

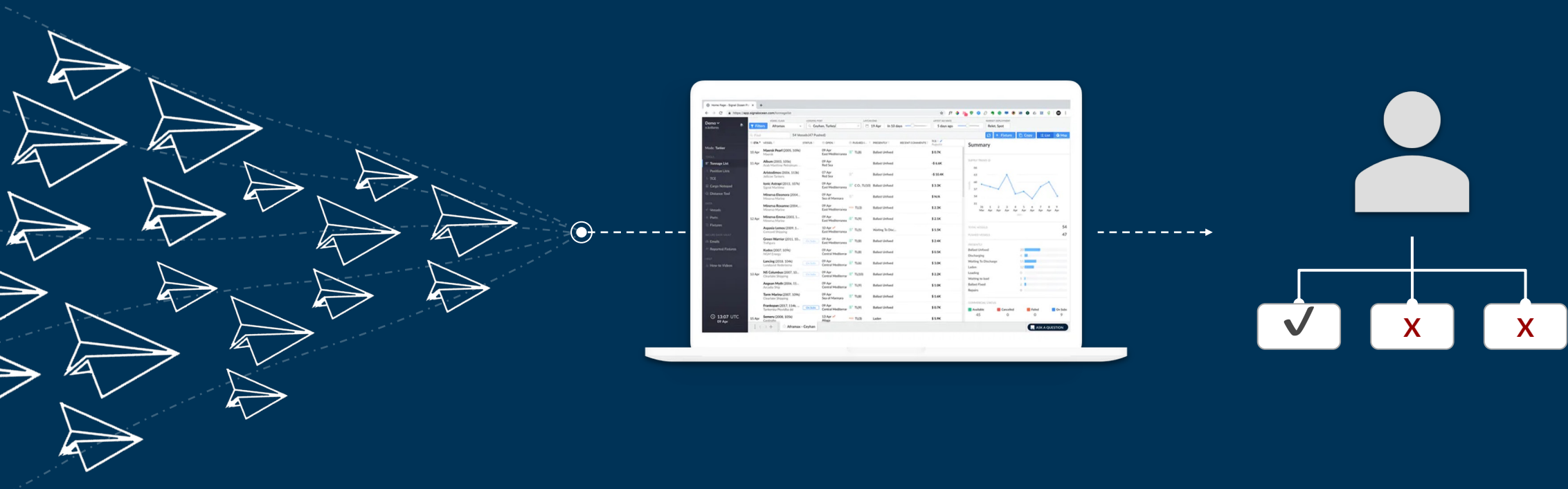
SIGNAL™

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

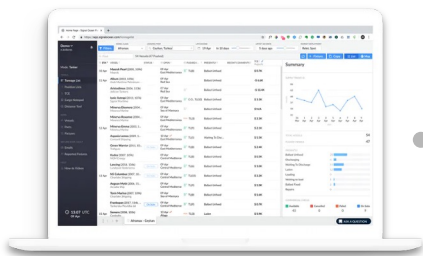
The Signal Ocean Platform **processes customer data, AIS, public domain information and turns it into a single, commercial view**

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

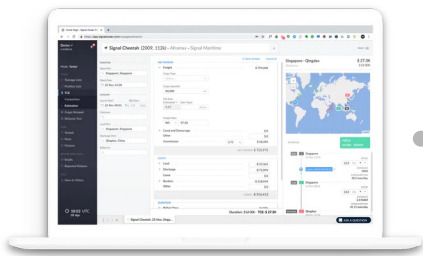



 Tonnage List

 Fixtures

 Cargo Count

Explore scenarios



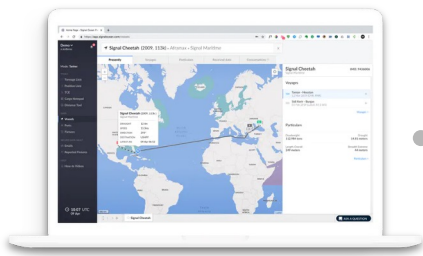
 TCE Calculator

 Cargo Notepad

 Distance Tool

 Optimal Strategy

Assess competition



 Vessels

 Ports Dashboard

 Port Arrivals

It all begins with the basic building blocks

Voyages



Commercial Information

Vessel	Fixture Date	State	Laycan	Load	Discharge	Charterer	Rate	Quantity	Cargo
Wilhelmy (2003, 1074)	17 Sep 2021	Fixture/Load	19 Sep 2021	Ras Lanuf	Karachi	Pakistan/Nation...	30K US	80 KT	Crude Oil
Saibersvay (2005, 1054)	17 Sep 2021	Fixture/Load	24 Sep 2021 - 26 Sep 2021	Zavita	Thana	DNI	82.5 WS	80 KT	Crude Oil
Seigneur (2004, 1044)	17 Sep 2021	Fixture/Load	01 Oct 2021		Singapore			90 KT	Fueloil
Limerick Spirit (2007, 1044)	17 Sep 2021	Fixture/Load	01 Oct 2021 - 02 Oct 2021	Novorossiysk	Bras	Brasilien	81 WS	90 KT	Naphtha
Ohh (2009, 1096)	17 Sep 2021	Fixture/Load	01 Oct 2021 - 02 Oct 2021	CPC (Novoross...	Mediterranean	Lubell	87.5 WS	80 KT	Crude Oil
Argentan Power (2007, 1144)	17 Sep 2021	Fixture/Load							
Eagle Hammer (2010, 1144)	17 Sep 2021	Fixture/Load	03 Oct 2021 - 04 Oct 2021	CPC (Novoross...	Baltic	Shell		80 KT	Crude Oil
Dubai Gleaner (2009, 1144)	17 Sep 2021	Fixture/Load							\$13.3K
Dubai Angel (2010, 1144)	17 Sep 2021	Fixture/Load							\$14.9K
PI Genova (2010, 1094)	17 Sep 2021	Fixture/Load							\$1.8K
Caralis Sea (2012, 1174, S)	17 Sep 2021	Fixture/Load	26 Sep 2021	Trinidad and T...	US Gulf	Chevron		70 KT	Crude Oil
Kinshir Hanseon (2016, 1100)	17 Sep 2021	Fixture/Load	22 Sep 2021	Norway	UK Continent	Esso/Mobil		90 WS	Crude Oil
Bergen TS (2017, 1130)	17 Sep 2021	Fixture/Load							\$13.0K
Alfa Marini (2016, 1044)	17 Sep 2021	Fixture/Load	24 Sep 2021 - 25 Sep 2021	Anzav	Portugal	Petrolgal		95 WS	Crude Oil
Amber 6 (2003, 1054)	16 Sep 2021	Fixture/Load	22 Sep 2021 - 23 Sep 2021	Tanjung Pagar	Singapore	Glencore		100 US	Fueloil

TCE Calculation

Category	Item	Value
NET INCOME	Freight	\$1,806,083
	Other Income	\$0
	Commission	3.75 % (\$67,728)
	NET INCOME	\$1,738,355
COSTS	Load Ports	(\$130,412)
	Discharge Ports	(\$18,704)
	Canal Passages	\$0
	Other	\$0
	Bunkers	(\$724,641)
COSTS (\$944,761)		
DURATION	Ballast	28% 8.5d
	Laden	59% 17.7d
	Port Days	13% 3.8d
	Idle, Steps & Dry Dock Days	0% 0.0d
	Demurrage & Canal Days	0% 0.0d
	DURATION 29.9d	

Duration: 29.9d TCE: \$26,370

What can we do with that data?

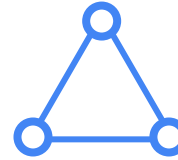
1 Data Analysis

By analysing historical voyages of each fleet, Signal can perform a competition analysis and highlight areas of improvement regarding key **chartering levers**

2 Strategy Planning



Optimal ge-positioning



Higher triangulation



Optimal voyage duration

3 Performance Evaluation

What can we do with that data?

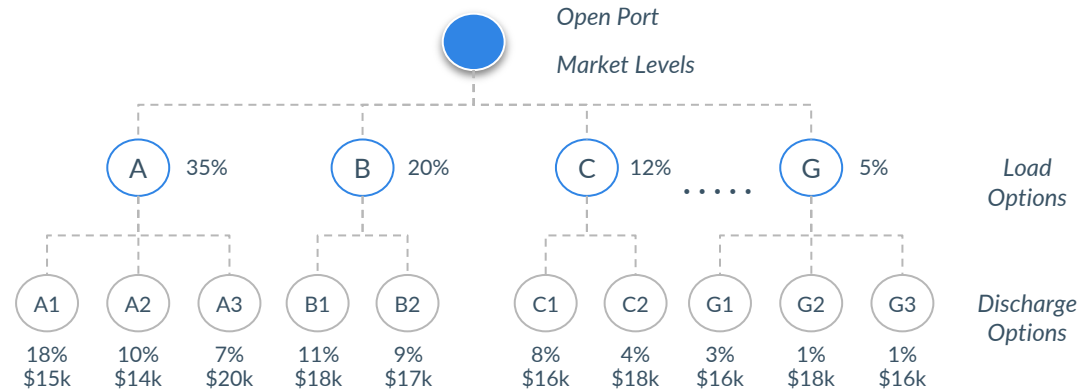
1 Data Analysis

2 Strategy Planning

3 Performance Evaluation

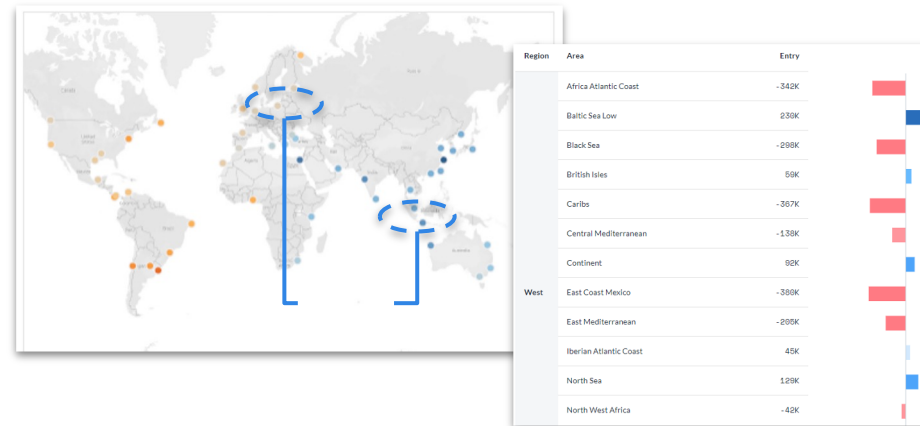
Optimal Strategy Tool

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

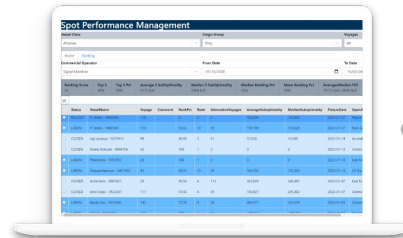


$\Delta PV -$
\$500k

What can we do with that data?

1 Data Analysis

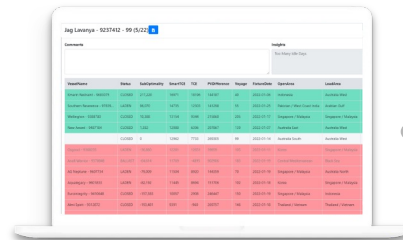
Monitor the ranking of any fixture



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

2 Strategy Planning

Explore alternatives per voyage



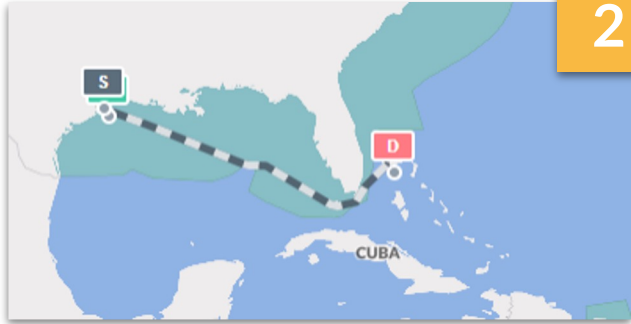
A simulation, assuming that the voyage is performed by the vessel under review, defines the TCE of each alternative. Position and duration adjustments are necessary for a **like-for-like comparison**.

3 Performance Evaluation

Example

VOYAGE

Signal Alpha, voy 142



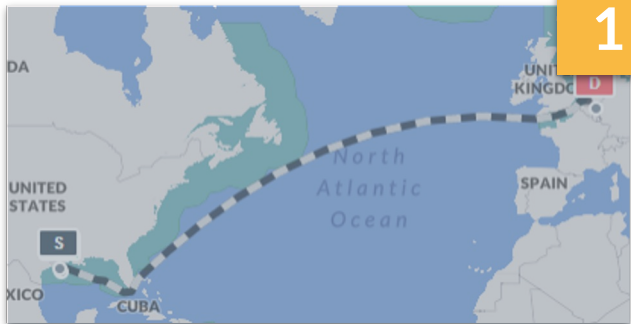
2

Houston Galveston Freeport

TCE 21\$/day

ALTERNATIVES

Minerva Alice, voy 080

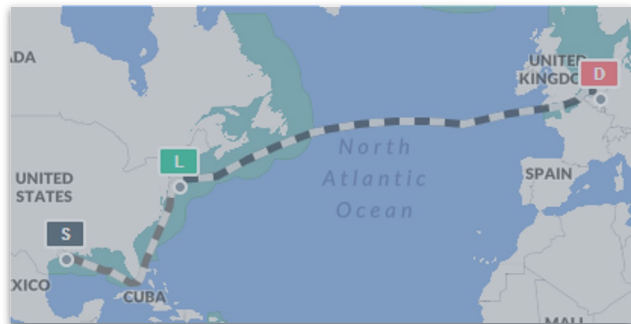


1

Houston Galveston Rotterdam

TCE 26\$/day

Isabella, voy 100



Houston New York Rotterdam

TCE 19\$/day

Caspian Sea, voy 015



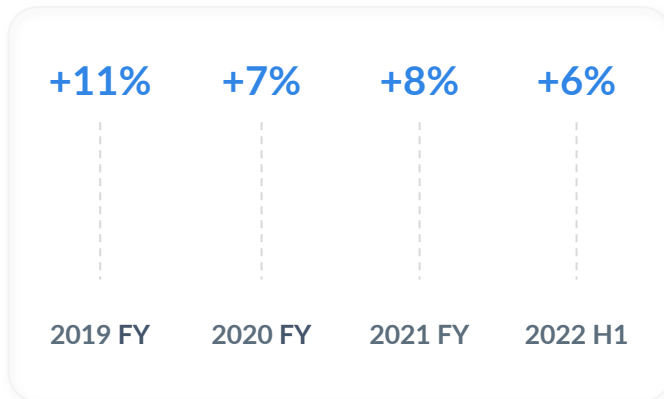
Houston Freeport Galveston

TCE 15\$/day

How have our Pools performed?

Our **Aframax** Pool has outperformed its peers consistently since its inception

Signal Maritime Aframax Pool performance vs. average peer



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





SIGNAL™

Thank you