



Preliminary Results Announcement

Year ended 31 December 2008

Andi Case & Jeff Woyda
16 March 2009
www.clarksons.com



Agenda

- **Introduction** – Andi Case, CEO
- **Financial Overview** – Jeff Woyda, CFO
- **Strategic Priorities** – Andi Case, CEO
- **Outlook** – Andi Case, CEO



Clarksons



Broking

Clarksons' ship-broking services are unrivalled – for the number and calibre of brokers, breadth of market coverage, geographical spread, and depth of intelligence resources.

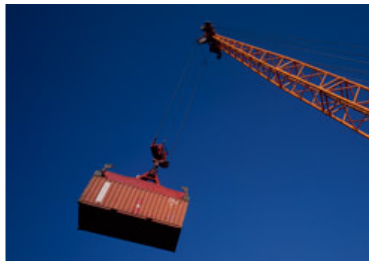
Revenue £193.3m +43%
(2007 £135.4m)



Financial

Clarksons' Financial Services cater for financial investors and those with a particular interest in Futures and fund management.

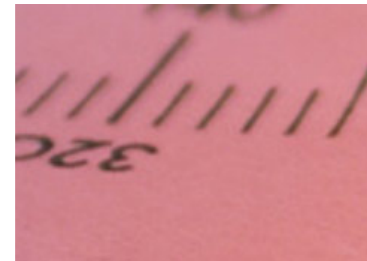
Revenue £33.9m +67%
(2007 £20.3m)



Support

Clarksons' have involvement in ship's agency services, ship repairing and associated services worldwide, and in stevedoring and warehousing at UK ports.

Revenue £17.0m +45%
(2007 £11.7m)



Research

Up-to-the-minute intelligence is the cornerstone of any shipping organisation. Clarksons are recognised throughout the maritime world as the most comprehensive and reliable information provider.

Revenue £6.1m +2%
(2007 £6.0m)

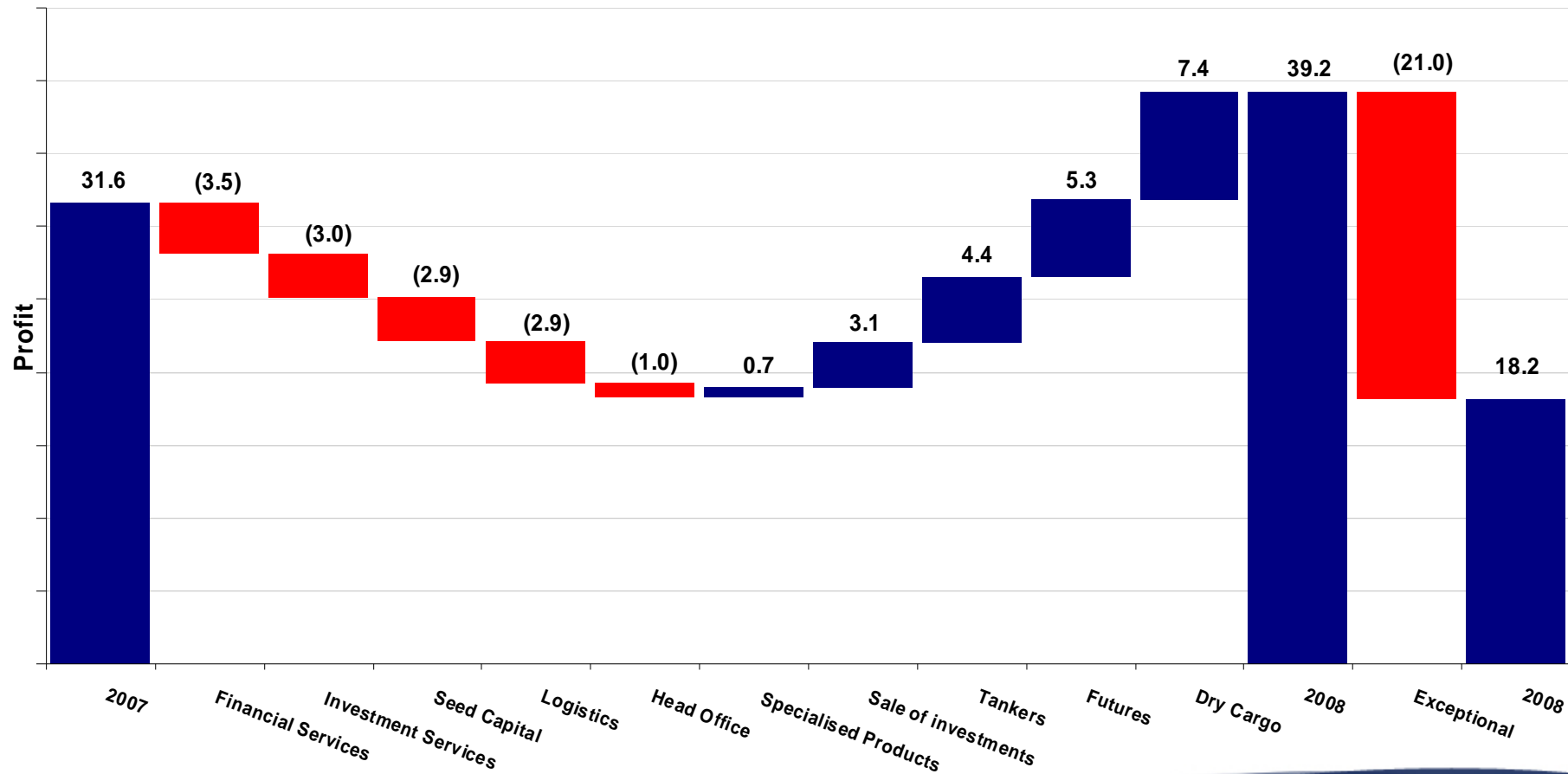


Results summary

	2008 £m	2007 £m	Change %
Revenue Continuing operations	£250.3m	£173.4m	+44%
EBITDA Continuing operations before exceptionals	£59.6m	£34.9m	+71%
Profit before taxation Continuing operations before exceptionals	£39.2m	£31.6m	+24%
Profit before taxation Continuing operations after exceptionals	£18.2m	£25.6m	-29%
Earnings per share Continuing operations after exceptionals	41.9p	101.9p	-59%
Dividend per share	42.0p	40.0p	+5%



Major Changes in Profit (after impairment)





Profit & Loss

➤ Settlement of Russian Litigation

- Exceptional charge of £21m
- Cash impact £27m (\$55m)

➤ Impairment charge

- Intangible assets – £4.0m acceleration of amortisation - **NBV £nil** (2007: £5.4m)
- Acquired goodwill – £9.9m impairment adjustment – **NBV £32.3m** (2007: £41.8m)

➤ Financial Services

- Loss of KG business
- Risk management of this area now changed

➤ Profit on sale of Investments

- Strategic shift to sale of Panasia share – profit of £1.3m

➤ Unwinding of HK Jet fuel position

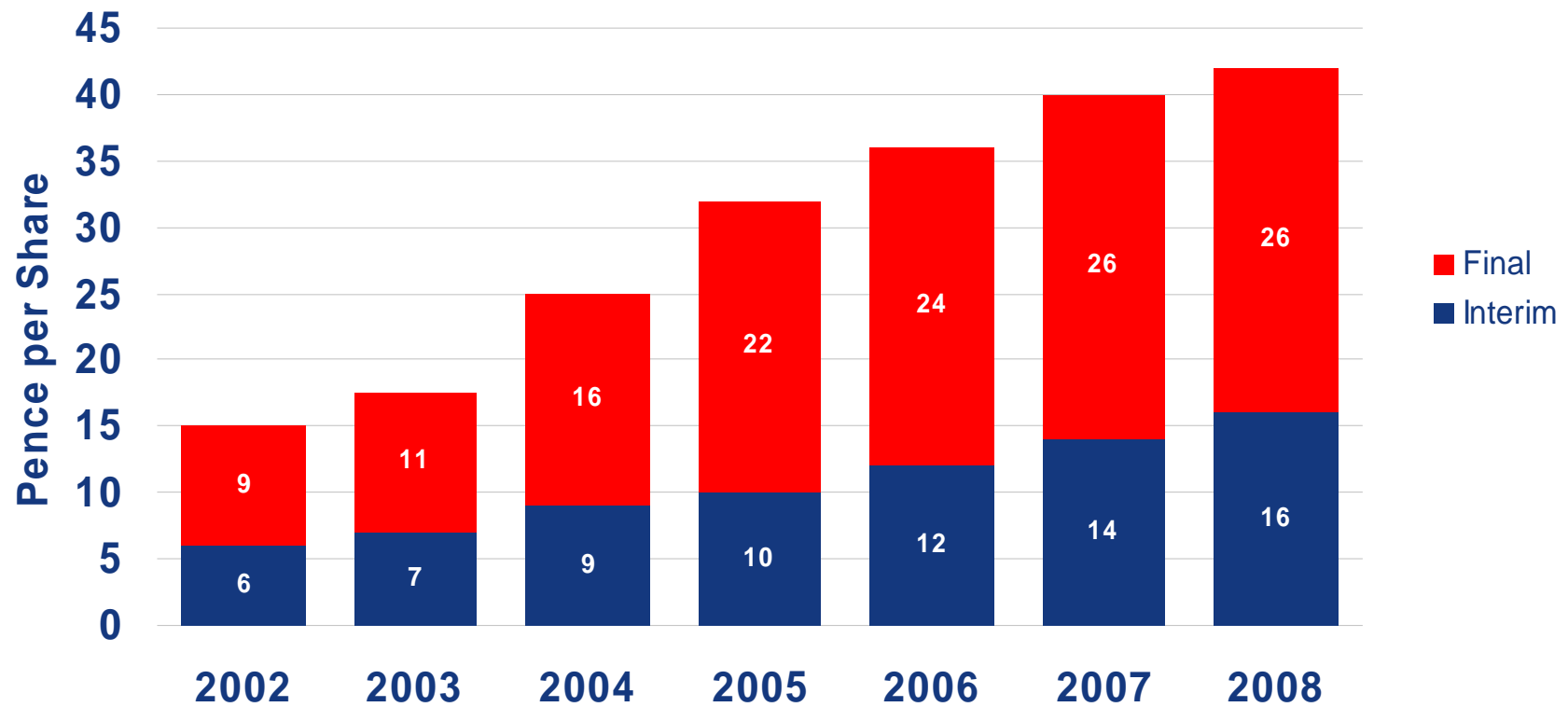
- Sale of Jet Express
- Acceleration of depreciation of Pacific Dhow – NBV to market value \$9m

➤ Exchange Rate

- High \$2.03:£1
- Low \$1.44:£1



Dividend





Balance Sheet

	2008 £m	2007 £m	Change %
Non Current Assets	£87.2m	£98.9m	(12%)
Trade & Other Receivables	£55.2m	£44.2m	25%
Cash & Short term deposits	£184.4m	£115.3m	60%
Current Liabilities	(£159.0m)	(£106.3m)	50%
Net Current Assets	£80.6m	£53.2m	51%
Non Current Liabilities	(£65.4m)	(£68.1m)	4%
Net Assets	£102.4m	£84.0m	22%



Net Funds

	31 December 2008 £m	31 December 2007 £m
Cash and short term deposits*	£184.4m	£115.3m
Reserved for Bonus (full cost)	£92.0m	£52.6m
Reserved for Final Dividend	£4.9m	£4.8m
Net Cash*	£87.6m	£57.8m
Borrowings	(£54.0m)	(£51.8m)
Net available Funds adjusted*	£33.6m	£6.0m

**After £27m settlement*



Forward Order Book (for billing in the following year)

	2008* \$m	2007 \$m	2006 \$m
Broking	106	131	73
Financials	12	26	7
Total FOB	118	157	80

**Best estimates of deliverable FOB*



Our Strategic priorities

(1) Team Clarksons

(2) Technology

(3) Research

(4) Clients

(5) Focus

(6) Best in Class



Strategy

Team Clarksons

Our staff set a standard for excellence, and are dedicated and skilled to meet the most exacting needs of our clients. We aim to develop the skills and expertise of our staff, and be the employer of choice attracting and retaining the best in the market.



Technology

Clarksons aims to provide our global offices the tools with which to ensure our clients get up to the minute information, consistent with the leading global network in the shipping arena.





Strategy

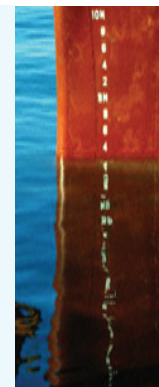
Clients

Clarksons aims to build and retain close long-term relationships with all our clients. Our services should be extensive in meeting their needs within the shipping & financial markets, and should be provided with the highest level of corporate governance.



Research

The speed with which markets react to ever changing global and local factors demands that clients are afforded the best market information upon which they can base their decisions. Clarksons aims to be the most comprehensive and reliable information provider within the shipping and related market.





Strategy

Focus

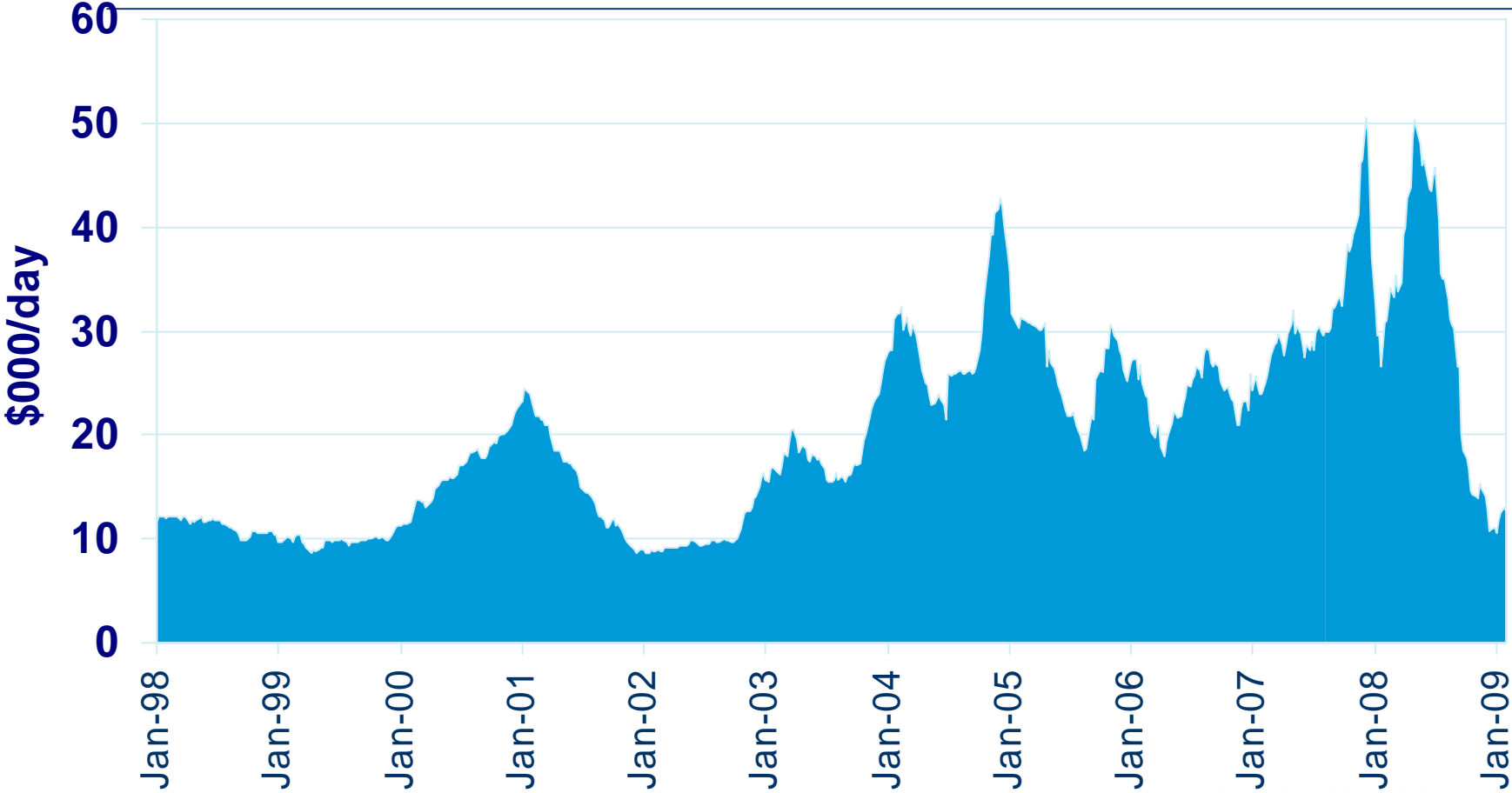
Optimising the returns from our resources – people, skills, time or financial – demands rigorous attention to our strengths and limitations. Project evaluation and a concentration on core and directly related areas, should be the basis of every future business decision.



Clarksons aims to be “Best in Class” in every area in which we trade

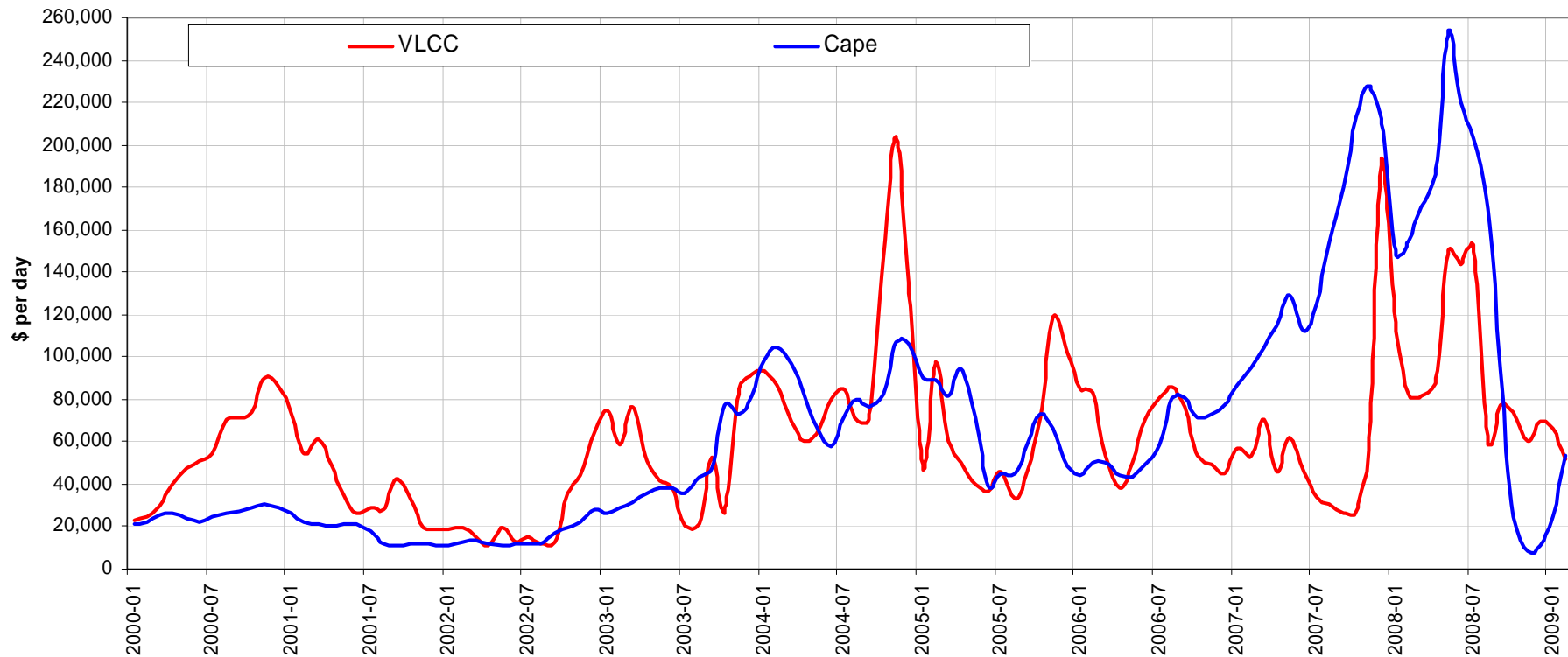


Clarksea Index





Tanker & Dry Bulk Rates





Outlook

- Extremely challenging trading conditions due to:-

- Global reduction in world trade
- Continued lack of available credit

But:-

- Clarksons has
 - the leading commercial research house
 - the benefit of a forward order book
 - A spread across many segments with different drivers
 - A sound balance sheet
- We will keep focused on optimising returns from core activities and seizing the inevitable opportunities that arise in these conditions

