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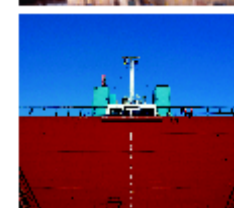
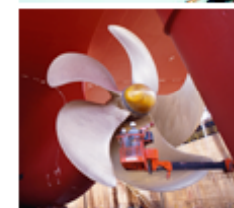
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# At the forefront of global shipping services

## Introduction to Clarksons





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# Clarksons is the world's leading shipping services provider

- Founded in 1852 - 155 years of experience
- Listed on London Stock Exchange in 1986 (Ticker: CKN), capitalised at approximately \$400m
- World's leading competitive shipping services company.
- Over 600 staff in 18 offices worldwide
- Clarkson offers the most comprehensive chartering service combined with industry leading research and consultancy
- Clarkson shoulder the responsibility for plotting changes and modernisation as leading innovators in the shipping industry





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# Clarksons at a glance

## The world's leading full-service shipbroker

Shipowners worldwide rely on Clarksons' shipbroking expertise throughout a vessel's lifecycle.



## Taking shipping intelligence into new areas

Unrivalled knowledge and understanding of all shipping markets enables Clarksons to develop innovative investment and risk management solutions.

## Keeping the oceans' trade routes moving

On behalf of our clients we arrange shipping of raw materials to manufacturers and finished goods to consumer markets everywhere.

## Serving customers in their local markets with international know-how

Clarksons gives its customers local knowledge combined with global expertise and reach.





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# Global footprint

## UK

London  
Ipswich  
Ledbury

## France

Paris

## Italy

Genoa

## Greece

Piraeus

## Egypt

Alexandria

## UAE

Dubai

## India

Delhi



## China

Hong Kong  
Shanghai

## Singapore

Singapore

## Australia

Sydney  
Melbourne

## New Zealand

Auckland

## USA

Houston  
San Francisco

## South Africa

Johannesburg

## Switzerland

Geneva





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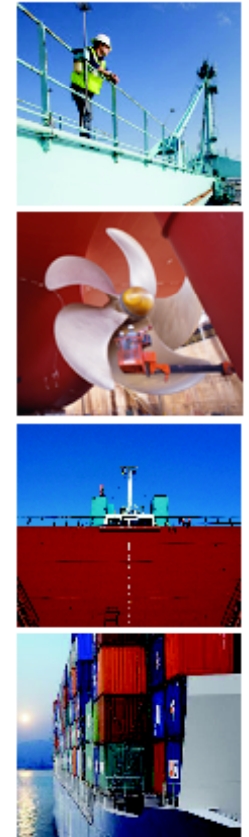


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# Clarksons Services





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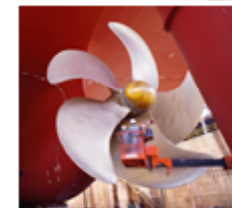


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# Dry Cargo

***'Information you need, experience, delivery and execution you require'***

- Clarkson's Dry Cargo Global Team is the largest group of dry cargo chartering brokers in the world and arranges fixtures of dry bulk cargoes and ships of all sizes worldwide
- Deal with all the world's ship owners and fix the shortest voyage to long period time charters or Contract of Affreightment
- Global Team also specialises in strategic and tactical advice in when and how to fix charters.





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# Tankers

***‘Excellent knowledge, superior information, dynamic execution’***

- Deep Sea section of Tanker Global Team handles the chartering of ships carrying crude oil, emulsion, fuel oil and clean petroleum products
- Gas Division is actively involved in chartering of all sizes of vessels for the transportation of LPG, Ammonia and the Petrochemical gasses, covering everything from the spot market to long-term time charter
- Specialised Products division covers the entire range of products within petrochemical, products, lubricant, vegetable oil and molasses freight market





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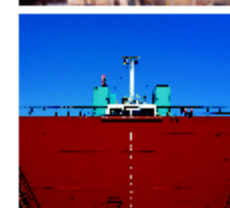
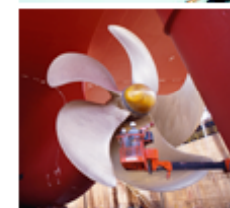


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# Sale & Purchase

## *'Market leaders'*

- Sales & Purchase Global Team has one of the leading groups of newbuilding, secondhand and demolition broker teams in world.
- Dedicated teams working in all types of ships provide total coverage including all of the major bulk, container, gas and other specialised markets
- Instrumental in formation of International Ship Value Panel in conjunction with other leading brokers in valuation field







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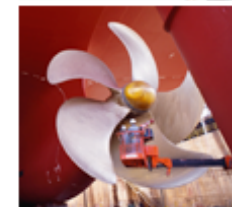


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# Futures

***‘Where we lead, others follow’***

- Clarkson Securities Limited (CSL) offers a comprehensive futures broking service to professionals in the shipping industry
- Continually looking at and developing new derivative products, and further expanding its coverage in products geared to manage freight risk
- CSL has been instrumental in introducing new electronic Forward Freight Agreement (FFA) trading systems, and are at the forefront of developing new options, swaptions and more sophisticated and exotic swap structures





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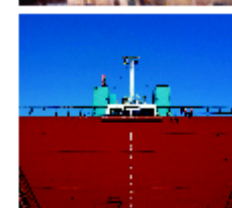
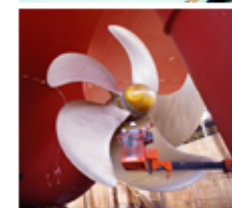


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# Containers

***‘Our knowledge and experience provide unrivalled coverage’***

- Clarksons’ Container, Ro-Ro and Project Department combines the knowledge and experience of the container chartering, sale and purchase and research departments, enabling Clarksons to offer unrivalled coverage, plus in-depth analysis, of the global container market
- The Global Team enjoys excellent business relations with a large number of major charterers and owner, leading to extensive coverage of the global market





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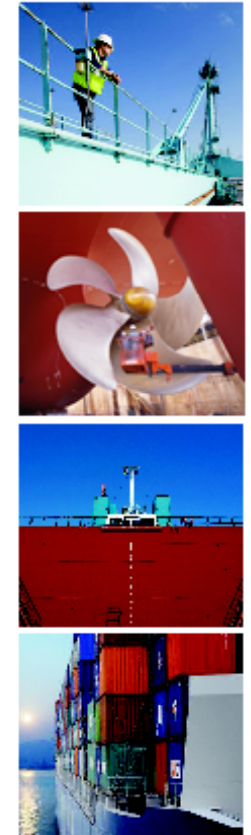
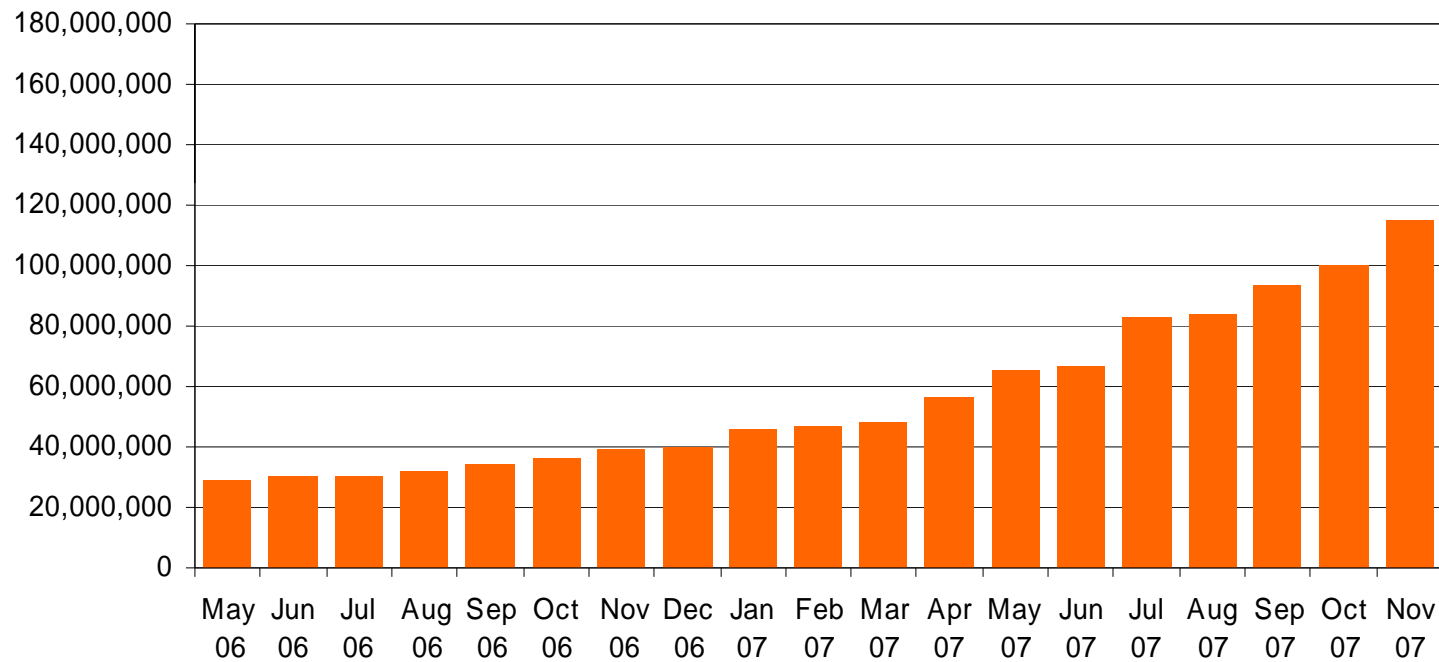
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# Clarkson Hedge Fund

## Funds Under Management (US\$)





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# Clarksons Investment Services Business

Clarksons Investment Services will be a full service provider to the shipping industry





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# Clarksons Investment Services Products

**CIS will be a full service investment bank dedicated to the maritime industry**

## Corporate Finance

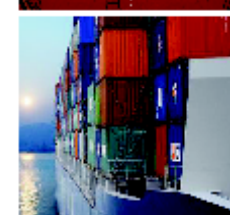
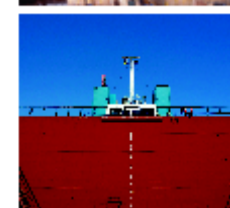
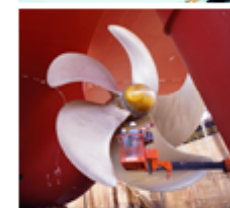
- Providing strategic advice to the ship owners and corporations on maximising the value of their business
- Optimising fleets to take advantage of market opportunities
- Conducting public and private auctions of companies / assets to maximise value
- Representing owners and companies in private and public market acquisitions of companies and assets
- Developing equity and other financing opportunities by leveraging off unrivalled industry knowledge - providing advice of capital structure and capital raising

## Financing

- Managing and participating in all types of capital raising exercises by clients
- IPO
- Rights Issue
- Follow-ons
- Convertibles
- Fixed Income
- Debt
- Private Placements
- Private Equity
- Maintaining a dedicated and specialist sales force who are knowledgeable in the Maritime industry and able to locate specialist liquidity
- Providing access to generalist sales efforts to maximise
- Islamic Financing

## Research / Trading

- Leverage off the leading research product in the global shipping industry
- Provide insight into world trading patterns and industry trends
- Provide gold standard company specific equity research pieces
- Provide cause of the listed universe – within 0 monthly we will have over 100
- Provide advice trading and sales to our corporate and clients





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# Summary and Outlook

- **Excellent market conditions**
- **Returns from corporate acquisitions and new teams justifying costs**
- **Base broadening – including investment advisory**
- **Back to growth path for the year**

