## TSC Category
Ship Broking and Chartering

## TSC
Ship Financing

## TSC Description
Coordinate finance options for the sale and purchase of ships

<table>
<thead>
<tr>
<th>TSC Proficiency Description</th>
<th>Level 1</th>
<th>Level 2</th>
<th>Level 3</th>
<th>Level 4</th>
<th>Level 5</th>
<th>Level 6</th>
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<tbody>
<tr>
<td></td>
<td>STP-SBR-3002-1.1</td>
<td>STP-SBR-4002-1.1</td>
<td>STP-SBR-5002-1.1</td>
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<tr>
<td>Identify suitable ship finance options for clients</td>
<td>Analyse clients’ credit risk to propose ship finance options</td>
<td>Formulate the organisation’s strategies for ship financing options</td>
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</table>

### Knowledge
- Role of broker in sales and purchase markets
- Types and sources of ship finance
- Schemes for financing purchase of ships
- Procedures for obtaining financing from banks and financial institutions
- Concept of leasing and its advantages
- Costs associated with ship financing
- Securities, information and collaterals required by financial institutions
- Principles of financing ship purchases
- Performance guarantees, default, remedies and arbitrations
- Role of broker in sales and purchase markets
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- Types and sources of ship finance
- Schemes for financing purchase of ships
- Procedures for obtaining financing from banks and financial institutions
- Concept of leasing and its advantages
- Costs associated with ship financing
- Securities, information and collaterals required by financial institutions
- Performance data related to ship sales and purchase
- Legal requirements pertaining to ship financing
### Skills Framework for Sea Transport

**Technical Skills and Competencies (TSC) Reference Document**

<table>
<thead>
<tr>
<th>Abilities</th>
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<tbody>
<tr>
<td></td>
<td>Identify client objectives, needs and financial situations</td>
<td>Identify availability of suitable ship financing options</td>
<td>Analyse the client’s risk exposure to assess the suitability of proposed ship financing options</td>
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<tr>
<td></td>
<td>Identify the risk profiles of clients</td>
<td>Match needs of clients with appropriate ship financing options</td>
<td>Seek specialist advice for ship financing options in complex cases of ship sales and purchases</td>
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<td>Propose ship financing options to clients</td>
<td>Provide cost-benefit analysis of ship financing options</td>
<td>Negotiate with financers on behalf of clients</td>
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<td>Draft financing agreements for verification</td>
<td>Secure commitment on financing option for ship sales and purchases</td>
<td>Communicate alternative financing options to clients</td>
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<td>Ensure financing agreements comply with legal requirements</td>
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<td>Formulate organisation’s finance options strategies for ship sales and purchases</td>
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<td>Analyse performance data to identify gaps in ship sale and purchase achievements</td>
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<td>Establish links with financial institutions to explore new options for ship sales and purchases</td>
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<td>Keep abreast of legal requirements pertaining to ship financing</td>
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</table>

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