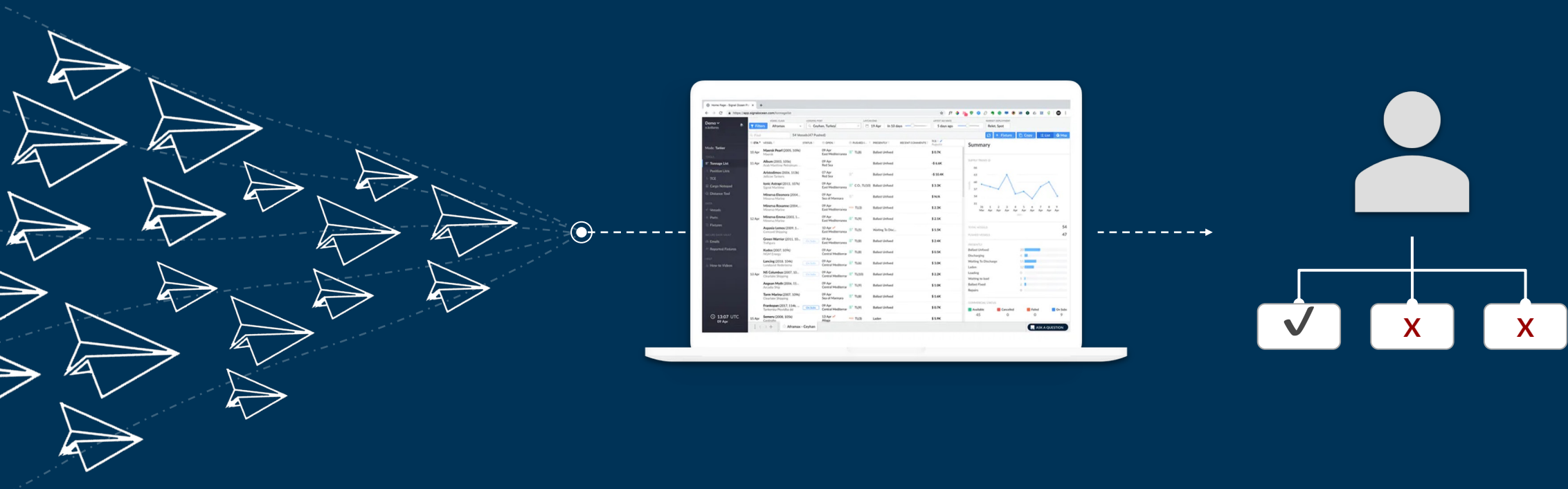# SIGNAL™

MARITIME SERVICES

Digital-driven commercial decisions
in shipping, a Technology User angle

DigitalShip, October 2022

Shaping information chaos to make better-informed decisions

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 customer data**, AIS, public domain information and **turns it into a single, commercial view**

DECISION MAKING

Signal Chartering Officers leverage technology to make structured decisions faster and with greater Confidence

Signal Chartering Officers utilise several tools during the decision making process
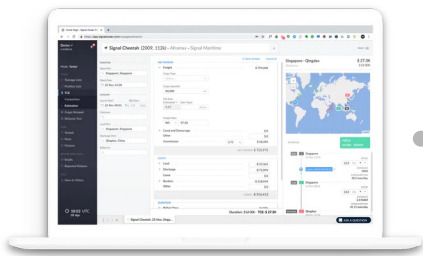
Monitor the market
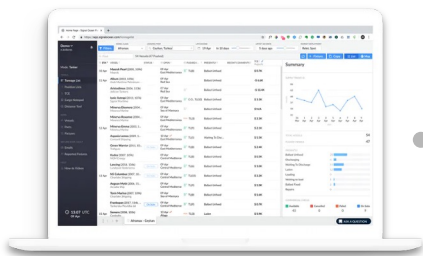
Tonnage List Fixtures Cargo Count
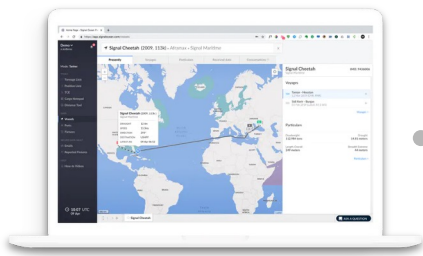
Explore scenarios

TCE Calculator Cargo Notepad Distance Tool Optimal Strategy

Assess competition

Vessels Ports Dashboard Port Arrivals

It all begins with the basic building blocks

Voyages

Commercial Information

TCE Calculation

What can we do with that data?
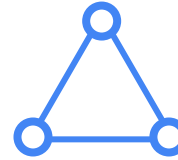
By analysing historical voyages of each fleet, Signal can perform a competition analysis and highlight areas of improvement regarding key **chartering levers**

Optimal geo-positioning

Higher triangulation

Optimal voyage duration
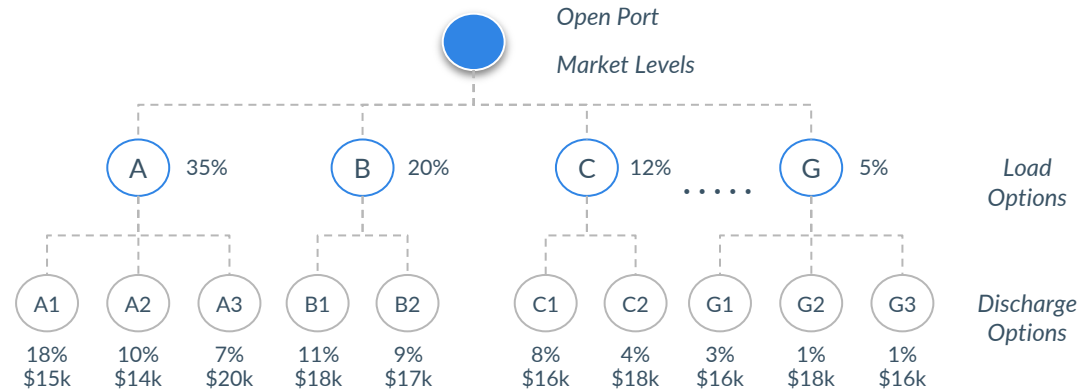
What can we do with that data?

1 Data Analysis

2 **Strategy Planning**

3 Performance Evaluation

Optimal Strategy Tool

Analysing options based on historical patterns and current income generation capacity

Position Value

Alternative cargoes are being compared by adjusting the straight TCEs based on the position value of discharge ports

Open Port

Market Levels

A 35%   B 20%   C 12% ..... G 5%   *Load Options*

A1	A2	A3	B1	B2	C1	C2	G1	G2	G3
18%	10%	7%	11%	9%	8%	4%	3%	1%	1%
$15k	$14k	$20k	$18k	$17k	$16k	$18k	$16k	$18k	$16k

Discharge Options

Region	Area	Entry	
	Africa Atlantic Coast	-342K	
	Baltic Sea Low	230K	
	Black Sea	-298K	
	British Isles	59K	
	Caribs	-367K	
	Central Mediterranean	-138K	
	Continent	92K	
West	East Coast Mexico	-380K	
	East Mediterranean	-266K	
	Iberian Atlantic Coast	45K	
	North Sea	129K	
	North West Africa	-42K	

Δ PV - $500k

SIGNAL

What can we do with that data?

Monitor the ranking of any fixture

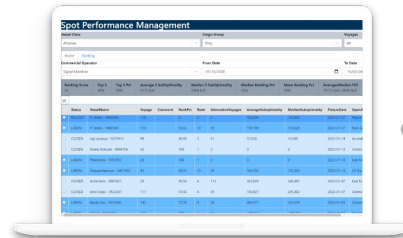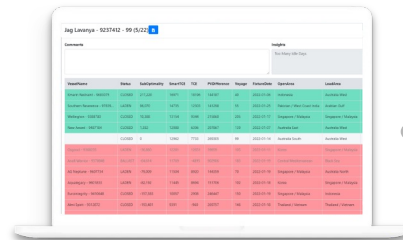Each voyage is **ranked against 40+ realistic alternatives** meaning load - discharge combinations actually performed within the relevant fixing window.
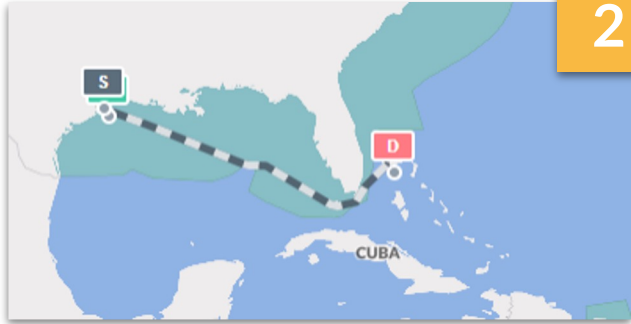
Explore alternatives per voyage

A simulation, assuming that the voyage is performed by the vessel under review, defines the TCE of each alternative. Position and duration adjustments are necessary for a **like-for-like comparison.**

Example

VOYAGE

Signal Alpha, voy 142

2

Houston ···· Galveston ···· Freeport

TCE 21$k/day

ALTERNATIVES

Minerva Alice, voy 080
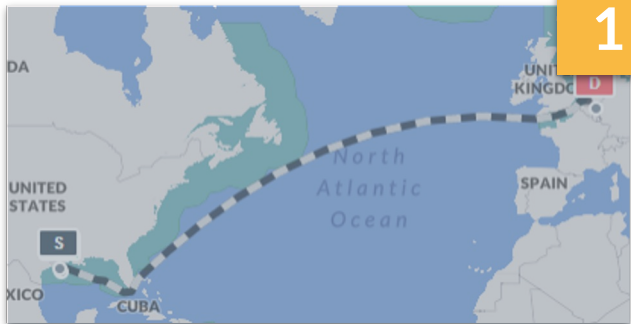
1

Houston ···· Galveston ···· Rotterdam

TCE 26$k/day

Isabella, voy 100
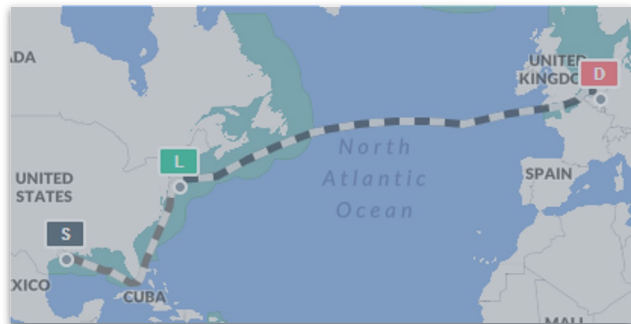
Houston ···· New York ···· Rotterdam

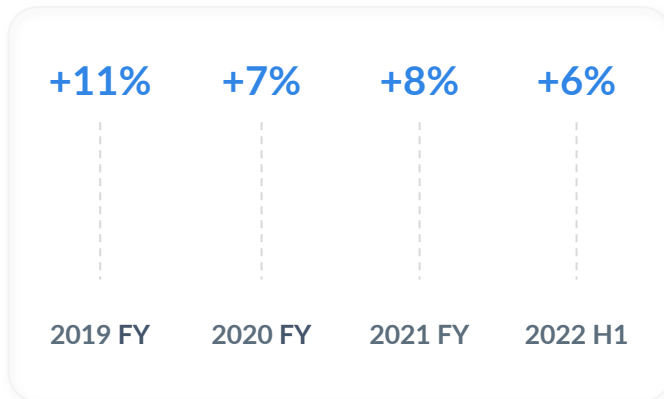**TCE 19$k/day**

Caspian Sea, voy 015

Houston ···· Freeport ···· Galveston

TCE 15$k/day

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How have our Pools performed?

Our Aframax Pool has outperformed its peers consistently since its inception

Signal Maritime Aframax Pool performance vs. average peer

+11%	+7%	+8%	+6%
2019 FY	2020 FY	2021 FY	2022 H1

MR competition analysis conducted leveraging our analytics and tools...

Indicative areas of improvement identified and estimated TCE impact

1 **Optimal geo-positioning**

2 **Higher triangulation**

3 **Voyage duration levers**

4 **Access to premium cargoes**

... resulting in material performance improvement within one year from our MR Pool inception; currently at par or better compared to well established pools

Signal Maritime MR Pool performance vs. average peer

Data points: -19%, -15%, -6%, -9%, 0%, -10%, 3%, 1%, 2%, -8%, 10% over Jan 2022, Mar 2022, May 2022, Jul 2022, Sep 2022

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Thank you