## The Maritime Industry

## A cross-sectorial industry critical to the supply chain

Itinerari Previdenziali -13 June 2024

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## Maritime Industry – Key Facts

#### Currently ~55,000 Vessels Dedicated to Commodity Shipping Valued at ~\$1 trillion

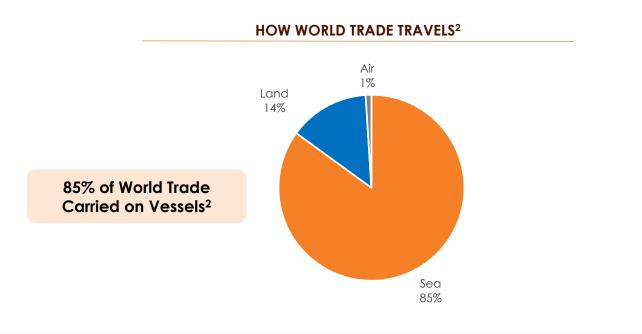
Workhorse of globalization: Strategic Industry for import/ export nations.

Diversity: Wide range of assets, trades, counterparties and nationalities.

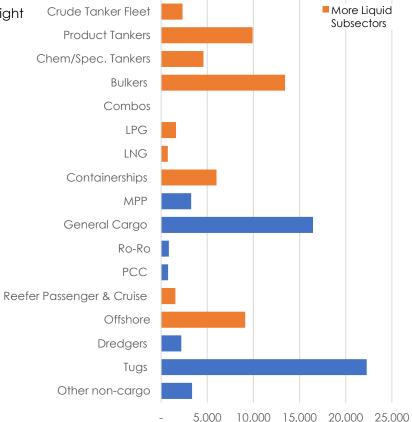
**Economic Efficiency & Impact:** Cost-effective, lower carbon option compared to other means of cargo/freight transportation (aviation, trucking, etc).

Energy & Food Security: Instrumental in securing energy and food resources, sustaining populations and industries.

Enduring Importance: Recent global events have highlighted the maritime industry's role in global supply chain



#### WORLD FLEET AS OF Q3 2023 (number of vessels)<sup>3</sup>

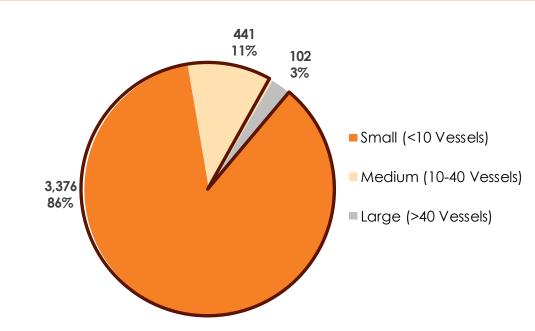


Source: Clarksons World Fleet Monitor. Statements regarding current conditions, trends or expectations in connection with the financial markets or the global economy are based on subjective viewpoints and may be incorrect. <sup>1</sup>Subject to change. <sup>2</sup>Source: Clarksons Research Services, Seaborne Trade Monitor, December 2022. <sup>3</sup>\*BO Exposure" reflects sectors to which the strategy had exposure as of Q3 2023. The number of vessels is representative of the worldwide fleet, not the strategy's portfolio or the number of vessels/proportionate representation of any sector within the portfolio. Sectors to which the strategy has exposure may vary and the strategy is not required to invest in any sector.



## A Specialized Business with Barriers to Entry

#### VERY FRAGMENTED OWNERSHIP BASE A fragmented ownership base favors teams with deep experience and industry contacts, creating barriers to entry



Total Number of Shipping Companies Categorized by Number of Vessels Owned<sup>1</sup>

2

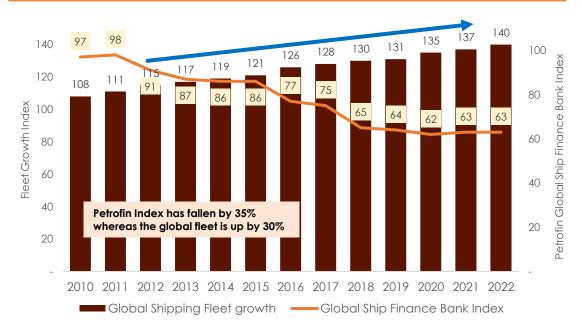


#### Banking Dislocation — A Capital-Intensive Industry with a Diminishing Lender Base

- The maritime industry is capital-intensive with annual financing requirement of approximately \$80-90 billion<sup>1</sup>
- European bank lending to maritime has decreased by 61% since 2010, driven by the Crisis of 2008, while the global fleet grew by 30%<sup>2</sup>
- Banks reducing their exposure to maritime is driving demand for alternative finance solutions



#### Petrofin Global Ship Finance Bank Index vs. Indexed Global Fleet Growth<sup>2</sup>



3



## Maritime Sub-Sectors are Historically Uncorrelated to Each Other and to Non-Maritime Industries

- While trade volumes exhibit a correlation with global GDP, maritime assets have consistently demonstrated a limited correlation with a wide range of possible investment alternatives, including other real assets alternatives<sup>1</sup>
- The maritime industry sub-sectors have historically demonstrated low correlations amongst themselves due to the unique supply and demand factors driving the performance of each of them
- This provides a certain level of embedded diversification while allowing for more consistent, but prudent deployment of capital as various sub-sector market cycles offer their own attractive entry points

	Bulker	Container	Tanker	osv	Rig
Bulker	1.00				
Container	0.60	1.00			
Tanker	0.53	0.68	1.00		
OSV	0.17	-0.24	-0.11	1.00	
Rig	0.05	-0.39	-0.21	0.97	1.00
US Eq.	-0.33	-0.31	-0.09	0.07	0.23
EM Eq.	0.05	-0.44	-0.40	0.59	0.66
Glo. Eq.	-0.11	-0.14	0.05	0.19	0.32
IG Bonds	-0.65	-0.79	-0.54	0.13	0.32
HY Bonds	-0.08	0.23	-0.01	-0.21	-0.12
Muni Bonds	-0.64	-0.76	-0.52	0.10	0.29
Real Estate	-0.01	0.13	0.20	0.17	0.25
Commodities	0.65	0.38	0.20	0.53	0.41
Energy	-0.18	-0.48	-0.35	0.61	0.72
Infrastruc ture	0.08	-0.19	0.01	0.48	0.57

#### CORRELATIONS OF THE SHIPPING INDUSTRY (SEPTEMBER 2003 – SEPTEMBER 2023)<sup>1</sup>



Commodity Shipping

Offshore Construction & Energy Infrastructure

Passenger & Car

Ports & Equipment

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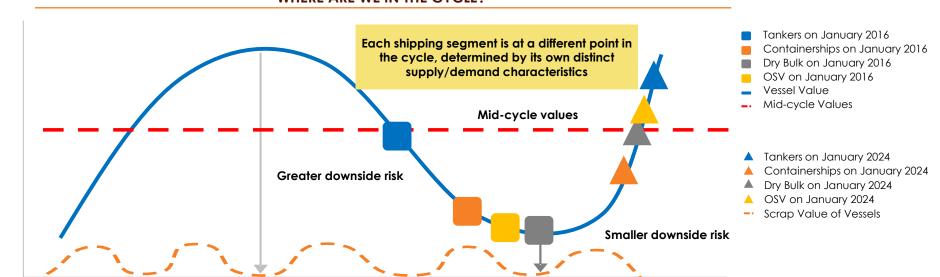


## Maritime Industry – Key Supply and Demand Factors

The shipping industry is highly cyclical, with earnings and asset values driven by idiosyncratic supply and demand factors:

Key Influences on Demand	Key Influences on Supply		
1. World Economy (e.g., global and regional GDP)	1. World Merchant Fleet (e.g., fleet composition, age)		
2. Seaborne Commodity Trade (e.g., oil, ore, grain)	2. Fleet Productivity (e.g., distance, congestion, speed)		
3. Average Haul (e.g., distance cargo shipped)	3. Shipbuilding Deliveries (e.g., orderbook)		
4. Random Shocks (e.g., GFC, Covid-19, Russia/Ukraine)	4. Scrapping and Losses (e.g., steel price, regulations)		
5. Transportation Cost (driven by the market)	5. Freight Revenue (driven by the market)		

The Blue Ocean Team takes a countercyclical approach and invests in sectors which it determines are at the lower part of their asset cycle:

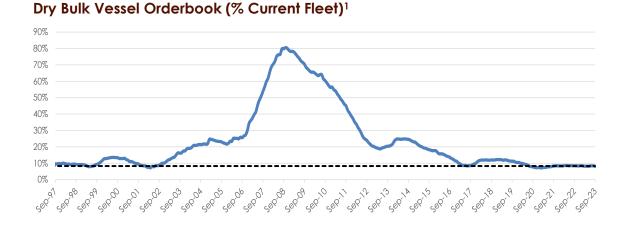


WHERE ARE WE IN THE CYCLE?<sup>1</sup>

## Maritime Sub-Sectors Orderbooks

Orderbooks stand at very different levels depending on the maritime sub-sector:

- On the tanker side, the orderbook is at a historical low
- Dry Bulk orderbook stands at a 20-year low, indicating low supply for a few years at a minimum
- Containership orderbook is at a decade high following a material pick-up in orders in 2020 & 2021



## Tanker Vessel Orderbook (% Current Fleet)<sup>1</sup>



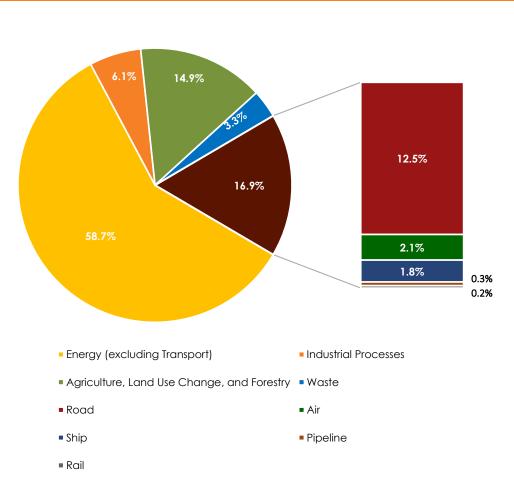


#### Containership Vessel Orderbook (% Current Fleet)<sup>1</sup>

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10%

## Maritime Industry Emissions Within the Transportation Space



Global Greenhouse Gas Emissions by Sector (2019)<sup>1</sup>

#### Maritime Industry Energy Transition

#### Strong regulatory push

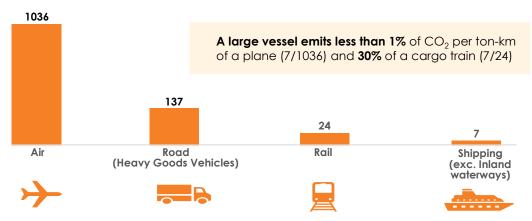
IMO

- International Maritime Organization (IMO)
- International Convention for the Prevention of Pollution from Ships (MARPOL)
- International Convention for the Safety of Life at Sea (SOLAS)
- International Convention on Standards of Training, Certification and Watchkeeping for Seafarers (STCW)

#### Promising Technological Solutions & ESG Initiatives

- Alternative fuels development (LNG, LPG, methanol, biofuel or hydrogen)
- More fuel-efficient hull designs
- Waste and sewage recycling technology, ballast water management and use of ballast water treatment plants (anti-pollution plan)
- Installation of scrubbers to reduce pollutant contained emissions





The Blue Ocean strategy is not required to invest pursuant to, or evaluate, any specific emissions or other ESG criteria. 1Sources: World Resources Institute, "4 Charts Explain Greenhouse Gas Emissions by Countries and Sectors". 2Source: "Transport and environment report 2021: Decarbonising road transport — the role of vehicles, fuels and transport demand", EEA Report No 02/2022 – figure 4.4.

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- loss of all or a substantial portion of the investment;
- lack of liquidity in that there may be no secondary market for the Strategy and none is expected to develop;
- volatility of returns;
- restrictions on transferring interests in the Strategy;
- potential lack of diversification and resulting higher risk due to a more concentrated investment portfolio;
- absence of information regarding valuations and pricing;
- complex tax structures and delays in tax reporting;
- less regulation and higher fees than mutual funds; and
- Investment Partner risk

#### **Risks Related to the Industry**

- The current state of the global financial markets and current economic conditions may adversely impact the Strategy's ability to achieve its investment objectives
- If the maritime industry continues to experience dislocation, the Strategy's ability to achieve its investment objectives may be adversely affected

#### **Risks Related to the Strategy**

- The Strategy has a limited operating history and will be dependent on EnTrust Global and its operating partners and in their ability to hire and retain key personnel to achieve its investment objectives
- If the Strategy is not able to successfully source, close and service suitable shipping financings, it will not be able to achieve its investment objectives
- A material portion of the Strategy's loans may be made to a limited number of operators and/or underlying vessels may be chartered to a limited number of customers
- As the Strategy will seek to make floating rate loans, Strategy returns may be subject to volatility in the SOFR or similar replacement rate and the Strategy does not intend to hedge that risk
- Values of shipping vessels, which will be the primary collateral for loans in the Strategy, can fluctuate substantially over time due to a number of factors, including:
  - prevailing macroeconomic and regional economic conditions
  - a substantial or extended decline in global demand for export and imports
  - changes in the supply-demand balance of shipping vessels markets;
  - changes in prevailing charter rates for shipping vessels;
  - condition of shipping vessels serving as collateral, including their size, age, technical specifications, efficiency, operational flexibility and potential costs of retrofitting or modifying existing ships due to technological advances or changes in applicable regulations, standards or customer requirements
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