

TIM HORNE

Tel: +44 7487 523903
Email: timothy.horne@outlook.com

PROFILE

A creative and results focused international shipping leader, with significant experience in the management and operation of vessels and marine services.

Extensive network of senior contacts generating substantial new business for my employer.

A natural communicator with accomplished interpersonal, planning, presentational and commercial skills:

- Corporate leadership and innovation in international marine matters
- Strategic analysis and implementation
- Effective communications with Customers, Board, Team and Partners
- Personnel selection, development and the management of global teams
- Asset management utilizing the sale and purchase and time-charter markets
- Pool management, including the creation of the Taurus Tanker Pool
- Freight and derivative trading

Representative roles:

- Member of Intertanko's Council, from 2009
- Chairman, Intertanko's Worldscale committee, from 2008; member from 2002
- Member's Board of the North of England P&I Club, from 2013
- Director LevelSeas, 2002-05

CAREER

Teekay www.teekay.com **1993 – 2018**

President, Teekay Marine Solutions **2015 – 2018**

- Management and development of Teekay's marine solutions business, including ship to ship operations and LNG services:
- Bottom line accountability for over \$60 million annual turnover (2018), and an EBITDA target of 12%
- Leading business growth including new projects, partnerships and industry wide initiatives
- Management of owned assets with a value in excess of \$20 million
- Managing a globally spread team of 125 senior marine professionals

Managing Director & Pool Manager **2005 - 2015**

- Responsibility for the mid-term (1-5 years) asset management of Teekay's conventional tanker fleet (of up to 100 vessels) including:
- Creation of a 14 vessel in-charter portfolio, with a value of \$80.5 million profit at expiry
- The off-market, purchase of 4 modern LR2 vessels, valued at ~\$200 million
- The execution of above market out-charters valued at ~\$29 million
- Running a 9 vessel new-building tender process (total enterprise value of ~\$800m)
- Pool development adding tens of vessels to the managed portfolio
- The execution of 8 profitable out-charters, stabilizing the Company's cash-flow
- Managing and developing a team comprising 6 senior professionals

Taurus Tankers www.taurustankers.com**2007 - 2015**

- Led Teekay's LR2 Pool business: created investment case; grew Pool from 5 to 19 vessels; established and managed trading and operational team leading to:
- Freight revenues of ~\$300 million for 2014-15
- A stable Pool of eight independent Owners
- Highest ever fee revenues of ~\$5.8 million and positive cash-flow of ~\$2.2 million for 2014-15
- Instrumental in the growth of Teekay's commercial management business, comprising of Gemini and the Aframax RSA

Business Development (BD)

- Global leadership, including strategy and planning, of conventional tanker BD from 2005:
- Delivered a thirty three percent expansion of Australian flag cabotage trades
- Managed strategic Customer relationships including Statoil and P66, resulting in 2014-15 out-charter portfolio of 12 vessels, all concluded at above market levels
- Planned and led third party management marketing, bringing tens of vessels into Pools
- Pre-acquisition business planning, post-acquisition execution and integration of corporate entities, capturing cost and operational efficiencies
- Recruited, managed and developed a highly effective team of senior shipping executives

Management, Conventional Tankers**1998-2005**

- Management of Teekay's fleet of up to 70 vessels, trading globally
- Developed and ran multiple Contracts of Affreightment with volumes in excess of 10 cargoes per month
- Developed derivatives trading and managed Teekay's in/out time-charter portfolios
- Originated Teekay's commercial management program in 2002
- Managed the integration of Navion Shipping's conventional tanker business
- Developed pilot Atlantic Aframax trading strategy supporting the acquisition of Bona Shipholding
- Recruited and developed Freight Traders, Business Developers, Derivatives Traders and personnel in all other areas of conventional operations

Chartering, Conventional Tankers**1993-1998**

- Freight, time-charter and sale and purchase trading of conventional tankers on a global basis; formalized sale and purchase protocols; co-developed operating strategy

John I Jacobs PLC**1989 - 1993**

Competitive tanker broker working all asset types from intermediate products to VLCC crude

Professional Development

Career Development Coaching

Personnel management and development

Marketing and Negotiation seminars

Vocational courses (including derivatives and sale and purchase)

Academic

1986-89 Lady Margaret Hall, Oxford University MA Hons, English Literature (2:1)

1978-1985 Stonyhurst College, Lancashire