



# WENZ & ASSOCIATES

*Your Chinese shipping advisors*

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New York Shanghai

Wenz & Associates is a professional advisory firm, focus on China related shipping business. We possess intimate knowledge about the Chinese market and culture as well as a strong network that comprises various companies and industry experts. We are eager to help western companies overcome the challenges of establishing successful business relationships with China and achieve high returns on investment.

Shipping industry is more volatile than ever before. Shipping companies might seek alternative financing from US private equity funds or Chinese investors. While traditional European shipping banks have no enough liquidity to continue supporting shipowners, owners could turn to Chinese or Asian banks for financing. While you consider where to build cost-effective eco-friendly ships, where to sell existing vessels to strengthen your balance sheet, where to scrap old tonnages to cash out, China is a place to go.

## OUR TEAM

We have a team of professional advisors and external industry experts in New York and Shanghai. They possess not only practical business experience, but also advanced degrees from top universities like New York University, Harvard and Shanghai Maritime University. Our shipping experts have years of experience working with shipyards, ship owners, design institutes, and financial corporations.

## OUR SERVICES

- **China Strategy Development**
- **Shipping Finance**
- **Newbuilding**
- **Distressed vessels S&P**
- **Demolition Sales**

We service in an array of sectors, including dry bulk, tankers, containers, specialized ships and offshore.



## WHY WENZ & ASSOCIATES?

### EXTENSIVE CHINESE SHIPPING NETWORK

We have strong relationships with over 50 Chinese shipyards, including state-owned and private yards. We also have connections with design institutes, classification societies, demolition yards and other ship-related companies.

### FINANCIAL EXPERTISE AND RESOURCES

We leverage our financial expertise to help clients with financing structures. Our strong connection with Chinese banks and investors serves as an extra resource for clients. Our know-how in Chinese financing practice distinguishes us.

### INSIGHT INTO THE CHINESE MARKET AND CULTURE

We help our clients to communicate effectively with Chinese shipyards and business partners. Our bilingual advisors smooth both the negotiation and implementation process.

### DEEP INDUSTRY KNOWLEDGE

We provide actionable recommendations by analyzing your challenges holistically. Our advisors not only have market and finance knowledge in shipping, but also technical knowledge related to shipbuilding.