



PVTRANS SHIPS MANAGEMENT

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**THE DIFFERENT SOLUTION
FOR MANAGEMENT**

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INTRODUCTION

PVTrans Ships Management (PSM) is a subsidiary of PetroVietnam Transportation Corporation (PVTrans). PSM is established to implement tankers' management owned by PVTrans and other branches of Vietnam Oil and Gas Group.

PSM boasts about having many senior managers with more than 15 years of experiences in oil and maritime industry. Since establishment, we have achieved great success and got appreciation of our clients and experts by satisfying optimal customers' requirements and significantly improving the economic value of Vietnam Oil and Gas Group's ship owners.

Today, we are expanding our market through managing tankers for international ship owners in order to contribute remarkably for marine business, cooperating with ship owners for sustainable development; simultaneously, supplying and exporting crews to foreign countries.

Providing a comprehensive package of technical, crewing, procurement and safety services for most types of vessels, we are proud of these achievements thanks to the development of management system and safe operation of fleets, which is ensuring general technical conditions, satisfying class inspections' requirements and meeting with approval of Oil Majors. Our crews are well-qualified, have professionalism and assiduity in working attitude, standardize in morality and experience in multinational working environments.

With high sense of responsibility of a reliable service provider, PSM has commitment to continuously strive for reaping further success in the coming years to assert our leading position in the field of Oil and Maritime. We understand crucial factors which deliver excellence across Ships Management. Discover the differences of PSM can make to your business – get in touch today.



VISION

Become a strong and prestige leading ships management company, ranking in top position regionally and internationally.

MISSION

- Provide maximum economic value for our customers through effective ships management and seafarers supply with high quality, ensure safety of people, property and the environment.
- Commit with high spirit to implement the rights of employees, economic benefits for the corporate's owner and have positive contributions to society.



Sense of responsibilities

Individuals has high self-discipline to form a strong and prestige spirit collective with sense of responsibility for the assets and the success of our customers.



Service-minded

Customer's satisfaction is the first priority. Listening, understanding and cooperating with customers, partners to provide the service with highest quality and cost effectiveness



Professionalism

Always make our best efforts in improving the qualifications and skills needed to be active in the dynamic working environment in international integration

CORE VALUES



Respect

Listen to customers, partners and colleagues; always show respect for diversity, differences and acquire, renew our thoughts to achieve the highest efficiency at work.



Creativity

Creativity makes us become different. We are and will always be creative every day to achieve breakthroughs in services' quality



Quality, Safety, Environment protection

High quality service, safe for people and property, eco-friendly environment are 3 principles of PSM in order to build reputation and brand awareness.



WHY YOU SHOULD CHOOSE PSM

- Vietnamese largest ships management company established by a state-owned corporation – PetroVietnam Transportation.
- Comprehensive range of maritime services including ships management & technical services; crew training and supply; ship repair & maintenance; material, equipment procurement; vetting management; new building supervision available individually or as an integrated package.
- Manage ships following international standards to ensure safe ships operations and satisfies Oil Majors and Charterers' requirements.
- Friendly cooperation and flexibility at the highest level of both onshore and offshore personnel to satisfy the highest standards with efficiency, safety, reliability and cost-effectiveness.



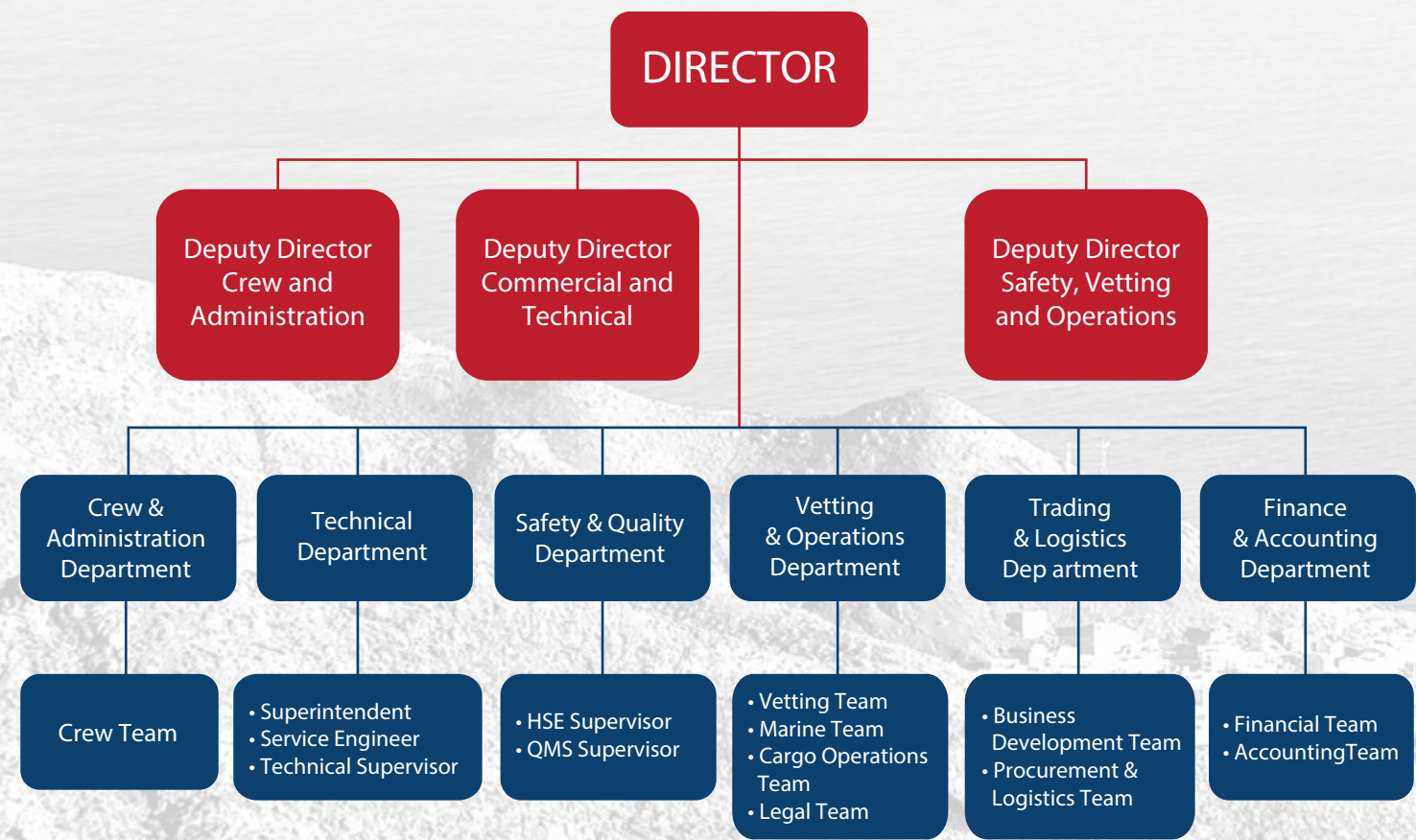
- Vast collective experiences, knowledge and expertise in managing and handling diversified vessel types including crude oil tanker, oil/chemical tanker, LPG carrier, bulk carrier, FPSO, FSO.
- Our crews are well-qualified, have professionalism and assiduity in working attitude, standardize in morality and experience in multinational working environments.
- Save costs in hiring external technicians and avoiding off – hire time in case of emergency repair or scheduled maintenance thanks to experience in repairing & fixing of superintendents & crews onboard
- Minimum dry-docking time of vessel thanks to preparation and management are conducted carefully and professionally.
- Good relationship with shipyard and suppliers and the ability of looking for cost-effective solutions to help ship owners save considerable time and money.

HUMAN RESOURCES

THE FIRST KEY FOR SUCCESS

PSM's success and achievements are thanks to great efforts of high determination, enthusiasm and solidarity of our collective. More importantly, the capacity of organizing business scientifically and the professionalism in working attitude are crucial factors to operate PSM smoothly and efficiently

ORGANIZATIONAL CHART





PSM
THE DIFFERENT SOLUTION FOR MANAGEMENT



SHIP AND MANAGEMENT TECHNICAL SERVICES



SHIP MANAGEMENT & TECHNICAL SERVICES

We deliver a range of solutions to assist our clients in saving time and money.

- Ensure all vessels are always under control, operated safe and efficiently, which are fully compliant to international regulations. Close attention is paid to Charterers' requirements to ensure vessels' operation without delay or off-hire time.
- Our Management System tracks all aspects of shipboard and shore-based operations and measures them against well-established Key Performance Indicators (KPIs). PSM is inspected and certified by DNV-GL with ISM code, ISPS code, OHSAS 18001:2007, ISO 9001:2008 and ISO 14001:2004. This system also complies with other IMO regulations and standards such as OCIMF and TMSA.
- Our ships management service extends to assist ship owners with pre-purchased inspections, budgeting and financing when acquiring second hand vessels.

- We add value to our clients' fleets through:
- Close monitoring of ships' physical condition and performance to ensure they meet or exceed the requirements of international conventions such as SOLAS, MARPOL, STCW, MLC as well as those of individual owners, charterers, classification societies, flag states and port states.
 - Regular onboard visits by technical superintendents and internal auditors to implement and assess quality procedures and practices onboard, as well as onboard crew training.

- Control of operating expenses within optimum budget without compromising on safety, quality and performance standards.
- Develop, manage and control effective energy consumption implementation which is approved and appreciated by leading registry offices namely DNV-GL, ABS
- Computer based systems are used to monitor vessels and data sent from ships is analyzed ashore to optimize each vessel's speed, consumption and performance
- We have the flexibility to meet our client's needs for periodic technical and accounting reports

PSM is currently managing a fleet including:

- Crude oil tankers (Aframax)
- Oil/Chemical tankers (Coated and Stainless Steel)



■ Manage a large pool of qualified and experienced seafarers. We prioritize at all times employment of competent and skilled shipboard personnel by ensuring stringent crew selection procedures to guarantee successful operation of vessels. Shipboard personnel are carefully sourced through our Company Manning Offices and established crewing partners.

■ Training for our shipboard personnel are imparted using state-of-the-art simulators. The training programs with top experts in the maritime industry have been given to our crews to standardize and improve not only knowledge but also professional on board skills of worldwide tankers & chemical fleets. Our vessels have passed all vetting of tankers which were carried out by oil majors.

■ PSM's energetic crews are professionally trained with more than 10 years of experience in working with multinational vessels in Ukraine, India, South Korea, Japan and China. Furthermore, with the advantage of the largest liquid carrier in Vietnam, our crews have an ideal environment for upgrading their skills on crude oil tankers, oil/chemical tankers and LPG carriers. They follow strictly legislative processes, satisfy completely all requirements of the International Convention on Standards of Training, updating the latest amendment by the International Maritime Organization(IMO)

■ Crew members can do repair or maintenance by themselves; or cooperate with superintendents to implement urgent cases happening while operating vessel. This can be considered as big advantages in saving hiring external technicians and avoiding off – hire time. To meet different demands of ship owners or operators, we are flexible to provide diversified cost-effectiveness crew supply and training service packages.



Recruitment, screening and selection members.



Training, coaching crews to ensure high qualification and adaptive capacity: uses Videotel crew training software to enhance the professional skills



Supplying crews to domestic and international market



Crew management: monitoring database, reporting progress.



CREW SUPPLY & TRAINING SERVICES

SHIP REPAIR AND MAINTENANCE SERVICES

Maintenance and repair services of PSM help ship owners completely release concerns about any problems arising during operation. With a team of high capabilities technical experts, PSM is always ready to:

- Consult to help ship owners resolve technical issues related to the operations, repair and maintenance of ships and onboard systems.
- Develop plans and implement regular or immediate repairs and maintenance at the request of the manufacturer, the provisions of registry office or actual condition of the equipment.
- Monitor, supervise and perform the repair and maintenance work.
- Repair ships at the port and on docking periodically
- Assist ship owners quickly fix the problem related to the equipment & system onboard, specialized in the electric & automatic system, hydraulic system.

Bringing the best quality of maintenance and repair service is our commitment since PSM's responsibility is protecting assets and delivering to client maximum economic value.



MATERIAL, EQUIPMENT TRADING AND LOGISTICS SERVICES

■ On the basis of the authorization of the ship owners, PSM shall procure materials, spare parts equipment for marine, oil and gas industry. We maintain the same cost from good suppliers for our ship owners. We always ensure the quality of spare parts and equipment supplied and are ready to grant free replacement if there are defectives happening to supplies which were provided to customers.

■ To us, purchasing is more than a process of acquiring supplies. It is procuring the best quality goods and services at the most economical price. Through tapping on our global purchasing experience, and our

network of highly reliable suppliers, we actively negotiate for favorable frame agreements and consolidate volume purchase. As a result, we are not only able to secure attractive pricing on a range of supplies, including spare parts, lubricating oil, paints and provisions, we are also able to adopt a holistic perspective to inventory control – maximizing savings for our principals.

Instead of contacting with many suppliers, using our service is an effective and integrated solution to help customers have confidence in implementing everything promptly with guarantee.



VETTING MANAGEMENT

■ We have experiences in all aspects of Oil Major vetting to meet different requirements of our clients. We have got the Oil Major successful approval of Shell, ENOC, Stat Oil, BP, Petronas, KOCH, Exxon Mobil. Furthermore, having steady and sustained relationship with all Oil Majors' Vetting Departments is our outstanding advantage

■ Our dedicated Superintendents will assist ship's personnel with the vetting preparation (pre-vetting inspections) (using SIRE or CD VIQ as appropriate) as well as execution of the inspection.

■ The response to each inspection is then coordinated by a vetting focal point at each regional office to ensure a sufficient level of assurance, incorporating root cause analysis, which is delivered consistently.

■ Data from each inspection is collected centrally and analysed for trends & weaknesses. This approach has delivered consistent improvements to our client's vetting performance over the last years; benchmarking favourably against our competitors.

Our Safety Management System (SMS) is one of the most audited systems in industry due to the volume of Oil Major TMSA audits. Our in-house training departments and strong officer retention rate ensure the staff operating our vessels are familiar with these robust safety procedures and tanker best practices

NEW BUILDING SUPERVISION

■ PSM has a team of skilled, competent and dedicated Marine Engineers and Naval Architects with proven track records in project management and site supervision of new ship construction. We carry out detailed review of the yard specifications and provide Owners with our comments to the Hull, Paint Coating, Machinery and Electrical systems. This review is made against Owners requirements, best industry practices and incorporating PSM's operational experience gained through managing similar vessel type. Our comments would also be useful for owners' in their negotiations with the yard to upgrade the quality of the vessel.

■ The four main phases of the New Building Supervision would cover the followings:

- ✓ Plan Approval
- ✓ Factory Acceptance Test of Equipment
- ✓ Site Supervision
- ✓ Commissioning and Sea Trials

■ Our Site Manager is responsible for liaison with the yard in all aspects of the construction program and to ensure that the vessel is delivered to the agreed specifications, standards and quality. Owners are provided with weekly and monthly progress reports which covers the status of steel construction, surface preparation & coating, machinery, piping, electrical installation and outfitting works.

■ The site team will closely monitor the yard's daily tests schedule to ensure that various equipment & systems are tested and proven to meet the specifications and class requirements. Commissioning and Sea Trials would be carried out to owners' satisfaction and kept fully informed as to whether the performance of the vessel and its systems has met with the agreed contractual specifications. We will also liaise with the builder on any further outstanding matters and take delivery of all documents and final drawings for dispatch to owners.



SAFETY – HEALTH – ENVIRONMENT – MARITIME LABOR AND QUALITY MANAGEMENT

- Safety of our employees, clients, society and environment are our top priorities within our company. We comply with the latest national and international shipping regulations and standards. Everybody in our company also strives to improve the Safety Management System continuously with proper implementation, good feedback and implements the requisite adjustments that come up during management assessments.
 - We believe that the quality of our services is directly related to the performance of our officers and crews. Therefore we have a consistent policy of maintaining very high standards in crew health, work safety and environmentally sound vessel operations. A strong focus on creating a healthy working environment usually has a preventive effect on undesirable events. To maintain a good working environment on board vessels and elsewhere, we encourage
 - ✓ Life-long learning practices among our people through training, motivation and personal development.
 - ✓ Conduct training exercises for our crew to meet the targets of zero accidents, personal injury, equipment, cargo or property damage, environmental mishaps; therefore increasing operational efficiency.
- PSM is managing tankers by a general Safety Management System (SMS) that is certified to the ISM code, ISPS code, OHSAS 18001, ISO 9001, ISO 14001. It also complies with other IMO regulations and standards such as OCIMF and TMSA. Besides, we have experts in improving of the SMS in order to reflect the latest industry legislation, assisting the ship owners in their TMSA compliance.



POLICIES

KEY FOR PRESTIGIOUS BRAND

To strengthen and support services in order for providing optimal benefits to customers, PSM sets policies under strict supervision and inspections including:

■ SAFETY AND ENVIRONMENT PROTECTION POLICY

Provide safe practices in ship operations
Provide a safe working environment
Prevent human injury or loss and damage to property
Prevent pollution and protect the environment

■ SECURITY POLICY

Provide security procedures and practices for ship operations to protect the security of ports, harbors and the community.
Establish safeguards to reduce the risk to crews and onboard personnel
Improve the security skills and awareness of personnel ashore and onboard
Prepare contingency measures for emergencies related to possible security incidents.

■ DRUG, ALCOHOL USE AND SMOKING POLICIES

DRUG POLICY

The possession, storage, solicitation, or consumption of drugs such as cocaine, heroin...or other non-prescription drugs is strictly prohibited.

ALCOHOL POLICY

1. The alcohol may only be consumed to meet the standards in the Oil Companies International Marine Forum Guidelines for the control of drugs and alcohol onboard ship, ensure that he has no disorientation of brain or central nervous system in performance of his normal duties at all time.
2. Where a vessel is operating in a declared alcohol free zone, no alcohol shall be taken or consumed onboard. The Master of the vessel covered by this policy retains the right to declare the vessel free of alcohol at any time.

SMOKING POLICY

Provide a clean atmosphere and smoking-free workplace for all personnel.

■ MARITIME LABOUR MANAGEMENT POLICY

To ensure the best working, living conditions, entertainment, wages, working hours, working age, occupational health, training, welfare and other entitlements to PSM's crew fleets

■ SEAFARERS RECRUITMENT AND PLACEMENT SERVICE PROVIDER POLICY

To ensure the conditions under international regulations for the recruitment, training, crew supply to international ship owners

TYPICAL CLIENTS, PARTNERS CERTIFICATE

Gaining great trust of customers by building reputable and reliable collaboration, PSM is proud to become a partner of many major brands in Vietnam and all over the world. In addition, through the deployment of building and perfecting the management system which meets international standards, PSM has been appreciated and certified by prestigious international institutions.



CERTIFICATE



CORPORATE SOCIAL RESPONSIBILITY

To PSM, working responsible means having positive impacts on the areas and environment where we operate. We commit to conduct business in a responsible, ethical and sustainable manner. We aim to create long term values for the company and make positive impacts to local communities. The work we are doing involves supporting local communities develop, both socially and economically.



SUPPORT CHARITY

- Raising funds for poor women, victims of the flood
- Raising funds for young generation, comradeship and Petroleum Assistance.



CLEANING CAMPAIGN

Annually, PSM's officers and seafarers organize the cleaning campaign in coastal cities to keep clean and fresh environment.



BLOOD DONATION

To save precious lives of people who need a blood transfusion due to illness or injury; and to increase awareness of the need for blood.

