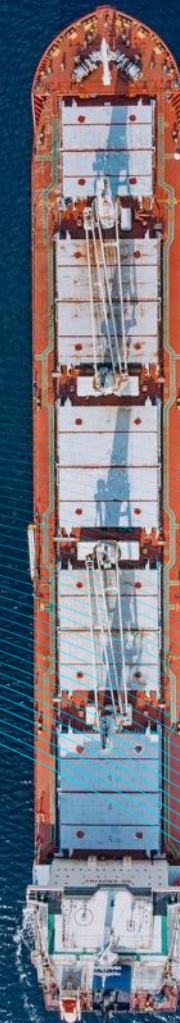




# Overview



# Contents

## Who we are

---

About Us **3**

---

Our offices **4**

---

## Mission & Values

---

Mission **5**

---

Values **6-7**

---

## SSY Markets **8-9**

---

Dry Cargo **10**

---

Tankers **11**

---

Derivatives **12-13**

---

LNG **14**

---

Sale & Purchase **15**

---

Offshore **16**

---

Chemicals **17**

---

Towage **18**

---

Corporate Finance **19**

---

**Research 20-22**

---

**Credentials 23-25**

---

# About us

500+

Shipping experts



25 9

Offices globally

Broking divisions

24

Hour service offering

# Our offices



Athens

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Copenhagen

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Dubai

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Geneva

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Genoa

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Hamburg

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Hong Kong

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Houston

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Korea

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Kristiansand

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London

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Madrid

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Mumbai

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New York

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Osaka

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Oslo

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Sao Paulo

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Shanghai

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Singapore

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Stamford

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Sydney

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Tokyo

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Vancouver

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Varna

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Zug

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“Our mission is to be the most trusted global shipbroking firm, which nurtures talent and always puts the needs of its customers first.”

**Stanko Jekov** - Managing Partner & Global Head of Dry Cargo, SSY

## OUR VALUES

# Trust

Trust is fundamental to SSY  
- without it, we wouldn't exist.

For over 144 years, our customers have placed their trust in us. In return, we trust in our own ability and judgement to always do the very best for our customers' business.

# Independence

Independence is what defines SSY  
- in business and in spirit.

Since our inception in 1880, our independence has given us the freedom to chart our own course while ensuring, above all, that we always put the needs of our customers first.

# Expertise

Expertise is what fuels SSY, it's why we have continued to shape and influence the shipbroking industry for more than a century.

Undoubtedly, it is our people and their expertise which is our greatest asset. It is only through our collective expertise can we continue to move the maritime space forward.

# We believe that experience matters...

Our 144 years of experience as a trusted broking partner the experience of our broking and researching experts and most importantly, the experience that our clients receive from us. Proudly independent, we have

grown to become the largest privately owned broking house in the world. Consistently chartering our own course and in doing so, have shaped the broking industry that we know today.

# Our main markets



# Our offering



As one of the most experienced and trusted broking houses in the world. SSY offers a full suite of integrated services for the maritime and maritime adjacent sectors.

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→ Dry cargo

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→ LNG

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→ Chemicals

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→ Tankers

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→ Sale & Purchase

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→ Towage

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→ Derivatives

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→ Offshore

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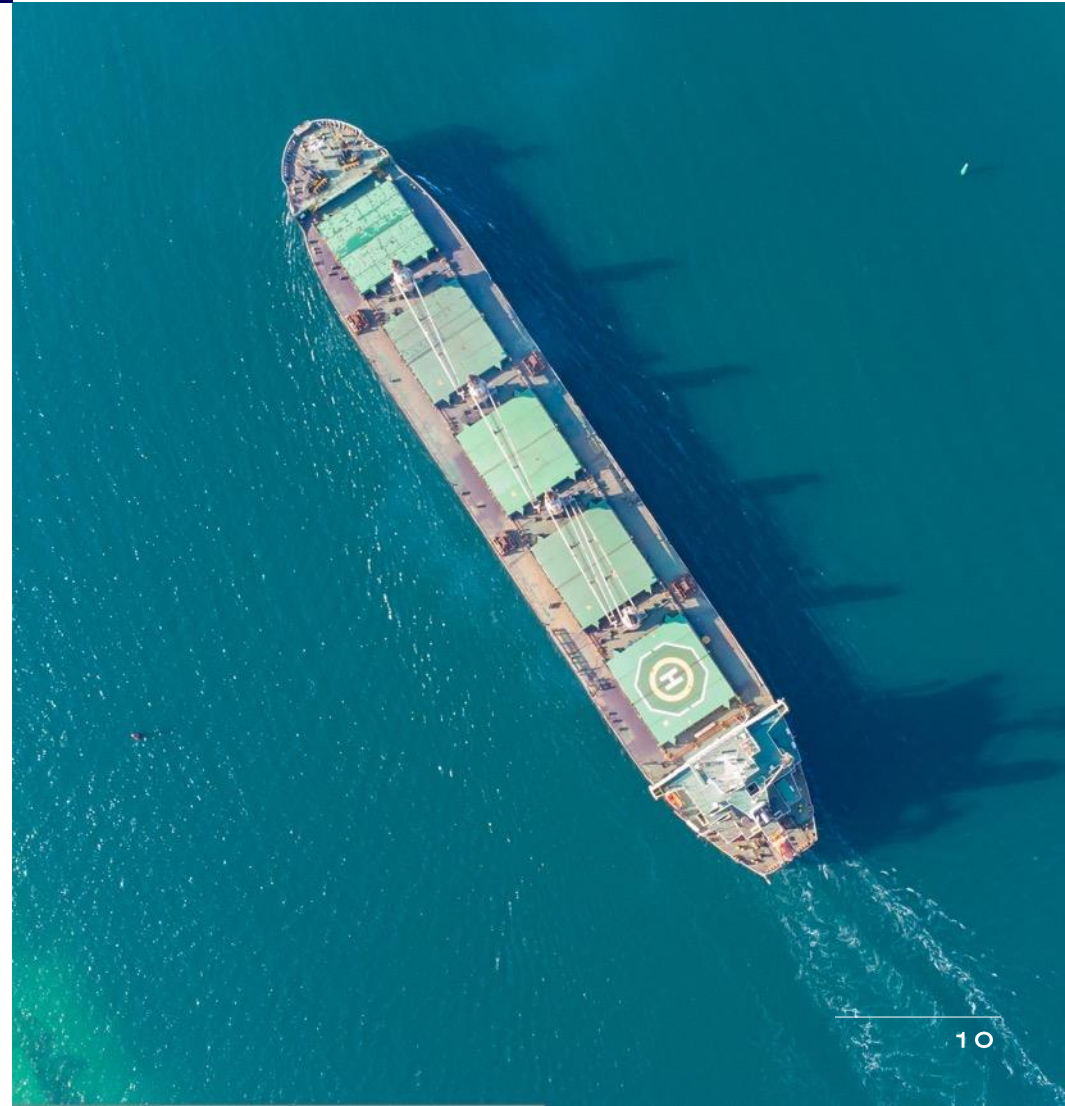
→ Corporate Finance

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# Dry Cargo

Operating as a global team, our highly experienced Dry Cargo brokers maintain an “always available”, responsive approach to doing business.

- Coal, Grain, Ores and Minor Bulks
- Handy, Handymax/Supramax, Panamax and Capesize
- Voyage and Period chartering
- Independent Power Projects (IPPs) and contracts of affreightment
- Direct dealings with major industrial charterers and vessel owners
- Baltic panelists on all major freight indices



# Tankers

**SSY's global Tanker division works with the majority of the world's oil companies, traders, shipowners and operators.**

- Crude oil, dirty and clean products
- All sizes covered, from sub -20,000 dwt to VLCC
- Voyage, period charters and COAs
- Shuttle, storage and production, lighterage
- Direct dealings with Oil majors, large traders, charterers and vessel owners
- Contributors to Baltic International Tanker Route (BITR) assessments



# Derivatives

SSY Futures is one of the world's leading specialists in executing freight and commodity futures and options with dedicated offices in London, Singapore, Dubai and Stamford CT, ensuring a global reach.

- Risk management for investors and speculators
- Forward Freight Agreements (FFAs)
- Iron Ore, Coking Coal, Base Metals, Raw Materials
- Covering Futures and Options
- Provide hedge for freight costs and earnings
- Carbon team
- Settlement against transparent and trusted indices
- Direct dealings with major charterers, ship owners, banks and financial institutions
- Members of Baltic Exchange and Forward Freight Agreement Brokers' Association (FFABA)



## Freight

SSY Futures has been at the heart of the Forward Freight Agreement (FFA) market since its inception. Our global team ensure complete market coverage.

With an extensive client base covering the full range of market participants including shipowner/operators, charterers and physical and financial traders, our core skill is accessing volume and liquidity to provide a precise and rapid execution service.

Our Dry Cargo desk covers all the main vessel sizes; Capesize, Panamax, Supramax and Handysize. We also offer a specialist broking service for LNG FFA's

## Bulk Commodities

Informed by SSY's global position as a leading Dry Cargo broker, it was a natural step for SSY Futures to expand into Bulk Commodities.

Today, we are a leading futures broker in iron ore, coking coal and steels and have been at the forefront of the options market since inception.

Based in London, Singapore, Dubai and Stamford CT, we offer global coverage and rapid access to volume and liquidity. Often transacting deals significantly above the normal market size and regularly assisting our customers in building complex package deals and strategies.

## Battery Materials

The growth in electric vehicle demand has seen an increase in volatility in the underlying market for battery materials. SSY Futures is working closely with market participants at the forefront of this fast growing derivatives market.

## Base Metals & Delivery Premiums

Differing premiums are charged for making or taking delivery of LME metals in their global network of warehouses.

As a pure execution service provider, SSY Futures can access liquidity in the base metals market and delivery premiums market. Deals are arranged on an agency basis, or via named give-up.

Our fast growing presence in this business evidences the importance traders place in our ability.

## Carbon

The SSY Futures carbon desk is at the hub of a group wide carbon service. It draws on data and research resources from within SSY and our strategic partners.

This enables our customers to reliably estimate their carbon requirements and source both EU and other compliance systems as well as voluntary offsets efficiently and competitively.

Accessing both futures and options and physical spot markets, we offer a perfect solution to procure, accumulate and warehouse carbon certificates, manage risk and maximize cashflow efficiencies. Assisting clients who wish to hedge their future exposures as well as transacting in the physical markets.

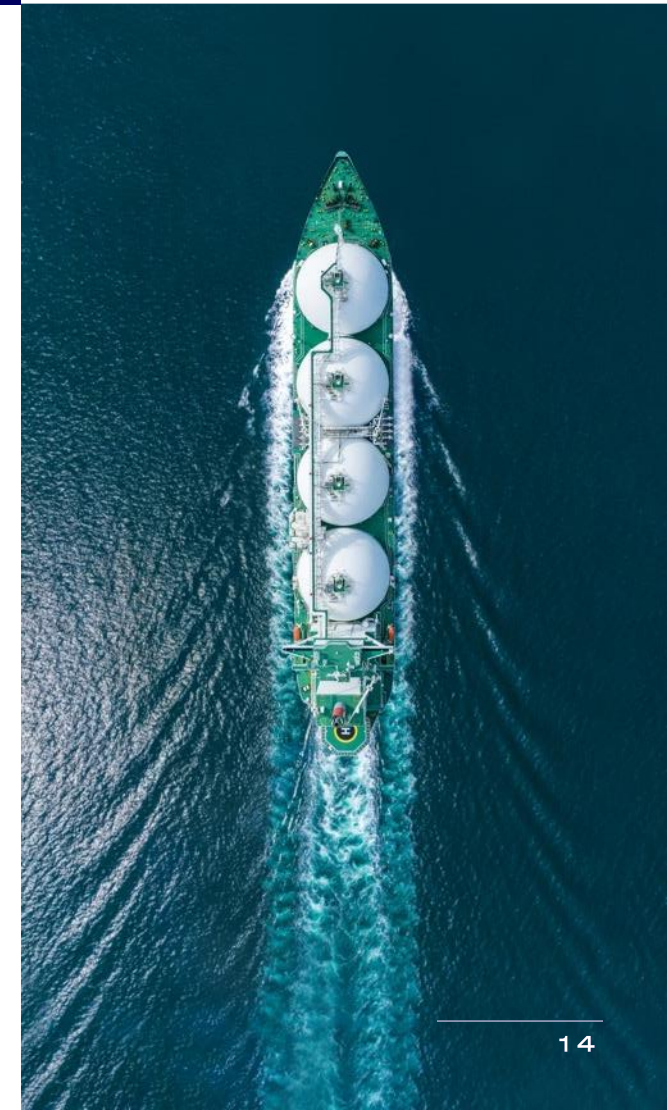
Our customer base is drawn from our extensive relationships within the global freight and commodity markets as well as the existing traders in this already long-established market.



# LNG

**SSY's LNG team offers international coverage to our customers with a variable range of broking capabilities. Our team specialises in the LNG spot market, long term chartering, projects, Small Scale and LNG Bunkering, Sale and Purchase and newbuildings.**

- Provides comprehensive service for short, medium and long-term chartering
- Active in LNG newbuilding and second-hand sale and purchase
- Specific expertise covering bunkering and small scale
- Extensive expertise from the LNG team with a worldwide coverage from 4 major shipping hubs (London, Singapore and Stamford) and Business Development in Madrid and Mumbai
- Founding Baltic LNG & Spark Commodities panelists, with coverage of all major owners and charterers in the market



# Sale & Purchase

**Our global S&P team is comprised of some of the most experienced brokers in the business and is involved across all conventional shipping markets.**

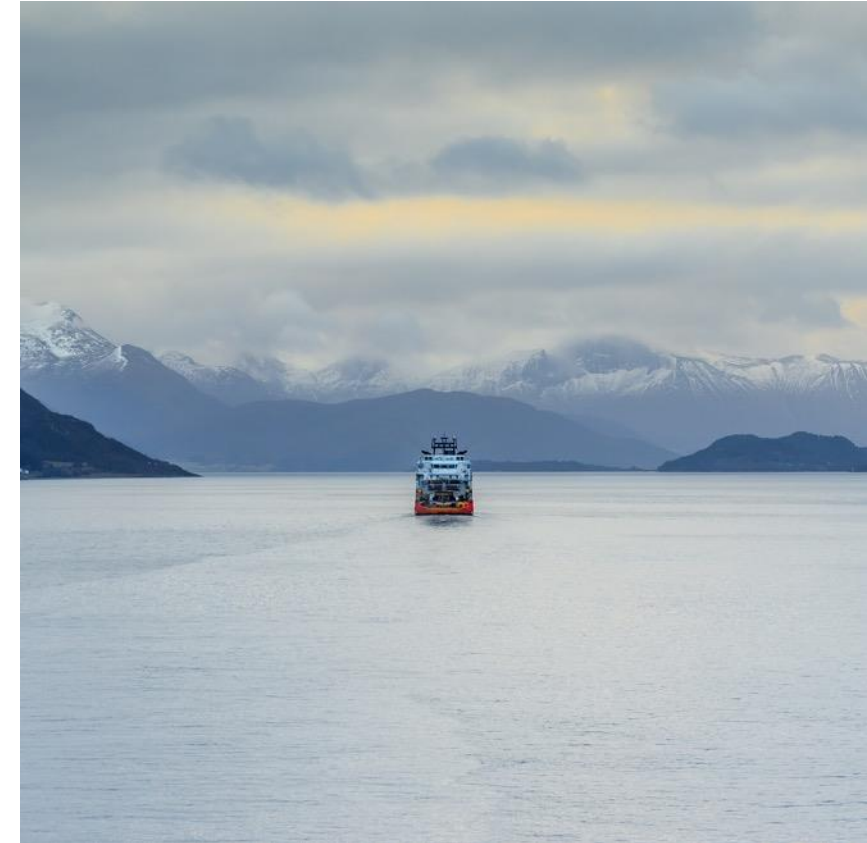
- Newbuilding and secondhand contracting
- Demolition
- Valuation
- Consulting to shipyards and shipowners
- Full service during the S&P transaction from A-Z – From identifying the asset/counterpart, throughout the negotiations until the successful delivery/closing (including post-fixture)
- Huge experience in the firm
- Close working relationships with shipyards and shipowners
- Strong negotiation skills
- Neutral approach to valuations
- Due diligence approach governed by ISO procedures

# Offshore

**Our Offshore department has quickly become one of the leading offshore shipbrokers in the oil and gas offshore wind sectors.**

Through our offices in Kristiansand, Hamburg and Dubai, SSY offers the following:

- High quality and reliable sale and purchase service with a wide contact network
- The latest data and market information on Offshore S&P sales
- Our market intelligence service provides analysis on small and large offshore vessels at all points of the technical spectrum
- Tailor made analysis is also available allowing our clients specific, in-depth reports resulting in confident decision making





# Chemicals

**SSY's Chemicals Division has a team of marine specialists that handle all aspects of vessel transportation from chartering of all sizes and types of chemical tankers to vessel operations.**

- Handles all aspects of vessel transportation from chartering of all sizes and types of chemical tankers to vessel operations.
- Spot charters, contracts of affreightment, time-charters and contract management are covered around the globe for a vast range of cargoes including easy chemicals, vegetable oils and biofuels and for every major trade lane.

# Towage

**SSY's Towage department has been at the forefront of Harbour Towage representation for close to a century. Based in our London office, the department works with some of the leading towage contractors around the world.**

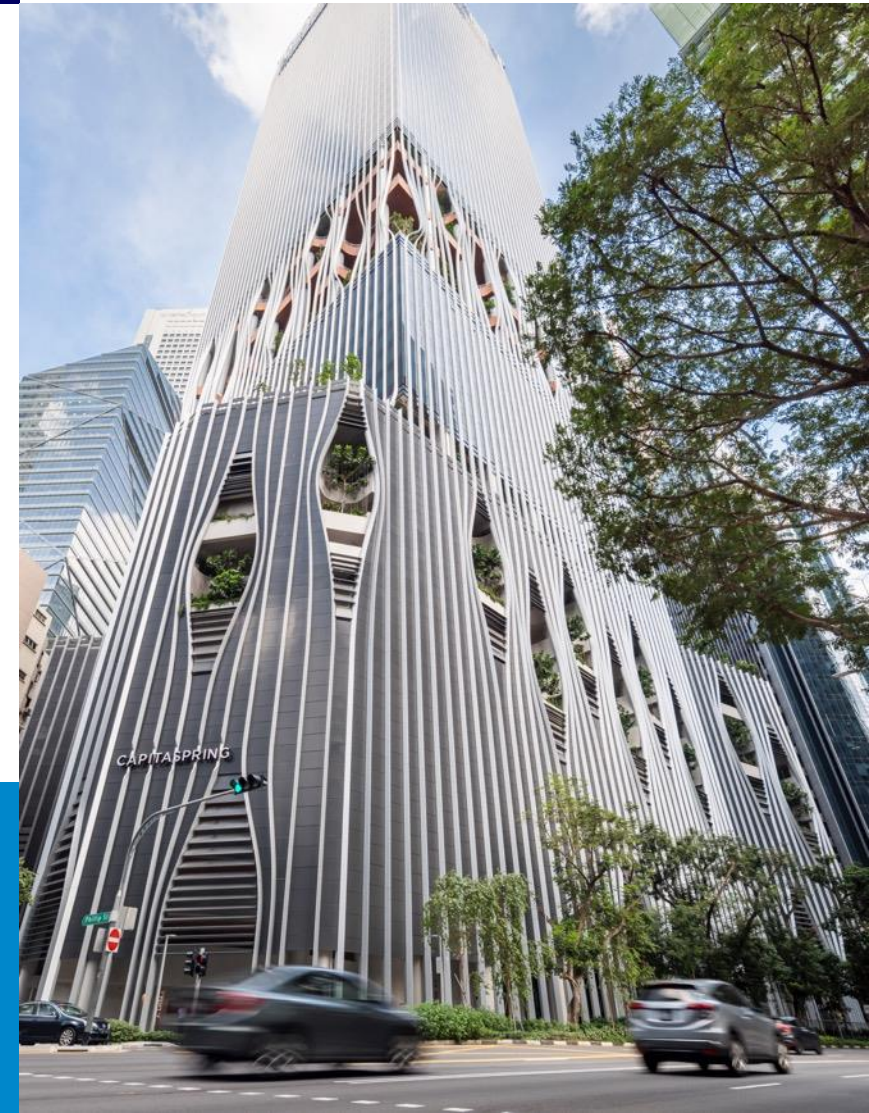
- Agents and brokers for leading towage companies
- Tailor made competitive harbour towage packages/solutions
- Reps for port agencies
- Specializing in North America, South America, Panama, Northern Europe and Asia-Pacific regions
- One of few large shipbroking companies with such expertise
- Over 50 years of experience



# Corporate Finance

Through our dedicated finance desks in London, Oslo, Singapore and Shanghai and by leveraging the wider SSY network, our corporate finance division maintains an extensive network of institutional investors, banks, specialised funds, family offices and leasing houses globally.

- Provide tailor made, unbiased and impartial advice
- Arrange, structure and execute services covering all aspects of corporate finance, shipping investments, mergers and acquisitions, divestments and restructurings
- Combines seasoned professionals with decades of experience in all aspects of corporate finance ensuring best in class execution for all our clients



# Research

Since its inception in 1984, the SSY research department has cut through the market noise and provided timely expert opinion and advice to our clients.

- Industry data and market information
- Appraisal and identification of investment opportunities
- Dedicated team of market analysts, specializing in respective sectors of commercial shipping markets
- Studies, publications, retainers and projects
- Commodity demand and trade forecasting
- Electronic Services

# Research areas

Our shipping market research is backed by an in-depth understanding of the underlying commodity markets and tracking of global trade flows. We provide market intelligence in these areas:

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## → All sectors

Monthly net fleet changes  
Monthly shipping review

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## → Dry Cargo

Dry Bulk Forecaster

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## → Tankers

Tanker Weekly Report  
Tanker Fundamentals Report  
Tanker Market Briefs  
Tanker Deep Dives  
Tanker Outlook Presentations

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## → Chemicals

SSY Chemical Weekly  
Chemical News Update

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## → LNG

SONAR  
RADAR  
Weekly LNG Newsletter  
LNG Shipping Review  
LNG Newbuilding Report  
LNG Market Outlook (ad-hoc)



## NAVIGATOR PORTAL

# Our navigator portal

We appreciate that our clients have different needs in terms of data, reports and other research services.

Our Navigator portal allows you to subscribe to the data feeds and reports that you actually need, including free content, which can be accessed through your own tailored dashboard.

## DATA

# Access a wide variety of SSY shipping data

We offer flexible and price competitive solutions for accessing a wide variety of shipping data.

Our data services include access to fixtures, freight rate series and data on ship demand and fleet supply.

## CONSULTANCY

# Tailored in-depth analysis

If the standard research offering is not enough then clients can enter into an annual retainer agreement tailored to their individual requirements.

This may include periodical market representations by one of our experts, in-depth special reports, or tailored periodical reports.

# Credentials



# Credentials



## Public official statement of Quality Policy:

**“Our aim is to achieve excellence by continuously seeking to improve the company’s service to our clients. Everyone within SSY is aware of this aim and we will work to achieve it through compliance with our Quality Management System which conforms to the requirements of ISO 9001:2015. We believe in encouraging the freedom of self development coupled with self discipline. We consider the fostering of team spirit and company pride to be key elements in our drive to quality.”**

- ISO 9001:2015 Approved
- SSY Futures LTD is authorized and regulated by the Financial Conduct Authority (FCA) in the United Kingdom and registered with the Commodity Futures Trading Commission (CFTC) and is a member of the National Futures Association (NFA)

## Corporate Quality Assurance

Corporate members of:

- The Baltic Exchange
- The Institute of Chartered Shipbrokers
- Intercargo (associate member)
- Intertanko (associate member)
- London Tanker Brokers’ Panel (LTBP)
- World scale Association (London) Ltd

\*applies to Simpson Spence Young Ltd, SSY Valuation Services Ltd, SSY Consultancy & Research Ltd



Experience Matters.