



**V.Ships**  
Greece

*September, 2019*





# DECIDE WITH DATA MANAGE WITH INSIGHT

Your data. Your decisions. Anywhere



## Marine

Managing the Marine asset, modules covering:



Details



Certification



Inspections



Hazz Occ/Incident



PMS & Inventory System



Voyages & Performance



Risk Assessment



Work & Rest

## Procurement

Fully integrated with the other ShipSure functions to control the procurements process.



Shelf – to – Ship process



Authorisation



Supplier Portal



Real-time Budget Control



Audit Log



Invoicing



PPM

## Manpower

A comprehensive Marine Manpower platform designed to support the full lifecycle of crew management covering



Recruitment



Mobilisation



Vessel Admin



Medical Manager



Contracts



Training



Planning



Support

## Finance

ShipSure finance is fully integrated within the same database model as the other ShipSure modules.



Marine Accounting



Budgeting



Flex Reporting



Interfaces



Expenses



Purchase & Sales ledger



Supplier Portal

## BI & Interfaces



KPI's Platform



App. Support



Management



MTML

The data environment supports BI integration, Data web services and interfaces.



- V.Group is investing heavily in a supportable technology roadmap
- Our future products have improved user interfaces, customisable by task and person
- Mobile and web capabilities - work from anywhere, anytime
- Improved Master Data Management



# Global leader in Shipping

**1,000** Vessels   **44,000** Seafarers   **60** Offices   **30** Countries

- ➔ Market leader in ship management
- ➔ Leading provider of integrated services
- ➔ Setting the market agenda
- ➔ High ethical standards and values

# Office locations



**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.



# Integrated Technical Management

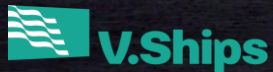


## Ship management

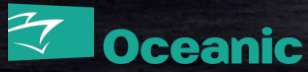


Leisure  
Offshore  
Tanker  
Bulkер  
Container

## Crew services



Crew



Catering



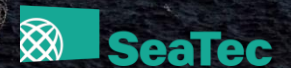
Training



## Platforms



## Technical services

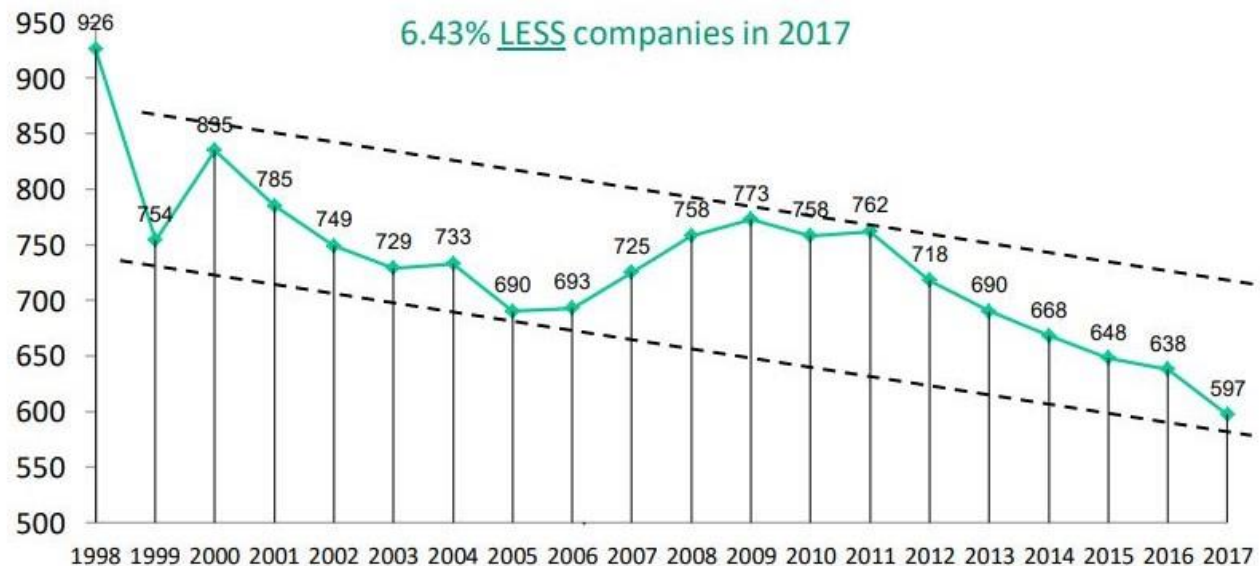


New Build Supervision  
Engineering  
Inspection Services  
Repair Services  
Underwater Services  
Condition Based  
Monitoring  
Data Insights

# Consolidation trend in the Greek shipping market - statistics

- The number of Greek shipping companies (of all sizes) has fallen from 926 in 1998 to 597 in 2017 (see graph 1)

Graph 1



*\*source: "Is further consolidation in Greek shipping a positive development?" by Ted Petropoulos, Petrofin Research, 2018*

# Consolidation trend in the Greek shipping market - statistics

- The fleet percentage held by fleets of 25 vessels and over, in dwt terms, has risen from 42.27% in 2010 to 67.07% in 2017.
- The fleet percentage held by fleets of 1-4 vessels, in dwt terms, has fallen from 11.67% of the Greek fleet to 5.62% in 2017.
- In the decade 2007-2017, despite the Greek fleet growing significantly from 208m dwt to 387m dwt, the top Greek fleets have significantly increased their market share.
- The number of Greek companies with fleets of over 1,000,000 dwt, has risen from 2011 to 2017 from 62 to 75 and now represents the 79.57% of the total Greek fleet.



# Key Information on V.Ships Greece (VSGR)

**V.Ships Greece carries substantial experience in the bulker and container sectors**

- ➔ We currently provide full technical management to **39** vessels in Greece, split into **22** containers and **17** Bulkers
- ➔ VSGR provides crew management and crew services to a further **100** vessels
- ➔ We have **c.90 staff** in the VSGR office
- ➔ We are able to offer all of our Group value added services from our Greek office

# Thank You!

V.Ships