# SIGNAL™ OCEAN

Semiramis Assimakopoulou, Chartering Officer & VP Sales,
The Signal Group

# THE SIGNAL GROUP

The Signal Group encompasses commercial ship management activities with a focus on technology.

Within The Signal Group there are three main parts:

## SIGNAL™ MARITIME

The commercial management arm with a focus on sustainable, responsive, high performance service within Spot Chartering and Pool Management

*Signal Maritime Services, Signal Maritime Aframax Pool*

## SIGNAL™ OCEAN

The technology arm which develops solutions to enhance commercial shipping performance

## SIGNAL™ VENTURES

The strategic investment arm of Signal Group which focuses on relevant, complementary services and technology

*OilX, Signal Maritime Box, Entrepreneurs-in-Residence*

SIGNAL™

# 2021 Tanker Market Update

Spot Market Focus

Semiramis Assimakopoulou, Chartering Officer & VP Sales, The Signal Group

# Agenda

- ➔ Freight Market
  - ◆ Crude Vs Product
- ➔ Demand
  - ◆ Cargo Flows
- ➔ Supply
  - ◆ Tonnage point in time
  - ◆ Port Congestions
  - ◆ Vessel Speeds

# Freight Market Rates

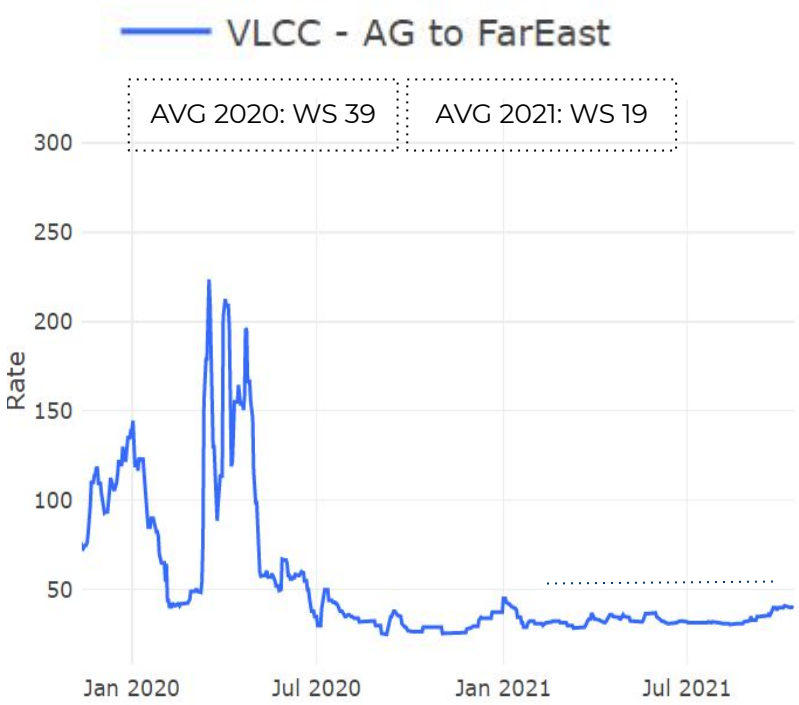
## WS Volatility - Crude

# Crude Tanker - WS Spot Rates

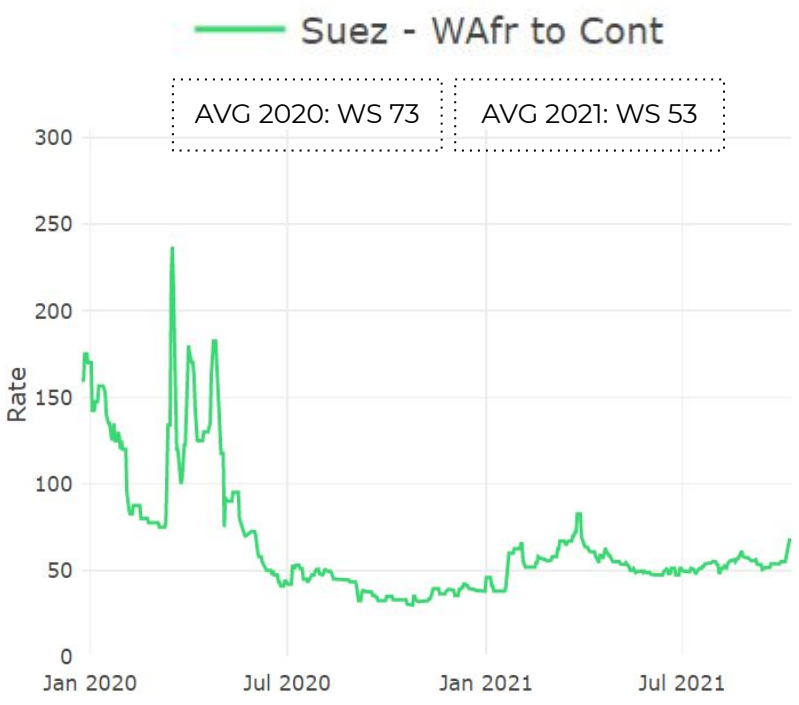
4 Q 21 | Signs of Upward Trend for Suezmax - Aframax



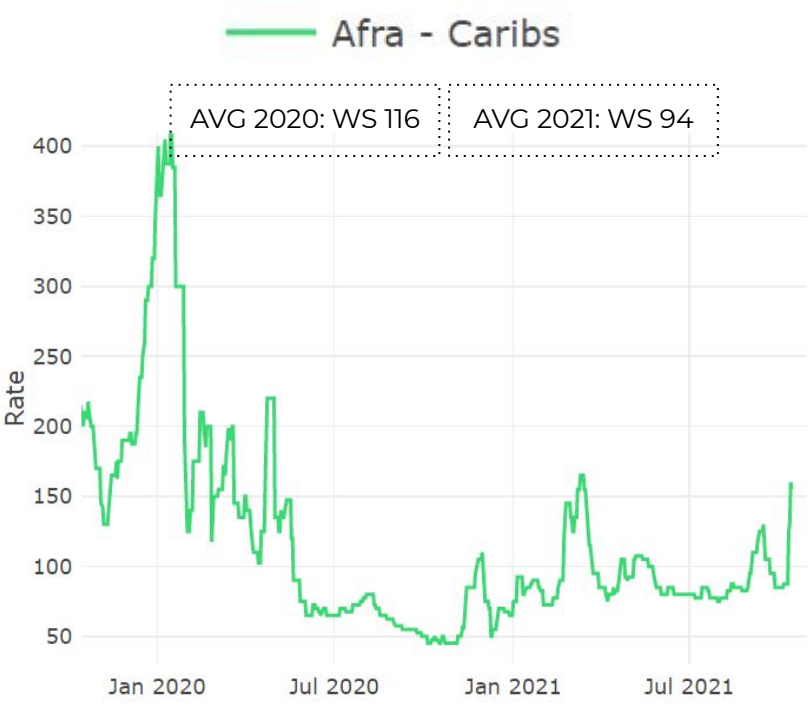
## VLCC




## Suezmax




## Aframax



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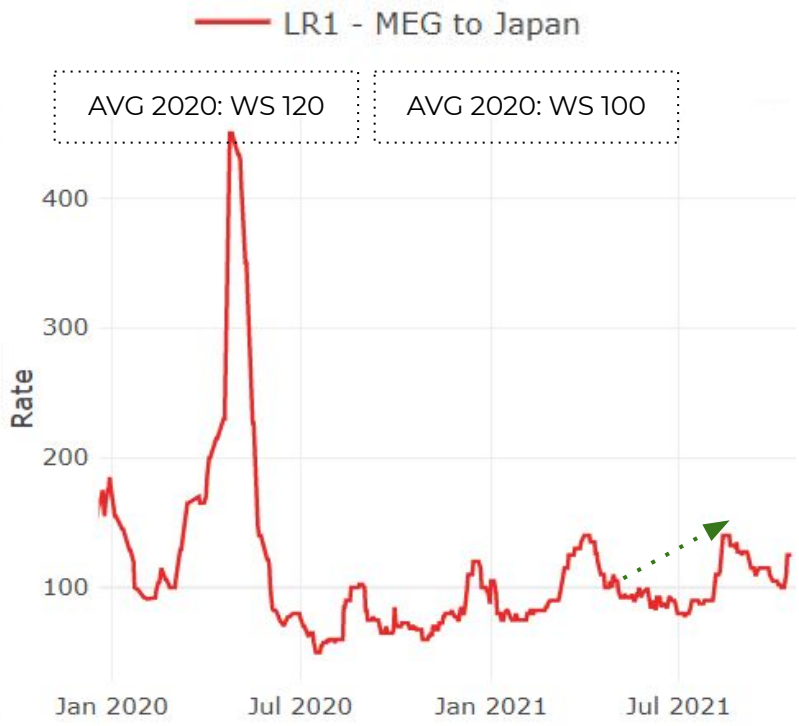
# Product Tanker - WS Spot Rates

4 Q 21 | Signs of Upward Trend for LR2 & MR



## LR2

## LR1




## MR

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# Demand Trends

## Cargo Flows - Cargo Count

## Cargo Flows

- ➔ Seaborne Crude

  2019-2020-2021

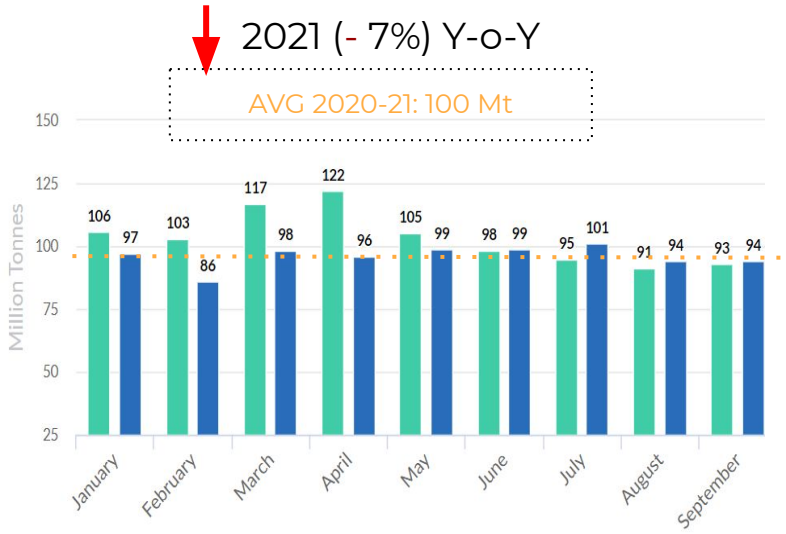
# Monthly Export Volumes Mt - Crude

2020 2021

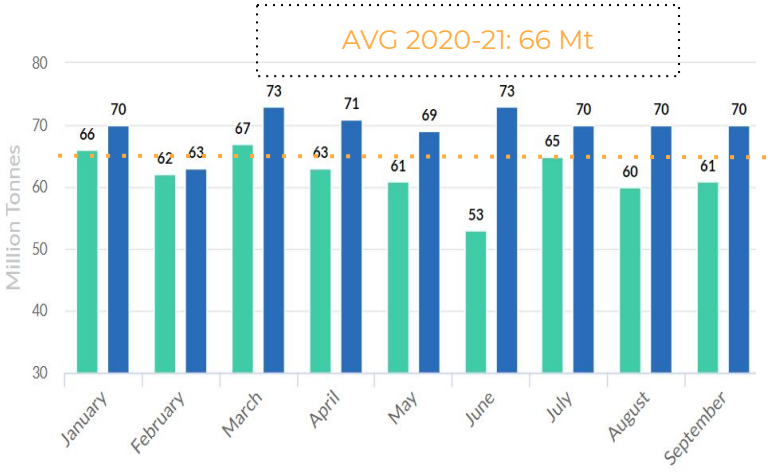
**2021 Vs 2020 = steady monthly decline of VLCC seaborne shipments**

## VLCC

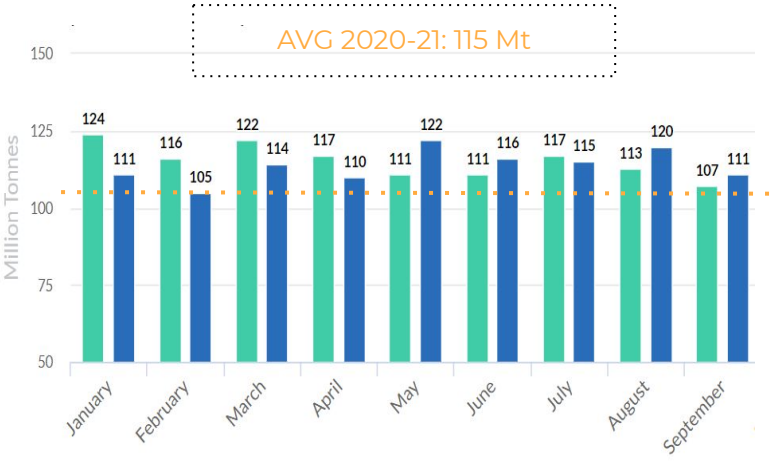
2021 (- 7%) Y-o-Y



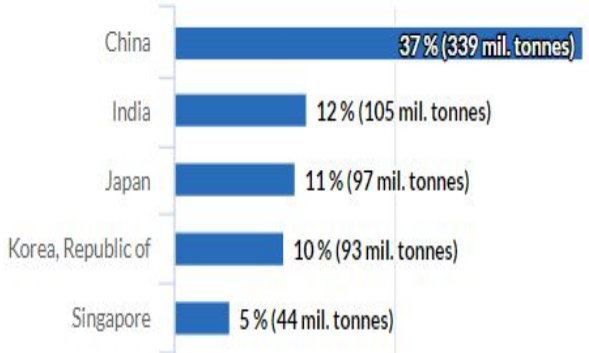

## Suezmax

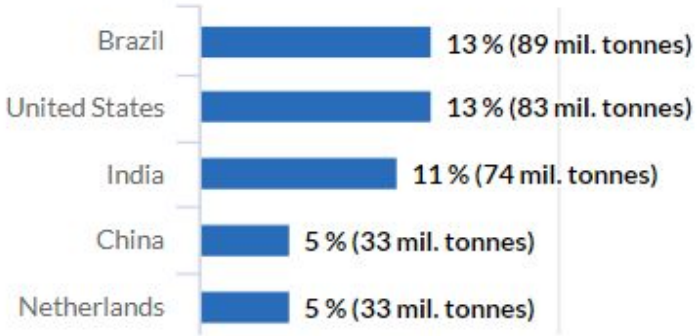


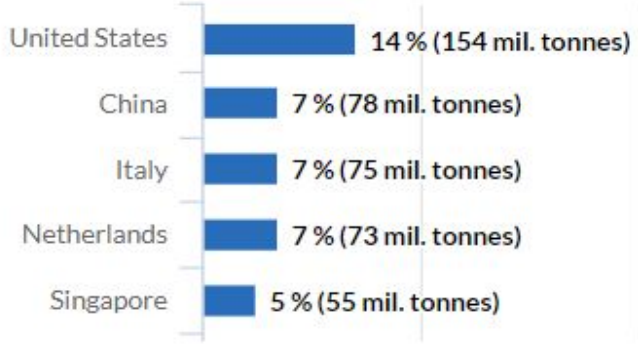

## Aframax




## % of Total | Import Destinations



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# Monthly Export Volumes Mt - Product

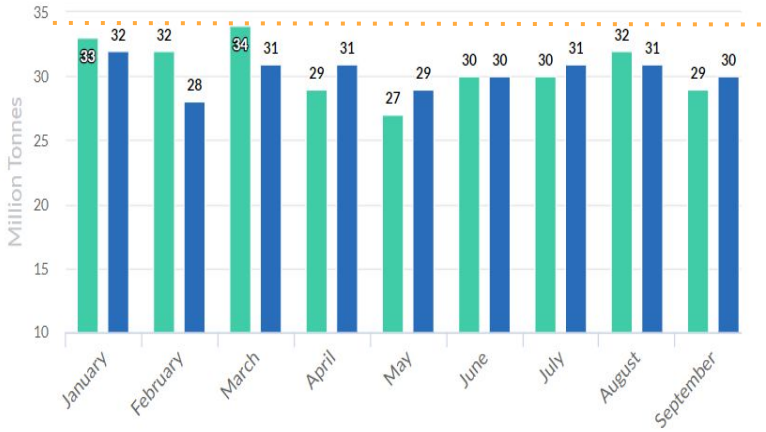
2020 2021

**2021 Vs 2020 = steady monthly decline of VLCC seaborne shipments**

## Panamax

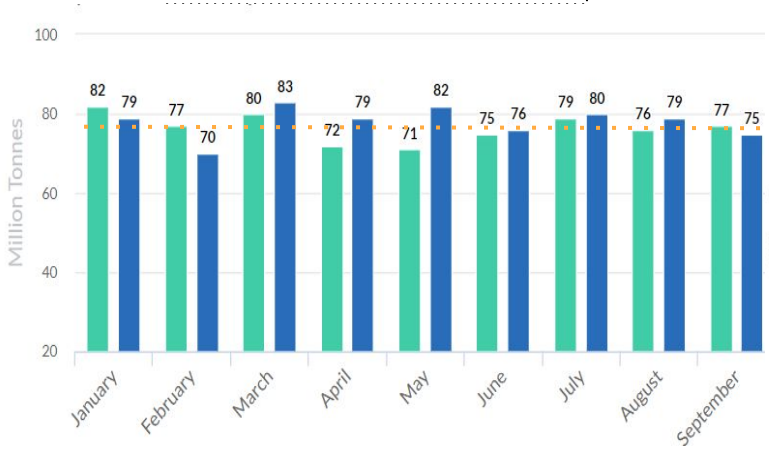
2021 (- 19%) Y-o-Y

AVG 2020-21: 34 Mt



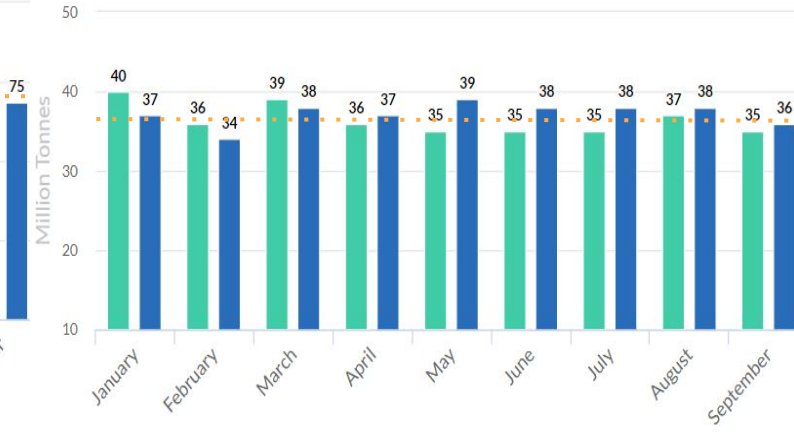

## MR 2

AVG 2020-21: 77 Mt

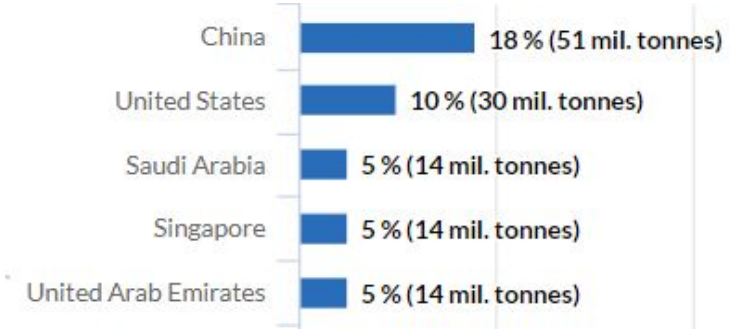


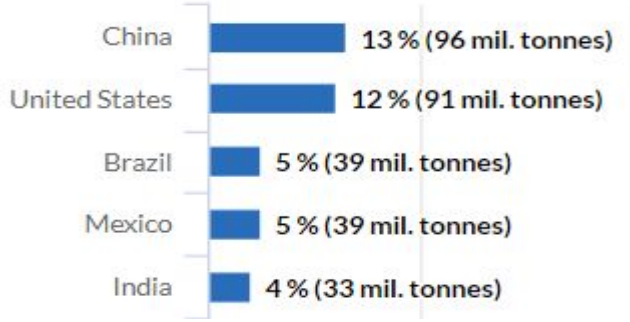

## MR 1

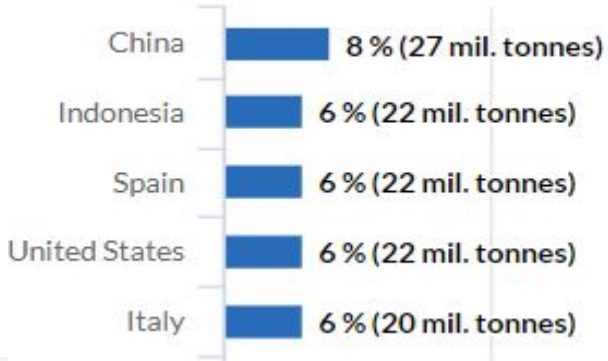
AVG 2020-21: 37Mt




## % of Total | Import Destinations



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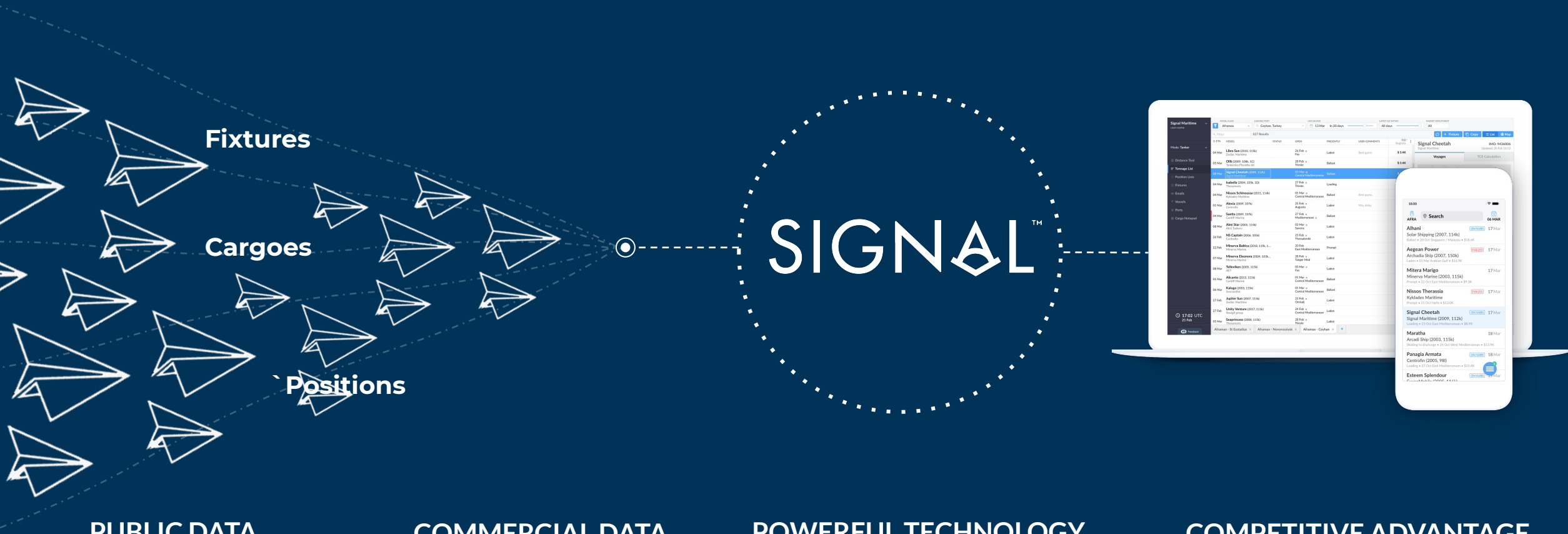
## Cargo Count, Load Area AG, VLCC Dirty

# Cargo Count, Load Area AG, MR2 Clean

# Supply Trends

## Tonnage list point in time

# How does it work?




## PUBLIC DATA

The Signal Ocean Platform **processes** AIS, public domain information and own proprietary data to create accurate voyages

## COMMERCIAL DATA

Shipping companies provide fixture reports, tonnage lists and private market information into their own, dedicated vault

## POWERFUL TECHNOLOGY

The Signal Ocean Platform processes public and private commercial data to turn it into a single, private commercial view

## COMPETITIVE ADVANTAGE

The engine produces highly accurate vessel commercial availability and voyage forecasting. It provides clients AI tools to enrich their market views and competitive positioning

Vessel Class: VLCC | 200 - 550 kt
Basis Port: Ras Tanura, Saudi Arabia
ETA: Next 20 days
Latest AIS: 5 days ago
Market Deployment: Relet, Spot
Show Vessels: All
Availability State: Available

+ Add filter

Find | 104 Vessels (75 Pushed) | + Fixture | Export List | List | Map

| ETA | VESSEL | STATE | OPEN | PUS... | VO... | RECENT COMM... | $CO_2$ | TCE 09 Nov \| Ningbo |
|---|---|---|---|---|---|---|---|---|
| 18 Oct | **Uzor** (2001, 305k) Embiricos Group | | 17 Oct Arabian G... | | Ballast Unfi... | | 12.3 kt | -$ 4.1K |
| 21 Oct | **New Pioneer** (2010, 297k) Associated Maritime | | 20 Oct Arabian G... | TL(1) | Ballast Unfi... | | 10.1 kt | -$ 2.3K |
| | **Princess Alexia** (2004, 306k) Hellenic Tankers | | 20 Oct Arabian G... | TL(2) | Ballast Unfi... | | 17.8 kt | -$ 5.9K |
| | **New Inspiration** (2002, 298k) New Shipping | | 20 Oct Arabian G... | | Ballast Unfi... | | 18.0 kt | -$ 5.3K |
| | **City Of Tokyo** (2004, 303k) Hellenic Tankers | | 20 Oct Arabian G... | TL(2) | Ballast Unfi... | | 16.8 kt | -$ 5.2K |
| | **Ithaki** (2011, 299k) Dynacom Tankers | | 20 Oct Arabian G... | TL(3) | Ballast Unfi... | | N/A | $ N/A |
| | **Good News** (2002, 319k) New Shipping | | 20 Oct Arabian G... | TL(1) | Ballast Unfi... | | 11.0 kt | -$ 2.9K |
| | **New Giant** (2016, 319k) New Shipping | | 20 Oct Arabian G... | TL(3) | Ballast Unfi... | | N/A | $ N/A |
| | **New Naxos** (2003, 299k) New Shipping | | 20 Oct Arabian G... | | Ballast Unfi... | | 20.6 kt | -$ 6.3K |
| | **Princess Mary** (2004, 306k) Hellenic Tankers | | 20 Oct Arabian G... | TL(2) | Ballast Unfi... | | 7.3 kt | $ 3.8K |
| | **Dalian** (2013, 299k) Dynacom Tankers | | 20 Oct Arabian G... | | Ballast Unfi... | | 8.8 kt | -$ 0.7K |

## Summary

SUPPLY TREND (updated daily at 12:00 UTC)

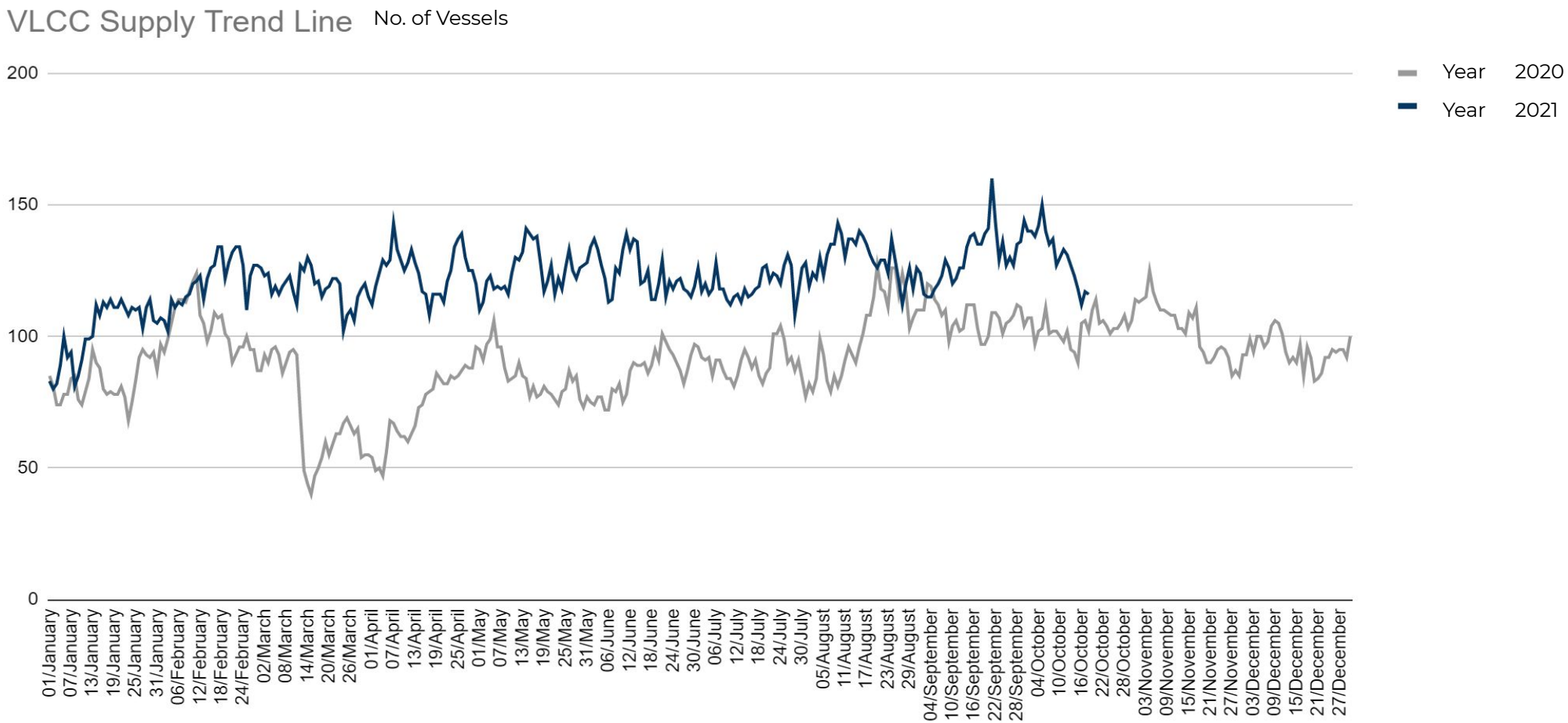
| | |
|---|---|
| TOTAL VESSELS | 104 |
| PUSHED VESSELS | 75 |

VOYAGE STATE

| | |
|---|---|
| Ballast Unfixed | 79 |
| Discharging | 7 |
| Waiting To Discharge | 2 |
| Laden | 10 |

## Tonnage list view: VLCC Dirty Signs of Upward Trend - 4 Q 21

Ras tanura, spot, relet, exclud subs, 20 days laycan



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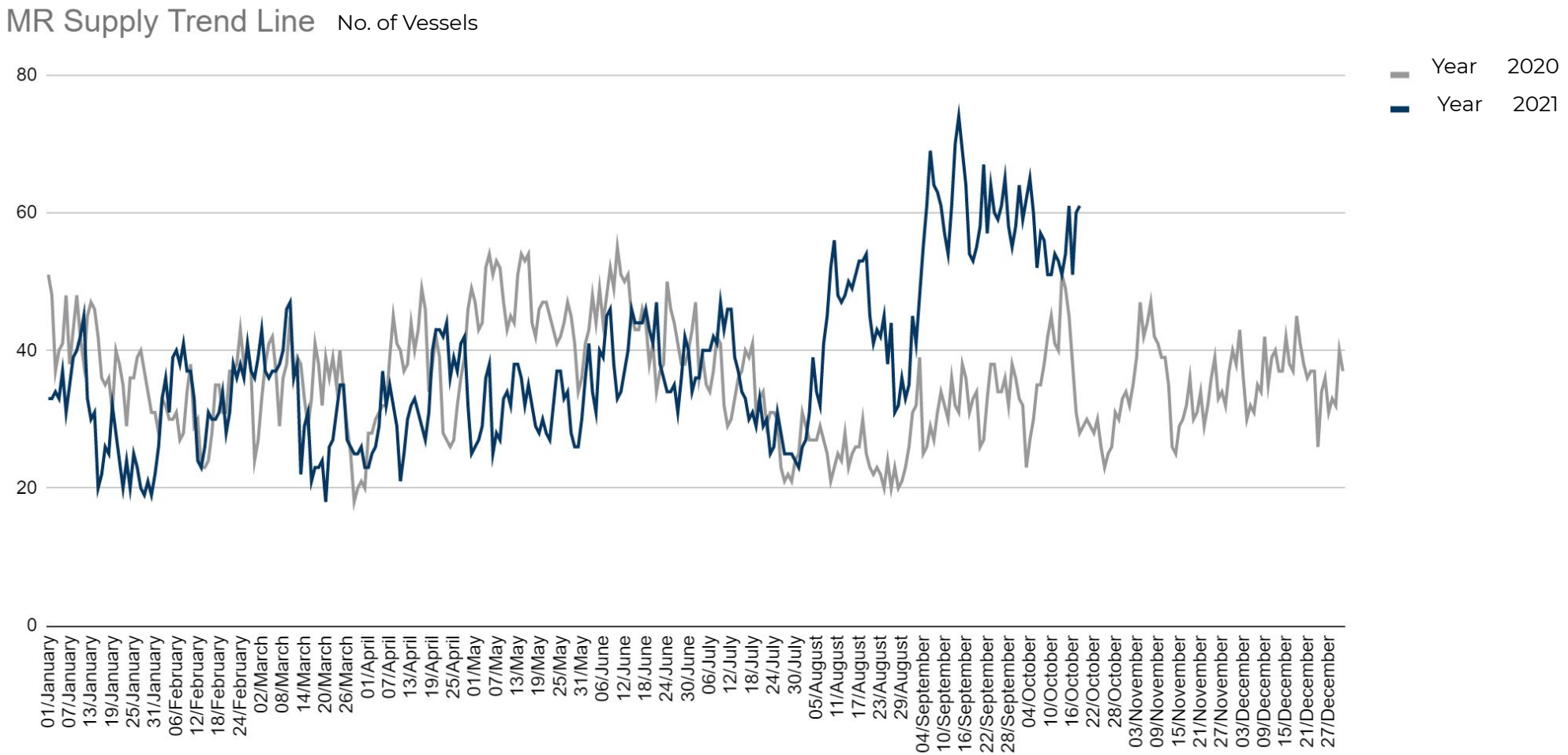
## Ballasters' View: MR2 Clean Signs of Upward Trend - 4 Q 21

Rotterdam, spot, relet, excl. subs, 8 days laycan, trading clean



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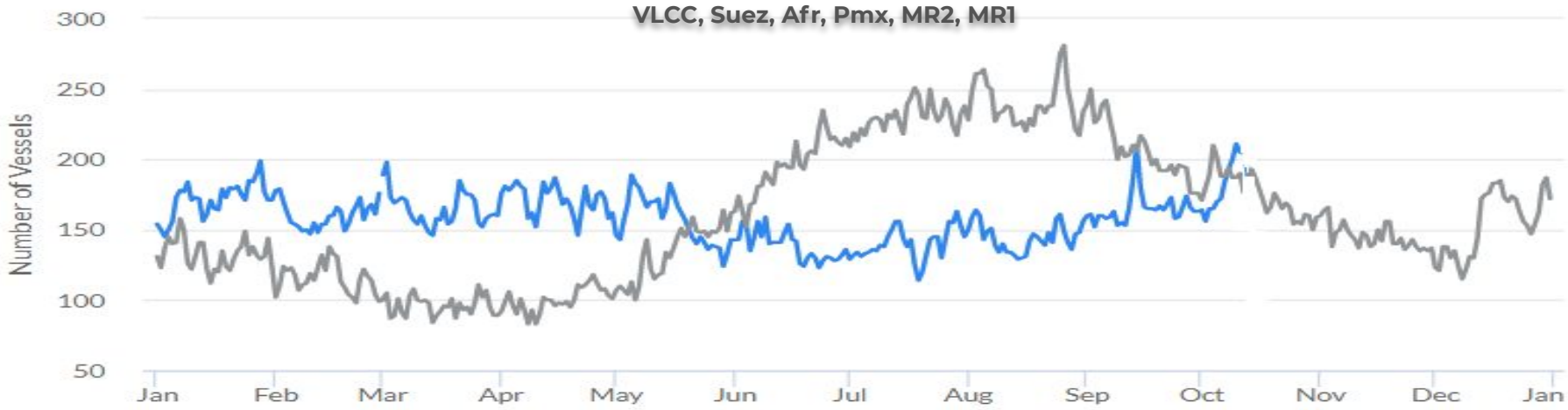
# Port Congestion

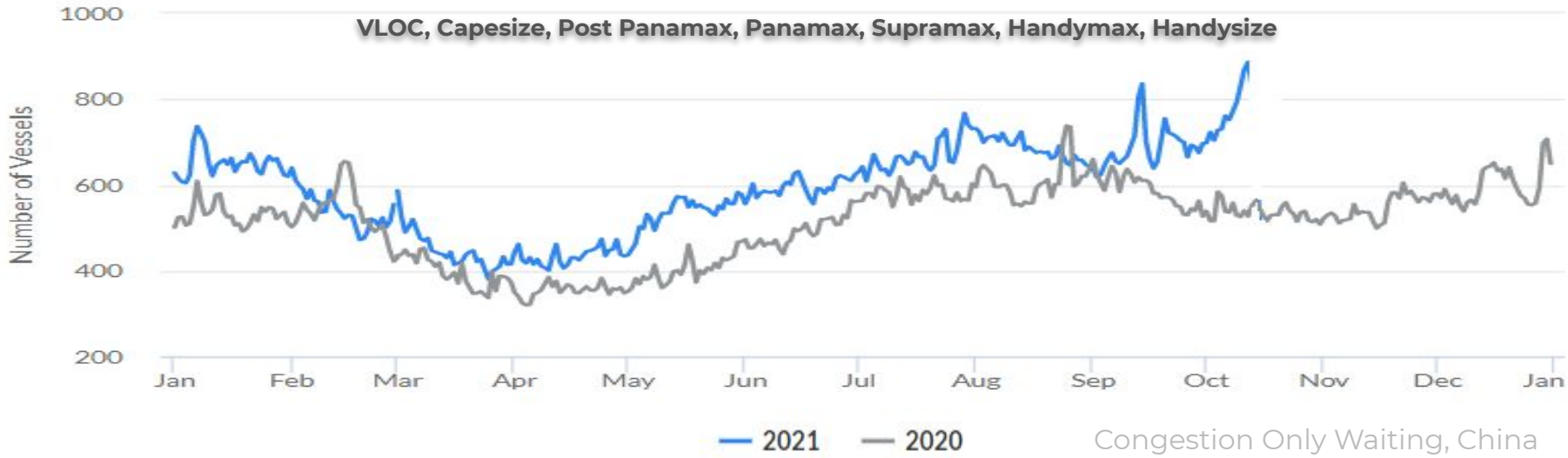
## Number of Vessels Waiting - China

# Port Congestion for Tankers amid high levels of Dry Bulk Congested Ships

**Tanker**




**Dry Bulk Ships**



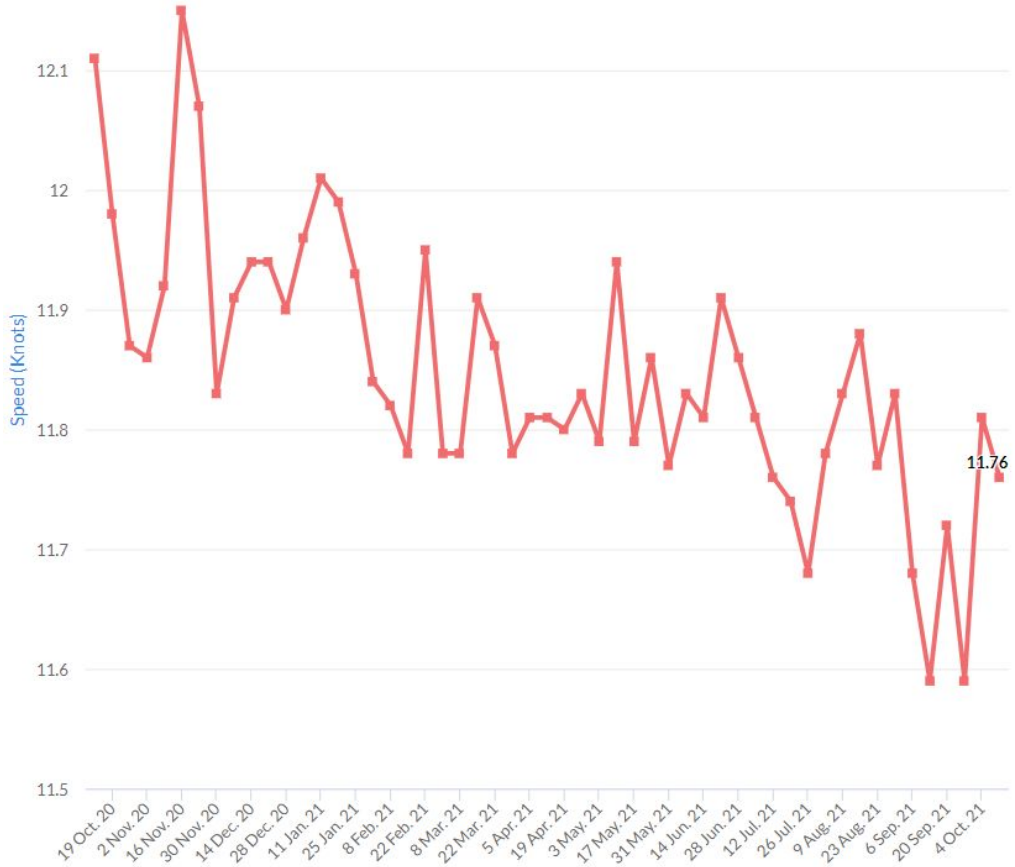

Congestion Only Waiting, China

# Vessels Speed

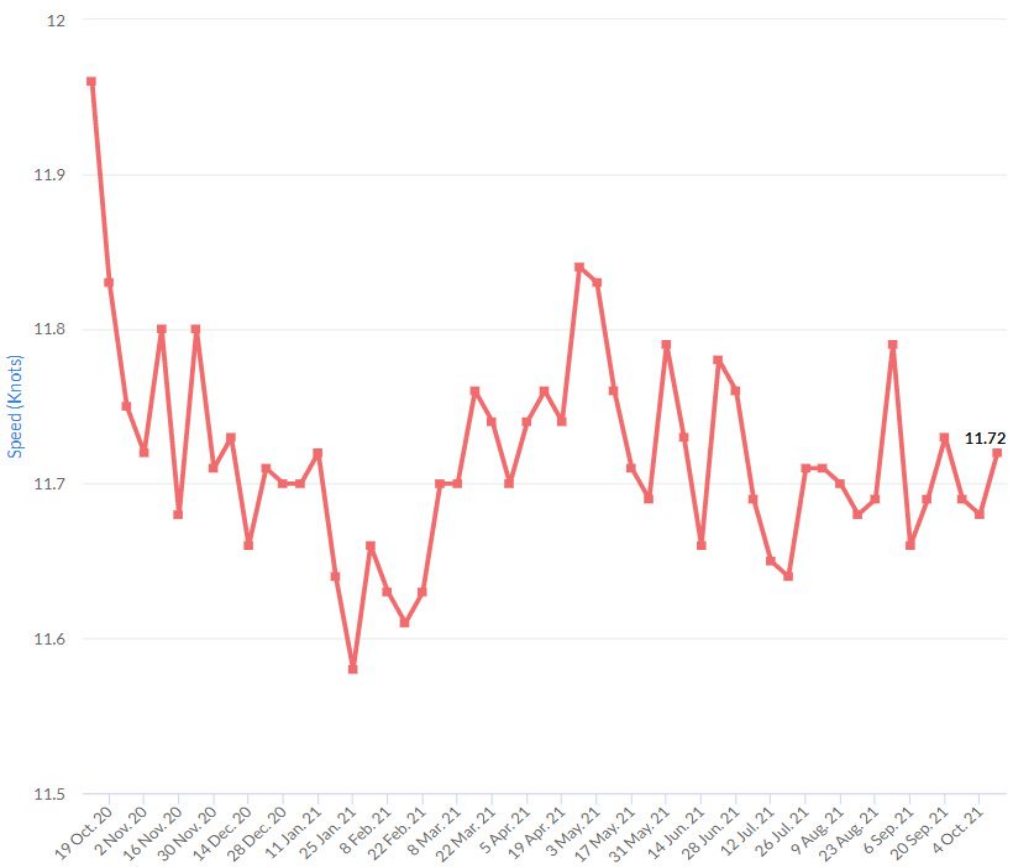
Trends over time across Ship Sizes

# Laden Vessel Speed: VLCC at same pace with MR, but with a downward trend

## VLCC




## MR2



# CO2 Emissions

## Triangulation

# CO2: Commercial Trading Partners / Triangulation

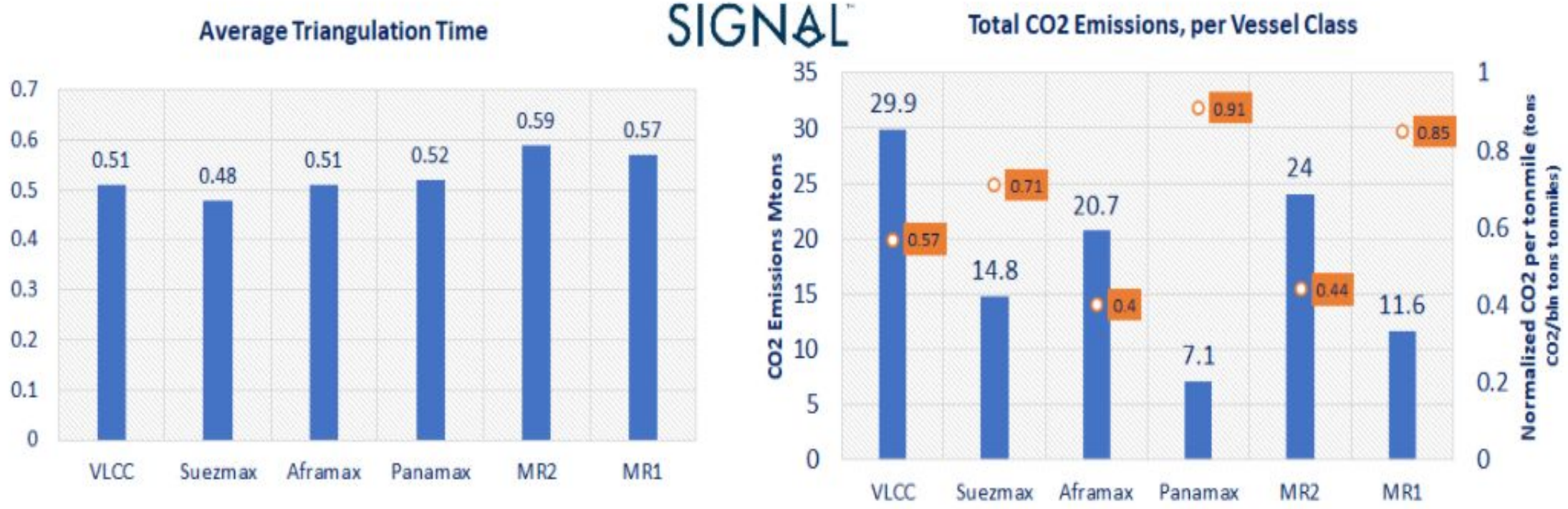
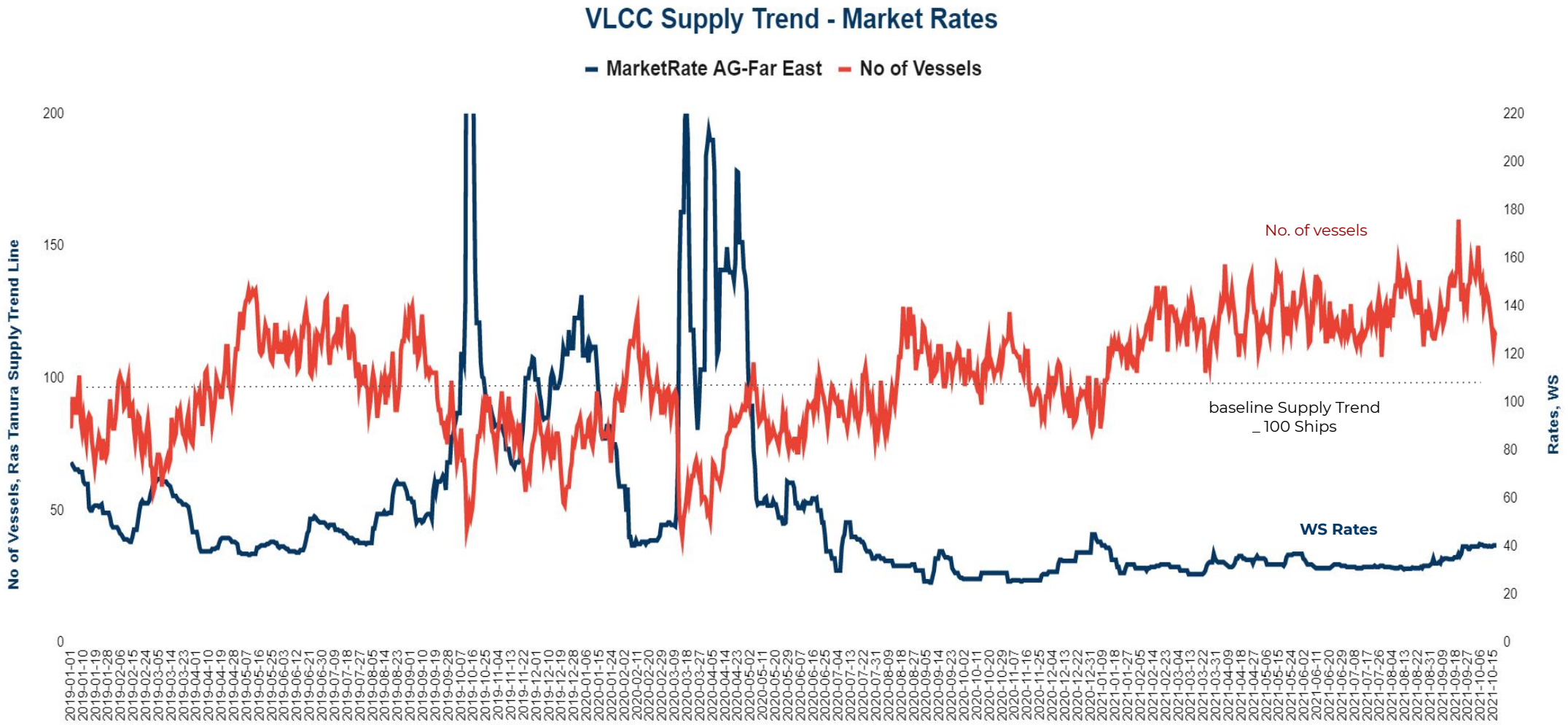



Chart 2&3:Average Triangulation Time and CO2 emissions per vessel class. Signal Ocean Platform data.

# Market Prospects

## Supply Trend Line

# Average Supply Trend Line < 100 Ships for Crude Freight rates to start increasing momentum



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# Thank you

The Signal Group

October 2021