



**ocean finance**

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**Presented at:**

**MOTORWAYS OF THE SEA CONFERENCE ON  
"NORTHERN TRANSPORT ROUTES  
AND THE POSITION OF REMOTE AREAS"**

**UMEÅ, SWEDEN - WASA EXPRESS - VAASA, FINLAND**

**The importance of  
statistics on onshore  
and offshore maritime  
investments**

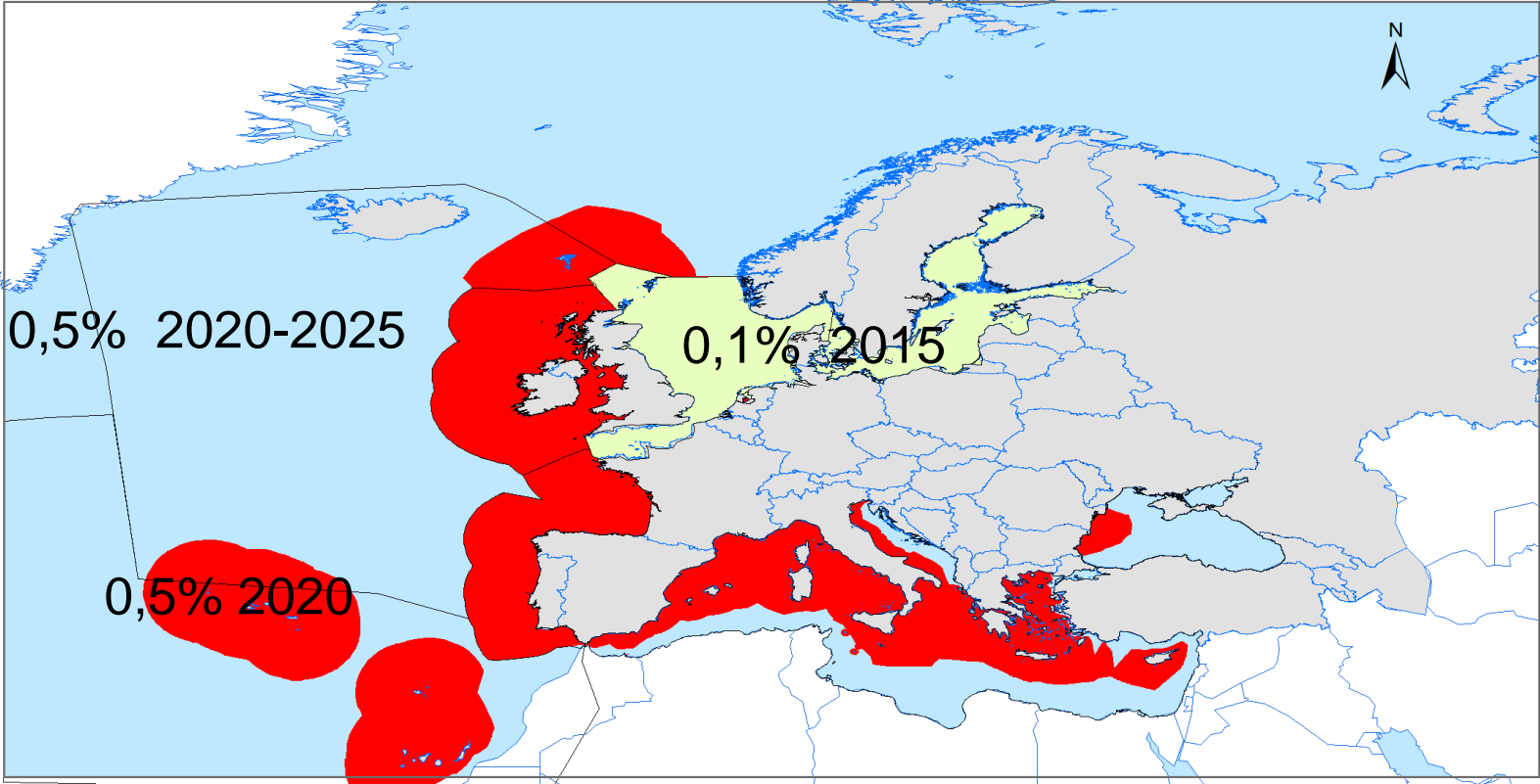
**The PoseidonMed I&II and the  
Europa Ship Plan experience**

## Setting the Scene

*EU & IMO regulations:*

*MRV, Sulfur cap directive,  
BWT, pm, NOx, CO2*

*2020-2025 Double regime in  
Med*



the do nothing scenario is not an option!



# Way Forward

## What is the Poseidon Med Global Project?

An LNG bunkering umbrella project to ensure regulatory compliance of ships and ports

### The Greek Case:

- 5 candidate LNG stations in Piraeus, Patra, Igoumenitsa, Limassol & Heraklion
- 10 candidate retrofits and newbuilds



Co-financed by the European Union  
Trans-European Transport Network (TEN-T)



POSEIDON  
MED  
LNG  
BUNKERING  
PROJECT

bunkering  
our future



marine  
intelligence

## Way Forward

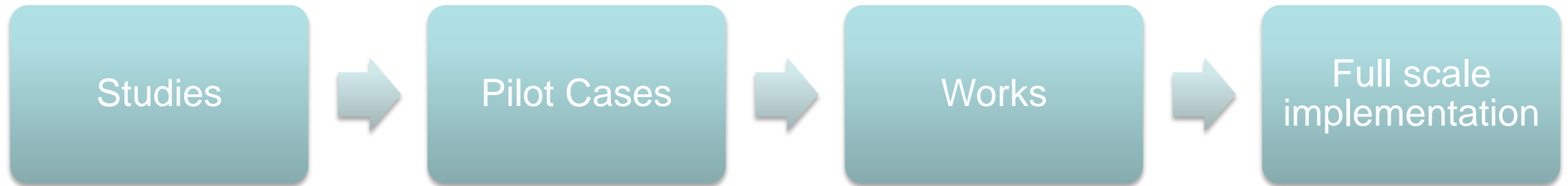
### Poseidon Med Global Project facts:

- Costa (2010-2012, 2,3mil €): LNG MasterPlan for Med, Black Sea and Atlantic
- Costa II East / Poseidon Med (2013-2015, 5,3mil €): Conceptual studies for East Med
- Poseidon Med II (2015-2020, 53,3mil €): Detailed studies and works



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- ❑ `From studies to full scale implementation:
  - Typical Project Pipeline:





# europa ship plan

a sustainable strategy for the renewal of the european short sea shipping fleet

initiated by HSSA and supported by several Shortsea Shipowners Association in south Europe

targeting the entire shortsea of Med

includes all shortsea vessels types:

wet and dry bulkers, containers, car carriers, tugs, roro and ropax vessels



**europa  
venture**

SPV for the  
EUROPA SHIP plan

## Way Forward

europa venture is a multi financing platform for regulatory / green compliance of South EU Short Sea Shipping and Ports

financial blending mechanism:

- co-funding CEF/ regional funds
- financial instrument (Juncker Plan EIB lending/risk sharing mechanisms)
- Traditional lending from commercial banks and funds
- PPP schemes, project bonds etc



### The “Directive For Alternative Fuels Infrastructure” Establishes The Exact Requirements For Natural Gas Bunkering Facilities In The TEN-T Network In Sea, Road, & Cities

- Statistics describe accurately the present state but what about the future??
- Chicken & egg problem (Port investments only in presence of shipping demand / availability of LNG is a prerequisite for vessels)
- Uncertainty from shipping sector





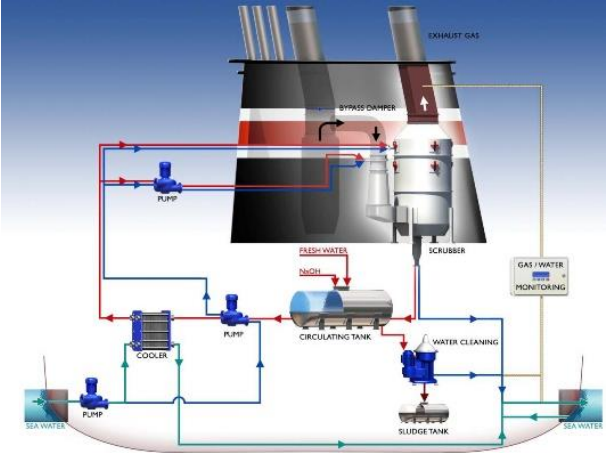
## The critical role of statistics

### A toxic cocktail ahead

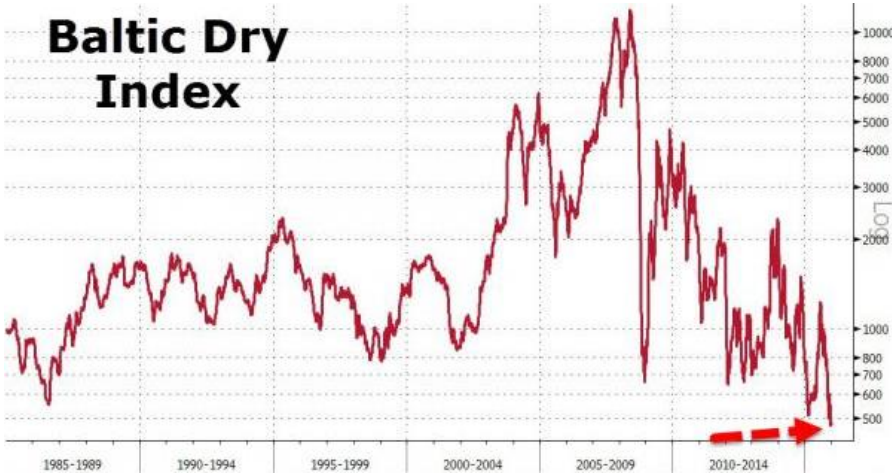
*Capital intensive investments*  
**renewal for old vessels**  
**retrofit for newer**  
**install green equipment**

*unprecedented financial difficulties*

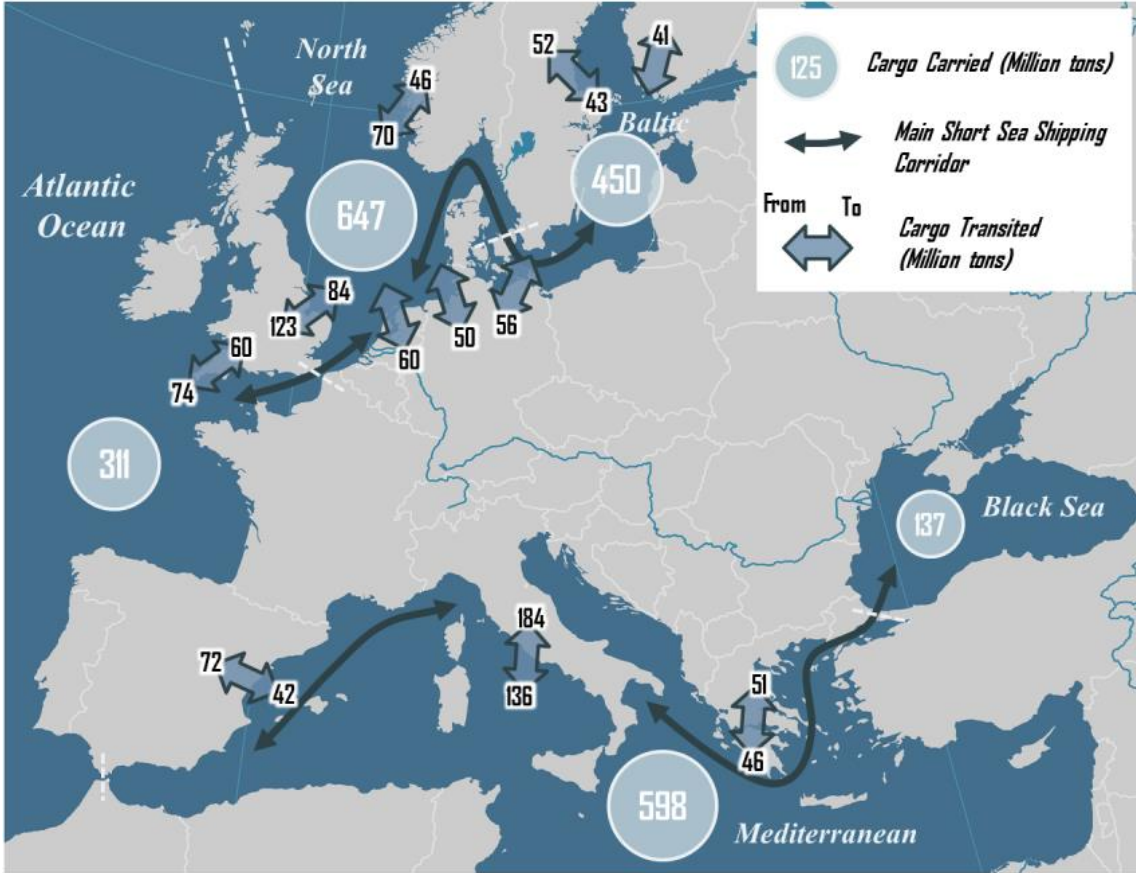
**A "Perfect Storm Is Coming"**  
**Deutsche Bank Warns As Baltic Dry Falls To New Record Low!!!**



VS



## The critical role of statistics



### East Med shortsea ships in the oil era :

- a strong sector
- companies with limited bankability
- vessels with low environmental standards, economically inefficient & technically overdue



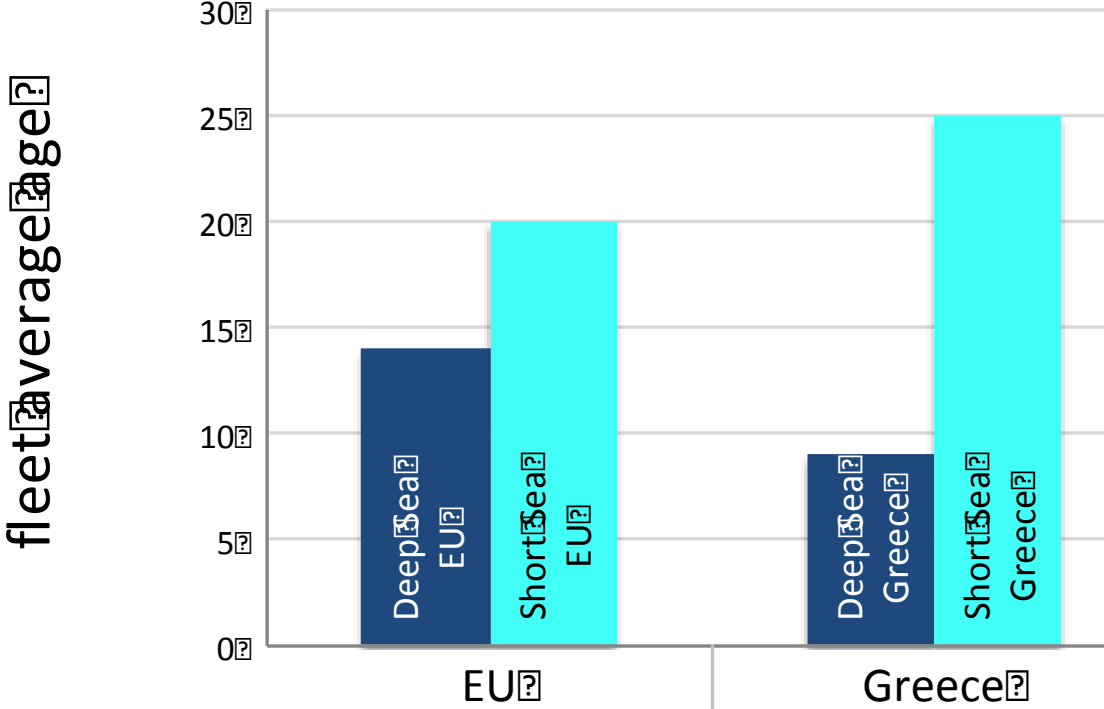
## The critical role of statistics



the oil era

### Freight & passenger shortsea in the oil era :

- aged fleet

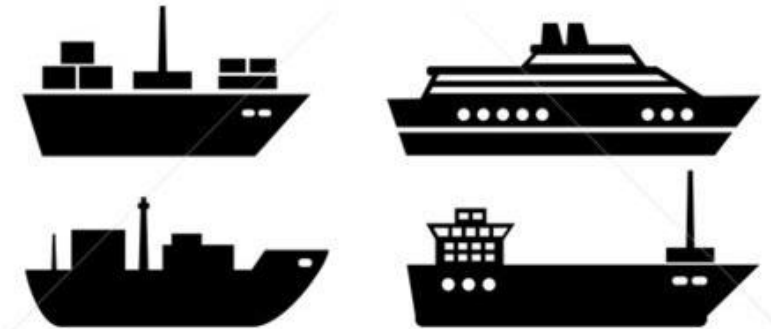


■ DeepSea 14  
■ ShortSea 20

## Financing of Short Sea Fleet:

Not an everyday business for commercial banks!!!!

- Focusing and specializing in Deep Sea Shipping
- Utilizing a threshold of 30.000 ton DWT



# The critical role of statistics

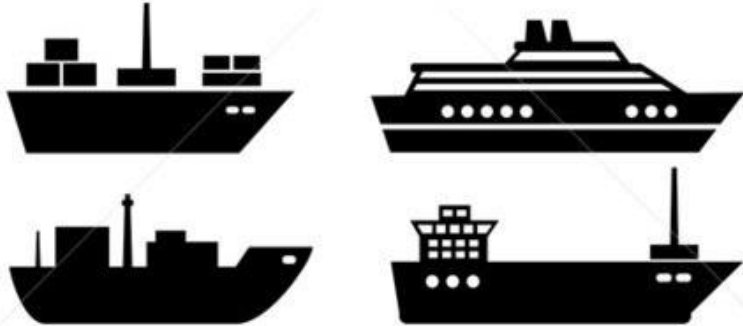
## Financing of Short Sea Fleet:

### Major Reason for banking avoidance:

- unknown performance of Short Sea Shipping !!!!
- Lack of dedicated KPIs:
  - Earnings & Freight rates, Newbuilding & secondhand values, OPEX etc.

### Luck of statistics effect:

- No proper business plan can be prepared and evaluated!!

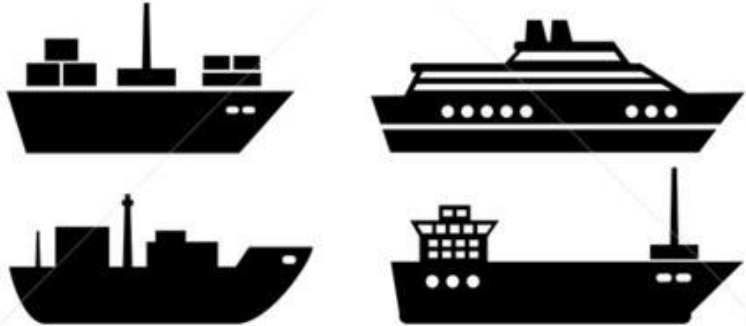


# The critical role of statistics

## Financing of Short Sea Fleet:

Knowing the risk by introducing ShortSea KPIs is critical :

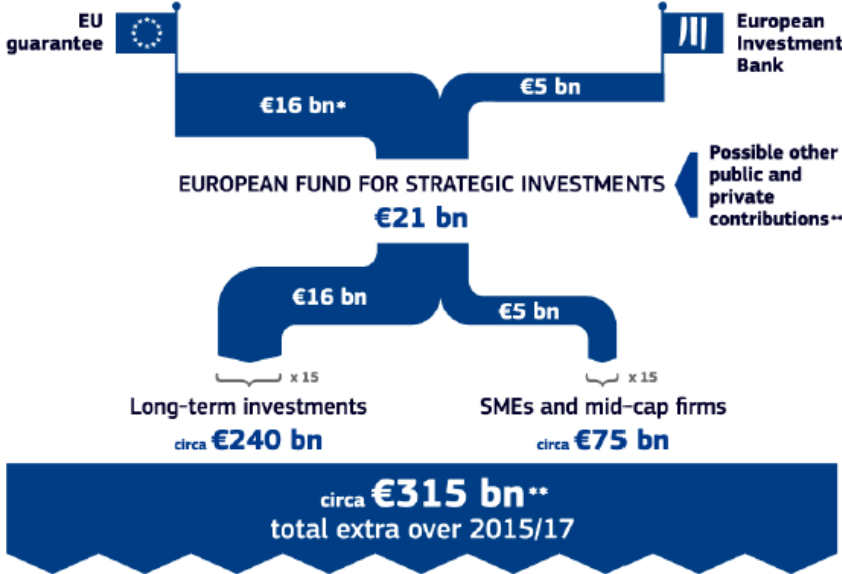
- Most probably it will prove that ShortSea is not performing equally to DeepSea
- But this is not a problem because it will unlock the proper financing!!!!
- Avoid toxic situations and catastrophic risk



## The New Financial Instruments

European Fund for Strategic Investments (EFSI) ready to undertake the sectorial risk :

- 315 bn euros available across EU for high risk investments
- But contribution of the EFSI is mainly in the form of guaranties
- So the participation of the commercial banks is necessary



# Thank you!!

**ocean  
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