

UPDATE

Schoeller Holdings | AAL | COLUMBIA

2.15



EDITORIAL

Dear Reader,

“Striving for continual improvement in all areas of activity” is a cornerstone of COLUMBIA’s policy that holds also true for all other companies of Schoeller Holdings. Combining strengths is an excellent way to improve services and this issue features three recent examples thereof: A multipurpose co-operation of AAL and Peter Döhle (see page 2), a joint venture of REEDEREI NSB and CSM (see page 3) plus the merger of CSM’s and Peter Döhle’s crewing offices in the Ukraine (see page 5) plus strengthened ties between CSM and Peter Döhle in Ukraine (see page 5).

If you think you are flooded with emails and phone calls then take a look at HANSE Bereederung (see page 6). Their digital Rolodex contains some 3,000 names of business partners around the world – and they all communicate with each other.

Yours sincerely

Demetris Chrysostomou

Marketing Director . COLUMBIA Shipmanagement

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Five AMVER Awards for CSM Singapore vessels

On 20 April 2015 five vessels managed by COLUMBIA Shipmanagement (Singapore) PTE LTD, namely: ASIA EMERALD I, ASIA EMERALD II, ASIA RUBY I, ASIA ZIRCON I and FSL TOKYO have received AMVER awards to acknowledge their commitment to safety at sea.

The Amver System (Automated Mutual Assistance Vessel Rescue System) which is sponsored by the United States Coast Guard, is a unique, computer-based, and voluntary global ship reporting system used worldwide by search and rescue authorities to arrange for assistance to persons in distress at sea.



Multipurpose co-operation: AAL & Peter Döhle

Following the celebrations of its 20-year anniversary AAL launched a multipurpose co-operation with Peter Döhle Group. The Hamburg based and family-owned company is one of the leading providers of shipping services worldwide.

From June 2015, AAL and Peter Döhle will share their experience, resources and hardware across the world to offer joint Tramp & Projects services to the global market. Both companies will continue to remain independent of one another, with separate ownership and identities.

An initial fleet of 26 vessels, comprising both owned and chartered-in tonnage, features seven modern and highly diverse classes of multipurpose heavy lift vessels – ranging from 12,000, to 31,000 dwt – with optimal lift,

expansive stowage space and the highest levels of equipment specification.

AAL's MD, Kyriacos Panayides, explained, "This co-operation allows us and our customers to benefit from far greater economies of scale, to further expand our global reach and to create an even more dynamic and competitive presence in the market.

With Peter Döhle, we share similar ethics and cultures, a mutual service philosophy and an ambition to drive the sustainable growth of our organisations. We are not only in a better position to meet the growing needs of our existing customers, but to also become carrier of choice for major new projects."

AAL expands liner services into Port of Prince Rupert

In May 2015 AAL expanded its 'Pacific Service' liner route to include the British Columbia Port of Prince Rupert. With its newly established road and rail links the port has emerged as an important new gateway for project cargo imports to the oil-rich mining area of Alberta, Canada, and the wider Pacific North West.

Felix Schoeller, General Manager of AAL's Pacific Ser-

vice, commented: "We have gained extensive experience in serving the oil and gas, mining and energy sectors. They rely upon us to enhance their supply chains, with added-value and reliability. By expanding our Pacific Service and port network across the Pacific North West, we multiply our customers' options and choice – ultimately impacting on the efficiency, delivery and overall competitiveness of their projects."

A closer look at ASIA MARINE Philippines



Left to right:

Mr Frank Donath (MD AMP), Mr Tim Ponath (COO NSB), Mr Andreas Hadjipetrou (MD CSM), Mr Thomas Ossowski (German Ambassador to the Philippines), Mr Lutz Weber (CFO NSB), Mr Frank-Uwe Schneider (MD AMP)

In early April we reported CSM and REEDEREI NSB were planning a joint venture - ASIA MARINE Philippines. The company was opened officially on April 27 at the German Club Manila in an exclusive event attended by representatives from the government and shipping sectors in Manila. Frank Donath (CSM) and Frank Uwe Schneider (NSB) will serve as Managing Directors.

Operating from Cyprus ASIA MARINE Philippines offers crew management services for NSB's fleet and other shipping companies. From the outset, 35 employees worldwide are tasked with the management of 50 vessels and 1,000 seafarers. As the company does not have an office in the Philippines, it is teaming up closely with the renowned Senator Crewing Manila (SCM), Inc.

"We get more responsibilities. We can prove our worth even more, we can showcase our skills and we will be able to deliver the services faster and more efficiently. We would be able to serve both of our clients in one effort", stated SCM General Manager Captain Gilbert Garcia.

The importance of Filipino seafarers

The opening ceremony was attended by the German ambassador Thomas Ossowski, who lauded the distinct traits and natural hardworking culture of the Filipinos: "What would international shipping be without Filipino seafarers? The German shipping industry relies on Filipino seafarers because they are a very qualified workforce. The Filipinos have this fantastic group spirit and this is also one of the reasons why they have moved up to positions (Masters, Second Mates, Chief Mates, Third Mates). Quality is so important because we all rely on the shipping industry. Germany, as a trading nation, is also so much dependent on the shipping lines and we are very lucky to have the competent and very capable Filipino seafarers. I wish you all the best success in training and manning your ships and Mabuhay."

Andreas Hadjipetrou is convinced the new joint venture will have a flying start: "When experienced and seasoned partners combine their forces the way we practice it, all of us will benefit from the very beginning. We look forward to offering an improved service to the clients of ASIA MARINE Philippines and more opportunities for employment and career development to Filipino seafarers."

New vessel with 1,830-passenger capacity for COLUMBIA Cruise Services



On June 11, Captain Adrian Hibbert, Director of Operations of Thomson Cruises, announced that CCS will take over technical management for the upcoming "THOMSON DISCOVERY".

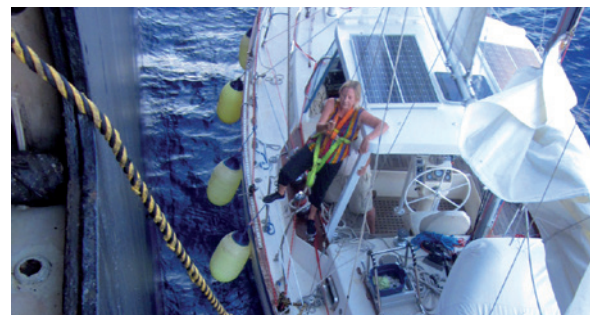
CCS will start the management of the new Thomson Cruises vessel in spring of 2016. An agreement has

been confirmed until the end of 2019 already. In March of 2015, Thomson Cruises had announced that the "Splendour of the Seas" – which is currently sailing under the "Royal Caribbean" – will be joining Thomson Cruises in summer of 2016. This new vessel joins the fleet under the name "THOMSON DISCOVERY" and will have a double capacity of 1,830 passengers across 915 cabins. The long term collaboration between CCS and Thomson Cruises started back in 2005 with the appointment for the technical management of the Thomson vessels "Thomson Celebration", "Thomson Dream" and "Island Escape".

"We are very happy to add yet another vessel to our Thomson fleet", stated Olaf Groeger, Director of CCS. "To be trusted with Thomson's newest and most modern addition is a great honour and underlines the trust we have gained by successfully managing Thomson vessels over the years."

NYK Lynx rescues sailor

On May 12, NYK Lynx, a containership under full management by CSM, rescued one person from a sailing yacht in distress 260 nautical miles off the Galapagos Islands. The yacht had been adrift for two weeks after encountering trouble with the main engine. On May 8, NYK Lynx set out from Callao, Peru, on a course toward Manzanillo, Mexico. Whilst sailing through the Pacific on May 11, the ship received a distress alert from a yacht. NYK Lynx immediately set a



course for the yacht – maintained contact the entire way – and successfully rescued one person in good health in early morning of May 12. The sailor disembarked NYK Lynx at the port of Manzanillo on May 15, 2015. Thanks to Captain Liviu Vasile and his crew for their professional response and good seamanship.

IBIS Awards for three NYK vessels

The three container vessels NYK Athena, NYK Lynx and NYK Olympus – all under full management of CSM Cyprus – were selected to receive the IBIS Award (Innovative Bunker and Idle time Saving)

for their excellence of service of contributing Save Bunker Activity. We would like to congratulate the Captains and crews of these vessels for contributing to safety and efficient operations for IBIS.

Closer ties for CSM and Peter Döhle in Ukraine



Ties between COLUMBIA Shipmanagement and Peter Döhle were further strengthened in the Ukraine after CSM was entrusted with the crewing operations of all Ukrainian seafarers employed by Peter Döhle. The occasion was marked by CSM UA moving into new premises previously occupied by Peter Döhle Ukraine.

The newly formed COLUMBIA Shipmanagement Ukraine Ltd celebrated in Odessa on June 12. Seafarers and office staff gathered for the occasion and were welcomed by representatives from CSM and Peter Döhle and state officials. The now 29 strong crewing agency that was originally established in 2008 provides Ukrainian seafarers full support in all pre-joining formalities.

CSM honours Day of the Seafarer



Every year COLUMBIA Shipmanagement joins the maritime community in celebrating the "Day of the Seafarer". This year the International Maritime Organization is shifting its focus to maritime education. As part of its Corporate Social Responsibility Programme CSM is celebrating the event by opening

a door for students into the shipping industry. In cooperation with the Cyprus Institute of Marketing (CIM) COLUMBIA Shipmanagement offers young people to claim a one-year scholarship in Maritime Management for a BSc in Shipping Administration.

| name | dwat | teu | 14t | rfp | spd | position | dates |
|-----------------|-------|------|------|-----|------|-----------------|--------------|
| E.R. France | 67591 | 6008 | 4194 | 632 | 22.0 | Hong Kong area | 15-20/5/2015 |
| Rio Barrow | 67968 | 5551 | 4225 | 550 | 25.9 | Xingang | P R O M P T |
| RHL Felicitas | 62916 | 5089 | 3360 | 385 | 25.0 | Laem Chabang | P R O M P T |
| Shanghai Trader | 67255 | 5047 | 3323 | 550 | 24.3 | ex dd Hong Kong | 3-5/6/2015 |

Up to 3,000 emails a day: Inside HANSE Bereederung

When your main areas of business are chartering vessels plus selling and purchasing them you need well-established and trustworthy connections. HANSE Bereederung started building them when the company was taken over by Schoeller Holdings in 1986. Today, its digital Rolodex contains some 3,000 names of business partners around the world. Communicating continuously is essential for HANSE's success – to answer queries, to check information, to prepare, negotiate and close deals.

Position, position, position

In real estate they say the three most important buying criteria are location, location and location. In chartering the equivalents are position, position and position. Whether you are chartering in or out you are looking for the right ship at the right time in the right place. Accordingly, brokers, liner companies and ship owners "flood" each other with the positions of their vessels resulting in up to 3,000 emails a day. "When it cost money to send quotations people gave it a thought who might be interested e.g. in learning about the positions of Capesize bulk carriers", says Michael Zankl, Director Chartering/Sale & Purchase at HANSE Bereederung. "These days the position of every vessel is mailed to everybody and his brother". So he and his colleagues spend a lot of time screening and filtering the incoming mails.

In-depth and detailed knowledge

All relevant vessel positions are entered into a database. "Actually our brokers wouldn't need such a system as they know all positions by heart", smiles Axel Schulz, the company's Managing Director. "They can tell you straight away which vessels will be available when and where for further chartering." This is crucial as HANSE charts both out and in: Firstly, they are

exclusive charterers for all container, multi-purpose and dry-cargo vessels controlled by Schoeller Holdings, secondly they take care of chartering-in vessels for the affiliated companies Bengal Tiger Line (BTL), AAL and New Pacific Shipping and thirdly they are engaged in competitive chartering.

Accordingly the database offers a lot more information than just positions. Clicking on a vessel's name opens a window displaying its technical specifications. So if BTL needs a geared container vessel in Singapore between 10 and 20 June with 800 – 1,000 TEU, 11.5 meters draft at maximum and 200 plugs for reefers these requirements are the search criteria. Press enter and out comes a list with "candidates".

From quoting to closing

Next the broker will contact the ships' owners or their brokers to find out what their plans are: will the vessel be actually available for the period wanted, is a dry docking scheduled or are they not interested for some other reason? Last but not the least one must know who is managing the ship and whether there have been problems in the past. Finally, a short list is presented to BTL who then tell HANSE which vessel to make an offer for.

Chartering a vessel for a single voyage rather is an exception to the rule, most deals are closed for three, six or nine months – depending on whether rates are climbing or falling. To get a feeling how markets might develop within the next 24 hours, two weeks or three months there is a simple recipe: pick up the phone and check your mails.

| name | dwat | teu | 14t | rfp | spd | position | dates |
|--------------|-------|------|------|-----|------|-----------------|--------------|
| Polonia | 22968 | 1730 | 1125 | 250 | 19.5 | ex dd Singapore | 15-20/5/2015 |
| Calandra | 23045 | 1728 | 1125 | 200 | 19.0 | Singapore | 27-31/5/2015 |
| Busan Trader | | | | | | | |
| Seoul Tower | | | | | | | |
| Melchior Sch | | | | | | | |
| Dong Fang O | | | | | | | |
| Seamaster | | | | | | | |
| Altonia | | | | | | | |
| Camilla | | | | | | | |

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