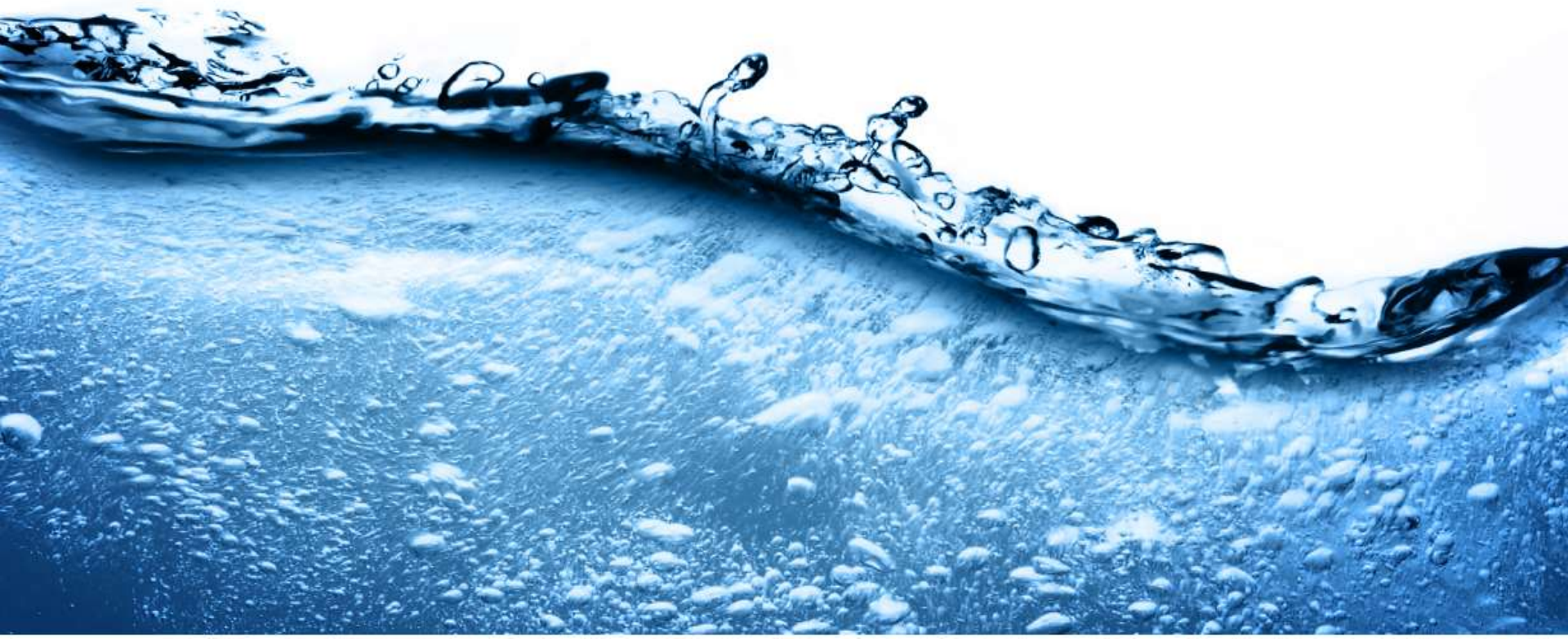


Newport Shipping

3rd Annual Capital Link International Shipping Forum

Shanghai, China

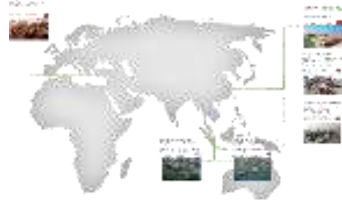
20 April 2018



- Newport Shipping UK LLP is a leading global **shiprepair service provider** with **unique financing options**:

Network: Quality & Standardisation

- Exclusive agreements with six (6) top shiprepair yards (and still growing)
- Strategically located at lower cost bases within Atlantic and Pacific zones
- Representative offices in key markets to maintain close proximity with shipowners
- Operational team on-site, ensures standardization across shiprepair yards



Suppliers: Tangible Cost Savings

- Master agreement pass through savings:
 - Machinery: InjeGov
 - Paint: Jotun, Hempel, KCC
 - Hatch cover: Navitech
 - Spare part: ShipParts.com
 - Safety partner: Besiktas Marine



Financing: Credit Payment Solutions

- All-in-One Invoice including:
 - Paint Supply
 - Spares (including retrofits e.g. BWTS. Scrubbers)
 - Specialist and service engineer works
- Deferred payment plan crediting 60% for up to 24-months



Governance & Warranties: English Law

- Ship repair contracts governed/ enforceable under UK Law
- Equipment and spares warranties
- L/D on shiprepair re-delivery



What We Do: *Easing OPEX*

- We **reduce working capital requirements**; freeing cash for other investments
- **Pay as you Earn**: deferred monthly instalments paid by subsequent vessel operations
- One **comprehensive** invoice including:
 - **ALL Paint required**; ballast tank coatings and cargo tank coatings
 - **ALL Spares required**; including logistics for delivery with warranty yet underwriting vessel shiprepair re-delivery!?!
 - **Retrofit Equipment** e.g. supply of Ballast Water Treatment Systems (BWTS) and Scrubber systems towards Emission 2020 requirements etc.
 - **Specialist works** and **Service Companies** including:
 - Specialist and service engineers for turbochargers, hatchcover works,
 - Cargo and containment systems (FRAMO pumps, LNG systems etc.)



How it Works: *Pay as you Earn*

- All **maintenance expenses** under one invoice
- 60% of expenses **deferred** until after vessel has left the yard
- Payments **offset** by subsequent vessel earnings
- Sample \$650,000 maintenance budget with **majority** of expenses paid by **subsequent vessel operations** for as low as **\$1,100/day**

Example maintenance budget	5-year old, 52,000dwt Bulk Carrier	
Drydock Expenses		USD 300,000.00
Owners Extras (e.g. Spare parts, Paint Supply etc.)		USD 110,000.00
Specialist Works (e.g. Shaft and Propeller, Turbocharger etc.)		USD 40,000.00
BWTS Retrofit		<u>USD 200,000.00</u>
Total Maintenance Costs		USD 650,000.00
Flexible payment terms		
Due prior to vessel re-delivery	40%	USD 260,000.00
Subsequent monthly payments	12x	USD 32,500.00

Approx. \$1,100/ day

- **STRATEGIC NETWORK**
 - Exclusive global network serves as a one-stop drydocking solution for all vessel types and fleet sizes with advance visibility of drydocking slots
- **PAYMENT DEFFERAL PLAN**
 - First-in-the-world drydock payment financing option deferring 60% of drydocking costs up to 24-months
- **ALL-IN-ONE INVOICE**
 - One single invoice encompassing drydock works, paint supply, spare parts and also retrofits (e.g. Ballast Water Treatment Systems and Scrubber Systems)

*Newport Shipping: The **CAPITAL** of Shiprepair*

Thank you: *Contact Us*

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Opening June 2018

Watch this space!