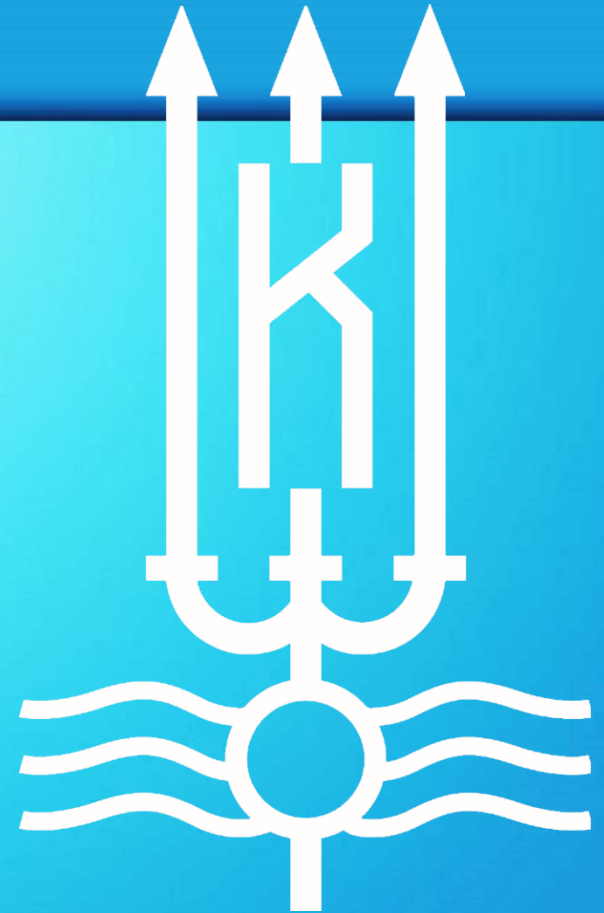


ELKCO MARINE

Group of Companies

**Business Consulting &
Financial Advisory**



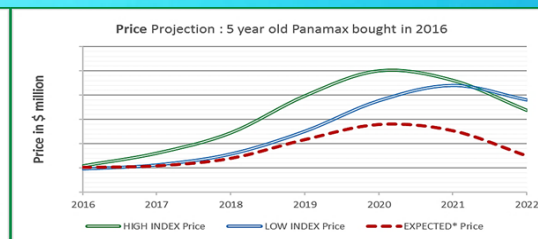
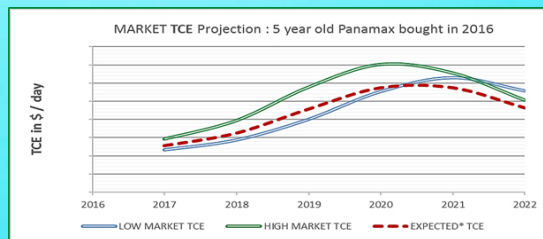


Business Consulting

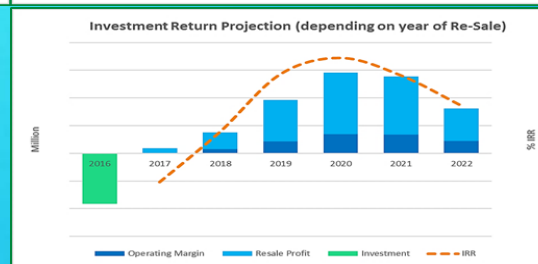
Business Planning / Market Forecasting / Vessel Selection and Evaluations

Business structuring

- Company Registration
- Articles of Incorporation
- By-Laws
- Shareholder Agreement



Income (Charter Rate) ↗
 Market Value ↗
 Net Cash Flow Projection and IRR (depending on EXIT timing) →



➤ For every Particular Vessel under consideration

IRIDA, a Market Simulation and Forecasting Tool for use in the Shipping Industry (Charter Rate and Price projections).

The distinguishing feature is that Supply projections are generated by the Model based on Demand Projections (Input Scenarios) and the Market Reactions in the past (thereby ensuring compatibility between Demand, Supply and Equilibrium Market level, which is not maintained when projecting Supply independently). Market Equilibrium levels are determined algorithmically.

In Association with :

Panos Mantzaris
Investment Advisor / Consultant
Electrical-Mechanical Engineer, Naval Architect (NTUA)
MSc. Shipping and Shipbuilding Management (MIT)

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Financial Advisory

- ❑ Intermediation with **Banks** and **Funds** to
 - USA – Estia Business Group and their network of contacts + several others
 - Norway – Lorentzen & Stemoco + others
 - UK – OSI Group + others
 - FE – Chinese Leasing houses and Banks, Singapore, Malaysia
 - ME – Banks, Funds and Individual Investors
 - Arrange Financing and
 - Raise Equity
- (we have a **network of contacts**)

INDICATIVELY

- ✓ Competitive Bank Financing for Second Hand Purchases (up to 65% of Price, abt. 8% Interest Rate for qualifying small to medium sized companies, *March 2018)
- ✓ Competitive Bank Financing and Leasing for Newbuildings in China (qualifying medium to larger sized companies, 75 – 80% Financing at 3% to 4.25% over LIBOR and “Chinese” Leasing *March 2018)
- ✓ Equity and Structured Finance solutions for qualifying companies (preferred shares, subordinated debt, plain equity *Consulting Services offered).