

DSB

OFFSHORE LIMITED
Shipbrokers est.1981



SPECIALIST SHIPBROKERS

WITH OVER 30 YEARS EXPERIENCE



DSB Offshore Ltd

Riverbank House, 1 Putney Bridge Approach, London SW6 3JD, U.K. reg. no 1542063
Tel: +44 207 384 2882 | web: www.dsboffshore.com | email: brokers@dsboffshore.com

OUR SERVICES

DSB Offshore provide clients an all inclusive service for the sale, purchase and charter of specialist vessels. Additionally we can arrange towage, heavylift and flo-flo transport, as well as provide valuations.

The support you can expect from DSB encompasses all stages of the above services, including marketing vessels; negotiating sales/charter fixtures; drawing up contracts; accompanying clients on vessel inspections and attending contract closings, as appropriate.

We keep abreast of market developments, enabling us to advise on rates, we use previous business as a benchmark and guide you on what to expect in today's market.



OUR MARKETS

- Port/marine civil construction
- Offshore renewables (wind and tidal)
- Harbour towage
- Dredging

REGIONS

Our capacity is fully international - extending to projects in Australasia, South East Asia, the Middle East, Africa, North and South America, the Caspian Sea and Europe. The company's brokers speak a range of languages enabling us to work effectively in different markets worldwide.

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VESSEL TYPES

Through our international network of vessel owners and operators in conjunction with our comprehensive vessel database DSB has access to a wide range of vessels, especially within the following specialities:



JACK-UPS

Port-construction, accommodation and windfarm - installation jack-ups.



TUGS AND WORKBOATS

Azimuth stern-drive tugs, Voith Schneider tugs, conventional twin screw tugs, anchor-handling tugs, shoalbusters and multicats.



DREDGERS

Trailing suction hopper dredgers, cuttersuction dredgers and backhoe dredgers.



BARGES

Flat-top barges, crane barges, semi-submersible barges and accommodation barges.

OTHER SPECIALIST VESSELS

DSB also specialise in shallow draft multi-purpose workboats, landing craft, splitbarges, and other miscellaneous vessel types.

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IN THE MEDIA

DSB Offshore shipbrokers secure rescue vessel for Save the Children

Winter is fast approaching. The warm summer months are over and the refugee situation in the Med is looking more and more perilous and urgent.

Over 300,000 people have attempted to cross the Mediterranean, from Africa and the Middle East to the safety of Europe, in 2016 alone. Sadly many have died in pursuit of a better life for themselves and their children.

Seeing a need to act in this emergency, the charity *Save the Children* launched an appeal in August to raise urgent funds to provide relief to the thousands of people risking the crossing on a daily basis. Project 'Rescue at Sea' was born. Among many challenges presented to Save the Children in beginning this campaign, was the need to find a suitable Vessel.



With no chartering experience, *Save the Children* approached DSB Offshore Ltd to assist with sourcing a Vessel.

The vessel had to be able to carry 300 refugees and 12 *Save the Children* staff. She would need to operate around the clock, have good speed and endurance capabilities and preferably already have experience in the Med. Technically it was essential to have a vessel with a low freeboard for ease of boarding and have experienced non-armed security on board. Equipment required on board needed to include 2 FRC's (Fast Rescue Craft) capable of rapid deployment; a morgue and hospital; operations office; a child protection zone; toilets and showers; storage for supplies and countless other considerations.

The difficulty was finding this entire wish-list in just one vessel and with almost immediate availability. This is where the added value of a shipbroker comes in.

DSB worked closely with *Save the Children* to find possible vessels for the Rescue at Sea operation. Having market and vessel knowledge, and good relationships with a wide network of vessel owners, meant that DSB were able to fix the AHTS (Anchor Handling Tug Supply vessel) VOS Hestia from Vroon Offshore Services. VOS Hestia has traditionally worked in oilfield services and provides great flexibility for *Save the Children's* needs. Owners were able to equip the vessel and make it available within the tight turnaround.

VOS Hestia and her crew, together with the specialist staff of *Save the Children*, working in conjunction with the Italian coastguard and other vessels in the Med, have been instrumental in the saving of over 3000 refugees, many of these being children.

It has been a pleasure for DSB Offshore Ltd to work closely with *Save the Children* and Vroon Offshore Services, in such playing a small part in this operation.



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Iceland company, Skiparjonusta welcomes new tug to their fleet

DSB Offshore was approached by Icelandic buyers, Skiparjonusta Islands, who were looking for a tug for towing and other harbour work in the Port of Reykjavik and surrounding islands. DSB consulted with them and provided a number of suitable vessels to consider.

Taking time to understand the client's requirements and scope of work, it soon became clear to DSB that single screw tug, Togarinn (ex-name Sertosa 18), would best suit their needs. The sale took place in April after a successful inspection. Togarinn is a 33.5m LOA, 48 ttp single screw tug. She is a versatile vessel with FiFi, accommodation and a solid winch on deck.

In May 2016, she began her voyage from the South of Spain to Iceland, but hit a snag just off the coast of Ireland, when her propeller got stuck in fishing nets and crew sent out an urgent request for salvage. DSB responded swiftly and were able to help with the salvage, so that Togarinn could complete her journey to her new home.



She arrived at the Port of Reykjavik in early summer where owners have been making some modifications for the vessel to suit their needs.

DSB has been involved in this contract throughout - from advising clients, to the sale of the vessel, including salvage and providing legal and commercial advice regarding future work. "The boat is very powerful and we are happy with it and all DSB did for us, especially their help when we caught the net in the propeller," say new owners of Togarinn.

She has just completed her first job, towing a dredger from Húsavík to Patreksfjörður, and then on to Brjánslækur. She is already on her way back to Reykjavík and bound to have a busy time working on the North Atlantic Icelandic coast. It has been a pleasure to work on this deal and we have enjoyed extending our regional scope to Iceland.

Complicated Double Towage from Algeria to Morocco

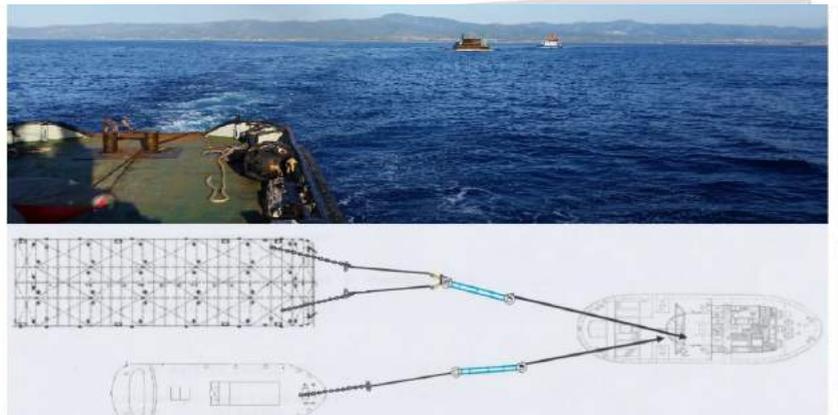
The end of July 2016 marked the completion of a complicated multiple vessel tow brokered by DSB Offshore. A total of seven distinct units were towed by two tugs from two separate European owners from Djen Djen, Algeria to Safi Port, Morocco. These units were intended for work on a port construction project.

2011 built 63.8t bollard pull tug, *Sea Dream*, operated by Oromare, completed 2 double tows. In voyage #1 she double-towed a barge (40 x 16m) and a tug (23.9 x 5m), while in voyage # 2 she towed a floating crane (45 x 17m) and a flattop barge (50 x 18m). *Sea Dream* towed nearly 2300 tonnes in her two double tow voyages.

Almost simultaneously, in order to facilitate customs clearance and planning constraints, 1988 built *MTS Vengeance* (30t bollard pull), managed by Marine & Towage Services, also left from Djen Djen in Algeria with her first cargo in tow, a 40 x 16m grab dredger.

Her second voyage involved towing a flattop barge (45 x 15m) and a tug (22.9 x 8m). Juggling a number of logistical balls in the air, DSB Offshore shipbrokers acted on behalf of the tug owners.

Considerations of towing capabilities of vessels, weather and the operational schedules of the end charterers had to be considered carefully.



SALE & CHARTER CONSTRUCTION PROJECTS

PRESENT & PAST

- Thames Tideway Tunnel, East section : sale of two pusher tugs - 'Christian' & 'Felix' - to BMB JV, Thames
- Thames Tideway Tunnel, Central section: sale of 123m & 50m LOA flattop barges; 2 modular jack-up barges to FLO JV, Thames
- Thames Tideway Tunnel, West section: 2 units 60m LOA spud barges
- New Forth Bridge, Scotland (2013): sale of 2 Voith Schneider tugs; flattop barge
- Rio Antirrio Bridge, Greece (2004): disposal of jack-up with 600t crane
- Oresund Tunnel, Denmark (1995-2000): jackups, barges, multicats, mooring winches (sale, hire)
- Vasco da Gama Bridge, Portugal (1995-1997): 16 pieces floating plant (charter, sale, towage)
- Second Severn Crossing (1992-1996): sold & later disposed of 2x large jack-ups

EXAMPLE S&P DEALS

- Sale of 1977 built deep sea tug to Iceland (2016)
- Sale of '2611 Eurocarrier' from Australia to Taiwan (2016)
- Sale of rock barge from Belgium to Turkey (2014)
- Sale of backhoe dredger & splitbarges to Chile (2013)

DSB Offshore Ltd

WHY WORK WITH DSB ?

OVER 35 YEARS EXPERIENCE

DSB Offshore was founded by David Durnford-Slater in 1981. Shipping is in David's blood.

Early in his career he worked for a large UK ship-owner both in London and overseas, including Japan, Hong Kong, Singapore, Colombo and Aden. Roland Durnford-Slater joined his father in the business in 2000 and became the Managing Director and owner of DSB Offshore in January 2016. DSB began broking the sale and purchase of offshore drilling rigs and associated support tonnage connected to the oil and gas industry.



We soon diversified into offshore wind, towage, heavy lift transport, and marine construction vessels. Over the years DSB has built a network of strong relationships with vessel owners, construction companies and brokers worldwide.

Fleet Valuations

As specialists in barges, workboats, jack-ups and tugs, DSB is often called on to do valuations for insurance companies, banks, surveyors and owners. Through our immersion in the market and our extensive network of contacts, we have a thorough, up to date knowledge of vessel values.



Working with Construction Companies/JVs

Over the years, DSB has worked extensively with construction companies/JVs on major construction projects, from the early stages of tendering through clarifications, to tender award and beyond. We have both sourced, and then been called on to dispose of marine equipment after completion of the projects. DSB understand the complicated structure and pressures of JVs and the need to sell off assets quickly and efficiently when a project comes to an end.



BROKER TEAM

DSB employs a dynamic team of shipbrokers, each having specialist regions, languages and vessel knowledge. This enables us to facilitate sales and charters in almost any part of the world.

DSB PURPOSE & VALUES

DSB Offshore Ltd is a small plucky brokerage, punching above our weight, playing an essential role, in big marine projects of international significance.

- We are ethical and honest. "Our word is our bond".
- We relate to others with respect and consideration.
- We have a Growth Mindset. This means that we have a passionate, can-do approach to our work.

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ABOUT US



DSB Offshore have more than 35 years experience as international shipbrokers. During this time we have built up a reputation for honesty, integrity and professionalism throughout the industry.

Our small and dynamic brokerage team are based in central London, right on The River Thames at Putney Bridge. We travel regularly to meet clients, visit vessels, attend inspections and coordinate contract closings. Between us we speak a range of languages fluently including, French, German, Spanish, Russian, Greek, Turkmen and Afrikaans.

Our clients include vessel owners, operators, charterers, construction companies, energy developers, public authorities, legal representatives, banks and other financial institutions based worldwide – North and South America, the Far East, South-East Asia, the Mediterranean, Australasia, Europe, the Caspian, Russia, Africa and the Middle East.

We do not just fix and forget, but maintain and assist communication between all parties until the successful conclusion of a contract and are always looking to build long term relationships.

WE LOOK FORWARD TO RECEIVING YOUR ENQUIRY!



Roland Durnford-Slater FICS
Managing Director, Shipbroker



Sandi Durnford-Slater
Director Finance & Marketing



Ayna Narliyeva
Strategy, Compliance & Systems



David Durnford-Slater
International Consultant



Benjamin Struthers
Shipbroker



Nazar Annayev
Shipbroker

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