



Döhle  
*Group*



**WE MANAGE**  
GLOBAL SHIPPING





LEADING PROVIDER  
OF SHIPS AND GLOBAL

MARITIME SERVICES SINCE 1956

# WELCOME

to Döhle Group,

and thank you for your interest in our business.

We would like to introduce our fleet of merchant vessels and complementary services to you. We invite you to experience the different elements of Döhle Group, one of the leading providers of global maritime services.

**Find out what we believe, who we are –  
and what we can offer you.**

*Sincerely yours,*

*Jochen and Christoph Döhle, Dr. Gaby Bornheim*

# PHILOSOPHY

What we believe

*We believe*

that our customers deserve a partner who provides safe, efficient, reliable, and independent service solutions for their entire maritime business.

*We dedicate*

our knowledge of shipping markets and our six decades of experience in the maritime sector to guaranteeing customer satisfaction and long-term business relationships.

*We analyze*

all possible opportunities and risks for our customers' businesses in order to advise them and protect their interests in this constantly changing market.

*We ensure*

safe navigation and onboard security at all times. Our officers and crew members regularly take part in specifically designed courses and undergo training on simulation programs.

*We achieve*

a transparent flow of information and efficient logistic chains with our global network of experts, associate partners, brokers, shipyards, and joint ventures.



# DÖHLE GROUP

## Who we are

Döhle Group originated from Peter Döhle Schiffahrts-KG, which was founded in 1956 in Hamburg by Mr. Peter Döhle as an Agent to Owners („Vertrauensmakler“).

In its early years, the company mainly served the owners of coaster vessels who needed an agent ashore to pursue their commercial affairs, including chartering, operation, and accounting. In the course of the 1960s, the first container vessels were ordered and complemented our fleet. It now consists of around 500 ships – mainly container vessels, bulk carriers, multi-purpose vessels, and coasters.

Over the past six decades, Peter Döhle Schiffahrts-KG has continued to grow, building an efficient network of associated companies. This network helps us to offer our customers full-scale maritime services. Today, we operate our own vessels as well as part-owned and exclusively managed ships.

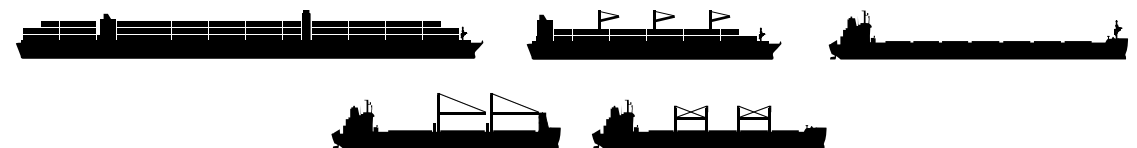
The family-owned and managed companies currently employ around 5,000 people: 2,000 employees ashore and 3,000 crew members at sea. This experienced global team includes specialized brokers for individual markets and ships as well as operational and technical experts.

## KEY FACTS

### At a glance

our commercially managed fleet  
now consists of around

**500 ships**



**1956**

year founded in Hamburg



**2,000**

employees ashore



**30**

locations all over the world



**3,000**

crew members at sea



*“A partner when  
it matters.”*

# CORE COMPETENCIES

## What we offer you

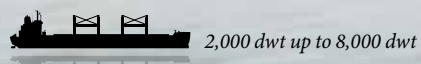
Thanks to outstanding performance over the past six decades, Döhle Group has been able to continually expand its fleet, thereby creating added value for its clients and partners. The fleet of vessels managed from Hamburg alone has continuously grown and is today a symbol of the Group's ongoing development.

The Döhle Group's diverse array of services within the maritime industry makes it an excellent provider of one-stop shop solutions. Our executive clusters help us to

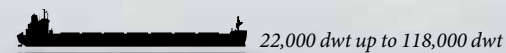
make quick decisions while ensuring safe, efficient, and on-time arrivals at the same time. For this reason, we handle most operational aspects of shipmanagement in-house.

We offer a wide range of services including financial, commercial, and technical support, as well as insurance and crew management. Apart from our complementary activities provided by the companies within the Group, our core competencies lie in chartering as well as sale and purchase.

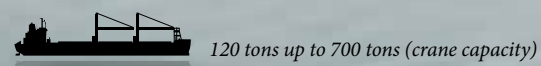
**i around 15**  
mini-bulkers



**i around 40**  
worldwide trading bulk carriers



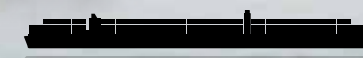
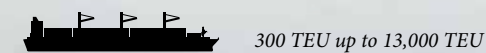
**i more than 35**  
multi-purpose vessels



## FLEET Facts

To date our Hamburg offices  
commercially manage

**i a large container  
fleet of around**  
**400 containerships**





**Döhle**  
*Group*

## DÖHLE GROUP

### Affiliated companies

- Peter Döhle Schiffahrts-KG
- Döhle Assekuranzkontor GmbH & Co. KG
- Döhle Bulk Singapore Pte. Ltd.
- Döhle Corporate & Trust Services Limited
- Döhle (IOM) Ltd
- Döhle Latinamerika S.A.
- Döhle Manning Agencies
- Döhle Personalmanagement GmbH
- Döhle Private Clients Limited
- Döhle Shipmanagement Phils. Corp.
- CombiTrade GmbH
- Ernst Russ GmbH & Co. KG
- Ernst Russ Shipbroker GmbH & Co. KG
- European Training & Competence Center (ETCC) Inc.
- Hanseatic Bunker Services GmbH
- HCI Group
- Menzell & Döhle Group
- Navido GmbH
- Splošna Plovba

# OFFICES

## Around the world

### *Döhle Isle of Man*

Döhle (IOM) Ltd was founded in the Isle of Man in 1989 and since then, the company has grown to become the island's leading provider of quality international crew, shipmanagement, and a full range of other shipping-related services. It is currently the base for over 80 dedicated professionals, and the company employs a further 250 shore-based staff around the world.

### *Döhle Manila*

Döhle Shipmanagement Philippines Corporation (DSPC) was established in 1993 and has grown to become one of the largest shipmanagement companies in the region today, diversifying as a full-range provider of shipping services with core expertise in crew and shipmanagement activities. DSPC's home is the matchless Döhle Haus Manila which offers 11,000 sq. m of quality office space, including 2,000 sq. m dedicated to a state-of-the-art maritime training center.

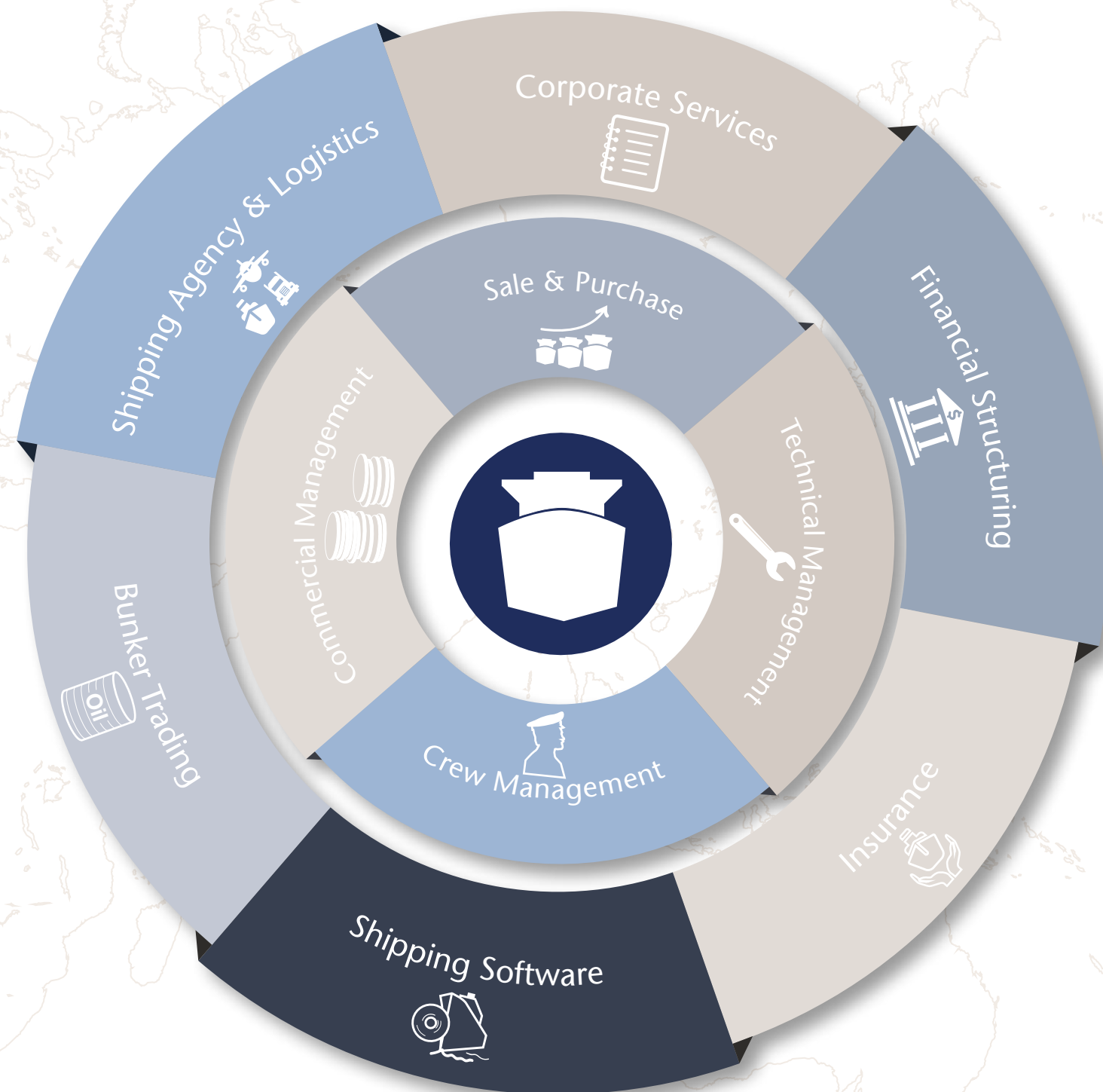
### *Döhle Local Presence*

Döhle Group and its worldwide network of affiliated companies offers a widely spread local presence. With our local units, the best access to resources is achieved and prime services can be rendered to our clients. Thirty offices in 24 countries are the characteristics of a truly international Group that provides maritime services in global shipping.



# THE GROUP'S SERVICE PORTFOLIO

Your one-stop shop  
for maritime services





# DÖHLE GROUP

## A partner when it matters



With steadily high client satisfaction, Döhle Group has been able to continually expand its fleet, thereby creating added value for its clients and partners.

today, assets worth  
approximately

more than  
**8 billion US dollars**  
are under our management

# SALE & PURCHASE

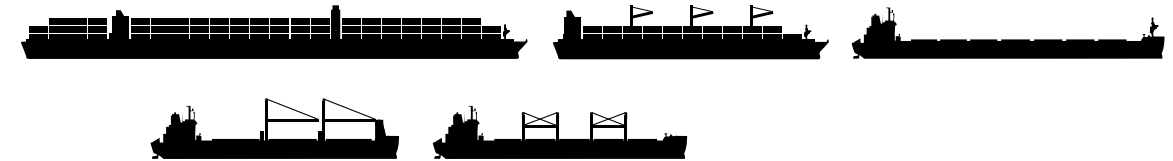
## Contracting and Brokerage

The dedicated PD Newbuilding/S&P team of brokers advises on all aspects relating to the acquisition and sale of seagoing vessels. Its spectrum of expertise encompasses newbuilding, second-hand, as well as demolition markets.



Since 2005 close to  
**500 newbuildings and  
second-hand deals**

since 2005 close to



**11.6 billion US dollars**

as the overall value of newbuildings and  
second-hand tonnage traded since 2005 only





# TECHNICAL Management


Our highly professional technical management team operates vessels for international clients safely and efficiently. Competitive daily operating costs and a high degree of commercial availability are achieved thanks to our advanced expertise and experience.

Furthermore, competency and proficiency within Döhle Group ensure the highest quality standards in terms of health, safety, security, emergency response, as well as ISM and DOC requirements.

partner of a leading  
procurement group of **500 vessels**

leading to savings  
of more than

**30%**

 **highly skilled, experienced**  
shore personnel with engineering, nautical,  
and commercial backgrounds

 **Cloud Fleet Manager (CFM)**  
implementation of an intelligent system,  
enabling transparency and access to all  
important master data

 **modifications and  
performance optimization**  
enable a reduction of up to 20% of daily fuel  
consumption for specific vessel designs

# CREW Management

The vessels under our Crew Management benefit from the large pool of seafarers and therefore facilitate a high retention rate of experienced and well-trained officers/crew.

State-of-the-art training facilities to deliver a wide range of accredited and bespoke training courses create an environment and culture of continuous self-development. Our facilities in Hamburg and in Manila allow comprehensive training of crew personnel as well as superintendents.

## WE DEVELOP LEADERS

 **officer and crew career**  
path development

 **our own training centers**  
in Manila and Hamburg including six main  
bridge simulators with visibilities between  
270° and 120°

retention  
rate

**90%**  
of the crew pool





# COMMERCIAL Management

Thanks to outstanding performance over the past decades, Peter Döhle Schiffahrts-KG is the exclusive chartering broker for a large number of small and medium-sized shipping companies. The fleet of vessels commercially managed from Hamburg alone has continuously grown and covers different shipping segments.

## Containerships

Döhle Group controls the world's largest tramp-owned fleet of containerships, comprising a total of around 400 highly modern vessels.

The fleet ranges from small feeder vessels of around 300 TEU up to ships of 13,000 TEU capacity.

All ships fulfill today's market requirements such as super-slow steaming and high reefer capacity. Many are equipped with their own cargo gear, making the fleet versatile as well as technically and commercially competitive in all areas of the world.



**10 brokers in 24/7**

contact with every charterer across the globe including the market leaders

about

**1,000 fixtures**

per year



**regular and well-recognized**

market reports covering all relevant aspects for shipping executives



**more than 10  
containership pools**

are operated in the market

Döhle Group commercially controls  
a fleet with a capacity of about



**1,000,000 TEU**





## Bulk Carriers

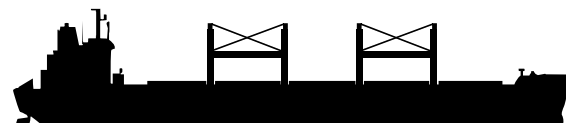
Our Bulk Division exclusively manages and operates a fleet of about 40 bulk carriers.

The vessels range in size from 38,000 dwt up to 118,000 dwt and are employed worldwide. The diversified fleet ranges from Handysize, Supramax, and Mini-Cape bulk carriers to suit the particular trades.

### flexible options



- open hatches
- hold ventilation
- box-shaped
- gears
- grabs
- deck cargo fittings
- 3-tier steel coils



an outstanding performance is achieved  
by our modern fleet with an

average  
age of



## Multi-Purpose Vessels

The Multi-Purpose Chartering Division of Döhle Group deals with a modern and sophisticated fleet of more than 35 highly versatile heavy-lift vessels with a maximum combined lifting capacity of 700 tons.

Additionally, we have a modern fleet of mini-bulkers and coasters that complements the diversity of our chartering portfolio.



**7 diverse classes**  
of multi-purpose vessels

adaptability as  
the key to suit



**individual cargo**

and project requirements



chartering offices and agencies  
**on every continent**





# CORPORATE Services

As a leading fiduciary and corporate service provider, Döhle Corporate and Trust Services Limited (DCTS) specializes in managing corporate and trust structures on behalf of multinational corporations and high-net-worth individuals and their professional advisors.

In addition, we provide a range of specialist services for which we have earned an excellent reputation. These include Commercial Shipping and Yachts, Aircraft Registration and Management, and our unique “Corsiom White Label” concept.

## Döhle Corporate and Trust Services Limited

DCTS has a client type weighted toward a maritime and luxury asset proposition, specifically commercial ships, yachts, and business jets.

## location

While headquartered in the Isle of Man, we also have an office in Malta which provides a range of corporate, yachting, and aviation services.

## fully licensed

by the Isle of Man  
Financial Services Authority



# FINANCIAL Structuring

Various kinds of channels and outfits enable Döhle Group to arrange different types of ship finance. Equity as well as debt capital and their best structured solutions are always at the center point of a thriving vessel project.

## versatile methods and solutions

for financing, including bank finance, leasing structures, ship investment funds, and joint venture structures

## long-term relationships

with sizeable ship financing banks in Europe and Asia

## over 60 years

experience in ship financing

## special and customized solutions

for restructuring and the continuation of vessels' operations



# INSURANCE

 **about 350 vessels**  
are under DAK's insurance service


As an independent marine insurance broker within Döhle Group, Döhle Assekuranzkontor (DAK) meets your needs with unsurpassed knowledge of the critical issues of shipping insurance.


 **cooperation with a large network**  
of reputable international insurance companies for decades

Our high quality standards form the basis of our daily work servicing your account – negotiating renewal, servicing your account throughout the year, and handling and settling claims day and night, and in any weather.

# SHIPPING Software

Navido GmbH, a subsidiary of Peter Döhle Schiffahrts-KG, offers IT-Solutions meeting a wide array of the special requirements of shipping companies.

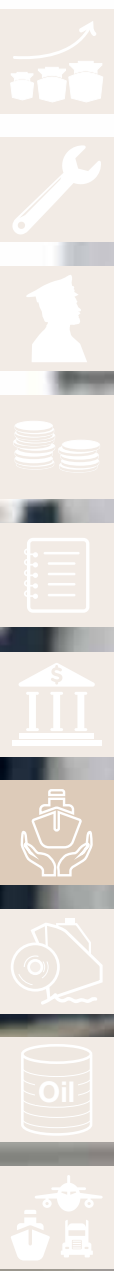
 **software development: maritime ERP-solution**  
Based on a modular concept the solution, amongst other things, comprises core functions such as bookkeeping, chartering/operations and purchasing. Systematically integrating the functions of daily business, Navido makes shipping processes leaner and more efficient.

 **consulting: set course**  
IT-Experts with significant knowledge in shipping will provide all necessary software support and also can assist companies in project management and business intelligence.

training:  
empowering users

Users are fuel for the engine. Our trainers provide specialised user focused and detailed programmes in Navido ERP, MS Office-products and modern collaboration tools.

 all DAK stations are manned with outstanding personnel – their great  
**commitment and expertise**  
at your disposal





# BUNKER

## Trading

With over 20 years of experience in the marine fueling industry and headquartered in Hamburg, Hanseatic Bunker Services GmbH (HBS) has been established as a trustworthy business partner for services ranging from the purchase of fuels and lubricants through to strategic risk management consultancy.

With superb supplier contacts and contractual agreements with large-scale manufacturers, HBS can provide you with the most comprehensive solutions for your vessels' re-fueling needs at excellent value for money.



**cost-effective  
quality solutions**



**marine fuel  
professionals**  
available 24/7/365

reliable and professional  
bunkering services worldwide



**since 1993**

# SHIPPING

## Agency & Logistics

Anytime and anywhere Menzell & Döhle Group is your one-stop-shop partner for tailor-made logistics solutions.

The Menzell & Döhle Group is a leading, independent provider of services in shipping, transport, and logistics. The foundations of our expertise were laid in 1891; as a result, our company is rich in tradition.

We offer ocean-wide specialist handling of varied cargoes. Our excellent network of contacts ensures the unparalleled procurement of tonnage and cargo for our clients. Moreover, our service extends to forwarding and transport solutions on a national and international basis. We offer our customers the comprehensive service they deserve and optimum advice to suit their individual needs. Global experience, expertise, and a passion for complex problem-solving are fundamental features of our service.



headquartered in Hamburg, Germany,  
with a network of 22 offices in 15  
countries and a team of about  
**200 logistics experts**



**provision of sea and air**  
freight forwarding, intermodal  
transportation, and NVOCC

representative  
of about



**30 liner companies**





# DÖHLE GROUP

## Affiliated companies



**Peter Döhle Schiffahrts-KG**  
Elbchaussee 370  
22609 Hamburg, Germany  
Phone: +49 40 381 08-0

**Döhle Assekuranzkontor GmbH & Co. KG**  
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**Doehle Bulk Singapore Pte. Ltd.**  
7 Temasek Boulevard, #06-05 Suntec Tower One  
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Phone: +65 6336 3059

**Döhle Corporate & Trust Services Limited**  
Fort Anne, Douglas, Isle of Man  
IM1 5PD, British Isles  
Phone: +44 1624 649 510

**Döhle (IOM) Ltd.**  
Fort Anne, Douglas, Isle of Man  
IM1 5PD, British Isles  
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**Döhle Latinamerika S.A.**  
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Lo Barnechea, Santiago, Chile  
Phone: +56 229 549 882

**Döhle Personalmanagement GmbH**  
Elbchaussee 370  
22609 Hamburg, Germany  
Phone: +49 40 381 08-0

**Döhle Private Clients Limited**  
Fort Anne, Douglas, Isle of Man  
IM1 5PD, British Isles  
Phone: +44 1624 653 050

**Doehle Seafront Crewing (Manila), Inc.**  
3/F Döhle Haus Manila  
30-38 Sen. Gil Puyat Avenue, Barangay San Isidro  
1234 Makati City, Philippines  
Phone: +632 7058 400

**Döhle Shipmanagement Phils. Corp.**  
5/F Döhle Haus Manila  
30-38 Sen. Gil Puyat Avenue, Barangay San Isidro  
1234 Makati City, Philippines  
Phone: +632 7058 100

**Döhle Marine Services Europe**  
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81-366 Gdynia, Poland  
Phone: +48 58 6 606 099

**Döhle Manning Agency Romania**  
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22605 Hamburg, Germany  
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**Hamburger Seeschiffsreparatur GmbH**  
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**Ernst Russ Shipbroker GmbH & Co. KG**  
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**Ernst Russ AG**  
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**Splošna Plovba**  
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6320 Portorož, Slovenia  
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**European Training & Competence Center (ETCC) Inc.**  
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Döhle  
*Group*



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