



SIGNAL™

OCEAN

Digital Ship

10th May 2022

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VP of Sales | The Signal Group

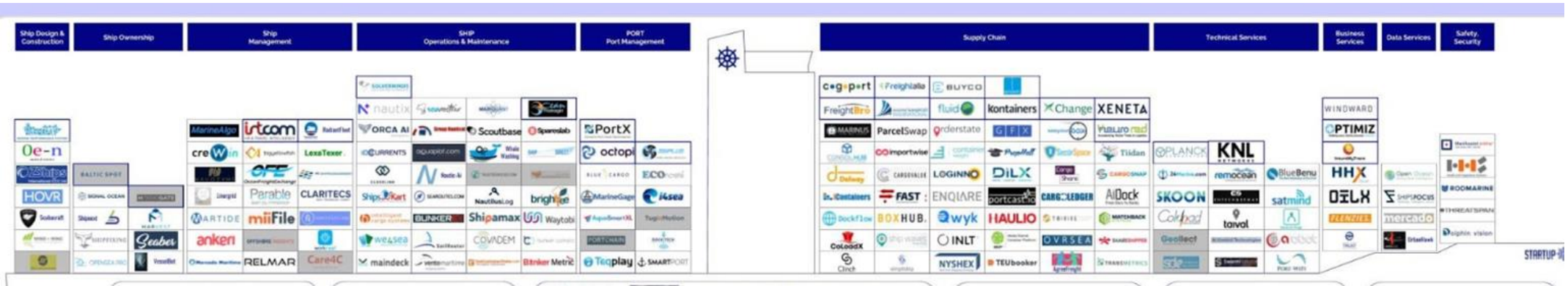
Objectives

- Introduce the Signal Group & our technology
- How has the industry changed the last 3-4 years ?
- APIs and Data Warehouses as an alternative to multiple screens
- Case study: Build your own platform
- Decarbonization: Just the beginning

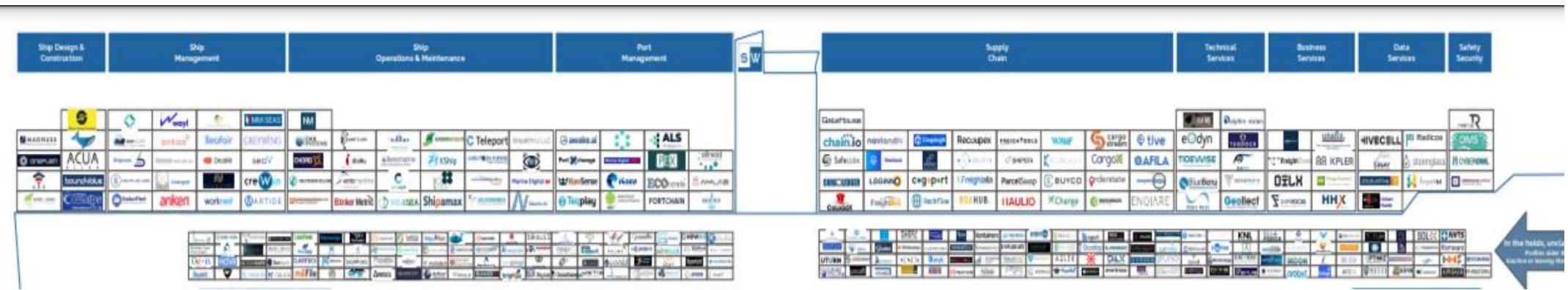


How the industry has changed the last 3-4 years ?

2019



2022



Data gathered from: <https://www.startupwharf.com/startu>

APIs and Data Warehouses as an alternative to multiple screens——



Does this look like a place to focus on a task?

- 1 More solutions available/ multiple desks trying & adopting multiple solutions
- 2 Fight for reducing number of screens
- 3 Competitive freight market/ Capture changes real time
- 4 Urge to build proprietary systems / custom algos

What is SIGNAL™ ?

Signal's data fusion and delivery options explained

Signal: Your private Shipping Analytics solution



DATA

ENGINE

INTERFACES

Your Commercial data niche, **proprietary**, intraday

- Fixtures, Cargos, Vessel Positions & Lineups in email, Slack, manual entries or other systems/data feeds...

Signal Commercial Data

- Fixtures, Cargos, Vessel Positions & Lineups emails
- Market Rates/Assessments
- Port Expenses & other data
- Bunker prices
- + much more

Signal Geospatial Data

- Global geofencing data
- Treated and combined AIS data from multiple sources (incl. dynamic)
- Weather data

Signal Reference Data

- Vessels
- Companies
- Estimated Flat Rates
- + much more

Data Fusion & Analytics Engine

Data Scraping

Automatic detection, extraction, fusion, consensus and deduplication of data from various sources

Voyages

Live voyages model with forecasting based on AIS and commercial information awarded a US Patent

Ports

Port situations, congestions, delays, turnaround times, expenses, bunkering prices, full port call DB +more

Cargoes

Estimation of grades and quantities linked to vessel voyages, automatic vessel and cargo matching + more

Vessel Supply & Demand

Forecasting and a wide variety of signals & analyses for vessel supply and demand across areas and trades

Emissions & Consumptions

Model-based estimations of consumptions and emissions for all ships, all fuel grades and all key activities

Shipping Economics

Vessel valuations, TCE calculations and comparison engine, Freight Pricing, Position Values and much more

Performance Management

Commercial performance models & driver analysis, benchmarking, learning, collaboration & recommendations

The Signal Ocean Platform

A rich ever expanding collection of tools, data and reports. See [our website](#) for details.

Application Programming Interface (API) Suite

- Voyages Data API
- Scraped Data API
- Tonnage List API
- Port Expenses API
- Freight API
- and more...

+

Data Integration Suite

get your Signal insights in:

- your own or a 3rd party Data Warehouse
- standard analyst stacks: Excel or Google Colab
- communication systems, e.g. Slack, Whatsapp

Integrations / Real time response/ Alternative feeds



- 1 Capture live changes- [Video 1](#)
- 2 Capture live changes without any data entry -Video 2
- 3 Capture live changes without any data entry and process-Video 3

Test Signal Ocean
Nancy Dandolo

Mode: Dry

TOOLS

- Distance Tool
- Tonnage List
- Fleet Lists
- Vessel List
- TCE
- Cargo List

DATA

- Vessels
- Ports
- Port Arrivals
- Fixtures

MARKET INTELLIGENCE

- Reports
- Dynamic Dashboard

SECURE DATA VAULT

- Received Data
- Emails
- Reported Fixtures
- S&P Deals

08:58 UTC
09 May

Vessel Class: Panamax | Basis Port: Santos, Brazil | ETA: Next 10 days | Latest AIS: 5 days ago | Market Deployment: All

+ Add filter

Find 103 Vessels (2 Pushed)

+ Fixture | Export List | List | Map

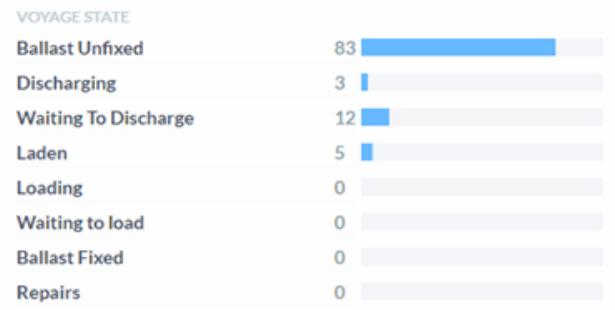
ETA	VESSEL	STATE	OPEN	PUSHED	VOYAGE ...	RECENT COMMENTS	CO2	TCE
09 May	Myrsini (2010, 82k) Cargill		09 May Brazil		Ballast Unfixed		3.9 kt	\$ 50.3K
	Royal Hope (2015, 81k) Cargill		09 May Brazil		Ballast Unfixed		3.6 kt	\$ 41.4K
	Honor Diva (2021, 83k) Santoku Shipping		09 May Brazil		Ballast Unfixed		3.6 kt	\$ 50.1K
	Ultra Cougar (2015, 81k, S) Ultrabulk		09 May Brazil		Ballast Unfixed		3.5 kt	\$ 50.6K
10 May	Daisy Glory (2019, 82k) ADMI		09 May Itaguaí		Waiting to Discharge		3.5 kt	\$ 56.5K
	The Ruler (2007, 75k) Snp Shipping Services		09 May Brazil		Ballast Unfixed		6.4 kt	\$ 29.8K
	Starlight (2004, 75k) Quadra	On Subs	09 May Brazil		Ballast Unfixed		4.0 kt	\$ 53.2K
	Magic Nova (2010, 78k) Pavimar		09 May Itaguaí		Waiting to Discharge		3.9 kt	\$ 55.1K
	Dream Team (2020, 84k) SwissMarine	Poss Fixed	09 May Brazil		Ballast Unfixed		3.6 kt	\$ 46.8K
	Cymona Progress (2014, 81k, S) Cargill		09 May Tubarao		Waiting to Discharge		3.9 kt	\$ 56.6K
11 May	MG Mercury (2016, 84k) Baumarine	Poss Fixed	09 May Brazil		Ballast Unfixed		5.1 kt	\$ 35.1K
	Diane (2011, 78k) Chartworld Shipping		09 May Brazil		Ballast Unfixed		6.1 kt	\$ 30.2K
	Xing Shun Hai (2018, 81k) Comerge Shipping		10 May Tubarao		Waiting to Discharge		3.4 kt	\$ 57.3K
	Sakizaya Power (2017, 81k) COFCO Group	Poss Fixed	09 May Argentina & Uruguay		Ballast Unfixed		6.1 kt	\$ 29.4K
12 May	Jy Bulk (2018, 81k, S) Cargill		09 May Argentina & Uruguay		Ballast Unfixed		5.6 kt	\$ 35.4K

Summary



TOTAL VESSELS 103

PUSHED VESSELS 2



STATE

Panamax | Santos

ASK A QUESTION

Integrations / Real time response/ Alternative feeds



- 1 Capture live changes- Video 1
- 2 Capture live changes without any data entry -[Video 2](#)
- 3 Capture live changes without any data entry and process- Video 3

Test Signal Oce...
Nancy Dandolo

Mode: Dry

TOOLS

- Distance Tool
- Tonnage List
- Fleet Lists
- Vessel List BETA

Signal Ocean Test

Get started
Finally: Connect your tools

- Threads
- All DMs
- Mentions & reactions
- More

Channels

- # 99_prod_scraping_dry
- # 99_prod_scraping_tanker
- # 99_test_scraping_dry
- # general
- + Add channels

Direct messages

- Slackbot
- Nancy D you
- Jason Wilson Demo

Vessel Class: Panamax | Basis Port: Osaka, Japan | ETA: 16 Feb 2022 - 24 Feb 2022 | Latest AIS: 5 days ago | Market Deployment: All

Find: 361 Vessels (13 Pushed)

ETA	VESSEL	STATE	OPEN	PUSHED	VOYAGE	RECENT COMMENTS	CO ₂	TCE
	Xin Meng Xiang (2002, 74k) Phaethon		16 Feb Indonesia		Ballast Unfixed			
	Fortune Union (1998, 73k) Ocean Faith		18 Feb Yangjiang		Discharging			
	Alpha Loyalty (2007, 75k) Alpha Bulkers		22 Feb Japan Island		Discharging			
	AP Libertas (2008, 75k) Oldendorff		18 Feb Qinzhou		Discharging			

Alpha Loyalty

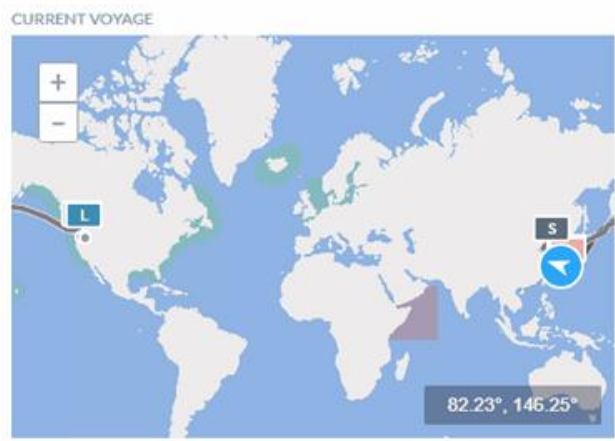
Alpha Bulkers | IMO: 9311177 | Updated: 16 Feb 2022 08:02

Voyages | TCE | Received Data | Comments

LATEST AIS INFORMATION

Destination **JP KOJ** | Speed **0 kts**

Reported ETA **07 Feb 2022 05:00** | Draught **12.6 m**



- 74 + Vancouver (US) - Japan Island
02 Jan 2022 • CNR, RNR, Grains
- 73 + Kalama - Bayuquan
28 Oct 2021 • CNR, RNR, Dry
- 72 + Adang Bay - Yosu
20 Sep 2021 • CNR, RNR, Coal
- 71 + Paranagua - Zhangzhou
12 Jul 2021 • Louis Dreyfus, 28K \$/day, Dry
- 70 + Hay Point - Haldia

Search Signal Ocean Test

#99_prod_scraping_dry

+ Add a bookmark

Today

Nancy D 9:57 AM
alpha loyalty 65000 coal abbot point/paradip mar 1-10 jindal steel & power ffxd

Roussos Paschopoulos 10:03 AM
21 Lucky 26 Feb Qingdao

Nancy D 10:04 AM
alpha loyalty 65000 coal abbot point/paradip mar 1-10 jindal steel & power subs

Message #99_prod_scraping_dry

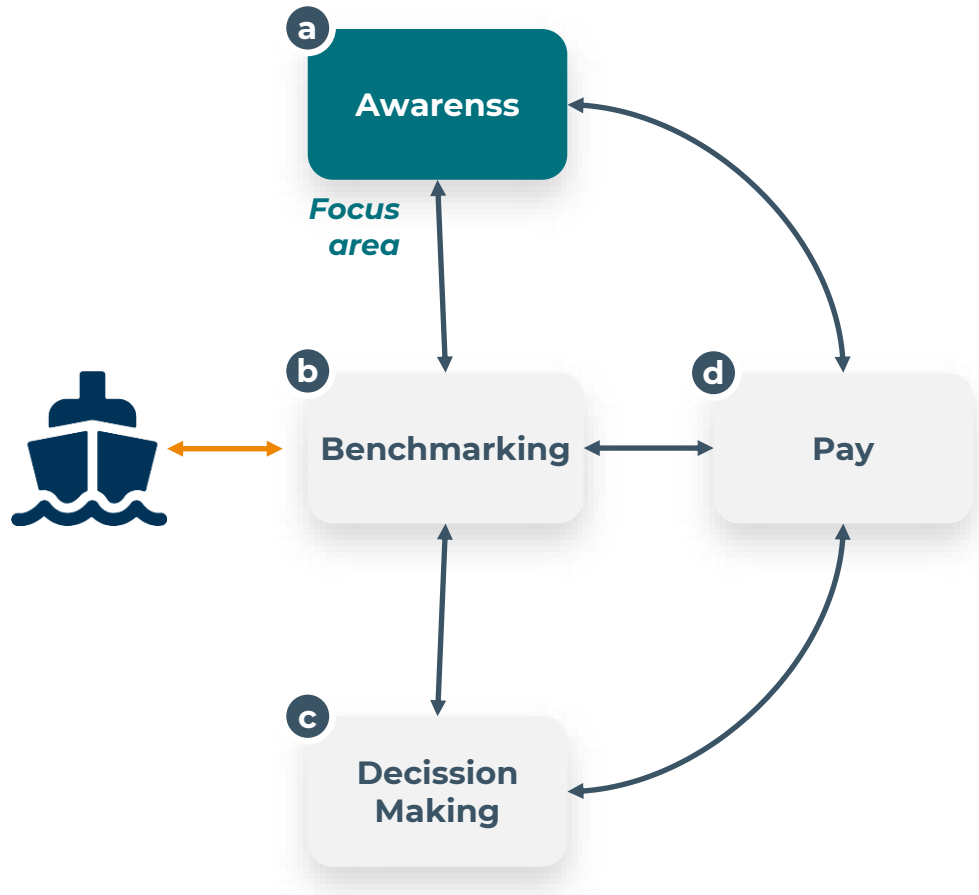
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Decarbonization: Just the beginning!

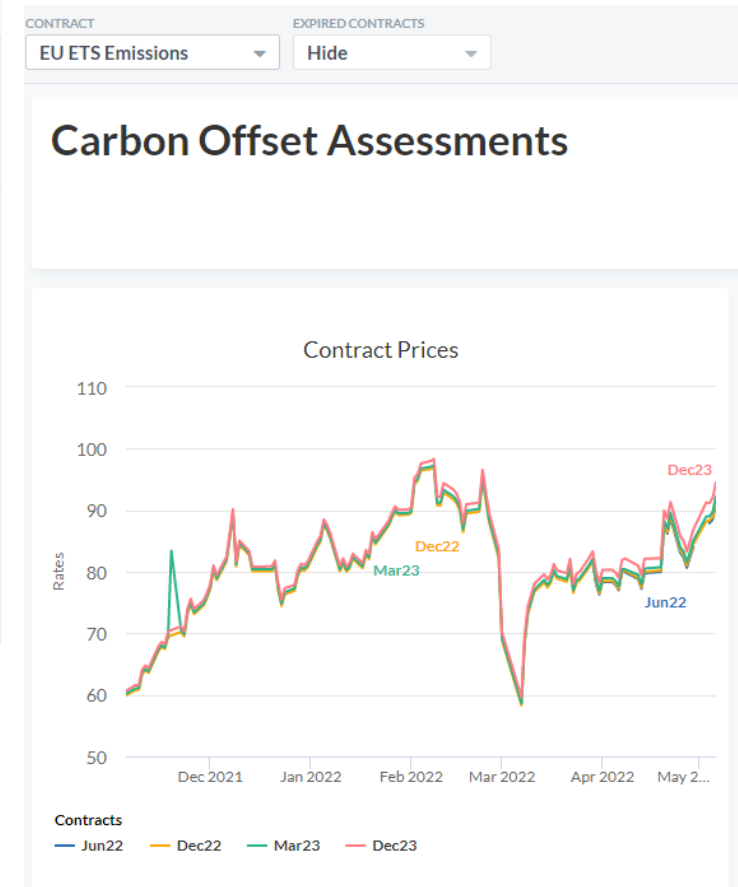


- a** Significant efforts in 2022 to assess where market participants currently stand
 - o What is our current foot print?
 - o Start standardizing noon repots/ collection of data.
 - o Going beyond CO2 metrics -> CII, EEXI etc
- b** How do we understand if we emmit the right levels based on:
 - o Fleet profile
 - o Trading patterns (Triangulation, Waiting times)
 - o Operational optimization (Slow steaming)
 - o Benchmark!
- c** But is it already part of the decision making?
 - o Do owners think twice to ballast the Atlantic ?
 - o Do charterers think twice when they select the most optimum vessel for their next cargo?
- d** Who will pay? How? Voluntary vs non Voluntary schemes ?
 - How quickly will freight absorb carbon emissions costs ?
 - Part of the recaps ?

Decarbonization: Just the beginning!

1
4

ETA	VESSEL	STATE	OPEN	PUSHED	VOYAGE ...	RECENT COMMENTS	CO ₂	TCE
14 May	Sakura (2018, 63k) Unknown		13 May New Orleans	TL(1)	Dischargi...		2.0 kt	\$ 30.6K
18 May	Olympia.GR (2018, 61k) M/Maritime		12 May Tolu	TL(1)	Dischargi...		2.2 kt	\$ 30.5K
19 May	Alam Sayang (2013, 61k) Nikko Kisen Kk	Poss Fixed	10 May West Coast Centra...	TL(2)	Ballast Unfixed		2.8 kt	\$ 18.5K
27 May	Ultra Crimson (2016, 61k) Ultrabulk		10 May North Sea	TL(1)	Ballast Unfixed		2.8 kt	\$ 24.4K
26 May	Sarocha Naree (2017, 63k) Precious Shipping	Poss Fixed	10 May Continent	TL(1)	Ballast Unfixed		3.2 kt	\$ 21.2K
28 May	All Star Atlas (2014, 63k) M/Maritime		10 May Amsterdam	TL(1)	Dischargi...		3.4 kt	\$ 21.9K
16 May	Taurus Confidence (2018, 63k) SUMEC Shipping	Poss Fixed	10 May US Atlantic Coast	TL(1)	Ballast Unfixed		3.6 kt	\$ 12.2K





SIGNAL™

APIs

Thank you
for your time!