

INTERNSHIP EVALUATION REPORT

Student: Florin Cutova

Duration: 8th February to 24th June 2016

Locations: Vienna, Virginia, USA & Luxembourg City, Luxembourg

Employer: YCF Maritime Group (Liberian Registry, EuroFlag Services and SeaNet Maritime Services)

| | Outstanding | Good | Average | Below Average | Unsatisfactory |
|---|-------------|------|---------|---------------|----------------|
| SKILLS/KNOWLEDGE | | | | | |
| Demonstrates skills needed for assigned tasks | X | | | | |
| Understands expectations of supervisor | X | | | | |
| Communication skills | X | | | | |
| Leadership skills | | X | | | |
| SELF-MANAGEMENT | | | | | |
| Maintains professional manner and appearance | X | | | | |
| Manages time and resources effectively | | X | | | |
| Makes informed decisions | X | | | | |
| Seeks further guidance when appropriate | X | | | | |
| Sets realistic goals | | X | | | |
| DEPENDABILITY | | | | | |
| Job attendance and punctuality | X | | | | |
| Completes projects by specified deadlines | | X | | | |
| Demonstrated maturity level | | X | | | |
| ATTITUDE | | | | | |
| Is flexible and willing to learn | X | | | | |
| Demonstrates initiative | X | | | | |

| | Outstanding | Good | Average | Below Average | Unsatisfactory |
|---|-------------|------|---------|---------------|----------------|
| Accepts and makes constructive use of criticism | | X | | | |
| Is courteous and friendly | X | | | | |
| Interest in assigned work | X | | | | |
| RELATIONSHIPS | | | | | |
| Works effectively with supervisor | X | | | | |
| Works effectively with co-workers | | X | | | |

1. Overall, did your student intern perform the assigned duties in a satisfactory manner and accomplish what you expected of them? ☒ Yes ☐ No

2. Other comments:

While working in our Virginia office (February – April 2016), Florin earned the trust and confidence of the company executives and managers. Additionally, he quickly obtained the respect and friendship of the staff in our Virginia office. As a result of his hard work and attentiveness, Florin learned a great deal about international maritime business.

Throughout May and June 2016 Florin continued his excellent performance in our Luxembourg office, where he quickly demonstrated his commitment and efficient approach to the tasks being assigned to him.

As a Maritime Business Development Intern, Florin assisted in several high profile projects such as:

- Development and implementation of our strategic plan
- Creating client target lists based on specialized databases for the LNG market
- Creating potential analysis and target lists for major global maritime markets
- Analyzed the Layup procedures of our main competitors
- Assisted in planning and implementing Liberia's Green-Award program
- Created a questionnaire to improve our online client satisfaction survey
- Identified the Top 50 global ship owners and created a target list for our sales force
- Assisted in preparing a presentation for our Eco Upgrade program
- Assisted in preparing a presentation about the risks of Arctic shipping
- Created a US Coast Guard Port State Control performance Analysis to assist our Safety Department strategic planning process
- Analyzed and presented our main competitors registration pricing lists



- Assisted in a "Data cleanup project" for our IT department
- Received a detailed introduction in all departments of our organization with a focus on client relations
- Created an Excel based Risk Management tool to analyze the Port State Control performance of Liberian companies
- Created a statistic model to compare the Liberian flag state performance with other flag for the Tokyo MOU, Paris MOU, Black Sea MOU, and Mediterranean MOU
- Actively participated and contributed to Liberia flag's shipyard strategy plan by preparing strategic and statistical analyses to support our shipyard evaluation & ranking list including competitor analysis.
- Contributed to Euroflag Services' business planning by preparing shipowner evaluation and target list.
- Created various Port State Control statistical analyses for the USCG QualShip21, Tokyo MOU and Paris MOU as supporting material for Liberia flag's participation in the forthcoming IMO III 3 meeting in London.

Supervisor:

Date: 22nd June 2016

Thomas Klenum
Managing Director

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