



PELAGICPARTNERS

5th Athens Triennial Meeting

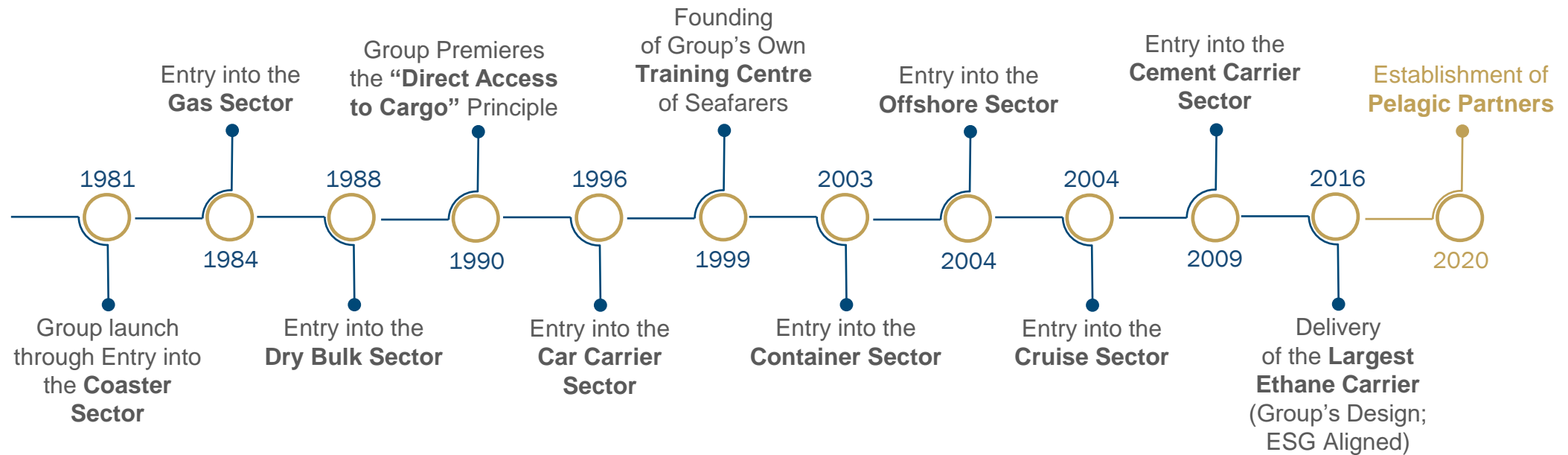
Ahmad Abou-Merhi

October 2024

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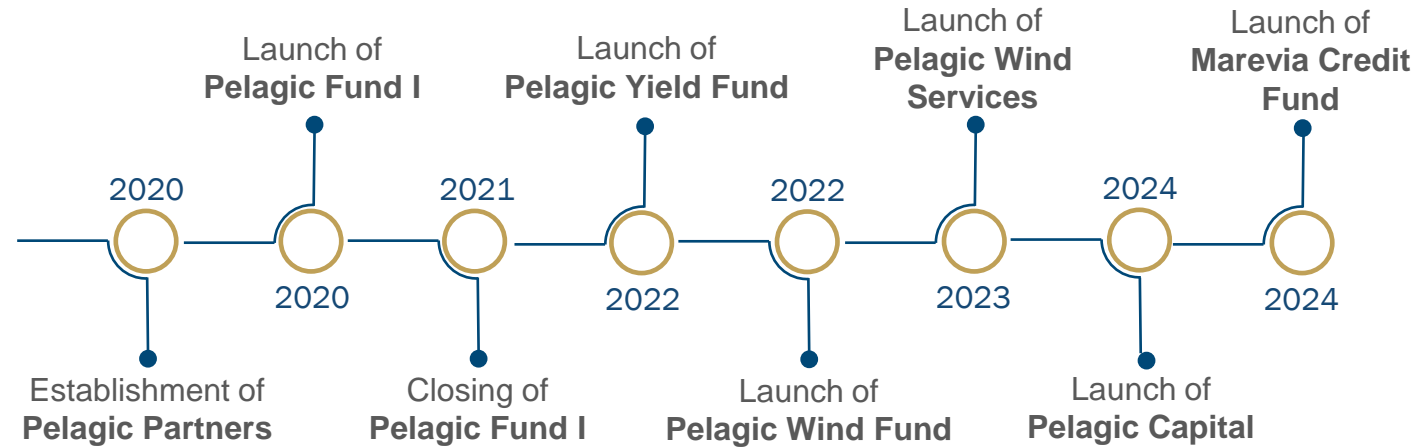
Founding Groups' Track Record

Backed by the **Hartmann Group** and **Abou Merhi Group**, family-owned shipping businesses for generations.



Pelagic History

Pelagic Partners has become the biggest shipping fund in Cyprus since its inauguration in 2020, with over US\$ 300 million in AUM.

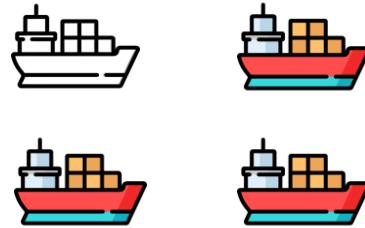


Pelagic Fleet | 18/26 on Water

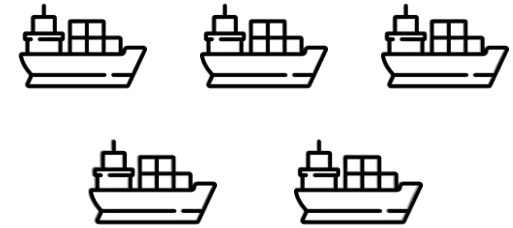
Commissioning Service Operational Vessels



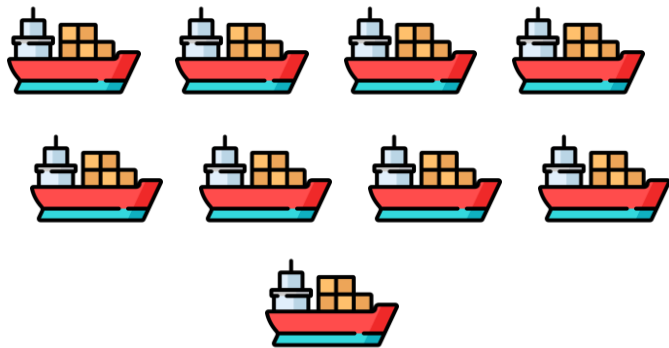
Dry Bulk Carriers



Gas Carriers



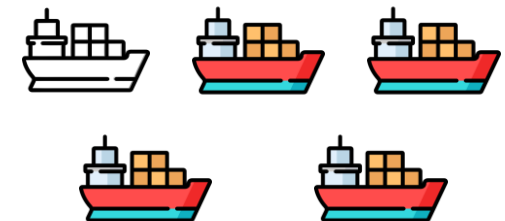
Offshore Support Vessels



Pure Car Truck Carriers



Tankers



Key Thoughts

- I. Traditional shipping banks have new priorities.
- II. Alternative lenders will take a permanent and sizeable share of the shipping finance market.
- III. Retrofits are growing in importance and popularity, but financing remains a challenge.
- IV. Mismatch between asset pricing and available financing due to geopolitical tensions and market uncertainties.
- V. Sustainability is important and the green flag flies high – but we have all touched that *cash is king*.





Happy 40-Year Anniversary to
the **Costas Grammenos** Centre
for Shipping Trade and
Finance!

Redefining Maritime Investments

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