PROCUREMENT MANAGEMENT> Philosophy/Scope

OSERV offers procurement management services both internally and externally. We have the right buying power and supply chain infrastructure to benefit to all clients from day 1 to provide a full range of procurement and catering services.

OSERV's Supply Chain team consists of experienced professionals and brings significant experience to all aspects of procurement services. See below for some of OSERV's service features.

Procurement, Combined Buying Power

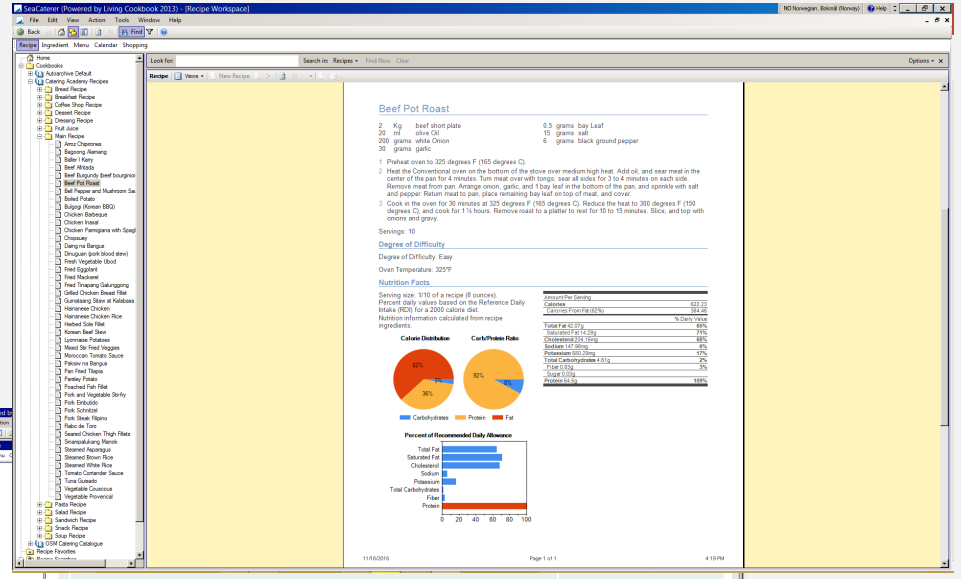
- ✓ Independent player, not part of any purchasing organisation.
- ✓ Proven cost saving strategy and plans – fleet and vessel specific sourcing. also for tramping fleet
- ✓ Dashboard for benchmarking agreements and services
- ✓ Contract management system, with Business review and contract price management
- ✓ 45 Purchasing spent categories with global sourcing partners, key account service to our group and consortia andinternal specialists to monitor and manage categories.
- ✓ Scalability in the supply chain structure and organisations to meet diverse fleet requirements
- ✓ Dedicated purchaser and logistic functions in optimized cost locations under strong central system and policies
- ✓ Global and Local organisational structure – with Group and Support functions worldwide.
- ✓ Standard processes, with preferred and standard PMS Systems, integration of scanning and invoice systems towards more automization

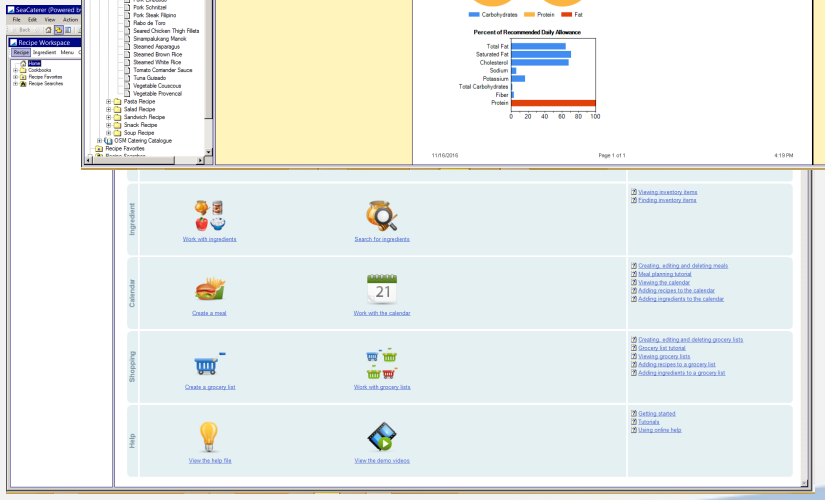
Catering Management

- ✓ Provision and technical consumable Purchasing concept with integration to Academy and Crew Management (CATERING)
- ✓ Ingredients, recipe and menu planning
- ✓ Audited global supplier network
- ✓ Inventory and victual reporting
- ✓ Reliable global logistic partners for safe , consolidated and competitive last mile solution

Procurement as a service

- ✓ Small and medium sized ship owners entrust us with all operational tasks of procurement and logistic process while keeping technical control against monthly fee per vessel, we act in their name budget and invoice.
- ✓ Approval of prepared purchasing solutions by our competitive supply chain team through client technical resource, keeping control
- ✓ Entitlement to use most competitive OSM group purchasing contracts as added benefit





PROCUREMENT MANAGEMENT> how does it work?

OSERV Group procurement organization is well structured with Group functions controlled out of Singapore and Norway utilizing our pool of experienced supply chain specialists in our Shared Service Center in Manila, providing constant training and benchmarking. Additionally we have operational liaison and support specialists in Norway, Germany, Brazil, and Singapore apart from the Shared Service Center in Philippines.

Our new digital processing platform S2S (supplier to ship) is a first in the industry and connects Consortia members (OSM Group companies and financially sound other Shipowners/managers using platform and contracts achieving a maximum of benchmarking, processing automization and scalability. **WE ACHIEVE AGGRAGATED BUYING POWER and COMMON AGREEMENTS** for approx. 200 vessels at this time.

1 **Group Functions** — G
- Group Procurement & SCM Management
- Contracts & Agreements incl. Dashboard
- Group Logistic Planning
- Fleet List incl. Vessel Equipment Sourcing Spec.
- Logistic Plan incl. Vessel trading alignment
- Reporting & Digital Transaction Tools

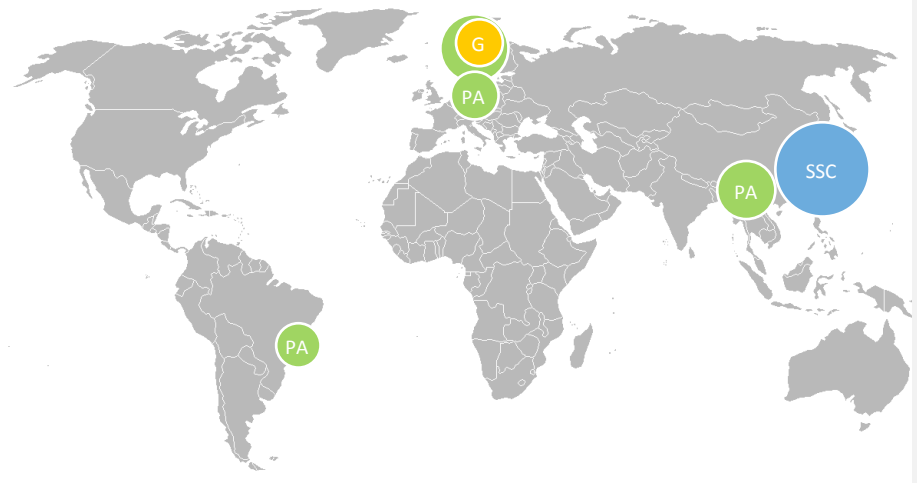
- Asia (Singapore)
- Europe (Norway

2 **Operational Functions – Procurement Advisors** — PA
- Procurement Advisor (Operational alignment)
- Supply Chain, Sourcing Strategy
- Special, project and docking coordination
- Monitoring, follow-up and training.
- System, Procedure and process knowledge

- Europe
- South America
- Asia

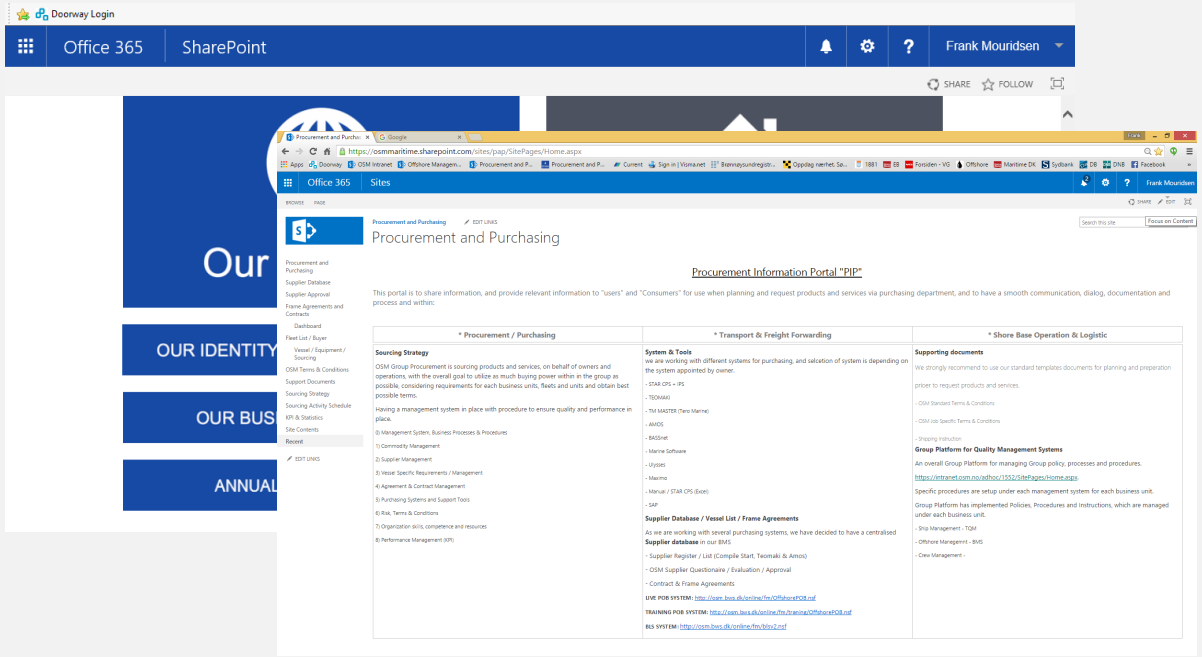
3 **Operational Function – Shared Service Centre** — SSC
- Vessel /Unit Purchasing
- Catering Management (Provisiosn and Technical Consumables)
- Procurement as a service/ Service centre
- Logistic / Expediting

- Asia



PROCUREMENT MANAGEMENT > General

0) Management System, Business Processes & Procedures
1) Category Management
2) Supplier Management
3) Vessel Specific Requirements / Management
4) Agreement & Contract Management
5) Purchasing Systems and Support Tools
6) Digital Processing Platform S2S
7) Organization skills, competence and resources
8) Performance Management (KPIs)



OSM INSIDE

Procurement Information Portal – «PIP»
The Procurement Information Portal is a common tool with access to all within OSERV, and some external relations, as a daily and active communciation and working, central resource data base.

- Supplier Database
- Frame Agreements and Contracts, from Group to vessel specific agreement, incl. Dashboard (for evalauation and benchmarking)
- Fleet List with vessel requirments (spec.) and tranding info (logistic)
- Vessel Specific Equipment and Source requirements
- Standard Terms / Conditions + support documents
- Internal KPI & Reporting - Team aticity and task list.

OSERV Catering Management

Customer

Service Level Agreement

Customer Management

Catering Management

Processes

SharePoint

Crewing

Training

Planning

Purchasing

Operation

Quality Control

Inventory Control

Admin

Systems

SharePoint

E crew

CaterCare

CaterCare

CaterCare

Cater Care

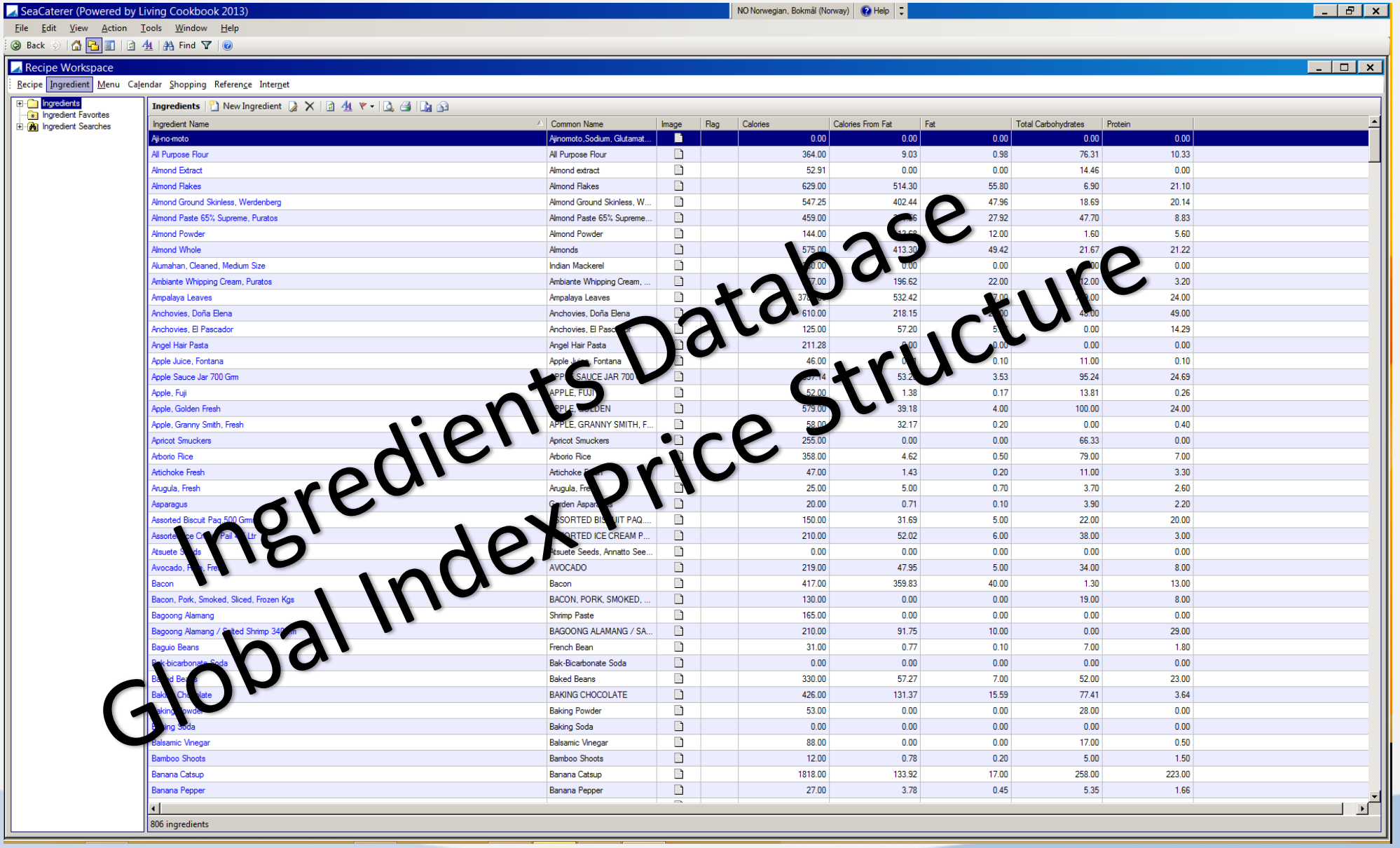
Policies – Standards – Procedures

Full Scale catering concept

PROCUREMENT MANAGEMENT> Provision Catering

OSERV Catering System
Vessel and Office module

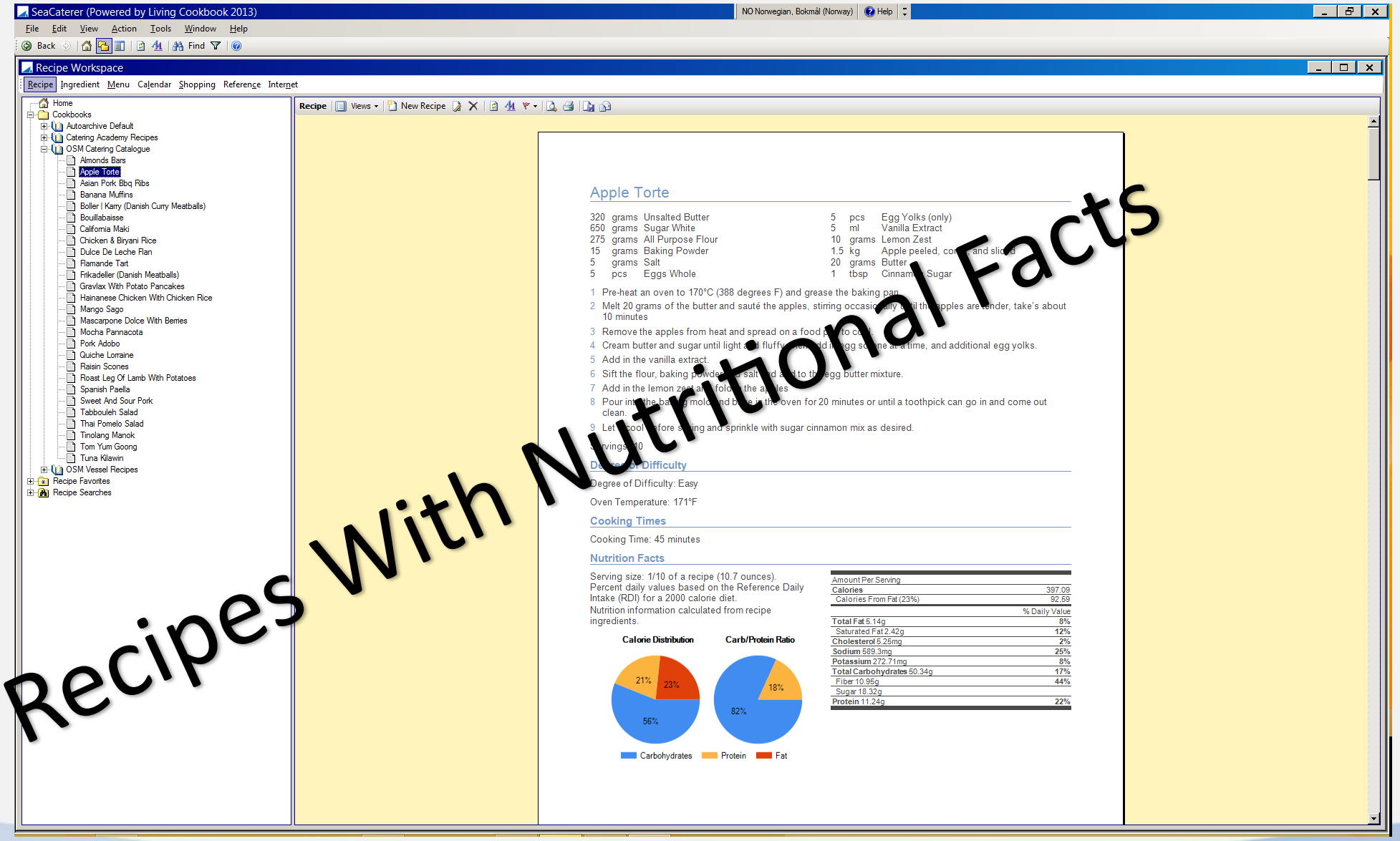
PROCUREMENT MANAGEMENT> Provision Catering



Ingredient Name	Common Name	Image	Flag	Calories	Calories From Fat	Fat	Total Carbohydrates	Protein
Aji-no-moto	Ajinomoto,Sodium, Glutamat...			0.00	0.00	0.00	0.00	0.00
All Purpose Flour	All Purpose Flour			364.00	9.03	0.98	76.31	10.33
Almond Extract	Almond extract			52.91	0.00	0.00	14.46	0.00
Almond Flakes	Almond Flakes			629.00	514.30	55.80	6.90	21.10
Almond Ground Skinless, Werdenberg	Almond Ground Skinless, W...			547.25	402.44	47.96	18.69	20.14
Almond Paste 65% Supreme, Puratos	Almond Paste 65% Supreme...			459.00	[illegible]	27.92	47.70	8.83
Almond Powder	Almond Powder			144.00	[illegible]	12.00	1.60	5.60
Almond Whole	Almonds			575.00	413.30	49.42	21.67	21.22
Alumahan, Cleaned, Medium Size	Indian Mackerel			[illegible]	0.00	0.00	[illegible]	0.00
Ambiante Whipping Cream, Puratos	Ambiante Whipping Cream, ...			[illegible]	196.62	22.00	[illegible]	3.20
Ampalaya Leaves	Ampalaya Leaves			[illegible]	532.42	[illegible]	[illegible]	24.00
Anchovies, Doña Elena	Anchovies, Doña Elena			610.00	218.15	[illegible]	[illegible]	49.00
Anchovies, El Pascador	Anchovies, El Pascador			125.00	57.20	[illegible]	0.00	14.29
Angel Hair Pasta	Angel Hair Pasta			211.28	[illegible]	[illegible]	0.00	0.00
Apple Juice, Fontana	Apple Juice, Fontana			46.00	[illegible]	0.10	11.00	0.10
Apple Sauce Jar 700 Grm	APPLE SAUCE JAR 700			[illegible]	53.2[illegible]	3.53	95.24	24.69
Apple, Fuji	APPLE, FUJI			52.00	1.38	0.17	13.81	0.26
Apple, Golden Fresh	APPLE, GOLDEN			579.00	39.18	4.00	100.00	24.00
Apple, Granny Smith, Fresh	APPLE, GRANNY SMITH, F...			58.00	32.17	0.20	0.00	0.40
Apricot Smuckers	Apricot Smuckers			255.00	0.00	0.00	66.33	0.00
Arborio Rice	Arborio Rice			358.00	4.62	0.50	79.00	7.00
Artichoke Fresh	Artichoke [illegible]			47.00	1.43	0.20	11.00	3.30
Arugula, Fresh	Arugula, Fre[illegible]			25.00	5.00	0.70	3.70	2.60
Asparagus	Garden Aspar[illegible]			20.00	0.71	0.10	3.90	2.20
Assorted Biscuit Pag 500 Grm	ASSORTED BISCUIT PAQ....			150.00	31.69	5.00	22.00	20.00
Assorted Ice Cream Pail [illegible] Ltr	ASSORTED ICE CREAM P...			210.00	52.02	6.00	38.00	3.00
Atsuete Seeds	Atsuete Seeds, Annatto See...			0.00	0.00	0.00	0.00	0.00
Avocado, Ripe, Fre[illegible]	AVOCADO			219.00	47.95	5.00	34.00	8.00
Bacon	Bacon			417.00	359.83	40.00	1.30	13.00
Bacon, Pork, Smoked, Sliced, Frozen Kgs	BACON, PORK, SMOKED, ...			130.00	0.00	0.00	19.00	8.00
Bagoong Alamang	Shrimp Paste			165.00	0.00	0.00	0.00	0.00
Bagoong Alamang / Salted Shrimp 340 Grm	BAGOONG ALAMANG / SA...			210.00	91.75	10.00	0.00	29.00
Baguio Beans	French Bean			31.00	0.77	0.10	7.00	1.80
Bak-bicarbonate Soda	Bak-Bicarbonate Soda			0.00	0.00	0.00	0.00	0.00
Baked Beans	Baked Beans			330.00	57.27	7.00	52.00	23.00
Baking Chocolate	BAKING CHOCOLATE			426.00	131.37	15.59	77.41	3.64
Baking Powder	Baking Powder			53.00	0.00	0.00	28.00	0.00
Baking Soda	Baking Soda			0.00	0.00	0.00	0.00	0.00
Balsamic Vinegar	Balsamic Vinegar			88.00	0.00	0.00	17.00	0.50
Bamboo Shoots	Bamboo Shoots			12.00	0.78	0.20	5.00	1.50
Banana Catsup	Banana Catsup			1818.00	133.92	17.00	258.00	223.00
Banana Pepper	Banana Pepper			27.00	3.78	0.45	5.35	1.66

Ingredients Database
Global Index Price Structure

PROCUREMENT MANAGEMENT> Provision Catering

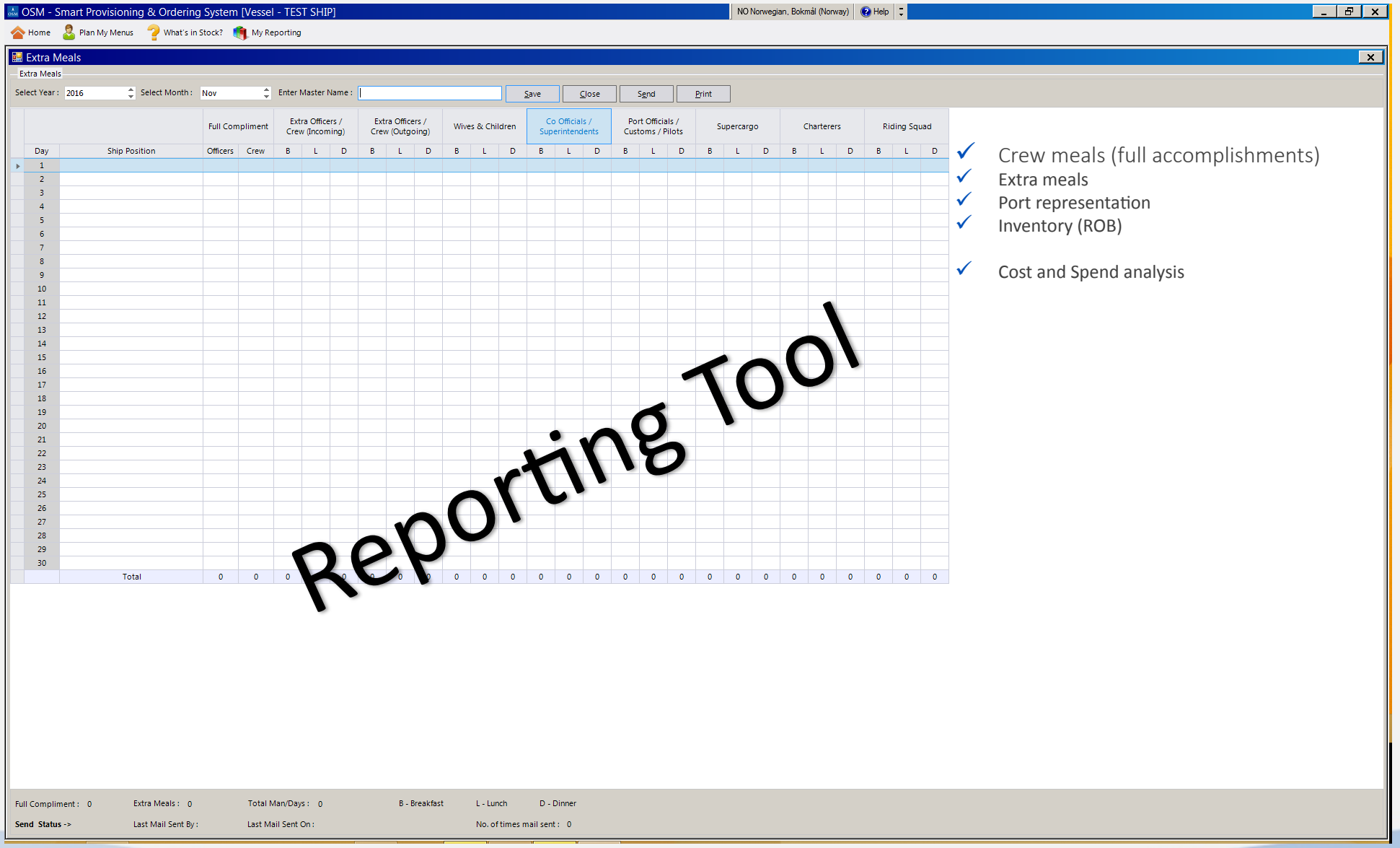


Recipes With Nutritional Facts

PROCUREMENT MANAGEMENT> Provision Catering

Menu Planning Tool
Efficient Budget Control

PROCUREMENT MANAGEMENT> Provision Catering



- ✓ Crew meals (full accomplishments)
- ✓ Extra meals
- ✓ Port representation
- ✓ Inventory (ROB)
- ✓ Cost and Spend analysis