



# Maritime Operations Buy-side Mandate



[WWW.ZIGR.CO](http://WWW.ZIGR.CO)

Zigr a Private Equity (PE) Firm aims to capitalize on the growing demand for maritime logistics and charter services by strategically acquiring businesses that align with the following criteria:

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- 1. Maritime Logistics & Charter Companies:** Zigr will target companies involved in maritime logistics and charter services, including stevedoring, port, and terminal services.
- 2. US Flag Ship Operations:** The focus will be on US-flagged or US Jones Act compliant vessels and operating companies across various shipping sectors and vessel types, such as dry bulk vessels, cargo transport, barges, and tugboats for ship assist.
- 3. Freight Forwarding & International Logistics:** Zigr will seek companies engaged in freight forwarding, air freight, and international logistics to broaden its service offerings and geographic reach.
- 4. Ship Brokerage & Marine Transport:** Acquisition targets will include ship and yacht brokers, ship import/export companies, and marine transport firms, enhancing Zigr's market presence and customer base.
- 5. Commercial Charter Services:** Zigr will explore opportunities in commercial charter companies specializing in ocean charters, catering to diverse client needs.
- 6. Ship Repair & Maintenance:** The portfolio will encompass ship repair companies with expertise in large vessel repair, including hull, mechanical, and electrical systems, along with floating and stationary dry docks equipped to handle sizable vessels.



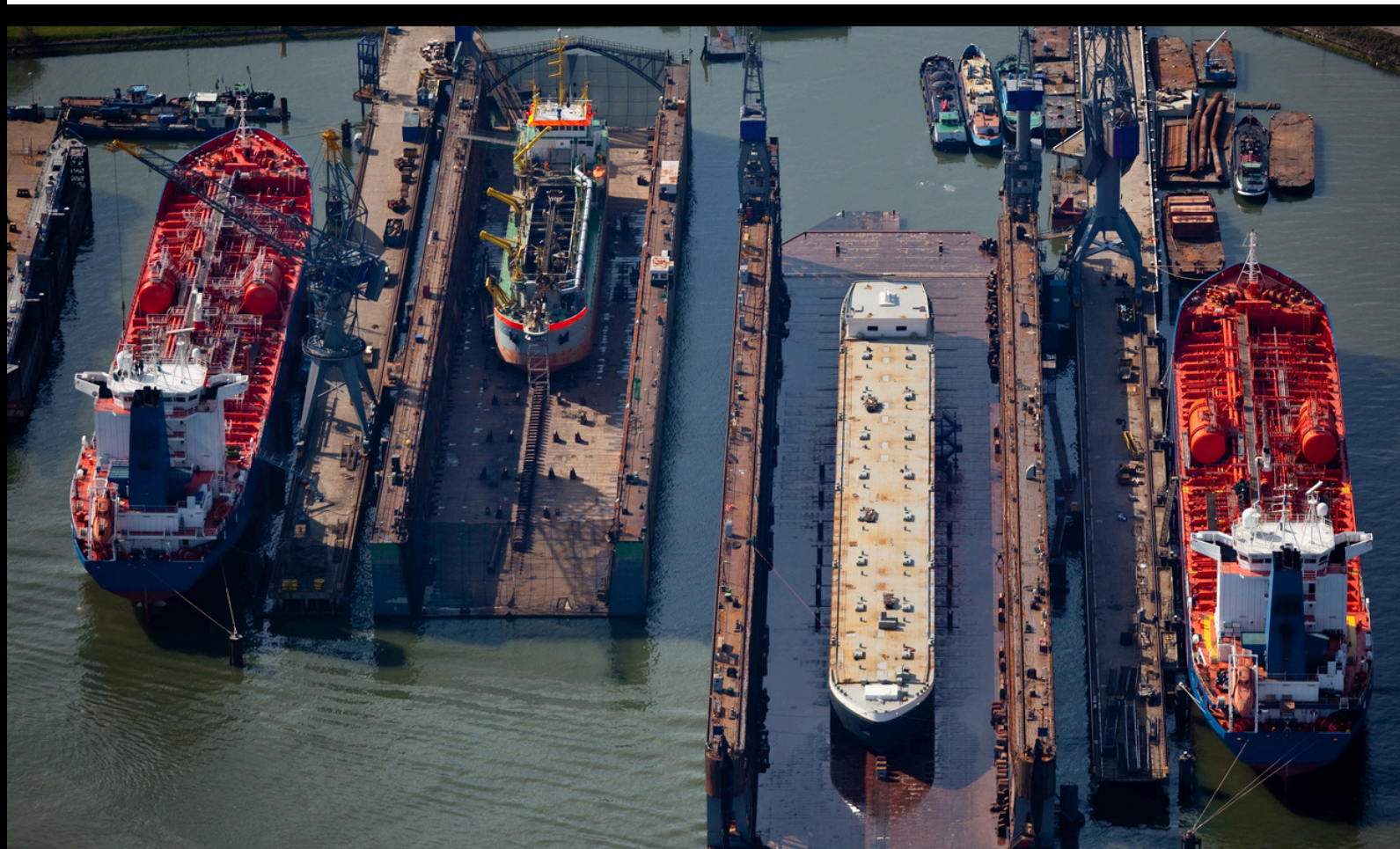
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## Maritime Logistics & Charter Companies

- Stevedoring, Port, & Terminal Services
  - Freight Forwarder & Air Freight
  - International Logistics Companies
  - Ship & Yacht Brokers
  - Ship Import/Export
  - Marine Transport Companies
  - Commercial Charter Companies such as Ocean Charters
  - US Flag Ship - US-flagged / US Jones Act compliant vessels and operating companies across multiple shipping sectors and vessel types including Dry Bulk Vessels, Cargo Transport, Barges, Tug Boats for Ship Assist, etc.
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## Dry-docking & Ship Repair Companies

- Large Vessel Repair with OEM and Manufacturing Connections.
- Hull, Mechanical, and Electrical (HM&E) systems are used on ships and include areas such as: Main propulsion, Integrated bridge and navigational systems, and Power generation and distribution.
- Floating & Stationary Dry Docks with repeating customers
- NAVSEA Approved Alteration Installation Teams - (AIT) and those with Agreement for Boat Repair (ABR) Agreements





# Expansion into Dredging, Marina & Shipyard Construction, Tunneling, Heavy Lift & Salvage, and Aggregates:

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**Dredging:** Zigr will seek to acquire dredging companies that specialize in the excavation and removal of sediments and debris from water bodies, ports, and harbors to maintain navigational channels, deepen berths, and reclaim land for infrastructure development. Dredging operations play a crucial role in ensuring safe and efficient maritime transportation and supporting coastal protection and environmental remediation initiatives.

**Marina & Shipyard Construction:** Zigr will explore opportunities in marina construction companies involved in the design, engineering, and construction of marinas, waterfront developments, and marine infrastructure. Marinas serve as vital hubs for recreational boating, tourism, and waterfront amenities, requiring expertise in dredging, piling, concrete works, and marine construction techniques including drydocks, barges, and outriggering platforms.

**Heavy Lift & Salvage:** Zigr will consider investments in heavy lift and salvage companies that provide specialized lifting, rigging, and salvage services for maritime and construction projects. These companies possess the equipment, expertise, and capabilities to undertake complex lifting operations, salvage sunken vessels, and recover valuable assets from underwater environments.

**Aggregates:** Zigr will target aggregates companies engaged in the extraction, processing, and distribution of construction aggregates, including sand, gravel, crushed stone, and recycled materials. Aggregates serve as essential building materials for infrastructure projects, including roads, bridges, buildings, and coastal defenses, making them integral to the construction and development industry.

**Underwater Tunneling:** Zigr will target companies specializing in tunneling and underground construction projects, including the development of tunnels for transportation, utilities, and infrastructure purposes.

Tunneling expertise is essential for addressing urban congestion, improving transportation connectivity, and facilitating the efficient movement of goods and people through subterranean passages.

# Workforce Development

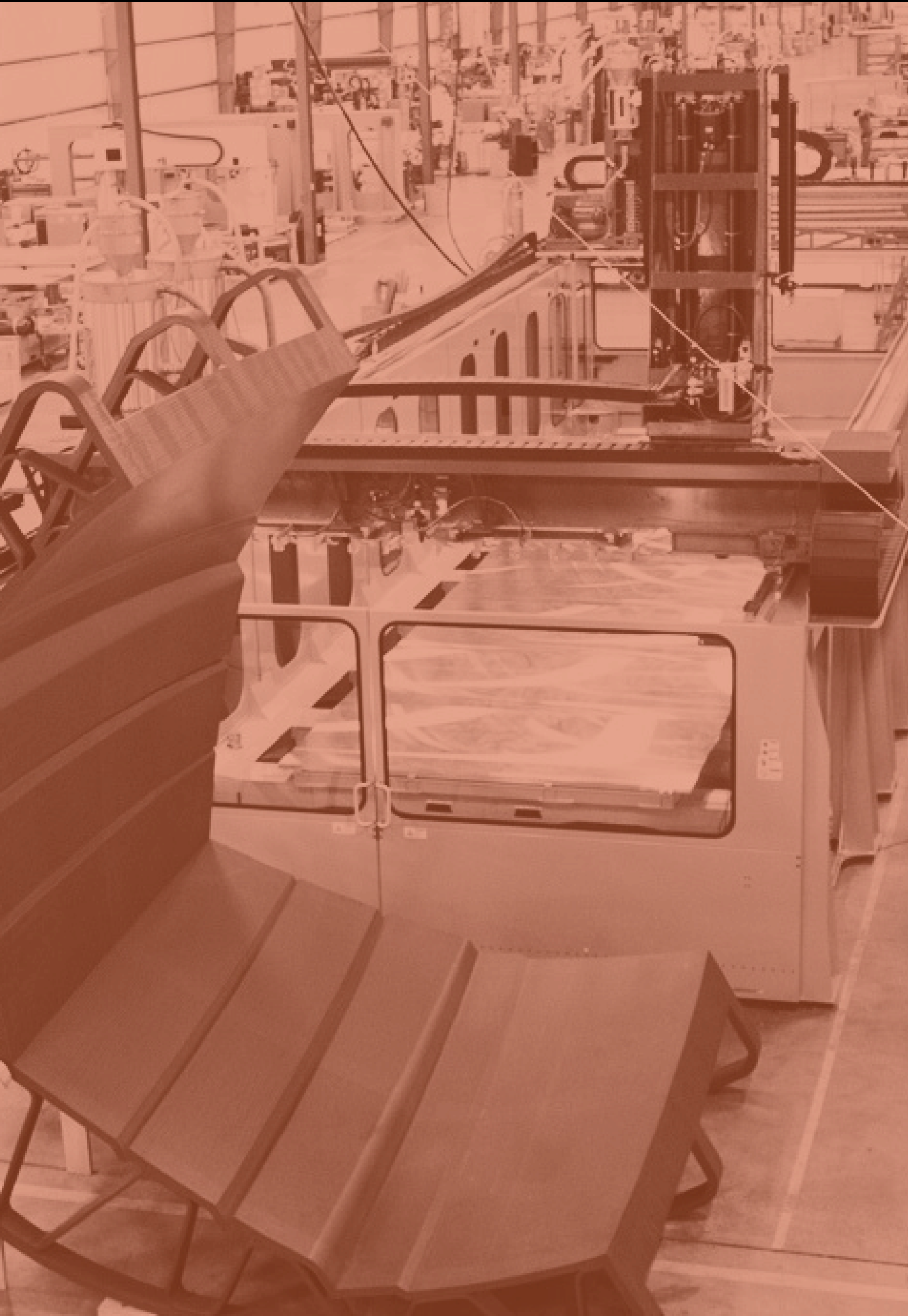


# Workforce Development

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- **XR/VR/AR Training Solutions:** The firm invests in XR/VR/AR training solutions to simulate real-world scenarios and provide immersive learning experiences for employees. By replicating various operational environments, such as shipyards, dry docks, and vessel maintenance facilities, employees can gain practical skills and knowledge in a safe and controlled virtual environment. This approach reduces the risks associated with on-the-job training and accelerates the learning curve for new hires.
- **On-the-Job Training:** Training programs allow employees to apply theoretical knowledge in real-world settings under the guidance of experienced mentors. This hands-on approach fosters skill development, promotes knowledge transfer, and instills confidence in employees as they become proficient in their roles.
- **Classroom Instruction and Certificate Programs:** Zigr offers classroom instruction and certificate programs to provide employees with formal education and qualifications relevant to their roles. These programs may cover topics such as maritime regulations, safety protocols, technical skills, and leadership development. By investing in continuous learning and skills enhancement, Zigr empowers employees to advance their careers and contribute to the success of the organization.
- **Professional Development Opportunities:** Zigr provides employees with access to professional development opportunities, including workshops, seminars, conferences, and online courses. By encouraging lifelong learning and personal growth, Zigr cultivates a culture of continuous improvement and innovation, where employees are motivated to stay updated with industry trends and best practices.
- **Competitive Compensation Packages:** Zigr offers competitive compensation packages, including salary, benefits, and performance incentives, to attract and retain top talent within the maritime industry. By rewarding employees for their contributions and providing opportunities for career advancement, Zigr incentivizes high performance and loyalty.
- **Supportive Work Culture:** The firm will foster a supportive work culture characterized by open communication, collaboration, and mutual respect. By prioritizing employee well-being, work-life balance, and inclusivity, Zigr creates a positive and motivating environment where employees feel valued, engaged, and empowered to excel.

# Additive Manufacturing (AM)





# Leveraging Market Demand for Additive Manufacturing (AM)

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## Additive Manufacturing

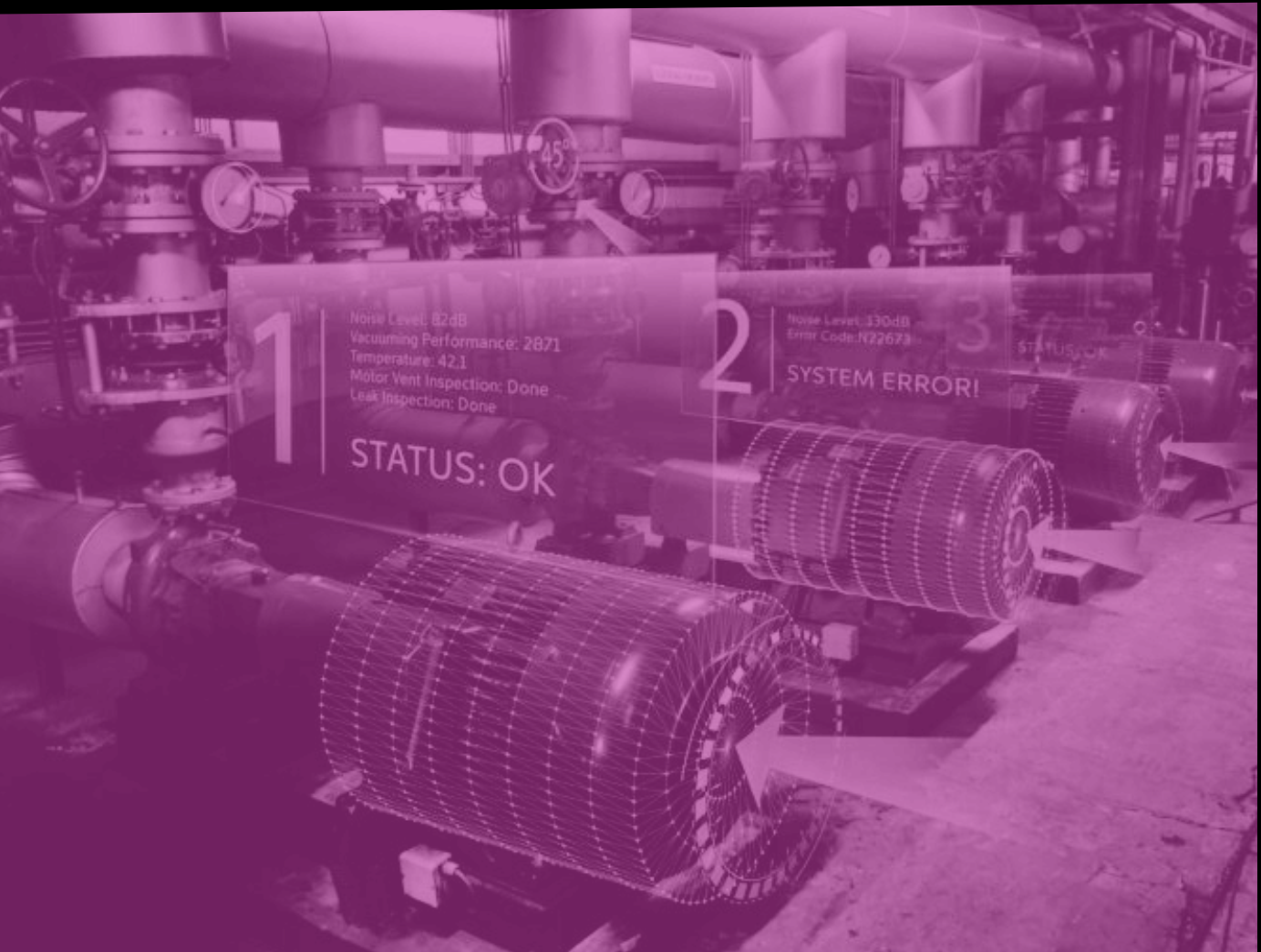
Additive Manufacturing, also known as 3D printing, has revolutionized the manufacturing process by enabling the production of complex components and parts with unprecedented precision and efficiency. In the maritime sector, additive manufacturing offers opportunities to accelerate prototyping, reduce lead times, and customize vessel components to meet specific requirements. Zigr will leverage additive manufacturing by:

- Investing in advanced 3D printing technologies: Zigr will equip its portfolio companies with cutting-edge additive manufacturing capabilities, including metal and polymer 3D printing systems, to produce intricate components, spare parts, and prototypes on demand.
- Streamlining supply chains: By leveraging additive manufacturing for localized production of spare parts and components, Zigr's portfolio companies can reduce reliance on traditional supply chains, minimize inventory costs, and improve responsiveness to maintenance and repair needs.
- Enhancing product customization: Additive manufacturing enables product customization and design optimization, allowing Zigr's portfolio companies to tailor vessel components to specific performance requirements, client preferences, and environmental conditions.

By integrating additive manufacturing into its operations, Zigr's portfolio companies can unlock new opportunities for innovation, sustainability, and operational resilience in the maritime industry.

The firm aims to empower its portfolio companies to drive innovation, optimize operations, and deliver value-added solutions that address the evolving needs of the maritime and construction sectors. Through strategic investments in digital technologies and manufacturing capabilities, Zigr seeks to position itself as a leader in the maritime industry's digital transformation journey, creating sustainable growth and competitive advantage for its stakeholders.

# Integrated Digital Shipbuilding (IDS)



# Leveraging Trends in Integrated Digital Shipbuilding (IDS)

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In navigating the evolving landscape of the maritime industry, Zigr recognizes the significance of embracing emerging trends and technologies to drive innovation, enhance operational efficiency, and stay ahead of the competition.

## Integrated Digital Shipbuilding (IDS)

Integrated Digital Shipbuilding (IDS) represents a paradigm shift in the way vessels are designed, engineered, constructed, and maintained. By harnessing the power of digital technologies, such as computer-aided design (CAD), simulation software, virtual reality (VR), and artificial intelligence (AI), IDS enables shipbuilders to streamline workflows, optimize designs, and reduce time-to-market. Zigr will capitalize on IDS by:

- Investing in digital design and engineering tools: Zigr will equip its portfolio companies with state-of-the-art digital design and engineering software to create complex vessel designs, simulate performance scenarios, and validate structural integrity before physical construction begins.
- Implementing digital twin technology: Zigr will leverage digital twin technology to create virtual replicas of vessels, enabling real-time monitoring, predictive maintenance, and performance optimization throughout the lifecycle of the asset.
- Enhancing collaboration and communication: Zigr will promote collaboration among stakeholders, including designers, engineers, shipbuilders, and clients, by utilizing digital platforms and project management tools to facilitate seamless communication and information sharing.

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## Target Requirements:

Companies should be profitable, reputable, and exhibit sound financials:

Identified companies should demonstrate potential for expansion, supported by repeat business and a robust customer base. They typically have strong balance sheets reflecting that the company has acquired substantial investments in heavy equipment, real estate/land, vessels, and other assets etc.

- Minimum Gross Revenue of \$10m Per Year
- Minimum of \$2m EBITDA Per Year
- Minimum of Employees: 15
- Ideal Location: USA however will consider other countries with Port Access & Second Tier Management



## Due Diligence Checklist

- Company Organization Chart & Key Roles with Executive Summaries
- Company List of Services (Specifically the Business Model)
- Company Equipment List of all Company Assets with Values
- Company Concentration Customer List with Percentages & Amounts
- Company Story, History, and Timeline
- Seller's Perspective on Growth
- Competitor Research & Market Position
- Licenses, Permits, Certificates etc.
- Insurance & Bonds
- Legal Liabilities
- Company Digital Assets, KPI's & Site Metrics  
(Website, CRM/Email List, Social Media Profiles, Brand Kits, etc.)

## Required Financial Documents

- 3 to 5 Years of Profit & Loss Statements
- 3 to 5 Years of Balance Sheets
- 3 to 5 Years of Tax Returns
- 2 to 3 Years of Company Bank Statements
- Trailing 12 Months of Financials (Month By Month)
- Current Aging Accounts Payable
- Current Aging Accounts Receivable
- Current and Past Depreciation Schedule
- Schedule of Debts
- General Ledger
- Marine Surveys & Appraisal of Assets



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**A Qualified Purchaser:**

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