

**SKILLS FRAMEWORK FOR SEA TRANSPORT
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Ship Broking and Chartering					
TSC	Ship Financing					
TSC Description	Coordinate finance options for the sale and purchase of ships					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			STP-SBR-3002-1.1	STP-SBR-4002-1.1	STP-SBR-5002-1.1	
			Identify suitable ship finance options for clients	Analyse clients' credit risk to propose ship finance options	Formulate the organisation's strategies for ship financing options	
Knowledge			<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 • Performance data related to ship sales and purchase • Legal requirements pertaining to ship financing 	

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<p>Abilities</p>			<ul style="list-style-type: none"> • Identify client objectives, needs and financial situations • Identify availability of suitable ship financing options • Identify the risk profiles of clients • Match needs of clients with appropriate ship financing options • Provide cost-benefit analysis of ship financing options • Propose ship financing options to clients • Draft financing agreements for verification 	<ul style="list-style-type: none"> • Analyse the client's risk exposure to assess the suitability of proposed ship financing options • Seek specialist advice for ship financing options in complex cases of ship sales and purchases • Negotiate with financiers on behalf of clients • Secure commitment on financing option for ship sales and purchases • Communicate alternative financing options to clients • Ensure financing agreements comply with legal requirements 	<ul style="list-style-type: none"> • Formulate organisation's finance options strategies for ship sales and purchases • Analyse performance data to identify gaps in ship sale and purchase achievements • Establish links with financial institutions to explore new options for ship sales and purchases • Keep abreast of legal requirements pertaining to ship financing 	
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