

Shipping: taking the next step

21st Annual Marine Money Greek Ship Finance Forum
Athens, October 2019

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Shipping: Taking the next step



Key
element
of the
global
economy

Accounts
for
approx.
80% of
worldwide
trade

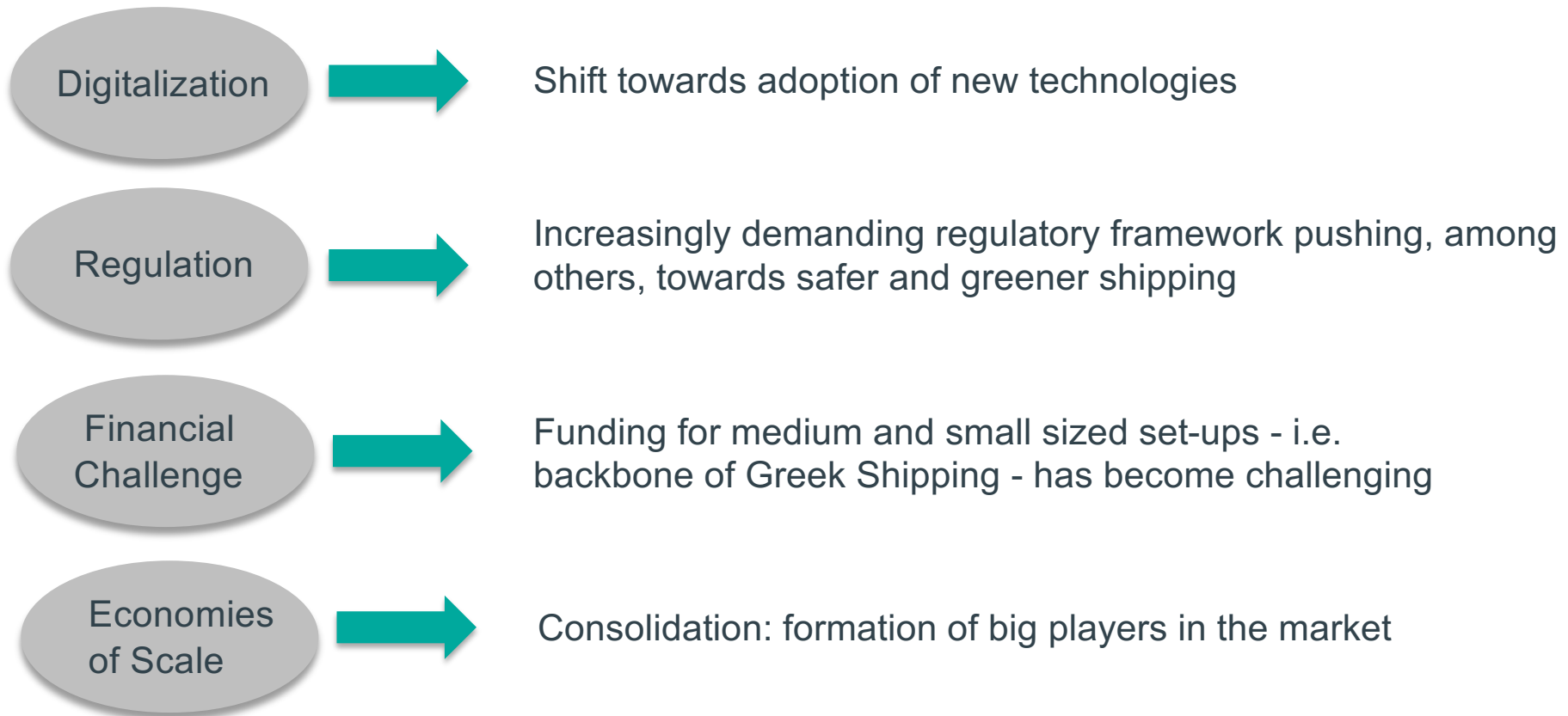


Emerging
trends

Shipping of
the future

Industry
transformation

Shipping trends to look out for:

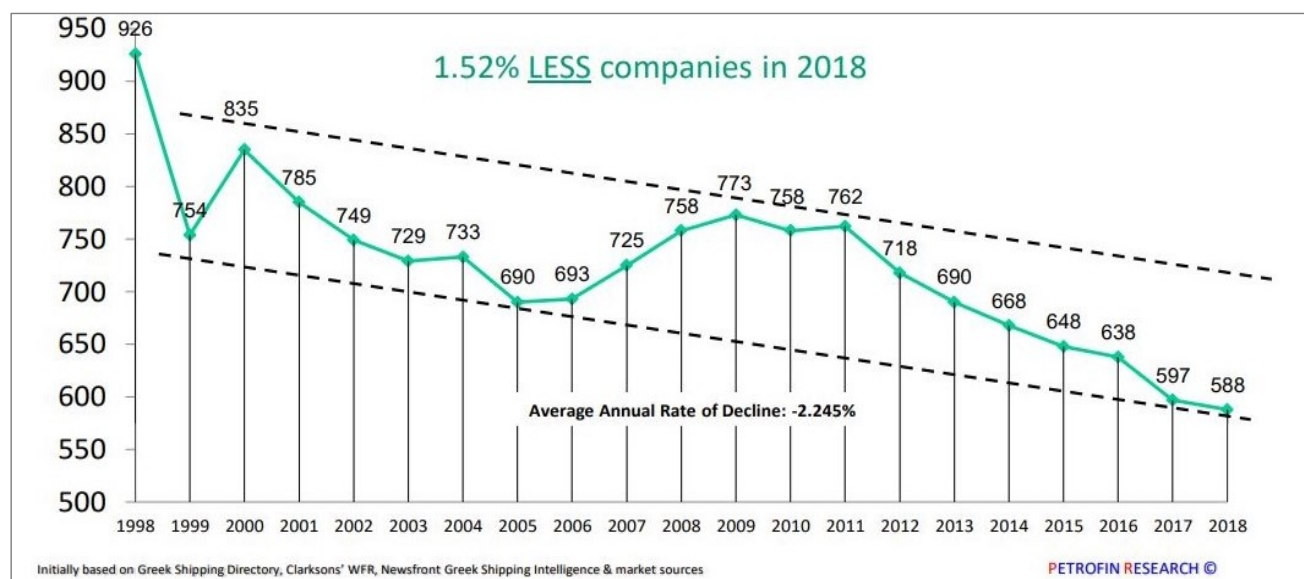


Consolidation trend in the Greek shipping market



- ✓ 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

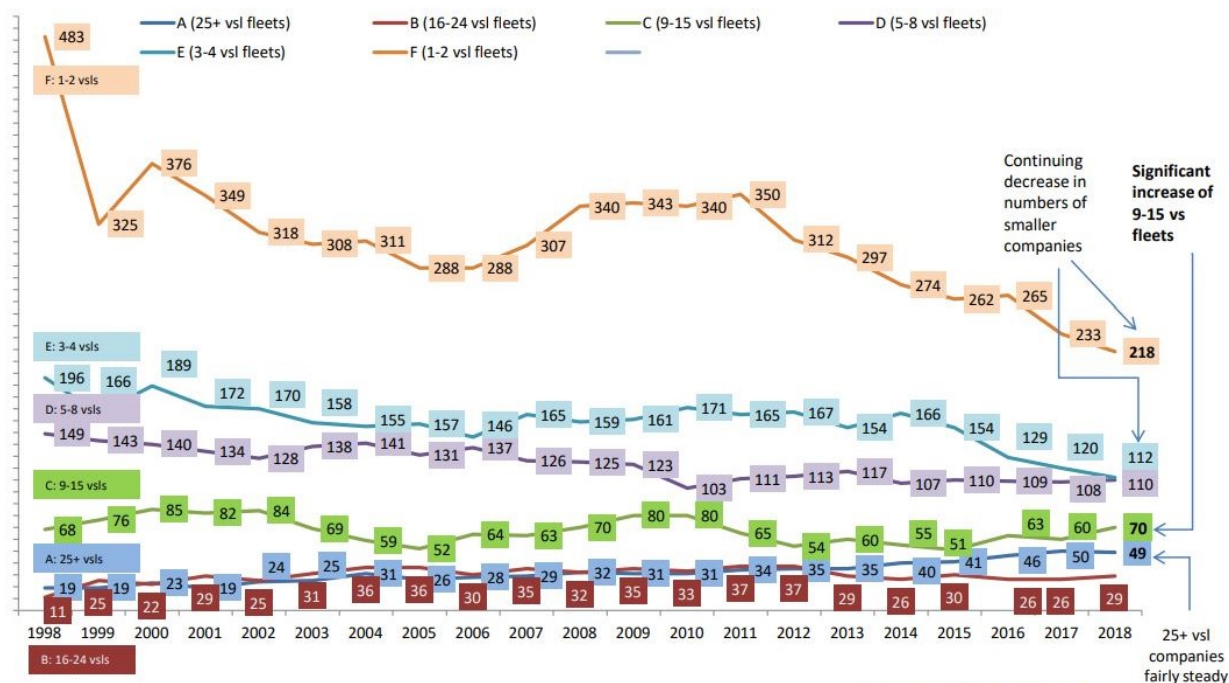


*source: Petrofin Research

Consolidation trend in the Greek shipping market

Graph 2

Numbers of Greek shipping companies in terms of fleet size



Level of consolidation, especially among the smaller companies, continues.

PETROFIN RESEARCH ©

as of end December 2018

*source: Petrofin Research

Initially based on Greek Shipping Directory, Clarkson's World Fleet Register, Newsfront Greek Shipping Intelligence & market sources

**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.



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graph TD; MD[Managing Director] --> FD[Fleet Director]; FD --> FM[Fleet Manager]; FD --> CS[Owner's Superintendent]; FM --> CO[Crew Operator]; FM --> FS1[Fleet Super 1]; FM --> FS2[Fleet Super 2]; FM --> FS3[Fleet Super 3]; FM --> HSEQ1[HSEQ Super 1]; FM --> HSEQ2[HSEQ Super 2]; FS1 --> AS[Asst. Super]; FS2 --> AS; FS3 --> AS; AS --> AS2[Asst. Super];
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The organizational chart for the Managing Director's office is structured as follows:

- Managing Director** (Teal box) is at the top.
- A dashed rounded rectangle encloses the following roles:
 - Fleet Director** (Grey box) reports to the Managing Director.
 - Fleet Manager** (Grey box) reports to the Fleet Director.
 - Crew Operator** (Grey box) reports to the Fleet Manager.
 - Owner's Superintendent** (Orange box with teal border) reports to the Fleet Director.
 - Fleet Super 1** (Grey box) reports to the Fleet Manager.
 - Fleet Super 2** (Grey box) reports to the Fleet Manager.
 - Fleet Super 3** (Grey box) reports to the Fleet Manager.
 - HSEQ Super 1** (Grey box) reports to the Fleet Manager.
 - HSEQ Super 2** (Grey box) reports to the Fleet Manager.
 - Asst. Super** (Grey box) reports to Fleet Super 1, Fleet Super 2, and Fleet Super 3.

Below the dashed rectangle is a teal arrow pointing right, labeled **Supported by V.Group Support Functions**.

At the bottom are five teal boxes representing support functions: **Procurement**, **Catering**, **Travel**, **Training**, and **Condition Monitoring**.

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.

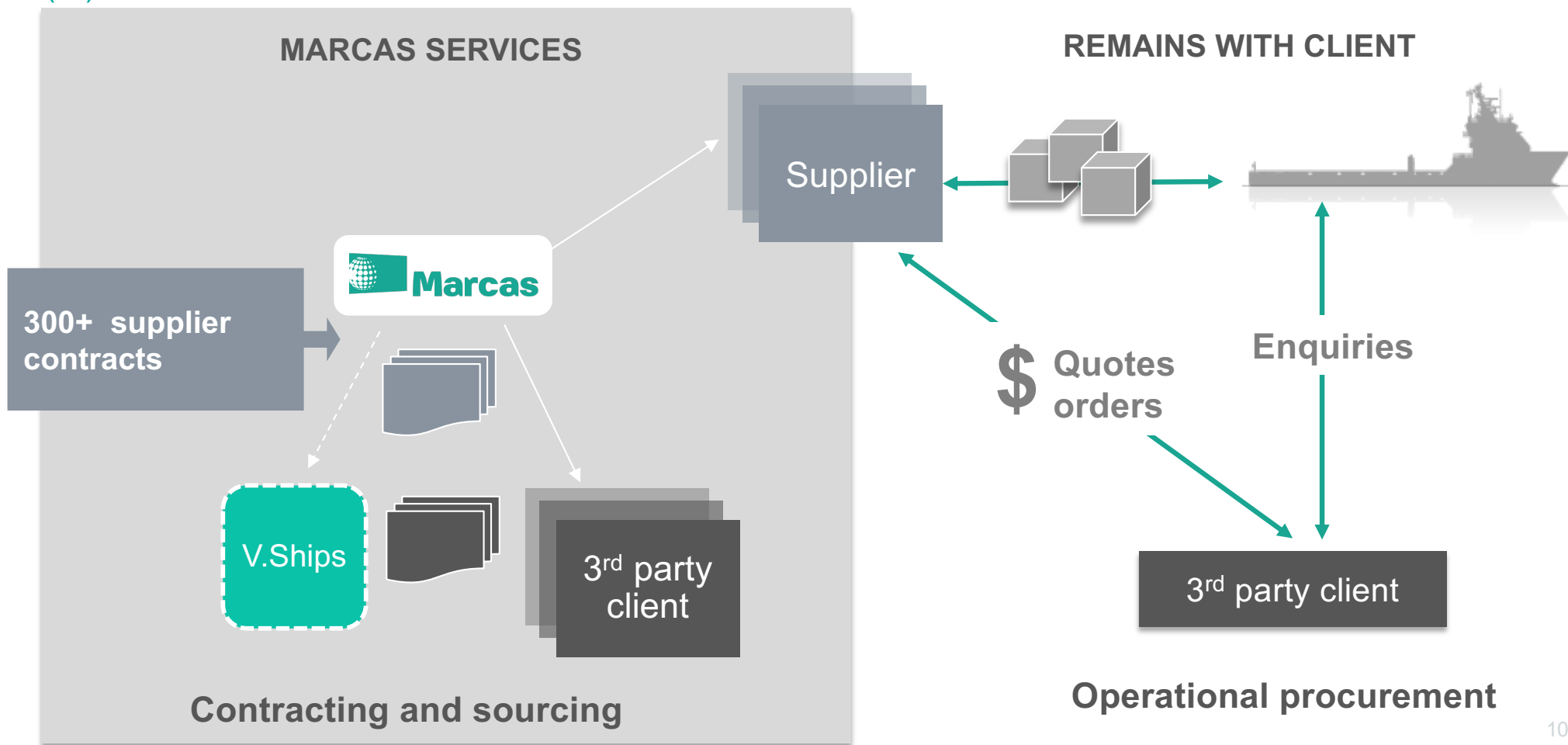


Greek shipping companies may count on V. Group's support:



(IV) Economies of Scale – Procurement Platform

An independent contracting organisation



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.

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



(V) Digitalization – ShipSure Platform

The Marine Digital Platform

MOBILE APPLICATIONS

Owners | Superintendent | Seafarer | Crew Manager | Inspections

BI DASHBOARDS & PORTALS

Owners | Fleet Cell | Crew Management | Suppliers (B2B)

Marine			Procurement		Crewing		Finance	
Manage the Marine asset in real time, create work instructions, review planned maintenance, instruct certification, review activity and manage technical documentation.			Seafarer on-board requisition goods or services. Buyers obtains these orders using automated interfaces with suppliers and arrange delivery to the ship at an appropriate port.		Comprehensive Marine Manpower platform designed to support the full lifecycle of crew management covering: Recruit, Plan and Propose, Approve, Assign, On Board and Retain.		Providing real-time P&L visibility of vessels, fleets and Businesses. Automated invoice payment with 3 way matching, real-time budget visibility	
Vessel Details	Vessel Performance	Voyage Reporting	Requisitions	Orders	Crew List & Crew Search	Personal Details	General Ledgers & Journals	Accounts Receivable
eEng Logbook	Position List	Management of Change	Invoicing	Position List	Payroll	Crew List & Line-up	Accounts Payable	Commitments
Risk & Job Safety	HazOcc	Certificates	Category Management	Order Splits & Merges	Contracts	Planning	Purchase & Agents Ledger	Invoice Platform
Planned Maintenance	Defects	Inventory	Shelf-to-Ship	Supplier Portal (B2B)	Compliance	Mobilisation	Month & Year End	Master COA & Budget
Environment	Work & Rest	Inspections	PMS Integration	Authorisation	Training	Recruitment	Integration, Automation	Client Portal

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

Your Data. Your Decisions. Anywhere.

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.