IONIC Shipping (Mgt) Inc.

Andreas Polidis
IT Advisor

Digital Transformation
On Board

IONIC Shipping (Mgt) Inc.

Family business that was established in 2009

#	Vessel name	Built	Age	Shipyard	Country	Type	Segment	Size DWT
1	Ionic Halo	2012	7	Dae Sun	South Korea	Handy size	Dry bulk	34.000
2	Ionic Huntress	2012	7	Dae Sun	South Korea	Handy size	Dry bulk	34.000
3	Ionic Hawk	2012	7	Dae Sun	South Korea	Handy size	Dry bulk	34.000
4	Ionic Spirit	2010	9	Mitsui	Japan	Supramax	Dry bulk	56.000
5	Ionic Smyrni	2013	6	Mitsui	Japan	Supramax	Dry bulk	56.000
6	Ionic Storm	2005	14	Mitsui	Japan	Supramax	Dry bulk	56.000
7	Ionic United	2016	3	Mitsui	Japan	Ultramax	Dry bulk	60.000
8	Ionic Unicorn	2016	3	Mitsui	Japan	Ultramax	Dry bulk	60.000
9	Ionic Kleos	2014	5	Tsuneishi	Japan	Kamsarmax	Dry bulk	82.000
10	Ionic Katana	2005	14	Tsuneishi	Japan	Kamsarmax	Dry bulk	82.000
11	Ionic Kizuna	2015	4	Tsuneishi	Japan	Kamsarmax	Dry bulk	82.000
12	Ionic Kibou	2015	4	Tsuneishi	Japan	Kamsarmax	Dry bulk	82.000
13	Ionic Pride	2017	2	Sasebo	Japan	Kamsarmax	Dry bulk	85.000
14	Ionic Pleione	2017	2	Imabari	Japan	Kamsarmax	Dry bulk	84.000
15	Ionic Patris	2017	2	Imabari	Japan	Kamsarmax	Dry bulk	84.000
16	Ionic Anassa	2016	3	Namura	Japan	Aframax	Crude Tanker	115.000
17	Ionic Anax	2017	2	Namura	Japan	Aframax	Crude Tanker	115.000
18	Ionic Althea	2016	3	Namura	Japan	Aframax	Crude Tanker	115.000
19	Ionic Aspis	2011	8	Tsuneishi	Japan	Aframax	Crude Tanker	107.000
20	Ionic Astrapi	2011	8	Tsuneishi	Japan	Aframax	Crude Tanker	107.000
21	Ionic Artemis	2009	10	Tsuneishi	Japan	Aframax	Crude Tanker	107.000
			5,9					1.637.000
	Newbuildings							
22	TBA	2020	-	Sumitomo	Japan	Aframax	Crude Tanker	112.000
23	TBA	2020	-	Sumitomo	Japan	Aframax	Crude Tanker	112.000
24	TBA	2020	-	Imabari	Japan	Kamsarmax	Dry bulk	84.000
								1.945.000

"Our vision is to be best-in-class and be a recognized industry leader by our customers"

Spyros N. Vlassopoulos
Managing Director

o Need to operate in a highly competitive environment

o Need for efficiency and productivity on board

o Need for cost control

o Need to meet the demanding regulations of the authorities

o Need to meet the demanding requirements of our customers

Is it just a new marketing tool from the vendors to promote their sales or it is a **necessity** for the shipping industry to move on?

IONIC Shipping (Mgt) Inc.

o Fast and automated processes and procedures

o More simplified crew tasks

o More reliable systems to support our daily ops

o Flexibility to follow industry's standards and company's growth

o Build a strong competitive advantage

What are the **benefits** we should be looking for?

IONIC ASPIS

o No added value can be provided by any technology, unless it is design to support a business process

o Existing legacy processes and procedures should be transformed to adopt the benefits of the new technological solutions

o Create new simplified and efficient processes and procedures on board

Is it only related to technological transformations or it should include **processes** and **procedures**?

IONIC ANAX

IONIC Shipping (Mgt) Inc.

o New Internet services can provide more bandwidth and more reliable internet access on board

o Highly reliable hardware with redundancy features is available in the market to ensure a robust infrastructure on board

o Advance monitoring and remote administration technics are available to control the entire infrastructure on board from the office

Can it be applied
on board
or there are too
many challenges
to overcome?

IONIC Shipping (Mgt) Inc.

o Cyber Security awareness and training is the key element to cyber security resilience

o Advance security features and policies are available to use

o Secure h/w and s/w systems are available in the market to safeguard the infrastructure.

Can it be cyber threat
resilient
or we challenge our security?

IONIC PRIDE

IONIC Shipping (Mgt) Inc.

○ Efficiency, Security and Reliability are the three main pillars on which any technological transformation should be based

○ Proper design and implementation can provide enough flexibility to support future needs

○ Use of latest technologies will ensure longer term of usage and investment

Can it be **flexible** enough to be future proof or we should review on a regular basis?

IONIC PLEIONE

IONIC Shipping (Mgt) Inc.

○ Proper training

○ Simplified crew tasks

○ Centralized administration tasks

○ Crew "friendly" solutions

May the **crew** challenge the success of digital transformation projects on board?

IONIC PATRIS

IONIC Shipping (Mgt) Inc.

o Efficiency and Reliability

o Security

o Flexibility to follow company's growth and authorities' regulations

o Centralized administration and monitoring

o Crew "friendly"

Digital
Transformation
on board

IONIC Shipping (Mgt) Inc.

"**V-BOX** is the heart of our vessel's IT infrastructure"

The **V-BOX** solution from *"The Advisors"* implemented on the entire fleet

IONIC Shipping (Mgt) Inc.

o **Robust installation** that ensure reliability against the demanding environment of the vessel

o **High availability** setup and configuration, that almost eliminates any chance of IT services outage

o **Resilient to cyber threats** due to enhanced security features and policies included

V-BOX
solution is the
Heart
of our vessel's
IT infrastructure

o Creates a **unified network** with the office, allowing common services and policies to flow down to the vessel

o The **flexible configuration** allowed integration with company's existing IT infrastructure

o **Centralized administration and monitoring** are available to ensure smooth operation of the entire fleet

V-BOX
solution is the
Heart
of our vessel's
IT infrastructure

o **Modular design** leaves enough room for expansion

o **No user intervention** is required on board to ensure smooth operation

o **User policies** and validations creates a crew "friendly" environment

o Comply with **Security regulations**

V-BOX
solution is the
Heart
of our vessel's
IT infrastructure

o **Standard working positions** per vessel type has been enforced by the V-BOX implementation

o **Economies of scale** has been achieved by applying standardization of the IT equipment on board

o **Internet service provider independency**, allowing the flexibility to use any cost effective solutions on demand

V-BOX
solution is the
Heart
of our vessel's
IT infrastructure

IONIC HUNTRESS

IONIC Shipping (Mgt) Inc.

Our Digital Transformation project on board with the **V-BOX** brought us one step closer to our vision, to become *"the* **best-in-class** *and recognized as* **industry leader** *by our customers"* while empowered our business competitive advantage!

Digital Transformation
On Board

IONIC KIBOU

IONIC Shipping (Mgt) Inc.

THANK YOU

Q&A