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COURSE BROCHURE

Shipping Commercial Fundamentals and Ship Finance Training Course

27 June – 1 July 2027
Kuala Lumpur

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Registered in the United Kingdom and Saudi Arabia

Shipping Commercial Fundamentals and Ship Finance Training Course

Ref: 1060_39961 **Date:** 27 June – 1 July 2027 **Location:** Kuala Lumpur **Fees:** 4900 GBP

Shipping Commercial Fundamentals and Ship Finance is a 1-week training course for early-career shipping staff, ship agents and port commercial officers, who leave with a voyage and vessel economics casebook covering a tanker, a dry bulk carrier and a container ship. Freight volatility, tighter lending and rising insurance scrutiny now make commercial literacy essential beyond the chartering desk. Jupiter Prime Training delivers Shipping Commercial Fundamentals and Ship Finance as a core-level course.

Why Shipping Commercial Fundamentals and Ship Finance Matter Now

Three groups shape the commercial side of shipping today: charterers who demand flexible tonnage, lenders who price every vessel loan against earnings and residual value, and underwriters who reward owners with clean loss records. Organisations that read these signals well fix cargoes at sustainable rates and keep fleets financeable; those that misread them carry loss-making fixtures and costly capital. The course rests on standard charterparty structures, the voyage estimate method, and the split between hull and machinery cover and protection and indemnity P&I cover.

Who Gains Most from Shipping Commercial Fundamentals and Ship Finance

- Ship agency staff who handle port calls, disbursement accounts and owner instructions
- Junior chartering and operations staff who prepare voyage estimates and fixture recaps
- Port commercial officers who negotiate berth terms and tariffs with shipping lines
- Broking assistants who circulate positions, cargo orders and market reports
- Finance and insurance support staff who track vessel loans, premiums and claims files

Agencies and owner offices gain most when operations, accounts and chartering newcomers attend together.

Shipping Commercial Fundamentals and Ship Finance Capabilities

Participants connect vessel design, freight contracts, capital and risk transfer into one commercial view of a ship.

- Classify vessel types by cargo, size band and trading pattern — fleet deployment choices
- Compare voyage charter, time charter and bareboat terms — fixture negotiations with charterers
- Calculate a voyage estimate with freight, bunkers and port costs — accept or decline a cargo
- Weigh debt, lease and equity routes for a vessel purchase — lender and owner discussions
- Distinguish hull, P&I and cargo cover — claims handling with underwriters
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Communicate trade-specific risks across tanker, dry bulk and container markets — senior commercial managers

Key Shipping Commercial Fundamentals and Ship Finance Terms

- Time charter equivalent — Daily earnings of a voyage after deducting voyage costs.
- Bareboat charter — A lease in which the charterer takes over the vessel and supplies crew, insurance and operation.
- Deadweight tonnage — The total weight a ship can carry, including cargo, fuel, water and stores.
- Loan-to-value ratio — The share of a vessel's market value that a lender advances against a ship mortgage.
- P&I club — A mutual association of shipowners that covers third-party liabilities such as crew injury, pollution and cargo claims.
- Disbursement account — The agent's statement of port charges and expenses paid on behalf of an owner during a call.

Shipping Commercial Fundamentals and Ship Finance Day by Day

Day 1: Ships, Trades and Market Players

- Tanker, Bulk Carrier and Container Ship Designs — Matching Hulls to Cargo
- Size Bands From Handysize to Capesize — Port and Route Limits
- Owners, Charterers, Brokers and Agents — Who Carries Commercial Risk
- Tramp Versus Liner Trading Models — Pricing and Scheduling Logic
- Freight Market Indices and Cycles — Timing Fleet and Cargo Decisions

Day 2: Chartering Basics

- Voyage, Time and Bareboat Charter Forms — Allocation of Costs and Control
- Fixture Recap and Main Terms — Agreeing Cargo, Laycan and Rate
- Laytime and Demurrage Essentials — Port Delay Cost Exposure
- Off-Hire and Speed Performance Clauses — Time Charter Earnings Protection
- Voyage Estimate Worksheet — Cargo Acceptance at a Target Earnings Level

Day 3: Ship Finance Foundations

- Newbuilding and Second-Hand Purchase Routes — Asset Entry Choices
- Ship Mortgage Loans and Covenants — Lender Security Requirements
- Sale and Leaseback Structures — Freeing Capital Tied Up in Hulls
- Vessel Valuation and Residual Value — Timing Sale or Recycling
- Cash Flow Breakeven per Ship — Earnings Needed to Service Debt

Day 4: Marine Insurance and Risk Transfer

- Hull and Machinery Cover — Physical Damage Recovery for Owners
- Protection and Indemnity Club Cover — Third-Party Liability Exposure
- Cargo Insurance and Shipping Documents — Shipper and Receiver Recovery
- General Average and Salvage Basics — Shared Loss After Casualties
- Claims File and Survey Reports — Evidence for Underwriter Settlement

Day 5: Practising the Vessel Economics Casebook

- Tanker Voyage Case With Time Charter Equivalent — Fixing a Crude Cargo
- Dry Bulk Time Charter Case With Off-Hire — Accepting a Period Deal
- Container Slot Cost Case With Insurance Exposure — Pricing a Liner Booking
- Finance Scenario for a Second-Hand Purchase — Lender Presentation Readiness
- Vessel and Voyage Economics Casebook — Shared Reference for the Commercial Desk

Applying Shipping Commercial Fundamentals and Ship Finance After the Course

- Rebuild three recent fixtures as voyage estimates with time charter equivalent figures and compare them with the actual results.
- Map the hull, P&I and cargo cover on one vessel your office handles and list the claims contacts for each.

Shipping Commercial Fundamentals and Ship Finance Questions FAQ

What are shipping commercial fundamentals and ship finance, and why do they matter now?

They are the methods that turn a ship into a business: chartering, voyage economics, funding and insurance. Volatile freight and stricter lenders mean junior staff now shape whether a fixture pays.

Which roles gain most from shipping commercial fundamentals and ship finance?

Ship agents, junior chartering and operations staff, port commercial officers and broking assistants gain most.

How does shipping commercial fundamentals and ship finance differ from a laytime and demurrage course?

It covers the whole commercial picture at core level rather than one specialist claim area. Laytime appears as one topic among ship types, charter forms, vessel funding and marine cover.

What do you bring back from shipping commercial fundamentals and ship finance?

You bring back a casebook of voyage and vessel economics for three trades. It holds worked estimates, a finance scenario and an insurance map for your desk to reuse.

Shipping Commercial Fundamentals and Ship Finance: The Way Forward

The voyage and vessel economics casebook first informs whether to accept the next cargo offered at a given rate. Agents and chartering newcomers use it to test fixtures against earnings and funding costs. After its first use, revisit the insurance map and the finance scenario, since premiums and lending terms shift with the market cycle.