



# 4th Korean-Hellenic Maritime Cooperation Forum at Posidonia International Shipping Exhibition 2024

Eleni Polychronopoulou, President

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- ✓ HEMEXPO in less than 10 years, has succeed to become a leading suppliers and exporters association for the shipping sector, representing Greek maritime technology specialists worldwide.
  - ✓ HEMEXPO brings together Greek companies that manufacture and export a comprehensive range of world class marine equipment and technical services used in the construction, conversion, maintenance and upgrading of ships and other marine structures.
  - ✓ HEMEXPO in numbers:
    - 32 member companies
    - 450 million euro turnover in 2022
    - 1950 employees in 2022
    - 1.32€ billion overall impact of HEMEXPO companies on Greek GDP in 2022

# 10 years HEMEXPO

- Marketing Roadmap
- Extroversion
- International Marine Exhibitions (30 national pavilions – 13 countries)
- 11 Business Missions (exploring niche markets)
- Co-operation (Signing more than 20 MoUs)
- Expocredit program organization
- Enhance continuous professional development through the collaboration with ALBA Graduate Business School
- Creating new job positions through the financial support of Stavros Niarchos Foundation



# 10 years HELLENIC KOREAN CO-OPERATION

- CONSTANT PRESENCE – HELLENIC PAVILLION in cooperation with ENTERPRISE GREECE



Marine Tech 2014



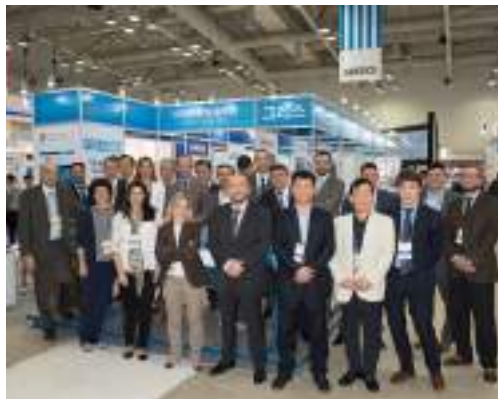
KORMARINE Busan 2017



KOMTS -Korea Online  
Maritime Trade Show 2020



KORMARINE Busan 2015



KORMARINE Busan 2019



KORMARINE Busan 2023



# 10 years HELLENIC KOREAN CO-OPERATION



SUCCESSFUL PROJECTS IN ALL MAJOR SHIPYARDS

- ESTABLISHMENT OF PRESENCE THROUGH AGENTS, LOCAL ENGINEERING TEAMS, LOCAL SERVICE ENGINEERS





HEMEXPO has the efficacy to become a world-leading force in the Marine Equipment industry, serving as a reliable and consistent partner for shipowners, operators, shipyards and ports all over the world through:



Sharing Business Intelligence



Promoting SMART SHIP SOLUTIONS from Greece



Ad hoc projects

# HEMEXPO 2020-2030

HEMEXPO aims to develop technologically advanced products and services based on two main pillars:



## Protection of the Environment through:

- CO2 emissions reduction
- Improve Energy and Environmental Compliance Efficiency
  - Minimize the use of plastics and other hazardous materials in the sea
  - Optimize Biofouling Management




## The Impact of the 4th Industrial Revolution on Shipping through:

- Digitalization & IoT
- Machine Learning and AI
- Digital Twins and Operations Optimization

# Technology space for decarbonization

## DNV – HEMEXPO CO-OPERATION

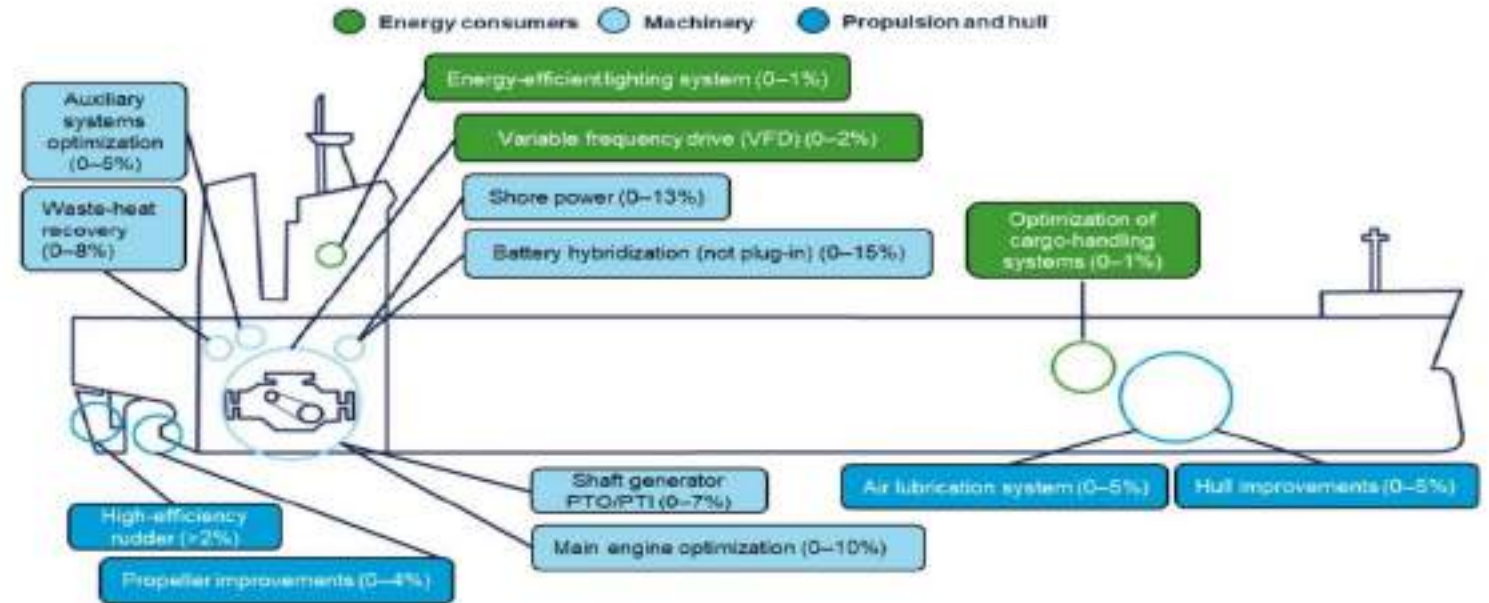


 <b>Energy-efficiency measures</b>	 <b>'Harvesting' energy from the surroundings</b>	 <b>Alternative fuel technologies</b>	 <b>After-treatment measure</b>
Technical measures	Wind energy	Hydrogen	Carbon capturing and storage (CCS)
Operational measures	Wave energy	Ammonia	
	Solar energy	Methane	
		Diesel	
		Methanol	
		Battery electric	
> 5%	< 30%	0% to 100%	> 30%

(Source: DNV Abatement Insight database)



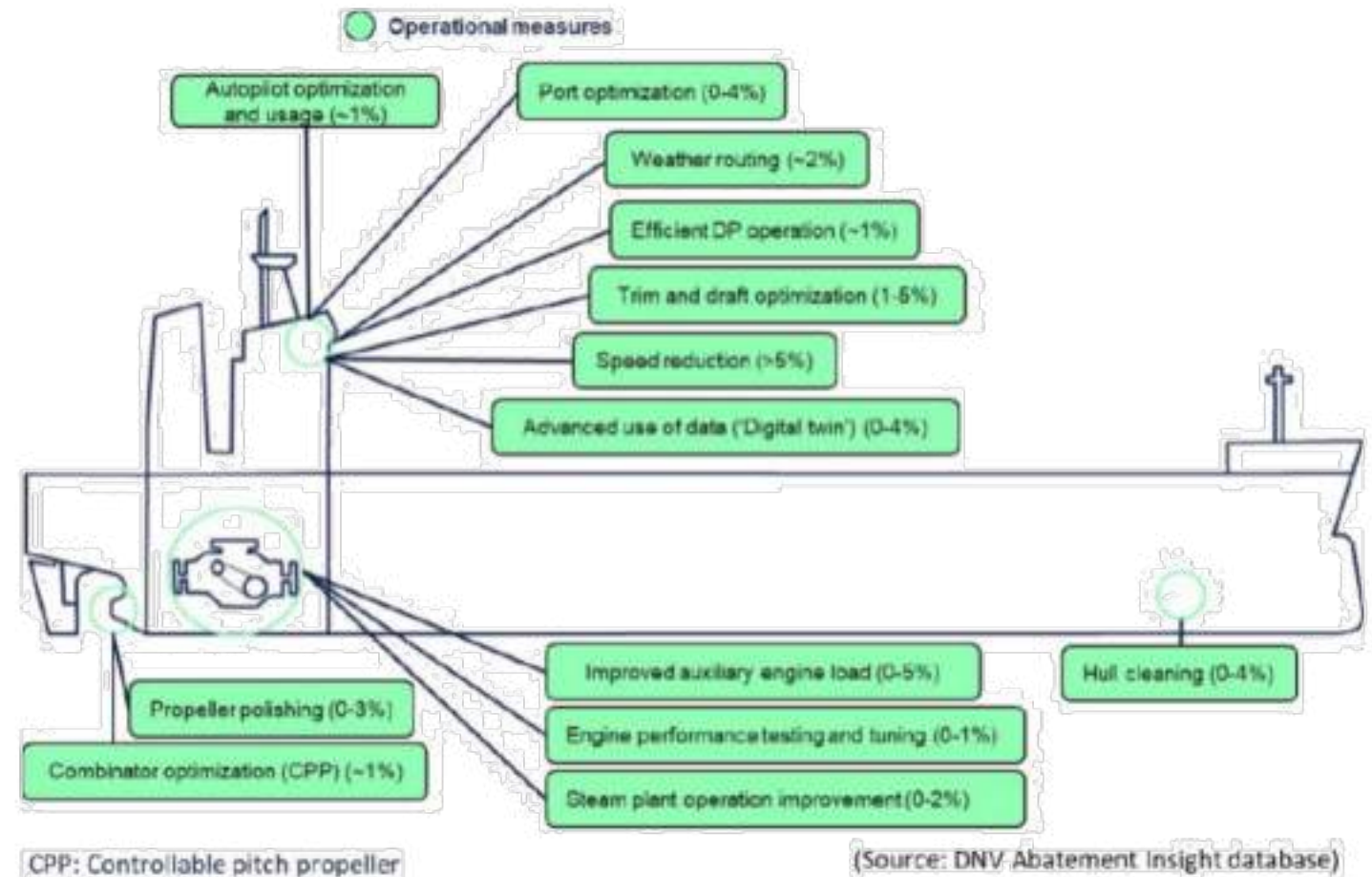
# Overview of technical measures with indicative CO<sub>2</sub>–reduction potential



PTO: Power take off, PTI: Power take in

(Source: DNV Abatement Insight database)

# Overview of operational measures with indicative CO<sub>2</sub> – reduction potential



# MARINE EQUIPMENT

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- ALTERNATIVE MARINE POWER
- LED LIGHTS
- GASIFICATION SYSTEMS
- DATA ACQUISITION AND BIG DATA ANALYSIS
- WASTE HEAT RECOVERY



# HEMEXPO MAKERS' LIST

NO.	ITEM	SUPPLIERS
<b>HULL</b>		
1	Sacrificial Anodes	ENVIRONMENTAL PROTECTION ENGINEERING
2	Marine Growth Prevention System(MGPS)	ENVIRONMENTAL PROTECTION ENGINEERING
<b>EQUIPMENT FOR CARGO</b>		
3	Butterfly Cargo Valves	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.
4	Cargo Valves (other type, except butterfly valves)	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.
5	Cargo Level Monitoring System	PRISMA ELECTRONICS S.A. (LAROS)
6	Inert Gas System / Dry Air Plant	1. PSYCTOTHERM (Chiller unit)
		2. BELLOWS HELLAS (IGS Fan Impellers)
7	Control System for Pumps	EMMIS MARINE (AUTOTRANSFORMERS)
8	Cargo Heater/Vaporizer	FARAD SA
9	COP LO Cooler	FARAD SA
10	Cargo Hatch Covers	CAPTAIN NEMO
11	Reefer Container Monitoring System	PRISMA ELECTRONICS S.A. (LAROS)

# HEMEXPO MAKERS' LIST

EQUIPMENT FOR CREW		
	<b>Hull Outfitting Equipment</b>	
13	Portable Life Saving	1. EVAL 2. EMMIS MARINE (PORTABLE TRANSFORMERS)
14	Wharf Ladder	1. CAPTAIN NEMO 2. DIVING STAUS
15	L/B Embarkation Ladders	CAPTAIN NEMO
	<b>Accommodation</b>	
16	Air-Cond. System/Prov. Ref. Plant	FARAD SA - PSYCTOTHERM
17	Package Air Condition Units	FARAD SA - PSYCTOTHERM
18	Sewage Treatment Plant	ENVIRONMENTAL PROTECTION ENGINEERING SA
19	Wall and Ceiling Panels	ELVIK (B-15 Class and all profiles and accessories)
20	Accommodation Internal Doors	ELVIK
21	Accommodation External Doors	ELVIK
22	Accommodation External Steel doors	FARAD SA, ELVIK
23	Accommodation Ladders	3. CAPTAIN NEMO 4. DIVING STAUS
24	Elevator	KLEEMANN HELLAS SA
25	Pilot Ladders	CAPTAIN NEMO
26	Cold Stores	PSYCTOTHERM
27	Drinking Water Fountains	PSYCTOTHERM
28	Refrigerating Chambers	PSYCTOTHERM – Machinery only
29	Refrigerant Leak Detection System	PSYCTOTHERM

# HEMEXPO MAKERS' LIST

NO.	ITEM	SUPPLIERS
<b>MACHINERY MAIN COMPONENTS</b>		
30	Main Engine	BELLOWS HELLAS (M/E Expansion Joints)
31	M/E Air Coolers	FARAD SA
32	M/E Aux. Blower with Monitor	BELLOWS HELLAS (Aux. Blowers)
33	Diesel Generator Engine	BELLOWS HELLAS (D/G Expansion Joints)
<b>SYSTEMS FOR MACHINERY - MAIN COMPONENTS</b>		
34	Air Dryer	PSYCTOTHERM
35	Plate Type Heat Exchanger	FARAD SA
36	Tubular Type Heat Exchangers	FARAD SA
37	Fresh Water Generator	1. FARAD SA
		2. ENVIRONMENTAL PROTECTION ENGINEERING SA
38	Bilge Water Separator	ENVIRONMENTAL PROTECTION ENGINEERING SA
39	Temperature Sensors for Insulation Spaces	UTEKO
40	Atmospheric Condenser	FARAD SA
41	Calorifier	FARAD SA
42	Quick Closing Valve System	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.

# HEMEXPO MAKERS' LIST

NO.	ITEM	SUPPLIERS
<b>LNG CARGO / FUEL SYSTEM</b>		
43	HP LNG Vaporizer & Heater	FARAD SA
44	LP LNG Vaporizer & Heater	FARAD SA
45	Water/Clycol Heater	FARAD SA
46	Valve Remote Control System	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.
47	LNG Cargo Heater/Vaporizer	FARAD SA
48	Cargo Expansion Bellows & Gas Dome Bellows	BELLOWS HELLAS (Cargo Exp. Bellows)
49	Insulation Panels	ELVIK
50	Conical Strainers	BELLOWS HELLAS
51	Drain Cooler for Gas Heater	FARAD SA
52	Boil-off Monitoring System	PRISMA ELECTRONICS S.A. (LAROS)
53	LPG Fuel Heater	FARAD SA
<b>HULL PIPING</b>		
54	Valve Remote Control System	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.
55	Ballast Water Treatment System	ERMA FIRST SA
56	Ballast System Butterfly Valves	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.
57	Ballast System Valves (other type, except butterfly valves)	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.
58	Tank Cleaning Machines	DIVING STAUS
59	IGS Valves	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.
60	Local FF water spray system	MARITA HELLAS SA
61	Portable FF	MARITA HELLAS SA

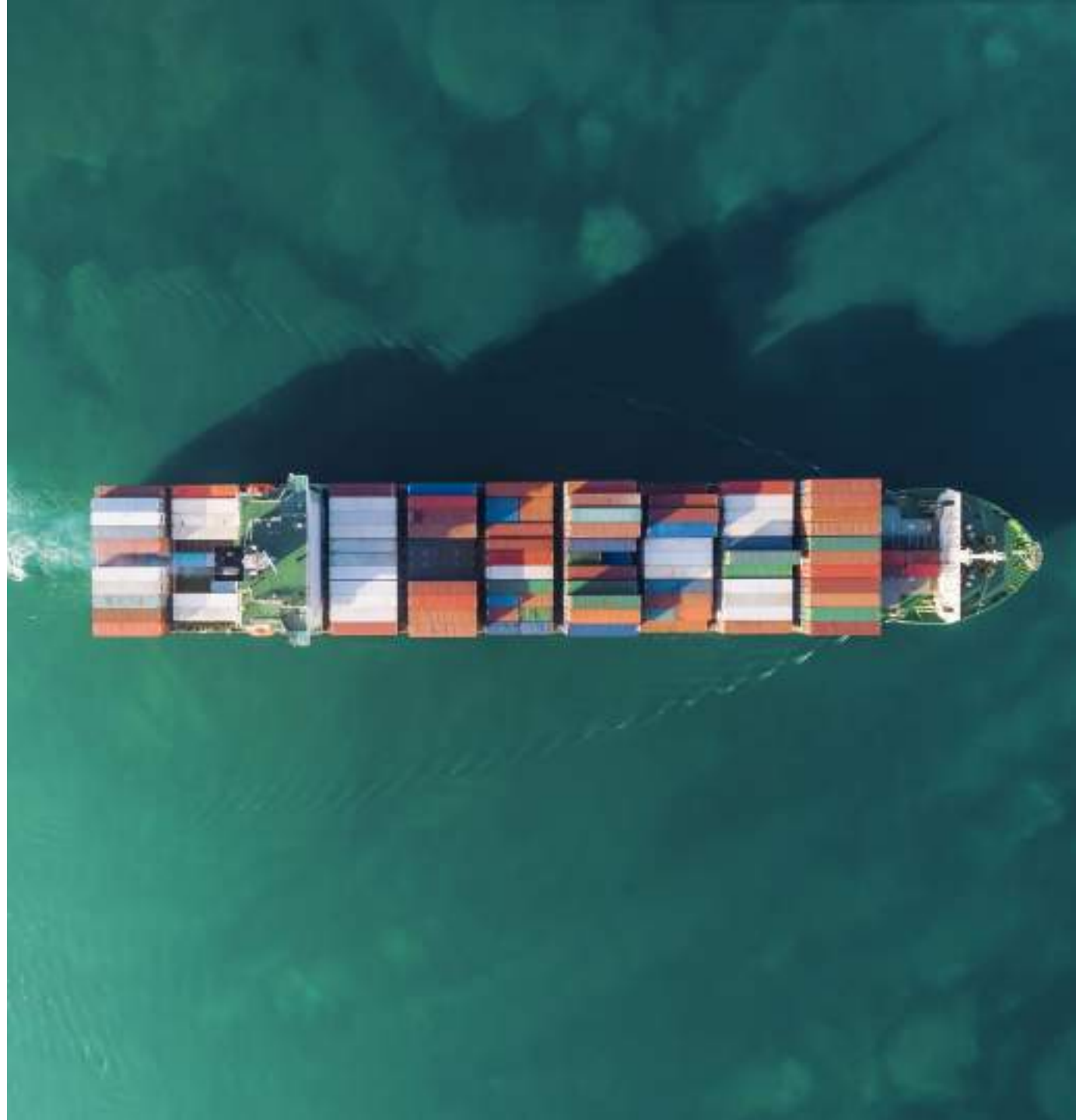
# HEMEXPO MAKERS' LIST

NO.	ITEM	SUPPLIERS
<b>NAVIGATION, COMMUNICATION, AUTOMATION AND ELECTRICAL SYSTEM</b>		
<b>Navigation, Searching and Communication Equipment</b>		
62	Nav. / signal lights control panel	SEABRIGHT
63	Ship-Shore Communication System	PRISMA ELECTRONICS S.A. (LAROS)
<b>Automation System for Machinery</b>		
64	Control, Alarm & Monitoring System	PRISMA ELECTRONICS S.A. (LAROS)
65	Alarm & Monitor System (AMS)	PRISMA ELECTRONICS S.A. (LAROS)
66	ME remote control system	PRISMA ELECTRONICS S.A. (LAROS)
67	LAN	PRISMA ELECTRONICS S.A. (LAROS)
<b>Electrical System</b>		
68	Electrical Panels	ERGOMATIC MARINE & INDUSTRIAL EQUIPMENT S.A.
69	Electric Motors	VALIADIS HELLENIC MOTORS SA
70	Motor Bearings	VALIADIS HELLENIC MOTORS SA
71	Transformers (High Voltage)	EMMIS MARINE
72	Transformers (Low Voltage)	EMMIS MARINE
73	UPSs	PRISMA ELECTRONICS S.A. (LAROS)
74	LED Lighting Fixtures	SEABRIGHT
75	Fluorescent Lighting Fixtures	SEABRIGHT
76	Navigation Lights	SEABRIGHT
77	Explosion-proof Lights	SEABRIGHT
78	Ship Performance Monitor	PRISMA ELECTRONICS S.A. (LAROS)
79	Fixed Vibration Monitoring	PRISMA ELECTRONICS S.A. (LAROS)
80	Exhaust Emissions Monitoring System	PRISMA ELECTRONICS S.A. (LAROS)
81	Light Signal Column	SEABRIGHT
82	Pressure & Temperature Switches & Transmitters	UTECO
83	Switchboards protection System	RAYCAP



Co-operation is key for the future challenges of the decarbonization of shipping

- Building ships for the future
- Operating and supporting ships of the future





**10 Years of HEMEXPO**  
*Navigating the future Together*

Thank you for your attention!

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