

# GRS.GROUP

EXPLORE OUR WORLD OF CONCEPTS AND SOLUTIONS  
FOR THE MARITIME INDUSTRY.

## 17 EMPLOYEES

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



## 8 OFFICES

Germany (Headquarter), France, 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.





**GRS.OFFSHORE RENEWABLES** is the worldwide leading consultancy and shipbroking business in offshore renewable energy. As an independent advisor, GRS supports the negotiation of all contracts across all value creation stages of the entire project development. At the subsequent installation and operation stage, GRS as an internationally operating and independent specialist shipbroker takes on the chartering and sale and purchase of all vessels and equipment required as well as the contracting of all further offshore service providers.



**GRS.FERRY+CRUISE** as an internationally operating and independent shipbroker, GRS takes on the chartering and sale and purchase of ferries and cruise vessels. Additionally, GRS offers industry-related services and gives access to a wide selection of professional service providers.



## INNOVATIVE. EFFICIENT. INTEGRATIVE.

### A VISIONARY LEADER

To be the leading global provider of offshore renewable advisory services and provide our clients with unrivaled expertise and innovation.

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### WE CREATE SOLUTIONS

From concept to contract to completion – the optimal solution for each client – every time.

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### OUR KEY TO SUCCESS

Innovation – The only constant in life is change. We believe that to stay relevant, we must continually move with the changing needs of our customers.

Efficiency – we ensure sustainable efficiency through a culture of continual improvements and cost awareness.

Integrity – we treat our clients and employees with respect and value decency and fairness

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### WE DELIBATE AND TAKE ACTION

We act independently and diligently in the best interest of all parties to provide win-win solutions.

We deliver powerful, tailor-made solutions to maximize value for our clients while minimizing the costs and risks of their offshore renewable projects.

We act with integrity. The positive working environment of our versatile and highly specialized business units enables our team to provide efficient and expert support to our clients.

## VISIONARY LEADERS

### Introducing the two Managing Partners

#### MATTHIAS MROSS

- ▶ Academic career:
  - Graduated shipbuilding engineer from Technical University Hamburg-Harburg, Germany.
  - Diploma in ship management from Lloyd's Maritime Academy, London.
- ▶ Professional career:
  - Gained technical, operational as well as commercial in-depth knowledge on all aspects of vessels through various roles, nationally as well as internationally.
  - Through extensive experience has close contacts with numerous involved parties throughout the industry.



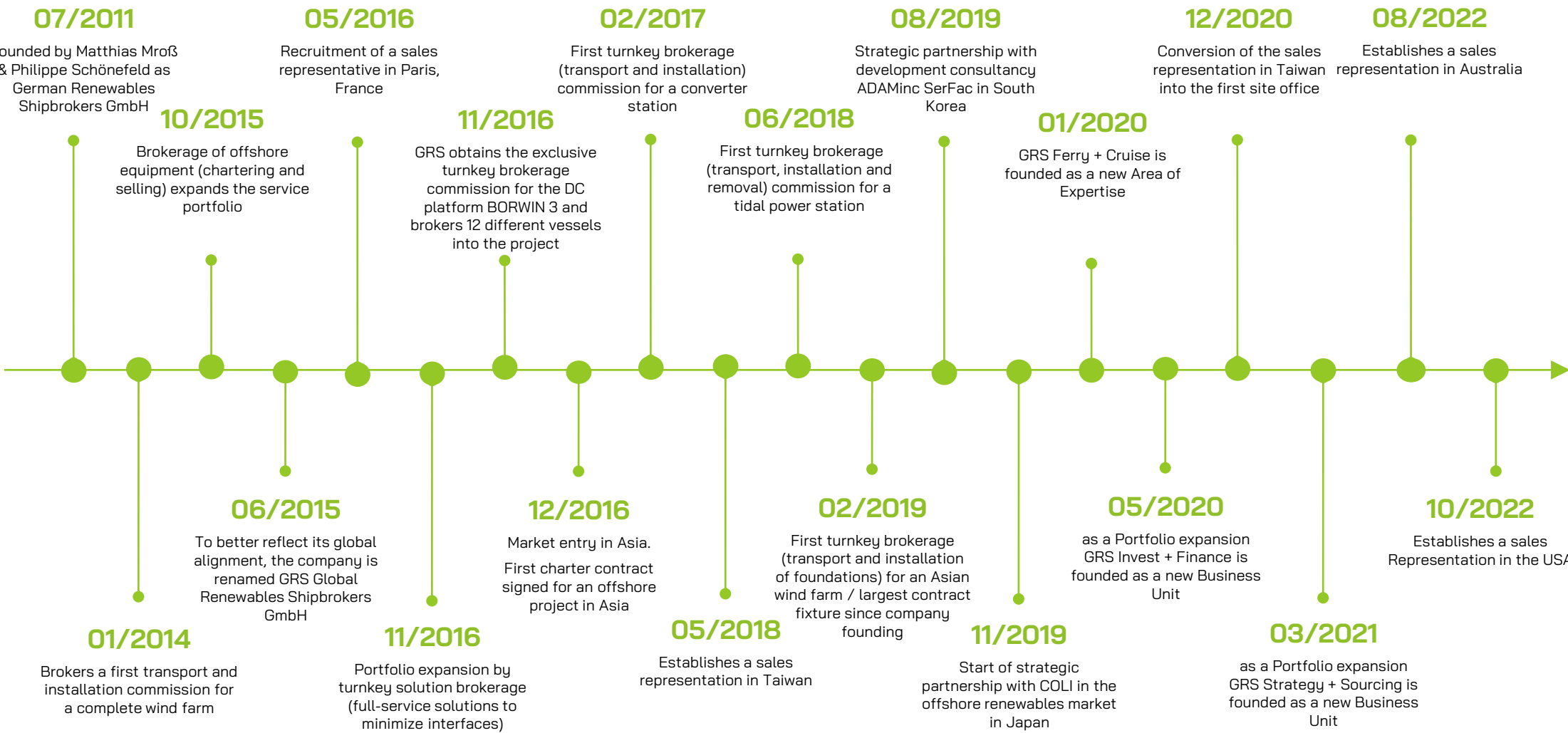
#### PHILIPPE SCHÖNEFELD

- ▶ Academic career:
  - Graduated industrial engineer and a graduate (UAS) in the field of International Transport Management.
  - Graduated in Business Management with a focus on the marine industry at the Universities of Applied Sciences in Elsfleth, Germany and Vlissingen, Netherlands.
- ▶ Professional career:
  - Gained extensive experience in business development and ship brokerage activities related to offshore wind projects.
  - Within the offshore industry possesses numerous contacts to utilities, wind turbine manufacturers, projects developers as well as offshore-related service providers.



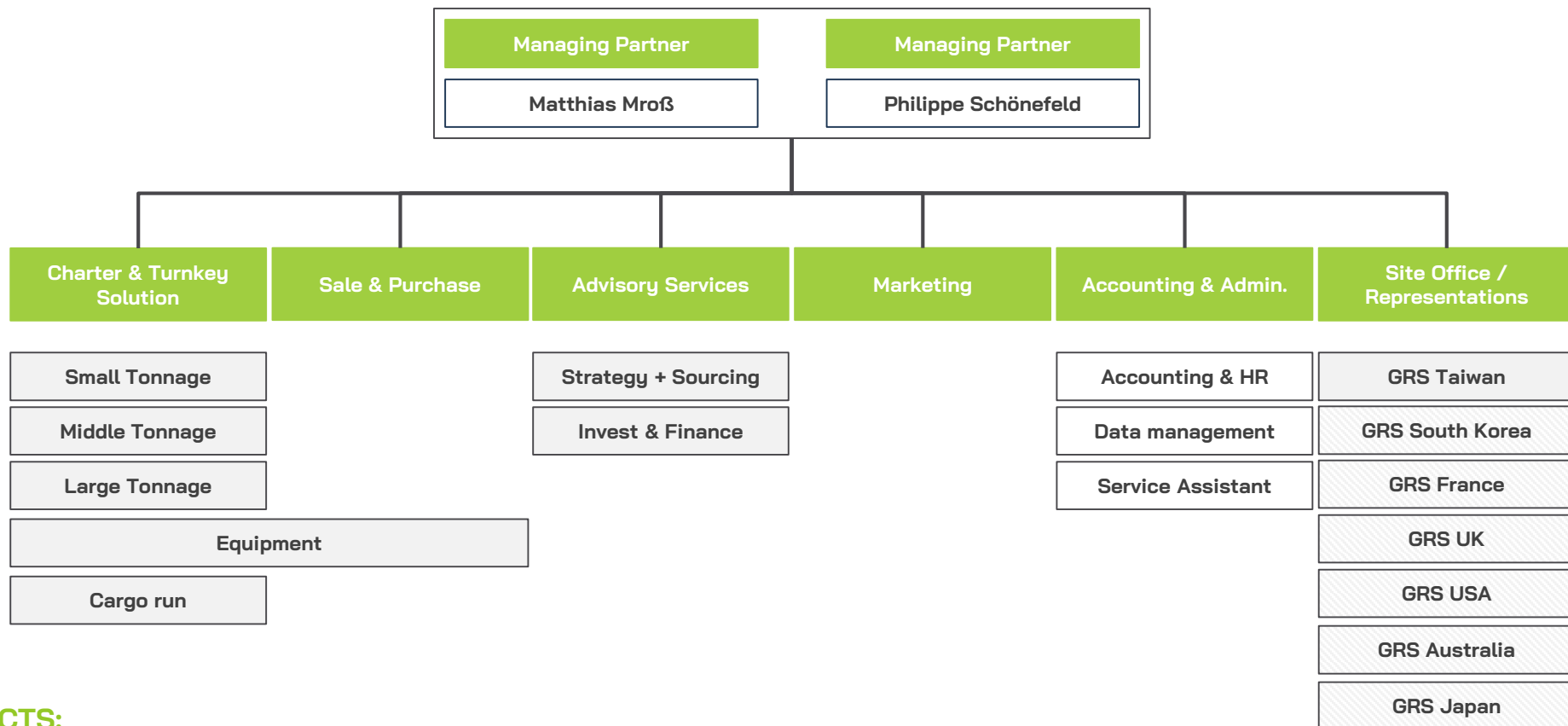
# GRS KEY MILESTONES

Corporate milestones over 10 years reflect the pioneering path of GRS from a national provider to a successful global company.



## GRS TEAMS OF EXPERTS

The diversified team of experts enable GRS to provide a broad range of offshore brokerage services. A combination of know-how and experience equals customized support.



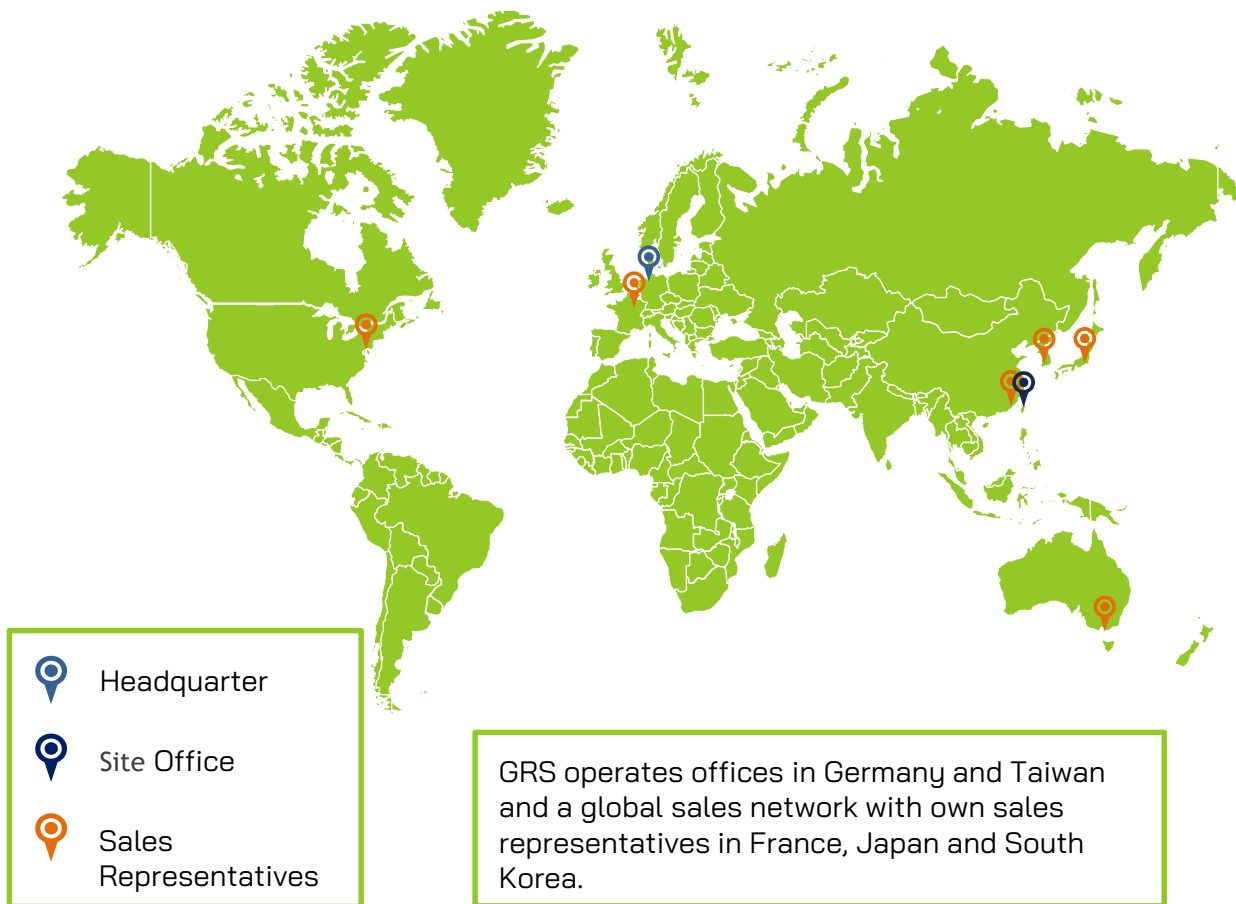
### FACTS:

- ▶ GRS is operated by the two Managing Partners and their team of 18 employees and 5 freelancers.
- ▶ While the majority of the work force operates from the headquarter in Hamburg, Germany, 7 site representatives act on behalf of GRS in 7 other countries.
- ▶ The achievements of our organization are the result of the combined efforts of each individual, and our team is more than the sum of its parts. We each bring a complementary set of skills to continually move with the changing needs of our customers - each member of the GRS.GROUP team makes a vital contribution to the success of our company.

## FLYING THE GREEN FLAG WORLDWIDE.

GRS headquarters in Hamburg – additional strategic key locations in Europe and Asia for further growth.

### LOCATIONS AND OFFICES



### OUR FOOTPRINT

- ▶ GRS' headquarter is located in northern Germany in the port city Hamburg
- ▶ The third, newest headquarter of GRS opened in 2015 after the office location was moved within Hamburg for a second time in 2013 due to company growth.
- ▶ The first subsidiary 'GRS Global Renewables Shipbrokers GmbH Taiwan Branch' was established as an office in Taiwan in 12/2020.
- ▶ In the course of the expansion, further sale representations were established, in which local cooperation with sales representatives takes place:
  - Paris (France – 05/2016)
  - Mokpo (South Korea – 08/2019)
  - Tokyo (Japan – 11/2019)
  - Melbourne (Australia – 08/2022)
  - Providence, RI (USA – 10/2022)
  - Xiamen (China – 03/2023)
- ▶ All relevant regions worldwide are covered via own sales offices, local partnerships or via the Hamburg office. GRS already has a strong footprint in the most promising growth regions.



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