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Lloyd's List
Maritime intelligence | informa

Daily Briefing
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Economou cleans up in rare Cuban crude shipments

TANKERS OWNED BY George Economou have lifted all 11 crude cargoes tracked from Cuba since March 2020.

The final cargo loaded is currently sailing across the Atlantic on aframax vessel *Stamos* (IMO: 9592276) and signalling Gibraltar as its next destination.

Such exports are extremely rare for the communist-run island of Cuba, which produces such small volumes of crude that it needs to import oil and refined products from Venezuela to meet demand.

It is the second lifting from Cuba for *Stamos* so far in 2021. The previous cargo — each is estimated at 90,000 tonnes — was loaded around April 10 at the port of Matanzas, vessel tracking data show.

The location of where some of this cargo was ultimately discharged is unclear but appears connected with Vitol, the world's largest oil trader.

After its transatlantic voyage, in late April, *Stamos* partially discharged in an Antwerp oil terminal in which global oil trader Vitol has an interest, according to information and vessel-tracking data compiled by Lloyd's List

The remainder of the cargo was transferred to another aframax tanker operated by Vitol shipping subsidiary Mansel Ltd, *Elandra Angel* (IMO: 9413688) on May 11 off Southwold in the UK.

The offshore region is a well-known ship-to-ship transfer area and used by oil traders for floating storage.

Elandra Angel, whose draft then altered to show it was laden, sailed to the Mediterranean with its cargo of Cuban-loaded crude.

The tanker arrived in waters off Cyprus on May 27, and remained there until June 12, when it recommenced its voyage in the direction of the Israeli coast. It then did not transmit an Automatic Identification System signal between June 23 and June 29.

Following the six-day gap the tanker next signalled its draft was lower, indicating it had likely discharged the cargo during this period.

Vitol and TMS Tankers have been approached for comment.

Before this, the last Cuban-loaded cargo to sail was on the TMS Tankers-operated, Malta-flagged *Sarasota A* (IMO: 9383869) and was discharged at the VTTI Europoort terminal in Rotterdam on November 18 2020, based on AIS signals.

This terminal is co-owned by Vitol via its holding in VTTI, a global terminal operator.

Aframax tanker *Calida* (IMO: 9522128), also discharged at the same Vitol oil terminal on October 15, after calling at Matanzas.

Two voyages made by *Myrtos* (IMO: 9389100) in August and September from Cuba ended at these two Vitol-operated terminals in Antwerp and Rotterdam, vessel-tracking data show.

Both are operated by TMS Tankers, whose vessels were the only ones tracked calling to export crude from Cuba since March 2020.

Mareta (IMO: 9537927) also made two similar voyages in 2020.

Cuba imports between 500,000 and 1m barrels per day each month, with most of this coming from Venezuela, according to Lloyd's List Intelligence data.

The Caribbean island produces about 49,000 bpd according to the US Energy Information Administration's most recent estimate, in 2015.

WHAT TO WATCH:

CommBank quits shipping amid market uncertainties

COMMONWEALTH Bank of Australia is to close its shipping desk as the company looks to a withdrawal from the sector.

The move comes against a background of mixed views on the desire of lenders for the backbone industry serving seaborne trade amid hot freight markets hemmed in by big uncertainties.

Australia's largest bank by assets began informing its shipping clients in March that it would stop offering new finance and wind down its existing portfolio, according to people familiar with the matter.

They said the aim was to draw funds into investment in Australia's domestic economy, including industries for sustainable energy.

A CBA spokesperson confirmed the bank's decision in an email statement.

"As we increase our investment and resources in strategic priority areas, we have stopped originating new loans in the shipping sector," it said. "All of our clients in the sector were notified earlier this year and we are fully committed to supporting them through the full terms of their current facilities."

The Sydney-headquartered bank has been promoting its new "strategic priorities" to simplify its business and reduce non-core operations since 2008, when its current chief executive Matt Comyn took the helm.

Its shipping portfolio stood at $2.5bn as of end-2019, ranking 34th on the latest available ship financier league table produced by Marine Money.

One source said that size, which accounts for only a fraction of the bank's businesses, has fluctuated little since then.

Borrowers are expected to feel an impact, with the need to restructure their borrowings and find new sources of funding depending on their exposure to the lender.

Michael Fitzgerald, deputy chief financial officer at Orient Overseas Container Line, a major client of CBA, said the bank's move would not affect his company's financing ability.

The Hong Kong-based container line's diverse exposure to various banks across the world has shield it from the impact, he told Lloyd's List.

"It makes sense for a capital intensive industry [to do so] because banks come in and out of that market depending on all the things that affect them, those in their home markets, their liquidity or their management focus."

The bank's move comes after lending to shipping dropped to a decade low of $294.4bn in 2019, according to Petrofin Research, which collected the data from 40 banks engaging in the business.

The downturn was, at least partly, carried over to 2020 — a year which bank ship finance portfolio for Greek shipping shrank by more than 6% and slipped below $50bn in aggregate for the first time since 2006.

Petrofin said that the decline may be attributed partially to extraordinary circumstances, such as the fallout of the coronavirus pandemic on global trade, which initially struck a big blow to the shipping markets.

Commonwealth Bank, for example, reported $17m losses in its fiscal year ending June 30, 2020 from the reduction in estimated residual value in relation to vessel leases as a result of the virus disruption.

The research house pointed out that while a robust post-pandemic recovery is generally anticipated, the new variants of the virus may spark another round of lockdowns.

Other uncertainties include the geopolitical risks, primarily the escalating US-China strife, and a murky outlook about shipping's decarbonisation path.

Meanwhile, some persistent factors, including the adverse regulatory restrictions and operating difficulties, also played a role that constrained banks' lending ability and appetite, the analysis added.

"The ship finance exit was joined by DVB bank and added to the long list of departees or rapidly consolidating banks. The above trend continued in 2020," said Ted Petropoulos, head of Petrofin.

However, some experts more recently suggested banks were making a return to shipping, spurred by the hot market trend in some segments, especially container and dry bulker shipping.

Nicolas Duran, partner and head of Debt Advisory at Fearnley Securities, told a webinar during the recent Marine Money Week in New York that his clients had been seen more favourably by banks that were now coming back into the sector.

A China-based ship finance expert said the bank's decision to quit shipping had not raised any big concerns in the market.

"The bank's market share in shipping is quite small anyway, and we've got used to banks coming in and out in recent years." he said. "Plus there is plenty of money for shipowners right now."

How long can bulk market benefit from containerisation spillover?

RECORD high freight rates for containerised cargoes and a severe lack of ship capacity are forcing some shippers to turn to the bulk or ro-ro trades.

The phenomenon was reported to have started in February, and although the peak may have already been reached, volumes of goods including bagged rice, cement and fertilisers continue to flow into the dry bulk and break bulk sectors.

An owner specialising in the smaller-sized bulkers which were being affected by this short-term trend said between 5% and 8% of all the cargoes it moves from the Far East to the west coast of South America, Europe, and the US were container cargoes spilling into the conventional bulker market, with China being the primary source.

That equates to roughly 300,000 tonnes.

Cargoes included chemicals in bags, semi-finished steel parcels, and general cargo, predominantly lumbar, the owner said, adding that there were no signs of the new trend slowing down.

Demand for bagged goods on bulkers were said to be a contributing factor in the rate rise for supramaxes, which is currently trading above $30,000 per day.

However, a Europe-based analyst said that the effect of these trades was limited, given the volumes involved.

Overall volumes for bagged rice were "microscopic", he said, despite the 150% growth surge year-on-year from a very low base in 2020.

Another analyst said that it was more likely that the supramax rate surge had been impacted by "extremely high trade volumes" of grains and other minor bulks, combined with inefficiencies and congestion tying up ships for longer.

Consultancy Dynamar noted that the trades were taking place on non box-shaped vessels in the 45,000 dwt-65,000 dwt range carrying up to 100 teu on deck, with as much as 900 teu carried below deck as partial cargoes.

Citing a trade journal, it said that logistical, technical and contractual implications meant that the new business activity was not suitable for all bulk operators.

Atlantic Container Line, which operates multipurpose ships able to carry containers, ro-ro freight, and vehicles, said it had received many requests to "de-containerise" cargo earlier in the year, but noted the peak in the North Atlantic occurred in the period from mid-February to the end of May.

Transport involved all kinds of goods from cardboard boxes stacked/shrink-wrapped on euro pallets, to small crates and loose/unpacked items for the auto and agricultural equipment industries, as well as steel coils and bars, it said.

There was also an increase in shipper-owned containers, which were handled in the container cells or on trailers in the ro-ro decks.

However, de-containerised volumes appeared to be slowing down, due to supply chains able to adjust to accommodate longer lead times, while ro-ro space availability was also becoming tighter.

In addition, there was not the same degree of "space panic" with shippers able to pre-plan requirements weeks ahead, the company said.

As with the container market, overall ro-ro/breakbulk/project volume in the westbound direction is still quite strong, and the market stays active until the end of July, then slows a bit in August-September, before rebounding again in October.

"The Covid effect has turned traditional seasonal patterns upside down this year, but it is fair to say that overall volumes will probably maintain their brisk pace for the rest of the year," said Atlantic Container Line.

For container lines already struggling to ship the volumes being booked, the loss of a handful of product categories will come as no great loss.

Hapag-Lloyd chief executive Rolf Habben Jansen recently said the movement of volumes to bulk trades was not something that the German carrier had noticed.

The containerisation of bulk goods is only viable when freight rates are low, and generally takes place on the lower-demand backhaul leg of voyages. In normal circumstances, box lines are prepared to accept low-freight-rate cargoes rather than sail with just empties on board.

In the current supply chain crisis, however, carriers have more incentive to return equipment that is in short supply to export destinations so that it can be used for the more lucrative head haul, particularly if it avoids having the container tied up in the hinterland while the box is loaded.

OPINION:

Lloyd's Register is ready to turn class model upside down

LLOYD'S Register Group's business strategy took another step forward this week with the announcement of the sale of the Business Assurance & Inspection Services division to an asset manager controlled by Goldman Sachs, *writes Richard Clayton*.

It follows the sale in October 2020 of the Energy division to Inspirit Capital, another equity investor.

Clearing the decks of no-longer-core activities is one thing, strengthening the venture with new capabilities is another. LR acquired C-Map

Commercial, a vessel and voyage optimisation business, from Navico Group in December.

There have also been personnel changes this month, including the recruitment of Kevin Humphreys, Wärtsilä's head of market innovation, to lead LR in the Americas and the promotion of Sung-Gu Park to head the North East Asia team, including South Korea and Japan.

The refocusing of LR onto maritime and the broader ocean economy, and away from the more generalist inspection and verification business favoured by some of its classification society competitors, will make the business more proactive, chief executive Nick Brown told Lloyd's List.

Class had traditionally been reactive but data was the catalyst that would turn the traditional model upside down, said Mr Brown, who has now taken over as the chairman of the International Association of Classification Societies.

The vision goes like this: using weather and voyage optimisation data now available, LR will — in theory — know where the fleet of ships will be two weeks ahead, and know when surveys are due. They will also know where the people with the right skills are to undertake survey work.

"We will be able to transform the way we deliver classification because we can blend all that data and decide whether a remote survey is required. We'll say to an owner: 'your ship will pass Singapore in the next 10 days; we see there's a survey due, we have people available, push the button to book a survey'."

The discussion is no longer: that's broken, call me when it's fixed, "now we are saying: this looks like it's going to break in the near future, here are some options."

LR's investment in digital solutions and data would revitalise the legacy classification business, he said.

This, in turn, will change the relationship between shipowner and class. Already there has been a significant change. Whereas the class representative used to talk to owners' fleet managers and technical directors, they are now called into the boardroom to discuss investment strategy.

The end goal is to turn LR into the go-to trusted adviser for all things technical.

"When I speak to our customers," Mr Brown explained, "whether they are shipbuilders, Greek shipowners, engine makers, we don't spend much time talking about new rules or regulations. We talk about where the industry is going and what assets they should be investing in. They ask my view on fuels, on data and the sharing or not sharing of data."

The role of classification is under constant development, whether ships need to be surveyed every 12 months and whether drydocking is necessary every five years. That discussion is likely to go on, however the real talk will be more strategic.

"There's a real opportunity to evolve classification, and to play that trusted adviser role at a time when the industry probably needs someone like class to talk about the options available."

In the near future, class will go beyond safety and environmental performance.

The critical aspect is enabling LR to understand customers' business strategy and expectations. That will be the basis for giving the right advice.

Class is moving on from only supporting customers' safety performance to support for their sustainability and commercial performance, Mr Brown said.

Watch for further strengthening of the maritime focus through acquisitions.

ANALYSIS:

Cyber insurance failing to improve security

CYBER insurance is failing to spur companies to improve security, according to a report by the Royal United Services Institute.

The UK-based security think tank said the emerging industry's impact was so far "more limited than policymakers and businesses might hope" and described insurers' inability to collect and analyse reliable cyber risk data "a potentially insurmountable challenge."

"Interviewees from across government, industry and business consistently stated that the positive effects of cyber insurance on cyber security have yet to fully

materialise," it said. "While there are some encouraging signs, cyber insurance is still struggling to move from theory into practice when it comes to incentivising cyber security."

The report comes amid growing concerns about cyber attacks on shipping and companies' access to marine cyber cover.

The International Maritime Organization has adopted a resolution (IMO 2021) which requires companies to demonstrate that cyber security is an integral part of their safety management system no later than their next annual Document of Compliance check.

But the Royal United Services Institute report said most of the cyber insurance market used "neither carrots (financial incentives) nor sticks (security obligations) to improve the cyber security practices of policyholders".

"Growing losses have also emphasized that the current reality is not sustainable for insurers either," it added.

Cyber insurers faced an uphill battle in convincing mature businesses that they could provide expertise on best practices, the report noted. The effectiveness of cyber security products was also "open to question."

Insurers offered customers services such as staff training, vulnerability scanning, providing threat intelligence, such as monitoring the dark web, and access to security officers.

Access to attack response teams and crisis and PR managers was one of the main benefits of cyber insurance, the report said.

But it was difficult to measure the effects of these services and several insurers said customers were not using them at scale.

The report also noted concerns that insurance providers unintentionally helped ransom payments, which could be seen to encourage more ransomware attacks.

But it cautioned that the purpose of cyber insurance was to transfer residual risk, not to improve cyber security, and it should "be one of many tools" to better manage risks.

It recommended developing guidance for minimum security standards for underwriting; more data collection and sharing; mandating cyber insurance for government suppliers; and collaboration between insurers and law enforcement on ransomware.

Robert Dorey, chief executive of Astaara, the maritime cyber risk insurer, said shipping differed from other industries in that IMO 2021 embedded cyber security within the ambit of a ship's seaworthiness. He said shipowners or operators that failed to meet it would almost certainly be in breach of their insurance policies.

"Cyber security is a relatively new industry and the fact that the vast majority of incidents go unreported and probably undetected means that there are huge gaps in the risk data," he said. "This will change as cyber becomes more 'mainstream', however companies will need to be incentivised to share this information."

AXIS Insurance senior cyber underwriter Georgie Furness-Smith said demand for insurance was growing alongside understanding of the threat, adding that many insurers now set minimum security requirements prior to incepting a policy.

Thomas Brown, chief executive of cyber insurance policy provider Shoreline, said shipowners often knew more about the daily risks they faced than insurers did — but not in the cyber world.

This means they are not always willing to pay for cover or have been late adopters of cyber insurance, in turn driving insurers toward other, less complex industries.

"Consequently the shipping industry has thus far ceded insufficient premium to the market to cover the known frequency and severity of maritime cyber losses, which have in the main part been assumed by the larger self-insured shipping corporates," he said.

Some of the Royal United Services Institute's recommendations, such as minimum security requirements, partnerships with security firms and reporting of attacks to authorities, were already written into policies, he said, adding that expectations of cyber insurance differed across the industry.

Insurers whose attack losses were mitigated could be more satisfied with it than regulators or port state authorities who hoped cyber insurance would spur better cyber practices.

But he agreed the shipping industry had a poor track record on sharing claims data.

Fear of reputational damage stopped most victims of cyber crime reporting attacks. Ransomware cover tended to be shrouded in confidentiality, since companies known to have cover could make better targets.

Insurers, meanwhile, preferred to safeguard their claims data for their own commercial advantage.

"Whilst national and international regulation continues to be meted out in the form of guidance alone, most shipowners will continue to self-insure their cyber risk, rendering any objective measure of 'expectation' irrelevant for want of reliable data, unfortunately," said Capt Brown.

MARKETS:

Carriers push charter rates to record highs

THE shortage of containership tonnage is continuing to drive up charter rates and periods to all-time highs as carriers seek to fix vessels to meet demand.

But an increase in long-term charters means that with fewer ships coming off-hire in the near future, the few that are available are able to command astronomical rates.

"The majority of the fixtures concluded in the past six months have been for multi-year charters, meaning that a significant portion of the non-operating owner fleet will not be available again in the charter market for years to come," said Alphaliner.

Moreover, carriers had been acquiring a large number of ships from tonnage providers, further reducing the available pool.

"The shrinking NOO fleet is certainly not good news for carriers, who traditionally rely heavily on the charter market to adjust their network, according to cargo demand," the analyst said.

After sustained rises in the second half of 2020, containership charter rates saw strong gains over the first six months of this year, with the Clarksons 'Basket' Containership Charter Rate Index reaching 179 points at the end of May, surpassing the record of 172 points last set in 2005.

"The turnaround in charter rates was swift," Clarksons said. "Having bottomed out in June 2020, the charter rate index increased consecutively for 11 months and the June 25 index at 218 points stood 428% above the June 2020 average, and up by 131% since the start of 2021."

It noted that alongside the dramatic rise in rates, multi-year vessel charters across the size spectrum had become the norm.

Clarksons had also seen a record level of sale and purchase activity in the first six months as carriers and non-operating owners fought for tonnage. By the end of June there had been 231 sales recorded.

"Liquid asset markets have been accompanied by large price rises. In late June, the price for a 10-year-old 4,500 teu narrow beam 'old Panamax' containership had risen from $19m at start 2021, to reach $48m," Clarksons said. "For context, the average newbuilding price for a similar vessel in 2009 was $48.3m."

One containership tonnage provider told Lloyd's List that a 19-year-old panamax he had acquired for $50m would have been worth barely $6m a year or so ago.

But even at those prices, the high charter rates being achieved will ensure that the ships will have earned their cost in a couple of years.

And with freight rates showing no signs of decline, carriers can continue to buy or charter at high prices too.

On a very simple calculation, a 10,000 teu ship at current rates can earn $25m on a headhaul voyage across the Pacific. But even at current charter rates it would cost less than £3m to hire it for a return voyage.

Carriers seem convinced that these metrics will be in place for some time to come. With so little tonnage available to charter now, the deals that are being done are for forward positions towards the end of this year or into next year.

One leading carrier is understood to believe that even if next year is only half as good as this year, the market will still be profitable despite the current boom in boxship prices and charter rates.

Navios Partners adds five bulkers as mother company continues sell-off

NAVIOS Maritime Partners has agreed to acquire another three bulkers from Navios Maritime Holdings which has mounted a cash-gathering campaign in a bid to meet major bond maturities looming next year.

The acquisition of capesizes *Navios Azimuth* (IMO: 9589839), *Navios Ray* (IMO: 9456692) and *Navios Bonavis* (IMO: 9446996) will cost $88m and was approved by the conflicts committee of the Navios Partners' board.

The vessels, to be delivered within weeks, are currently under index-linked charters, giving them exposure to a strong spot market.

The 2011-built *Navios Azimuth* is chartered until January 2022 at 102% of the average of the Baltic's 5TC capesize index. The 2012-built *Navios Ray* is on a similar charter until December this year. The 2009-built *Navios Bonavis* is earning 102.5% of the average linked to the same index, expiring in September.

Navios Partners also announced the acquisition of two newbuildings, bringing the total consideration for the five vessels to $182.3m.

The newbuildings are a capesize vessel, which is bareboat chartered-in and is expected to be delivered in the second half of 2022, and a kamsarmax due in the first half of 2023.

The new acquisitions lift the partnership's fleet to 94 vessels, consisting of 56 bulkers and 38 containerships.

Navios Partners last month said it had acquired another capesize and two kamsarmaxes from Navios Holdings, which in all has disposed of nine vessels since March in order to rake in cash to help cover next year's bond debt.

Prior to the latest offloading of three capesizes, the company had raised $65.1m from vessel sales so far this year.

About $782m in outstanding notes are scheduled to mature next year.

Navios Holdings has said that it is working to address the debt maturities through "the sale of assets and refinancing plans" but could not guarantee it would be successful.

Earlier this month it took a loan of $75m from a private company of chief executive Angeliki Frangou that relieved it of an obligation to make an earlier offer for the outstanding amount on its 11.25% notes.

The company has announced details of another loan with an entity controlled by Ms Frangou, for $115m. It includes a tranche of $39.7m to refinance part of the company's existing borrowing from Ms Frangou, with the remaining $75.3m to be used to redeem some of the company's 11.25% notes and for general corporate purposes.

Navios Holdings owns an 11% limited partner interest in Navios Partners as well as 2% as general partner.

It also holds a 29.1% stake in tanker company Navios Maritime Acquisition and 63.8% of Navios South American Logistics.

IN OTHER NEWS:

Euroseas orders feeder brace at Hyundai Mipo

EUROSEAS, the Greece-based container vessel owner, said it had agreed a rare newbuilding order amid bullish projections for an extended run of strong boxship earnings.

The contract for two eco-design fuel-efficient feeder vessels of 2,800 teu was signed with Hyundai Mipo Dockyard in South Korea.

The Nasdaq-listed company said that the combined price of about $76m for the two ships would be financed through a combination of debt and equity.

Indonesia's Pertamina to develop LNG bunkering

PERTAMINA, the national oil company of Indonesia, is embracing liquefied natural gas as a marine fuel and looking to develop the supporting bunkering infrastructure.

The company has unveiled a collaboration between its shipping arm and its PGN gas utility business unit.

Pertamina International Shipping

has earmarked five support vessels to run on LNG. PGN will source the LNG and build bunkering facilities to supply the fuel to the PIS fleet.

LNG bunkering ramps up off Malaysia
THE first liquefied natural gas bunkering operation off Southeast Asia's second busiest port has taken place.

Petronas, the national oil company of Malaysia, undertook the ship-to-ship LNG transfer at Port Klang anchorage earlier this month.

Lloyd's List Intelligence data showed the Liberia-flagged chemical tanker *Solar Roma* (IMO: 9887372) arrived at the anchorage for the bunkering operation on June 18.

Shipping urged to engage with supply chain to solve US port problems
CARRIER alliances have been told they should enter talks with the operators of Port of New York & New Jersey to ease the return of empty containers.

US Federal Maritime Commissioner Carl Bentzel said it was apparent that the ongoing situation at the port "related to the delivery of imports and exports and the return of empty containers is increasingly untenable".

"I am concerned that if left unchecked, drayage trucking serving the port will suffer, and fewer and fewer truckers will be willing to service the port," Mr Bentzel said in a letter to 2M, Ocean Alliance and The Alliance.

Precious Shipping gets $85m sustainability-linked loan
PRECIOUS Shipping, a dry bulk operator, has secured a $85m financing deal from the World Bank's International Finance Corp.

It is the first sustainability-linked facility for the Thailand-based owner, at a time when an increasing number of such deals are taking place as financiers seek to limit the carbon footprint of their portfolios and align them with international targets.

The loan is connected to sustainable development goals to reduce the use of onshore-sourced fresh water supplies and consumption of it on the company's vessels.

Wynn-Williams steps down as chairman of Thomas Miller
HUGO Wynn-Williams has stood down as chairman of Thomas Miller, the insurance services group that manages marine mutuals including the UK Club, the UK Defence Club, the TT Club, UK War Risks and Hellenic War Risks.

The P&I veteran, who joined the company in 1978, will act in a consultancy role as president of Thomas Miller, and remain chief executive of the UK Club's Netherlands subsidiary, which facilitates insurance provision for EU-domiciled shipowners.

He is succeeded by Charles Fenton, who will remain chief executive of the TT Club, the world's largest intermodal liability insurer.

Classified notices follow

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NATIONAL AND INTERNATIONAL OPEN CALL FOR TENDER
N°.03 /HYPROC S.C/PMD/2021

HYPROC SHIPPING COMPANY, located at ZHUN USTO, BP 7200, ES-SEDDIKIA, 31025 ORAN, is seeking for a qualified shipyards interested in the Design, the procurement, the construction, the commissioning and the delivery ready for service of ONE (01) Oil Product Tanker, ranging from 38 000 to 40 000 DWT on firm basis + one (01) sister ship on option in one batch.

Once the Tender Call advertisement is published on two daily newspapers and BAOSEM, interested companies may obtain a copy of the tender documents and specifications from "HYPROC S.C. SPA, Cellule Centrale des Marchés de l'Entreprise", ZHUN USTO - BP 7200 Es-Seddikia- Oran 31025, Algérie against presentation of Power of Attorney and bank voucher for tender fees of Two hundred US Dollars (200 United States Dollars) for International Bidders or Twenty thousand Algerian Dinars (20 000 D.A) for National Bidders net of bank charges for the Beneficiary :

HYPROC SHIPPINC COMPANY at following bank account:

Banque Extérieure d'Algérie (BEA), AGENCE EL DJAMEL
RIB number : 002 00081 081 22000 36/49
SWIFT: BEXA DZ AL 081.

The bidder can request to receive the tender book by electronic mail (mail: **ccme@hyproc.dz**), after delivery of payment vouchers.

The bidder shall present the technical offer under two sealed envelopes. The external envelope should be anonymous with only the following indications:

"National & International Open Call for Tender
N°03 / HYPROC S.C / PMD / 2021

Technical offer – Do not open".

The internal sealed envelope shall contain the indication "Offre Technique», the name, the logo and the bidder stamped.

The offers should be couriered to:

Hyproc Shipping Company

La Cellule Centrale des Marchés de l'Entreprise

ZHUN USTO - BP 7200 Es-Seddikia- Oran 31025, Algérie,

or directly handed to Bureau d'ordre General (BOG) of Hyproc SC.

The bidder must provide all the documents and appendixes laid out in the tender book.

Non transmission of one of the following documents will lead to systematic rejection of the submission:

1. **Declaration to be signed.**
2. **Tender submission bond or the swift** (the swift is provided by the bidder, in the case of the impossibility to produce the tender submission bond).
3. **Technical offer.**

The deadline for the reception of bids at BOG (Bureau d'Ordre Général) is fixed for the **August 16th, 2021 at 9h.30 a.m (L. T).**
Submission reception date is to be considered according to Hyproc's BOG (Bureau d'Ordre Général) stamped date of receipt by post or by hand delivery.

Bids opening ceremony will be held to the same day at **10 .00 a.m (L.T).**

If the date of deposit of the bids coincides with a public holiday or a legal rest day, this date is extended until the next business day.

Any submissions received after the closing date will not be considered.

Bidders shall be committed trought their offers for 180 days from the closing date.

Technical offers will be opened in a public session at HYPROC SHIPPING COMPANY headquarters as per date and address indicated here above.

The present call of tender is considered as an invitation letter to bidders who have already sent their Technical offers to attend the opening ceremony.

After the evaluation of the technical offers, the bidders whose their offers are declared eligible technically will be invited by mail to submit a financial offer.

The opening of the financial offers will take place, in public session, at the headquarters of HYPROC S.C on the fixed date in the invitation letter.