
Interorient Shipmanagement Company Profile
2024



Contents

- 03** Meeting your needs
- 06** Company overview
- 07** Ship management services
- 09** Crew management services
- 12** Technical services
- 14** Safety and compliance
- 16** Commercial management
- 18** Procurement services
- 20** Navigation and communication
- 22** Insurance and legal services
- 24** Capability platforms
- 27** Saving costs
- 28** Summary

Providing confidence in ship management

What you can expect from INTERORIENT Shipmanagement

- That the vessels are operated safely and to your specific budget requirements
- That the vessels are crewed with well-trained and experienced crew that meet your needs
- A tailor-made solution for your vessels
- Support from experienced and knowledgeable shore staff
- All the benefits of an in-house boutique manager, with clients being its prime focus
- A dedicated and personal service, working effectively with our partners

Working together

Exceeding your expectations

Your requirements

- Need for reassurance on safety and compliance following a major incident
- Optimise performance and control costs

How we will assure performance

- Centres of excellence, niche trade specialists with excellent safety record
- Robust systems and procedures to ensure strict compliance
- Open book approach – tailored communication plan and transparent reporting
- Flexible financial arrangements and optimised vessel performance will reduce costs
- Continuously improving, innovating and benchmarking against the competition

Navigate the future with confidence

INTERORIENT Shipmanagement understands the challenges that you face. We will manage your risks and seek to maximise your returns

- Highest standards for safety performance and operational excellence
- Scale and flexibility will help you respond to market changes quickly
- Nautilus Client Portal reporting system will keep you ahead of the technology curve
- Expert ship management will optimise performance and deliver cost savings
- Strength and certainty to help you navigate the future with confidence

Global leader in maritime services

2,000 Seafarers

60 Vessels

7 Countries

200 Shore
Employees

- Market leader in third party ship management since 1979
- Setting the market agenda
- High ethical standards and values
- Headquartered in Cyprus with further technical management offices in Hamburg and Singapore
- Crewing offices in Hamburg, Manila, Odessa, Riga and St Petersburg
- Representation on various industry committees



Integrated services

Ship Management

Chemical Tankers

Product Tankers

Asphalt and Bitumen Tankers

Bulk Carriers

Container Ships

Dedicated fleet cell

Experienced, dedicated team of fleet managers and superintendents

Work with the existing team

Seamless phased fleet takeover with a swift transition and minimum downtime

Key account management

Consistent levels of service ashore and at sea – meeting your needs now and into the future

The same people and the same high standards every time

Transparent operations through Nautilus Client Portal management platform

One platform gives you full visibility and control across operations, crew, safety and finance

Innovation and benchmarking

We constantly monitor and benchmark, looking for new ways to optimise vessel performance

We are driving down costs in areas such as fuel optimisation learning from best practices across the industry

COMPAS Crew Management System

Career Development System

In-house value-added training courses

E-Wallet

Mercurius Travel



Integrated services

Crew Management Services

Crew Management

2,000 specialists – the right seafarers in the right places.
High levels of retention ensures reliability and continuity

Highly experienced team providing industry best practice solutions to a diverse spread of vessel types

Representation on industry committees concerning crewing and training standards

Able to offer full crew management or hybrid partial crewing solutions

Mercurius Travel Ltd

Mercurius Travel sources the best travel solutions at the most competitive prices

We care for your travellers as if they were our own, to ensure a safe journey on time, every time and we provide the travel expertise needed to solve your problems and provide peace of mind in an unpredictable world

Seafarer Welfare

Our aim to ensure the wellbeing of our seafarers is achieved through the following initiatives:

Company KPIs linked to on-time reliefs

Anonymous whistleblowing tool gives seafarers a 'voice'

Mental health resources available to all

Learning and Development

Our in-house training team deliver the group training strategy utilising their own resources to develop bespoke training courses, whilst also partnering with industry leading training providers

Career Development System (mentoring and training)

Apprentice Officer / Cadet programmes

Industry decarbonisation targets (in-house training courses)

SIRE 2.0 (gap analysis and training needs addressed)

Managing careers

Career management framework designed around the seafarer - their role, their ambition and their preferences

Enabling seafarers to develop bespoke training and development plans to enrich their careers with us

Managing contracts and time

Ability to manage contracts, calendars, availability and forthcoming deployments

Visibility of up-and-coming contracts and rotations via a single digital interface



Managing finance

Ability to review wages, overtime and cash advances remotely and at a time that suits them

Giving seafarers greater choice and control over how they send money back home to their families

E-wallet available to allow complete digital control of funds

Managing mobilisations

Remote document upload allowing seafarers greater ability to manage documentation at their own convenience

All uploads are secure and auto-verified for greater confidence and tracking

Newbuild Supervision

Engineering

Inspection Services

Repair Services

Condition Based Monitoring

Underwater Services

Data Insights



Integrated services

Technical Services

Integrated engineering services

Integrated engineering and maintenance support designed to maximise availability

We proactively look for ways to improve performance and extend the life of your vessels

Project management services are available for BWTS and Scrubber retrofit

Newbuild design and supervision services

Newbuild and supervision support to help maximise quality and control costs during the build process

Optimising vessels in construction means they are more cost effective to manage once in service

Hull and machinery specialists

World leading expertise in engine maintenance and optimisation

Solutions that optimise a vessel's performance through monitoring and analysis

Providing cost effective guidance to manage the introduction of new emission regulations

Responsive teams who know your business

Highly responsive teams based where you need them. The same people and the same excellent service each time

We will come on and off your ships quickly when you need us

ISM, ISPS and MLC certified
by Lloyds Register

TMSA average rating of 3.2
(2021 rating from TotalEnergies)

ISO 9001/14001:2015
Accreditation

ISO 27001 Information
Security Accreditation

AMVER 2018 Award Winners

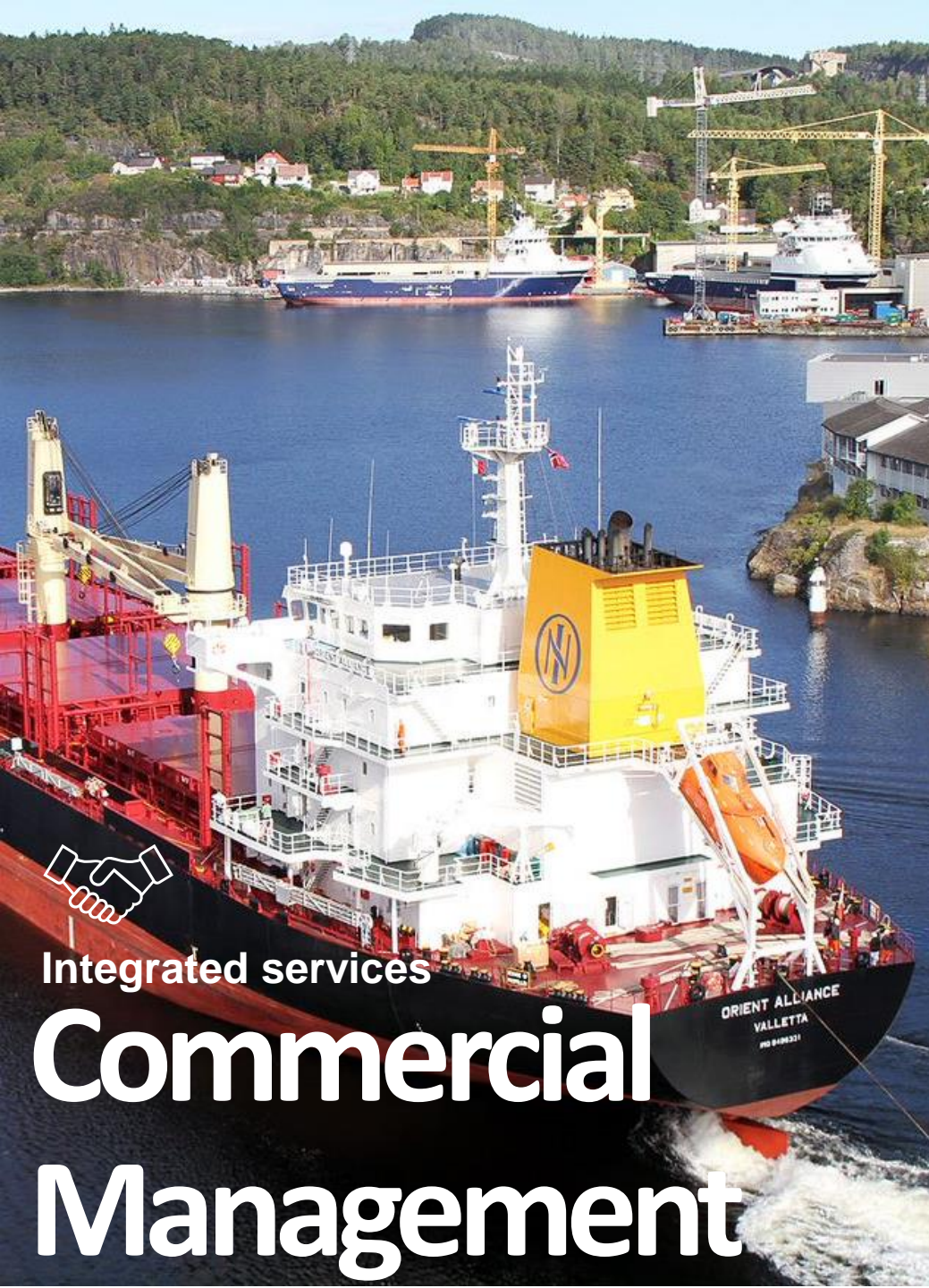
BP Outstanding Environmental
Achievement Award 2012



Integrated service

Safety and Compliance

KPI	2023
Senior officer retention rate	99%
Officer retention rate	85%
Lost Time Injury Frequency (LTIF)	0.50
Total Recordable Case Frequency (TRCF)	1.18
Port State Control zero deficiency performance	70%
Port State Control deficiency ratio	1.5%
Port State Control detention	0
SIRE vetting deficiencies	2.5
Navigational incidents	Nil
Ship availability	99.9%
Budget performance	1.0%



Integrated services

Commercial Management

Team of experts

Team includes ICS fellow members and personnel with sea-going experience

In depth knowledge in all commercial related pre and post fixture matters

Experts in pool operations, wet and dry, including pool point monitoring and evaluation

Sale and Purchase

Sale and Purchase transactions for over 100 vessels during the last 10 years

Placing of newbuilding orders and contract negotiation and liaison with onsite supervision teams

Commercial team of experts along with the Newbuilding Department has negotiated over 90 newbuilding contracts

Chartering Services

Negotiating and concluding of charter parties for all ship types

Real time advice through our continuous analysis of market trends and business development

Identification and evaluation of new business opportunities

Post fixtures operations

Voyage planning, execution and monitoring

Agency appointment, disbursement handling and bunkering

Speed and performance monitoring

Laytime calculations

Assistance in claims handling

Voyage results reporting and analysis

Freight and hire invoicing



Integrated services

Procurement Services

Through the Group's procurement company ProFleet, you will achieve cost efficiencies as our global processes provide economies of scale that no single owner could achieve.

We are able to use the buying power of a combined fleet to get the lowest prices for common items of stores and spares.

ProFleet has negotiated favorable pricing on:

- Marine lubricants
- Sea store paints
- Technical stores
- Machinery spares
- Satellite communication
- Drydocking and repairs
- Hull cleaning and diving services
- Logistics and freight forwarding





Integrated services

Navigation & Communication

Digital Ocean Technologies (DOT) is an entity of professionals with extensive experience in the related maritime industry. It works closely with the ship management division in providing worldwide 24/7 services and support in the field of Navigation and Communication equipment.



- ✓ A company that works side by side with its ship management division
- ✓ Consists of qualified and trained personnel
- ✓ 24/7 remote troubleshooting and support
- ✓ Worldwide support through a service network
- ✓ Annual, periodical and renewal radio class inspections as required by SOLAS regulations
- ✓ Annual VDR/S-VDR inspections; Authorisation from VDR/S-VDR manufacturers to carry out the annual performance tests
- ✓ Gyro maintenance and inspections; Service centre for several brands of gyrocompass and navigation systems
- ✓ Maintenance inspections; vibration analysis and thermal inspections



Integrated services

Insurance & Legal Services

- P&I
- FD&D
- Crew Cover
- H&M
- I/V
- LOH
- War Risks
- K&R
- US COFRs

Meeting your insurance and legal requirements

- Prompt and professional claims handling services
- Protecting ship owners' interests
- Ensuring swift settlement and reimbursement of claims
- Strong and long-term relationships with insurers and underwriters
- Competitive terms with a wide scope of coverage in all aspects of marine insurance

Full range of shipping/corporate services

- Registrations
- Corporate/shipping administration
- Transfer of ownership
- Preparation and review of all contractual documentation required for any shipping/corporate related project
- Advice on ship repair and newbuilding contracts





Integrated services

Capability platforms

INTERORIENT
SHIPMANAGEMENT



MARITIME  REDEFINED



Optimising vessel performance

One of the most advanced ship management platforms in the industry

Real-time operational visibility gives you control and enables you to manage safety, compliance and performance

Financial transparency

Transparent reporting and data sharing gives you greater control over costs

Easy to view dashboards make it easy to monitor financial performance

Procurement control

View procurement information through the buying cycle from shelf to ship

Procurement data is fully integrated with all other Nautilus Client Portal modules

Managing crew

Our Crew Management platform manages the whole seafarer employee life cycle, from recruitment through career development and off-boarding

The client portal allows you to view your pool and see which crew are working where and when

Nautilus Client Portal provides transparency and control

- One of the marine industry's only full management platform
- Providing a complete real time solution to marine operations
- All in the palm of your hand

Benefits to the following stakeholders:

- The Owner, Technical Manager, Commercial Manager, Financial Controller and HSEQ
- The shore-based fleet team, Technical, Crewing, HSEQ, Procurement



Reducing costs and improving efficiencies

- Our teams will get to know you and your vessels
- We will work with you to find tailored solutions that optimise your assets, improve performance and reduce running costs
- Through safe, efficient operations we will keep your vessels at sea, avoiding detention costs
- You will get the best balance of cost-effectiveness and quality of service
- Our pricing is competitive through partnerships and ongoing benchmarking



We will help you:

- Operate safely and compliantly
- Optimise vessel performance
- Reduce running costs
- Innovate and improve
- Assist in fleet life cycle
- Provide technical expertise



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