

# Ship Sale and Purchase Transaction Execution Training Course

15 – 19 March 2027
Addis Ababa

AGILE LEADERS
Training Center

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**Ref:** 2175_259185 **Date:** 15 – 19 March 2027 **Location:** Addis Ababa **Fees:** 6000 Euro

## Overview

Ship Sale and Purchase Transaction Execution Training Course is a one-week professional course for shipowners, acquisition teams, maritime lawyers, brokers, financiers and technical advisers, who leave with a Ship Sale and Purchase Transaction File. The course connects vessel screening, valuation evidence, due diligence, memorandum of agreement negotiation, deposit control, closing documents, delivery and title transfer. Agile Leaders Training Center presents ship sale and purchase transaction practice.

## Who Should Attend

- Teams responsible for vessel acquisition and disposal decisions
- Teams responsible for sale and purchase brokerage and negotiation
- Teams responsible for maritime contracts and transaction documents
- Teams responsible for technical and class-record due diligence
- Teams responsible for ship finance and closing controls

The course assumes participants handle maritime assets, contracts, inspections or financing decisions; it leaves out charterparty administration, routine ship operations, general maritime law surveys and corporate mergers.

## Departments and Industries

The course supports vessel transactions across shipping, finance, legal services and marine technical assurance.

- Shipowner commercial and fleet development teams
- Sale and purchase brokerage practices
- Maritime legal and contract departments
- Ship finance and investment functions
- Technical management and marine survey organizations
- Registry, documentation and transaction support teams

## Learning Objectives

By the end of this course, participants will be able to:

- Analyze vessel screening and valuation evidence.
- Build a technical and documentary due diligence plan.
- Evaluate memorandum of agreement terms and conditions.
- Compare deposit, payment and closing controls.
- Diagnose delivery and title-transfer risks.
- Build a Ship Sale and Purchase Transaction File.

## Course Agenda

## Day 1: Frame the Transaction

- Acquisition Strategy and Vessel Screening Matrix
- Sale and Purchase Market Evidence Map
- Vessel Valuation Input and Assumption Register
- Buyer, Seller and Adviser Responsibility Map
- Transaction Milestone and Decision-Gate Plan

## Day 2: Conduct Due Diligence

- Technical Inspection Scope and Finding Log
- Class Record and Certificate Review Checklist
- Ownership, Mortgage and Encumbrance Search Record
- Trading History and Compliance Evidence Matrix
- Due Diligence Exception and Resolution Register

## Day 3: Negotiate the Agreement

- SALEFORM 2025 Memorandum of Agreement Structure
- Offer, Recap and Contract Alignment Checklist
- Price, Deposit and Payment Control Schedule
- Inspection, Condition and Delivery Clause Matrix
- Breach, Termination and Dispute Risk Register

## Day 4: Control Closing and Delivery

- Pre-Closing Conditions and Readiness Tracker
- Bill of Sale and Delivery Document Checklist
- Closing Funds and Release Control Sheet
- Delivery, Acceptance and Inventory Record
- Title, Registry and Post-Closing Action Log

## Day 5: Practice Transaction Execution

- Exercise: Screen and Value a Candidate Vessel
- Exercise: Resolve Due Diligence Exceptions
- Exercise: Negotiate Key Memorandum Terms
- Exercise: Test Closing and Delivery Readiness
- Capstone Exercise: Complete the Ship Sale and Purchase Transaction File

## Practical Exercises

The course uses suggested activities based on secondhand commercial vessel transactions.

- Suggested activity: compare market, condition, class and earnings evidence in a vessel screening decision.
- Suggested activity: reconcile technical, legal and financial exceptions with contract protections.
- Suggested activity: map deposit, documents, funds, notices and approvals into a closing sequence.
- Suggested activity: assemble transaction evidence and unresolved risks into one controlled file.

## FAQs

### Who suits ship sale and purchase training, and what does it assume?

Ship sale and purchase training suits owners, brokers, lawyers, financiers, technical managers and transaction advisers. It assumes practical exposure to maritime assets, contracts, inspections or finance.

### How does ship sale and purchase differ from ship chartering?

Ship sale and purchase transfers ownership through valuation, due diligence, contract, closing and delivery. Chartering grants commercial use of a vessel under voyage, time or bareboat terms without necessarily transferring title.

### What belongs in ship sale and purchase due diligence?

Ship sale and purchase due diligence covers ownership, mortgages, encumbrances, class status, certificates, technical condition, trading history, contract exposure, documentation gaps and exceptions requiring protection or resolution.

### What controls a ship sale and purchase closing?

A ship sale and purchase closing is controlled through satisfied conditions, agreed documents, verified funds, authorized signatories, delivery evidence, title-transfer steps, registry actions and a record of outstanding obligations.

## How does SALEFORM support a ship sale and purchase transaction?

SALEFORM provides a structured memorandum of agreement for price, deposit, inspection, delivery, documents, risk allocation, default and related transaction terms that parties complete and negotiate for the deal.

## Conclusion

Participants take back a Ship Sale and Purchase Transaction File linking screening, valuation, due diligence, contract terms, closing evidence and title-transfer actions. The file makes decisions, exceptions and responsibilities traceable. It supports coordinated execution among commercial, legal, technical, finance and documentation teams.