



# MSI Client Testimonials

## Maritime Strategies International

*“SG has worked closely with MSI for over 10 years and has become a core partner for our shipping activity. MSI’s periodic sector reports and software are used to support credit analysis on a given project, while we rely on MSI to ensure that our risk management and marketing materials are based on up to date historical data and independent assumptions.”*

Paul Taylor, Global Head of Shipping & Offshore, Societe Generale CIB

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*“MSI is an extremely professional outfit, providing high quality, detailed analysis, forecasts and insight to the market.”*

Steve Christy - Head of Research at Navig8 Group

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*“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.”*

Partner at a Leading Accounting and Business Advisory Firm

*“MSI has been a preferred data and forecasting service provider for us in the marine space, as well as during my previous employment. In my experience, they have proven to be unbiased, accurate and consistent in their methodology, when it comes to making sense of the underlying drivers in the marine space and associated earnings and value cyclicality. Their forecasting service has, without a doubt, aided me in evaluating asset based shipping deals from a risk-reward perspective and also in raising “early warning” signals well in advance. The core reason for this is not only their meticulous attention to detail in sourcing and evaluating data, but also in understanding behavioural finance patterns that affect market participants. Most recently, we worked together on better capturing forecast uncertainties to further optimize “Probability of Default” and “Loss Given Default” metrics in structuring marine deals. I can say that the end result of that exercise was excellent. I recommend MSI to any player in the shipping space who is looking for clear, unbiased market views to guide investment, portfolio monitoring and exit strategies.”*

Mitul Dave - Head Marine Business Risks, GE Capital Aviation Services

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*“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.”*

Partner at a Leading Private Equity Firm



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