

Grieg Shipping Group

Digital Ship Oslo, 11th March 2008



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Agenda



GRIEG SHIPPING GROUP

- Grieg Shipping Group – Introduction
- The situation before 2005
 - Why we needed a standardised IT Infrastructure and what were looking for
- Situation now and our plans for the future

Companies



GRIEG SHIPPING GROUP

Ship owning and Technical Management
GRIEG SHIPPING GROUP

Commercial management
STAR SHIPPING

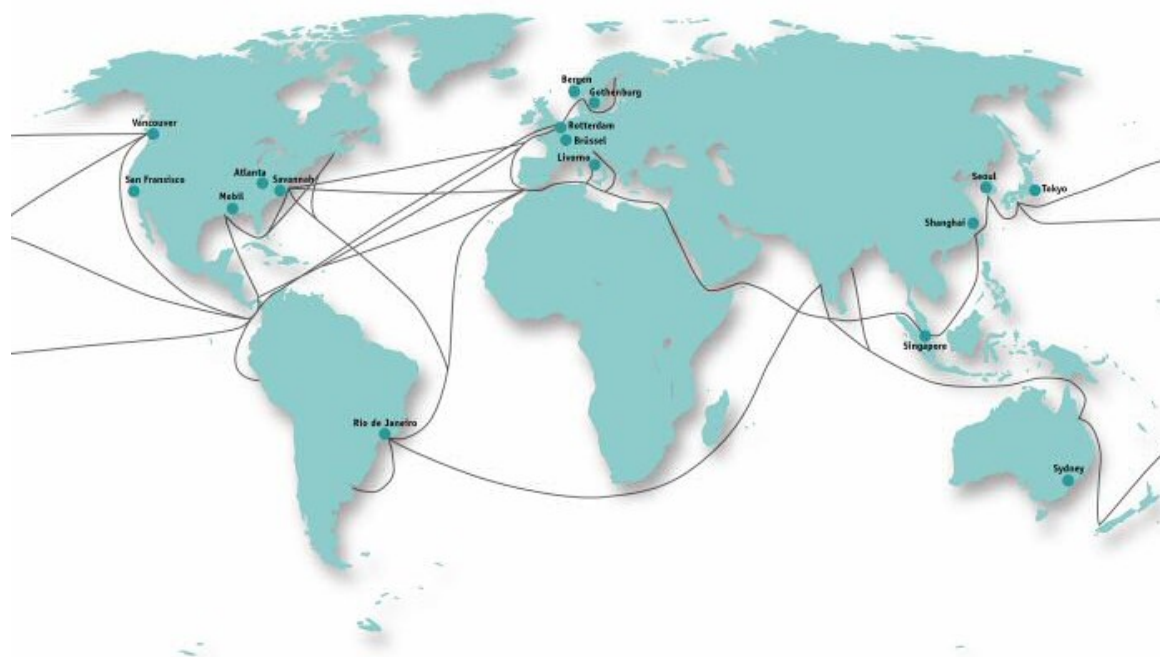


Grieg Shipping Group



GRIEG SHIPPING GROUP

- **Our main trades**



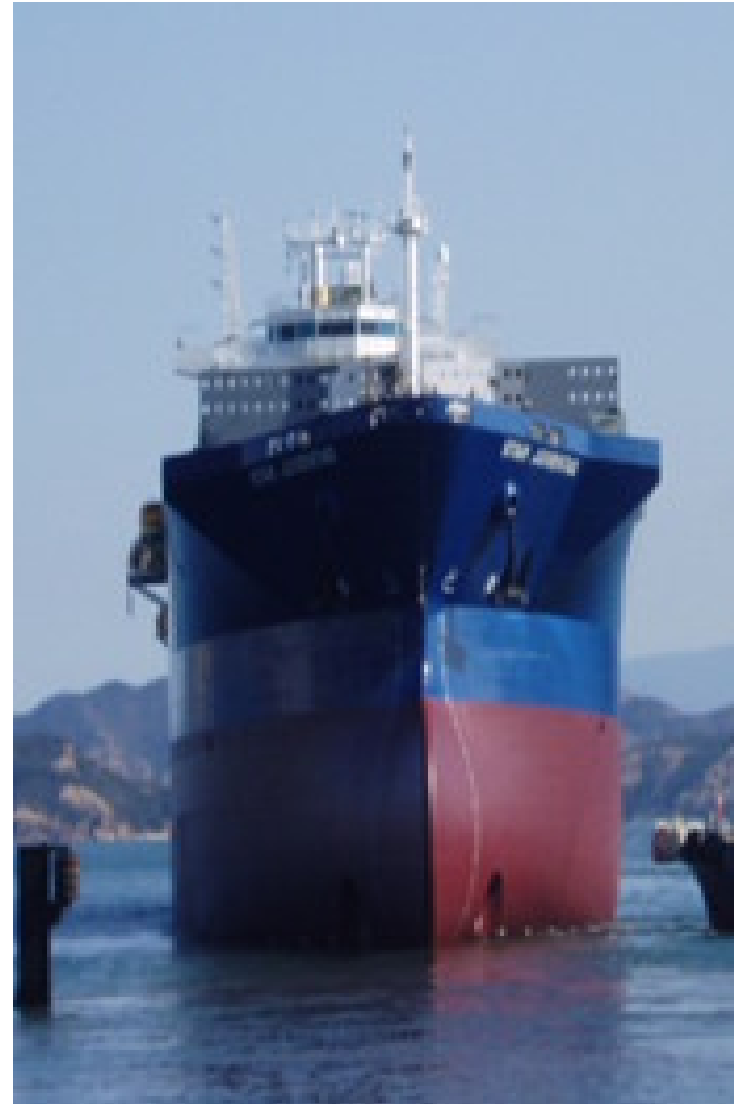
- **47 employees on land and approx. 600 onboard our vessels**
- **Offices in Bergen, Oslo, Mobile (USEC), Manila and Shanghai**
 - CEO: Camilla Grieg
 - Chairperson: Elisabeth Grieg

The Grieg Fleet



GRIEG SHIPPING GROUP

Star America	1985	30 168
Star Atlantic	1986	30 402
Star Derby	1979	43 700
Star Dieppe	1977	43 082
Star Dover	1977	43 082
Star Eagle	1981	39 749
Star Eviva	1982	39 718
Star Florida	1985	40 790
Star Fraser	1985	40 840
Star Fuji	1985	40 790
Star Gran	1986	43 759
Star Grip	1986	43 712
Star Hansa	1995	46 580
Star Harmonia	1998	49 590
Star Herdla	1994	46 580
Star Hidra	1995	46 580
Star Isfjord	2000	45 859
Star Ismene	2000	46 428
Star Istind	1999	46 547
Star Juventas	2004	44 837
Star Japan	2004	44 814
Star Java	2006	44 470
Star K / Hull 8001	2009	-
Star K / Hull 8002	2009	-
Star K / Hull 8003	2009	-
Star K / Hull 8004	2010	-
Average	18	42 272





GRIEG SHIPPING GROUP

Results

USD mill	2007E	2006	2005
Gross revenue	190	127	158
Res before. tax	134	62	98
Book Equity	496	391	339



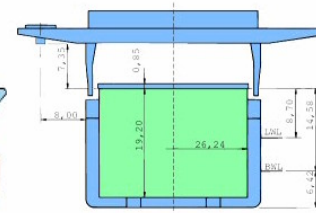
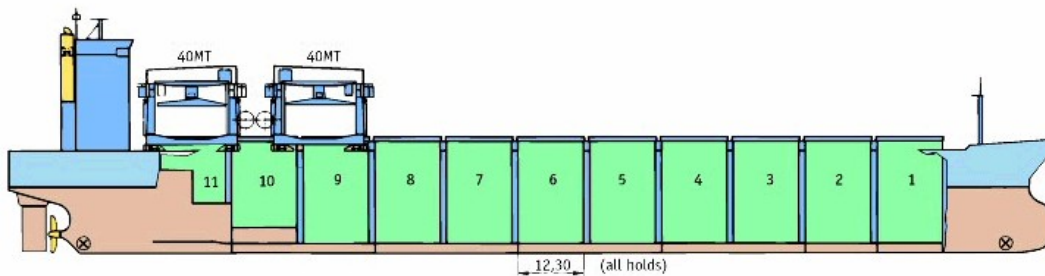
The Open Hatch concept



GRIEG SHIPPING GROUP

Our Open Hatch vessels are tailor made for the carriage of wood pulp, rolled paper and other forestry products. In addition we also carry a wide range of other unitized cargoes and containers.

- Box shaped holds
- Gantry cranes with rain protection
- Dehumidification systems
- Tween decks





STAR SHIPPING

NAVIGATE BY THE STARS



Pulp



Cutsized Paper



Rolled Products



Lumber



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STAR SHIPPING

NAVIGATE BY THE STARS



Windmills



Various Steel



Bulk



Containers



7.gr

ICT Department



GRIEG SHIPPING GROUP

- **The Grieg Group outsourced all IT to EDB IT Drift in 2003**
- **EDB IT Drift responsible for all IT systems in the Grieg Group office in a near "all inclusive agreement"**
- **Grieg Shipping Group ICT is responsible for the ICT systems on board and development of systems to support the business processes in the office**
- **We are today 3 persons in the department:**
 - ICT Manager
 - System consultant
 - Superintendent AMOS (working out of our office in Mobile, Alabama)
 - We are looking for a person who will be responsible for the development of the planned maintenance systems to further strengthen our focus on the PMS system.

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ICT before 2005

- Large parts of the equipment in the fleet needed to be renewed (NT and W95)
- Computer installations based on images
 - Standardised Image, but from there various solution from different ship.
 - Upgrades done differently by each vessel master.
- Manual server installation
 - We tried to standardize but variation due to human variations.
- Focus during ICT visits on board: Software and Hardware
- Our focus were on infrastructure
 - Case by case installation
 - Software installation onboard
 - Hardware specially prepared for each vessels in the office to be shipped onboard



Goals for the "New IT Platform" in 2005

- **Automated installation of computers and servers**
- **A standardised platform based on Microsoft best practise**
- **Freedom to develop the platform our self if we wanted. Not to be tided to close to the vendor of the platform.**
- **We wanted to change focus from the basic IT work to work more with the business processes and crew training.**
- **We wanted to build the right internal IT competence in a ship management company**
 - Priority (Needed internal)
 - Important to have some knowledge on all areas in the shipping ICT
 - Expert competence on core business application/processes
 - Amos
 - Lotus Notes
 - Satellite & Communication
 - Other shipping software
 - Less priority (Could be outsourced)
 - Communication HUB
 - Scripting competence
 - Specialised knowledge in ICT infrastructure

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ICT NOW

- Semi automated installation of servers, fully automated installation of computers.
 - We can send a computer on board and ask the crew to connect to the LAN and boot, and all software are installed and configured as we want.
- Equal installations throughout all fleet.
 - Less possibility of human variations
 - Standardized on one type of servers and computers in the whole fleet
- Standardised IT Infrastructure
 - Possible to install or upgrade software equally and at the same time period on all vessel without visiting.
 - Last week we upgraded the two first vessels to the next version of the VerIT by vessel visits. Now we plan let the vessels do the rest on their own.
- Focus during ICT visits on board: Crew and training
- Focus more on business processes



ICT plans for future

- We have for the first time been able make an ICT Strategy document
- We want to install at least one V-sat always on system this year
- New system for crew and pay roll
- New report system
- Development AMOS
 - Recruiting



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