

WORLDWIDE SPECIALISTS
Sale & Purchase - Newbuilding
of Vessels and Companies since 1989



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ALBINO MORAN SHIPBROKERS is a leading international shipbroking and consultancy company with over 30 years of **experience** in the sale & purchase of fishing vessels and companies related with the fishing industry.

At **ALBINO MORAN SHIPBROKERS** we offer a Fully Comprehensive Service to our customers.

Our experienced team will carry out the transactions in an efficient and professional manner, embracing all aspects related to the transaction, them being.

TECHNICAL

- › Selection, inspection, and delivery of vessels
- › Technical reports
- › Advice on the design, election of shipyard and supervision of newbuilding / transformations

FINANCIAL

- › Payment terms during newbuilding
- › Bespoke financial solutions
- › Appraisal of company assets

LEGAL

- › Negotiation and drafting of Contracts
- › Arrangement of all closing documents
- › Withdrawal of vessels and reflagging under new ownership

ALBINO MORAN SHIPBROKERS represents a **considerable source of business opportunities** within the fishing industry.

Our customers have the security and are confident that all projects and transactions will be accomplished with **integrity, commitment, reliability, and excellence**. These set of values have been the fundamental building blocks in order to maintain a **long-term relationship** with all our customers, lasting more than 30 years in many cases.

We offer our customers a **wide range of services**:



Sale & Purchase
of Vessels



Sale & Acquisition
Companies



Newbuildings



Advisory
Services



SALE & PURCHASE OF VESSELS



The Sale and Purchase of vessels has been the base of **ALBINO MORAN SHIPBROKERS** brokering activities.

Owing to our close contact with the fishing industry, we are continuously updated on the latest events. This allows us to analyze the market on an ongoing basis and to provide our customers with timely and accurate information on markets, future development and trends which will help them to make the right decision.

We have been frequently involved in transactions all over the world: R. P. China, Korea, New Zealand, Russia, Argentina, Uruguay, Venezuela, Panama, Mexico, Ecuador, South Africa, Namibia, Norway, Iceland, Holland, France, Spain, Chile, Japan, Malaysia, Iran, Iraq, Poland, Morocco, Senegal, etc...



Our staff updates our powerful data base on a day-to-day basis, using the most sophisticated programs and communication systems. This enables us to offer our strong portfolio of regular and loyal customers prompt and accurate answers conceding the best of options regarding vessels or to serve the precise needs of the most demanding of owners.

+200
VESSELS
FOR SALE

+300
VESSELS
SOLD



NEWBUILDINGS / CONVERSION PROJECTS



Our competent and experienced team of **naval architects and marine & industrial engineers**, will advise you on the most suitable technical project according to your needs and most competitive shipyard at any time, ensuring the best terms for a newbuilding / conversion project.

The **network of contacts** that we frequently maintain gives us access to analyse their construction standards, financial strength, slot availability and price levels, allowing us to offer our customers valuable information essential for decision making.

We actively participate in the entire newbuilding / conversion project:

01. We provide information during the pre-project phase.

02. We advise on the definition of the basic project and technical specification.

03. We assist in the negotiation and drafting of the terms of the newbuilding contract.

04. We carry out a technical follow-up of the newbuilding / conversion project.

05. Also acting as mediators, we can actively help resolve any challenges that arise, in order to ensure that the delivery of the vessel is completed on time and within the budget.



SALE & ACQUISITION COMPANIES

Krustamoz



altamare



Taking advantage of our global knowledge on the fishing industry, **we guide and assist** our clients in the **sale and acquisition of fishing companies:**

- ›Accurate analysis of the development and outcomes generated by the different fisheries.
- ›Dedvelopment and market trends of the fishery products.

The intermediation within the **sale and acquisition of companies** constitutes another important line of business, which is further enhanced by the synergies generated in the set of activities of our company:

- ›Updated knowledge and analysis of the market.
- ›Sale and purchase of vessels, ground facilities and permissions / fishing licences.
- ›Historical market prices of the company's main assets: vessels, onshore facilities, fishing licenses.
- ›Our extensive network of customers all over the world.

All of the above provides us with the precise tools to define the EBITDA multiple to determine the Enterprise Value, when we value the company by this method, and efficiently identify the best candidates for acquisition or sale requirements.

Our main aim is to add value to our customers' business and assist them in their decision-making process.





ADVISORY SERVICES



ALBINO MORAN SHIPBROKERS & ADVISORS

offers our customers a wide range of bespoke advisory services, differentiated and personalized.

01. SETTING UP JOINT – VENTURES

One of the best-known alliances in the world of business is the so-called «Joint Venture». It consists of a medium-long-term association modality established by two or more companies based on a specific objective.

02. ACCESS TO FISHING GROUNDS

The acquaintance of the most important fishing countries, their legislations, the functioning of its Institutions and the contact we maintain with their companies, allows us to identify opportunities to access their fishing grounds or even the possibility of establishing Joint-Ventures between companies of different countries.

03. DUE DILIGENCE, SURVEYS, VALUATIONS

We regularly carry out technical reports and inspections intended primarily to evaluate the value of the main assets within the fishing company: vessels, shore facilities (cold stores and /or processing plants), fishing licenses and quotas.

04. TECHNICAL ADVISORS

Le ahorraremos dinero tanto en su proyecto de construcción como de transformación y tendrá el buque con los estándares que deseaba, y en el tiempo programado.

05. DEVELOPMENT OF FINANCIAL SOLUTIONS

At **ALBINO MORAN SHIPBROKERS** we maintain excellent relationships with most of the Banks and Leading Financial Institutions in the maritime-fishing sector, to whom we usually carry out valuation works and act as advisors in investment projects or acquisition of companies.

EXPERIENCE AND RELIABILITY
Internationals Transactions of Fishing
Companies and Vessels since 1989

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