



## SHIPPING FINANCE ONLINE SEMINAR

### About:

The Shipping Finance webinar aims to cover the fundamental concepts of shipping financing. It analyses the various methods of financing through traditional sources and alternative investment funds (i.e. private equity funds) for both ship owners and lender-investors.

### Specific Areas Covered:

#### A. THE NATURE OF THE SHIPPING BUSINESS

- The objectives of lenders and borrowers in the shipping business
- The basic features of shipping cycles and the implications in the ship financing decision
- Historical context of ship finance
- Sources of security to lenders to shipping companies

#### B. THE LENDER'S PERSPECTIVE IN THE SHIP FINANCING DECISION

- The basic principles of good lending, proper evaluation of the asset to be financed, the cashflow to be generated, and the significance of 'name' or reputation
- The Japanese model
- Ship mortgages
- Assignment of insurances and earnings as sources of banker's security
- Charges or liens over shares, and guarantees from parent companies in respect of loans made to subsidiary companies

#### C. EQUITY AS A SOURCE OF FINANCE IN THE SHIPPING BUSINESS

- Attracting external equity financing: difficulties and implications
- Points of conflict between ship owners & external investors and the mechanisms for resolution
- Main international stock exchanges & listed international shipping companies
- The implications of the US Sarbanes Oxley Act 2002 for shipping companies looking to list on US stock exchanges
- The different types of shares issued by shipping companies, and their relative advantages and disadvantages for both issuers and investors
- The rationale of private placements, and the significance of timing



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### D. DEBT FINANCING AND THE BOND MARKETS

- The differences between debt and equity financing
  - Different forms of bonds and the significance of different payment schedules
  - Sinking funds: functions and characteristics
  - Convertible bonds: structure and purposes
  - The conversion of convertible bonds from ship owner issuer's and investor's perspectives: attractions and implications, principal consequence, the prohibition of re-conversion from equity back into debt
  - Mezzanine finance: structure, use and its suitability in shipping finance
- Case studies

### E. TYPES OF LOANS USED IN SHIPPING FINANCE

- Characteristics of different types of loans: plain vanilla loans, moratorium loans, bullet repayment loans, balloon repayment loans, back/front ended loans, and revolving credit facility loans
- The principal objectives of the participants to the loan decision: the ship owner and lender
- The rationale for syndicating a loan and the principal responsibilities of all parties to bond syndications
- The objectives of parties to syndications and other loans described in the case studies provided.
- The principal features, purposes, and participants to the hedging techniques of interest rate and currency swaps

### F. SECURITISATION

- The basic objective of securitisation: the bundling together of homogenous cashflows and their use as collateral for a bond issue
- Basic Structure, the procedural steps and the potential benefit as a financing technique for Third World shipping companies
- Case studies provided

### G. KS AND KG SHIP FINANCING

- The KG ship financing system: structure & principal advantages
- The Norwegian KS ship financing system: structure
- Similarities between KG and KS financing
- Case studies

### H. SIGNIFICANCE OF THE DEBT-EQUITY STRUCTURE FOR A SHIPPING COMPANY

- The Basel Committee: history, purposes, composition
- Capital adequacy ratio and its importance for the shipping companies
- The basic composition of the Basel capital adequacy ratio in terms of tiers and asset weighting.
- Capital financing theory, including the basic elements and implications of the Modigliani-Miller theorem
- Criticisms of the Modigliani-Miller theorem
- The context of shipping finance; the debt-equity mix-is not a static structure

### I. ISLAMIC FINANCE IN SHIPPING

- The basic principles of Islamic finance
- The principal Shariah-compliant financial instruments (incl. Mudharabah, Murabaha, Ijara, and sukuk): characteristics
- The main components of structures found in the case studies provided

## SHIPPING FINANCE ONLINE SEMINAR

### Ideal for

Shipowners & Managers, Financial Consultants, S&P Brokers, Banking, Accounting and Finance Executives, Lawyers & Legal Executives

### Dates/Hours

Dates: 11/02, 16/02, 18/02, 23/02, 25/02, 26/02, 02/03, 04/03, 09/03 & 11/03

Hours: 19:30 – 21:30

Duration: 10 Online Sessions

### Fees

550,00 EUR (Including tuition fees, ICS Book & reading material)

*plus postage fees for non-Greece-based participants*

ICS Members are eligible for a discount 20% on HMC Professional Maritime Seminars.

### Online Learning

The seminar will be delivered exclusively online by fully tutored learning sessions. Once your registration is completed, you will receive an email with information and joining instructions to the webinars. For your participation, no special equipment is needed except a camera and a microphone.

### Tutor & CV Resume

**Katerina Stathopoulou, MICS, VP, Senior Manager, Investments & Finance Ltd**

Katerina has a total working experience of 31 years of which 27 years have been in managerial positions in the fields of Shipping and Banking. Started her career in shipping in 1986 as Assistant CFO for Athenian Sea Carriers and continued into Banking in 1992 as Head of Shipping Finance for two Greek private Banks, responsible for setting up and developing their shipping loan portfolios. She was also a Credit Committee member of these banks. Since 2000, Katerina holds the position of VP, Senior Manager of Investments & Finance Ltd; leading multiple consulting engagements to assist clients in boosting company value, structuring of public and private bank debt financings and restructurings, financial engineering, equity raising (private and public), and M & A transactions on behalf of clients. She is a member of WISTA Hellas since 1997 and an Executive Committee Member of WISTA International since 2012, as well as member of the Greek Shipping Bankers Association and iforU. Katerina is also a Member of the Institute of Chartered Shipbrokers. Katerina has organized and conducted Shipping Finance seminars and has participated in various Shipping Conferences in Greece and abroad as Speaker and Moderator. She holds a bachelor's degree in Business Administration, majoring in Finance from the University of Maryland, USA. She is fluent in Greek and English and speaks basic French.