

APPENDIX

Attachment I: OSM Stakeholder mapping and relation - 2021

Management

standards

High quality services

Stakeholder	Identity	Expectations from Stakeholders	Synergy/Interaction
Certificatio bodies	DNV-GLBVTRACELloyd's RegisterLocal authorities	 Transparent, consistent and accurate reporting Access to management Responsibility and reliability 	ContractExternal auditsCertificates emissionCommunication on Social media
Competitors	Other Crew management companies	Fair business Business Ethics	 Participation in associations Participations in events related to Oil and Gas/Crewing industry Mapping the market and observing trends
Employees Unions	 Unions Seafarers associations	 Responsibility and reliability Fair business Business Ethics Transparency 	Annual meetingsSigned agreements (CBA)Communication on Social media
External Customers	 Customers License holders Oil and gas extractors Shipping companies Ship-Owners (customers) Seafarers (not yet employed) 	 Responsibility and reliability Fair business Business Ethics Transparency Continuous improvement Activity records and evidences Easy access to information Customer service Employment opportunities Qualified staff (office and on-board) Compliance with sector standards High quality services 	 Business development team Contracts Feedback forms OSM website Participation of events related to Oil and Gas /Crewing industry Social media (LinkedIn, Facebook, Instagram and others) Communication on Social media
Internal Customers	 Employees (Office, on-board/Shore and Seafarers) Families of Seafarers OSM Owners Seafarers Existing OSM Seafarers Top Management/Board Members/ Crew Management Leader Team Executive 	 Responsibility and reliability Fair business Business Ethics Transparency Continuous improvement Activity records and evidences Easy access to information Appraisal and constant feedback Ethical work environment and fair reward Career development Compliance with sector 	 Daily management on E-crew Periodic Appraisals Annual Employee survey Onboard Magazine Bi-annual Annual seminars Training for onshore and onboard staff Support to seafarer's families Management review meetings Communication on Social media

Interaction and Management - 2021

Next steps (from 20221 on)

- ISO 9001- OSM offices around the globe were being accredited or re-accredited
- ISO 14001 certification was maintained in key locations
- Maintaining our corporate certificate of ISO 9001:2015
- Keeping MLC certification/ accreditation
- Expand the ISO 14001 and others across other OSM maritime group offices
- Attending events on the oil and gas/crewing industries
- Market assessment and evaluation
- Developing business strategies at long and short term
- Keep assessing the market and anticipating it's trends
- Conducting risk assessment and defining mitigation actions focusing in business continuity and sustainability
- MLC certified and authorized
- Participation on the annual meeting
- Signed agreements and CBA's for 2021
- Keep the MLC certification and authorization
- Keep Participating on the annual meetings
- Keep signing agreements and CBA's
- Enclose the relationship with the unions
- Management of new customers by Salesforce
- Contracts set with support of legal department
- Customer satisfaction from Data analysis
- Contact numbers available at OSM website
- Publicity material published at OSM website
- Participation in events worldwide
- Sharing material and positions at social media

- Increasing Business development team
- Expansion of geographical area
- External agencies project
- Increase shared content in social media
- CSR and sustainability awareness campaigns
- Sharing our Communication on Progress report
- Keep the participation in events
- Keep improving our customer satisfaction survey
- Developing business strategies at long and short term

- MLC certified and authorized
- Career development and fair reward
- Safety, health and friendly work environment
- Ethical work environment
- Non-discriminatory policy and diversity
- Trainings in house for seafarers
- Holding events with seafarer's families and trainings
- Management review meetings
- Quarterly Management review meetings

- e-Crew access to all employees by app in the cell phone
- Management of career development of onshore staff by Lanteria
- Promoting OSM values through campaigns and training
- Annual Management review meetings
- Implementation of the risk committee
- Development of more training centres around the globe
- Keep up the training centre in Manila
- Further investments on Cadets programs
- Keep investing in the support of seafarers families such as events and trainings

Stakeholder	Identity	Expectations from Stakeholders	Synergy/Interaction
Finance institutions	CreditorsBanksPotentialMarket investors	 Responsibility and reliability Fair business Business Ethics Transparency Continuous improvement Activity records and evidences Easy access to information 	 Creditors: Financial relationship (not utilised today) Bank: Custodian and transaction processing; potentially borrowing facility (not today) Potential market investors: Investing in business in anticipation of return
Public and Government agencies	 Government Laws and Regulations Regulatory bodies 	Responsibility and reliabilityFair businessBusiness EthicsTransparency	 Complying with local and international requirements Complying with industry standards Monitoring changes in rules and regulations Communication on Social media
Industry Organizations	Associations on Oil and gas industry Maritime community National Flag States Philippine Overseas Employment Administration (POEA) International Labour Organization (ILO) International Maritime Organization (IMO) - Norwegian Shipowners Association (NSA) International Association of Independent Tanker Owners (INTERTANKO) International Transport Workers' Federation (ITF)	Fair businessBusiness EthicsTransparency Continuous improvement Employment opportunities	 Meeting via industry groups Compliance related communications Monitoring any updates upcoming from industry organizations Analysing market trends Communication on Social media

Interaction and Management - 2021

Next steps (from 20221 on)

- Bank: Daily use of bank system; transactions processing Custodian of OSM money
- Creditors / Potential market investors: Not explored
- Bank: Improved monitoring of foreign exchange risk and liquidity risk also, bank relationships to be reviewed in light of bank's credit risk
- Creditors / Potential market investors: Not expected to be explored
- Legal department has been the responsible by the interface with local and international requirements
- HSEQ has provided support to the company in complying with industry standards
- HSEQ has sent monthly circular with updates in rules and regulations, with the support of legal department
- Keep legal department as the responsible for the interface with local and international requirements
- Expand the support from HSEQ regarded industry standards
- Keep sending monthly updates on laws and regulations
- Implementing the applicable industry standards into our operations;
- Constantly working to increase the quality of our operations aligned with health and safety industry standards;
- Implementing environmental programs and KPI's:
- Implementing the General Data Protection Regulation (GDPR);

Stakeholder	Identity	Expectations from Stakeholders	Synergy/Interaction
Local communities	Communities by our offices locations worldwide and other facilities	 Responsibility and reliability Fair business Business Ethics Transparency Continuous improvement Employment opportunities Support and development 	 OSM Foundation: Adonis Donato Foundation, Inc. CSR initiatives undertaken by several OSM offices worldwide Compliance with local legal requirements Offices site worldwide and local contact numbers Local employees Communication on Social media
Media, NGO`s, Social Media	MediaSocial mediaInternational organizations	 Responsibility and reliability Business Ethics Transparency Easy access to information 	 Marketing department in OSM Periodic publications of content in social media Onboard magazine periodic publications Member of UN global Compact
Suppliers	• External lawyers • Internet provider • Logistic companies (Gtravel, GriffInstone) • Travel agents Other systems and IT providers (EyeShare, Visma, TeleComputing, e-Crew, IRIS, and others) • Training and education institutions • Medical clinics • External agencies • Training centres & providers • External recruitment agencies • GARD - P&I	Responsibility and reliability Fair business Business Ethics Transparency Financial resources to meet financial obligations Tansparency	 Constant correspondence with GARD Contract with suppliers Power of attorney with external agents (POA) Price policy with travel agents and logistics companies Suppliers evaluation and audit Supplier personnel in constant contact with supplier portfolio Invoice management Communication on Social media

Interaction and Management - 2021

Next steps (from 20221 on)

- Promoting employment opportunities
- Responsible operations respecting legal requirements and industry standards
- Promoting CSR initiatives in several OSM Offices locations - 42% of OSM offices worldwide engaged in such activities
- Promoting CSR initiatives in Manila with OSM Foundation: Adonis Donato Foundation, Inc.
- Promoting education and training with cadet programs and training centres

- Increase employment opportunities promotion by expanding operations and increasing business volume
- Continue with our responsible operations, respecting legal requirements and industry standards
- Keep promoting CSR initiatives in several OSM Offices locations - increase the percentage of OSM offices worldwide engaged in CSR initiatives
- Keep promoting CSR initiatives in Manila with OSM Foundation: Adonis Donato Foundation, Inc.
- Keep promoting education and training with cadet programs and expand training centres in other geographical locations
- Constant shared content in social media
- Onboard magazine semi-annual publications
- Media sharing at OSM website
- UN global compact 10 principles mapping
- Keep sharing content in social media
- Improve the content on the OSM Onboard magazine
- Keep up media sharing on OSM website
- Publishing the Communication On Progress report on OSM website
- Daily correspondence with GARD
- Suppliers contract management
- Procurement procedures being used
- Audit schedule
- Invoice team working with the invoice management
- Keep up the good communication with GARD
- Keep up the supplier contract management
- Developing new services inside OMS and reduce supplier service volume, where possible

10 principles of UNGC major areas	Issues	Topics
Human rights	Diversity, inclusion and gender equality	 Equality in opportunity and treatment; Gender Diversity/ Discrimination/ Inclusion; Other form of Diversity/ Discrimination/ Inclusion; Racial diversity/ discrimination; Sexual orientation diversity/ discrimination/ inclusion; Gender diversity at Board level; Gender payment gap
	Respect for Human Rights	 1 - Child Labour; 2 - Forced labour; 3 - Modern slavery; 4 - Migrant workers and traffic of people.
	Business and Economic Growth in Developing Countries	 Economic inequalities among countries; Emerging markets strategy; Fair trade; Socially inclusive business model
Labour rights	Safety, Health, and Wellness	1 - Health and well-being;2 - Mental health;3 - Occupational health and safety
Suppliers	Fair employment and labour rights (direct and indirect)	 Freedom of association and collective bargaining; Labour management relations; Working Hours; Fair compensation; Pay difference among employees; Employment culture Pensions and social security
	Risk Management	 Disaster Management; Cyber security; Data privacy; Compliance with legal/costumer/ industry requirements; Change management.
	Major Accidents and Non-Conformity with applicable laws and industry standards	1 - Process safety;2 - Human factor management and prevention;3 - Lessons learned
	Education and Development of our People	1 - Succession planning;2 - Training and education;3 - Governance;5 - Talent attraction and retention;6 - Training and education

10 principles of UNGC major areas	Issues	Topics	
Environmental protection	Natural Resource and Water Stewardship	1 - Wildlife Preservation and Protection	
	Circular Economy	 Blue economy; Cradle to cradle; Systems thinking and Social; Environmental and Economic impact 	
	Waste Management, Recycling, and Conscious Consumption	1 - Minimized waste, emission, and energy leakage;2 - Narrowing energy and material loops.	
	Climate Change	1 - Greenhouse effect;2 - Global Warming;3 - Reduced Biodiversity.	
	Energy Consumption and Green Energy Sources	1 - Indirect/Direct environmental impact;2 - Alternative energy sources;3 - Clean and green energy sources	
	CO2 Emissions (Green- house gas emissions)	1 - Air pollution; and 2 - Greenhouse gases	
	Oil or Chemical Spill	1 - Chemical safety;2 - Environmental disasters;3 - Water pollution;4 - Ocean pollution	
Anticorruption	Anti-corruption and Transparency	 Values; Anti-counterfeiting; Anti-trust/anti-competitive behaviour; Bribery and corruption; Compliance; Audit conflict of interests; Internal governance and accountability; Ethical business practices; Tax transparency; Tax contributions; Economic value added 	
	Responsible Marketing and Communication	 Responsible marketing practices; Gender and other stereotyping; Accountability to stakeholders; Transparency and reporting 	
	Supplier Qualification and Development	 Informal labour in the value chain; Extended producer responsibility; Child Labour in the value chain; Forced labour in the value chain; Modern slavery in the value chain; Migrant workers and traffic of people in the value chain 	
	Innovation Towards Sustainability	1 - Sustainability Certification;2 - Employee engagement in sustainability;3 - New technologies	



