

## Market insight

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SnP Broker

At a time that Europe is still dealing with the aftermath of the terrorist attacks in Brussels our society is daily bombarded with news of terrorist-related acts in every corner of the world. While it is by no means the purpose of this column to cover such issues, it is hard to ignore the effects of such events upon our societies or the uncertainty they enforce upon the world economy –including shipping- that still fights with its own nightmares.

Let's take the Valemaxes for example; the biggest nightmare of today's dry bulk market.

At a time that sentiment and hard facts could not look any dimmer, it is with extreme numbness that markets received the news that Chinese shipping majors Cosco Group, China Merchants Group and ICBC Financial Leasing Co. have placed orders for 30 giant Valemax vessels that worth a combined \$2.5 billion. The exact number of vessels on order varies according to different reports and whilst deliveries look set to commence in 2018, no one knows the exact schedule that has been agreed with the 4 Chinese yards that have agreed to undertake this ambitious project.

If we are to state the obvious, there is no denying that such move –originally designed to increase China's grip on the supply side of iron ore- would put further pressure on independent shipowners amidst one of the longest ever downturns ever witnessed on the dry sector. However, instead over-dramatizing the situation let's start looking for a silver lining in this mighty dark cloud...

### Dry Bulk >250,000dwt

|          | In Service |       |        |         |         |       | On Order |      |      |       |
|----------|------------|-------|--------|---------|---------|-------|----------|------|------|-------|
|          | Total      | <5yr  | 5-10yr | 10-15yr | 15-20yr | >20yr | Total    | 2016 | 2017 | 2018+ |
| Vessels  | 172        | 75    | 43     | -       | 2       | 52    | 27       | 12   | 12   | 3     |
| Mil. dwt | 52.52      | 23.93 | 13.33  | -       | 0.64    | 14.61 | 7        | 3    | 3.27 | 0.75  |

Regardless of regulations about Tier III, WBTS and other emission regulations coming into forces, which surely have been accounted for into cost calculations, Vale and their partners should be taking into consideration that scrapping age for capes has already approached the 15year mark. If we assume a moderate renewal plan in place for the "overage" VLOC's as well, then the table above will indicate that situation might not drastically worsen by the gradual introduction of VLOC's over the next 3 years.

On the other hand, demand for coal and coal transportation –to be more specific- is on a negative trail and the importance of iron ore as a cargo is becoming integral to all cape owners/operators; hence, we expect the fight to be even harder between Capes and VLOC's. Should Vale and their Chinese counterparts expect to see some sense out of this market, they should first ensure that scrapping intensifies and they stay true to the one principle that we need to hold for the next 3 years; NEGATIVE fleet growth.

## Chartering (Wet: **Soft -** / Dry: **Stable +**)

The Dry Bulk market closed off on a positive note yet again, further supporting sentiment. The BDI closed today (29/03/2016) at 409 points, up by 3 points compared to Thursday's levels (24/03/2016) and an increase of 11 points when compared to previous Tuesday's closing (22/03/2016). Softer enquiry in both the Middles East and W. Africa regions pushed rates for the crude carriers market down, while we expect things to stabilize this week as activity post the Easter holidays resumes. The BDTI Thursday (24/03/2016) was at 809 points, a decrease of 63 points and the BCTI at 497, a decrease of 4 points compared to previous Thursday's (17/03/2016) levels.

## Sale & Purchase (Wet: **Soft -** / Dry: **Firm +**)

SnP increased last week, with modern geared vessels stealing the spotlight among Dry Bulk transactions. On the tanker side, we had the en-bloc sale of the "GANGES SPIRIT" (159,453dwt-blt 02, S. Korea) and the "YAMUNA SPIRIT" (159,435dwt-blt 02, S. Korea) which were sold, for a price in the region of \$26.5m each. On the dry bulker side, we had the en-bloc sale of the "DARYA SHANTHI" (73,389dwt-blt 01, Japan) and the "DARYA TARA" (73,281dwt-blt 00, Japan), which were sold to a European buyer for a price in the region of \$6.5m.

## Newbuilding (Wet: **Soft -** / Dry: **Soft -**)

With just a single order surfacing last week, it goes without saying that things on the newbuilding front remain awfully quiet as the market is still struggling to find meaningful positive drives following the slowdown in tanker ordering. The majority of the orders that have been surfacing lately involve small sized vessels across the more conventional sectors, clearly underlying the challenging fundamentals the industry is currently operating on. Representative of the degree of these challenges is the latest data from the China Association of the National Shipbuilding Industry. According to the figures for January and February, shipbuilders in China have received orders of 75% less dwt compared to the same period last year. According to the same set of data, less than 100 yards out of the 300 left in China are still involved in daily operations, fact that is undoubtedly laying the ground for further consolidation going forward since it is highly unlikely that the soft activity trend will reverse anytime soon. In terms of recently reported deals, Ningbo Dayu Shipping placed an order for 6 firm small bulkers (9,800dwt) at CSC Jiangdong, in China with delivery set between 2017 and 2018.

## Demolition (Wet: **Firm +** / Dry: **Firm +**)

There is a sense that the demolition market in the Indian Subcontinent has finally managed to emerge out of the downward spiral it has been caught since the last week of the previous year. Last week prices moved further up, with the overall gains noted during the last month mounting to more than 16% across both the Dry and Wet sectors. As optimistic as everyone wishes to be though, it is still very early to say whether this is a definite positive turnaround of the market. Let's not forget that fundamentals are still causing a great amount of uncertainty, making both buyers and sellers cautious over future developments. In terms of freshly inked deals, the Easter holidays definitely took their toll on the volume of concluded transactions, bringing the volume of weekly demo sales to the lowest recorded since the end of January. Despite the weaker activity volume, the number of Capes sold for demo remained elevated, bringing the total to 42 since the beginning of the year. Prices this week for wet tonnage were at around 150-280 \$/ldt and dry units received about 130-270 \$/ldt.

### Spot Rates

| Vessel  | Routes          | Week 13      |        | Week 12      |        | \$ /day<br>±% | 2015<br>\$/day | 2014<br>\$/day |
|---------|-----------------|--------------|--------|--------------|--------|---------------|----------------|----------------|
|         |                 | WS<br>points | \$/day | WS<br>points | \$/day |               |                |                |
| VLCC    | 265k MEG-JAPAN  | 64           | 56,470 | 82           | 69,937 | -19.3%        | 65,906         | 30,469         |
|         | 280k MEG-USG    | 36.5         | 22,848 | 52.5         | 42,639 | -46.4%        | 49,575         | 17,173         |
|         | 260k WAF-USG    | 72.5         | 67,065 | 90           | 79,487 | -15.6%        | 76,251         | 40,541         |
| Suezmax | 130k MED-MED    | 76           | 23,159 | 82.5         | 32,795 | -29.4%        | 50,337         | 30,950         |
|         | 130k WAF-USAC   | 70           | 25,492 | 77.5         | 29,385 | -13.2%        | 40,490         | 24,835         |
|         | 130k BSEA-MED   | 77.5         | 29,471 | 82.5         | 33,070 | -10.9%        | 50,337         | 30,950         |
| Aframax | 80k MEG-EAST    | 146          | 38,785 | 152.5        | 42,861 | -9.5%         | 34,131         | 19,956         |
|         | 80k MED-MED     | 118          | 37,863 | 115          | 33,602 | 12.7%         | 37,127         | 28,344         |
|         | 80k UKC-UKC     | 121          | 36,657 | 115          | 34,947 | 4.9%          | 39,338         | 33,573         |
|         | 70k CARIBS-USG  | 92.5         | 15,564 | 95           | 17,485 | -11.0%        | 36,519         | 25,747         |
| Clean   | 75k MEG-JAPAN   | 105          | 21,392 | 110          | 24,136 | -11.4%        | 30,482         | 16,797         |
|         | 55k MEG-JAPAN   | 124.5        | 20,120 | 125          | 20,007 | 0.6%          | 24,854         | 14,461         |
|         | 37K UKC-USAC    | 92.5         | 7,423  | 90           | 7,203  | 3.1%          | 19,973         | 10,689         |
| Dirty   | 30K MED-MED     | 120.5        | 7,251  | 122.5        | 7,942  | -8.7%         | 24,473         | 18,707         |
|         | 55K UKC-USG     | 104.5        | 17,553 | 105          | 17,828 | -1.5%         | 27,228         | 23,723         |
|         | 55K MED-USG     | 102.5        | 16,262 | 105          | 16,894 | -3.7%         | 26,083         | 21,089         |
| Dirty   | 50k CARIBS-USAC | 122.5        | 19,350 | 125          | 20,091 | -3.7%         | 27,146         | 25,521         |

### TC Rates

| \$/day  |             | Week 13 | Week 12 | ±%    | Diff  | 2015   | 2014   |
|---------|-------------|---------|---------|-------|-------|--------|--------|
| VLCC    | 300k 1yr TC | 49,000  | 49,000  | 0.0%  | 0     | 46,135 | 28,346 |
|         | 300k 3yr TC | 40,000  | 40,000  | 0.0%  | 0     | 42,075 | 30,383 |
| Suezmax | 150k 1yr TC | 33,000  | 34,000  | -2.9% | -1000 | 35,250 | 22,942 |
|         | 150k 3yr TC | 30,000  | 30,000  | 0.0%  | 0     | 33,219 | 24,613 |
| Aframax | 110k 1yr TC | 26,500  | 27,000  | -1.9% | -500  | 26,808 | 17,769 |
|         | 110k 3yr TC | 23,500  | 23,500  | 0.0%  | 0     | 24,729 | 19,229 |
| Panamax | 75k 1yr TC  | 22,000  | 22,000  | 0.0%  | 0     | 23,596 | 16,135 |
|         | 75k 3yr TC  | 20,500  | 21,000  | -2.4% | -500  | 20,580 | 16,666 |
| MR      | 52k 1yr TC  | 17,500  | 17,750  | -1.4% | -250  | 17,865 | 14,889 |
|         | 52k 3yr TC  | 17,000  | 17,500  | -2.9% | -500  | 16,638 | 15,604 |
| Handy   | 36k 1yr TC  | 16,000  | 16,500  | -3.0% | -500  | 16,101 | 14,024 |
|         | 36k 3yr TC  | 15,500  | 16,000  | -3.1% | -500  | 15,450 | 14,878 |

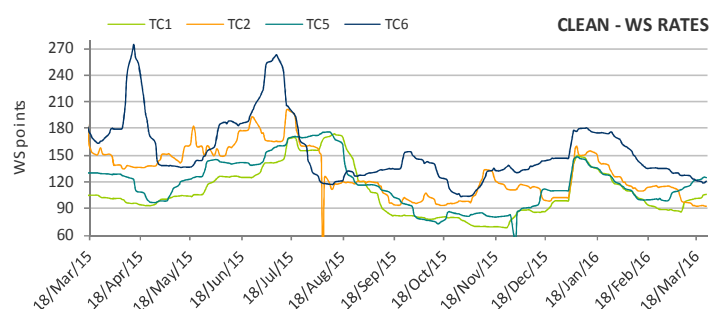
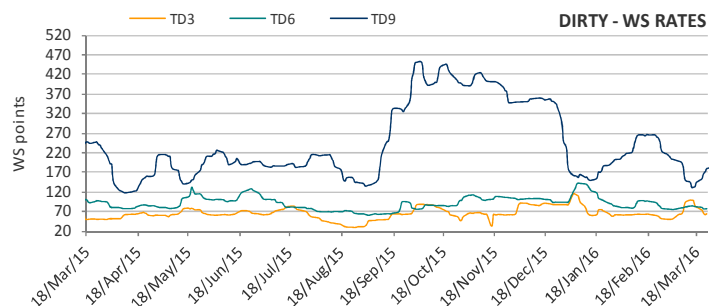
### Chartering

Earnings for the crude carriers market moved down last week on the back of the Easter holidays recess that impacted activity all around, while we expect rates to cover some of their losses this coming week as business will resume at its usual pace. As charterers move more aggressively into more forward April dates sentiment is expected to also strengthen, while the following month could potentially be hiding more developments in regards to how oil prices could be shaping during the second quarter of the year. The outcome of the meeting between OPEC and other big producer countries like Russia, scheduled to be held in Doha on April 17, is eagerly anticipated by investors trying to shape a better idea about the oil market. There is a sense that the price recovery witnessed so far has been running out of steam as more has been said than done in regards to an output freeze and we wouldn't be surprised to see prices correcting downwards post the April meeting, should no specific action is decided.

Underperforming the rest of the market, rates for VLs moved down last week as the holidays all around ensured very little activity across both the Middle East and West Africa regions. The W. Africa Suezmax also succumbed to the pressure of a market getting into holiday mode, while cross-Med rates also struggled with very thin activity. Aframax rates held a bit better compared to the rest of the market, with some pre-holiday fixing sustaining earnings in both the North Sea and Med regions, while as expected the Caribs Afra moved down as the market quietened mid-week onwards.

### Indicative Period Charters

|         |                |      |              |
|---------|----------------|------|--------------|
| -24 mos | - 'SN CLAUDIA' | 2009 | 109,000 dwt  |
| -       | - \$23,500/day |      | - Mjolner    |
| -12 mos | - 'MARIOS G'   | 2010 | 51,000 dwt   |
| -       | - \$18,500/day |      | - PetroChina |



### Indicative Market Values (\$ Million) - Tankers

| Vessel 5yrs old |          | Mar-16<br>avg | Feb-16<br>avg | ±%    | 2015 | 2014 | 2013 |
|-----------------|----------|---------------|---------------|-------|------|------|------|
| VLCC            | 300KT DH | 76.1          | 78.9          | -3.5% | 80.9 | 73.8 | 56.2 |
| Suezmax         | 150KT DH | 55.1          | 58.5          | -5.8% | 59.5 | 50.4 | 40.1 |
| Aframax         | 110KT DH | 40.1          | 43.0          | -6.7% | 45.3 | 38.9 | 29.2 |
| LR1             | 75KT DH  | 36.0          | 36.4          | -1.0% | 35.8 | 33.0 | 28.0 |
| MR              | 52KT DH  | 27.5          | 27.6          | -0.5% | 27.3 | 27.5 | 24.7 |

### Sale & Purchase

In the Suezmax sector, we had the en-bloc sale of the "GANGES SPIRIT" (159,453dwt-bltd 02, S. Korea) and the "YAMUNA SPIRIT" (159,435dwt-bltd 02, S. Korea) which were sold, for a price in the region of \$26.5m each.

In the chemical tankers segment, we had the sale of the "NOGOGINI" (11,639dwt-bltd 96, Japan), which was sold to Far Eastern buyers for a price in the region of \$4.0m .

### Baltic Indices

|             | Week 13<br>25/03/2016 |          | Week 12<br>18/03/2016 |          | Point<br>Diff | \$ / day<br>±% | 2015  |       |
|-------------|-----------------------|----------|-----------------------|----------|---------------|----------------|-------|-------|
|             | Index                 | \$ / day | Index                 | \$ / day |               |                | Index | Index |
| <b>BDI</b>  | 406                   |          | 395                   |          | 11            |                | 713   | 1,097 |
| <b>BCI</b>  | 203                   | \$2,082  | 197                   | \$2,036  | 6             | 2.3%           | 1,009 | 1,943 |
| <b>BPI</b>  | 466                   | \$3,731  | 463                   | \$3,716  | 3             | 0.4%           | 692   | 960   |
| <b>BSI</b>  | 473                   | \$4,944  | 449                   | \$4,699  | 24            | 5.2%           | 663   | 937   |
| <b>BHSI</b> | 268                   | \$3,972  | 260                   | \$3,865  | 8             | 2.8%           | 365   | 522   |

### Period

|                  | \$ / day            | Week<br>13 | Week<br>12 | ±%   | Diff | 2015   | 2014   |
|------------------|---------------------|------------|------------|------|------|--------|--------|
| <b>Capesize</b>  | <b>180K 6mnt TC</b> | 4,500      | 4,500      | 0.0% | 0    | 9,969  | 22,020 |
|                  | <b>180K 1yr TC</b>  | 5,500      | 5,500      | 0.0% | 0    | 10,263 | 21,921 |
|                  | <b>180K 3yr TC</b>  | 6,500      | 6,500      | 0.0% | 0    | 11,243 | 21,097 |
| <b>Panamax</b>   | <b>76K 6mnt TC</b>  | 5,000      | 5,000      | 0.0% | 0    | 7,921  | 12,300 |
|                  | <b>76K 1yr TC</b>   | 5,000      | 5,000      | 0.0% | 0    | 7,705  | 12,259 |
|                  | <b>76K 3yr TC</b>   | 6,250      | 6,250      | 0.0% | 0    | 8,724  | 13,244 |
| <b>Supramax</b>  | <b>55K 6mnt TC</b>  | 5,250      | 5,000      | 5.0% | 250  | 8,162  | 12,008 |
|                  | <b>55K 1yr TC</b>   | 5,750      | 5,750      | 0.0% | 0    | 7,849  | 11,589 |
|                  | <b>55K 3yr TC</b>   | 6,750      | 6,750      | 0.0% | 0    | 8,181  | 11,585 |
| <b>Handysize</b> | <b>30K 6mnt TC</b>  | 4,250      | 4,250      | 0.0% | 0    | 6,690  | 9,113  |
|                  | <b>30K 1yr TC</b>   | 4,500      | 4,500      | 0.0% | 0    | 6,897  | 9,226  |
|                  | <b>30K 3yr TC</b>   | 5,750      | 5,750      | 0.0% | 0    | 7,291  | 9,541  |

### Chartering

The Dry Bulk market remained on an upward path last week while despite the fact that the upside compared to the week prior was again of small scale, the bigger picture here is the fact that sentiment is - cautiously - improving. It has indeed been a while since the last time all dry bulk indices noted a positive weekly gain, while the fact that this happened on a week destined to see slow business because of the Easter holidays, it certainly reinforces the improvement in the market. The geared sizes once more performed much better compared to their bigger counterparts, while despite the small uptick, Capesize earnings kept posing a massive challenge to owners who have are still missing on the upside that smaller sizes have been witnessing. We expect this to be another positive week, as owners are steadily building up their confidence and their resistance, while this turn in psychology is what the market needs the most at this stage and following the dismal earning levels seen during the first couple of months of 2016.

Purely feeding on the overall market sentiment improvement, rates for Capes managed to close off the week positively, while in terms of activity the things were as slow as they have been during the past weeks.

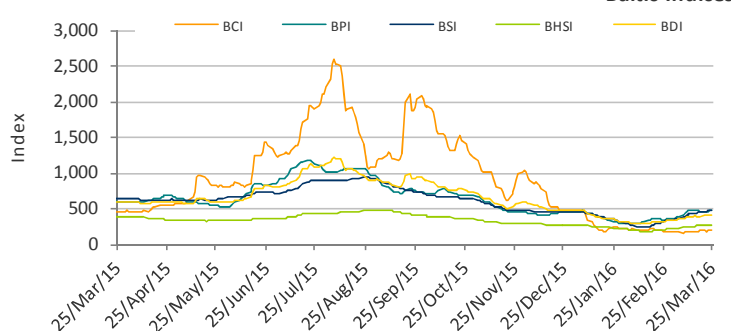
With both owners and charterers sitting tight until the Easter holidays were over, the Panamax market saw little activity just before the weekend, while out of East Coast South America the numbers that were being reported during the first half of the week were certainly impressive given current market levels.

With improved sentiment evident, earnings for the geared sizes further improved last week despite an evidently much quieter Atlantic., while over in the East numbers were holding steady around last done.

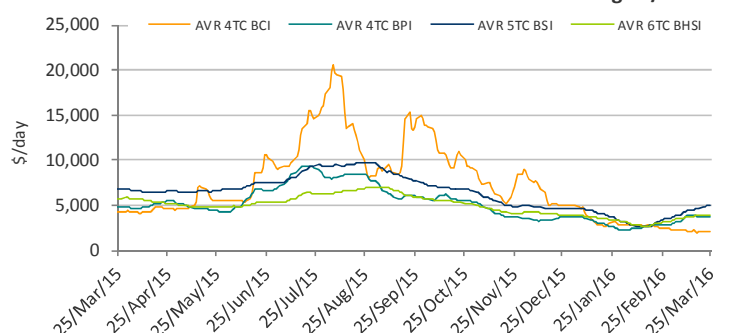
### Indicative Period Charters

|                            |                  |      |                 |
|----------------------------|------------------|------|-----------------|
| -4 to 7 mos                | - 'ABY JEANETTE' | 2014 | 82,566 dwt      |
| -Seki Saki 23/27 Mar       | - \$ 5,000/day   |      | - Bunge         |
| -4 to 6 mos                | - 'GLORY'        | 2005 | 76,508 dwt      |
| - Santos-Recalda 01/04 Apr | - \$ 5,350/day   |      | - Louis Dreyfus |

### Baltic Indices



### Average T/C Rates



### Indicative Market Values (\$ Million) - Bulk Carriers

| Vessel 5 yrs old     | Mar-16 avg | Feb-16 avg | ±%     | 2015 | 2014 | 2013 |
|----------------------|------------|------------|--------|------|------|------|
| <b>Capesize 180k</b> | 20.0       | 20.9       | -4.2%  | 33.1 | 47.5 | 35.8 |
| <b>Panamax 76K</b>   | 11.0       | 12.3       | -10.2% | 17.2 | 24.8 | 21.3 |
| <b>Supramax 56k</b>  | 9.3        | 9.8        | -5.1%  | 16.1 | 25.2 | 21.5 |
| <b>Handysize 30K</b> | 8.0        | 8.3        | -3.0%  | 13.3 | 20.0 | 18.2 |

### Sale & Purchase

In the Panamax sector we had the en-bloc sale of the "DARYA SHANTHI" (73,389dwt-bltd 01, Japan) and the "DARYA TARA" (73,281dwt-bltd 00, Japan), which were sold to a European buyer for a price in the region of \$6.5m.

In the Handysize sector we had the sale of the "MARAKI" (26,472dwt-bltd 94, Japan) which was reported being sold to Turkish buyers, for a price in the region of \$2.0m .

**Bulk Carriers**

| Size  | Name          | Dwt    | Built | Yard                                   | M/E        | SS due | Gear                | Price          | Buyers      | Comments |
|-------|---------------|--------|-------|--|------------|--------|---------------------|----------------|-------------|----------|
| PMAX  | DARYA SHANTHI | 73,389 | 2001  | SUMITOMO HI<br>YOKOSUKA, Japan         | Sulzer     | Aug-20 |                     | rgn<br>\$6.5m  | European    |          |
| PMAX  | DARYA TARA    | 73,281 | 2000  | SUMITOMO HI<br>YOKOSUKA, Japan         | Sulzer     | Oct-20 |                     |                |             |          |
| SMAX  | WORLD         | 56,000 | 2012  | HYUNDAI-<br>VINASHIN SHIPY,<br>Vietnam | MAN-B&W    | Jan-18 | 4 X 30t<br>CRANES   | \$ 9.2m        | undisclosed |          |
| SMAX  | SHARP         | 56,000 | 2013  | HYUNDAI-<br>VINASHIN SHIPY,<br>Vietnam | MAN-B&W    | Jan-18 | 4 X 30t<br>CRANES   | \$ 9.2m        |             |          |
| SMAX  | LEMESSES      | 53,571 | 2008  | ZHEJIANG<br>SHIPBUILDING,<br>China     | MAN-B&W    | May-18 | 4 X 35t<br>CRANES   | \$ 4.2m        |             |          |
| SMAX  | LUZON         | 53,507 | 2009  | ZHEJIANG<br>SHIPBUILDING,<br>China     | MAN-B&W    | Apr-19 | 4 X 35t<br>CRANES   | \$ 4.2m        |             |          |
| SMAX  | LAGUNA        | 53,477 | 2009  | ZHEJIANG<br>SHIPBUILDING,<br>China     | MAN-B&W    | Jan-19 | 4 X 35t<br>CRANES   | \$ 4.2m        | undisclosed |          |
| SMAX  | LIVORNO       | 53,428 | 2009  | ZHEJIANG SHBLDG<br>- FENG, China       | MAN-B&W    | Dec-19 | 4 X 35t<br>CRANES   | \$ 4.2m        |             |          |
| SMAX  | LONGKOU       | 53,408 | 2008  | ZHEJIANG<br>SHIPBUILDING,<br>China     | MAN-B&W    | Mar-18 | 4 X 35t<br>CRANES   | \$ 4.2m        |             |          |
| SMAX  | LIMAS         | 53,406 | 2009  | ZHEJIANG SHBLDG<br>- FENG, China       | MAN-B&W    | Aug-19 | 4 X 35t<br>CRANES   | \$ 4.2m        |             |          |
| SMAX  | JIN HUI       | 50,777 | 2000  | OSHIMA<br>SHIPBUILDING,<br>Japan       | Sulzer     | Apr-20 | 4 X 30t<br>CRANES   | \$ 2.95m       | undisclosed |          |
| HMAX  | XO TIGER      | 46,609 | 1997  | mitsui TAMANO,<br>Japan                | B&W        | Apr-16 | 4 X 30t<br>CRANES   | \$ 2.2m        | undisclosed |          |
| HANDY | MARAKI        | 26,472 | 1994  | IMABARI<br>IMABARI, Japan              | Mitsubishi | Jul-19 | 4 X 30,5t<br>CRANES | rgn<br>\$ 2.0m | Turkish     |          |

**Tankers**

| Size          | Name          | Dwt     | Built | Yard                                | M/E        | SS due | Hull | Price    | Buyers      | Comments |
|---------------|---------------|---------|-------|-------------------------------------|------------|--------|------|----------|-------------|----------|
| SUEZ          | GANGES SPIRIT | 159,453 | 2002  | HYUNDAI HEAVY<br>INDS - U, S. Korea | B&W        | Jul-17 | DH   | \$ 26.5m | undisclosed |          |
| SUEZ          | YAMUNA SPIRIT | 159,435 | 2002  | HYUNDAI HEAVY<br>INDS - U, S. Korea | B&W        | Sep-17 | DH   | \$ 26.5m |             |          |
| PROD/<br>CHEM | NOGOGINI      | 11,639  | 1996  | FUKUOKA FUKUOKA,<br>Japan           | Mitsubishi | Jul-16 | DH   | \$ 4.0m  | Far Eastern |          |
| SMALL         | NAN LIAN 2    | 4,192   | 2010  | KANGJIN SHIPYARD,<br>China          | Daihatsu   | Feb-20 | DH   | \$ 4.3m  | undisclosed |          |

**Containers**

| Size   | Name               | Teu   | Built | Yard                                   | M/E     | SS due | Gear              | Price               | Buyers      | Comments   |
|--------|--------------------|-------|-------|--|---------|--------|-------------------|---------------------|-------------|------------|
| PMAX   | CAP SPENCER        | 3,739 | 2001  | SAMSUNG HEAVY<br>INDUSTRI, S.<br>Korea | Sulzer  | Aug-16 | 2 X 45t<br>CRANES | \$ 12.8m            | s. Korean   | at auction |
| FEEDER | STADT BREMEN       | 1,102 | 2003  | CONSTANTA,<br>Romania                  | MAN     | Jan-18 | 2 X 40t<br>CRANES | en-bloc<br>\$ 11.0m | Greek       |            |
| FEEDER | STADT<br>FLENSBURG | 1,096 | 2003  | DAMEN<br>SHIPYARDS<br>OKEAN, Ukraine   | MAN     | Oct-18 | 2 X 45t<br>CRANES |                     |             |            |
| FEEDER | NORDIC BREMEN      | 1,036 | 2011  | SAINTY<br>SHIPBUILDING YI,<br>China    | MAN-B&W | Oct-16 |                   | \$ 10.5m            | Norwegian   |            |
| FEEDER | VEGA BETA          | 966   | 2006  | YANGFAN GROUP<br>CO LTD, China         | MAN-B&W | Apr-16 | 2 X 45t<br>CRANES | \$ 3.6m             | Greek       |            |
| FEEDER | MERWEDIJK          | 705   | 2001  | HEGEMANN<br>BERNE, Germany             | MaK     | Apr-16 |                   | \$ 2.0m             | undisclosed |            |



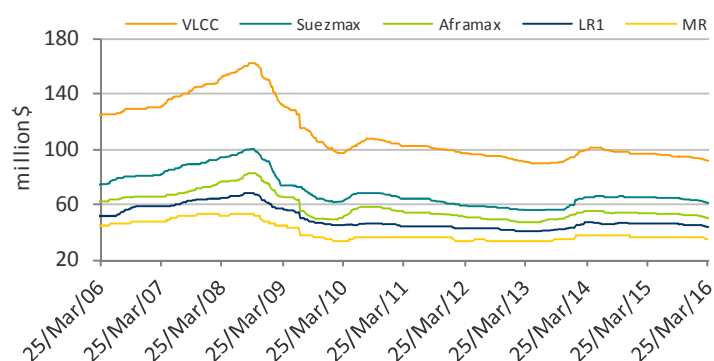
**Indicative Newbuilding Prices (million\$)**

|         | Vessel          |  | Week 13 | Week 12 | ±%   | 2015  | 2014 | 2013 |
|---------|-----------------|--|---------|---------|------|-------|------|------|
| Bulkers | Capesize 180k   |  | 45.0    | 45.0    | 0.0% | 49.9  | 56   | 49   |
|         | Kamsarmax 82k   |  | 25.5    | 25.5    | 0.0% | 27.8  | 30   | 27   |
|         | Panamax 77k     |  | 25.0    | 25.0    | 0.0% | 27.1  | 29   | 26   |
|         | Ultramax 63k    |  | 24.0    | 24.0    | 0.0% | 25    | 27   | 25   |
|         | Handysize 38k   |  | 20.0    | 20.0    | 0.0% | 21    | 23   | 21   |
| Tankers | VLCC 300k       |  | 91.5    | 91.5    | 0.0% | 95.5  | 99   | 91   |
|         | Suezmax 160k    |  | 61.0    | 61.0    | 0.0% | 64    | 65   | 56   |
|         | Aframax 115k    |  | 50.0    | 50.0    | 0.0% | 53    | 54   | 48   |
|         | LR1 75k         |  | 43.5    | 43.5    | 0.0% | 45.8  | 46   | 41   |
|         | MR 50k          |  | 34.5    | 34.5    | 0.0% | 36.1  | 37   | 34   |
| Gas     | LNG 160k cbm    |  | 190.0   | 190.0   | 0.0% | 190.0 | 186  | 185  |
|         | LGC LPG 80k cbm |  | 76.0    | 76.0    | 0.0% | 77.4  | 78   | 71   |
|         | MGC LPG 55k cbm |  | 67.5    | 67.5    | 0.0% | 68.0  | 67   | 63   |
|         | SGC LPG 25k cbm |  | 44.0    | 44.0    | 0.0% | 45.5  | 44   | 41   |

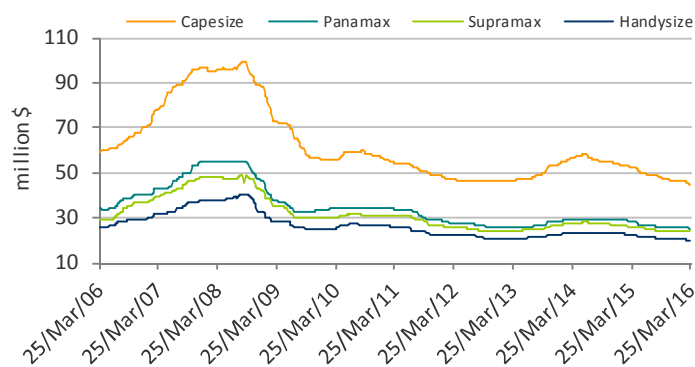
With just a single order surfacing last week, it goes without saying that things on the newbuilding front remain awfully quiet as the market is still struggling to find meaningful positive drives following the slowdown in tanker ordering. The majority of the orders that have been surfacing lately involve small sized vessels across the more conventional sectors, clearly underlying the challenging fundamentals the industry is currently operating on. Representative of the degree of these challenges is the latest data from the China Association of the National Shipbuilding Industry. According to the figures for January and February, shipbuilders in China have received orders of 75% less dwt compared to the same period last year. According to the same set of data, less than 100 yards out of the 300 left in China are still involved in daily operations, fact that is undoubtedly laying the ground for further consolidation going forward since it is highly unlikely that the soft activity trend will reverse anytime soon.

In terms of recently reported deals, Ningbo Dayu Shipping placed an order for 6 firm small bulkers (9,800dwt) at CSC Jiangdong, in China with delivery set between 2017 and 2018.

**Tankers Newbuilding Prices (m\$)**



**Bulk Carriers Newbuilding Prices (m\$)**



**Newbuilding Orders**

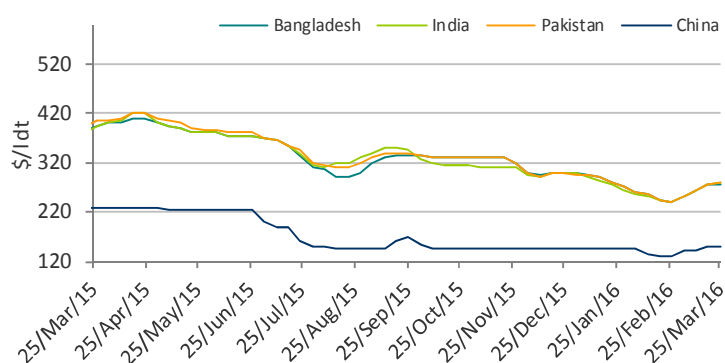
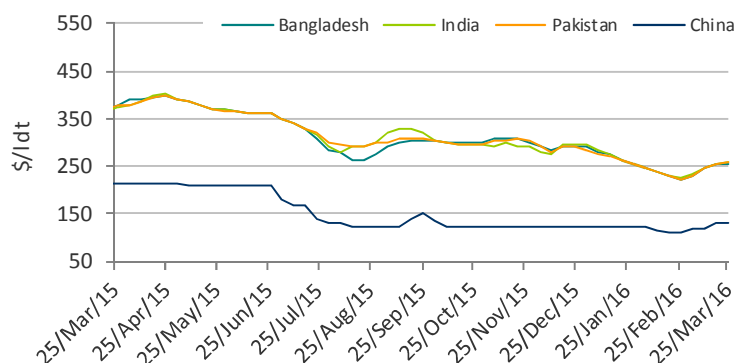
| Units | Type   | Size      | Yard                 | Delivery  | Buyer                          | Price       | Comments |
|-------|--------|-----------|----------------------|-----------|--------------------------------|-------------|----------|
| 6     | Bulker | 9,800 dwt | CSC Jiangdong, China | 2017-2018 | Chinese (Ningbo Dayu Shipping) | undisclosed |          |

**Indicative Demolition Prices (\$/Ldt)**

|     | Markets    | Week 13 | Week 12 | ±%   | 2015 | 2014 | 2013 |
|-----|------------|---------|---------|------|------|------|------|
| Wet | Bangladesh | 280     | 275     | 1.8% | 360  | 469  | 422  |
|     | India      | 280     | 275     | 1.8% | 361  | 478  | 426  |
|     | Pakistan   | 280     | 275     | 1.8% | 366  | 471  | 423  |
|     | China      | 150     | 150     | 0.0% | 193  | 313  | 365  |
| Dry | Bangladesh | 265     | 255     | 3.9% | 341  | 451  | 402  |
|     | India      | 270     | 255     | 5.9% | 342  | 459  | 405  |
|     | Pakistan   | 270     | 255     | 5.9% | 343  | 449  | 401  |
|     | China      | 130     | 130     | 0.0% | 174  | 297  | 350  |

There is a sense that the demolition market in the Indian Subcontinent has finally managed to emerge out of the downward spiral it has been caught since the last week of the previous year. Last week prices moved further up, with the overall gains noted during the last month mounting to more than 16% across both the Dry and Wet sectors. As optimistic as everyone wishes to be though, it is still very early to say whether this is a definite positive turnaround of the market. Let's not forget that fundamentals are still causing a great amount of uncertainty, making both buyers and sellers cautious over future developments. In terms of freshly inked deals, the Easter holidays definitely took their toll on the volume of concluded transactions, bringing the volume of weekly demo sales to the lowest recorded since the end of January. Despite the weaker activity volume, the number of Capes sold for demo remained elevated, bringing the total to 42 since the beginning of the year. Prices this week for wet tonnage were at around 150-280 \$/Ldt and dry units received about 130-270 \$/Ldt.

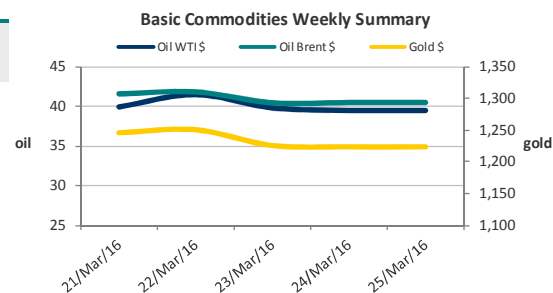
The highest price amongst recently reported deals, was that paid by Pakistani breakers for the Capesize "OCEAN QUEEN" (168,146dwt-21,051Ldt-blt 96), which received \$280/Ldt.

**Wet Demolition Prices**

**Dry Demolition Prices**

**Demolition Sales**

| Name         | Size    | Ldt    | Built | Yard                             | Type   | \$/Ldt     | Breakers    | Comments    |
|--------------|---------|--------|-------|----------------------------------|--------|------------|-------------|-------------|
| RZS HARMONY  | 171,779 | 22,363 | 1999  | HYUNDAI HEAVY INDS - U, S. Korea | BULKER | \$ 280/Ldt | Pakistani   |             |
| OCEAN QUEEN  | 168,146 | 21,051 | 1996  | HALLA ENG & HI - SAMHO, S. Korea | BULKER | \$ 270/Ldt | Pakistani   |             |
| GOODWILL     | 149,401 | 17,006 | 1992  | SAMSUNG SHIPBUILDING &, S. Korea | BULKER | \$ 280/Ldt | Pakistani   |             |
| CARIBE PEARL | 38,760  | 12,052 | 1986  | KOMUNY PARYSKIEJ STOCZ, Poland   | GC     | \$ 280/Ldt | Indian      |             |
| ANATOLI      | 47,116  | 8,752  | 1998  | DAEDONG SHIPBUILDING -, S. Korea | BULKER | \$ 275/Ldt | Pakistani   |             |
| VOGE FREEWAY | 29,227  | 8,000  | 1998  | DALIAN SHIPYARD CO LTD, China    | GC     | \$ 180/Ldt | undisclosed | as-is Malta |

## Market Data

|                     |                   | Market Data |           |           |           |           |                   |
|---------------------|-------------------|-------------|-----------|-----------|-----------|-----------|-------------------|
|                     |                   | 25-Mar-16   | 24-Mar-16 | 23-Mar-16 | 22-Mar-16 | 21-Mar-16 | W-O-W<br>Change % |
| Stock Exchange Data | 10year US Bond    | 1.910       | 1.910     | 1.880     | 1.940     | 1.920     | 1.6%              |
|                     | S&P 500           | 2,035.94    | 2,035.94  | 2,036.71  | 2,049.80  | 2,051.60  | -0.7%             |
|                     | Nasdaq            | 4,773.50    | 4,773.50  | 4,768.86  | 4,821.66  | 4,808.87  | -0.5%             |
|                     | Dow Jones         | 17,515.73   | 17,515.73 | 17,502.59 | 17,582.57 | 17,623.87 | -0.5%             |
|                     | FTSE 100          | 6,106.48    | 6,106.48  | 6,199.11  | 6,192.74  | 6,184.58  | -1.3%             |
|                     | FTSE All-Share UK | 3,355.54    | 3,355.54  | 3,403.59  | 3,402.24  | 3,396.95  | -1.3%             |
|                     | CAC40             | 4,329.68    | 4,329.68  | 4,423.98  | 4,431.97  | 4,427.80  | -3.0%             |
|                     | Xetra Dax         | 9,851.35    | 9,851.35  | 10,022.93 | 9,990.00  | 9,948.64  | -1.0%             |
|                     | Nikkei            | 17,002.75   | 16,892.33 | 17,000.98 | 17,048.55 | 16,724.81 | 1.7%              |
|                     | Hang Seng         | 20,345.61   | 20,345.61 | 20,615.23 | 20,666.75 | 20,684.15 | -1.6%             |
| DJ US Maritime      | 196.59            | 196.59      | 198.99    | 201.55    | 204.34    | -3.8%     |                   |
| Currencies          | \$ / €            | 1.12        | 1.12      | 1.12      | 1.12      | 1.12      | -0.9%             |
|                     | \$ / £            | 1.41        | 1.41      | 1.41      | 1.42      | 1.44      | -2.3%             |
|                     | ¥ / \$            | 113.08      | 112.86    | 112.42    | 112.25    | 112.15    | 1.4%              |
|                     | \$ / NoK          | 0.12        | 0.12      | 0.12      | 0.12      | 0.12      | -2.4%             |
|                     | Yuan / \$         | 6.51        | 6.52      | 6.51      | 6.49      | 6.49      | 0.7%              |
|                     | Won / \$          | 1,169.40    | 1,167.95  | 1,168.00  | 1,157.34  | 1,161.05  | 0.4%              |
|                     | \$ INDEX          | 87.97       | 87.89     | 87.77     | 87.31     | 87.16     | 1.2%              |



## Bunker Prices

|        |           | 25-Mar-16 | 18-Mar-16 | W-O-W<br>Change % |
|--------|-----------|-----------|-----------|-------------------|
| MDO    | Rotterdam | 349.0     | 353.5     | -1.3%             |
|        | Houston   | 374.5     | 377.5     | -0.8%             |
|        | Singapore | 354.5     | 356.0     | -0.4%             |
| 380cst | Rotterdam | 161.5     | 161.0     | 0.3%              |
|        | Houston   | 150.0     | 165.0     | -9.1%             |
|        | Singapore | 185.5     | 181.5     | 2.2%              |

## Maritime Stock Data

| Company                         | Stock<br>Exchange | Curr. | 25-Mar-16 | 18-Mar-16 | W-O-W<br>Change % |
|---------------------------------|-------------------|-------|-----------|-----------|-------------------|
| AEGEAN MARINE PETROL NTWK       | NYSE              | USD   | 7.50      | 7.62      | -1.6%             |
| CAPITAL PRODUCT PARTNERS LP     | NASDAQ            | USD   | 3.06      | 2.97      | 3.0%              |
| COSTAMARE INC                   | NYSE              | USD   | 8.94      | 9.40      | -4.9%             |
| DANAOS CORPORATION              | NYSE              | USD   | 4.10      | 4.41      | -7.0%             |
| DIANA SHIPPING                  | NYSE              | USD   | 2.25      | 2.78      | -19.1%            |
| DRYSHIPS INC                    | NASDAQ            | USD   | 2.22      | 2.41      | -7.9%             |
| EAGLE BULK SHIPPING             | NASDAQ            | USD   | 0.70      | 0.70      | 0.0%              |
| EUROSEAS LTD.                   | NASDAQ            | USD   | 1.83      | 2.00      | -8.5%             |
| FREESEAS INC                    | NASDAQ            | USD   | 0.02      | 0.02      | 0.0%              |
| GLOBUS MARITIME LIMITED         | NASDAQ            | USD   | 0.15      | 0.17      | -11.8%            |
| GOLDENPORT HOLDINGS INC         | LONDON            | GBX   | 5.09      | 6.35      | -19.8%            |
| HELLENIC CARRIERS LIMITED       | LONDON            | GBX   | 1.00      | 1.50      | -33.3%            |
| NAVIOS MARITIME ACQUISITIONS    | NYSE              | USD   | 1.57      | 1.70      | -7.6%             |
| NAVIOS MARITIME HOLDINGS        | NYSE              | USD   | 1.18      | 1.65      | -28.5%            |
| NAVIOS MARITIME PARTNERS LP     | NYSE              | USD   | 1.32      | 1.52      | -13.2%            |
| PARAGON SHIPPING INC.           | NYSE              | USD   | 1.10      | 1.39      | -20.9%            |
| SAFE BULKERS INC                | NYSE              | USD   | 0.71      | 0.81      | -12.3%            |
| SEANERGY MARITIME HOLDINGS CORP | NASDAQ            | USD   | 2.65      | 3.03      | -12.5%            |
| STAR BULK CARRIERS CORP         | NASDAQ            | USD   | 0.65      | 0.72      | -9.7%             |
| STEALTHGAS INC                  | NASDAQ            | USD   | 3.51      | 3.42      | 2.6%              |
| TSAKOS ENERGY NAVIGATION        | NYSE              | USD   | 6.11      | 6.45      | -5.3%             |
| TOP SHIPS INC                   | NASDAQ            | USD   | 2.01      | 2.20      | -8.6%             |

## Market News

### "Economou ups loan, sells preferred shares

Chief executive gives DryShips \$60m in additional credit and exchanges Series B shares for \$8.8m.

George Economou provided another \$60m in credit to DryShips and sold a chunk of preferred shares back to the company.

The New York-listed shipowner's chief executive increased a revolving credit facility to \$70m from \$10m, the company said today.

But Economou also struck a deal with the bulkier and offshore vessel owner he founded to sell back 4 million preferred shares for \$8.75m.

The deals leave a balance of \$28.8m on the revolving credit facility.

The credit facility amendment extends the debt's maturity by a year to October 2019.

It also cancels Economou's option to convert it into stock.

"We are pleased to have reached this agreement to increase and extend our revolver which will provide greater financial flexibility for the company and remove the overhang on our share price the lender's option to convert to shares of our common stock had created," said finance chief Ziad Nakhleh.

DryShips said its independent board members approved the deal." (Trade Winds)



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