



## Strong for entrepreneurs

### SHIPPING

**UNDERSTAND** To achieve lasting success for your business in the maritime industry you need a business model that has a future.

**RECOGNISE** In us you will find a team that stays the course. Even when those storms come.

**SHAPE** Our promise is that we will scrutinise deals down to the fine detail; we will weigh opportunities and we will offer you the kind of support you need.





Traditionally, international **SHIP FINANCE** is one of our core areas of business. With experts in Hamburg, Athens, Singapore and Hong Kong we are represented at the main maritime locations in this international business. We finance the building of new and second-hand ships and provide our clients in the maritime industry with structured loans as well as short, medium and long-

term ship mortgage loans. This financing focuses on container vessels, bulk carriers, oil and product tankers as well as special-purpose ships such as transport vessels for vehicles. Here, we concentrate on the ship types and sizes in demand. We also advise our shipping clients on mergers and acquisitions as well as on matters concerning liquidity management and international payments.

**HAMBURG**  
**ATHENS**  
**SINGAPORE**  
**HONG KONG**

**WE ARE REPRESENTED AT THE IMPORTANT  
INTERNATIONAL SHIPPING LOCATIONS**

A photograph of two men in dark blue suits standing on a sandy beach. The man on the right is leaning forward, using a long wooden stick to draw a square in the sand. The man on the left stands upright, looking towards the camera. In the background, there is a body of water, a large red cargo ship with 'SÜD' visible on its side, and a port crane under an overcast sky.

“For us as a medium-sized company, trust and reliability are integral to any cooperation, especially in the cyclical shipping business. In HSH Nordbank we have an ideal financing partner at our side. HSH Nordbank knows the markets and takes the same long-term outlook in its thinking that we do.”

*Nikolaus H. Schües,  
CEO F. Laeisz*

#### **REEDEREI F. LAEISZ**

For over 190 years the F. Laeisz company has called the world's oceans its home, and shipping is the backbone of the Group to this day. With more than 1,200 crew members at sea and around 100 employees on land the medium-sized company operates around 40 ships totalling more than 1.7 million dwt. The family-run shipping company is also active in trading as well as the insurance and real estate sectors.