

GAINS Inc.

THE PROFESSIONALS

*ADVISORS & SUPERVISORS
FOR NEWBUILDINGS*

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THE PROFESSIONALS *FOR NEWBUILDINGS*

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SCOPE OF BUSINESS / VISION

Mr. George Doulgerakis and his associates, capitalizing on their long and successful experience in newbuilding activities, (more than **140 newbuilding vessels** over the years), established **GAINS Inc.** in 1995 with the ambition to provide the **full spectrum of management, advisory and supervisory services** to shipyards, banks and shipping companies with shipbuilding projects in a most professional and cost efficient way.

Ever since, **GAINS**, having created its **corporate infrastructure**, has built up a sound and successful track record enjoying an **excellent market reputation** acting as:

- a) Top management team for Shipyards determined to provide quality vessels to the Ship Owners.
- b) Brokers for both selected Ship Owners and Shipyards opting for a mutual quality understanding.
- c) Full spectrum of services in pre Contract negotiations, Plan approval and on site supervision for Ship Owners determined to make the best out of a newbuilding project for long term essential quality and practical operability.

Our vision is, GAINS to maintain and constantly enhance its market reputation as the leading provider of excellent quality services in its field.

EXISTING CLIENTELE

The **repeated orders** of our existing clientele who are **prominent names** of the Greek, British and German **shipping** industry and leading shipping financing **Banks** based in Piraeus, London and New York, demonstrate the market's **trust to our quality services**.

On the other part of GAINS' activities, several Ukrainian, Korean and Chinese yards have used our support in **Brokering or Management services**.

SERVICES RENDERED TO SHIP OWNERS

GAINS offer the **full range of advisory and supervisory services** (or part of them at the customers' request) to ship owners with newbuilding projects, fully covering all their relative technical needs. These services are:

- **Assistance** in selecting the most **suitable shipyard** for each specific project acting as a Broker of the Owner.
- **Evaluating and advising** on the technical aspects reflected in the Specifications and the Shipbuilding Contract proposed by the yard and, subsequently, assisting the Owner in his negotiations with the yard.
- **Plan Review and Approval**. Our target is the **maximization** of functionality of the structure and the systems of the vessel and the **minimization** of future maintenance needs **without** incurring **extra costs**.

- **Site Supervision.** An **optimum number of experts** in their respective field, working as a **closely knit team**, are permanently deployed on site, especially trained to assist each other in order to accommodate unavoidable peak conditions, **minimizing costs**.

This team is supported and monitored by **frequent visits** on site by **GAINS' senior members** as well as daily communications for guidance and reporting purposes. Thus, the Head Office is, at any time, fully informed about any and all issues enabling the Owner to be **"a local call away"** from the source of information apart of the regular report complemented by videos and pictures, graphs or charts, as the case may be.

SERVICES RENDERED TO SHIPYARDS

Brokering services are provided to selected shipyards that satisfy, to GAINS opinion, the criteria for a **reliable and quality oriented** partner of good Ship Owners for their newbuilding programs.

Services related with the undertaking by GAINS of the top management of the Shipyard by **amalgamating** the rules of modern shipbuilding with the traditional requirements of the Ship Owners creating a quality project at a reasonably profitable price for the Shipyard.

PRINCIPAL

George Doulgerakis, President, a Naval Architect and Mechanical Engineer, of the National Technical University of Athens (NTUA), with many **years of experience** as Ship Designer, Superintendent Engineer, Newbuilding Supervisor and Shipyard Top Manager.

Since 1985 he successfully headed various teams supervising the construction of **more than 140** different type and size **newbuildings, at major shipyards** in Japan, S. Korea, Ukraine, USA, Taiwan, China and Vietnam.

He also headed the Top Management of a Ukrainian and of a Chinese Shipyard.

He is fluent in English, German and Russian and with a good understanding of Japanese, French and Italian.

All principals are highly qualified professionals, with a thorough knowledge, each in his field and with a long and successful presence in the shipping and shipbuilding market.

STAFF

A total number of about **25 selectively chosen professionals**, with a strong academic education and **in-the-field experience**, are employed on a permanent basis. Apart from the administrative staff and plan approval engineers in head office the others are supervising various clients' newbuilding projects at the relevant shipyards.

Moreover, another team of equally qualified experts is standing by to accommodate incremental business.

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PERFORMANCE RECORD

Index	PROJECT	Number of Vessels	Period of Involvement	SHIPYARD / COUNTRY
1	PRODUCT CARRIERS 30.000 DWT SINGLE SKIN	5	1985-1987	KANDA / JAPAN
2	PRODUCT CARRIERS 46.000 DWT DOUBLE SKIN	4	1986-1990	HANJIN / KOREA
3	PRODUCT CARRIERS 45.000 DWT DOUBLE HULL	4	1988-1992	HITACHI / JAPAN
4	PRODUCT CARRIERS 67.000 DWT DOUBLE SKIN	3	1990-1993	HYUNDAI / KOREA
5	PRODUCT CARRIERS 68.000 DWT DOUBLE SKIN	3	1992-1995	ZALIV / UKRAINE
6	PRODUCT CARRIERS 46.000 DWT DOUBLE SKIN	3	1993-1995	HYUNDAI / KOREA

(continued...)

Index	PROJECT	Number of Vessels	Period of Involvement	SHIPYARD / COUNTRY
7	PRODUCT CARRIER 68.000 DWT DOUBLE SKIN	1	1995-1996	ZALIV / UKRAINE
8	PRODUCT CARRIERS 45.000 DWT DOUBLE SKIN	4	1994-1995*	NEWPORT NEWS / USA
9	CONTAINER SHIPS 2.200 TEU GEARED	3	1997-2000	CHINA SHIPBUILDING KAOHSIUNG, TAIWAN
10	PRODUCT CARRIERS 105.000 DWT DOUBLE SKIN	2	1997-1999	DAEWOO / KOREA
11	CONTAINER SHIPS 2.200 TEU GEARED	2	1999-2000	CHINA SHIPBUILDING KEELUNG, TAIWAN
12	REEFERS 580.000 CUFT	2	1999-2001	CHINA SHIPBUILDING KEELUNG, TAIWAN
13	BULK CARRIERS PANAMAX GEARED	4	1999-2002	DAEWOO / KOREA
14	BULK CARRIERS PANAMAX	4	2000-2001	SAMHO / KOREA
15	BULK CARRIERS PANAMAX	2	2000-2001	DAEWOO / KOREA

(continued...)

Index	PROJECT	Number of Vessels	Period of Involvement	SHIPYARD / COUNTRY
16	BULK CARRIERS 172.000 DWT	2	2000-2001	HYUNDAI / KOREA
17	PRODUCT/CHEMICAL 37.000 DWT	4	2002-2003**	HMD / KOREA
18	TANKER AFRAMAX	4	2002-2003**	TSUNEISHI / JAPAN
19	TANKER PANAMAX	1	2002-2003	SAMSUNG / KOREA
20	PRODUCT/CHEMICAL 37.000 DWT	1	2003-2004	HMD / KOREA
21	BULK CARRIER PANAMAX	1	2004	DAEWOO / KOREA
22	BULK CARRIER PANAMAX	4	2002-2005	JIANGNAN / CHINA
23	PRODUCT/CHEMICAL 37.000 DWT	3	2002-2005	SHINA / KOREA
24	CHEMICAL CARRIER 5.600 DWT	2	2003-2005	NOK-BONG / KOREA
25	TANKER AFRAMAX	3	2004-2006	S.W.S / CHINA
26	CHEMICAL CARRIER 8.000 DWT	2	2004-2008	NOK-BONG / KOREA
27	PRODUCT CARRIER 75.000 DWT	6	2005-2007	NEW CENTURY / CHINA

(continued...)

Index	PROJECT	Number of Vessels	Period of Involvement	SHIPYARD / COUNTRY
28	PRODUCT/CHEMICAL 17.000 DWT	6	2007-2009	SAMHO / KOREA
29	PRODUCT/CHEMICAL 50.000 DWT	6	2007-2009	SPP / KOREA
30	CONVERSION VLCC to VLOC	1	2007-2008	SHEKOU / CHINA
31	BULK CARRIER 177.000 DWT	1	2009	S.W.S / CHINA
32	PRODUCT CARRIER 5.500 DWT	4	2007-2009	CHONGQING / CHINA
33	PRODUCT / CHEMICAL 25.000 DWT	2	2008-2011	DAE SUN / KOREA
34	BULK CARRIER 34,000 DWT	1	2010-2011	NANTONG / CHINA
35	SUEZMAX TANKERS (MEGA BLOCKS)	4	2010-2011	SAMSUNG / CHINA NINGBO & RONGSHENG
36	BULK CARRIER 57,400 DWT	8	2010-2012	HMD / KOREA
37	BULK / LOG CARRIER 35,000 DWT	3	2011-2012	DONGZE / CHINA
38	BULK CARRIER 37,000 DWT	1	2011-2012	OUHUA / CHINA

Index	PROJECT	Number of Vessels	Period of Involvement	SHIPYARD / COUNTRY
39	PRODUCT/CHEMICAL 50.000 DWT	4	2013-2016***	HVS / VIETNAM
40	PRODUCT CARRIER AFRAMAX	4	2013-2016***	DMHI / ROMANIA
41	BULK CARRIER KAMSARMAX	4	2013-2016	YZJ / CHINA
42	TANKER VLCC	2	2015-2017***	JMU / JAPAN
43	BULK CARRIER KAMSARMAX	2	2014 - 2017	TSUNEISHI / CHINA
44	BULK CARRIER CROWN 63	3	2014 - 2016	SINOPACIFIC / ZHEJIANG
45	BULK CARRIER 61.000 DWT	3	2014 - 2017	HVS / VIETNAM

Total 140 vessels

* Attended from "day one" until the beginning of their construction in 1995 when GAINS Inc. was established.

** Observer on behalf of a Shipping Bank

*** Spec. Negotiations and Plan Approval only

CURRENT PROJECTS

Index	PROJECT	Number of Vessels	Period of Involvement	SHIPYARD / COUNTRY
46	PRODUCT / CHEMICAL 50.000 DWT	1	2016-2017	HVS / VIETNAM