



## Costs Estimate

Prof. Manuel Ventura

Ship Design I

MSc in Marine Engineering and Naval Architecture



## Summary

- Ship Acquisition Cost
- Costs in Shipping
  - Operating Costs
  - Voyage Costs
  
- Annex A. Convenience Flags
  - Panama Registry
  - MAR Registry (Madeira)



## Ship Acquisition Cost

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## Investment

### Initial Investment

$$I = Q \cdot (1 + Ka)$$

with:

*Q*: Ship acquisition cost  
*Ka*: Owner's expenses during ship building and acquisition, expressed as percentage of the acquisition cost, generally of about 5 - 15%.



## Ship Acquisition Cost

Based in recent statistics the following expression can be used:

$$Q = (C_H + C_E + C_M + C_X) \cdot (1 + Kb)$$

with:

- $C_H$ : Hull Steel Cost
- $C_E$ : Equipment Cost
- $C_M$ : Machinery Cost
- $C_X$ : Special Equipment Cost (cranes, cell guides, etc.)
- $Kb$ : Profit Margin of the shipyard, in percentage



## Hull Steel Cost

$$C_H = k1 \cdot W_S^{k2} \cdot Cb^{k3}$$

The coefficients  $k1$ ,  $k2$ , and  $k3$  are characteristic of each ship type, obtained from statistical regression analysis.

	<b>k1</b>	<b>k2</b>	<b>k3</b>
<b>Oil Tankers</b>	2,523	0.8864	-0.2380
<b>Bulk Carriers</b>	2,666	0.8837	-0.2336
<b>Container Carriers</b>	3,167	0.8802	-0.2217
<b>General Cargo</b>	2,925	0.8815	-0.2285



## Profit Margin of the Shipyard

This value can be estimated as follows:

1. Estimate the shipbuilding cost of a reference ship ( $Q_R$ ) by the previous expressions
2. Obtain the actual ship cost from the current market ( $Q_M$ )
3. The nominal profit margin can then be obtained by the expression:

$$Kb = \frac{Q_M}{Q_R} - 1$$

If the Kb value is too low or too high, for instance, outside of the interval [-30%, +30%] the cost formulas should be reviewed and updated.



## Equipment Cost

$$C_E = k_1 \cdot W_E^{k_2}$$

The coefficients k1 and k2 are characteristic of each ship type, obtained from statistical regression analysis.

	<b>k1</b>	<b>k2</b>
<b>Oil Tankers</b>	15,955	0.9335
<b>Bulk Carriers</b>	11,966	0.9335
<b>Container Carriers</b>	14,770	0.9313
<b>General Cargo</b>	13,588	0.9313



## Machinery Cost

$$C_M = k_1 \cdot P_{MCR}^{k_2}$$

$P_{MCR}$ : Propulsive power [bhp]

The coefficients  $k_1$  and  $k_2$  are characteristic of the type of propulsive plant:

	<b>k1</b>	<b>k2</b>
<b>Diesel (2 stroke)</b>	19,877	0.620
<b>Diesel (4 stroke)</b>	12,507	0.647
<b>2 x Diesel (2 stroke)</b>	14,141	0.650
<b>Steam Turbine</b>	38,480	0.540

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## Container Cell Guides Cost

$$C_{CG} = 2500 \cdot W_{CG}^{0.97}$$

$W_{CG}$  - weight of the cell guides [t]

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## More Detailed Estimates

- When more information about the manufacturing process is known, more detailed and accurate estimates of the cost can be made
- The labor ratios of the shipyards are a measure of their efficiency of the production process



## Ship Acquisition Cost (Alternative)

$$Q = C_H + C_E + C_M + GE + S + EC$$

with:

$C_H$	Cost of hull
$C_E$	Cost of equipment
$C_M$	Cost of machinery
$GE$	General expenses (about 90% labor cost)
$S$	Profit of the shipyard (about 5% labor cost)
$EC$	Extra Costs

Each component can be divided into cost of materials or equipments and labor cost:

$$C_i = C_{mat} \sum + C_{labor}$$



## Structure of the Labor Costs

### General

$$CF_x = Hh_x \cdot m_{Hh}$$

with:

Hhx: number of Man.hours spent

$m_{Hh}$ : unit cost of the Man.hour

20 US\$/Hh (Source: ENVC Set. 1999)



## Hull Cost

$$C_c = CA_c + CF_c$$

with:

$CA_c$  - Material cost

$CF_c$  - Production cost

$$CA_c = P_c \cdot m_c$$

$$CF_c = Hh_c \cdot m_{Hh}$$

with:

$P_c$  Weight of the hull (t)  
 $m_c$  Unit cost of structural steel (US\$/t)  
 $m_c = 500$  US\$/t  
(ENVC Set. 1999)

Hhc: Number of man.hours necessary

$Hh_c = y \cdot P_c^x$   
 $m_{Hh}$ : Unit cost of Man.hour (12 US\$/hH)



## Prices of Shipbuilding Steel

Type of Product	[US\$/t]
Average (plates + stiffeners)	800
Plates (MS)	
Stiffeners (MS)	
Plates (HTS)	
Stiffeners (HTS)	

Source: World Steel Review 2008

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## Equipment Cost

$$C_E = P_E^{0.95} \cdot m_E + CF_E$$

with:

$P_E$  Equipment weight (t)  
 $m_E$  Unit cost of the equipment (US\$/t)  
           = 1,000 US\$/t (outfitting)  
           = 3,500 US\$/t (deck machinery)  
 $CF_E$  Installation cost of the equipment (US\$)

$$CF_E = Hh_E \cdot m_{hH}$$

$$Hh_E = Z \cdot L \cdot B^{1/2}$$

with:

$Z$  Coefficient  
 $Z = 350$  (non-sophisticated ships)  
 $L$  Length of ship  
 $B$  Breadth of ship

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## Machinery Cost

$$C_M = 1.6 \cdot (P_B/100)^{0.82} \cdot m_M + CF_M$$

with:

$P_B$  Propulsive power (MCR) [kW]

$m_M$  Unit cost of the machinery [US\$/kW]

$CF_M$  Installation and alignment cost of the machinery [US\$]

Type of Propulsive Machinery	Unit Cost [US\$/kW]
Slow-speed Diesel (incl. shaft line and propeller)	350 450
Medium-speed Diesel (incl. shaft line)	335
Fast-speed Diesel	

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## Machinery Cost

### Installation of the Propulsive Machinery

$$CF_M = Hh_M \cdot m_{hH}$$

$$Hh_M = 1600 \cdot (P_B/100)^{0.6} \cdot k$$

with:

$P_B$ : Propulsive Power (KW)

$K=1$  (Diesel engines, aft)

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## Typical Prices of New Ships (1998-2005)

Tabla 1.- Precios de Nuevas construcciones en MU\$

	1998	1999	2000	2001	2002	2003	2004 (dic)	2005 (dic)
<b>Petroleros</b>								
VLCC (300.000 tpm)	72/76	68/69	72/77	70/75	63/68	74/77	107/110	120/120
Suezmax (150.000 tpm)	44/48	42/45	46/53	46/49	43/45	51/52	68/71	69/71
Aframax (110.000 tpm)	34/38	33/37	38/42	36/40	34/37	40/42	58/59	58/59
Panamax (70.000 tpm)	30/31	28/31	33/36	32/36	31/32	35/38	47/48	49/50
Handy (47.000 tpm)	26/29	25/26	28/30	26/30	26/27	31/32	40/40	43/43
<b>Graneleros</b>								
Capesize (170.000 tpm)	33/39	33/35	36/41	36/39	35/37	47/48	63/64	59/59
Panamax (75.000 tpm)	20/24	20/22	22/24	20/23	20/22	26/27	36/36	35/36
Handymax (51.000 tpm)	18/21	18/20	20/21	18/20	18/19	23/24	30/30	30/31
Handy (30.000 tpm)	14/17	14/16	15/17	14/16	14/15	18/22	23/27	25/28
<b>Portacontenedores</b>								
1.000 TEU	18/19	17/18	17/18	15/18	15/16	18/19	22/22	23/ 23
3.500 TEU	40/42	36/37	39/42	36/41	33/34	40/43	52/52	52/53
6.500 TEU	-	-	67/73	70/72	60/64	71/73	91/92	91/94
<b>Gaseros</b>								
LNG (138.000 m <sup>3</sup> )	190	165	173	165	150	153/155	180/185	205/205
LPG (78.000 m-)	58	56	60	60	58	63	81/83	89/90
<b>Ro-Ro</b>								
1.200-1.300				19/19	18/19	22/22	33/33	33/33
2.300-2.700				31/31	31/31	33/33	46/46	48/50

Mill.US\$

Fuentes: Lloyd's - Fairplay, Clarkson, LSE

INGENIERIA NAVAL febrero 2006

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## Typical Prices of New Ships (2009)

	Type of Ship	DW [t]	Price [US Mill]
Bulkcarriers	Handymax	56,000	30.5
	Panamax	76,000	35.5
	Capesize	180,000	56.0
Tankers	Products	47,000	36.0
	Aframax	110,000	51.0
	Suezmax	150,000	61.0
	VLCC	300,000	98.0

Source: Fearnleys 2009/week 46

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## Ship Demolition Value

Mean age, tonnage and scrap price per scrapping location (1978-2007)

Scrapping location	Age	GRT	% Total scrapped	Average scrap prices in \$/LTD							
				2000	2001	2002	2003	2004	2005	2006	2007
Africa and Middle East	14.1	7312	0.34%	164	164	152	194	371	345	319	n/a
Bangladesh	26.7	31094	16.01%	163	185	166	194	343	389	353	443
China	25	29372	11.98%	137	151	140	183	260	258	247	253
Europe	20.7	5160	3.01%	156	168	135	194	268	338	319	371
India	25.9	16524	33.37%	152	167	147	198	290	371	348	434
North Am. and Pacific	25.5	8615	0.76%	148	259	152	194	268	338	319	n/a
Other Asia	15.9	7927	5.38%	131	150	128	195	261	298	226	245
Pakistan	24.9	26501	3.20%	155	159	141	170	237	263	300	355
South and Centr. America	21.9	11042	0.73%	n/a	168	181	194	268	338	319	400
Turkey	25.9	7034	4.72%	202	158	166	105	202	376	200	400
Unknown	15.3	11320	20.49%	163	166	161	202	241	313	310	362
Average	22	14718	100%	157	172	152	184	274	330	296	363

Note: % to total vessels scrapped in data set, for \$/ltd, the year 2007 ends in October

### Notes:

ltd = lightship displacement

Source: Knapp et al (2008), "Econometric Analysis of Ship Demolition Market", Marine Policy

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## Costs in Shipping



## Classification of Costs

1. **Operating costs** - the expenses involved in the day-to-day running of the ship - essentially those costs such as crew, stores and maintenance that will be incurred whatever trade the ship is engaged in.
2. **Periodic maintenance costs** - which are incurred when the ship is dry-docked for major repairs, usually at the time of its special survey. In older ships this may involve considerable expenditure, so shipping companies often include a 'dry-docking provision' in their operating costs. Since this is a provision rather than a cash item it is better treated separately from operating costs.
3. **Voyage costs** - variable costs associated with a specific voyage and include such items as fuel, port charges and canal dues.
4. **Capital costs** - depend on the way the ship has been financed. They may take the form of dividends to equity, which are discretionary, or interest and capital payments on debt finance which are not.
5. **Cargo handling costs** - the expenses of loading, stowing and discharging cargo. They are particularly important in the liner trades.

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## Operating Costs



## Operating Costs

Operating costs are the ongoing expenses connected with the daily running of the vessel, but excluding the Fuel Oil which is assumed to be included in the voyage costs.

Operational Costs = Crew +  
Supplies and Lub. Oils +  
Maintenance and Repair +  
Insurance +  
Administration



## Crew Costs

Includes:

- Basic salaries and wages
- Social insurance
- Repatriation expenses
- Victuals
- Recruitment and training
- Other

Models of crew selection representatives of the current market:

- Mod. A: Asian crew (officers, petty-officers and seamen)
- Mod. B: North-European crew (European officers, asian petty-officers and seamen)
- Mod. C: South-European crew (Portuguese officers, petty-officers and seamen, MAR registry)



## Number of Crew Members

The crew complement can be estimated by the expression:

$$N_{CREW} = k1 + k2 \cdot CN / 1,000 + k3 \cdot P_{MCR}^{1/2}$$

with:

CN - Cubic Number (Lpp\*B\*D)

$P_{MCR}$  - Propulsive power [hp]

K1, K2 and K3 - coefficients from the following table:

Ship Type	k1 Mod.A	k1 Mod.B	k1 Mod.C	k2	k3
Oil Tankers	10	9	7	0.05	0.020
Bulk Carriers	11	10	7	0.09	0.018
Container Carriers	12	11	9	0.07	0.018
General Cargo	12	11	10	0.06	0.018
Coastal	8	6	6	0.06	0.018

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## Crew Costs (1)

The crew costs can be approximated by the expression:

$$C_{CREW} = k1 \cdot N_{CREW}^{0.95}$$

where N is the crew number and k1 is obtained from the table as a function of the ship type and of the type of crew selected

Ship Type	Crew A	Crew B	Crew C
Oil Tankers	34,000	48,000	56,000
Bulk Carriers	30,000	40,000	45,000
Container Carriers	30,000	38,000	41,000
General Cargo	25,000	38,000	41,000
Coastal	25,000	38,000	41,000

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## Supplies and Lub. Oils

- Cost of supplies (excluding spare parts) and lubricating oils can be estimated by the expression:

$$C_{SUP} = k1.N + k2.(Lpp.B.T)^{0.25} + k3.P_{MCR}^{0.7} \quad [US\$/year]$$

The coefficients k1, k2 and k3 depend on the type of ship and type of propulsion plant, in accordance to the following table:

k1	3,500
k2 (tankers)	5,000
k2 (dry cargo)	4,000
k3 (Diesel engine, 2 stroke)	200
k3 (Diesel engine, 4 stroke)	250
k3 (steam turbine)	150

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## Maintenance and Repair

- Costs associated with routine maintenance, including spares

$$C_{M\&R} = k1.C_0 + k2.P_{MCR}^{0.66} \quad [US\$/year]$$

$C_0$ : cost of the ship

$P_{MCR}$ : propulsive power [hp]

k1, k2: coefficients that depend on the type of propulsion plant, in accordance to the following table:

k1	0,0035
k2 (Diesel engine, 2 stroke)	105
k2 (Diesel engine, 4 stroke)	125
k2 (steam turbine)	75

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## Insurance Costs

- The total insurance cost including risks of navigation and war, can be estimated by the expression:

$$C_{INS} = k1.Vs + k2.GT \quad [US\$/year]$$

The coefficients k1, and k2 depend on the ship type and size, in accordance to the following table:

	k1	k2
Tankers DW < 20,000	0.019	12.00
Tankers 20,000 < DW < 80,000	0.013	5.50
Tankers DW > 80,000	0.008	2.75
Dry Cargo DW < 20,000	0.010	11.50
Dry Cargo 20,000 < DW < 80,000	0.008	5.00
Dry Cargo DW > 80,000	0.006	2.50

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## Administration Costs

- The administration costs depend from the management structure of the ship Owner, the size of the fleet and even from the accounting criteria adopted
- In the absence of data specific to a given Owner, it is a good practice to assume the administrative costs as if the management is made through outsourcing the technical management to others

	$C_{ADM}$ [US\$/year]
Tankers	150,000
Dry Cargo	120,000
Coastal Ships	70,000

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## Docking Costs

- The average cost of the required statutory dockings can be estimated as a fraction of the ship initial cost  $C_0$ , and distributed annually

$$C_{\text{DOCK}} = k1 \cdot C_0 \quad [\text{US\$/year}]$$

The coefficient  $k1$  depends on the ship type, in accordance to the following table:

	k1
Tankers and Bulk-carriers	0,005
Cargo liners	0,006
Coastal Ships	0,004



## Daily Costs

- The value of the daily operation costs is a common way of expressing the freight
- It can be computed by the expression:

$$C_{\text{DAY}} = \frac{C_{\text{CREW}} + C_{\text{SUP}} + C_{\text{M\&R}} + C_{\text{INS}} + C_{\text{ADM}} + C_{\text{DOCK}}}{365 - OH} \quad [\text{US\$/day}]$$

## Voyage Costs

## Voyage Costs

- Variable costs associated to a specific voyage

$$C_{VOY} = C_{FO} + C_{PD} + C_{TP} + CD$$

with:

$C_{FO}$  - fuel costs for main and auxiliary machinery

$C_{PD}$  - port and light dues

$C_{TP}$  - tug and pilotage costs

CD - canal dues



## Typical FO Consumptions (1)

Type of Propulsive Plant	Specific Consumption [kg/kW.h]
<b>1. Diesel Engines</b>	
Slow speed (2 stroke)	0.170
Medium-speed (2 stroke)	0.180
Medium-speed (4 stroke)	0.200
Fast speed (4 stroke)	0.220
<b>2. Steam Plants (oil)</b>	
Steam non-reheated, up to 2 pre-heaters	0.280
Steam non-reheated, with 5 pre-heaters	0.260
Steam reheated	0.240
<b>3. Steam Plants (coal)</b>	
	0.410



## Typical FO Consumptions (2)

Type of Propulsive Plant	Specific Consumption [kg/kW.h]
<b>4. Gas Turbines</b>	
Non-regenerative Cycle	0.340
Regenerative Cycle	0.285
STAG Cycle	0.250
<b>5. Electric Power Plants</b>	
Diesel	0.250
Steam (normal)	0.310
Turbo-Generators	0.360



## Average Fuel Oil Prices

Type of Fuel Oil	[US\$/t]
Heavy Fuel Oil (HFO 380 CST)	424.00
Heavy Fuel Oil (HFO 180 CST)	444.00
Marine Diesel Oil (MDO)	546.00
Marine Gas Oil (MGO)	584.00

Source: *Prices in Rotterdam (www.bunkerindex.com, February 2010)*



## Capital Costs

Capital costs may appear in the cashflow in 3 ways:

- the initial purchase
- cash payments to banks or equity investors who put up the capital to purchase the vessel
- cash received from the sale of the vessel



## Cargo Handling Costs



## Cargo Handling Costs

$$C_{CH} = C_{LOAD} + C_{DISC} + C_{CLM}$$

with:

$C_{LOAD}$  - cargo loading charges

$C_{DISC}$  - cargo discharge costs

$C_{CLM}$  - allowance for cargo claims

Information about charge/discharge rates can be generally obtained from the Internet sites of the ports.



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## Links

- [www.bunkerworld.com](http://www.bunkerworld.com) (Fuel Oil Prices)
- [www.bunkerindex.com](http://www.bunkerindex.com) (Fuel Oil Prices)
- [www.fairplay.co.uk](http://www.fairplay.co.uk) (Fairplay - registered users)
- [www.fearnrsearch.com](http://www.fearnrsearch.com) (Fearnleys)
- [www.lloydslist.com](http://www.lloydslist.com)
- [www.lqm.com](http://www.lqm.com) (Fuel Oil Prices)
- [www.steelpricenews.com](http://www.steelpricenews.com) (Steel Prices)
- [www.clarksons.net](http://www.clarksons.net) (Shipping Intelligence Network)



## Annex A. Convenience Flags





## Convenience Flags

- A ship with a convenience flag is that with a registry in a country other than the Owner's
- Also designated by open registry, for being open to ships of foreign ship owners
- The main motivations are:
  - Lower registry taxes
  - Lower or no taxes
  - Freedom to employ cheaper labor



## Convenience Flags

- The most well known convenience flags are:
  - Panama ([www.segumar.com](http://www.segumar.com))
  - Liberia ([www.liscr.com](http://www.liscr.com))
  - Cyprus ([www.shipping.gov.cy](http://www.shipping.gov.cy))
  - Bahamas ([www.bahamamaritime.com](http://www.bahamamaritime.com))
  - Gibraltar ([www.gibmaritime.com](http://www.gibmaritime.com))
  - Malta ([www.mma.gov.mt](http://www.mma.gov.mt))
  - Madeira ([www.madeira-management.com /aboutmadeira /shipping.html](http://www.madeira-management.com/aboutmadeira/shipping.html))



## Panama Registry

[www.pancanal.com](http://www.pancanal.com)



## Panama Registry - Advantages (1)

- **Ownership**

- Any person or company, irrespective of nationality and place of corporation, is eligible to register ships under the Panamanian flag.
- There are no income or withholdings taxes payable by non-resident shipping corporations.



- **Minimum Requirements**

- No minimum tonnage is required for registration.
- Vessels older than 20 years must pass a special inspection by an authorized Panamanian inspector in order to obtain permanent Registration.



## Panama Registry - Advantages (2)

- **Technical Certificates**
  - Ship owners who wish to transfer their vessels to the Panamanian registry are not required to have the vessels re-surveyed, provided the vessels possess valid safety certificates.
  - Provisions are made to accept foreign tonnage certificates at the moment of registration; this obviates the necessity to have the ship dry docked prior to the registration and consequently saves the ship owners considerable expenses.

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## Panama Registry - Advantages (3)

- **Dual Registry**
  - A foreign vessel, bare boat chartered for a period of two years can be registered in Panama for the same period without losing its previous registration, and the opposite is also permissible, that is, from Panama to the other countries.
  - The "Dual Registry System" represents a great advantage for the Shipping community, especially for the ship owners who, for some reason or other, have no vessels under the open registry. The dual registry may be considered an answer to the problems confronted by the European Ship owners faced with the high cost of operation represented by having vessels flying the flags of most European countries versus those under open registries.
- **Discounts for Fleet Registrations**
  - Discounts for fleet registration are contemplated by Law No. 36 of 1995.

M.Ventura

Costs Estimate

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## Registo Internacional de Navios da Madeira (MAR)



## Registo Internacional de Navios da Madeira (MAR)

- O MAR foi criado em 1989, no âmbito do Centro Internacional de Negócios da Madeira e dotado de um quadro de benefícios fiscais e operacionais
- No MAR estão registados navios de carga geral, cimenteiros, graneleiros, navios de passageiros, petroleiros e químicos, rebocadores, navios de transporte de gás liquefeito, dragas, plataformas petrolíferas e iates.
- No final de 2005, estavam registados no MAR 143 navios de comércio que, no seu conjunto, representavam uma tonelagem bruta de 1.317.814.
- Actualmente, encontram-se registados no MAR 150 navios, dos quais 18 são navios de passageiros, 12 navios tanque, 24 navios de carga/contentores, 32 navios mistos de passageiros e carga, 8 navios graneleiros e 56 navios diversos.



## Registo Internacional de Navios da Madeira (MAR)

- Criado pelo DL nº 96/89, de 28 de Março
- Alterado pelos Decretos-Leis
  - No. 393/93, de 23 de Novembro, 5/97, de 9 de Janeiro [estabelece a norma interpretativa do nº 3 do artº 14º do Decreto-Lei nº 96/89], 31/97, de 28 de Janeiro
  - No. 331/99, de 20 de Agosto [declaração de rectificação publicada no DR nº 229-I-A, de 30 de Setembro/99]
- Diplomas conexos:
  - DL nº 250/97, de 23 de Setembro (Zona Franca da Madeira - Extinção do licenciamento - publicitação)
  - Decreto Regulamentar Regional 5/93/M, de 5 de Fevereiro
- Jurisprudência:
  - Parecer da Procuradoria Geral da República nº 4/97 [publicado no DR, II, 20.11.1997] - Registo Internacional de Navios da Madeira - Zona Franca - Off-shore