

1. FOUNDATION AND ROLE

The Hellenic Ship Suppliers & Exporters Association was established in 1975. It is a professional non-profit organization.

Its purpose is to promote the interests of its members, to develop logistics in every port of the country, as well as to bring together all those acting as Suppliers in Greece.

2. HEADQUARTERS AND CONTACT DETAILS

Address: 1, Kasimatis str. 18531 - Piraeus

Tel.: + 30 210 4517428

Fax: + 30 210 4537345

Web-site: www.ship-suppliers.gr

E-mail: info@ship-suppliers.gr

Facebook: <https://www.facebook.com/psepe1975>

Forum: <http://forum.ship-suppliers.gr/>

3. ADMINISTRATIVE BOARD

The Administrative Board of The Hellenic Ship Suppliers & Exporters Association consists of 9 members:

- 1) President
- 2) 2 Vice-Presidents
- 3) Secretary General
- 4) Treasurer
- 5) 4 Members

More precisely:

1) President: Nikolaos Mavrikos (2011 up to date)

Also:

- President of the company "MAVRIKOS IMPORTS S.A."



- RESPONSIBLE FOR THE GENERAL BUSINESS REGISTRY & ENTREPRENEURIAL SERVICES of the Piraeus Chamber of Commerce & Industry (December 2017 up to date)



**ΕΜΠΟΡΙΚΟ & ΒΙΟΜΗΧΑΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΠΕΙΡΑΙΩΣ
PIRAEUS CHAMBER OF COMMERCE & INDUSTRY**

- Vice-President of the Panhellenic Association of Shipping Agents & Professionals Ports' Users (2012 up to date)



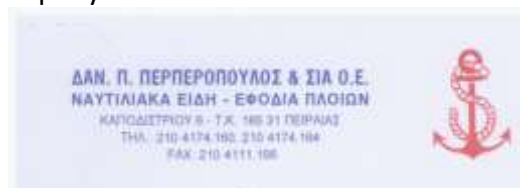
- Member of the Administrative Board of the Panhellenic Exporters Association (2015 up to date)



Πανελλήνιος Σύνδεσμος Εξαγωγέων
Στην υπηρεσία της εξαγωγικής προσπάθειας από το 1945

2) 1st Vice-President: Maria Perperopoulou - Repouskou

- President of our company-member D. PERPEROPOULOS & CO



3) 2st Vice-President: Christopher Papahastas

- President of our company-member A. ALEXANDRIDIS - M. PAPAHASTAS (POSEIDON)



4) Secretary General: Michael Nomikos

- President of our companies-members **HARDY MARINE SERVICES**



5) Treasurer: Panagiotis Degreas

- President of our company-member "DESTEL GROUP SHIPPING & TRADING"



6) Member: Dimitrios Madouvalos

- President of our company-member **MADOUVALOS BROS S.A. (DIRO)**



7) Member: Emmanuel Kafouros

- President of our company-member **KAFOUROS MARINE SUPPLIES GROUP OF SERVICES O.E**



8) Member: Niki Panousou - Konstantellou

- President of our company-member "SHIPS SAFE MARINE EQUIPMENT LTD"

9) **Member: IOANNIS GRYMPLAS** President of our company-member WEB MARINE LTD



The meetings of the Administrative Board are held monthly, on the President's initiative, at the offices of the Association, each time with a quorum of its members. During the meetings, every attendee is informed on what occurred the previous month. Also, subsequent actions, as well as expenditure are approved.

For more information, please visit:

<http://www.ship-suppliers.gr/pages.asp?pid=2&subid=8>

4. MEMBERS

The Hellenic Ship Suppliers & Exporters Association represents 116 members, from which 90 of them have at least 20 years of presence and experience in supplies.

They are small-medium sized companies, a large number of which are very well organized (**having owners, modern facilities - warehouses, with their own**

distribution fleet, being certified by ISO, HACCP & ).

Such companies are active in the supply of all types of vessels (cruise, ferry boats, cargo, ships, tankers) with what is necessary as regards

- equipment
- fitting
- repair
- maintenance
- safety board
- feeding and entertaining passengers and crew.

It's also worth mentioning that many of them also have a strong export activity. That's why , in 2012, we decided to modify the name of the Association to "Hellenic Ship Suppliers & Exporters Association".

Our members are presented on our website: <http://www.ship-suppliers.gr/members.asp?pid=9>, with full contact details (address, telephone number, e-mail, website with web link and company's logo). This way, we aim at presenting and promoting our members as much as possible.

Within the first two months of each year, the Association convenes its members for the Annual General Meeting. The purpose of the Meeting, among others, is to:

- Approve the balance sheet of last year's Revenues and Expenses and to release the Board and the Audit Committee from any liability
- Notify and approve the activities of the Board
- Adopt the Budget of the current year's Assembly
- Take decisions as regards future actions of the Association

5. ACTIVITIES

Throughout the 42 years of its operation, the Association is working seriously:

- It continuously submits proposals and reports to the competent authorities and to the political leaders of the Ministries, in order to achieve better arrangements regarding the ship supplying sector.
- The President, Mr. Nikolaos Mavrikos, attends, on a regular basis, many events and meetings with representatives from the government, as well as from various Associations and Customs Offices, following invitations of the latter.
- It cooperates on a permanent basis with a customs advisor who provides support to its members, dealing with customs' problems.
- It keeps its members informed daily regarding notifications of new laws, decrees, circulars, EU directives and regulations.
- It updates the entire legal framework on ship supplies on the website: <http://www.ship-suppliers.gr/pages.asp?pid=4>, categorizing them according to the tax and customs regime they are subject to:

- ✓ LEGISLATION REGARDING VAT
- ✓ LEGISLATION REGARDING SPECIAL CONSUMPTION TAX
- ✓ SHIP SUPPLYING
- ✓ CUSTOMS SAVINGS
- ✓ CUSTOMS EXEMPTIONS
- ✓ ICISnet - EMCS

- ✓ OUTWARD PROCESSING
- ✓ AUTHORIZED ECONOMIC OPERATOR (AEO) 
- ✓ NATIONAL – UNION CUSTOMS CODE
- ✓ MISCELLANEOUS
- ✓ WORKING TIME FOR CUSTOMS OFFICES
- ✓ FREE CIRCULATION – VAT FREE – AND DIRECT EXPEDITION TO ANOTHER EU MEMBER STATE (IMPLEMENTATION OF TAX REGIME 42)
- ✓ SPECIAL DESTINATION
- ✓ IMPORTS
- ✓ EXPORTS
- ✓ RE EXPORTS
- ✓ ORIGINAL CERTIFICATES - APPROVED EXPORTER EUR-1
- ✓ GENERAL CHEMISTRY OF STATE

- It prepares press releases illustrating the actions of the Association, at least every two months, sending them to its members and posting them on the relevant section of our website:
<http://www.ship-suppliers.gr/news.asp?pid=2&subid=13>
- The Hellenic Ship Suppliers and Exporters Association, since 2012, has been organizing seminars subsidized by OAED, aiming at training employees on issues regarding ship supplies.

To be more precise:

- i. In **2012**, **4** programs were carried out
 - ii. In **2014**, **5** programs were carried out
 - iii. In **2015**, **6** programs were carried out
 - iv. In **2016**, **18** programs were approved and are to be carried out within 2017.
- On the initiative of the President, Mr. Nikolaos Mavrikos, within the framework of the projection and promotion of Greek products to foreign ship Lines (Cruise ships - Cargoes - Ferry boats - Tankers) used for:
 - A) feeding and entertaining the occupants (passengers and crew) as well as for:
 - B) the equipment, repair, maintenance and safety of the vessel

since 2015, on the website of the Association, has been operating the section «COLLEAGUES»:

<http://www.ship-suppliers.gr/members.asp?pid=15>

This way, advertising companies - factories and their products, became easier, both for our members and for the cooperating shipping companies (in Greece and abroad) that keep getting informed daily from our website.

In the COLLEAGUES section, beyond the contact details of each company are also reported the following:

- 1) a **brief description of their activity** in English.
- 2) their **website** (and Facebook, if they have such page)
- 3) their **logo**, if they have one.

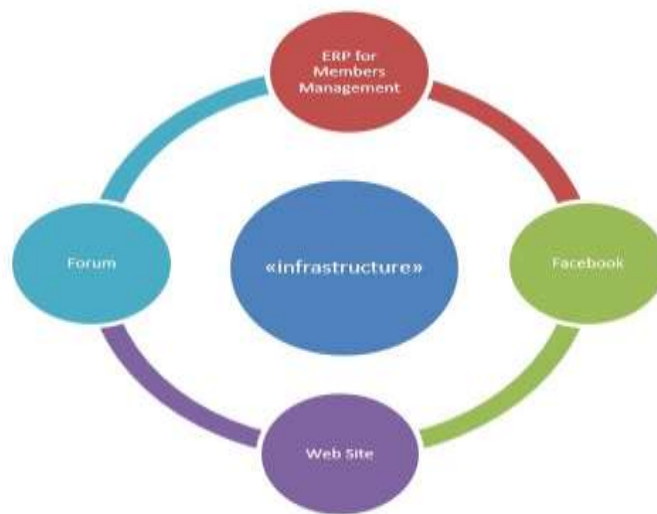
So far, we have 24 companies and we hope to integrate more.

- On September 6th, 2016, the Hellenic Ship Suppliers and Exporters Association received certification BY EVETAM FOR CONFORMITY OF MANAGEMENT SYSTEM according to ELOT 1429/2008 as regards the activities: PLANNING, IMPLEMENTATION, MONITORING AND MANAGEMENT OF PROJECTS FINANCED, TYPE B AND C. This certificate was awarded after inspection held at the offices of the Association, on the 02/09/16, by Materials Industrial Research & Technology Center S.A., MIRTEC S.A. Both the two inspectors from MIRTEC S.A. congratulated the President, Mr. Nikolaos Mavrikos on the excellent organization, the financial strength, the operation and the actions of our Association.



- The Hellenic Ship Suppliers and Exporters Association provides without any cost to our members insolvency notification services to logistics companies-members following the contract concluded with "TIRESIAS SA." The information regards only bad payers even they are customers or suppliers, legal entities and traders having bad checks, unpaid, upon expiration, bills of exchange and promissory notes to order, petitions in bankruptcy, conciliation/reorganization petitions and decisions, bankruptcy notices, movable and immovable property auctions, prenotation of mortgages, immovable property seizures, and registration of checks according to L1923 and mortgages - prenotations. Thus, the members of the Association are protected against financially insolvent customers or suppliers.

6. IT AND ELECTRONIC INFRASTRUCTURE OF THE ASSOCIATION



The Hellenic Ship Suppliers and Exporters Association has developed an advanced computing system, with a double entry system:

- A **database**, which records all contact and financial information of the Association's members and of other contacts.
- **Revenues and expenses**, under which are issued receipts and notices. Then, in this field, are recorded, depending on their type, various financial activities of the Association, which are daily controlled by the President and the Treasurer, by printing balances, financial records and available funds.
- An **electronic Protocol**, according to which incoming and outgoing documents of the Association are electronically archived and the progress of our requests is monitored.
- **Ability to send SMS to mobile numbers**
- **A platform is under construction, on the basis of which we will be able to determine the projects we will undertake in a parametric list of projects, the revenues or expenses of the inquiry panel, which project it refers to. With changeable fields even after finalization. Last but not least, a special printing possibility will be available as regards project analysis by projecting revenues and expenses per project.**
- **Website:** <http://www.ship-suppliers.gr/>
facebook: <https://www.facebook.com/psepe1975>
 which are constantly enriched and updated as regards activities and legal framework.
- **Forum:** <http://forum.ship-suppliers.gr/>
 Which allows the registered members to be informed and to exchange views on the following aspects, according to the access we give them as managers:

- I. FINANCIAL ISSUES: members are aware of customers who have proven insolvency and thus be protected and avoid transacting with them.
- II. ISSUES REGARDING VAT
- III. ISSUES REGARDING SPECIAL CONSUMPTION TAX - TAX WAREHOUSE - AUTHORIZED WAREHOUSEKEEPER
- IV. ISSUES REGARDING DUTIES
- V. ISSUES REGARDING SUPPLIES PROCEDURE, EXPORT PROCEDURE, SAVING SCHEME
- VI. ISSUES OF VETERINARY INTEREST
- VII. TAXES RELATED ISSUES
- VIII. MISCELLANEOUS

All these have been create and are supported, under an annual contract, by INTELLISOFT IT company.

➤ *The Association daily controls and pays off all its financial obligations through an e-banking system.*

7. INTERNATIONAL PRESENCE

7.1. Member of **INTERNATIONAL SHIPSUPPLIERS & SERVICES ASSOCIATION (ISSA)**



In 2017, in October probably, the Association will organize in Athens:

- A) An ISSA 62 CONVETION
- B) A BOARD MEETING
- Γ) THE ISSA ASSEMBLY

7.2. Member of **EUROPEAN SHIP SUPPLIERS ORGANISATION (OCEAN)**, since 2016.



Because of a poor organization and unsustainable management of the Association's financial issues, neither the cooperation with OCEAN, nor the eventual benefits

deriving from such an international cooperation were possible. In 2011, due to a large deficit in the balance sheet, was decided the termination of the Association's participation in OCEAN, so that the operation was re-organized and the proper management of its finances restored.

In 2016, after 5 years of sound financial organization and administrative operation of the Association, the reintegration in OCEAN was decided aiming at contributing to the improvement of the ship supply operating conditions, at both European and national levels.

What is more, discussions are made towards the organization, in 2017, of the OCEAN BOARD MEETING, in parallel with the ISSA Assembly.

8. ECONOMIC FRAMEWORK

Suppliers, in Greece, especially during the last 7-8 years, have been facing difficulties.

Since 2009, there has been no banking system in our country, so the Greek Supplier has **to finance himself not only the cost of the products, but also the operating expenses regarding the sale, since our companies usually pay in 60 days.**

Competition is fierce taking into account that, in the Mediterranean zone, there are many harbors where ships can easily find the necessary supplies. So, every day it is compared to the quality, price and the response on behalf of the managers, ship-owners and captains. It also works in an unequal procedural and tax-business environment compared to that of the supply of other Suppliers in the Mediterranean basin, for example Spain, Italy, Turkey, Israel, Egypt, because of the high taxation in Greece.

9. LEGAL FRAMEWORK

Greece, as a member of the EU, must apply laws regarding customs, VAT and the Special Consumption Tax of the European Union.

9.1. Exemptions from customs duties, VAT and Special Consumption Tax

9.1.1 Fuels, lubricants and other goods for equipment, fitting, repair, maintenance and safety of vessels are exempt from duties and taxes (VAT and Special Consumption Tax), regardless of the destination of the ship.

9.1.2 Products for catering and entertainment of the crew and passengers are exempt from duties and taxes (VAT and Special Consumption Tax) only for

ships leaving from territorial waters. However, goods intended for military vessels belonging to non-members of NATO, for fishing vessels and commercial tourist vessels, are not exempt from such duties and taxes.

9.2. Customs procedure for ships supplying

9.2.1. For EU goods applies the export procedure as referred in the Article 269 of the Union Customs Code

9.2.2. For non-EU goods, the procedure applied shall be:

9.2.3. For goods intended for feeding applies the outward process as described in the Article 270 of the Union Customs Code

9.2.4. For goods intended for other use applies the procedure of Special Destination as described in the Article 254 of the Union Customs Code

9.3. Simplified Procedure

Ship supplying with goods for which the export and outward process is applied can be simplified with a relevant license issued by the competent customs office of the Supplier.

This simplified process is carried out either manually or electronically by filling in an administrative document. Whoever wishes, can attach it with the invoice. Then, he can present it to the customs officer at the entrance of the port, who controls the administrative documents accompanying the goods and, after delivery, the signature of the administrative document put by the ship's responsible person.

Within the next two months following the month of delivery, a summary export or re-export declaration must be submitted, on the basis of the administrative documents.

9.4. Future Prospects

Customs administration is engaged in the revision of ship supplying procedures in order to harmonize them with the new provisions of the Union Customs Code.

10. DEVELOPMENT PERSPECTIVES FOR THE ASSOCIATION

10.1. The Hellenic Ship Suppliers and Exporters Association *will keep trying to solve various problems that arise in the field of supplying, as well as to simplify procedures and, generally, to carry out various actions to institutionalize special provisions to assist the development of logistics.*

- 10.2.** The Hellenic Ship Suppliers and Exporters Association, on the 11/12/15, submitted a new statute, reflecting the current demands of the Association. It is expected to be published in early 2017.
- 10.3.** The successful implementation, in 2017, of 17 subsidized programs by Manpower Employment Organization (OAED), as mentioned above, were approved in 2016.