



SHIP FINANCE: HEN'S TEETH?

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SYNOPSIS

1. Corporatisation
2. Optimisation
3. Finance for the Few

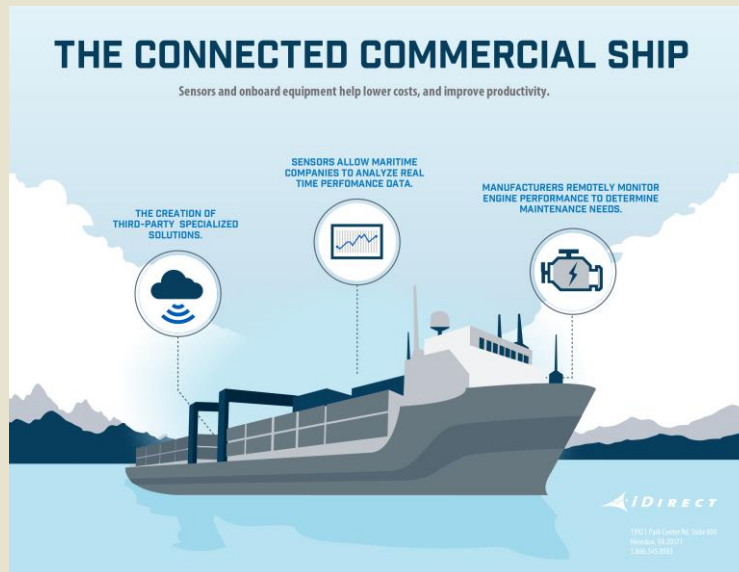
CORPORATISATION: UNDERMINING INDEPENDENTS

- **March of the Corporations:** big companies want big partners and big suppliers
- **Regulatory environment:** higher barriers undermine independent ship operators due to higher cost ratio
- **Technology:** not in favour of small independent ship owners

OPTIMISATION

Internet of things

- Predictive analytics
- Physical risk management
- End-to-end logistics chains



Interconnectedness

- Automation
- Optimization
- Financial risk management



FINANCE FOR THE FEW

Decline of traditional sources

+

Oversight from rating agencies

+

State capitalism

+

Poseidon principles

+

Optimisation

=

Finance for the Few

FINAL ADVICE

Traditional Wisdom Remains Valid:

Who really are my customers?

Where will they be in five...ten...twenty years time?

Can I join them on that journey?

Do I want to join them on that journey?

THANK YOU FOR LISTENING

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