Shipping: taking the next step

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Shipping: Taking the next step

- Accounts for approx. 80% of worldwide trade
- Emerging trends
- Industry transformation
- Shipping of the future
- Key element of the global economy
Increasingly demanding regulatory framework pushing, among others, towards safer and greener shipping

Shift towards adoption of new technologies

Funding for medium and small sized set-ups - i.e. backbone of Greek Shipping - has become challenging

Consolidation: formation of big players in the market

Economies of Scale

Regulation

Financial Challenge

Digitalization

Shipping trends to look out for:
Consolidation trend in the Greek shipping market

- The total number of shipping companies fell by 9 as a result of a number of them leaving shipping or merging, leaving 588 companies in operation (see graph 1).
- The number of Greek shipping companies continues to decline for the seventh consecutive year.

Graph 1

*source: Petrofin Research*
Consolidation trend in the Greek shipping market

Graph 2

Numbers of Greek shipping companies in terms of fleet size

Initial data based on Greek Shipping Directory, Clarkson's World Fleet Register, Newfront Greek Shipping Intelligence & market sources.

*source: Petrofin Research

Continuing decrease in numbers of smaller companies

Significant increase of 9-15 vs fleets

Level of consolidation, especially among the smaller companies, continues.
Greek shipping companies may count on V. Group’s support
Greek shipping companies may count on V. Group’s support:

(I) Focus on what really matters

V. Ships understands the need of Greek companies to focus on what really matters, while knowing that their assets are managed to the highest standards.

**Asset Play S & P**
Outsourcing to V. Ships will give you the ability to swiftly change the size of your fleet, so you can focus on asset play moves, without being concerned about maintaining a minimum size.

**Chartering Management**
Chartering is a core activity of commercial management and we understand you want to retain complete control. V. Ships will run your ships efficiently and ensure they are always available to trade.

**Operation Management**
We understand the operational aspect of your fleet is a crucial part of the equation. You will retain full control of the operation of your vessels.

**Technical Management**
A dedicated fleet cell of experienced maritime professionals will manage your vessels, ensuring your peace of mind as you deal with all commercial and operational priorities.
Greek shipping companies may count on V. Group’s support:

(II) Dedicated Cell - Flexible Structure
Greek shipping companies may count on V. Group’s support:

(III) Global Footprint and Leveraging Scale

60+ Offices

44,000 seafarers
3,000+ shore based employees

V.Group management offices
Global technical management of your fleet with an overview of safety, quality and performance.

Crew management offices
Global crew management, including seafarer selection and monitoring performance.

Specialist crewing offices
Focusing on service delivery, day-to-day crew management and administration.

Regional crewing offices
Local crew recruitment and mobilisation, meeting specific regional needs.
Greek shipping companies may count on V. Group’s support:

(IV) Economies of Scale – Procurement Platform

An independent contracting organisation

MARCAS SERVICES

300+ supplier contracts

V.Ships

3rd party client

Contracting and sourcing

Supplier

Enquiries

Quotes orders

3rd party client

Operational procurement

REMAINS WITH CLIENT
Greek shipping companies may count on V. Group’s support:

(IV) Economies of Scale – Seafarers active pool

World’s largest pool of experienced and motivated crew supported by the latest recruitment, selection and training technology and centres of excellence.

- 44,000 specialists – the right seafarers in the right places. High levels of retention ensures reliability and continuity.
- Largest management and rotation software to maximise effective working.
- Specialist training ensures safe operations, develops skills and increases retention.
- Our integrated crew services (training, travel and catering) enable us to support crew throughout their journey.
Users in focus

V.Group has developed ShipSure 2.0 mobile apps with hundreds of modules for a diverse user-base, with data-access clearly segregated to ensure the right people receive the right information. All apps and modules support modern flexible working practices whilst increasing service coverage and responsiveness.

- ShipSure Customer Mobile App for owners
- ShipSure Superintendent Mobile App for the shore-based fleet team
- ShipSure On-Board Mobile App for the seafarers on the ship
- ShipSure Seafarer Mobile App for engaging with crew

(V) Digitalization – ShipSure Platform

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Marine
Manage the marine asset in real-time, create work instructions, review planned maintenance, inspect, certify, review activity and manage technical documentation.

Procurement
Seafarer on-board requisition goods or services. Buyers obtain these orders using automated interfaces with suppliers and arrange delivery to the ship or an appropriate port.

Crewing
Comprehensive crew management platform designed to support the full lifecycle of crew management and costing. Recruit, Plan and Prepare, Approve, Assign, On board and Retain.

Finance
Providing real-time P&L visibility of vessels, feeds and licenses. Automated invoice payment with 3 way matching, real-time budget visibility.

Greek shipping companies may count on V. Group’s support:

(VI) Financial Challenges

V.Group can comprise an experienced sizeable bankable manager as:

- V.Group manages vessels financed by almost all international banks and/or funds.
- Lenders / partners appreciate the transparency V.Group is able to provide, also through ShipSure.
- Teaming up with V.Group gives the ship owner access to an extended network of financial institutions.
V.Group is in place to assist Greek shipping companies adjusting to the new trends by:

- Giving shipping companies the chance to focus on what really matters
- Providing flexible, tailor-made solutions
- Enabling them to benefit from economies of scale
- Leading digital innovation
- Optimising vessel operations by making data-driven decisions
- Facilitating debt and equity sourcing
Thank you!

Costas Th. Kontes, Managing Director
V. Ships Greece Ltd.