

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

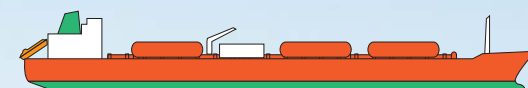
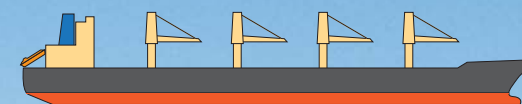
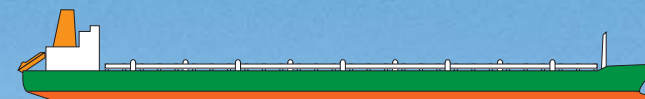
In most sectors Greeks are leading players, and where they are not, such as in container and gas shipping, they are closing in on those ahead of them. They are expected to remain leaders in the coming decades as they show their acknowledged strengths in anticipating and adapting to the demands of the 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.

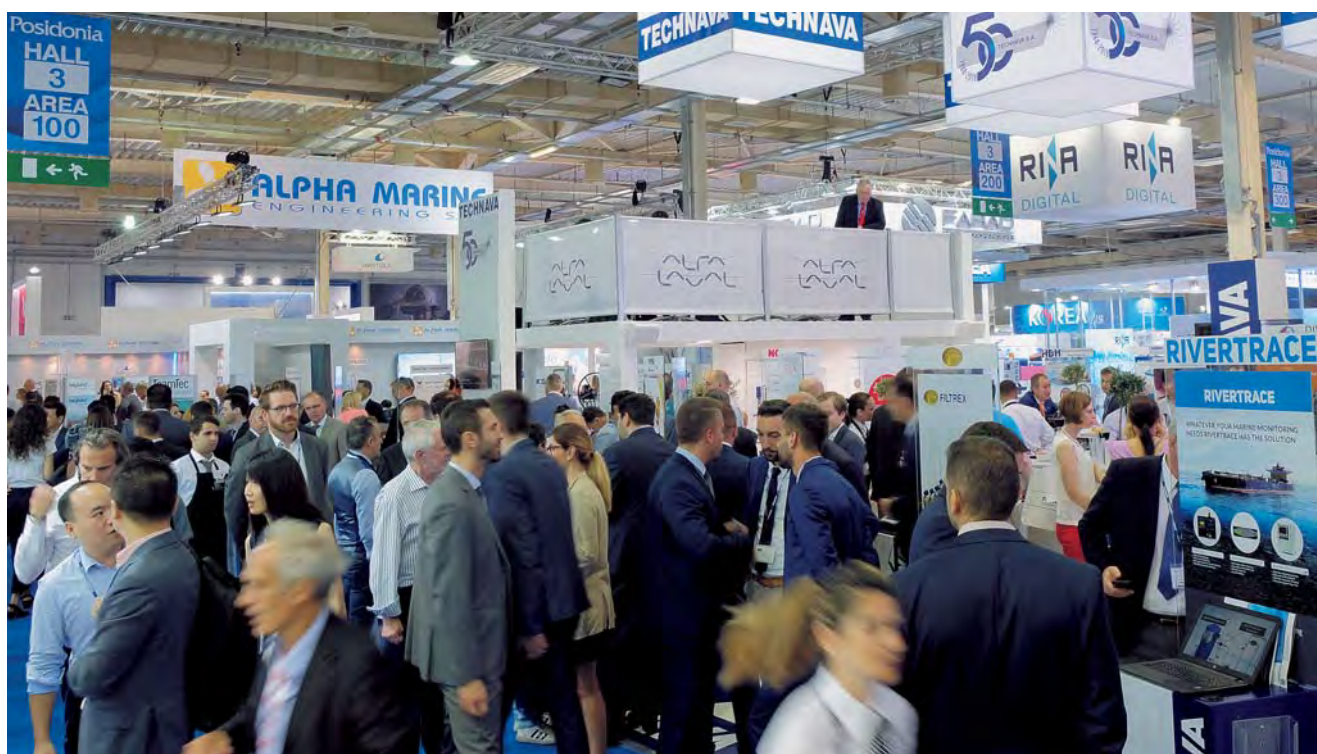
Posidonia is renowned for contracts signed and contacts made in the bustling exhibition halls.



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

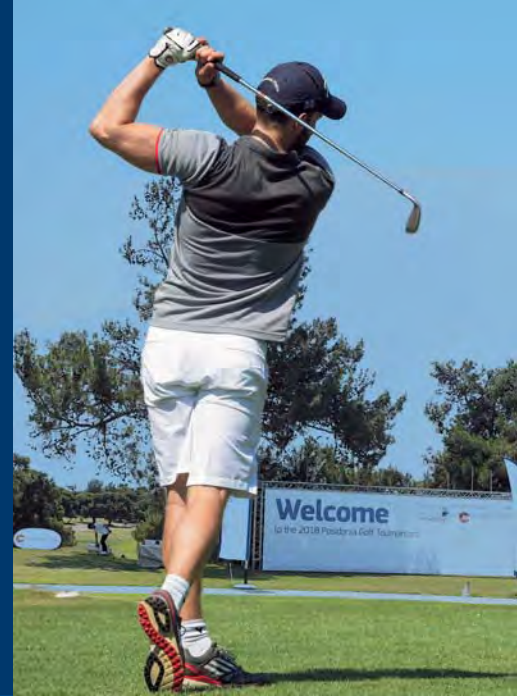
TOTAL ATTENDANCE (exhibitors, visitors and media representatives) 39,485

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



Organisers: **Posidonia Exhibitions SA**

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■ **International sales** except those territories

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■ For the **United States of America and Canada:**

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