



AFFINITY

INTRODUCING
AFFINITY (SHIPPING) LLP

INTRODUCING AFFINITY

An independent commercial shipbroker with extensive expertise and a global footprint

- Affinity (Shipping) LLP was formed on 2nd January 2015, following a management buyout of RS Platou LLP (the London office of the Norwegian broker RS Platou).
- The core of the company has since then been supplemented by experienced staff joining from other major broking houses and financial institutions.
- We have a team of 150+ worldwide covering Newbuilding and S&P alongside Tanker / Dry Cargo / LNG / Offshore spot and term chartering, supported by Research and Operations departments.
- Multinational team combines youth and experience. Partners with between 15-40 years of relevant experience lead teams of energetic, ambitious younger brokers.
- We maintain a global presence with offices in London, Rotterdam, Houston, Oslo, Singapore, Beijing, Shanghai, Hong Kong, Seoul, Buenos Aires, Santiago, Lima, Montevideo, Rio Grande, Sydney, Melbourne, and Perth.
- Wide client base ranging from small private owners through corporates and stock-listed companies, oil majors, utilities, commodity traders and state-owned enterprises. Ability to transact in all markets and offering a discreet, low-profile, efficient and effective service to our clients.
- Growing suite of research products and bespoke analyses, which is designed to support our clients' decision-making process.

Product verticals

- Newbuilding
- Sale & Purchase
- Spot and Period Chartering
- Finance & Advisory (FCA regulated)
- Research

Key industry segments

- Tankers
- Dry Bulk
- LNG
- Offshore



INTRODUCING AFFINITY

Structured through closely integrated divisions which span Affinity's global footprint

Affinity (Shipping) LLP

Management Board

Richard Fulford-Smith (CEO)
Chris Chasty (CFO)

Heads of Division

Tor-Øyvind Bjørkli	Sevita Kondyliou
Toby English	David Oakley
Dan Hockey	Nick Wood
Tim Gurdon	



Affinity and Beyond

Newbuilding
Sale & Purchase

Affinity Tankers

Crude Oil
Dirty Products
Clean Products

Affinity LNG

Liquefied Natural Gas

Affinity Offshore

Upstream
Offshore Services
Marine Renewables

Affinity Financial Services

Financial Advisory
Equity & Debt Solutions

Affinity Research

Research & Data

Affinity Valuations

Ship & Offshore
Asset Valuations
Fairness Opinions

Affinity Dry Bulk

Dry Bulk

Affinity Energy Infrastructure

End-to-end LNG & CNG
Infrastructure Solutions

Affinity Carbon Solutions

Carbon Products

Affinity Financial Products

FCA Regulated Activities

AFFINITY CRUDE & FUEL OIL TANKERS

A combination of skills, experience and nationalities based in London, Houston, Singapore and Beijing

- Our established tanker chartering teams serve the industry from London, Houston, Singapore and Beijing, delivering a highly proficient spot chartering service with a prime position in the crude oil and fuel oil markets
- The team has close relationships with oil majors, national oil companies, oil traders, and major ship owners and operators
- Our projects department focuses on medium and long-term time charters and COAs. The projects team also works extensively with our newbuilding, sale and purchase and finance departments structuring long term leasing deals and partnerships

LONDON

Ashley Cadwallader
DPP & Crude Aframax

Dan Cater
VLCC

Charlie Carter
DPP & Crude Aframax

Elliot McLoughlin
VLCC

George de Jasay
Suezmax
Xiaocheng Ju
VLCC

David Hallpike
DPP Handy | MR | Panamax

Tim Gurdon
DPP MR | Panamax

Mark Wood
DPP & Crude Aframax

Nico Rygh
Suezmax

Zoe Zhang
VLCC

SINGAPORE

Jovee Amurdalingam
Prapaharan Letchumanan

Kae Low

HOUSTON

Sophie Williford

BEIJING & HONG KONG

Sam Ye
VLCC
Victor Gao
VLCC
Wang Yan
Tanker Operations

Xu Chong Feng
Tanker Admin
Yvonne Wang Yi
Tanker Research
Patrick Du
Tanker Operations

AFFINITY CLEAN TANKERS

Based in London, Singapore and Houston, covering global CPP markets from Handy to LR2

- The clean products team currently consists of 17 brokers, 10 of whom are based in London, 4 in Singapore and 3 in Houston, the majority having worked at EA Gibson together before creating this new desk at Affinity. The Affinity products team has been working together for nearly 10 years, providing a seamless service to our clients across East-West markets and covering Handy through to LR2 product tankers
- We are regarded as one of the strongest clean teams in the world, servicing a full range of clients both East and West, covering all product tanker size ranges
- Our projects department focuses on medium and long term time charters and COAs. The projects team, headed up by Charlie Olivier in London also works extensively with our newbuilding, sale and purchase and finance departments structuring long term leasing deals and partnerships
- We operate multiple COAs with oil majors and major traders
- Affinity is on nearly all major panels and our clients include AFCO, Ampol, ATC, BGW, BP, Cargill, Castleton (CCI), Chevron, Clearlake, Daelim, EDF Mann, Engen, Enoc, Gazprom, Glencore, Idemistui, KPC, Litasco, Newstream, Novatek, Nyala, O&O, OTI, Pantos, Petrobras, Petrochina, P66, Reliance, Repsol, Shell, Total, Trafigura, Unipec, Valero, Vitol, YNCC.

LONDON

Jamie Dove
Med MR / Handy

George Ellis
WAF MR / Handy

Daniel Hockey
West MR / Handy

Robert Jobeus
WAF MR / Handy

Ben Griffiths
West LR

Charlie Olivier
Time Charter Fixtures

George Sturdy
Time Charter Fixtures

Tom Parker
AG/WCI/Rsea: LR

Alex Stannard
Med MR / Handy

James Turk
West MR / Handy / Molasses

John Widdrington
AG/WCI/Rsea: all sizes

Dan Yates
West MR / Handy

Niels Verdult
Time Charter Fixtures

SINGAPORE

Charles Hagger
SE Asia / NE Asia: MR

Dirk Horstmann
SE Asia / NE Asia / AG
All sizes

Sydney Ng
SE Asia / NE Asia / AG
LR

Benjamin Tan
SE Asia / ME Asia
MR

HOUSTON

Toby Martin
US Gulf / South America

Alex MacArthur
US Gulf / South America

Mark Stewart
US Gulf / South America

POST FIXTURE COVERAGE

Post fixture excellence is central to our mission

- Our ethos for operations and post fixtures is simple: these roles are as important to us as the chartering/commercial function and we continue to apply those same principles of professional ship broking throughout the life of each fixture.

LONDON	
Mark Stokes	Fermin Carballo 15 Years' Experience
Paul White 20 Years' Experience	Sissi Pilatou 3 Years' Experience
Capt. Om Prakash	Lawrence Ellis
Graeme Fairhurst Tanker Claims	Michelle Weeks Tanker Claims
SINGAPORE	
Victor Sua	Kamaliah Hussain
Misha Lim	Felix Seetoh Tanker Claims
HOUSTON	
Katy Elliott 14 Years' Experience	Mike Flood
BEIJING	
Patrick Du	Wang Yan

AFFINITY S&P AND NEWBUILDING

Taking the lead on acquisitions and renewals

- Our newbuilding team of brokers based in London and Korea has concluded over 500 newbuildings of all types, including LNG, FSRUs, Drillships, Crude Tankers, Product Tankers, Containerships, and Dry Cargo vessels
- We have contracted in all major newbuilding centres globally, with particular focus on the Korean Shipyards. We have had particular success in the energy markets with a significant number of LNG/LPG and product tankers deals concluded in the last three years
- We maintain high level contacts with all of the major shipbuilders and have a proven track record of doing business in all markets
- Our Sale & Purchase teams are based in London, Singapore and Seoul, and has extensive experience of working with private clients, national shipping companies, major corporates, oil companies, grain houses and institutional investors, providing a cradle to grave service across all shipping sectors

LONDON

Petter Arentz	Richard Fulford-Smith
Simon Armitage	Tom Morrison
Pierre Aury	Leopoldo Pirro
Charlie Bulow	Ben Pusey
Harry Eagle	Nick Wood
Toby English	Nick Pugh
Tom Fairhurst	Tom White

SINGAPORE

Nathan Hoe	James Leake
Bill Price	Rong Seng Ong

SEOUL

WK Ki	JH Chung
Seungjun Ki	

OSLO (S&P and Offshore)

Tor-Øyvind Bjørkli	Jan Egil Roald
Jens Kolbjørnsen	

HOUSTON (Offshore)

Andre Nikolaisen	
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AFFINITY LNG

Market leaders in spot chartering and Newbuildings/S&P

- It comprises a young and dynamic team with wide ranging experience of spot and term charters. The team works with all major LNG ship owners and charterers, and has advised most of the established international energy majors
- Working closely with clients in the small scale LNG and bunkering market, our LNG team covers the entire market on a day-to-day basis and, as a result, it has an up-to-the-minute intelligence on vessel requirements and availability
- The LNG team has close interaction with the Newbuilding and Sale & Purchase divisions with an unrivalled track record, with over 30 LNG newbuilding contracts currently on order, as well as undertaking second-hand transactions - still relatively rare events in the LNG shipping market

LONDON

Paolo Ghidini

Joni Mackay

James Palairat

Gaelyn Rose

Lewis Scott

Alexis Sotiropoulos

Benjamin Gibson

Affinity Financial Products - Head of Derivatives

Nick O'Sullivan

LNG Derivatives

Lewis Scott

LNG Derivatives

SINGAPORE

Michelle Ma

Derek Miranda

Siti Nurbaya Juhari

AFFINITY ENERGY INFRASTRUCTURE (AEI)

The “energy” value chain is now a vertically integrated channel covering “well to wire” – from the upstream sector transitioning through to the end-user. If a successful chain is to develop, all links must join simultaneously and in concert with one another. Today's market dynamics insist that this is the case for large, medium as well as small scale LNG projects.

- Affinity Energy Infrastructure (AEI) specialises in end-to-end energy infrastructure solutions
- Builds value chains starting from the roots up (either through sourcing demand or supporting other developers). Often the question of costing and populating the value chain with appropriate assets dominates the next stage of development. This approach successfully delivers solutions to clients with confidence, providing a cost efficient energy price
- Opens new markets as well as evolving existing ones. Those seeking to change fuel types and take advantage of attractively-priced LNG as well as those that seek more environmentally friendly energy sources are our focussed downstream markets
- Provides objective assessments of quality / reputation / reliability for each project participant, company and sponsor, comparing and analysing all proposals carefully
- Provides a strong, effective and efficient capital expenditure valuation methodology. As a result, AEI is capable of scaling costs according to relevant demand
- Pushes yards/ship-owners and technology providers to re-think concepts, be client focussed and reduce costs along the value chain as applicable. We contribute in-depth knowledge, contracting and negotiating skills, to new contracts/precedents and commercial realities of contract negotiations
- Introduces, assists and guides end users to familiarise themselves with the industry and the companies involved throughout the value chain, particularly related to shipping and floating assets. We understand the current environment of LNG-priced fuel compared to other alternatives and we strive to find ways to compensate and lower project costs
- Through its incentivised payment scheme, AEI acts a quasi-equity partner, providing sweat equity with a focus on successful conclusion to the benefit of all parties. AEI is totally aligned with partners and JV project developers – your success is our success

LONDON

Petter Arentz

Jonathan Gaylor

Charlotte Vandeville

AFFINITY CARBON SOLUTIONS

Affinity Carbon Solutions (ACS) offer access both the spot and futures market across all tradable carbon products

Cargo Neutral Freight/Cargo Services

- We offer freight analysis, registry management and documentation services on top of sourcing client specific carbon offsets used to claim carbon neutral freight and/or full cargo
- ACS will only offer credits that have been verified by the recognised leading independent standards. In addition, ACS performs its own due diligence into the specific projects

EUA Spot Access and Hedging Services

- We also offer insight and access to the EUA market, including: modelling and analytics services to determine carbon exposure, brokerage services through Affinity Financial Products LLP and agency services through ACS
- ACS offer clients the ability to outsource their “Carbon Desk” to Affinity to assist in hedging their carbon exposure. Future carbon exposure can be managed by trading either voluntary offset futures (CME’s CBL GEO contract) or EUA futures (cleared on ICE or EEX)

LONDON

Hugo Wilson

James Voyle

Callum Macalister

AFFINITY DRY BULK

Based primarily in Argentina, Australia, Brazil, Chile, Peru, Uruguay and Singapore, our dry bulk team specialises in both spot and time chartering

- Our dry bulk team are cargo-focused, representing major charterers on an exclusive and direct basis. Cargoes include iron ore, grain, concentrates, logs, sugar, fertilisers, gypsum and minerals
- Our dry bulk chartering teams are based in Sydney, Melbourne, Perth, Singapore, Santiago, Lima, Montevideo, Buenos Aires, Rio Grande, Rotterdam and London, and have an expert knowledge of the trades in which they are involved
- We fix voyage, COA and time charter business on behalf of our clients and have good relationships with a wide range of ship owners worldwide. The size of vessels chartered range from short sea costal vessels up to Capesize ships
- Our specialized Container team in Lima arranges freight & logistic solutions primarily for the mining industry

SINGAPORE			
Mohammed Arrifin Syed Ahmad Sharifah Badariah Mary Hiyas	Joe Hudson Dale Wong Steven Wong David Currie (Cape)	Jeff Lee Simen Lokken (Cape) Jonny Maher (Cape) Jian Rui	Chris Thomson Sam Thompson (Cape) Troy Wilson Kieron Zhang
MELBOURNE	SYDNEY		PERTH
Rahul Khanna David Callinan-Moore Rossen Petkov Phillip Sung	Fergus Firth Alison Durchar Jake Mann David Oakley	Peter Quirk Tom Rix Michael Martin	Paul Anderson Anderson Da Silva Freddie Wood
SHANGHAI		LONDON	BUENOS AIRES
Einar Karlsen Amanda Mo William Zhang	Berty Rase Ben Tao Ricky Zhang	Andrew Hume Elliott Hume Steven Hume	Kasper Pedersen Miguel Alberto Roitman Robert Mac Gaw
SANTIAGO		LIMA	RIO GRANDE
Mathis Bredrup Carolina Schulz Jesper Thode Eriksen	Stavros Koulouris Marko Novak	Andrea Meza Allemant Ingrid Arica	Marcelo Ascarate Marcelo Telles
MONTEVIDEO	ROTTERDAM		
Hans Bredrup Diego Quesada	Vincent Pinte		

AFFINITY OFFSHORE

Affinity Offshore provides traditional offshore shipbroker services focused on expertise rather than scale

- **Chartering** of offshore support vessels on a world-wide basis, with particular focus on the geographical regions in where the Team has a proven track record
- **Sale & Purchase** of offshore support vessels, including but not limited to Platform Supply Vessels, Anchor-Handling Tug Supply- and Construction Support Vessels, Tugs, Barges and other unconventional marine assets
- **Newbuilding**-related broker services by means of business development on behalf of shipyards, or in an advisory capacity on behalf of ship-owners
- **Ship management** in collaboration with V.Ships Offshore; Affinity Offshore has direct access to tier-one commercial and technical ship management services for owners who prefer outsourcing operations
- **Vessel Valuation** is provided in cooperation with Affinity Valuations Ltd
- **Market Research** is provided to clients by Affinity Offshore, supported by Affinity Research LLP – the Group's world class research department
- **Corporate Advisory**; Affinity Offshore, supported by Affinity Financial Services LLP, is well positioned to provide independent advice on corporate decision-making, including financial strategies

OSLO

Tor-Øyvind Bjørkli

Gry Rusdal

Jens Cornelius Kolbjørnsen

Erik Arveschoug

HOUSTON

André Nikolaisen

AFFINITY FINANCIAL SERVICES

Understanding funding and capital markets is critical to providing a complete service to clients

- **Affinity Financial Services LLP** is the advisory partnership providing advice and execution for non-regulated activities
- **Affinity Financial Products LLP** is authorised by the FCA to provide advice and execution of regulated activities
- Finance is a critical part of any investment – identifying the most efficient financing structure for an investment, is equally as important as crystallizing best pricing
- Understanding a client's risk profile is paramount to sourcing suitable capital investments
- Leveraging the full benefits of a client's credit rating or utilising the credit rating of an investment grade counterparty, end users can create substantial value
- We support ship-owners to find funding in the current market environment which is characterised by a reduced number of lending banks
- We understand banking rationale and are able to support investments with the appropriate bespoke industry research to help underpin their decision making process

LONDON

Chris Chasty

Ronny Bjørnådal

Benoit Tridon

Richard Fulford-Smith

AFFINITY RESEARCH

Backing up our broking with cutting edge analysis and comment

- Our broking desks are supported by Affinity Research. Our research vision is to provide better market insights more immediately, more frequently and more efficiently than our competitors, by utilising the latest data management techniques allied to our already-strong market presence as brokers.
- We have an analyst for each of the major sectors. Our Research desk is currently developing a number of web-based applications to deliver real-time market information to our customers, including sales, fixtures, ship deliveries, fleet disposals, etc.

LONDON	
Sevita Kondyliou	Neal Smerdon
Charles Chasty	Francesco Tassello
Kapil Sharma	Amirah Su'alman
SANTIAGO	
Amandine Camanand	

→ A list of our most popular regular publications

Affinity Newbuilding and S&P Weekly Report

Published: **Thursday evening**

Our weekly publication, which reports on the Newbuilding, second-hand and demolition markets. It includes comments on each of the above markets, as well as the general macroeconomic outlook, and these are complemented by a variety of relevant data.

Affinity LNG Weekly Report

Published: **Friday evening**

The LNG Weekly provides commentary on the LNG market. The report includes, among other things, LNG statistics, rates, and gas prices.

Affinity Dry Cargo Weekly Report

Published: **Friday evening**

Similar in concept to our Tanker Weekly, the Dry Cargo report consists of market comments, headline news and various data, including commodity prices, bunker prices, TC rates and asset values. We began reporting our Affinity Dry Cargo Index on 20 August 2015.

Affinity Tanker Weekly Report

Published: **Friday evening**

A weekly report which details the happenings of both the dirty and clean tanker markets. There are market comments and headline news, and we report recent sales and fixtures, as well as our very own Affinity Dirty Tanker Index.

Affinity Macro Topics Note

Published: **Monday afternoon**

The Macro Topics note, split into four pages, opens with a macroeconomic comment, followed by a breakdown of a 'hot' topic in each of the following markets: oil, dry and gas.

Affinity Oil Weekly Report

Published: **Tuesday evening**

Affinity's Oil Weekly report provides a comprehensive analysis of the oil market, looking at prices, demand, supply, refinery margins, and oil inventories.

Affinity Tanker and Dry Cargo Chartbooks

Published: **Monthly**

Published monthly, the Affinity chartbooks provide fleet overviews of all of the major sizes within the tanker and dry sector. They contain current and historical fleet data, such as fleet profiles, orderbooks and the cumulative fleet.

SENIOR MANAGEMENT BIOGRAPHIES



RICHARD FULFORD-SMITH
Managing Partner

- Invaluable commercial insight to the newbuilding and shipping processes and markets, experienced through a life-time of deal making.
- Extensive involvement in capital market transactions and fleet sales incl. Ceres Hellenic to Euronav (Suezmaxes), three Metrostar fleets sold at independent times to Georgiopoulos entities (Handysize Bulklers, Capesize Bulklers, VLCCs), managed the exit of the Niarchos family from shipping, as well as the sale from Euronav of a fleet of Aframax to Genmar.
- Long-standing relationships with key LNG shipowners. Key LNG NB contracts concluded include:
 - 13 vessels at SHI & HHI for Golar LNG inc. 2 FSRU's (1st with 0.1% BOR)
 - 10 units at HHI for Maran Gas – contracted to RasGas and BG (Sabine Pass volumes)
 - 6 at SHI for GasLog – contracted to BG (Sabine Pass)
 - 2 at HHI for GasLog
 - 1 at DSME for Chandris



NICK WOOD
Partner, Head of Newbuilding

- 19 years of newbuilding experience
- Advised large international companies, such as Tata Power (exclusive handling of NB project), Reliance Power, Scorpio, d'Amico, Unicorn, as well as multiple private shipowner clients.
- Involved in and executed several hundred newbuilding contracts, including 30 LNG newbuildings, numerous chemical, product, crude tankers and specialised vessels including offshore.
- Previously head of RS Platou LLP Newbuilding from 2009, previously Managing Director and Head of Newbuilding at Clarksons from 2004 until 2009.
- NB team involved in over 500 NB orders across all sectors.
- Valuable relationships with all major yards and strong placing power.
- Established track record with all Korean yard groups and substantial experience in Japan and China.

SENIOR MANAGEMENT BIOGRAPHIES



TOBY ENGLISH
Partner, Head of Sales & Purchase

- 17 years of experience in the second hand sale and purchase as well as newbuilding market
- Clients include private and public shipping entities and operators, shipyards, large commodity groups, banks, and investment funds. Actively involved across all shipping segments.
- Expertise in lease/financing structures (long-term lease deals) as well as structuring sales with long term charters and putting together long-term charters for clients
- Significant experience in working with banks and financial institutions. Examples include the sale of a fleet of bulkers from a UK bank to a Bulgarian national shipping company, consultation leading to the mandate to sell a fleet of bulkers from a Korean bank, and currently acting for UK banks in the sale of various types of vessel including bulk and LNG.



TOM FAIRHURST
Partner

- Over 15 years' experience across the sale and purchase second hand and newbuilding markets
- Close relationships over many years with shipping banks including RBS and Credit Agricole involving sizeable fleet auctions, expert witness appointment in the USA, many second hand asset transactions and general strategy implementation
- Clientele spans all major shipping hubs including both public and private operators
- Extensive sale and purchase experience ranging across all the major tonnage types including sizeable en bloc dealings, many exclusive appointments and varying off market agreements

SENIOR MANAGEMENT BIOGRAPHIES



JAMES LEAKE
Partner

- 10 years experience with RS Platou LLP and Affinity across the sale and purchase markets, working in both London and Singapore
- Experience working with private clients, listed shipping companies, investment funds, and national energy corporations
- Actively engaged across all major shipping centres with a focus on tanker and dry bulk segments
- Transaction experience on both the buy and sell side, including novation of newbuilding resales, 'en bloc' deals, administrative sales, hire purchase arrangements and ship recycling.



TOM MORRISON
Partner

- Has over a decade of experience in both the secondhand and newbuilding sale and purchase market developing extensive knowledge specialising in tankers and bulkcarriers.
- Clients range from private blue chip Greek shipping companies to major publicly owned entities on both the dry and the wet side.
- Has developed close relationships in both the Hong Kong and Japan ship owning communities culminating in a number of transactions from Japanese majors and trading houses alike.
- Transacted a number of significant tanker fleet sales to and from clients on both public and private platforms.
- Been involved in tanker and bulkcarrier newbuilding contracts in Japan, Korea and China.

SENIOR MANAGEMENT BIOGRAPHIES



GAO FENG
Partner

- Head of the Affinity global VLCC desk, which includes operations in London, Singapore, Hong Kong and Beijing.
- 5 years of experience working as a charterer in a Chinese oil major.
- 15 combined years of experience as a VLCC broker at McQuilling and ACM, before joining Affinity in 2015.



TIM GURDON
Partner

- Head of Affinity Tankers Ltd. 25 years' experience in tanker broking, primarily in the DPP tanker sector
- 14 years spent at ACM Shipping and E A Gibson prior to founding Ocean Shipbrokers¹⁸
- Proven track record with the majority of the trading houses and oil majors consistently concluding competitive deals on their behalf
- Has long-standing relationships with key Panamax/MR shipowners, providing a solid platform from which to evaluate the market and, in turn, provide a first class brokerage service for our clientbase

SENIOR MANAGEMENT BIOGRAPHIES



PETTER ARENTZ
Partner

- Previously Senior Partner at RS Platou, Oslo before moving to Platou LLP in London and onto Affinity.
- Experienced Newbuilding broker with particular expertise in industrial shipping markets.
- Numerous transactions in the chemical, gas and open hatch markets.
- Strong yard relationships through a track record of good quality contracts concluded over the last two decades.
- Good contacts with Norwegian KS/finance arrangers allowing structured financial deals.
- Active in 2nd hand sale and lease back transactions.



BENOÎT TRIDON
Partner

- Over 20 years' experience in shipping, at sea and in ship finance
- Started a career at sea as deck & engine officer with CMA CGM
- Prior to joining Affinity, Mr. Tridon was Managing Director in the ship finance department of Crédit Agricole CIB
- Selected ship finance experience
 - Senior banker for key accounts including Scorpio, GasLog, d'Amico, CMB, Vroon
 - Origination, syndication and/or management of the financing of c. 110 ships through mortgage loans, ECA financing and French Tax Lease schemes
- Selected restructuring experience
 - Supervised the management and restructuring of \$1bn non performing debt across various segments
 - Managed the successful exit from two free-fall chapter 11
 - Coordinated the arrest & repossession of 16 containerships, tankers and bulk carriers between 2010 and 2016
 - Managed the divestment strategy for distressed transactions after setting up a dedicated warehousing platform in 2012
- FCA authorised for investment banking activities and derivative trading

SENIOR MANAGEMENT BIOGRAPHIES



DANIEL HOCKEY
Partner

- Daniel has 10 years' experience in the clean market, seven of which were spent at EA Gibson
- After one year of operations, Daniel has spent seven years specialising in the NWE market place, fixing flexi-sized ships through to LR2s, although the main focus was on Handies and MRs markets in which he has had a strong presence in both spot and COA fixtures



JAMES TURK
Partner

- 12 years' experience in the clean products market focusing on the western markets at Gibsons, covering all sizes: Handies/MR/LR1 and LR2s for worldwide trade
- In addition to spot market presence, managed COAs for several clients and negotiated several short term charters

SENIOR MANAGEMENT BIOGRAPHIES



HANS BREDRUP
Partner

- More than 20 years proven track record within the Dry Cargo business
- Chartering experience from various positions with Norwegian Shipowners
- Founded and ran Dry Cargo specialist Santiago Chartering for 10+ years
- Extensive knowledge of Latin American markets and long-standing relationships with main commodity players in South America



ANDREW HUME
Director, Affinity Dry Bulk

- Over 37 years experience in Dry Cargo, concentrating on Short Sea up to Ultramax, globally with a particular focus on the Sugar Industry for both bulk and bagged cargoes
- Previously worked at Erlebach for 12 years, at that time a wholly owned subsidiary of Czarnikow and then Howe Robinson for 20 years before joining RS Platou in 2012 and subsequently Affinity following the MBO
- Fellow of the Institute of Shipbrokers (FICS)

SENIOR MANAGEMENT BIOGRAPHIES



TOR-ØYVIND BJØRKLI
Managing Partner, Affinity Offshore

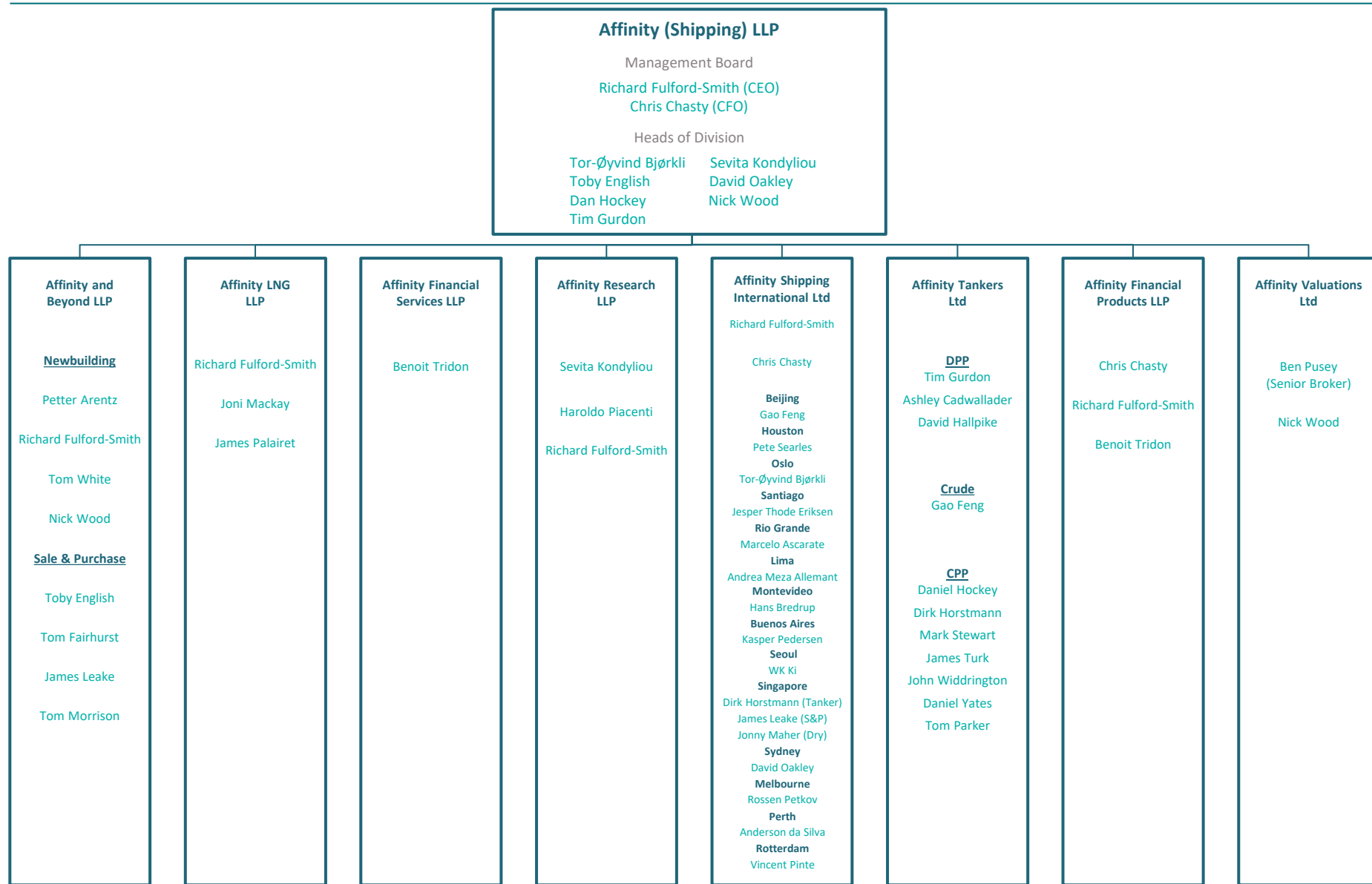
- Extensive technical and commercial insight as a result of more than 20 years' experience in the maritime industry
- Before setting up Affinity Offshore, Bjørkli acted as CEO of Nordic American Offshore, managing a fleet of 10 modern Platform Supply Vessels in the North Sea spot market
- Having spent 8 years with RS Platou, Bjørkli has been involved in a number of newbuilding and S&P transactions, as well as long term charters world-wide
- Prior to joining the offshore industry, Bjørkli spent 7 years with DNV after his tenure with the Norwegian Naval Forces, in continuation of completing his MSc of Naval Architecture at NTNU, Norway



ANDRÉ NIKOLAISEN
Partner, Affinity Offshore

- Nikolaisen joined Affinity Offshore after having worked for Solstad in Houston, covering the Gulf of Mexico region
- Prior to this, he was heading both RS Platou Offshore's Brazil and USA offices, during which time he concluded several deals, ranging from S&P to long term charters on both exclusive and competitive basis
- Nikolaisen commenced his shipbroker career in 2008 on the North Sea spot chartering desk at RS Platou, prior to which he served as mariner on board various ships, including offshore vessels

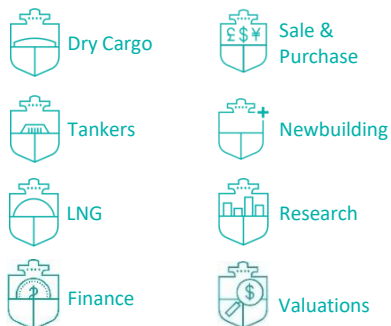
AFFINITY SENIOR MANAGEMENT



AFFINITY GLOBAL OFFICES



LONDON



OSLO



SEOUL



BEIJING



HONG KONG



SINGAPORE



SYDNEY, MELBOURNE & PERTH



SHANGHAI & ROTTERDAM



HOUSTON



MONTEVIDEO, RIO GRANDE, BUENOS AIRES & SANTIAGO



LIMA



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Montevideo

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Lima

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Lima, Perú

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