

船舶买卖流程指南

Ship Sale & Purchase Process Guide

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一、交易流程 (7 步)

- 1) 找船源/找买家 → 2) 意向沟通与初步资料 → 3) 验船 (技术尽调) → 4) 商务谈判 → 5) 签署 MOA 买卖合同 → 6) 付款与交船 (Delivery) → 7) 注销/过户 (船旗、船级、保险、船员)。
- 时间线因船况、坞期与文件复杂度而不同; 提前规划坞检与交接窗口。

二、关键点

- 船源信息核对: IMO/MMSI、船级社、证书有效期、特检/坞检窗口。
- 定金与资金安排: 按 MOA 条款执行 (托管/分期以合同约定为准)。
- 交船前完成: 船级与法定证书有效期确认、缺陷清单 (Defect List) 处理、备件与图纸交接。

三、风险提示

- 尽调不可省: 所有权、抵押/负担、制裁与合规核查。
- 所有对外文件与付款节点以正式合同为准。

I. Process (7 steps)

- 1) Source/identify vessel or buyer → 2) initial contact & documents → 3) inspection (technical DD) → 4) negotiation → 5) MOA signing → 6) payment & delivery → 7) deletion/registration (flag, class, insurance, crew).
- Timeline depends on condition, dry-dock slots and documents; plan survey and delivery windows early.

II. Key Points

- Verify: IMO/MMSI, class society, certificate validity, special survey/docking windows.
- Deposit and funding follow the MOA (escrow/instalments per contract).
- Before delivery: class & statutory certificates validity, Defect List closure, spares and drawings handover.

III. Risk Notes

- Due diligence is essential: title, mortgages/encumbrances, sanctions & compliance.
- All documents and payment milestones follow the formal contract.