

## ***Beluga Shipping GmbH***

### **Through dynamic growth one of the Top Three heavy-lift cargo shipping companies**

#### **Facts and figures:**

**Formation:** as Beluga Shipping GmbH on 04 December 1995

**President and Chief Executive Officer:** Niels Stolberg

**Company Headquarters:** Schlachte 22, D-28195 Bremen, Germany

**Shareholders:** Niels Stolberg; 100 percent share of Beluga Shipping GmbH and its subsidiaries

**Share capital and capital reserves of GmbH:** 2,000,000 euros

**Sales in 2007:** 268 million euros

**Operating result in 2007:** 42.1 million euros

**Result in 2007:** 29.9 million euros

**Subsidiaries:**

- Beluga Chartering GmbH / Chartering
- Beluga Fleet Management GmbH & Co. KG / Technical Management
- Beluga Shipping Ltd. Shanghai
- Beluga Shipping Ltd. Beijing
- Beluga Chartering B.V. Rotterdam
- Beluga Projects do Brasil LTDA. São Paulo
- Beluga Shipping (America) Corp. Houston
- Beluga Projects (India) Pvt. Ltd. Mumbai
- Beluga Projects (Japan) Co., Ltd. Tokyo
- Beluga Projects (Singapore) Pte. Ltd. Singapore
- Beluga Maritime Projects (PTY) Ltd. Johannesburg

**Employees:**

- 300 administration (Bremen)
- plus 100 international
- 1,300 crew members

- List of ships:**
- 2006: 40 multipurpose heavy-lift project carriers in operation
  - 2007: Delivery of another 14 multipurpose heavy-lift project carriers
  - 2008: Delivery of another nine multipurpose heavy-lift project carriers
  - 2009: Delivery of another seven multipurpose heavy-lift project carriers
  - 2010: Delivery of another five multipurpose heavy-lift project carriers
  - 2011: Delivery of another three multipurpose heavy-lift project carriers
  - Size(s): 5,170 – 20,000 dwt
  - Lifting capacity: 80 – 1,400 tons (t)
- Flags:**
- Germany
  - Antigua & Barbuda
  - Gibraltar
- Focus of work:**
- Shipping company in the tramp segment for worldwide project and heavy-lift shipments (in contrast to liner services that operate on a scheduled fixed route, tramp vessels are deployed by the shipping company on an ad hoc basis - depending on the port where cargo is destined to)
- Target sectors:**
- petroleum industry
  - chemical industry
  - large-scale plant engineering
  - rail-mounted vehicle industry
  - power station industry
  - mechanical engineering
  - commercial vehicle production
  - offshore industry
  - shipyards
- Sea Academy:**
- Established in 2003
  - Fostering training for junior technical nautical staff in cooperation with the University of Applied Sciences Oldenburg / Ostfriesland / Wilhelmshaven, Nautical Department in Elsfleth, as well as the Bremerhaven University of Applied Sciences, Department of Ship Operation Technology, and the Bremen University of Applied Sciences, Nautical Department
  - Tailored training concept on board the Beluga R and C series on separate training deck with additional training officer

## Brief Career History of Niels Stolberg, President & CEO of BELUGA SHIPPING GmbH



Niels Stolberg, the 48-year-old holder of a Master's Certificate for deep-sea navigation, studied Engineering and Business Administration for Maritime Transport.

In 1995 he established Beluga Shipping GmbH, Bremen, initially solely as a cargo operator. Three years later he bought his first vessel and the first newly built vessel, MV "Werder Bremen", followed in 1999.

At the turn of the millennium Stolberg started pushing forward fleet expansion with deliveries of new multipurpose heavy-lift project carriers. In 2002 he set up branches in São Paulo, Brazil and Singapore, followed a year later by Peking, then Houston, Texas in 2004 and the branch in Shanghai, China last year. Furthermore, Stolberg acquired the GenChart B.V. shipping company in Rotterdam in 2003.

The fleet grew by another ten units in 2006. In 2007, all in all twelve new vessels have been built and two more ships were lengthened within a rebuilding. Today Beluga Shipping GmbH is one of the leading project and heavy-lift cargo shipping companies worldwide.

However, the shipowner's commitment goes beyond the core business. In the course of a consistent and strategic Corporate Social Responsibility (CSR), he founded the Beluga Sea Academy in 2003. In addition, he is the initiator of the Beluga School for Life, a charity project that provides a new home to as many as 240 tsunami victims, orphans and children who have lost a parent in Thailand and gives them the opportunity of receiving future-oriented vocational training. Furthermore, Niels Stolbert is the founder of the Bremen Fund, which is aimed at providing socially disadvantaged young people in the Hanseatic city with a better chance of obtaining a traineeship through private assistance.

Niels Stolberg has been married since 1992 and is the father of three daughters. He lives with his family near to Bremen, Germany.