

PI ETA CONSULTING COMPANY

Shipping Financing

- Standard Terms and Conditions

The Alpha, #03-16A, 10 Science Park Road, Singapore Science Park II
Singapore 117684, Republic of Singapore
Tel: +65 634 100 10 | Fax: +65 634 100 20 | Email: marketing@pi-eta.com

OUTLINE FOR SHIPPING FINANCING PROGRAM, A 2-DAY PROGRAM

- **Financial Viability**
 - Meaning of Financial Viability
 - Certainty of Payment
 - Vessel going Off-Hire
 - Key Operating Costs
 - Other Factors to consider

- **Charter Party**
 - Meaning of Charter Party
 - Various Types of Charters

- **Collateral Support**
 - Valuation on a vessel
 - Mortgage, Maritime Lien, Possessory Lien
 - Insurances to be considered

- **Financial Analysis of Shipping Credits**

- **A Typical Ship Owner's Financial Statement**
 - Strength of the Balance Sheet
 - Key Asset and Liability Items
 - Income and Expenses
 - Cash Flow Analysis
 - Downside Risks
 - An Example

- **Other Factors to consider in Analysing the Credit**

- **Ship Construction Loan**
 - Factors to consider from the viewpoint of financing the shipyard
 - Factors to consider from the viewpoint of financing the purchaser

- **A Typical Shipyard's Financial Statement**

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- **Risks in Shipping**
 - The meaning of Shipping Risk
 - The parties that are taking the risk

- **Shipping Cycle**
 - Characteristics of the Shipping Cycle
 - How long is a Typical Cycle?

➤ **Industry Outlook**

- Bulk Carriers
 - Figures on world fleet
 - Different types of bulk carriers
 - Outlook
- Container Ships
 - What are container ships?
 - The risk in this business
 - The future trend in container ships
 - Outlook
- Tankers
 - Supply of VLCCs
 - Uncertain times ahead?
 - Outlook
- Offshore Rig Industry
 - Current world fleet
 - Today's Boom versus The Last Boom in the 1980s
 - Offshore Rig Utilization by Rig Type
- Supply Vessels
 - Vessel Fleet and New Built Situation
 - Delivery Schedule
- Floating Production Storage and Offloading
 - What is a FPSO?
 - Vessel Fleet

➤ **Singapore Registry of Ships**

- What are the advantages of Singapore Registration?
- What are Registration Conditions?

➤ **Other Useful Information**

- Flags of Convenience
- Vessel Classification
- Types of ships
- Target Market Criteria
- Baltic Dry Index

For more information, please contact PI ETA Engagement Resource (PEER) Group at
Tel: +65 634 100 10 | Fax: +65 634 100 20 | Email: marketing@pi-eta.com | Website: www.pi-eta.com

PROGRAM FACILITATOR

Mr. Andrew K. T. Goh **B.Econ.**

Mr. Andrew K. T. Goh is a Business Domain Expert Facilitator with PI ETA Consulting Company. He has 32 years of banking experience having held senior banking positions in both international and local banks.

Andrew has a successful track record in Corporate Banking, Trade Finance, Specialized Lending, Lending to Small and Medium Enterprises and Credit Audit.

Prior to his current appointment, he was a Senior Audit Manager in Credit Risk Review with Overseas-Chinese Banking Corporation. He spent almost 5 years reviewing the corporate loans of the organization. Before this appointment, he was the Head of Corporate Banking with American Express Bank for 13 years. Andrew also spent 3 years with United Overseas Bank, first as Head of Consumer Banking and Credit Administration before assuming the position of Head of Corporate Banking. His first job was with Bank of America, having spent 11 years with this financial institution. He was appointed the first Chairman of the Bank's Marketing Committee and was also the Bank's Asia Specialist for Energy. Andrew spent 2 years in Houston Texas financing oil traders, major oil companies, oil field supply equipment manufacturers and other oil related industry players. He was also a Section Head of the Bank's Energy, Shipping, Chemical and Aerospace Department and made Senior Credit Officer of the Bank's Jurong Branch. Andrew also spent a year in the Bank's Specialised Lending Department handling the problematic accounts.

Andrew graduated with a Bachelor of Economics degree from the University of Adelaide, South Australia. He was also a part-time lecturer for 5 years in the 1990s lecturing on the subject of "Bank Lending" at the Nanyang Technological University of Singapore. This subject was offered to second year students of the School of Accountancy and Business.