

Newport Shipping Group



- Newport Shipping UK LLP is a UK-domiciled company providing comprehensive drydocking services encompassing:
 - **Ship repair** works
 - Purchase and timely delivery of owners extras (spare parts, paint supply)
 - Specialist works (e.g. shaft, propeller turbocharger etc.), and
 - **Equipment retrofits** e.g. Exhaust Gas Cleaning Systems (**scrubbers**) and Ballast Water Treatment Systems (**BWTS**)
 - Conversions

- We operate through a strategic network of **12 shipyards with 28 docks** capable of handling all vessel sizes and approx. **2,100 slots annually** across the **Atlantic and Pacific** trading zones.

- We **ease** shipowner **operating costs** with **one single invoice** encompassing drydock works, paint supply, spare parts and also retrofits (e.g. Ballast Water Treatment Systems and Scrubber Systems) on **deferred payment scheme**.

Company Timeline

1971

Original shipyard purchased by founding members with experience in shipbuilding, ship repairs and conversion.

2011

Newport Shipping UK LLP established.

2013

Established Subsidiary Ecoships Gemi Isletmeciligi AS which managed 4 bulkers and 4 small chemical tankers as an investment project.

Full technical and commercial management of shipyard in Turkey with more than 600 delivered repair and conversion projects executed.

2016

Existing management decided to expand the ship repair and conversion business worldwide and starting opening global offices in main shipping hubs.

2018

Global offices in Istanbul, Athens, London, New York, Singapore, Shanghai & Oslo. Corporate agreements with 8 shipyards in China, Singapore & Indonesia signed, as well as cooperation agreements with market leading engineering companies; Harris-PYE and Goltens. Initial scrubber contract signed with Weihai PUYI Environmental Technology.

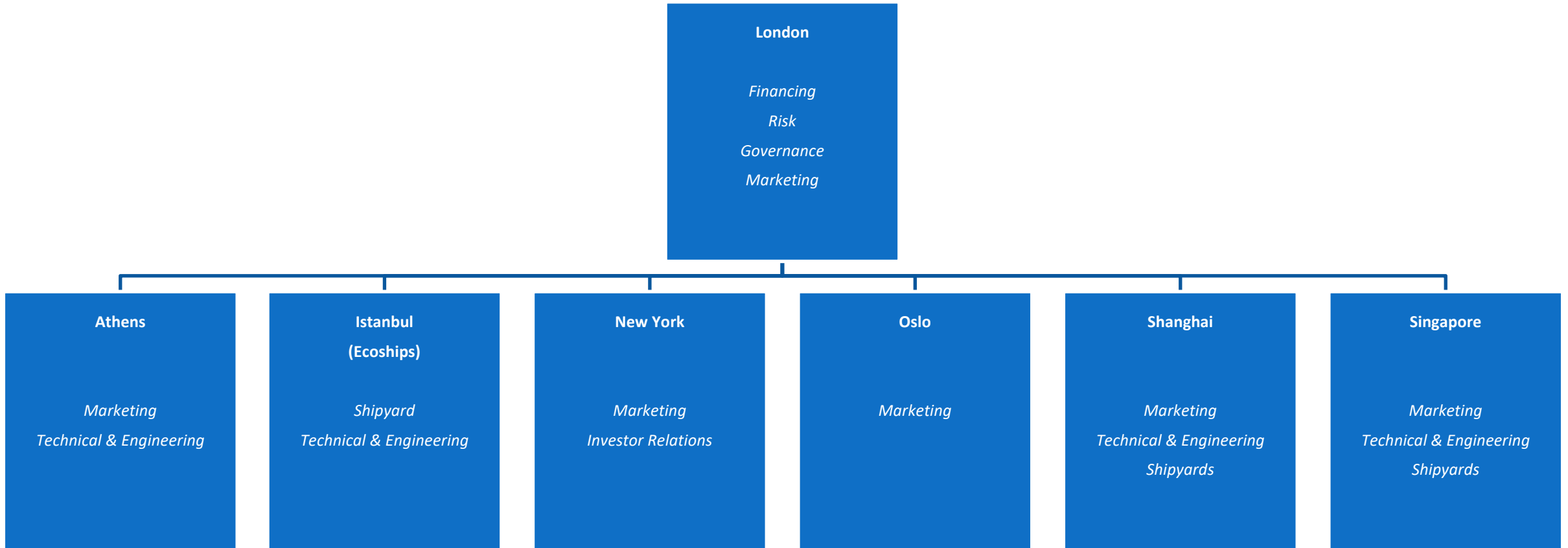
2019

Additional cooperation agreement signed with scrubber manufacturer; Clean Marine.

Newport enters the scrubber market making significant strides as IMO 2020 looms with 1st contracts signed and strong pipeline generated during 1Q19.



Organisational Chart

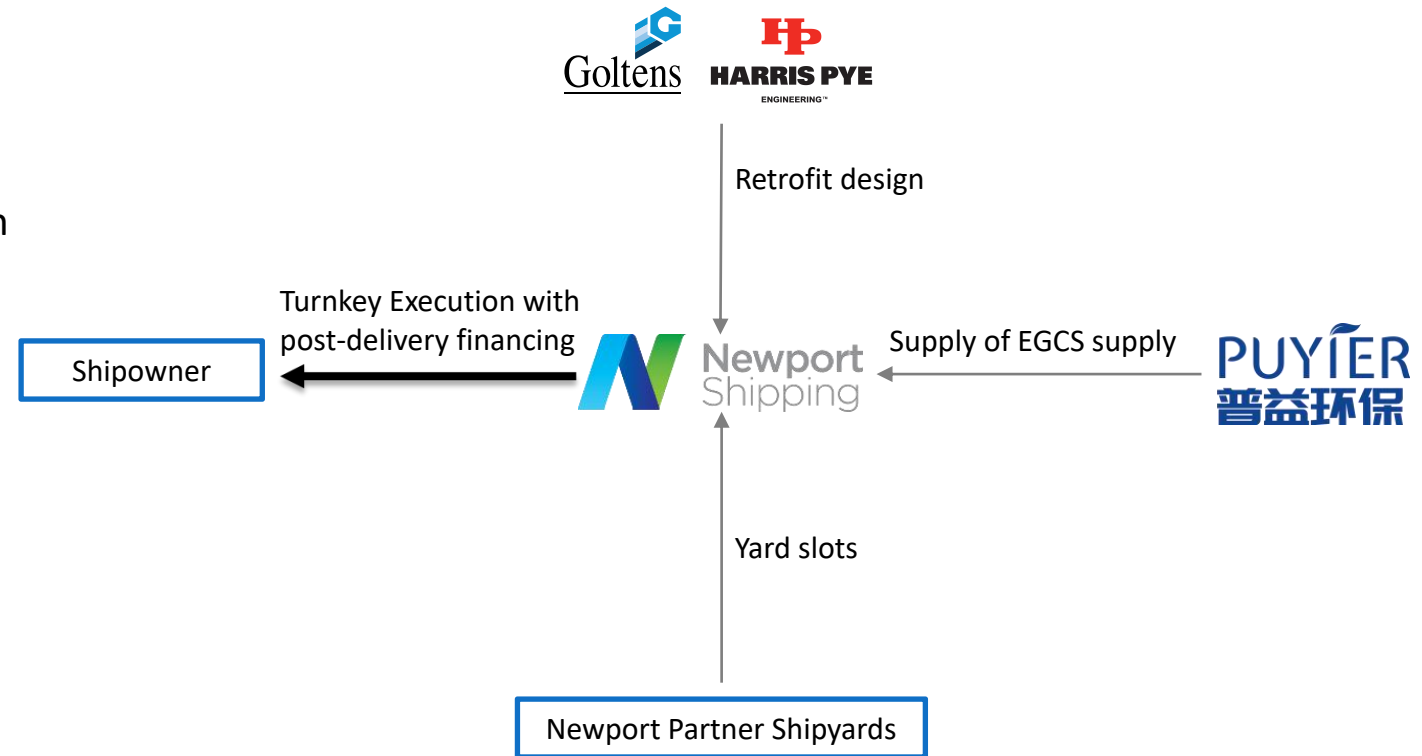


- Newport Shipping has a global network of shipyards in joint ventures and cooperation agreements:
 - 12-shipyards with 28-docks capable of handling 2,100 repairs annually
 - +40 years experience handling vessel repair services
 - Strategically positioned within the lower cost regions in the Atlantic and Pacific zones
 - Reputable shipyards capable of handling all vessel classes and sizes

Yard			Facilities		
	CICEK SHIPYARD		Drydock	200m x 37.5m	Wharfage Total 410m
	PAXOCEAN SINGAPORE		Floating Dock #1	122m x 22.8m	Wharfage Total 900m
			Floating Dock #2	195m x 34.7m	
			Floating Dock #3	187m x 36.5m	
	PAXOCEAN PERTAMA		Floating Dock #1	235m x 40m	Wharfage Total 2,400m
			Floating Dock #2	186m x 36.4m	
	PAXOCEAN ZHOUSHAN		Drydock #1	400m x 106m	Wharfage Total 576m
			Drydock #2	380m x 80m	
	CSIC TIANJIN XINGANG		Drydock #1	520m x 120m	Wharfage Total 3,900m
			Drydock #2	440m x 80m	
 GUANGZHOU WENCHONG SHIPYARD CO. LTD	CSSC WENCHONG		Drydock #1	360m x 65m	Wharfage Total 460m
			Drydock #2	431m x 74m	
	FUJIAN HUADONG		Drydock #1	295m x 50m	Wharfage Total 1,300m
			Drydock #2	375m x 72m	
			Drydock #3	245m x 42m	
	ZHOUSHAN LONGSHAN		Drydock #1	235m x 40m	Wharfage Total 840m
			Drydock #2	310m x 50m	
	HUAFENG SHIPYARD		Drydock #1	405m x 68m	Wharfage Total 1,520m
			Drydock #2	275m x 45m	
	DRYDOCKS WORLD DUBAI		Drydock #1	366m x 66m	Wharfage Total 3,700m
			Drydock #2	521m x 100m	
			Drydock #3	411m x 80m	
			Floating Dock #1	205m x 34m	
	ASRY (Arab Shipbuilding & Repair Yard)		Drydock #1	375m x 75m	Wharfage Total 5,000m
			Floating Dock #1	252m x 44m	
			Floating Dock #2	227m x 40m	
	OMAN DRYDOCK COMPANY		Drydock #1	410m x 95m	Wharfage Total 2,800m
			Drydock #2	410m x 80m	

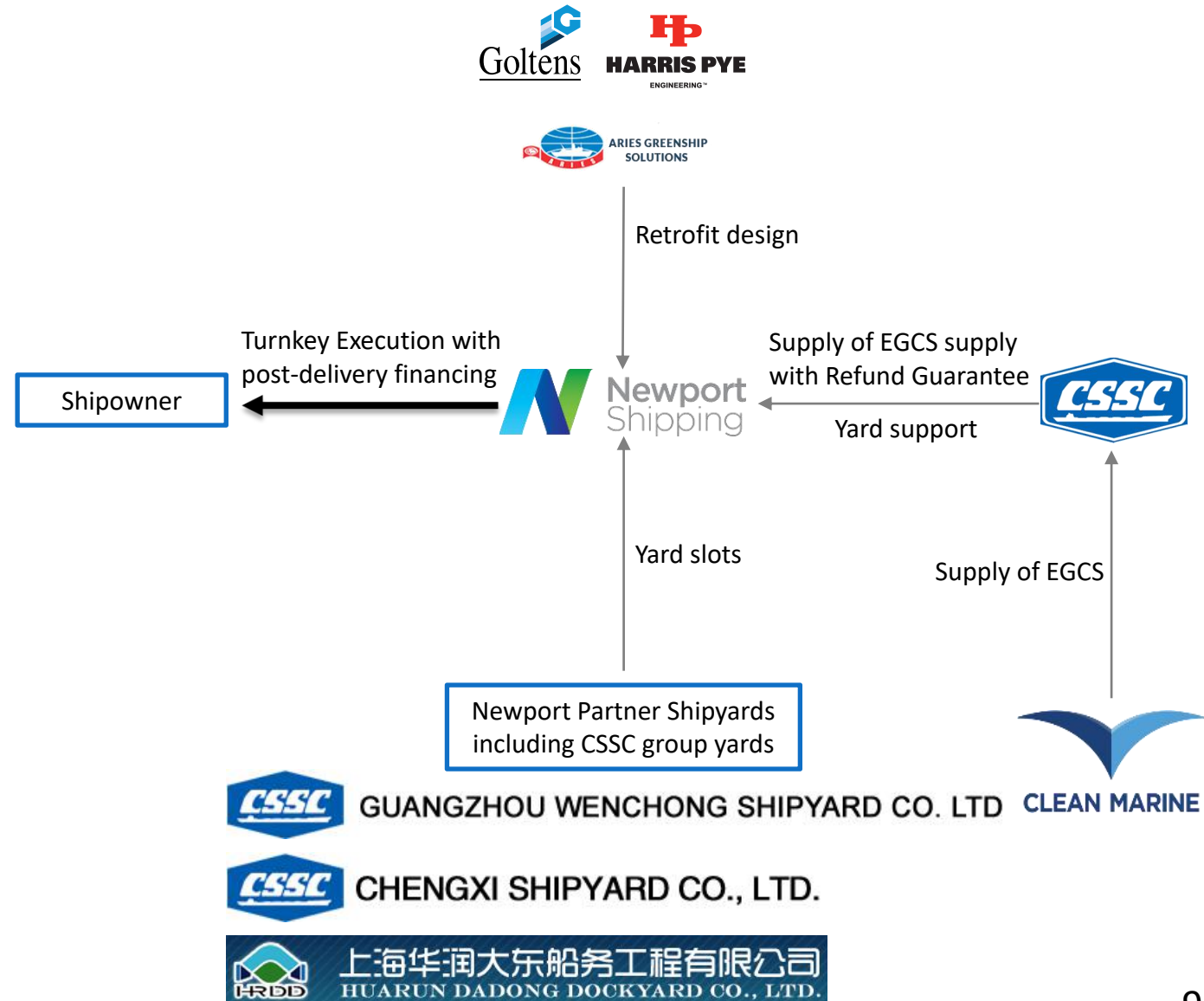
Advance position with PUYIER

- **PUYI** is the first ship's desulfurization equipment manufacturer in Asia specialised in ship's desulfurization equipment, energy saving & emission reduction equipment products of heavy fuel oil, and equipment products of the ground-based facility desulfurization equipment.
- Newport Shipping has taken an advance position with PUYIER with *guaranteed lead time* for scrubbers;
 - 8-months for open type
 - 9-months for hybrid type
- Packaged or independently as part of Newport's *turnkey scrubber retrofit with financing* solution



Strategic cooperation with **CLEAN MARINE & CSTC**

- Cooperation with **Clean Marine** and **China Shipbuilding Trading** provides shipowners with turnkey scrubber execution solutions ahead of 2020 with attractive deferred payments
- Turnkey services: equipment procurement, 3D scanning, class and detailed engineering and retrofit works at shipyard OR in service with riding squad thru partners Harris-Pye and Goltens
- Timeline: 9-month scrubber lead time from order to delivery at shipyard
- Deferred payment plan; 30% due at contract signing and 10% at retrofit completion. Remaining 60% payable over 18-monthly instalments following vessel re-delivery
- Guaranteed retrofit slot availability to complete retrofits in 2nd half 2019 at partner shipyards at Atlantic and Pacific including renowned CSSC Group shipyards CSSC Chengxi, CSSC Wenchong and Huarun Dadong Dockyard (HRDD)



Scrubber Retrofits: Newport Execution with Financing

- Newport Shipping provides shipowners with *turnkey* scrubber execution solutions ahead of 2020 with attractive *deferred payments*
- Comprehensive works: equipment procurement, 3D scanning, class and detailed engineering and retrofit works at *shipyard* OR by *riding squads*
- Timeline: *8-month scrubber lead time* from order to delivery at shipyard
- Deferred payment plan; 30% due at contract signing and 10% at retrofit completion. Remaining *60%* payable over *18-monthly instalments* following vessel re-delivery
- *Guaranteed retrofit slot availability* to complete retrofits in *2nd half 2019* at partner shipyards at Atlantic and Pacific
- Shipowners receive *immediate earnings uplift* from subsequent vessel operations

- All **maintenance expenses** under one invoice
- 60% of expenses **deferred** until after vessel has left the yard
- Payments **offset** by subsequent vessel earnings
- Sample \$650,000 maintenance budget with majority of expenses paid by **subsequent vessel operations** for as low as **\$1,100/day**

Example maintenance budget	5-year old, 52,000dwt Bulk Carrier	
Drydock Expenses		USD 300,000.00
Owners Extras (e.g. Spare parts, Paint Supply etc.)		USD 110,000.00
Specialist Works (e.g. Shaft and Propeller, Turbocharger etc.)		USD 40,000.00
BWTS Retrofit		<u>USD 200,000.00</u>
Total Maintenance Costs		USD 650,000.00
Flexible payment terms		
Due prior to vessel re-delivery	40%	USD 260,000.00
Subsequent monthly payments	12x	USD 32,500.00

Approx. \$1,100/ day

- *STRATEGIC NETWORK*

- Exclusive global network serves as a **one-stop drydocking solution** for all vessel types and fleet sizes with advance visibility of drydocking slots

- *PAYMENT DEFFERAL PLAN*

- First-in-the-world **drydock payment financing** option deferring 60% of drydocking costs up to 18-months

- *ALL-IN-ONE INVOICE*

- **One single invoice** encompassing drydock works, paint supply, spare parts and also retrofits (e.g. Ballast Water Treatment Systems and Scrubber Systems)

12 *Shipyards*

28 *Docks*

2,100 *Annual Slots*

London Headquarters

8-9 Northumberland Street
London WC2N 5DA, United
Kingdom

Phone : +44 207 099 5252
london@newportshipping.com

Istanbul Office

FSM Mahallesi Poligon Cad. Buyaka
2 Sitesi 1.
Blok Kat:11 No: 42 Umraniye
Istanbul, Turkey

Phone : +90 216 290 77 10
istanbul@newportshipping.com

Athens Office

Christoforou Nezer 21 str.
Glyfada 16674
Athens, Greece

Phone : +30 210 220 9199
athens@newportshipping.com

Oslo Office

2nd Floor, Filipstad Brygge 1
0252 OsloPostboks 1433 Vika
0115 Oslo, Norway

Phone : +47 99506658
oslo@newportshipping.com

New York Office

1140 Avenue of the Americas,
9th Floor, New York, NY 10036
United States of America

Phone : +1 646 380 6626
newyork@newportshipping.com

Singapore Office

1 Harbourfront Avenue
#13-03 Keppel Bay Tower
Singapore 098632

Phone : +65 6208 8861
singapore@newportshipping.com

Shanghai Office

Room 158, 15F, HSBC Building, Shanghai ifc
8 Century Avenue, Pudong
Shanghai 200120, China

Phone : +86 21 3319 5106
shanghai@newportshipping.com