



FRATELLI COSULICH SHIP MANAGEMENT

Fratelli Cosulich introduction



Fratelli Cosulich is a 160 years old family owned group.

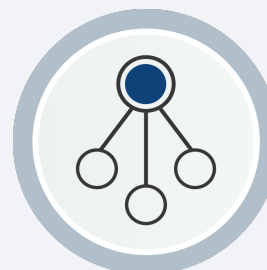
It's a modern and diversified group of companies operating in all areas of shipping worldwide



EMPLOYEES
2100 people



OFFICES WORLDWIDE
27 countries



OPERATIONS
14 business unit



THE GROUP
132 companies

Business Unit



**SHIP
MANAGEMENT**

CATERING

**CREW
MANNING &
MARITIME ACADEMY**

SHIPOWNING

Other Business Unit

- Shipping liner agency
- Insurance broking
- Marine Energy

- Trading of materials for construction and shipping industries
- Logistics
- Yachting agency

Where we are



ITALY: Trieste, Genoa, Leghorn, Milan, Monfalcone, Naples, Padua, Piacenza, Ravenna, San Giorgio di Nogaro, Savona, Spinetta Marengo, Venice

AUSTRIA: Kalsdorf bei Graz

BELGIUM: Antwerp

BOSNIA HERZEGOVINA: Sarajevo

BRAZIL: Macaè

CHINA: Beijing, Shenzhen, Shanghai, Hong Kong

CROATIA: Rijeka, Zagreb, Pula

CZECH REPUBLIC: Prague

FRANCE: Ajaccio, Antibes, Bonifacio, Calvi, Cannes, Cogolin, Paris, Saint Mandrier sur Mer

GREECE: Athens

HUNGARY: Budapest

INDONESIA: Bali

IRELAND: Belfast, Dublin

NETHERLANDS ANTILLES: Sint Maarten

NEW ZEALAND: Auckland

POLAND: Gdynia, Wroclaw

PORTUGAL: Funchal

PRINCIPALITY OF MONACO: Montecarlo

REPUBLIC OF SINGAPORE: Singapore

SERBIA: Belgrade, Nova Pazova

SLOVAKIA: Bratislava

SLOVENIA: Koper, Ljubljana

SWITZERLAND: Lugano

TURKEY: Istanbul, Izmir

UNITED ARAB EMIRATES: Dubai

UNITED KINGDOM: Felixstowe

U.S.A.: New York

VIETNAM: Haiphong

Fratelli Cosulich Ship Management



Fratelli Cosulich Ship Management is a new and innovative ship management company that is committed to providing its clients with the highest quality of service.

We have a team of experienced maritime professionals with a proven track record in ship management.

We are also committed to using innovative technologies and practices to reduce the environmental impact of our operations.

Why choose FC Ship Management?

- We have a team of experienced maritime professionals with a proven track record in ship management.
- We have network and years of experience in high technical skilled personnel in the Maritime and Oli&Gas offshore business
- We are committed to providing our clients with the highest quality of service.
- We are committed to using innovative technologies and practices to reduce the environmental impact of our operations
- We have wide experience in LNG, FSRU, Oil & Gas industry and Offshore operation
- With FC Group integrated services, we can achieve competitive OPEX

Vision, mission, values

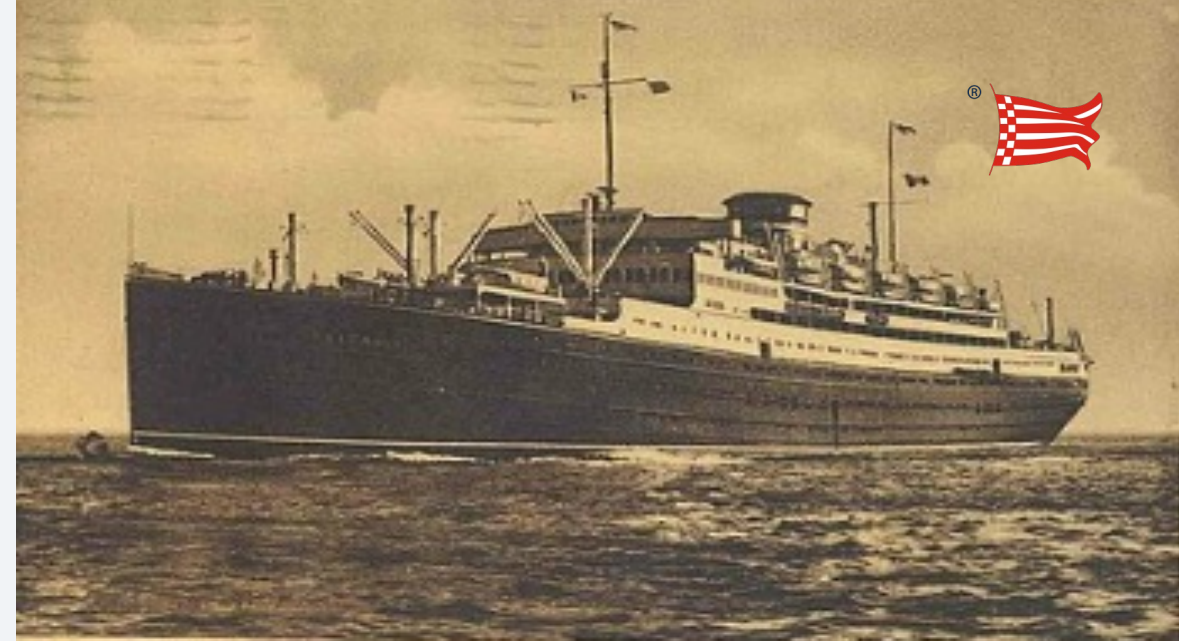
OUR VISION

To be the shipping company of choice, recognized for our people, our performance, and business ethos.

OUR MISSION

We are committed to providing ship management services of the highest quality while adding value to our stakeholders, our people, and society. Through a continuous improvement process towards operational, health, safety, security and environmental excellence, we aim for:

- Zero spills, leakage, environmental releases, or unauthorized cargo venting;
- Zero incidents;
- Reduction in permitted emissions;
- Promotion of industry best practices.



WE LIVE OUR VALUES

- Care for our People;
- Health, Safety, Security, Quality, Energy Efficiency and Environmental Excellence;
- Operational excellence;
- Ethical conduct;
- Partnership.

Ship Management - HSEQ

We have developed our Integrated Management System

- Building and encouraging a strong safety culture.
- Develop HAZOP/HAZID for all the operations
- Having effective controls and procedures in place to prevent injuries to personnel and the occurrence of incidents and accidents.
- Protecting the environment and preventing spillage.
- Continually improving the company's HSQE integrated management system.
- Ensuring compliance with this policy by everyone, at sea and ashore

Our Management is fully committed to

- Complying with international and National standards/rules as well as best practice and industry rules and regulations.



Ship Management - HSEQ



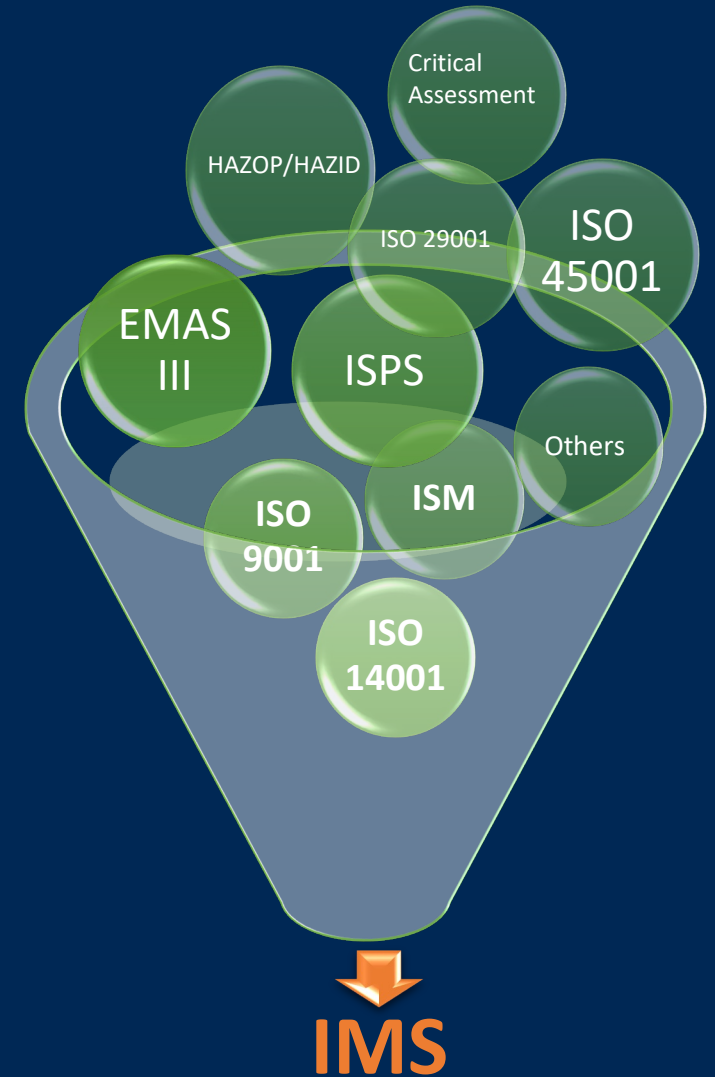
The purpose of our Integrated (Health, Safety, Environmental and Quality) Management System is to deliver first class LNG ship management services and shore services and to ensure activities are carried out in an environmentally responsible, protective and safe manner

Our Integrated Management System (IMS) fully certified

ISO 9001 - ISO 14001 - ISO 29001 - ISO 45001

The system is integrated with International and National standards/Laws (SEVESO III, EU Directives/ Environmental regulation, Critical assessment) with particular reference to Italian legal framework.

We have developed our Security Plan, Planned Maintenance System and full set of risk assessments (HAZOP/HAZID) for all the operations and maintenance activities.



Ship Management - Services



Fratelli Cosulich defines ship management as a long-term relationship business where safety, clients and crew are of paramount importance:

- Marine and Operation
- Technical Management
- LNG Consultancy
- Crew Manning & Human Resources
- Catering
- Maritime Academy



Marine Operations

Our companies provide in-house Operations in offshore environment

- Ship operation and maintenance (LNG/LPG/Tankers)
- LNG/LPG/Tankers Carrier management
- Dry Bulk and General Cargo management
- FSRU Management
- FLNG Management
- FPSO Management
- LNG - Ship to Ship cargo transfer in offshore environment
- Ship to Ship/Ship to Shore compatibility assessment
- Marine training
- Small Scale LNG activities/bunkering
- Bunkering operations



Technical Management

We provide in-house technical management for wide tankers (included LNG) and Dry bulk/General Cargo:

- Project Management
- New building supervision
- Ship conversion
- Dry-dock supervision
- Inspection, repair and maintenance of the installations and equipment in accordance with classification society rules, best practice and vendor recommendations
- Planned maintenance system
- Subsea inspection and maintenance according to relevant industries standards
- Loading/unloading system repairs and maintenance
- Structural assessment, repairs and maintenance
- Vessel daily operations and maintenance
- Oil majors vetting and Authorities inspections
- Vessel up-gradation
- Vessel inspections
- Insurances and claims handling
- Accounting including budgetary planning and control
- Spare parts procurement
- Service agreements with suppliers.





Shipbuilding and Ship Repair

1.2

Tailor-made consulting services for Shipbuilding activities:

Consultancy in shipbuilding activities involves providing expert guidance and advice to individuals or organizations involved in various aspects of shipbuilding. This can encompass a wide range of services and areas of expertise:

Design and Engineering: Ship design is a crucial phase in shipbuilding. We can offer our expertise in naval architecture, marine engineering, to review all the design for efficiency, safety, and compliance with international regulations.

Project Management: Effective project management is essential for shipbuilding. We can assist with project planning, scheduling, budgeting, and risk management to ensure that shipbuilding projects are completed on time and within budget.

Regulatory Compliance: The maritime industry is subject to numerous regulations and standards. We can help shipbuilders navigate these regulations, ensuring that vessels are built to meet international standards for safety, environmental impact, and quality.



Shipbuilding and Ship Repair

2.2

Quality Assurance and Control: Shipbuilders need to maintain high-quality standards. We can develop quality assurance and control processes to ensure that ships are built to specifications and meet the required quality standards. This include shipyard selection and surveillance during construction or conversion and commissioning phase

Cost Estimation and Cost Reduction: Accurate cost estimation is vital for project budgeting. We can assist to develop cost estimates and identify opportunities for cost reduction without compromising quality.

Risk Assessment: We can perform risk assessments to identify potential risks and vulnerabilities in shipbuilding projects and recommend mitigation strategies.

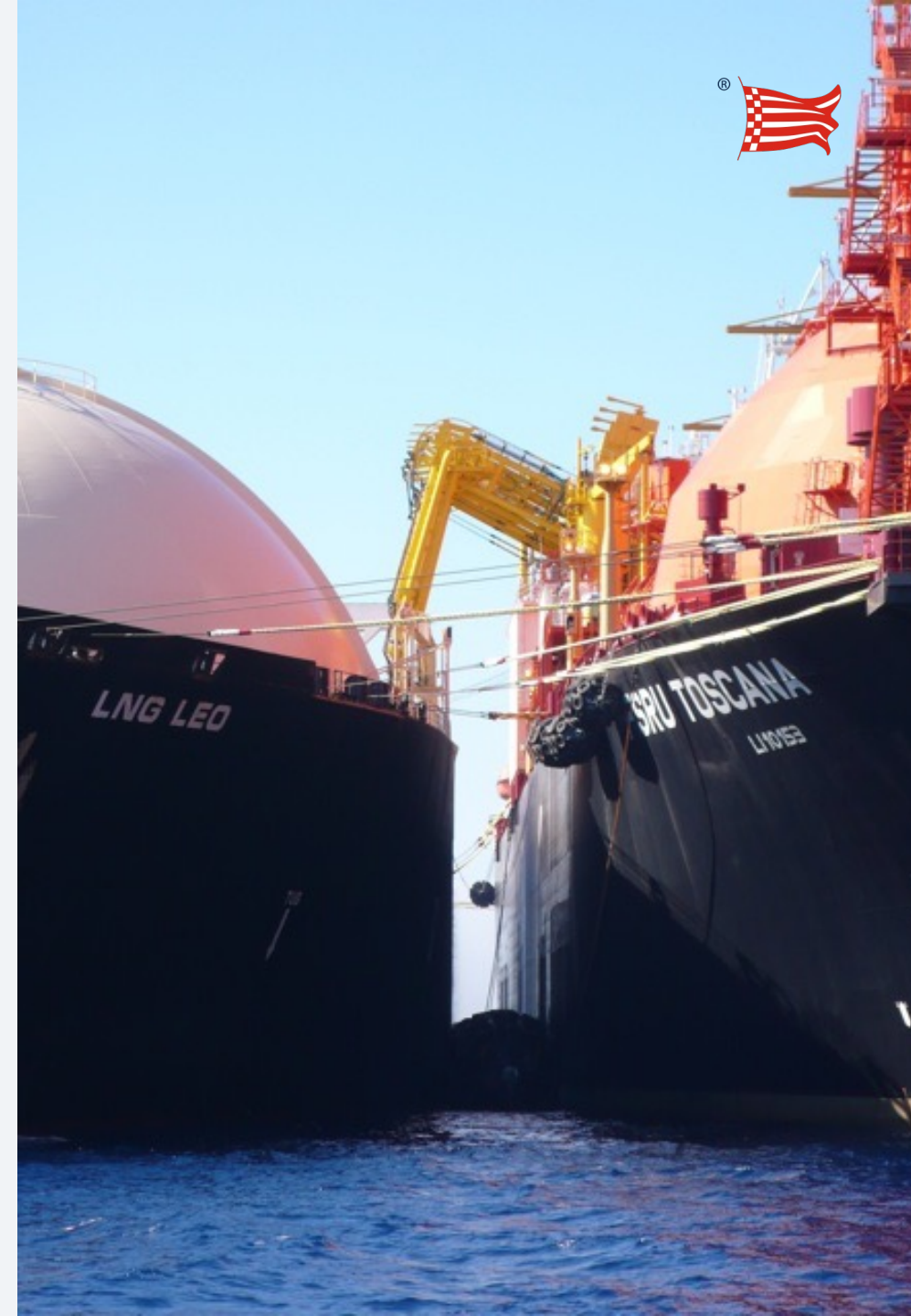
Training and Skill Development: Training is vital for a skilled workforce in shipbuilding. With our Academy we can develop training programs and strategies to enhance the skills of shipyard personnel.



LNG Consultancy

Tailor-made consulting services for all LNG needs:

- Project Management
- Risk Evaluation (HAZOP/HAZID)
- Marine operations
- Shore terminal operations
- Procedures development
- Ship to Ship
- Compatibility assessment
- Training
- Human resources recruitment/selection/management
- Other
- We can provide complementary services in training, simulations, technical advisory and support services, procedure development and legal compliance (SEVESO III, AIA, ETS), consultancy design, construction, commissioning, exploitation, operation and maintenance of LNG terminals and LNG carrier operations and maintenance.
- We collaborate with companies to achieve their expected results regarding their LNG project and optimize their supply chain (LNG procurement, shipping, logistics, etc.)



Human Resources

We operate an ISO accredited crewing company based Trieste and provide highly trained and dedicated sea and shore staff with high retention rates.

All our crew and shore members are carefully vetted prior recruitment and are continually evaluated and trained:

- ISO certified systems
- Effective training through our own cadet training programme, in-house courses and national training academies.
- On board training conducted by dedicated fleet training managers.
- Selection, recruiting, management of European Union seafarers, pilots, training, certification.
- Administration, Payroll, budgets, accounting, finance, auditing, taxation in accordance with Italian and international standards
- Catering services
- Travel agency





Crew Manning

Our Manning (HR) Business Unit started in 1948.

Our clients can count on us for the entirety of the working relationship with our professionals because the services we offer have been developed and selected during our 70 years of experience.

We can select, recruit and manage professional personnel in the following field:

- Oil&Gas Industry both offshore and onshore
- Maritime
- Catering

 <p>SCREENING</p> <p>Screening, Interviewing, Reference Checking, Selection & Proposal of CV's of Candidates to Owners/Managers.</p>	 <p>HIRING & DOCUMENT CONTROL</p> <p>With high security systems in place, our HR department can efficiently manage documents.</p>	 <p>MEDICAL FACILITIES</p> <p>We can book medical examinations worldwide with audited physicians both in clinics for professional and maritime medicine.</p>
 <p>TRAINING</p> <p>Managing training and refresher courses as per Company requirements.</p>	 <p>FLAG DOCUMENTS & VISA</p> <p>Our excellent relations with various consulates and maritime authorities allow us to obtain the requested services in reasonable time.</p>	 <p>TRAVEL ARRANGEMENTS</p> <p>Our internal travel agency provides 24/7 assistance.</p>
 <p>CERTIFICATES VERIFICATION</p> <p>Verifying of IMO, GMDSS, DP, OPITO and other Certificates at the competent Authorities.</p>	 <p>PAYROLL</p> <p>Timesheet verification and payment of wages, including social contributions, if due.</p>	 <p>CREW CHANGE PLANNING</p> <p>Organisation of the rotation program, according to the client's needs.</p>
 <p>LEGAL ASSISTANCE</p> <p>We support our clients in case of legal actions.</p>	 <p>INSURANCE</p> <p>We provide our crew with MLC compliant insurance. We also have an internal insurance company "Cosulich Assicurazioni".</p>	 <p>OFFICE WORLDWIDE</p> <p>Our offices and our associate offices are all over the globe, giving us a worldwide reach, in continuous expansion.</p>



Maritime Academy



Gente di Mare srl
Via San Giovanni, 13
57123 Livorno – Italy

A Company of
Fratelli Cosulich Group



Ship Management - Companies



Three companies belong to SHIPMANAGEMENT BU



ECOS

Company specialised in FSRU management, Offshore StS operations, LNG handling and rigasification



Fratelli Cosulich SHIPMANAGEMENT

Company specialised in design and management of LNG vessels and LNG asset management, Dry Bulk and General Cargo



Fratelli Cosulich BUNKERS (S)

Company specialised in management of Oil Tankers (bunker vessels) and Chemical Tankers (Methanol)



Thank you very much for your attention

