

## FinShip Profile

FinShip is a Rotterdam based maritime corporate financing boutique, owned by management, senior personnel and private investors. FinShip was established in 2000 (in that time assisted by V.Ships and a commercial bank) with a view to provide high-level and reliable financial services to companies and institutions committed to the shipping industry. The FinShip team consists of the following people:

### FinShip BV, ROTTERDAM

Managing Directors	Focko Nauta and Mark Nieuwland
Senior associate	Leo Bloemheuvel
Senior consultants	Paul van Baasbank and Bote de Vries
Associates	Peter Balchev and Dmitry Katins
Administration	Petry Straten

### FinShip Turkey, ISTANBUL (since August 2006)

Management	Aslan Paksoy
Associates	Engin Kocak and Isa Temel

### FinShip Greece, PIRAEUS (since May 2008)

Management	Marios Kyriakopoulos
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FinShip has a loyal client base, consisting of:

1. Small-medium sized ship owners in a/o The Netherlands, Turkey, Greece, and Italy
2. Medium-large sized ship owners in a/o Turkey, Greece and Black Sea region
3. Financial institutions and investors in The Netherlands and Germany

For these clients FinShip performs the following services:

#### Private maritime funding (clients: Ship owners)

Equity / Mezzanine / Bank debt / Financially driven charter transactions / FinShip Leasing

#### Maritime corporate finance & consultancy (clients: Ship owners)

Project assistance & management / Part-time financial resources / Confidential sale & purchase + chartering

#### Maritime investment services (clients: financial institutions, financial investors and investment funds)

Portfolio & reality checks / Investment advisory & management / asset management

Since its initiation, *FinShip* has arranged more than USD 1 billion in funding for shipping companies from private partners like financial institutions, investment funds, and counterparts in charter transactions. With several shipping companies there are on-going consultancy contracts, where resources are provided only when needed.

*FinShip* has furthermore bought and sold several vessels in connection with such financial mandates, and successfully brought companies together in M&A transactions.

*FinShip* has done investment checks and management consultancy for various major European banks and financial investors, and is currently involved as advisor to a Dutch shipping investment fund and several ship finance banks. *FinShip* is in the process of starting autonomous asset management activities through *FinShip* Asset Management.

*FinShip* is not in the business to earn a quick buck in a one-off transaction, but aims at being a partner for the longer term and looks for a natural fit with its clients, jointly setting out mutually beneficial financial strategies and targets.

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