



### **MESTEX Shipmanagement Ltd Greece**

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REPRESENTATIVE













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#### **OUR PROFILE**

#### **WORLD-CLASS SHIPMANAGEMENT**

With a long-standing tradition and a modern management, the company forms a trustworthy and reliable partner in the shipping industry. We run our business on teamwork, trust and safety.

Due to competent and professional teams on board our vessels as well as our team on shore, we ensure optimal technical operating conditions and an efficient commercial management for our fleet.

We consider our crews and officers as our greatest assets. We are proud of our crews and the excellent records of operational reliability and the successful cooperation. In the sometimes tough shipping world reliability and efficiency are the keys for success.

#### **RELIABLE AND CONSISTENT**

Over the past 20 years, our company has grown into an organization with several management offices in Europe, crewing agencies and training centers. We set ourselves the goal of attracting and retaining the best talent. We are always ready to improve and adapt, our goal is to become the most reliable partner for our clients, customers and employees.

#### **EXCELLENT SERVICES**

Mestex can offer a turnkey, fully transparent and flexible portfolio of services. Over the years of existence, we have become excellent specialists in the management of ships and crews, Mestex works closely with other global partners to achieve maximum efficiency. Our services are cost effective and fully optimized for the individual client's business, resulting in the best customized and comprehensive solutions.



### **DIGITAL REVOLUTION**

New times require new solutions. We fully embrace the digitalisation era within our organisation and are proud to contribute to the technological revolution in the maritime industry. A strength that will add unparalleled value to our partners and clients.







**OUR COMMITMENT** 

# **QUALITY AND EFFICIENCY**

Mestex Shipmanagement has risen to become a leading force in the ship management field by adhering to an unequivocal commitment to quality and efficiency and providing totally customised modular services to satisfy each client's requirements. The company is respected for its pioneering efforts in the implementation of safety of life at sea and safe ship and cargo operations as well as being a leader in the fight against pollution and other environmental hazards. We believe in establishing long-lasting relationships with our clients, partners, crew and employees, treating each other with respect, providing fully transparent services and operating with integrity.

Our robust Management System has been designed and was established to comply with all industry mandatory requirements, as well as with various ISO standards on a voluntary basis. It provides an efficient framework to achieve the company's objectives and continuously improve our performance.

Through our focus on continuous improvement, we are able to provide tailored services which ensure cost-optimised solutions for all our valued clients and their vessels under management.

By adhering to best industry practices, Mestex operates its fleet with maximum efficiency for an uninterrupted performance. Crew competence coupled with a strong safety culture makes us leaders in retention rates of employees and seagoing personnel.



Company commitment to excellence and continuous improvement together with our expertise and passion has earned us a reputation as a worldwide top-quality ship manager.



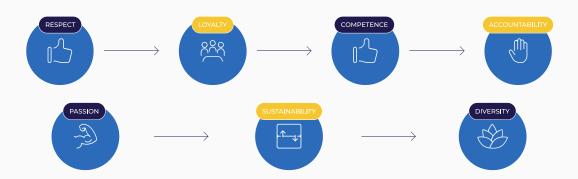
To be the leading international provider of ship management and maritime services.



To keep our customers fully satisfied by managing and operating their ships to the highest levels of quality, safety, environmental friendliness, energy efficiency and economy, in accordance with their needs and expectations and in full compliance with international and national legislation, as well as other industry standards and guidelines, fully committed to zero accidents, zero losses, no harm to the environment and reduction in permitted emissions, and fully recognising the vital importance of all our employees, ashore and onboard, in achieving this Mission.



#### **OUR VALUES**



#### **COMPANY POLICY**

This Policy Statement is approved by the Company's Top Management and is applicable to all Company's employees, ashore and onboard ships. The Company is committed to communicating this Policy Statement to all employees, to any contractors working with or on behalf of the Company and to the public. The Company is further committed to providing all necessary resources for the implementation of this policy towards compliance of the Company's Management System. This Policy Statement is subject to annual review by the Top Management for continued suitability.

#### PERMANENTLY STRIVING FOR CONTINUOUS IMPROVEMENT

### **CERTIFICATION**

In line with the Policy Statement, the objective of Mestex Shipmanagement is to provide the customer with competent, safe, environmentally sound and cost-optimised services. We are committed to managing Health, Safety, Energy and Environmental matters as an integral part of excellence in the management and operation of ships.

The reference standards for this integrated approach are:

International Safety Management (ISM)

DOC's for all vessels type under 6 registry flags

ISO 9001:2015 Certif cate

ISO 45001:2018 Certif cate

Seafarer Recruitment and Placement Service Certif cate

The following principles are the core of the company's management system:

Safe ship operation, protection and conservation of the environment

Loss prevention

Providing the highest quality services to our customers

Providing services that satisfy internationally recognized management standards

Performance of all processes and activities in a controlled manner

Mestex places high importance on conservation and protection of the environment. The company will ensure that every aspect of its activities is conducted in accordance with our sound environmental practices.

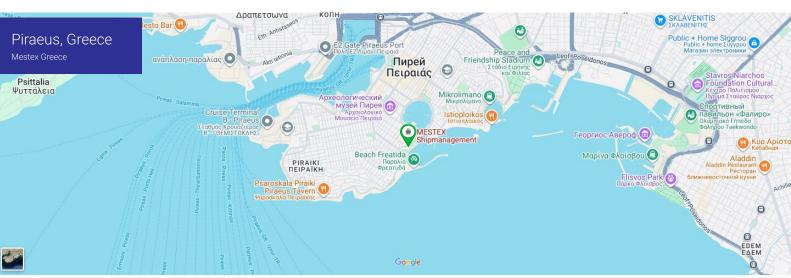




#### **MESTEX SHIPMANAGMENT**

### **GLOBAL PRESENCE**

Our business model of Mestex Shipmanagement is GLOBAL - services are developed and delivered worldwide and are able to meet the needs of our customers in different locations.



#### HIGH LEVEL SUPPORT

#### **OUR GLOBAL INFRASTRUCTURE**



### **Ship Management Offices**

With offices in Greece, representatives in Germany and Spain, Mestex Shipmanagement has steadily established a network in strategic locations. This enables us to service our partners within similar time zones as well as provide a global high level support to our fleet and crew while adapting the strategies locally.



#### **Crewing Agencies Network**

Over the past 20 years, our company has grown into an organization with several management offices in Europe, crewing agencies and training centers. We set ourselves the goal of attracting and retaining the best talent. We are always ready to improve and adapt, our goal is to become the most reliable partner for our clients, customers and employees.



#### **Training Centres** and Programmes

Seafarers play a vital role in operating our fleet and we place great emphasis on their training and skills development. We recognise the importance of educating our own seafarers and in addition to mandatory training, have also developed client and company specific crew training programmes in our own training state-ofthe-art facilities.

#### **PARTNERS & COMPANIES NETWORK**



























#### A TURNKEY SOLUTION

#### **TECHNICAL MANAGEMENT**

With over 21 years of expertise, Mestex is able to provide a unique combination of technical services to its partners; services which not only aim to add value to clients' assets, but also contribute to the competitive advantage of their operations.

Ships under our management are maintained to the highest standards, with condition and performance monitored through frequent inspections, sailing visits onboard as well as enhanced reporting and quality management systems. Our technical performance places Mestex's managed fleet amongst the preferred choices of Charterers and Oil Majors.

#### **OUR TECHNICAL SERVICES**



BUDGETING



MAINTENANCE



**INSPECTION** 



VETTING



DRY DOCKING



CERTIFICATION



QUALITY ASSURANCE



PERFORMANCE MONITORING



**EMERGENCY CONTINGENCY** 



PROCUREMENT (SPARES, STORES, LUBOIL & BUNKERS)



ENERGY EFFICIENCY MANAGEMENT



COMPREHENSIVE REPORTING

#### 20+ YEARS OF EXPERTISE

Economies of scale, based on volume-based contracting ensure our partners benefit from competitive pricing from leading suppliers and service providers.

Working closely with our partners, we focus on strict budget and cost control whilst keeping safety, environmental protection, energy efficiency and quality at the forefront of everything we do.







**KNOWLEDGE AND EXPERIENCE** 

### **COMMERCIAL MANAGEMENT**

Commercial considerations are critical in our industry, and by putting our customers priorities on first place, we fully meet these requirements with a range of services:

### **OUR COMMERCIAL SERVICES**



**Pool Management** 



#### Worldwide Chartering

(time charters, voyage charters, contracts of affreightment).

This includes optimum vessel utilisation and

voyage estimation.



Post Fixture Operations, which include



VOYAGE OPTIMISATION



BUNKERING



AGENCY APPOINTMENT



VOYAGE CASHFLOW MANAGEMENT & ACCOUNTING

%

**VOYAGE CLAIMS HANDLING** 



VESSEL PERFORMANCE MONITORING



MONITORING COMPLIANCE WITH CHARTER PARTIES / CHARTERERS



**VOYAGE ORDERS** 





#### WORLDWIDE RECRUITMENT NETWORK

### **CREW MANAGEMENT**

In order to provide qualified seafarers, Mestex Shipmanagement maintains its own crewing offices in more than 2 locations across the globe. By sharing the same cultural background with our seafarers at local offices, we benefit from high retention rates amongst our loyal crewing pool.

Additional professional crewing agents contribute to providing the best recruitment and crew management service available in the market.

#### **OUR CREWING SERVICES**



SELECTION & EMPLOYMENT



TRAINING



CERTIFICATION CONTROL



PERFORMANCE MONITORING



PAYROLL



TRAVEL



WELFARE





#### **EDUCATION & DEVELOPMENT**

#### **TRAINING**

Seafarers play a vital role in operating our fleet and we place great emphasis on their development. We recognise the importance of educating our seafarers and in addition to mandatory training, have also developed client and company specific crew training programmes.



Our cadet selection programme invites maritime graduates who are well-educated, hardworking and take pride in the maritime profession.

We focus on every individual – personal growth and professional development are key to guiding our cadets through the ranks.

Our aim is to support the cadets of today to become officers of the future.

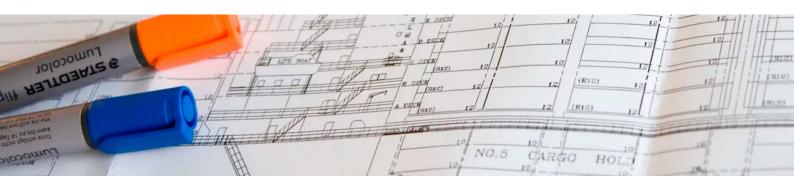


A range of practical training is provided, with particular emphasis on safety and environmental protection.

Our investment in quality training includes the use of training vessels for realistic shipboard environments, some of which have classroom facilities onboard.

The instructors are Master Mariners who ha served for several years with the Company and are capable of providing a high standard of training in accordance with best industry standards and practices.





COMPLETE SOLUTIONS

#### **NEW BUILDING SUPERVISION**

For over 21 years we have supervised the construction of more than 80 vessels, of various types, at leading shipyards in China, Korea, Japan, Germany, Poland, Russia, Turkey, South Africa, Argentina and Croatia.

### Mestex Shipmanagement offers complete new building solutions:

SHIPYARD REVIEW	DESIGN & EVALUATION OF SHIPBUILDING SPECIFICATION	CONTRACT NEGOTIATION
SEA TRIALS	FINAL DELIVERY	GUARANTEE CLAIMS HANDLING
PLANNING	MANUFACTURER & SUPPLIER NEGOTIATIONS	ON-SITE SUPERVISION

Our clients benefit not only from Mestex Shipmanagement's vast experience with new building projects, but also from our in-house knowledge and expertise regarding implementation of new technical, commercial and fuel efficiency designs.

#### **NEW BUILDING BY VESSEL TYPE**







#### LEADING A DIGITAL REVOLUTION IN THE SHIPMANAGEMENT SECTOR

### **DIGITALISATION**

The commitment of Mestex Shipmanagement to the development of new solutions and continuous improvement has lead the organisation to fully embrace the digital revolution. This translates into more cost-efficient ship management services and grant our partners closer control of their assets.

# Online Portal for 24/7 optimise operations

Our online Client and Crew Portals provide our clients, crew and management team with transparent real-time communications.

Mestex Shipmanagement's Client Portal (MSM Client Connect) is a platform that allows clients to access a wide range of information related to the management of their individual vessels. This includes access to the planned maintenance system, procurement management system, QSHE documents, accounts with financial overview and technical files and drawings. Clients may also access current operations, crew lists, full details on each crew member, planned crew changes, our web-based vessel tracking system, and vessel specific documents and certificates.

We stay connected to our seafarers at all times within the dedicated Crew Portal (MSM Crew Connect). This enables them to view their next planned assignment, check their real-time compliance status and identify any missing certificates or trainings, even during leave. It also gives crew access to company circulars, news and other information to keep them fully updated.

We are committed to delivering quality, transparent services to all clients at all times.





The Mestex Shipmanagement's Client Portal will provide comprehensive and customizable real time 24/7 fleet monitoring for all type of vessels, with features such as (amongst others):

#### Vessel performance

- > Route optimisatio
- > Speed optimisation
- > Fuel consumption optimisation
- Hull & propeller monitoring
- → Energy management
- → Trim optimisation
- > Emission compliance monitoring
- → Vessel Data Recorder (VDR
- → Preventative maintenance

#### Commercial Optimisation

- Charter Party compliance
- Claims mitigation
- > Real time TCE evaluation
- > Port congestion and closure warning
- → Demurrage assistance
- → Competition monitoring
- for charterers
- > Round trip voyage calculations

#### Assets preservation

- → Safety monitoring
- → Security monitoring
- > Hazardous event monitoring
- > Preventative maintenance
- > Sensor based data collection
- > Zone based monitoring for war risk
- › Digital logbook
- → Performance investigation assistance

#### Your most valuable assets

We offer you everything you need for centralized entry and administration of your master data. From the creation and administration of users and employees to the management of vessel particulars, ports, yards and partners – everything is available in one place.





## **INSURANCE AND CLAIMS**

Our Insurance & Claims department provides the following benefits to our Clients:

#### Insurance

- · Savings through economies of scale
- Long term stability
- Wide insurance terms acceptable by the world's leading mortgagee banks
- Competitive premia and low deductibles
- Various options for ancillary covers
- Access to world leading insurance brokers/average adjusters/ maritime lawvers
- Placing of covers with reputable and credit worthy underwriters and clubs

#### Claims

- Process control especially in complicated cases where a number of insurance covers are involved
- Co-ordinating multijurisdictional cases
- Mitigation of problems
- Clarity of cover in the event of a loss
- Ensuring timely submission of claims
- KPI monitoring; facilitating prompt collection of funds
- · Tailor made reporting



### **ADDED VALUE**

Mestex's expertise goes beyond our customisable modular management services and more added value can be applied based on our experience, network and professionalism. A fully comprehensive range of solutions at the service of our partners and clients.

+ VESSEL CONDITION	>
+ NAVIGATION & COMMUNICATION (NAVCOM) AND IT SOLUTIONS	>
+ INSURANCE & CLAIMS SERVICES	>
+ FINANCIAL CONSULTING & WAREHOUSING	>
+ SALES & PURCHASE	>





#### THE DRIVING FORCE

### **COMPANY CULTURE**

It is our people with their individual qualities and personalities who distinguish our organisation. Recognising the importance of each team member, Mestex enjoys the loyalty of its many committed long-term employees who are the driving force behind the constant improvement of our processes and services.

We know that good ideas can come from anywhere. Open two-way communication and a combination of top-down and bottom-up management style ar factors within our organisation worldwide.

The company welcomes individuals worldwide who have the right attitude, motivation and drive to be entrusted with tasks aboard and ashore.

'We care' focuses on recognising the absolute importance of growing a strong company culture with which its employees, crew and clients can readily and willingly identify and adopt.

Our core values are the cornerstone of Mestex's company culture that each single employee needs to understand, acknowledge and live by. In addition to own personal values, these form the fundamental basis of "why" our employees feel connected to MESTEX as an organisation.

### We live by the 'WE CARE'!

#### **RELIABLE PARTNERSHIP**

### **JOB OPPORTUNITIES**

MESTEX SHIPMANAGEMENT operates in the field of crew management and has proved itself as an important and reliable provider in this sector.

MESTEX SHIPMANAGEMENT provides its services to large multinationals as well as medium-sized companies. Our clients are located mostly in Europe but also in other countries.

Since the beginning we had plenty of experience in selection of crews for various vessels including multipurpose dry cargo vessels, bulk carriers, container vessels, reefers, oil/product tankers. We are experienced in selection of seamen for particular positions in multinational crews. Whenever it's necessary we provide our clients with repair squads.

The crew which MESTEX SHIPMANAGEMENT supplies consists of our own pool which is selected via a careful procedure in accordance with ISO 9001:2000 Standard. All newcomers are subject to SETS (Seafarers Evaluation and Training System) computer test which evaluates their professional competence and a command of English. All our seafarers are certified in accordance with STCW Convention 1978, as amended in 1995 as well as other national and international regulations in force.

Submit your CV to  $\ensuremath{\text{cv@mestexshipping.com}}$  and get employed at sea.

#### ONBOARD

As a team member aboard you will take a very active role contributing jointly with the shore operations towards achieving customer satisfaction.

⚠ SEA JOBS

⊕ OFFICE JOBS





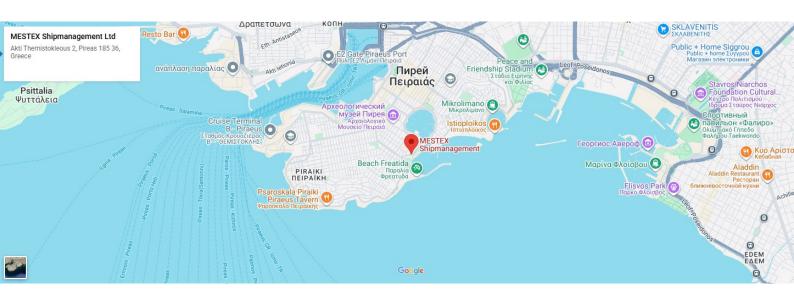


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