

Sustainable Shipping by Harren & Partner



Visible Advancement



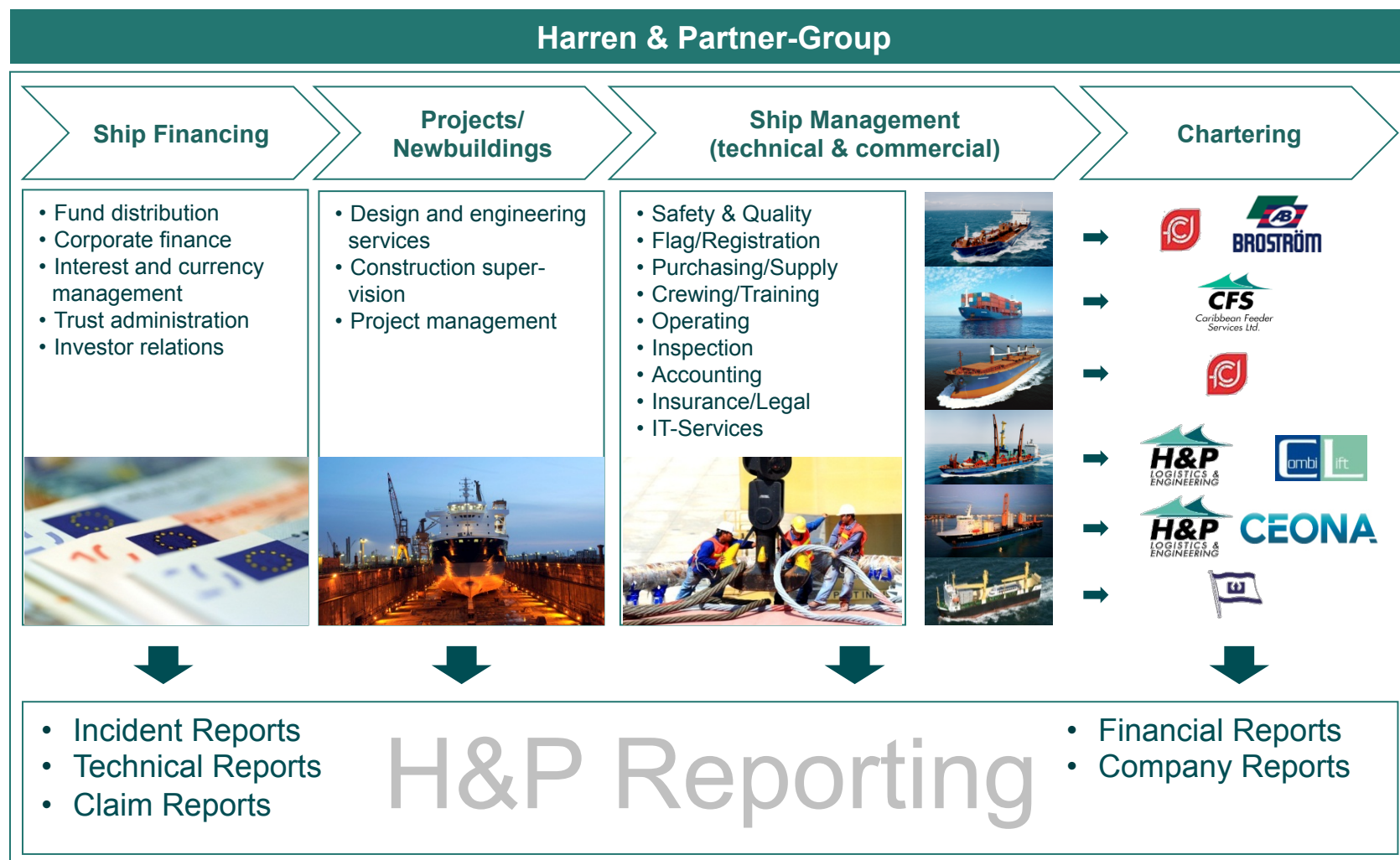
Harren & Partner History



Harren & Partner developed successfully and innovatively within niche markets as well as by special cooperations for almost 25 years.

1989 <i>Peter Harren lays the foundation for the present Harren & Partner Group with the purchase of the MV "ORION III"</i>	1992 <i>Harren & Partner takes delivery of the first two 3,600 dwt multi-purpose carriers</i>	1993 <i>Building contract for the first container feeder "PARANGA" is signed</i>	1996 <i>First heavy lift carrier of the fleet is ordered at the Peene Shipyard in Wolgast</i>	1999 <i>The fleet expands by two 70,000 dwt Panamax bulk carriers: MV "PAIUTE" and MV "PEORIA"</i>		
						
1999 <i>Founding of the liner service, Caribbean Feeder Services Ltd., with partners from the USA and Jamaica</i>	2000 <i>Founding of the joint venture, K/S Combi Lift, with the Danish shipping company J. Poulsen Shipping, in order to offer a broad range of services for the transportation of project cargo</i>	2002 <i>Harren & Partner expands its company activities into the tanker market</i>	2008 <i>The Hamburg based CONDOCK Befrachtungs-Gesellschaft joins the Harren & Partner Group and expands the fleet by the dock ship segment</i>	2008 <i>Developed in cooperation with Combi Lift, the special purpose ship "COMBI DOCK I" is delivered, which for the first time combines the functions of a dock ship, heavy lift carrier and ro-ro vessel</i>	2011 <i>The cooperative venture of Goldman Sachs Capital Partners (GSCP) and Harren & Partner "CEONA" accelerates with the takeover of the first two vessels</i>	2011 <i>Harren & Partner together with institutional investors – represented by J.P. Morgan – found the heavy lift joint venture "Sumo Shipping" with the objective of establishing a modern fleet within the ultra heavy lift segment</i>
						

All services from a single source



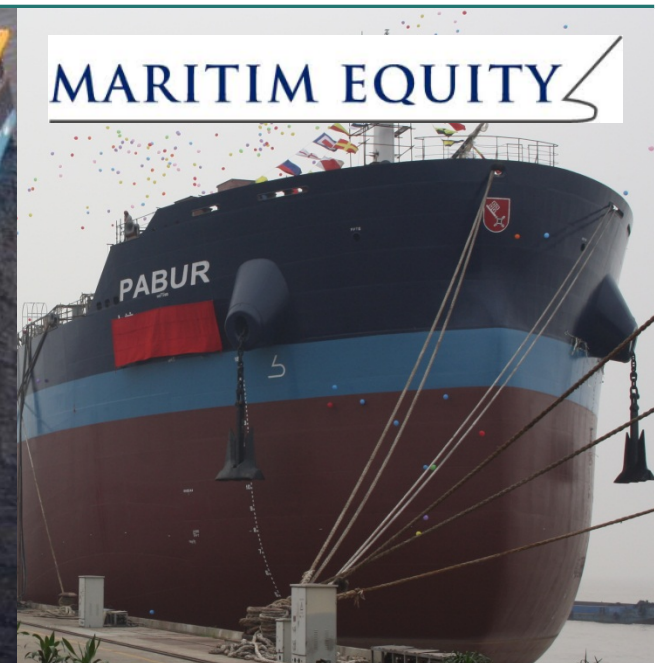
Perfect services for our professional partners



J.P.Morgan
Asset Management



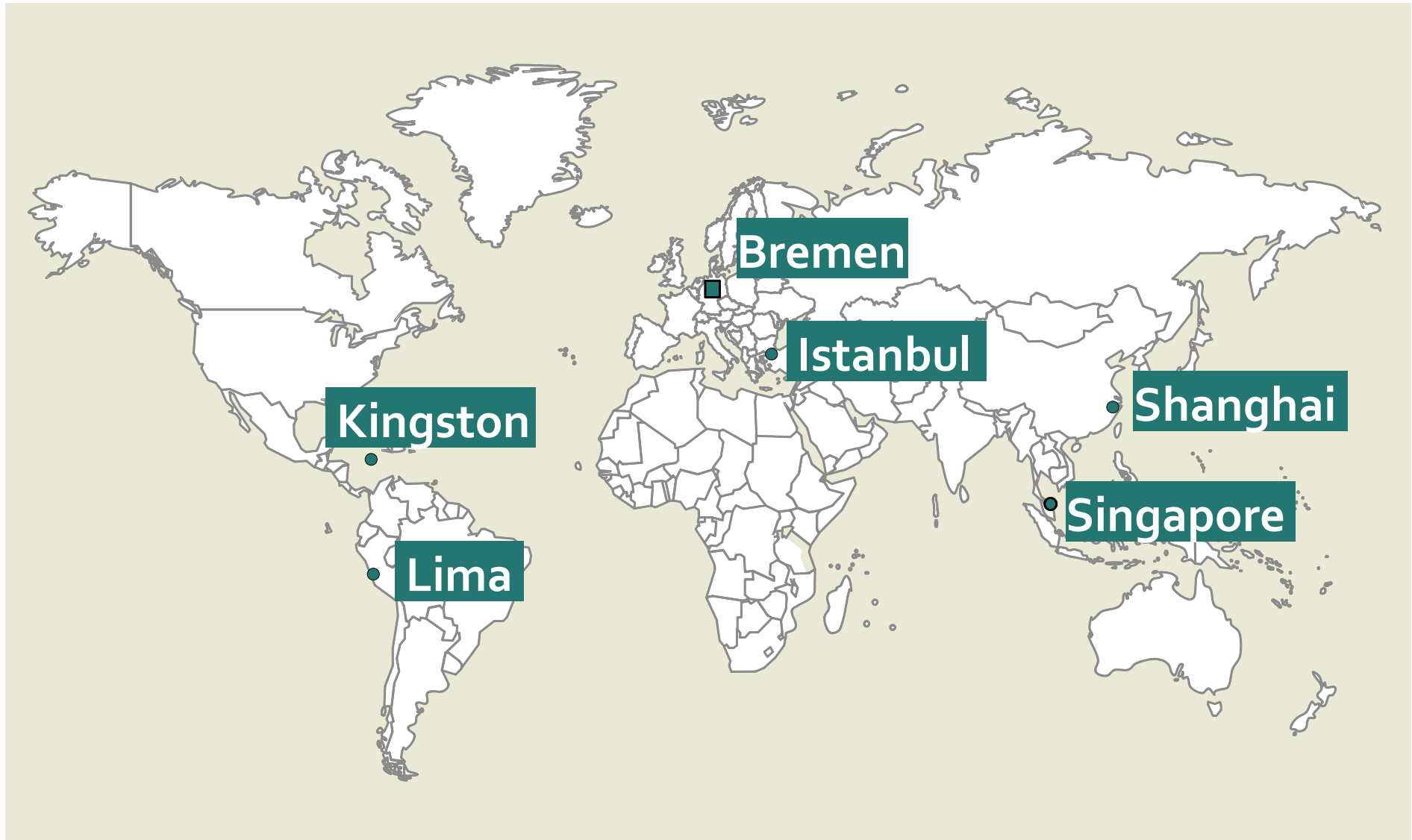
**Goldman
Sachs**



MARITIM EQUITY

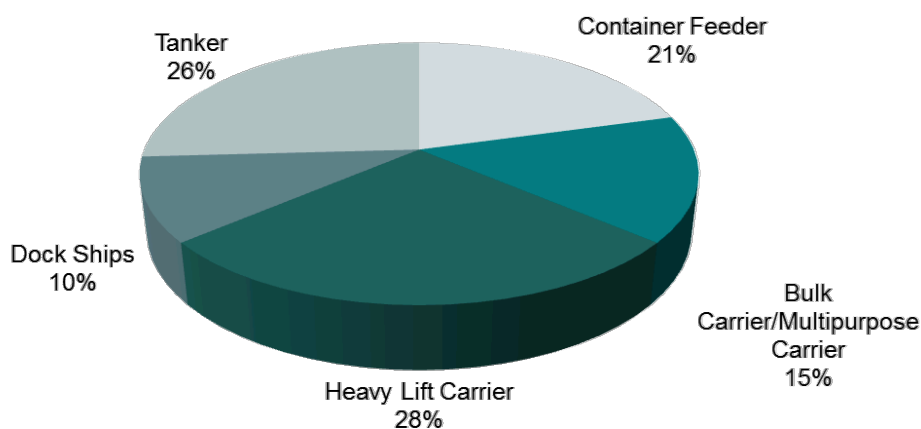
- Joint Venture with JP Morgan to create a major player in the “Super Heavy Lift”-segment, first vessel already provides disbursements to owners.
- Reporting on a monthly basis: Balance sheet, P/L, Creditors lists, Statement of changes in equity, Bank reconciliations, quarterly reporting of Group Cash Flow, variance analysis (quarter vs. quarter, YTD vs. YTD).
- Asset Management reporting package includes Inspection and Fleet Management Reports & various protocols (engine, luboil, inventories).
- CEONA: Joint venture with Goldman Sachs Capital Partners to setup a new subsea construction company to serve the offshore oil and gas industry.
- H&P’s role comprises full ship management (technical, crewing, HSEQ, procurement) of two offshore vessels.
- In addition H&P provides financial services that include monthly financial accounting and reporting.
- Joint Venture with Maritim Equity among others as lead investor.
- Two newly built, “state-of-the-art” Panmax bulk carriers with high commercial leverage.
- Quarterly reporting of Trial balance, Balance sheet, P/L, Group Cash Flow, Variance analysis, Statement of changes in equity....

H&P branch offices



Professional Ship Management for all vessel types

- With our Ship Management we ensure the smooth running of the entire fleet.
- In order to guarantee optimum fleet management, a specialist team handles matters solely related to their segment – be it heavy lift carriers, dock ships, tankers, bulkers or container feeder vessels – while the Operating, Purchasing and Inspection departments work closely together as a team, guaranteeing speed and efficiency.



- Ensuring of shipbuilding quality for newbuildings as well as secondhand-purchases
- Elaborating of detailed concepts for newbuilding- and reconstruction projects
- Development of innovative vessel designs in order to fulfill market demands
- Extensive on-site construction supervision



Project description:

- What is purpose of the vessel
- Capacities
- Main dimensions
- Speed and consumption

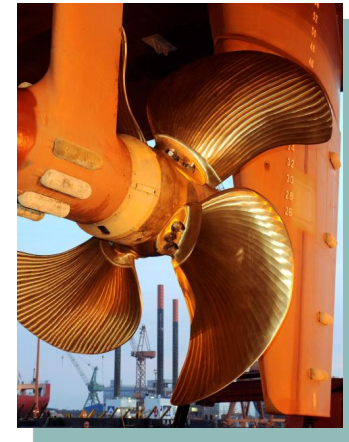


Listen to the client!

Hull Form Optimization:

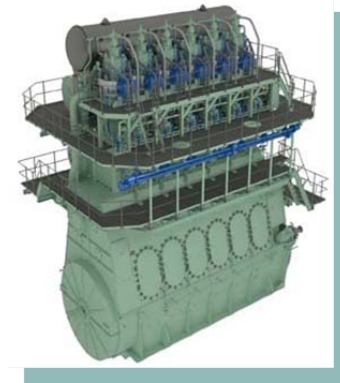
- Analyzed existing fleet on sailing drafts and sailing speeds
- Optimizing the hullshape for various drafts, speeds and consumption

Look at the Project Description



Energy Saving Devices

- Optimized hullshape
- Optimized propeller
- Reduction of viscous resistance
- Optimization of large energy consumers



Machinery Technology

- Most fuel efficient engine concept

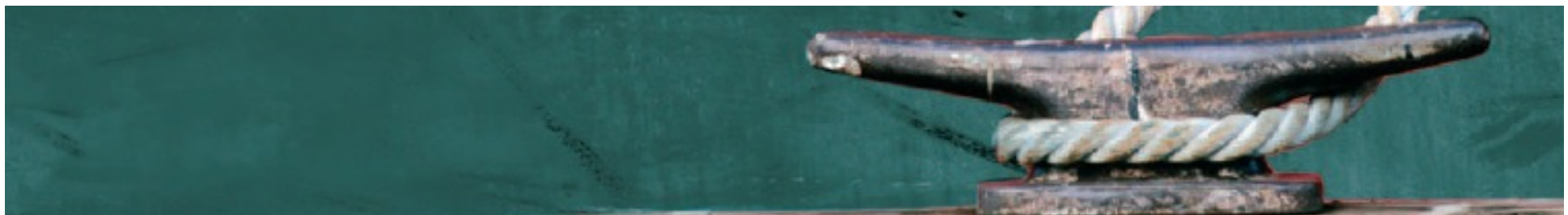
Operational savings

- Weather routing
- Trim and draft optimization
- Do not change the ETA constantly over the voyage

Harren & Partner at a glance



- Owner-operated shipping company based in Haren/Ems and Bremen.
- Ship management of proprietary and third-party tonnage.
- All services “under one roof” – from new construction projects to technical and nautical services to ship finance.
- In total 59 vessels under management (tankers, container feeders, bulk and heavy lift carriers, dock ships) with specialized teams for the individual segments.
- Employees: 170 on land / 1,900 on board.
- Since the founding of the shipping company in 1989, H&P has pursued a resolute diversification strategy in order to limit the risk of typically fluctuating shipping markets.
- In accordance with the maxim “the right ship at the right time”, the attempt is to recognize and exploit market opportunities on an ongoing basis in light of the varying market requirements.



Kontakt Daten

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