



**ONE MARITIME SOLUTIONS**

---



Powered by the **Columbia** and **Fameline Groups** of Companies, **OneMaritime Solutions** has pioneered a tailored project-led approach to solving the needs of the maritime industry.

By combining the extensive service packages of both the Columbia and Fameline Groups, a holistic service platform has been created that provides global, flexible, modular and fully customisable maritime services and solutions.

The core services OneMaritime Solutions offers includes technical ship management, crew management, training & welfare, procurement, vessel performance optimisation, catering, spare parts sale and distribution, lubricants supply, technology solutions and oil & gas services.

These services can be offered individually to the client, or combined in a turnkey solution customised to the client requirements. Thereby, the client profits from the one-stop-shop solution approach saving time and money, while at the same time avoiding operational disruption.

Benefiting from economies of scale, the OneMaritime Solutions platform is capable of proposing, designing and executing any kind of maritime related project, by leveraging the international network and expertise of the partners, creating innovative and cost-optimised solutions for its clients.

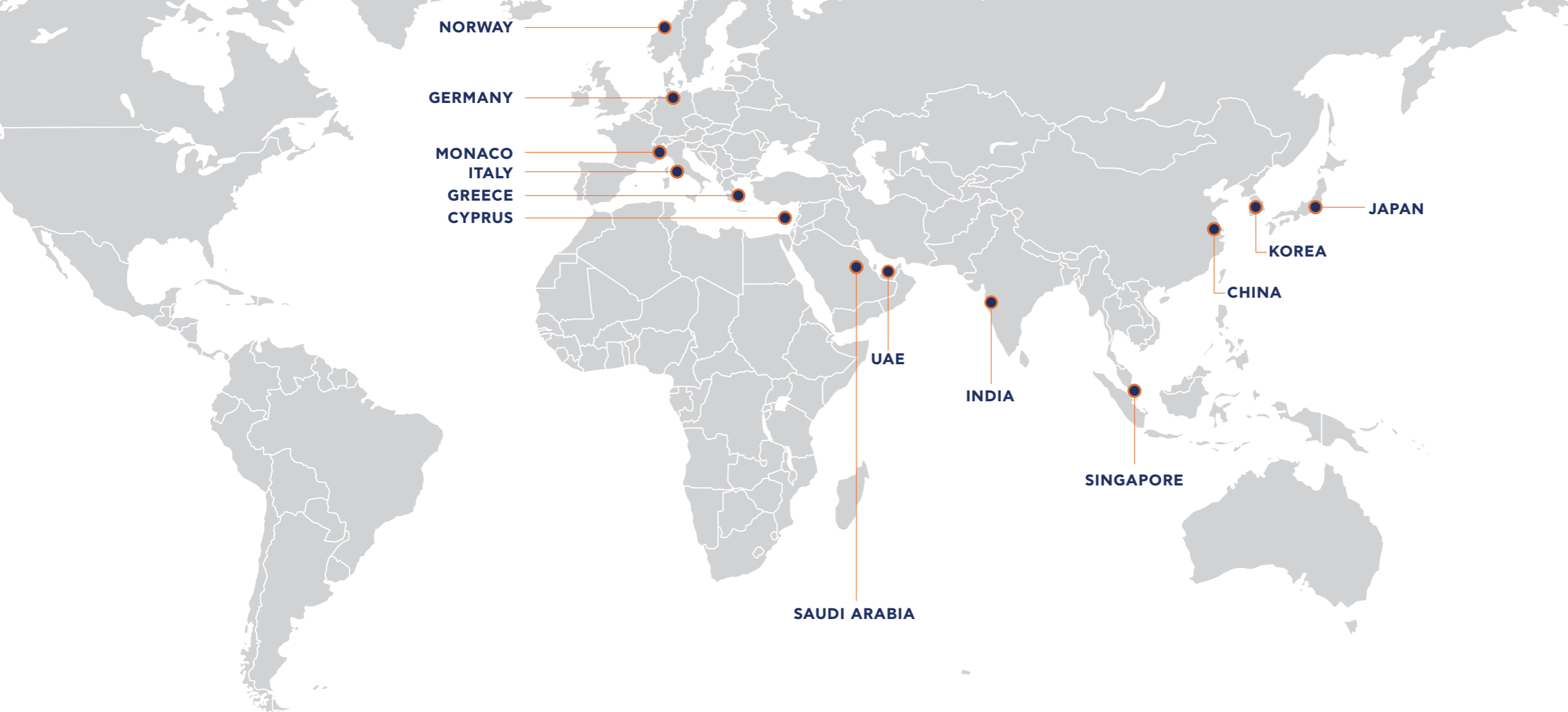
Following a flexible and project-led approach, OneMaritime Solutions will identify and consult the client on it's direct needs aiming to find suitable solutions and synergies related to the operations and projects in question.

# 01

COLUMBIA GROUP  
*COMPANIES*

---





## SHIP MANAGEMENT AND MARITIME SERVICES

CSM has evolved to offer partners a scaled and tailored offering, a “second party” shipmanagement operation. An integrated maritime services platform, offering fully-customisable and specifically tailor-made maritime services for each client, including management, logistics, procurement, technology, IT, crewing, catering and people. Leveraging a wide network of 13 management and representative offices, we service our partners within similar time zones and provide high level of support to diverse fleet and crew trading worldwide. 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.



**Contact  
Details:**

**Mark O’Neil**

✉ [m.oneil@csmcy.com](mailto:m.oneil@csmcy.com)

**Kyriakos Vlachos**

✉ [k.vlachos@schoeller-holdings.com](mailto:k.vlachos@schoeller-holdings.com)

**Andreas Hadjipetrou**

✉ [a.hadjipetrou@csmcy.com](mailto:a.hadjipetrou@csmcy.com)

**Leonid Zalenski**

✉ [l.zalenski@csmcy.com](mailto:l.zalenski@csmcy.com)



## CREWING & TRAINING

In order to provide qualified seafarers, Columbia Shipmanagement maintains its own crewing offices in multiple countries across the globe. By sharing the same cultural background with our seafarers at local offices, we benefit from high retention rates with our loyal crewing pool. Additional professional crewing agents contribute to providing the best recruitment and crew management service available in the market.

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, we have also developed client and company-specific crew training programmes.

## CREWING AGENCIES

- 1 Career Philippines Shipmanagement Inc. Manila
- 2 Columbia Cruise Services Hamburg, Germany
- 3 CSM Poland-Doehle Manning Services Europe SP.z.o.o., Gdynia
- 4 CSM Baltija SIA, Riga, Latvia
- 5 Columbia Shipmanagement (St. Petersburg) Ltd., Russia
- 6 Columbia Shipmanagement (St. Petersburg) Novorossiysk Branch, Russia
- 7 Columbia Shipmanagement Rijeka d.o.o., Croatia
- 8 Columbia Shipmanagement Shanghai Co. Ltd, China
- 9 Senator Crewing (Manila) Inc. (SCM), Philippines
- 10 Columbia Shipmanagement Ukraine (CSM UA), Odessa
- 11 LLC Columbia Shipmanagement, Batumi, Georgia
- 12 Stödig Ship Management Poland Sp. z o.o.
- 13 Stödig Ship Management SRL, Constanza, Romania
- 14 Columbia Cruise Services UK Limited, Southampton
- 15 Columbia Aurus Ship Management, Mumbai, India
- 16 Columbia Shipmanagement (Turkey) LLC

## LEISURE/CRUISE/YACHT/HOSPITALITY-SERVICES

In 2021, COLUMBIA combined its various business lines and brands in the super yacht and cruise sectors under one holding entity: COLUMBIA blue. The newly established group offers a diverse portfolio of services within the leisure, lifestyle, cruise, super yacht, aviation, and hospitality industries. Asset management, concierge, events, and hospitality training complements the portfolio, providing clients with the highest quality 360-degree turn-key service solutions.

While achieving improvements for existing clients and current areas of expertise, the leisure group offers a platform for novel projects and business development concepts. By embracing all leisure activities under one umbrella, COLUMBIA blue can apply a fluid approach throughout all sectors without diluting the strengths of the individual brands, making it an integrated Leisure Service Platform.

COLUMBIA blue sets new standards in performance efficiency, state of the art technology, sustainability, and customised service delivery.

- 360-degree, fluid leisure service approach – all from one central place.
- Sea and air travel, hospitality management and training, asset management, health concepts –mix and match services and merge proficiencies.

**Contact**  
**Details:**  ns@columbia.blue

[www.columbia.blue](http://www.columbia.blue)

## CRUISE VESSEL MANAGEMENT

As a stand-alone management company, Columbia Cruise Services (CCS) is dedicated to cruise vessel management. CCS's location in Hamburg, Germany, ensures fast and easy access to one of the busiest cruise industry hubs in Europe. While the CCS service portfolio began with the traditional ship management services of deck, engine and crew management, its services have expanded to include hotel management, project management and new building supervision as well as various specialised services. CCS offers a full range of ship management services - from crew management through to full management. Following a modular approach, the client can choose the desired range of operational services which suits their needs.

- Fully transparent cruise operations, close collaborative partnerships with clients.
- More than 35 years of industry experience, 44 crewing agencies worldwide, 4600 seafarers.
- Full management as well as individual services: hotel management, technical management, marine and port operations, crew management.
- Utilising COLUMBIA Group's supply chain.

**Contact**  
**Details:**  o.groeger@columbia-cs.com

[www.columbia-cs.com](http://www.columbia-cs.com)

## YACHT MANAGEMENT

Swiss Ocean Yacht Management (SOYM) specialises in all aspects of yachting asset management, ranging from superyachts to gigayachts. They provide individually tailored services, independent from brokerage activities. In addition to operational, technical and crew management services, SOYM specialises in new build and refit projects as well as superyacht development. Ancillary services include, but are not limited to asset management, health & hygiene consulting, crew trainings and hospitality management.

- Advanced cloud based software: Client and Crew E-Platform for reporting and coordination: Planning / Accounting / ISM Charter Management / Yacht Certificate Tracking Planned Maintenance System / Inventory and Procurement.
- Independent from Brokerage and Charter Firms.
- International experts team, with decades of experience in superyacht operation.

**Contact** Louise Holloway  
**Details:**  lh@soym.ch

[www.soym.ch](http://www.soym.ch)

## HOSPITALITY AND CATERING SPECIALIST

COLUMBIA signature (CS) is a hospitality service provider, dedicated to serving clients on sea, land, as well as in remote and challenging environments.

CS' USP is the unique combination of its dynamic, and highly specialised resources in combination with the worldwide purchasing and recruiting network of the COLUMBIA group.

By offering 360° hospitality hotel and catering management as well as specialised procurement services sectors, CS caters to vastly expanding markets such as the cruise and ferry industry, jack-up barges and shore-based operations. Duty-free shop management, marketing services and project management complement the portfolio.

- 360° Hospitality Solutions - on land, at sea and in remote and challenging environments.
- Innovative, individualised hotel management services.
- Exclusively developed food concepts and menu designs.
- Hospitality service consulting and project development.

**Contact** Julia Siebert  
**Details:**  js.sign@ure.blue

[www.columbiasignature.blue](http://www.columbiasignature.blue)



## PUBLIC HEALTH SERVICES

COLUMBIA pure provides leisure, tourism, transportation, and industrial businesses with Public Health programmes. The company ensures that business segments remain compliant with relevant international requirements and best practices. Moreover, the company always has a people-focused approach to services. COLUMBIA pure offers tailor-made programmes of health promotion to meet the needs of any business. Programmes focus on education, training and in-person consultation as well as evaluation of already existing programmes.

The CP team is comprised of experts in global public health, outbreak prevention, water safety, nursing, and various other sectors of the public health sector.

- 360 degree public health consultancy.
- Public health auditing.
- Individualised inspection tools.
- Creation of logs and record keeping.
- Tailor-made outbreak prevention and response plans.
- Ongoing worldwide training and support.

**Contact** **Norman Schmiedl**  
**Details:** ✉ ns@columbiapure.blue

**Julia Siebert**  
✉ js@columbiapure.blue

[www.columbiapure.blue](http://www.columbiapure.blue)

## MARITIME PROJECT MANAGEMENT

COLUMBIA projects offers 360 degree project management services in the ship building process.

From pre-purchase inspections to new building projects, refits and conversions, we offer the full range of ship project design, supervision, execution and controlling.

We are setting new standards in project performance efficiency, cutting-edge technology, design, sustainability, and customized service delivery for passenger vessels such as yachts, ferries, expedition, and cruise ships.

We ensure 24/7 access to the worldwide specialized resource network of COLUMBIA blue – The Leisure Group.

**Contact** **Olaf Groeger**  
**Details:** ✉ og@columbiaprojects.blue

**Norman Schmiedl**  
✉ ns@columbiaprojects.blue

[www.columbiaprojects.blue](http://www.columbiaprojects.blue)

## OFFSHORE SHIP MANAGEMENT

CSM Energy, is an integral service platform in the energy sector aiming to offer a full range of specialised services around clients' assets. In addition to ship management services in the oil and gas and renewable sector, CSM Energy offers an unrivalled service package in the offshore industry, including consulting, financing, environmental life-cycle management (green ship recycling, HazMat audits, waste management), terminal support services, etc. CSM Energy provides management services for the following vessel types:

- Dive Support Vessels.
- Platform Supply Vessels.
- Drilling Units.
- Heavy Lift Construction Vessels.
- ROV Vessels.
- Anchor Handling Vessels.
- Seismic Vessels.
- Research Vessels.

**Contact** **Niki Makri**  
**Details:** ✉ n.makri@csmenergy.com

**Johann Meyer**  
✉ j.meyer@csmenergy.com

[www.csmenergy.com](http://www.csmenergy.com)

## SHIP MANAGEMENT

Stødig Ship Management (SSM) is CSM's partner in Norway, managing chemical tankers, LPG, RO-RO vessels and serving CSM's clients in northern Europe. With its head office located in Bergen, Norway, SSM provides first class ship management services, facilitating high vessel operational availability and QHSE standards at a competitive cost, in order to be a preferred partner within specialised trades.

- Proven record of ship management since 1971.
- Chemical tanker expertise (stainless steel, hard chemicals).
- RORO expertise (short sea, liner service).
- Harsh weather operations (North Europe/North Sea).
- Highly efficient port and cargo operations.
- Skilled on new sustainability technology, including a Rotor sail sustainability project.

**Contact** **Gisle Rong**  
**Details:** ✉ gisle.rong@stodig.no

**Brede Gislefoss**  
✉ brede.gislefoss@stodig.no

[www.stodig.no](http://www.stodig.no)

## MULTIPURPOSE AND HEAVY LIFT OPERATOR

AAL Shipping (AAL) is a multiple award-winning breakbulk, project heavy-lift, steel and dry bulk commodity carrier which has delivered competitive solutions for the world's most dynamic industry sectors since 1995. It is one of the sector's top five carriers by total fleet deadweight and has built a reputation for dependability and going the extra mile for its customers. AAL provides the multipurpose project heavy lift cargo market with seamless around the world connectivity and regular sailings across primary trade routes. This includes scheduled monthly liner services between Europe, the Middle East, India, Asia and Oceania; and, regular trade route services connecting the Americas and the rest of the world.

As a sector innovator, AAL boasts numerous firsts in transport engineering, cargo operations and multipurpose ship design. Projects have included working on some of the world's biggest and most demanding billion-dollar projects. AAL understands the importance of time and cost efficiency to project stakeholders. With headquarters in Singapore and 11 representative offices on four continents, AAL's team of shipping professionals is comprised of more than 25 different nationalities and 35 spoken languages, ensuring a local 24/7 service in all key trading hubs.

- A trusted and highly awarded project heavy-lift carrier.
- Global coverage and dependability.
- Diversified fleet.
- 24/7 operational oversight and sailing optimisation.
- Sector's finest ocean transport engineering solutions.

**Contact Details:** **Kyriacos Panayides**  
✉ k.panayides@aalshipping.com

**Christophe Grammare**  
✉ c.grammare@aalshipping.com

[www.aalshipping.com](http://www.aalshipping.com)

## CONTAINER AND DRY-CARGO CHARTERING & SALE AND PURCHASE

Hanse Bereederung GmbH (Hanse) based in Hamburg, is actively engaged both in exclusive and competitive container and dry-cargo chartering, and in the sale and purchase of ships.

Hanse maintains successful cooperation with the world's major carriers and can offer trip and round voyage fixtures, period charters and long-term time charters. Hanse is also responsible for the chartering and operations of container ships controlled by the Schoeller Holding Group.

Furthermore, Hanse has considerable expertise as a pool manager for earning pools and provides its clients with continuous follow up and support in post-fixing.

- In-house chartering for Schoeller Holdings container/MPP fleet.
- Competitive chartering for Container, MPP and Bulk Carriers.
- Successful and fruitful cooperation with the world's major carriers.
- Sale and Purchase.
- Detailed and up-to-date market information and reports, specialised to container and bulk market.
- Continuous follow up and support in post-fixing.

**Contact Details:** **Claudia Paschkewitz**  
✉ CPaschkewitz@hansehamburg.de

**Michael Zankl**  
✉ MZankl@hansehamburg.de

**Alexander Bock** (Sale and Purchase)  
✉ A.Bock@hansehamburg.de

[www.hanse-bereederung.de](http://www.hanse-bereederung.de)

## TANKER POOL MANAGEMENT

United Product Tankers (UPT) is a Tanker Management company that was established in 2003 and which provides commercial and pool management services to the tanker industry. Its name is highly regarded and respected in the market for offering qualitative and professional operations. Headquartered in Hamburg with offices in Limassol (Cyprus) and Stamford (CT, USA), UPT has a global and direct access to cargo as well as to oil majors and oil traders alike.

UPT consists of a large pool of professionals combining strong expertise and long term experience in operating tankers. Such expertise and experience is invaluable for securing safe ship operations, legal protection and optimisation of ships earnings. UPT's pool service operations are managed through different pools for product tankers ranging between 35-75.000 dwt. UPT pool participants, ranging from traditional ship owning companies to financial institutions, are enjoying high capital returns, regular cash flow payments, third party pool point assessments and performance monitoring, transparent open audited accounts and regular market and financial reports. UPT also offers investors the opportunity to participate in the tanker market through stakes in time charter positions taken on by the group. This allows for a chosen timely exposure on any particular ship size over a limited timeframe with the aim of achieving profits.

- Twenty years of expertise in third party commercial tanker management.
- Independent pool manager.
- Global network - market and cargo access.
- Profound understanding of ship owners' needs and requirements.

**Contact** **Christos Matarangas**  
**Details:** ✉ christos.matarangas@uptankers.com

**Matthias Schoeller**  
✉ matthias.schoeller@uptankers.com

[www.uptankers.com](http://www.uptankers.com)

## PROCUREMENT PLATFORM

GenPro is an independent Maritime & Commercial Procurement company, founded by Columbia Shipmanagement and Bernhard Schulte Shipmanagement. GenPro negotiates framework supply agreements with international ship suppliers on behalf of its Members with the goal of securing the best terms and conditions including pricing in a completely transparent and compliant business model. With its purchasing volume, it secures the best prices achievable on all consumables and, where possible secures discounts based on volume which are returned to the vessels' Owner without any deductions. To date, GenPro consolidates the purchasing activities of over 1000 vessels. The scope and reach of this procurement endeavour is not limited to maritime products and consumables, but includes all products and consumables associated with the operation of maritime businesses both onshore and offshore. The company can also extend its activities outside shipping, into commodities and other industry sectors. The GenPro Model makes sure that all activities are performed in accordance to the company's Sustainability Strategy, with exceptional focus on transparency, trust and, optimization of all its stakeholders processes.

GenPro provides its Members with an Attractive Value Proposition via:

- Competitive pricing.
- Defined quality.
- Real value returned to vessel owners via volume related discounts.
- Proven transparency via an open book policy.
- Robust Sustainability Strategy.
- Value of being part of a pool of 1000+ vessels.
- Economies of scale, with over US \$400 million annual contractual turnover in 2021.
- Over 200 years of combined industry experience in one team.

**Contact** **Maria Theodosiou**  
**Details:** ✉ m.theodosiou@gen-pro.com

[www.gen-pro.com](http://www.gen-pro.com)

## BUNKERING SERVICES

United Fuel Services (UFS) was founded in March 2007 when the Briese, Hartmann and Schoeller Holding group of companies centralised their fuel requirements into one unit based in Bremen, Germany.

UFS exclusively purchases all fuel requirements for vessels belonging to these shipping companies, as well as for other third party companies. The group's diversified fleet is strong with a combined size of approximately 650 vessels. Acting as the owner's sole representative in the marketplace, UFS is sourcing products and services for the accounts of the various individual shipping companies. The UFS role differs from the usual role of a broker as the company does not require commission from suppliers /sellers, instead it forwards the net prices and the bunker bill directly to the end-user for settlement.

- Holistic thinking partner, considering all owner and operator matters to optimize your bunkering expenses.
- Established partner in the global marine fuel industry networking with all suppliers, traders, laboratories and relevant NGO's.
- Matchmaker – bringing the right people together for the best services around your vessel.
- Quality, performance and price will provide additional value to the procurement process for vessels.
- Transparent and dedicated marine fuel procurement with fully trained team available 24/7.

**Contact** Christoph Jansen  
**Details:** [✉ bunkers@ufuels.com](mailto:bunkers@ufuels.com) [✉ Christoph.Jansen@ufuels.com](mailto:Christoph.Jansen@ufuels.com)

## PERFORMANCE OPTIMISATION

The Performance Optimisation Control Room (POCR) was developed to underline CSM's digitalisation strategy and offer various benefits for more cost-efficient ship management services. The POCR monitors its clients' fleets 24/7 and offers features such as route, speed and fuel optimisation, energy management, emission compliance monitoring and various aspects of commercial optimisation.

The POCR enables its clients to have full transparency and visibility of their vessels' operations and allows them to achieve levels of cost-savings, efficiencies and economies of scale. The features of the POCR are modular and can be set up according to the client's needs. The POCR does not require a pre-existing business relationship with Columbia to be a client and is available for any operator in the maritime industry. Using the latest technologies available today thanks to our fruitful cooperation with Tototheo Maritime and a strong partnership with worldwide industry leaders, the Control Room functionality helps us improve our management and procurement processes.

- End-to-end voyage optimisation starting from before the voyage begins, checking the planned route and providing suggestions, monitoring throughout the voyage, and providing post-voyage analytics upon conclusion.
- Traffic light system with alarms capability for monitoring of route and speed deviations, consumptions and destination.
- Safety and security monitoring in high-risk areas through geo-fencing of zones and the ability to create custom ones for other purposes (sandbanks, shipwrecks, marine protected areas, etc.).
- Use of modern technology (artificial intelligence and IoT) to identify data trends and anomalies to be able to take proactive actions to improve vessel performance.
- Support operators with sea-going experience can serve the vessels and customers on a 24/7/365 basis.

**Contact** Pankaj Sharma  
**Details:** [✉ crmanager@csmcy.com](mailto:crmanager@csmcy.com)

## VESSEL IT, NAVIGATION AND COMMUNICATION

ITNC Marine Ltd. (ITNC) is a centre of innovation for the digital ship of the future. The specialised company has a team of digital innovators enhanced by maritime experts for vessel IT, navigation and communication. An increasing number of new rules and regulations in the fields of cyber security and a higher degree of digitalisation of the bridge equipment is disrupting established routines. The company has the mission to consult ship-owners on matters of vessel IT and NavCom and offers comprehensive consultancy packages.

- State of the art digitalisation partner for onboard and ancillary services can be established to run the digital smart ship.
- Consulting and implementation support on the regulatory framework affecting shipping.
- All-in-one solution supplier covering the supply chain from the IT, navigation and communication equipment.
- A partner covering not only the COLUMBIA fleet, but also assisting with third party management.

**Contact** Alexander Oswald  
**Details:**  A.Oswald@itnc-marine.com

[www.itnc-marine.com](http://www.itnc-marine.com)

## IT SOFTWARE DEVELOPMENT AND CONSULTING

Columbia Shipmanagement founded Blue Dynamics (BD), a cutting-edge IT software development company that manages the digital strategy of CSM Group and is committed to developing an industry-leading IT platform and detailed digital agenda that adds unparalleled value to our partners and clients. BD provides the CSM group with a wide variety of different software solutions so each is tailor-made and based on the company's and users' needs.

- Ten years of experience as an integration team within the COLUMBIA group, orchestrating processes and systems.
- Ten years of software development experience in the ERP market covering most types of shipping (cargo, cruise, energy, yachts, ship management / owning, ancillary services).
- Always in the field of research for new technologies and new best practices providing an adaptation path for COLUMBIA - i.e., machine learning, mobile apps, block chain, etc.
- Covering various disciplines of the system (off the shelf or custom development) ranging from ship management / operation, accounting / commercial, procurement, maintenance as well as special-purpose applications for onboard or mobility usage.
- Investing in research and innovation via Cyprus or EU-wide research and development projects in the field of shipping and maritime services.

**Contact** Alexander Oswald  
**Details:**  Aoswald@blue-dynamics.eu

[www.blue-dynamics.eu](http://www.blue-dynamics.eu)

## AIRCRAFT REPAIR AND MAINTENANCE

ACC COLUMBIA Jet Service (ACC) is a leading aircraft repair and maintenance organisation for small, midsize and large cabin private aviation and transport category aircraft. With their presence in five locations, they cover the entire scope from aircraft maintenance over complex modifications and upgrades to interior refurbishments and heavy structural repairs.

ACC not only provides support in terms of workmanship, but also with serviceable components. It provides agile and reliable support with the supply of certified staff that travels wherever your aircraft is grounded; including parts, components, consumables and expendables.

ACC also offers aircraft storage and preservation in accordance with the respective aircraft maintenance manual within its heated hangars at Hannover and Cologne/Bonn airport. This ensures the aircraft preservation for long periods of parking and guarantees the aircraft meets the necessary conditions for airworthiness when required.

- Flexible aircraft maintenance services.
- Interior refurbishments and design support for aircraft owners.
- Sheet metal repairs and overall welding services.
- Supply of temporary staff.
- Component engineering and production.

**Contact** Nils Janssen  
**Details:** ✉ [n.janssen@acc-columbiajet.com](mailto:n.janssen@acc-columbiajet.com)

[www.acc-columbiajet.com](http://www.acc-columbiajet.com)

## AIRCRAFT MANAGEMENT

Skyside is the new aviation branch of the Columbia group. Based in Vienna, they are located in one of Europe's most favourable hubs for commercial air transportation. Their aircraft management team has the agility, responsiveness and personal attention of a private flight department, while also maintaining access to the resources of a large transportation organisation.

Whether customers own one aircraft or a fleet, a light business jet or a VIP airliner, fly a few hours annually or want to maximise charter revenue, Skyside possesses the experience and means to ensure a fantastic ownership experience.

Skyside provides round-the-clock support, in coordination with ACC Columbia and SkyPro, Columbia's other aviation service providers. Higher dispatch reliability and experienced teams help to minimise customer downtime. Our optimum planning techniques combined with our billing transparency make us an effective aviation partner. Services provided:

- Aircraft management.
- Charter operation.
- Camo services.
- Aircraft delivery.
- Aircraft purchase & sale for Skyside clients.

**Contact** Kevin Korcz  
**Details:** ✉ [kevin.korcz@skyside.aero](mailto:kevin.korcz@skyside.aero)

[www.skyside.aero](http://www.skyside.aero)



## AVIATION PROCUREMENT PLATFORM

Columbia Sky Procurement (CSP) is a global purchasing organisation connecting operators of private, business and commercial aircraft with selected providers of products and services to deliver economic efficiencies. CSP's purpose is to negotiate framework agreements globally, based on the requirements of its members.

- Leverage strategic partnerships with the collective purchasing power of members.
- Reduce time and resources to find the essential products and services.
- Get access to a robust supplier portfolio, offering pre-negotiated contracts across key spend categories.
- Lower the operating cost by choosing services you need.
- Work directly with the vendors.

**Contact** Charis Michael  
**Details:** [info@cspskyprocurement.com](mailto:info@cspskyprocurement.com)

[www.cspskyprocurement.com](http://www.cspskyprocurement.com)



## MARITIME INVESTMENTS AND ASSET MANAGEMENT

COLUMBIA Finance offers financial advisory services to investors, lenders and asset owners in the maritime, offshore and logistics space. As the financial advisory arm of the Columbia Group, Columbia Finance builds upon a proprietary global network of long-standing partnerships, an established investment track record and deep maritime asset expertise.

Columbia Finance is the point of contact for any market participant looking to invest into maritime / offshore / logistics projects, attract third-party investments or raise debt. The company identifies and realizes the best financing solution for any given project in partnership with its clients, offering structuring services, project consultancy as well as debt / equity raising support.

### FINANCE SOLUTIONS

- Development of attractive projects together with investors, lenders and asset owners.
- Access to a global network of banks and alternative lenders through longstanding relationships.
- Flexible finance solutions in cooperation with reputable partners and service providers.

### ASSET MANAGEMENT

- Monitoring of third-party managers maintaining the assets to the highest possible standard.
- Controlling of operational expenses, close coordination with lenders and preparation of tailor-made investor reports.
- Full corporate management services of investment structures.

**Contact** Florian Stubbe  
**Details:** [f.stubbe@columbia-finance.com](mailto:f.stubbe@columbia-finance.com)

**Henry Behne**  
[H.Behne@columbia-finance.com](mailto:H.Behne@columbia-finance.com)

[www.columbia-finance.com](http://www.columbia-finance.com)




## INVESTMENT PLATFORM

Ahorn Capital identifies and structures attractive direct investment opportunities for institutional investors, family offices and high net worth individuals. It seeks to make opportunistic investments globally and has the flexibility to invest in various asset classes and all parts of the capital structure. The company follows a holistic approach and manages the whole lifecycle of a project from sourcing to divestment. Attractive risk-return profiles are unlocked through flexible financing, an emphasis on strong collateral, high-quality counterparties and crucially interest alignment.

The securitisation and listing of investments offers investors efficient and transparent deal-by-deal-access. Assets are thereby converted into bankable, transferable and tradable investment products.

- Investment sourcing and structuring
- Deal-by-deal access
- Transparent and efficient investing (securitisation)
- Asset expertise and know-how

**Contact** **Henry Behne**  
**Details:**  h.behne@ahorn-capital.com

**Hendrik Stellamanns**  
 h.stellamanns@ahorn-capital.com

[www.ahorn-capital.com](http://www.ahorn-capital.com)

## CATERING AND HOSPITALITY

Columbia Restaurants (CR) is an experienced catering company in Cyprus, which began its journey in 1998. With over 20 years' experience, CR has become a leader within the Cyprus catering industry. Beginning with just one franchise store, it now has a portfolio of 14 stores across Cyprus, with 10 of these restaurants being CR's own concepts and developments. The CR portfolio offers a wide range of concept styles, including fine dining, casual dining, bar/club, seafront all day venue, pizzerias, poké bar, venue centre and confectionery.

Columbia Beach Resort (CBR) is located above beautiful Pissouri Bay on the southern coast of Cyprus, situated half way between Paphos and the cosmopolitan city of Limassol, so the island's most prized archaeological and historical sites are within easy reach. CBR makes for a peaceful and pastoral retreat offering unrivalled luxury in Cyprus. Since opening to guests in 2002, CBR has consistently been named as one of the best hotels in Cyprus, and a recent renovation has ensured that all suites and restaurants and the spa continue to offer five-star luxury.



[www.columbia-restaurants.com](http://www.columbia-restaurants.com)

02

FAMELINE

---



## CUTTING-EDGE SERVICE AND PRODUCT PROVIDERS

M.I.E. Group provides the market with innovating and cutting-edge products & services of the highest standard since 1989. The Group is headquartered in Limassol (Cyprus) and maintains very active offices in Greece, Germany, UAE, China, and Singapore. It acts as a holding company for:

- M.I.E. Services Limited – Limassol
- M.I.E. (Overseas) Limited- Limassol, Dubai
- Vessel Marine Services (VMS) Ltd- Limassol
- Euploia Drydocks & Services Ltd- Piraeus
- Armonia Trading & Commercial Applications Ltd- Piraeus
- Afaia Technologies Ltd- Piraeus
- Riomar Services Limited- Limassol
- HSS Marine Safety Services Ltd- Limassol
- Sheerline Limited- Limassol
- Xinglun Rope (Europe) Co. Ltd- Limassol
- CSSC Tec Co. Limited- Limassol, Hong Kong
- European Marine Spares (EMS) GmbH- Hamburg

The scope of the Group covers almost all kinds of supplies and services required from our clients, ship owners and ship managers, and ranges from:

- the supply of all kinds of marine equipment and spares (main & auxy engines, turbo chargers, all other engine room machineries, deck cranes, hatch covers, mooring & anchor winches, stern tube seals etc).
- dry-docking operations, major repairs & conversions, and afloat repairs through exclusive representation with the most reputable shipyards and repair shops worldwide.
- all kinds of underwater services through close and long-standing collaboration with first class diving stations worldwide
- other supplies and services related to the preparations for drydocking operations like antifouling paints, UTM, d-docking supervision, agency during d-docking and thermographic surveys

- next generation electronic liner measurement for 2-stroke engines
- annual & five-year inspections of lifeboats, launching appliances and on load release gears by using a combination of own and fully approved engineers (located at various strategic locations worldwide) and sub-contacting approved local stations
- supply, service and certification of fire, rescue and safety equipment
- other specialized supplies and services like the onboard lub-oil and fuel-oil testing equipment, fuel additives, personal protective equipment (PPE), medical supplies, drug & alcohol testing, laboratory analysis of fuels, lub oils, ballast water and drink water etc
- platform for waste management worldwide

Furthermore, the Group is heavily involved in the retrofit installations of BWTS & Scrubbers offering turn-key solutions including, apart from the equipment, the complete engineering for each project as well as all specialised services and supplies including the prefabrications and installation of the GRE piping.

Through the engineering consultants of the Group, we also offer energy efficiency technological and operational solutions ranging from data collection & analysis, vessel performance & environmental impact, energy efficiency optimisation & monitoring and assessment, including the supply and installation of energy saving devices (hull ducts, propeller caps etc). Our competent and experienced teams provide reliable service on a 24/7 basis, striving to meet deadlines and overcome delivery challenges; offering our clients supplies and services that meet the approval of major manufacturers and classification societies.

**Contact** **Zacharias Zakos**  
**Details:** ✉ z.zakos@mieserv.cy.net

**Michael Ajini**  
✉ m.ajini@mieserv.cy.net



ELITE BLUE  
GROUP

## SPARE PARTS AND CONSUMABLES PROVIDER

Elite Blue Group Ltd is engaged in the stocking, sale and distribution of marine equipment, spare parts and consumables.

Elite Blue Group Ltd acts as a holding company for:

### Seraland Services Ltd:

- SKF Marine Distributor with own stock hubs in Amsterdam, Singapore, and Fujairah.

### Sepac Marine Services Ltd:

- a stockholder for air compressor parts and reconditioned units, as well as a service and spare parts provider for steering gears and mooring winches.

### Blue React S.P.D Ltd:

- a spare parts desk for optimisation purposes, where the combination and blending of spare parts result in a competitive purchasing solution.



## SERVICES TO OIL & GAS AND RES INDUSTRY

Fameline Energy provides solutions to the energy industry, covering both Oil & Gas and Renewable Energy Sources sectors. The services provided to the Oil & Gas industry cover both upstream and downstream sectors of land-based and offshore applications including:

- Procurement Services via a wide range of approved vendors as a single point of contact for all equipment and consumables needs.
- Rental Services through own and third-party equipment for safe and hazardous zones.
- Technical Staffing Services covering HSE, drilling and subsea disciplines.
- Mobilisation & demobilisation services for offshore construction vessels, diving/ROV vessels, drilling rigs, cable/pipe layers, and accommodation vessels.

The company works as a developer of Renewables and decarbonisation projects, by developing the local market, identifying the right technology, and attracting investors.

**Contact** Xenia Papacosta  
**Details:**  x.papacosta@eliteblue.global

**Contact** Demetris Hadjigeorgiou  
**Details:**  d.hadjigeorgiou@fameline-energy.com

<https://fameline-energy.com>



## LUBRICANTS SALE AND DISTRIBUTION

Kaeline Group has a long history in the sale and distribution of lubricants to the marine market, with some of the industry's leading brands.

Kaeline has developed and offers to Owners and Managers a procurement service that outsources the challenges of lubricant supply to the marine lubricant experts. Kaeline's procurement solution is designed to reduce costs and improve operational efficiency of lubricant supply.

- Medpool – Limassol
- Marinepool Solutions - Limassol
- Unimarine - Singapore & Shanghai
- Sea Bunkering International (SBI) - Groningen & Hamburg
- Al Masood Medpool (AMM) - Dubai
- Hamburg Trading House (HTH) - Dubai & Iraq
- Marlab - Limassol

**Contact** **Nicholas Lambrakis**  
**Details:**  nicholas@kaelinegroup.com

<https://kaelinegroup.com>



## TECHNOLOGY SOLUTIONS

One Net Group provides managed technology solutions to the maritime industry. Our experience in mobile satellite connectivity services and extensive **research and development**, empower us **to enable a digital society at sea**, with presence in Limassol, Singapore, Hamburg, Monaco and Dubai.

One Net Group acts as a holding company for:



- **Maritime connectivity services via satellite and LTE/5G.**
- **Bespoke** hardware solutions to resolve challenges in shipping operations.



- **Information Technology solutions.**
- **Managed Cyber Security.**



- **One Net Group's hub in the Middle East**



- **Custom software development**

**Contact** **Michalis Hadjistylianou**  
**Details:**  michalis.h@onenet.global

<https://onenet.global>



## MARITIME SERVICE PROVIDERS

One Tech Group (OTG) was founded in 2007 and ever since has evolved to a global player in the maritime industry. It consists of 6 companies composing the perfect partner delivering professional, reliable, and competitive pricing any-time any-where. The Group maintains sales offices, service stations and warehouses in all major ports and locations:

- Limassol/CY (HQ)
- Piraeus/GR
- Rotterdam/NL
- Monaco
- Riga/LV
- Odessa/UKR
- Dubai/UAE
- Singapore/SG
- Manila/PH



### One Tech Services (OTS)

OTS provides electromechanical products and services for navigation, propulsion, environmental and communication parts of the vessel, and currently represents more than 25 reputable makers from all over the world. A large quantity of spare parts is maintaining in our **owned warehouses** globally and along with our **own network of maker-approved engineers** OTS is ranked among the elite.



### One Tech Engineering (OTE)

Providing the highest quality engineering services for ship repairs, maintenance overhauling and cosmetic services (welding, painting). Employing engineers with both strong technical background and unbridled creativity OTE is dedicated to serve its esteemed customers.



### One Tech Automation (OTA)

Is specialized in Electrical, Electronic and M/E Maneuvering System (pneumatic) providing spare parts and services throughout a well-trained and specialized personnel.



### One Tech Drydocks & Ship Repairs (OTD)

OTD represents 12 of the highest caliber shipyards and service workshops around the world covering our customers' high demand for drydocking and/or urgent ship repair. In addition, the company represents leading anti-corrosion and marine coating suppliers.



### One Marine Services (OMS)

One Marine Services is a multifaceted maritime enterprise in Monaco, and specializes in systems and equipment for communication, navigation, entertainment, and safety, alongside the provision for the effective and integrated management of these systems. Also, OMS provides its clients with a full support package, including installation, the provision of spares, and project management services for vessel upgrades and refits.



### DMS

Offers an exhaustive range of marine spare parts of unsurpassed quality such as separator spares, lubrication, and fuel oil separators. In addition, fulfilling the demand for Ballast Water Treatment Systems (BWTS).

Contact  
Details:

**Thois Themistocleous**  
✉ [thois@onetech.global](mailto:thois@onetech.global)

<https://onetech.global>



## TRAINING SOLUTIONS

OneLearn Global (OLG) is a Learning Services Organization providing end-to-end learning services to customers in the Maritime, Energy, Hospitality, and Industrial sectors. OLG enables customers to deliver modern learning interventions – when needed, where needed, and how it is needed to their learners; while allowing them to manage these learning experiences.

Customers use OLGs's solutions to provide better learning experiences, meet audit/compliance requirements, influence learning culture and realise significant business outcomes.

OLG is headquartered in Cyprus and is a proud member of the Fameline Holding Group (FHG).

- Transparent pricing based on an annual subscription fee.
- Virtual classrooms attendance features.
- Team of experts who have a wealth of experience in effective training solutions and content requirements.
- Professional and personal one-to-one contact approach aiming for long term partnerships.

**Contact** **Abhinava Narayana**  
**Details:** abhinava.n@onelearn.global

[www.onelearn.global](http://www.onelearn.global)



## HEALTH AND WELLBEING PLATFORM

OneCare Solutions is an enduring global entity that strives to improve Seafarers' Health & Wellbeing through a strong network of specialists, who are committed towards this aspiration. Underpinned by our commitment towards service excellence, our portfolio of services encompasses a comprehensive range of health and wellbeing services, including but not limited to medical advisory, mental health solutions, nutrition consultancy and public health services. Addressing the needs of all vessel types, our health and wellbeing platform can enhance medical access through medical expertise and minimise health risks, leading to proactive interventions and a decline in over disease burden, unnecessary shoreside referrals and spending. We have a strong focus on disease prevention and through our unique digital health platform, seafarers are empowered to steward their own health and wellbeing. Our global network of medical providers, health specialist and medical suppliers, play pivotal roles in addressing all customers' needs and requirements. Through our health platform, clients can benefit from obtaining a full spectrum of services or following a modular approach based on their needs.

- Mental Health Support Solutions
- Medical Advisory Management
- Nutrition Consulting
- Digital Health Platform
- Corporate Wellness
- Public Health & Hygiene Support
- Drug & Alcohol Testing Programme
- Medical Inventory Management for Medical Chest and Ad. Hoc Medical Supplies
- Training on Resilience, Mental Health and Psychological First Aid as well as Communication & Motivation

**Contact** **Marinos Kokkinis**  
**Details:** m.kokkinis@onecare.solutions

[www.onecare.solutions](http://www.onecare.solutions)

# 03

## PREFERRED *PARTNERS*

---

The integrated maritime service platform also consists of a number of preferred partners which OneMaritime Solutions has developed close relationships with. The Columbia and Faneline groups of companies functioned as 'Anchor-Clients' to many of these state-of-the-art service providers, through our close communication, development of joint products and projects. OneMaritime clients benefit from these partners' first class services, quality and competitive prices.





## MARINE CATERING SERVICE

Marine Catering Training Consultancy (MCTC) aims to ensure that crew onboard are provided daily with healthy and nutritious meals while maintaining a competitive budget. Their Catering Management Service covers various aspects around the topic of catering onboard, including: recipe planning, menu management, health and nutrition advice, ordering and supply of provisions. Furthermore, it includes training programs for chefs via distance learning and competency development programs ashore.

Their goal is to improve the quality of the meals prepared onboard and, thus, to improve the satisfaction of the crew.

Additionally, MCTC aims to raise awareness about the importance of a healthy and balanced diet onboard and to reduce the daily vessel running costs by optimizing the order and supply process.

- Full transparency.
- Team of experts including qualified experienced chefs, food technologists, and nutritionists. Senior management level staff are chefs as well, so they are able to understand challenges and provide support.
- Integrating customers' internal catering department with its quality systems.
- Leading in welfare, motivation and support of catering departments.
- ILO experts in Geneva developed and finalized the Ship's Cooks Training Guidelines in 2013.

**Contact** Christian Ioannou  
**Details:**  cioannou@mctconsultancy.com

[www.mctconsultancy.com](http://www.mctconsultancy.com)

## WASTE MANAGEMENT

Top Glory Marine provides disposal services for seagoing vessels worldwide with a focus on sustainability and cost efficiency. It develops and optimizes the disposal strategies of more than 400 vessels by preparing a waste management plan based on the ship's schedule for all waste streams generated on board. All waste management companies in the TGM network are committed to upholding a high environmental and quality standard. TGM monitors and evaluates the disposal companies from its network to meet customers' disposal obligations in accordance with local regulations and the IMO MARPOL Convention. Additionally, it provides customers with complete documentation of all services rendered in order to achieve a high level of transparency, processed entirely via the TGM owned Enviro Fleet Cloud, which can be viewed with customer access. This provides ideal support for ISO certified companies and their ESG reports.

- Sustainable and cost-efficient waste management services.
- One-stop-shop services including Tank Cleaning & Dry Dock budget optimization.
- Database containing more than 200 disposal companies in more than 400 ports.
- Database on the cost structures of MARPOL disposal services in more than 400 ports.
- Enviro Fleet Cloud (EFC) documents all services and provides clients with KPIs.
- Offices in key areas provide benefits to the client by supplying the latest information regarding restrictions and regulations.
- Ship Pollution Response Organization (SPRO) service through Tianjin branch office.

**Contact** Silke Fehr  
**Details:**  s.fehr@topglorymarine.de

[www.topglorymarine.de](http://www.topglorymarine.de)



## SUSTAINABILITY AND ESG STRATEGIES CONSULTANCY

Grow Sustainability Consulting (GROW) assists organizations to improve their performance through the development and implementation of impactful Sustainability and ESG strategies, adding value to the organizations that employ its services but also the environment and society at large.

- Passionate about tackling the challenges facing society today. GROW works with diverse organizations unified in their desire to create shared value for stakeholders and deliver positive change.
- GROW firmly believes in the power of mobilizing resources for the greater good and helping those with resources manage them in a way that has a positive environmental and social impact, but is also sustainable enough to ensure it can be maintained.
- GROW's competitive advantage lies in the power of collaboration. Its business model is based on the principle of bringing together a team of experienced specialists according to each client's requirements and specifications.
- Harnessing the power of communication in maximizing impact and recognizing the value of storytelling in bringing about positive change. **GROW's services include:** Sustainability Training, ESG Strategic Advisory, Corporate Sustainability Reporting following International Standards, Stakeholder engagement, Materiality Analysis and Sustainable Value Chain management through Third Party Risk assessment

**Contact** Irene Loucaides  
**Details:**  irene@grow.com.cy

[www.grow.com.cy](http://www.grow.com.cy)



## SUSTAINABLE DEVELOPMENT AND OPTIMISED PERFORMANCE

Grow Maritime assists maritime organisations to improve their performance through the development and implementation of impactful ESG strategies ultimately creating added value both for the organisations that employ its services but also the planet and society at large.

We are passionate about tackling the challenges facing the shipping industry today and we know that no single individual, organisation or even the entire sector can do it alone. We partner with purpose driven shipping companies that are united in their desire to improve their performance and deliver positive change. We help them advance and deliver their ESG agenda across their operations by maximising their economic, environmental and social impact, and positively influencing their cultural alignment along the way.

**Contact** Labros Digonis  
**Details:**  l.digonis@growmaritime.com

<https://growmaritime.com>



## DIGITAL SALARY PAYMENT PLATFORM

Kadmos is an end-to-end salary payments platform that powers secure payments to employees across the globe. The Berlin-based Fintech is on a mission to revolutionize the way that seafarers are paid and reduces administration and accounting costs associated with crew payments. At the same time, Kadmos is committed to providing seafarers more control over finances through a free e-wallet that enables money transfers with market-leading FX rates as well as a global debit card.

The Kadmos payment platform brings more transparency and efficiency to crew salary payouts by streamlining and digitalizing the entire payment process. As a leader in financial technology for the shipping industry, Kadmos' engineering and product teams have developed an end-to-end salary payment platform that improves the efficiency of shipping companies' payment operations and transfers. This not only helps reduce administrative costs and eliminate cash-to-master payments, but also allows to transfer salary payments directly to the crew.

Kadmos is giving seafarers more advanced tools for managing their finances. With the Kadmos app, seafarers will receive their salary payments instantly while being able to keep it in an EU-based e-wallet. In addition to helping better secure and manage salary payments, the Kadmos app enables seafarers to send money home quicker and more cost effectively.

**Contact** **Sasha Makarovych**

**Details:** ✉ sasha@kadmos.io

**Justus Schmueser**

✉ justus@kadmos.io

[www.kadmos.io](http://www.kadmos.io)



## OPERATIONAL INTELLIGENCE PLATFORM

Kaiko Systems is an operational intelligence company that leverages manual operations to generate real-time insights for shipping companies to prevent incidents, increase operational efficiency, and reduce maintenance costs through advanced data analysis and intelligent decision support. The Berlin-based startup is digitizing operations on commercial vessels by providing a smartphone-based tool for frontline workers and inspectors to collect operational data onboard. Kaiko's built-in artificial intelligence is able to verify data plausibility in a timely manner, saving considerable time on deck operations and flagging issues to onshore teams. Shipping companies are able to generate actionable insights which are helping them to achieve safer, smarter and more collaborative technical operations, increasing confidence in processes and outcomes. The Kaiko solution enables ship operators to actively manage their vessels health and ensure adherence to highest business standards. Further, Kaiko is able to provide vessel operators with pre-PSC checks to minimize the risk of detentions and deficiencies, hull inspections to collect visual information and identify trends, and safety rounds to ensure reliable safety inspections and fast reporting, offering full flexibility and customization for standardized data at scale.

- Improve frontline workflows: empowering crews to easily adhere to standards, avoid negligence, and accelerate manual data collection.
- Meta Data Analysis: measuring spent effort in the background and generating precise performance reports. The results are automatically analyzed through machine vision and algorithm-based metadata analysis.
- Deficiency Management and Reporting: collaboration between ship and shore while documenting corrective actions, defining preventative actions and performing root cause analysis for easier follow up and management of findings.
- Automated Decision Support: real-time vessel health data guidance to monitor problem patterns across fleets.

**Contact** **Fabian Fussek**

**Details:** ✉ f.fussek@kaikosystems.com

[www.kaikosystems.com](http://www.kaikosystems.com)

