



Competitive Nature of European Domestic Shipbuilding Contracts Study

Proposal for Consultancy Services

Scottish Government

PC1640

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1 Introduction

1.1 Background

[Redacted]

We are a global market leader in the development of maritime infrastructure in ports and shipyards. We also recently wrote British Standard (BS6349 Part 3) on the design of shipyards. We consider our independence an asset, allowing us to deliver an impartial view for all our clients. Our shipyard team, which includes the specialist expertise of FMI, is unique in being able to offer the full range of services required in complex shipyard projects.

1.2 Objectives of the research

[Redacted]

1.5 About First Marine International

FMI is a world leader in maritime market research, shipyard design, performance improvement and shipyard strategy development. FMI's consultants have been working with ship repairers, shipbuilders, ship recyclers, maritime organisations, investors and governments for more than 40 years.

1.3 Our approach

[Redacted]



Members of our team have worked on projects in over fifty countries and have verified the market and feasibility of some of the world's largest and most successful shipyards. We prefer to work closely with our clients throughout a project as, even though there is a scope of work and methodology at the outset, this helps to ensure that the final outcome meets expectations. FMI's quality is such that approximately 70% of turnover comes from existing clients with whom the organisation has maintained a mutually beneficial relationship, usually over a long period. Much of the additional 30% of turnover comes from referrals.

1.4 About Royal HaskoningDHV

RHDHV is a leading independent, international project management and engineering consultancy, specialising in maritime, water, aviation, planning and transport, infrastructure, industry, energy, mining and buildings.

2 Our experience

We have a long history of successfully completing projects within the shipyard sector. A selection of our most recent relevant regional / shipbuilding focused projects undertaken by FMI are listed below.

Build contract strategy assistance: commercial contracting, confidential Western country (2020)

As part of this confidential project, FMI compared the competitiveness of a number of the country's shipyard's contracts to international standards. Where necessary, areas for development were identified.

[Redacted]

[Redacted]

Shipyard market study, Middle East (2020)

FMI undertook an assessment of existing and potential future demand for both shipbuilding and ship repair for a major shipyard development in the Middle East. The vessel sizes, throughput and type groupings likely to form the product mix were defined, allowing the facility to be designed with a specific and focused market in mind. The view on market capture and revenue potential provided key input to the assessment of commercial viability.

Shipbuilding industry study, UK (2019)

Before seeking to address productivity and competitiveness in the country, the levels of performance required to compete effectively were defined. By determining the current levels of competitiveness in the regional industry and the level of competitiveness required in target markets, gaps were defined and quantified. A clear indication of these gaps in competitiveness provided focus for the collaboration, actions and strategy required to close them.

Shipbuilding yard valuation and assistance, Asia (2019)

FMI provided an assessment of the value of a large shipbuilding yard whilst a buyer and long-term operator was sought. The high-profile shipyard in question had run into difficulties during the downturn in the global shipbuilding market. At short notice a team of FMI's shipyard specialists visited the shipyard to survey the existing facilities and collect key data. An assessment of the shipyard's capability, capacity, cost structure and level of technology was rapidly undertaken. FMI's proprietary tools were used for a large part of this analysis. A market and competitiveness study provided a view on a sustainable future product mix and the segments of the market to focus on. The shipyard's capabilities and capacity provided a key input to the analysis. The output of our assessment and studies provided the inputs to a financial model which was developed in-house and tailored specifically for the project.



3 Methodology

3.1 Key steps

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3.2 Where government influenced vessels are being ordered from

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3.3 Where commercial shipowners from the same countries are ordering

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3.4 Newbuilding case studies

[Redacted]

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[Redacted]

[Redacted]

3.5 Summary and conclusions

[Redacted]

[Redacted]

[

4 Our team

The following section summarises the skills and experience of the key staff involved with the project. Full CVs can be provided if required.



Name: Damien Bloor

Position: Director of First
Marine International

[Redacted]



Name: Tim Walters

Position: Principal
Consultant and
Technical Director,
Maritime Market
Research

[Redacted]

[Redacted]

[Redacted]

[Redacted]



Name: Frank
Bywater
Position: Principal
Consultant

[Redacted]



Name: Tony
Graham
Position: Principal
Consultant

[Redacted]



Name: David Daniel
Position: Principal
Consultant

[Redacted]



Name: Kayleigh Elliott
Position: Maritime Market
Research Consultant

[Redacted]

Deliverable, timescale and fees

4.1 Deliverable and schedule

[Redacted]

4.2 Lump sum fees

[Redacted]

[Redacted]

- [Redacted]
- [Redacted]
- [Redacted]

4.3 Terms and conditions

Royal HaskoningDHV's standard terms and conditions, which accompany this proposal, will apply.

4.4 Validity

This proposal is valid for one month from the date of submission.

5 Concluding comments

[Redacted]

[Redacted]

[Redacted]