





## **RESOURCES AND EXPERIENCE**

## **29** EMPLOYEES

Each project stage, market segment, chartering and sale+purchase is covered by a specialized GRS team member.





# **9** OFFICES

Germany (Headquarter), France, Great Britain, Taiwan , South Korea, Japan, Australia, USA, China

## **100.000+** VESSELS IN DATABASE

Each offshore vessel, ferry, cruise ship or equipment type is covered by specialized GRS brokers.





## **10+** YEARS OF EXPERIENCE

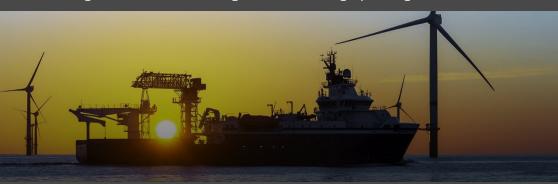
With more than one decade of experience, GRS is a strong partner to all clients.



#### **OUR SERVICE SEGMENTS**

#### STRATEGY+SOURCING

Consultancy service providing project management for offshore projects in renewable energy. From concept development through tender support and contract negotiations and closing, our service ensures the highest level of competition to maximize cost and time savings while delivering outstanding quality.



## **INVEST+FINANCE**

Strategic advice, independency consultancy and corporate finance – with a focus on project financing, business transactions, due diligence, strategic analyses, restructuring and distressed or special situations.





#### **OFFSHORE BROKERAGE**

Benefit from our international network and an internal database containing more than 100,000 offshore vessels. Chartering, buying or selling an offshore vessel is an intricate procedure that requires in-depth market knowledge, an extensive international network, and trustworthy partners.



#### **OFFSHORE SERVICES**

Offshore Equipment, Cargo Run, Research & Consulting, Newbuilding or Conversion Projects, Valuation Reports: We combine technical expertise, market insight, and innovative thinking to bring your highly specialized project from the initial concept to the open seas.



# STRATEGY+SOURCING

Strategy+Sourcing is a turnkey consultancy service providing project management for offshore projects in renewable energy.



# **Tender Support & Management**

Preparation of tender documents and the implementation of the tender phase; optimized and highly competitive tender phase, to achieve cost and time savings together with highest quality in offerings received.





## **Project Consulting**

Development and realization of offshore renewables projects - from early concept development: planning, coordination and implementation of project fundamentals, scopes of work and related interfaces within contractual set-up.



## **Contract Negotiation**

Based on GRS expertise from over 1,500 contracts successfully closed in offshore projects, you benefit from bespoke support during the full contracting phase and negotiations.



# **CHARTERING**

Benefit from our international network and an internal database containing more than 100,000 offshore vessels and offshore equipment.

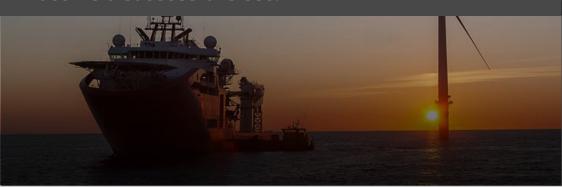


#### Your trusted Partner

A truly independent partner who works diligently to ensure you get the best possible vessel for the most attractive price.



Secrecy guarantees the best price: enquiries on behalf of the clients, are published without names and project details. As experts for offshore vessels, GRS guides you through the market and brings the deal to a successful close.



# Saving You Money and Time

Supporting your charter project with expertise and







# **SALE+PURCHASE**

Trust in our independence to find the best deal and reliability to ensure that the project runs smoothly.



## Discreet and experienced Partners

Selecting potential offshore vessels, gathering offers from the sellers. Remaining the buyer's name anonymous, for protecting the client's reputation in the market. Providing a competitive environment and more favorable pricing.





## **Identification of Requirements**

Definition of requirements, guidance on any technical questions, and surveying the offshore vessel market. Providing price guidance and availability of vessels without disclosing your inquiry to the market.



# **Contract Negotiation**

Identifying the preferred vessel(s) and completing a vessel inspection. Drawing up a contract based on the terms and conditions of the best offer. Support through the contract notifications.



# ANY VESSEL ANYTIME - EXPLORE OUR 3D VESSEL





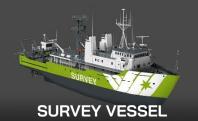






































# **OUR OFFSHORE EQUIPMENT PORTFOLIO**



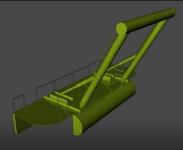
**BARGE** 



**ACCOMMODATION MODULE** 



TRANSFER SYSTEM / GANGWAY



**A-FRAME** 



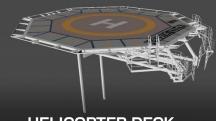
**CRANE** 



CABLE INSTALLATION EQUIPMENT



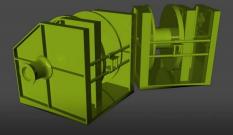
**OFFSHORE CONTAINER** 



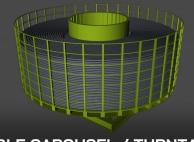
**HELICOPTER DECK** 



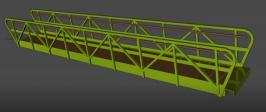
REMOTELY OPERATED VEHICLE (ROV)



**MOORING SYSTEM** 



**CABLE CAROUSEL / TURNTABLE** 

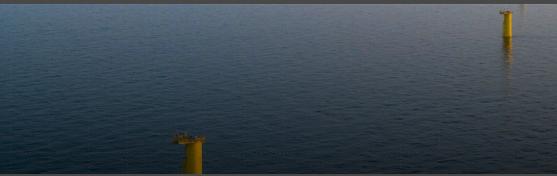


**MISCELLANEOUS EQUIPMENT** 



# **INVEST+FINANCE**

Use our global network and our in-depth industry knowledge to provide fact-based analysis to facilitate strategic decision-making.



#### STRATEGIC ADVICE

Independent consultancy services for financial and strategic investments in offshore wind and maritime projects.



With a focus on project financing, business transactions, due diligence, strategic analyses, restructuring and distressed or special situations.





#### **MARKET EXPERTS**

Expert project finance and M&A (mergers & acquisition) transaction support in a specialized industry.



#### **MORE GRS SERVICES**

## **CARGO RUN**

Transporting a large volume of goods or just a small load: The rideshare opportunity for containers, goods, liquid goods or break bulk with a high degree of flexibility, as a quick transport or a low-cost option.



# **VALUATION REPORT**

Carrying out valuations of individual offshore vessels and entire fleets — for our clients and various financial institutions. Assisting in developing an effective sales strategy.





# **MARKET RESEARCH**

Prepared data on current market developments. Analyzing vessel availability and tackle potential local bottlenecks. Identifying new business relationships and synergies between potential cooperation partners.



## OFFSHORE SERVICE BROKERAGE

Access to a broad selection of different contractors and offshore service providers – fast, independent and free of charge. Assisting in finding the most competitive contractors and attractive package deal.



## SOME CLIENTS OF GRS.OFFSHORE RENEWABLES





































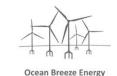


































































#### **OUR BIGGEST ASSET**

# **MANAGEMENT**



MATTHIAS MROSS MANAGING PARTNER



PHILIPPE SCHÖNEFELD MANAGING PARTNER

# STRATEGY+SOURCING



WILLEM AMERIKA
STRATEGY+ SOURCING &
CHARTERING MANAGER



ALISTAIR MCKAY
SENIOR STRATEGY+
SOURCING MANAGER



VALENTINO GALLO
BUSINESS DEVELOPMENT
ADVISER US



ANDY HUANG
SENIOR STRATEGY+
SOURCING MANAGER

# **ADMINISTRATION**



BERND MEYER
HEAD OF ACCOUNTING
& ADMINISTRATION



RHONDA KWONG ADMINISTRATION MANAGER



CATHERINE PASCAL DATAMANAGEMENT MANAGER



**PEGGY LIN**BUSINESS INTELLIGENCE
MANAGER



**MEGHA SHARMA**DATAMANAGEMENT
MANAGER

# **MARKETING**



**YAMAN HALLOUM**MARKETING MANAGER





**UWE SCHULDT**HEAD OF
INVEST+FINANCE



#### **OUR BIGGEST ASSET**

## **CHARTERING**



ALEX NEGULESCU SENIOR CHARTERING MANAGER



MARK O'CALLAGHAN STRATEGY+SOURCING AND CHARTERING MANAGER UK



**JENS GUHLKE**SENIOR CHARTERING
MANAGER



**JAMES JHENG**CHARTERING & S+P
MANAGER TAIWAN



SEBASTIAN STOICA CHARTERING MANAGER



FRANÇOIS RICHARD CHARTERING & S+P MANAGER FRANCE + MEDITERRANEAN



ROMAN GREINER
BRANCH MANAGER TAIWAN &
SENIOR CHARTERING &
SALE+PURCHASE MANAGER



ANDRE NIKOLAISEN
DIRECTOR STRATEGY+SOURCING
MARINE ASSETS - AMERICAS



HANNA SUN CHARTERING & S+P MANAGER TAIWAN



**MELISSA VELOSO**CHARTERING & S+P MANAGER
FRANCE + MEDITERRANEAN



BRIAN CHANG WON PLAENOE BRANCH MANAGER KOREA & CHARTERING & S+P MANAGER



**TONGLI JIANG (EDWARD)**CHARTERING & NEWBUILDING
MANAGER CHINA

## **SALE+PURCHASE**



**WAËL FACHATE** 

**CHARTERING** 

**MANAGER** 

**HELLI GANDHI**SALE+PURCHASE
MANAGER



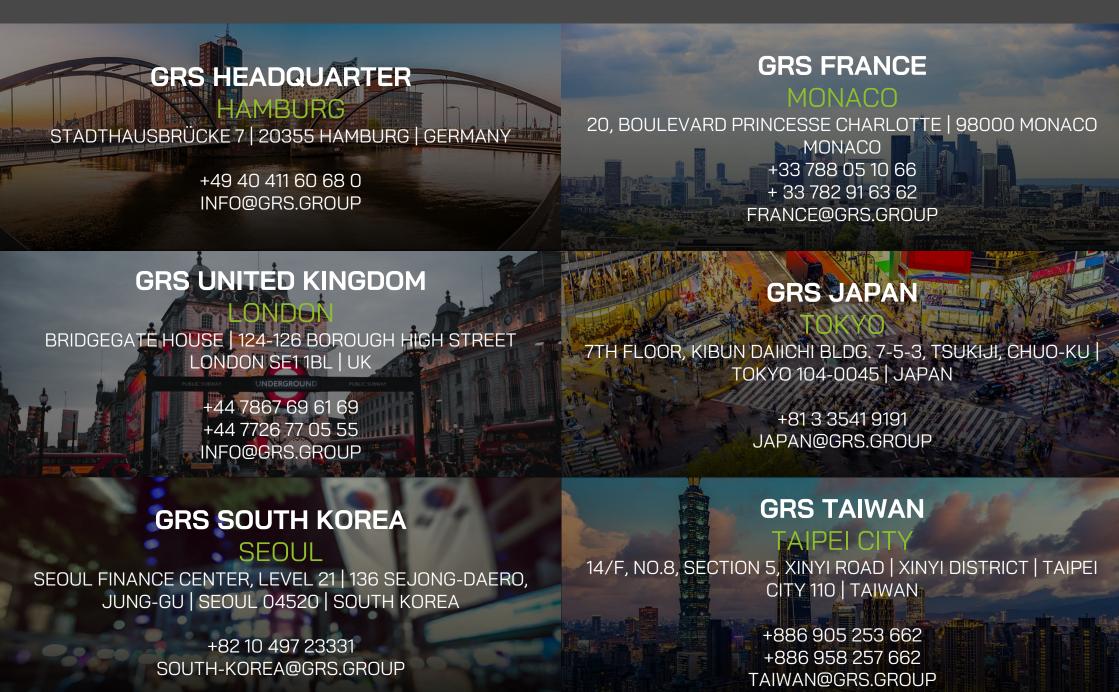
**OLLY SMITH**SALE+PURCHASE
MANAGER



**CAMILLA RAPOSIO**SALE+PURCHASE
MANAGER

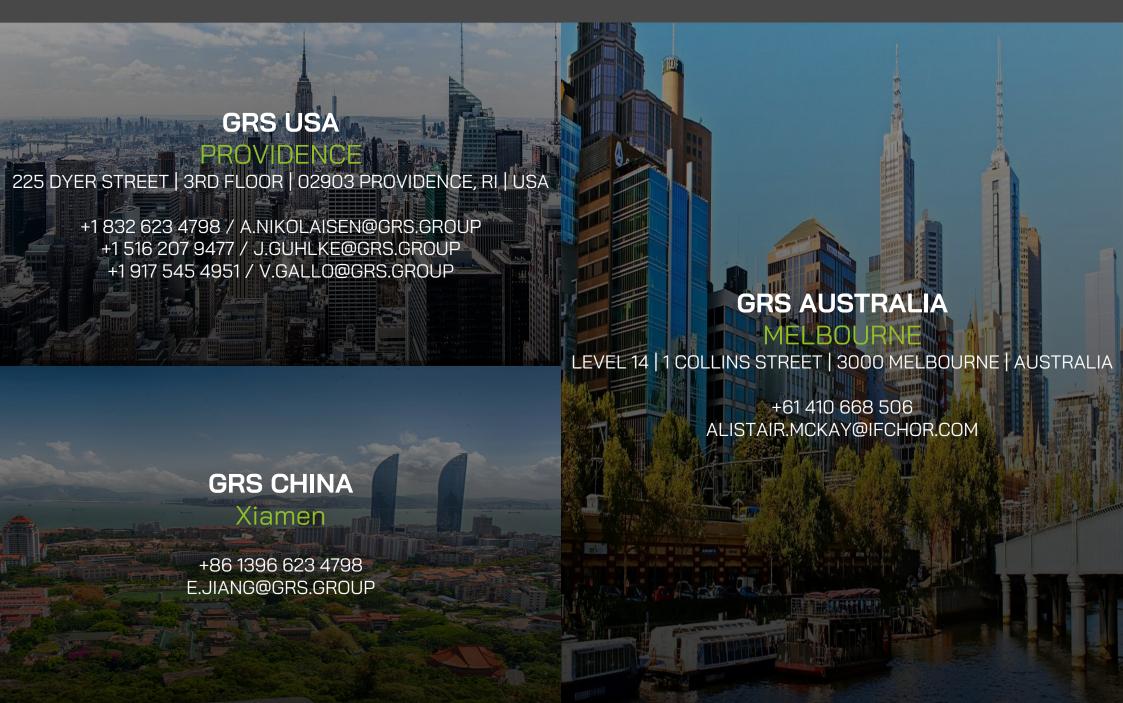


#### CONTACT GRS WORLDWIDE AND ANYTIME





# **CONTACT GRS WORLDWIDE AND ANYTIME**









## **EXAMPLES OF RECENT GRS INVOLVEMENTS**



GRS is brokering all kind of W2W vessel for hot commissioning of turbines in European windfarms. Accommodation and transfer of more than 100 persons, storage and transfer of cargo.

GRS Turnkey Project with a 5 in 1 Fixture.
GRS arranged a Jack up, PSV, ERRV,
Guard vessel and CTV Fixing for the BORWIN
Gamma Offshore Converter Station.





Serving also the WAVE and TIDAL energy sector; a tidal turbine prototype was successfully installed by Ocean Installer off the Normandy coast. GRS assisted the client with the procurement of the Transport & Installation (T&I) contractor.

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#### **EXAMPLES OF RECENT GRS INVOLVEMENTS**



GRS managed the sale of the Dive Support Vessel formerly known as "Adams Aquanaut". This 73m long DP2 vessel got a major refit and conversion and is operating successfully in Northern Europe.

GRS provided chartering services for the Formosan One Phase 2 Project. A shallow draft DP2 vessel has been fixed by GRS for a European client active in the Offshore Wind Market in Taiwan.





GRS brokered the JB-117 and the Seajacks Leviathan for the DolWin Gamma windfarm - with more than 230 berths in total. A special project with 2 years of preparation and more than 520 charter days.