Past - Present - Future
Changing times require new ideas, genuine we remain.
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2 Laeisz vessels at Cape Horn
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
Martini Dry 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
FIELAX

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 are the backbone of the modern 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 German flag (ISR), run at a service speed of about 24 kn and can accommodate 350 reefer containers.

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, 24 kn speed and very good homogeneous intake, service under long-term time charter with Messrs. Hanjin Shipping, Seoul/Korea and are ideal vessels for Far East – Europe Services.

PERUGIA • PEREIRA • PELAPAS

These 4,024 TEU Container vessels, classed by American Bureau of Shipping (ABS) and built by Hanjin Heavy Industries/Pusan between 1992 and 1994 were taken over at the end of 2004. The ships with 354 reefer plugs, 24 kn speed and a very good homogeneous intake are under long-term time charter to Messrs. Hanjin Shipping, Seoul/Korea.

PALERMO • PARADIP

These 2,680 TEU container vessels were ordered and built by three German ship yards (HDW/Thyssen Nordseewerke/Bremer Vulkan) before privatization and were taken over by the buyers of the previous GDR shipping company DSR. The ships qualify for an outstanding favourable relationship of total carrying capacity and 14 ts homogeneous capacity (2,680 TEU total – 2,459 TEU at 14 ts), run a speed of 20 kn and have 150 reefer plugs.
POTSDAM • POMMERN

These two 2,636 TEU vessels carry building No. 1 and 2 of Kvaerner Warnow Werft, because they were the first ships built under the roof of the newly modernized shipyard in Warnemünde and delivered in 1996. With a capacity of 500 reefer containers, a speed of 22 kn and very modern equipment they suit the requirements of today’s market.

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 consumption on 22 kn, these vessels are perfect for today’s 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 reefer and a speed of 23 kn these vessels prove to be attractive charter vessels.

PRIWALL

MV “PRIWALL” was delivered July 1997 by Flensburger Schiffbau-Gesellschaft, Flensburg. This geared, 20,5 kn vessel of 2,480 TEU with 150 reefer plugs, flies the Liberian flag.
MV “PEMBROKE”, a 2,458 TEU geared vessel with a speed of 21 kn and ice class E2, was delivered by Thyssen Nordseewerke, Emden in 1997. This ice strengthened vessel flies the Liberian flag.

MV “PORT SAID”, a self sustained 1,717 TEU vessel with a speed of 19 kn was built 1994 by Daewoo Heavy Industries, Okpo/Korea.
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 – together with her sister vessel MV “NECKAR ORE” as the largest German owned bulk vessel. Also on an international scale these two VLOC’s are proud products, built at Daewoo Heavy Industries, Okop/Korea, commissioned in 1997. MV “PEENE ORE” is sailing under German flag.

PASADENA · PATAGONIA

In 2003 these two 160,000 tdw Capesize bulkcarriers, built 1997 at Hyundai Heavy Industries were taken over and chartered back to Overseas Shipbuilding Group, NY, USA on long term time charter basis.

POWHATAN

“POWHATAN” was built at Sumitomo H.I. in 1996 and bought in 2000 from Messrs. Cargill. This 70,000 tdw vessel is a very good performer when it comes to draft restrictions.

PREMNITZ · PIRO

In 2000 the 73,000 tdw bulkcarrier MV “PREMNITZ”, built 1994, was purchased and fixed for long-term time charter under its chartername “LUISE OLDENDORFF”. As a result of the good cooperation with Messrs. Oldendorff a second vessel MV “PIRO”, a 1997 built 74,000 tdw bulker was purchased against long-term T/C employment of Oldendorff Carriers.
Between 2009 and 2012 eight car carriers (PCTC) of a modern and flexible design with three hoistable cardecks and a capacity of 5000 cars join the fleet.

The two Ro-Pax vessels “TRANSEUROPA” and “TRANS-RUSSIA” 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.
LPG CARRIERS

POLAR · PACIFIC

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 with YARA.

BW HAVLYS

BW HAVLYS ex “BUSSEWITZ” was built 1983 at HDW Kiel and is chartered to YARA on long term charter. Charterers and owners are very satisfied with the performance of this specialized 17.250 cbm gascarrier.
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.

From beginning 2006 Laeisz has been awarded the full management of the government owned research vessel “METEOR” operating for worldwide scientific research under the guidance of the University of Hamburg.

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 four research vessels Uthörn, Mya, Aade and Diker are owned by the Alfred-Wegener-Institute. Their working area is around the German Bight. The main duty of these vessels under our management is to aid research and scientific services in the North Sea.

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ASSOCIATED COMPANIES

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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The HAMBURGISCHE SEEHANDLUNG as well as the HAMBURGISCHE ENERGIEHANDLUNG, the HT Hamburgische Treuhandlung GmbH and the Seekundärhandlung GmbH belong to the Beteiligungskontor 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.

In the context of the extension of its business activities, the HT Hamburgische Treuhandlung GmbH was founded. This ensures an even more customer-friendly investor support because of its close relationships with the respective fund managements.

With the SEEkundärHANDLUNG GmbH the range of services offered for investors has been extended. This internet platform allows customers to sell an investment quite easily as and when required and obtain the highest possible market price in the bidding process. For new customers it is just as easy to acquire shares in the sought-after secondary market.

The HAMBURGISCHE ENERGIEHANDLUNG was especially founded for the issue and ongoing support of investment funds in renewable energy, presently e.g. concerned with the structuring of photovoltaic parks. The investor is offered once again a promising investment opportunity in a crisis resistant market sector.

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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 January 2, 1847, Ferdinand Laeisz became a member of the Verein Hamburgischer Assecuradeure, which today offers its services under the name Verein Hanseatischer 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 new 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 also 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.

Its specialists are at hand with competent solutions and expert knowledge for all kinds of queries starting with issuing of train tickets right through to booking a luxury cruise so that a holiday will become an unforgettable experience.

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.

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Martini Chartering GmbH was established in 1995 to handle on an exclusive basis the container chartering activities of Reederei F. Laeisz.

Today Martini Chartering handles the F. Laeisz fleet of approx. 60 vessels.

Whilst representing our 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, 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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**FIELAX GESELLSCHAFT FÜR WISSENSCHAFTLICHE DATENVERARBEITUNG MBH**

FIELAX Gesellschaft für wissenschaftliche Datenverarbeitung mbH was established in March 2002.

FIELAX offers scientific-technical services for research and shipping. One of our main tasks is the installation, operation and maintenance of research platforms, measuring devices and data acquisition systems, mainly in the marine environment. Our clients are major national and international research institutes, universities, shipping companies, public authorities and offshore planners.

Our highly qualified team of scientists and engineers has long-standing experience in surveying operations on land and at sea. Our clients benefit from that experience and from the knowledge of our employees who are highly skilled in physics, geophysics, chemistry, biology, mathematics, meteorology, hydrographic, information technology and electronics. As a result, FIELAX is able to provide high-quality products and services to its customers at all times.

**FIELAX Gesellschaft für wissenschaftliche Datenverarbeitung mbH**

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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. Please contact us for more detailed information and routes available. We are happy to send you our latest brochure.

**F. Laeisz Schifffahrtsgesellschaft mbH + Co KG**

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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 values and ambitions. We are dedicated to the democratic process. Efficiency, diligence and competence remain for us valuable principles also into the future.

WE ARE .................................................................
not dogmatic. To the contrary: We are open towards new ideas and proposals. Naturally, we are evaluating critically whether existing measures should be kept. But at the same time we are investigating whether we could improve tomorrow what seems to be good enough today.

WE WISH ............................................................... to nurture our relations both internally and externally – in the sense of permanent contacts on a personal, long term and friendly basis.

WE WANT ............................................................ to make profits. Only on this basis our group of companies can secure its long term existence.

WE KNOW .........................................................
that we will face good times and bad times. But we will jointly master them with the awareness that better days will return. In order to be prepared for such developments, we try to build up reserves. Therefore, we commit ourselves to controlled growth and resist expansion at any price.

WE OBSERVE ..........................................................
precisely our duties but also our rights in our contracts. By our strong conviction it is a foremost law to preserve our natural foundation of life. It includes the purity of oceans and shores and the preservation of their surrounding landscapes. We are aware of our common responsibility for our future, and therefore we act accordingly.

WE WILL ............................................................ continue to check routine work repeatedly, mainly with respect to cost aspects. We do not practise unproductive office administration, but work effectively, organized and cost-consciously. Market orientations govern our daily work.

And we – shareholders, managers and personnel – know that for needed services it is absolutely necessary to be available to our customers, - and to be ready for conversations and discussions at any time.

WE HANDLE ........................................................ our work with experience. And we are all eager to offer our customers better service and know-how than they are accustomed to from other companies. We watch our competitors regularly, as it is important to know what they are planning.

We treat them in fairness; however, to remain competitive, we have to improve our own organization continuously and 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 OFFER

distinctive education and training to our associates and personnel, in order to be capable to keep pace with the latest technical, economical and social developments. And: We respect and honour achievements – independently of rank, age and sex.

WE CONCENTRATE

intensively on service to our customers. We know very well that our customers recruit from various companies and individuals; and – for reasons of risk and dependency – this service must remain widely spread.

WE FACE

our customers politely, creatively and constructively. Decisions and proposals which we present to our partners must always be such that they are valid for us, too.

WE HAVE

focused our achievements on the requirements and needs of our customers. Our associates and personnel think project-orientated, and act customer – and market orientated, as our clients have a right to demand this.

WE KNOW

that our associates and personnel are our most valuable capital. The realization of our principles depends on the loyalty and honesty of these individuals. However, this achievement demands confident and cooperative teamwork and team spirit of all colleagues concerned. If they keep a positive and open attitude towards their work and their company, it would be the biggest success of all our endeavours.
HISTORY

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 MS „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 Schifffahrtsgesellschaft 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.

2011  **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 - in autumn 2011 only 4 newbuildings remain to be delivered - 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.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.tonalide.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 GERMAN 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 30% of its fleet under German flag which clearly exceeds the stipulated level.

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