

MISSION STATEMENT

As ship operators for the finance sector and its service providers we are optimising the maritime value chain in the long-term.

This is achieved through independence, a combination of professional experience and skills as well as all encompassing solutions.

CONSULTATION CONCEPT

Deutsche Seewert was founded with the aim of supporting financial institutions and their service providers managing their shipping assets.

Its objective is the development of timely and, wherever possible, long-term effective concepts and solutions, which will contribute to the value retention and profitability of ships, particularly in distressed situations.

As particularly distressed cases often have their roots in a variety of causes, one-dimensional solutions are often not appropriate. Hence, Deutsche Seewert has put together a team of experts that is able to thoroughly analyse, advise on, plan and carry out the appropriate measures. We offer an integrated consulting approach which covers all operative, financial and market related aspects of shipping.

Deutsche Seewert's independence will warrant objective analysis and conclusions vis-à-vis their principals. Suggestions and measures are solely aimed at bringing the respective ship back on course of economic success with a long-term perspective.

SERVICES OFFERED

The range of services by Deutsche Seewert is based on comprehensive know-how gained in many years of practical experience. These skills are complemented by hands-on management capacities which will ensure an efficient and target-oriented implementation of the developed concepts. It comprises five modules:

1. Appraisal
2. Evaluation and analysis
3. Compilation of conclusions and solution concepts
4. Implementation of solutions
5. Ongoing management / Monitoring

Clearly defined procedures and proven methods as well as broad and profound professional experience of many years by the managing partners ensure a multi-dimensional approach to solutions and highly efficient modus operandi.

SERVICES OFFERED

Appraisal

Compilation of all relevant key data concerning the ship owning company,
in particular:

- Technical data
- Income, employment
- Vessel operation, dry docking, downtime, technical problems
- Marine cover, claims history
- Equity, payout
- Investor / Board resolutions
- Senior debt
- Existing contract structure, if applicable investment prospectus
- Liquidity, accounts receivable, accounts payable

SERVICES OFFERED

Evaluation and analysis

Identification and denomination of challenges and opportunities in the areas:

- Marine engineering
- Ship operations
- Market analysis / Employment concepts
- Ship management
- Service providers
- Corporate structure
- Financing structur

SERVICES OFFERED

Compilation of conclusions and solution concepts

- Presentation and discussion of the appraisal and evaluation results
- Concerted and comprehensive development of conclusions involving all experts previously engaged in analysing the areas of e.g. ship owning, management, engineering, financing, etc.
- Formulation of concrete solution concepts in consideration of the evaluation results, if desired in co-operation with the respective experts of our business partners
- Presentation of proposals and discussion with our principals
- Adoption of measures and agreement on course of action

SERVICES OFFERED

Implementation of solutions

(optional / combinable)

- Project planning by Deutsche Seewert
Planning and coordination of agreed approaches
- Project management by Deutsche Seewert
Monitoring of implementation of the adopted measures in cooperation with
business partners engaged by us and/or by our principals
- Self-responsible coordination of implementation of agreed action plan
by Deutsche Seewert
- Actual self-responsible enacting of the adopted measures by Deutsche
Seewert through own resources, where necessary involving third parties

SERVICES OFFERED

Ongoing management / Monitoring

(optional / combinable)

Medium to long term responsible performance of the following activities,
where necessary involving third parties:

- Chartering
- Technical management
- Commercial management
- Corporate management
- Reporting
- Controlling
- Asset sale
- Winding down
- Liquidation

CORE TEAM

The core team of Deutsche Seewert consists of the following partners:

- Christian Freiherr v. Oldershausen
- Andreas Duden
- Mathias Pahl
- Christoph Sturm

In case of need, the team will be extended involving additional specialists and business partners readily available through a domestic and international network if requested by and in agreement with the principal.

CORE TEAM

Christian Freiherr v. Oldershausen



Christian von Oldershausen can look back to an involvement in the maritime industry of more than thirty years.

Until recently he held the position of CEO of the Hellepont Group, a shipping and marine services group active in the Tanker and Offshore Business after having been in charge for the shipping activities of HCI Capital AG and the shipbuilding activities of MAN Ferrostaal AG.

He founded Oldershausen Consulting in 2009 with a focus on marine and finance advisory services.

Christian von Oldershausen has a wide range of knowledge and experience in operative Corporate Management and Administration, Shipping and Export Finance, Ship Building, as well as Project Development and Management. He holds a degree in Mechanical Engineering of the University of the German Federal Armed Forces, Hamburg and participated in a Post-Graduate programme in International Business from the University of Houston. He started his professional career as a Marine Engineering Officer in the German Navy.

CORE TEAM

Andreas Duden



Andreas Duden has over thirty years of experience in the banking industry. In the course of his career he held a number of positions in the areas of foreign operations and foreign exchange trading at Dresdner Bank, including Head of Foreign Operations at their Tokyo and Hong Kong offices as well as the Dresdner Bank/BNP joint venture in Budapest. At Landesbank Schleswig-Holstein he was Co-Head of Transportation covering the asset classes aircraft, rail, logistics, infrastructure and project finance. Following the merger which created HSH Nordbank AG he was appointed General Manager of the London Branch. At the time of his departure from the Bank he held the position of Global Head Leasing.

Most recently Andreas Duden held different positions on the board of one of Germany's largest leasing companies to operate independently from the banking and manufacturing sectors. In addition, he was Chairman of the Supervisory Board at Autobank AG, Vienna.

CORE TEAM

Mathias Pahl



Mathias Pahl has been working for over thirty years in the maritime industry including twelve years in the US, France and Brazil.

He is currently managing partner of shipowner and project manager MarLink Schiffahrtskontor GmbH & Co. KG in Hamburg. He was previously managing director and member of the board of the Ahrenkiel-Group (Hamburg) and prior to that founding partner of the shipbroker Interfrete Afretamentos Ltda, Rio de Janeiro.

Over the years he gained in-depth knowledge and experience predominantly in project development for second hand tonnage as well as newbuildings, financing, commercial and technical management, newbuilding supervision, shipbroking and restructuring of ships in need of viable solutions.

CORE TEAM

Christoph Sturm



Christoph Sturm has been working in shipping since twenty years including positions abroad at Hong Kong and the US.

Since 1997 he is managing partner of MarLink Schiffahrtskontor GmbH & Co. KG, Hamburg. Core responsibilities include project development involving both second hand tonnage and new buildings, financing, commercial and technical management (tanker, container, bulker), liaising of new building supervision and ship broking.

Former assignments comprised commercial and technical management of chemical and gas carriers (LPG/LNG), car carriers, container vessels and reefers as well as third party crew management.



... to keep ships valuable.

CONTACT

Deutsche Seewert GmbH

Grosse Bleichen 8
D-20354 Hamburg

Phone +49 (0) 40 / 35 10 24 70
Fax +49 (0) 40 / 35 10 24 16
management@seewert.de

LEGAL

Deutsche Seewert GmbH
Grosse Bleichen 8
D-20354 Hamburg
Phone +49 (0) 40 / 35 10 24 70
Fax +49 (0) 40 / 35 10 24 16
management@seewert.de

Managing Directors:
Christian Frhr. v. Oldershausen,
Andreas Duden, Mathias Pahl,
Christoph Sturm

Commercial Register:
Hamburg HRB 102647

VAT registration number:
DE259938983

Legal Responsibility (TMG):
Christian Frhr. v. Oldershausen