
Ingenieurbüro Weselmann GmbH & Co.KG

Consulting Engineers, Marine Surveyors, Ship Valuers & Shipping Market Analysts



Organisation and Location

INGENIEURBÜRO WESELMANN GMBH & CO. KG
Hamburg, Germany



WESELMANN SCANDINAVIA APS
Copenhagen, Denmark

WESELMANN ASIA LTD
Hong Kong

Representative offices with surveyors
Shanghai, China
Kaohsiung, Taiwan
Singapore / Batam, Indonesia

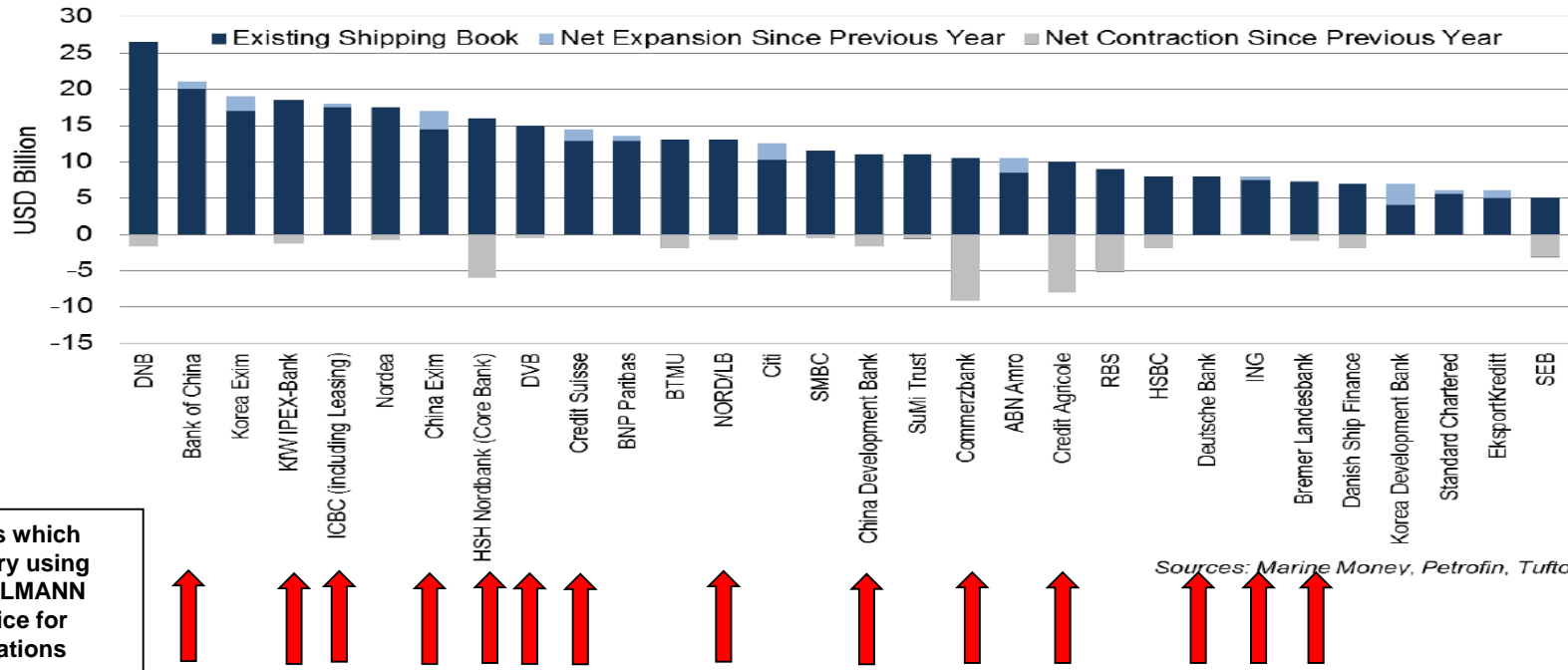
Who is Weselmann?

- Company founded in 1947
- Leading independent **marine survey** and **valuation** company
- Independent publicly appointed / sworn **ship valuers** and **surveyors**
- Appraisal volume per year: USD 100 Billion / over 14.000 appraisals
- Around 400 **physical surveys** conducted per year with in-house team of surveyors.

Who is Weselmann?

- Serving the largest ship financing banks, owners, investors

Top 30 Shipping Banks 2015



Sources: Marine Money, Petrofin, Tufton

- In-house experts: Economists, former ship brokers, marine engineers, naval architects, master mariner with technical and commercial expertise



Portfolio of services



VALUATIONS

- Vessel valuations
- Time charter estimates
- OPEX estimates and controlling
- Ø market values + time charters
- Valuations under German financial authority guidelines

SURVEYS

- Newbuilding progress assessments
- Condition surveys
- Damage surveys
- Shipyard inspections
- Assistance with repairs for all vessels, harbour craft and mega yachts



TOWAGE

- Towage approvals
- Stability and stress analysis



How accurate and reliable ship valuation can add value to Indonesia's maritime industry

- Maritime business environment is characterised by volatility
- Reliable and accurate valuation helps to make the right investment decisions
- Independent and impartial valuation helps resolve losses and disputes – or even avoid them
- Benefits from decades of experience in the German shipping industry can be shared by Indonesia's maritime industry



Approaches to Ship Valuation

Reference Value

- Vessel compared to recent reported transactions of similar vessels
- Necessary adjustments made to make vessels comparable
- Most widely and globally used method
- Determines market value

Earnings-based Methods

- Expected income over life of the vessel determines value
- Discounted Cash Flow (DCF)
- Long Term Asset Value (LTAV)
- Suitable for ships with long-term time charters
- Useful in case of market disruptions, but also for investment analysis

Material Asset Value

- Vessel mentally broken down into component parts (hull, main engine, propeller, navigation equipment etc.)
- Components are valued individually and added
- Useful for highly specialised tonnage
- Works even where S+P and charter market does not exist



What is needed for reliable ship valuation?

Integrity

- Valuer must be independent, neutral and impartial
- Conflicts of interest are a big danger for companies also involved in brokerage
- ‚Chinese Walls‘ within company may not be enough
- Valuations must be transparent

Expertise

- Multi-disciplinary approach
- Experts from different fields and backgrounds working together
- Economists, naval architects, marine engineers, master mariners and brokers
- Long track record

Data

- Comprehensive data base is crucial
- Must be updated daily
- Transaction data from public and private sources
- Weselmann: Over 45.000 vessels



- Online **Ship-value** indication incl. **TC, OPEX** and **scrap value**
- Peer-based valuation approach utilizing an extensive ship database (over 45.000 ships)
- Database is daily updated with valuations, S/P transactions, TC, OPEX
- Value indication for **bulkers, tankers, gastankers, container ships, dry cargo ships and car carriers.**
- Individual valuations, fleet functions and other features
- Fast, reliable, worldwide access via internet browser

WesemannValue
online vessel value indication

Login Register now

Online Ship Value Indication

Ship valuation service for Bulkers, Tankers, Gastankers, Container Ships, Dry Cargo Ships and RoRo Ships

What is WesemannValue?
WesemannValue is an automatic valuation system for most types of ships, which allows the

Additional Information

Indicated Scrap Value (SCV) 5.3 million USD

Valuation Date 2015-03-10

Indicated Total Value in INR USD* 14.8

* Indicated value as per valuation date. Generated on 2015-03-10

The value of the vessel has been estimated successfully, and the system is confident in its results.

Value fluctuation for comparable vessels of this type and age

This is not a valuation certificate. Please contact Ingenieurbüro Wesemann for individual market valuation.

Thanks for your attention!

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