

VOLUME 7

ISSUE 7

February 19, 2009

## INSIDE

### The Week in Review

page 1

### Market Commentaries

page 3

### Back to the Futures

page 4

### Imarex Physical Update

page 5

### Deal Tables &

### Bond Prices

page 6

### Conference Schedule

page 12

#### EDITORIAL STAFF

George Weltman, Publisher  
[gweltman@marinemoney.com](mailto:gweltman@marinemoney.com)

#### BUSINESS AND SUBSCRIPTION OFFICE

UNITED STATES  
 One Stamford Landing  
 Suite 214  
 62 Southfield Avenue  
 Stamford, CT 06902 USA  
 Phone: +1.203.406.0106  
 Fax: +1.203.406.0110  
 Email: [info@marinemoney.com](mailto:info@marinemoney.com)

To learn more about  
 subscribing, please contact us  
 via your preferred  
 medium at the office listed  
 above. Annual Subscription is  
 \$1490 US plus postage.

*Freshly Minted may be photocopied  
 by license only. Electronic or physical  
 reproduction or forwarding of  
 this document in whole or in part  
 is strictly prohibited, even for  
 internal purposes.*

*While Marine Money has taken  
 great care in the production of this  
 publication, no liability can be  
 accepted for any loss incurred in  
 any way whatsoever by any person  
 who may seek to rely on the information  
 contained herein.*

## The Week in Review

### Half a Cookie

On Monday, **Excel Maritime Carriers** announced that two charterers with long-term charters on three vessels have unilaterally started to pay approximately 50% of the agreed charter rate. Should the company continue to receive the reduced hire, the loss of hire throughout the terms of the charters is estimated to be \$107 million, of which \$32 million would impact 2009 cash flows and another \$35 million would affect 2010 cash flows. In addition, the company has been approached by other charterers seeking to renegotiate charter rates. At the present time, the company is evaluating its alternatives with respect to these defaults.

Looking at the larger picture, the company's Board of Directors, after careful consideration of the challenging conditions in the freight and financial markets has decided to suspend the company's dividend commencing with the 4th quarter 2008. "The decision is aimed at preserving cash and enhancing liquidity and is considered to be a precautionary measure in view of the disruptions arising with some of the company's charters."

The unilateral nature of this action is troubling, although an interesting negotiating technique. But at least it indicates a willingness to pay something.

### No Surprise Here Either

On Wednesday, the **Excel** sponsored SPAC, **Oceanaut**, announced that it would begin the process of dissolution as management has determined that it is unlikely that the company will consummate a business combination by the March 6th deadline specified in its charter.

Prior to the IPO, Excel had purchased in a private placement two million insider warrants at a price of \$1 per warrant as well as 1.125 million insider units at a price of \$8 per unit for a total consideration of \$11 million.

Oceanaut estimates the liquidation price per share to be \$8.27. No payments will be made with respect to outstanding warrants or to any of the company's initial shareholders with respect to any shares owned by them prior to the IPO

except for 625,000 shares of common stock included in the 1.125 million units purchased by Excel. As a result Excel expects to write-off \$6 million of its investment.

### Pure Greek

Sticking to its roots, **Euroseas Ltd.**, on Monday, announced the continuation of its fleet renewal and expansion program. The company acquired the 1997 built Panamax bulkcarrier, M/V Glorious Wind, on a charter-free basis, for \$18.4 million. In addition, Euroseas disclosed the simultaneous sale of the M/V Nikolaos P, a 34,780 DWT bulkcarrier built in 1984 for \$2.4 million. The new Panamax will be employed in the spot market and according to **Justin Yagerman** of **Wachovia Capital** will be likely be funded from internally generated cash flow including, the sales proceeds. He further suggests that the company will obtain 50% financing at a later date.

Prudent and opportunistic are the words on everyone's minds these days. Euroseas has taken these to heart and is trying to balance the needs of its shareholders with the opportunities and risks associated with today's marketplace. It continues to pay a dividend although it has been reduced from \$0.20 to \$0.10 per share yielding about 8.6% at the new level. Meanwhile, it remains focused on investment opportunities that will allow it to upgrade its fleet in the near and medium term. Growth will be premised on a strong balance sheet, cost effective operations and lower asset values.

### Postponing the Inevitable

Or so it appears to us in the case of **U.S. Shipping Partners**. We reported back in December, that the company and its bankers entered into a waiver and forbearance agreement based upon its failure to pay the December installment of principal and interest due under its senior credit facility. Provided there was no other default, the forbearance agreement and waivers were scheduled to terminate on February 10th. Last week, the company announced that the lenders had agreed to extend the waivers and the forbearance agreement through February 20th. At this juncture, the sale outcome seems less likely but one can hope.

### Banks Take a Somewhat Harder Line

Up to now negotiations between the banks and the borrowers have been reasonably friendly with few demands made by the former other than with respect to pricing and some adjustments to amortization as the quid pro quo for the waivers required. **Star Bulk Carriers** was not as fortunate.

Last week, the company reached agreements in principle with its lenders to obtain waivers for certain covenants, including minimum asset coverage covenants, contained in its loan agreements. The related terms are described below:

With respect to the \$120 million facility, the lender will waive the loan-to-value ratio covenant through January 31, 2010. The company will provide a first preferred mortgage on the currently debt-free vessel Star Alpha and pledge an account containing \$6 million as further security for this facility.

With respect to the \$150 million facility, the lenders will waive the security cover requirement through February 28, 2010, and the Minimum Asset Coverage Ratio for the year 2010 will be reduced to 110% from 125%. The company will provide first preferred mortgages on the currently debt-free vessels Star Kappa and Star Ypsilon and will pledge an account containing \$9 million as further security for this facility.

With respect to the \$35 million facility, the lender will waive the security cover requirement through February 28, 2010, and the Minimum Asset Coverage Ratio for the year 2010 will be reduced to 110% from 125%. The company will pledge an account containing \$5 million as further security for this facility.

The interest margin for each of the above loans will be increased to 2% per annum for the duration of the respective waiver period.

In addition, the company also announced that, under the terms of the above referenced agreements, cash dividends and share repurchases are being suspended.

The banks approach in this instance probably reflects the older age of the fleet, declining contract operating days after 2009 (93%) and the availability of unencumbered vessels. Could it also be a change of heart?

### Opportunity to Bolster the Balance Sheet While Providing an Exit

While simultaneously working with its bankers, **Star Bulk** was also preparing a shelf registration to issue \$250 million in securities, which may include: common shares, preferred shares, debt securities, warrants, purchase contracts and units. In addition, the prospectus provides for a secondary offering by existing sharehold-

ers to sell up to 14.3 million shares and 1.1 million warrants that were previously acquired in private transactions. Unless specified otherwise in a prospectus supplement, the net proceeds from the sale of securities will be used for capital expenditures, repayment of debt, working capital, vessel acquisitions or general corporate purposes. The prospectus went effective on Tuesday.

### Half Sized, But Still in Shipping

After reporting last week a preliminary consolidated net loss of EUR 2.8 billion before restructuring costs, taxes and loss participation, **HSH Nordbank** provided more details on its strategic realignment. In terms of today's crucial numbers, the capital base is to be increased by EUR 3 billion with the bank to be shielded from further risks to the tune of EUR 10 billion.

"We are aware of our responsibilities. In particular, it is against the backdrop of the current macroeconomic setting that we, HSH Nordbank, are called upon more than ever to ensure lending to businesses and to key local industries. Our business purpose is clear: we are the top address for clients in our home region and for the shipping, transportation and renewable energies sectors," said **Dirk Jens Nonnenmacher**, CEO of HSH Nordbank.

The key pillars of the strategic realignment are as follows:

- Focusing on the home regions of Hamburg and Schleswig-Holstein.
- More proactive positioning in the regional client segments, i.e. corporate clients, private banking, as well as in savings banks and real estate across Germany.
- Strengthening Northern Germany's key industries: shipping, aviation, transport-related infrastructure and renewable energies.
- Concentrating capital-market activity on product development for the Bank's client segments in tandem with a significantly reduced risk profile.

Unfortunately, the downside to this realignment is a considerable reduction in its size. The plan calls for the balance sheet to be reduced approximately by half targeting total assets of EUR 115 billion for the core bank in 2012. The reduction is to be achieved by running down, dismantling or selling non-strategic business segments and portfolios.

The good news is that one of the key players in ship finance will remain a participant. The bad news is that its capacity will be reduced. However with risk management at the forefront, this capacity will be spread more widely at today's lower advance rates. As a result, owners' real cash equity may, in fact, be the "new equity" going forward.

The worldwide trend towards domestic lending is also highly restrictive and will lead to further reductions in capacity. With greater

intervention, it is understandable that governments prefer that the benefits be focused internally. But like trade, interfering with the smooth flow of capital across borders impedes rather than benefits. Roosevelt argued against isolationism but John Donne said it best, "No man is an island, entire of itself."

### The Accountants Have Not Left the Building

Today, **Camillo Eitzen & Co.** issued a profit warning due to lower than expected earnings from the gas segment combined with increased provisions against postponement of cargos under COAs and potential but unrealized losses on FFAs.

As a result of the weak market, the company has impairment tested the book value of the gas fleet resulting in a write down of \$40.9 million. The lower market values have also resulted in the breach of two of six covenants of the **Eitzen Gas** loan. The minimum value covenant was restored through the payment of the regularly scheduled installment while the minimum adjusted capital ratio, related to Camillo Eitzen, remains in default and discussions with the banks have begun in an effort to obtain a waiver. As a result of the breach, the entire outstanding \$158 million gas facility will be posted as short-term until a waiver has been obtained.

We've ridden this horse too often. Accounts based upon historical cost may not give the true picture but the situation is only made worse, in our opinion, by market value adjustments. First, the stress test is done in a black box and subject to management assumptions. Our intention here is not to criticize but only to note that the write down amounts to approximately \$1 million per vessel. On the surface, this sounds low in light of weak market conditions but we lack the facts to make a fair judgment here. But we do know that there is no loss to be recognized until a sale takes place. Even the banks have constantly railed against this accounting treatment and have blamed it for today's financial crisis. Moreover you never see anyone writing up assets. The resulting net income would be as fictitious.

## Market Commentary

---

### While on the Topic of Restructuring....

Normally, in these difficult times, sale-leaseback transactions would be plentiful. However, lacking leverage and a continuing gap between sellers and buyers' expectations, buyers remain on the sidelines. We would hypothesize a minimum 15% cash-on-cash return is required by investors for an all-equity deal, but, with leverage, the number is more likely 25%, if not higher. To bridge this value gap and get the deal done, a very willing seller might want to consider seller's credit. The seller's credit would be subordinated to the bank debt and hence, would have no impact on the leverage ratios, the LTV improves, with the asset and related debt disappearing, and there may even be cash coming back.

So a write down that may or may not be real is taken against equity causing a covenant breach, which, in turn, causes a loan to be immediately due and payable unless a waiver is obtained. Maybe the accountants should have left with Elvis.

### OMG, There Is Actually New Business to Report

While not exactly ship finance, the newly committed **Aegean Marine Petroleum Network** \$300 million dollar senior secured revolving and letter of credit facility does deal with one of the more pressing issues these days, trade credit. The new two-year facility was underwritten by **HSB Nordbank** and **The Royal Bank of Scotland**.

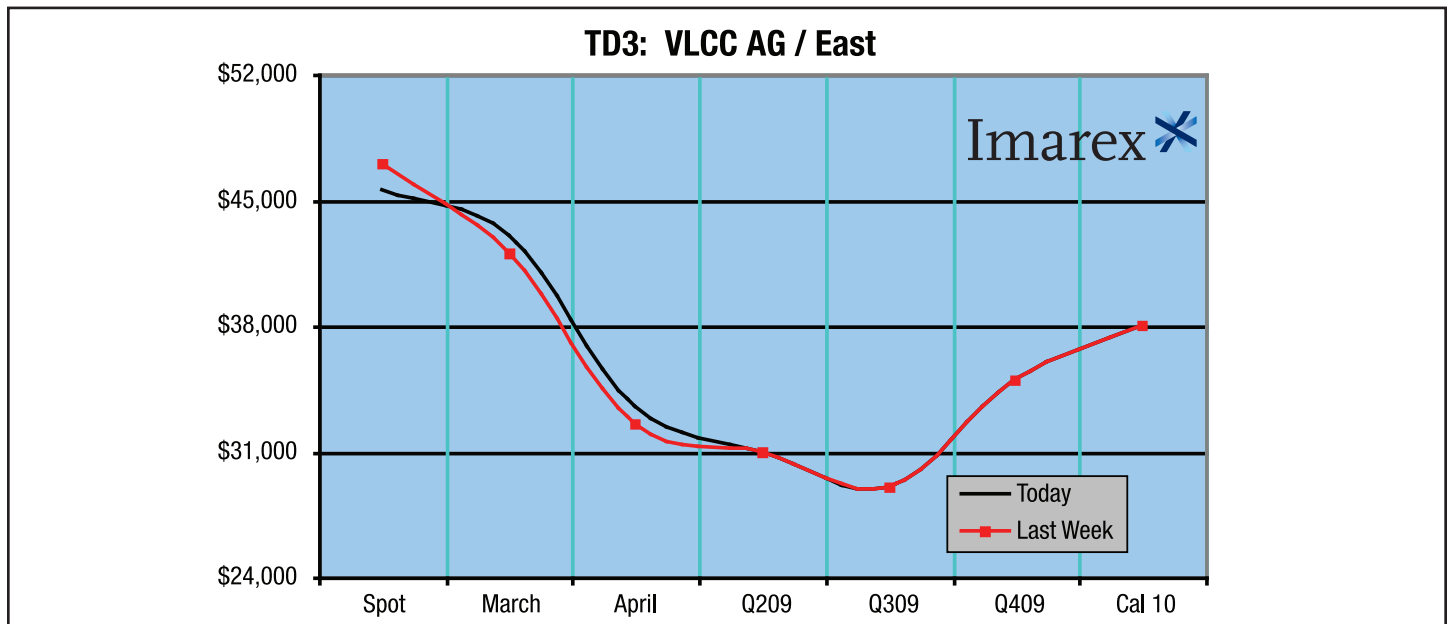
Under the terms of the commitment, the facility will bear interest at LIBOR plus a margin of 0.50% for documentary letters of credit, 1.50% for standby letters of credit and guarantee, and 2.50% for direct borrowings. The facility also has an accordion feature by which Aegean can increase the availability subject to lender commitments. Upon closing of the new facility, Aegean will have a total of \$320 million in senior secured revolving credit facilities.

**E. Nikolas Tavlarios**, President, commented, "We are pleased to secure a new \$300 million credit facility on attractive terms during a challenging credit environment. The new facility, which provides ample liquidity to manage both the fluctuation in marine fuel prices and procurement of supply in large quantities, highlights Aegean's leading industry reputation and underscores the Company's strong banking relationships. By further strengthening our working capital base, a key differentiator for Aegean, we plan to continue to take advantage of the strong worldwide demand for our comprehensive marine fuel services and further expand sales volumes. We also intend to utilize our considerable financial flexibility to capitalize on additional growth opportunities that best serve the interests of our shareholders."

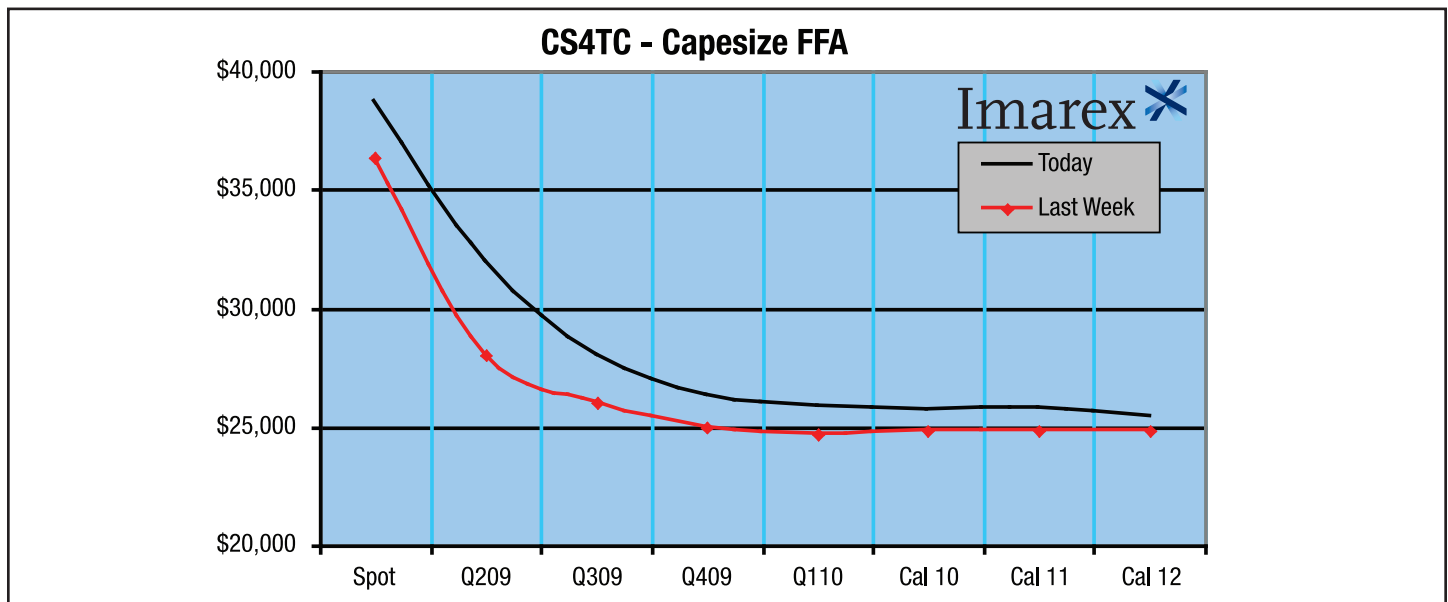
Finally, based simply upon logic, a cost benefit analysis should tilt in favor of junk bonds these days. As we watch the parade of restructurings, we see that many facilities begin to reduce or amortize beginning in 2010 and future availability is unknown. Moreover, there seems to be some high yield issuance recently, albeit expensive, as well as interest on the part of individual investors. Should owners take this opportunity to access this market today to pay down less expensive bank debt and gain the flexibility of no amortization and few if any covenants?

# Back to the Futures

By Mike Reardon and Jeffrey Landsberg of Imarex Inc., Email: [jsl@imarex.com](mailto:jsl@imarex.com)



The tanker market has seen limited activity while Charterers and Owners wait each other out. VLCCs are currently earning a respectable, though not brilliant, \$45,000/day. The medium-term market provides a continual mixed backdrop of VLCCs used for storage in the face of declining demand. The near-term depends on nothing more than the next fixture. If Owners are able to work their usual freight rate alchemy – then rates will go up. If not, rates will likely go down. Strangely enough, it's that simple. Forecasting too far into the future has always been a fool's errand in tankers, leaving us to focus on what is right in front of us. FFA volumes have been moderate alongside the flat physical market. The forward curve for the balance 2009 remains at an anemic WS 42, for a TCE of \$34,000/day. In equities, we see that NAT is holding strong just under the \$30/share level – as the no-debt storyline appeals to the common investor. FRO had held tough for a long time, though recently broke through the \$25/share barrier as the overall markets slid.



Dry bulk has managed to keep most of its recent gains. Many had expected last week's fall off to continue, yet the sector has shown some tanker-like resilience. The landscape remains the same, in that the recent demand surge has been called into question – leaving bulls and bears to debate whether the Chinese buying spree is to be sustained. If it turns out to be short lived, then we can reasonably expect rates to decline. However, if the buying continues – it would be quite a positive sign, one with ramifications well beyond our dry bulk shipping universe. I think, however, that most are bearish in this respect. FFA volumes have been fair this week, as prices came up hand-in-hand with the physical market. The equities have had another rough ride, as cancelled dividends and continued fears of counterparty failures plague the sector.



# DRYBULKWEEKLY

FEB 16, 2009

108 trip fixtures reported,  
19 less than a week ago

15 period deals reported,  
8 less than a week ago

The BDI finished the week at  
1908 points, a decrease of 266  
points (-16%) week-on-week

Average Day Rates (as of 2/13)

Capesize: \$33,427 **-2%**

Panamax: \$11,207 **+12%**

Supramax: \$12,443 **+39%**

Handysize: \$6,920 **+17%**

Iron ore port stockpiles now  
total 58mt, a decrease of 1.1mt  
(-1.9%) w-o-w

15 vessels scrapped last week;  
scrap prices have increased to  
\$245 - \$285/ldt

Imarex Market Services

+65.6413.0041

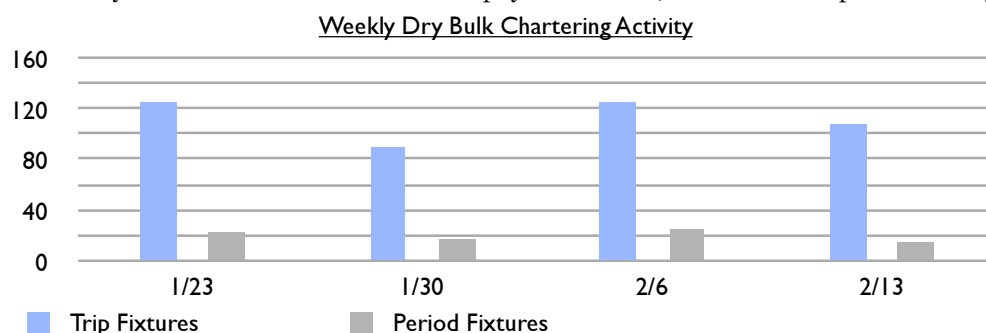
[response@imarex.com](mailto:response@imarex.com)

Oslo: +47.2389.4200

Singapore: +65.6413.005

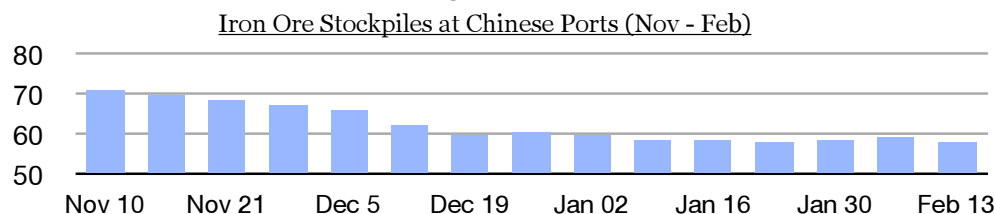
## Freight Rates Falling - Period Activity Down

For the week ending February 13, dry bulk chartering activity decreased compared with the previous week. 108 total trip fixtures (19 less than last week) and 15 period deals (8 less than last week) were reported. Of the 15 period deals, only 5 were for a year or more. While the 18% week-on-week decline in chartering volume is partially responsible for the drop in freight rates, it is important to point out FFA values began falling on Monday even though freight rates were still on the rise. FFA rates fell drastically during the week which ultimately caused sentiment to turn in the physical market, which reduced period activity.



## Chinese Iron Ore Port Stockpiles Falling

As of February 13, iron ore stockpiles at Chinese ports have fallen to 58 million tons, a decrease of 1.1mt (-1.9%) from a week ago.



## Large Surge in Dry Bulk Vessel Scrapping

15 dry bulk vessels were sold for scrap last week. The ships' ages ranged from 25 to 33 years old and included 8 Handysize, 3 Handymax, 3 Panamax, and 1 Capesize vessel. Scrap prices have increased to \$245 to \$285/ldt, about \$25 more than last week's levels.

## An Example of Paper Leading Physical?

Dry bulk freight rates saw impressive gains in the beginning of last week with Capesize day rates surging to \$39,538 by Wednesday, an increase of more than \$5,500 (16%) in just three days. But during this rise in freight rates, dry bulk FFA values fell dramatically. Capes Q2 had started the week at about \$37,000. By the end of the week, however, Cape Q2 had fallen to \$28,375, a decrease of about 25%.

# Deal Tables & Bond Prices

## M&A and Joint Venture Deal Table

★ = New

✍ = Updated

✓ = For full analysis see Marine Money's Asia Edition

Acquirer, New Partners, or Parent Seller	Advisors	Amount (US\$ M)	Target / New Company	Comments
Arcade SPAC/Conbulk		\$262	10 feeder containerships	Palmosa and Tsakos vessel deal cancelled
World Nordic SE			BW Gas	May seek to make offer to minority shareholders to take BW Gas private
AP Moller-Maersk		\$567	Brostrom	Ups stake to 96% with plans to initiate proceedings for remaining shares and de-list from OMX Nordic Exchange
Seacove Shipping, Greenbriar Equity Group		\$100	Seacove Shipping Partners	New joint venture to pursue investments in shipping companies and assets
Hapag-Lloyd	Lazard, Citi, Deutsche, Greenhill, HSH; JP Morgan for NOL as potential buyer	\$5,900	For Sale	Albert Ballin consortium: City of Hamburg, Klaus-Michael Kuhne, HSH Nordbank, MM Warburg, Signal Iduna, Hanse Merkur; On hold
Liberty Shipping Group	Jefferies	\$308	International Shipholding Group	Offer for all outstanding shares of the Company's common stock for \$25.75 per share, in cash; Abandoned
Vesterhavet-DSV		\$140	DFDS	Through a share exchange, DSV and JL-Fondet establish a joint holding of 56% in DFDS
Northern Shipping Fund I LLC		\$112	Northern Navigation and MTMM JV	To invest and provide alternative finance in the maritime and offshore service sector
General Maritime	UBS for GMR, Jefferies for ATB	\$283- \$300	Arlington Tankers	Share swap; 1 GMR share to receive 1.34 shares of new entity; Combined fleet to have 31 tankers; Concluded.

## Bond Deal Table

★ = New

✍ = Updated

✓ = For full analysis see Marine Money's Asia Edition

Borrower	Arrangers / Advisors	Amount (US\$ M)	Interest Rate	Maturity	Purpose / Remarks	Status
✓ STX Panocean		\$107	8.20%	2011	Straight bond issue for working capital	In Progress
✓ China Shipbuilding Development		Up to \$732			To finance newbuildings and repay bank loans	In Progress
Alexander & Baldwin	Prudential	\$100	6.90%	2020	Extension of shelf agreement through 2009. Proceeds to pay down revolver	Pending Approval
Oceanografia	Morgan Stanley, Citi, Dexia, Baker & McKenzie	\$335		2016	144A bond secured by 7 vessels. Proceeds to service existing debt and new acquisitions. Co. rated B+	Done
✓ China Cosco		Up to \$1460		2019	For working capital and repay bank loans	In Progress
✓ China Shipbuilding Industry Corporation	China Construction Bank and CICC	\$439	3.90%	2012	To enhance shipbuilding and ocean engineering capacity, repay bank loans	Done
BD Ferries	Undisclosed syndicate of investment banks	\$140	6.21%	2012	Undisclosed	In Progress
✓ Sinotrans Ltd		\$219	3.60%	2012	To fund construction of strategic logistics infrastructure projects in the Pearl River Delta, the Yangtze River Delta and the Bohai Bay area	In Progress
Noble Group	9 bank deal led by Goldman Sachs, Citi and SunTrust Robinson Humphrey	\$250	7.74%	2014	Senior unsecured notes to pay down \$183m including loans maturing in March	In Progress

## Deal Tables & Bond Prices continued

### Equity Deal Table

★ = New

📄 = Updated

✓ = For full analysis see Marine Money's Asia Edition

Issuer	Underwriters / Advisors	Amount (US\$ M)	Structure / Pricing / Comments	Status
📄 Hurtigruten		\$46	Oslo listed specialty cruise operator looking to raise fresh funds; Approved by bondholders after delay due to creditor consent issues. Pending final approval on 2/20	In Progress
STX Europe (formerly Aker Yards)			Applied for delisting from Oslo Stock Exchange	Done
DVB Bank		\$250	Closed-end fund to focus on opportunistic investments in shipping & offshore. Existing vessels < 15 years. Targeting \$300-400 MM from 5-7 institutional investors.	Launched
OceanFreight	YA Global Master SPV	Up to \$148	Entered into purchase agreement to sell shares over 2 years. Initial proceeds to repay debt related to seller's credit from Economou affiliate	In Progress
Compania Sud Americana de Vapores		\$200	Share sale approved by shareholders in effort to benefit from cheap charter rates and low cost container vessel acquisitions	Approved
BW Gas	Fondsfinans ASA	\$720	Purchasing Bergesen from parent Nordic SE for new shares. Rights offering also to minority shareholders	Announced
Seaspan	Tudor, Pickering & Holt, Vincent & Elkins	\$200	Preferred share issue by company's original sponsors Washington Group and Tiger Group; 1st tranche done	Done
Fairstar Heavy Transport	ABG Sundal Collier as mla	\$11	Rights issue to share holders and new issue to bondholders. Proceeds to redeem bonds, both partially underwritten	In Progress
✓ Penguin International	Kim Eng Securities	\$4	Completed its 1 for 4 rights issue. Priced at S\$0.05 per rights share.	In Progress
✓ Mermaid Maritime	Pareto Private Equity ASA	\$2	Acquired 20% stake in Nemo Subsea IS, a dive support vessel owner	Done

### Restructuring Deal Table

★ = New

📄 = Updated

✓ = For full analysis see Marine Money's Asia Edition

Company	Advisors	Banks	Comments
★	Wighams Capital Partners/ MPC Longberry		Debt restructuring advisory practice formed.
★	Lazard, Mirae Asset Securities	Woori Bank	2 PE funds emerge as buyers. Creditors agree to extend workout by one month by rolling over debt.
★			Excel sponsored SPAC intends to liquidate and pay out approximately \$8.27 per share. Excel as owner of 20% will write-off \$6m of original \$11m investment.
★			Suspension of dividends concurrent with announcement of two charterers' unilateral decision to reduce hire on 3 vessels by 50%.
★			LTV waivers through 2009 obtained in exchange for cash collateral and mortgages on unencumbered vessels. Margin increased to 2%. Dividends and buybacks suspended.
		Fortis, Citi, HSH Nordbank & DnB NOR	LTV increased to 100% thru 4/10; Dividends restricted if over 90%. Margin increased by 50 bps; Amortization begins year earlier in 12/11
			Cancelled contracts & charters create need for capital; Main shareholder willing, provided covenants amended to include value of charters in net worth
			Cut dividend to prudent level. Seeks to amend LTV to include value of charters
		Marfin Bank	Waiver on LTV covenant requires temporary suspension of dividends.

**Bank Debt Deal Table**

★ = New

📅 = Updated

✓ = For full analysis see Marine Money's Asia Edition

Borrower	Arrangers / Buyers	Amount (US\$ M)	Pricing / Purpose / Remarks
★ Aegean Marine Petroleum	HSH Nordbank, Royal Bank of Scotland	\$300	2 yr senior secured revolving and L/C facility. LIBOR+ 50 bps for L/C, +150 bps for Standby L/C, +250 bps for direct borrowings.
Arkas Group	KfW IPEX Bank	\$68	12 yr loan to finance 2x 1,600 teu new building boxships to be delivered in July and September 2009; CIRR hedges rate fluctuations.
BC Ferries	KfW	\$86	12 yr loan at 2.95% rate to fund construction of ferry newbuilding
Lamnalco Group	Standard-Chartered Bank, Rabobank, ING	\$125	To refinance existing fleet of 15 AHTS vessels and for new acquisitions
Scorpion Offshore	HVB	\$169	Subsidiaries secure financing for remaining progress payments and to re-finance bridge loan for Offshore Freedom. Two tranches amortizing over an average period of 4 years
Stena	Citi, Korea Export Insurance Corporation, Eksportfinans; Watson, Farley & Williams as advisors to Citi	\$850	Pre- and post delivery financing for new drillship built at Samsung in Korea for delivery in 2011
Pacific Drilling and Transocean	DnB NOR and Fortis as mlas	\$1,200	To help fund two drillships building in South Korea
✓ Yang Ming Marine Transportation	13 banks including Mega International Commercial Bank, Taipei Fubon Commercial Bank	\$480	20 year loan
✓ PetroVietnam Transportation	Citibank, Calyon, Fortis Bank, Societe Generale	\$175	13 year term loan
✓ PetroVietnam Drilling Investment	ABN AMRO, ANZ, HSBC, OCBC, First Commercial, Far East National Bank, Land Bank of Taiwan	\$115	6 year amortising facility priced at L+300 bps for debt repayment and general corporate purposes

**Lease Deal Table**

★ = New

📅 = Updated

✓ = For full analysis see Marine Money's Asia Edition

Lessee	Lessor(s)/Advisor(s)	Amount (US\$ M)	Structure / Pricing / Comments
Ship Finance International	Golden Ocean	\$160	Cancelled sale-lease-back with GOGL for 2 x capesize newbuildings
Overseas Shipholding Group		\$64.50	Sale and bareboat back of 2008 built Aframax tanker (Everglades) for 12 years with purchase options
Overseas Shipholding Group		\$65.60	Sale and bareboat back of 2008 built LR1 product carrier (Palawan) for 12 years with purchase options
✓ Dong Fang International Investment Limited	DCM Deutsche Capital Management, arranged by DVB Bank	Undisclosed	Sale and manage-back of a fleet of 38,983 CEU of containers
China Huaneng Group	ICBC Leasing	About \$420	Sale and leaseback of 6x Supramax bulkers for 10 years
Berlian Laju Tankers	Jointly by DnB NOR Markets and R.S. Platou Finans	\$107.75	Sale leaseback for 2x chemical tankers for 12 years
Odfjell Group	nabCapital (National Australia Bank Limited) , MDT	\$84.50	Sale-leaseback of Bow Sky.11 year operating lease using UK cross border lease.
Pemex	Blue Marine/ ICP Capital	\$121	Sale and leaseback of 2x 40,000 dwt product tankers for 10 yrs with purchase options at end
✓ Woo Min Shipping	ABG Sundal Collier ASA	\$88	Sale and leaseback for 3x chemical tankers for 8 years
Golden Ocean Group	Undisclosed	\$65.30	10 yr sale and bareboatback of Q3 2009 newbuilding delivery; \$21,975/day, fixed price purchase option in 3 yrs and every year after until contract matures; \$40m option in 10 yrs

## Jefferies – High-Yield Shipping Bonds

	Offer Price	YTW	STW	Maturity	Ratings	Call Date	Call Price
<b>SHIPPING</b>							
<b>CMA CGM (CMACG)</b>							
5.5% Sr Unsecured due '12	50.000	31.09%	2,943	05/16/12	– / BB-	any time	MW+50
7.25% Sr Unsecured due '13	46.458	32.15%	3,059	02/01/13	– / BB-	02/01/10	103.625
<b>Great Lakes Dredge&amp;Dock (GREATL)</b>							
7.75% Senior Notes due '13	86.000	11.62%	985	12/15/13	Caa1 / B-	03/23/09	103.875
<b>Excel Maritime (EXM)</b>							
1.875% Sr Unsecured due '27	24.250	31.24%	2,930	10/15/27	– / –	10/22/14	100.000
<b>Horizon Lines (HRZ)</b>							
4.25% Sr Unsecured due '12	49.250	28.01%	2,656	08/15/12	Caa1 / B-		
<b>Navios Maritime (BULK)</b>							
9.5% Senior Notes due '14	64.000	20.32%	1,835	12/15/14	B3 / B+	12/15/10	104.750
<b>Royal Caribbean Lines (RCL)</b>							
8% Sr Unsecured due '10	84.200	23.50%	2,278	05/15/10	Ba2 / BB		
8.75% Sr Unsecured due '11	79.000	22.70%	2,175	02/02/11	Ba2 / BB		
7% Sr Unsecured due '13	62.500	20.50%	1,885	06/15/13	Ba2 / BB		
6.875% Sr Unsecured due '13	60.500	20.12%	1,836	12/01/13	Ba2 / BB		
5.625% Sr Unsecured due '14	48.000	25.17%	2,303	01/27/14	Ba2 / BB		
7.25% Sr Unsecured due '16	52.000	20.01%	1,776	06/15/16	Ba2 / BB		
7.25% Sr Unsecured due '18	54.000	17.58%	1,500	03/15/18	Ba2 / BB		
7.5% Sr Unsecured due '27	52.183	15.32%	1,222	10/15/27	Ba2 / BB		
<b>Ship Finance International Ltd. (SHIPFI)</b>							
8.5% Senior Notes due '13	76.500	15.62%	1,384	12/15/13	B1 / B+	03/23/09	104.250
<b>Stena AB (STENA)</b>							
7.5% Sr Unsecured due '13	77.000	14.41%	1,266	11/01/13	Ba2 / BB+	11/01/09	102.500
7% Sr Unsecured due '16	73.000	12.53%	1,019	12/01/16	Ba2 / BB+	12/01/09	103.500
6.125% Sr Unsecured due '17	55.000	16.49%	1,369	02/01/17	Ba2 / BB+	any time	MW+50
5.875% Sr Unsecured due '19	50.000	16.14%	1,313	02/01/19	Ba2 / BB+	any time	MW+50
<b>Trailer Bridge (TRBR)</b>							
9.25% Sr Secured due '11	82.000	17.85%	1,661	11/15/11	B3 / B-	03/23/09	104.625
<b>Ultrapetrol Limited (ULTR)</b>							
9% 1St Mortgage due '14	66.000	18.94%	1,698	11/24/14	B2 / B	11/24/09	104.500

**Jefferies – High-Yield Shipping Bonds continued**

	Offer Price	YTW	STW	Maturity	Ratings	Call Date	Call Price
<b>TANKERS</b>							
<b>Berlian Laju Tanker</b>							
7.5% Senior Notes due '14	28.000	43.16%	4,130	05/15/14	– / CCC+	05/15/12	103.750
<b>Golden State Petro (GOLDEN)</b>							
8.04% 1St Mortgage due '19	108.300	6.87%	413	02/01/19	Baa2 / BBB	any time	MW+37.5
<b>Overseas Shipholding Group (OSG)</b>							
8.75% Sr Unsecured due '13	90.000	11.52%	976	12/01/13	Ba1 / BB	any time	MW
7.5% Sr Unsecured due '24	68.000	12.20%	925	02/15/24	Ba1 / BB	NC	NC
<b>Titan Petrochemicals (TITAN)</b>							
8.5% Senior Notes due '12	25.000	72.18%	7,083	03/18/12	Caa2 / CCC+	any time	MW+100
<b>Teekay Shipping (TK)</b>							
8.875% Senior Notes due '11	86.000	16.14%	1,502	07/15/11	B1 / BB	any time	MW+50
<b>US Shipping Partners (USS)</b>							
13% Sr Secured due '14	20.000	74.44%	7,253	08/15/14	C / NR	02/15/11	106.500

**Marine Money** is the premier provider of maritime finance transactional information and maritime deal analysis. Relied upon by shipowners, financiers, investors, ship managers, brokers, lawyers and accountants for the past 20 years, **Marine Money International** through its publications, studies and conferences has bridged the gap between shipowners and the international capital markets. Our goal is to make you money, save you money and provide access to investment opportunities and the most cost efficient sources of global capital.

## PUBLICATIONS

Annual subscription to **Marine Money** includes:

1. **Marine Money Magazine** (8 magazine issues per year, including the annual Awards Issue, the Rankings of publicly traded shipping companies, the definitive Debt Finance report, the world's most complete ship finance directory of capital providers, plus a year end CD compiling a year's worth of **Marine Money** conference presentations – an invaluable resource.)
2. Access to **Marine Money's Archive** via [www.marinemoney.com](http://www.marinemoney.com)
3. **Marine Money Freshly Minted Weekly** (published electronically every week)
4. **Marine Money Asia Edition** (published electronically bi-weekly)
5. Discounted delegate fee on ALL **Marine Money Events**

One Year: US\$1,490, Two Years: \$2,286 Three Years: \$2,883

(Outside North America, please add \$200 postage for express hand delivery service.)

(Connecticut Residents please add 6% Sales tax.)

Through our publications: **Marine Money Magazine**, **Marine Money Asia** (our bi-weekly internet newsletter focused on Asia), and **Marine Money Freshly Minted** (our weekly news letter focused on Europe and North America), we give you in-depth analysis of the latest deals, including structures, pricing and financing techniques used as well as details on the lenders, principals and investors involved. From single ship transactions to capital markets financing, we at **Marine Money** are in the market every day learning everything we can for our readers who are interested in capital formation for the maritime transportation industry.

## CONSULTING SERVICES

**Marine Money** has extensive experience representing both shipowners and providers of capital in vessel financing transactions. From major consulting projects for Governments and NGOs, to advising on optimal financial structures to writing the industry portion of public prospectus, **Marine Money**, its extensive transaction database and the knowledge and experience of its editorial and research team deliver value.

**MARINE MONEY FORUMS AND CONFERENCES**

As the premier provider of ship finance news, data and analysis, Marine Money hosts the world's most important ship finance forums and conferences. Whether we are in New York, Tokyo, Greece, Singapore, Oslo or anywhere else where the formation of capital for shipping is taking place, Marine Money conferences provide the most educational and best networking opportunities available in the industry.



February 25-26	8th Ann. German Ship Finance Forum	Hamburg
March 4	5th Ann. Gulf Ship Finance Forum	Dubai
March 25	2nd Ann. Hong Kong Ship Finance & Investment Forum	Hong Kong
April 30	6th Ann. Istanbul Ship Finance Forum	Istanbul
May 26	4th Ann. Japan Ship Finance Forum	Tokyo
June 11	11th Ann. Norway Ship & Offshore Finance Forum	Oslo
June 23-25	22nd Ann. Marine Money Week	New York City
September 22	2nd Ann. Super Yacht Finance Forum	Monaco
September TBA	8th Ann. Marine Money Week Asia	Singapore
October 15	10th Ann. Marine Finance Forum—Americas	New York City
October TBA	11th Ann. Greek Ship Finance Forum	Athens
November TBA	3rd Ann. Dublin Ship Finance & Investment Forum	Dublin
November TBA	3rd Ann. Korea Ship Finance Forum	Seoul
November TBA	6th Ann. Marine Finance Forum—Latin America	Miami

**FOR MORE INFORMATION PLEASE CONTACT:**

**Marine Money International**

Phone: +1.203.406.0106

Email: [conferences@marinemoney.com](mailto:conferences@marinemoney.com)

Fax: +1.203.406.0110

Web: [www.marinemoney.com](http://www.marinemoney.com)

# MARINE MONEY SUBSCRIPTION FORM

INTERNATIONAL

Annual subscription to Marine Money includes:

1. Marine Money Magazine (8 issues per year plus a year end DVD)
2. Access to Marine Money's Archive
3. Marine Money Freshly Minted Weekly (published electronically every week)
- NEW!** 4. Marine Money Asia Edition (published electronically bi-weekly)
5. Discounted delegate fee on ALL Marine Money Events

One Year: \$1,490       Two Years: \$2,533       Three Years: \$3,576

*(Outside North America, please add \$200 postage per year for express hand delivery service.)*

*(Connecticut Residents please add 6% Sales tax to Marine Money Magazine and Marine Money Online.)*

Subscription commencement date: \_\_\_\_\_

Mrs./Ms./Mr./Dr./Capt. \_\_\_\_\_  
*First Name Last Name*

Company \_\_\_\_\_ Job Position \_\_\_\_\_

Address \_\_\_\_\_

*International subscribers must provide a street mailing/delivery address as the magazine is delivered by hand via a courier service to the subscriber's door.*

City \_\_\_\_\_ Region/State \_\_\_\_\_ Postal/Zip \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Credit Card # \_\_\_\_\_  Amex     MasterCard     Visa     Diners Club

Credit card security code – 3 or 4 digit number located on the back of card \_\_\_\_\_

Signature \_\_\_\_\_ Expiration \_\_\_\_\_

### **3 easy ways to process your subscription...**

**FAX** your completed form to +1 (203) 406-0110. We will acknowledge your fax with an invoice.

**PHONE** +1 (203) 406-0106. We accept American Express, Master Card, Visa and Diner Club.

**MAIL** your completed form, along with a check in US dollars drawn on a bank with a US branch, to:  
International Marketing Strategies, Inc., One Stamford Landing, Suite 214, 62 Southfield Avenue, Stamford, CT 06902 USA  
Please make checks payable to International Marketing Strategies, Inc. in US dollars drawn on a bank with a US branch.

**Email: [info@marinemoney.com](mailto:info@marinemoney.com)**