



SEMINAR
SALE & PURCHASE

Tokyo
11 November 2026



Overview				
09:00-09:30	<p>Introduction to the documentary work of BIMCO:</p> <ul style="list-style-type: none"> ■ Who drafts BIMCO standard contracts and clauses and how? ■ The importance of industry consultations and explanatory notes ■ What are we working on at the moment? 	<ul style="list-style-type: none"> ■ Inspections regime – class records, logbooks ■ Inspections regime – vessel ■ Examination of the benchmarks for physical condition of the vessel at delivery ■ Sale on “as she was” and “as is where is” terms. 		<ul style="list-style-type: none"> ◇ Purchase price ◇ Spares, exclusions, bunkers ◇ Taxes, fees, expenses. ■ Payment considerations: <ul style="list-style-type: none"> ◇ Lodging the deposit ◇ Payment of the purchase price ◇ Payment for bunkers, greases and oils.
09:30-10:15	<p>Introduction to S&P Market and Main Sales Forms – global ship sale and purchase agreements (MOAs):</p> <ul style="list-style-type: none"> ■ Key drivers of the S&P market – market cycles, asset values, buyer/seller profiles ■ NIPPONSALE, SALEFORM, Singapore Ship Sale Form, SHIPSALE 22, ■ General structure and function of MOAs in ship sale and purchase. 	<p>11:15-12:15 Delivery preparation and execution:</p> <ul style="list-style-type: none"> ■ Pre-delivery timetable: <ul style="list-style-type: none"> ◇ Initial vessel inspection ◇ Buyers’ on-board representatives ◇ Notices, vessel location and NOR ◇ Diver’s inspection / drydocking ◇ Process for measuring bunkers and identifying inventory. ■ Delivery process: <ul style="list-style-type: none"> ◇ Financial closing meeting and documentary requirements ◇ Sellers’ obligation to deliver the vessel free from encumbrances. 		<p>14:00-14:45 Post delivery considerations:</p> <ul style="list-style-type: none"> ■ Change of name/funnel markings ■ Post-delivery documentary obligations ■ Seller’s warranties ■ Latent defects.
10:15-10:30	<i>Break</i>			<p>14:45-15:00 Break</p>
Vessel condition and delivery terms		<p>12:15-13:15 Lunch</p>		<p>15:00-15:45 Non-performance and dispute resolution:</p> <ul style="list-style-type: none"> ■ Force majeure, total loss ■ Buyer’s breach ■ Seller’s breach ■ Entire agreement clause ■ Law and arbitration.
10:30-11:15	<p>Physical condition of the vessel:</p> <ul style="list-style-type: none"> ■ Sale by description 	<p>Payment to post-delivery</p>		<p>15:45-16:45 Case study</p>
		<p>13:15-14:00 Financial terms and payment:</p> <ul style="list-style-type: none"> ■ Price: <ul style="list-style-type: none"> ◇ Market value 		<p>16:45-17:00 Key takeaways and concluding remarks</p>



Yosuke Tanaka

Yosuke Tanaka is Attorney at Law and Member of Tokyo Bar Association, Japan, and also the main partner in a law office, Tanaka & Partners, LPC.

He is also teaching Japanese Company law and Japanese Financial Services law at Waseda University, Tokyo, Japan from 2008, and Japanese Maritime law at Kwansai Gakuin University, Kobe, Japan from 2017, each as a part time lecturer.

He received his Bachelor degrees in Law in 1986 and Master degrees in Law in 1992, both of which were from Waseda University, Tokyo.

He passed Judicial Exam for lawyers in Japan in 1993 and obtained the qualification as Attorney at Law in 1996.

In 2002/2003, he studied laws at Faculty of Laws in University College London, one of colleges in University of London, and obtained LL.M. therefrom in 2003.



Fergus Gifford

Fergus Gifford is Managing Director of Arrow Shipping Japan with a focus on Newbuilding and Sale & Purchase. After seven years at Arrow in London and Hong Kong, he moved to Tokyo in August 2019. Born in London, he studied at Edinburgh University and has spent half his life in Asia, dividing his time between Tokyo, Kobe and Hong Kong.

Arrow Shipping Group was founded in 1991 and over the last 30+ years has expanded to offices in 15 countries. As well as Sale and Purchase and Newbuilding, it offers Chartering, Derivatives, Research and Valuation services with the latest addition being Arrow Energy Markets.



Wei Zhuang

Wei Zhuang is the Head of Asia Pacific at BIMCO. Wei started his BIMCO career with the Legal & Contractual Affairs Department in 2011 where he joined a wide range of BIMCO's standard contracts and clauses projects, including project development, revision and promotion. He was further promoted as China Liaison Officer as well as the General Manager of BIMCO Shanghai Centre. Now as the Head of Asia Pacific, he is committed to keeping a constructive relationship with regional regulators and industry stakeholders and, most importantly, to provide portfolio services to BIMCO members and potential members in Asia.

Wei's previous positions include eight years as a maritime lawyer and Senior Fellow at Maritime University. He has a master's degree in maritime law and a PhD in international law.

庄炜系波罗的海国际航运公会(BIMCO) 亚洲区总经理。他在2011年加入BIMCO的法律与合同事务部工作, 期间参与了大量BIMCO标准合同和条款的项目, 包括项目开发、修订以及推广。后来庄先生被任命为大中华区总经理兼BIMCO上海中心主任, 目前其担任BIMCO亚洲区总经理, 致力于加强BIMCO与亚洲的沟通和合作, 积极推动国际航运界和航运政策制定者和产业利益者之间富有建设性的沟通与合作, 重点是维系亚洲区BIMCO会员的利益并向他们提供高效的服务。

庄炜曾担任8年的海事律师和高校教师, 拥有海商法硕士及国际法学博士学位。



Megan Lim

Megan is an Assistant Membership & Training Manager at BIMCO's Singapore office which involves continuous support for global membership and training operations, along with efforts to expand BIMCO's presence in Singapore and broader Asia, in collaboration with the Asia team. She joined BIMCO in 2022 as a Student Assistant supporting the Singapore office's membership activities and assisting former Deputy Secretary General, Søren Larsen. Megan is an alumnus of Nanyang Technological University (NTU), holding a Bachelor's degree in Maritime Studies.

Where will the course be held?

Tekko Conference Rooms
4th floor, Tekko Building South Tower
Marunouchi 1-8-2, Chiyoda-ku,
Tokyo 100-0005, Japan



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