

# Maritime Advisors

Rigorous analysis, practical advice

## Rigorous analysis, practical advice

In boardrooms across the globe, decisions are made based on the analysis and insight provided by our Maritime Research teams. This rich industry knowledge and understanding provide the unique intelligence that underpins our advisory services.

*A specialist combining rich market insight with experience and expertise*



### FAST FACTS

5

**\$5bn:** The combined value of container shipping industry investments we have advised on since 2014.

20

**\$20bn:** The value of financing projects we have provided commercial due diligence advice for in port M&A since 2014

30

Since 2015, we have completed advisory assignments in over **30** countries

320

Our advisors have been involved in over **320** port assignments over the past 8 years

Our professionals include a mix of senior executives, industry veterans and technical experts who between them have a wealth of practical industry experience.

[Browse past projects >](#)

## Maritime advisory team with board level experience: Ports Advisory



### Extensive research report catalogue

1. Global Container Terminal Operators Annual Review
2. Ports and Terminal Insights (Quarterly)
3. Container Forecaster (Quarterly)
4. Equity Research on listed Port Companies



### Comprehensive internal databases

1. Route Capacity Database: All direct services in major routes (Average ship size, Frequency, Lines)
2. Boxbase: Tracks container port throughput of all major container terminals
3. Macroeconomic database (GDP, Export and Import etc)
4. Drewry Research Database: Container Ship fleet, earnings and asset values



### Broad advisory experience

Ports advisory experience straddles strategic advisory to investment assessment and due diligence

1. Commercial, technical and operational due diligence
2. Financial modelling and asset risk assessment
3. Strategic analysis and planning
4. Market analysis and competitive assessment
5. Economic and market forecasts
6. Dynamic scenario modelling



### Strong global due diligence record

Industry consultant for numerous due diligence assignments

1. ABP buy side commercial due diligence
2. SSA Terminals commercial and technical due diligence.
3. Buy Side Due Diligence of Portuguese Terminals
4. Antwerp Gateway Lenders Due Diligence
5. Spanish transshipment hub commercial and technical due diligence
6. Montreal Gateway Terminals buy side due diligence

#### Focused approach

**Our approach is both structured and focused**

Our independent position in the market means you can be confident in our ability to provide robust analysis and practical assessments of your business plan, the market in which you operate and its future direction.

#### The right team

**Highly capable professionals to meet your needs**

We assign the right professionals, with the right skills to the right project. Where ever possible, we assign team members with direct local market knowledge and prior experience from similar projects.

#### Real insight

**Comprehensive internal database and primary interviews**

We maintain extensive proprietary databases of global, country, market sector and organisational insights, trends and forecasts. We always seek to validate our own resources with primary intelligence obtained from close interaction with relevant stakeholders and parties.

#### Rich experience

**We always seek to draw on experience gained from past projects**

Our team combines seasoned industry professionals with technical experts the combined skill set required to deliver work efficiently and effectively and always seek to draw on the direct experience gained from past projects.

**We work closely with all project stakeholders to ensure the highest standards of service are achieved and maintained.**



**Drewry Maritime Advisors** provide expert advice to owners, operators, financial institutions, port authorities, terminal operators and governments covering the full spectrum of commercial and technical facets across all maritime and shipping sectors.

Our combination of deep knowledge and understanding of the market sectors we serve, allows our clients to make the right commercial decisions at the right time.

Whether commissioning our commercial advisory team to provide strategic analysis, commercial due diligence or market analysis, you can rely on our independence and rigour to provide sound professional advice.

We can provide an in-depth assessment of the characteristics, dynamics and trends of your market, conduct customer analysis or evaluate its competitive environment to help you overcome challenges or realise asset opportunities.

### Sectors

- Container shipping
- Ports and Terminals
- Tanker shipping
- Dry Bulk shipping
- LPG shipping
- LNG shipping
- Chemical shipping
- RoRo and Ferry

### Strategic and commercial

- Commercial due diligence
- Market analysis and outlook
- Strategic analysis and planning
- Asset risk analysis
- Investment and divestment appraisals
- Competitive assessments
- Feasibility and pre-feasibility studies
- Concession design
- Bid process support
- Financial modelling
- Tariff assessments and structures
- Maritime policy
- Network analysis

### Operational and technical

- Capacity assessment, capacity bottlenecks and expansion assessment
- High level assessment of technical risks of project
- Maintenance strategy review and replex strategy review
- Capex review
- Opex review
- Lenders Technical Advisor, Vendor's Technical Advisor, Buyer's Technical Advisor





- Maritime specialist covering all main sectors
- Independent & impartial outlook
- Extensive proprietary databases
- Access to extensive research catalogue
- In-depth sector understanding & experience
- In-house technical expertise
- Modelling & forecasting expertise
- Extensive track record of advisory work
- Robust advisory methodology
- Financial & equity research credentials
- Operational industry experience

CONTACT US FOR MORE INFORMATION

[enquiries@drewry.co.uk](mailto:enquiries@drewry.co.uk)

**UK**

15-17 Christopher Street  
London  
EC2A 2BS  
United Kingdom  
**T +44 20 7538 0191**

**INDIA**

4th Floor, Tower C  
Pioneer Urban Square  
Sector 62, Gurugram  
122102 India  
**T +91 124 497 4979**

**SINGAPORE**

#17-01 Springfield Tower  
No. 3 Anson Road  
Singapore 070090  
**T +65 6220 9890**

**CHINA**

Unit D01, Level 10,  
Shinmay Union Square  
Tower 2, 506 Shangcheng Rd  
Pudong, Shanghai 200120  
**T +86 21 5081 0508**

