



**LEADING SHIPBROKER SERVING THE WORLD'S
MARITIME AND OFFSHORE MARKETS**

MONACO – SHANGHAI – LONDON - SEOUL

www.associated-shipbroking.mc

COMPANY PROFILE

- Associated Shipbroking S.A.M commenced trading in Monaco on the 16th August 1993, founded by Jim Mcloughlin and Julian Owen. During its 26 years trading history it has established itself as one of the leading Sale and Purchase companies averaging an annual turnover of sales of between 80-100 vessels per year (Second Hand and about 40 New Building contracts).
- In the early 2000s, the company established an office in Shanghai together with its partners Shan Li and James Liu as it recognized the importance of gaining a strong foothold in what is today the largest shipbuilding nation in the world. Similarly the company opened an office in Seoul in early 2015 to assist with ongoing projects and source opportunities from one of the major shipping nations worldwide.
- Today, Associated Shipbroking has about 30 brokers specializing in newbuilding, sale and purchase and dry cargo chartering spread across its offices in Monaco, Shanghai, Seoul and London. With its ethnically diverse team of brokers speaking languages including English, German, Mandarin, Cantonese, Korean, Italian, French, Norwegian, Swedish, Arabic and Farsi, the company is well placed to service its clients worldwide.
- The company covers all sectors of traditional merchant shipping such as Bulk, Tanker, Gas, MPP/Container as well as more specialized sectors such as offshore, RoRo, cement, PCTC and the demolition market. The company's client base includes some of the largest shipowners in the world as well, as operators, shipyards, banks, leasing companies, private equity companies, offshore contractors and drillers, IOCs, E&P companies and naval architects.
- Associated Shipbroking S.A.M. is regularly called upon by major shipping banks to undertake valuations on their behalf, market reports as well as being called upon as expert witnesses.



COMPANY PROFILE

NUMBERS



SERVICES



Newbuilding

With a dedicated office network in Asia and Europe focusing on newbuilding contracting, the company has unparalleled relationships in shipbuilding markets worldwide. Since its inception the company has concluded in excess of one thousand newbuilding contracts with successful deliveries. Through the company's track record it has also developed strong relationships with leading design houses worldwide.

As a company, we can assist in all stages of a newbuilding project and our services include:

- Design phase development
- Shipyard selection
- Tender Facilitation
- Contract negotiation
- Post contract support
- Finance and leasing



Sale & Purchase

Secondhand sale and purchase brokering is one of the company's core activities. With a worldwide client base and a wealth of transaction experience, the company assists its clients from identifying opportunities through to the successful delivery of the vessel. The company also has a strong track record in ship recycling and enjoys close relationships with cash buyers and ship recyclers worldwide.

Our services include:

- Market analysis
- Opportunity identification
- Inspection arrangement
- Commercial Negotiations
- Contract Formulation
- Post contract support



SERVICES



Dry Cargo Chartering

The dry cargo chartering team operates from the company's Monaco office and has considerable experience in both short and long term charters as well as the arrangement of contracts of affreightment. The team handles all dry cargo business on a worldwide basis and covers all vessel sizes ranging from Handysize up to Capesize.

The dry cargo team works closely with the newbuilding and sale & purchase teams and can facilitate employment for vessels to be ordered and/or purchased. Similarly, the company has also concluded several period charters in other sectors including tankers and PCTCs.



Offshore

In 2014, the company established its offshore desk that services owners, contractors, drillers and oil companies worldwide. Its services focus on newbuilding, sale & purchase and period chartering from its offices in Monaco and Shanghai. The company also provides tendering service under the supervision of and in compliance with the principal client's requirements.

Key asset types covered are:

- DP Derrick / Pipelay units
- Subsea Construction Vessels
- Dive Support Vessels
- Offshore Supply Vessels
- Drilling Units
- Accommodation Units
- Liftboats



SERVICES



Finance

Being part of a capital intensive industry, the company continues to maintain and develop relationships with financial institutions worldwide. The company has a strong presence amongst the growing Asian financial institutions enabling it to provide its clients with various lease financing solutions.

Our activities include:

- Sale / Leasebacks
- Equity / Debt raising
- JV Arrangements
- Long term Bareboat Charter with Purchase Option



Valuation & Consultancy

The company provides consultancy services to major shipping banks, investors, insurance companies, ship owners and contractors worldwide.

The company's advisory services include:

- Valuations
- Daily / Weekly market reports
- Sector specific market analysis
- Consulting advisory



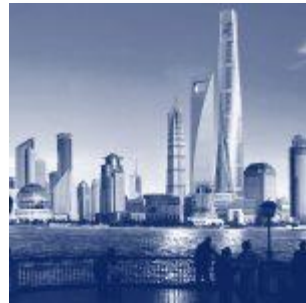
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Thank you.