

POSIDONIA IS THE REAL DEAL

Deals galore and trend-setting on display as global shipping renews

Posidonia rendez-vous for 2020

The world's most prestigious shipping trade event has scaled new heights this year with an unprecedented display of the collective might and minds of a gigantic global industry which accounts for nearly 95 percent of international trade.

The proof points of the show's unparalleled appeal and success were evident each of the five days on the exhibition floor and conference facilities of the venue, where a great number of business deals were struck and issues and trends of concern to the international maritime industry were debated.



During the Posidonia week, Maran Gas Maritime declared options for a further LNG carrier and its second floating storage and regasification unit (FSRU) at the South Korean yard, Daewoo S&ME. The deal came hard-on-the-heels of another major Ballast Water Treatment System retrofit project for 36 of Angelicoussis Shipping Group's large vessels, which has gone to Ecochlor. Work will be carried out between 2018-2020 at yards in Singapore, Dubai, Qatar and China, a tangible example of the truly global nature of shipping.

And according to TradeWinds, another Greek shipowner, Nikos Tsakos clinched a mega newbuilding deal for his company Tsakos Energy Navigation for two 115,000-dwt aframax at Daehan Shipbuilding of Korea.

The deals galore continued throughout Posidonia 2018; ABB Turbocharging and Multi Marine Services signed an agreement to open a turbo charging service point in the Cypriot port of Limassol; and Airbus signed an MoU with Wilhelmsen to develop an Unmanned Air System (UAS) for the delivery of ship supplies, in a sign of how fast technology has started impacting on shipping operations.



With the eyes of world shipping firmly fixed on Posidonia 2018, many companies chose the event to unveil major initiatives, launch new products and announce important developments, including classification society DNV GL which released its first cyber security class notations to help shipowners and operators protect their assets from hacking incidents. Winterthur Gas announced the inauguration of a training centre in Piraeus and revamped Honduras Registry made its debut at Posidonia 2018 unveiling its agreement to contract the international management of its flag to Panamanian company International MarConsult. Also, Piraeus Port Authority S.A. (PPA) was awarded double certification against ISO 9001:2015 and ISO 14001:2015 by Lloyd's Register (LR).

Theodore Vokos, Executive Director, Posidonia Exhibitions S.A. said: "The list of new business deals goes on and on as multi-million dollar deals on the Posidonia Exhibition floor is the norm, being the most eagerly awaited trade event in the biennial shipping calendar. This year, on our 50 year anniversary, we have witnessed a tremendous response from the global shipping community whose presence and activity helped us deliver the most dynamic Posidonia ever."

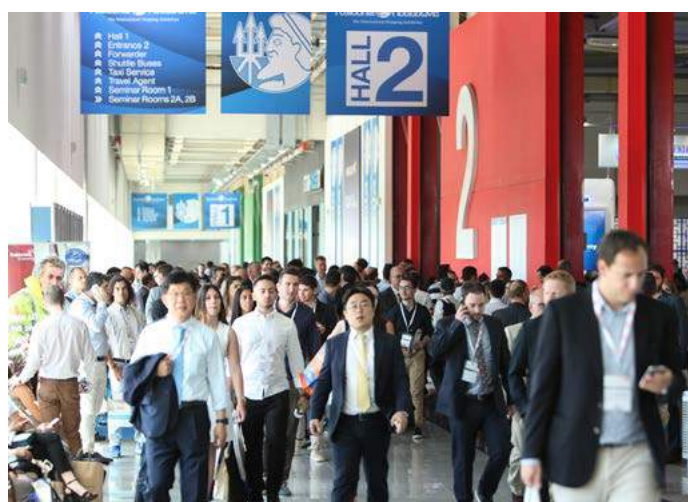
While the commercial aspect of Posidonia has long been acknowledged as one of the world's most prolific, the event has also grown to be the bellwether of world shipping and this year, a total of 40 seminars and conferences set the global maritime agenda, debating the burning issues of environmental regulations, safety, clean fuel, leadership and digitalisation.

And as the gates of the Athens Metropolitan Expo closed to bid farewell to the 2,009 exhibiting companies and some 23,500 visitors from 92 countries, the Posidonia Exhibition opens a new chapter in its 50-year-long legacy with an ambition to celebrate a century of achievements in tandem with the expansion and growth of the Greek ocean going merchant marine fleet, which today accounts for 20 percent of the global and 50 percent of Europe's dwt capacity.

Posidonia 2020 will be held from June 1 – 5 at the Athens Metropolitan Expo. The event is organised under the auspices of the Ministry of Maritime Affairs & Insular Policy, the Union of Greek Shipowners and the Hellenic Chamber of Shipping and with the support of the Municipality of Piraeus and the Greek Shipping Co-operation Committee.

“ We have really enjoyed this year’s event. It’s been very busy and very active and we are very impressed with the continued strength of the Greek shipping community which owns 17 percent market share of the fleet globally, a very impressive record which has grown over the last ten years by 13 percent. So we have enjoyed Posidonia, it’s been very good for us, good to meet old friends and new friends and of course to support the Greek owning community. We will definitely be back in two years’ time. ”

Stephen Gordon
Managing Director, Clarksons Research



“ Posidonia 2018 is much busier, bigger and better than previous years. I know so many shipping industry professionals from China who all came this year. It is fantastic, much better than the previous years. We have a great quality of visitors in our stand and we are very happy with the response we are getting. ”

Steven Zhang
Head of Repair & Conversion Department, COSCO Shipping

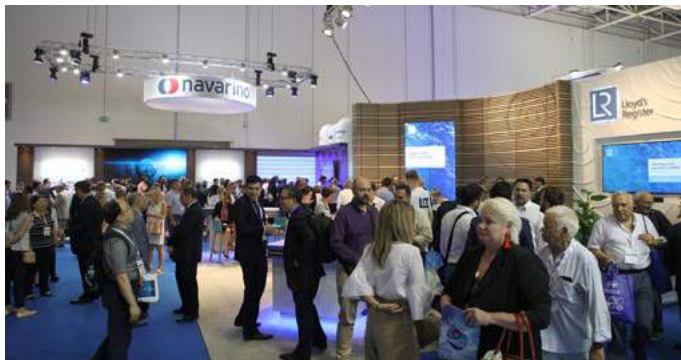
“ It’s always fantastic to be at Posidonia, for us it’s the event of the year and it’s lovely to be a part of. The quality of the exhibition and its visitors is very high, it gets better and better every passing year. All the various seminars and conferences have helped raise Posidonia’s profile and we are seeing much higher footfall of high level maritime officials and executives passing by our stand. This is a must-do event for us, it’s unique! ”

Nick Brown
Communications Director, Bureau Veritas



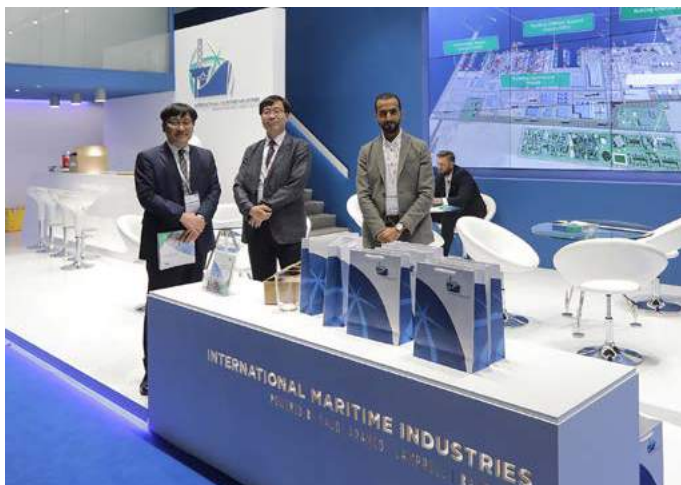
“ I have been coming to Posidonia for the last 12 years. And some of those years, as everyone else, I was disappointed, afraid with how things were going for our industry. But this year, I’m pleased to say, I feel elated, I feel vibrant, I feel happy, because I saw a very positive sentiment in the market, which comes as a natural progression from the crisis times over supplies, demand and newbuildings. Today we face different challenges: technological challenges. And these are good challenges. The possibilities are endless! This is what makes shipping so interesting and Posidonia is the top forum for this amazing industry! ”

Nawfal Al Jourani
Chief Officer of Dubai Maritime Cluster Office



“Posidonia is a great and very successful event, my favourite shipping exhibition in the world as we get the chance to meet with Greek owners and operators. Some of our biggest clients for big vessels like LNG carriers and tankers come from Greece and Posidonia is the right place to meet with them. We will of course be here again in 2020.”

Tohru Kitamura
Executive Vice President of Mitsubishi Shipbuilding Company



“It’s been a great experience for us. We have been incredibly busy meeting potential customers and partners who can help us create more efficiencies for our end-users. The organisers of Posidonia are incredibly helpful especially for a new exhibitor like us, they have been very accommodating and made everything for us a lot easier. It truly is the premier event of the shipping industry, there is nothing that even comes close to it. This was the best place to launch our project to a worldwide audience.”

Phillipa Brown
Head of Corporate Communications, International Maritime Industries



“This year’s Posidonia had a big difference, apart from the bigger number of exhibitors and national pavilions. It was the optimism, not only for the market but for the overall new technological aura, which could be felt everywhere around the exhibition and affects shipping directly: from issues like the digitalization of shipping and automation to the new IMO environmental regulations, which bring about major changes to the way the industry operates. Shipping is changing and that was also clear at the seminars and conferences we attended, and I am glad to say that the Greek shipping community is already part of this change. I was really happy to be an exhibitor in this year’s Posidonia.”

Costas Hassiotis
CEO, OCEANKING S.A.



POSIDONIA GAMES ATTRACT 2,500 ATHLETES IN FOUR SPORTING EVENTS

FOOTBALL, GOLF, RUNNING AND SAILING EVENTS EXTREMELY SUCCESSFUL

The Posidonia Games concluded with the Shipsoccer tournament at the spectacular Star Sport Club, in Athens' southern seafront suburb of Voula. A total of 28 teams comprising 280 players battled it out at the venue's synthetic-turfed, five-a-side pitches during an event which drew hundreds of spectators. **Nico Koumbatis, Managing Director of the tournament's main sponsor, Swift Marine,** said: "The Posidonia Shipsoccer Tournament is a truly exceptional event that gives participating companies the opportunity to promote the values of sportsmanship and team building. It is wonderful to meet with so many shipping professionals from around the world in such an extraordinary venue next to Athens' Riviera seafront, to network, play football and relax ahead of the busy Posidonia week."



George Paleokrassas from Watson, Farley & Williams, said: "This is our first time at the Posidonia Shipsoccer Tournament and I must admit that we are very happy with the organisation and the quality of the event as well as with the spirit of competition between all participants. We have a lot of clients who participate in the event which is an excellent networking opportunity. For example, our team had the opportunity to train together for weeks before the event and today we have the support of many of our colleagues from the office."

Sotiris Spathis, Drew Marine, Sales Manager, said: "The soccer event is really exceptional, it gets better and better each passing year. It is very important to see so many participants from the shipping community coming together in this great venue. We are happy to be loyal participants at this event for the second consecutive edition and we are looking forward to the next one."

Aristides P. Pittas from Eurobulk, said: "It is a great tournament with many players and footballers, it helps promote team building, networking. We have participated in every Posidonia Shipsoccer Tournament as we truly value the event's unique quality."



The fourth Posidonia Golf Tournament had teed off earlier in the day at the neighbouring Glyfada Golf Club with the participation of 124 golfers from Europe, Asia and the USA. The event culminated with a prize-giving ceremony at the popular night spot venue Island, which was attended by 1,000 VIP guests.

Nikolas Martinos, CEO, Thenamaris, said: "The Posidonia Golf Tournament, jointly sponsored by Thenamaris and Costamare, has become a great opportunity for Posidonia guests to enjoy a day out with shipping colleagues from around the globe. This year's tournament had a record 31 teams with 124 players, and continues to grow in size and popularity each year."

Earlier in the day, at 9.00 am, at the other side of the Athens Riviera, the port city of Piraeus, the second edition of the Posidonia Running Event got onto a crowded start with almost 1,700 runners negotiating the 5km course which started and finished in front of the city's Municipal Theatre. Amongst the participants was **Polish Ambassador to Greece, Anna Barbarzak,** who said: "I think the running event is a great idea feeding into the main Posidonia event. People arrive to Athens earlier in order to participate in the sports initiatives which is fantastic. I have a full team from Poland as well as Embassy representatives, especially because this year we have the first Polish pavilion at Posidonia organised by the Ministry of Maritime Economy and Inland Shipping."





Poland this year is also marking the 100th year since regaining its independence in 1918, when the country's shipbuilding industry was born.

Antonis Kanellakis from Alpha Bulkers, said: "Almost 20 percent of our company's team members are participating in this great event and we are all very happy to have crossed the finishing line. This is a great initiative and we hope to be here again in two years from now."

Piraeus Mayor, Ioannis Moralis, said: "It is with great satisfaction that we welcomed again in Piraeus for the second time the Posidonia Running Event, thousands of runners from around the world who are in Greece this week to attend Posidonia 2018. They had the opportunity to visit our beautiful city, a great shipping hub, and participate in a prestigious running event which we will continue to support as it promotes our city and helps local businesses."



The 2018 Posidonia Games kicked off on Friday at Faliron Bay, where one of the biggest sailing events in Greek waters, the Posidonia Cup Yacht Race, was held.

A record 60 yachts and over 600 crew members were the ingredients of the action-packed Posidonia Cup 2018 sailing race, which culminated in a prestigious award ceremony at the picturesque Island Residence, bringing professional sailors, shipping executives and experienced seamen together and creating the unique Posidonia atmosphere. The challenging weather conditions stimulated both enthusiasm and suspense and united the global shipping family in a day full of fun, fellowship and adventure.



The Posidonia Games were sponsored by the following companies and organisations: Sponsors Lalizas, Jotun, Aria Fine Catering and supporters ABS, D.Koronakis SA, Eastern Mediterranean Maritime, Argo Travel, Franman, Lloyd's Register, Oceanking, Prime, Wartsila, Hawaiian Tropic, ShipMedical Ltd and G4S Telematix backed the ninth edition of the Posidonia Cup; Gold sponsor DNV-GL and sponsor Empire Navigation supported the Posidonia Running Event, which made its debut appearance in the Posidonia calendar in 2016; Thenamaris and Costamare again sponsored the fourth Posidonia Golf Tournament, which was powered by Costa Navarino; and the Posidonia Shipsoccer Tournament, which was launched in 2008, was again sponsored by Swift Marine.



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