



MARMARAS NAVIGATION

COMPANY PRESENTATION 2022

CORPORATE OVERVIEW



MARMARAS Navigation Ltd. was established in 1976 to manage a versatile fleet of thirty-one (31) bulk carriers with a **total deadweight** in excess of **four (4) million** tons.

Through its long-standing commitment to safety and by providing high quality services to its clients while striving to continuously minimize the impact of its activities to the environment, **MARMARAS Navigation** Ltd. has secured a leading role as an international ship manager and operator.

MARMARAS Navigation Ltd. is committed to maintaining its leading position in the shipping market and its optimum operational, quality, environmental and safety standards by constantly meeting the needs of the shipping industry for safe and efficient world-wide marine transportation.



VISION AND MISSION



MARMARAS Navigation Ltd. aims to continue its progress towards the next era with the foresight and robustness of its founder, whilst upholding its uncompromising dedication to Quality Shipping. It is part of our **business strategy** to operate in a sustainable manner and reduce continuously the environmental impact of our activities.

We continuously strive to improve our performance and services towards our clients and their cargoes.

We are committed to ZERO accidents and ZERO spills by rigorously adhering to international environmental Rules & Regulations.



COMPANY VALUES



INTEGRITY

**is the basis
of our
business
ethics**

RELIABILITY

**Serving our
clients in an
efficient
manner**

CARE

**Maintain a
fair, open
non-
discriminatory
working
environment**

INNOVATION

**By promoting
a culture of
continuous
improvement
and
sustainability**

COMMITMENT

**to an ethos
of social
responsibility
and
preservation
of natural
resources**



**HALF A CENTURY OF
MODERN SHIPPING**

SOCIAL RESPONSIBILITY



MARMARAS Navigation Ltd. safeguards diversity and equal opportunities in our employment practices whilst offering a safe and healthy workplace for all at sea and ashore.

The Company subscribes to the requirements of MLC, ILO and ITF and supports the principles set out in the United Nations Universal Declaration of Human Rights as well as Rightship Code of Conduct.

Additionally, **MARMARAS Navigation** Ltd. actively benchmarks its safety indicators to Rightship peer data and continuously strive to demonstrate improvement.

High quality management skills and standards of work ashore and on board are promoted via Over and Above STCW training, on the job familiarization, realistic drills and compliance with Best Industry practices.





PROPONTIS FOUNDATION

Since 1999, “PROPONTIS” Foundation primary objective is to actively support social well-being via a number of activities serving the public interest, including donations to worthy causes.

PROPONTIS foundation encourages and supports personnel taking higher education courses to improve their value to the Company and their possibilities for promotion.

OUR FLEET



MV "ARIS T.", DWT 92,524.01 @ Amsterdam

FLEET LIST



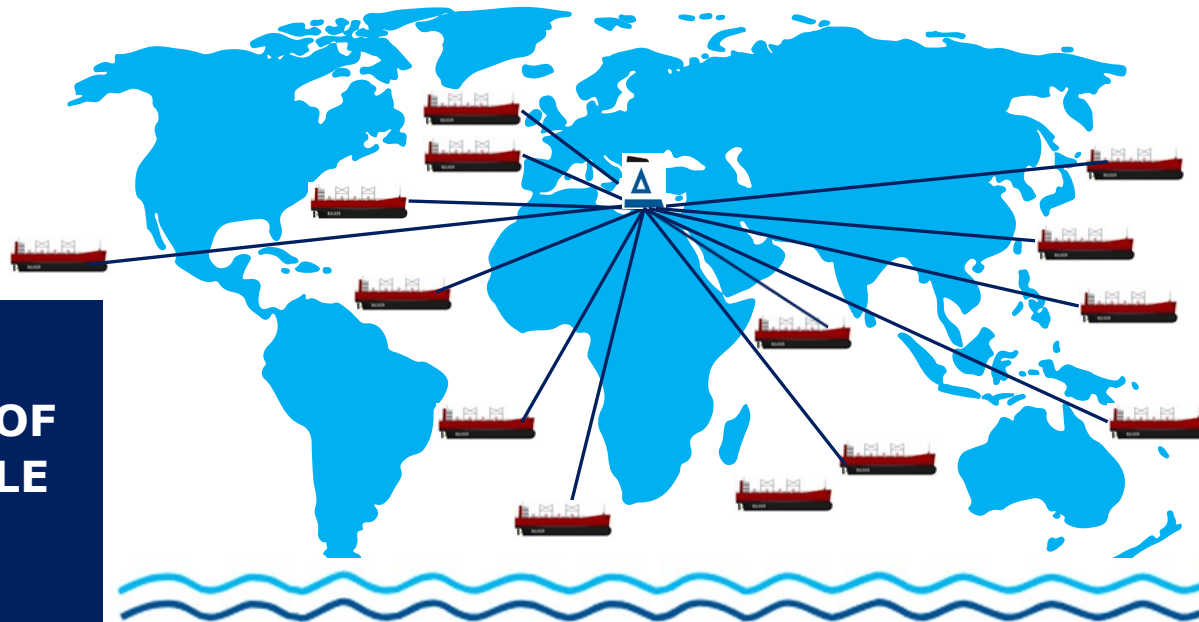
Vessel Name	Builder	IMO No.	DWT	Build Date	Flag	Class	GRT	Length (ITC)	Breadth	Depth
ACRA	JIANGSU NEW YANGZUIANG SHIPBUIL	9693410	82042.00	19/01/2016	Liberia	CCS	44,192	225.28	32.26	20.00
AGIA SOFIA	JIANGSU NEW YANGZUIANG SHIPBUIL	9706786	82056.00	12/07/2016	Liberia	CCS	44,192	229.00	32.26	20.00
AIGAION	HYUNDAI SAMHO	9268473	170081.00	02/04/2004	Hellenic	CCS	87,349	288.97	44.98	44.98
ARIS T	SUNGDOG SHIPBUILDING	9343895	92524.01	23/11/2007	Hellenic	CCS	50,177	229.50	36.98	20.50
ASPASIA B	JIANGSU NEW YANGZUIANG SHIPBUIL	9693408	82004.00	12/01/2016	Liberia	CCS	44,192	229.00	32.26	20.00
BOSPORUS	SUNGDOG SHIPBUILDING	9689691	179032.98	11/02/2016	Hellenic	CCS	94,009	292.00	45.00	24.80
CPT J. PAPADAKIS	DAEWOO MANGALIA HEAVY INDUSTRIES	9522635	179558.00	10/03/2011	Liberia	CCS	94,250	292.00	45.00	24.70
CPT PETROS H	NAMURA SHIPBUILDING	9426415	174667.00	17/09/2010	Hellenic	CCS	91,736	289.98	45.00	24.70
CHRYSSA K	HYUNDAI HEAVY INDUSTRIES CO. LTD	9595852	81305.00	08/03/2012	Liberia	CCS	44,230	229.02	32.25	20.10
CYCLADES	HYUNDAI SAMHO	9268485	170049.90	14/05/2004	Hellenic	CCS	87,349	288.97	44.98	24.15
EPTALOFOFOS	SUNGDOG SHIPBUILDING	9343869	92567.00	10/07/2007	Hellenic	CCS	50,177	229.50	36.92	20.50
EURYDICE D	NAMURA SHIPBUILDING	9462512	174788.00	05/11/2009	Cyprus	CCS	91,508	289.98	45.00	24.70
FANEROMENI	SUNGDOG SHIPBUILDING	9343857	92484.46	21/05/2007	Hellenic	CCS	50,177	229.50	36.92	20.50
IOANNIS K	JIANGSU NEW YANGZUIANG SHIPBUIL	9706774	82042.70	24/06/2016	Liberia	CCS	44,192	228.98	32.26	20.00
KORONA D	Hyundai Heavy Industries, Korea	9476836	179362.00	21/04/2011	Liberia	CCS	93,216	291.97	45.00	24.70
KOUNDOUROS	NEW TIMES SHIPBUILDING CO.LTD.	9476642	175246.80	10/01/2012	Liberia	CCS	92,079	291.80	45.00	24.75
KOUTALIANOS	SUNGDOG SHIPBUILDING	9332016	92710.17	28/02/2007	Liberia	CCS	49,973	229.50	36.92	20.50
KYDONIA	COSCO (ZHOUZHAN) SHIPYARD	9588615	92828.90	27/04/2012	Hellenic	CCS	51,496	229.20	38.00	20.70
KYZIKOS	SUNGDOG SHIPBUILDING	9343845	92597.94	05/04/2007	Hellenic	CCS	50,177	229.50	36.92	20.50
LOXANDRA	SUNGDOG SHIPBUILDING	9343871	92576.12	21/08/2007	Liberia	CCS	49,973	229.50	36.92	20.50
MARIA D	SUNGDOG SHIPBUILDING	9689689	179232.00	18/02/2016	Hellenic	CCS	94,009	292.00	45.00	24.80
MARIA MARIA	JINHAIWAN HEAVY INDUSTRY Co.	9453767	175877.80	14/01/2014	Cyprus	CCS	91,751	291.80	45.00	24.75
MARIGO P	SUNGDOG SHIPBUILDING	9689706	179218.00	25/02/2016	Hellenic	CCS	94,009	292.00	45.00	24.80
NEA IONIA	SUNGDOG SHIPBUILDING	9425461	169057.00	24/02/2009	Liberia	CCS	88,397	287.50	45.00	24.10
PASCHALIS D	HYUNDAI SAMHO HI	9227376	170188.00	16/01/2002	Liberia	CCS	86,734	288.97	45.05	24.15
PEGASOS	Hyundai-Vinashin Shipyard Co., L	9624653	81598.00	30/03/2012	Liberia	CCS	44,592	229.07	32.26	20.20
PERGAMOS	SUNGDOG SHIPBUILDING	9343833	92832.18	23/02/2007	Hellenic	CCS	50,177	229.50	36.92	20.50
PITSA D	HYUNDAI SAMHO HI	9227388	170109.00	08/03/2002	Liberia	CCS	86,734	288.97	45.04	24.15
PRIGIPOS	SUNGDOG SHIPBUILDING	9343883	92474.66	28/09/2007	Hellenic	CCS	50,177	229.50	36.92	20.50
THEODOROS P	SUNGDOG SHIPBUILDING	9589970	179019.00	30/05/2011	Liberia	CCS	92,865	292.00	45.00	24.80
ZORBAS	SUNGDOG SHIPBUILDING	9689677	179032.90	19/05/2014	Hellenic	CCS	93,202	292.00	45.00	24.80

OUR FLEET



MV "KOUTALIANOS", DWT 92,710.17 @ Lavrion

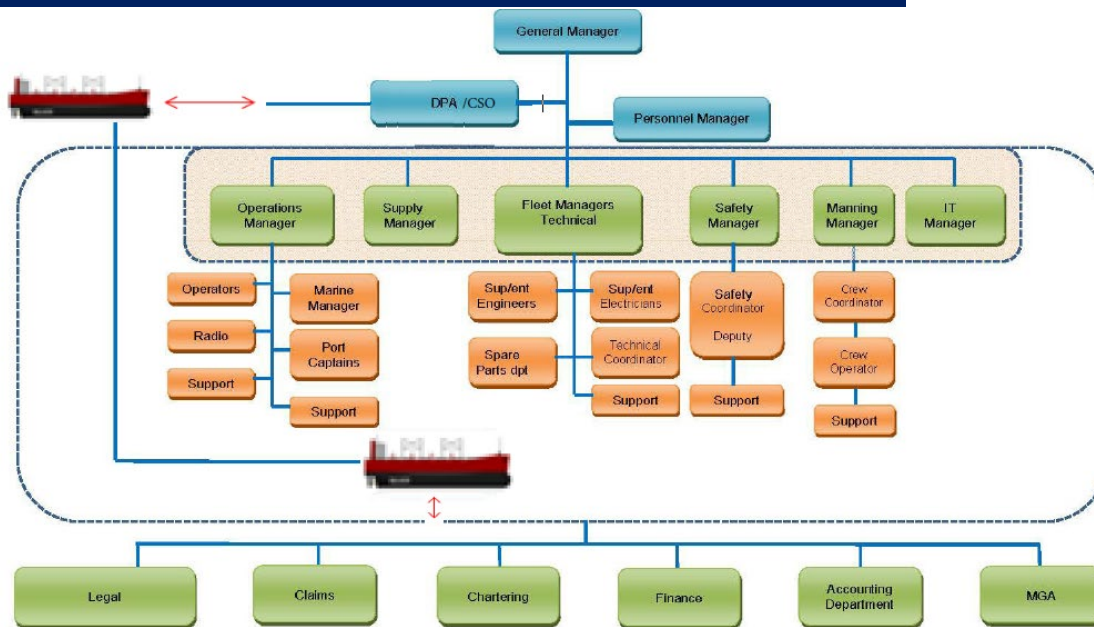
COMPANY ACTIVITIES



**50 YEARS OF
SUSTAINABLE
SHIPPING**



COMPANY ORGANOGRAM



OPERATIONS



Our fleet operates worldwide with the focus on safely carrying cargo for our first-class customers.

An approximate total of thirty (30) million tons of cargo are being safely transported annually by **MARMARAS Navigation** Ltd.

At **MARMARAS Navigation** Ltd. we load and discharge cargoes on daily basis, following the evolving trading routes of the dry cargo trade.

Our fleet which comprises of Capesize, Kamsarmax and Post Panamax vessels, is operated to the highest standards, offering premium services to our customers in terms of safety, navigation, cargo handling and commercial responsiveness.



COMMERCIAL /CHARTERING



The chartering activities of **MARMARAS Navigation** Ltd. are done on the basis of building solid partnerships with top notch Charterers. Our aim is to ensure that their cargoes are transported safely, without operational issues and by providing the first class services they expect.

Customer complaints and Cargo Claims are being monitored via measurable targets incorporated in yearly **Key Performance Indicators**.

Last five-year analysis of relevant KPI evidences robust operational practices with close to **ZERO cases per vessel** for an approximate total of 200 voyages executed yearly.



MARMARAS TRADE ROUTES



MV "PRIGIPOS", MV "FANEROMENI" @ JIANGYIN



HSQE MANAGEMENT



Health, Safety, Quality and Environmental protection are the core values of **MARMARAS Navigation** Management System. Our goal is to strive for excellence by identifying and managing the safety and health risks our seafarers and employees are exposed to, to eliminate accidents at sea and to minimise the environmental impact of our daily activities.

Our **HSQE goal is to achieve ZERO HARM** to our people and deliver our services with minimal environmental impact.

The HSQE department is committed to creating a positive safety culture, which involves developing values, attitudes, competencies and patterns of behaviour in groups and individuals.



HSQE POLICIES

MARMARAS Navigation
HSQE objectives are established and actively monitored by our Safety & Quality personnel, with the relevant policies and practices being disseminated across the fleet to promote a robust safety culture on board our vessels.



TECHNICAL MANAGEMENT



All vessels were built at First Class Korean yards (**SUNG DONG, HYUNDAI SAMHO, HHI**), highly reputable yards in China (**JIANGSU NEW YANGZIJANG, NEW TIMES SHIPBUILDING, COSCO ZHOUSHAN, JINHAIWAN**), Japan (**NAMURA**) and Europe (**DAEWOO MANGALIA**).

Vessels are of high-spec designs, fitted with equipment and systems which meet Class/Flag requirements and on cases exceed industry safety and environmental standards.

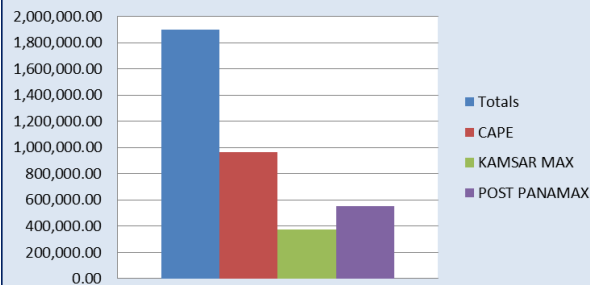
All managed vessels are equipped with energy saving devices, such as PBCF, Flow Control Fin, Becker Mewis Duct, for **energy efficiency and voyage optimization**.

It is **company policy** to apply silicone paint on in order to ensure long-term efficiency with less fouling rate.

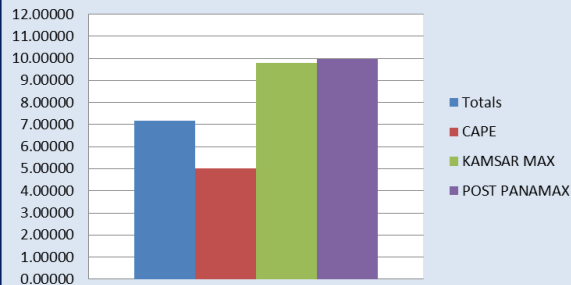


ENVIRONMENTAL MONITORING

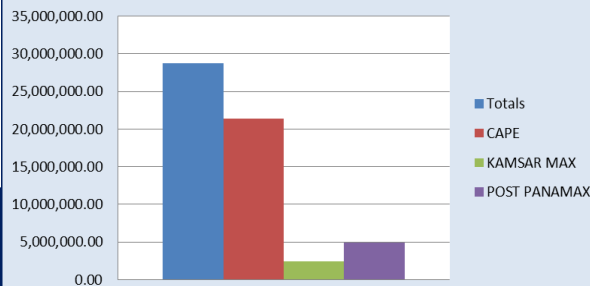
Total Distance 2021



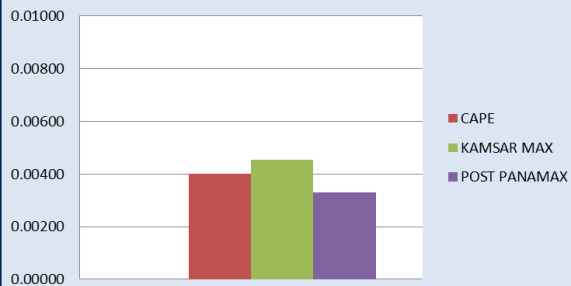
2021 CO2 Emissions per Transport



Total Cargo Transported 2021



2021 SOx Emissions Indicator



YEAR 2020	CAPE	KAMSARMAX	POST PANAMAX	SUPRAMAX	Unit
CO2 Emissions per distance	0.38514	0.29280	0.38951	0.35916	mtons/nm
CO2 Emissions per transport	5.00600	9.28633	9.30035	10.52686	gr CO2/t*nm
Number of Voyages	102	30	50	14	Voyages

YEAR 2021	CAPE	KAMSARMAX	POST PANAMAX	SUPRAMAX	Unit
CO2 Emissions per distance	0.41431	0.34615	0.43183	0.88882	mtons/nm
CO2 Emissions per transport	5.01248	9.79370	9.98068	7.52184	gr CO2/t*nm
Number of Voyages	99	29	51	1	Voyages

CREW MANAGEMENT

OUR PEOPLE, OUR FAMILY



MARMARAS Navigation fleet is predominantly manned with Officers from Greece, Ukraine, the Philippines and Russia whilst Filipino ratings are also included in the dedicated company pool.

The employment criteria for Officers meet or exceed the minimum mandatory requirements of the Flag Administration (Greece, Liberia & Cyprus) and those stipulated in MLC 2006.

Senior Officers are in their majority Greek and Ukrainians whilst Junior Officers, Petty Officers, Electricians and ratings are from the Philippines and are recruited via exclusive Manning Agents.

Greek nationals are being recruited directly by Managers.



CREW MANAGEMENT

OUR PEOPLE, OUR FAMILY



MARMARAS Navigation Ltd. via exclusive Manning Agent in Manilla and Odessa, supports the selection, recruitment, placement and training of our seafarers and maintains high rotation rates and a robust company pool.

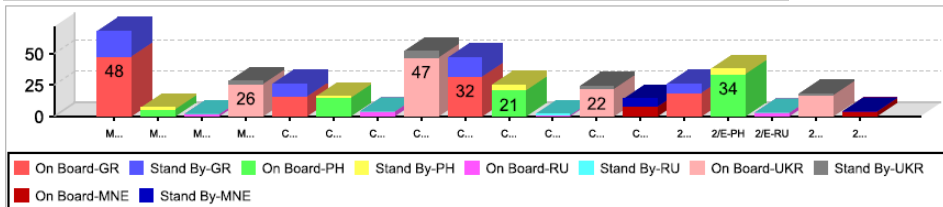
Collaborations with 3rd party training providers including a comprehensive and extensive e-learning suite, complete the requirements demonstrating the company's deep interest and strong commitment to enhanced knowledge.

E-Learning modules are accessible both on board and ashore, enabling seafarers to continuously evaluate and enhance their competency skills.

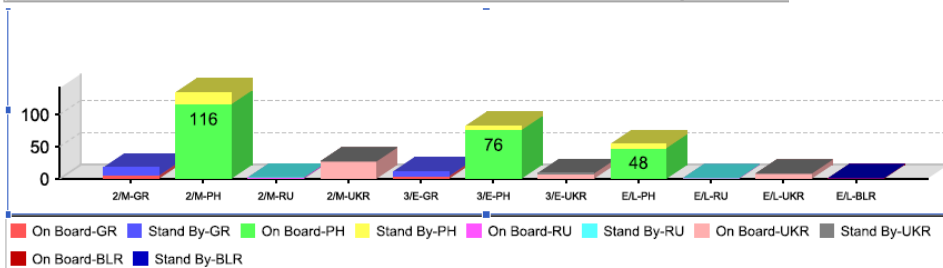


MARMARAS CREW RETENTION

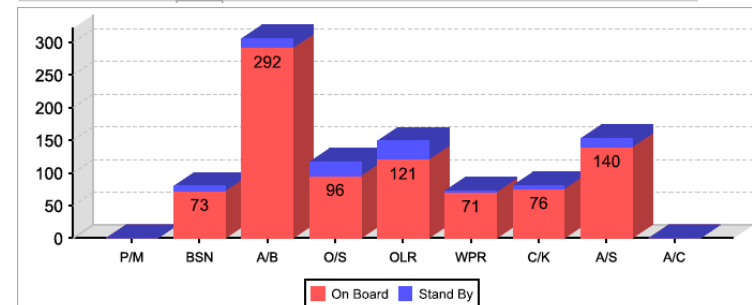
88.86% RETENTION RATE FOR SENIOR OFFICERS AS PER INTERTANKO FORMULA



71.97% RETENTION RATE FOR JUNIOR OFFICERS AS PER INTERTANKO FORMULA



88.84% RETENTION RATE FOR RATING AS PER INTERTANKO FORMULA



HR MANAGEMENT

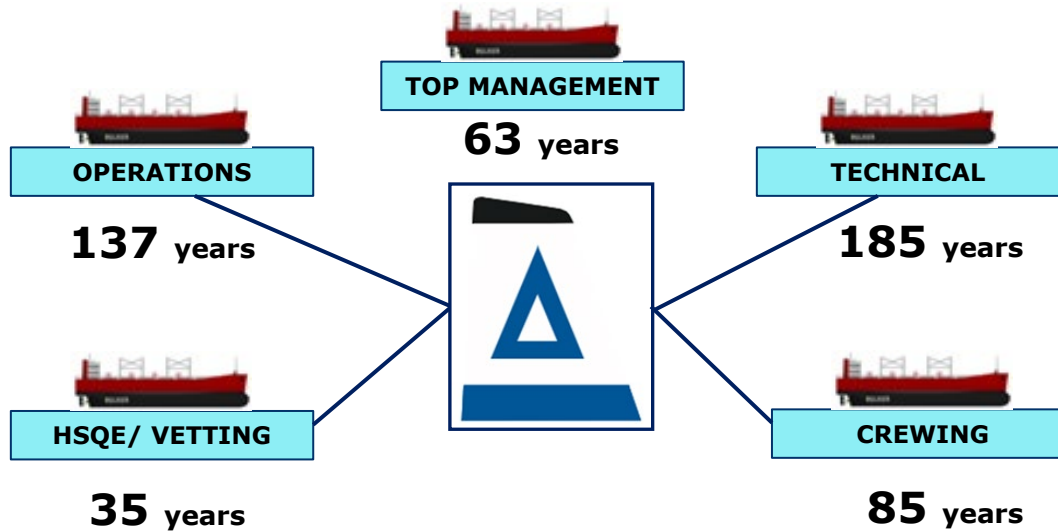
CONNECTED BY OUR PASSION FOR SHIPPING



We, at **MARMARAS Navigation** Ltd. are constantly looking for self-motivated and hard-working people who are as excited to become part of the maritime community of professionals and transport cargo across the globe in a safe, efficient and environmentally sustainable manner.



KEY PERSONNEL EXPERIENCE





BENCHMARKING & SAFETY STATISTICS



WE MEASURE, WE MANAGE



AN OVERVIEW



MARMARAS Navigation Ltd. monitors its safety performance via benchmarking with highly reputable industry forums, such as **RIGHTSHIP**.

Leading Safety Indicators such as LTIF (Lost Time Injury Frequency), TRCF (Total Recordable Cases Frequency) DOC Performance & Safety Score are quarterly measured.

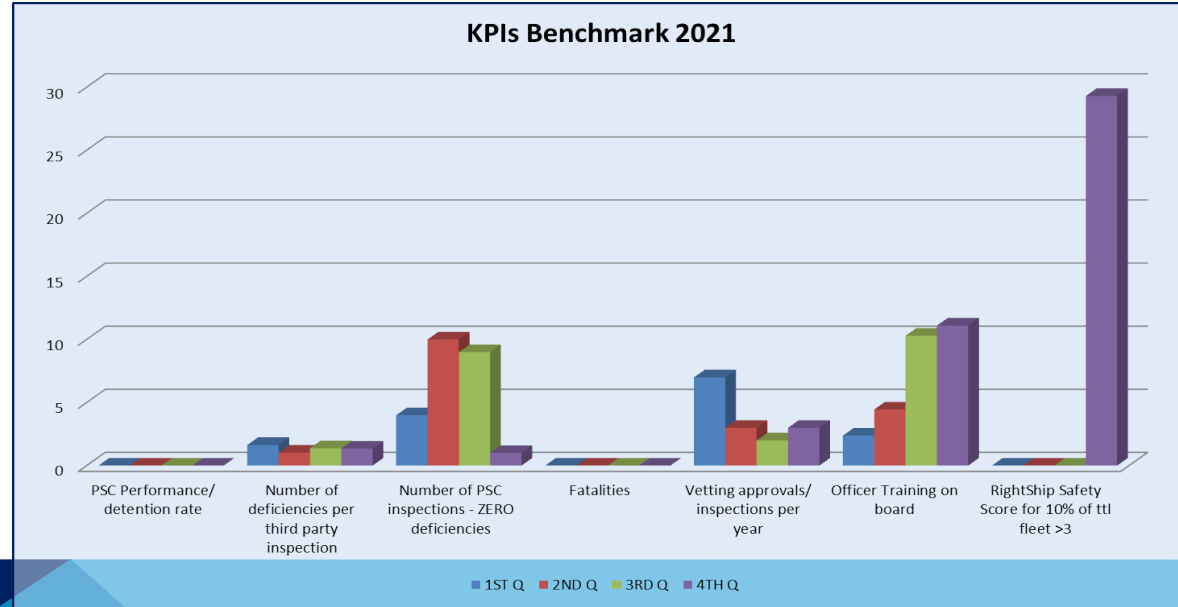
Year 2021 data confirm targets related to safety performance have been achieved whilst benchmark with industry medium demonstrates excellent levels of compliance with both regulatory and most importantly, customers requirements.

MARMARAS Navigation Ltd. has an outstanding **100% successful vetting inspection record**.



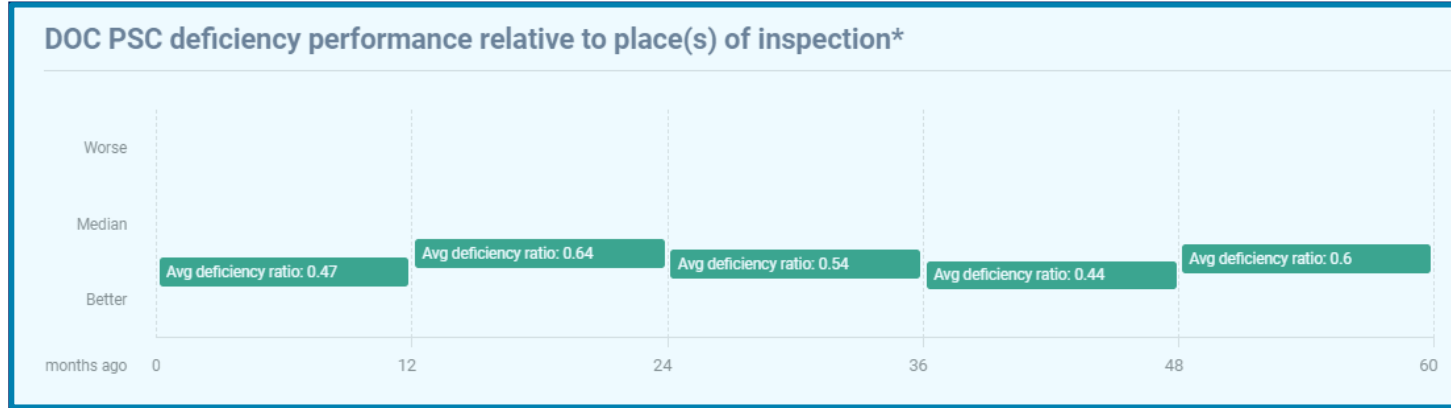


KEY PERFORMANCE INDICATORS BENCHMARK





PORT STATE CONTROL DATA



DATA FROM RIGHTSHIP DATABASE 31 JANUARY 2022





RIGHTSHIP SAFETY/GHG SCORE

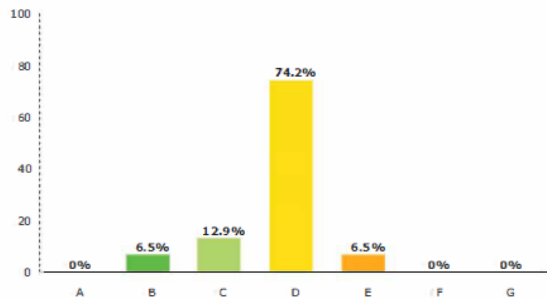
Name ^	Safety Score ^	GHG Rating ^	Vessel Type ^	DWT ^	Age ^	Vessel Status ^	Roles
MARIA D IMO 9689689	<div><div></div></div> 3/5	<div>B+</div> Verified	Bulk Carrier	179,232	5.9y/o (2016)	In Trading Fleet	<div>BO CM DOC CO TM</div>
MARIA MARIA IMO 9453767	<div><div></div></div> 3/5	<div>D+</div> Verified	Bulk Carrier	175,878	8.0y/o (2014)	In Trading Fleet	<div>BO CM DOC CO TM</div>
MARIGO P IMO 9689706	<div><div></div></div> 3/5	<div>B+</div> Verified	Bulk Carrier	179,218	5.9y/o (2016)	In Trading Fleet	<div>BO CM DOC CO TM</div>
NEA IONIA IMO 9425461	<div><div></div></div> 3/5	<div>E</div> Verified	Bulk Carrier	169,057	12.9y/o (2009)	In Trading Fleet	<div>BO CM DOC CO TM</div>
PASCHALIS D IMO 9227376	<div><div></div></div> 3/5	<div>D+</div> Verified	Bulk Carrier	170,188	20.0y/o (2002)	In Trading Fleet	<div>BO CM DOC CO TM</div>
PEGASOS IMO 9624653	<div><div></div></div> 3/5	<div>D+</div> Verified	Bulk Carrier	81,598	9.8y/o (2012)	In Trading Fleet	<div>BO CM DOC CO TM</div>
PERGAMOS IMO 9343833	<div><div></div></div> 3/5	<div>D+</div> Verified	Bulk Carrier	92,832	14.9y/o (2007)	In Trading Fleet	<div>BO CM DOC CO TM</div>
PITSA D IMO 9227388	<div><div></div></div> 3/5	<div>D+</div> Verified	Bulk Carrier	170,109	19.8y/o (2002)	In Trading Fleet	<div>BO CM DOC CO TM</div>
PRIGIPOS IMO 9343883	<div><div></div></div> 3/5	<div>D+</div> Verified	Bulk Carrier	92,475	14.3y/o (2007)	In Trading Fleet	<div>BO CM DOC CO TM</div>
THEODOROS P IMO 9589970	<div><div></div></div> 4/5	<div>C+</div> Verified	Bulk Carrier	179,019	10.7y/o (2011)	In Trading Fleet	<div>BO CM DOC CO TM</div>
ZORBAS IMO 9689677	<div><div></div></div> 4/5	<div>D+</div> Verified	Bulk Carrier	179,033	7.7y/o (2014)	In Trading Fleet	<div>BO CM DOC CO TM</div>

DATA FROM RIGHTSHIP DATABASE 31 JANUARY 2022



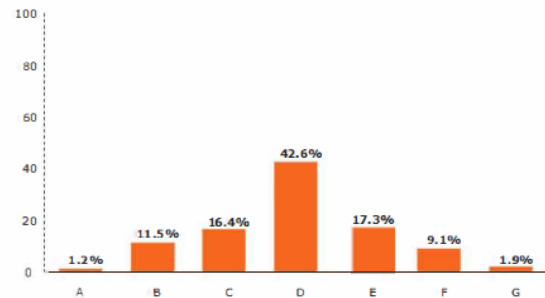
RIGTSHIP BENCHMARK GHG RATING

DOC Fleet GHG Rating



0 vessels do not have a GHG Rating because either the vessel type, propulsion type or service status do not qualify

World DOC Fleet GHG Rating



World fleet filtered to only display vessel types specific to this company: Bulk Carrier

DOC Fleet GHG verification status



DATA FROM RIGHTSHIP DATABASE 31 JANUARY 2022





THANK YOU

MARMARAS Navigation Ltd.

