

# GRS.OFFSHORE RENEWABLES

STRATEGY. SOURCING. MARINE ASSETS.

## 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.



**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.



### 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.

### 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.

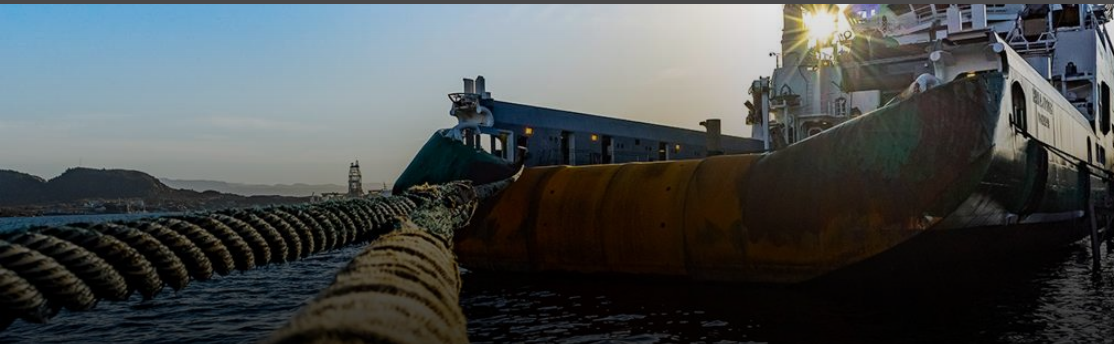


### Contract Negotiation

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.



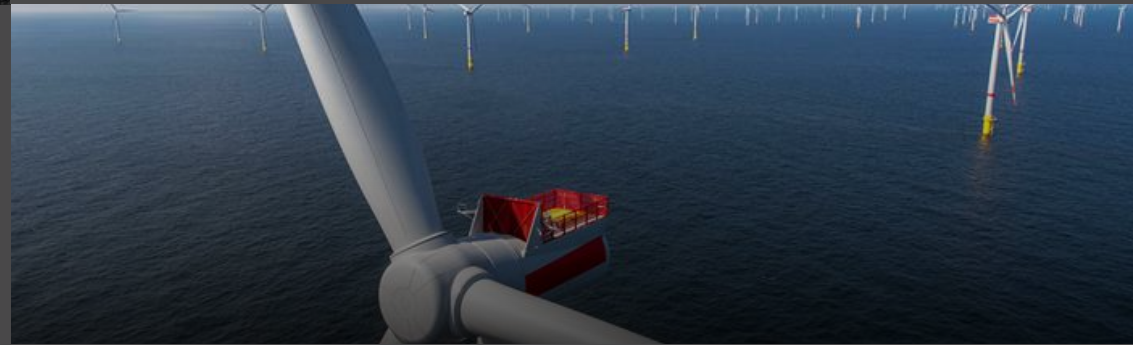
### Confidential and discreet

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.



### Your trusted Partner

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



### Saving You Money and Time

Supporting your charter project with expertise and competence: from the identification of requirements, negotiation and completion of the contract, for the entire chartering period. This service is free of charge for you.

## 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



CRANE VESSEL



INSTALLATION VESSEL



GUARD VESSEL



PLATFORM SUPPLY VESSEL



WALK-2-WORK VESSEL (SOV)



CONSTRUCTION VESSEL



ANCHOR HANDLING TUG



SURVEY VESSEL



DIVE SUPPORT VESSEL



TUGBOAT



MULTICAT



MULTIPURPOSE TUG



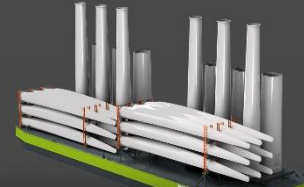
CREW TRANSFER VESSEL



ACCOMMODATION VESSEL



ACCOMMODATION PLATFORM



BARGE



CABLE LAYING VESSEL



SEMISUBMERSIBLE VESSEL



FIELD SUPPORT VESSEL

3D VESSEL PORTFOLIO   
EXPLORE NOW

# OUR OFFSHORE EQUIPMENT PORTFOLIO



**BARGE**



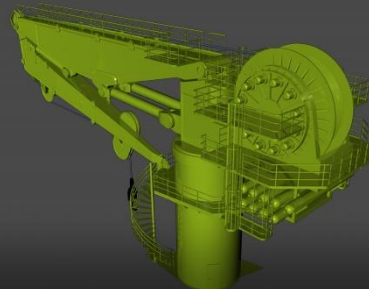
**ACCOMMODATION MODULE**



**TRANSFER SYSTEM / GANGWAY**



**A-FRAME**



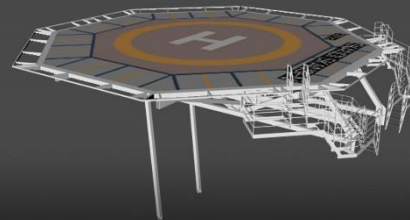
**CRANE**



**CABLE INSTALLATION EQUIPMENT**



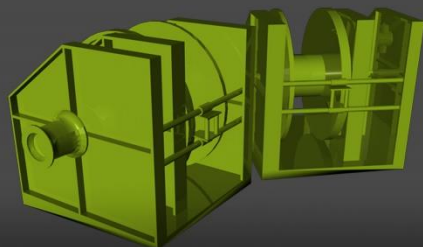
**OFFSHORE CONTAINER**



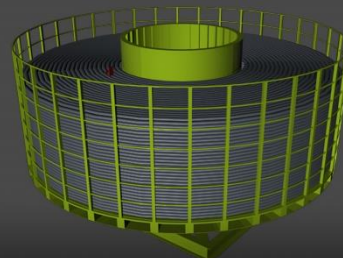
**HELICOPTER DECK**



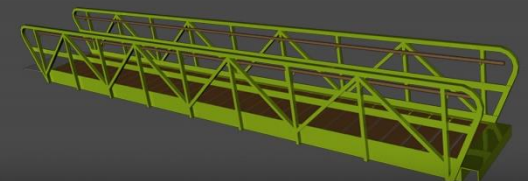
**REMOTELY OPERATED VEHICLE (ROV)**



**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.

## CORPORATE FINANCE

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.

## 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.



## 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.

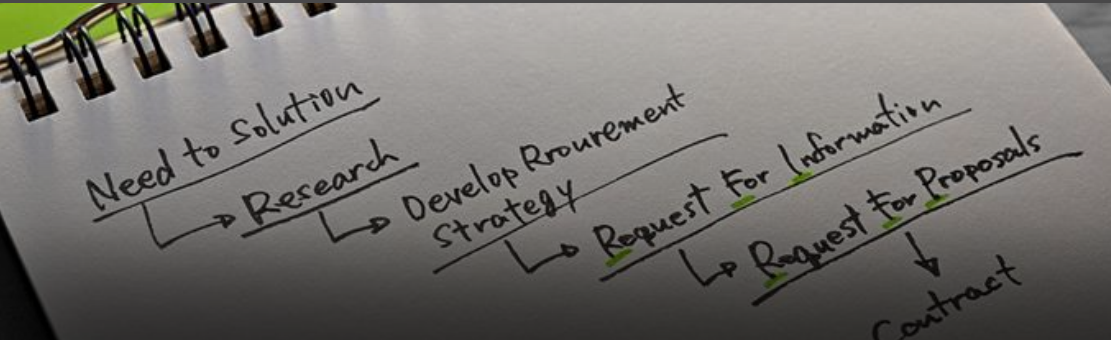
## VALUATION REPORT

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



## 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



**MANAGEMENT**



**MATTHIAS MROSS**  
MANAGING PARTNER



**PHILIPPE SCHÖNEFELD**  
MANAGING PARTNER

**ADMINISTRATION**



**BERND MEYER**  
HEAD OF ACCOUNTING  
& ADMINISTRATION



**PEGGY LIN**  
BUSINESS INTELLIGENCE  
MANAGER



**RHONDA KWONG**  
ADMINISTRATION  
MANAGER



**MEGHA SHARMA**  
DATAMANAGEMENT  
MANAGER

**MARKETING**



**YAMAN HALLOUM**  
MARKETING MANAGER



**UWE SCHULDT**  
HEAD OF  
INVEST+FINANCE

**STRATEGY+SOURCING**



**ANDY HUANG**  
SENIOR STRATEGY+  
SOURCING MANAGER

**CHARTERING**



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



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



**IOANNIS VAVASIS**  
CHARTERING & S+P  
MANAGER



**DAROO KIM**  
BRANCH MANAGER SOUTH  
KOREA & SENIOR CHARTERING  
& SALE+PURCHASE MANAGER



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



**FRANÇOIS RICHARD**  
CHARTERING & S+P  
MANAGER FRANCE +  
MEDITERRANEAN

**SALE+PURCHASE**



**HELLI GANDHI**  
SALE+PURCHASE  
MANAGER



**SRINI BALASUBRAMANIYAN**  
SALE+PURCHASE  
MANAGER

**GRS HEADQUARTER**  
**HAMBURG**

STADTHAUSBRÜCKE 7 | 20355 HAMBURG | GERMANY

+49 40 411 60 68 0  
INFO@GRS.GROUP

**GRS FRANCE**  
**MONACO**

+ 33 782 91 63 62  
FRANCE@GRS.GROUP

**GRS CHINA**  
**Xiamen**

+86 1396 720 0882  
E.JIANG@GRS.GROUP

**GRS JAPAN**  
**TOKYO**

7TH FLOOR, KIBUN DAIICHI BLDG. 7-5-3, TSUKIJI, CHUO-KU |  
TOKYO 104-0045 | JAPAN

+886 958 257 662  
JAPAN@GRS.GROUP

**GRS SOUTH KOREA**  
**SEOUL**

LEVEL 21, SEOUL FINANCE CENTER 136 | SEJONG-DAERO,  
JUNG-GU, SEOUL | REPUBLIC OF KOREA

+82 103 261 7024  
SOUTH-KOREA@GRS.GROUP

**GRS TAIWAN**  
**TAIPEI CITY**

18/F, NO. 460, SECTION 4, XINYI ROAD | XINYI DISTRICT | TAIPEI  
CITY 110 | TAIWAN

+886 905 253 662  
+886 958 257 662  
TAIWAN@GRS.GROUP

**GRS USA**  
PROVIDENCE

+49 172 79 97 079 / M.MROSS@GRS.GROUP  
+1 917 545 4951 / V.GALLO@GRS.GROUP

**GRS AUSTRALIA**  
MELBOURNE

+886 958 257 662  
J.JHENG@GRS.GROUP



# APPENDIX

EXAMPLES OF SOME RECENT GRS BROKER PROJECTS



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.



-  Charterer
-  Owner
-  Project



-  Charterer
-  Owner
-  Project

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.





-  Buyer
-  Seller
-  Project

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.



-  Charterer
-  Owner
-  Project



-  Charterer
-  Owner
-  Project

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.