Past - Present - Future
Changing times require new ideas, genuine we remain.
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The F. Laeisz Group of companies has a long and proud history. Founded in 1824, F. Laeisz (FL) started its first shipping activities in 1839. Later on, FL became famous as the “Flying P-Line” with fast sailing ships and throughout the last century with speedy reefer vessels.

In 1993 the state owned shipping company of the former GDR, the Deutsche Seereederei GmbH, was purchased jointly with a Partner from Germany’s Treuhandanstalt. Reederei F. Laeisz (RFL) was transferred from Hamburg to Rostock and took over all cargo vessels and ship management activities from Deutsche Seereederei. The F. Laeisz Group is fully family owned.

2008 we were awarded as one of the first shipping companies the GL Five Star Excellence Certificate. Already in 1996 our companies were successfully certified with the Quality Management system DIN EN ISO 9001:2000 and the ISM code by Germanischer Lloyd. As the first German shipping company we were also certified with the Environment Management System according to DIN EN ISO 14001 in 1997.
COMPANY STRUCTURE

The different activities of our group of companies are clearly focussed:

SHIPOWNING / MANAGEMENT

Reederei F. Laeisz
RFL Bremerhaven

BROKERAGE

F. Laeisz Schifffahrtsgesellschaft
Martini Chartering

FINANCING

Hamburgische Seehandlung/
Hamburgische Energiehandlung
DEUTSCHE SCHIFFAHRT AG

INSURANCE

F. Laeisz Versicherung
Nikolai Assecuranz

OTHERS

Afrikanische Frucht-Compagnie
Baltic Reisebüro Lufthansa City Center
Trailer Lloyd

The activities of our group offer the whole value chain of hard ware supply to the shipping industry, providing reliable service to charterers and investors.
The diversified range of vessel types is the basis for a solid future of our company in spite of fluctuations in different markets. The F. Laeisz Group operates Container-, RoPax-, RoRo- and PCTC vessels, a VLOC, Bulkcarriers, Gas Tankers and Research vessels. Through intensive training and education the specialized know-how and experience in these different markets is continuously extended and handed over to younger generations.

Because we are convinced that modern equipment on its own is not enough, the human factor both ashore and at sea is what finally counts. We strive to live up to our commitments and our customers’ expectations.
CONTAINER VESSELS

POHANG · PORTUGAL · PUDONG · PUGWASH · PUNJAB
PUSAN · PEKING · PENANG · PORTLAND

These nine 4,800 TEU container vessels still form a vital part of the Reederei F. Laeisz container fleet. They were built in 1997 and 1998 at Hyundai Heavy Industries, Ulsan/Korea to highest specifications under the supervision of Germanischer Lloyd. All vessels are registered under EU-Flag.

PRAHA · PHOENIX · PHILADELPHIA · PRETORIA

These vessels are a series of four 4,389 TEU container vessels classed by Germanischer Lloyd and built by Hanjin Heavy Industries/Korea which were delivered in 2001/2002. The ships, with 400 reefer plugs and very good homogeneous intake, service under long-term time charter with Messrs. Hanjin Shipping, Seoul/Korea.

PRIWALL

MV “PRIWALL" was delivered July 1997 by Flensburger Schiffbau-Ge-
sellschaft, Flensburg. This geared, 20,5 kn vessel of 2,480 TEU with
150 reefer plugs, flies the Liberian flag.

PONA · POSEN · PORTO

Three Aker CS 2,700 TEU design vessels were delivered in February and
August 2007 and January 2010 respectively. With a nominal capacity of
above 2,700 TEU, 400 reefer containers and a very economical consump-
tion on 22 kn, these vessels suit customer requirements.
PONTREMOLI · PONTRESINA

This pair of 2,646 TEU vessels was built at Jurong Shipyard, Singapore, for delivery in 2006, respectively 2008. With a good intake of reefers these vessels prove to be attractive charter vessels.

PERLA · PINDARA

These feeder vessels built 2007 and 2004 joined the 2010 respectively 2013 and complement the container fleet.
**BULK CARRIERS**

**PEENE ORE**

The very large ore carrier (VLOC) MV “PEENE ORE” with a carrying capacity of **322.000 tdw** is the flagship of our fleet and presently can be regarded as the largest German owned bulk vessel. MV “PEENE ORE”, built 1997 at Daewoo Heavy Industries, is sailing under German flag.

**PATAGONIA**

This **160.000 tdw** Capesize bulkcarrier, built 1997 at Hyundai Heavy Industries is trading in the spot market.

**PREMNITZ · PIRO**

The **73.000 tdw** bulkcarrier MV “PREMNITZ”, built 1994, is trading in the spot market, whilst MV “PIRO”, a 1997 built **74.000 tdw** bulker is sailing under long term employment.
Between 2009 and 2012 eight car carriers (PCTC) of a modern and flexible design with three hoistable cardecks and a capacity of 5000 cars joined the fleet.

The two Ro-Pax vessels “TRANSEUROPA” and “TRANSRUSSIA” were built in the early to mid 90s for the account of the Finnlines Group. The vessels are managed by Reederei F. Laeisz since 2006.

The Ro-Pax vessel TRANSLUBECA was built in the early 90s and is presently under Grimaldi charter trading within Italy.

These two 60.000 cbm LPG/Ammonia carriers were built at Hyundai Heavy Industries and delivered at the end of 2004 and beginning of 2005. These two vessels are employed under a long term time charter agreement.
Reederei F. Laeisz (Bremerhaven) GmbH was established in 1996 in order to be represented in the German state Bremen which has traditionally been open to shipping activities and worldwide trade. The management contract of M/V “POLARSTERN”, Germany’s largest icebreaking research vessel, is regarded as a reward to the quality and dedication of the company’s managers and staff to first class services.

The Neumayer Station located on the Ekström Ice Shelf at 70°40’S and 8°16’W, is owned by the Alfred-Wegener-Institute for Polar and Marine Research, Bremerhaven. RFL supports this research platform since 1997. The station offers laboratories and living areas on 2,100 m² in about 100 insulated containerised modules for 9 overwintering crew members. They perform important research in the fields of meteorology, air-chemistry and geophysics.

The five research vessels Uthörn, Mya, Mya II, Aade and Diker are owned by the Alfred-Wegener-Institute. Their main working area is around the German Bight.

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AFRIKANISCHE FRUCHT-COMPAGNIE GMBH

In Hamburg, the fresh fruit trade has a long standing tradition. Since the beginning of the last century Afrikanische Frucht-Compagnie GmbH (AFC) has been part of that history as one of the first pioneers of the European banana market.

In the 1930s AFC established its position with its own reefer vessels and the introduction of trademark bananas to nearly all European markets. In those days AFC had its own plantations in Cameroon where stable, fair and sincere business relationships with retailers and producers were founded. During the late 1950s, after an intermediate involvement in Liberia, AFC continued to establish the same solid business connections with experienced producers in the best banana growing areas in Latin America.

All of AFC’s decisions have always been and continue to be rooted on decades of experience, keeping the main focus on the interest of producers, retailers and consumers. This awareness has been reflected in the AFC corporate philosophy and culture from the very onset.

A healthy environment and the unison of mankind and nature is the basis for growing AFC’s bananas, therefore the best possible humane working conditions are implicit for everybody involved in the process.

The compliance with and constant monitoring of the manifold IFS and GLOBAL-GAP criteria gives AFC’s customers further extra security. Confidence is one thing – control quite another.

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BETEILIGUNGSKONTOR SEEHANDLUNG GMBH & CO. KG

The HAMBURGISCHE SEEHANDLUNG as well as the HAMBURGISCHE ENERGIEHANDLUNG and the HT Hamburgische Treuhandlung GmbH belong to the Be teiligungskontor Seehandlung GmbH & Co. KG based in Hamburg. For years, the HAMBURGISCHE SEEHANDLUNG has been successful in initiating investments in the area of shipping. At present, funds are being placed in the promising tourism sector of river cruise vessels.

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RIVER CRUISE VESSELS

MAIN · RHEIN · MOSEL · SAAR · AMADAGIO · AMALEGRO · ISAR DONAU · MOLDAU

These nine river cruise vessels perform under long term employment on European rivers. The river cruise industry is still a growing segment.
TRAILER LLOYD FAHRZEUGVERMIETUNG GMBH & CO. KG

Trailer Lloyd Fahrzeugvermietung GmbH & Co. KG was founded on 2 January 1991. Its purpose of business is the leasing of trailers to EU based customers.

Since its foundation Trailer Lloyd Fahrzeugvermietung GmbH & Co. KG has successfully extended its activities and firmly secured its market position. Today, customers come from various fields of the road transport business. A major part of its customers uses specially tailored offers that range from daily rent up to leasing contracts of 36 months or longer, depending on current individual customer requirements.

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F. LAEISZ VERSICHERUNG AG

On 2 January 1847, Ferdinand Laeisz became a member of the Verein Hamburg-er Assecuradeure, which today offers its services under the name Verein Hanesatischer Transportversicherer. As a major sponsor Laeisz received the membership number “1”, which the firm F. Laeisz Versicherung AG still carries today. In 1974, F. Laeisz Versicherung AG was founded following EU legislation.

Acting purely as marine underwriter, the business is primarily signed at the ports of Hamburg and Bremen. NIKOLAI Assecuranz GmbH was founded in 1984 and serves in the market as agent for many large German insurance companies. It has been a trusted partner of many renowned insurers and brokers for many years. As such it is a necessary completion of the insurance activities of the F. Laeisz Group as well as other companies.

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Apart from the responsible tasks carried out at our offices at Hamburg, Bremerhaven and Rostock, fleet management also requires the manning and inspection of vessels in operation worldwide.

All business trips of our inspectors, captains, crew members demand a high level of professionalism in the planning and organization of the journeys to and from their destinations worldwide. This task is undertaken with dedication and commitment with a 24 hour/365 days service by our travel agency Baltic Reisebüro Lufthansa City Center.

The service is not only available to our company, but it is at hand for other firms, too.

Already for the past 20 years, this travel agency has been firmly established in the Rostock tourism and business travel sector. Since March 1994 it belongs to the Lufthansa City Center cooperation. In tourism as well as business travel excellent service is offered in all areas of an all-inclusive travel agency.

As a business travel agency the Baltic Reisebüro specializes in the guidance and support of corporate customers, in particular shipping companies. Customized solutions relieve the strain on resources and offer time advantages that can be used productively. Excellent contacts to airlines ensure that all requirements before, during and after the journey are met in a quick, precise way.
MARTINI CHARTERING

Martini Chartering was established in 1995 to handle, on an exclusive basis, the chartering activities of F. Laeisz. As from July 2013 Martini Chartering is also acting as exclusive broker for the container tonnage of Leonhardt & Blumberg. With this addition Martini Chartering handles a fleet of about 90 vessels consisting of container tonnage, bulk carriers and PCTC’s.

Whilst representing exclusive clients in the chartering market, Martini Chartering also actively engages in the competitive field on behalf of affiliated Owners and Charterers on a selective and dedicated basis. Worldwide contacts ensure efficient results for customers at all times. Martini Chartering’s customer service includes regular market reports, position lists and market evaluations.

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DEUTSCHE SCHIFFAHRT AG

DEUTSCHE SCHIFFAHRT AG, founded 1994, offers financial consultancy in shipping business for debt and equity financing.

Especially institutional investors obtain via DEUTSCHE SCHIFFAHRT AG the ability to invest directly into vessels, which achieve considering the risk structure involved, comparatively high returns. Being a 100% daughter company of Reederei F. Laeisz we have access to substantial know-how in all three essential areas of shipping represented in the three stars of our company logo: chartering, operating and financing.

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FREIGHTER TRAVEL

It still exists - that romantic feeling of seafarers of old. Freighter cruises have a long tradition with Reederei F. Laeisz. Whereas in former times you could book a passage on the so-called banana carriers, today passenger travel is mainly available on our modern container vessels and PCTCs. Please contact us for more detailed information and routes available. We are happy to send you our latest brochure.

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THE COMPANY PRINCIPLES

Shareholders, management and staff of the F. Laeisz Group are guided by principles, which form the basis for our decision-making process at all levels and throughout all departments. These principles include the following:

WE HAVE COMMON GOALS AND VALUES
We are committed to a social market economy and the democratic process needed to achieve this. We view efficiency, diligence and competence as three fundamental principles for future decision making.

WE DESIRE TO BE SUCCESSFUL
Only on this basis are we able to secure our long-term survival.

WE ARE PRAGMATIC
Flexibility is the key to our success and we are always open to new ideas and proposals. Our constant evaluation of existing measures provides us with the perfect platform for continuous improvement.

WE KNOW WE WILL FACE GOOD TIMES AND BAD TIMES
It is up to us to jointly master the two with the awareness that other days will return. We prepare ourselves for such developments by constantly monitoring our reserves and committing to controlled growth only.

WE PROTECT THE ENVIRONMENT
Motivated by our firm inner belief, we strive to incorporate our environmental principles into our everyday business. This includes satisfying the needs of our oceans and seacoasts, as well as the conservation of surrounding landscapes. We are aware of our shared responsibility for shaping the future; for this reason we act accordingly.

WE WISH TO NURTURE OUR INTERNAL AND EXTERNAL RELATIONS
Maintaining long-term contacts on a personal and friendly basis is essential for success within our industry and we – shareholders, managers and employees – know the importance of being available for discussions with our customers at all times.

WE CONCENTRATE INTENSIVELY ON SERVICE TO OUR CUSTOMERS
For reasons of risk and overdependence our customer base consists of a vast array of companies and individuals. Our dynamic approach to satisfying customer needs reflects this diversity and is something we continue in the future.

WE FACE OUR CUSTOMERS POLITELY, CREATIVELY AND CONSTRUCTIVELY
We are responsible for being honest and treating people fairly. Decisions and proposals which we present to our partners must always be such that they are valid for us too.

OUR PERFORMANCE MUST COMPLY WITH THE REQUIREMENTS OF OUR CUSTOMERS
The quality of our service is a decisive factor for customer retention. Our associates and employees think project-orientated, and act customer- and market orientated, because our clients are entitled to it.
WE HANDLE OUR WORK COMPETENTLY AND PROFICIENTLY
We are eager to offer our customers better service and know-how than they are accustomed to from other companies. We follow our competitors closely, as it is important to know what they are planning. We treat them in fairness.

WE HAVE TO IMPROVE OUR OWN ORGANISATION CONTINUOUSLY
Technically as well as commercially. To aim for the best, means for us to concentrate on our strengths. Consequently, we are open, creative and ready for constant improvements.

WE OPERATE COST EFFECTIVELY
We do not exercise unproductive office administration, but work effectively, organised and cost-consciously. Market orientation governs our daily work.

WE OFFER OUR EMPLOYEES TARGET-ORIENTED EDUCATION AND TRAINING
This enables us to keep pace with the latest technical, economic and social developments. We respect and honor the achievements of our employees, regardless of position, age or gender.

WE KNOW THAT OUR EMPLOYEES ARE OUR MOST VALUABLE ASSET
The realisation of our principles depends on the loyalty and honesty of these individuals and it is our best interests for employees to maintain a positive and open attitude to their work. This is based on trust and the cooperative working relationships of all colleagues concerned.
1824 FOUNDATION

On March 24th, 1824 F. Laeisz was founded. A young bookbinding journeyman and semi-skilled milliner begins making top hats.

1839 FIRST SHIPPING VENTURE

Following the successful start-up of his import/export business, Ferdinand Laeisz gives in to his childhood dream of going to sea and entrusts in the 1830’s the Lübeck-based shipbuilders J. Meyer with the building of the brig „Carl,” named after his son.

1847 FOUNDER AND PATRON OF THE CITY’S SHIPPING BUSINESS

F. Laeisz and his son Carl venture further into Shipping and also support the foundation of shipping companies such as HAPAG, Hamburg Süd, DAL and Bugsier together with other Hamburg-based entrepreneurs.

1861 DGZRS

F. Laeisz founds the Hamburgischer Rettungsverein (Hamburg Rescue Organisation) in 1861, later to be renamed Deutsche Gesellschaft zur Rettung Schiffbrüchiger (German Society for Rescuing Shipwrecked).

1902 FLYING P LINER

The ultimate of the „Flying P Liner“ sailing ships, the PREUSSEN, is a five-masted ship designed to withstand rough weather. It completes two round trips to Chile per year.

1907 LAEISZHALLE

In their last will Carl and Sophie Laeisz instruct F. Laeisz to donate the funds to build a music-hall for the city of Hamburg.

1930 BANANAS

Shipping bananas on refrigerated freighters has developed into F. Laeisz's primary division.
1945  **KRUZENSHTERN / EX PADUA**

The company has lost its entire fleet and is forced to turn over the last tall ship, the 1924 built “PADUA” to the Soviet Union, still under sail as “Kruzenshtern”.

1952  **REEFER VESSELS**

The first German post-war reefer vessel MV „PROTEUS“ is launched, soon to be followed by additional new reefers. By 1972, the FL fleet of reefer vessels had grown to more than 12 units, placing it in the top league of European reefer vessel companies.

1973  **PARTNERSHIP**

Nikolaus W. Schües enters a partnership with F. Laeisz. The company is now supported by 3 families: The heirs of Erich F. Laeisz, Mr Willi Ganssauge and Nikolaus W. Schües.

1982  **F. LAEISZ SCHIFFFAHRTSGESELLSCHAFT**

Nikolaus W. Schües establishes F. Laeisz Schiffahrtsgesellschaft m.b.H. + Co. and takes over the entire shipping business from F. Laeisz.

1993  **PRIVATIZATION OF DSR**

Nikolaus H. Schües, son of Nikolaus W. Schües, joins the company in 1993. This year marks the privatization of the former East German state-owned shipping company, the Deutsche Seereederei Rostock.

2005  **F. LAEISZ**

In 2005 Nikolaus W. Schües and Nikolaus H. Schües purchased F. Laeisz from the heirs of the founding family and today jointly own the company founded in 1824.

2013  **TROUBLED WATERS**

The global banking- and shipping crisis that began in 2008 left also its mark on the fleet of Reederei F. Laeisz. Due to the diverse fleet mix - car carriers have been added to the core fleet - and due to the conservative volume of orders the shipping company survives the storm.
CORPORATE RESPONSIBILITY

Since its establishment the F. Laeisz group has been committed to supporting local and shipping related initiatives. The interests of the business are invariably more important than the interests of the owner family – this also includes a sincere commitment to the common good. The foundation of the Hamburger Rettungsverein, later merged in the DGzRS (the „Sea Rescuers“), and the Seafarers’ Fund remain our obligation today. In addition to continuous support of minor activities in our native regions Hamburg and Rostock the following examples underline the sustainability of our sponsorship.

LAEISZHALLE

In his will Carl Heinrich Laeisz placed our company under the obligation to donate two million Reichsmark for the building of a concert hall in Hamburg. Since 2005 our group once again sponsors the Laeiszhalle Hamburg. For further information please visit: www.freundeskreis-elbphilharmonie.de

FESTSPIELE MECKLENBURG-VORPOMMERN

Each year we sponsor the audience award. For further information please visit: www.festspiele-mv.de

TONALI

We support the TONALi initiative and its sponsorship of highly talented young musicians. For further information please visit: www.tonali.de

INTERNATIONALES MARITIMES MUSEUM HAMBURG

Our group has contributed a considerable sum to the capital of the Peter Tamm Sen. Foundation. The museum maintains the rich maritime heritage of the Hanseatic City Hamburg and far beyond. For further information please visit: www.internationales-maritimes-museum.de
ENVIRONMENTAL PROTECTION

All our actions were based on environmental awareness long before it was in fashion. Our shipping company’s environmental management system was already certified according to ISO 14001 in 1997 - as the very first German shipping company. For us, environmental protection is the result of our considered opinion and conviction.

EEHH

In order to strengthen and promote co-operation in the industry, the network renewable energies Hamburg (EEHH) was created. This bundles the widespread authority of the enterprises, research establishments and institutions of the renewable energy industry and promotes interfaces to other industries, e.g. in the range of new materials and materials.

Both quality of life and environmental protection and the economic development of the Metropolitan area Hamburg receive positive impulses by the development of the renewable energies. The cluster renewable energies Hamburg aims off to secure these positive prospects on a long-term basis to promote above all also on the export markets. For further information please visit: www.erneuerbare-energien-hamburg.de

SUPPORT OF THE EUROPEAN FLAG

We observe our agreements - this also applies to the maritime alliance between our Federal Government and the German ship owners’ association. F. Laeisz operates more than 60% of its fleet under European flag.

Above all, in doing so we want to reach our goal: to be an outstanding employer and a trustworthy partner.