



SAILING WITH **STANFORD & ALLIANZ**



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MESSAGE FROM THE CEO



Elias Nassif, CEO of Stanford Marine Group, reflects on a transformational 2024 for Stanford Marine and Allianz Middle East, and outlines the strategic direction for 2025.



Elias Nassif
CEO, Stanford Marine Group

Dear Colleagues, Clients, and Partners,

It gives me great pleasure to welcome you to the relaunch of our quarterly newsletter, *Sailing with Stanford & Allianz*. After a long pause, we're proud to bring this platform back—one that not only highlights our progress and performance but also celebrates the devotion of our team to strive for a better world. In 2024, our offshore chartering business delivered a transformational performance, effectively managing a fleet of 120 offshore support vessels across the GCC and international markets. That momentum has continued into Q1 2025, marked by strong results across all departments.

Our Operations and Technical teams continue to raise the bar—delivering key vessel upgrades, enhancing performance, and ensuring our fleet exceeds evolving compliance and sustainability standards.

On the HSEQ front, we've taken meaningful steps to further embed a strong safety culture—rolling out targeted training initiatives and implementing an AI-driven reporting platform fleet-wide. This has transformed how safety is monitored and engaged with at sea, reinforcing accountability and awareness across our teams.

We were honoured to be named Ship Operator of the Year at the ShipTek Awards in Jan 2025—a recognition that reflects not only operational strength but also our expanding international presence.

All of these achievements are driven by the collective efforts of our team—ashore and at sea. Your hard work, ownership, and collaboration have been key to everything we've accomplished so far. To everyone who contributed: thank you.

Looking ahead, the outlook for OSV markets is highly positive. The steady recovery in global offshore exploration and production, combined with new infrastructure developments projects in the Middle East and beyond, presents exciting opportunities for growth. Demand for Offshore Support vessels is rising, and Stanford Marine & Allianz Middle East are well-positioned—both operationally and financially—to meet these emerging needs.

As we navigate this dynamic and promising market, our focus remains clear: operational excellence, trusted client partnerships, responsible growth, and continuous improvement.

Thank you once again for your continued trust and support. I hope you enjoy this edition of *Sailing with Stanford & Allianz*, and I look forward to sharing many more successes with you in the months ahead.

CHARTERING HIGHLIGHTS:

A Strong Start to 2025 Following
a Landmark Year



We take this opportunity to reflect on the achievements of the past year and share the momentum that continues to shape the year ahead.

Building on an excellent performance in 2024, the year 2025 began on a high note, as we were honoured with the “Ship Operator of the Year” award at the prestigious 21st SHIPTEK International Awards 2025, held on 30th January at the JW Marriott Hotel Marina, Dubai. This followed a strong close to 2024, where we received the “Offshore Support Operator of the Year” award at The Maritime Standard Awards 2024, held on 6th November at Atlantis, The Palm, Dubai.

These consecutive recognitions reaffirm our position as a leader in the offshore marine sector and reflect our unwavering commitment to operational excellence. They are a testament to the dedication of our team and the continued confidence and support of our valued clients across the region.

Our unwavering focus on operational excellence and client satisfaction led to a fleet utilisation rate exceeding 80% in 2024—highlighting the strength of our operational capabilities, strategic client partnerships, and responsive, market-driven chartering approach. This momentum has continued into Q1 2025, with 23 new contracts and 30 contract extensions secured—comprising a balanced mix of long-term, medium-term, and short-term charters across multiple geographies and client segments. Additionally, the acquisition of two new 26m crew boats for long-term deployment with a national oil company reinforces our ongoing commitment to fleet renewal and expansion.

These achievements were made possible through close collaboration with clients, proactive market engagement, and a responsive commercial approach that prioritizes value, reliability, and performance. From energy majors and national oil companies to prominent EPC contractors, our client base continues to grow—further validating our role as a trusted and preferred partner in offshore marine logistics.



To further enhance our operational capabilities, we are actively exploring additional vessel acquisitions, with plans underway to expand and optimise our fleet in line with evolving client requirements and emerging market opportunities.

With a strong pipeline, committed leadership, and the continued dedication of our people, we are well-positioned to sustain our growth trajectory and deliver value across all fronts.

We extend our sincere thanks to our clients, partners, and teams for their continued trust and support.

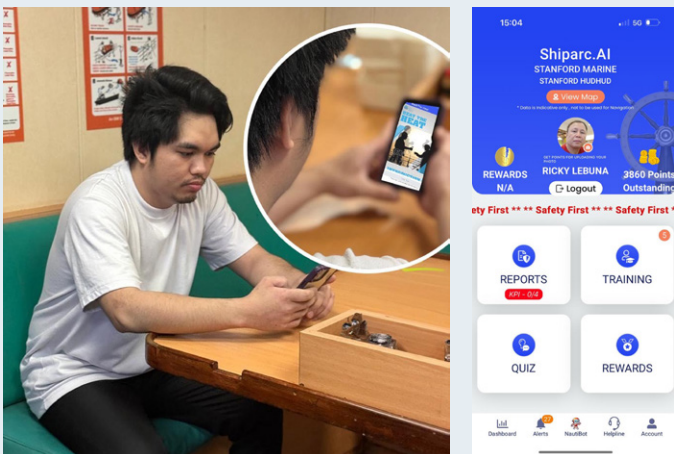
Here's to continued success in 2025 and beyond.

HSE NEWS

Stanford Marine launched the ShipArc.ai application across the fleet from January 1, 2025. The application has significantly enhanced the onboard safety culture by revolutionising how safety observation cards, training, and crew involvement are managed. The platform provides a streamlined digital system where crew can easily submit safety observations in real time, actively participate in safety initiatives, and complete mandatory and specialised training all through a user-friendly interface accessible via mobile devices.

ShipArc.ai promotes transparency and accountability, empowering crew members to take ownership of safety by reporting hazards and unsafe acts without delay. The digitalisation of training modules ensures timely completion and easy access to learning materials, improving knowledge retention and compliance.

The data analysis capabilities of the application allows the HSEQ team to monitor trends, track recurring issues, and identify areas requiring immediate intervention. Dashboards and automated reports make it easier to visualise performance metrics, observation trends, and crew engagement levels across the fleet. This proactive approach fosters continuous improvement, enhances decision-making, and supports a safer, more inclusive team approach to working onboard.



First Aid & Fire Warden Training

At Stanford Marine, safety is at the heart of our operations. As part of our annual safety training plan, we conducted **First Aid** and **Fire Warden** training sessions in **March 2025** to enhance workplace readiness and emergency response.

During the **First Aid Training**, we were pleased to welcome a new group of certified first aiders while also refreshing the skills of our existing team members—ensuring we remain prepared to respond swiftly and effectively in medical emergencies.

Alongside this, our **Fire Warden Training** empowered selected employees with the knowledge to lead fire safety efforts, including evacuation procedures and risk prevention strategies.

These sessions reinforce our continued commitment to health, safety, and operational excellence.



PROBLEM SOLVING & INNOVATION

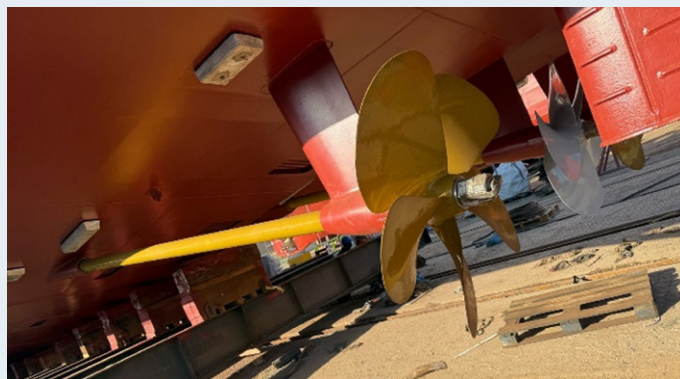


Solving Marine Growth Issues with Ultrasonic Technology

Since 2023, vessels stationed in DMC and Port Rashid have experienced excessive marine growth on hulls, propellers, and bow thruster tunnels while idle. As reported by the Operations team, this biofouling has impacted vessel speed, caused clogging in sea chests and coolers, and in some cases, prevented the bow thruster from operating, requiring diving teams for underwater cleaning.

To address the issue, the technical team has started installing **ultrasonic anti-fouling systems** on vessels. These systems help prevent marine growth on underwater parts while the vessel is idle. They are also replacing the older electro-chemical MGPS systems, providing a more effective and sustainable solution to the recurring problem in port waters.

In parallel, the technical department has launched additional initiatives to enhance vessel performance and environmental compliance:



Application of Protective Coatings

Propellers and shafts are being coated with advanced materials to reduce fouling and maintain vessel efficiency.

Adoption of Sustain1 Notations

Stanford Marine is implementing Sustain1 notations across its 87m and 75m DP2 PSVs, further supporting our commitment to environmentally responsible operations.

Technical Modification Resolves Crane Wire Malfunction

A persistent operational challenge was recently resolved on board the SK Marquis, involving the vessel's newly installed 40T crane. After installation in February 2024, the auxiliary hook wire began twisting and frequently jumped out of the reel, becoming stuck around the shaft. This led to the damage of four crane wires, and even the crane manufacturer was unable to provide a lasting solution.

To resolve the issue, Stanford Marine's Technical team engineered a practical in-house fix. By modifying the auxiliary crane wire reel, adding two welded rods across the reel and installing a stopper between the reel edge and base. The wire is now securely guided and the issue has been fully rectified.

This hands-on solution not only avoided further damage and downtime but also reflects the team's ability to solve technical issues quickly and effectively when external support falls short.



CONFERENCES & AWARDS



Dubai | 30 January 2025

Shiptek International Awards 2025

Stanford Marine was honored with the “**Ship Operator of the Year**” award at the **21st Shiptek International Awards**, held at JW Marriott Hotel Marina, Dubai.

Chief Commercial Officer, Mr. Shamjith N.V., accepting the award on behalf of SMG



Doha | 4–5 February 2025

Stanford Marine at Seatrade Maritime Qatar 2025

Our team had the privilege of attending **Seatrade Maritime Qatar** from 4–5 February 2025, one of the region's premier maritime industry events. The gathering served as a dynamic platform to connect with key industry leaders, exchange forward-thinking ideas, and explore cutting-edge developments in maritime technology and sustainability.

The event underscored our commitment to staying at the forefront of industry innovation and strengthening our network across the global maritime community. We look forward to building on these connections and continuing to drive excellence in the maritime sector.



London | 4–5 February 2025

Stanford Marine at the Offshore Support Journal Conference 2025

Stanford Marine proudly took part in the Annual Offshore Support Journal (OSJ) Conference, Awards & Exhibition held in London on 4–5 February 2025. This prestigious industry event brought together key players from across the offshore marine sector for two days of thought leadership, innovation showcases, and valuable networking.

As part of our sustainability and branding efforts, Stanford Marine Group sponsored eco-friendly glass water bottles, which were prominently placed on stage and throughout the venue—aligning with our ongoing commitment to environmental responsibility. Two representatives from our team attended the conference, engaging in insightful discussions and representing Stanford Marine among international peers and partners.

CSR

Desert Clean-Up at Flamingo Lakes

In February 2025, Stanford Marine proudly participated in a meaningful desert clean-up initiative at Flamingo Lakes, Al Qudra. This event was organized in collaboration with Imdaad Group, Living Business, and Dubai Municipality.

The clean-up aimed to protect and preserve the natural beauty of this unique ecosystem by removing waste and raising awareness about the importance of environmental stewardship.

At Stanford Marine, sustainability remains a core value, and initiatives like these reflect our ongoing commitment to a cleaner, healthier future.

Every step matters—and together, we make a difference.

Watch the event highlights on LinkedIn



Ramadan Iftar Gathering

On the evening of March 20, 2025, Stanford Marine hosted a heartfelt Ramadan Iftar, bringing team members together to celebrate the spirit of the holy month in an atmosphere of unity and reflection.

The event offered a meaningful opportunity for colleagues to connect beyond the workplace, enjoy delicious food, and share in the values of compassion, gratitude, and togetherness.

Moments like these highlight Stanford Marine's commitment to fostering a strong sense of community and belonging across the organization.

A truly memorable evening—filled with warmth, laughter, and lasting connections.

Watch the event highlights on LinkedIn





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