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INSIDE

The Week in Review

Asset-Light Niche Player Times the Market

Following quickly on the heels on a multitude of successful follow-on offerings and the **Safe Bulker** IPO, **Britannia Bulk Holdings, Inc.** has decided to test the waters here in New York with its IPO. Led by **Goldman Sachs** and **Banc of America Securities** together with the support of **Dahlman Rose** and **Oppenheimer**, the company is selling 8,333,333 shares at a price range of $17 to $19 and is seeking a listing on the NYSE. The proceeds of this primary offering will be used to de-leverage the balance sheet giving the company access to additional capital resources to grow the company. Management will retain an approximate 70% interest in the company. The terms of the offering are summarized in the Guts of the Deal table contained herein.

In reviewing Britannia Bulk's initial public offering of shares we are grateful to the SEC, who insisted on it, and a friend who tipped us off to http://www.retailroadshow.com. This website is the great equalizer affording individuals the

Guts Of the Deal

Issuer	Britannia Bulk Holdings Inc.
Number of Shares	8,333,333
% of Total O/S Shares	30.89%
Offering Price Range	$17 - $19
Deal Size - Midpoint	$150,000,000
With Over-Allotment	$172,500,000
Primary Shares	All
Secondary Shares	None
Dividend Policy	Up to 30% quarterly net income
Dilution	$9.09
Lock-up	180 days
Use of Proceeds	Repayment of exisiing indebtedness and general corporate purposes
Credit Facility	Term Loan Facility of up to $170 million
Banks	Lloyds TSB & Nordea Bank Denmark A/S
Cost of Debt	LIBOR + 1.75%
Term	5 Years
Amortization	20 consecutive quarterly installments from drawdown
Covenants	FMV/Debt, Minimum Cash, Minimum EBITDA/Net Interest Expense & Equity Ratio
Existing Fleet - Owned	3 x Panamax, 7 x Handymax, 2 x Handysize, 5 x Barges, 4 x Tugs
Average Age	22.5 years
Newbuildings on Order	6 x Panamax
Management Company	Svendborg Ship Management A/S - wholly owned subsidiary
Annual EBITDA	$89.3 in 2007
Investment Banks	Goldman Sachs, Banc Of America Securities, Dahlman Rose Oppenheimer
Issuer's Counsel	Vinson & Elkins, Reeder & Simpson and Bedell Cristin
Underwriter's Counsel	Davis Polk & Wardwell
Accountants	Grant Thornton
Incorporation	Marshall Islands
Industry Information	Drewry Shipping Consultants Ltd.
Stock Exchange	NYSE
Ticker	DWT

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same treatment as institutions. Like the big boys, we, too, were able to see Britannia Bulk's management concisely and clearly present the rationale for investing in the company from both a commercial and financial perspective. In addition, it gives the investor an opportunity to assess management and is a great complement to the prospectus. Mr. **Arvid Tage**, Britannia's CEO, gave the business overview with Ms. **Fariyal Khanbabi**, the CFO, doing the numbers. If you do not have this website bookmarked, do so immediately.

Founded in 2004, Britannia is an international provider of bulk shipping and maritime logistics services with a leading market position in the transportation of dry bulk commodities, particularly coal, in and out of the Baltic region. The company's current owned fleet consists of 22 vessels, including 13 dry bulk vessels, of which 5 are ice class, five ocean-going ice-class barges and four ice-class tugs. Ice-class vessels are those that have been specifically constructed and certified for transportation in icy conditions, which are a particular feature of the Baltic region for approximately half the year. In addition, the company has on order six Panamax ice-class dry bulk vessels, which are scheduled to be delivered between June 2009 and September 2010. Upon delivery of the newbuildings, Britannia's owned fleet capacity will increase by approximately 72% to 1.1 million dwt.

To complement the owned fleet, and as part of the asset-light strategy, the company, as of March 31st, chartered-in and had under their control an additional 45 vessels, of which 11 were ice-class, totaling an additional 2.2 million dwt of cargo capacity. In addition to the growth attributable to the strong overall dry bulk demand, revenues from the chartered-in tonnage have increased significantly as a consequence of an expanded fleet, broker network and customer base. It is the chartered-in fleet, which adds the flexibility to the model, differentiates the company from its dry bulk peers and allows the company to capitalize on profitable opportunities.

Marine Money "Fair Value" Table for Shipping Equities

Company	Price*	NAV	P/NAV	Marine Money's "Fair Value"**	Difference from Actual Price
B+H Ocean Carriers	$10.86	25.87	42%	$20.69	$9.83
Global Oceanic Carriers	£1.31	2.99	44%	$2.39	£1.08
Aries Maritime Transport	$5.35	10.46	51%	$8.37	$3.02
d'Amico International Shipping	€2.38	4.21	56%	$3.37	€0.99
Overseas Shipholding Group	$76.81	117.28	65%	$93.81	$17.00
Tsakos Energy Navigation	$36.14	54.42	66%	$43.53	$7.39
Teekay Shipping	$44.41	66.46	67%	$53.16	$8.75
TORM	$32.84	47.52	69%	$38.01	$5.17
Double Hull Tankers	$10.00	13.24	76%	$10.59	$0.59
General Maritime	$25.14	32.75	77%	$26.19	$1.05
Danaos Corporation	$23.53	30.00	78%	$24.00	$0.47
Globus Maritime	£4.56	5.86	78%	$4.69	£0.13
Ship Finance International Ltd.	$29.41	37.55	78%	$30.03	$0.62
Eagle Bulk Shipping	$28.53	36.50	78%	$29.19	$0.66
Excel Maritime	$40.81	50.83	80%	$40.66	-$0.15
StealthGas	$15.22	18.30	83%	$14.64	-$0.58
Arlington Tankers	$22.71	26.59	85%	$21.27	-$1.44
Hellenic Carriers	£2.37	2.72	87%	$2.17	-£0.20
Goldenport Holdings	£3.82	4.29	89%	$3.43	-£0.39
Genco Shipping & Trading	$57.36	60.10	95%	$48.07	-$9.29
DryShips	$77.44	77.23	100%	$61.77	-$15.67
Nordic American Tanker Shipping Ltd.	$35.36	34.56	102%	$27.64	-$7.72
Diana Shipping	$30.17	27.07	111%	$21.65	-$8.52
Omega Navigation	$17.58	15.18	116%	$12.14	-$5.44
Knightsbridge Tankers Ltd.	$32.30	26.30	123%	$21.04	-$11.26
		Average:	**80%**		

**Price data current as of closing on June 11, 2008*
***Based on current average P/NAV*
Compiled based on Jefferies & Company, Inc. Energy Group Estimates, Marine Money Research, Company information

Flexibility is a recurring theme in the company's business model. The tug and barges allow them to serve ports that are too small or otherwise incapable of accommodating traditional vessels. A significant portion of Britannia's revenues are derived from the short-haul transportation of coal, fertilizer, scrap metals, iron ore, grain and other bulk cargoes from ports in the Baltic region to northern and western Europe. However, the company also moves cargoes from the Baltic region on long-haul routes to India, Brazil and Argentina and across Southeast Asian routes from India to China and from Australia to India.

The chartered-in fleet provides critical mass to the fleet giving the company the flexibility to enter into COAs, which provide stable and predictable cash flows in the near to medium term. Fixed and recurring revenues from COAs and time charters out represent approximately 60% of total revenue historically. The company is also highly active in the spot market where certain commodities and routes preclude term employment.

Key customers include **Corus**, **Glencore International**, **Siberian Coal Energy Company** and **Weglokoks** and as the company has diversified their cargoes, they have added, **BHP Billiton**, **Peabody Energy** and **Rio Tinto**. These companies are generally the counterparties to the COA business.

The company also provides maritime logistics services. These services include port modification, fendering, lightering, dredging of berths to accommodate larger vessels, maximizing vessel throughput in ports, provision of floating cranes and self-discharging equipment. This business enhances the company's profitability, while adding value and depth to the services they provide resulting in stronger relationships with their customers.

To fully understand and appreciate the company, one needs to understand the complexity of operating in the Baltic region, which is icebound from December to May. Trading in this region requires special vessels and the expertise to navigate these routes. The trade

Cash Flow Multiples by Vessel Type

			EBITDA Multiple			
Ship Type	**Sub-type***	**Charterfree Value (US$)**	**Spot**	**1-year TC**	**3-year TC**	**2003-06 Average Spot**
TANKER						
VLCC	Modern 300,000 dwt	$155,000,000	2.7	5.8	7.9	7.1
	Vintage 250-285,000 dwt	$45,000,000	0.9	2.5	-	2.4
Suezmax	Modern 150,000 dwt	$100,000,000	2.1	6.9	7.9	5.7
Aframax	Modern 95-105,000 dwt	$73,000,000	2.2	6.8	8.4	5.7
	Mid-aged 95-105,000 dwt	$60,000,000	1.9	11.5	7.3	5.0
Clean Product	Modern 70-75,000 dwt	$59,000,000	5.4	7.2	7.8	5.5
	Mid-aged 30-35,000 dwt	$37,000,000	3.7	-	-	4.6
Dirty Product	Modern 45-47,000 dwt	$51,500,000	2.5	7.6	7.8	4.9
BULK CARRIERS						
Capesize	Modern 170,000 dwt	$153,000,000	2.3	2.7	4.2	7.1
	Mid-aged 150,000 dwt	$113,000,000	2.0	2.0	3.1	6.5
	Vintage 150,000 dwt	$92,500,000	1.7	4.7	-	5.4
Panamax	Modern 73,000 dwt	$85,500,000	3.4	3.2	4.2	9.3
	Mid-aged 72,000 dwt	$75,000,000	3.0	2.8	3.7	8.4
	Vintage 60,000 dwt	$43,500,000	1.9	2.0	3.4	5.5
Handymax	Modern 45,000 dwt	$71,500,000	3.3	3.9	4.8	8.9
	Mid-aged 42-45,000	$60,500,000	2.8	3.3	4.1	7.7
Handysize	Modern 25-30,000 dwt	$50,000,000	-	3.5	3.5	-
	Mid-aged 25-30,000 dwt	$44,500,000	-	3.2	3.2	-
CONTAINER**						
	Mid-aged 3,500 teu	$50,300,000	5.1	-	-	6.2

**The ship Sub-type is associated with the charterfree market value of the vessel; all corresponding rate data is chosen using a "best fit" method.*
*** Average spot is 2001-2006*
Data for ship values and market rates is sourced from Clarkson Research Studies.

Value Proposition in Dry Bulk

Typical Dry Bulk	Britannia Value Add
Asset Owner	Movement of cargo
T/C & forget	On-going customer relationship and focus
Rate focused	Reliability & flexibility
Growth dependent on capital investment	Flexible chartered-in operating fleet

routes are shorter, with complexity creating the demand for COAs. The smaller and restricted ports require superior logistical capability and responsiveness. Britannia's diversified fleet size and its local highly experienced ship manager in this highly regulated region also give it an edge. In fact, the company believes, that as a result of all these factors and its close customer relationships, it has a competitive advantage and a defensible market position in this niche.

Coal is the backbone of the Baltic region as a consequence of its long history of coal mining, its low cost as a power source and the European trend to coal-fired power stations. It should therefore come as no surprise that coal is the company's core commodity. Recently, however, the company has diversified its revenues and customer base by expanding into the fertilizer and agri-products sectors, which now account for 30% of its business in the latest period. In fact, in 2006, Britannia was a coal story with 81% of its revenues derived from coal. Today it is far more balanced with coal representing 40% of its business.

The company's model begins with the basic premise that critical mass is necessary to attract customers and maintain a high level of efficiency of fleet operation. The company believes it has achieved major economies of scale in both the Panamax and Handymax sectors. Nevertheless, the company intends to grow its owned fleet in a disciplined conservative manner. However, the major constituent of growth will come from the chartered-in fleet, which allows the company to be constantly in the market while giving it the ability to right size the fleet to avoid being burdened by underutilized capacity. A key ingredient to the model is risk management and the company limits itself to chartering-in only on the basis of identified or anticipated demand. With its high visibility into trade flows, the company is positioned to capture profit opportunities. And as mentioned earlier, the asset light model provides flexibility to rationalize capacity in a variety of conditions.

In summary, Arvid Tage, the CEO, outlined what he terms Britannia's value proposition (see chart) in dry bulk versus other U.S. listed family owned companies which utilize the long-term time charter model. While Britannia has many of the features of a typical dry bulk owner, its trade and model have caused them to evolve to better meet their customer's needs.

Ms. Khanbabi's look at the numbers were insightful, but first she provided key financial highlights:

- Track record of profitable growth based upon customer demand and strong rate environment.
- Ability to maximize profit through flexible fleet
- Strong cash flow conversion as a consequence of asset light model
- Commitment to growing dividend commensurate with business growth
- Capital structure provides financial strength and flexibility
- Conservative corporate culture and governance

The chartering element is key to the model as evidenced by the numbers shown below which illustrate the significant upside in the chartered-in fleet. These numbers relate to those vessels not covered by fixed employment and illustrate a meaningful built-in profit.

The chartering model is sustainable and provides better returns on invested capital than "…going long on steel."

Britannia also evidences strong cash flow generation with approximately 70% of revenues currently fixed on either COA or time charter out. This model drives free cash flow, since the company does not spend excessively on capital expenditures or working capital. This gives it the flexibility to pay investors dividends and create value from debt repayment.

The public offering in conjunction with the new competitive debt facility from Lloyds TSB and Nordea creates a strong balance sheet, which provides protection in a cyclical industry and creates value over the long-term. With net debt/LTM EBITDA at 1x, the company has substantial debt capacity to fund acquisitions and re-invest in the business.

Significant Upside in Chartered-in Fleet (000s)

	Panamax	Handymax	Handysize
Current Market Rate	$74.0	$63.0	$42.0
COA	$66.0	$46.0	$31.0
Chartered-in Cost Basis	$48.0	$29.0	$21.0
Average Months	**24.0**	**11.9**	**4.8**

One of the key events in Britannia's history according to Mr. Tage was the issuance of 11% high yield bond in 2006, which enabled the company to expand its owned fleet. As a measure of the progress this company has made in a short period of time, Ms. Khanbabi noted that as a consequence of the re-financing, Britannia's debt cost to capital will decline and cash flow will increase due to the lower interest expense.

An interesting and independent perspective on the transaction comes from Jefferies High Yield Research whose focus is on the credit, which we believe is a critical and inseparable part of any company analysis. In their most recent report they note that the refinancing would enable Britannia to get rid of the restrictive bond covenants that include an excess cash flow sweep of 100% for 2007-2008 and 50% thereafter in addition to the requirement to place all acquired vessels on two-year time charters. The bonds have a 35% equity claw at 112.75% of accreted value and a T+50 call provision for the life of the bonds implying a blended claw/tender price for the bonds of 111.3% at the end of July 2008.

Jefferies also raised its 2008 EBITDA estimate to $176 million from $130 million reflecting a growing chartered-in fleet and increased charter-in margin based on 1st quarter results. 1Q08 EBITDA of $45.5 million exceeded Jefferies forecast of $27 million of which the chartered-in fleet contributed $31.1 million, according to Jefferies estimates. EBITDA covered cash interest expense 8.8x in the quarter. And, finally, Jefferies is projecting the company will generate over $100 million in free cash flow in the balance of the year increasing forecasted cash to $164 million by year-end.

In the world of the public markets, it all comes down to valuation. For those purposes we have, within the constraints of a first time offering, calculated EV/EBITDA multiples for 2007 and 2008 utilizing the midpoint for the share price. For comparative purposes, we selected what we thought were the most similar peers based upon both vessel types and business model. From the perspective of the latter, clearly D/S Norden and Navios are the closest but even they are imperfect as they operate in different sectors than Britannia. The balance of the peers operates mainly similar tonnage, but utilize the time charter model. To complicate matters, we have pulled the relevant data from many of the analysts who cover these companies. Our clear conclusion based upon a cursory review of the data is that the company is trading at a significant discount to its peers based upon the offering price. In fact, the Jefferies analysts "…believe Britannia could command a TEV/EBITDA valuation in the range of 8.0x in equity markets implying a TEV of $1.4 billion based upon our 2008 EBITDA forecast of $175 million.

We wish Britannia a successful launch and will provide further details as the transaction progresses.

Peer Group Analysis

	Source	EV/EBITDA	
		2007	2008
Britannia Bulk		6.9	3.5
D/S Norden	Cantor Fitzgerald	8.2	6.6
Diana Shipping	Cantor Fitzgerald	18.1	9.6
	Dahlman Rose		9.6
	Jefferies	18.8	9.7
	Morgan Stanley	17.2	9.7
Excel Maritime	Cantor Fitzgerald	30.6	9.8
	Dahlman Rose		8.0
	Jefferies	28.1	8.3
	Morgan Stanley	8.0	8.1
Genco Shipping	Cantor Fitzgerald	21.2	8.6
	Dahlman Rose		7.9
	Jefferies	19.4	8.4
	Morgan Stanley	18.1	9.5
Navios Maritime	Cantor Fitzgerald	9.0	8.3
	Dahlman Rose		6.7
Paragon Shipping	Cantor Fitzgerald	31.8	8.0
	Dahlman Rose		6.6
	Morgan Stanley	14.6	7.2

Reederei Claus-Peter Offen in $73 million Loan with Dresdner

Reederei Claus-Peter Offen raised $73 million in debt this week for the two year pre-delivery- and 15 year post-delivery-financing of two 52,000 dwt product tankers (to be delivered in 2010). **Dresdner Kleinwort** acted as bookrunner and MLA for the deal while **Bayern LB** acted as senior lead arranger.

Eitzen Maritime Services Grows Market Share with Seven Seas Acquisition

Eitzen Maritime Services (EMS) this week moved forward with its goal to become the leading global ship supply and ship management companies with the $115 million acquisition of leading Middle East ship supplier **Seven Seas Shipchandlers**. Seven Seas saw a turnover of $193 million in 2007 and EBITDA of $14.9 million, implying a 7.1x EV to trailing EBITDA sales price. The acquisition included no interest bearing debt as and a large, modern warehouse with a prime location in Dubai.

EMS will fund the acquisition through a $50 million private placement, a $50 million bank facility and $20 million in sellers' credit. The $50 million private placement will be conducted as a bookbuilding process and be fully underwritten by EMS parent company **Camillo Eitzen & Co. Fondsfinans** and **Kaupthing** will act as managers for the placement while **Orion Securities** will act as selling agent. EMS expects to issue between 75.7 and 85.8 million new shares at a price between NOK 3.0 and NOK 3.4. This will bring the company's total shares outstanding to between 216.2 and 226.3 million and imply a market capitalization of between $125 and $150 million. Sixty-five percent of the private placement is intended for existing shareholders, and the subscription period will run from June 12 to June 23.

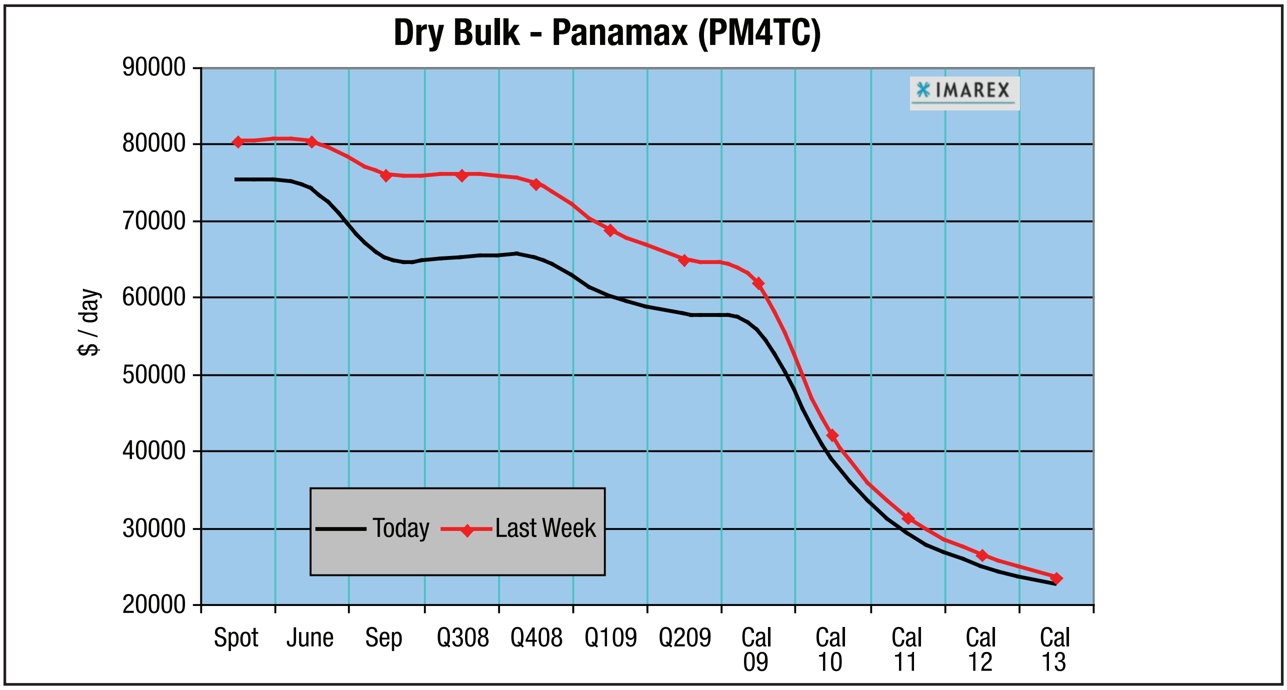
The $50 million bank facility will be provided by a **Nordea** and Kaupthing led consortium and priced at 325 basis points over LIBOR. The acquisition also includes a two-year $20 million sellers' credit, while EMS has the option to pay up to $5 million of the gross acquisition price in shares.

EMS views the new acquisition as a major milestone in its development, resulting in sales growth close to 100% within its ship supply division, greater economies of scale, accretive and favorable economics, and the closure of an important geographical gap with the purchase of a reputable Dubai-based company in a fast growing shipping and logistics hub. The acquisition is also expected to raise EMS' EBITDA margins – from 1.4% in 2007 to a pro-forma combined 5.2% in 1Q08. EMS expects synergies to result in higher revenue, increased market share, lower cost of purchased goods and, most importantly, higher margin ratios.

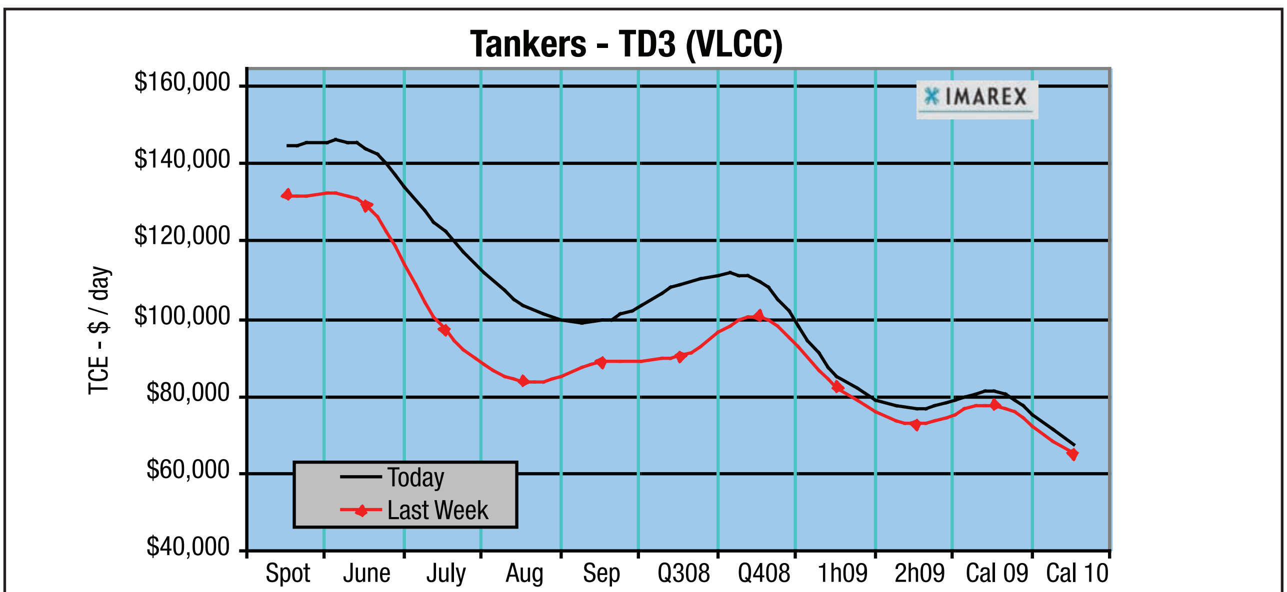
Seven Seas was started in 1986 by **Freddy Sidhwa** and has been built into a logistics operation with management, organization, and IT systems in place and a strong corporate structure. Around 70% of its revenues are generated from food supplies, around 60% are accounted for by the UAE, and around 60% involve military contracts.

Back to the Futures

By Mike Reardon, Imarex Inc., Email: mr@imarex.com



Jekyll turns Hyde! If anyone was unsure how volatile these markets can be, today's Baltic release provided white-knuckled evidence that this sector can change from respectable to monstrous on a whim. The majority of punishment was doled out by the Capes, which dropped a keel-splitting $33,000 on the CS4TC. Recall that the Panamax sector had taken a pause in mid-May, while the Capes continued their perpetual rate surge. At some point the bungee chord had to pull the ore-haulers off the high wire – and today was that day. Despite the malevolent ways of this market, freight levels are still stratospheric. The downward trend, however, has created both near and medium-term concern. The most pressing spot market issue is the uncertainty of the farmer's strike in Argentina, while all-things-China add to palpable jitters. FFA volumes have been healthy this week, but the entire length of the curve has been sold in sympathy with the falling physical.



* 2009 TCE reflects estimated 28% flat rate increase due to estimated higher bunkers. 2010 uses same rate as '09.

As July inquiry increases, rates have begun their usual monthly migration northward. Though the AG has gained only a few points, the Atlantic basin has once again caught fire on short notice. Suezmax TCE bounced from $40,000/day to about $70,000/day within a two-day span, thus providing physical support to the regional VLCC market, and psychological support to the market at large. Weeks ago we mentioned that a true paradigm shift may have occurred in the tanker sector. More evidence that something is different this time around can be found in summer earnings levels for the VLCC sector, which sit close to $150,000/day. Futures volumes have been very strong and prices have tried to follow the near term physical. Sporadic fixing in the AG, however, has left FFA traders without a firm foundation to barter from. Though the forward curve slopes downward until Q4, uncertainty over near-term VLCC rates and crude oil prices have prevented a deep consensus from taking hold.

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
★ Eitzen Maritime Services		$115	Seven Seas Shipchandlers	Acquisition of leading ME ship supplier with $14.9m EBITDA in 2007
★✓ Far Eastern Shipping Company		$200	Vladivostok Container Terminal	Acquire an additional 50% stake in the terminal
★ Carlyle Group		$90	Sale of remaining 42.2% position in Transics	A European provider of on-board computers and fleet management solutions
★ Dryships	DnB NOR Markets		Ocean Rig	93.8% accepted mandatory offer; Compulsory acquisition planned for remaining shares
★ A.P. Moller - Maersk			Swift Tankers	Acquisition of remaining 50% of 24 intermediate product and chemical tanker company from Teekay
★ Hornbeck Offshore	J. P. Morgan Securities			Exploring strategic alternatives for downstream tug and tank barge unit
★ Teekay Offshore Partners		$205	Additional 25% of OPCO (Teekay Offshore Operating L.P.)	Upon completion, Teekay Offshore will own 51% of OPCO including all general partner interests
Gulfmark Offshore		Circa $283	Rigdon Marine	Consideration comprises $150m cash, appx 2.1m shares GulfMark common stock
Trico Marine	Lazard for Trico, Carnegie for Deep Ocean	$682	Deep Ocean	Deep Ocean board recommends offer by Trico to acquire remaining shares for NOK 32/share in cash
KG Maritime (German-Indian consortium)	PricewaterhouseCoopers a Bulgari	Circa $350	Navigation Maritime Bulgare (Navibulgare)	Privatization of 70% stake of Bulgarian government-run shipping company; Only valid bid

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
Trico Marine	Lazard	$300	6.50%	2028	Senior convertible debentures	In Progress
✓ Noble Group	Citi and JP Morgan	500	8.5 - 8.75%	2013	For general corporate funding	In Progress
✓ Swire Pacific	HSBC and JP Morgan	$500	6.25%	2018	For general corporate funding	Done
Fairstar Heavy Transport	DnB NOR Markets	$30	3 mo NIBOR+ 3%	2009	18 month secured bonds to fund newbuilding	Done
✓ Swiber Holdings	OCBC	$72	4% and 3 mo SIBOR + 2.2%	2011	2 tranche bond offering to fund vessel acquisitions	Done
Northern Offshore	DnB NOR Markets, Nordea Markets	$25	NIBOR+ 4.5%	2008	9 month commercial paper issue for modification of Energy Driller	Done
Thule Drilling		$11	18.00%	2008	8 month commercial paper to refinance previous bond issue	In Progress
FPS Ocean	Pareto, Fearnley Fonds	NOK 175	9.00%	2011	Fixed with NOK 72 per share conversion price	Done
Aker Floating Production	DnB Nor Markets	$150	LIBOR + 400bps	2008	9 month bridge financing for tanker conversions	Done
BC Ferries		$198	5.58%	2038	Senior secured bonds	In Progress

Equity Deal Table

★ = New ✍ = Updated ✓ = For full analysis see Marine Money's Asia Edition

Issuer	Underwriters / Advisors	Amount (US$ M)	Structure / Pricing / Comments	Status
★✓ Far Eastern Shipping Co (FESCO)		$767	Plans to sell 590.25 m new shares or 25% of its share capital to fund acquisitions	In Progress
★ Eitzen Maritime Services	Fondsfinans ASA, Kaupthing ASA, Orion Securities AS	$50	The Private placement at NOK 3.0 per share, fully underwritten by Camillo Eitzen & Co., to fund acquisition of Seven Seas Shipchandlers	In Progress
★ Seawell	Pareto, DnB NOR Markets	$39	Private placement of 10 million shares at NOK 19.50/share to part finance the company's recent acquisitions and for working capital	Done
★ Teekay Offshore Partners	Citi, Merrill Lynch, Lehman Brothers	Circa $139	To offer 7m units; At closing, Teekay Corporation will purchase $65m in shares at the public offering price directly from TOO in a private placement	Filed
Britannia Bulkers	Goldman Sachs, Banc of America, Dahlman Rose, Oppenheimer	Up to $184	NYSE IPO	Filed
Trico Marine	Lazard for Trico, Carnegie for Deep Ocean	$126	20 m new shares in DeepOcean at NOK 32 per share, the value of the offer price and announced dividend combined represents a premium of 28%	In Progress
✓ Wah Kwong Maritime Transport	Cazenove and Anglo-Chinese	up to $150	Seeking to relist in Hong Kong	In Progress
✓ Pacific Basin	Goldman Sachs	$275	Private placement of 158.6 million new shares at HKD 13.52	Done
Safe Bulkers	Merrill Lynch, Credit Suisse	$190	Hadjioannou-led 10 million share IPO with fleet of 11bulk carriers; Priced at $19/share with 1.5 m share over allotment option	Priced
Genco Shipping	Morgan Stanley, Jefferies, J.P. Morgan,	$280	3.7 million primary and secondary share offering of its common stock at $75.47/share; 560,600 overallotment option	Closed
TBS International	Jefferies, Banc of America Securities	Up to $179	Follow on offering of 3.4 million class A common shares priced at $51 per share with 510,000 share over allotment option	Priced
Nordic American Tanker Shipping	Morgan Stanley, Dahlman Rose	$173	4m share offering and over allotment option of 310,000 shares partially excercised at market price of $40.08/share	Priced
Teekay Offshore Partners	Undetermined	Up to $750	Shelf registration	Filed
Pacific Basin	Goldman Sachs	$275	158,598,000 shares, to be placed at HK$13.52/share; To finance the company's expansion initiatives	In Progress
✓ Qingdao Port	In discussions with UBS, Goldman Sachs and BOC International		Seeking listing in Hong Kong within the year	In Progress
Double Hull Tankers	Merrill Lynch, UBS and Dahlman Rose	Up to $97	Follow-on offer of 8 million common shares at $10.50/share for general corporate purposes; Overallotment option of 1.2 million shares	Priced
Seaspan	Merrill Lynch, Citi and Goldman Sachs	$237	7 m share offering, priced at $27.25 each; Over allotment of 1.05m shares excercised, plus concurrent sale of 663,330 shares to company directors	Done
Neptune Offshore AS and Neptune Subsea IS	Pareto	$25	Private placement along with additional funds also raised by Pareto to be used for two newbuilding Ulstein SX 130 design multipurpose offshore vessels	Done
Reliance Power	Clarkson's	$1,200	Plans to float a bulk shipping subsidiary to grow fleet size to almost 12 vessels	Early Stages
Top Ships	None	$51	Private placement of 7.3m common unregistered shares at $7/share; 2.9m went to Sphinx Investment Corp., private vehicle of George Economou	Done
✓ Undisclosed institutional investor	Citi	$95	Sold 56.69 m new shares or 2.5% of Cosco Pacific at HKD 13.08	Done

Bank Debt Deal Table

★ = New ✍ = Updated ✓ = For full analysis see Marine Money's Asia Edition

	Borrower	Arrangers / Buyers	Amount (US$ M)	Pricing / Purpose / Remarks
★	Eitzen Maritime Services	Nordea, Kaupthing	$50	To fund Seven Seas acquisition; priced at L+3.25%
★✓	Yantai Raffles Shipyard	ABN AMRO as mlas and bookrunner	$125	3 year credit
★✓	STX Pan Ocean	BNP Paribas and Fortis	$167	12 year loan to finance a LNG vessel
★✓	COSCO Pacific Shipping	BNP Paribas and Mizuho Corporate Bank	$97	10 year revolver
★	Reederei Claus-Peter Offen	Dresdner Kleinwort, Bayern LB	$73	Term loan with 2 yr predelivery and 15 yr post delivery tenor to finance two 52,000 dwt product tankers to be delivered in 2010
	MS Hellespont Trustful GmbH & Co. KG	Dredner Kleinwort, Dekabank	$84	Term loan to finance suezmax tanker
	Dr. Peters Younara Glory VLCC	Dresdner as MLA, KfW, Dekabank, M.M. Warburg & CO	$132	11-year post-delivery and equity bridge financing for VLCC
✓	Pacific Basin	Nordea, Danish Ship Finance and HVB	$207	7 yr reducing revolving credit facility for 7 handysize vessels
✓	STX Pan Ocean	Natixis	$51	11 yr loan for 2 new 33,300 dwt bulkers
	Kiran Holdings	RBS, Dekabank Deutsche Girozentrale, Lloyds TSB, Fortis, Deutsche Schiffsbank; Eurofin as advisor	$440	Largest ever ship finance loan to Turkish shipping company for 6 new China-built bulkers

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
★	Pemex	ICP Capital as arranger		Purchase and 10 year bareback of 2x MR product tankers with purchase option at end
★	Chang Myung	Koenig/Scorpio	$119.50	Sale and leaseback of 2008-built 170,000 dwt bulker for 5 years at $48,000/day
★	Teekay Corporation	OPCO	$106	Plus assumption of $90m debt for 2x 2008-built lightering tankers on 10 year fixed rate charter to Teekay JV Skaugen PetroTrans
✓	Yang Ming Marine Transport	First Ship Lease	$210	12 yr bareboat charter of 3x 4,250 teu container vessels with purchase options
	Seadrill	Ship Finance International	$850	15-yr sale and bareboat back of ultra deepwater drillship; Two fixed price purchase options after 51 months and 15 years;
	Maersk	HCI Hammonia	$300	Sale and bareboat back of 3 containerships for 10 years at undisclosed daily rates
	I. M. Skaugen	Teekay LNG Partners	$90	Sale and leaseback of 2x 12,000 cbm multigas carriers for 12 years at a fixed-rate with three five year extension options without fixed price purchase option
✓	West Asia Maritime	Mitsubish Corporation	$110	Bareboat charter of 2 handymax bulkers for 12.5 years
	Shell International Trading & Shipping	Capital Product Partners, Fortis as financial advisor	$23	Ownership transfer and subsequent continuation of charter of 1x 12,000 dwt product tanker for 2 years at $13,250/day
	Geden Lines	First Ship Lease	$140	Sale and leaseback of two 2007-built crude oil carriers for 10 years

Jefferies – High-Yield Shipping Bonds

	Offer Price	YTW	STW	Maturity	Ratings	Call Date	Call Price
SHIPPING							
Altus Group Ltd							
11% Secured Notes due '13	101.000	10.66%	747	04/01/13	– / –	04/01/10	105.500
Britannia Bulk PLC (BBPLC)							
11% Senior Secured Notes due '11	110.750	5.35%	274	12/01/11	B3 / B-	12/01/09	103.170
Great Lakes Dredge&Dock (GREATL)							
7.75% Sr Sub Notes due '13	96.000	8.68%	517	12/15/13	Caa1 / B-	12/15/08	103.875
Navios Maritime (BULK)							
9.5% Senior Notes due 2014	103.250	8.61%	527	12/15/14	B3 / B+	12/15/10	104.750
Sea Containers (SCR)							
10.75% Senior Notes due '06	50.000			10/15/06	WR / NR		
7.875% Senior Notes due '08	48.000			02/15/08	WR / NR		
12.5% Senior Notes due '09	50.000			12/01/09	– / –		
10.5% Senior Notes due '12	49.000			05/15/12	WR / –		
Ship Finance International Ltd. (SHIPFI)							
8.5% Senior Notes due '13	103.000	7.51%	439	12/15/13	B1 / B+	12/15/08	104.250
Stena AB (STENA)							
7.5% Senior Notes due '13	100.000	7.50%	441	11/01/13	Ba3 / BB+	11/01/08	103.750
7% Senior Notes due '16	97.000	7.48%	363	12/01/16	Ba3 / BB+	12/01/09	103.500
Trailer Bridge (TRBR)							
9.25% Secured due '11	94.000	11.41%	831	11/15/11	B3 / B-	11/15/08	104.625
Ultrapetrol Limited (ULTR)							
9% 1St Mortgage due '14	95.500	9.96%	634	11/24/14	B2 / B	11/24/09	104.500
SUPPLY VESSELS							
Gulfmark Offshore (GMRK)							
7.75% Senior Notes due '14	92.000	9.51%	594	07/15/14	B1 / BB-	07/15/09	103.875
Hornbeck Offshore Services (HOS)							
6.125% Senior Notes due '14	97.000	6.70%	308	12/01/14	Ba3 / BB-	12/01/09	103.063
Seabulk International (SBLK)							
9.5% Senior Notes due '13	105.750	3.12%	117	08/15/13	Ba1 / BBB-	08/15/08	104.750
7.2% Seacor Senior Notes due '09	102.000	5.51%	296	09/15/09	Ba1 / BBB-	any time	
5 7/8% Seacor Senior Notes due '12	98.000	6.41%	311	10/01/12	Ba1 / BBB-	any time	

Jefferies – High-Yield Shipping Bonds continued

	Offer Price	YTW	STW	Maturity	Ratings	Call Date	Call Price
TANKERS							
Berlian Laju Tanker							
7.5% Senior Notes due '14	71.500	14.91%	1,136	05/15/14	– / B	05/15/12	103.750
Golden State Petro (GOLDEN)							
8.04% 1St Mortgage due '19	101.000	7.90%	384	02/01/19	Baa2 / BBB-	any time	MW + 37.5
Overseas Shipholding Group (OSG)							
8.75% Debentures due '13	104.500	7.72%	422	12/01/13	Ba1 / BB	any time	MW
7.5% Senior Notes due '24	93.000	8.30%	409	02/15/24	Ba1 / BB	NC	NC
Titan Petrochemicals (TITAN)							
8.5% Senior Secured Notes due '12	62.000	24.53%	2,135	03/18/12	B3 / B-	any time	MW + 100
Teekay Shipping (TK)							
8.875% Senior Notes due '11	106.500	6.51%	349	07/15/11	Ba3 / BB+	any time	MW + 50
US Shipping Partners (USS)							
13% Secured due '14	79.000	18.89%	1,530	08/15/14	Ca / CCC	02/15/11	106.500

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