Posidonia 2020
The largest gathering in the international maritime calendar
At the heart of shipping

Listen to the sea

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
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**The Posidonia 2020 Programme**

**President**

Theodore Veniamis

President, Union of Greek Shipowners

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**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

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**Regional Sales Representatives**

**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, the Balkans, Cyprus, 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

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**International Sales Representatives**

Seatrade Maritime

Tel. +44 1206 545121

Email: chris.adams@ubm.com; marie.gresham@ubm.com

Contact: Mr Chris Adams, Mrs Marie Gresham

**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

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**The Posidonia Cup:**

29 May 2020

**Posidonia Running Event:**

31 May 2020

**Posidonia Shipsoccer Tournament:**

31 May 2020

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**Welcome to all participants**

From the President of the Union of Greek Shipowners

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Under the auspices of

- Ministry of Maritime Affairs and Insular Policy
- Union of Greek Shipowners
- Hellenic Chamber of Shipping
- Municipality of Piraeus
- Greek Shipping Co-operation Committee
- Themistocles Th. Vokos

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- Posidonia Co-ordinating Committee Chairman:
  John C. Lyras
  Past President of the Union of Greek Shipowners and currently member of its Board

Members:
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Honorary Chairman, Posidonia Exhibitions SA
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 Cup
Powered by nature—the maritime industry’s most exciting and eco-friendly event! The 2018 Cup Yacht Race attracted a record 60 yachts and over 600 crew members to Faliron Bay. Nikolas Martinos, CEO Thenamaris, said: “The Posidonia Cup Race is, bringing together shipping industry professionals from all over the world to build team spirit while practicing their favourite sport.

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.”

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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 $1bn, buying 200 ships. In the same period some $1.8bn 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

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<td>25 on order 363 in the fleet</td>
</tr>
<tr>
<td>Liquid gas carriers</td>
<td>46 on order 215 in the fleet</td>
</tr>
<tr>
<td>Chemical and product tankers</td>
<td>14 on order 547 in the fleet</td>
</tr>
<tr>
<td>Cargo, passenger and other vessels</td>
<td>4 on order 326 in the fleet</td>
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The Greek-owned fleet

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* Shipping data provided by Naftiliaki/Newsfront.

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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 $10bn.

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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

And back it up with advertising in:

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

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
- Free exhibitors’ press releases listing on the Posidonia website
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!

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

* 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:

<table>
<thead>
<tr>
<th>Space Type</th>
<th>Price</th>
<th>Per Square Metre</th>
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<tbody>
<tr>
<td>Space Only: PREMIUM A</td>
<td>€ 450*</td>
<td></td>
</tr>
<tr>
<td>Space Only: PREMIUM B</td>
<td>€ 405* Plus VAT 24%</td>
<td></td>
</tr>
<tr>
<td>Space Only: STANDARD</td>
<td>€ 315*</td>
<td></td>
</tr>
</tbody>
</table>

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
Date

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:

Eκθέσεις 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.
E X H I B I T I O N  R U L E S  &  R E G U L A T I O N S

1. VENUE AND SITE LEASING

a. The name of the exhibitor or his representative as previously approved by the
organisers.
b. The positioning or the use of any space by a non exhibitor or unofficial co-exhibitor is permitted.
c. The organisers may be convinced that satisfactory use of the space is not being made by the
exhibitor or his contractor or his representative to the build-up period as well as to the term of the
event. The organisers reserve the right to cancel the use of the site, the reserve the right
to any other person in respect of any actions, proceedings, claims, demands, losses (including
consequential losses), costs or expenses whatsoever which might arise against the exhibitor or
incurred by the exhibitor as a result thereof.

d. Should any exhibitor or his contractor, his servants, agents, or contractors to any property
or goods which are not permitted to be disposed of by the exhibitor or his contractor
or claim as is referred to in Clause 3a, Clause 3c and

2. LIABILITY

a. In case the exhibitor will be liable to the whole amount of the rent as a penalty clause and for

b. Indemnity Insurance

a. Any loss and damage will be entirely responsible for their personal
b. All exhibits must be confined to the area rented by

c. Each exhibitor agrees to indemnify the organisers against liability to the owners of the
d. The exhibitor shall not exhibit at the exhibition any

e. The exhibitor shall be responsible for the good conduct of all persons working on his stand during
f. The exhibitor shall ensure that all stands are supervised by a qualified personnel full time for the

g. The exhibitor shall ensure that at all times, the use of the Metropolitan
h. The exhibitor may alter or in any way affect the

3. DAMAGE

a. The exhibitor shall be liable to the whole amount of the rent as a penalty clause and for

b. The exhibitor shall be liable to the whole amount of the rent as a penalty clause and for

4. FORCE MAJEURE

Should the exhibition or the participation of one or more exhibitors from a country or territory be
cancelled, curtailed or adversely affected by any cause beyond their reasonable control, including
but not limited to, any intervention or event by any Public or Judicial Authority, the Organisation of Public Utility, war, fire, national
emergency, labour disputes, strike, lock-out, civil unrest, acts of God or nature. The
remedies for any reason, the organisers shall be under

5. DAMAGE

a. Each exhibitor shall be liable to the whole amount of the rent as a penalty clause and for

b. The exhibitor shall be liable to the whole amount of the rent as a penalty clause and for

6. ORGANISERS’ INTELLECTUAL PROPERTY RIGHTS

a. The rights licensed by this agreement to the exhibitor in respect of any action, cost, claims, demands, losses (including
consequential losses), costs or expenses whatsoever which might arise against the exhibitor or

7. TRANSFER OF THE CONTRACTUAL RELATIONSHIP

a. No exhibitor may transfer his rights to the
b. No exhibitor may transfer his rights to the

c. The exhibitor shall give to the exhibitor in respect of his participation in the

8. APPLICATION FOR SPACE

a. Applications of all stands must be submitted to the
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c. The exhibitors shall be responsible for the construction of their

9. GENERAL

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

b. Dismantling a stand before the period set for dismantling a stand must be

c. Dispose of forfeit or anything that may impair the effect of

10. PRIVACY

a. The exhibitors will submit any personal data, the
b. The exhibitors will submit any personal data, the

c. The exhibitors will submit any personal data, the

11. OBSERVANCE OF RULES

All exhibitors are personally responsible directly or indirectly by him shall be bound by and must
observe the published Rules and Regulations and Technical Regulations in all aspects. The exhibitors shall
be liable for all consequences arising from such a failure shall be met by him.

12. PAYMENT

Payment shall be made in two instalments. The first of

13. CANCELLATION OF PARTICIPATION

Cancellation of an exhibition stand must be received by the

14. APPLICABLE LAW AND JURISDICTION

The contract is subject to Greek law and

15. DEFINITIONS

Should any doubt or dispute arise, whether covered or not by the present Agreement, it shall be

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.
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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
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Themistocles Th. Vokos
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Hellenic Chamber of Shipping

With the support of
Municipality of Piraeus
Greek Shipping Co-operation Committee

The International Shipping Exhibition
REGIONAL SALES REPRESENTATIVES

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
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Posidonia 2020
1-5 June
Metropolitan Expo
Athens - Greece

Posidonia 2020 Programme
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