

# European Shipping Industry Stakeholders Forum, Varna 2018

Stakeholder's viewpoint/state point re European Maritime Transport Policy until 2020  
Stakeholder's dialogue on the next European Maritime Transport Strategy 2019-2028  
3-5 of May, Varna, 2018



**Mr. Ivaylo Moskovski**  
Minister of Transport, Information  
Technology and Communications  
Bulgaria



**Mr. Ivan Portnih**  
Mayor of City of Varna



**Mr. Martin Dorsman**  
Secretary General

## About ECSA

The European Community Shipowners' Associations (ECSA) was founded in 1965 as "Comité des Associations d'Armateurs des Communautés Européennes (CAACE)". It is a trade association representing the national shipowners' associations of the EU and Norway. The European shipowners control 40% of the global commercial fleet, contribute 140 billion to the EU GDP and provide 2.1 million Europeans with careers both onboard and ashore. ECSA promotes the interests of European shipping so that the industry can best serve European and international trade in a competitive free business environment to the benefit of shippers and consumers. ECSA has a Board of Directors, three specialized committees, a number of working groups and task forces targeting specific issues, and a permanent secretariat based in Brussels.



**Mr. Antonio Belmar**  
Chairman

## About ECASBA

The European Community Association of Ship Brokers and Agents (ECASBA) is a Committee of FONASBA.

Originally established in 1990 as FONASBA's European Committee, ECASBA itself was founded in 1993 to represent European brokers and agents in their dealings with the European Union.

Areas of interest include: Seaport and port services policy; Short sea shipping; Safety and quality shipping; Customs and administrative procedure; EDI/Digital; EMSW; Logistic Chain, etc.

ECASBA is represented on FONASBA's Executive Committee.



**Mr. Leendert Muller**  
Chairman

### **About ETA**

The towage industry plays a key role in the Blue economy. It is one of the most important maritime activities as ports could not operate without tugs and the vast majority of Europe's imports and exports would simply stop.

Tugs supply European societies with a set of essential public goods, such as maritime safety, environmental protection in the case of catastrophes and specially enabling port operations and international trade by sea.

ETA has evolved from a London based association bringing together 8 northern European countries to becoming the representation of the towage industry at the continental level, advocating the tug sector' interests both in Brussels and the European capitals and disseminating the crucial importance of the sector for the EU economies.



**Mr. Conor Feighan**  
Director FEPORT

### **About FEPORT**

Since 1993, FEPORT represents the interests of large variety of terminal operators and stevedoring companies performing operations and carrying out activities over 400 terminals in the seaports of the European Union. FEPORT speaks on behalf of more than 1200 companies which employ 220 000 port workers.

The organization's aim is to promote the interests of national associations and global multinational port companies and terminals and to maintain constant dialogue with all EU institutional and non-institutional stakeholders.



**Mr. Richard Morton**  
Secretary General

### **About IPCSA**

IPCSA is the successor to the European Port Community Systems Association (ECPSCA) which was launched in June 2011 by six founding members, all European-based Port Community System operators.

IPCSA and its members play a vital role in global trade facilitation; the electronic communications platforms provided by Port Community Systems ensure smooth transport and logistics operations at hundreds of sea ports, airports.

In order to achieve its mission IPCSA has agreed the following objectives:

To ensure that the importance of Port Community Systems Operators is recognised internationally and in the EU and its member States and that the sector is consulted substantively on any measure likely to affect it; To ensure that Port Community Systems Operators play their full part in delivering e-services internationally; To promote the highest possible standards in European and International Port Community System Operators; To encourage all port communities to be proactive in Port Community System development.



**Mr. Hans Rook**  
Chairman



**Mr. Richard Morton**  
Secretary General

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## **Speakers**



**Mr. Dario Bazargan**  
Director International  
and Economic Affairs



**Mr. Mario Dogliani**  
Director R&D, Technical  
and Environmental Affairs

### **About SEA Europe**

SEA Europe, the European Ships and Maritime Equipment Association, is the voice of the European maritime technology industry.

SEA Europe promotes and supports European business enterprises which are involved in the building, construction, maintenance and repair of all types of ships and other relevant maritime structures, including the complete supply chain of systems, equipment and services.

The shipbuilding, maritime equipment and ship maintenance, repair & conversion (SMRC) industry employs more than 900,000 people (directly & indirectly) and has a total annual average turnover of around 91 bn €.

### **About EIB, EIB Shipping Financing Division**

As the long term financial institution of the EU, the EIB is mandated to support EU policy implementation by extending lending facilities to projects which are aimed at the concrete implementation of these policies. With respect to shipping, this entails financial support in achieving and maintaining an efficient, sustainable EU Maritime industry through new build and retrofit financing and the promotion of Research, Development and Innovation and which is also heavily focused on employment and growth.

Mr Mark Clintworth currently serves as the Lead Shipping Advisor for the European Investment Bank in Luxembourg. Integral in his role as Lead Shipping Advisor, Clintworth has personally been at the helm of supporting the financing of sustainable shipping projects, funding largely (but not limited to) European ship owners and operators, through investments in newbuild and retrofitting projects as

**Mr. Mark Clintworth** well as Research & Development support which contribute to the overall Lead Shipping Advisor improvement of EU fleet efficiency whilst consequently reducing its negative environmental impact.



### **About STM**

Sea Traffic Management (STM) connects and updates the maritime world in real time, with efficient information exchange. Through data exchange among selected parties such as ships, service providers and shipping companies, STM is creating a new paradigm for maritime information sharing offering tomorrow's digital infrastructure for shipping. With STM port actors share their time plans during port calls to utilise their own resources better and eliminate waiting times. STM has been developed in three consecutive EU-projects running 2010-2018.

Magnus Sundström is head of Research and Innovation Unit in the Swedish Maritime Administration and has been active in the development of Motorways of the Sea within TEN-T and CEF. He is also the initiator of a large number of EU-projects and the Strategic Manager of the Sea Traffic Management initiative.ber of leading shipping and trading companies on a worldwide basis.



**Mr. Magnus Sundström**  
STM Project Manager

### **About LAUREA**

LAUREA operates in the Helsinki Uusimaa region, Finland. It is a research and development oriented university of applied sciences that focuses on service innovations, which produces high-quality professional competence. Laurea has six campuses, 7 800 students and 500 staff members. Laurea's main R&D fields of expertise are Coherent security, Health and social integrity and Service business. Annually there are 80 funded projects, 30 new start-ups and 300 publications. Laurea also has a strong co-operation with two other universities of applied sciences in Finland; Haaga-Helia and Metropolia. Together these 3UAS can offer the competence of 2000 professionals and 40 000 students from various fields. Isto is high level expert on EU Maritime Security Strategy and CISE.



**Mr. Isto Mattila**  
Director R&D



**Mr. Andrea Cogliolo**  
Director Marine Business

### About RINA

We provide a wide range of services across the Energy, Marine, Certification, Transport & Infrastructure and Industry sectors

RINA is the excellence behind excellence, a global corporation that leads industries to success. We work closely with customers, assisting them in the most effective, safe and sustainable way across the Energy, Marine, Certification, Transport & Infrastructure and Industry sectors.

Through a global network of 3.700 talented professionals, operating in 170 offices in 65 countries, we back up the market operators across the entire life cycle of their projects.

RINA Marine: Authorized to act on behalf of over 110 Flag States, we have classified more than 5.600 ships, totaling 36.8 M GT, and more than 1.300 yachts, and we are 1st World ranked for ferries classification.



**Mr. Francesco Benevolo**  
Managing Director

### About RAM S.p.a.

RAM Logistica, Infrastrutture e Trasporti S.p.a. is an in-house company of the Ministry of Infrastructures and Transport founded in 2004 for the promotion and implementation of the “Motorways of the Sea” Programme. Together with its “historical role”, in conjunction with the Italian Ministry of Infrastructure and Transport Directions, RAM, according to the planning and programming documents of the Italian Ministry of Infrastructures and Transport. Carries out activities of promotion and technical support for the elaboration, implementation and management of those interventions related to transport, logistics and infrastructures. In addition to that, in April 2015, RAM has been designated as National Center for the Promotion of Short Sea Shipping (SPC-Italy) with the aim to become the reference point for ports, shipowners and road transport operators, and even provide coherent information related to the Short Sea Shipping sector.



**Mr. Alexio Picco**  
Director & Founder

### About CIRCLE

Circle is a consultancy company providing process and management consulting services, innovative technological solutions and digital marketing solutions for transport and logistics sector. Circle is a company oriented to Innovation and characterized by a European Dimension of the business positioning and streamlined processes oriented to operative efficiency. Specialized in the development of automation processes for ports, dry ports, logistics platforms and intermodal operators through MILOS® - an innovative modular software for the optimization of transport of containers, trailers, vehicles and each type of goods along the supply chain - and Sinfomar® - Port Community System in use by the Port of Trieste - the company numbers today in its team 45 professionals mainly involved in analysis of the processes, in software development and projects.

Alexio Picco is manager of the European Portal on Motorways of the Sea – the digital multichannel marketing tool for transport and logistics.



**Mr. Jörgen Nilsson**  
Managing Director

### About Trelleborg Port

The advantage of being a Core port and be featured in a corridor, is that it is this network that will be given priority in infrastructure investments in the future. This is important for the Port of Trelleborg but also for the municipality of Trelleborg. Being a Core port strengthens Port of Trelleborg's role as a port and it becomes even clearer when the port's partner ports in Travemünde, Rostock and Swinoujscie are also selected Core ports where the first two are also in the same corridor as the Port of Trelleborg.

Sweden's five designated Core Ports; Trelleborg, Malmö/Copenhagen, Gothenburg, Stockholm and Luleå, have together ordered a report from the WSP to illuminate the role of the Core Ports from a regional, national and European perspective.

In Vision 2023, the port's expansion and relocation will continue with construction of three new berths, a new quay, check-in, a connecting route and an entrance from the east, as well as land filling and completion of marshalling yards.

# Speakers from European DG's and Agencies



**Mr. Sandro Santamato**  
Head of Unit D1  
Maritime Transport  
and Logistics

## About DG MOVE Unit D1, Maritime Transport and Logistics

The mission of Unit D1 is to develop and implement the EU's Maritime Transport Strategy and logistics policy with a view to develop a well-functioning, effective and open market for maritime transport services and logistics and to promote Short Sea Shipping, multimodal transport and sustainable logistics.

To achieve these objectives, the Unit is responsible for the enforcement and, where appropriate, the revision of the EU legislation on reporting formalities (development and promotion of trade facilitation tools) as well as the EU legislation on combined transport. It also enforces the EU legislation on the freedom to provide maritime transport services within and between Member States, and with third countries. The Unit evaluates competition issues in the maritime and logistics sector. It promotes the use of electronic transport documents in all modes of transport, in particular with a view to reduce administrative burden in maritime transport and to optimise logistics processes and (multimodal) freight transport flows. It also develops initiatives for the reduction of air pollution from ships. The Unit coordinates the activities of the European Sustainable Shipping Forum (ESSF) and the Digital Transport and Logistics Forum (DTLF).



**Mr. Wojciech Sopinski**  
Policy Advisor MoS

## DG MOVE ,Unit B1

Unit B1 is responsible for the development and implementation of EU TEN-T policy. It assists and provides advice to 11 European Coordinators in accomplishing their mission and contributing to the elaboration of documents and reports. The unit represents nine Core Transport Network Corridors in the EU and two horizontal priorities the Motorways of the Sea and the European Railway Traffic Management System. MoS taps into the huge potential of maritime transport as the backbone of international trade. MoS removes bottlenecks in the EU transport system, thus supporting more efficient and high-quality maritime links and services between Member States. This will be achieved through the establishment of more efficient and high-quality maritime-based logistics services between Member States and neighbouring countries.

Mr. Wojciech Sopinski works in the European Commission Directorate General for Transport. He is a policy advisor to Mr. Brian Simpson, the European Coordinator for Motorways of the Sea.



**Mr. Wojciech Sopinski**  
Policy Advisor MoS



**Mr. Alexio Picco**  
Communication Advisor MoS

## About MOS

Motorways of the Sea (MoS) is the maritime pillar of the TEN-Transport.

It consists of short-sea routes, ports, associated maritime infrastructures, equipment, facilities and relevant administrative formalities. MoS contributes towards the achievement of a European Maritime Transport Space without barriers, connecting Core Network Corridors by integrating maritime links with hinterland. In doing so, it aims at providing more efficient, commercially viable and sustainable alternatives to road-only transport.

The MoS concept builds on the EU's goal of achieving a clean, safe and efficient transport system by transforming shipping into a genuine alternative to overcrowded land transport. MoS aims to introduce new intermodal maritime-based logistics chains to bring about structural change to door-to-door integrated transport systems.



**Mr. Sandro Nuccio**  
Policy Officer

### **About DG MOVE Unit D.2 Maritime Safety**

Unit D.2 endeavours to improve maritime safety legislation and promote high-quality standards with the aim to eliminate substandard shipping, increase the protection of passengers and crews, reduce the risk of environmental pollution. This involves constantly developing and intensifying maritime safety policy to eradicate substandard shipping, essentially through a convergent application of internationally agreed rules. The transposition of IMO rules into the EU legal system ensures their "harmonized application" across the entire EU.

Unit D.2 focus is on proper implementation and enforcement as well as continuous evaluation to ensure that EU legislation is fit for purpose. In carrying out these tasks Unit D.2 can rely on the technical and scientific assistance of the European Maritime Safety Agency (EMSA), among others for Maritime Surveillance, with the management and development the 'Union Maritime Information and Exchange System' and the EU Coast Guard Functions support and interagency cooperation.



**Mr. Lazaros Aichmalotidis**  
Head of Unit Vessel

### **About EMSA**

The European Maritime Safety Agency (EMSA) is one of the EU's decentralised agencies. Based in Lisbon, the Agency provides technical assistance and support to the European Commission and Member States in the development and implementation of EU legislation on maritime safety, pollution by ships and maritime security.

EMSA provides operational assistance to Member States and the Commission in the field of preparedness and response to at-sea pollution caused by ships and oil and gas installations. In addition, it facilitates technical cooperation between Member States and the Commission in the field of vessel and ship reporting and for maritime surveillance at sea.

EMSA is also responsible for the technical implementation of the Reporting Formalities Directive and in particular for the enhancement of the National Single Window (NSW), development of the e-Manifest, peer reviews and visits to Member States in the field of VTMIS.



**Mr. Morten Jensen**  
Head of Unit C1

### **About INEA**

The Innovation and Networks Executive Agency (INEA) is the successor organisation of the Trans-European Transport Network Executive Agency (TEN-T EA), which was created by the European Commission in 2006 to manage the technical and financial implementation of its TEN-T programme.

INEA officially started its activities on 1 January 2014 in order to implement the following EU programmes: Connecting Europe Facility (CEF) - Parts of Horizon 2020 – Smart, green and integrated transport + Secure, clean and efficient energy. Its mission is to support the Commission, project promoters and stakeholders by providing expertise and high quality of programme management to infrastructure, research and innovation projects in the fields of transport, energy and telecommunications, and to promote synergies between these activities, to benefit economic growth and EU citizens.



**Mr. Henk-Erik Sierink**  
Policy Officer

### **About DG CLIMA**

The Directorate-General for Climate Action (DG CLIMA) leads the European Commission's efforts to fight climate change at EU and international level. Our mission is to formulate and implement climate policies and strategies, take a leading role in international negotiations on climate, implement the EU's Emissions Trading System (EU ETS), monitor national emissions by EU member countries and promote low-carbon technologies & adaptation measures. DG CLIMA leads the Commission task forces in international negotiations on climate change and ozone-depleting substances, and coordinate bi-lateral and multi-lateral partnerships on climate change with non-EU countries. DG CLIMA also implements the EU's Emissions Trading System and promote its links with other carbon trading systems, with the ultimate aim of building a global carbon trading market. DG CLIMA promotes emission reductions in all sectors of the economy, including shipping.



**Mr. Mario Dogliani**  
Director CSMARE

### **About CSMARE Foundation**

The digital and ICT revolution, the urgency of preserving our ecosystem together with the need to provide the workforce with the required skills are possibly the major challenges ever faced by the logistic sector and the industry they serve. Within this context, Fondazione CS MARE was established by Federazione-Imprese and CONFALIS (the intermodal logistic cluster) in July 2017 to catalyse this cross-cutting vision in the dialogue with the European Institutions, promoting and financing pioneering actions in order to face the major challenges of decarbonisation, digitalisation and skill building.

As of today, Fondazione CSMARE, thanks to its public-private nature reaches more than 350.000 enterprises as well as Public Bodies such as e.g. the Italian Ministry of Transport, Port Authorities, Municipalities and Universities.

Fondazione CSMARE is the leading stakeholder of MIT in its global projects GAINN and DIGITMED which totally account for about 220 Mil. Euro investment.



**Mr. Jose Perez**  
Project manager Picasso

### **About SASEMAR, PICASSO Project**

The overall goal of the Picasso project is to achieve a modern and developed maritime transport with a capable and up-to-date work force that enables the sector to become greener, safer and more efficient and sustainable. The target will be reached by means of new technologies and training.

Picasso has a budget of 3,8 mil. Euros and is part of the overall goal of developing Motorways of the Sea, in line with European Union maritime transport policies. The duration of the project is 24 months, from May 2016 to June 2018.

Coordinated by the Spanish Maritime Safety and Rescue Agency (SASEMAR) the project has brought together 14 partners of 9 countries.



**Mr. Yevgen Koziy**  
Project Coordinator

### **About BSEC**

BSEC was established on 25 June 1992 in Istanbul. With the entry into force of its Charter on 1 May 1999, it acquired international legal identity and was transformed into a full-fledged regional economic intergovernmental organization: Organization of the Black Sea Economic.

Since its inception, BSEC paid special attention to cooperation in transport focusing mainly on how to utilize effectively the intra-region capacity and growing transit potential of the Black Sea region. This cooperation resulted in the development of important mutually complementary projects, including on Development of the Black Sea Ring Highway, the Motorways of the Sea (MoS). The MoS project envisages the development of maritime infrastructure and links in accordance with the "Memorandum of Understanding on the Development of the Motorways of the Sea at the BSEC Region".

# Speakers from Ministry of Transport, Information Technology and Communications



**Mr. Ivaylo Moskovski**  
Minister

Minister of Transport, Information Technology and Communications has three mandates in the Government of the Republic of Bulgaria - from 2014 to present and in the period 2011-2013. He was Member of the Parliament, Deputy Minister, and before that he had extensive experience in the private business in the field of logistics and commerce. He was awarded the prestigious "Virtue of 2017" award for active support of social initiatives as well as awards from Bulgarian universities for his contribution to staff training and employment in the transport & ICT sectors.



**Mr. Velik Zanchev**  
Deputy Minister

Since May 2017 he is Deputy Minister of Transport, Information Technology and Communications. Velik Zanchev was Chairman of the Board of Directors of Holding BDZ EAD from November 2014. His career in Holding BDZ EAD started in April 2010 as Director of the Corporate Activities Directorate and in 2011 he was appointed Director of the Finance and Administration Directorate. From August 2012 until April 2013 Zanchev holds the post of CEO of Holding BDZ EAD. From April to August 2013 he served as Chairman of the Board of Directors of Holding BDZ EAD.

Over the years Zanchev has held a number of positions as a sales representative, commercial director and financial manager in various Bulgarian companies. From September 2013, he was General Director of "Mateco Bulgaria" Ltd. Velik Zanchev holds a Master's degree in Finance from the University of National and World Economy, Sofia. In his spare time he plays bowling and likes to walk in the mountains.



**Capt. Zhivko Petrov**  
Executive Director

Capt. Zhivko Petrov was born on September 16, 1966 in Nova Zagora. Capt. Petrov studied navigation in "Nikola Yonkov Vaptsarov" Naval Academy and obtained a Master of Science degree in 1989. In the same year, he started his career at seawich lasted until 2004. During these 15 years, he served mainly on board of tankers. Capt. Petrov acquired his "Master of Foreigner Going" competency in 2003. In February 2005, Capt. Petrov joined Executive Agency "Maritime Administration" as an inspector of Port State Control. Two years later, in February 2007 he became Director of the regional Directorate of EAMA in Burgas. Capt. Petrov is Head of Executive Agency "Maritime Administration" as an Executive Director since June 2014.



**Mr. Peter Kirov**  
Secretary General

Mr, Petar Kirov has graduated from the National College for Ancient Languages and Civilizations, Sofia (Bulgaria) and obtained a Master of Science in Law from Sofia University in 2001. In 2002 he started his career at the Executive Agency "Maritime Administration" of the Republic of Bulgaria. In the Period 2013 – 2014 he acted as Deputy Minister of Transport, Information Technologies and Communication.

From 2014 Mr. Petar Kirov is working in the Executive Agency "Maritime Administration" as Secretary General, as well as representing the Agency as Alternate member of the Administrative Board of the European Maritime Safety Agency; as Member of the Committee on Safe Seas and Prevention of Pollution from Ships and as Member of the High Level Steering Group for Governance of the Digital Maritime System and Services.

## Speakers from Bulgarian Associations and Organizations



**Capt. Ivan Conev**  
Chairman

### About BSMA

The Bulgarian Association of Shipmasters/Bulgarian Shipmasters Association, hereinafter referred to as the "Association", is a voluntary, public, professional non-profit association registered in accordance with the Bulgarian Non-Profit Legal Entities Act. The activity of the Association is independent of state, political, trade union bodies and organizations.

The main objectives of the Association are: Raising and preserving the prestige of sea captains; Maintenance and assistance of seafarers and protection of their professional interests by lawful means; Assistance to ensure safety and deployment of proactive methods in maritime navigation; Dissemination of national and international experience and information on maritime safety issues.

The Bulgarian Shipmasters Association is full and active member of International Federation of Shipmasters' Associations (IFSMA) and of Confederation of European Shipmasters' Associations.



**Capt. Nikola Hristov**  
Chairman

### About BASBA

The Bulgarian Association of Ship Brokers and Agents (BASBA) was founded in 1997 in Varna, Bulgaria. BASBA is a non-government organization. The BASBA secretariat takes care of the everyday business of the association.

Among the main goals of the association are the protection of the economic and professional interests of its members, the respective ship owners and parent companies, as well as the promotion of a high level of professionalism, fair business practices and the spirit of cooperation among the companies in the ship brokerage and ship agency services sector.

The Bulgarian Association of Ship Brokers and Agents is a full member of the Federation of National Associations of Ship Brokers and Agents (FONASBA), as well as the European Association of Ship Brokers and Agents (ECASBA). In that position BASBA takes active part in the discussion and development of various documents used by ship brokers and agents in their everyday activities. At the same time through FONASBA it takes part in the development of the strategies for the future of the maritime business.



**Capt. Alexandar Kalchev**  
Chairman

### About BSA

The Bulgarian Shipowners Association (BSA) was established on 30.09.2003 in the city of Varna. Presently the Association consists of 13 members with a secretariat office in Varna and representatives in Varna and Ruse.

The BSA main activities are: Participation in public-private partnership activities in the water transport sector. Involvement in setting up of strategies for the development of water transport, navigation and related activities of the sea and river shipping; Provision of program, informational services and consultancy concerning the safety, security and protection of environment with regard to the sea and river shipping; Provision of R&D activities in the sphere of sea and river transport; Research, feasibility studies, analysis of specific maritime related issues on behalf of the members, public or private organizations; Representation and protection of its members' interests and assisting the development of sea and river companies via participation in the realization of international projects & programs.



**Mr. Angel Safev**  
Chairman

### **About NSBS**

NSBS the Bulgarian Association for Freight Forwarding, Transport and Logistics was founded in 1992 to pursue the following principal goals: Represent the Bulgarian freight forwarding industry, protect and promote its interests in Bulgaria and abroad; Develop and improve the legislative basis of the freight forwarding business in Bulgaria; Enhance the image and the professional standards of the forwarding industry by: establishing criteria for access to the Forwarding profession; setting down standards for the quality of services performed by the Forwarding companies – members of NSBS; adopting and monitoring a Code of Business Ethics for its member companies; conducting vocational training of freight forwarding personnel.

The Association encompasses the best representatives of the Bulgarian freight forwarding and logistics industry. These companies perform some 2/3 of the international forwarding services in BG. NSBS is member of FIATA and CLECAT.



**Capt. Georgi Genchev**  
Advisor Maritime

### **Technical University of Varna**

The Technical University of Varna is a state educational institution, founded in 1962, which has accepted the challenge and the responsibility to serve the public needs for preparing qualified engineers and supporting the technical development in a world that undergoes global, technological and cultural changes. As part of this role and based on close cooperation with the industry, the active research sector, the European universities and standing on its own achievements and traditions, the TU organizes the creation of market-oriented highly qualified specialists in all educational degrees for Bulgarian and the world economy, including in the field of water transport. Departments of "Navigation", "Naval Architecture and Marine Engineering" and "Electric Power Supply and Electrical Equipment of Water Transport" creating qualified specialists with Bachelor's and Master's degrees.

Maritime Training Center of Technical University provide a wide range of STCW training courses for professional seafarers as well as simulator-based training to shipping companies all over the world.



**Krasimir Stoychev**  
Deputy Mayor of Burgas

### **City of Burgas**

Burgas is the fastest developing city in Bulgaria and second in terms of economic potential after the capital Sofia. Due to strategic geographic location Burgas provides excellent conditions for business and leisure. Well-developed transport infrastructure connects the city with the other parts of the world by sea, air, highways and railways.

Port of Burgas is one of the biggest ports on the Black Sea Coast and plays a vital role to the existence and activities along the path of Trans-European Transport Corridor No 8. The extension of this route in east direction is also well-known as Transport Corridor Europe-Caucasus-Asia. That is why Port of Burgas could be considered as a main connection between Europe and Middle Asia.

### About UNIMASTERS Plc



**Mr. Nikolai Bozhilov**  
Chairman

Unimasters Logistics Plc is a leading "digital-first" regional 4PL/3PL service provider with quickly growing capabilities that span many different industries and sectors. The company specialises in delivering a wide range of customer-oriented, innovative, technologically and operationally advanced solutions in the field of transportation, freight management, logistics and supply chain management.

Nikolai Bozhilov is the Founder & Executive Chairman of Unimasters Logistics Plc. With over 35 years of entrepreneurial and international management experience in shipping, logistics and supply chain management, Nikolai has a proven highly successful track record as a leader, strategist and executive with hands-on experience in organisational transformation and achievement of business excellence.

### About Bulgarian Navy



**Mr. Mitko Petev**  
Rear Admiral  
Commander of Bulgarian Navy

Navy mission: The Navy guarantees the maritime sovereignty of the Republic of Bulgaria and protects the national interests in the maritime spaces, prepares forces for participation in collective defense and international peace support operations and contributes to the national security in peacetime. Navy tasks: Bulgarian Navy tasks derive from the Armed Forces Tasks set in the National Defence Strategy and are specified in three main areas: Collective Defense: Constant surveillance of the maritime spaces, control of shipping, defence of the sea lines of communication and protection of the national economic interests at sea; Support of International Peace and Security: Surveillance, Reconnaissance and Control in the area of operations; Contribution to the national security in peacetime: Support to the state and local authorities for the protection of the population, economy and the infrastructure during non-military crises and consequence management; Participation in the defense of strategic coastal and maritime infrastructure; Participation in countering the organised crime and the traffic of drugs, people and weapons; Participation in SAR operations at sea, humanitarian and evacuation operations.

### About NAVAL ACADEMY BULGARIA



**Mr. Boyan Mednikarov**  
Flotilla Admiral  
Commandant-Rector

Mission statement: To develop highly qualified leaders for the Bulgarian Navy and the maritime industry; to prepare them for the challenges of the transforming Navy and the rapidly changing sector of the global maritime economy.

Main objectives: Higher military and civilian education for the future naval officers; Bachelor's, Master's and PhD degrees for the merchant marine; Postgraduate training for military and maritime personnel; Research and Development for the Bulgarian Navy and the maritime industry.

Other objectives: Master degree for officers from the Naval Department of National Defense Academy; Technical training and qualification enhancement of the NCOs and sailors.



**Prof. Rosen Vasilev**  
Rector of TU Varna



**Capt. Georgi Genchev**  
Advisor Maritime Affairs

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**Boyan Mednikarov**  
Flotilla Admiral, Prof., DSc, PhD  
Commandant – Rector NVNA



**Kalin Kalinov**  
Captain (N), Prof., DSc., PhD  
Deputy Rector of Science, NVNA



**Nedko Dimitrov**  
Captain (N), Assoc. Prof., DSc., PhD  
Section Head, NVNA

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**The Right Course in the turbulent times - European Maritime Transport Strategy 19/28  
3-5 of May 2018 Varna**

