

BPO PORTAL -HOW DOES IT WORK?

THE BROKER PRICE OPINION (BPO) PORTAL ALLOWS USERS TO PURCHASE A SINGLE BROKER PRICE OPINION CERTIFICATE FOR COMMERCIAL MERCHANT VESSELS QUICKLY AND EFFICIENTLY BY PAYING A ONE TIME FEE AND SUBMITTING ASSET DETAILS VIA THE BROKER PRICE OPINION DASHBOARD TO ASSIST THE SHIPBROKER WITH SUFFICIENT INFORMATION TO DETERMINE ESTIMATED MARKET VALUE FOR MERCHANT VESSELS OF VARIOUS TYPES LISTED BELOW. THE INFORMATION THE USER SUPPLIES ASSISTS THE SHIPBROKER TO OBTAIN A PROMPT ESTIMATED VALUE CONCLUSION THAT IS CALCULATED USING VERIFIABLE ACTUAL SOLD COMPARABLE ASSET INFORMATION. THIS BROKER PRICE OPINION REPORT IS REVIEWED BY A CERTIFIED APPRAISER BEFORE BEING SENT TO YOUR EMAIL THAT YOU PROVIDED TO US. EXPECT TO RECEIVE A BPO CERTIFICATE OF INDICATIVE VALUE WITHIN APPROXIMATELY 48-72 HOURS FROM THE CONFIRMATION MESSAGE YOU RECEIVE AFTER WE RECEIVE PAYMENT AND THE ASSET DETAILS.

1. USE THE SERVICE LINK TO REQUEST & PAY VIA THE [BPO REQUEST](#) LINK
2. ONCE THE [NON-REFUNDABLE](#) PAYMENT IS PAID BY THE USER VIA THE PAYMENT LINK AND CONFIRMED RECEIVED BY MARINE SERVICES INTERNATIONAL, THE EMAIL ENTERED BY THE USER ON THE BPO LOGIN PAGE WILL RECEIVE A ONE TIME USER ACCESS CODE TO OPEN THE [BPO LOGIN](#) DASHBOARD FOR A ONE TIME USE LIMITED TO 30 MINUTES OF ACCESS TO SUBMIT INFORMATION TO OBTAIN THE BROKER PRICE OPINION CERTIFICATE. BEFORE ATTEMPTING TO ACCESS OUR PORTAL PLEASE VERIFY AND HAVE AVAILABLE, THE SUBJECT ASSET DETAILS YOU INTEND TO ENTER AND SUBMIT TO US ARE CORRECT. IN THE EVENT AN ERROR IS MADE IN THE FIRST ENTRY DURING THE ONE TIME SESSION THE SYSTEM ALLOWS THE USER TO ADJUST THE PARAMETERS AS LONG AS THE TIMER HAS NOT REACHED 00:00 AND THE SUBMIT BUTTON HAS NOT BEEN CLICKED. HOWEVER, ONCE THE INFORMATION IS SUBMITTED TO BE PROCESSED, ONLY ONE BPO CERTIFICATE REPORT WILL BE ISSUED USING THE DETAILS THE USER ORIGINALLY SUBMITTED, THIS CANNOT BE UNDONE AFTER SUBMISSION. REMEMBER THE USER ONLY RECEIVES ONE ACCESS CODE FOR ONE TIME USE PER PAYMENT. IF THE USER CLOSES OUT OF THE LINK OR ALLOWS THE 30 MINUTE TIMER TO COUNTDOWN TO ZERO THE LOGIN CODE WILL NO LONGER BE VALID AND THE USER ACCESS WILL BE DENIED REGARDLESS OF WHETHER OR NOT THE USER COMPLETED SUBMISSION OF THE REQUESTED DATA FOR US TO SUPPLY YOUR BROKER PRICE OPINION CERTIFICATE.
3. INSTRUCTIONS ON USE OF THE BPO PORTAL – ONCE THE USER HAS LOGGED IN SUCCESSFULLY; THE USER WILL ARRIVE AT THE DASHBOARD. THE USER IS REQUIRED TO SELECT / KEY IN DESIRED PARAMETERS FROM A DROPDOWN MENU IN THE DASHBOARD VIEW AND ALSO KEY IN CERTAIN DETAILS IF KNOWN. ONCE THE USER SELECTS FROM MENUS OR KEYS IN THE REQUIRED INPUTS AND SELECTS SUBMIT – THE INFORMATION IS SENT TO OUR SHIPBROKING DEPARTMENT FOR HUMAN REVIEW. AFTER SUBMISSION, A CONFIRMATION IS SENT TO THE EMAIL THE USER PROVIDED AND THE SESSION IS COMPLETED. THE SHIPBROKER WILL UTILISE THE DETAILS YOU HAVE SUBMITTED AND RESPOND TO THE EMAIL PROVIDED WITH THE FINAL BROKER PRICE OPINION CERTIFICATE IN THE FORM OF A PDF WITHIN APPROXIMATELY 48 -72 HOURS AFTER SUBMISSION.

4. DO NOT SHARE YOUR LOGIN CODE WITH ANYONE. IT IS A UNIQUE CODE WHICH YOU PAID FOR AND IS ONLY ABLE TO BE USED ONE TIME
5. ONCE THE USER HAS CLICKS **DONE** THIS RETURNS THE USER TO THE HOME PAGE.

USER MUST KEY OR SELECT FROM THE FOLLOWING PARAMETERS

[DATE](#) [TYPE](#) [DWT](#) [YEAR BLT](#) [YARD BLT](#) [MARKET DEMAND](#) [OPERATIONAL TRADE REGION](#)

[DATE](#) - SELECT THE DESIRED EFFECTIVE DATE OF THE PRICE OPINION (ANY DATE FROM 2008 – PRESENT DAY)

[TYPE](#) – CHOOSE TYPE OF MERCHANT VESSEL FOR PRICE OPINION [CHOICES ARE LIMITED TO MERCHANT COMMERCIAL VESSELS LISTED BELOW]

[DWT](#) – DEADWEIGHT (KEY IN NUMERICAL VALUE BETWEEN 1,500 – 330,000 METRIC TONNES)
*EXCLUDE USE OF COMMAS OR DECIMALS

[YEAR BLT](#) - CHOOSE THE YEAR VESSEL WAS BUILT (YEAR FROM 1950 TO PRESENT)

[YARD BLT](#) – CHOOSE THE NATION STATE WHERE THE SUBJECT VESSEL WAS BUILT

[MARKET DEMAND](#) - CHOOSE THE PRESENT ESTIMATED MARKET DEMAND FOR THE ASSET TYPE *VERY LOW, LOW, MEDIUM, HIGH, TO VERY HIGH*)

[OPERATIONAL TRADE REGION](#) – CHOOSE THE WORLD REGION WHERE THE ASSET WILL TRADE & OPERATE

[ANY UNIQUE FACTORS TO BE CONSIDERED?](#) – KEY IN PERTINENT INFORMATION

[ANY OTHER UNIQUE SPECIFICATIONS?](#) - KEY IN PERTINENT INFORMATION (IF KNOWN)

[CONDITION OF THE ASSET](#) – SELECT THE LEVEL OF OVERALL CONDITION EXCELLENT (NEAR NEW CONDITION – VERY RARE) OR LOWER LEVELS SUCH AS VERY GOOD, GOOD, FAIR, POOR OR SCRAP AS APPROPRIATE (USE BEST KNOWN ASSUMPTION)

[IMO No.](#) – KEY IN THE IMO NUMBER OF THE SUBJECT ASSET IF KNOWN

[NAME OF THE VESSEL](#) - KEY IN THE NAME OF THE SUBJECT ASSET IF KNOWN

CHECK THE CHECKBOX TO SIGNIFY YOUR AGREEMENT TO THE TERMS AND CONDITIONS AND PRIVACY POLICY AND CLICK SUBMIT TO PROCEED.

BROKER PRICE OPINION (BPO) DASHBOARD

DASHBOARD VIEW

29:32

LOGOUT

dd/mm/yyyy

Type

DWT

BLT

Yard

Market Demand

Operational Region

RESET FILTERS

CALCULATE

[TYPE- VESSEL TYPE CHOICES]

BULK – BULK CARRIER

CAR – AUTO CARRIER (GENERAL VEHICLE CARRIER VESSEL PCTC)

COMB – CONTAINER ON-BOARD MULTIPURPOSE SHIP

CRUISE – CRUISE VESSEL

GAS – GAS CARRIER

GEN – GENERAL CARGO VESSEL (GEARLESS)

LIVE – LIVESTOCK CARRIER

LNG – LIQUIFIED NATURAL GAS CARRIER

LPG- LIQUIFIED PETROLEUM GAS CARRIER

MPP – MULTI PURPOSE VESSEL (GEARED)

OBO- OIL BULK ORE CARRIER

PASS – PASSENGER VESSEL

PCC – SPECIALIZED RORO - PURE CAR CARRIER 2,000-8,000 CEU

REEFER – REFRIGERATION CONTAINER VESSEL

ROPAX- ROLL ON ROLL OFF PASSENGER VESSEL

RORO – ROLL ON ROLL OFF VESSEL

TANK – TANKER (CHEMICAL, PETROL, CRUDE OIL - CLASS VARIES ON DWT ACCORDINGLY)

5. CLICKING SUBMIT SENDS THE USER PROVIDED INFORMATION TO US FOR REVIEW AND A EMAIL CONFIRMATION IS GENERATED ALERTING THE USER THAT A BPO CERTIFICATE WILL BE ISSUED TO THE USER IN APPROXIMATELY 48 HOURS AFTER HUMAN REVIEW AND ANALYSIS IS COMPLETE



Broker Price Opinion Market Valuation Certificate

"Based upon our analysis of recent and relevant market transactions involving comparable marine assets, we have formed the professional opinion of value for the subject asset as of the requested effective date [XX/XX/20XX] designed with the following relevant characteristics [Year Built] [Type] Vessel of [Deadweight] tonnes, constructed in [Country] . Drawing upon verified sales data available within our internal brokerage records and market intelligence, we estimate the indicative market value of the subject asset as of the effective date is USD XXXXXX .

Sold Comparables Utilised:

Comparable Vessel Name	Deadweight (DWT)	Year Built	Price Sold (USD)	Date Sold	Adjusted Price per DWT (USD)
Bulk Carrier A	80,000	2015	\$8,000,000	XX/XX/20XX	\$100
Bulk Carrier B	82,000	2016	\$8,500,000	XX/XX/20XX	\$104
Bulk Carrier C	79,500	2014	\$7,800,000	XX/XX/20XX	\$98
Bulk Carrier D	81,500	2017	\$8,200,000	XX/XX/20XX	\$101

Disclaimer: This Broker Price Opinion (BPO) represents a good -faith calculated estimate based upon information deemed reliable but not guaranteed. This is not a formal USPAP compliant appraisal and should not be construed as such. The value opinion stated herein reflects prevailing market conditions as of the effective date and is subject to change without notice. This opinion is provided solely for informational purposes and does not constitute a solicitation or offer to buy or sell any asset. Unless otherwise stated, it is assumed that the subject vessel was fully classed and in statutory compliance and free of latent defects of any nature that could have affected the asset's value. The value provided is an estimated statement of opinion for the stated valuation effective date only. It is a gross value and does not consider brokerage fees, relocation costs, marketing costs, drydocking, or other expenses of vessel ownership. No guarantee is offered that this opinion of value will be sustained or that they will be realised in an actual transaction. The value is considered to be in cash (U.S. Dollars). Contracts or charters, if any, are not considered in reaching the value.

- 6. WE ARE ABLE TO REVIEW YOUR USAGE OF THE PORTAL AND EVERY BPO CERTIFICATE YOU RECEIVE. IF YOU HAVE DIFFICULTY ACCESSING THE SITE YOU ARE WELCOME TO MESSAGE US VIA bporeport@marineservicesinternational.com AND WE WILL RESPOND AS SOON AS POSSIBLE (USUALLY WITHIN 24 H). WE DO NOT OFFER REFUNDS FOR ERRORS IN USER SELECTIONS & INPUTS. ONCE WE RECEIVE YOUR REQUEST THE SALE IS FINAL AND WE WILL TRANSMIT YOUR REPORT TO THE EMAIL YOU PROVIDED TO US WITHIN 72 HOURS.**

DATA UTILISED IN OUR OPINIONS ARE VERIFIED ACTUAL VESSEL SALES DATA. BE ADVISED THAT A BROKER PRICE OPINION IS NOT AN APPRAISAL. EVEN THOUGH OUR SHIPBROKERS HAVE MANUALLY ANALYZED THE INPUTS AND COMPARABLE MARKET DATA FOR YOUR ASSET, WE ARE NOT ABLE TO GUARANTEE A BPO CERTIFICATE'S ACCEPTANCE IN COURTS OF LAW, LENDING INSTITUTIONS, OR OTHER HIGH LEVEL INTENDED USES. CERTAIN ASSETS MAY NOT BE BPO ELIGIBLE THROUGH THIS PORTAL SUCH AS TUGBOATS, DREDGERS AND SPECIALIZED UNITS. FOR THESE TYPES WE RECOMMEND A USPAP COMPLIANT APPRAISAL.

IF A FULL USPAP COMPLIANT APPRAISAL IS REQUIRED, WE RECOMMEND CONTACTING OUR STAFF APPRAISERS FOR AN APPRAISAL ENGAGEMENT USING THE [CONTACT](#) TAB FROM OUR HOME PAGE. PLEASE UTILISE THE BROKER PRICE OPINION PORTAL AT YOUR OWN RISK.