sessions chaired by industry leaders are the hallmark of Posidonia’s well-attended conference programme. In parallel, informative seminars and productive technical workshops address challenges and opportunities facing the industry.

Posidonia 2020 will again host the Tradewinds Shipowners Forum.

Let the world hear you

The busy Posidonia press office is the centre of attention for the world’s shipping media during Posidonia week. Make sure that your product announcements and press releases make the headlines!



The Posidonia Games

If sailing, soccer, running or golf is your thing, pack your gear and enjoy the friendly rivalry of the Posidonia Games. A highly popular fixture, the games appeal to the competitive spirit of shipping professionals.

Listening to the sea at Posidonia 2020

During Posidonia week there will be conference sessions and workshops on marine environmental issues and conservation projects.



2020 is booking now

Returning and new exhibitors are confirming their participation at Posidonia 2020, so early booking is the key to the best locations in the expo centre. The organisers’ expert team is here to advise on the best package to meet your sales objectives.

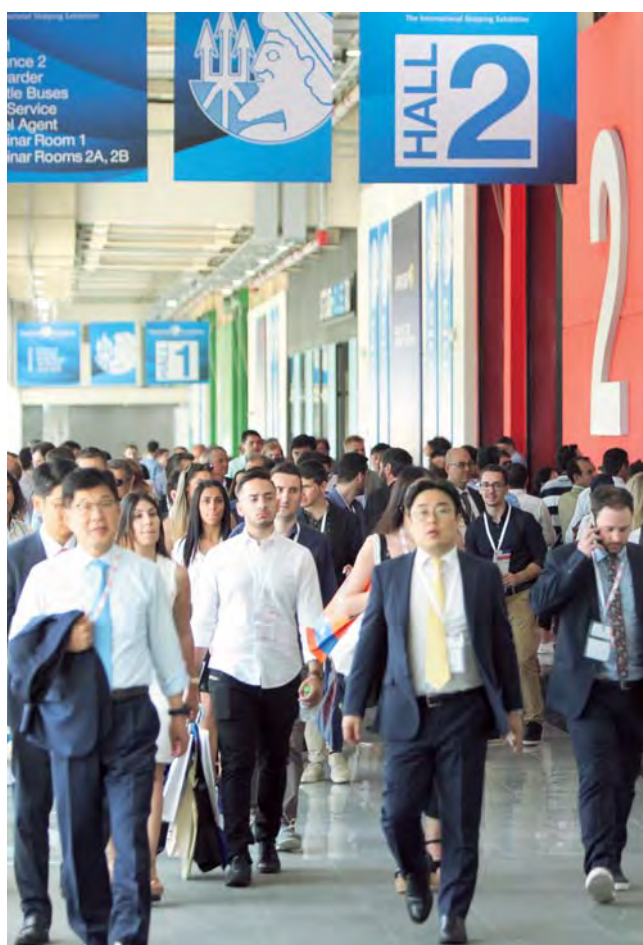
Posidonia 2018 - Facts & Figures

| | |
|-----------------------------|--------------|
| EXHIBITING COMPANIES | 2,009 |
| Domestic | 451 |
| International | 1,558 |
| National Pavilions | 22 |
| Countries and Territories | 92 |

Countries and Territories represented at Posidonia 2018

Argentina, Aruba, Australia, *Austria, Azerbaijan, *Bahamas, Bahrain, Belgium, *Brazil, Bulgaria, Cameroon, Canada, *Cayman Islands, Chile, *China, Colombia, Croatia, Curacao, *Cyprus, Czech Republic, *Denmark, Dominican Republic, Egypt, Estonia, Ethiopia, Faroe Islands, Finland, France, *Georgia, Germany, Ghana, Gibraltar, Greece, Honduras, *Hong Kong SAR, India, Indonesia, Ireland, Isle of Man, Israel, Italy, Ivory Coast, *Japan, Jersey, *Republic of Korea, Kuwait, Latvia, Lebanon, *Liberia, Lithuania, *Luxembourg, Malaysia, *Malta, Marshall Islands, Mexico, Monaco, Montenegro, *The Netherlands, Nigeria, *Norway, Oman, Palau, *Panama, Peru, Philippines, *Poland, Portugal, Qatar, Romania, Russia, Saudi Arabia, Senegal, Sierra Leone, *Singapore, South Africa, Spain, Sri Lanka, Sweden, Switzerland, Taiwan, Thailand, Togo, Trinidad and Tobago, Tunisia, *Turkey, Ukraine, United Arab Emirates, *United Kingdom, Uruguay, *USA, Venezuela, Vietnam

* National Pavilion



| | |
|---------------------------|---------------|
| VISITORS | 23,527 |
| Domestic | 19,061 |
| International | 4,466 |
| Countries and Territories | 104 |

Countries and Territories represented at Posidonia 2018

Algeria, Argentina, Australia, Austria, Bahamas, Bahrain, Belgium, Bermuda, Brazil, British Virgin Islands, Bulgaria, Cameroon, Canada, Cayman Islands, Chile, China, Colombia, Congo, Croatia, Cuba, Curacao, Cyprus, Czech Republic, Denmark, Dominican Republic, Egypt, Estonia, Faroe Islands, Finland, France, Georgia, Germany, Ghana, Gibraltar, Greece, Grenada, Guinea, Honduras, Hong Kong SAR, Hungary, Iceland, India, Indonesia, Iran, Ireland, Isle of Man, Israel, Italy, Ivory Coast, Japan, Jordan, Republic of Korea, Latvia, Lebanon, Liberia, Libya, Lithuania, Luxembourg, Malta, Marshall Islands, Mauritius, Mexico, Moldova, Monaco, Montenegro, Morocco, The Netherlands, Nigeria, Norway, Oman, Pakistan, Panama, Paraguay, Philippines, Poland, Portugal, Qatar, Romania, Russia, Saint Kitts and Nevis, San Marino, Saudi Arabia, Senegal, Serbia, Seychelles, Singapore, Slovakia, Slovenia, South Africa, Spain, Sri Lanka, Sweden, Switzerland, Syria, Taiwan, Thailand, Tunisia, Turkey, Ukraine, United Arab Emirates, United Kingdom, USA, Venezuela, Vietnam

TOTAL ATTENDANCE (exhibitors, visitors and media representatives) 39,485

We request the allotment of the following exhibition space or nearest available alternative:

Space Only: PREMIUM A € 450* per square metre

STAND
NUMBER

SQ. METRES
REQUIRED

TOTAL
PRICE

Space Only: PREMIUM B € 405* per square metre

STAND
NUMBER

SQ. METRES
REQUIRED

TOTAL
PRICE

Space Only: STANDARD € 315* per square metre

STAND
NUMBER

SQ. METRES
REQUIRED

TOTAL
PRICE

* Plus VAT 24%

Company Name

Nature of business

Address

Telephone

Email

Website

Tax Office

VAT No.

Contact Person

Position

Email

Telephone

Mobile

We have read, understood and agree to comply fully with the Rules and Regulations printed overleaf and the exhibition's Technical Regulations and to follow the method of payment indicated in section 12 of these Rules and Regulations. The Rules and Regulations and the Technical Regulations are available at www.posidonia-events.com (section For Exhibitors). For any representatives/agents applying on behalf of a foreign exhibitor, the representative/agent is liable for obligations arising from this application form.

Authorised by (please print)

Name

Surname / Family name

Signature

Position

Date

Day Month Year

ADDITIONAL INFORMATION

Space Only: minimum size is 30 sq.m.

Shell Scheme Stands: minimum size is 12 sq.m.

For 12 -29 sq.m stands, it's compulsory to order a Shell Scheme package from Expowork SA at the exhibitor's expense. Contact Expowork SA for Shell Scheme options (Email: posidonia@expowork.gr, website: www.expowork.gr)

Two-level Stands: The square metres of the upper-level built area will be charged at 25% of the sq.m. price of the ground-level area.

Hanging Banner above stand: € 70/m² for single dimensional sign (Single-sided), € 100/m² for double dimensional sign (Double-sided). For production and hanging costs contact Expowork SA.

Please complete and mail the original to the organisers:

Εκθέσεις Ποσειδώνια ΑΕ, Ευπλοίας 4-6, 185 37 Πειραιάς

Posidonia Exhibitions SA, 4-6 Efplias Street, 185 37 Piraeus, Greece

Tel. +30 210 428 3608, Email: posidonia@posidonia-events.com, Website: www.posidonia-events.com

If insufficient space is available on this form for the information required, please continue on a separate piece of paper.

1. VENUE AND SITE LEASING

- Sites are let strictly to the exhibitor or to his representative as previously approved by the organisers.
 - No sub-letting or the use of any space by a non exhibitor or unofficial co-exhibitor is permitted.
 - The organisers must be convinced that satisfactory use is being made of the space allocated. This applies to the build-up period as well as to the term of the exhibition. Should the organisers not be satisfied with the use being made of the site, they reserve the right to clear all or part of the site at the exhibitor's expense. In such a case the exhibitor will be liable to the whole amount of the rent as a penalty clause and for remuneration to the organisers for all damages incurred, including loss of profit.
 - The organisers reserve the right to refuse exhibits which are likely to be dangerous or cause damage, or are in any other way unsuitable.
 - The exhibitor shall not exhibit at the exhibition any counterfeit goods or any goods which infringe any third party's intellectual property ("infringing goods"), or any goods which are prohibited or restricted by local laws or regulations ("prohibited goods"). Any such goods exhibited at the show will not be allowed and the organisers have the right without recourse to physically remove the items and close down the stand of the said exhibitor. The exhibitor will not have any financial claim against the organisers.
 - While every effort is made to ensure that plans and drawings in the organisers' catalogues and literature are accurate, the organisers give no warranty to this effect and shall have no liability in respect of any inaccuracy in such plans and drawings. The organisers reserve the right to alter plans at any time without notice.
 - The organisers reserve the right to change the venue of the exhibition, in case local, municipal or government laws and regulations restrict access to or the use of the Metropolitan Expo.
 - If any exhibitor is in breach of any of these rules and regulations and/or the Technical Regulations (refer to www.posidonia-events.com), or fails to pay any money due, the organisers retain the right to withdraw from the contract, exclude him from participating in the exhibition, evict him, his agents and property from the exhibition and reallocate the space. Such action will not limit or otherwise affect any claim for payment which the organisers may have against him and the exhibitor will be liable for the whole amount of the rent as a penalty clause and remuneration for all the organisers' damages, including loss of profit.
- ## 2. EXHIBITS
- Exhibitors must make sure that no exhibit is removed from its agreed position during the duration of the exhibition.
 - All exhibits must be confined to the area rented by the exhibitor. Any of the exhibitor's goods found outside this area at any period before or during the period of the exhibition may be removed at the expense and risk of the exhibitor.
 - All exhibits must comply with fire regulations.
- ## 3. INDEMNITY AND INSURANCE
- Any loss and/or damage are entirely at the exhibitor's own risk. The exhibitor is required to cover himself with adequate insurance.
 - Indemnity
Each exhibitor agrees to indemnify the organisers and their agents against liability to the owners of the exhibition premises, their employees or sub-contractors, any public authority and each and every other exhibitor in respect of any action, cost, claims and demands of whatsoever nature consequential to any act or omission of the exhibitor, his servants or agents.
 - Indemnity Insurance
The exhibitor, his agent or any other person acting on his behalf are entirely responsible for their personal safety and any bodily injury, property damage or loss that may occur within their stand premises by any cause. Exhibitors are therefore, obliged to have full insurance cover against the forenamed reasons by an insurance company of their choice, at their own expense.
 - More specifically, without limiting the exhibitor's liability to indemnify the organisers under the preceding clause, or releasing the exhibitor therefrom, the exhibitor shall at his sole expense effect and maintain such insurance with such insurers and upon such terms so as to indemnify himself and the organisers directly against any loss, liability, expense or claim as is referred to in Clause 3a, Clause 3c and Clause 4 hereof. Exhibitors are required to submit full details of their insurance policies relating to exhibitions to the organisers prior to the build-up period of the exhibition. Failure to provide these details may result in the exhibitor being excluded from the exhibition without refund of their rental fees. It is expressly stated that under no circumstances will the organisers accept responsibility for any accident or injury whatsoever which may occur either to exhibitors or to any other person or persons engaged by them or in any way connected with them. Posidonia Exhibitions SA reserves the right at its sole discretion to cancel the Application for Space of any exhibitor who fails to meet the insurance requirements of the organisers.
- ## 4. FORCE MAJEURE
- Should the exhibition or the participation of one or more exhibitors from a certain country or territory be

cancelled, curtailed or adversely affected by any cause not within the reasonable control of the organisers, including but not limited to, any intervention or decision made by any Public or Judicial Authority or Organisation of Public Utility, war, fire, national emergency, labour dispute, strike, lock-out, civil disturbance, Act of God or non availability of the premises for any reason, the organisers shall be under no obligation to refund any of the sums paid by the exhibitor in respect of his participation in the exhibition as rent or for any other reason. The organisers shall be under no liability to the exhibitor or any other person in respect of any actions, proceedings, claims, demands, losses (including consequential losses), costs or expenses whatsoever which may be brought against or suffered or incurred by the exhibitor as the result thereof.

5. DAMAGE

- Each exhibitor shall be fully liable for any loss or damage caused by an act or omission of the exhibitor, his servants, agents, or contractors to any property of the exhibition premises, the owners and their agents, any other exhibitor or other person, and shall be liable forthwith to make good or provide compensation in respect of such loss or damage to the satisfaction of the same or any of them as the case may be.
- No exhibitor may alter or in any way affect the structure or fixtures of the exhibition premises.
- The exhibitor will pay the cost of making good any damage caused to the premises or fixtures by himself and/or his contractors.

6. CONDUCT ON SITE

- The exhibitor shall be responsible for the good conduct of all persons working on his stand during build-up, exhibition and dismantling periods.
- Gambling or any activity for which a special license is required is not permitted.
- Exhibitors must not permit anything which causes a nuisance or, in the opinion of the organisers, does not conform with the general standards of the exhibition.
- Social on-stand events (receptions, parties etc) are allowed only after 18.30 on exhibition opening days and are subject to the approval of the organisers.
- Should the exhibitor receive approval by the organisers to host an on-stand event, the music and/or other sound (ie presentations) must not exceed 70 decibels. The organisers reserve the right to stop an event if allowed noise levels are exceeded. Exhibitors are not allowed to organise events which might affect the participation of neighbouring/ adjoining exhibitors in any negative way. If an exhibitor wishes to organise an event past exhibition opening hours, this must be applied for in writing. The resulting costs for supervision, security staff, parking services, medical support, etc will be charged to the exhibitor and are payable in advance. Event past exhibition hours must end at 21.00.
- If the Exhibitor plans to have music or songs for an on-stand event, he undertakes exclusive responsibility for receiving the required written permit, in advance, by the Collecting Society for Music Copyright AUTODIA (Autodiaxeiris). The aforementioned permit should be available onsite at all times, as it may be requested by AUTODIA representatives. Any music reproduction not registered can lead to claims for damages from AUTODIA.
- Personnel and Attire: The organisers reserve the right to determine whether the character and/or attire of both personnel is acceptable and in keeping with the best interests of other exhibitors and the Exhibition.
- Retail sales are strictly prohibited at the exhibition.
- The exhibitor may distribute advertising literature only from his own stand and may advertise within the exhibition outside his own stand only with the approval of the organisers.
- All exhibition stands must be supervised by an authorised representative of the exhibitor during the build-up, exhibition and dismantling periods.
- No explosives, petrol, gas or other inflammable materials are allowed.

7. ORGANISERS' INTELLECTUAL PROPERTY RIGHTS

The exhibitor acknowledges that the right to use the Intellectual Property Rights of the organisers derives solely from this agreement of participation to the said Exhibition and is limited to the use of these rights solely for the promotion of his business within the framework of his participation in the Exhibition, in accordance with the terms of the present. Any illegal or unconventional use of the above Rights by the exhibitor will be in violation of both the present agreement and of the organisers' rights. The exhibitor acknowledges and agrees that any use of the Intellectual Property Rights of the organisers by the exhibitor as well as any goodwill or other benefit is obtained by the same through the above use, will be exclusively in favour of the organisers and that the present agreement does not give the exhibitor any right of any form on the Intellectual Property Rights thereof.

8. TRANSFER OF THE CONTRACTUAL RELATIONSHIP

The rights licensed by this agreement to the exhibitor are strictly personal. Exhibitors are not entitled to sell, assign, transfer, pledge or grant in any way, directly or indirectly, any right in general arising from this agreement without the prior written consent of the organisers.

9. GENERAL

- The organisers will have security personnel on the exhibition premises from the beginning of the build-

up period to the end of the dismantling period, but are not responsible for exhibits, equipment and property of any third person. The exhibitor must himself take all necessary security measures at his own cost and also meet all necessary insurance costs (see Clause 3).

- Drawings of all stands must be submitted to the organisers for written approval. Drawings must be to scale, showing the ground plan and elevation of the stand and its fittings, including materials and colours to be used and providing a description of any exhibits, projectors and displays.

- The organisers reserve the right to change the size, shape and position of the allocated space, where there is good reason for doing so. If such change becomes necessary, the organisers will inform the exhibitor immediately and allocate the exhibitor to an equivalent space where possible. If that involves a change in payment for participation, the corresponding differential amount shall be reimbursed or charged accordingly. Neither side shall be entitled to raise claims for damages.

- The organisers reserve the right to order the alteration or removal of any stand which differs from the approved specification and any stand that does not conform to the exhibition regulations, the cost to be paid by the exhibitor.

- The co-ordinator of a national pavilion must notify the organisers of the exhibiting companies within the pavilion, including a detailed stand sketch, which must show where which company is allocated within the pavilion.

- Stands from 30 sq.m. and over, must comply to the below:

- Exhibitors are responsible for the construction of their own boundary partition/ walls and for their stand and exhibits to be in compliance with all fire regulations.

- The stand perimeter walls must be 3m and where floor is used, the final perimeter wall height can reach 31.0m. At least 60% of each stand side facing onto an aisle must remain open or fitted with transparent material.

- Each stand must be structurally self-supporting with no fixings to any part of the existing building or adjoining stand.

- The stand number must be displayed prominently on each stand.

- The back of all open stand enclosing walls must be finished flush and properly decorated where not otherwise used for promotional graphics, including exposed construction or wiring on any stands roofs which are visible from above in any part of the building.

- No exhibitor may alter or in any way affect the structure or fixtures of the exhibition premises.

- It's compulsory for exhibitors occupying 12-29 sq.m. to order, at the exhibitor's expense, one of the shell scheme packages provided by Expowork (Basic, Business, or Executive). No variation of the standard fascia and lettering will be permitted. Exhibits and displays should not exceed the height of the stand walls and all ceiling beams must remain in position. Any changes to the standard shell arrangement by the exhibitor or his contractor must be approved by the organisers and will be charged to and settled by the exhibitor.

- If exhibitors who have booked stands between 12-29 sq.m., fail to submit their shell scheme package booking form by 31/03/2020, they will be provided with the Basic Shell Scheme package at the exhibitor's expense.

- Hanging banners are subject to approval and will be charged an advertising fee per banner. Production and rigging charges are also applicable.

- Electricity will be supplied only by Expowork, the official technical contractor. Connections into permanent distribution boxes may be made only by Expowork. Electric current will be supplied thus: Three phase 5 wire AC 380V/50Hz.

- The erection and removal of stands and material must take place within the time limits specified by the organisers at the cost, care and risk of the exhibitor.

- Any property or stand material remaining on the exhibition premises after the dismantling period will be disposed of by the organisers at the exhibitor's expense.

- The arrangement and payment for conveying goods to and from the exhibition, receiving, erecting and removing is the exhibitor's responsibility.

- In case of exhibitor downsizing, the organisers reserve the right to reallocate the exhibitor.

- For safety and liability reasons, the official forwarder of Posidonia 2020 has the exclusive responsibility for the movement of all goods, exhibits and stand material in and out of the exhibition building (except of exhibit material that can be carried by hand). They are responsible for the delivery of the shipment from outside of the exhibition centre to the stand, removing empty cases for storage and returning them at the end of the exhibition and the movement of the shipment from the stand to the exterior of the exhibition centre. The use of fork-lifts, pallet trucks, hand pallet trolleys and cranes is only permitted to the official forwarder of Posidonia 2020. Exhibitors are obliged to ensure that the circulars provided by the official forwarder are brought to the attention of their contractor.

- In case of late arrival of any exhibits and/or bulky items, the Organisers reserve the right to refuse their entry into the exhibition area.

- Dismantling a stand before the period set for dismantling is a breach of contract. The organisers are entitled to impose a penalty charge of €1,000 + VAT (where applicable).

- Please note that roofing may impair the effect of sprinkler system. Exhibitors are requested to install a sprinkler system on the stand itself.

10. PRIVACY

The organisers collect exhibitor's name, position, address, telephone/fax number, email address, so that our support team can communicate with exhibitors and provide them with any assistance regarding their participation at the 2020 Exhibition. Under the General Data Protection Regulation – GDPR (EU 2016/679), personal data can only be gathered under strict conditions and for legitimate purposes only. Where Posidonia Exhibitions SA receives any personal data (as defined by the General Data Protection Regulation - GDPR - EU 2016/679), it ensures that it fully complies with the provisions of the Regulation. All data provided in the registration form will be retained by Posidonia Exhibitions SA for up to 24 months after the event.

By signing the application for space, whereby exhibitors provide personal data, they expressly and unambiguously declare that they consent to the collection and processing of their personal data by Posidonia Exhibitions SA. This data will be used for statistical purposes and for communicating promotional material. Exhibitors acknowledge and agree that Posidonia Exhibitions SA may process their personal data and agree to receive information regarding Posidonia events.

Copyright – Disclaimer: A photographer and/or a film crew will be present in the exhibition centre to film the event for illustration and information purposes related to the activities, projects or events of Posidonia Exhibitions SA. The event may also be web-streamed and recorded. Recordings will be visible to the public. Exhibitors at Posidonia events who do not agree to photographing, filming and use of their image and voice, have to inform Posidonia Exhibitions SA before they complete their registration, at the following email address: posidonia@posidonia-events.com. By accepting to participate at the event, exhibitors confirm that they agree with copyright information and they consent that the organisers may use their data, image and voice collected within the context of the event, as described.

11. OBSERVANCE OF RULES

Every exhibitor and every person employed directly or indirectly by him shall be bound by and must observe the published Rules and Regulations and Technical Regulations in all aspects. The exhibitor must bring them to the attention of all his agents and contractors. Should he not do so, any claim arising from such a failure shall be met by him.

12. PAYMENT

Payment shall be made in two installments: The first of 35% of the hire charge to be paid upon submitting the signed application for space to confirm stand order, and the balance of 65% not later than February 28, 2020. If the application of space is received after 28 February 2020, payment shall be made in one installment. The relevant invoices will be issued after payment of the total amount has been effected. All amounts are subject to VAT as applicable. Exhibitors whose stand rental remains unpaid at the start of the exhibition build up will be denied access to the exhibition premises. Bank Transfer payments: All bank charges must be borne by the payer. In case of payments by credit card a 2% surcharge applies.

13. CANCELLATION OF PARTICIPATION

Cancellation of an exhibition stand must be received by the organisers in writing. If the exhibitor withdraws from his exhibition space booking, he will be liable for the full amount of the rent as cancellation fee and remuneration for all the organisers' damages, including loss of profit. The organisers reserve the right, even though they are not under the obligation, to relet the space previously allocated to another exhibitor. In the latter case, the exhibitor who has cancelled his space booking will be liable to an amount equal to 20% of the total amount of the rent, plus VAT, as a penalty clause, this provision not limiting the organisers' right to demand remuneration for any damages, including loss of profit, consequential to such withdrawal.

14. APPLICABLE LAW AND JURISDICTION

The contract is subject to Greek law and jurisdiction and competent Courts will be those of the city of Piraeus, Greece.

15. DEFINITIONS

Should any doubt or dispute arise, whether covered in these rules and regulations or not, the final decision shall be made by the organisers. In the above rules and regulations the term "organisers" refers to Posidonia Exhibitions SA. Posidonia 2020 International Shipping Exhibition is "the exhibition" and the Metropolitan Expo is the "exhibition premises".

16. COMPLIANCE WITH TECHNICAL REGULATIONS

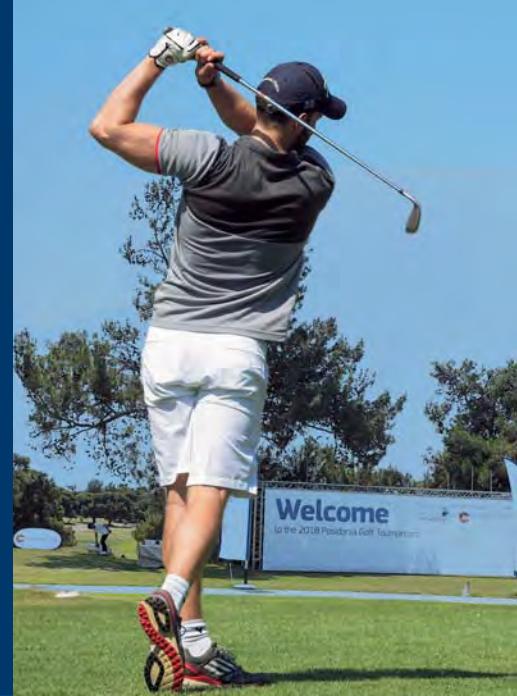
The exhibitor agrees to comply with additional rules and regulations as stipulated in the Technical Regulations and circulars issued by the organisers.

The Posidonia Games

The fun side of Posidonia, with a competitive edge!
The curtain-raiser to Posidonia week.

Posidonia Running Event

The 2018 event attracted a massive participation of almost 1,700 runners. Polish Ambassador to Greece Anna Barbarzak said: "I think the running event is a great idea. People arrive in Athens earlier to participate in the sports initiatives, which is fantastic". 2020 promises an even bigger field.



Posidonia Golf Tournament

124 golfers teed off for the 2018 event, culminating with a prize-giving ceremony attended by 1,000 VIP guests. Nikolas Martinos, CEO Thenamaris, said: "The Posidonia Golf Tournament has become a great opportunity for Posidonia guests to enjoy a day out with shipping colleagues from around the globe".

Posidonia Shipsoccer Tournament

Shipsoccer literally kick-started Posidonia 2018 week for its 28 teams and 280 players. Swift Marine MD Nico Koumbatis said: "It is wonderful to meet with so many shipping professionals from around the world to network, play football and relax ahead of the busy Posidonia week."



Posidonia Cup

Powered by nature- the maritime industry's most exciting and eco-friendly event! In 2018 the Posidonia Cup Yacht Race attracted a record 60 yachts and over 600 crew members to Faliron Bay. 2020 will see the tenth Posidonia Cup Race, bringing together shipping industry professionals from all over the world to build team spirit while practicing their favourite sport.



The Posidonia 2020 Programme

Posidonia Cup: 29 May 2020

Posidonia Running Event: 31 May 2020

Posidonia Golf Tournament: 31 May 2020

Posidonia Shipsoccer Tournament: 31 May 2020

Posidonia Opening Ceremony: 1 June 2020 (by invitation only)

Posidonia 2020 Exhibition: 1-5 June 2020



The International Shipping Exhibition

Organisers: **Posidonia Exhibitions SA**

4-6 Efplias Street, 185 37 Piraeus, Greece, Tel. +30 210 428 3608, Fax +30 210 428 3610

Email: posidonia@posidonia-events.com Website: www.posidonia-events.com

REGIONAL SALES REPRESENTATIVES

■ **International sales** except those territories listed below: **Seatrade Maritime, UK**
Tel. +44 (0) 207 0174820
Email: chris.adams@informa.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
Email: elaine.yip@ubm.com
Contact: Ms Elaine Yip

■ For the **United States of America and Canada:**
The Maritime Executive
Tel. +1 561 797 0668
Email: Bkeil@maritime-executive.com
Contact: Mr Brett Keil

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