

The logo features a stylized 'F' composed of three colored squares: blue, red, and yellow. To its right, the text 'Ferry Shipping Conference 17' is written in a bold, white, sans-serif font. Below '17', the word 'OnBoard' is written in a red, cursive script.

**Ferry
Shipping Conference 17**
OnBoard

for ferry shipping professionals

Conference catalogue

onboard LA SUPERBA





Porto Santo Line - Lobo Marinho

At Carus we live and breathe ferries

Carus' home base is on the Aland Islands, a major ferry hub in the middle of the Baltic Sea. These are islands with a long history of international shipping traditions; from the era of transporting wheat from Australia to Europe in clipper ships to today's modern ferry businesses. Maritime transport of both people and freight is essential to those living and working on the islands. We are proud to be advancing those shipping traditions into the digital world. Our employees and the society we live in know what shipping is all about and this helps us to understand the needs and challenges of our clients wherever they operate in the world.

A lifelong partnership

We pride ourselves on being more than just an IT software provider – we are a true business partner. We know that our clients and their customers rely on our systems every day of the year and we work hard to ensure that we make

their lives easier. In partnership with our clients we continuously evolve our systems and services.

Carus in 2017

Innovative technology from our Port Automation system has created new efficiencies for ferry operators, leading to a better customer experience. Danish ferry operator Faergen originally pioneered our automated check-in process to great effect and have reduced the average waiting time for customers from over two minutes to less than 10 seconds. We have now successfully delivered our Port Automation, Freight Automation and ANPR solutions to several of our other clients: Eckerö Line, Fjord Line, Laesoe Line and Wightlink. We truly believe the Carus package is totally unique by offering a complete end-to-end service integrated into the Carus system which also has the ability to offer one payment device across roads, bridges and ferries.

Since last years' Ferry Shipping Conference, we are proud to welcome Porto Santo Line as our newest client, joining the line-up of our clients who serve more than 30 million passengers and five million vehicles every year across four continents. Porto Santo Lines operates their ferry Lobo Marinho connecting the islands of Madeira and Porto Santo in the Atlantic Ocean.

About Carus

Using our IT software solutions for reservations, ticketing, on-board sales, information and entertainment, check-in, boarding control, relations and business intelligence, you can be assured you have a partner who fully understands your business.

Carus provides support to our clients from offices in Finland, UK, Australia and the US. Our globally based clients can access our manned support day and night during the working week – you could say Carus never sleeps!

Ferry Shipping Conference 17

OnBoard



15th annual meeting for ferry shipping professionals
April 5-7, 2017 on LA SUPERBA
Civitavecchia - Palermo - Civitavecchia



Dear Friends,

First of all we would like to wish you a warm welcome to the 15th annual "Ferry Shipping Conference onboard". This year we have over 375 delegates booked.

When this event started once on the DFDS Seaways route, Copenhagen - Oslo, hopes were, of course, that it would be for many years ahead, which it has. Now when we meet for the 15th time it feels almost like a family event within our fascinating industry.

Hopefully, as always, it will be in a good spirit, with a lot of interesting speeches, debates and networking. As an industry, we stand together and are doing better than in many years.

We, the organizers, will do everything we can to make this a positive and fruitful conference.

During this conference, we hope and expect you to be active in the Q&A Sessions and the Interactive debate.

Very welcome and have a great time onboard!

The Ferry Shipping Conference team

Elizabeth & Bo-Lennart

Main sponsors:



Sponsors & exhibitors:



Organizers: SHIPPAX  - www.shippax.se - conference@shippax.se -  BOLT - www.boltconsulting.se

We, the Isles of Scilly Steamship Group, believe in investing in the latest online technology and our creative cooperation with **Hogia** will significantly enhance our customers' experience when using our ferry, freight and airline services.

Sharon Sandercock
Marketing & Communications Manager at Isles of Scilly Steamship Group



ONE SYSTEM - MANY APPLICATIONS



HOGIA FERRY SYSTEMS
bookit@hogia.fi | www.hogiaferrysystems.com



BOOKIT enhances the experience that V2V Vacations delivers between downtown Vancouver and Victoria's Inner Harbour.

Lisa Baeumer
Riverside Marine



ONE SYSTEM - MANY APPLICATIONS



HOGIA FERRY SYSTEMS
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Modern Class for Smarter Operations

Today's shipping industry is a complex sphere characterized by fierce competition, economic uncertainty, an influx of regulations, and an everchanging technology landscape. We cannot

change the environment in which ship managers operate. But we can help them to make the best out of the challenges ahead.

At DNV GL this means we have focused on how we can add even more value to our services, and create more value for our customers. For example, our customer portal My DNV GL provides a single sign-on to all online interactions with DNV GL, including the DATE (Direct Access to Technical Experts) service. Located in five support hubs worldwide, with DATE more than 400 technical experts are reachable 24/7. With over 90 per cent of requests answered within one working day and urgent cases being solved within just a few hours, this service has been used extensively and has been very well received by our customers.

In addition, tailored apps on My DNV GL enable our customers to check regulatory compliance, search for potential digital weaknesses (Cybersecurity self-assess-



ment), and find new opportunities (Efficiency Evaluation Tool for Assets, LNGi) quickly and easily.

To support customers in preparation for the upcoming EU MRV regulation, DNV GL has developed a range of apps and services. In MY DNV GL customers can easily check their MRV readiness, and use our EU MRV Monitoring Plan App which guides users through each step of generating a monitoring plan, automatically adds any vessel data DNV GL already has and ensures that the plan has the ideal format for submission to an independent verifier.

DNV GL has applied for accreditation for the full scope of verification services. The accreditations process is on-going and the accreditation is expected to be received by April 2017, when the final and detailed guidelines from the EU will be published. DNV GL is also committed to making the verification process as digital as possible to avoid any additional work.

The needs of our customers have grown and they require class to go beyond checking against rules and standards. So, we have adapted to meet these needs, by not only offering the most modern rule set, but also services in areas such as safety management, education and training, modern survey technologies and digital solutions. For example, DNV GL recently launched a new industry data platform – “Veracity” – to help the maritime industry improve its profitability and explore new business models through digitalization. The Veracity industry data platform is designed to help companies improve data quality and manage the ownership, security, sharing and use of data. By creating frictionless connections between data owners and users, the platform will create new opportunities for improving ship performance and safety, while at the same time reducing operational costs.

Wednesday, April 5 NB: All times day 1 are local Italian (+1 GMT)

Conference theme: **Fuel, Energy, Tonnage and in a digital world**

Local time	Session	Programme	Speakers
08.30		Check-in opens in the terminal at Civitavecchia	
09.00		Embarkation & check-in to cabins	
10.30		Welcome coffee in the exhibition area, deck 7, sponsored by Stena RoRo, networking & visit exhibitors	
12.00		Conference begins at the Theatre, deck 8 Opening Presentation by main sponsor, Carus Carus flash presentation	Bo-Lennart Thorbjörnsson, BOLT Consulting Matteo Catani, GNV Anders Rundberg, Carus
12.15	1	Where are we now as an industry?	Bo-Lennart Thorbjörnsson, BOLT Consulting
12.30	2	Panel debate with ferry top executives Newbuildings and market focus Q&A	Peder Gellert, DFDS Matteo Catani, GNV Christophe Mathieu, Brittany Ferries Björn Blomqvist, Rederi AB Eckerö Paul Kypriano, Grimaldi Group
13.30		Lunch in Self Service Restaurant, deck 7, sponsored by ABB Marine & Ports, networking & visit exhibitors	
14.45	3	Alternative fuels and energy systems HH Ferries battery systems Fjord Line's LNG experiences Q&A	Marcus Höglblom, ABB Marine & Ports and Henrik Rørbæk, HH Ferries Morten Larsen, Fjord Line and Oscar Kallerdahl, Rolls-Royce
15.35	4	Economic and industry/market trends Ship Finance & Trump/Brexit Economy outlook Med short sea routes. Situation and future. Q&A	Denise Baum, KfW Bank Alan Klanac, Jadrolinija
16.05		Coffee in the exhibition area, deck 7, sponsored by Stena RoRo, networking & visit exhibitors	
16.45	5	Possible solutions for the industry HVSC or LVSC plant in moveable container in any port The E-Factor Green shipping with focus on LNG Electric Ferry automatic charging From Ferry Shipping to Blue Ocean	Ingemar Gustavsson, ACTEMIUM Ole Kristian Sivertsen, Global Eagle Mahinde Abeynaike, Bomin Linde Harald Tillung, Wärtsilä Marine Solutions Koert Grever, IESE
17.45	6	Fast Ferries; past, present and future Q&A	Mike Wake, Austal
18.00	7	The ro-ro and freight development Freight and ro-ro in the Med Logistic and the ferry industry Q&A	Costantino Baldissara, Grimaldi Group Roman Poersch, Wilhelm Borchert
18.30		Shippax Awards 2017	Philippe Holthof & Elizabeth Mandersson, Shippax
19.15		Happy Hour in the exhibition area, deck 7, sponsored by ABB Marine & Ports, networking & visit exhibitors	
20.00		Welcome drink at the Veranda Bar, deck 9, sponsored by Brax Shipping, networking	
20.30		Departure Civitavecchia	
21.00		Dinner in the à la Carte Restaurant, deck 7, sponsored by DNV GL	
		Night cap, sponsored by Port of Ystad, networking	

Thursday, April 6 NB: All times day 1 are local Italian (+1 GMT)

Conference theme: **Fuel, Energy, Tonnage and in a digital world**

Local time	Session	Programme	Speakers
07.00-09.00		Breakfast in the Self Service Restaurant, deck 7, sponsored by Versonix	
07.30		Arrival Palermo	
10.00	8	BOLT Ferry Think Tank. How will we look 2025?	John Steen Mikkelsen, Danske Færger Fredrik Johansson, Tillberg Design Per Westling, Stena RoRo Carsten Orloff, Flensburger Schiffbau
		Q&A	
11.00	9	Getting the extra passengers to go by ferry?	Jan-Erik Norli, Telenor Maritime Bill Gibbons, Discover Ferries
		Internet of things for the industry Catching the motorist market Q&A	
11.30		Coffee in the exhibition area, deck 7, sponsored by Stena RoRo, networking & visit exhibitors	
12.00	10	Possible solutions for the industry	Magnus Hansson, Callenberg Technology John Roger Nesje, Rolls-Royce Finn Wollesen, KNUD E HANSEN Giuseppe Cardinale, Speedcast Mia Elg, Deltamarin
		Turn Big Data Into Smart Automatic Crossing Systems for Ferries Challenges when building in China SpeedCast - Creating value for customers Detecting Waste heat recovery potential with Energy flow simulations	
13.00		Lunch in Self Service Restaurant, deck 7, sponsored by ACTEMIUM, networking & visit exhibitors	
		Optional visit in Palermo	
15.45	11	Brexit and the ferry industry	Guy Platten, UK Chamber of Shipping Corinne Vintner, Brittany Ferries
		Possible scenarios Brexit Brexit from an operators point of view Q&A	
16.15		Coffee in the exhibition area, deck 7, sponsored by Stena RoRo, networking & visit exhibitors	
17.00	12	New ships concept and projects	Cees de Waal, TESO Morten Haure-Pedersen, Scandlines Janek Stalmeister & Tarvi-Carlos Tuulik, Tallink Grupp
		TEXELSTROOM/ TESO BERLIN/ Scandlines MEGASTAR, Tallink Q&A	
18.00	13	Interferry	Mike Corrigan, INTERFERRY
		Stronger Together, ferry operators & members Q&A	
18.15	14	How to attract those over 50?	Bruce Peter, Glasgow School of Art
		They have the money to spend	
18.30		Words of farewell	
19.00		Happy Hour in the exhibition area, deck 7, sponsored by Wärtsilä, networking & visit exhibitors	
20.00		Dinner drink, sponsored by RINA, at the Veranda Bar, deck 9, networking	
20.30		Departure Palermo	
21.00		Farewell dinner in the à la Carte Restaurant, deck 7, sponsored by GNV	
		Night cap, sponsored by Onorato Armatori, networking	

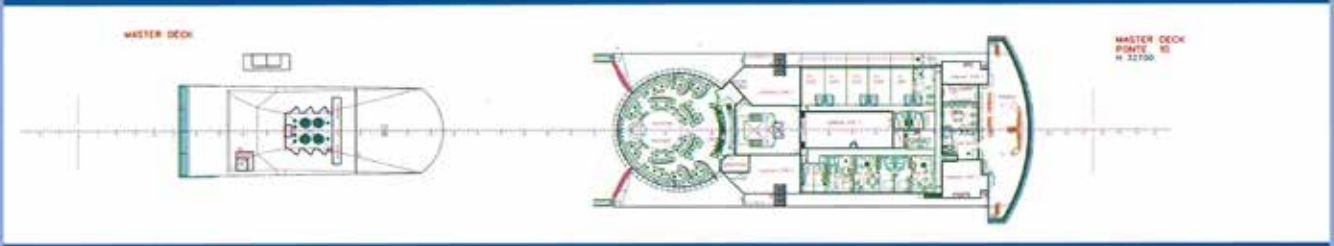
Friday, April 7 NB: All times day 1 are local Italian (+1 GMT)

Local time	Programme
06.30-08.00	Breakfast in the Self Service Restaurant, deck 7, sponsored by Versonix
06.30	Arrival in Civitavecchia
	Disembarkation
	Buses to the airport
10.00	LA SUPERBA departure

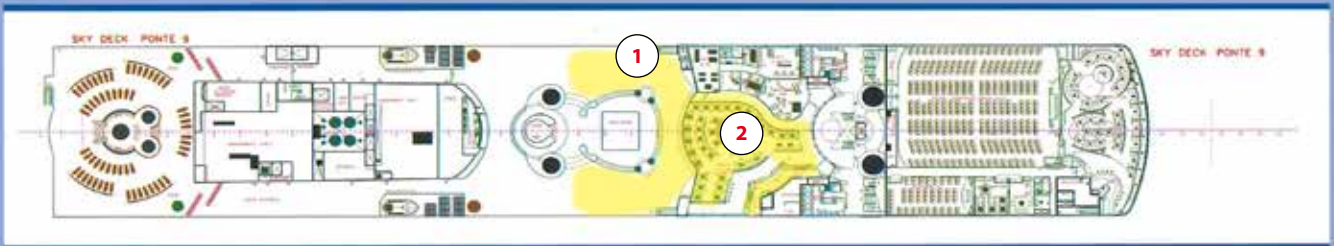


LA SUPERBA – deck 7 -10

Deck 10



Deck 9



Deck 8



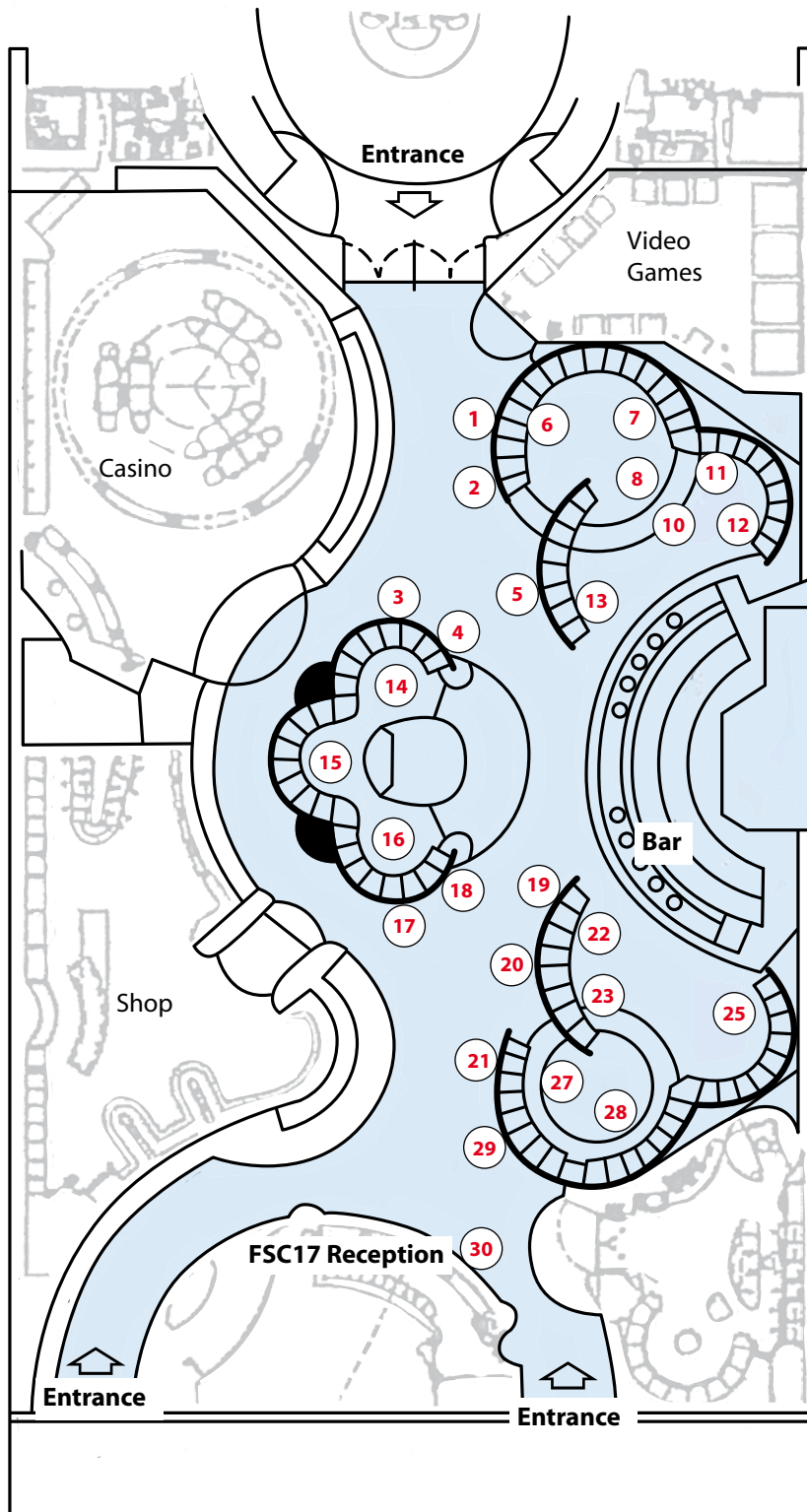
Deck 7



- | | |
|---|--|
| <p>1 Sundeck</p> <p>2 Veranda bar
• Dinner drinks</p> <p>3 Auditorium</p> <p>4 Piano Bar/Lounge
• Exhibition
• Coffee breaks
• Happy Hour</p> | <p>5 Self Service Restaurant
• Breakfast
• Lunch</p> <p>6 A la Carte Restaurant
• Dinner</p> |
|---|--|



LA SUPERBA – PIANO BAR / EXHIBITION AREA (DECK 7)



Exhibition area (incl. tables, chairs and electricity)	Exhibitor/company name
1	Carus
2	DNV GL
3	ABB Marine & Ports
4	Ehrenborg
5	Cavotec SA
6	BRODOGRAĐEVNA INDUSTRIJA SPLIT D.D
7	E-Dea S.p.A.
8	Bomin Linde LNG GmbH & Co KG
10	Callenberg Technology Group
11	Rolls-Royce Marine AS
12	ACTEMIUM OPS
13	PDMS
14	IESE Business School
15	NAPA
16	Telenor Maritime
17	Adonis AS
18	C-Job Naval Architects
19	Gordion AB
20	Hogia Ferry Systems
21	Versonix Corporation
22	Godby Shipping Ab
23	Global Eagle
25	Wärtsilä Corporation
27	Interferry
28	Danish Cruise & Ferry Group
29	Bureau Veritas
30	Sponsors Table

Height 2.50 m

Photo: Rolf Clausen



▲ Concept and design for the new Color Line hybrid passenger ferry

We are specialists in newbuilding, conversion, and refurbishment of **RoPax/ferries, passenger ships, cruise/explorers, and offshore/accommodation ships.**

Our design and engineering department has over 25 years' experience of ship design. We also offer **dry docking and ship services.**

Newbuilding and conversions

- Concept
- Design
- Commissioning
- Basic design
- Detail design
- Production follow-up
- Testing
- Project management
- Sea trial
- As-built documentation

www.fosenyard.com
www.facebook.com/fosenyard
Meet us at Ferry Shipping Conference 17
Visit us at Nor-Shipping stand D03-32





WE LIVE AND BREATHE FERRIES, THAT'S THE KEY TO OUR SUCCESS

Anders Rundberg, CEO of Carus

WE CARE ABOUT YOUR CUSTOMERS

Carus offers innovative solutions for the global ferry industry, giving your customers a better experience before, during and after their journey.

The Carus solution incorporates reservations, check-in, port automation, on-board and relationship management.

www.carus.com

carus

Main sponsors

Carus
DNV GL

Sponsors

ABB Marine & Ports
ACTEMIUM OPS
Brax Shipping
Carus
DNV GL
Grandi Navi Veloci S.p.A.
Hogia Ferry Systems
Onorato Armatori Srl
Red Bull GmbH
RINA
Stena RoRo
TTS Marine AB
Versonix Corporation
Wärtsilä Corporation
Port of Ystad

Exhibitors

ABB Marine & Ports
ACTEMIUM
Adonis AS
Baltec Marine
Bomin Linde GmbH & Co KG
Brodogradevna Industrija Split D.D.
Bureau Veritas
Callenberg Technology Group
Carus
Cavotec SA
C-Job Naval Architects & Engineers

Danish Cruise & Ferry Group
DNV GL
E-Dea S.p.A.
Ehrenborg & Co AB
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IESE Business School
Interferry
Napa
PDMS
Processkontroll Elektriska AB
Rolls-Royce Marine AS
Telenor Maritime
Versonix Corporation
WINS Limited – Part of Speedcast Group
Wärtsilä Corporation

Speakers

Abeynaike, Mahinde Alexander
Baum, Denise
Blomqvist, Björn
Cardinale, Giuseppe
Catani, Matteo
Corrigan, Mike
de Waal, Cees
Elg, Mia
Gellert Pedersen, Peder
Gibbons, William
Grever, Koert
Gustavsson, Ingemar
Hansson, Magnus
Haure-Petersen, Morten

Holthof, Philippe
Högblom, Marcus
Johansson, Fredrik
Kallerdahl, Oscar
Klanac, Alan
Kyprianou, Paul
Larsen, Morten
Mathieu, Christophe
Nesje, Jon Roger
Norli, Jan Erik
Ortloff, Carsten
Peter, Bruce
Platten, Guy
Poersch, Roman
Rundberg, Anders
Rørbæk, Henrik
Sivertsen, Ole-Kristian
Stahlmeister, Janek
Steen-Mikkelsen, John
Thorbjörnsson, Bo-Lennart
Tillung, Harald
Tuulik, Tarvi-Carlos
Wake, Mike
Westling, Per
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Main sponsors

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Nature of business: IT solutions for ferry operators

Carus is dedicated to providing the tools to manage the relationship between the passenger vessel operator and its clients. With this aim, and focusing on the client, we have identified the various solutions required to do this.

Carus provides a wide range of advanced products to support the sales and business processes of all types of ferry and cruise operators. This includes reservations, departure control, on-board POS, e-commerce, CRM and port automation.

For almost two decades, Carus has been serving a growing client base across four continents, serving more than 30 million passengers and five million vehicles every year. Our clients span all operational niches of the passenger vessel industry.

DNV GL

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Nature of business: Maritime Classification & Advisory

About DNV GL

Driven by our purpose of safeguarding life, property and the environment, DNV GL enables organizations to advance the safety and sustainability of their business. We provide classification, technical assurance, software and independent expert advisory services to the maritime, oil & gas and energy industries. We also provide certification services to customers across a wide range of industries. Operating in more than 100 countries, our professionals are dedicated to helping our customers make the world safer, smarter and greener.

About DNV GL – Maritime

DNV GL is the world's leading classification society and a recognized advisor for the maritime industry. We enhance safety, quality, energy efficiency and environmental performance of the global shipping industry – across all vessel types and offshore structures. We invest heavily in research and development to find solutions, together with the industry, that address strategic, operational or regulatory challenges. For more information visit www.dnvgl.com/maritime

ABB Marine & Ports

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Contact: Tomas Michelsson
Nature of business: Electric power and propulsion systems

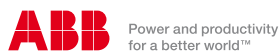


ABB is a leading global technology company in power and automation that enables utility, industry, and transport & infrastructure customers to improve their performance while lowering environmental impact. The ABB Group of companies operates in roughly 100 countries and employs about 135,000 people. To the shipping industry, ABB offers an extensive portfolio of integrated marine systems and solutions that improve the flexibility, reliability and energy efficiency of vessels. By coupling power, automation and advisory, proven fuel-efficient technologies and services that ensure maximum vessel uptime, ABB is in a unique position to improve the profitability of customers' business throughout the entire lifecycle of a fleet.

ACTEMIUM OPS

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Nature of business: OPS Onshore Power Supply



Actemium OPS / Pöcesskontroll Elektriska AB is part of the brand Actemium and is a company of the VINCI Energies Nordic since 2012. We are ca. 45 employees with an annual turnover of ca. 8 million Euro.

We have offices and workshops in the Stora Höga outside Stenungsund, but working across the country. Under the www.pkelektriska.se and www.actemium.com/se you can find more information about both our sister companies and our parent company. Processkontroll Elektriska AB started its business in 2001 and we are a certified electrician for low voltage and medium voltage. We are working with electricity, telecommunication systems and automation for the harbors/ports, process industry and infrastructure. We carry heavy electrical installations in both industry and infrastructure, where our certified and experienced electricians all services. Data and fiber installations are also areas that we are certified and have extensive experience. Since 2010, we work within the OPS (Onshore Power Supply) as a turnkey service and have built and operating taken 10st plants in Sweden and Norway. We are ISO 9001, ISO 14001 and OHSAS 18001

Brax Shipping

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Contacts: Josefine Ågren, Joakim Dahlberg, Lars Hallengren
Nature of business: Ship brokers Sale & Purchase



Brax Shipping, established in 1982 and located in Gothenburg, Sweden, is a team of shipbrokers specialized in the sale & purchase and chartering of: *Ferries, Ropax:es, Cruise ships and Roro:s*

We can also offer newbuilding programs in the Ropax-, and cruise segments. Projecting and design fully tailored to the preferences of the Client.

Grandi Navi Veloci S.p.A.

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Nature of business: Business Development Specialist



GNV is one of the leading Italian shipping companies operating in the fields of coastal navigation and passenger transport in the Mediterranean Sea. Established in 1992 and today part of Aponte Group, GNV operates 11 ferries and provides 5 domestic routes and 10 international routes, with connections to and from Sicily, Sardinia, France, Spain, Albania, Morocco and Tunisia. With 1,200 employees and a turnover of over 300 million € per year, GNV is the 3rd Company of ferries in the world as capacity in linear meters, the 2nd as fleet tonnage and 3rd for the number of available beds.
www.gnv.it

Hogia Ferry Systems

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Nature of business: Software solutions. Reservation systems for travel, freight and tourism, road transportations of goods, port and rail terminal management systems.



Hogia Transport Systems is a business area within the Hogia Group and is showing continuous and long term growth in terms of product offering and global presence. We offer a unique range of business critical products for the travel and transport sector.

Our standard software solutions enable our customers to provide continuous service to tens of millions end users and customers worldwide. We are a reliable partner to both private and public organisations in the transport industry with the goal to create functional and cost efficient operations.

An important objective for Hogia Ferry Systems is to develop solutions that will enable the ferry operators to improve the traveller's experience, from booking to informed arrival at the final destination.

We work in partnership with the operators and our systems are designed to reduce the people-power needed to provide the services, enabling key staff to focus on delivering the very best passenger experience.

Onorato Armatori Srl

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Nature of business: Italian holding Ferry companies



Moby, Tirrenia-CIN and Toremar are companies owned by the Italian holding company Onorato Armatori, which has been a leader in passenger and cargo maritime transportation for five generations. Ranking first worldwide in terms of number of beds and first in Europe with regard to passenger capacity, the Onorato Group employees up to 4,000 people, all Italian, including seasonal employees. Through these three companies, the Group connects Sardinia, Sicily, Corsica, France, Malta, the Tuscan archipelago, and the Tremiti islands thanks to 46 vessels, all registered under the Italian flag. For 2017 the Group's ferries are planned to have 41,000 departures to 30 ports. The Fast Cruises Ferries are among the best in the world in terms of quality: Moby was indeed awarded the 2015/2016 Quality Seal and the prestigious Green Start on its three flagships. The Onorato Group also owns a fleet of 17 latest-generation tugboats providing ship manoeuvring and rescue services in nine Italian ports. Through its subsidiary Sinergest, Moby also manages the Isola Bianca maritime station in the port of Olbia.

RED BULL GMBH

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e-mail: sinead.butler@at.redbull.com
Contact: Sinead Butler - Global Account Manager
Nature of business: Energy Drinks



Red Bull is the world's no. 1 Energy drink. Launched in 1987, this was not only the launch of a completely new product, in fact it was the birth of a totally new product category. Red Bull is present in over 160 countries and sold over 6 billion cans worldwide in 2015.

Red Bull are currently launching their new product range Red Bull Editions in Lime, Blueberry, Cranberry and Tropical flavours, to attract new consumers to the category and drive incremental growth. We continue to employ around 5,000 students every year to gain first hand work experience within our Wings team as well as exciting consumers with our F1 teams. We continue to invest in our brand so that we can give people Wiings worldwide!

RINA Services S.P.A

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RINA SERVICES S.p.A. is the RINA company that delivers services of classification, certification, testing and inspection (TIC Services) to guarantee excellence to organisations in the marine, environment and energy, infrastructures, transport and logistics, quality and safety and agri-food sectors.

As a result of our ongoing investments in R&D and training, we have consolidated exceptional skills in certifying management systems, products, installations and personnel for companies of all sizes operating anywhere in the world, at the same time developing our core business of ship classification and certification.

As third-party, independent company, we deliver our services in full compliance with the principles of professional ethics, transparency, confidentiality and social accountability.

RINA is one of the founders of IACS (International Association of Classification Societies), that since 1968 makes a unique contribution to maritime safety and regulation through technical activities, compliance verification, research and development.

Stena RoRo

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Contact: Ann-Sofie Forss
Nature of business: Ship owners



Stena RoRo sets the standard in the RoRo market. With the solid know how combined with its intuitive feel for innovation and for the demands and requirements; Stena RoRo takes the market forward.

Stenability is Stena RoRo's trademark. Innovators of the RoRo concept, building RoRo and RoPax tonnage, supplying tailor-made solutions - all over the world. The fleet of Stena RoRo, mainly RoPax and RoRo vessels, are chartered out to first class operators around the globe. All through the organization there is an entrepreneurial way of working and an intrinsic will of taking customer satisfaction to a new level. Thanks to its commercial and technical approach and long earned experience; Stena RoRo follows their customers - all through the value chain. That's what Stenability is all about. We are the operators first choice when it comes to ship supply.

TTS Marine AB

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Tel: +46 31 725 79 00
Fax.: +46 31 725 78 00
www: www.ttsgroup.com
e-mail: sales@tts-marine.se
Contact: Björn Rosén
Nature of business: Supplier of Cargo and Passenger access equipment & Port equipment



TTS Group is an international corporation that provides world class handling solutions and hull access systems for the marine and offshore industries. TTS is one of the top three largest suppliers in its specialized market segments. TTS has a worldwide network of branch offices, service stations and agents. It provides after sales services covering the major shipping regions of the world.

TTS Marine AB, part of the TTS Group, is located in Gothenburg, Sweden and is a world-leading designer and supplier of cargo and passenger access equipment to new builds and conversions to the world's fleet of RoRo, cruise and navy vessels. We deliver on-board equipment such as all types of ramps, internal and external doors, platforms, movable car decks, cargo lifts, hangar doors and davits, all backed up by a comprehensive service and after sales network. Port equipment is another key segment where we design and deliver linkspans, passenger gangways and auto mooring.



MODERN CLASS FOR SMARTER OPERATIONS

Today's market needs smarter solutions - and a modern classification partner. Find out how our modern classification solutions can turn possibilities into opportunities - and make your operations safer, smarter and greener.

Learn more at
dnvgl.com/maritime

Versonix Corporation

Address: 1175 Saratoga Ave., Suite 4

Postcode: 95129

City: San Jose, Californal

Country: USA

Tel: 1+ 408-873-3133 or 1+ 408-873-4141

Fax.: +1 408-873-3139

www: versonix.com

e-mail: ypolissky@versonix.com or victorv@versonix.com

Contacts: Yuri Polissky, Victor Velton

Nature of

business: SEAWARE: Reservation and Business Management Software for the Ferry, Cruise and Travel Industries



Versonix SEAWARE is the business rules based reservation software system with Sales, Marketing, CRM and Revenue/Yield management for passengers, cars and cargo inventories. Utilizing an innovative and patented rules-based system, Seaware can be customized to support specific business goals and allow dynamic and real-time responses to an ever-changing world market. Enhancing customer relations is effortless using any of Seaware's Sales and Marketing, Reservations, or Yield and Revenue Management functionalities. From reservation to check-in, to management reports to car deck optimization; Seaware allows you to manage your business your way. The Seaware rule-based reservation solution delivers industry-leading Yield Management, Cargo Handling and Customer Relationship/ Loyalty Program. Seaware provides a complete, reliable and flexible platform that allows companies to boost operating efficiencies, profits, and customer satisfaction.

Seaware serves as a common point for all distribution channels including the Internet, handheld, self-service kiosk, GDS and call center.

Wärtsilä Corporation

Address: John Stenberginranta 2, P.O. Box 196

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City: Helsinki

Country: Finland

Tel: +358 10 709 0000

Fax.: +358 10 709 5700

www: www.wartsila.com

Contacts: Mr. Wilco van der Linden, General Manager Business Development, tel. +31 41 638 8529, wilco.vanderlinden@wartsila.com

Nature of

business: Provider of lifecycle power solutions for the marine and energy markets



Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets. By emphasising technological innovation and total efficiency, Wärtsilä maximizes the environmental and economic performance of the vessels and power plants of its customers. In 2015, Wärtsilä's net sales totalled EUR 5.0 billion with approximately 18,900 employees. The company has operations in more than 200 locations in nearly 70 countries around the world. Wärtsilä is listed on the Nasdaq Helsinki.

Port of Ystad

Address: Bornholmsgatan 6

Postcode: SE-271 39

City: Ystad

Country: Sweden

Tel: +46 411 180 80

www: port.ystad.se

e-mail: port@ystad.se

Contacts: Björn Boström – CEO

Michael Törnfeldt – COO / Master Mariner

Nature of

business: Port Authority and port handling/stevedoring



Port of Ystad is located on the south coast of Sweden, very close to the bustling Bornholm strait. The port is Sweden's 11th biggest port on cargo volumes. Furthermore, the port is number three related to ferry passengers due to the eminent ferry services of BornholmerFærgen, Unity Line and Polferries. Eventually, Port of Ystad is the utmost port for daily ferry service between Sweden and Poland. Port of Ystad offers daily ferry connections with Poland and the Danish island of Bornholm as well as stevedoring service for conventional bulk and general cargo vessels. Five ferry berths with connecting passenger terminals, conventional quays, loading equipment e.g. mobile crane capacity of 40 tonnes and dedicated port and stevedoring staff are available. During 2016 3.500 ship calls, 2.1 million passengers (new record – again!), 542.000 salon cars (new record – again!), 230.000 trucks (new record – again!) and 3.5 million tonnes of goods (new record – again!) were registered. We have still more capacity – for you too. Welcome!

TAILORMADE SOLUTIONS

Loipart AB Sweden LMG Finland

Loipart USA Inc Loipart South Korea Co

Loipart Sea Pte Ltd

DESIGN & LAYOUTS

GALLEYS PANTRIES & BARS

PROVISION ROOMS

LAUNDRY AREAS

WASTE MANAGEMENT

INSTALLATION & COMMISSIONING

SERVICE & AFTER SALES

ABB Marine & Ports

Address: Merenkulkijankatu 1
Postcode: 00980
City: Helsinki
Country: Finland
Tel: +358503322562
www: www.abb.com/marine
e-mail: tomas.michelsson@fi.abb.com
Contact: Tomas Michelsson
Nature of business: Electric power and propulsion systems

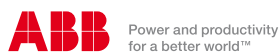


ABB is a leading global technology company in power and automation that enables utility, industry, and transport & infrastructure customers to improve their performance while lowering environmental impact. The ABB Group of companies operates in roughly 100 countries and employs about 135,000 people. To the shipping industry, ABB offers an extensive portfolio of integrated marine systems and solutions that improve the flexibility, reliability and energy efficiency of vessels. By coupling power, automation and advisory, proven fuel-efficient technologies and services that ensure maximum vessel uptime, ABB is in a unique position to improve the profitability of customers' business throughout the entire lifecycle of a fleet.

ACTEMIUM OPS

Address: Processkontroll Elektriska AB Box 2010
Postcode: 444 02
City: Stora Höga
Country: Sweden
Tel: +46303798149
Fax.: +46303798797
www: www.actemium.se & wwwpkelektriska.se
e-mail: ingemar.gustavsson@actemium.com
Contact: Business Unit Manager Ingemar Gustavsson
Nature of business: OPS Onshore Power Supply



Actemium OPS / Pöcesskontroll Elektriska AB is part of the brand Actemium and is a company of the VINCI Energies Nordic since 2012. We are ca. 45 employees with an annual turnover of ca. 8 million Euro.

We have offices and workshops in the Stora Höga outside Stenungsund, but working across the country. Under the www.pkelektriska.se and www.actemium.com/se you can find more information about both our sister companies and our parent company. Processkontroll Elektriska AB started its business in 2001 and we are a certified electrician for low voltage and medium voltage. We are working with electricity, telecommunication systems and automation for the harbors/ports, process industry and infrastructure. We carry heavy electrical installations in both industry and infrastructure, where our certified and experienced electricians all services. Data and fiber installations are also areas that we are certified and have extensive experience. Since 2010, we work within the OPS (Onshore Power Supply) as a turnkey service and have built and operating taken 10st plants in Sweden and Norway. We are ISO 9001, ISO 14001 and OHSAS 18001

Adonis AS

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Postcode: N-5457
City: Hoylandsbygd
Norway
Tel: +47 53 48 23 00
Fax.: +47 53 48 23 99
www.adonis.no
e-mail: sales@adonis.no
Contact: Per Ove Kviteberg, Director of Sales
Nature of business: Supplier of Human Resource and Payroll Systems



The Adonis concept allows complex maritime organizations to centralize all crew management processes one central database, facilitating efficient and well coordinated ship and shore-based processes.

The Adonis Maritime Suite include web-based recruitment, employee on- and off boarding, electronic time and attendance with MLC Compliance and Overtime calculations, performance appraisals, document and competence management, crew planning and rostering as well as training and travel scheduling. The shipboard installation will also cover safety and operational processes, such as Crew Station Bill, Cabin Allocation, Crew Effects and Day to day planning for the various hotel- and catering teams. A Personnel Portal is available for crew self management of basic information, travel expenses etc.

For over 25 years, leading companies in the cruise, ferry, offshore and energy segments have entrusted their HR and Payroll processes to Adonis. The company has a reputation for maintaining long term relationships with their customer, always keeping an open ear to customer requirements and requests.

BALTEC MARINE

Address: 3580 SW 20th Street, Suite 200
Postcode: 33023
City: P embroke Park
Country: USA
Tel: 1 786 220 2082
www: www.baltecmarine.com
e-mail: goran.fransson@tridentllc.com
Contact: Göran Fransson
Nature of business: Turnkey Marine Contractor



Baltec Marine is the trusted turnkey contractor of choice for the world's most notable cruise lines, commercial ship owners and shipyards. Our customers includes, but are not limited to Carnival Cruise Lines, Crystal Cruises, Holland America Lines, Norwegian Cruise Lines, Prestige Cruises, Princess Cruise Lines, Royal Caribbean Cruise Lines, Viking River Cruises, TT-Line, Fincantieri and STX.

We cooperate with the leading manufacturers of Exhaust Gas Cleaning Systems and offer complete turnkey installation packages for the preferred system of your choice. Together with our owner, Trident Maritime Systems, we have a global reach and can optimize our services based on our customer's needs and regulations. Baltec Marine helps owners design and implement the most appropriate solutions to address environmental regulations – with minimum disruption and downtime. This includes retrofitting and existing fleet, starting with an appropriate system selection, then navigating the installation process for a quick and efficient upgrade. Baltec Marine is ISO 9001 certified, and works in compliance with all marine and offshore regulatory bodies and conventions.

Bomin Linde LNG GmbH & Co KG

Address: Dornbusch 2Postcode: 20095
City: Hamburg
Country: Germany
Tel: +49 404689590
www: bominlinde.com
e-mail: info@bominlinde.com
Contact: Jan Schubert
Nature of business: LNG Supplier



Located in Hamburg, Germany, Bomin Linde LNG GmbH & Co. KG is a leading provider of liquified natural gas (LNG) as marine fuel. Bomin Linde LNG and the group companies of its shareholder The Linde Group have access to a broad range of expertise in cryogenic engineering, logistics and fuel supply.

Bomin Linde LNG's strategy is to cover the complete LNG value chain – from sourcing and transport through storage and distribution to refueling ships with LNG in strategically important ports.

BRODOGRAĐEVNA INDUSTRIJA SPLIT D.D

Address: PUT SUPAVLA 21

Postcode: 21000

City: SPLIT

Country: CROATIA

Tel: +385 21 392 202

Fax.: +385 21 382 648

www: www.brodosplit.hr

e-mail: sales@brodosplit.hr

Contact: TEUTA DULETIC, SALES DIRECTOR

Nature of

business: SHIPBUILDING



BRODOSPLIT
BRODOGRAĐEVNA INDUSTRIJA SPLIT d.d.

BRODOSPLIT shipyard is situated in Split, in the middle of Croatian Adriatic coast. It was founded in 1922 (on its present location from 1932).

BRODOSPLIT has a long tradition and experience in designing and building a wide range of ships: tankers, bulk carriers, container vessels, refrigerated cargo vessels, passenger vessels, car passenger ferries, dredgers and naval ships, with high quality and good maritime characteristics / performance.

Our ships were rewarded by many prizes from international institutions, the most recent from The Naval Architect, RINA, London for Ro-Pax Ferry „PIANA“ of 11.300 dwt.

So far, BRODOSPLIT delivered more than 400 vessels with total dead-weight of over 10 million tons, 80 % of which was for foreign buyers. The innovation of our experts in building sophisticated ships of different types, basically, whatever the client desires, is the main feature and strongest point of Brodosplit as a successful and worldly recognized shipyard.

Bureau Veritas

Created in 1828 Bureau Veritas is a global leader in Testing, Inspection, Certification (TIC) and Marine & Offshore Classification services, delivering high quality services to help clients meet the growing challenges of quality, safety, environmental protection and social responsibility.

Bureau Veritas has a revenue of 4.2 billion euros, employs 66,500 people in 140 countries and classifies 13,250 ships of total 110 million gross tonnages.

As a Classification Society, Bureau Veritas assesses ships for conformity with specific sets of Class Rules and Statutory Regulations. It provides ship and marine equipment certification on behalf of Flag administrations.

Bureau Veritas Industry supports industries by assessing equipment



and processes from the design stage to installation, commissioning and operation. Bureau Veritas Certification provides a large range of certification and auditing services according to international and national standards as well as customer specific requirements. Bureau Veritas Industry division offers a wide range of services to ensure a safety-assurance process and asset availability performance whatever the industry: Oil & Gas, Power generation, Transportation Process, Metals and Minerals. Bureau Veritas Certification division offers services within Management Systems, Feed and Food Safety, Quality and Seafood.

Callenberg Technology Group

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Tel: +46 31 762 32 00

www: www.callenberg.com

e-mail: per-erik.larsson@callenberg.com,

magnus.hansson@callenberg.com

Contacts: Magnus Hansson, Per-Erik Larsson

Nature of business: Callenberg Technology Group is an international provider of Insulation, HVAC and Electrical Energy Management solutions for the maritime, offshore & energy markets.



CalLENBERG
TECHNOLOGY GROUP

Callenberg is an award winning expert in ship optimization with decades of know-how in designing efficient HVAC, Electrical and Automation plants, paired with smart automation and benchmarking systems. Our energy upgrades save more than 250 million kwh, 50 000 tonnes of fuel and 160 000 tonnes CO2 every year for our customers. We pride ourselves on being authoritative in the markets we operate, continuously innovating and delivering project management excellence. We engage approximately 1200 employees in 13 countries.

Callenberg Technology Group delivers solutions that supports our customers to be more competitive in their markets.

Carus

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Tel: +358 20 7107 800

Fax.: +358 20 7107 827

www: www.carus.com

e-mail: sales@carus.com

Contact: Anders Rundberg, John Bertell, Tim Watson,

Keith Sherwood

Nature of

business: IT solutions for ferry operators



Carus is dedicated to providing the tools to manage the relationship between the passenger vessel operator and its clients. With this aim, and focusing on the client, we have identified the various solutions required to do this.

Carus provides a wide range of advanced products to support the sales and business processes of all types of ferry and cruise operators. This includes reservations, departure control, on-board POS, e-commerce, CRM and port automation.

For almost two decades, Carus has been serving a growing client base across four continents, serving more than 30 million passengers and five million vehicles every year. Our clients span all operational niches of the passenger vessel industry.

Cavotec SA

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CavotecGroup, Twitter: https://twitter.com/#!/

CavotecGroup

e-mail: info@cavotec.com

Contacts: Erik Chilo, Regional Manager & MD of Cavotec

Sverige AB, Jakob Tolsgaard, Sales Manager, Europe

Nature of

business: Engineering & Manufacturing

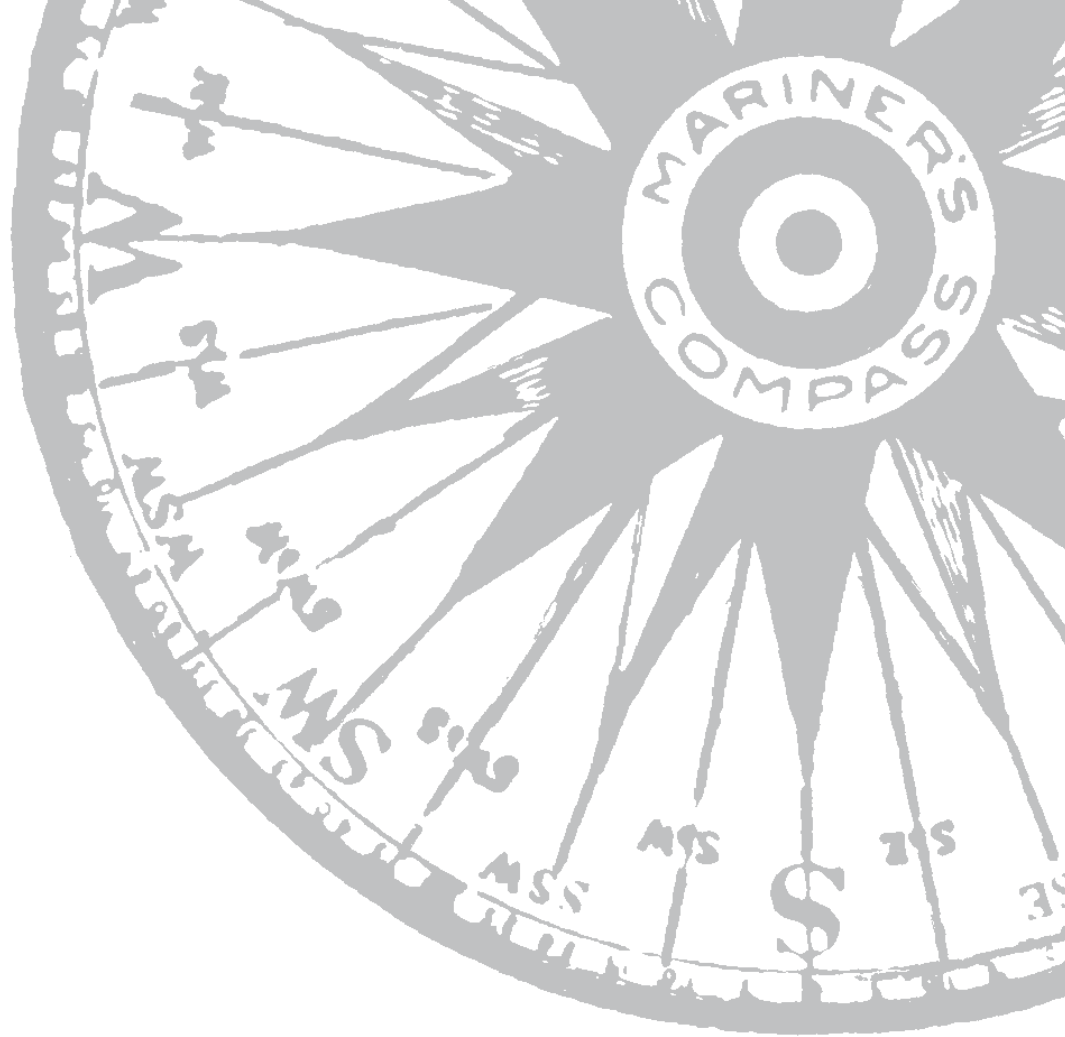


Cavotec is a global engineering group that enables industries worldwide to improve productivity, safety and sustainability. In the ports sector, Cavotec is a leading supplier of automated and electrical power control systems.

The Group's product range includes a diverse variety of systems such as its unique automated mooring technology, MoorMaster™, shore-to-ship Alternative Maritime Power, Panzerbelt cable protection, crane controllers, marine propulsion slip rings, power cable chains, power connectors, radio remote controls, motorised and spring driven cable reels and marine loading arms.

Working closely with port authorities, shipping lines, regulatory authorities and partner suppliers, Cavotec delivers its advanced products and engineering expertise gained over four decades of working within the industry to ports and marine applications all over the world.

Cavotec also manufactures innovative technologies for the Airports, Mining & Tunnelling and General Industry sectors.



SIMSONSHIP

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C-Job Naval Architects

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Postcode: 2132 JN
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Country: The Netherlands
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www: www.c-job.eu
e-mail: info@c-job.eu
Twitter: @cjobnavalarcht
LinkedIn: https://www.linkedin.com/company/c-job-&-partners-bv?trk=top_nav_home
Contacts: Basjan Faber, Managing Director and Wietse Bandstra, Marketing Manager
Nature of business: Ship Design & Engineering



C-Job Naval Architects is the largest independent Ship Design and Engineering company in the Netherlands. Established 10 years ago, the company now employs more than 60 maritime engineers and naval architects in three offices.

We work with a passion for everything afloat. Whether its new build or conversions & modifications, C-Job is renowned for ground-breaking vessels in a broad range of maritime sectors that includes dredging, heavy lift, offshore (wind), ferries, superyachts and more.

From the very first concept vessel designs, through to basic and detailed engineering packages, C-Job engineers are committed to producing new, innovative and sustainable solutions for the global maritime shipbuilding industry. We make a difference by our expertise, involvement and by asking our clients the right questions. Our attention to detail and close cooperation with ship owners and yards means that we are able to develop exactly what the client has in mind.

In addition to ship design services, C-Job also offers clients worldwide assistance and support during the construction process (Building Supervision). Next to this, it's also possible for our engineers to work at a client's location to provide tailor-made naval architectural and engineering expertise on a temporary basis (C-Job On-Site).

C-Job Naval Architects, Your Naval Engineering Partner
 For more information, visit: www.c-job.eu

Danish Cruise & Ferry Group

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Postcode: 8600
City: Silkeborg
Country: Denmark
Tel: +4586813888
www: www.dk-cruise-ferry.dk
e-mail: export@dk-export.dk
Contact: Mie Jakobsen



As the fourth largest shipping nation in the world, Denmark is a shortcut to suppliers with a profound knowledge about the needs of the international cruise and ferry industry.

The Danish Cruise & Ferry Group gathers these suppliers that offer their services and products to shipyards and shipping companies specialised in the cruise industry.

Danish suppliers are involved in projects in most shipbuilding nations as trusted business partners worldwide; the typical Danish supplier is educated and experienced within the cruise and ferry industry and has a profound knowledge of the business, which ensures a skilled and high level service.

Denmark is known for its timeless, minimalist design tradition, combining quality and a very modern mode of expression in pieces of furniture and interiors.

Danish Cruise & Ferry Group is part of the Danish Export Association – the largest organizer of export networks in Denmark with more than 550 companies as members.

DNV GL

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www: dnvgl.com
e-mail: jan.olof.gronhult@dnvgl.com; trond.schistad@dnvgl.com; david.wendel@dnvgl.com; Hans.Eivind.Siewers@dnvgl.com
Contacts: Jan-Olof Grønshult; David Wendel; Trond Schistad; Hans Eivind Siewers
Nature of business: Maritime Classification & Advisory



About DNV GL

Driven by our purpose of safeguarding life, property and the environment, DNV GL enables organizations to advance the safety and sustainability of their business. We provide classification, technical assurance, software and independent expert advisory services to the maritime, oil & gas and energy industries. We also provide certification services to customers across a wide range of industries. Operating in more than 100 countries, our professionals are dedicated to helping our customers make the world safer, smarter and greener.

About DNV GL – Maritime

DNV GL is the world's leading classification society and a recognized advisor for the maritime industry. We enhance safety, quality, energy efficiency and environmental performance of the global shipping industry – across all vessel types and offshore structures. We invest heavily in research and development to find solutions, together with the industry, that address strategic, operational or regulatory challenges. For more information visit www.dnvgl.com/maritime

E-Dea S.p.A.

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Country: Italy
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Fax: +39 081 193 66 154
www: www.edeatech.eu
e-mail: sales@edeatech.eu
Contacts: Marco Pavoncelli, Paolo Parente, Nicola Cammarota
Nature of business: Transport technology and services for the maritime industry



E-Dea develops innovative end-to-end software solutions for the maritime sector, covering the entire booking/reservation process. Our solutions include a comprehensive set of technologies, software, hardware products, services, methodologies and best practices for supporting Ferries, Cruise and Ports organizations in handling complex and modern business challenges.

Thanks to E-Dea fully tailor made solutions, combined with a highly oriented partnership approach, our worldwide located customers, have achieved significant benefits in terms of cost reduction, revenue increase and peace of mind in the overall management of the business.

Ehrenborg & Co AB

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Postcode: 431 53
City: Mölndal
Country: Sweden
Tel: +46 31 86 35 95
www: www.nordicflooringmarine.com
e-mail: carsten.wind@ehrenborg.se
Contacts: Mr. Carsten Wind, Export Manager
 Mr. Kerry Johns, Marine Project Manager
Nature of business: Flooring



Ehrenborg & Co AB, founded in Sweden in 1948, has extensive experience of quality flooring in commercial and public environments. Our main goal has always been to offer quality, service and a wide range of flooring

Today Ehrenborg is the leading LVT suppliers for offshore and on-shore use in Scandinavia with offices and showrooms in Sweden, Norway and Denmark.

From the HQ in Gothenburg we cover the world through direct contacts, agents and partners. Since the relaunch of Nordic Flooring Marine in 2016, we have sold marine flooring all over the world. It is an up-to-date LVT collection in different designs such as Wood, Stone and the stylish Liene. All products are certified after the latest standards by DNV.

Global Eagle

Address: 4553 Glencoe Avenue
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City: Marina del Rey, FL
Country: United States
Tel: +1 310 437 6000
www: www.globaleagle.com
e-mail: info@geemedia.com
Contact: Ole Sivertsen
Nature of business: Satellite Communications and Content



Global Eagle (NASDAQ:ENT) is a leading provider of satellite-based connectivity and media to fast-growing, global mobility markets across air, land and sea. Supported by proprietary and best-in-class technologies, Global Eagle offers a fully integrated suite of rich media content and seamless connectivity solutions that cover the globe. With approximately 1,500 employees and 50 offices on six continents, Global Eagle delivers exceptional service and rapid support to a diverse base of customers around the world.

Godby Shipping Ab

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Postcode: 22100
City: Mariehamn
Country: Finland
Tel: +358 18 528282
www: www.godbyshipping.fi
e-mail: info@godbyshipping.fi
Contacts: Dan Mikkola, Managing Director
 Eva Mikkola-Karlström, deputy Managing Director
Nature of business: Ship owner



Godby Shipping is a privately owned shipping company established 1973. Our aim is to offer high class tailor made sea transportation for the forest industry and liner operators. We operate a modern and competitive fleet under Finnish flag.

The vessels Misana (2007), Misida (2007) and Miranda (1999) are time chartered to Stena RoRo but relet to Transfennica and used in their liner service on the Baltic Sea and North Sea.

Mistral (1999) is chartered to P&O Ferries and is used in their liner traffic between the United Kingdom and Belgium.

Midas (1990) and Mimer (1990) are chartered to French CMA CGM and the American company Marinex Cargo Line respectively for their liner traffic in the Caribbean.

Link Star (1989) is chartered to Nor Lines and is used in their liner traffic between Finland, Poland, Denmark and Norway.

Baltica (1990) is on charter to TransProCon and is employed in their liner and project traffic on the Baltic Sea, North Sea and Mediterranean.

Our office and the vessels are certified by Lloyd's Register and Trafi (the Finnish Maritime Administration) in accordance with the ISM-code issued by IMO. Both the office and the shipboard routines are also certified by Lloyd's Register in accordance with the international ISO 14001 environmental management standard.

Gordion AB

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Postcode: 302 50
City: Halmstad
Country: Sweden
Tel: +46 35 190211
www: www.gordion.se
e-mail: dennis@gordion.se
Contact: Dennis Niklasson
Nature of business: Check in kiosks and unattended payment



Gordion AB offers interactive kiosk solutions for self service check in with or without payment for ferry ticket handling. Gordion can also offer outdoor kiosk for self service for gate in and out together with solution from third party software company. The kiosks have standard 19" or 21,5" touch screen and can be configured with any type of camera, scanner, printer, intercom, RFID or other ID equipment.

We provide hardware, software and service/support.

Hogia Ferry Systems

Address: Silmukkatie 4
Postcode: 65100
City: Vaasa
Country: Finland
Tel: + 358 6 3192800
www: bookit.hogia.fi
email: info@hogia.fi
Contacts: Niclas Blomström, Meri Rigby, Jenny Hintz
Nature of business: Software solutions. Reservation systems for travel, freight and tourism, road transportations of goods, port and rail terminal management systems.



Hogia Transport Systems is a business area within the Hogia Group and is showing continuous and long term growth in terms of product offering and global presence. We offer a unique range of business critical products for the travel and transport sector.

Our standard software solutions enable our customers to provide continuous service to tens of millions end users and customers worldwide. We are a reliable partner to both private and public organisations in the transport industry with the goal to create functional and cost efficient operations.

An important objective for Hogia Ferry Systems is to develop solutions that will enable the ferry operators to improve the traveller's experience, from booking to informed arrival at the final destination.

We work in partnership with the operators and our systems are designed to reduce the people-power needed to provide the services, enabling key staff to focus on delivering the very best passenger experience.

IESE Business School

Address: Avenida Pearson 21
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City: Barcelona
Country: Spain
Tel: 0034 93 253 42 00
Fax: 0034 93 253 43 43
www: www.iese.edu
e-mail: kgrever@iese.edu
Contact: Mr. Koert Grever
Nature of business: Executive Education



A Global Reach. A Transformational Impact. A Spirit of Service.

For over fifty years, IESE, the graduate business school of the University of Navarra, has been at the forefront of management education, developing and inspiring business leaders who strive to make a deep, positive and lasting impact on the people, companies and society they serve.

IESE's success is built on a humanistic approach to business and leadership, complemented by a world-class faculty producing groundbreaking research; the global scope of its programs, faculty, students and campuses; a practical and relevant teaching methodology; and a growing alumni network of 40,000 professionals world-wide prepared to take on today's challenges and lead business into the future.

Inherent in everything IESE does is a focus on people – on the personal and professional development of every individual partaking in the IESE experience – as the primary driver of positive change and impact on business and society.

Interferry

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Victoria BC V8X 5K2
Canada

www: interferry.com
e-mail: darrell.bryan@interferry.com;
shari.corrigan@interferry.com

Contacts: Darrell Bryan; Shari Corrigan
Nature of business: World-wide Ferry Association



Interferry is the only international shipping association representing the worldwide ferry industry. With more than 230 corporate and individual members from 35 countries, the association acts as a voice for all aspects of the ferry sector including owners, operators, ship designers, shipbuilders, equipment suppliers and manufacturers, government agencies, classification societies and maritime professionals.

Interferry has two primary functions:

- (1) Communication and networking. In part this is achieved through the annual conference. The 41st Annual Interferry Conference will take place in Manila, Philippines from 15-19 October.
- (2) International regulatory and policy issues. Through its Brussels office Interferry represents the industry at the IMO and the European Union.

NAPA

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www: www.napa.fi
e-mail: sales@napa.fi; firstname.lastname@napa.fi

Contacts: Jan Schauman, Risto Kariranta, Lars Nickel
Nature of business: Software solutions and services for increased safety, efficiency and productivity in ship operation and design



NAPA is a global leader in software, services and data analysis for the maritime industry; providing solutions for safety, efficiency and productivity in both ship design and operations.

NAPA Safety Solutions provides advanced loading and stability systems, including an integrated, easy-to-use flooding emergency and decision support solution for increased safety and traceability, especially for cruise and passenger vessels. NAPA Safety Solutions offer ship officers onboard, a better understanding of both vulnerability of the intact ship and survivability of the damaged ship.

NAPA Logbook approved by several flag states is an electronic logbook for collecting, recording and replicating data to ashore.

NAPA Shipping Solutions offers tools and services for enhanced ship data management, ship specific and fleet-wide performance analysis, and dynamic optimization decisions for route, speed and trim.

The solutions provide ship owners, operators, charterers and other stakeholders increased transparency in ship management and improved technical and operational performance.

PDMS

Address: Unit 7, Cameron Court, Cameron Street,
Hillington Park

Postcode: G52 4JG
City: Glasgow
Country: Scotland, United Kingdom
Tel: +44 141 880 100

www: www.ferrysoftware.co.uk
e-mail: compass@pdms.com
Contacts: David Stickland & Graham Kier

Nature of business: Ferry Reservation, Ticketing,
Statistics & Fares Modelling Software



PDMS have been providing a range of reservation and ticketing solutions to the ferry industry for over 20 years. Our Compass Ferry Reservation software is a robust solution for remote, demanding and complex ferry services - including inter-island, multi vessel, routes, fares, tickets and ship configurations.

Compass Ferry Ticketing software and rugged handheld machines issues printed tickets at the point of transaction, on open decks and via the web from a centralised system. It can be operated online or offline so that even if network connectivity is lost customers can still be ticketed.

Reservation and ticketing is business critical for ferry operators and the experienced PDMS team support our Compass clients around the world - providing a range of services including integration and data-migration.

Our Compass solutions offer a range of features to help you increase efficiency, reduce operation costs and to provide great customer service to your ferry customers.

Processkontroll Elektriska AB

Address: Box 2010 / Besöksadress Vallenvägen 7
Postcode: 444 02

City: Stora Höga
Country: Sweden
Tel: +46303798149

Fax.: +46303798797
www: pkelektriska.se
e-mail: ingemar.gustavsson@pkelektriska.se

Contact: Ingemar Gustavsson
Nature of business: Managing Director



We started our business in 2001 and is an electrical installation company in both low voltage and high voltage. Our services include electricity, telecommunications and automation of petrochemical, automotive, infrastructure such as ports and tunnels.

We perform heavy electrical installations in both industry and infrastructure where our well-educated and highly experienced electrician perform all kinds of services.

We perform construction work HVSC- installations 50Hz resp. 60Hz in Sweden.

We perform construction work LVSC- installations 50Hz resp. 60Hz in Sweden and Norway

We have maintenance contracts with the following ports in Sweden: Gothenburg RoRo AB, Wallhamn AB, Ystad Hamn & Logistic AB.

We have maintenance contracts for LVSC & HVSC facilities as we made in Sweden & Norway

Programming PLC controllers Siemens PCS7, Mitsubishi

Programming in Siemens, Melsec, and Allan Bradley.

Perform network calculations in Elvis and Febdok

We provide installation and delivery of

- HVSC- & LVSC as Container Solution in ports for ships 50Hz resp. 60Hz
- High-Mid-Low-voltage switchgear
- 10kV Country Connection of ships 50Hz respectively. 60Hz.
- Lighting in ATEX environment
- Motor installation in traditional and ATEX environment
- Manufacturing of control cabinets / automation cabinets

Rolls-Royce Marine AS

Address: Borgundvegen 340
Postcode: 6009

City: Ålesund
Country: Norway
Tel: +47 815 20 070

Fax.: +47 7010 3701
www: www.rolls-royce.com/marine
e-mail: Yrjar.garshol@rolls-royce.com

Contacts: Yrjar Garshol, John Roger Nesje
Nature of business: Manufacturer of ship propulsion systems



The Rolls-Royce marine business is a global leader in marine propulsion, engineering and hydrodynamic expertise, with a broad product range and full systems integration capability.

With a primary focus on power, propulsion and motion control solutions, Rolls-Royce serves over 4,000 customers and has equipment installed on 30,000 vessels operating around the world. Rolls-Royce is the market leader in the development and implementation of pure LNG fueled marine engines.

Our extensive product base and proven experience in both ship design and systems integration, enables Rolls-Royce to bring the right products together to develop the systems that meet the performance requirements.

Customer focus is maintained through our four business units that address specific market segments - Merchant, Naval, Offshore and Submarines. A global support network underpins all activities and ensures contracts can be undertaken, and Rolls-Royce support is at hand anywhere in the world.

Telenor Maritime

Address: Nygaten 4
Postcode: 4838
City: Arendal
Country: Norway
Tel: +47 370 90 000
Fax.: +47 370 90 001
www.: www.telenormaritime.com
e-mail: post@telenormaritime.com
Contacts: Jan Erik Norli: jan.erik.norli@telenor.com
 Roger Vimme: roger.vimme@telenor.com
 Rune Evensen: Rune.Eriksen@telenor.com



Telenor Maritime is the mobile operator at sea, the marine communication specialist, providing global mobile coverage, Internet, and backhaul for the offshore and fishing industry, cruise ships, and ferries. Telenor Maritimes offices are located in Arendal, Stavanger, Bergen, Norway, Stockholm, Sweden and Ft. Lauderdale, (FL) US. Telenor Maritime is part of Telenor ASA, one of the world's major mobile operators. Through Telenor, we have access to a broad range of competence and resources to market, product, innovation and content development. We enable the best mobile experience at sea. For more information, please visit www.telenormaritime.com

Nature of business: We are a mobile operator at sea.

Versonix Corporation

Address: 1175 Saratoga Ave., Suite 4
Postcode: 95129
City: San Jose, California
Country: USA
Tel: 1+ 408-873-3133 or 1+ 408-873-4141
Fax.: +1 408-873-3139
www.: versonix.com
e-mail: ypolissky@versonix.com or victorv@versonix.com
Contacts: Yuri Polissky, Victor Velton
Nature of business: SEAWARE: Reservation and Business Management Software for the Ferry, Cruise and Travel Industries



Versonix SEAWARE is the business rules based reservation software system with Sales, Marketing, CRM and Revenue/Yield management for passengers, cars and cargo inventories. Utilizing an innovative and patented rules-based system, Seaware can be customized to support specific business goals and allow dynamic and real-time responses to an ever-changing world market. Enhancing customer relations is effortless using any of Seaware's Sales and Marketing, Reservations, or Yield and Revenue Management functionalities. From reservation to check-in, to management reports to car deck optimization; Seaware allows you to manage your business your way. The Seaware rule-based reservation solution delivers industry-leading Yield Management, Cargo Handling and Customer Relationship/ Loyalty Program. Seaware provides a complete, reliable and flexible platform that allows companies to boost operating efficiencies, profits, and customer satisfaction.

Seaware serves as a common point for all distribution channels including the Internet, handheld, self-service kiosk, GDS and call center.

WINS Limited – Part of Speedcast Group

Address: Business Center, 219/221, Parilja Street
Postcode: SVR 1936
City: St. Venera
Country: Malta
Tel: +356 2388 4000
www.: www.winssystems.com / www.speedcast.com
e-mail: info@winssystems.com
Contacts: Warren Meilaq (Sales Director), Giuseppe Cardinale (Sales Manager), David Xuereb (Sales Engineering), Colin Camilleri (Sales Account Manager), Daniel Bartolo (Pre Sales Engineering)
Nature of business: Maritime Telecommunications & IT Service Delivery



WINS Limited, strategically located in Malta, is part of the SpeedCast International. SpeedCast is a leading global telecommunications and IT service provider offering high-quality managed networks services in over 90 countries; and a global maritime network serving customers worldwide. With 33 international sales & support offices and 31 teleport operations, SpeedCast has a unique infrastructure to serve the requirements of customers globally. With over 5,000 links on land and at sea supporting mission critical applications, SpeedCast has distinguished itself with a strong operational expertise and a highly efficient support organization, which are the foundation of SpeedCast's success. SpeedCast is publicly listed on the Australian Stock Exchange under the ticker SDA (ASX:SDA).

Through the SpeedCast connection, WINS offers a service which is hard to beat in terrestrial and maritime communications. WINS has throughout its 12 years of operation increased its services offered and now caters for various industries especially in the maritime, offshore and aviation sectors. Service covers all areas around the globe and offers a flexible solution to any telecommunication bottleneck anywhere. The company brings together an excellent team of experts in their field backed by long years of experience and regularly trained in the latest advances in the telecommunication technology.

WINS offers a winning solution with reliable but simple communications systems accessed anywhere and at any time. WINS adds value and streamlined profitability to all its clients.

Services include System Integration, VSAT solutions based on C-Band, Ku & Ka, L-Band connectivity, AAIC registration through SpeedCast, GSM 3G/4G, Managed Wi-Fi and substantial other services in the Value add.

Wärtsilä Corporation

Address: John Stenberginranta 2, P.O. Box 196
Postcode: FI-00531
City: Helsinki
Country: Finland
Tel: +358 10 709 0000
Fax.: +358 10 709 5700
www.: www.wartsila.com
Contacts: Mr. Wilco van der Linden, General Manager Business Development, tel. +31 41 638 8529, wilco.vanderlinden@wartsila.com



Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets. By emphasising technological innovation and total efficiency, Wärtsilä maximizes the environmental and economic performance of the vessels and power plants of its customers. In 2015, Wärtsilä's net sales totalled EUR 5.0 billion with approximately 18,900 employees. The company has operations in more than 200 locations in nearly 70 countries around the world. Wärtsilä is listed on the Nasdaq Helsinki.

Nature of business: Provider of lifecycle power solutions for the marine and energy markets

Mahinde Alexander ABEYNAIKE



Mr. Mahinde Alexander Abeynaike is Chief Executive Officer at Bomin Linde LNG GmbH & Co. KG, a leading provider of liquefied natural gas (LNG) as marine fuel. The Germany based company and the group companies of its shareholder The Linde Group have access to a broad range of expertise in cryogenic engineering, logistics and fuel supply. Bomin Linde LNG covers various activities along the value-chain from LNG sourcing to delivering the fuel into

the customers' vessels in different supply modes.

Mr. Abeynaike has a long track record in finance in infrastructure based business. Prior to joining Bomin Linde LNG in 2012, he advised The Linde Group on several transactions in the gas sector. Mr. Abeynaike started his career at Roland Berger Strategy Consultants and acted as Chief Strategy Officer of a major fiber network infrastructure provider. He holds a master degree in Mathematics and Informatics from Johannes Gutenberg Universität Mainz.

Denise BAUM



Assistant Vice President, KfW IPEX-Bank GmbH

Denise Baum joined KfW IPEX-Bank's Maritime Industries department in 2012. The department runs a portfolio of EUR 17 bn and provides financings for all maritime sectors, including ferry, cruise, shipping and offshore. Denise focuses on origination

and structuring of financings for customers in Scandinavia, the Baltics, Turkey and South America. Her previous work experience includes 5 years in export and project finance at Helaba and several years in administrative positions in the automobile industry. Denise has worked and lived in Brazil and Mexico and is based in Frankfurt. She holds a Master's Degree in Business Administration from Otto-Friedrich University Bamberg.

Björn BLOMQVIST



Björn Blomqvist was appointed CEO of the Eckerö Group in May 2004. Before joining Eckerö he worked for the airline company SAS and the industrial group Munters. Mr Blomqvist holds an MSc in Economics and Business Administration from the Swedish School of Economics in Helsinki. He has studied and worked in Finland, Sweden and

Germany.

In addition to his work heading the Eckerö Group, Mr

Blomqvist is also active in the boards of the Finnish Shipowners' Association and the Swedish Maritime Employers' Association as well as in the board of the marine insurer Alandia.

Mr Blomqvist lives in Mariehamn, Aaland Islands, with his wife and two children.

The Eckerö Group is active in ferry, ro-ro and cruise shipping in the Baltic under the brands Eckerö Linjen, Eckerö Line, Eckerö Shipping and Birka Cruises. Group turnover in 2015 was 243 M€ and number of employees 1 206.

Giuseppe CARDINALE

giuseppe.cardinale@speedcast.com



Professional Profile and actual Occupation 1992-2017

Giuseppe is a senior Sales Manager and business developer with a solid background of 25 years of experience in Telecommunication out of which 12 years specifically in the Maritime industry, with extensive track record of successful delivery in the business development.

Key Skills and Competencies

- **Extensive Domestic and International Experience,** Having worked over 16 years with Ericsson for ETACS/GSM products distribution development and 12 years with Seanet, WINS Ltd (subsidiary of Eutelsat) in Maritime "GSM on the Ship" projects.
- **Business Hunter,** with demonstrated success in defining strategy and commercial opportunities with the best and strongest Italian actors in the "GSM on the ship" field

- **Creative Thinker with Entrepreneurial Spirit,** Continuously looking at how to best exploit current business and emerging trends into new business opportunities.

- **Passionate Approach,** With extensive experiences in business case development-partners selection and with a strong communication skill (verbal and written) including relationship/negotiation. Team leadership with a great capability in working in a multicultural environment.

Past Occupation 1967-1991

As a junior civil engineer (Palermo University), was busy in Civil-Industrial Construction, (as topography technician initially and than as Resident Manager) for Italian Construction Companies (Vianini-DiPenta-DeAngelis) and French (Bouygues) mostly in Africa – Libya –South Africa- Nigeria-Cameron-Chad.



EHRENBERG
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// STEERING COMMUNICATION

EHRENBERG Kommunikation is one of the leading agencies for cross-border Public Relations and Public Affairs in Northern Europe. With more than 20 years of experience within transport, tourism and lifestyle, we offer full-service communication solutions throughout Scandinavia, the German speaking markets and beyond.

With our expert knowledge, far-reaching networks and a unique product portfolio, we execute targeted communication efforts based on the individual aspirations of our clients. They also benefit from our maritime industry know-how and tailored strategies. We will find solutions best suited for your company's individual opportunities and challenges.

Matteo CATANI



Matteo Catani is the CEO of GNV, leading Ferry Company in the western Mediterranean Sea. Prior to this he served as Director of Sales and Business Development (2014 - 2016), leading sales, marketing and development activities, as Strategy and Business Development Manager (2011 - 2014)

heading planning, forecasting, pricing and revenue management as well as Business Planning and Analysis Manager (2007 - 2010). He has previously held different business planning related positions within the Danone Group (2004 - 2007). Matteo holds a master's degree in Economics from the University of Genoa and an MBA from The University of Chicago - Booth School of Business, US, Illinois.

Mike CORRIGAN



Chief Executive Officer
Mike Corrigan is CEO of Interferry, the trade association that represents the worldwide ferry industry. Mike's focus leading Interferry is to ensure that it continues to be the voice of the worldwide ferry industry in matters of safety and operational best practices, is the industry's voice with regulatory agencies such as IMO, and that the trade association's value continues to grow for existing and new members.

executive experience in the ferry industry, most recently as the CEO of BC Ferries, one of the world's largest ferry operators. During Mike's tenure with BC Ferries, the company became recognized as a world leader in safety and operational excellence, set record earnings levels, invested \$2 Billion in ships and terminals, and established itself as an employee-centric company earning top employer recognition.

Mike has an MBA from the University of Victoria. Prior to his business career, he played professional hockey in the Detroit Red Wings organization. He resides in Victoria, Canada with his wife Shari.

Mike brings to his position of CEO of Interferry extensive

Cees DE WAAL



Koninklijke N.V. Texels Eigen Stoomboot Onderneming (TESO)
Cees de Waal has been managing director of TESO since 2008. This organization operates the ferry service between Den Helder and the island of Texel in the Netherlands. TESO is unique in that most of its 3,138 shareholders are Texel residents. Profits made are invested in quality and affordability, always focusing on the

traveller's interests. Due to increasing demand for crossings, the ferries have gradually become larger and more modern over the years. TESO has always been closely involved in the design process to ensure their vessels incorporate the best possible solutions, environmental sustainability and reliability are key. The design process for the sustainable ferry Texelstroom involved wide consultation and studies to ensure that all technical solutions were considered from an environmental as well as economic perspective.

Mia ELG



Mia Elg is responsible for the Energy and Environmental Efficiency related works at Deltamarin Ltd. She leads projects related to energy- and environmentally efficient ship designs. The most important focus now is in various waste heat recovery solutions. Deltamarin energy team develops also the state of

the art energy flow modelling tools to perform analysis based on measured operation data from ships.

Mia has a Master's degree in Thermodynamics and at the side of work, she is currently committing doctoral studies at Aalto University in the field of energy efficiency in marine applications.

Peder GELLERT PEDERSEN



Executive Vice President, DFDS Group
Peder Gellert Pedersen joined the DFDS Group in 1994 with responsibility for developing the group's Ro-Ro activities to and from the Baltic countries and Russia.
Today, as an Executive Vice President, Peder Gellert Pedersen leads the DFDS Group's Shipping Division, including Pas-

senger Shipping and operation of Ro-Ro and Ro-Pax vessels in the Baltic Sea, the North Sea, the Channel and the Mediterranean Sea.

The shipping activities include both shipping routes and operations of large Ro-Ro terminals. The Shipping Division employs approximately 5,000 people and has a turnover of more than DKK 9 billion.

William GIBBONS



**Director, Discover Ferries
Consultant**

From April 1994 to April 2013, William Gibbons was the Director of the Passenger Shipping Association (PSA). During that time he actively promoted the UK cruising/ ferry industry to UK holidaymakers and the travel trade through the PSA's Association of Cruise Experts (ACE) and the Discover Cruises' and Discover Ferries' PR Campaigns.

In 2013, when the PSA became CLIA UK & Ireland (a cruise-only trade association), the ferry operators resigned and joined the UK Chamber of Shipping for Regulatory and Policy matters.

In May 2013 William became the Director of Discover Ferries, the umbrella organisation which promotes ferry travel. In addition, he is an active consultant in the cruise sector.

During his time at the PSA, William's principle achievements were raising the profile of the cruise and ferry sectors, taking the initiative to set up the European Cruise Council (ECC) based in Brussels in 2003, the creation of the PSA and ECC's Associate Membership Schemes in 2004 and the revitalisation of Cruise Britain under the wing of the PSA in 2009. He acted as a high profile spokesperson for the Passenger Shipping sector and dealt effectively with the immediate

aftermath of the Costa Concordia incident in January 2012. William has excellent senior level contacts within the cruise/ ferry industry.

Discover Ferries was set up in May 2013 as an independent organisation which works towards the promotion of ferry travel within and from the UK and notably orchestrates the annual integrated PR consumer campaign, National Ferry Fortnight, which most recently took place in March 2016. Discover Ferries has 12 Ferry members and 20 Associate members.

From 1990 to 1994 William was a management consultant, working primarily in the ferry industry, whilst also studying for an MBA degree and serving as a non executive director of the Isle of Wight Health Authority. William previously held the post of general manager of Sealink Isle of Wight ferry services (now Wightlink), prior to which he was the service manager and then ferry line manager for the Harwich Hook of Holland ferry route.

William was previously assistant shipping and port manager for the Port of Harwich and worked on the Channel Island services from Portsmouth.

William, who lives in Dorchester, Dorset, is married and has two children. He is also a Justice of the Peace (J.P) on the Dorset bench sitting as Chairman in Weymouth and Bourne-mouth.

Koert GREVER



**Director Netherlands and Nordic countries
Executive Education | International Open Programs
IESE Business School | Barcelona, Madrid, Munich, New York, Sao Paulo**

Koert Grever joined IESE Business School to foster the strong relations with the business community in the Netherlands and Nordic countries. IESE Business school strives to develop people to become better leaders with a positive impact on

their teams, organizations and society. He is a graduate from the University of Wageningen in the Netherlands and has been working many years for Oracle implementing Enterprise Software and heading the development of cloud computing solutions across EMEA since 1999. In 2010 he graduated from the IESE Global Exec MBA program engaging with more strategic and M&A type of consulting. Now working for IESE he happily combines the privilege to live in Barcelona and to help shape the future of Executive Education.

Ingemar GUSTAVSSON



Born in a shipyard on the Swedish island Orust, Ingemar Gustavsson is brought up within spitting distance of the sea. Therefore it is not surprising that he is interested in the shipyard and shipping industry.

Ingemar Gustavsson has been the CEO of Processkontroll Elektriska since it was founded in 2001. In 2012 it was acquired by the VINCI group, the biggest construction company in the world, and the company is today often seen under the VINCI

brand name Actemium, well-known all over Europe. Starting in January 2017 Actemium will have a brand new business unit under the name Actemium OPS.

In his speech Ingemar Gustavsson will tell the story of how the company became the leader in Scandinavia when it comes to shore connections. He will specifically focus on the latest invention - all-in-one solution where a HVSC or LVSC plant is put in a movable container that can be used in any port. The advantages are obvious: less noise, less pollution and - not the least - less costs.

Magnus HANSSON



**Callenberg Technology Group
Director, Energy Management Technology / HVAC Marine conversions**

Marine engineer with 20 years' experience from HVAC, Automation & Energy conservation onboard passenger ships.

Morten HAURE-PETERSEN



Morten Haure-Petersen joined the Scandlines management team in 2011 as Chief Customer Officer (CCO). Based in Copenhagen, Morten is responsible for all revenue streams of the company, procurement, supply chain, sales and marketing, retail and catering operations.

Morten came from a position as Co-CEO for apetito catering Europe BV and member of the apetito

Group Executive Board. In the six years with apetito, he modernised and expanded the business significantly resulting in increased turnover and profits.

Prior to that, Morten held various senior executive positions with GATE GOURMET INTERNATIONAL, YUM! BRANDS INC and CHOICE HOTELS EUROPE Plc.

He is of Danish nationality and holds an MBA from Scandinavian International Management Institute (SIMI) in Copenhagen.

Philippe HOLTTHOF

philippe.holthof@shippax.se



Philippe was born the son of a master mariner who commanded ferries of the Ostend-Dover Line. This accounting for an early interest in the maritime industry in general and ferries in particular, Philippe soon started to collect data and with his first pocket money took up travelling on ferries all over Europe to study the ships, their operators and ports.

After completing an education in (maritime) logistics management, he embarked on a career as a freelance author and

started to write for Shippax in the mid-nineties. The work for Shippax has seen Philippe travelling on a wide variety of ferries and interviewing many decision makers in the industry. This culminated in Philippe being appointed senior advisor at Shippax and, more recently, also taking up the position of editor-in-chief.

A member of the DNV GL Ferry Committee, Philippe is also a guest lecturer at the Thomas More Institute in Mechelen, Belgium, for a bachelor's degree course in tourism.

Marcus HÖGBLOM



**Vice President, Global Sales
ABB Marine & Ports**

Marcus Höglblom is Vice President of Global Sales in ABB Marine & Ports. In his current position Marcus leads Passenger and Ice business segment.

Through his carrier Marcus has held various positions in Sales Business development and Project Management. Before joining ABB in 2009 Marcus worked for Marioff Corp succeeding in fire safety industry.

Marcus holds MSc degree in Naval Architect, Machine & Automation.

Fredrik JOHANSSON



Part Owner of Tillberg Design of Sweden. During his 20+ years in the company, he has managed some of the most creative and prestigious marine projects in recent years, including Private Yachts, Ferries, Explorer

Ships and Ocean Liners.

As the company's Art Director, he currently looks after several newbuild and refurbishment projects, as well as a major part of the company's international contacts and client relations.

Oscar KALLERDAHL



Oscar a native Swedish, he was educated in France, Wales, and Sweden, and holds an M.Sc. in Mechanical Engineering and Product Development from the University of Linköping. After joining Rolls-Royce in 2003 as an Application Engineer in the Water Jet Department, Oscar has progressed through the company in various positions within Project, Contract, and Sales Management. Over the years he has covered the full range of Rolls-Royce products

and has spent 4 years in Korea for Rolls-Royce building up the Contract and Project Management team.

In addition, he managed the project that delivered Fjord Line's – and the world's first - LNG Single Fuel Ropax Ferries Stavangerfjord and Bergensfjord in 2013.

Now responsible for LNG Systems – Business Development and Sales - Oscar combines his technical skills and knowledge with his commercial and business experience to provide Rolls-Royce customers with the LNG systems that match their needs.

LEADING THE INDUSTRY IN RESERVATION TECHNOLOGY

THE ULTIMATE RESERVATION SYSTEM FOR FERRIES AND CRUISE LINES

VERSONIX SEAWARE®

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- ✓ YIELD & REVENUE MAXIMIZATION
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STAND 21



Alan KLANAC



Dr. Alan Klanac is president of the management board and CEO of Jadrolinija, Croatia's ferry operator with a fleet of 50 ships, more than 1700 employees, which annually transports 10 million passengers and 2.5 million vehicles. Prior to his current position, for five years he was a general manager and a co-founder of a consultancy company.

Alan Klanac graduated in 2002 as a Master of Science in Naval Architecture from the University of Rijeka, Croatia.

Thereafter he moved to Finland and obtained a doctoral degree at the Aalto University in 2011. Between 2002 and 2009 he worked there also as a researcher.

Alan is experienced in company management, project management, ship design, optimization and risk analysis. He lectures in the fields of structural optimization and ship structures. He has published over 50 papers in scientific journals and conferences and has a rich experience in EU-funded projects. He is a member of the International Ship and Offshore Structures Congress (ISSC) and a board member of Interferry.

Paul KYPRIANOU



Paul Kyprianou has studied economics at L.U.I.S.S. University (Rome) and holds a Master's degree in Shipping, Trade & Finance (City University).

He entered the Grimaldi Group in 1995 by covering the position of Commercial Executive at the Group's offices in London.

In 1997 he was transferred to the Group's Headquarters in Naples as Area Manager for Greece and Cyprus. Since 2000 he also holds the position of External

Relations Manager.

From 2005 to 2010 he was Managing Director of Grimaldi & Louis Dreyfus Lines which run a freight & passenger service between Civitavecchia (Italy) and Toulon (France).

He is a Board Member of various companies of the Grimaldi Group among which Scandinavian Auto Logistics (1999-2000), Grimaldi Belgium, Antwerp Euroterminal and Minoan Lines.

Paul Kyprianou represents the Grimaldi Group at various associations such as ECSA and Interferry.

Morten LARSEN



Chief Technical Officer (CTO), Fjord Line Group and Managing Director (MD) Fjord Line Denmark Ltd.

Master mariner with 30+ years onboard and onshore operational experience mainly from the Ro/Pax, Ro/Ro and High Speed Craft shipping segments.

Part of the executive management team in Fjord Line since 2008.

Project management during the construction and implementation of the LNG powered Cruise ferries MS Stavangerfjord and MS Bergensfjord.

Today CTO with responsibility for the Fjord Line Fleet Management, Harbor interfaces and fleet project activities plus the Danish daughter company.

Has always had a passion for shipping and technicalities and especially for the ferries.

Christophe MATHIEU



BRITTANY FERRIES

- Born in 1968 in France. Married 2 children
- Master degree in Business Administration at University of Paris I Panthéon-Sorbonne

International Executive Program INSEAD Fontainebleau 2005

- Joined Brittany Ferries in 1992 in Plymouth (UK). Various roles in UK including accounting, operations and marketing.
- In 1997, responsible of setting up the Revenue Management department.

- In 1999, transfer to BF headquarters in Roscoff (France) as Group Business Controller.
- In 2006, promoted to Strategic Planning Director.
- In 2009, promoted to the Executive Board, as Deputy CEO, in charge of Strategic and Commercial Affairs.

Responsible for Group Revenue (Pax, freight, onboard sales), fleet strategy and port negotiations.

- Since April 2016 : Chief Executive Officer
- Member of the Interferry Inc. Board and Chairman of Interferry Operators Policy Committee.

Jon Roger NESJE



John Roger Nesje has a wide experience in senior management and marine industry, with electric power systems as a specialty. His early experience was in the Vik-Sandvik Group (Ship Design) working with power system design and project management. He subsequently joined the company Scandinavian Electric Systems, as a co-owner, and

was a key in developing diesel-electric propulsion systems and to build up the company, organization and technology from a handful of people to a significant global player. This company was acquired by Rolls-Royce Marine in 2008. He has been with Rolls-Royce since then. He has held various positions including VP Contract and Projects, VP Engineering and Technology and VP Customer Management within Rolls-Royce Marine Power Electric Systems.

Jan Erik NORLI



B.Sc Mechatronics
CSO Marcom, Telenor Maritime
Mr. Norli's positions has covered sales and management roles in an international environment throughout his career, focusing on international sales over the last 20 years, primarily supplying products and services into the shipping industry.

Mr. Norli has been 8 years with Telenor Maritime, and contributed substantially to build Telenor Maritime to become the largest onboard connectivity provider for the Cruise

& Ferry industry world wide.

Current position is to oversee and being responsible for all Telenor Maritime's sales and marketing activities towards the Cruise & Ferry market world wide.

Telenor Maritime's recent innovation, enabling the smart ship, followed by unprecedented VSAT bandwidth supply per vessel, ensures wireless connectivity and cutting edge technological combinations to the industry. Providing your passengers, guests and crew with mobile connection, superior wireless services and instant access onboard.

Carsten ORTLOFF



Carsten Ortloff – Naval Architect / Ferry Concept Design:
Carsten Ortloff joined Flensburger's project team in 2000. Right from the start he got involved in the basic design of Smyril Line's NORRÖNA, with main responsibilities in damage stability and other safety related topics.

Later on he became the responsible Naval Architect for

some of Flensburger's ro-ro projects as well as all of the yard's ro-pax projects, including four newbuildings for BC-Ferries, one for Caledonian MacBrayne and, most recently, the ro-pax newbuilding for Irish Ferries.

During his years in concept design work, his main focus has always been on design optimisation and deep understanding of customer needs. Most recently, he started to give more and more thoughts to process optimization in the development of new ferries.

Bruce PETER



Bruce Peter is Reader in Design History at the Glasgow School of Art. He has a life-long interest in merchant ship design and passenger shipping operation and has written extensively on these subjects. His latest maritime publications are a history of the Danish liner, ferry and logistics company, DFDS, and

a history of Tor Line, which DFDS purchased in 1981. He is also currently working with colleagues in Finland on a history of Finnish shipbuilding, has written for the Technical University of Denmark (DTU) a book about the design of the Kappel propeller and is assisting the Victoria & Albert Museum in London to curate an exhibition about ocean liner travel.

Guy PLATTEN



Chief Executive
Guy Platten is a master mariner with a long background in the marine industry – including serving as a deck officer in the Merchant Navy, an Inspector of Lifeboats for the RNLI, Salvage and Mooring Officer with the Ministry of Defence and as Director of Marine Operations with the Northern Lighthouse

Board.

Guy Platten was appointed Chief Executive Officer of the UK Chamber of Shipping in January 2014. His role includes responsibility for the UK shipping industry's relations with government and other relevant bodies (national and international) on all fiscal, economic, employment, safety and environment, security and other issues.

Prior to this, from 2007 Guy was Chief Executive of Caledonian Maritime Assets (CMAL) Ltd, which is responsible for the provision of ships and port infrastructure delivering lifeline services – alongside harbour authority responsibilities – at 24 locations in Scotland.

Guy established CMAL and built it to be a respected company delivering on vital transport infrastructure. He oversaw the construction and delivery of two innovative hybrid ferries along with a number of significant harbour developments.

Before joining CMAL, Guy was Director of Marine Operations for the Northern Lighthouse Board and was responsible for the NLB fleet, Oban port facility, 24 hour monitor centre and providing navigational advice regarding the provision of Aids to Navigation around the coast of Scotland and the Isle of Man.

Guy started his career at sea in the Merchant Navy in 1982 serving with the Royal Fleet Auxiliary Service. After gaining his Master Mariner Certificate he moved to the Royal National Lifeboat Institution as an Inspector of Lifeboats, latterly as Inspector for Scotland. He also served three years with the Ministry of Defence as a Salvage Officer, when he was closely involved in the project to remove oil from the sunken battleship HMS Royal Oak in Scapa Flow as well as undertaking routing salvage operations including the refloating of a grounded type 23 Frigate in Oslo Fjord.

Roman POERSCH



Born on 22nd April 1972 in the South of Hamburg, Roman Poersch holds a master degree (Diploma) in Economics from the University of Hamburg. He also studied at the Universities of Amsterdam and Singapore. Additionally, Mr. Poersch holds a bachelor degree in Geophysics from the University of Hamburg.

Before becoming managing director/ owner of Wilhelm Borchert GmbH in May 2010, Mr. Poersch worked as senior advisor and member of the management team for the strategic transport consulting company BMT Transport Solutions, where he was member of the management team (2003-2010).

Since the early 2000s, Mr. Poersch has been engaged in a

number of consultancy jobs in the wider transport and logistics industry. As a senior consultant he has been responsible for market and business development studies, traffic, turnover and revenue forecasts, risk assessments, SWOT, socio-economic CBA and other analyses. He gained substantial experiences in project management and (public) finance/ investment support for the transport service and infrastructure sector.

Mr. Poersch is mainly engaged throughout Europe, but has worked on projects covering the Middle East, China, South-east Asia, South Africa and the US.

His clientele includes port authorities and terminal operators, shipping lines, ship owners and managers, railway and intermodal transport companies, shippers and governmental bodies as well as equity/ investment firms.

Anders RUNDBERG



Anders Rundberg is founder and Chief Executive Officer of Carus PBS Ab Ltd, one of the leading providers of software and services for booking, check-in, port automation and onboard systems. Before founding Carus Anders worked more than a decade

for the major Baltic Cruise ferry operator Viking Line. He has been involved in the ferry industry from early childhood and has hands-on experience from ferry operations as well as the information technology industry.

He is a Master of Business Economics from the Åbo Akademi University in Turku, Finland.

Henrik RØRBÆK



CEO, HH Ferries Group

Henrik Rørbæk has more than 20 years of experience in leadership positions in international ferry businesses. He is responsible for operating an infrastructure solution in a local, regional and international corridor with a view to providing customers with an efficient crossing, offering flexibility, accessibility, capacity and regularity.

HH Ferries Group operates the Scandlines Helsingborg-Helsingør route transporting up to 50,000 passengers and 9,000 cars across Öresund on a daily basis with departures every fifteen minutes. Henrik will discuss the rationale behind the current battery conversion project which is the largest single investment project in the company's history with an estimated cost of nearly SEK 300 million. INEA, the EU's executive agency for innovation and network, has chosen to support the project with approximately SEK 120 million.

Ole-Kristian SIVERTSEN



Ole-Kristian Sivertsen represent EMC as Vice President of Strategic Business Development. He has 25 years of experience from the ITC industry, the last 15 years within Sales, Business Development and Senior Executive positions.

Ole served as SVP of Business Development and Sales at MCP (Telenor Group) from 2011 to 2015, whereafter he moved on as Head of Sales for EVRY, a company partly owned by Telenor, and the leading Nordic IT services provider and champion in driving corporate Digital Transformation.

Through his tenure with MCP, Sivertsen gained significant knowledge in areas of onboard revenue generation, onboard experience, mobile technology and business innovation for the Maritime segments. His additional experience from IT companies such as Alcatel, Citrix, EVRY, RES Software, Sun

Microsystems and WM-data has provided a solid foundation for understanding the business potential of technologies and innovations such as Cloud Computing, SoLoMo, Big Data, Predictive Analytics, AI, Internet of Things and various "as a service" business models.

Bringing this knowledge to the Cruise and Ferry market in efforts to help customers not only solving the challenges of connectivity and Quality of Experience for Internet Services at sea, but also helping them navigate uncharted waters and unleashing the potential of the 4th Industrial Revolution - "The Internet of Everything" is a great passion for Ole.

As a Corporate Evangelist, Sivertsen also enjoys offering his vision, knowledge and strategies as an accomplished and dynamic speaker at cruise, ferry and maritime events and conferences. In his presentations, Ole shares real-life examples bringing ideas to life, delivering take-aways that immediately translate into action and powerful results.

Janek STALMEISTER



Chairman of the Management Board of AS Tallink Grupp since 2015
Member of the Management Board since 2009, Chief Financial Officer
Has been with the Group since 1999 in the positions of Financial Advisor, Treasurer and Financial Director
Graduated from the Faculty of Economics, International University "LEX", Estonia,

in 1999

John STEEN-MIKKELSEN



Position

- CEO

Present employment

- Danske Færger A/S and Bornholmstrafikken Holding A/S (since October 2010)

Former employment

- CEO and Geschäftsführer, Scandlines AG Rostock (2006-10)

- Line Manager Scandlines, Baltic Sea, (1996-06)
- CEO, Europa Linien A/S (1995-96)
- CEO, Lion Ferry AB, Sverige (1991-95)

Education

- Commercial highschool (1974-78)

Other positions

- Chairman, Danish Car Ferry Association- since 2008
- Board member, Interferry- since 2008
- Board member, The Greater Copenhagen Light Rail- since 2016

Former positions

- Board member, Sydfynske A/S (2010-11), Chairman (2007-08)
- Board member, Euro-Port A/S (1986-95)
- Chairman, HH Ferries I/S (2009-10)
- Board member, Mols-linien A/S (2005-07)

Bo-Lennart THORBJÖRNSSON

blt@boltconsulting.se



After gaining a B. Sc. in Ba and Econ at Lund University, he joined Lion Ferry AB. He was Marketing Manager and International Passenger Manager for Lion Ferry's five European routes and markets.

In 1981, he moved to DFDS Helsingborg as Line Manager and became after two years Managing Director of DFDS in Hamburg,

Germany. Continuing with DFDS, at HQ Copenhagen, in 1984, he became Group Director and head of DFDS Sea-

ways' six European routes. In the year 2000, he was appointed CEO and Managing Director of DFDS Group Executive Board, again based in Copenhagen. BOLT CONSULTING, was founded in 2002 and fully owned by Bo-Lennart. With his European senior advisory team an important management adviser to the ferry shipping industry. Bo-Lennart has experience as chairman and board member of several European shipping and travel companies. Finally, Bo-Lennart is the co-founder and owner of the annual "Ferry Shipping Conference" onboard.

Harald TILLUNG



Wärtsilä Norway

Harald Tillung is working as Business Development Manager at Wärtsilä Norway. With his background in electro and automation, he has been working for many years with electrical solutions for several vessel types and have a wide knowledge about complete system design from engines to propulsion.

The last years he have had a main responsibility for battery assisted systems and have been working with the new genera-

tion of electrical/battery ferries in Wärtsilä. Harald came into Wärtsilä in 2006 when Aker Kvaerner Power & Automation was acquired by Wärtsilä and have been working within international sales since then.

Harald's education is as automation engineer, graduated in 1985, and an engine/machine education back in 1977. He is living at Stord, Norway, together with his wife Inger Kristin and their 16 years old twins Amalie and Martine. They also have an older daughter who has made them to grandparents for a boy and two girls.

Tarvi-Carlos TUULIK



CEO of HT Shipmanagement at AS Tallink Grupp since 2014

Master mariner, Project Manager of the ro-pax SUPERSTAR newbuilding 2006-2008.

He has been with the Group since 2000 as a Chief Officer and since 2004 as a Captain on board passenger ferries

Captain Tuulik holds a Master's degree in Naval Science and Operational Studies from St. Petersburg Maritime Academy, 1994

Mike WAKE

(wake@austal.com)



Mike Wake studied Naval Architecture, qualifying in 1975 from the University of Newcastle upon Tyne. He worked initially with Swan Hunter Shipbuilders at the time when they were making the transition from building tankers to the "through-deck cruisers" Illustrius and Ark Royal (politically they were not allowed to be called aircraft carriers). This was followed by a time as a writer with "The Motor Ship" magazine before becoming editor of the jour-

nals of the Royal Institution of Naval Architects, including "The Naval Architect", "Warship Technology", "Small Craft", "Ship and Boat" and "Shiprepair and Conversion Technology". He started working with Austal in 1994 at the time when the company was planning to enter the fast car ferry market. He has worked on numerous fast ferry projects ranging from small 20m catamarans to 128m trimarans. He is a shareholder in the company and is a roaming international representative.

Per WESTLING



Per Westling has been employed by Stena since 1985. In addition to a M.Sc. degree in Naval Architecture from Chalmers Technical University of Gothenburg, Sweden, Per is trained as an Engineer within the Royal Swedish Navy. Within the Stena group

he has been project manager for several newbuildings and major conversion projects but also served for five years within the Stena Line Shipmanagement division. In 2001 he moved to Stena RoRo as Conversion Manager, took on the role of Deputy Managing Director in 2008 and subsequently Managing Director in 2011.

Finn WOLLESEN



Finn Wollesen has salt water in his veins. He started sailing on J. Lauritzen Reefer vessels and on their famous NELLA DAN, sailing expedition voyages in Antarctica. Finn then trained as a mechanical engineer in Denmark, which led to a design position with the HVAC equipment supplier Novenco, working on projects for the international maritime market.

Finn has been stationed in numerous countries, including Spain, Singapore and Italy. After the Italian posting, Finn and a colleague started their own marine design and consultancy, Marine Technologies. In 2003, this was merged with one of the Danish marine industry's most renowned and respected companies, 1937-founded KNUD E. HANSEN.

Finn became CEO of the merged group and since then the well-travelled, "old sailor" has thrived in the company's very international atmosphere.



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