

AN ANALYSIS OF TANKER AND BULKER TON MILE DEMAND

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TOPICS



1. A short introduction to VesselsValue
2. What is ton mile demand?
3. How do we calculate it?
4. What does it tell us about the market for tankers and bulkers?

INTRODUCTION TO VESSELSVALUE

The Online Shipping & Offshore Market Intelligence and Valuation Service

INTRODUCTION TO VESSELSVALUE



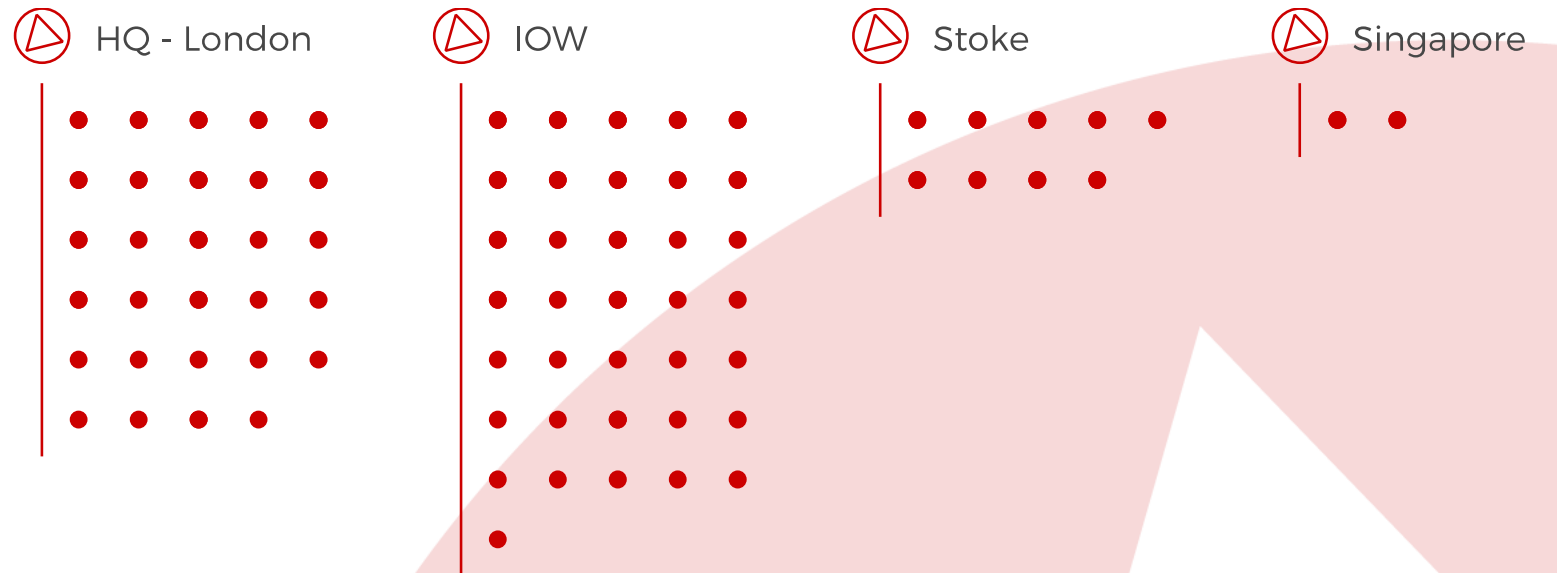
ESTABLISHED
2010

OFFICES

London (HQ),
Isle of Wight (Data),
Stoke (Coders),
Singapore (Rep)

PEOPLE

85 (from 4 in 2010)



INTRODUCTION TO VESSELSVALUE



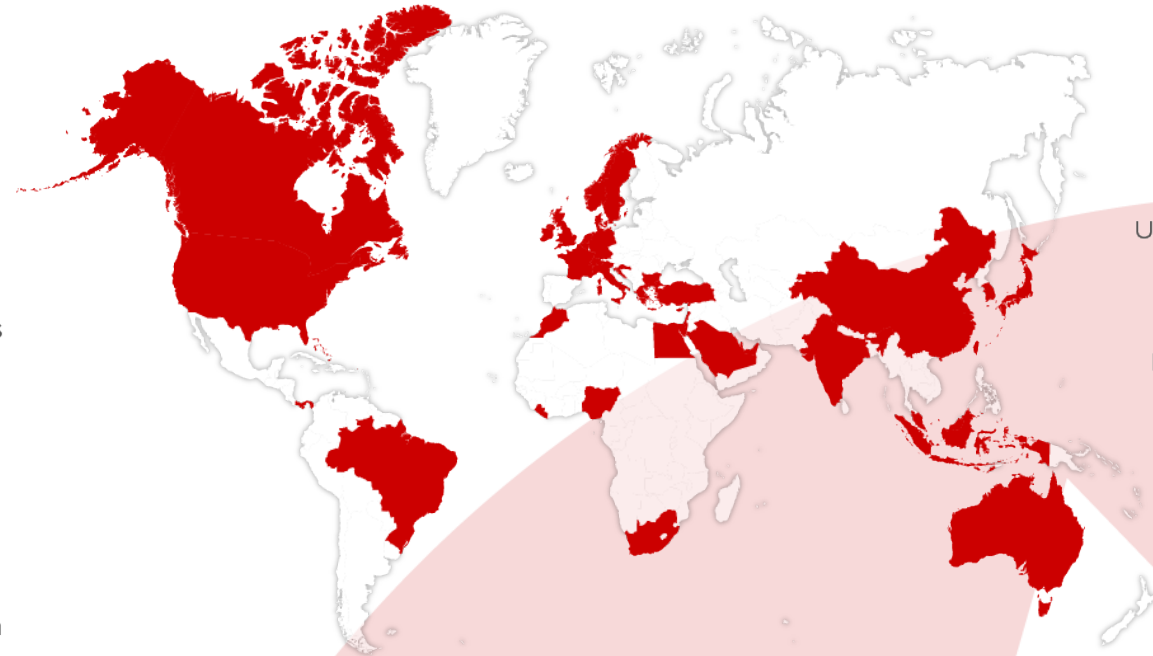
CLIENTS

750 logins,
360 companies,
48 countries

CLIENT TYPES

Banks, Owners, Funds,
Governments,
Regulators, Lawyers

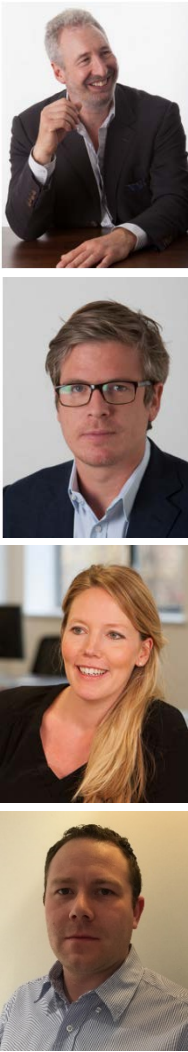
Morocco
Gibraltar
Croatia
Bulgaria
Turkey
Egypt
Lebanon
Ireland
UK
Italy
Belgium
Netherlands
Denmark
Norway
Monaco
Switzerland
Sweden
India
China
Hong Kong
South Korea
Japan
Marshall Islands



Greece
Singapore
Indonesia
Cyprus
Israel
Qatar
Dubai
Saudi Arabia
United Arab Emirates
Abu Dhabi
Australia
Taiwan
British Virgin Islands
Canada
Bahamas
USA
Panama
Brazil
France
Liberia
Nigeria
Germany
South Africa

KEY STAFF

Board



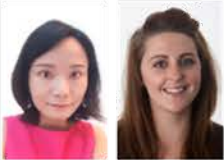
London



Isle of Wight



Singapore



Consultants



Stoke



WHAT IS TON MILE DEMAND



Laden distance travelled

X

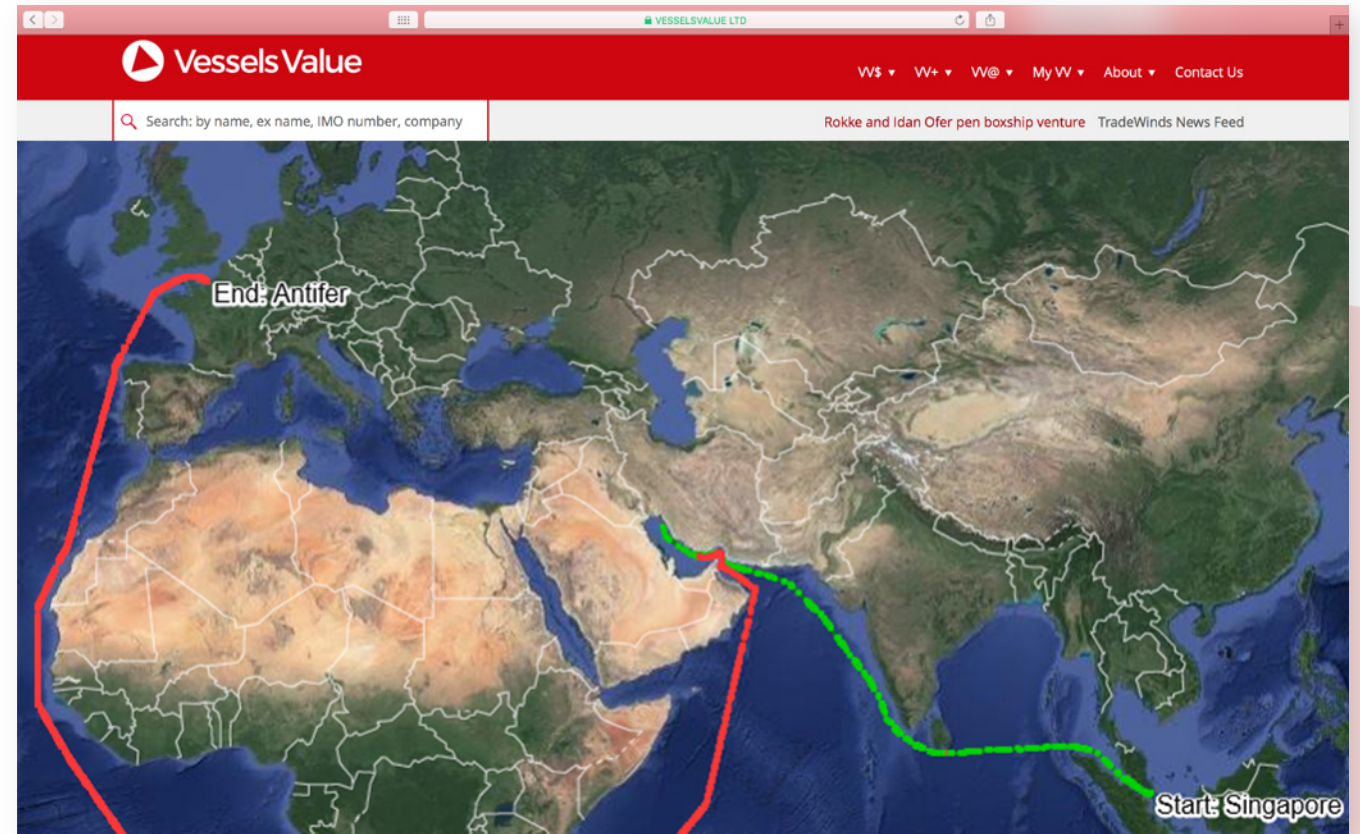
Amount of cargo carried
for every vessel in the fleet

DISTANCE TRAVELLED

Identify vessel JOURNEYS

A journey is

- Picking up cargo
- Dropping off cargo



● Laden ● Ballast

A VESSEL'S JOURNEYS

Alexander the Great Ex New Paradise

Type VLCC DH DWT 298,000 BLT Mar 2010 **Universal**  Age 6.79 years Status Live

 **Crude Carriers Corp**  Greece

 **ALEXANDER THE GREAT CARRIERS**

Tue 10 Jan 2017 

Historical ⁱ

[Overview](#) | [Stoppages](#) | [Journeys](#) | [Probable Events](#) | [Captain's Reports](#)

All information subject to the [Terms](#) and the [Disclaimer](#)

Journeys 67

Laden / Ballast	Start	Duration	 From	End	 To	Distance Travelled	No. Stops	Uway Calc Avg Speed	Last Stoppage Activity	Map
	4 Jan 17 08:56	18d 4h	 Antifer	22 Jan 17 13:36	 Jose Petrotermi	4,121 NM	2	12.8 kts	-	More
	11 Nov 16 18:20	1m 23d 14h	 Singapore	4 Jan 17 08:56	 Antifer	15,313 NM	3	13.4 kts	Full Discharge	More
	4 Nov 16 06:46	7d 9h	 Tanjung Bin	11 Nov 16 15:49	 Singapore	76 NM	3	10.0 kts	-	More
	19 Sep 16 11:23	1m 15d 16h	 Frederikshavn	4 Nov 16 03:48	 Tanjung Bin	12,488 NM	1	13.1 kts	-	More
	23 Aug 16 14:52	26d 20h	 Antifer	19 Sep 16 11:23	 Frederikshavn	2,631 NM	6	13.0 kts	Full Load	More
	28 Jul 16 04:19	26d 10h	 Ras Tanura	23 Aug 16 14:52	 Antifer	6,611 NM	3	12.3 kts	Full Discharge	More
	10 Jul 16 10:47	17d 17h	 Cochin	28 Jul 16 04:19	 Ras Tanura	1,971 NM	3	12.1 kts	Full Load	More
	5 Jun 16 15:42	1m 4d 19h	 Qua Iboe	10 Jul 16 10:47	 Cochin	7,009 NM	2	12.1 kts	Full Discharge	More
	21 Apr 16 23:39	1m 14d 16h	 Kin Nakagusuku	5 Jun 16 15:42	 Qua Iboe	10,838 NM	3	12.9 kts	Full Load	More
	30 Mar 16 14:46	22d 8h	 Ras Tanura	21 Apr 16 23:39	 Kin Nakagusuku	5,947 NM	3	12.4 kts	Full Discharge	More
	9 Mar 16 05:03	21d 9h	 Tanjung Bin	30 Mar 16 14:46	 Ras Tanura	3,865 NM	3	12.6 kts	Full Load	More

IDENTIFYING JOURNEYS

Not so easy, many complications:

Issue

- AIS draft reporting not good enough to accurately identify laden/ballast status

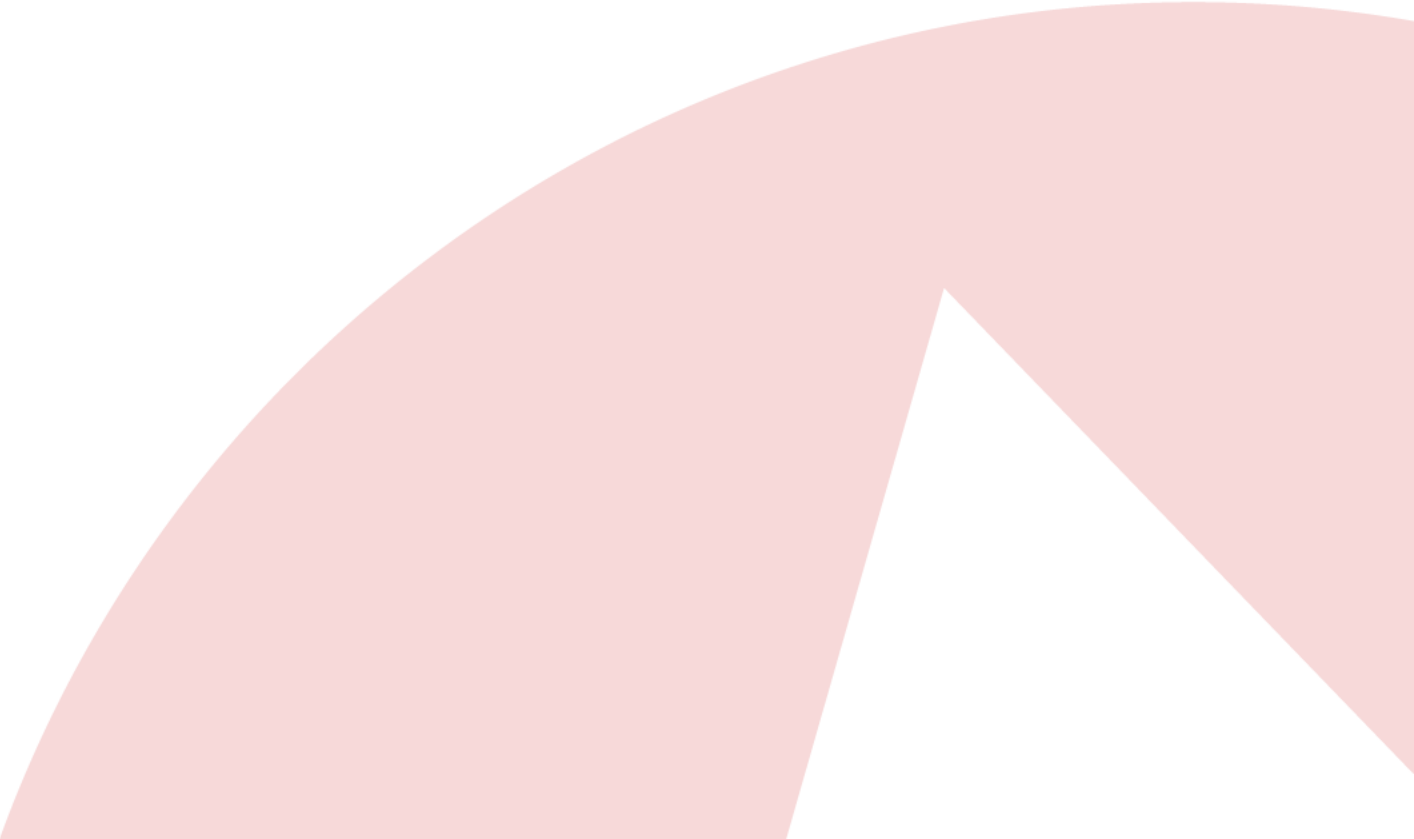
Resolution

- Use **stoppages** + load/discharge port data + clever algorithms

STOPPAGES

Identifying cargo related **stoppages** critical but not easy

Complications from Stopping for:

- Bunkering
 - Surveys
 - Drydocking
 - Waiting / idling
 - Multiple discharges
 - Transhipments
- 

STOPPAGES

Drydock

Start	End	Duration		Location
13 Mar 2015 09:52	22 Mar 2015 02:56	8d 17h		Yard: Keppel Fels, Singapore

Idle / layup

Idle / laid up for days

Start	End	Duration		Location
18 Jul 2016 05:28	24 Jul 2016 18:37	6d 13h		Anchorage: Fujairah, Khor Fakkan
13 Aug 2015 06:46	20 Aug 2015 15:38	7d 8h		Anchorage: Singapore
24 Sep 2014 06:44	1 Oct 2014 18:50	7d 12h		Anchorage: Fujairah, Khor Fakkan

In Bunkering Zone ⁱ

In bunkering zone for days

Start	End	Duration	 Location	 Journey From	 Journey To	Distance Travelled Since Previous
9 Nov 2016 13:01	10 Nov 2016 01:54	12h	 Anchorage: Singapore	 Tanjung Bin	 Singapore	42,376 NM
17 Jan 2016 19:25	18 Jan 2016 00:25	5h	 Anchorage: Europoort, Rotterdam, M	 Europoort	 Europoort	69 NM
15 Jan 2016 10:33	15 Jan 2016 20:06	9h	 Anchorage: Rotterdam, Maasvlakte	 Antifer	 Europoort	10,330 NM

Floating Storage

STOPPAGES

Stoppages 180

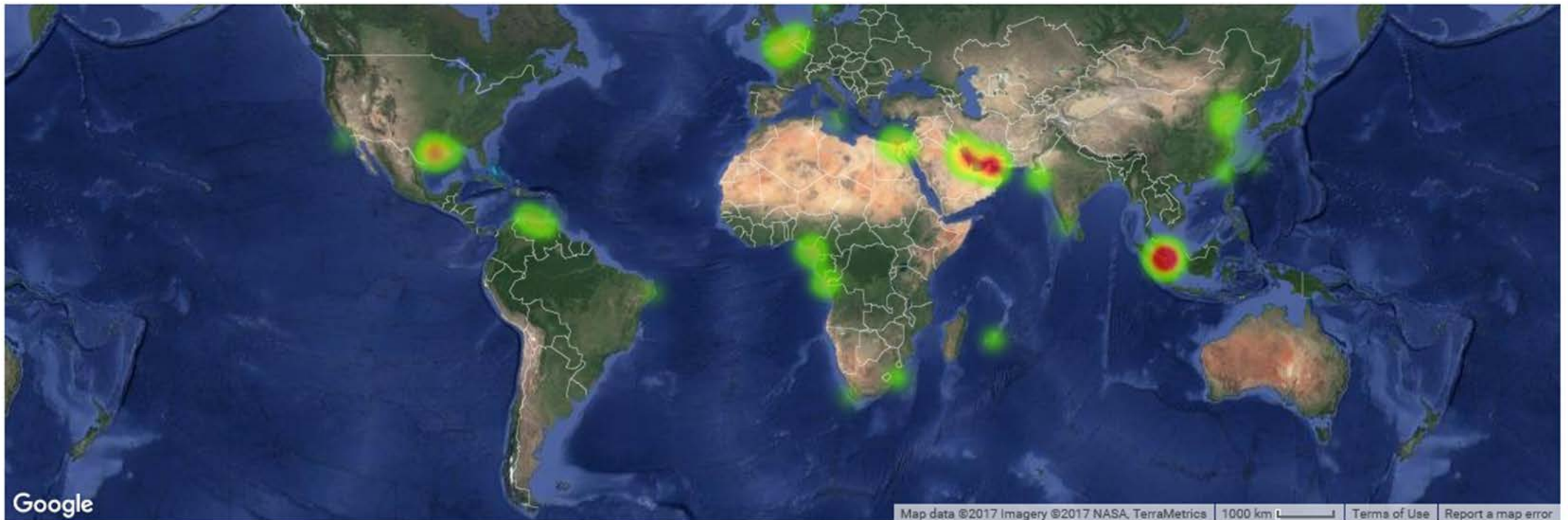
Algorithm driven

First Position Time	Last Position Time	Duration	 Location	Polygon Type	Draft Change	Status (Best Guess)	Since Prev Stop	Travelled Since Prev Stop
8 Jan 2017 15:21	9 Jan 2017 07:39	16h	 Flushing	Port	-	Idle (12h)	16h	212.1 NM
4 Jan 2017 08:56	7 Jan 2017 22:27	3d 13h	 Antifer	Port	-	Full Discharge	2h	17.3 NM
3 Jan 2017 14:31	4 Jan 2017 06:50	16h	 Le Havre	Anchorage	-	Waiting to Discharge	27d 16h	8,734.9 NM
28 Nov 2016 11:54	29 Nov 2016 10:27	22h	 Khor Fakkan	Anchorage	-	Idle (12h)	15d 20h	4,360.7 NM
11 Nov 2016 15:49	12 Nov 2016 14:57	23h	 Singapore	Anchorage	-	Full Load	1h	7.0 NM
10 Nov 2016 03:08	11 Nov 2016 14:43	1d 11h	 Singapore	Port	-	Idle (1d)	1h	8.3 NM
9 Nov 2016 13:01	10 Nov 2016 01:54	12h	 Singapore	Anchorage	-	In Bunkering Zone	4h	47.0 NM
4 Nov 2016 06:46	9 Nov 2016 08:38	5d 1h	 Tanjung Bin	Anchorage	Discharged	Full Discharge	≤1h	0.0 NM
19 Sep 2016 11:23	24 Sep 2016 23:46	5d 12h	 Frederikshavn	Anchorage	Loaded	Full Load	2d 16h	832.9 NM
13 Sep 2016 15:57	16 Sep 2016 19:18	3d 3h	 Muuga Harbour	Port	Loaded	Part Load at Port	7d 3h	1,564.3 NM
2 Sep 2016 08:23	6 Sep 2016 12:08	4d 3h	 Portland	Anchorage	-	Idle (3d)	6h	65.1 NM
29 Aug 2016 14:13	2 Sep 2016 01:53	3d 11h	 Southampton	Anchorage	-	Idle (3d)	2h	24.1 NM
27 Aug 2016 20:13	29 Aug 2016 11:25	1d 15h	 Fawley	Port	Discharged	Part Discharge at Po	3h	28.6 NM
26 Aug 2016 13:27	27 Aug 2016 16:42	1d 3h	 Southampton	Anchorage	-	Idle (1d)	7h	78.6 NM
23 Aug 2016 14:52	26 Aug 2016 06:03	2d 15h	 Antifer	Port	Discharged	Full Discharge	10d 7h	3,035.1 NM
13 Aug 2016 07:17	13 Aug 2016 07:31	≤1h	 Sidi Kerir	Port	Loaded	Awaiting Transit	2d 6h	287.5 NM

VESSEL HEATMAP

Stoppage Heatmap

All stoppages between and



TON MILE DEMAND BY VESSEL

Alexander the Great Ex New Paradise

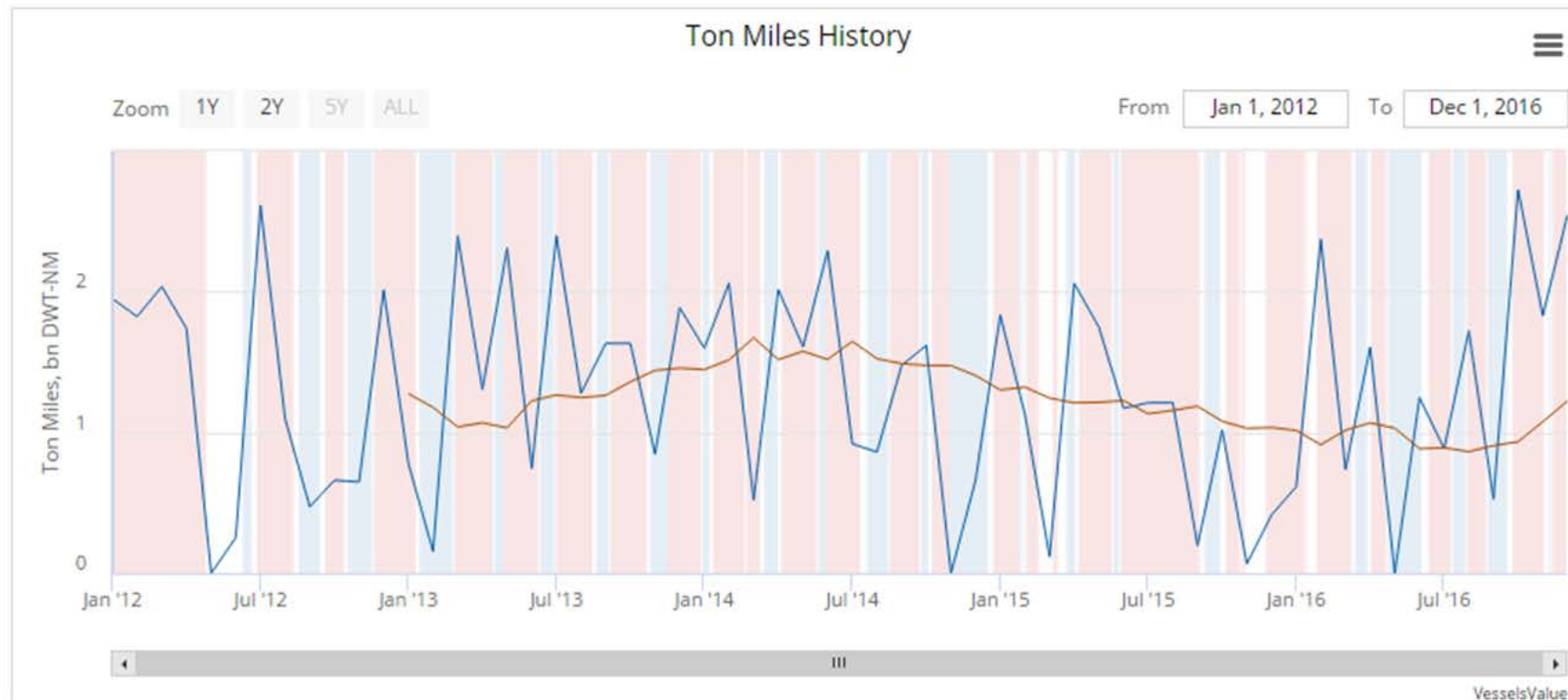
Type VLCC DH DWT 298,000 BLT Mar 2010 **Universal** 🇯🇵 Age 6.79 years Status Live

● Crude Carriers Corp 🇬🇷 Greece

Ⓜ ALEXANDER THE GREAT CARRIERS

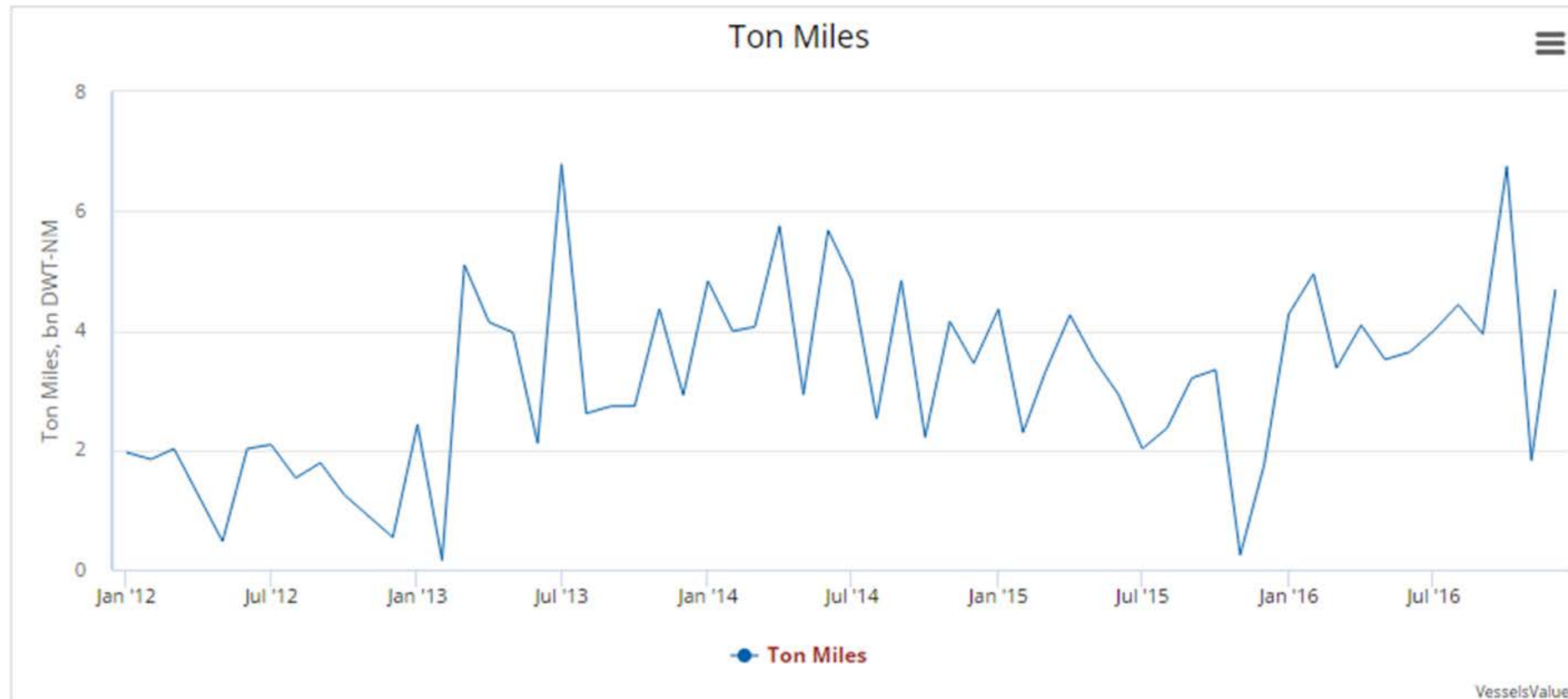
Tue 10 Jan 2017 📅

Historical ⁱ

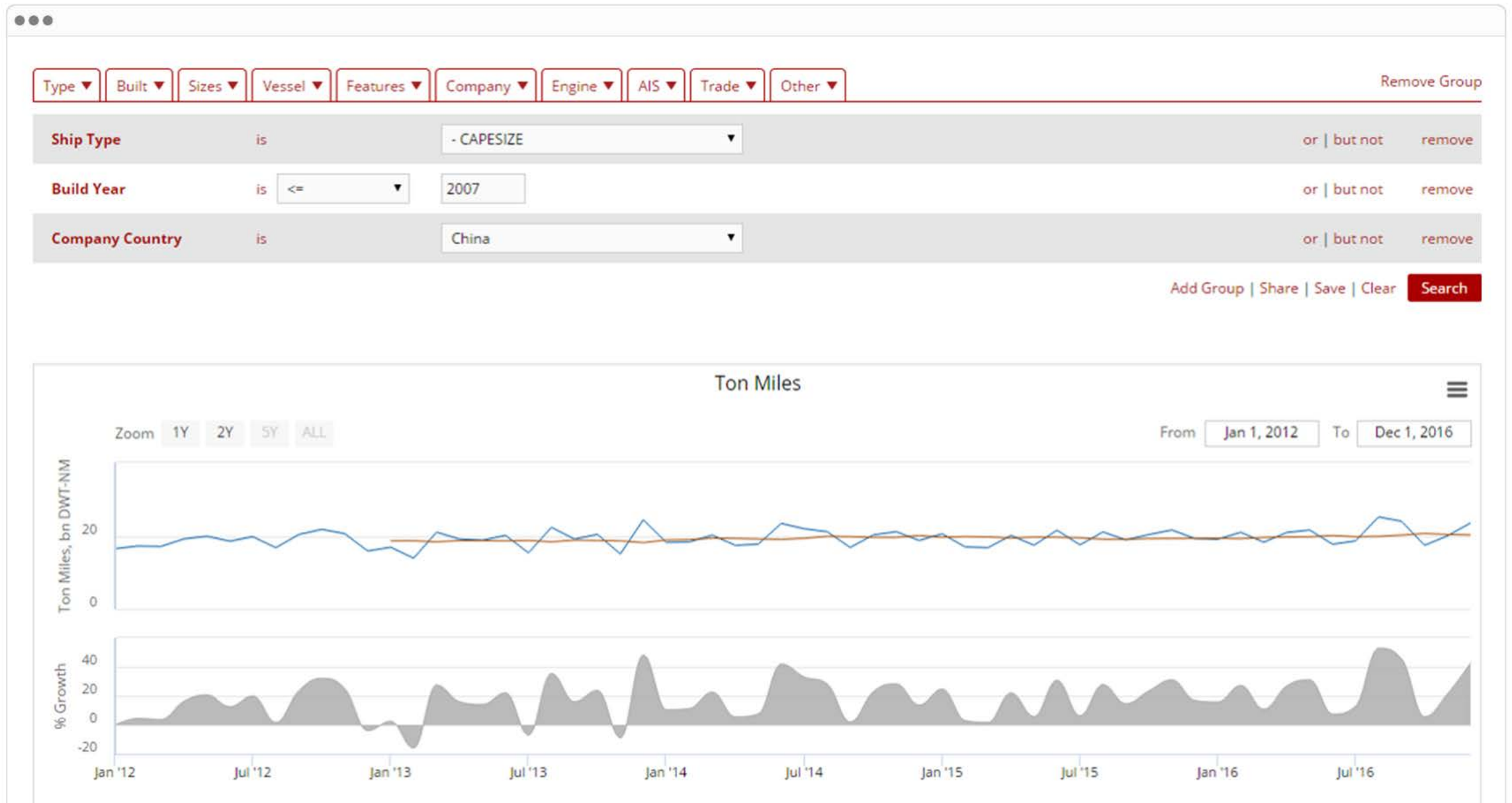


TON MILE DEMAND BY COMPANY

- Capital Maritime and Trading 🇬🇷 Greece
- Crude Carriers Corp 🇬🇷 Greece



TON MILE DEMAND BY ANY GROUPING YOU WANT



COUNTRY TO COUNTRY

Type ▼Built ▼Sizes ▼Vessel ▼Features ▼Company ▼Engine ▼AIS ▼Trade ▼Other ▼

Remove Group

Ship Type

is

- ULTRAMAX BC ▼

or | but not remove

Add Group | Share | Save | Clear

Search

Ton MileTradesSpeedsActivityHeatmapVessels 742

Export Table | Export Trades History

Dates

23 Jan 2016

23 Jan 2017

From

Search: by port, country

Show countries ▼

To

Search: by port, country

Show countries ▼

Reset

Update

From	To	Ton Miles (bn DWT-NM)	Average Uway Speed	Total Distance	Vessels	Journeys	
(Total)	(Total)	994.28	12.06 kts	16,620,760.61 NM	515	3,401	More
United States of America	China	27.69	12.24 kts	464,100.41 NM	42	45	More
Brazil	China	21.95	11.60 kts	348,016.86 NM	29	30	More
United States of America	India	20.67	11.77 kts	344,110.95 NM	27	29	More
South Africa	China	17.68	12.06 kts	296,269.12 NM	37	39	More
Indonesia	India	17.27	11.88 kts	288,782.71 NM	73	87	More
India	China	16.65	11.92 kts	280,100.59 NM	55	58	More

PORT TO COUNTRY OR PORT

Type ▼Built ▼Sizes ▼Vessel ▼Features ▼Company ▼Engine ▼AIS ▼Trade ▼Other ▼

Remove Group

Ship Type

is

- ULTRAMAX BC ▼

or | but not remove

Add Group | Share | Save | Clear

Search

Ton Mile

Trades

Speeds

Activity

Heatmap

Vessels 742

Export Table | Export Trades History

Dates

23 Jan 2016

23 Jan 2017

From

Search: by port, country

Show ports ▼

To

Search: by port, country

Show ports ▼

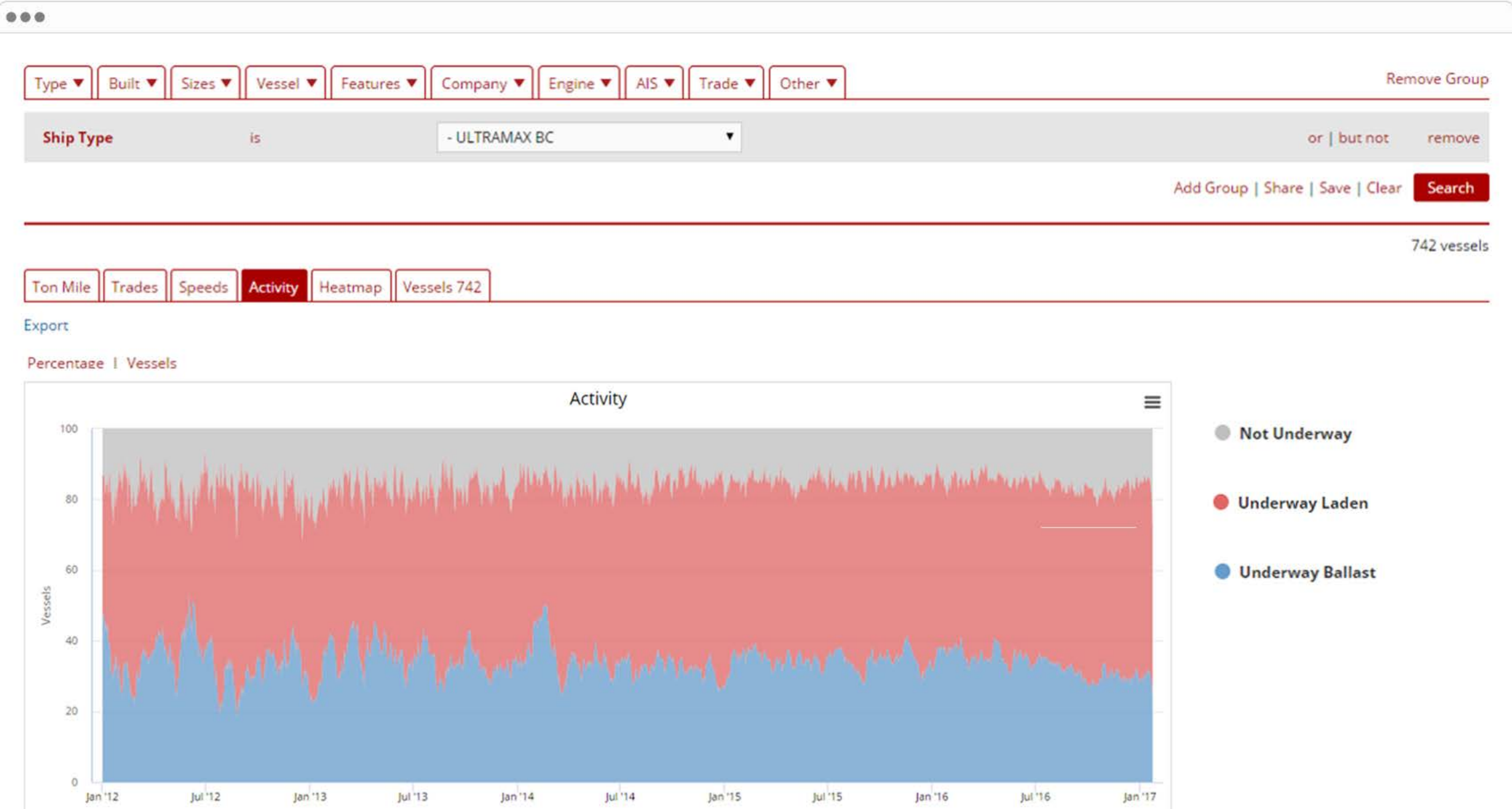
Reset

Update

2419 routes | Back

From	To	Ton Miles (bn DWT-NM)	Average Uway Speed	Total Distance	Vessels	Journeys	
(Total)	(Total)	994.41	12.06 kts	16,620,760.61 NM	515	3,401	More
Santos	Chittagong	7.76	11.97 kts	130,514.60 NM	13	14	More
Port Elizabeth	Tianjin Xingang	6.39	12.27 kts	107,923.25 NM	13	13	More
San Lorenzo	Damietta	6.19	12.70 kts	105,144.74 NM	14	14	More
Santos	Kandla	4.10	11.31 kts	68,121.05 NM	8	8	More
Nantong	Mombasa	3.46	13.23 kts	58,545.83 NM	9	9	More

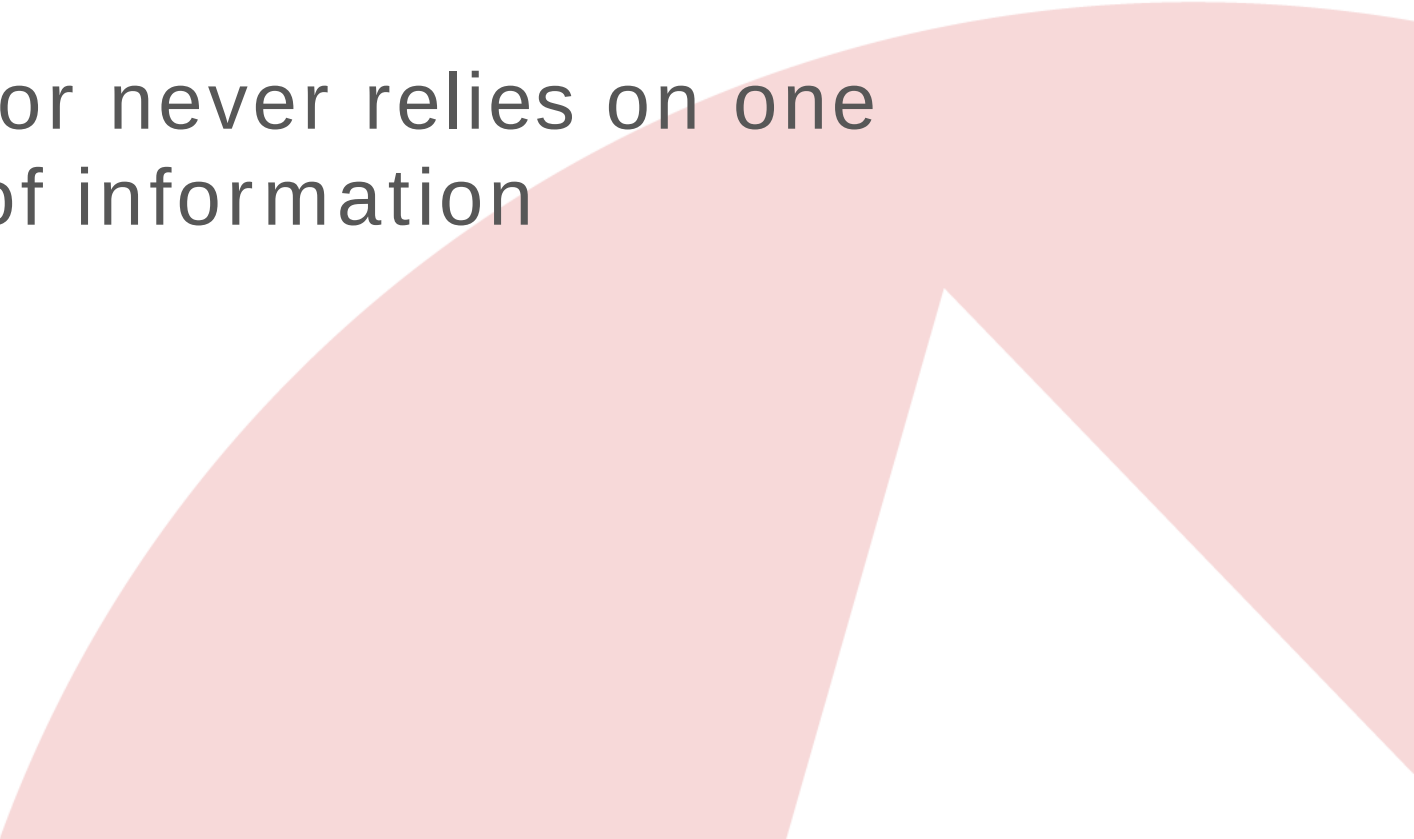
ACTIVITY



TON MILE DEMAND TRENDS



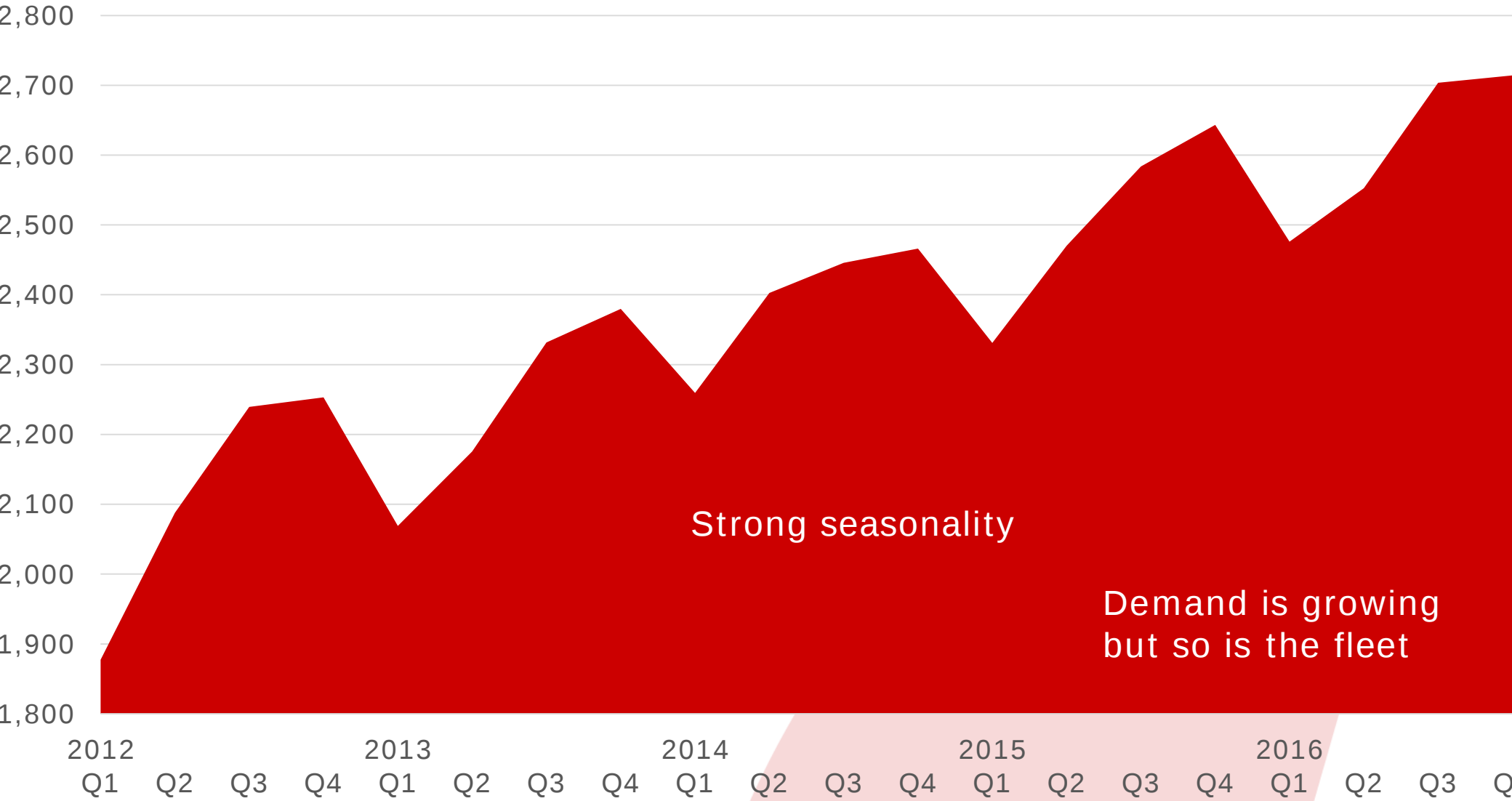
A good navigator never relies on one
piece of information



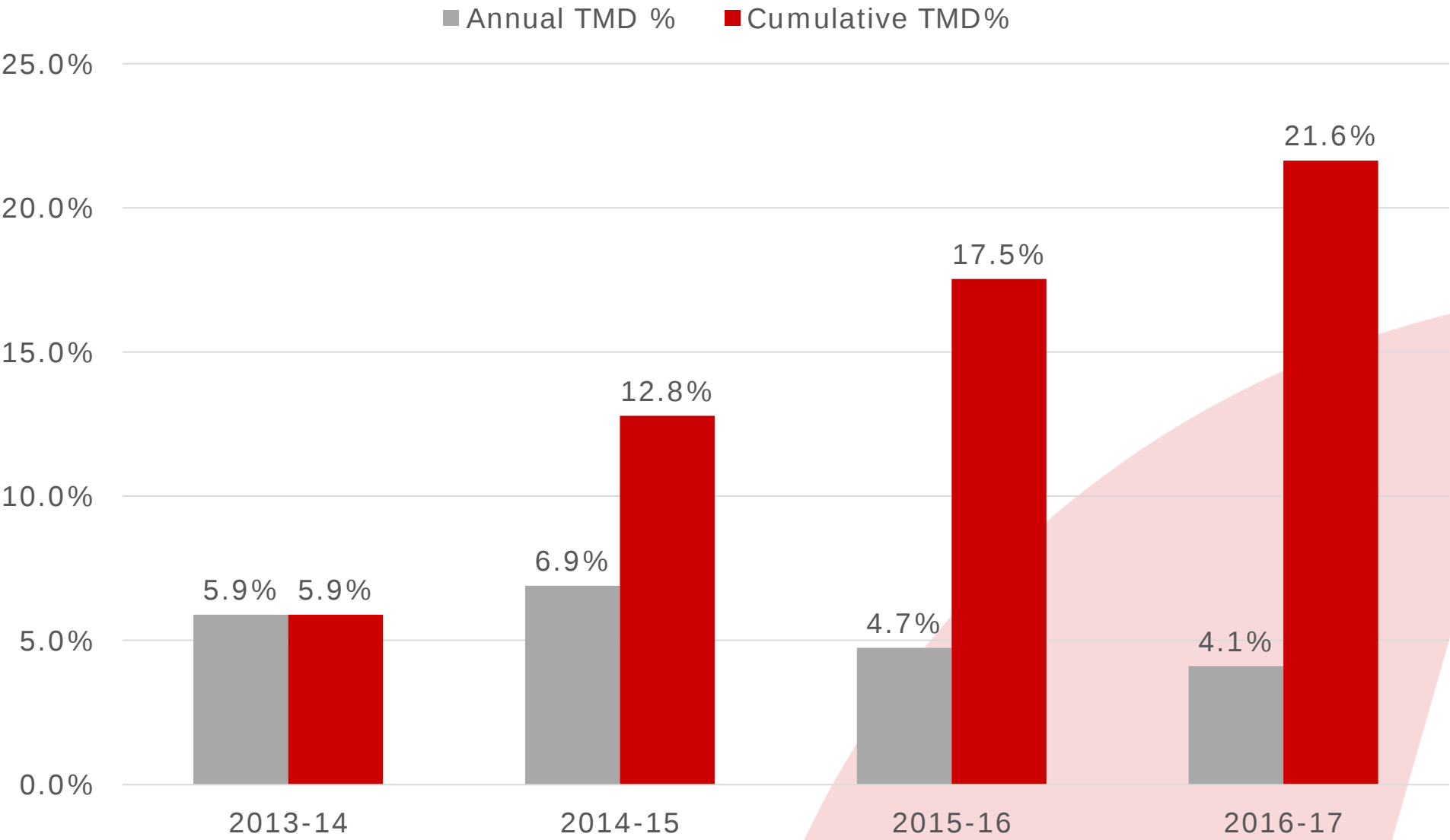
HISTORICAL DEMAND VS SUPPLY

(HELPS BUYING / SELLING DECISIONS)

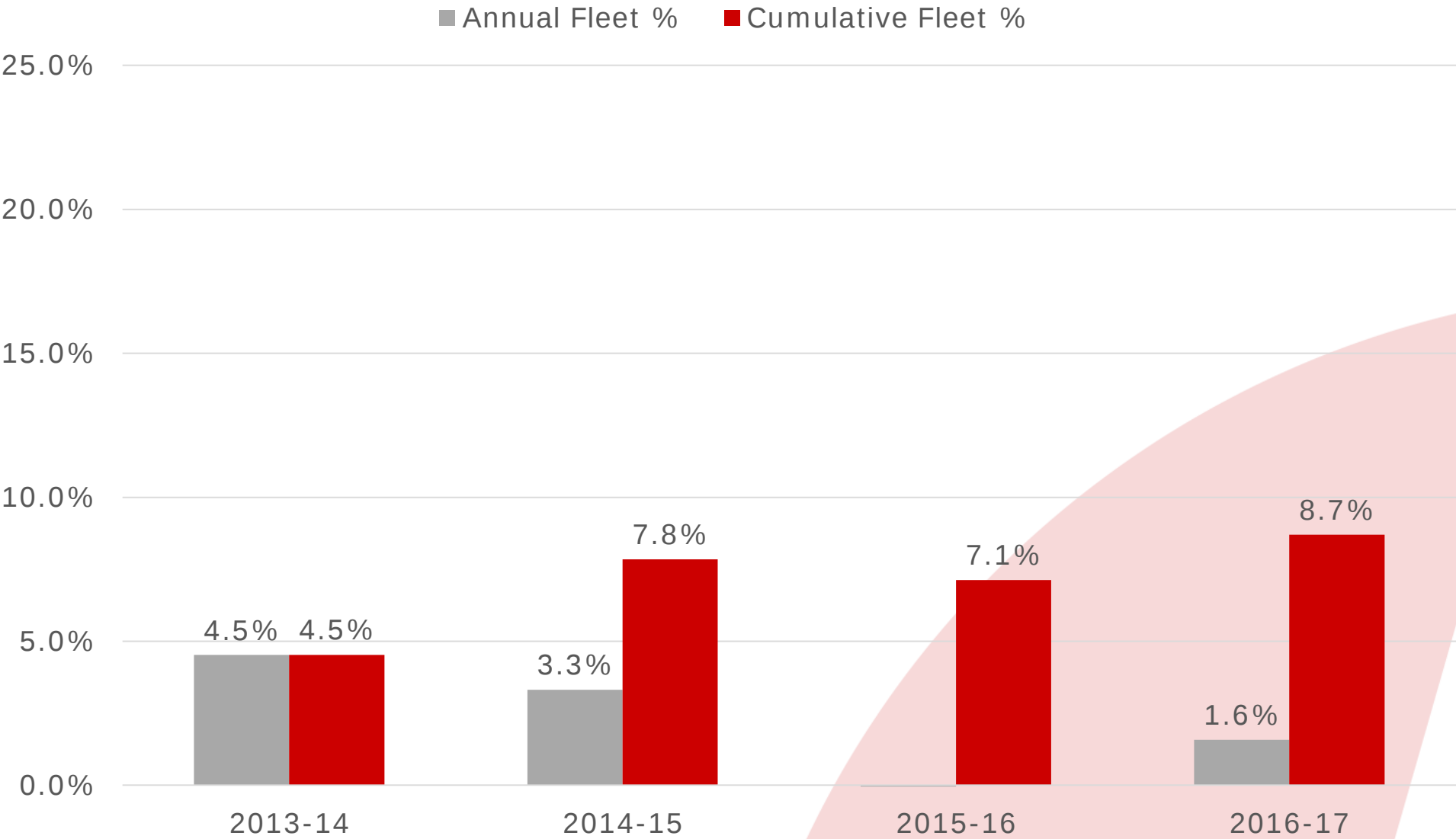
CAPE SIZE TON MILE



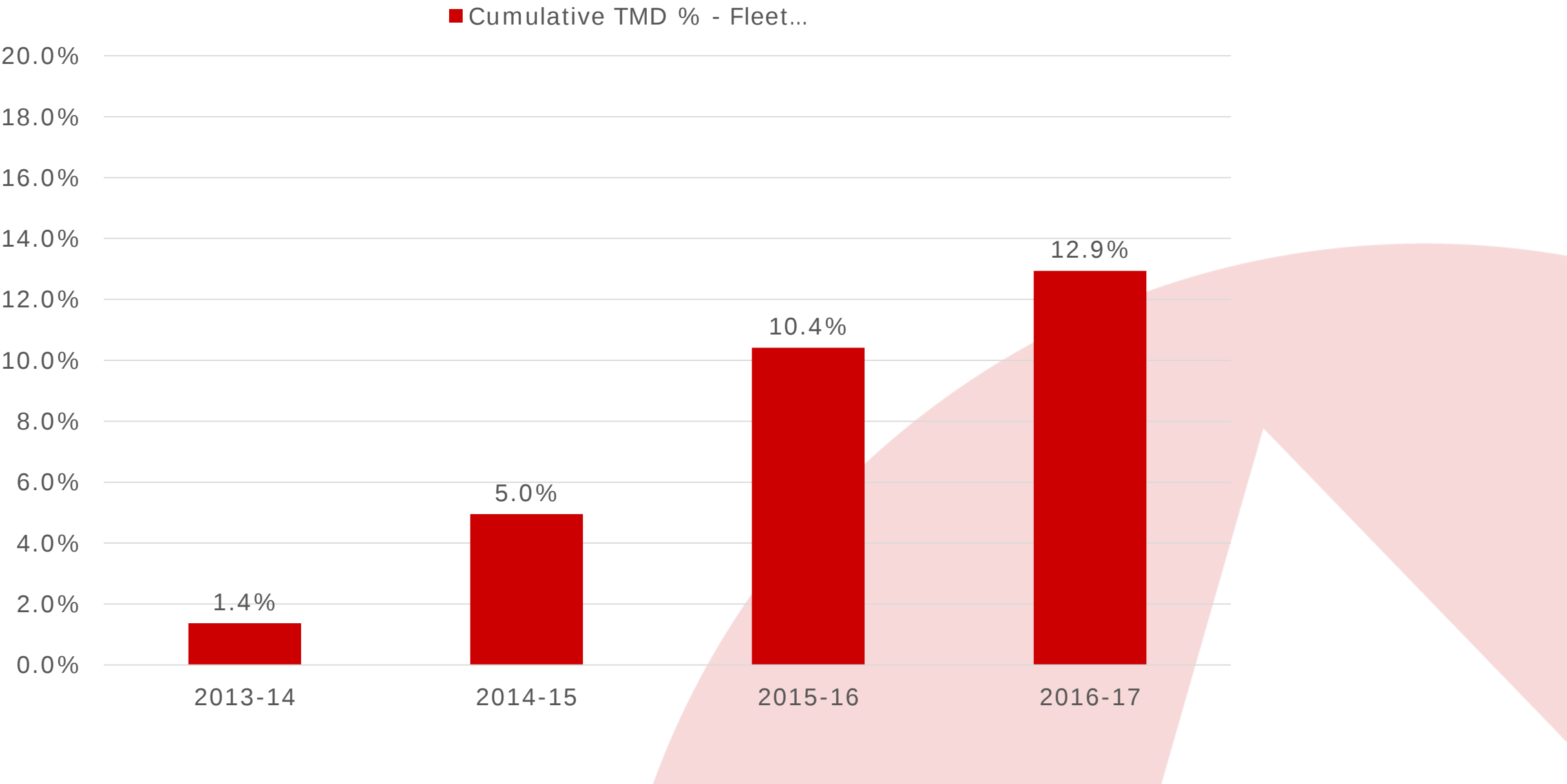
CAPE SIZE TON MILE DEMAND



CAPE-SIZE FLEET GROWTH



CAPE SIZE TON MILE DEMAND – FLEET GROWTH



TRADING ROUTE EVOLUTION

(HELPS OPERATIONAL DECISIONS)

The background is a solid red color. In the bottom right corner, there are several overlapping, semi-transparent red geometric shapes, including a large curved line and a triangular shape, creating a modern, abstract design.

VLCC TRADES

Type ▼Built ▼Sizes ▼Vessel ▼Features ▼Company ▼Engine ▼AIS ▼Trade ▼Other ▼

Remove Group

Ship Type

is

- VLCC ▼

or | but not remove

Add Group | Share | Save | Clear

Search

794 vessels

Vessels

Ton Mile

Trades

Speeds

Activity

Heatmap

Export Table | Export Trades History

Dates

17 Dec 2016

17 Jan 2017

Trades

Custom

Baltic Routes

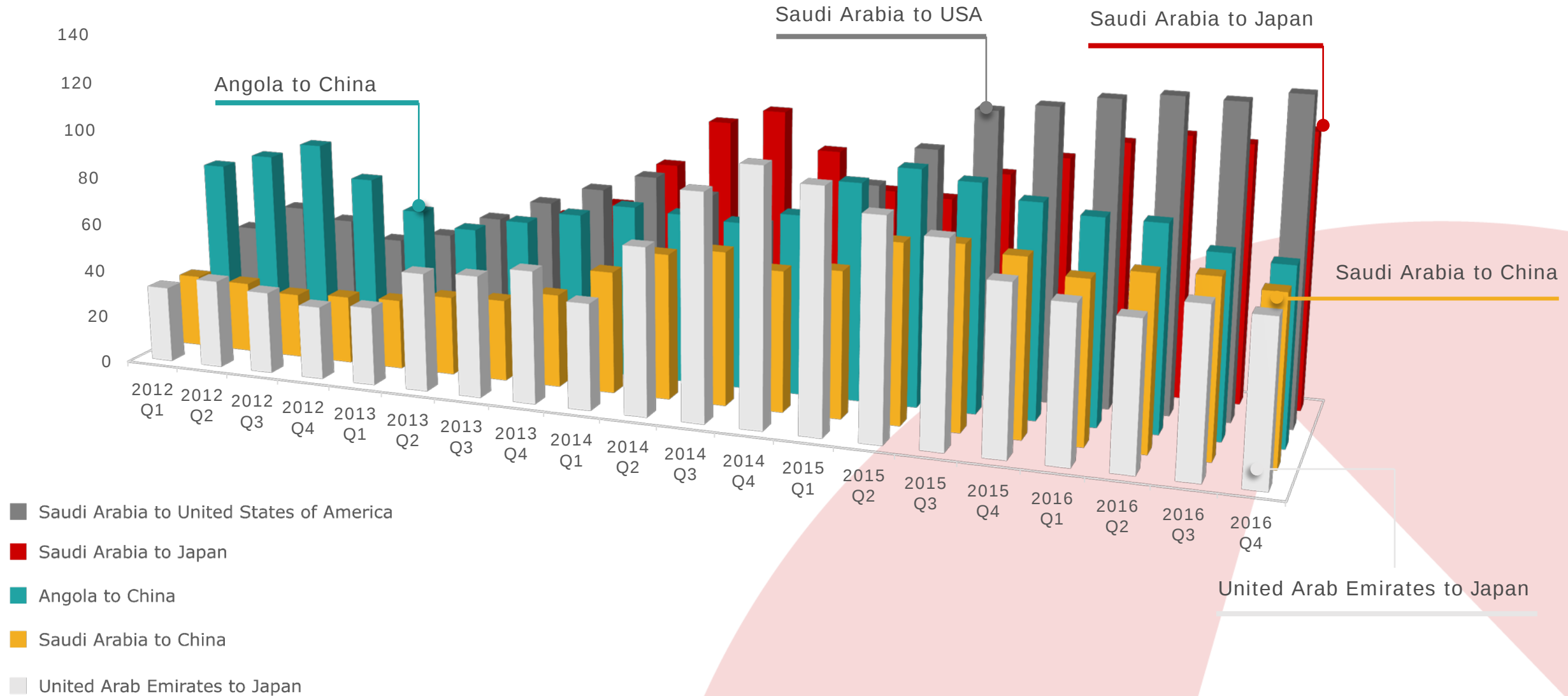
Reset

Update

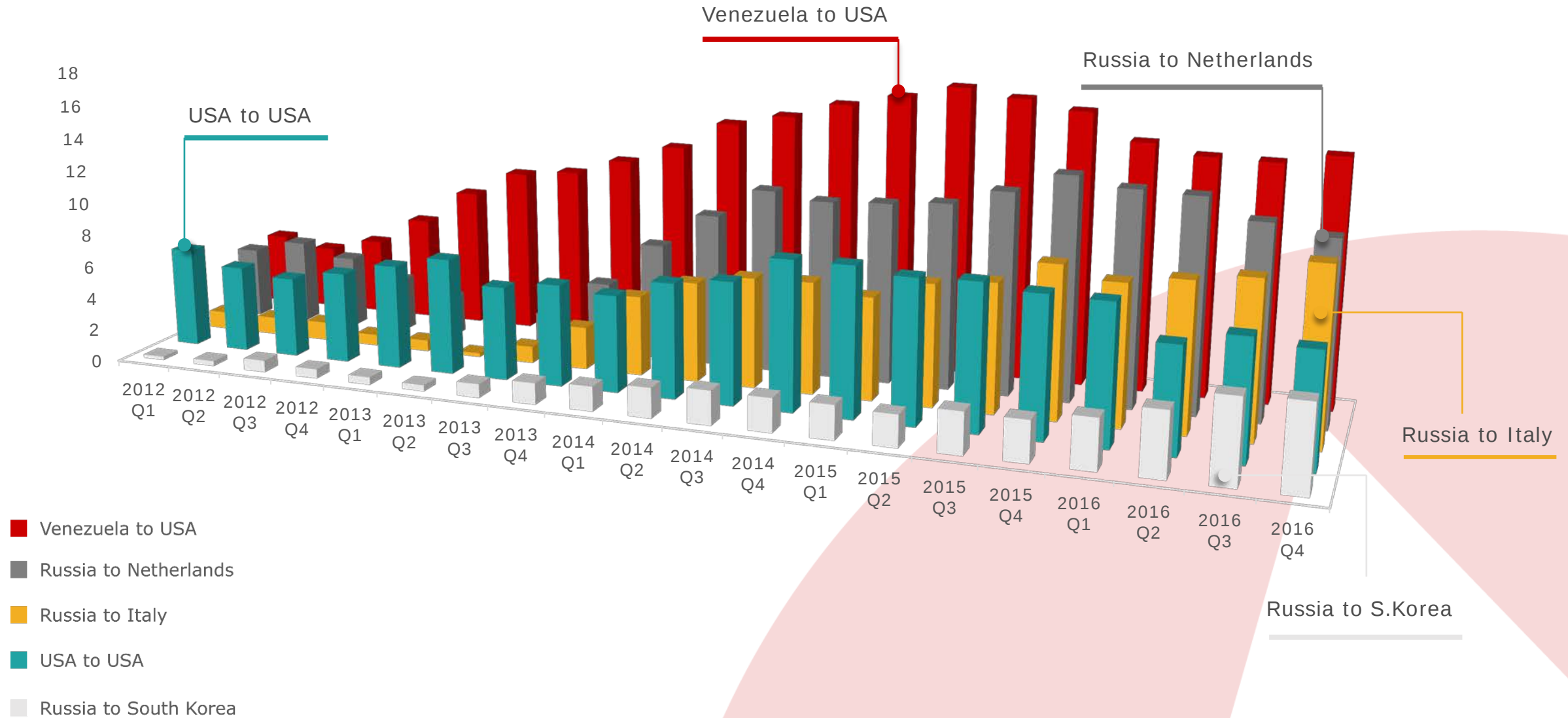
99 routes | Back

From	To	Ton Miles (bn DWT-NM)	Average Uway Speed	Total Distance	Vessels	Journeys	
(Total)	(Total)	215.40	12.76 kts	780,542.75 NM	233	229	More
Angola	China	16.03	12.67 kts	54,015.69 NM	13	13	More
Saudi Arabia	Japan	15.52	13.84 kts	52,917.37 NM	11	11	More
United Arab Emirates	Japan	11.24	13.75 kts	38,969.13 NM	8	8	More
Venezuela	China	10.13	12.54 kts	33,877.82 NM	7	7	More
Saudi Arabia	China	8.49	12.56 kts	29,024.33 NM	6	6	More
Venezuela	India	8.42	13.19 kts	28,215.72 NM	5	5	More
Oman	China	7.26	12.31 kts	25,352.16 NM	8	8	More

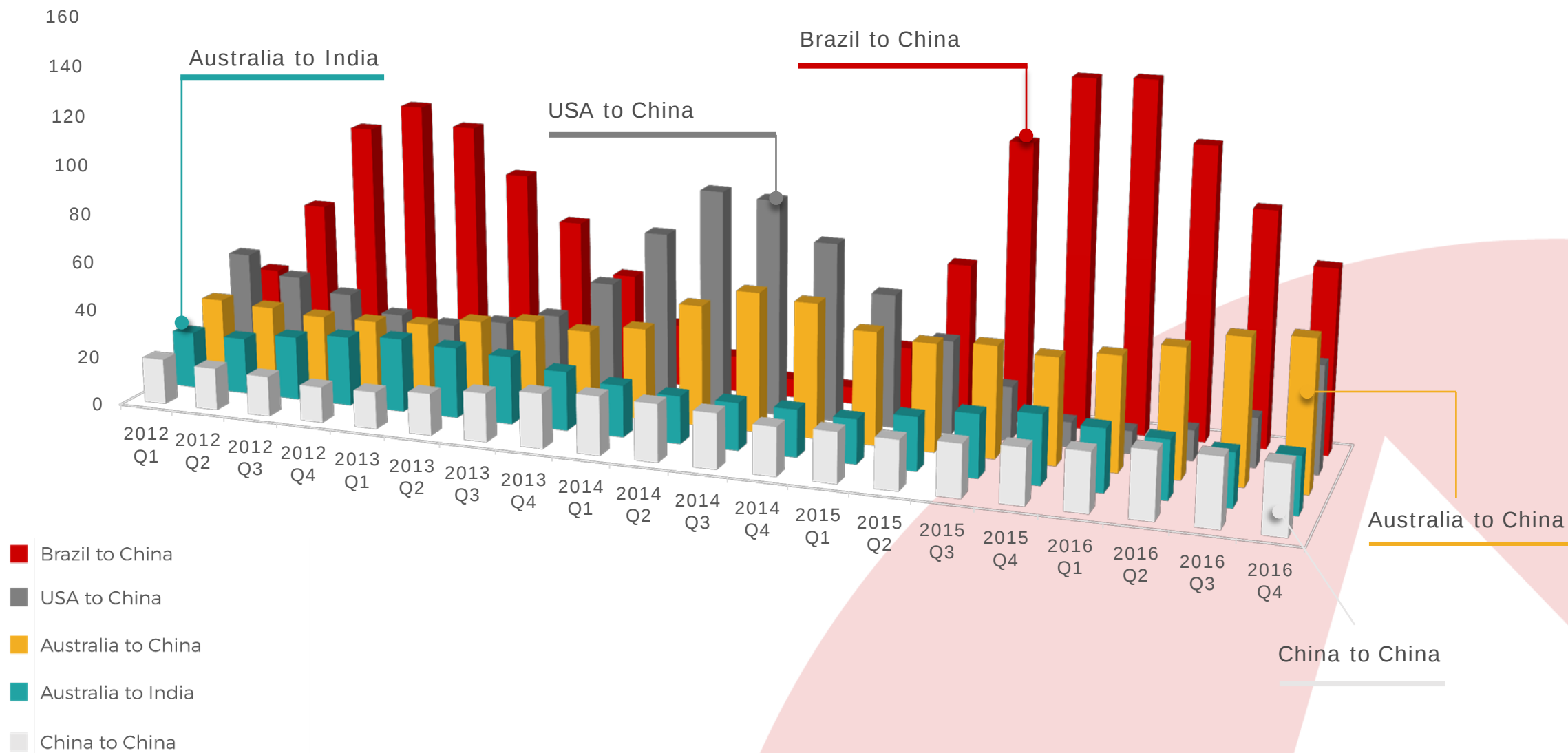
TOP 5 VLCC TRADES 2012-2017



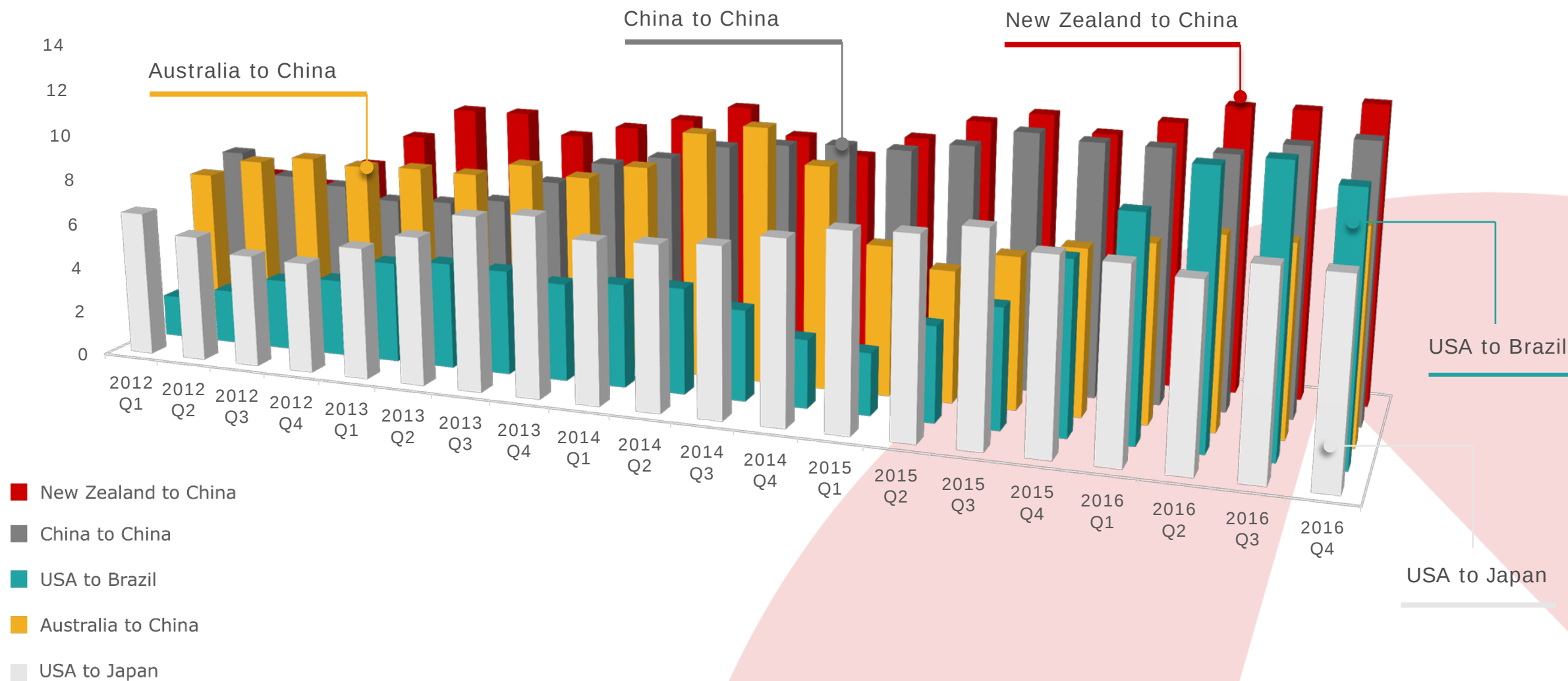
TOP 5 AFRAMAX TRADES 2012-2017



TOP 5 PANAMAX BULK TRADES 2012-2017

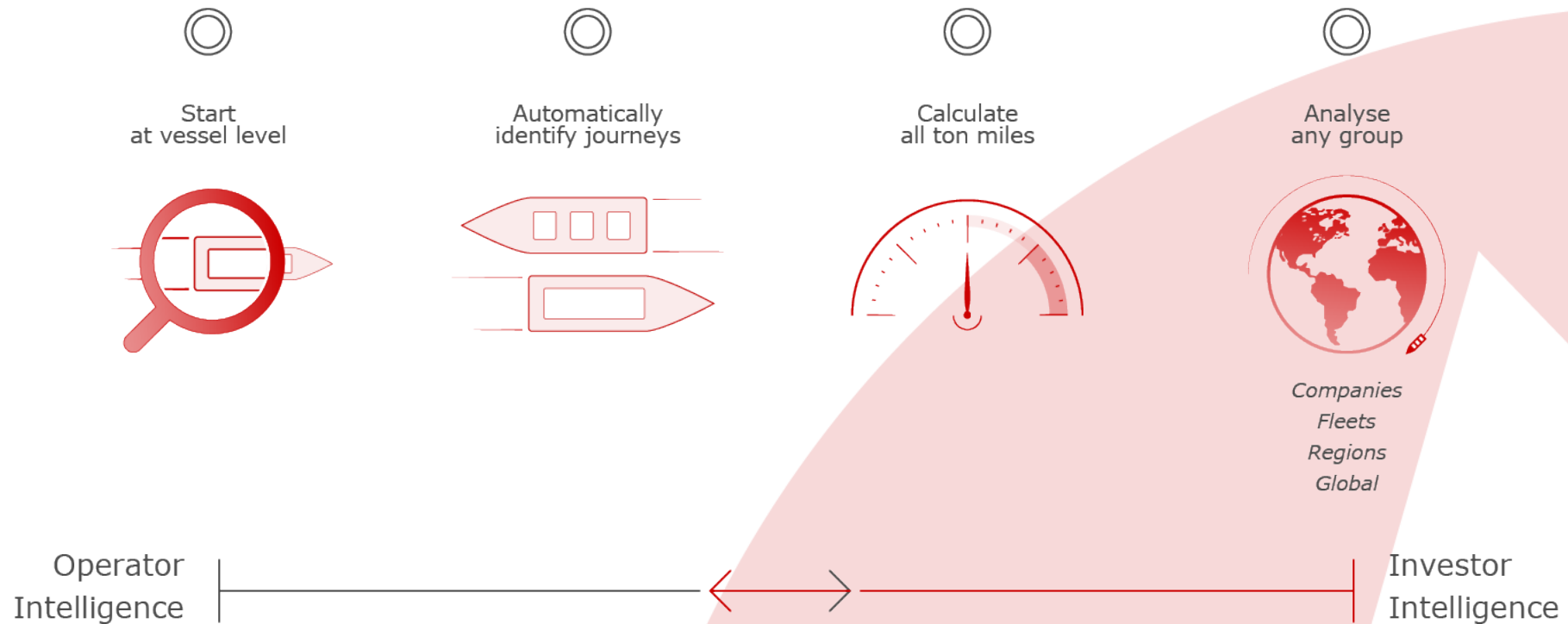


TOP 5 HANDY BULK TRADES 2012-2017



VV Trade

The ton mile demand and vessel trade tool for Bulkiers and Tankers.



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