



BREMER LLOYD

Company Presentation

February 2018

Bremer Lloyd facts and figures



**Bremer Lloyd
founded 1999**



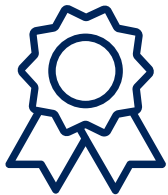
**~17,000 TEUR
revenue**



**7 different
languages**



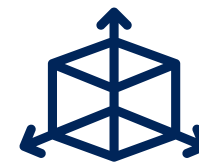
**25
employees**



**ISO 9001:2015
certified**



**Active in more
than 40 countries**



**> 2,000
project shipments
2017**



**Shipments 2017
> 1m freight tons**

Who we are



1 Shipping

- Technical management
- Chartering
- Crewing
- Building supervision



2 Logistics

- Inbound Logistics
- Outbound Logistics
- Yachttransport
- Special Projects

93 More than 93% of Bremer Lloyd key customers are returning

100 High performance is our aim, also in terms of health and safety. 100% of Bremer Lloyd's services are being certified to the standards of DNV GL and LRQA

40 We provide our service in more than 40 countries worldwide and continuously expand our activities

15 We have been successfully assisting our clients in project forwarding, shipping and logistics matters for more than 15 years

1999

Hanseatic Schiff-fahrt and Sol Chartering were founded

2001

Acquisition of two special ships; Sevenstar Yacht transport is established

2007

Bremer Lloyd is introduced as joint brand

2014

All logistics activities are bundled in Bremer Lloyd Marine Logistics

2015

Bremer Lloyd introduces its new quality system ISO 9001:2015

2015/6

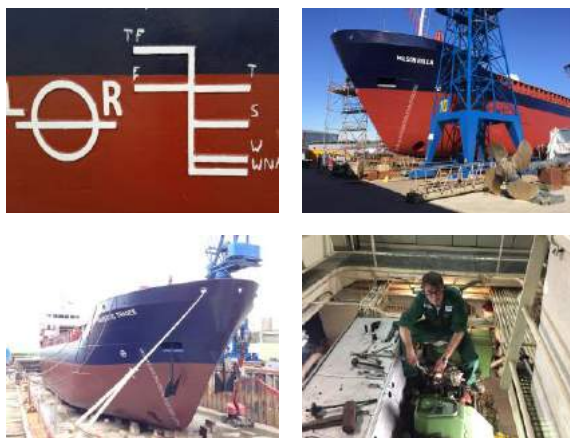
Bremer Lloyd establishes agencies in USA, Spain and China

today

Bremer Lloyd is a fixed-cost logistics specialist with a strong focus on short sea shipping

Bremer Lloyd shipping covers the entire shipping value chain - including cargo access and crewing

Technical management



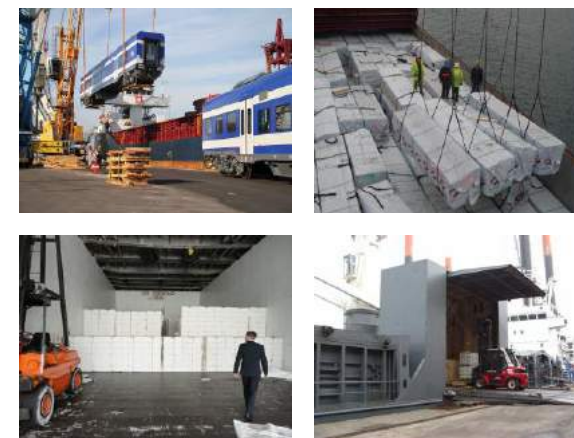
- The full service of the ships takes place in the group.
- A highly specialized team of employees ensures ship operation 24 hours a day, 365 days a year

Crewing



- Around 2/3 of the operating costs are accounted for the crew
- The crew is the extended arm of the shipping company on board
- Only a well-rehearsed crew ensures efficient ship operation

Chartering



- The knowledge of chartering the ship is the key to a successful investment project
- Bremer Lloyd has direct cargo access via its subsidiaries

Bremer Lloyd offers dedicated door-to-door logistics services in the breakbulk & OOG market with a strong focus on the wind energy sector

Our logistics services



Inbound Logistics



Outbound Logistics



Yachttransport



Special Projects

Our services include:

1. OGG Container
2. Breakbulk
3. Warehousing
4. Distribution
5. Additional Services

Companies who rely on us



Our activities cover the entire supply chain for in- / outbound logistics – We offer additional services to comply with direct production delivery



1. OOG Container



2. Breakbulk



3. Warehousing



4. Distribution



5. Additional Services

- 2,000 OOG (FR/OT) Shipments/year
- 1,000 GP/year
- Annual contract rates with suppliers throughout the whole supply chain
- Strong partners in the biggest sourcing markets

- Bremer Lloyd ships cargo of any measurement
- Turnkey solutions for cargo of any size
- Own chartering department with direct access to worldwide vessel owners

- Bremer Lloyd offers warehousing solutions in Spain, Denmark, Germany, USA, India and China
- Option for bonded warehouses in Europe available
- All warehouses are suitable for OOG cargo

- Just in time delivery concept
- Direct delivery to factories
- 24h call off time
- Various types of trucks available [container / conventional / side loaders / etc.]

- Track & Trace
- Registration of components in customer IT system
- Custom clearance
- Quality checks
- Unpacking of cargo
- Cleaning of cargo
- Small repair works

The quality policy of Bremer Lloyd is based on five pillars. They form the foundation of our actions.



The five principles for the successful quality management of our company are:

— **Customer comes first** —

Customer satisfaction is core. Therefore, Bremer Lloyd tries to deliver customized services with the highest quality standard which will meet or exceed our customers' expectations and leave them with a positive experience.

— **Employees – our valuable resource** —

Complex transport solution services require well-trained staff. Thus, developing a motivated and competent team is essential to the business of Bremer Lloyd. Besides, Bremer Lloyd enables all employees to apply their abilities and to use and develop their potentials by taking an active part in the decision-making processes.

— **Suppliers are partners** —

Our suppliers make a significant contribution to the quality of our services. We thus demand the same high standards of quality from them as we do from ourselves. Together we contribute to common added value.

— **Risk is involved – minimize it!** —

Bremer Lloyd is specialized in the transport of breakbulk and OOG cargo. These transports require a detailed risk assessment. Thus, Bremer Lloyd follows a risk based thinking approach. This includes a project specific risk analysis throughout risk matrices if justified by the project scope.

— **We have just one planet!** —

The sustainable and environmentally friendly use of resources is part of our corporate policy and thus influences the selection of our partners. Therefore, we make a positive contribution to protecting and preserving a livable environment.

Our corporate values are characterized by a family togetherness - we are hanseatic



Trust – We lead through trust. Delegating responsibility and decision-making defines our management style. Mistakes happen, and are permitted to happen.



Humor – We laugh, even at ourselves.



Responsibility – We take responsibility for our actions and stand by our mistakes. A readiness to criticize ourselves is an expression of our confidence.



Family – We are open and honest with each other, we stick together and we always have time for one another.



Stamina – We pursue goals with determination and tenacity. For us, dedication and diligence have traditionally been major virtues.



Simplicity, Speed and Flexibility – We simplify our working processes and make decisions fast; we are open to new ideas and take a positive approach to necessary changes.



Reliability – Success and satisfaction in the long term are more important to us than short-term profits. A word counts – now and in the future.



Creativity – We encourage personal initiative and proactive contributions, and we back those who are bold.



Confident – We are self-confident but we do not come across as arrogant. We never put ourselves center stage.



Respect – We value different characters, encourage individuality and treat everyone with respect.



Contact

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