

Company introduction

2019

# Corporate Support ApS

Strategic and administrative support to companies in shipping



# The purpose of this presentation is to introduce Corporate Support to new customers



Who is Corporate Support?

What is our background?

Who are our customers?

What is the work approach?

What kind of jobs do we do?

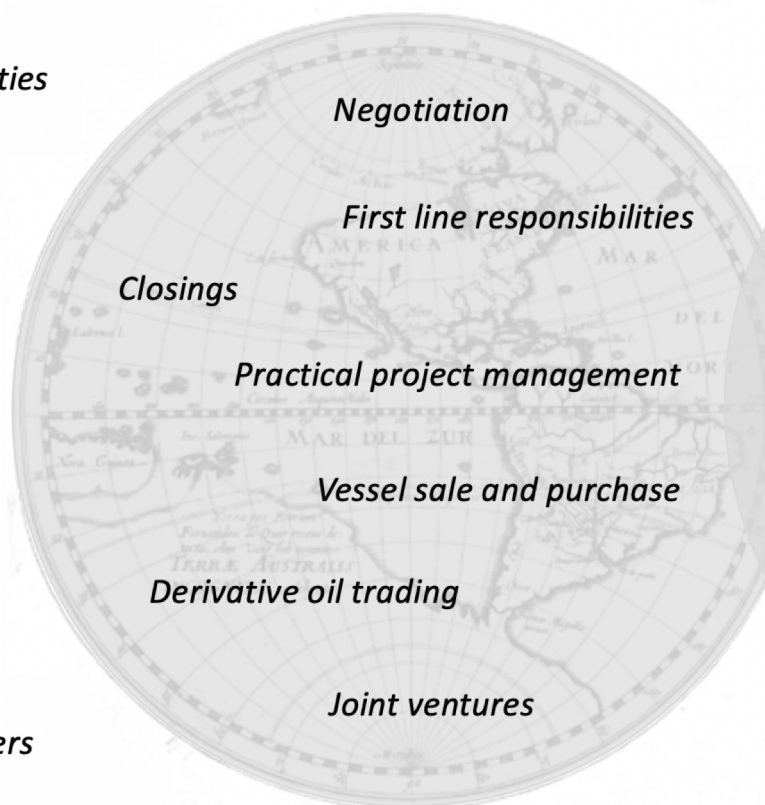
## Company facts in short

- The company** Corporate Support ApS is a maritime management consultancy offering strategic and administrative support to companies engaged in global shipping. The company was established in 2018 in Denmark. We strive to be an external management support unit to a group of close customers.
- Who** The company is fronted and owned by Jesper Aaholm. Jesper has more than 15 years of experience working for some of the largest shipowners and operators in Denmark. Jesper has a unique background with considerable experience from both commercial as well as administrative shipping practices.
- The idea** For many shipping companies the extent of strategic and administrative tasks has increased. The push comes from advanced corporate management aspirations, higher expectations from both external and internal stakeholders and from growing due diligence processes and regulatory demands. Just to mention some of the main drivers.
- Most larger shipping companies have met these challenges by establishing considerable in-house corporate service organs. As an external management support unit we provide our customers access to adequate resources and know-how while at the same time preserving their administration costs.
- The benefits** **By using our services our customers will acquire adequate, professional support to administrative and strategic tasks, free up management time, maintain a lean organisation and preserve fixed administration costs.**

# A unique background with insight in both the administrative and the commercial world of shipping

## Commercial experience and field

Maritime Authorities  
Class societies  
Shipowners  
Operators  
Shipyards  
Shipbrokers  
Legal advisors  
Trading houses  
Technical Managers



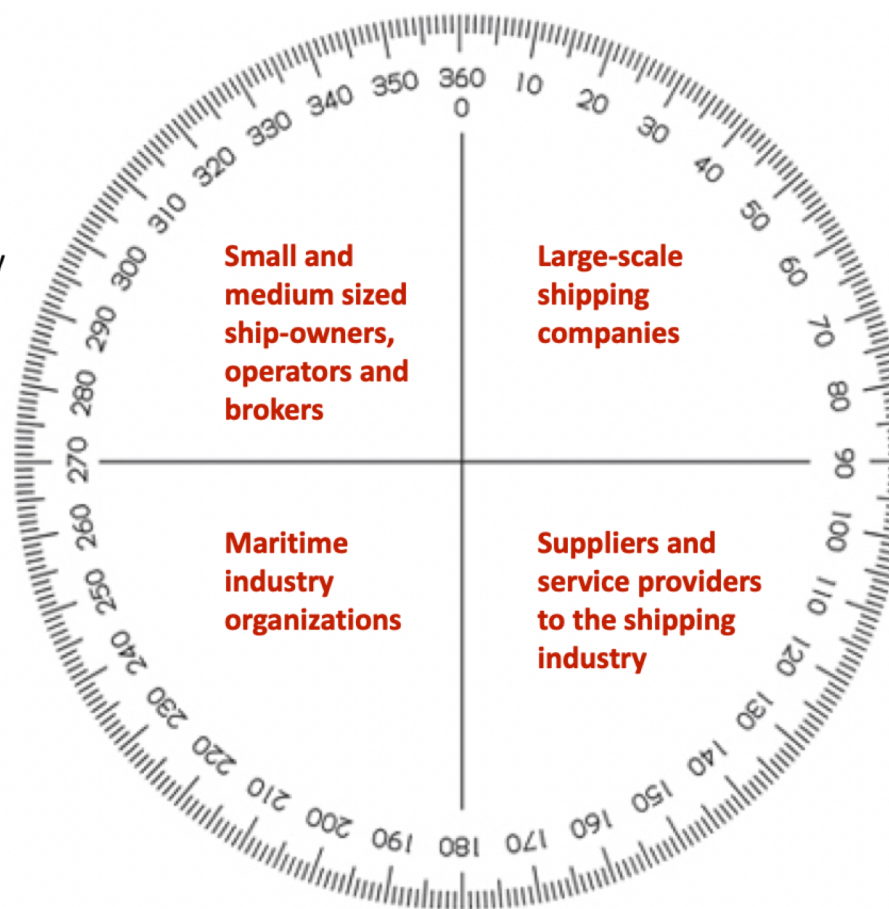
## Administrative experience and field

Executive Management  
Corporate Finance  
Human Resource  
Accounting  
Treasury  
Communication  
Investor Relations  
Board of Directors  
Strategic consultancies

## We target four groups of customers

- ✓ Ensure that the management have access to adequate support
- ✓ Keep a slim and agile organisation
- ✓ Maintain a low and variable administration cost
- ✓ Free up time for front-line executives by easing the administrative duties

- ✓ Provide specialist knowledge
- ✓ Resource to engage in projects



- ✓ Back-up in overload and peak periods
- ✓ Call in on extraordinary projects
- ✓ Interim solution
- ✓ A mean to avoid in-sourcing where the long-term requirement is uncertain

- ✓ Provide insight into the shipping industry
- ✓ Knowledge of focus areas and expectations in the shipping world
- ✓ A path to open a new market

## Work principles and approach

- *Tailored material with respect for individual style and character*
- *Deliver customer value at all times*
- *Apply best practices*
- *Aim for the visual appearance to promote the message*
- *Hold high professional standards*
- *Keep all material in a orderly and easily communicated format*
- *Strict confidentiality!*



## We offer tailored assistances to any corporate task at hand

- - *Examples of tasks* - -

### **Presentations**

e.g. preparing roadshow material or reviewing company introduction presentations

### **Facilitator in projects (fx. J/V)**

e.g. establish agenda, identify and address key-aspects, facilitate process and progress

### **Result and market reporting**

e.g. outline P/L result and forecast, strategic achievements and market expectations

### **Review corporate governance structure**

e.g. outline status and provide recommendation to fx. risk management or mandates

### **Strategy papers and memo's**

e.g. In management change context, "First 100-day plan" or periodical follow-up

### **Update tools, systems and/or procedures**

e.g. design new cash-flow forecast model or portfolio management systems

### **Arrange and manage project office**

e.g. design and implement cost efficiency programs or perform benchmark analysis

## Contacts

|                    |                                    |
|--------------------|------------------------------------|
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