

Globally Trusted Partner

# eUSU: ShipManagement

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





# Over 65 years Begin, Again

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eUSU  
eUSU: ShipManagement



# History

Since 1977,

## Beginning

- 1977. 12. Established Hanjin Shipping Co., Ltd.
- 1995. 02. Acquired Keoyang Shipping(bulk carrier)

## Setting up

- 2006. 08. Spun off from Hanjin Shipping and started as an independent ship manager "Hanjin Ship Management"

## Growing

- 2010. 05. Founded Eusu Total Services for supply of articles and accessories of vessels
- 2011. 12. Selected as operator of Ara Marina Yacht Repair Center in Gyeongin Waterway and founded Ara Marina Yacht Repair Center
- 2012. 09. Founded H. Ocean Manila, a company for recruiting and training seafarers in the Philippines
- 2014. 12. Changed company name to "EUSU Ship Management"

## Awards

2010. 05



Appointed as the best ship management company by Korean Register

2012. 12



Selected as the excellent Ocean Accident Management Company by Korean Government

2013. 11



Selected as the excellent Ocean Accident Management Company by Korean Government



# ⋮ Total Ship Management

Based on the ship management know-how accumulated for about 60 years as Korea Shipping Corporation and Hanjin ShipManagement, Eusu ShipManagement provides high quality ship management services with experienced professionals and an advanced IT system. We strive to offer the best services and stand as the global top ship manager.



Technical Management



Crew Management



New Building Consulting



Insurance & Claims



Vessel Operation Consulting



# Fleet List

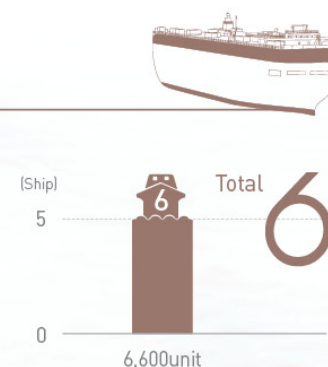
## Oil / Chemical Tankers

We started chemical tanker ship management with thirteen 20,000 & 13,000 CBM class chemical tankers in 2009. Though relatively young in this segment, we successfully managed the vessels with the help of an established technical management system and experienced superintendents and recorded 100% Oil Major Vetting pass rate for the past two consecutive years.



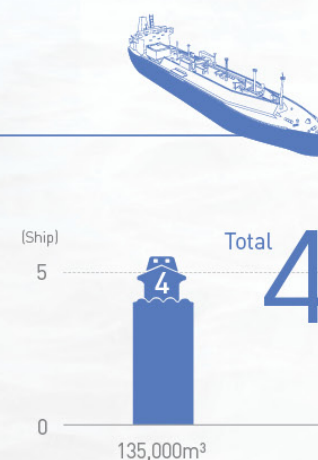
## PCTC

We work with Korea's biggest car carrier operator in partnership and are expanding the number of vessels under our management.



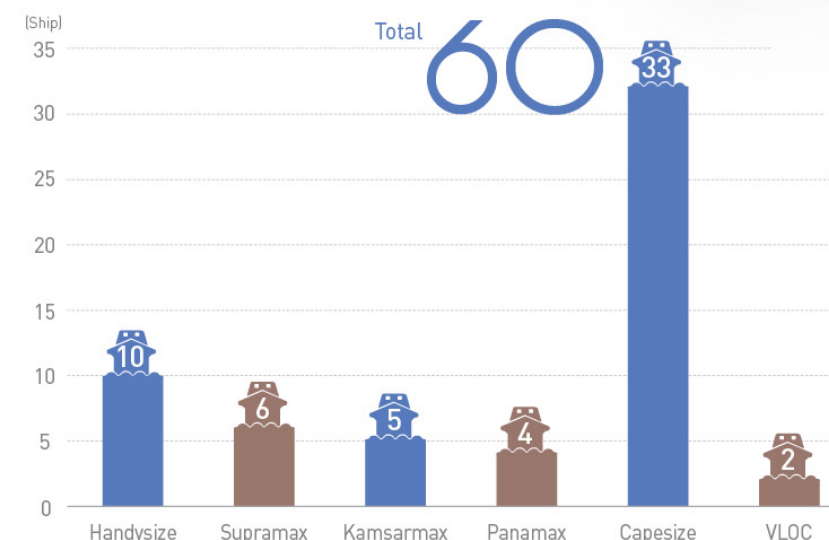
## LNG Carriers

We are the most experienced and renowned LNGC ship manager in Korea with over 20 years of history managing four 138,000 CBM LNGCs successfully. We are experts in membrane type LNGCs and have earned up-to-date knowledge such as MEG1 and Re-Liquefaction systems.



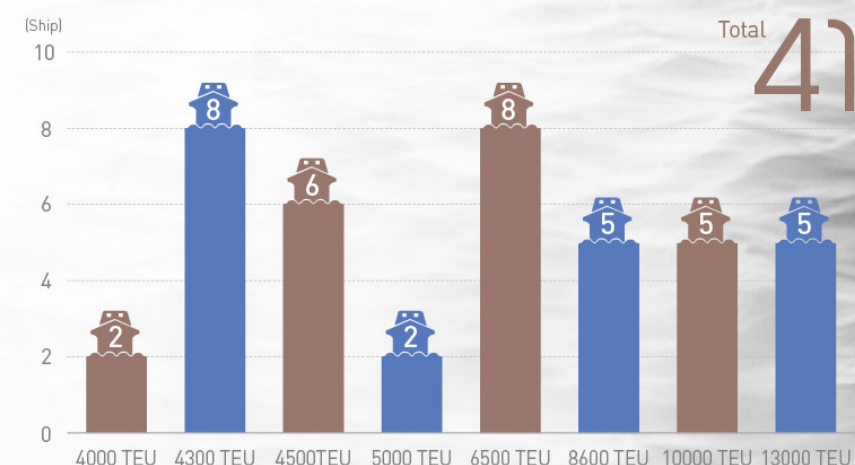
## Bulk Carriers

Our bulk carrier's segment is supported by significant experience with the technical management of bulk vessels of different tonnage. Eusu ShipManagement operates bulk vessels under full technical management around the world.



## Container Ships

We have developed wide expertise in the full technical management of different sizes of container vessels from many of our management centers. Our global service network is an ideal match for the global industry.






# IT System

We provide more efficient and economical ship management services with a sophisticated ship management system based on safe operation.

We have established a system of services flexibly accommodating for various clients' demands in response to changing international regulations and the marine environment.

All in One: integrated management that combines members with the system



## eUSU: ShipManagement

### Maintenance

- Planned Maintenance
- Repair
- Monitoring of M/E, G/E, Auxiliary Machineries
- Energy Saving Management
- Spares and Consumables

### Operation

- Ship Tracking
- Operation Reports
- Vessel Schedule
- Port Information
- Cargo Handling
- Accident Analysis

### Procurement

- Inventory Management
- Fuel and Lubricating Oil
- Fleet Information

### Crew

- Crew Training
- Status

### Safety

- Vetting / Audit
- PSC
- Crew Management

### Documents

- Instructions
- Drawings
- Suggestions

Owner's Portal System  
Periodical Report



# Safety Management

## Safety Management Activities

- System-based Planning and Prevention Scheme

  - Maintenance based on PMS
  - Management by professional superintendents with many years of experience
- Safety Navigation Management

  - Open communication between on-board & on-shore through an efficient system
  - Provision of passage plan, ship tracking, weather and port information
  - Vessel safety monitoring (periodic visit, special management vessels, internal & external inspections, etc.)
- Safety Education, Training, and Emergency Management

  - On-board emergency drill and joint emergency drill on board & shore
  - Education of crew during vacation
- Accident Prevention Activities

  - Safety Together 365 campaign
  - Incentive for safety service and elimination of factors hindering safety through coaching
  - Improvement of safety management capacity by reinforcing risk recognition ability
- Safety Policy & Regulations Management

  - Management of safety performance
  - Sharing of PSC / Safety information and analysis of maritime conventions / Rules & Regulations
- Anti-Piracy Training

  - Boarding of anti-piracy agents & on-board safety management
  - Provision and distribution of latest information regarding high risk areas for piracy attacks

## Safey Management Record

Low accident rate resulting from stricter safety management around the world

Standard for Serious Accident.



Comparision of accident rates.





# ⋮ SHEQ

## Safety, Health, Environment and Quality

We are strictly maintaining and managing an organized work system, various safety management techniques (including risk management), and specialized auditing to satisfy our clients with Safety / Health / Environment / Quality goals meeting international standards.

Ultimately, we fulfill the responsibilities as a leading company in the fields of shipping and shipbuilding, offering the best marine engineering services for our clients.

### SHEQ System

Integrated management system of Safety, Health, Environment and Quality

**ISO 9001**

Quality System

**ISO 14001  
KS 7001/7002**

Environment System

**ISM CODE**

Safety System

**ISPS CODE**

Security System

**OHSAS 18001**

Safety  
Health System

**ISO 50001**

Energy  
Management System



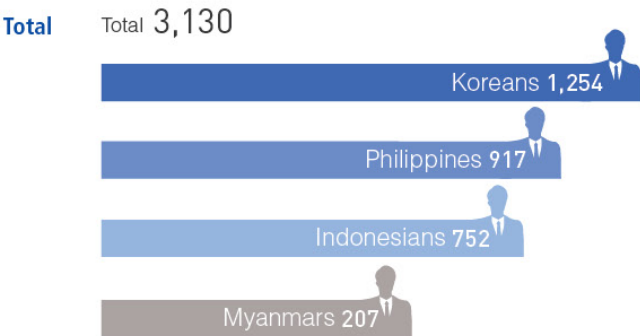
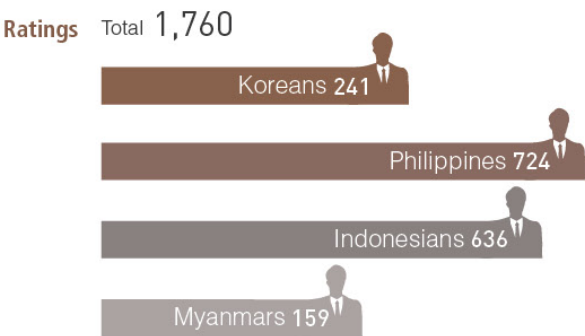
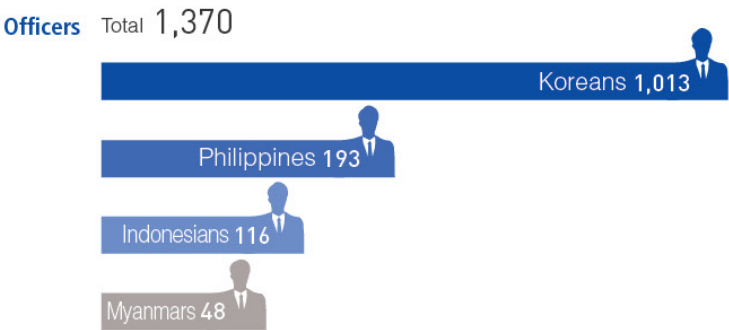


# Crewing

We systematically manage our crew pool with excellent training and education systems of the Crew Training Center after recruiting crews from domestic and overseas marine universities and crew supply center. We support safe and economically feasible operation of clients by organizing crews appropriate for nationality, vessel type and passage plan based on the needs of clients.

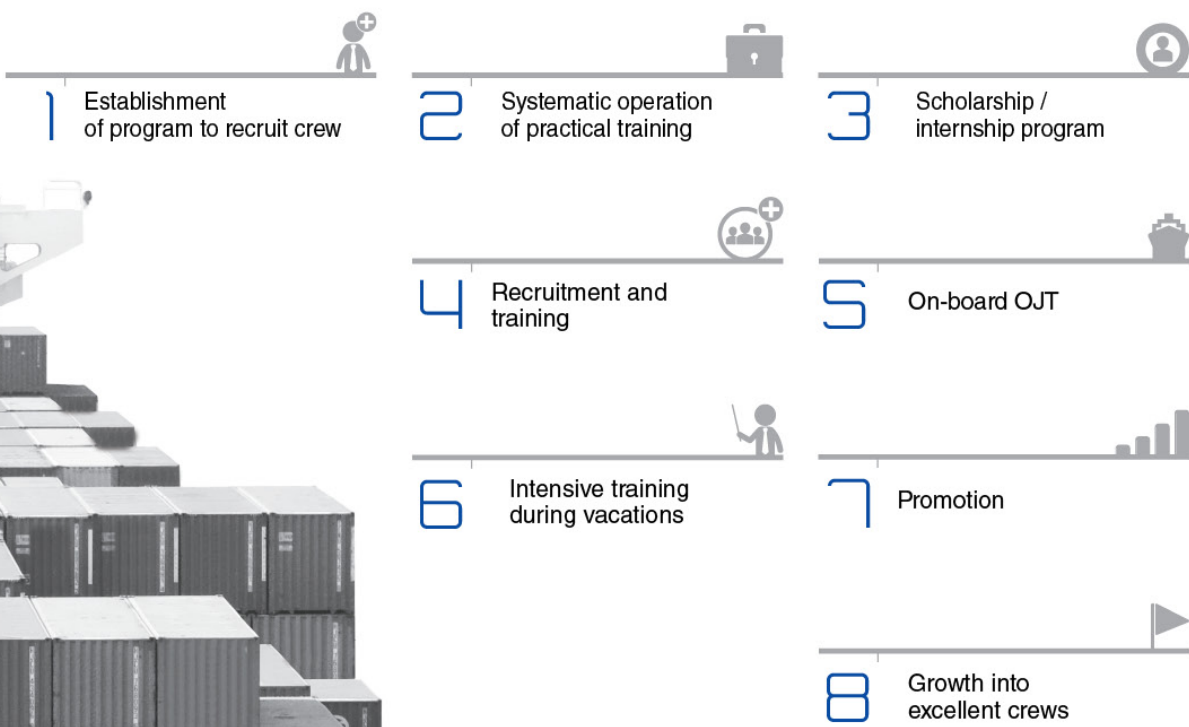
## Crew Pool

| Category | Koreans | Overseas    |             |          | Total |
|----------|---------|-------------|-------------|----------|-------|
|          |         | Philippines | Indonesians | Myanmars |       |
| Officers | 1,013   | 193         | 116         | 48       | 1,370 |
| Ratings  | 241     | 724         | 636         | 159      | 1,760 |
| Total    | 1,254   | 917         | 752         | 207      | 3,130 |



## Crew Management

We manage an excellent crew pool and selectively train national and international crews.



- Recruitment of outstanding crews
- Assignment of crews
- Shift management on crews
- Cultivation, education and training of crews
- Direct management of crew training center in the Philippines
- Welfare management for crews
- Operation of counseling office for crews

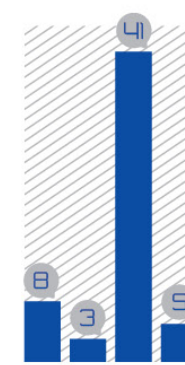






## MET (Maritime Education and Training)

4 Curriculums



8 Primary Courses

3 Leadership Courses

4 Common Job Competency Courses

5 Government Designated Courses

TOP  
OCEAN  
LEADER

- BRTM (Bridge Resource Team Management)
- ERM (Engine Room Resource Management)
- SHS (Ship Handling Simulator)
- ERS (Engine Room Simulator)
- CDIS (Electronic Chart Display & Information System)

## H. Ocean Manila Co. Inc.

H. Ocean Manila in the Philippines is a company of Eusu ShipManagement registered with Security and Exchange Commission (SEC) and Philippine Overseas Employment Agency (POEA) for growth and supply of human resources. It operates outstanding crew recruitment and training systems to provide high quality crew supply and management services in the Philippines.

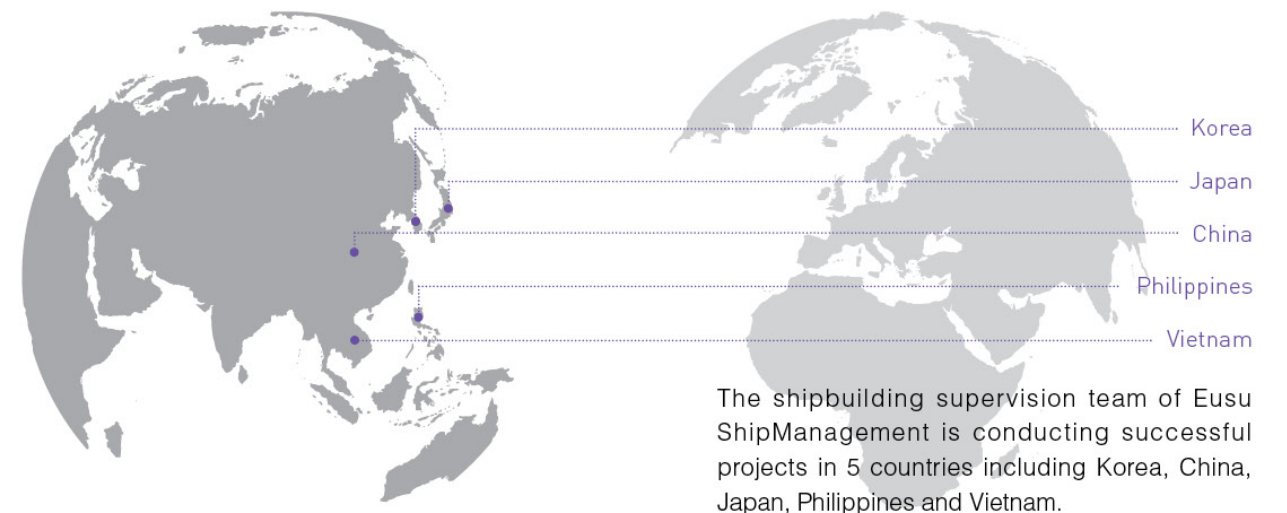


- Services for supply and management of excellent crews
- Best training system for crews
- Operation of apprentices and scholarship students
- First in the human resource industry to obtain Department Of Labor and Employment COC in 2014
- Appointed by Overseas Workers Welfare Administration as a company for Pre-Departure Orientation and Seminar training



# ∴ New Building Supervision

Eusu ShipManagement offers the best solution individualized for each client with know-how and technology accumulated in various fields including shipbuilding supervision on different vessel types and comprehensive consulting services for review on business feasibility of shipbuilding projects and contract negotiation.



The shipbuilding supervision team of Eusu ShipManagement is conducting successful projects in 5 countries including Korea, China, Japan, Philippines and Vietnam.

01

## Specification / Technical Review

- Shipyard appraisal and selection based on shipbuilding capacity and financial ability
- Full Specification review and reflection of demands of the ship owner company
- Supervision of technical meeting with shipyard
- Evaluation of equipment manufacturers and review of Maker List

02

## Design Review

- Review / approval of submitted design by shipyard to make sure that it satisfies the contract, building specification, classification standard, and international standards
- Request on improvement of problems that previously appeared on vessels of the same type
- Regular meeting with basic and detail design teams of shipyard
- Review of marine equipment supplier on the Maker List and final selection
- Review and technical evaluation of specification provided by marine equipment supplier
- Selection of excellent marine equipment and maker through negotiation with shipyard

03

## Ship Building Supervision

- Selection of a site manager and supervisor to be sent to the building supervision site
- Safety evaluation on yard conditions and worker safety
- Management of shipbuilding process schedule
- Quality inspection on the Hull, Outfitting, Accommodation and Painting
- Monitoring of shipbuilding site and preparation of supervision report
- On-site evaluation according to the contract, shipbuilding specification, design, and classification standard
- Performance inspection on materials and system commissioning
- Participation in seatrial & Shop test and feedback on the test result
- Extra / Credit cost management

04

## Delivery / Claim Management

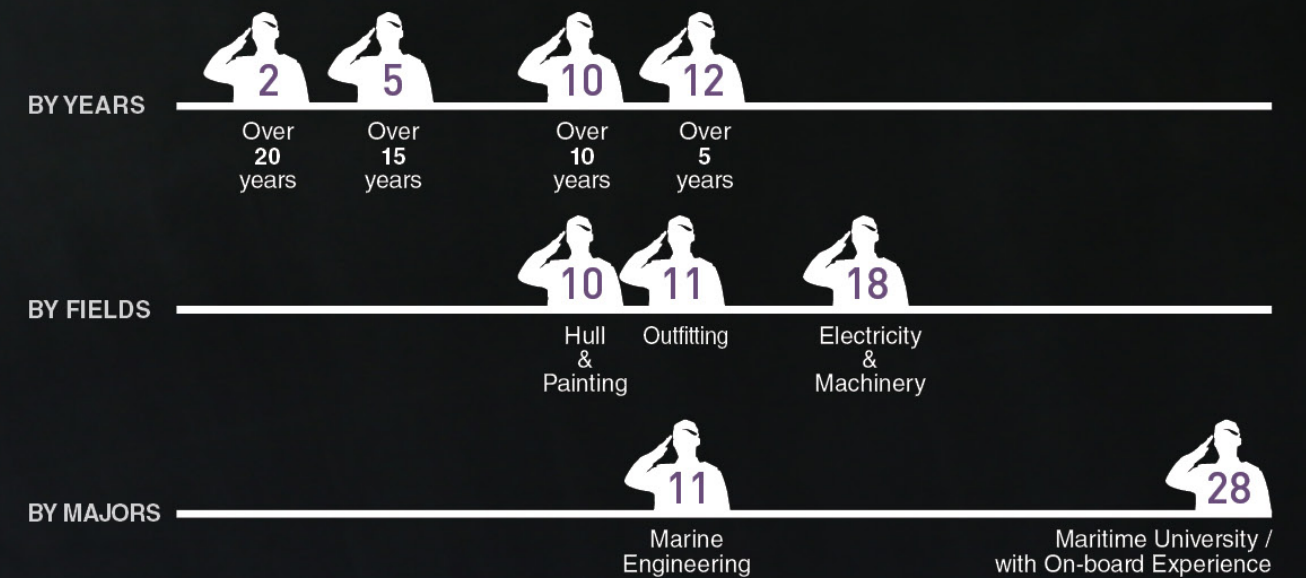
- Management of ship documents and certificates according to delivery of vessels (support on vessel registration)
- Management of shipyard supplies and shipowner supplies (initial supply)
- Measurement / settlement of residual fuel oil and lubricant oil
- Support on takeover crews
- Support on classification inspection and internal and external audit of ship management company
- Installation of ship operation / maintenance system
- Support on safe operation ritual and naming ceremony
- Final confirmation of Extra / Credit cost
- Confirmation of quality assurance for vessels and proposal of claims about defects found during navigation



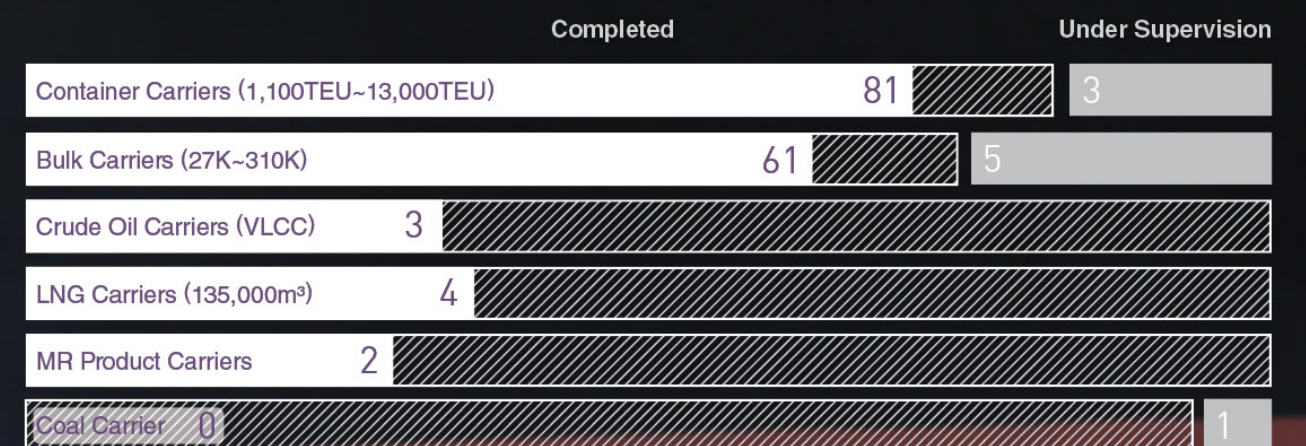
# Performance Record

Eusu ShipManagement has accumulated its shipbuilding supervision technology for the past 65 years, and it has a team of supervisors experienced in different vessel types to perform shipbuilding supervision at domestic and international shipyards.

## Superintendents Pool



## Vessel Type



## Shipyards / Owners





# Marine Service



## Vessel Inspection Service

We perform inspection and safety diagnosis with consideration on characteristics of different ship types in order to maintain optimal conditions and secure seaworthiness.

It is the best service that supports sale & purchase, enhances level of safety management, and maximizes cost reduction effect.

Especially, a systematized checklist for advanced devices, equipment operation, hull management know-how, and safety management technique is used.

We realize optimal benefit of ship owners by results obtained in step such as critical risks, recommendations for improvement, and cost reduction matters.

### | Service Characteristics |

- Rich experience in system operation and management of diverse vessel type (VLCC, LNGC, Chemical Tanker, Bulker, Container)
- Analysis and application of domestic and overseas trends and new regulations coming into effect
- Ship inspection performed by a group of deck / engine experts for each ship type
- Provision of ship inspection service using a systematized checklist and sufficient human resources
- Prevention of marine pollution and securement of ship safety through application of safety evaluation reporting

## Dry Docking Agent

Eusu ShipManagement provides a customized ship repair arrangement service to clients.

We provide the best services such as scheduling of timely docking and repair, negotiation for a reasonable docking estimate, and on-site supervision of repair.

We have achieved a variety of repair services ranging from vessel conversion to offshore repair.



## LED Lighting Agent

As an exclusive agent of Hansol Lighting, Eusu ShipManagement installs and sells LED (Light-Emitting Diode) light for Vessels and Port Facilities (transfer crane, gantry crane, yard lamp tower).

This LED light was designed to endure extreme environments with changes in temperature, vibration, humidity and voltage, and it has been accredited by Korea Register of Shipping.







## Smart Ship Project

### Internet of Things and Big Data come to realization in your vessels.

Our superintendents and data analysts are committed to developing an ideal model of smart ship with big-data found and collected from various sensors attached to all the relevant ship equipment on vessels.

Our Smart Ship Project has two approaches: Maintenance and Operation.

#### 01 Predictive Maintenance Solution (PdMS)

If you are aware that main engine of your vessel is expected to show failure in 48 hours, you must take precautions which help you prevent unnecessary costs and extend life of the vessel. This conceptual model was realized by Eusu ShipManagement. With a stream of sensors and various data from vessels, our grey box (mathematical/statistical model) calculates the status of equipment and predicts its breakdown moment. It requires profound statistical knowledge and vessel management experience to establish the grey box, and Eusu ShipManagement has finally done it. It not only helps reduce the number of accidents and maintenance cost, but is also critical for improving your vessel into a smart ship.

#### 02 Energy Saving Solution (ESS)

As oil price increases, there are many solutions to be developed for saving fuel cost in the industry. However, many of them are hard to be proven as considerably efficient, and solution providers seem to exaggerate the results. Moreover, it is necessary to make full use of solutions in order to save fuel cost. Crews are the main users of such solutions and they are not familiar with using solutions, which makes many solutions useless. Eusu ShipManagement has been developing an efficient energy saving solution with a user-friendly interface that can be utilized by anyone to control trim, speed, and engine performance. Furthermore, superintendents onshore can check performance of their fleet in real time.

## Marina

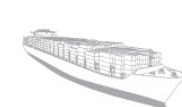
Eusu Marina Yacht Repair Center was launched in 2011 to provide premier yacht management and repair services to owners of yachts and boats based on the know-how gained with merchant vessels.

Experts in different areas such as hull, engine and interior maintain and manage your yachts and boats under optimal conditions, and the premier repair services include an organized preventive maintenance system and advanced environment-friendly equipment.



## Chartering

Our comprehensive business network has been established in the global liner, dry bulk and oil / chemical market where we are working with owners, operators, industrial companies, commodity traders worldwide, oil majors and major oil traders.



Container Vessels



Bulk Carriers



Tankers



Specialized Vessels

