

ESHIPS / TRISTAR

THE MARITIME STANDARD

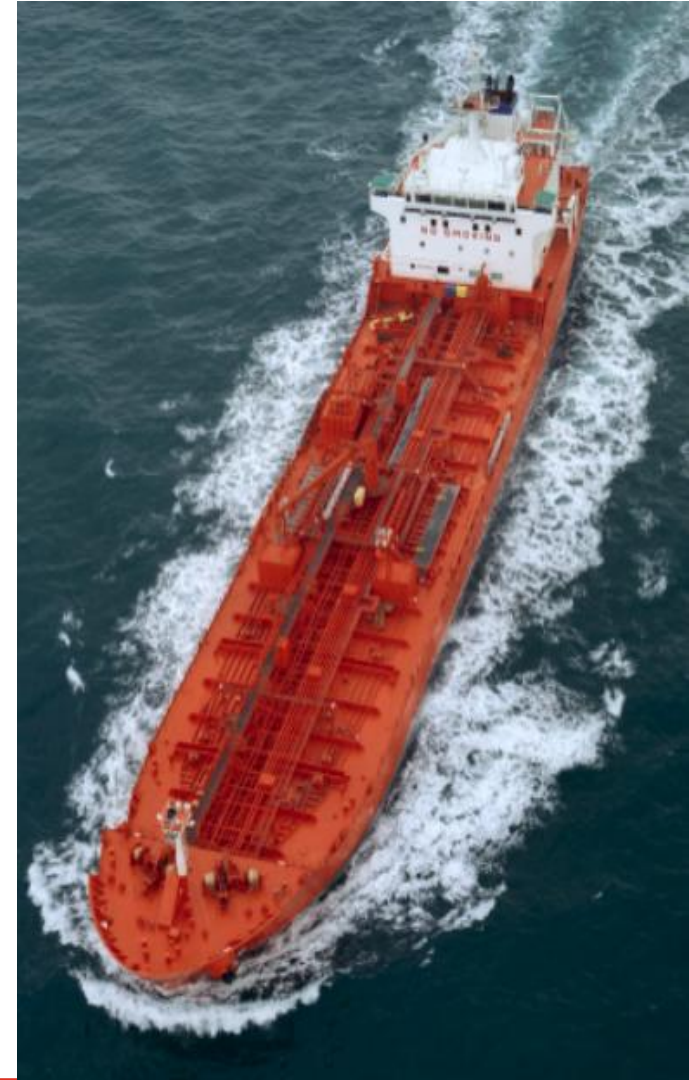
Chris Peters – Eships Chief Financial Officer
14 November 2016



INTRODUCTION - ESHIPS



1. Background of Eships
2. History
3. Current status
4. Acquisition by Tristar in March 2016



INTRODUCTION - TRISTAR



1998

Established in 1998

2003

Merged with Agility in 2003

1800+

Over 1800 employees

1500+

Transport Assets

16

Presence in 16 Countries

A fully integrated Logistics Service Provider within the Oil, Gas and Chemical Industries having robust competencies to deliver end to end solutions.



TRISTAR – KEY SERVICES



Road Transport



Fuel Farm / Terminal Management



Warehousing & Distribution



Commercial Aviation Refuelling



Shipping Owning & Bunkering Operations



Turnkey Fuel Solutions



Polymer Logistics



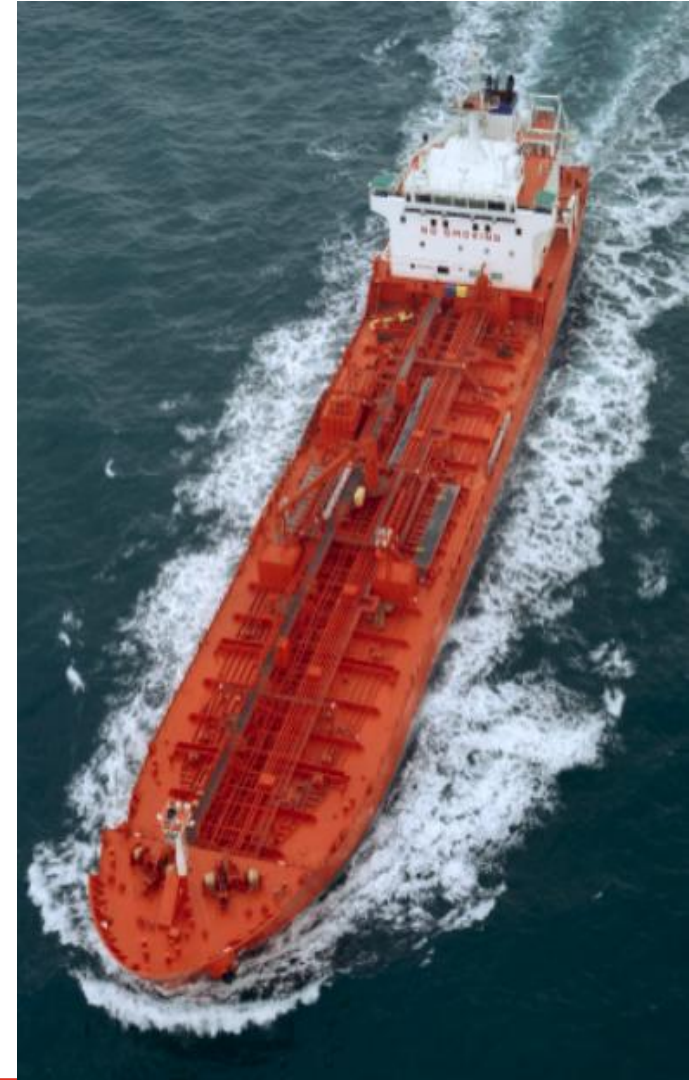
Chemical Distribution



TRISTAR'S ACQUISITION OF ESHIPS



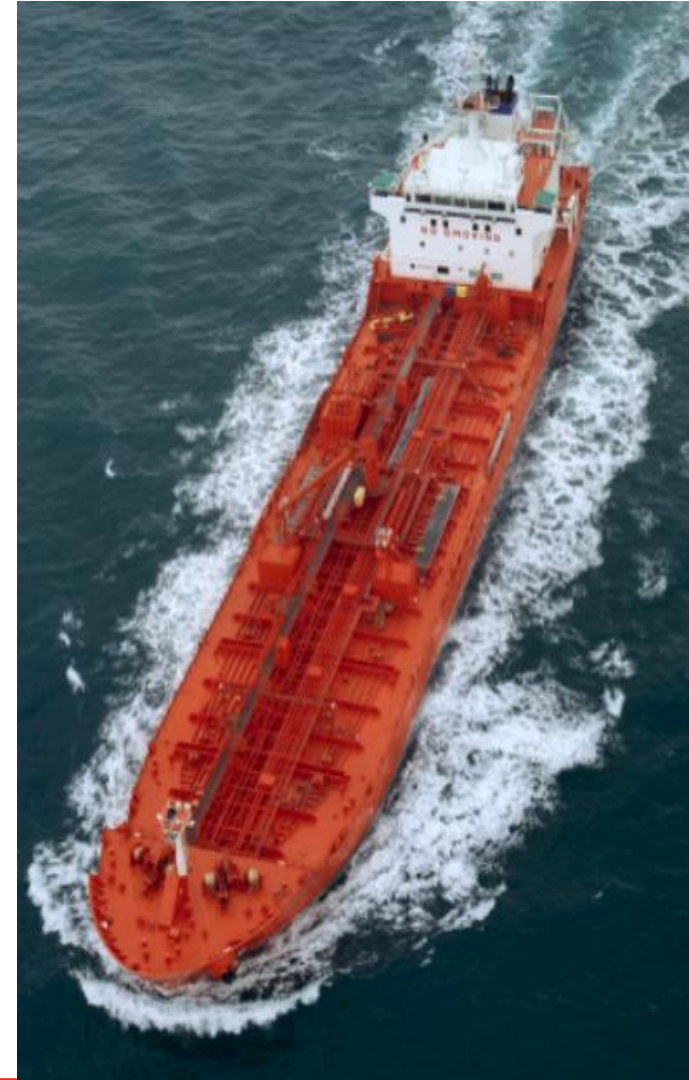
1. Rational for acquisition
2. Synergies
3. The way forward



FIRST ISLAMIC SHIPPING M&A TRANSACTION



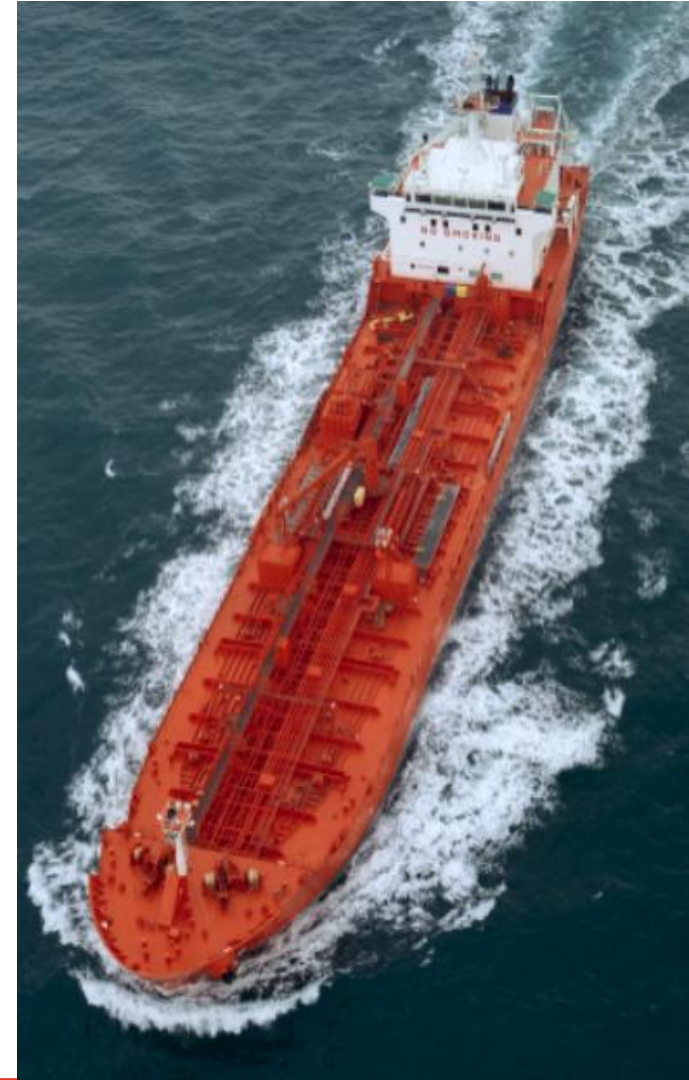
1. Deal Background
2. Deal Structure
3. Benefits



MIDDLE EAST BANKING - CHALLENGES



1. Traditional or Local Banks?
2. Sanctions?
3. KYC – Cannot be avoided, so be prepared!



QUESTIONS

