

## Seenergy Maritime has expanded its fleet to 1.5m dwt



Mr. Stamatis Tsantanis, Chairman & CEO of Seenergy Maritime Holdings Corp.

**Building its fleet during the severe crisis of the shipping market is one of the strongest differential factor for Seenergy Maritime Holdings Corp., the listed company in Nasdaq Stock Exchange.**

**In the following interview Mr. Stamatis Tsantanis, Chairman & CEO of Seenergy explains the growth policy of the company and refers to the advantages of being public during this difficult market environment.**

**- Can you comment on the market conditions prevailing the shipping market today?**

All crises in Shipping have always been vessel supply driven. As such, the dire market environment we experienced in the first half of 2016 was basically the weakest on record for dry bulk daily rates, which was attributable to the oversupply of vessels. In the second half of the year, we saw a material improvement of the prevailing charter rates and the positive sentiment has returned into the market. While we expect significant volatility in the market for the next quarters, we strongly believe that the worst is behind us.

**- What are the advantages of maintaining public listing?**

The main advantage of being a public company is the access to capital. The incremental cost of maintaining a public listing is quite reasonable. In addition, maintaining a public listing also provides assurances to investors and commercial counterparties that the company operated under a certain corporate governance. Although many insist for the high level of public fees, the cost of which is honestly insignificant in front of the very strong advantage to raise capital even every once, two or three years from the market.

In any case, "Being public provides additional financial flexibility and should not be the core purpose of existence as a corporate entity." Seenergy, in 2016 has raised through equity offerings funds for fleet expansion, which is consistent with our growth plan.

**-Do you plan to proceed to newbuilding orders if the market improves?**

We currently do not believe that the newbuilding market is a solution for growth. Current market conditions present opportunities of acquiring high-quality second-hand vessels at prices close to historical lows. It should be noted that a 5yr old Capesize vessel is now priced

38% below the 20yr historical average price (excluding the super-cycle 2006-2008 prices) and almost 40% lower than a newbuilding contract. In terms of our strategy, we will continue to expand our fleet with high-quality second hand vessels. Seenergy has already proceeded as such with the recent acquisition of two modern capesize vessels. We believe that the agreed purchase price compares favorably to current market values for similar vessels. The delivery of the two additional capesize vessels to our fleet bringing our cargo carrying capacity to 1.5 million DWT.

**- How did you manage to weather the impact of the financial and shipping crisis (scrapping, loans restructuring, long term charters etc)?**

One of our strongest differentiating factors is that Seenergy built its fleet during the severe crisis of the shipping markets. This means that our fleet acquisition cost is amongst the lowest of the industry. By the applying the simple 'buy low' acquisition strategy we have become a notable player in the capsize segment. During this difficult marketing environment, our efforts were focused in strengthening our financial position in order to be in a position to expand our fleet through further vessel acquisitions.

**- Describe the fleet employment and chartering policy of your company.**

Seenergy operates its fleet with the world's largest drybulk charterers. Currently our fleet operates in the spot market. However, upon further improvement of the rates and stabilization in a higher level, we expect to enter into period employment for at least half of our fleet. We generally intend to have a balanced commercial strategy with a mix of period and spot employment for our vessels that will offer a stable stream of cash flows and also a significant upside potential through the spot market.

**- Please refer to the skills and capabilities of the company's personnel.**

Seenergy employs a selection of excellent professionals. Every member of our team has been carefully chosen on the basis of ethos, team play and professional track record. I am very proud that we have assembled a great team of employees and in most cases it feels like a family in the workplace. The results of such selection are evident in the company's work environment, as well as in the great results of our operations.

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