

ALLIED



---

**We  
care.**

---

---

**We  
deliver.**

---

Our philosophy

**Allied strives  
to deliver  
a value-driven  
integrated range  
of shipping services  
to our clients.**

Our business philosophy has stood firm all these years on four distinct pillars. These pillars have been the core values that bring our team together, that unify us, that make us Allied.

## 1 | **Our people.**

Allied is first and foremost a dedicated team of men and women that combines more than four decades of experience from its senior partners, along with the innovation, strength and drive brought by the dynamic wave of its new generation of brokers.

## 2 | **Our client's satisfaction.**

Allied cares about its clients and their needs, which is why we provide premium quality services on a personal and customized level. Through loyalty and focus on the client's overall satisfaction, over the years, we have been able to develop a first-class client base.

## 3 | **Our business relationships.**

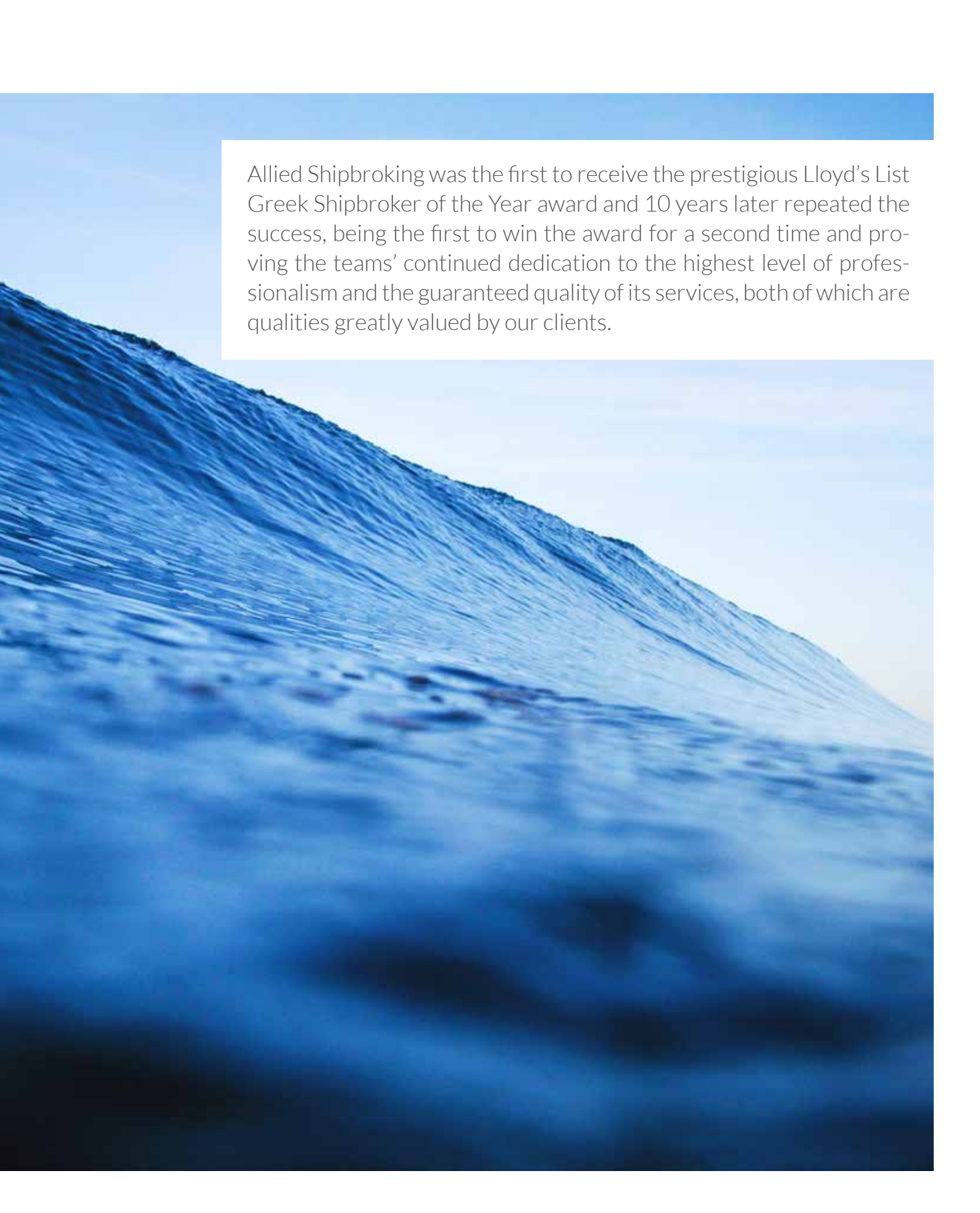
Throughout the years, Allied has developed strong and trustworthy relationships with some of the world's most renowned financial and shipping institutions. By constantly enriching and developing these relationships, we are more than capable of delivering a fully integrated package of shipping services to meet all of our client's needs.

## 4 | **Our intelligence system.**

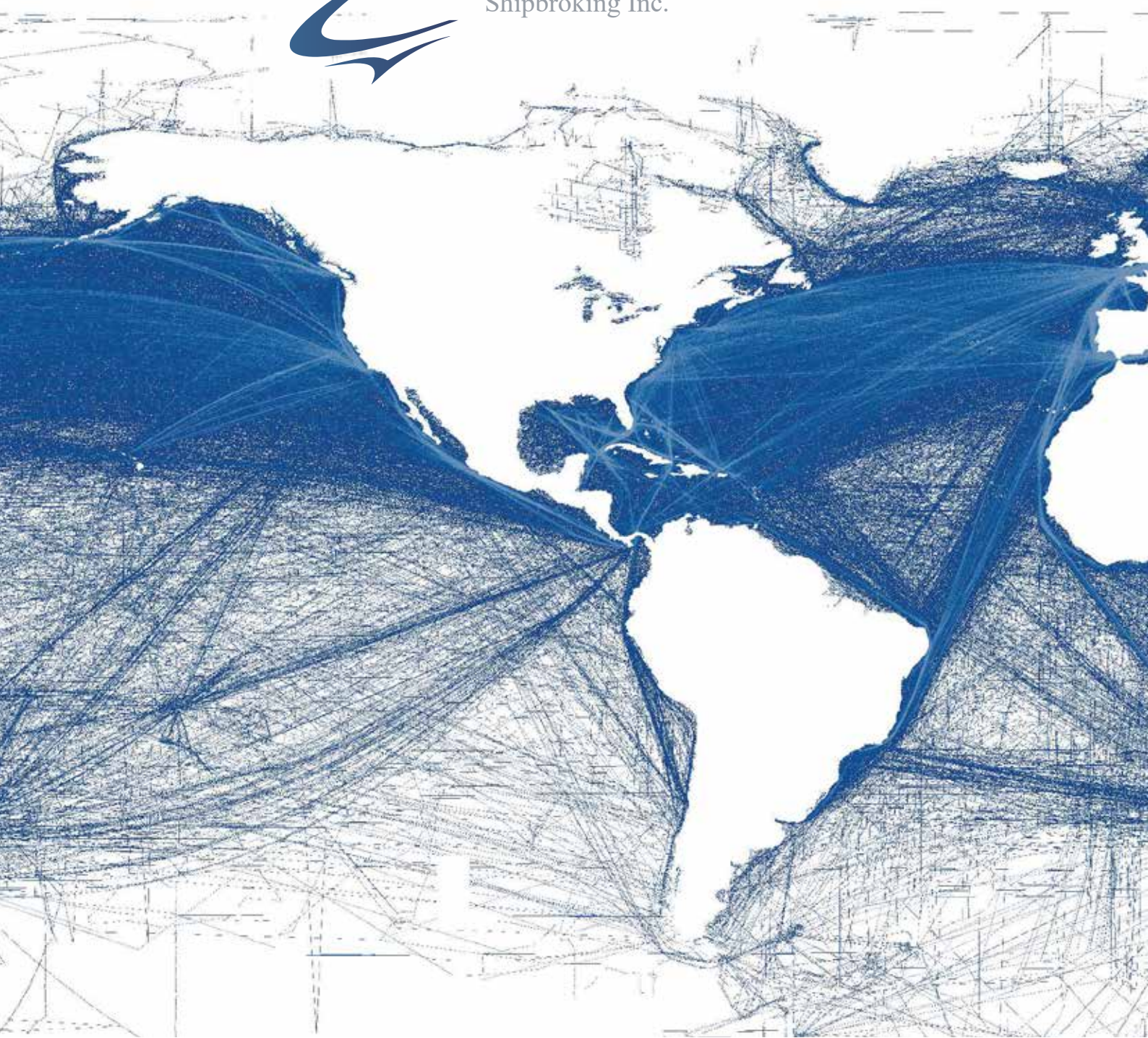
One of our key assets is our state-of-the-art Intelligence System, a vast database comprising historical and contemporary data across all shipping sectors. Our unique method of gathering, managing and analysing this data, gives us an intimate and deep understanding of the shipping sectors, an understanding that we share daily, with our clients.

# Award Winning Service





Allied Shipbroking was the first to receive the prestigious Lloyd's List Greek Shipbroker of the Year award and 10 years later repeated the success, being the first to win the award for a second time and proving the teams' continued dedication to the highest level of professionalism and the guaranteed quality of its services, both of which are qualities greatly valued by our clients.







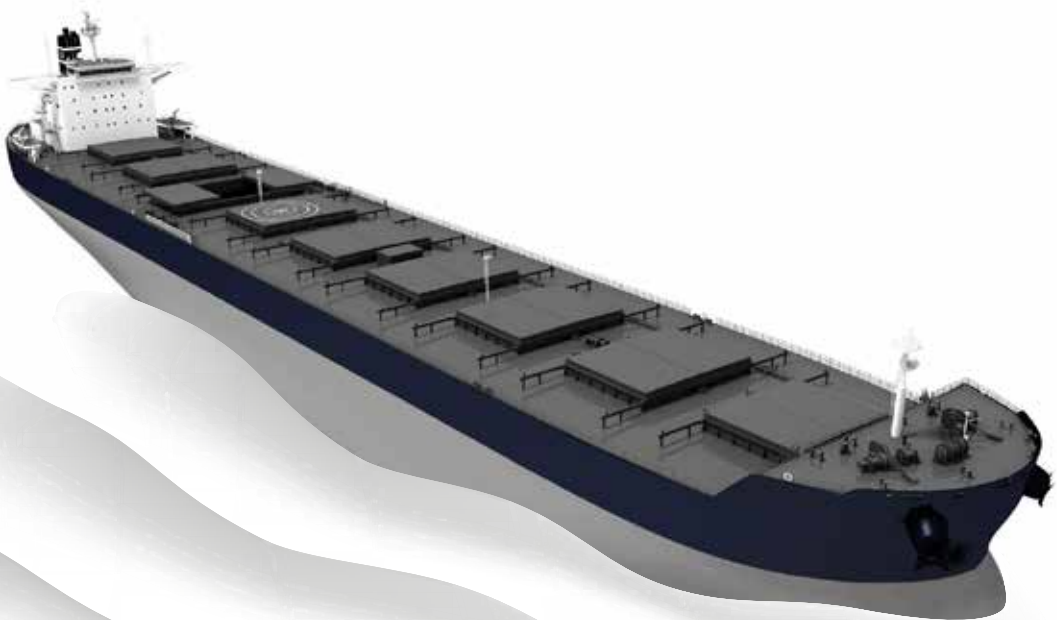
Allied was established in 1988 in Piraeus, Greece by a partnership of experienced shipbrokers.

Our aim was simple and straightforward: to offer a comprehensive range of contemporary value-added services to clients interested in acquiring or selling commercial vessels within the shipping community.

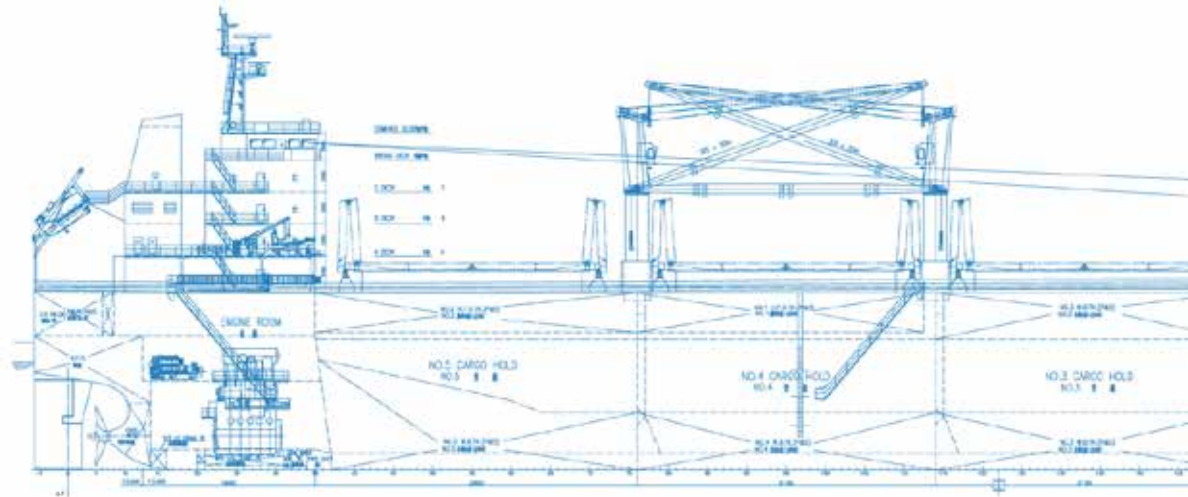
Based in one of the world's major shipping centres, Allied steadily became one of the most successful sale and purchase broking houses worldwide, serving clients globally.

Each year, Allied successfully participates in a significant number of sale and purchase transactions of ocean-going vessels, of all types, from new buildings, to secondhand and demolition sales. With over twenty-eight years of experience in wealth creation in the shipping industry and a vast network of clients ranging from large listed owners down to small private ownerships across the globe, Allied Shipbroking is a true market leader in providing unparalleled investment intelligence and consultancy in a market characterised by high risk and volatility.

# Allied Shipbroking Services



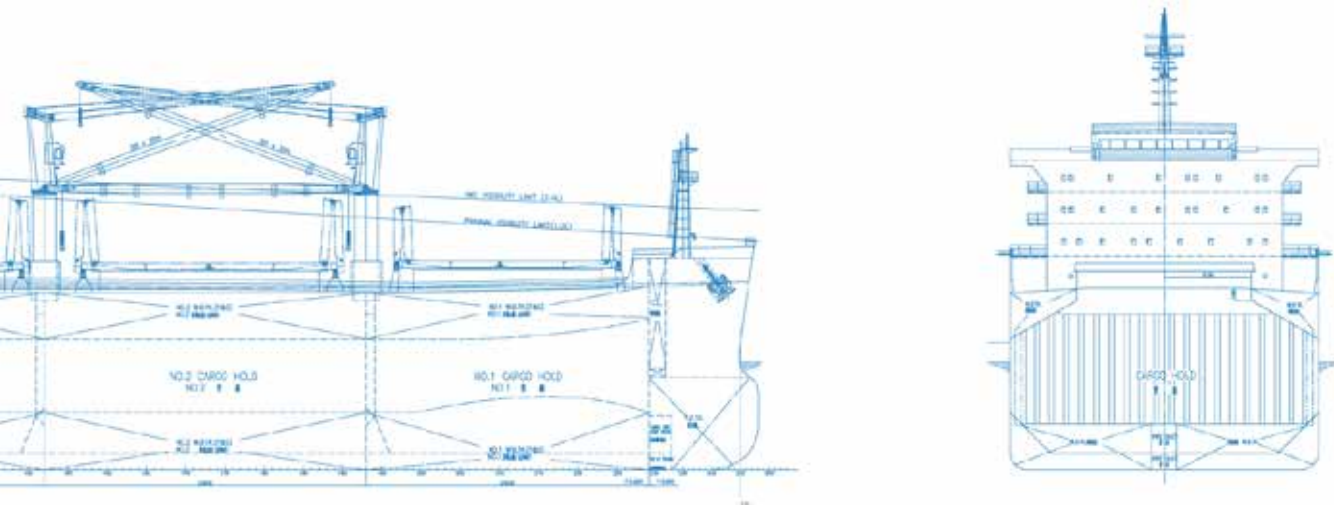
# New Buildings



Through our proven track record, along with our long standing personal and professional relationships with some of the largest and most well-established shipbuilders in South Korea, China and Japan, means that we are able to ensure the construction of high quality vessels at competitive prices, in line with the client's specialised needs, preferences and plans.


Our long and successful track record over the years along with the high level of experience through the negotiating, overseeing and delivery of numerous newbuilding construction projects, gives us the advantage of being able to provide accurate guidance on the design, specifications, availability of possible delivery positions and the avoidance of potential pitfalls.

Our experienced New Building team advises on availability of new building projects, undertakes the negotiations and assists in the finalization of construction and delivery according to the designated requirements and quality standards set out by our clients, including all the important details and follow up requirements that come up during the construction period, so as to always ensure a smooth delivery with utmost care and effectiveness.



# Secondhand Sales



The background of the page features a photograph of an offshore oil rig in the middle of the ocean. The rig is a complex structure with various towers, pipes, and platforms, extending from the water's surface. The sky is a clear, deep blue, and the water is a darker shade of blue. The rig is positioned on the left side of the page, with its structure extending towards the center. The overall scene is industrial and maritime.

The sale and purchase of second hand vessels is our main expertise and constitutes the core of our business activity, whereupon the company's growth and success has been mainly driven since our establishment. Thanks to our well-formed track record and the unmatched coverage of the Greek Sale and Purchase market (our key market), as well as our increasing reach to new markets through a growing international clientele of top owners and strategic co-operations with other broking houses based in key market locations, we are able to offer an unrivalled quality of service as well as key market insights proven by our awards of distinctions and the numerous high profile deals of which we have been involved in and helped facilitate in the past. From this, we have been able to establish one of the most prestigious clientele in the industry, encompassing the largest private and publicly listed Greek shipowners as well as overseas shipowners. Along with our exclusive support and commitment we are able to provide key information and market guidance which is unparalleled by our competitors and as such will keep you one step ahead of the rest of the market.

Unquestionably, our team is our most competitive advantage in this market. We have one of the most experienced, productive and innovative teams in the S&P sector and have dealt with all types of ocean-going commercial ships.

Our sole objective is to ensure that each client's interests are fully met effectively from the beginning of the negotiations up until the successful delivery of the ship. This premium service has been setup through years of involvement in some of the highest profiled transactions that have been concluded, while our contribution is always regarded as key in the ongoing negotiations and resolution of differences that emerge between the dealing parties.

# Demolition







Allied has been heavily involved in the sale of vessels for ship recycling on behalf of its clients. Over the years, Allied has built up a reputation and has developed close business and personal relationships with a significant number of Cash Buyers in all major demolition destinations, giving Allied's clients the ability to service and secure competitive prices for different types of demolition sales. Given the high volatility noted in prices during recent times we have found that these close relationships and ties with buyers, along with our high volume of transactions means that we are often able to provide the best result, securing a more competitive outcome than most of our competitors.

With the major shifts being undertaken in recent years in terms of regulation and growing concern on environmental issues by many of our owners, we have also found the need to undertake more complex sales for green recycling, allowing for the coverage of higher and more strict requirements as to the ship recycling process, including the proper documentation involved in the collection, treatment and disposal of all hazardous materials.

Allied's demolition team is highly knowledgeable and involved in the market and constantly up-to-date on current steel prices and market trends in all major demolition countries.

As such Allied successfully participates and concludes more than 2 million deadweight tons of all types of vessels for demolition on an annual basis, which approximately accounts for about 4%-5% of the total scrapped tonnage per annum.



Information and data mining systems are key elements in the daily responsibilities of modern brokers and ship owners.

This is one of our most prized and high profile services and should serve as an indication of the overall premium quality of service we are able to provide.



# Valuations

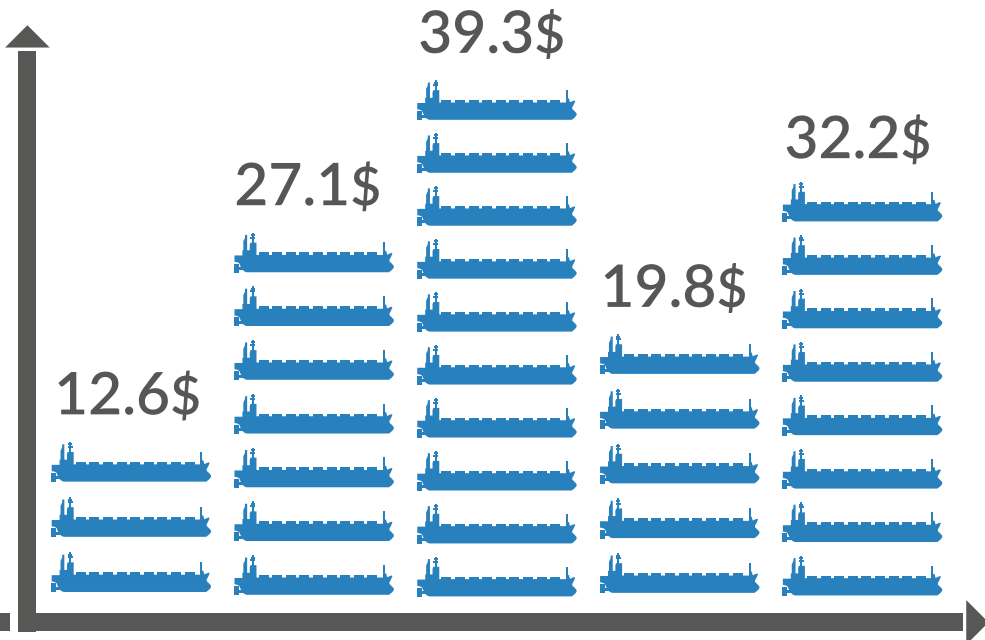


Vessel valuations make up another main field of our expertise, utilizing the long experience and deep knowledge of the shipping market from Allied's highly skilled partners.

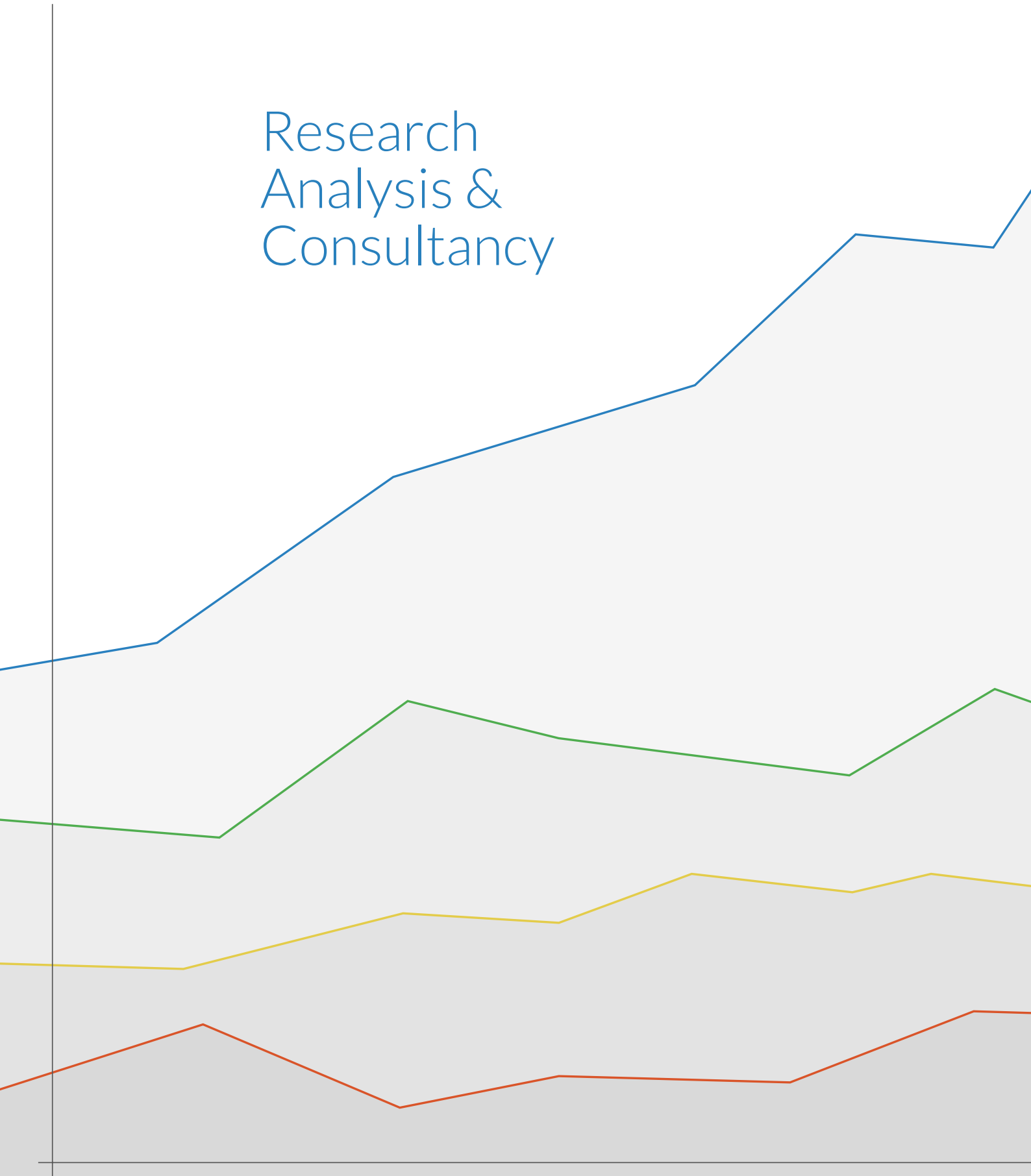
Allied provides objective, non-biased valuations for all types of vessels, not only as individual ship valuations or fleet valuations but also specialised vessel income valuations.

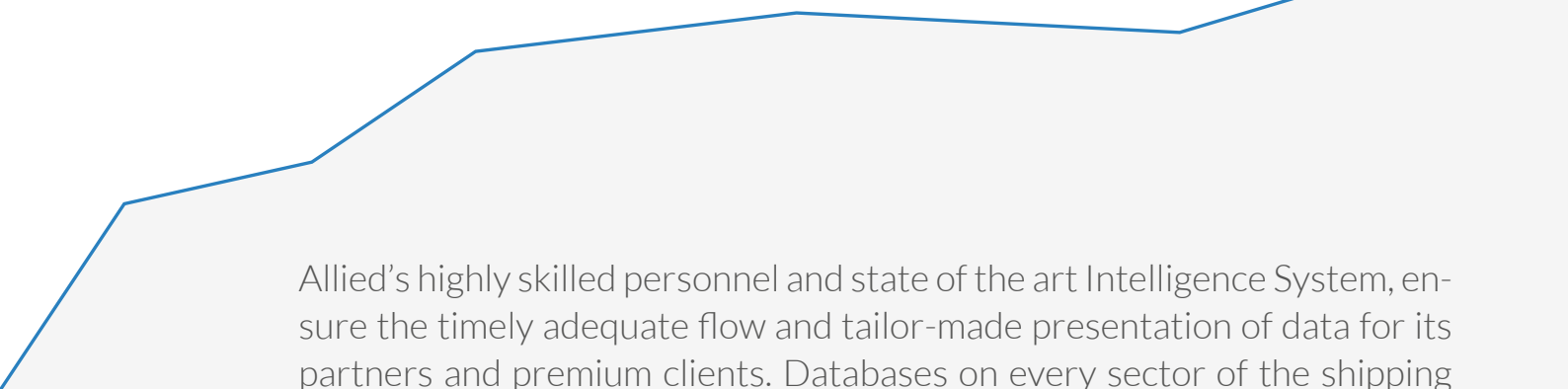
Through our expertise and high valued market reputation, Allied is a close adviser and is a member of the panel of brokers who provide valuation certificates as well as consultation for vessel portfolios of major Shipping Banks both in Greece and worldwide, as well as other international financial institutions. Beyond this we are also heavily involved in providing indications and guidance to several of the largest listed ship owners in the world.

In 2001, we were also granted a seat on the then newly established panel of brokers, valuating ocean-going vessels and shipping companies for the Athens Stock Exchange.



# Research Analysis & Consultancy

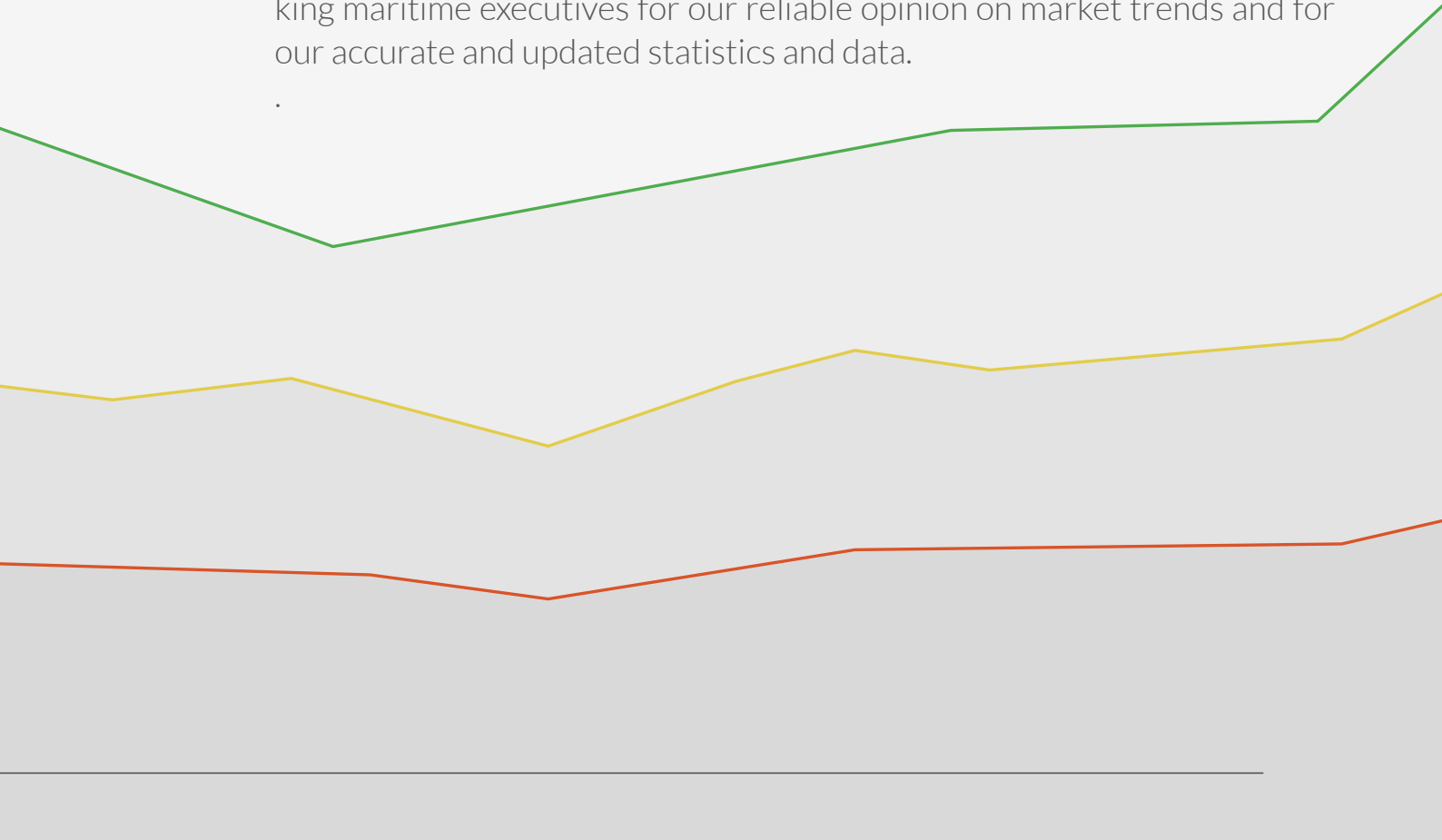




Allied's highly skilled personnel and state of the art Intelligence System, ensure the timely adequate flow and tailor-made presentation of data for its partners and premium clients. Databases on every sector of the shipping industry are meticulously updated on a day-to-day basis, making Allied a valuable source of key market data, in-depth analysis and valuable insight.

As such we have grown our capabilities through the years to the level where we are now often sought out to provide detailed feasibility studies for new trading patterns, market opportunities as well as advisory on the prospects of large-scale projects. In this regard, we often setup specialised research and analysis for our premium clients and take on the process of properly presenting the findings and discussing the key aspects through fully personalised presentations with direct communication with our research staff.

In regard to the high standard and quality of our consultancy services, we are proud to be regularly quoted by the international press and by high ranking maritime executives for our reliable opinion on market trends and for our accurate and updated statistics and data.



# Publications Reports





Noting the importance of the flow of constant information, we provide regular publications on a weekly, monthly as well as ad hoc basis for the dissemination of market intelligence, that are able to provide our clients with a true competitive edge.

The premium quality of these publications is not only a reflection of our ability to add actual value to our partnerships but also of the high skill level we strive to maintain. This high standard of our research and market analysis makes for an invaluable source of knowledge for maritime executives who are looking to successfully manage the difficult market conditions often faced within the shipping industry, all the while allowing them to effectively generate a winning investment strategy without missing out on opportunities and trends that are created by the turbulent market cycles.



# Financial Advisory

As one of the largest S&P broking houses worldwide, Allied has the ability to advise on projects concerning the shipping industry.

Our clients are effectively matched and introduced to appropriate financial specialists that can assist them with their business endeavours.





Full member of the Baltic Exchange



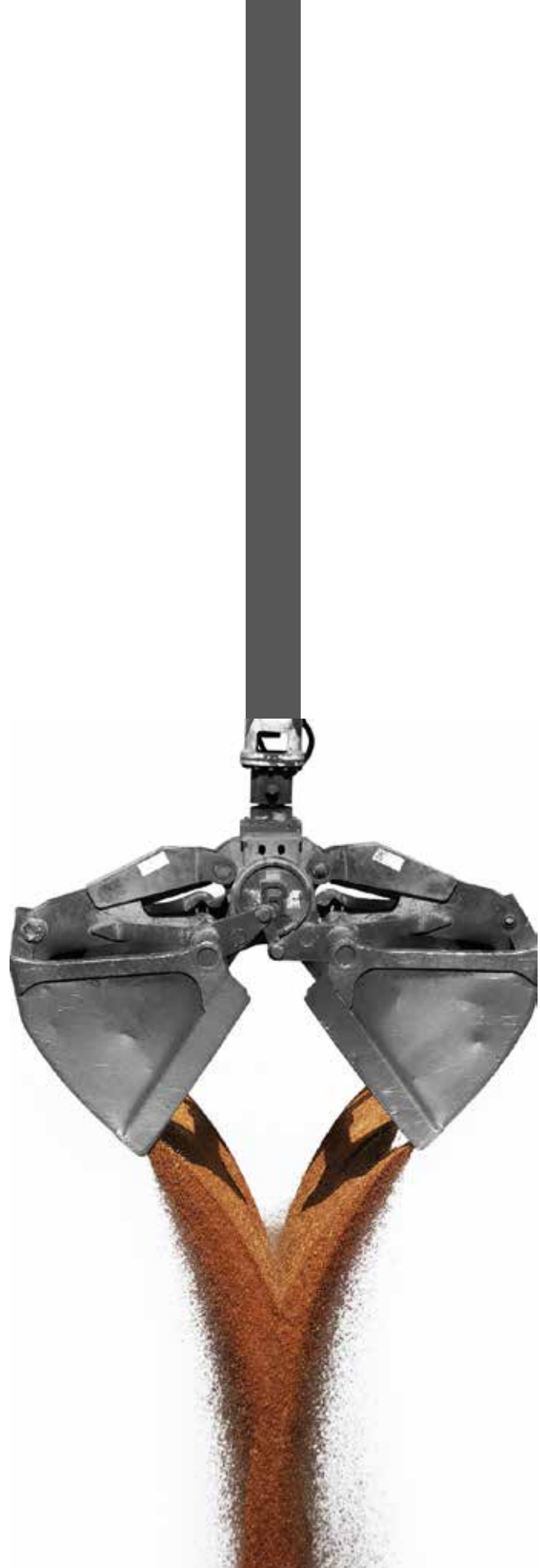
At the request of our clientele in 2007 we established our chartering department for both dry and wet cargoes.

Infused by the energy and achievements of our S&P department, Allied Chartering evolved dynamically beyond all expectations.

Currently, the department along with the administrative staff, consists of highly educated, well-trained and experienced chartering brokers.



# Allied Chartering Services



# Dry bulk Chartering



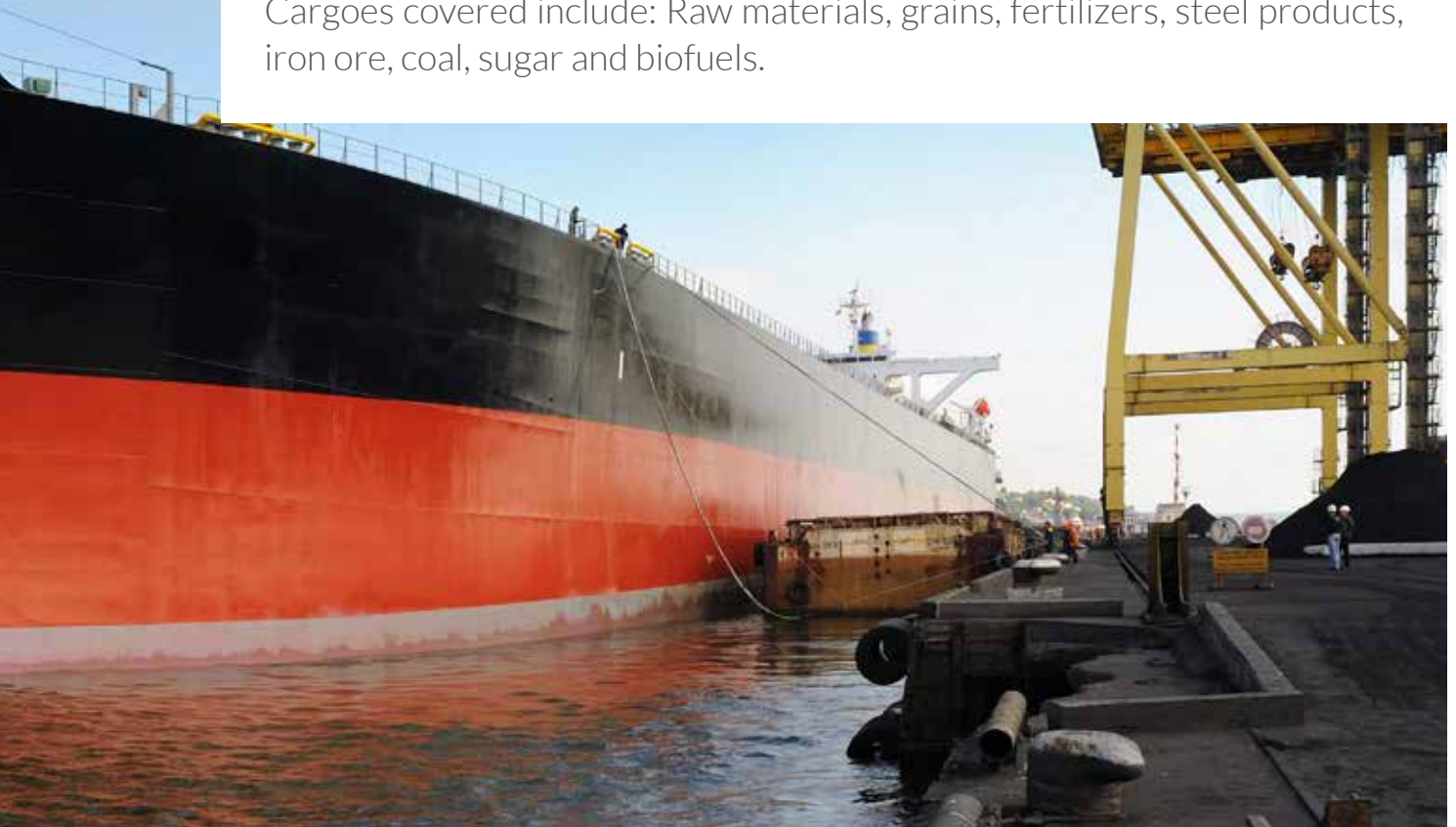


Allied Chartering was initially set up as a dry cargo chartering desk, using niche skills and information to provide an invaluable service to our clientele. Since its establishment, it has grown both in size as well as coverage, widening its range in both trading regions and types of cargoes.

Having established good relationships with numerous traders and charterers has given us the ability to provide up to the minute information and secure the best options available in the market without compromising our integrity and quality of service.

Our very close ties with the Greek ship owning community, means that we are able to assist in closing any gaps that arise during the negotiation process, while our meticulous follow up and support during the whole duration of the fixture keeps our service offering to the highest standard of quality and having a true value-added nature.

Cargoes covered include: Raw materials, grains, fertilizers, steel products, iron ore, coal, sugar and biofuels.



# Tanker Chartering



Witnessing the successful establishment of our dry bulk chartering team, the decision was then made to expand into the tanker market, forming a dedicated team of highly specialised brokers which provide chartering services for a wide array of liquid cargoes.

Using the key lessons we had learned from our successes in the dry bulk chartering space, we were able to create an equally strong foundation for our tanker chartering department.

Through the established network that we have developed over the years, we have been able to create partnerships with strong players within many of the specialised products and chemicals trades, while keeping a strong presence in the typical oil product markets as well.

Our team mainly focuses on CPP/DPP and specialised products and chemicals, as well as long term projects.



# Project Chartering



With a wide spread network of market participants we are able to bring together the conclusion of even the most specialised needs, giving an opportunity for the fixing of difficult cargo requirements, while effectively dealing with challenging negotiations in order to provide the best outcome for all parties involved.

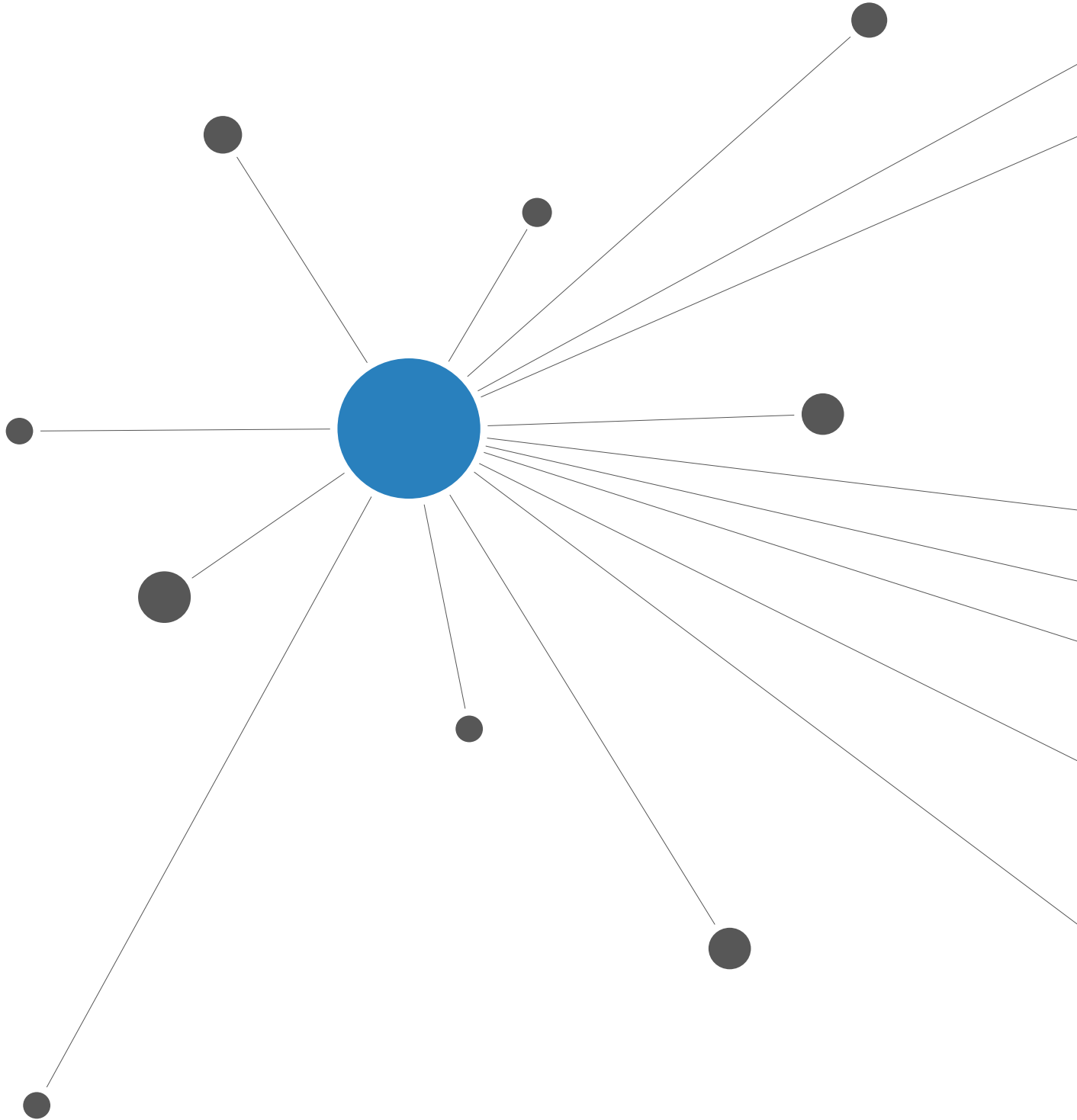
We often undertake to cover the needs for long period time charters and often take part in the development of Contracts of Affreightment (CoA).

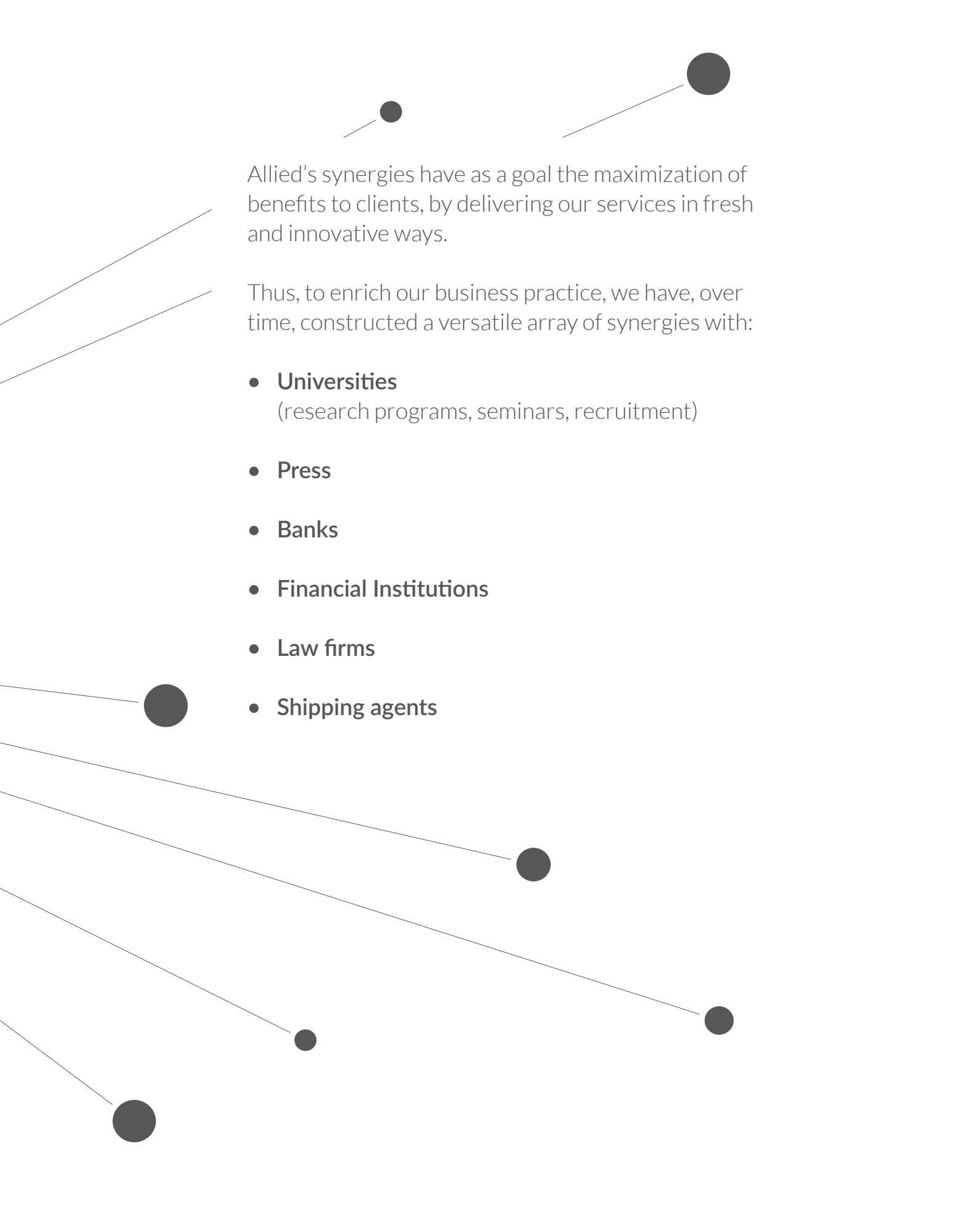
We also provide services for Extra heavy (generators, wind mills), Voluminous (main ducts, yachts), General project (steel constructions), Roll stock cargoes (excavators), Dangerous cargoes (explosives etc.), Barges, floating cranes, tugs, cement carriers and several other specialised transportation needs.

In distinct cases we have set up Door-to-Door services involving complex projects which undertake several transportation modes from ex-works all the way through to end users on a worldwide basis, including ocean / air / road / rail transportation.



# Synergies



A decorative graphic consisting of several thin, light gray lines and solid black circles of varying sizes scattered across the page. Some lines are horizontal or slightly angled, while others are more vertical. The circles are placed at various points, some at the end of lines and others floating independently.

Allied's synergies have as a goal the maximization of benefits to clients, by delivering our services in fresh and innovative ways.

Thus, to enrich our business practice, we have, over time, constructed a versatile array of synergies with:

- **Universities**  
(research programs, seminars, recruitment)
- **Press**
- **Banks**
- **Financial Institutions**
- **Law firms**
- **Shipping agents**

# Quality Management Certified





The background of the page is a photograph of several stacked blue shipping containers. The containers are arranged in a grid pattern, with some showing identification numbers and labels. A white rectangular text box is positioned in the upper left quadrant of the image, containing a paragraph of text. The text discusses the company's commitment to high ethical standards and quality, and mentions that its Quality Management System is certified by Germanischer Lloyd since 2001 and by DNV-GL since 2016. The overall color scheme is dominated by the blue of the containers and the white of the text box.

In order to ensure that the services provided to our clients are always of the highest ethical standard and quality, and that our procedures comply with the mandatory rules and regulations as defined by national and international legislation, our Quality Management System, has been certified by Germanischer Lloyd since 2001 and by DNV-GL since 2016.

PONU 7869882

SEAU 8477462

EESU 4509840

MSD 8187266

PONU 7357336

PONU 7964468

PONU 7796111



**Allied Shipbroking Inc.**

T.: +30 210 4524500

F.: +30 210 4525017

E.: [snp@allied-shipbroking.gr](mailto:snp@allied-shipbroking.gr)  
[valuations@allied-shipbroking.gr](mailto:valuations@allied-shipbroking.gr)  
[research@allied-shipbroking.gr](mailto:research@allied-shipbroking.gr)

**Allied Chartering S.A.**

T.: +30 210 4288100

F.: +30 210 4524201

E.: [drycargo@allied-chartering.gr](mailto:drycargo@allied-chartering.gr)  
[pmax@allied-chartering.gr](mailto:pmax@allied-chartering.gr)  
[tanker@allied-chartering.gr](mailto:tanker@allied-chartering.gr)

**[www.allied-shipbroking.gr](http://www.allied-shipbroking.gr)**

**Athens representative office**

48, Aigialeias Str., 4th floor,  
15125, Maroussi, Greece.

