



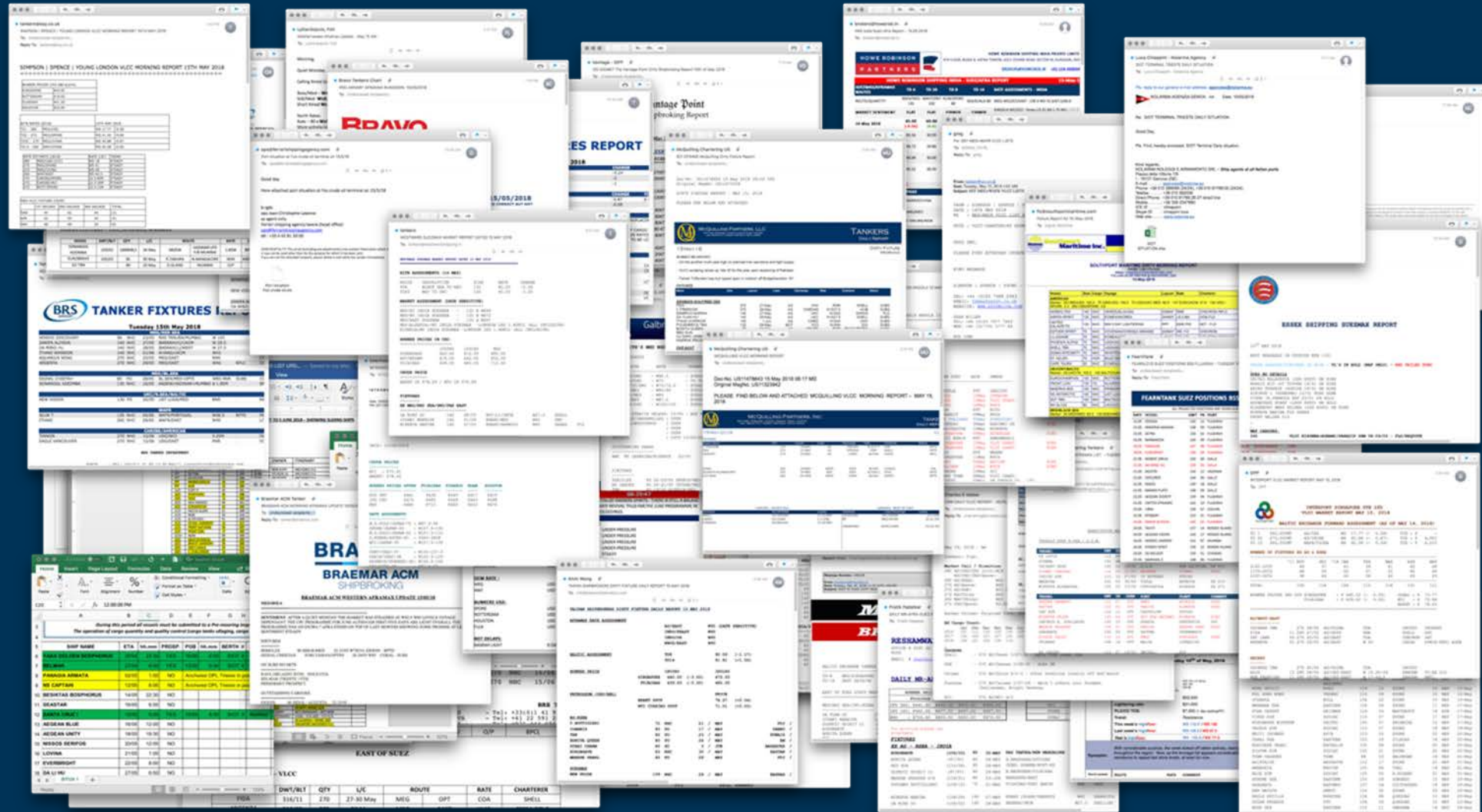
SIGNAL™

MARITIME SERVICES

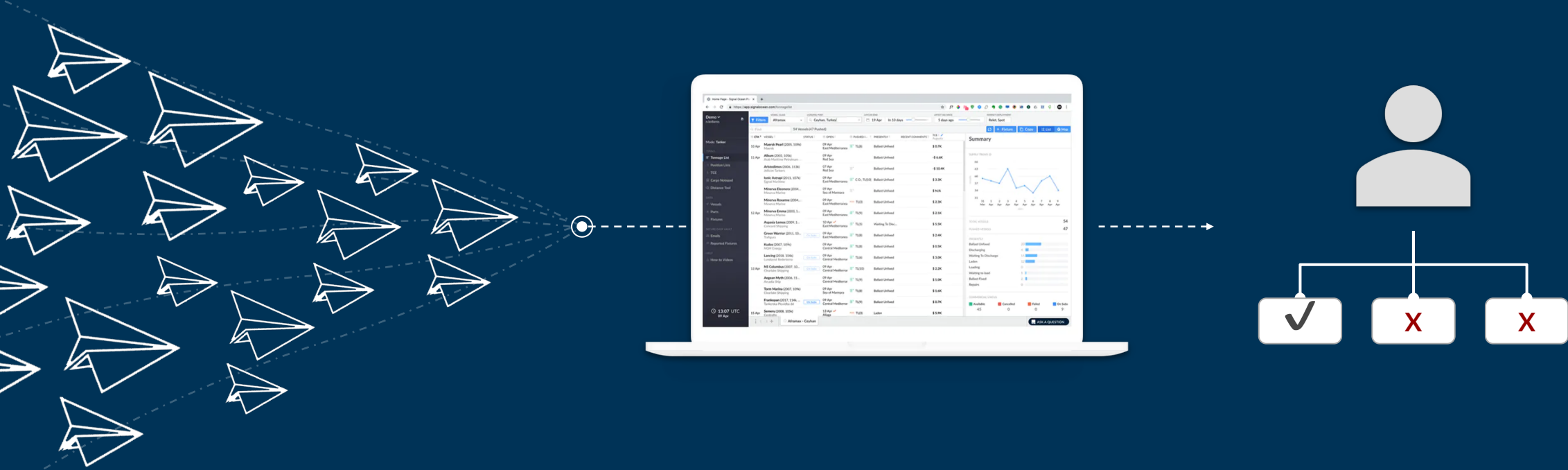
Digital-driven commercial decisions
in shipping, a Technology User angle

DigitalShip, September 2021

Shaping information chaos to make better-informed decisions



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

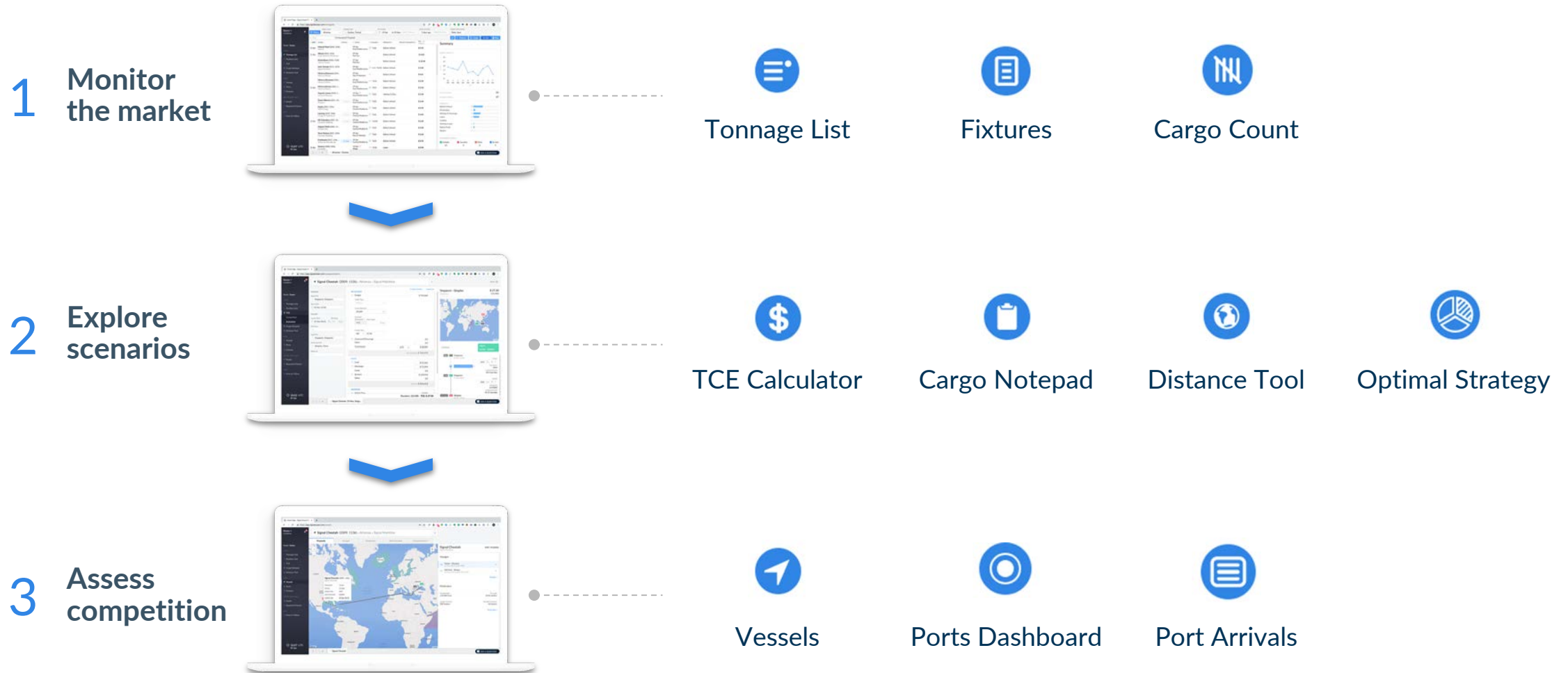
POWERFUL TECHNOLOGY

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

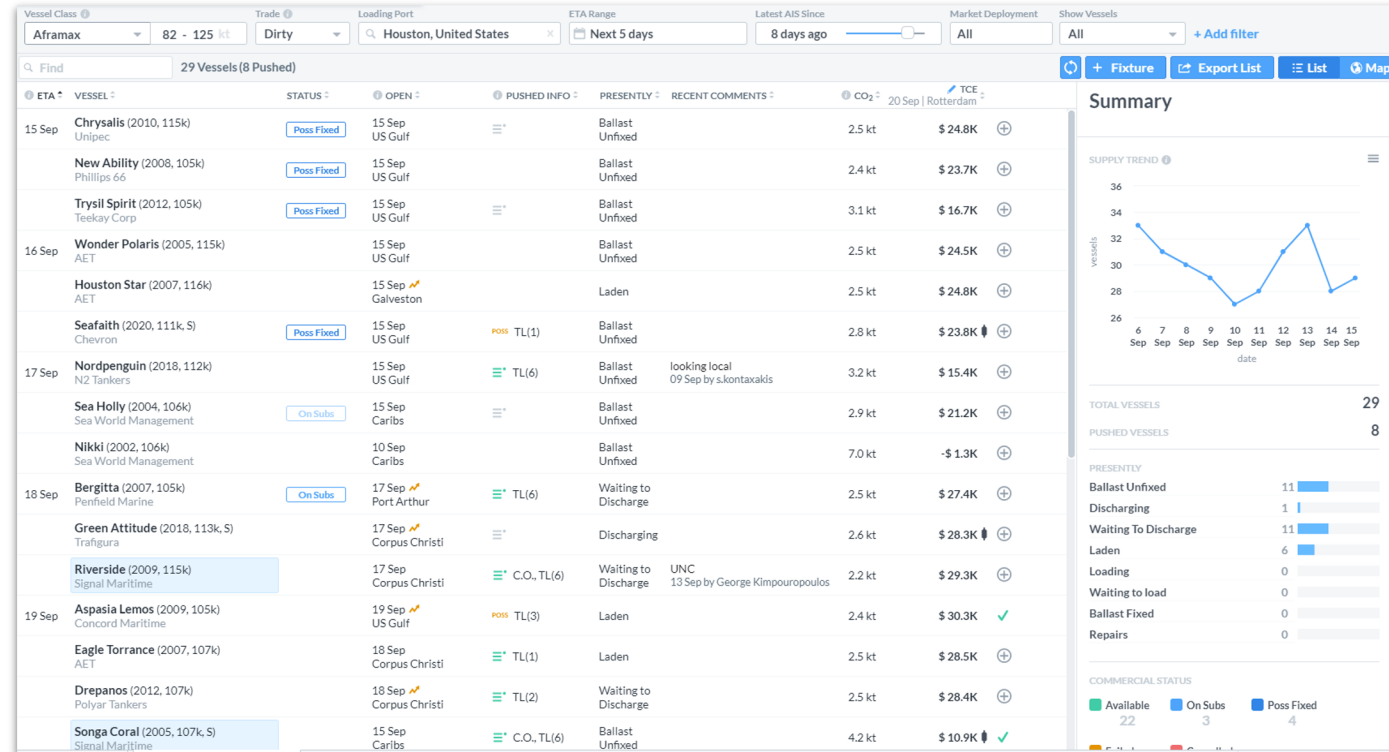


Monitoring the relevant tonnage lists is of utmost importance to assess supply...

1 Monitor the market

2 Explore scenarios

3 Assess competition



The tonnage list trend is used as an indicator for the market potential

... and combined with the analysis of the last done levels...

1 Monitor the market

2 Explore scenarios

3 Assess competition

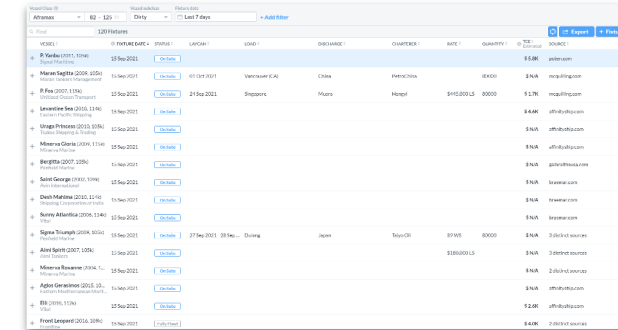
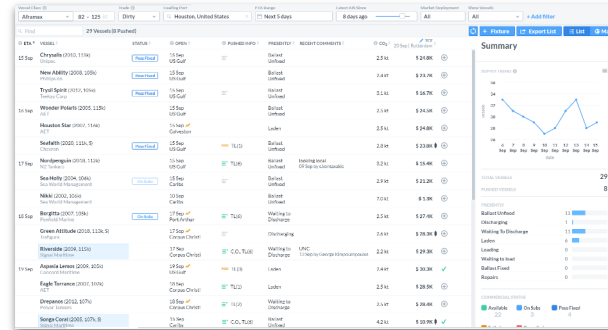
VESSEL	FIXTURE DATE	STATUS	LAYCAN	LOAD	DISCHARGE	CHARTERER	RATE	QUANTITY	TCE	SOURCE
P. Yanbu (2011, 105k) Signal Maritime	15 Sep 2021	On Subs							\$ 5.8K	poten.com
Maran Sagitta (2009, 105k) Maran Tankers Management	15 Sep 2021	On Subs	01 Oct 2021	Vancouver (CA)	China	PetroChina		80000	\$ N/A	mcquilling.com
P. Fos (2007, 115k) Unitized Ocean Transport	15 Sep 2021	On Subs	24 Sep 2021	Singapore	Muara	Hengyi	\$445,000 LS	80000	\$ 1.7K	mcquilling.com
Levantine Sea (2018, 114k) Eastern Pacific Shipping	15 Sep 2021	On Subs							\$ 4.6K	affinityship.com
Uraga Princess (2010, 105k) Tsakos Shipping & Trading	15 Sep 2021	On Subs							\$ N/A	affinityship.com
Minerva Gloria (2009, 115k) Minerva Marine	15 Sep 2021	On Subs							\$ N/A	affinityship.com
Bergitta (2007, 105k) Penfield Marine	15 Sep 2021	On Subs							\$ N/A	galbraithusa.com
Saint George (2002, 109k) Avin International	15 Sep 2021	On Subs							\$ N/A	braemar.com
Desh Mahima (2010, 114k) Shipping Corporation of India	15 Sep 2021	On Subs							\$ N/A	braemar.com
Sunny Atlantica (2006, 114k) Vitol	15 Sep 2021	On Subs							\$ N/A	braemar.com
Sigma Triumph (2009, 105k) Penfield Marine	15 Sep 2021	On Subs	27 Sep 2021 - 28 Sep ...	Dulang	Japan	Taiyo Oil	89 WS	80000	\$ N/A	3 distinct sources
Almi Spirit (2007, 105k) Almi Tankers	15 Sep 2021	On Subs					\$180,000 LS		\$ N/A	3 distinct sources
Minerva Roxanne (2004, 1... Minerva Marine	15 Sep 2021	On Subs							\$ N/A	2 distinct sources
Agios Gerasimos (2015, 10... Eastern Mediterranean MaritL...	15 Sep 2021	On Subs							\$ N/A	affinityship.com
Ellii (2010, 112k) Vitol	15 Sep 2021	On Subs							\$ 2.6K	affinityship.com
Front Leopard (2016, 109k) Frontline	15 Sep 2021	Fully Fixed							\$ 4.0K	2 distinct sources

The tonnage list trend is used as an indicator for the market potential

The last done fixtures list indicates the current market levels

... provide a complete picture of the market sentiment

1 Monitor the market



2 Explore scenarios

The tonnage list trend is used as an indicator for the market potential

The last done fixtures list indicates the current market levels

3 Assess competition

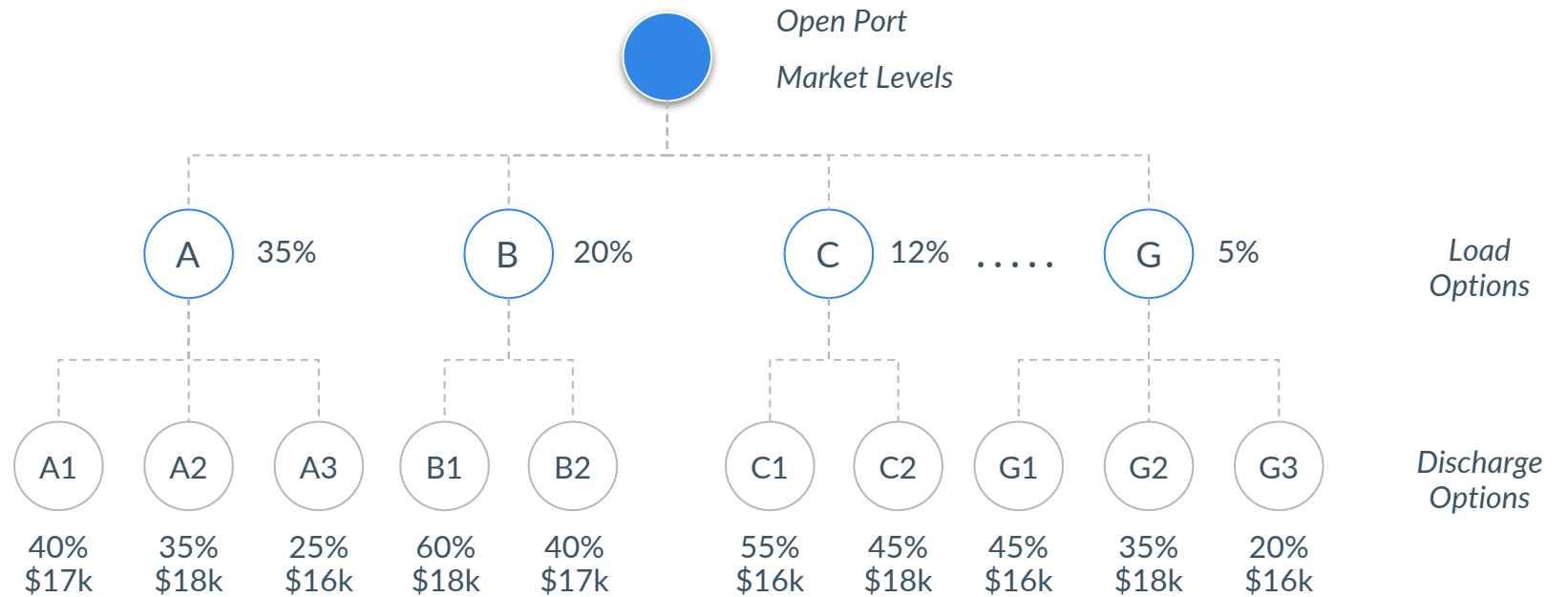
The Chartering Officer can draw a market view in just a couple of minutes before discussing potential cargoes with brokers

Optimal strategy algorithms provide an indicative universe of quantified options...

1 Monitor the market

2 Explore scenarios

3 Assess competition



Analysing options based on historical patterns and current income generation capacity to achieve optimal strategies

... some of which become real and are being compared in detail...

1 Monitor the market

2 Explore scenarios

3 Assess competition

The screenshot displays the Signal Maritime software interface for a voyage from Houston to Singapore. The main window shows a detailed breakdown of costs and net income. The 'NET INCOME' section shows a total of \$2,323,071, while the 'COSTS' section shows a total of \$1,320,677. The 'DURATION' section shows a total of 48d 20h. A summary at the bottom right indicates a Duration of 48d 20h and a TCE of \$20,527. A smaller window in the foreground shows a summary for a Houston > Singapore voyage with a Duration of 11,939NM and a TCE of \$20,527. The interface includes various input fields for cargo type, quantity, and rates, as well as a map showing the voyage route.

Category	Item	Value
NET INCOME	Freight	\$1,841,225
	Canal and Demurrage	\$0
	Other	\$572,356
	Commission	\$90,509
NET INCOME \$2,323,071		
COSTS	Load	-\$80,196
	Discharge	-\$25,489
	Canal	-\$326,868
	Bunkers	-\$863,124
	Other	-\$25,000
COSTS -\$1,320,677		
DURATION	Ballast Days	0d 17h
	Laden Days	41d 09h
	Idle Days	2d 00h
	Port Days	3d 18h
	Other	1d 00h
DURATION 48d 20h		

Analysing options based on historical patterns and current income generation capacity to achieve optimal strategies

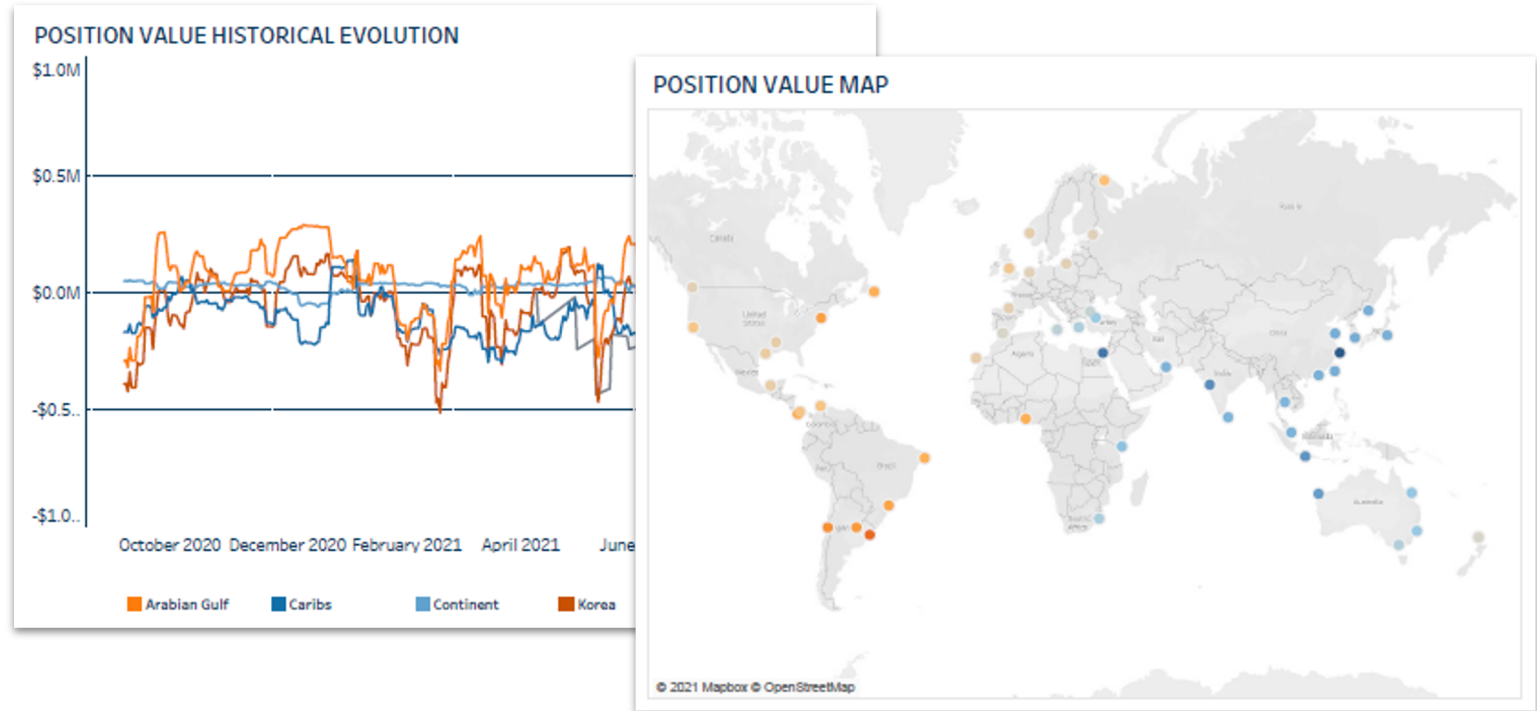
Swift TCE calculations with automated input of market levels, open port, consumption, voyage duration and distance

... on a like-for-like basis by leveraging also the Position Value concept

1 Monitor the market

2 Explore scenarios

3 Assess competition



Analysing options based on historical patterns and current income generation capacity to achieve optimal strategies

Swift TCE calculations with automated input of market levels, open port, consumption, voyage duration and distance

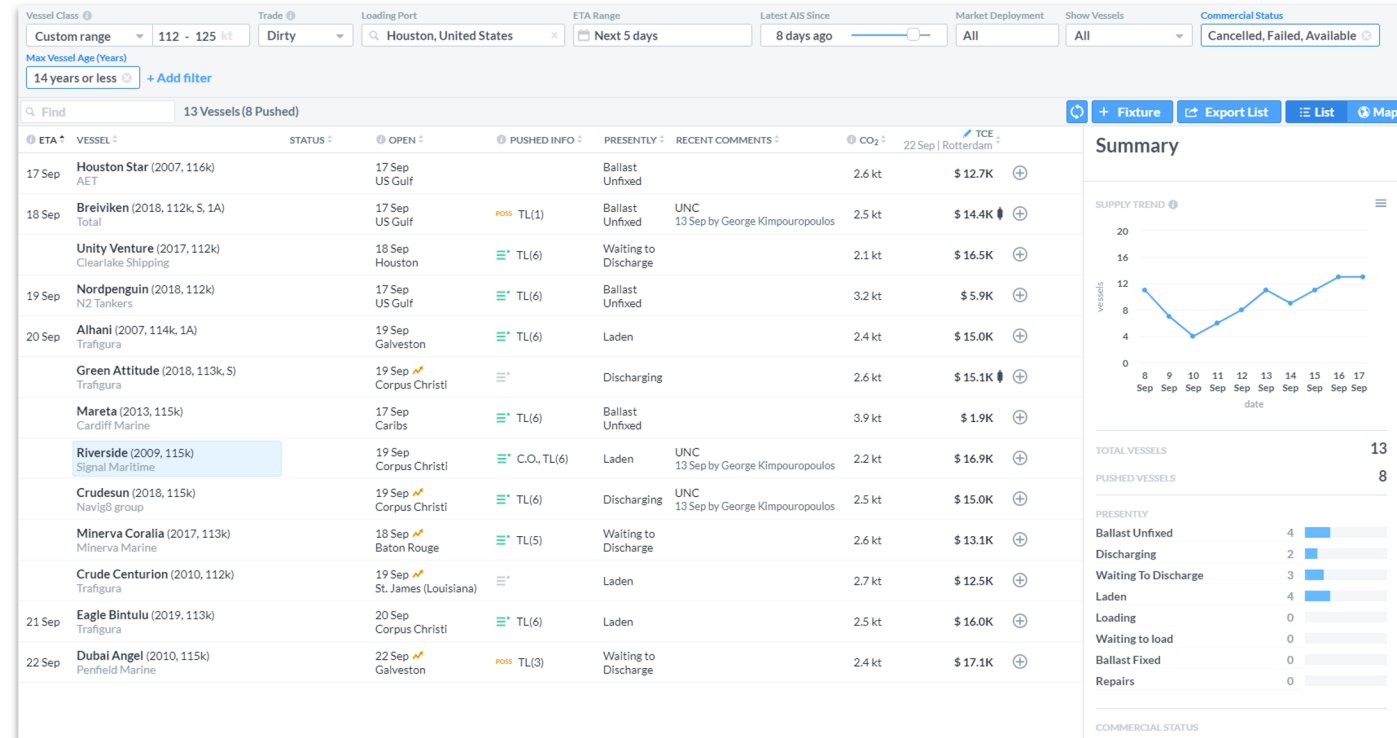
Alternative cargoes are being compared by adjusting the straight TCEs based on the position value of discharge ports

Making a filtered version of the tonnage list based on real cargo requirements...

1 Monitor the market

2 Explore scenarios

3 Assess competition



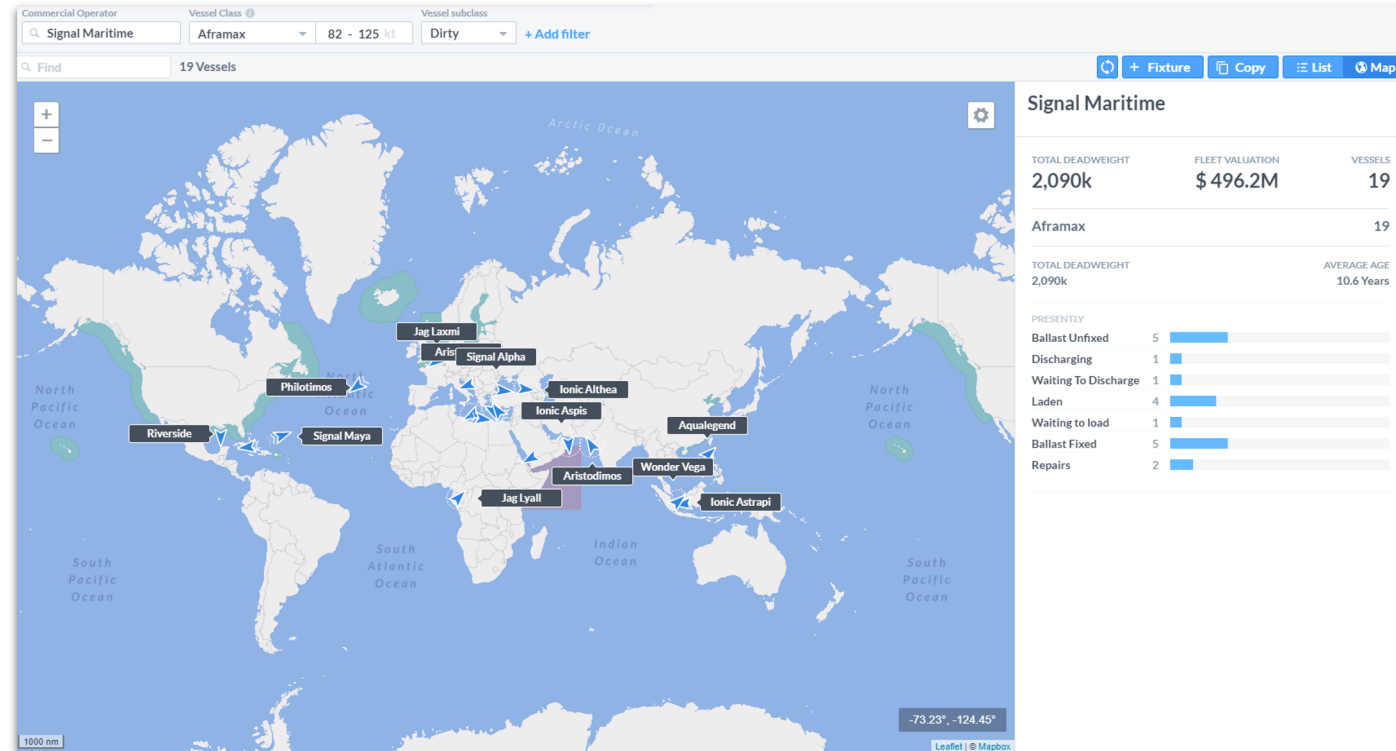
The tonnage list trend is used as an indicator for the market potential

... as well as understanding the overall fleet strategy of main competitors...

1 Monitor the market

2 Explore scenarios

3 Assess competition

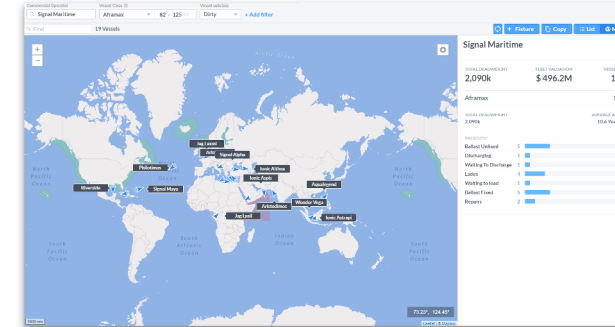
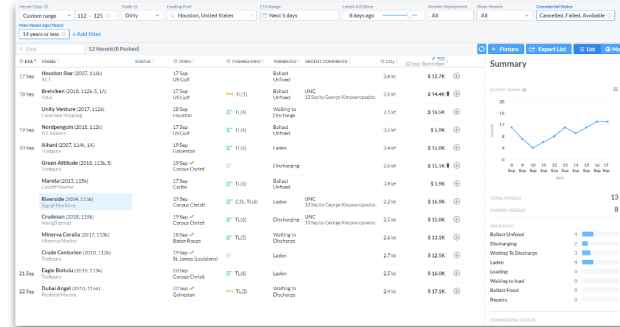


The tonnage list trend is used as an indicator for the market potential

Reviewing what competition is doing from a fleet perspective

... can be a catalyst during the cargo negotiation process

1 Monitor the market



2 Explore scenarios

The tonnage list trend is used as an indicator for the market potential

Reviewing what competition is doing from a fleet perspective

3 Assess competition

Time is of essence. Being a few clicks away from having a fully informed overview of market, cargo options, financials and competition while starting negotiating the cargo can lead to better performance

We built Tanker Chartering Academy to allow for fast onboarding



- Navigate through the Chartering Academy guide
- Watch the series of relevant videos
- Familiarise yourself and practise with The Signal Ocean Platform

- Support the daily routine of the Chartering desk
- Support Chartering Officers on the job, identifying best next voyages
- Complete exercises and tests

- Understand Operations, Bunkering and link to Chartering
- Understand Freight, Disbursements and link to Chartering

Delivering great results under any market circumstances is the key objective of our day-to-day commercial operations

The above **technological** and **learning** levers combined with **critical thinking** and **analytical approach** help us **operate efficiently...**

... two global tanker pools...

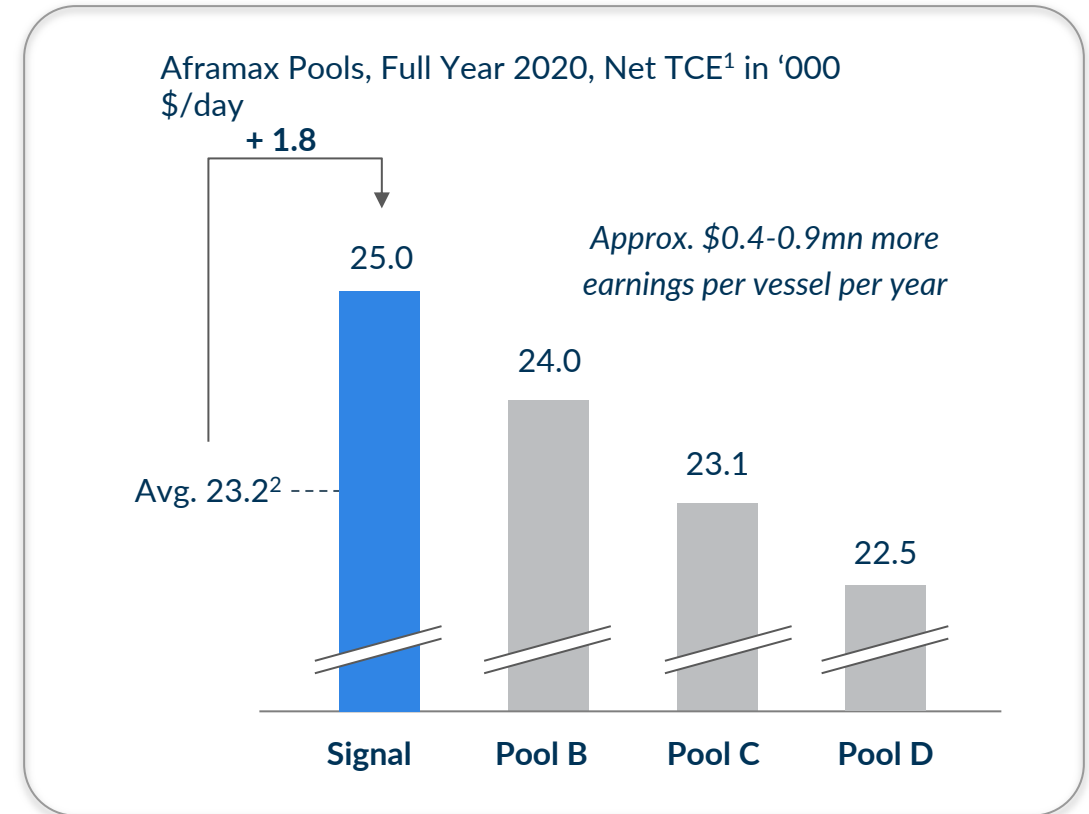
Signal Maritime Aframax Pool (SMAP)

Initiated in **2018**, currently operates **19 Aframax**

Signal Maritime MR Pool (SMMP)

Initiated in **2021**, currently operates **14 MRs**, strategic partnership with **Shell**

... and outperform the market and key peers



Notes: (1) After deduction of pool fees, (2) Average of Pools B, C and D



SIGNAL™

Thank you