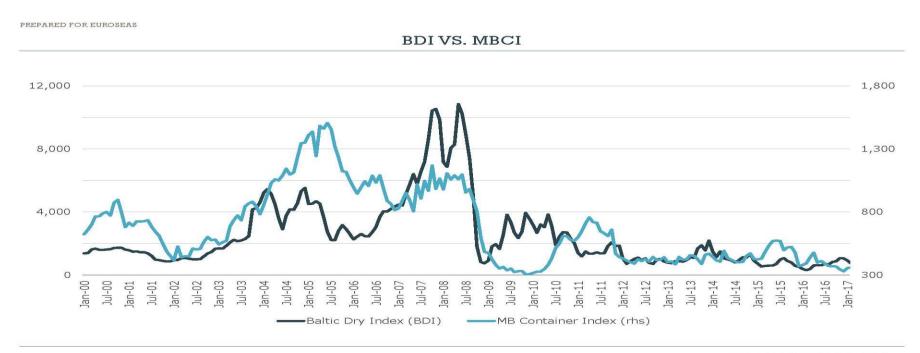
OPTIMISATION OF SHIPS' MANAGEMENT

CHALLENGES

- 1. Managing Cost / Optimization of Technical Management
- 2. Managing Income



MANAGING COST / OPTIMISATION OF TECHNICAL MANAGEMENT



- Distinguish operating categories and Management Indeces and measure accurately
- Prepare strict annual budgets and compare opex regularly
- Use IT and experienced employees, and specialists to monitor costs and ship's performance
- Employ technology to improve maintenance, monitoring, utilisation etc.
- Re-negotiate contracts and extend payment terms
- Evaluate crew employment contracts and try to eliminate hidden costs and unnecessary bonuses
- Reduce Overtime on board
- Reduce crew complement without risking safety/security onboard
- Manage inventories efficiently (lubricants, bunkers, etc.) consider hedging rob bunkers' value
- Introduce competition between suppliers
- Use technology to manage Big Data

MANAGING INCOME



- Review ship's charter party description, trying to make your asset as attractive as possible
- Consider fleet renewal with younger tonnage having eco features
- Reduce idle time (technical and commercial off-hires)
- Protect the company's valuable cash reserves

GENERAL CONSIDERATIONS

- Don't hesitate to take tough decisions, e.g. disposal of assets. Breaking bonds with suppliers,
 etc.
- Cooperate with the mortgage bank
- Improve communications and review decision making
- Assign dedicated individuals within the organization to work the different projects
- Ensure top management dedication for all the above