



Elegant Exit Company



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Ship Recycling Forum 2022

How does steel making connect to ship scrapping today, and should tomorrow?

CAPT. UDAY YELLAPURKAR

Chairman, Chairman, Founder & Director at the Elegant Exit Company.

Setting The Scene

How Does Steel Making Connect To Ship Scrapping Today



Today, most of the ship breaking steel is re rolled in Asia, not in EU.



Steel is already Circular for years



Remember: this industry pays the ship owners



No yard owner loves to feed mercury filled steel for breakfast to his own workers भाई लोग / بھئی لاگ
Bhai Log



Equally, there's no need to defend the beaching & re rolling industry, as if it were the of work traditional local handicraftsmen

Setting The Scene

How To Start



We must start here to set the scene, by facing the reality, feet on the ground whilst eyes on the horizon.



There's an enormous gap, not in making it happen, but in the very mindsets entrenched & mired, in the language itself.



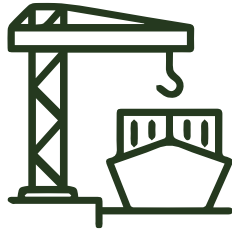
Removing this or that bad actor is not going to be the silver bullet



Setting The Scene

Ships – Yard – Steel

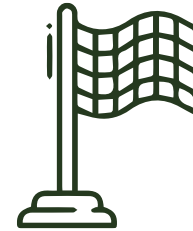
Today the ships-yard-steel don't connect well



Too many yards, often without ships



Every extra dollar a seller of the ships demands squeezes it out the yard's & workers' pockets



It's a race to the bottom

Setting The Scene

Why Don't Steel Plants Buy Senior Ships?

Well, why don't Shipowners put up steel plants?



Reverse factoring is the key



There's an unbelievable opportunity for banks and VCs

Setting The Scene

Ships – Yard – Steel



Steel plant is the customer



Yards are the kitchen

**Reliable & Resilient
Ship/Scrap Supply Is A Must**

Setting The Scene

Pre-planning Is Required



Ships have no expiry date

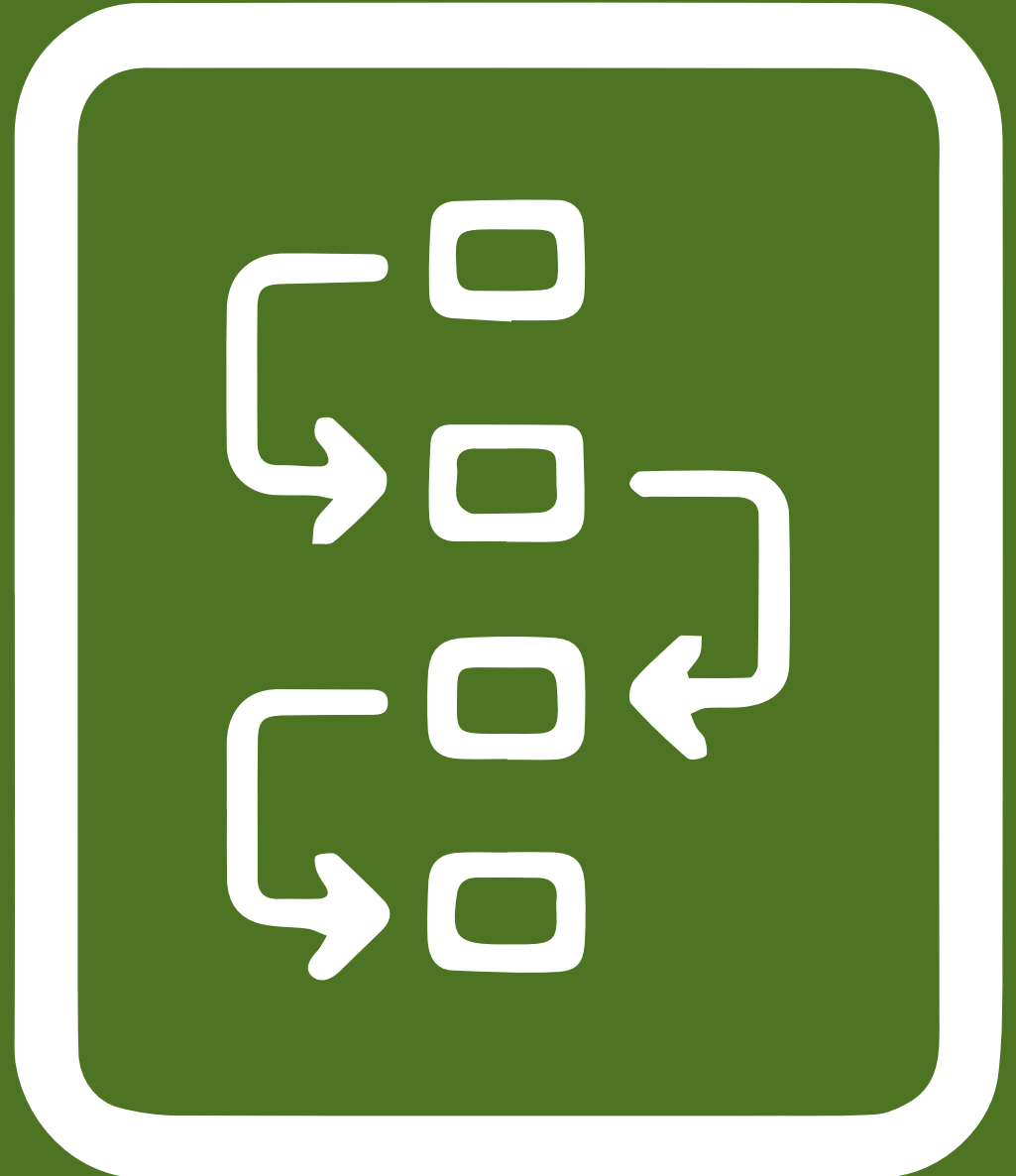
- Its a function of freight & new buildings



No euthanasia either



Just recently Ancient Box ships were dragged from halfway down the graves





Setting The Scene

The First Lesson



Chinese yard in Joint Venture with a Steel Major and a Mr Shipowner (100 ships)



The escalator: "No! You see what happens when you do that!"



The Chinese bosses said: "See we broke our leg, we stick to repairs and newbuildings."



Regarding regulations: "The same pen that signs to lift the ban can again ban"

Setting The Scene

What It Taught Me

Such facilities need



A holistic niche at dedicated places



Industry and law makers committed
single-mindedly to make it happen

Like right here in United Arab Emirates!



Setting The Scene

You Need A Reliable And Resilient Supply Chain



Logistics and warehousing



Safe anchorage as an elephants graveyard

Setting The Scene

Steel Plants Are At The Center Of It



Steel Plants are capable and can do the needful

Some majors engaged with us, already have emissions commitments that need millions of tons of scrap

Steel plants need specific data to start planning

Setting The Scene

Shipowners Need To Engage



Not in another round of Oxford debates, but with GA Plans & Hazmats



Delays create chicken and the egg, adds to the risks



No shipowner of size can be expected to focus on EOL instead of its core business



Segments in shipping closer to the man on the street, have the privilege to be the first movers because they are most sensitive to public image

Remember: Listen To The Customer! (Steel Plants)



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Thank You!