



## SHIP SALE & PURCHASE SEMINAR (ONLINE)

### Objective:

The seminar aims to provide the participants with a thorough understanding of the Ship Sale and Purchase markets; newbuildings, second-hand and demolition. They will gain a practical insight of the structure of the ship sale and purchase market, the commercial aspects (negotiations, offers, communications etc.), the legal aspects of contracts used and the sources of financing the purchase of ships. Taught by experts of the S&P market, who will use practical examples, real-life cases and workshops for the participants to get a truly practical approach of the market.

### Specific Areas Covered:

- ✓ Ship Types & Maritime Geography
- ✓ Registration & Classification
- ✓ The Parties Involved
- ✓ Markets: New Buildings, Second-Hand and Demolition
- ✓ Contracts and Documentation
- ✓ Negotiations
- ✓ Finance & Raising Funds
- ✓ Valuations
- ✓ Legal Aspects of Sale & Purchase

### Ideal for:

Commercial Managers, Shipmanagers, Shipbrokers, Marine Surveyors, Finance and Banking Executives, Technical and Marine Engineering practitioners, Marine Insurance Legal Executives

### Online Learning:

The seminar will be delivered exclusively online by fully tutored learning sessions. Once your registration is completed, you will receive an email with all information and joining instructions to the webinars. For your participation, no special equipment is needed except a camera and a microphone.

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## Dates / Hours

Dates : 18/01, 20/01, 21/01, 25/01, 27/01, 01/02, 03/02, 08/02, 10/02

Hours : 19:30 - 21:30

Duration: 9 Online sessions

## Fees

**550,00 EUR** (Including tuition fees & reading material)

ICS Members are eligible for a 20% discount on all HMC Professional Maritime Seminars

## Tutor & CV Resume:

### Mr Simon Ward, FICS, Director, URSA Shipbrokers

Simon started his career at a ship-owning company in Liverpool. He became a Ship Sale & Purchase broker, also in Liverpool, in 1993 before moving to London in 1997. In 2008 he moved to Greece to open and run HSBC Shipping Services Ltd in Piraeus. Despite moving back to London in 2012, he returned to Greece in 2013 to open a new S&P joint venture in Piraeus with Ursa Shipbrokers, reaffirming his longstanding commitment to the Greek shipping industry. A Member of the ICS since 1995, he was accepted as a Fellow in 2009. He is a member of the Institute's Education and Training Committee. He teaches Introduction to Shipping, Shipping Business, Economics of Sea Transport and Ship Sale & Purchase at HMC/ICS Greek Branch.

## Certificate

Participants will receive a certificate of attendance upon completion of the seminar.