



Maritime Strategies International Ltd.



# Ahead of the Curve

Independent market forecasting and business advisory services for shipping, offshore and allied industries.

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For over 30 years, MSI has developed integrated relationships with a diverse client base of financial institutions, ship owners, shipyards, brokers, investors, insurers and equipment and service providers.

MSI's expertise covers a broad range of shipping sectors, providing clients with a combination of sector reports, forecasting models, vessel valuations and bespoke consultancy services.

MSI balances analytical power with service flexibility, offering a comprehensive support structure and a sound foundation on which to build investment strategies and monitor / assess exposure to market risks.

MSI serves a wide variety of clients across the full industry spectrum, including:

- Shipowners, Operators and Charterers
- Shipbrokers and Ship Managers
- Shipbuilders and Equipment Suppliers
- Classification Societies
- Ship Finance
- Research / Planning / Credit Analysis
- Asset Management
- Insurance
- Restructuring and Consultancy
- Structured Finance / Leasing
- Hedge / Investment Funds
- Government Agencies
- Private Equity



*I really appreciated our conversation and thought MSI's perspective and insight on the market was, frankly, better than anyone else we spoke with, and we'll keep you in mind for future projects since we had such a positive first experience.*

**LEADING PRIVATE  
EQUITY FIRM**



*We have worked with MSI on a number of large multi billion dollar shipping restructuring projects over the last two years. MSI provided us with deep insight and analysis of the shipping markets and company specific trading performance which was critical to the assessment of their restructuring plans. I have been impressed with the breadth and depth of MSI's shipping market data and knowledge and also with their commercial and pragmatic approach to doing business*

**LEADING ACCOUNTING AND  
BUSINESS ADVISORY FIRM**

# Our range of services

## SECTOR MARKET REPORTS

- Monthly reports with a short-term outlook
- Comprehensive quarterly reports for medium-term market prospects
- Analysis of structural, cyclical and infrastructural drivers
- Topical market risk and sensitivity analyses

## CONSULTANCY

- Restructuring
- Cash flow projections
- Cross-sector ranking for new investment opportunities
- Expert testimony / litigation support
- Independent forward loan-to-value analysis
- Financing and investment prospectuses
- Project evaluation / market studies
- Market risk and sensitivity studies
- Strategic market positioning

## DECISION SUPPORT MODELS

- Interactive sector-specific econometric models
- Advanced credit modelling
- Asset backed securitisation solutions
- LGD modelling
- Market analysis and project evaluation
- Quantitative and transparent processes
- Underpinned by extensive proprietary databases

## VALUATION

- Drawing on sector-specific models and internal expertise
- Certificated spot valuations
- Forecast residual Fair Market Value up to a 15-year horizon
- Forecast vessel earnings and operating costs
- Charter attached valuations
- Desktop valuation reports
- Fleet portfolio reviews
- Online vessel specific valuations

# MSI FMV

**MSI Forecast Marine eValuator (FMV) is the first web-based tool to provide historical and forecast price and cash flow data covering all key deepsea shipping sectors including offshore.**

MSI FMV offers unique insight into future values and cash flows for individual ships across all key shipping sectors. Recent history and a near-term perspective are provided via quarterly metrics; the long view is provided by 15 years of forecast annual average data. Premium users can access historical information from the year 2000 onward, along with reference timeseries for 5, 10 and 15-year-old vessels.

The service provides a key input for financial players, including those responsible for compliance and risk management, as well as giving owners and other investors a clear view of their asset's earning potential and value.

# Our sector coverage

Our coverage extends across a broad range of shipping sectors, providing explicit, independent short-to-medium term forecasts rooted in macroeconomic fundamentals. Our proprietary econometric models provide the foundation for all of our published analysis.

## LIQUID / GAS

- Crude Oil
- Oil Products
- LPG
- LNG
- Chemicals
- Shuttle Tankers
- MODUs
- AHTS, PSVs

## OTHER

- Shipbuilding
- Equipment Suppliers

## DRY / UNITISED / PASSENGER

- Dry Bulk
- Container
- PCTC
- RoRo / RoPax
- Cruise and Ferry
- Open Hatch
- Shortsea
- Multipurpose
- Container boxes



A leading shipping consultancy providing quantitative tools and analysis to assess investments, commercial strategies and risks.



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