

# PERFECT SERVICE PARTNERS **FOREVER**



## **HANJIN** SHIP MANAGEMENT

Your trusted partner in delivering premier total ship management service and quality marine engineering services

[www.hanjinsm.com](http://www.hanjinsm.com)



79-9, Jungang-dong, 4-ga, Jung-gu, Busan, 600-755, Korea  
Tel: 82-51-460-8200 Fax: 82-51-469-1596 E-mail: [sales@hanjinsm.com](mailto:sales@hanjinsm.com)  
[www.hanjinsm.com](http://www.hanjinsm.com)



Perfect Service, Partners Forever  
Hanjin SM unceasingly strives to be a Globally  
Trusted Service Partner providing a

# Premier Total Ship Management Service with Passion, Innovation and Challenge.

## CONTENTS

02	Greetings
04	Corporate History
<b>06</b>	<b>Total Ship Management Service</b>
08	Ship Maintenance
09	Ship Repair
10	Purchasing / Procurement
11	Operational Support
12	Portal IT System
14	Crew Recruitment
15	Competence Improvement
16	Crew Education / Training
17	Training Center
18	SHEQ System Management
19	Safety / Environment Policy
<b>20</b>	<b>Marine Engineering Services</b>
22	ZESCO Drydocking Service
24	Insurance Management
25	Supervision, Consulting & Procurement
<b>26</b>	<b>Why HSM - Six Solutions</b>

Hanjin SM with over 60 years experience is committed to adding value to your business with a combined service of Technical Ship Management, Crew Management, and Safety, Health, Environment and Quality Management fully supported by computer-based Vessel Management Systems and highly experienced superintendents.

As a globally trusted service partner, we are proud to provide you with Safe, Cost-Effective & Stringent Quality management followed by the best suited ship operating costs tailored to each customer's needs.



## Over 60 years of Ship Management in Asia

With over 60 years ship management experience, Hanjin SM, spun off in 2006 from the Hanjin Shipping Co., Ltd., has developed a Premier Total Ship Management Service, utilizing accumulated skills and global networks over the world.

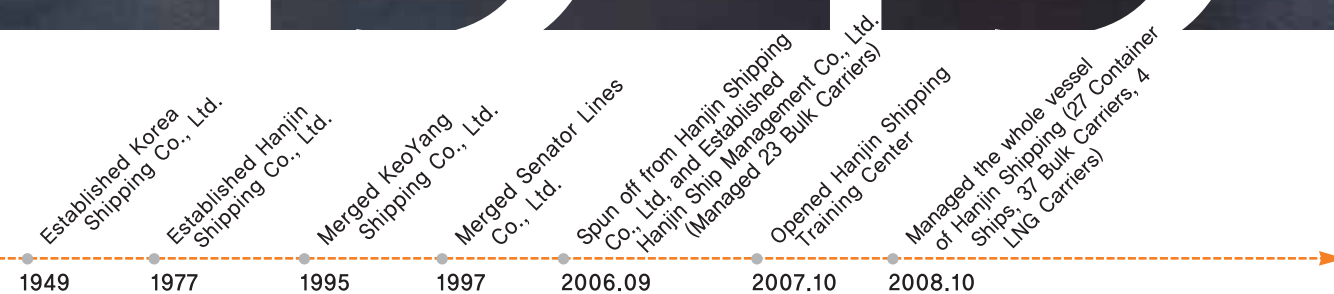
With a primary focus on a combined service of Technical Management, Crew Management and Safety & Environment Management, we provide highly experienced and skillful engineers and tailor-made quality crews for the best interest of ship owners along with cutting-edge IT vessel management solutions and a variety of marine engineering services.

Hanjin SM has a large number of professional multinational crews and full time qualified shore-based staffs, managing a diversity of and a number of vessels including, but not limited to container vessels, bulk carriers, LNG carriers, chemical tankers and other types of vessels.

We are committed to maintaining the highest standards of safety, quality, and environmentally friendly operation both on board and ashore.

Pledging client-focused and cost-effective services with an uncompromising standard of quality, we are dedicated to safely managing your ships by ensuring strict quality management systems.

# 1949



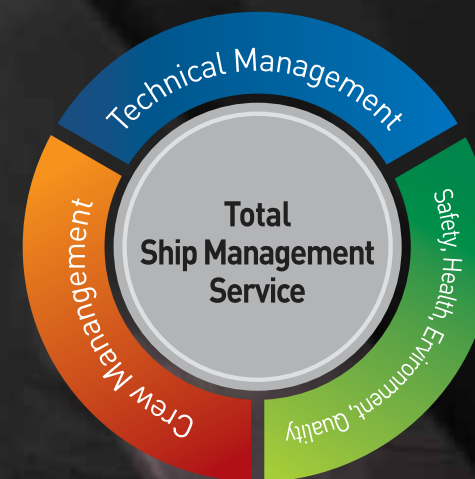


# We provide you with Total Ship Management Service

including ship maintenance, repair, crewing, and safety management.

- ▶ Ship Maintenance
- ▶ Ship Repair
- ▶ Purchasing / Procurement
- ▶ Operational Support
- ▶ Portal IT System

- ▶ Crew Recruitment
- ▶ Competence Improvement
- ▶ Crew Education / Training
- ▶ Training Center



- ▶ SHEQ System Management
- ▶ Safety / Environment Policy



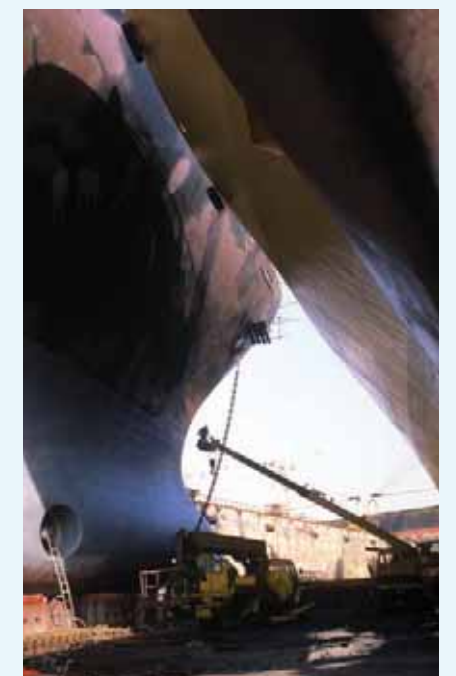
We manage ship maintenance in good technical conditions in compliance with all national and international statutes and regulations by implementing preventive maintenance policy since the year of 1987.

- PMS (Planned Maintenance System) - Maintenance system by scheduling inspection, utilizing preventive maintenance cards.
- PCM (Pre-Check Maintenance) - Maintaining the provisions of the machinery & equipments under the pre - checked by Chief Engineers on board.



We are focusing our efforts on preventive maintenance practice by finding out any potential defects in advance to ensure that we operate vessels on schedule without any delay, providing repair services pursuant to flag state and class society's requirements, design requirements, and ship owner's requests.

- Running Repair - Keep the best working conditions of Hull and Machinery by carrying out repairs such as exchanging pipes, welding and maker's services to main engines, generator engines & other auxiliaries
- Drydocking - To ensure seaworthiness of ships, most ships are required to be drydocked twice every five years. Some ships may have the intermediate drydocking waived by performing an under water inspection.



Maintenance is retain and restore the best quality of vessel machineries & equipments by regular checks and inspections so as to expand vessel's life span. To ensure each vessel meets principal expectations and all industrial standards, we utilize preventive maintenance cards encompassing maintenance schedule & history, required materials and necessary personnel per each item. Implementing standardized maintenance systems & plannings, Hanjin SM achieves vessel's maximum useful life, minimizing maintenance costs to the lowest level.

Repair is reconditioning, overhauling or exchanging machineries and equipments to a good technical condition in accordance with vessel operational plans. By employing highly experienced superintendents and real-time communication system between ship and shore, Hanjin SM maintains stringent quality standard on repair works to meet customer's needs.



To maximize work efficiency on board the vessel in light of procurement, we take advantage of computer - based VMS (Vessel Management System) and ERP (Enterprise Resource Planning) solutions to systemize close ship monitoring and supply process such that we standardize items to each vessel on a regular basis and in a cost-effective way.

- Heavy Fuel Oil / Marine Diesel Oil
- Lubricant Oil
- Spare Parts
- Consumables
- Paints
- Outfitting
- Safety Devices
- Chemicals
- Lashing Gears
- Charts and Other documents



Supply is timely providing equipments, spare parts and bunker oils including vessel accessories, fittings, paints, chemicals, and lashing gears etc to guarantee effective vessel operation. An excellent purchase power gives HanjinSM edge over other competing managers in terms of reasonable ship operating costs letup and effective operational support, employing our global networks any time and anywhere over the world. To implement the web - based VMS and E - Procurement System makes the overall procurement process systemized between suppliers and Hanjin SM.

Hanjin SM achieves the safest and cost-efficient operation, with experienced technical superintendents and with computerized maintenance system which enable us to :

- Support navigation, route, weather forecast information on a real - time base
- Provide port information and support to prevent any kind of damage of the freight
- Provide information for PSC and Vetting in support of inspection
- Manage up - to - date documentations pursuant to domestic regulations and international treaties.



Operational Support is manage, control and assist in ships by proactive planning to warrant the safest and fittest voyage for the sake of shippers and owners. Providing domestic & overseas ' regulatory schemes to vessels on time and operational support accordingly, we clear the ways to achieve the highest level of safety and legal compliance with an uncompromising standard of safety which allows prompt and accurate transportation, regular condition assessment, dry dock planning & supervision, budget control and certification & vetting.



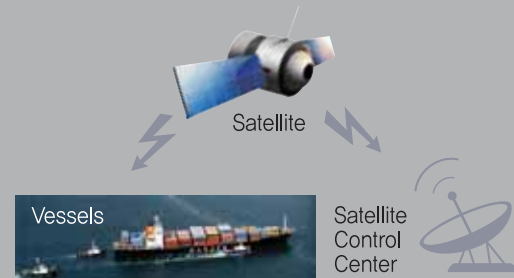
## VMS (Vessel Management System)

VMS (Vessel Management System) solution is, by its proven proprietary software application, designed to provide customers with distinguished service in all aspects of ship management through directly answering the needs for proper and timely information flow between vessels and shore.

Our computer-based IT solution for vessel management allows customers to have a direct access to their assets any time and any place. Hanjin SM has designed the VMS to strengthen customer-tailored management service. We maximized the synergy, formulating systems to exchange information and data via email through satellite.

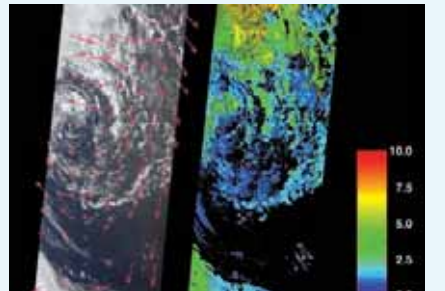


# VMS



Hanjin Ship Management Managers
Clients
Classification
Weather Company
Crew Agents
Crews
Hospitals

Vessel		Office			
<b>VESSEL MANAGER</b>		<b>TECHNICAL</b>	<b>CREW</b>	<b>TRAINING</b>	
• HOME	• OPERATION	• HOME	• OPERATION	• COURSE	
• MAINTENANCE	• PURCHASE	• MAINTENANCE	• PURCHASE	• E-LEARNING	
• CREW	• SAFETY	• SAFETY	• OPEX	• COMPETENCE	
• IMPROVEMENT	• DOCUMET	• IMPROVEMENT	• DOCUMENT	• INSTRUCTORS	
• SES(E-LEARNING)				• HISTORY	
<b>FMS</b>	<b>PMS</b>	<b>Ship Tracking</b>	<b>ERP</b>	<b>E-BOOKI</b>	
<b>EDMS</b>	<b>LOADCOM</b>	<b>OPEX</b>	<b>HRIS</b>	<b>LMS</b>	



Hanjin SM's cutting-edge IT solution, named VMS enables us to offer the highest level of a premier total ship management service, allowing customers to have direct access to real time information on vessels via satellite.

- FMS - Fleet Management System
- PMS - Planned Maintenance System
- Ship Tracking System
- ERP - Enterprise Resource Planning
- E - Booki - Electronic Drawing Management System

- EDMS - Electronic Documentation Management System
- LOADCOM - Freight Loading Control System
- OPEX - Operating Cost Management System
- HRIS - Human Resource Information System
- LMS - Learning Management System



Hanjin SM manages a crew resource pool of a large number of multinational seafarers from 13 countries such as Korea, Philippines, Myanmar and Indonesia, constantly investing in upgrading and expanding the pool of highly qualified, motivated and dedicated crews under the current environment of manning shortages.



## Crew Recruitment from 13 countries

- Korea
- Philippines
- Indonesia
- Myanmar
- China
- Thailand
- India
- Ukraine
- Russia
- Poland
- Malaysia
- Bangladesh
- Vietnam

We aim for newly employed officers to smoothly induct into organization and field environment by structured familiarization programs such as :

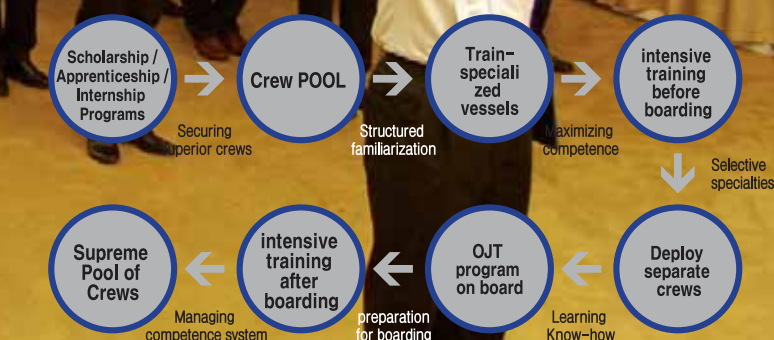
- Apprenticeship program for the juniors
- Internship programs for the seniors
- Scholarship program for potential candidate officers

We are ready to provide highly trained quality crews who underwent a vigorous selection process from overseas via foreign maritime universities and reputed agents in Philippine, Indonesia, and Myanmar.

Hanjin SM supports safe operation by providing manning solutions to our customers, maintaining a pool of qualified and well trained seafarers.

We manage the whole competence programs as below. We support systematic promotions and offer unparalleled fringe benefits to our onboard crews.

- Provide qualified and well - trained officers and ratings.
- Deploy separate crews according to individual 's duty and task.
- Manage fleets by different types
- Support early promotions by rank under reasonable and objective corporate standards.
- Provide numerous welfare initiatives with significant and additional advantages.



By focusing on clear and transparent promotion and payroll administration, Hanjin SM increases crew morale, motivation and commitment, with unparalleled fringe benefits bestowed upon seafarers such that individual excellence translates into organizational accomplishments.



Hanjin SM takes pride in its competence training system as below :

## Training Center

- Structured curriculum approved by Korean Government
- Cutting - edge training facilities
- Superior instructors with on board career over 10 years as a captain/chief engineer
- Best suited education for each seafarers

## Structured curriculum

- 52 courses in total (8 courses for Required competence, 36 advanced courses for shipping competence, 3 courses for Leadership, 5 courses designated by Korean Government : BRTM, ERM, SHS, ERS, ECDIS)

Hanjin SM Training Center is the first training institution for both seafarers and ship managers authorized and certified by the Korean Government, which has superior instructors, state-of-the-art facilities, structured curriculum, and considerable educational experience.



- Area : 794m<sup>2</sup>
- 9 training rooms : Ship Handling Simulator Room, ARPA RADAR Simulator Room, ECDIS Simulator Room, GMDSS Room, Oil Pollution Prevention Room, Electric Room, Engine Control Simulator Room, Reefer Container Room, CBT Room
- Training equipments : 7 types of simulators, 115 types of practical equipments
- Maximum number of training : 94 persons



## Train-specialized vessels

- Fully Equipped with training facilities for officers and engineers
- 4 Container Vessels : HJMR(4024TEU), HJMT(4024TEU), HJBJ(5302TEU), HJPO(6655TEU)

## Learning Management System (LMS)

- Web - based education system
- Systematically managing crew education

Ship Handling Simulator

ARPA RADAR Simulators

ECDIS Simulators

GMDSS

Engine Room Simulator

Pneumatic Control System Simulator

Electric Training Module

Oily Water Separator

Reefer Container & Simulators



Hanjin SM takes pride in its competence training system including structured international training curriculum, a cutting - edge training center, well - organized learning system and highly experienced and qualified instructors.

We offer practical and effective trainings taught by former captains and chief engineers with experiences of over 10 years, capitalizing on state of the art facilities such as the SHS simulator, oily water separator and engine control simulator so that we cultivate seamanship capacity.



Hanjin SM is proud of having established and operated an Integrated Management System incorporating the Quality, Environment, Occupational Health and Safety standards and other ISM & ISPS code requirements certified and approved.

- Carry out required inspections (SIRE/TMSA/CDI - MPC/Right Ship inspection)
- Distribute all the international and domestic Rules & Regulations
- Deal with accidents and Establish recommendations for the mid & short - term.
- Plan to prepare PSC inspections and Build improvement for the next inspections.
- Frame policies for protecting environment and joining GRI.

Safety Management is minimize health & safety related incidents through systematic management and training of its risk, prioritizing prevention through audits and inspections. A high level of safety at sea is maintained through monitoring internal directives and policies of Health, Safety, Environment and Quality. We also provide systematic safety management services by establishing counterplans through analyzing accident cases and conducting regular internal and external inspections.

Hanjin SM aims to reduce operational emissions(such as CSNOx) as much as reasonably practicable. In order to maintain the above standards, all those in authority will incorporate relevant environment requirements into their plans, procedures, guidelines or directives it might be issued. Furthermore, our dedicated R&D team continue developing innovative products and processes for lower operational spent.



OHSAS 18001



ISO 9001



Safety Management Certificate



ISO 14001



Document of Compliance



International Ship Security Certificate



All company activities are planned and undertaken according to the following goals :

- Zero personal injuries
- Zero accidents
- Zero damage to equipments
- Zero operational disruptions
- Zero oil spills
- Zero pollutant

- International Safety Management (ISM) Code adherence & implementation
- Manage International Ship & Port facility Security (ISPS) procedures
- Manage Environmental plans and ISO 14001 certifications
- Liaising with flag - state and classification societies
- Handling and investigating personal injury, accidents and emergencies 24/365
- Expert advice on safety, environmental and security issues
- Monthly reporting on matters relating to accidents, casualties, near misses
- Developing and running safety and environmental campaigns

Policy

Main Manual

Procedures

Work Instruction

" Safety, Health, Environment and Quality Management (SHEQ) System" is best - in - business quality assurance tools consisting of the Quality Management (ISO 9001 - 2000), Environmental Management (ISO 14001), Occupational Health and Safety (OHSAS 18001) standards Management and other ISM & ISPS code requirements. Hanjin SM is totally committed to zero accidents, zero damage to equipment, zero personal injuries and zero oil spills by stringent regular internal and external inspections through our highly experienced professionals.

Hanjin SM aims to reduce operational emissions(such as CSNOx) as much as reasonably practicable. In order to maintain the above standards, all those in authority will incorporate relevant environment requirements into their plans, procedures, guidelines or directives. Furthermore, our dedicated R&D team continues developing innovative products and processes for lower operational costs.



# We provide you with Various Marine Engineering Services

including drydocking service and  
ship design/building supervision.





# ZESCO Drydocking Service

ZESCO is established as a joint venture with Hanjin Shipping (Korea), K-Line (Japan), Sinotrans Group and shunhe Shipping (China) located on Dachu Shan island in the gate way to HangZhou bay of China.

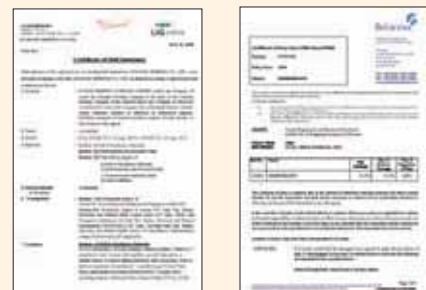
- 2,500 employees including skillful Korean managers.
- 551,310m<sup>2</sup> area and drydocks that can be accommodate up to 300,000 DWT class
- Affording over 150 ships a year and planning to expand its capability over 300 ships a year
- Located near the greatest container terminal, Yangshan terminal and the largest shipbuilding complexes.
- Considerable depth of water, low rainfalls and lots of island nearby make ZESCO the most suitable location for ship repairing.



We, as an official agent of the ZESCO repair shipyard, provide our customers with tailor - made dry docking repair brokering service including arranging repair schedule, obtaining reasonable estimation and performing on - site supervising. A various services including general repair works, conversion to tankers, bulkers, even offshores are successfully delivered by the internationally renowned shipyard.



Hanjin SM offers professional insurance management services in cooperation with reputable insurance companies overseas. We assist in purchasing insurance coverage at competitive prices, coordinate marine claims, and advise ship owners on relevant maritime perils. Through our specialists in maritime law, we aim to protect your assets to the fullest extent with attractive terms and conditions secured and timely advice followed.



We professionally help ship owners obtain insurance cover at competitive rates and best terms & conditions, offering expert advice and prompt follow-up measures for claim handlings and any maritime perils.

With surpassing skills accumulated over 60 years, Hanjin SM is pleased to provide you with quality marine engineering services such as the supervision of ship design, building & conversion, procurement and technical consulting.

## Design Supervision

- Approve plans & drafts for shipbuilding
- Review standard working procedure
- Review Full Specifications and General Arrangement
- Review Maker's List

## New Building and Conversion Supervision

- Supervision of shipbuilding
  - Hull part
  - Machinery Part
  - Electrical Part
  - Painting Part
- Supervise shipbuilding process
- Examine machineries and equipments
- Participate in machinery tests and sea trials
- Review final drawings and documents

## Management System Consulting

- PSC inspection support
- ISO 9001, ISM (International Safety Management provision) and ISPS (International Ship and Port Facility)
- Onboard Supervision of Safe cargo handling operation & Safety Management of Tankers (Tanker, Chemical, LNG, LPG)
- Safety & CDI inspection for various vessels
- TMSA consultancy & TMSA audit for tanker Owners/Operators
- Training for company staffs & Shipboard Senior officers on tanker, chemical & gas carriers
- Risk Assessment, Accident Investigation & Analysis onboard and Training for office staffs/crews
- Oil major vetting inspection preparation & Consultancy for Owner's comments against oil major/CDI vetting Observations
- Purchasing & Chartering inspection on behalf of Owners/Operators

## Purchasing / Procurement

- Spare Parts
- General Consumables
- Food stuffs & Bonded Goods
- Marine Paints
- Chemicals
- Lashing Gears
- Charts & Publications
- Bunker Oil (HFO, MDO)
- Lubricant Oil (MCO,MSO,GSO,OLO)

## Technical Consulting

- Technical review of the machinery and equipments
- Examination of the business feasibility





# Six Solutions

## Supreme System

- Our cutting-edge IT solution enables us to offer the highest level of a premier total ship management services.
- The total system covers all our services from technical management, crew management to SHEQ management all in one.

## Sufficient Competence

- With over 60 years ship management experience, we provide you with quality service by our highly experienced and skillful managers.
- Competing officers and ratings operate your vessels safely.

## Supplying Network

- With 135 offices and agents in the 54 nations, we timely supply ship equipments and bunker/lubricating oils.

## Safety First

- We make every endeavor to prevent any accidents with the ZERO-Accident campaign all year round.

## State-of-the-art Facilities

- Our state-of-the-art training system and curriculum keep managers and crews advanced consistently for your safe operation.

## Satisfactory Report

- Based on thoroughly analyzed data, the competitive operating cost is calculated.
- Accounting reports is transparently processed and keep you submitted periodically.



# Facts & Figures



## Organization \* SHEQ stands for Safety, Health, Environment and Quality

### TECHNICAL MANAGEMENT DIVISION

- Container Fleet Management Team
- Bulk Fleet Management Team
- LNG/Chemical/Tanker Fleet Management Team
- Fleet Support Team

### SHEQ\* MANAGEMENT DIVISION

- Quality & Security Management Team
- Safety Management Team
- Environment Management Team

### SHIP SUPPLY TEAM

### ADMINISITRATION DIVISION

- Accounting Team
- Legal Affairs & Insurance Management Team

### CREW MANAGEMENT DIVISION

- Crew Resource Management Team
- Crew Management & Support Team
- Crew Training Center

### MARINE ENGINEERING DIVISION

- Ship Building & Engineering Team
- Marine R&D Team
- Fuel Control Consulting Team

### MARKETING TEAM

## Under full ship management

Container Vessels	31	4000TEU/4300TEU/5000TEU/5500TEU
Bulk Carriers	34	Handy/Panamax/Capesize
LNG Carriers	4	138,000 cbm
Chemical Tankers	4	13,000 dwt



## Pool of Crews

