

maritime transportation in a changing world

AIIS Customs & Logistics Conference
Hyatt Regency, Philadelphia
16-17 May, 2007

CLIPPER 



Agenda

- Freight & time charter market
- Steel versus bulk
- Logistical issues
- Clipper Group
- Clipper Steel Services

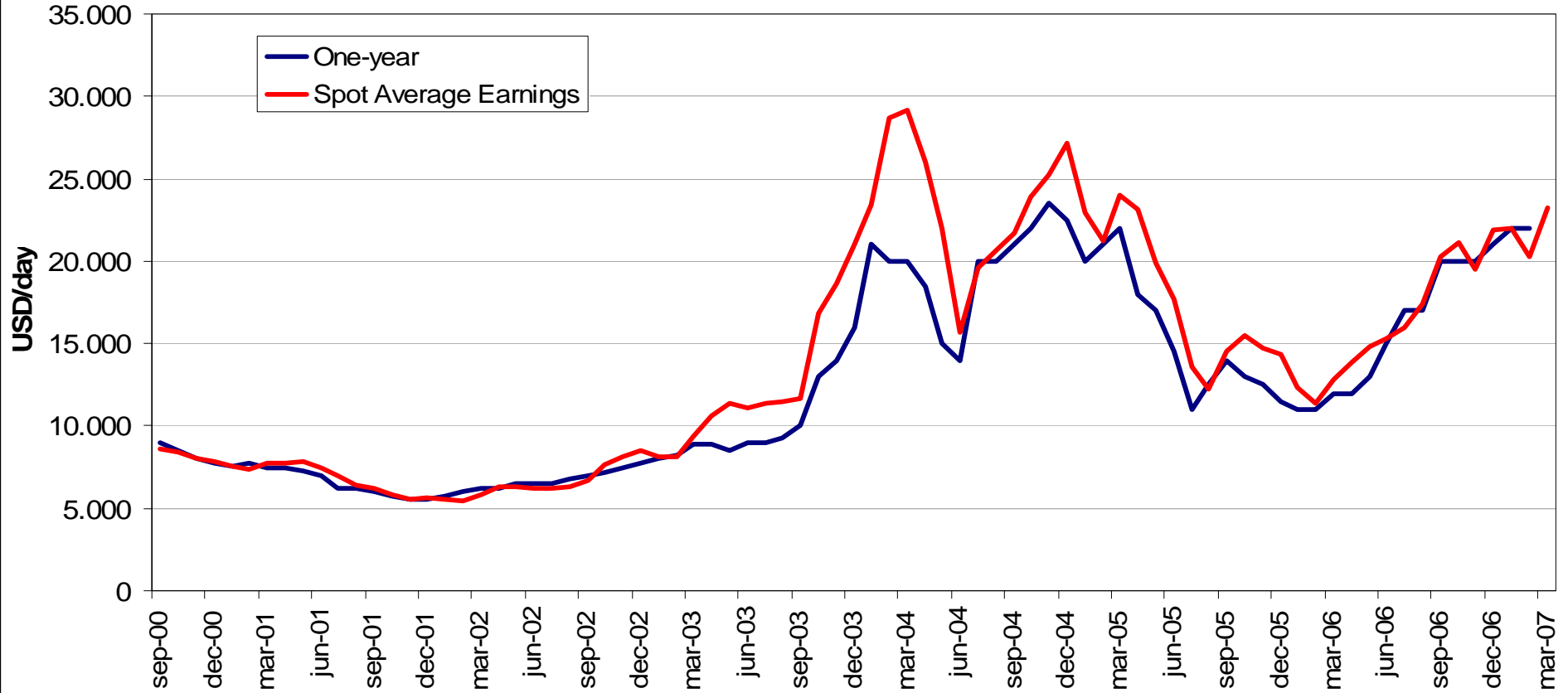


Freight & time charter market

- 460% in 5 years



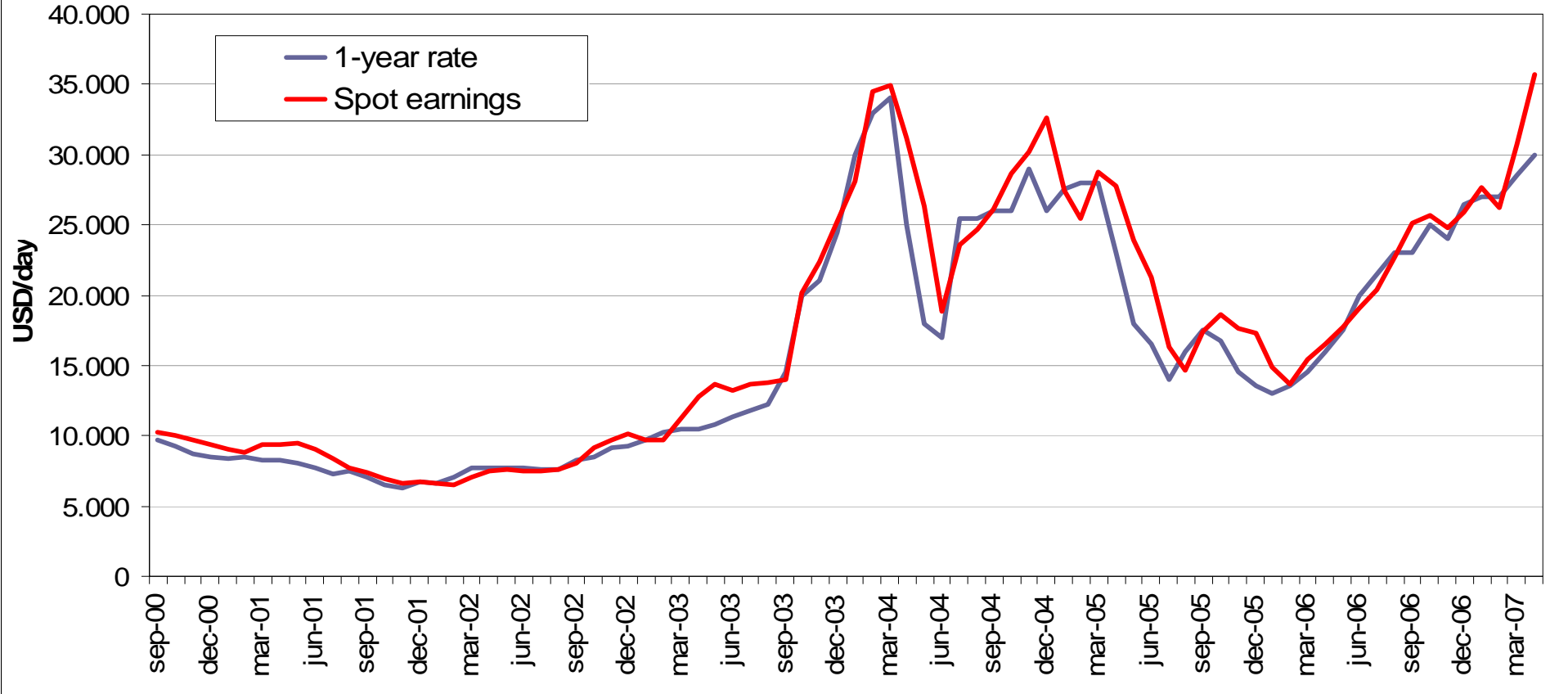
One-year vs Spot Rates for 30,000dwt vessels



Source: SSY Research



One-year vs Spot Rates for 45,000dwt vessels



Source: SSY Research



Freight and time charter market

- 460% in 5 years
- 33% increase since January 2007
- Market drivers
- Forecast

Steel versus bulk

- Handysize (20-35,000 dwt)
- Handymax (35-55,000 dwt)
- Panamax (65-85,000 dwt)
- Capesize (100-200,000 dwt)

- A vessel's cubic is generally not of interest in the steel trade
- A vessel's dead-weight is not essential in the steel trade

- Key elements are flat floor square meters, flat floor ratio and tanktop strength

- Stowage becomes critical around 35,000 mt cargo
- Open-hatch, box-hold tonnage is ideal



Logistical issues

- JIT
- Congestion
- Berth & port restrictions
- Higher quality equals more restrictions
- Damage control





Clipper history

1972 - Armada Shipping APS (ASA) is established by Torben G. Jensen and Jørgen Dannesboe on October 1st.

1991 – The owners of ASA decide to part ways and Mr. Torben G. Jensen continues to operate under the name of Clipper, acquiring the estate Slettenhus in Humlebæk, Denmark. Clipper furthermore operates out of own offices in Houston, Texas, Sao Paulo, Brazil, Barranquilla, Colombia, Berne, Switzerland as well as Vancouver, Canada. At this stage Clipper has ownership interests in 6 vessels.

1992 – Together with the Polish shipping company Polska Zegluga Morska, Stettin, Clipper orders the company's first 2 newbuildings of 17,000 dwt newbuildings in Poland.

This is the first step in a strategic move from operator related activities to shipowner status.

During the following 2 decades, the company orders an increasing number of newbuildings. In total amounting to close to 200 vessels including options.



Clipper history

2000 – Together with VOPAK and Fortis Bank, Clipper establishes the company VOC/VOC Steel Services with offices in Stamford, USA and Rotterdam, The Netherlands. Clipper acquires a number of second hand bulkers from various owning entities the same year.

2003 – Clipper acquires Lasco Shipping and takes over a fleet of 22 vessels in the handysize/handymax and panamax segment. Same year Clipper acquires the remaining shares in VOC/VOC Steel Service and gains full control of the company.

2004 - 2007 – Clipper places massive newbuilding orders in both the tanker, dry bulk and multi-purpose segments.

Clipper newbuilding programme 1994 -

Country	No of vessels contracted incl. options excl. long-term T/C w. purchase options	No of vessels delivered
China	88	57
Turkey	21	16
Korea	20	15
Japan	8	5
India	16	2
Spain	5	0
Singapore	4	4
The Netherlands	4	1
Bulgaria	4	2
The Philippines	4	4
Vietnam	10	0
Poland	2	2
Total	186	108



Strategic business units

CLIPPER BULK

Handysize
Handymax
Panamax

CLIPPER ELITE CARRIERS

Multi purpose
Heavy lift
Project carriers

CLIPPER WONSILD TANKERS

Chemical carriers
Product carriers

OTHER BUSINESS UNITS

RO/RO – VLCC - Cruise vessels - Liner activities - Glomaris



Clipper Bulk - fleet

Over the coming years Clipper Bulk will take delivery of more than 40 newbuildings and vessels on long-term time charters.

Clipper Bulk controls a fleet of over 100 vessels.

59 handysize	(20-35,000 dwt)
28 handymax	(35-55,000 dwt)
10 panamax	(65-85,000 dwt)
8 other types	



Clipper Bulk - customers

Clipper Bulk services many diverse customers with different needs for bulk transportation around the world and is regarded as a premier carrier for all major industrial clients. A common trademark is that these customers are large commodity houses with different *global* transportation needs.

Clipper Bulk's customers include:

Cargill
BHP Billiton
Toepfer
Norsk Hydro
Glencore
Bunge
Arcelor-Mittal
ThyssenKrupp Staal
Corus Group
Stemcor
Duferco





Clipper Steel Services

- More than 20 years experience in the steel trade
- Carries approximately 2 million mt of steel products annually
- Weekly sailings from the Continent and Mediterranean to the US, East Coast & Gulf region and Mexico
- Modern geared tonnage, primarily wide-hatch/box tonnage





Clipper Steel Services

- Value added services
- Network of professional and capable agents and stevedores
- Highly skilled and experienced cargo superintendents
- In compliance with AMS, C-TPAT, e-NOA and WPM/ISPM15

www.clipper-bulk.com

