



Summer Internship Program | 2023



About us

Clarksons Securities is a strong and diversified investment banking arm of the Clarksons Group with a powerful research expertise and deep knowledge within the global maritime sectors, metals & minerals and renewables.

Clarksons Securities has a broad and diverse global institutional client base, specializing in the Clarksons Group's core maritime sectors, offering services including equity and fixed income sales and trading, equity and credit research, corporate access and Investment Banking services, including advising clients on a range of equity and debt capital markets and M&A transactions. Clarksons Securities has approximately 70 employees located in Oslo and New York.



Global full-service investment bank for our core industries

Shipping, Offshore Energy Services, Metals & Minerals, Renewables

- **We are industry specialists**
 - We focus on “cargo and its journey” giving us a unique insight into the maritime industries
 - Efficient and specialized deal teams
- **Unparalleled understanding of the potential investors, consolidation partners and targets available to our clients**
 - Personal relationships with the key decision makers
 - Credibility and impact to influence the investor community's perspectives on the strategy presented
- **Our DNA**
 - We view our core clients as long-term partnerships
 - Backed by the world's largest shipping and offshore brokerage firm, we set investors' agenda in our core sectors
 - We have a market leading position and proven track record executing ECM, DCM, M&A deals and advisory services

USD 24.3bn

equity capital raised since 2010

USD 19.9bn

debt capital raised since 2010

44% market share

in shipping ECM globally since 2013

40% market share

in offshore drilling ECM globally since 2010

Sole advisor to Transocean in USD 3.4bn acquisition of Songa Offshore.
One of the largest rig M&As globally

Sole financial advisor to Trafigura in selling 19 product tankers to Scorpio Tankers in a
USD 803m acquisition

Co-lead manager and joint bookrunner
AUD 313m
equity offering for Jervois Mining in July 2021

Joint lead manager in
USD 275
Underwritten equity offering for Borr Drilling in August 2022

Joint Global Coordinator in the
USD 275m
Equity Private Placement for Cool Company Ltd.

Joint bookrunner in
USD 259m
unsecured convertible bond for Lithium Americas in December 2021

Clarksons company structure

Global synergies through local presence and global coverage of energy and maritime industries

Ship & Offshore Broking

- #1 ship broker worldwide
- #1 offshore broker worldwide
- 750+ brokers worldwide
- 24/7 service offering

Support

- Port services
- Freight forwarding
- 24/7 support offering
- Specialist tools supplier
- Full-service logistics solution



Investment Banking

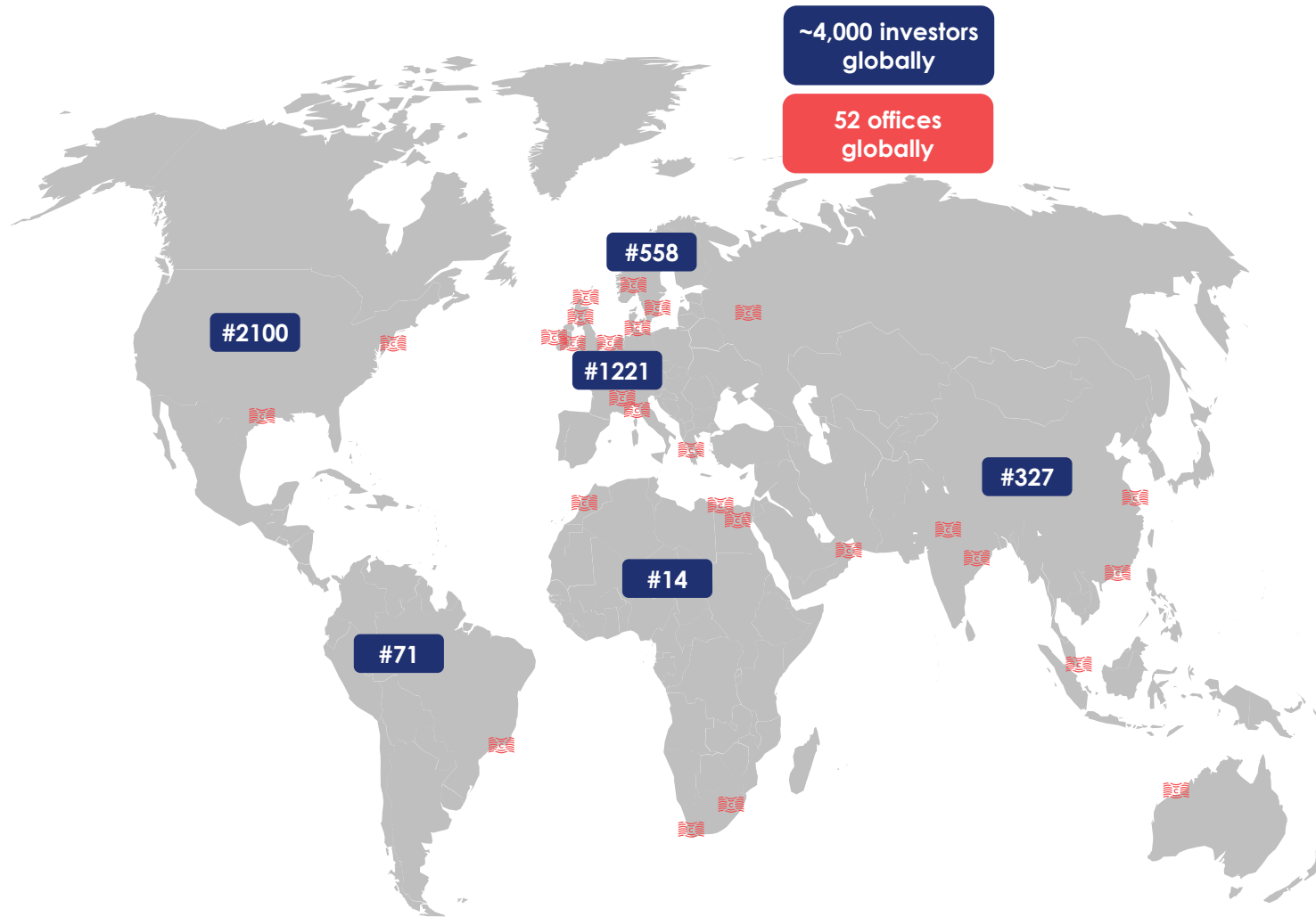
- Full-service Investment Bank with focus on Shipping, Offshore, Metals & Minerals and Renewables
- Market leader in ECM and DCM with more than USD 40bn raised since 2010 in our core sectors

Research

- 125+ full-time researchers
- Daily research reports & supportive databases
- #1 source of maritime research
- #1 provider of vessel valuations

Clarksons

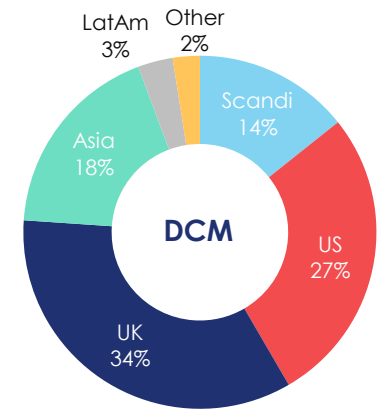
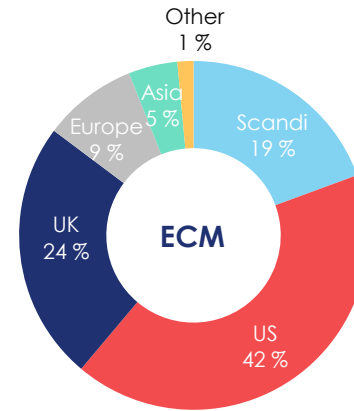
Global coverage, local presence and access to the right investors



~4,000 investors globally

52 offices globally

Investor demand by geography



FTSE 250



£ 1.1BN MARKET CAP



24/7



8,000+ MULTINATIONAL CLIENTS

Clarksons Securities

The leading investment bank in the maritime and energy markets

Investment Banking

- Equity and Debt
- IPOs and listings
- Private and Public Offerings
- Refinancing
- Restructuring
- Valuations
- M&A advisory
- Private Equity

Sales and Trading

- Equity and Debt instruments
- Block trades
- FX services
- Private Equity

Research

- Equity and credit research
- Company reports
- Sector reports
- Daily, weekly, monthly and quarterly reports

Investment Banking

The CS Group has a dedicated team of 20 professionals located in Oslo with extensive industry and transaction experience. The investment banking team builds on the combined strength and knowledge base of the whole Clarksons Group to deliver outstanding corporate finance services to clients. The CS Group aims to create long standing and close relationships to clients, providing financial advisory services based on deep industry knowledge, financial markets expertise, the highest professional standards, and a strong commitment to high quality deliveries.

The CS Group offer financial advice in all types of Equity Capital Markets (ECM) transactions, including initial public offerings (IPOs), secondary offerings and private placements. The investment banking team has extensive experience from transactions in the Norwegian and US equity capital markets, offering clients highly qualified process management and execution services. CS' international network secures broad equity marketing capacity and placing power. With the knowledge base of the combined Clarksons Group within the core sectors, the investment banking team can offer clients unique M&A services.

The CS Group advice clients on mergers, acquisitions, divestitures, corporate restructurings, joint ventures, exchange offers and leveraged buy-outs, helping clients find optimal solutions enabling them to secure long- term value creation and achieve short and long-term strategic objectives. As an integral part of the investment banking services, the CS Group offer clients a wide range of Debt Capital Markets ("DCM") services. The DCM team has vast experience from the debt capital markets, providing clients advice on optimal capital structures, debt origination, debt restructuring and sophisticated financial solutions, with special focus on the Norwegian and international bond markets.

Sales and Trading

The CS Group's Equity & Credit Sales Team located in Oslo and New York consist of 18 brokers and traders with an extensive Norwegian, European, US and international client base, offering a broad range of products and services, including domestic- and international sales, sales trading, market-making, and execution. The CS Group offers its clients trading in international stock-, credit-, derivative- and commodity markets through cooperation with industry partners.

In addition, the Equity & Credit Sales team focuses on our core industries with a "niche" approach to high yield and convertible issuers in the market. The CS Group are structuring, originating, syndicating and trading fixed income instruments and focuses on high yield bonds (secured and unsecured), convertible bonds, mezzanine instruments, privately structured fixed income deals and bridge financing. The CS Group acts as advisers to issuers globally, and the fixed income team works with major international institutional clients in Europe, Asia and the US.

The equity & credit sales teams are research driven and have extensive insight into the Clarkson's Group's core industries. Strong fundamental knowledge and understanding is core to become a trusted advisor and speaking partner to clients.

Research

The CS Group bases its investment advisory on a comprehensive platform of fundamental research. CS bases its investment advisory on a comprehensive platform of fundamental research. In addition to the database of its affiliate Clarkson's Research in London with approx. 100 shipping research analysts.

The research department prepares a vast variety of research products, spanning everything from comprehensive sector reports and macroeconomic insights, to company equity and credit updates, and daily newsletters. Being a part of the world's largest maritime broker, Clarkson's, working as an analyst within the CS Group offers a unique look into the shipping, offshore, metals and mining, and renewables industries, and makes us able to offer our clients unparalleled insights into these sectors.

In addition to provide written research, the research team strives to be valuable speaking partners for our clients, either through calls, conferences, and/or road shows.

The Summer Internship Program

Each year Clarksons Securities Group recognizes the value of innovative ideas and reflections and we therefore seek talented new employees within our departments investment banking, equity & credit sales, and equity & credit research. You will be expected to work closely with the Clarksons Group's other offices and clients.

Though you should expect a varied and busy workload, your main duties will include building financial models, perform valuations and prepare presentations for internal use or to external clients. We are seeking candidates with a strong academic performance at an end bachelor's/Master's level with an interest for finance, the securities market, renewables and the shipping and offshore markets. In addition, candidates must be analytical, have a large working capacity, be highly motivated and structured. Strong communication skills are a requirement, and the candidate must be fluent in English both written and oral.

We are seeking motivated candidates to join the Summer Internship Program in one of the following departments:

- Investment Banking
- Equity and/or Credit Sales & Trading
- Equity and Credit Research

Website: <https://securities.clarksons.com/Career-Opportunities>



Testimonials 2022

Anette Thorvildsen



- ✓ Summer Intern at Clarksons Securities, Investment Banking and Equity Research
- ✓ Fifth year student at NHH, MSc in Finance

“Throughout this summer I have attended the Clarksons Securities Summer Internship Program as a part of both the Investment Banking and Equity Research departments. I have supported the Offshore team and had the great pleasure of working with the industry experts.

During my period here I have engaged in various tasks such as producing a series of presentations used for pitches and for companies alike, financial modelling, and other ad-hoc tasks for the offshore team.

As a part of the Intern Program, each department within Clarksons have given insightful industry and market presentations. Further, we have had the opportunity of attending multiple on-site company visits with some of Clarksons closest clients.

It has been a rewarding and exiting experience, and I have gained a lot of industry knowledge. Although there has been a steep learning curve with a lot of challenges, I highly appreciate the expert guidance provided by the Offshore team within both the Investment Banking- and Equity Research department. Overall, a great internship where I learned a lot about the Shipping and Offshore industry; which I highly recommend applying for.”

Testimonials 2022

Andreas Engebretsen



- ✓ Summer Intern at Clarksons Securities, Investment Banking
- ✓ NTNU M.Sc. Industrial Economics and Technology Management Student

"The main reasons I wanted to intern at Clarksons was to get an insight into the different industries the corporate finance division covers, as well as getting a feeling of the day-to-day work of an investment banker. The first couple of weeks consisted of multiple lectures and company visits covering all the operations Clarksons take part in, leaving me with a deeper understanding of the shipping and offshore industry, as well as the energy markets in general. Furthermore, working in the metals and minerals industry team, I had a great experience learning of the vital metals in the ongoing energy transition, as well as following some larger transactions.

Overall, I had an insightful summer where I got a better comprehension of some important and interesting markets and got to experience how the corporate finance division operates."

Testimonials 2022

Emil Lyse



- ✓ Summer Intern at Clarksons Securities, Sales
- ✓ NHH Master's degree, Finance, General

"I had the pleasure of joining the sales team at Clarksons Securities during the summer of 2022. I spent the first two weeks as a part of the introductory program that the Clarksons group offer to all their summer interns. Naturally, most of our time was spent gaining insights into the different aspects of shipping, but we also covered other sectors such as renewables and oil services. The program was an excellent way to gain up-to-date insights on all relevant business areas within the Clarksons group. I particularly enjoyed the company visits, where we visited companies such as Höegh Autoliners, Yara and Simonsen Vogt Wiig.

After obtaining a foundational understanding of the industries I was to work with, I was asked to create stock pitches for the brokers. With excellent assistance from the equity research analysts, I performed back-of-the-envelope valuations and presented trading ideas to the sales team. I was given a lot of confidence, which I truly appreciated. It was great observing that the brokers found my tasks useful and that I contributed to creating value for clients. The compelling combination of a steep learning curve, and a great social environment has resulted in a very exciting summer. I strongly encourage anyone that finds the intersection between analytical and commercial-oriented work appealing to apply for the Sales & Trading internship."

Testimonials 2022

Johannes Evertsen



- ✓ Summer Intern at Clarksons Securities, Investment Banking
- ✓ Fifth year student at the Norwegian School of Economics (NHH) – Financial Economics

“This summer I attended the Clarksons internship program as part of the investment banking department. During the internship, I got to learn about Clarksons in general and learn from industry experts in particular.

The first weeks of the internship consisted of presentations held by representatives from Clarksons main areas in addition to several company visits. This laid a strong fundament for subsequent work, which included financial modelling, data extraction and preparation of presentations.

I strongly recommend applying for the program – it offers solid industry experience and unparalleled insight into the maritime sector.”

Testimonials 2022

Magnus Langgård



- ✓ Summer Intern at Clarksons Securities, Investment Banking
- ✓ MSc, Norwegian School of Economics

“This summer I had the pleasure of taking part in the Clarksons Securities Internship Program in the Investment Banking department. During my internship, I had the opportunity to be a part of the “renewables-team”, a team working towards the renewable-space. I followed one private placement throughout the summer, which gave me an invaluable hands-on experience of how a private placement is done.

Although I worked on the renewables team, I have learned a lot about other maritime industries, such as shipping and offshore, through presentations, conversations, morning meetings and company visits. This helped me to both establish a working knowledge of, and cultivated my interest in, the different maritime sectors. I really enjoyed my internship, and I recommend everyone to apply for the program.”

Testimonials 2022

Lars Andersson



- ✓ Summer Intern, Equity Research
- ✓ 4th year student at CBS, Finance & Investments

"This summer, I worked as a summer intern in Clarksons Securities Equity Research department, where I worked with the Metals & Minerals group, learning from some of the best in the industry.

The first few weeks were filled with interesting presentations and company visits, laying a solid foundation for success at Clarksons. During my 9-week internship with Clarksons, I had the opportunity to work on several Initiation of Coverages, reports, and financial models. What I liked best about the internship was the steep learning curve and early responsibility, which allowed me to quickly evolve and expand my skill set. Furthermore, the working environment is fantastic. All in all, the internship has been an unparalleled learning experience and has provided me with knowledge I will benefit from in the future."