CORE
CONCEPT

Shipping Management and Maritime Business: Fleet Operations, Commercial Strategy and Ship Finance

4 – 8 October 2026
Dammam - Eastern Province five-star

Shipping Management and Maritime Business: Fleet Operations, Commercial Strategy and Ship Finance

Ref: 208_15254 **Date:** 4 – 8 October 2026 **Location:** Dammam - Eastern Province five-star **Fees:** 19500 SAR

Introduction:

In shipping management and maritime business, decisions on fleet size, employment, financing and compliance are often taken in separate departments, so a shipping company can order the wrong tonnage at the top of the cycle, fix its fleet too short or too long, or carry vessels whose carbon rating erodes their value. This Core Concept course trains managers to read shipping market cycles, run technical and crew management, control vessel operating costs, set commercial strategy, finance and value ships, and plan for IMO decarbonisation. Participants build a Shipping Company Strategic and Fleet Plan for their own business.

Course Objectives:

- Analyse shipping market segments and cycle indicators to position a fleet and time acquisitions and disposals
- Organise owner, operator, technical and commercial management roles and oversee third-party ship manager agreements
- Prepare and control an annual vessel operating cost budget with variance reporting by cost head
- Select an employment mix of spot, period and pool employment that balances earnings and cash flow risk
- Evaluate ship finance structures and vessel valuations for newbuild, second-hand and leasing decisions
- Build a strategic fleet plan that integrates insurance, ISM Code safety management, decarbonisation and digital tools

Target Audience:

- Managers responsible for fleet planning, vessel acquisition and disposal in shipowning companies
- Managers responsible for technical, crew and safety management of vessels in owner or third-party fleets
- Managers responsible for commercial employment, pool participation and revenue of a fleet
- Managers responsible for ship finance, budgeting, insurance and investor reporting
- Managers responsible for corporate strategy, regulation and decarbonisation planning in maritime businesses

Course Outline:

Day 1: Shipping Markets, Cycles and the Shipping Company

- Sector Map of Bulk, Liquid, Unitised and Specialised Tonnage in Deep-Sea and Short-Sea Trades
- Freight, Newbuilding, Sale and Purchase and Demolition Market Linkages
- Shipping Cycle Indicators: Orderbook, Fleet Growth, Scrapping and Asset Price Signals
- Shipping Company Structure: Owner, Operator, Technical Manager and Commercial Manager Roles
- Current-State Fleet and Company Profile Assessment Template

Day 2: Fleet Management Frameworks, Contracts and Safety Systems

- Technical Management Scope: Planned Maintenance System, Dry-Docking and Class Survey Cycle
- Crew Management at Overview: Manning Levels, Rotation Planning and Competence Records
- Third-Party Ship Management Agreements: BIMCO SHIPMAN Standard Agreement Structure at Overview
- ISM Code Safety Management System at Overview: Risk Assessment and Top Management Commitment
- Superintendent Vessel Inspection Findings and Fleet Performance Reporting Dashboard

Day 3: Vessel Operating Costs, Commercial Strategy and Marine Insurance

- Vessel Operating Cost Structure: Crew, Stores, Lubricants, Repairs, Insurance and Management Fees
- Annual Vessel OPEX Budget Build and Monthly Variance Analysis
- Employment Strategy Matrix: Spot Market Exposure Versus Period Charter Cover
- Commercial Pool Participation: Earnings Distribution, Pool Points and Exit Terms
- Marine Insurance at Overview: Hull and Machinery Cover and P&I Club Mutual Calls

Day 4: Ship Finance, Vessel Valuation, Decarbonisation and Digitalisation

- Ship Finance Sources: Bank Debt, Bonds, Equity and Sale-and-Leaseback Structures
- Vessel Valuation Methods: Market Comparison, Discounted Cash Flow and Demolition Value
- Newbuild Versus Second-Hand Acquisition Model With Loan Covenant Tests
- IMO GHG Strategy Checkpoints and EEXI and CII Rating Effects on Fleet Value
- Digital Shipping Tools: Vessel Performance Monitoring, Fleet Management Software and Cyber Risk Controls

Day 5: Shipping Company Strategic and Fleet Plan Build

- Guided Case: Dry Bulk Owner Fleet Renewal and Financing Plan
- Guided Case: Tanker Operator Employment Mix and Cash Flow Stress Test
- Fleet Decarbonisation Pathway: Fuel Options, Retrofit and Replacement Scheduling
- Five-Year Strategic Targets for Fleet, Markets, Costs and Capital
- Shipping Company Strategic and Fleet Plan Presentation and Peer Challenge Panel

Skills You Will Gain:

- Shipping Cycle Analysis
- Fleet Planning
- Ship Manager Oversight
- Vessel OPEX Budgeting
- Fleet Employment Strategy
- Ship Finance Structuring
- Vessel Valuation
- Maritime Decarbonisation Planning

Why Attend This Course:

- Return with a Shipping Company Strategic and Fleet Plan built on your own fleet, markets and capital position
- Challenge a ship manager's budget, inspection report or management fee with a clear view of what drives each cost
- Test an acquisition or financing proposal against cycle signals, covenants and carbon rating before it reaches the board
- Compare fleet, commercial and finance practice with managers from dry bulk, tanker, container, gas and offshore companies

Conclusion:

Shipping management results depend on linking market timing, fleet condition, costs, employment, capital and regulation in one plan. The course moves from market segments, cycles and company structure, through technical and crew management, ship manager agreements and the ISM Code, to operating budgets, employment strategy, pools and insurance, then to ship finance, valuation, IMO decarbonisation and digital tools. The final day applies modelling to dry bulk and tanker cases and produces a Shipping Company Strategic and Fleet Plan.