



MARE FORUM ISTANBUL 2009 ~ The Turkish Expansion ~

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Session 4 - The Turkish Maritime Cluster in Motion
Roberto Giorgi, President, V. Ships



Maritime Cluster



A Maritime Cluster is:

- ▶ **a geographic concentration of inter-connected companies, specialised suppliers, service providers, firms in related industries and associated institutions that compete but also co-operate.**

Where:

- ▶ **the sum is greater than individual parts**
- ▶ **many maritime countries have developed or are trying to develop successful clusters e.g. Singapore, Dubai**

Long-term success depends on:

- ▶ **Size**
- ▶ **Diversity**
- ▶ **Role in international market**

V.Ships in the Turkish maritime cluster



- ❑ **We have been part of the Turkish maritime cluster since May 2003**
- ❑ **4 Staff in our Turkey office today**
- ❑ **Number of vessels: We have around 20 vessels mainly chemical carriers of which half in full management and half in crewing**
- ❑ **Number of clients: 6 different clients**
- ❑ **Services provided -**
 - **Marketing of V.Group's services**
 - **Crew management**
 - **Assisting to management offices for technical issues**
 - **Logistics assistance**
 - **Manning**
 - **Ship management consultancy for the owners**

The Turkish Maritime Cluster today and tomorrow



▶ **After strong growth, the TMC is suffering as part of global recession**

▶ **The TMC will diminish as companies go out of business or downsize**

BUT ...

▶ **the TMC must continue to be open for business to international companies – protectionism is not the answer**

▶ **V.Group/V.Ships is still committed to playing its part in growing the TMC in the future**

▶ **Istanbul is still an attractive place to do business given the proximity of local ship owners and the shipbuilding industry**

▶ **Other business opportunities should be seriously considered when the time is right**

▶ **cruise industry?**