

## Hendricks Shipping Group Brokerage

Welcome to Hendricks Shipping Group,

In the pages ahead, we share how we operate as shipbrokers, assisting you in buying or selling vessels with clarity and expertise. Learn about our step-by-step process and why many trust us for smooth maritime transactions.

Hendricks Shipping Group is the specialized shipbroker for international sales of inland and maritime vessels in the shipping market. With over 22 years of experience in the shipping market, Hendricks has become a prominent player in the sale of existing ships and new build projects. Our extensive international network, both within and outside Europe, positions us as experts in the unique sector of international brokerage for inland shipping. Leveraging our experience and expertise, we provide tailored advice and expert guidance.

Our role as a ship broker in the inland vessels and maritime market involves several key steps:

### ***Exploratory Conversation***

Understanding your needs, providing additional information, and fixing the purchase or sale price. This initial consultation is free of charge.

### ***Attention***

Promoting your vessel for sale through our website, magazines, newspapers, and within our international network.

### ***Visit on Board***

Accompanying potential buyers on board, ensuring the vessel meets their requirements. For foreign buyers, we arrange transportation to and from the vessel.

### ***Negotiations***

Providing full support for negotiation to achieve a financial and technical agreement for both parties.

### ***Contract***

Drafting a legal purchase and sale contract after an agreement on completion state, delivery, financing terms, and other conditions. The agreed sales or purchase commission is also outlined.

### ***Inspections***

Guiding technical inspections, safety inspections, and overseeing testing of crucial components. A pre-survey is included in the brokerage fee.

### ***Valuation***

Obtaining a comprehensive report on the ship from a qualified independent appraiser, including market valuation when needed.

### ***Notary***

Transferring the contract to the notary after completing all inspections and necessary repairs. This step is essential for fulfilling the bank mortgage deed and other required documentation.

### **Handling After Sales**

Providing support in handling the ship's papers, including overwriting the tonnage certificate, certificates and assisting with the delivery of the ship to the buyer across borders, to their next destination.

### **Commission Costs for 2024 and 2025**

There is no upfront fee when taking on a sale or assignment. The client pays a commission to Hendricks only after a successful sale. Refer to the Hendricks Brokerage conditions for detailed information on the conditions agreed upon when working with us.

Below is an overview of the commission fee on sales prices (excluding VAT), categorized for the Netherlands (NL) and international sales.

#### **Within NL**

€ 50.000 till € 200.000	€ 7.500
€ 200.000 till € 500.000	€ 4% - 6%
€ 500.000 till € 1.000.000	€ 4%
€ 1.000.000 till € 2.000.000	€ 3% -4%
€ 2.000.000 till € 3.000.000,-	€ 2.5% - 3%
€ 3.000.000,- till € 4.000.000,-	€ 2% - 2.5%
From € 4.000.000,-	€ 2%

#### **International**

€ 50.000 till € 200.000	€ 12.000
€ 200.000 till € 500.000	€ 6% - 8%
€ 500.000 till € 1.000.000	€ 4% - 5%
€ 1.000.000 till € 2.000.000	€ 3.5% - 4%
€ 2.000.000 till € 3.000.000	€ 3.5%
€ 3.000.000,- till € 4.000.000,-	€ 3%
Above € 4.000.000,-	€ 2.5%

*For international sales, commissions are relatively higher due to increased costs. These commissions will be clearly communicated during our initial meeting. Additional costs from separate agents or external brokers will also be transparently included.*

*At Hendricks Shipping Group, our commitment doesn't end with a deal. We're here for you, guiding through paperwork, ensuring smooth deliveries, and supporting your journey in maritime transactions. Partner with us for professional and reliable service.*