

ESMIA

European Shipbuilding Mutual Indemnity Association

**SHIPBUILDERS'
BENEFITS**

Benefits



✓ Assist in Financing Shipbuilders to Build Craft

Members of ESMIA will benefit from its Lease-to-buy programme offered to the shipowners to utilise funds for building the ordered craft...

✓ Organise financing for the Renovation of Respective Shipyards

Improved profitability as result of membership of ESMIA alongside with company's assistance in the provision of additional renovation funds through a mix of ESMIA's reserves and investment funds...

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✓ Assist Shipbuilders in Meeting the Demands of This New Market in Ukraine

Advantage of ESMIA's Membership is that all orders for the building of new barges tugs and floating craft will be distributed amongst its members in accordance to shipyards building capacity and expertise...

✓ Insure Shipbuilders Throughout the Craft Building Process and Beyond

- Builders' Risks ("BR")
- Loss of Hire ("LOH") following delayed completion by the shipyard
- Product Liability ("PL") Insurance

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✓ **Craft Standardisation to Maintain Cost Effectiveness**

Standardisation of designs for different types of tugs, barges and floating craft on demand, therefore lower cost of individualised designs and architectures for each craft...

✓ **A Team-Work Approach as Opposed to Needless Competitions**

Ukrainian shipbuilders as members of ESMIA will share responsibilities in accordance to their building capacities and area of expertise as opposed to unnecessary price cutting competition, for percentage of market acquisition...

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✓ New business opportunities for shipbuilders Nationally & Internationally

Through access to foreign investment and renovation funding, shipbuilders in near future will be in the position to offer the building of greater tonnage type ships for the international markets and other types of cargo barges for Ukrainian export market.

SUMMARY

Thank you for the time you have taken to review this brochure. ESMIA's team hope that this has provided you with a progressive solution which will put your operation to the forefront of your competitors through the participation and utilisation of the ESMIA Business Model. ESMIA's support will enable you to share in the huge profit making potential that can be realised over the next few years. Our commitment to success will be the key to your ventures' rewards.

Management Office

(On Behalf of ESMIA)

ISIC Holdings AG. | 9 Bhanhofstrasse | CH-6340 | Baar | Switzerland Tel: +44 (0) 7940099040 | +41 (0) 792620443 | EM: info@ESMIAInsurance.com