

The International Shipping Exhibition 3-7 June 2024

POSIDONIA NEWS

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POSIDONIA 2024 MARKS THE REBIRTH OF THE GREEK SHIPBUILDING INDUSTRY

OVER 85 SHIPYARDS FROM 26 COUNTRIES ALREADY CONFIRMED TO SHOWCASE VESSEL DESIGN AND PRODUCTION INNOVATIONS FROM JUNE 3-7

Greece's revitalised shipbuilding industry will be prominently represented during Posidonia 2024, signaling a strong recovery following decades of decline and disrepair. The sector's Greek renaissance is on the cards after the completion of the consolidation of the country's shipbuilding units in Syros and in Elefsina, and also due to the restart of Skaramangas shipyard and the increased activity in Halkida.

Neorion Shipyard in Syros and Elefsis Shipyard have repaired over 500 ships, foreign and Greek-owned, since the New York-based ONEX Shipyards and Technologies group took over their operations in 2019. Combined with further domestic output from other ship repair and shipbuilding operations, Greece is now seen as an important contributor to European shipyards' annual production value of around €43 billion, which comprises a collective civil and naval orderbook value that surpasses that of their Asian counterparts.

"Greece is resurfacing as a credible shipbuilding cluster for vessel repair, conversion, and potentially for the construction of newbuildings for Greek and international ship owners and naval forces. This revival follows decades of underperformance and underinvestment, marked by the absence of a strategic vision," said **Theodore Vokos, Managing Director, Posidonia Exhibitions S.A.**, the organiser of the world's most prestigious shipping exhibition.



Through a slate of strategic partnerships and multimillion investments, Greek shipyard operators and the Greek government are making a statement of their long-term commitment to a sector estimated to currently account for 1% of the nation's GDP. The sector's revival will further strengthen both the country's economy and security. Partnerships will amongst others include naval projects, as the Greek government discusses with the US the joint design and co-production of the new generation of Constellation frigates, while increased activity in the shipyards will empower and support Greek maritime equipment manufacturers, further enhancing Greece's contribution to Europe's 50% market share and global dominance in marine equipment manufacture and supply.

Ahead of **Skaramangas Shipyards**' comeback to the Posidonia Exhibition, recently appointed **Chairman Miltiadis Varvitsiotis** has stated his lofty ambitions to transform the facility into a multi-million contract-winning operation capable of capturing a share of the action. He said: "Since 2010, the shipyard was exclusively involved in the repair, maintenance, and upgrade of the Hellenic Navy's fleet. Now, with new ownership and management, we are ready to present our world-class infrastructure and state-of-the-art equipment for heavy and specialised repairs. We are going to promote our future plans and

explore the possibilities of undertaking important and sophisticated new building projects." The company intends to make full use of the existing infrastructure comprising some of the largest drydocks in the Mediterranean, capable of drydocking VLCC, LNG carriers and aircraft carriers. Skaramangas has been investing in the gradual upgrading of facilities, strengthening fire safety and firefighting systems, and re-operating a large tank that has been inactive for about 20 years.

In general, Greek shipyards are investing in areas designed to improve their competitiveness and attractiveness, mainly to Greek shipowners who currently contribute 80% of Greek ship repair and new build activity. The **ONEX** group's business plan includes investments worth \$550m for the shipyards with the goal of boosting repair operations to 300 vessels per year. **Panos Xenokostas, CEO & Owner, ONEX Shipyards and Technologies Group and President, Hellenic Shipyards Association**, said: "Our goal is to transform the historic shipyards into a modern maritime hub for the greater Mediterranean region. We aspire for both Elefsis and Syros Shipyards to become the first choice of those seeking quality, speed and personalised service, while adhering to relevant security protocols and always taking into consideration the transition to a sustainable maritime model."



ONEX aims to transform its shippards into a hub supporting commercial shipping horizontally, energy transition, defense platforms, and industrial solutions, leading the entire industrial ecosystem of the region and strengthening both the economy and the geopolitical position of Greece.

At the same time, **Chalkis Shipyard** is investing in the installation of photovoltaic systems to power shipyard needs and those of vessels either berthed or docked at its facilities and is proceeding with infrastructure works for newbuilding capabilities of specialised vessels up to 100m in length. Its goal is to expand operational capabilities to about 240 vessels annually, serve ships of larger capacity and build small ships with new technology. "In addition, we have trained our personnel and keep investing in a skilled workforce who can install green energy systems like scrubbers and new technology propulsion systems on vessels. In the last years we have completed the installation of scrubbers in a number of vessels," said **Ashraf Bayoumi, CEO**, Chalkis Shipyards, which is preparing for its eight Posidonia Exhibition participation.

Furthermore, private and institutional investors are seeing the opportunity presented by Greece's geographic location, maritime heritage, commitment of the Greek ship owning community, and political will to fund the sector. The recent acquisition of Skaramangas' by shipowner George Prokopiou and the US International Development Finance Corporation's \$125m loan to Elefsis Shipyards and Industries (ONEX) demonstrate strong investor interest in the Greek shipbuilding sector.

As advancements in maritime technologies gather pace, Greek shipyards have an opportunity to adopt and seamlessly integrate new Artificial Intelligence, Green Energy and Automation Innovations across their operational capabilities to introduce efficiencies, further improve productivity, enhance appeal, and strengthen their orderbooks.

Chalkis Shipyards is already applying new technologies and using digitalisation in programmes related to design for repairs, new constructions, and Customer Relations Management (CRM) platforms. Skaramangas is involved in emission reducing technologies and scrubber installation, while exploring potential synergies for the development of new ship designs incorporating the new generation of green fuels.

"A strong shipbuilding sector creates the conditions for upgrading national defence, contributes decisively to the national economy and the green transition and strengthens Greece's position in the regional geopolitical arena through the implementation of major projects with international significance," said **Xenokostas**.









ON A MISSION TO PAINT A PATH TO REDUCED CO2 EMISSIONS

Chugoku Marine Paints (Hellas), the Greek distributor of the Japanese marine paint and coating manufacturing company, will add its colourful presence at Posidonia this summer for a ninth consecutive time in order to promote its solutions in Greece and the surrounding countries and educate potential customers on issues pertaining to the qualitative, sustainability, and technological attributes of its wide range of products. During Posidonia 2024, the company will promote its CMP-MAP concept, a vessel monitoring and analysis programme designed to visualize the fuel efficiency of ships by analyzing hull performance and operating conditions based on big data. The programme is targeted at ship owners, management, and operating companies. "We provide solutions to minimize biofouling with premium hull coating systems. CMP's premium antifouling systems can contribute to improve the requirements of EEXI and CII, as well as reducing CO2 emissions worldwide," said Hideyuki Tanaka, Chief of Technical Headquarters.



AMERICAN FUEL-AGNOSTIC GREEN LUBES TO MAKE A SPLASH AT POSIDONIA

Florida-based **Shipglide** is making its Posidonia debut this year and is on the verge of opening its first offices in Greece soon through a strategic joint venture. The company describes its mission as being a pioneer of change in the maritime industry by offering a proven and fuel-agnostic air lubrication system tailored to suit every kind of vessel. The air lubrication system empowers shipping's decarbonisation journey with cutting-edge solutions, delivering innovative technologies that enhance ships' energy efficiency and significantly reduce emissions. At Posidonia 2024, the company will use Virtual Reality technology to present its Air Lubrication System, demonstrating the capacity for up to a 10% fuel reduction and concurrent carbon emission reduction. Jamie Coates, President of Shipglide Inc, said: "We provide sustainable and cost-effective technologies to optimise vessel performance and drive environmental stewardship, ensuring a greener and more sustainable future for our planet. Shipplide is thankful to the Greek shipping community for welcoming us to become a key supplier for their vessels. We look forward to further discussing our involvement with shipowners and suppliers."

SEASONED EXHIBITOR RETURNS **REBRANDED**

Piraeus-based GMCG, a marine services, offshore engineering and maritime training provider, is preparing for its sixth Posidonia overall participation as an exhibitor and its first since its rebranding (previously ISB Hellas Ltd). Participation in past Posidonia Exhibitions had served as a platform to broaden the company's network within the maritime community, bolstered engagement with key stakeholders-shipowners, managers, and industry experts- and helped foster valuable partnerships and open up numerous business opportunities. Julian Padilla, Founder & Chairman, said: "At Posidonia 2024, we aim to further expand our contacts and establish new collaborations. This event also presents us with a unique chance to showcase our extensive expertise across various service offerings and to delve into the evolving challenges our clients and prospects face. As a global consultant, we are committed to understanding these challenges in depth and offering innovative solutions that drive our industry forward. With representatives flying in from our offices in Singapore, Lebanon, Romania, India, and more, visitors will have the chance to interact with our diverse team comprising engineers, captains, and lawyers. At GMCG, our focus remains steadfast on our clients' needs and delivering exceptional services."



REDUCE YOUR CO2 FOOTRPINT WITH NEW TRAVEL SOLUTIONS

GMT Greece, a specialist marine travel management company offering fullservice travel-related products invites Posidonia visitors and exhibitors to pay it a visit during this year's event promising to put an end to the hassle and endless email chains associated with crew booking requests. During its fourth Posidonia, GMT will showcase its Fly2C online marine travel booking engine and talk about its investments in reducing its environmental impact. "With the shipping industry facing an increased amount of scrutiny regarding its environmental practices, Global Marine Travel (GMT) has committed to adopting best practices to help its partners establish themselves as leaders in environmental practices for ship management and maritime services, both at sea and on the coast," said Tim Davey, Founder and Managing Director. He added: "Posidonia gives us the opportunity to enhance our relationships within the global shipping community."









NAVIGATING SAFETY

In the bustling landscape of maritime innovation, SAES - Safety Engineering Services eagerly prepares to take centre stage at Posidonia 2024 with a legacy of technical excellence in the realm of safety inspections, ensuring that vessels meet the highest standards. Having participated in Posidonia since 2014, SAES recognises the exhibition's unparalleled ability to cultivate global connections and showcase services to a diverse audience. Past editions have proven instrumental in expanding SAES's market reach and fostering collaborations. As Posidonia 2024 approaches, SAES aims to leverage the platform for extensive networking, increasing the visibility of its safety-focused services. The company anticipates global exposure, emphasising its commitment to maritime safety standards and its readiness to embrace the evolving industry landscape. Nikolaos Oikonomou, **CEO**, said: "At SAES, safety is not just a service — it's a commitment. Posidonia 2024 is a crucial juncture for us to reinforce this commitment, connect with industry leaders, and contribute to the ongoing dialogue on maritime safety standards globally."



TEXAS FIRM TEES UP FOR POSIDONIA DEBUT

Navigation & Communication equipment distributor **Telnav USA LLC** is setting its compass from Houston, Texas to Athens this summer as it gears up for its Posidonia debut. Telnav boasts the largest service network across the Americas, stretching from Canada to Chile and encompassing key regions like the United States, Brazil, Mexico, Colombia, Guyana, and beyond, offering substantial geographic coverage and unparalleled support and accessibility to marine customers, when they are sailing and calling ports of a region traditionally known for poor service quality. A spokesperson for the company said that Posidonia 2024 gives Telnav the chance to connect with the Greek Shipping community. "Greek shipowners have historically been strongest in the bulk carrier and tanker segment of the shipping industry. For our Greek customers sailing through the Americas, our extensive network presents a good alternative for their Navigation & Communication needs. We're excited to dive into conversations, make new connections, and show our Greek customers and partners the advantages of Telnav's network."

LONG-LASTING RELATIONSHIPS

DK Fotinakis Ltd was founded in 1962, and this year marks its first participation at Posidonia as an exhibitor. The company specialises in ship repairs, engineering studies, and yacht building. Creatively describing its aim as to continue "Build relation Ships", DK Fotinakis Ltd expects to leverage its maiden presence at Posidonia to forge and fortify relationships by showcasing its service portfolio and engaging with existing clients in a more personalised setting. Andreas Fotinakis, Managing **Director**, said: "Posidonia offers an ideal environment to warm up our relationships with valued clients, fostering a deeper understanding of their evolving needs and demonstrating our commitment to client satisfaction. At Posidonia 2024, we look forward to showcasing both our rich legacy in pipe and steel works, our forwardlooking approach in integrating new technologies, and a landmark project in our yacht building department. During Posidonia 2024, the company will present its 3D scanning depictions, design capabilities, new technical consulting services and the construction of a 65-meter yacht in Greece. The company is also receptive to joint venture projects and is actively assessing prospects.



SINGAPORE AIRLINES MAKES POSIDONIA DEBUT

One of the world's most respected airlines, **Singapore Airlines**, and its sister airline **Scoot,** are spreading their wings for the airlines' first ever Posidonia participation through Greek market General Sales Agent (GSA) Asian Aviation. Singapore Airlines (SIA) has chosen to participate at Posidonia 2024 in order to increase its business network in the marine sector, gain a better understanding of the market's needs, and increase the sector's knowledge of what the Singapore Airlines and Scoot product and network has to offer them. Ng Yung Han, Vice President Global & Corporate Sales, said: "Posidonia 2024 represents a significant milestone as the Singapore Airlines Group joins this international shipping exhibition for the first time. This event is a great opportunity for us to engage directly with our partners, including travel agents, shipping companies, and service providers, fostering collaborative discussions to cultivate stronger alliances. Through this exchange of ideas, we aim to leverage our global network, products, and services to drive industry growth and enhance support for our partners." SIA will launch new flights this April between Singapore and popular European destinations. From Greece, Scoot will increase frequency to five weekly direct flights on the Boeing 787 between Singapore and Athens, offering both Economy and ScootPlus products for its customers.

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List of Confirmed Conferences & Seminars at Posidonia 2024 as of 08.04.2024

Organiser Posidonia Venue Time **Contact Organiser** 09:00-17:00 School of Maritime and Industrial Studies Four Seasons Astir Palace Hotel Athe Capital Link 9th Capital Link Maritime Leaders Summit TradeWinds TradeWinds Shipowners Forum 2024 Conference Hall 11:00-16:00 info@tradewindsevents.com Embassy of the Republic of Poland in Athens POLAND - Thinking out of the box about maritime industry Seminar Room 1A - Sponsored by S&P Global **S&P Global Commodity Insights** S&P Global Commodity Insights Shipping Forum 10-45-18-30 LNG Bunkering - Custody transfer. Identifying financial SGS Greece Seminar Room 2A 10:45-12:30 gr.bunkers@sgs.com **UES Marine** The Ferry Experience, Passenger Seminar Room 2B - Sponsored by UES Marine 10:45-12:30 Schneider Electric & Msystems Edge Solutions for Maritime installations Seminar Room 1B 12:45-14:30 anastasios.sarris@se.com Viva Energy Australia Viva Energy Australia Shipping Forum Seminar Room 2A 12:45-14:30 MAN Energy Solutions Hellas Ltd MAN PrimeServ Retrofit Solutions: Navigating Decarbonization Seminar Room 2B - Sponsored by UES Marine spiros.sofianos@man-es.com Japan Ship Exporters' Association (JSEA) 13:00-17:00 Challenges by Japan Seminar Room Central posidonia@jsea.or.jp; takeyumi@jsea.or.jp **Vessel Performance Solutions** Presentation Seminar Room 2A 14:45-16:30 jdr@vpsolutions.dk Wärtsilä Technical Seminar - Future Fuel and Decarbonisation Seminar Room 2B - Sponsored by UES Marine 14:45-16:30 posidoniaevent@wartsila.com complying with Fuel EU and EU ETS regulations Kyvernitis Travel Group Crew Insights Seminar Room 2B - Sponsored by UES Marine 16:45-18:30 i.marinakis@kyvernitis.gr The Isalos.net Posidonia Conference Seminar Room Central 17:00-19:00 llenic Marine Environment Protection Association (HELMEPA) helmepa@helmepa.gr RIMCO Seminar Room 1A - Sponsored by S&P Global Safety is not just a product, it is an ongoing process 10:45-12:30 communication@lalizas.com Commodity Insight Shanghai Qiyao Environmental Technology yaoping@ccpitmsc.org DNV Experts' Seminar 10:45-12:30 georgina.vranaki@dnv.com DANELEC Presentation Seminar Room 2B - Sponsored by UES Marine 10:45-14:30 as@danelec.com Seminar Room 1A - Sponsored by S&P Global Inmarsat Partner Update - by invitation only 12:45-14:30 Lidia.Selivanova@inmarsat.com Commodity Insights **Telematic Medical Applications** Presentation Seminar Room 1R 12:45-14:30 aserafeim@tma.gr Green-Jakobsen A/S Seminar Room 1A - Sponsored by S&P Global 14:45-16:30 Angeliki.Xylaki@rina.org CMA D. ARGOUDELIS & CO S.A. k.georgiou@cmagreece.com 14:45-16:30 WISTA Hellas Presentation Seminar Room 2A wistahellas@wista.gr Beating the talent time-bomb: Strategies for Recruiting, and **Danica Crewing Specialists and Ocean Technologies Group** 14:45-16:30 Seminar Room 2B - Sponsored by UES Marine jensen@danica-crewing.com Retaining Top Maritime Talent Embassy of the Republic of Korea to the Hellenic Republic, IOBE 4th Korean-Hellenic Maritime 15:00-19:00 Seminar Room Central vvasileiou@mofa.or.kr (Foundation for Economic & Industrial Research) Cooperation Forum Navigating together towards zero emissions events@damen.com Seminar Room 1B 16:45-18:30 Initiatives of HEDNO to support the electrification Hellenic Electricity Distribution Network Operator (HEDNO S.A.) Seminar Room 2A 16:45-18:30 melinakalampoka@yahoo.gr Seminar Room 2B - Sponsored by UES Marine wsfront/ Naftiliaki under the auspices of MARTECMA Greener Shipping Summit 2024 - New Technologies and Conference Hall 10:30-16:00 (Marine Technical Managers Association American-Hellenic Chamber of Commerce (AmChamGR)/ North American Marine Environment Protection Association (NAMEPA)/ v.tseritzoglou@amcham.gr 4th Trading in U.S. Waters Seminar & the Shark Tank Event -Seminar Room Central 10:30-16:30 executivedirector@namepa.net U.S. Embassy Athens Achieving Maritime Excellence Through Seminar Room 1A - Spor ored by S&P posidonia@90poe.io the Adoption of Digital Technologies Global Commodity Insights Hellenic Institute of Marine Technology Seminar Seminar Room 1B 10:45-12:30 info@elint.org.gr RetroFIT55 Consortium RetroFIT55 Forum 2024 Seminar Room 2A 10:45-12:30 $\underline{aless and ro.ia frati@cnr.it; vzagkas@simfwd.com}$ Maritime Technologies Forum Accelerating safe maritime decarbonisation contact@maritimetechnologiesforum.com Seminar Room 1A - Sponsored by S&P **Hydrus Engineering** Hydrus Engineering Seminar 12:45-14:30 j.vlavianos@hydrus-eng.com Global Commodity Insights University of Piraeus Seminar Room 1B 12:45-14:30 ilagoudis@unipi.gr e.koutsouki@emicert.com 12:45-14:30 The Ferry Experience, Operator Seminar Room 2B - Sponsored by UES Marine bpetersen@uesint.com MAST Maritime Services S.A. Optimizing Vessel Performance with Energy Saving Technologies Seminar Room 1B 14:45-16:30 info@mastms.gr Seafarers' Mental Health and Wellbeing 14:45-16:30 Fleetwork - Everything You Need to Manage Your Fleet The Cloud Shipping ERP Era is NOW Seminar Room 2B - Sponsored by UES Marine 14:45-16:30 Orca AI in cooperation with DeepSea AI How enhanced connectivity is propelling maritime into the AI $\mbox{\it era}$ 16:45-18:30 shay.nir@orca-ai.io; s.bogunovic@deepsea.ai Maritime Research Institute Netherlands (MARIN) Sustainable shipping is more than alternative fuels Seminar Room 1B 16:45-18:30 P.M.Hooijmans@marin.nl Forbes List: Greece's Top Shipowners - Perspectives and Challenges pavlaki@atticamedia.gr **ABB Marine & Ports** Seminar Room 2B - Sponsored by UES Marine 16:45-18:30 Young Executives & Students (YES) Forum YES to Shipping Forum 2024 10:30-17:00 info@ves-forum.com bpetersen@uesint.com Samyoung Machinery Co., Ltd. Metal Casting innovation with sand 3D printing technology 10:45-12:30 Seminar Room 2A kanghoon.lee@sym.co.kr Union of Greek Shipowners Seminar Room Central 11:00-13:00 posidoniapress@extrovert.gr Anchoring Maritime Resilience: Innovative Repair Strategies, Steel **Dynamic Group of Companies** Seminar Room 1B 12:45-14:30 purchasing@dynamicco.com Surfaces Maintenance, and Efficiency Optimization Hellenic Logistics Association (EEL) Seminar Room 2A 12:45-14:30 Presentation mbougioukas@bca.edu.gr



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