

A decorative graphic on the left side of the slide consists of several colored squares and images. At the top is a yellow square. Below it is a blue square. To the left of the blue square is a blue-tinted image of a rope coiled around a bollard. Below the blue square is a red square. To the left of the red square is a red-tinted image of a rope. At the bottom left is a large orange-tinted image of a cargo ship on the water. To the left of the orange image is a green-tinted image of a frog.

The Changing Regional Politico-Economic Context – Challenges and Opportunities

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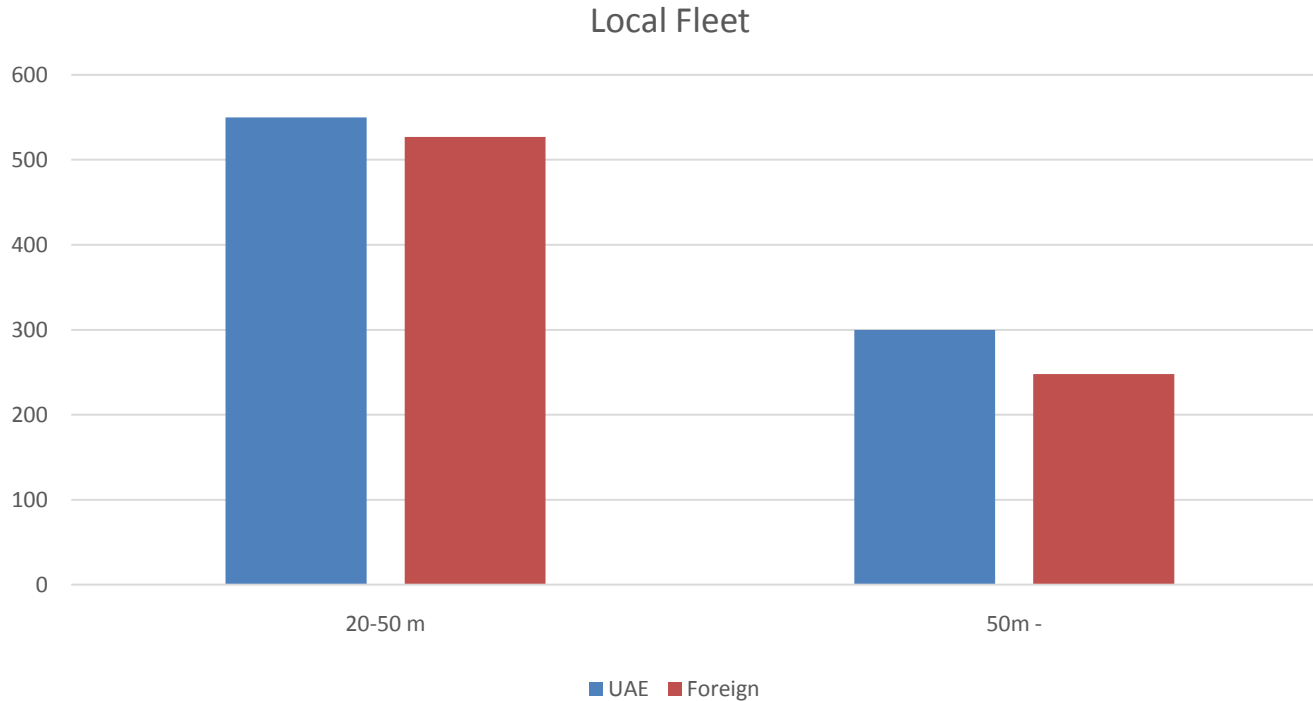
Regional Challenges

- Lack Of Financing Systems Based On Business Plans And Innovative Approaches
- Lack Of Control Mechanism
- Geo-political Condition Of The Countries
- Oil-price Effect
- Global Downturn-over Supply

Owners Require Capital Not For Growth-but For Survival



Vessels Operating in UAE



Average Age: 15
Main types:
Tugs, supply
vessels, barges,
crew boats etc.



Opportunities

- Every crisis is an opportunity – Current new building prices are lesser
- New mechanism for funding
- Modernization needs

Since 2013, each next year was an upturn-yet no upturns happening



Other than conventional forms of financing must fall into place



Loan capital providers are demanding business structures in which the risks and rewards are shown to have an acceptable relationship to one another for the financing of new ships, and providers are distancing themselves from pure asset financing as a “mass product”

