



## Company Profile

### **West Africa: We Deliver No Matter What.**

**Etterna Shipmanagement SA** is a respectable oceangoing vessel operator, offering competitive services in all aspects of the Ship Management Industry Worldwide. Our new entity, based in Piraeus, Greece, was incorporated in 2017 and since then, has achieved to become an active member in the sector of **Oil Tanker Operators**. The company provides European-standards Shipmanagement specializing intensively in West Africa.

## **ABOUT US**

### **Mission**

- High quality services
- Enduring relationship with our network
- Safety & operational excellence
- Environmental protection
- Cost-effective management

### **Vision**

Etterna embraces above all, Safety as well as Environmental, Health & Security excellence as prime operational target and incorporates the following long-term aspirations and goals:

- ZERO incidents
- ZERO environmental harm
- ZERO loss
- ZERO risk

### **Values**

- Teamwork
- Honesty and Integrity
- Trust
- Commitment to stakeholders
- Quality
- Innovation

## SERVICES

<p style="text-align: center;"><b>Operational Management</b></p> <ul style="list-style-type: none"> <li>▪ Day to Day controlling over the vessels schedule</li> <li>▪ Supporting our marine personnel to execute voyages safely</li> <li>▪ Covering all aspects necessary for smooth ship operation</li> <li>▪ 24/7 support and guidance from our experienced team</li> <li>▪ Cost Control, Voyage Estimation, Vessels' Orders / Instruction</li> </ul>	<p style="text-align: center;"><b>IT Management</b></p> <ul style="list-style-type: none"> <li>▪ In house IT professional with a track record in the shipping industry</li> <li>▪ Cost effective and accurate ship shore communication systems</li> <li>▪ Data processing, staff training, IT systems support, highly advanced handling of messaging</li> <li>▪ ERP software system customized for shipping companies</li> </ul>
<p style="text-align: center;"><b>Technical Management</b></p> <ul style="list-style-type: none"> <li>▪ Technical Management for oil tankers and Dry Cargo Vessels</li> <li>▪ Planned maintenance system implementation &amp; monitoring</li> <li>▪ Dry Dockings, Repairs, Annual Surveys, Vessel's inspections</li> <li>▪ 24/7 technical issues</li> <li>▪ Pre – purchase vessel inspections</li> </ul>	<p style="text-align: center;"><b>Procurement Management</b></p> <ul style="list-style-type: none"> <li>▪ Co–operation with a vast network of accomplished suppliers over the world</li> <li>▪ Supplying vessels with spares and stores of premium quality</li> <li>▪ Evaluation of offers from approved and expertized suppliers</li> <li>▪ Cost and Quality control</li> </ul>
<p style="text-align: center;"><b>Crew Management</b></p> <ul style="list-style-type: none"> <li>▪ Recruitment and selection of highly expertized marine personnel</li> <li>▪ Developing strong relations with manning agencies</li> <li>▪ Identifying training needs</li> <li>▪ On time travel arrangements and crew changes in competitive prices.</li> </ul>	<p style="text-align: center;"><b>Specialized Services</b></p> <ul style="list-style-type: none"> <li>▪ Sale &amp; Purchase</li> <li>▪ Chartering</li> <li>▪ Pre-Purchasing Vessels Inspections</li> <li>▪ Auditing in Safety &amp; Quality Management System both to ship &amp; shore personnel</li> <li>▪ Bunkering Services</li> </ul>

<b>Turnkey solutions based on Clients Demand</b>	
<b>VESSEL</b>	<ul style="list-style-type: none"> <li>● Delivery</li> <li>● Acquisition</li> <li>● Reactivation</li> <li>● Certification</li> </ul>

## **HSQE POLICY**

On that basis, Company's Safety, Health, Environmental Policy was established in order to manage the health and safety risks seafarers and employees are exposed to, as well as, the environmental risks, aiming to prevent damage to the environment, achieve a ZERO SPILL record and improve its environmental performance.

### ➤ **HEALTH**

- Medical care on board and ashore when needed
- Minimizing health and hygiene risks
- Control of health risks
- Monitoring all safety and occupational aspects of the vessels

### ➤ **SAFETY**

- Provision of a framework for setting & reviewing safety management system objectives and targets.
- Compliance with all applicable laws, regulations and standards
- Provision of adequate resources to effectively implement this management system
- Quick, effective and with care respond to emergencies or accidents

### ➤ **QUALITY**

- Provision of services to customer's satisfaction, meeting at the same time the standards of the Company
- Continuously improvement of the quality of company's services as per the Safety Management System

### ➤ **ENVIRONMENTAL**

- Compliance with relevant environmental legislation, regulations and other requirements
- Prevention of damage to the ship and her cargo
- Development and implementation of an efficient waste management policy through the best management of residues and emissions, which are produced by ongoing operation

## The Management Team

- Offers high-graded services
- Maintains the infrastructure needed to provide competitive Shipmanagement Services
- Works hard in order to support immediately the vessels and their crews
- Builds up the team spirit needed to handle problems effectively
- Emphasizes to the constant improvement of its people

## STRENGTHS

The Manager's strength stems from its team members who are long-time experienced and work professionally in the sector of maritime industry.

- Depth knowledge of the shipping markets
- Expertise in those of West Africa
- Strong and efficient technical team
- Skilled operations team
- **5 Regional Offices** at West Africa

**OUR CURRENT FLEET**

	<b>M/T ORYX TRADER</b>	<b>M/T REMOS</b>
<b>IMO Number</b>	8910598	7925168
<b>Summer Deadweight</b>	4792 MT	2703.20 MT
<b>Flag of Registry</b>	PANAMA	PANAMA

## **CAPITALIZING ON WEST AFRICA**

- Our current Fleet comprises of **Oil Product Tankers**, which particulars enable them to trade mainly in West Africa.
- Eterna's team has track record in West Africa for 20 years, providing a full range of Ship Services and secure agreements with major oil companies.
- A vast network of local acquaintances enables us, to handle cost-effectively the troubleshooting and repairs of the vessel, but also build solid partnerships with local companies.

## **WHY WEST AFRICA?**

We are committed intensively to West Africa, a region whose conditions and needs in Shipping Management as well as investment in transportation network and infrastructure are distinctive.

Our company has a strong belief in investing in WAFR, due to the fact that the region can provide a huge market, which is bound to be evolved into an **Economic Miracle**.

Our **main target** is to make a comprehensive **bow** linking the region of West Africa from Gambia to Mozambique, growing bunkering stations and take advantage of region's wealth. Powering Africa will answer the continent's growth in future and will create opportunities, cause industrialization and business expansion.

## **HEAD OFFICE**

Our Head Office is located in Greece and specifically in Piraeus, 41 Akti Miaouli, 18535.

## **BRANCH OFFICES**

Etterna has already broaden its horizons and proceed with establishing Offices **in Sierra Leone, Nigeria, Namibia, Ghana and South Africa**. Such expansion marked the development of Etterna's activities in Newbuilding projects and the co-operation with many significant Oil Companies.

- **Sierra Leone**  
14 Government Wharf Terminal Building  
Freetown
- **Nigeria**  
Block B, Flat 8 The Orchard Courts,  
Oba Oniru Road, Victoria Island Lagos
- **Namibia**  
Shop 32 Bougain Villas 78 Sam Nujoma Drive,  
Windhoek
- **Ghana**
- **South Africa**

