



德威船务管理有限公司

Top Wisdom Shipping Management Co.,Ltd

保证安全/保护环境/保障健康/科学管理

Ensure Safety, Protect Environment
Safeguard Health, Scientific Management



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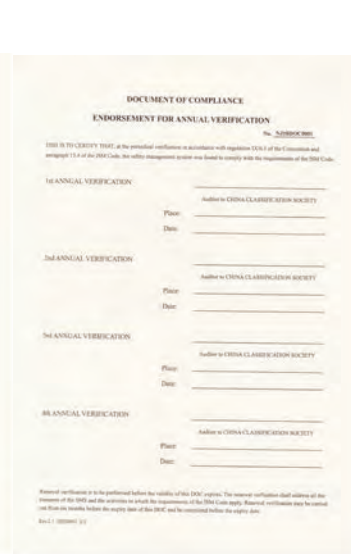
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公司简介

Company Introduction

德威船务管理公司 2013 年成立，公司注册在香港，以专业从事散杂货船舶管理和经营的公司，目前公司在北京、上海、天津、新加坡设有办事处，充分利用各地的人力和资源及地理优势，为国内外客户提供诚信、专业和规范的船舶管理和经营服务。

公司已按照 ISM CODE 要求建立起船舶安全管理体系，公司的安全管理方针是“保证安全，保护环境，保障健康，科学管理”，公司致力于为船东提供一流的船舶管理服务，加强船舶在安全、防污染方面的管理，以及合理的成本控制为船东提供高标准的船舶维护保养。目前公司拥有CCS船级社签发的巴拿马、香港和马绍尔群岛船旗国的DOC证书。公司已取得管理中国旗船舶的中国海事局临时DOC证书，在近期完成正式DOC的申请。

TOP WISDOM was founded in 2013 in Hong Kong, shipping management, professional engaged in bulk cargo ship management and operation of the company, at present, the company has offices in Beijing, Shanghai, tianjin, Singapore, make full use of all the resources and geographical advantages, for customers at home and abroad to provide sincere, professional and standard ship management and business services.

Company has been in accordance with requirements of the ISM CODE safety management system established, the company's management policy is "to ensure security, protect the environment and ensure the healthy, scientific management", the company is committed to provide first-class ship management services for owners, to strengthen the management of ships in terms of safety, pollution prevention, and reasonable cost control for the owners to provide a high standard of maintenance of the ship. At present, the company has the DOC certificate issued by CCS classification society for Hong Kong and Marshall islands flag state. The company has obtained the China Maritime Safety Administration's temporary DOC certificate for managing Chinese flagged ships, and will complete the formal DOC application in the near future.

◎企业的愿景、使命及核心价值观

我们的愿景：做卓越的航运企业，成就世界的德运

我们的使命：服务全球，做强民族航运

我们的核心价值观：为了员工的幸福，追求企业的稳定与发展

企业精神：自强不息，诚待天下，共创未来

企业作风：顽强拼搏，百折不挠

企业用人理念：育人之才，用人之长

企业质量理念：态度决定质量

企业营销理念：互信共赢

企业竞争理念：想于客户前，做于对手先

企业市场理念：发掘、培育、巩固、开拓

企业服务理念：追求完美，成就你我



◎Vision, mission and core values of the company

Our mission: to serve the world, to revitalize the national shipping

Our core values: Pursue the stability and development of enterprise for employee's happy life

Enterprise spirit: Improve ourself constantly, serve the world honestly, create the future jointly

Enterprise style: Tenacious struggle, perseverance and never give up

Enterprise employment philosophy: Nurture people's ability and utilize their advantages

Enterprise quality philosophy: Attitude determining quality

Enterprise marketing philosophy: Mutual trust and win-win

Enterprise competition philosophy: Answering before the customers' asking, acting before the opponents' action

Enterprise market philosophy: To explore, cultivate, consolidate, expand

Enterprise service philosophy: In pursuit of perfection, achievement of you and me



公司管理船队

公司目前管理着 7 艘国际无限航区航行散杂货船和 2 艘国内沿海航区滚装船，总运力近 45万吨，平均船龄3.6 年，船型先进，节能，船况优良，船舶航区已覆盖了全球各大港口，常年航行于澳大利亚、南美东岸、加拿大、美湾、东非、西非、东南亚等地区，现已成为江苏地区较具实力的民营船舶管理企业之一，现我们管理公司在RIGHT SHIP系统中DOC的Safety Score是最高级别，分值为5分，外贸所管船舶三艘船舶的Safety Score 是最高分值5分，外贸所管四艘船舶的Safety Score 的分值是4分，公司的安全管理要求属于业界优秀管理公司。

船名 VESSELS NAME	IMO NO.	总吨/净吨 GRT/NRT	载重吨 DW	长/宽/吃水 LOA/BEAM/DEPTH	主机功率/HP	主机型号 MAIN TYPE	Class	船旗 FLAG	交付日期YEAR OF BUILD
DAYANG CONFIDENCE	9723057	35814/21224	63500	199.99m/32.26m/11.3m	6640KW	MAN B&W 5S60ME-C8.1	BV	Marshall	2017.05
YANGZHOU CONFIDENCE	9774850	35814/21224	63500	199.99m/32.26m/11.3m	6640KW	MAN B&W 5S60ME-C8.1	NK	Marshall	2017.05
TOP CONFIDENCE	9767845	31164/15062	48500	186.02m/32.28m/16.51m	6550kW	5RT-flex50-D	DNV-GL	HONGKONG	2017.12
TONG DA	9767857	31164/15062	48500	186.02m/32.28m/16.51m	6550kW	5RT-flex50-D	DNV-GL	HONGKONG	2018.03
TOP DILIGENCE	9767895	31164/15062	48500	186.02m/32.28m/16.51m	6550kW	5RT-flex50-D	DNV-GL	HONGKONG	2018.09
TOP ELEGANCE	9767900	31164/15062	48500	186.02m/32.28m/16.51m	6550kW	5RT-flex50-D	DNV-GL	HONGKONG	2019.01
TOP ADVANCER	9736640	36314/21580	63335	194.82/32.25/18.50	8050KW	DOOSAN 5S60ME-C8.2-TIER-II	CCS	Marshall	2016.05/2021.02.16
大丰港黎明号	9188790	33863/10240	3000车位	164 m/28 m/8.72 m	10010kw	MAN B&W 7S50MC	CCS	CHINA	1999.08/2021.03
大丰港和顺号	9188805	33831/10241	3000车位	164 m/28 m/8.716 m	9988kw	MAN B&W 7S50MC	CCS	CHINA	1999.11/2021.03

Company management fleet(with fom)

Company currently has seven international sailing world-wide bulk cargo ships and general cargo ships, Company also has 2 domestic coastal shipping area Ro/RO ships, the total capacity of nearly 450000 tons, the average age for 3.6 years, ship form is advanced, energy-saving, good ship condition,vessel navigation areas already covered from Kenya to Mauritania large ports in Africa, Australia,South America, Canada, the United States east bay, southeast Asia and other places, has now become a jiangsu area is one of the powerful private ship management company. Now in the Right Ship system, the DOC Safety Score of our management company is the highest level, with a Score of 5. The Safety Score of the three ocean-going ships are the highest Score of 5, and the Safety Score of the four ocean-going ships are 4. The company's safety management requirements belong to the industry's excellent management company.

船名 VESSELS NAME	IMO NO.	总吨/净吨 GRT/NRT	载重吨 DW	长/宽/吃水 LOA/BEAM/DEPTH	主机功率/HP	主机型号 MAIN TYPE	Class	船旗 FLAG	交付日期YEAR OF BUILD
DAYANG CONFIDENCE	9723057	35814/21224	63500	199.99m/32.26m/11.3m	6640KW	MAN B&W 5S60ME-C8.1	BV	Marshall	2017.05
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◎ 船队历届PSC检查情况及安全情况

2013-2021年以来，管理公司从开始的2艘高龄船，到目前管理着7艘国际无限航区航行散杂货船和2艘国内沿海航区滚装船，所有管理船舶无任何滞留情况发生，无缺陷通过港口国检查的比例非常高，2013-2014无缺陷率50%，2014-2015年无缺陷率33%，2015-2016年度无缺陷率37.5%，2016-2017年度无缺陷率45%，2017-2018年度无缺陷率57%，2018-2019年度无缺陷率59%，2019-2020年度无缺陷率84%，即便发生有缺陷的都控



50%
2013-2014年度

33%
2014-2015年度

37.5%
2015-2016年度

45%
2016-2017年度

57%
2017-2018年度

59%
2018-2019年度

84%
2019-2020年度

无缺陷通过港口
检查比例



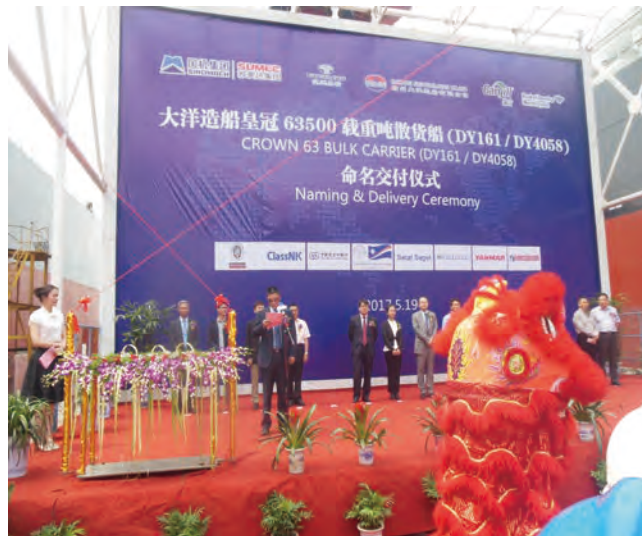
◎ All previous PSC inspections and safety conditions of the fleet

Since the 2013-2021, from the start of the 2 - year - old ship management company, to the currently has seven international sailing world-wide bulk cargo ships and general cargo ships, Company also has 2 domestic coastal shipping area Ro/RO ships, ship all management without any stranded, zero defect through port state inspection rate is very high, 2013-2014 without defect rate 50%, no defect rate of 33% in 2014-2015, 2015-2016year without defect rate 37.5%, 2016-2017 year without defect rate 45%, 2017-2018 year without defect rate 57%,2018-2019 year without defect rate 59%, 2019-2020 year without defect rate 84%, even after the defective control within five (5).



◎ 管理公司体系结构图

Manage company structure chart



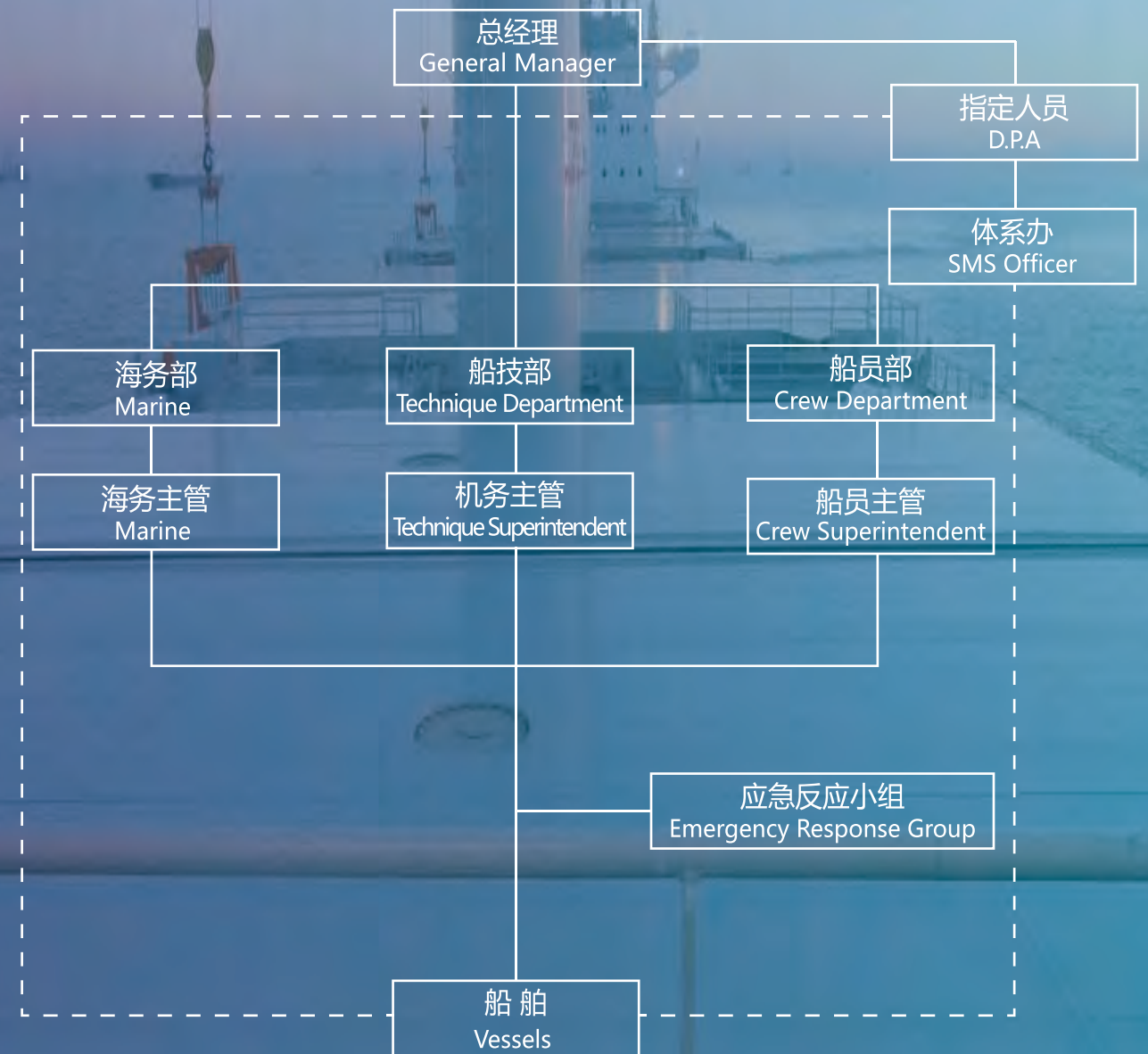
管理公司设有船员部、海务部、机务部、ISM 体系办、航运部、商务部、法务部等职能处室，公司机构健全，管理严谨，中高层管理大多毕业于国内的海事大学、具有经验丰富的航运人士或海上资历丰富的船长、轮机长担任，**有长期的包括杂货船、散货船、滚装船和集装箱船等各种类型船舶的管理和经营经验。管理人员**技术过硬，经验丰富。目前部分管理的船舶服务于世界上著名的租家，例如Cargill、ADM、BUNGE等，无论在船舶的保养、服务质量、航运操作、法律援助等受到了这些租家的广泛好评。公司管理的船舶适航率达到99.8%，安全无事故、在美国和欧洲的港口国无缺陷通过率达到百分之60%以上。**公司正在打造一支具备“勤奋踏实，爱岗敬业”精神的高素质船员队伍。公司拥多名船长、多名轮机长以及一批其他各种级别船员。公司与很多船员派遣公司有良好合作关系，签有派遣服务协议。可以方便的获得有各种船舶服务资历的资深船员服务于本公司管理的船舶，保证船舶正常运行。**

Company consists of the crew management department, the department, engineering department, the ISM system department, shipping department, the ministry of commerce and other functional departments, agencies and management is rigorous, the high-level management by experienced shipping professionals or qualifications rich the captain, chief engineer, the main staff are engaged in ship management and business, with rich experience in ship management and operation, skillful and experienced. At present, the company has many excellent captains and many chief engineers. At the same time, the company will build a high-quality crew team with the spirit of "diligence, sureness, devotion to work".



公司组织结构图

Company Organization Chart for Safety Management System



(注：虚线代表SMS监控机构)

Note: dotted lines represent SMS monitoring agency

◎船舶经营 成本控制



1. 除了严格控制采购流程可以降低船用品成本外，德威船务管理公司一直跟踪主要备品的价格变动，了解产品在不同国家和地区的最新价格，进货时综合比价，严把质量关，随着船队数量的增大，和销售方谈判能力还会进一步提升。比如润滑油、油漆、主要机器备件、图书资料等这些用量大的产品，尽可能地与供应商保持长期的合作，掌握这些产品的真实价格。

2. 船舶检验费、维修费等也是主要管理成本之一，不同的船级社和修船厂在价格方面和质量方面有不小的差别。船东要控制这方面的成本必须全面了解各家船级社和船厂方面的情况，建立长期的合作关系，从实际船况和经营规划出发，做好各项检验、维修的安排工作。选择合适的检验、维修地点，专业的技术人员在现场严格把好质量关是控制这方面成本的关键。

3. 通过合适的保险经纪人，做好保险规划，把钱用在刀刃上。

4. 严控隐形成本。隐形成本主要包含海损、机损和人员伤亡事故，还包含因为检查或其他责任事故引发的损失，例如停租、油耗索赔、额外的检验、管理质量评分低在租约方面的损失等，这些对船舶经营正常获利有负面作用的事件或者因为发生事故造成的保险费率提高等都是间接损失。我司在管理方面一直实行严格的高品质管理，想船长、老轨所想，在关键节点上有针对性地对船舶进行指导，历年的事故率在行业保持最低，平均每年每条船的停租时间小于 1 小时。不仅仅在租金方面避免了损失，而且在保险费率方面赢得了最优惠待遇，在低迷的租船市场仍然保持较高的租金水平，船舶的日均管理成本在国际国内上来说，都算得上是最低的管理公司之一。可为船东节省一笔非常可观的管理成本。

◎Ship operation cost control

1. In addition to strictly control the purchasing process can decrease the cost of ship goods,, shipping management companies have been tracking the main spare parts price change, understanding the lowest price of product in different countries and areas, comprehensive comparison when replenish onr's stock, strictly the quality pass, the increase in the number of ships, will further enhance seller and negotiation ability. For example, for lubricating oil, paint, main machine spare parts, books and materials and other products with large consumption, keep long-term cooperation with suppliers as far as possible, and master the real price of these products.

2. Ship inspection fee and maintenance fee are also one of the main management costs. There are considerable differences in price and quality between different classification societies and repair yards. In order to control the cost in this aspect, the shipowner must have a comprehensive understanding of each classification society and shipyard, establish a long-term cooperative relationship, and proceed from the actual ship condition and business planning to do a good job in the arrangement of inspection and maintenance. The key to control the cost is to select the proper inspection and maintenance site and strictly control the quality by professional technicians.

3. Plan your insurance through the right insurance broker and put your money to good use.

4. Strictly control hidden costs. Hidden costs mainly include average, machine damage and casualties accident, also contains for inspection or other liability accident loss, such as offhire, fuel consumption claims, additional inspection and management quality score low in terms of the lease, such as the loss of these events has negative effect on normal operation of profit or because of an accident insurance rate increase is caused by indirect losses. In terms of management, our company has always implemented strict high-quality management, and guided the ship at key points according to the captain's and old rail's ideas. The accident rate in the past years has been kept at the lowest level in the industry, and the average stopping and renting time of each ship is less than 1 hour every year. Not only did it avoid losses in terms of rent, In addition, it has won the most preferential treatment in terms of insurance rates and maintained high rents in the depressed chartering market. The daily average management cost of ships is one of the lowest in the world and in China. Can Save shipowners a very considerable amount of management costs.