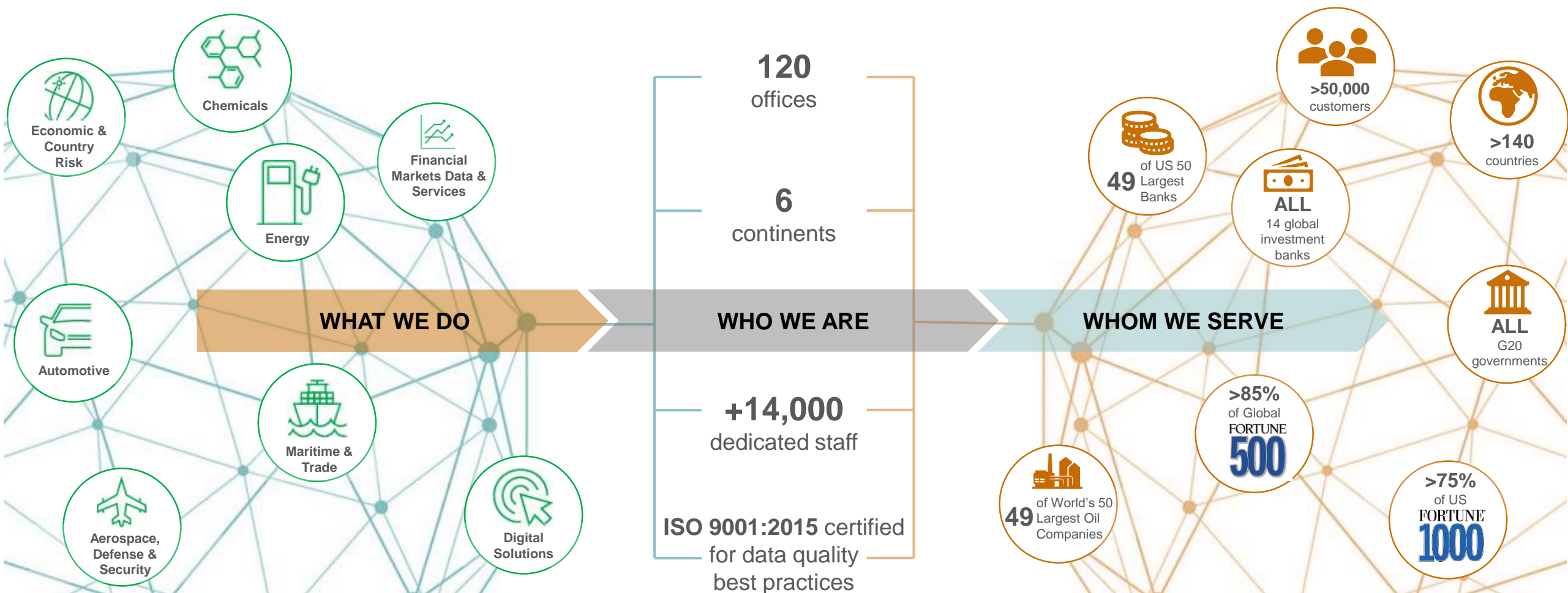


IHS Markit – Maritime & Trade

How Your Competitors are Identifying Cost Savings, Better Relationships and New Revenue Sources: New Methods in Market Intelligence for the Petrochemical Sector

March 2019

*Connecting across industries as a **global information powerhouse**,
we are defined by what we do and whom we serve*



The Maritime & Trade division's unique data assets provide governments and commercial customers with access to the most comprehensive insights



Success Stories

Success Stories – Finding Potential New Suppliers

A \$30mn subsidiary of a global chemicals company used our custom PIERS Mexico-reported cargo record data services to identify and prioritize new potential foreign supplier relationships – which eventually led to contracts with new suppliers that helped to lower their overall imported material costs by 18%, resulting in millions of dollars in savings.

Success Stories – Saving on Materials & De-risking Supply Chains

A \$20bn consumer products company was concerned that they might be overpaying through their long-term supplier relationships. They subscribed to our custom PIERS Mexico-reported cargo records data services and discovered they imported 30% more polymers into Mexico than the next largest polymers importer – and yet they were paying considerably more to import these polymers than other importers.

Through the data, they also identified other lower-cost suppliers in their market. These realizations led them to both renegotiate some of their contracts with their existing supplier and establish relationships with new suppliers, thereby lowering their overall materials costs and reducing supplier risk.

Success Stories – Identifying Competitive Threats

The refrigerants unit at a \$9bn chemical company used our custom PIERS US-reported cargo record data services to discover new chemicals from China that began to be imported into the United States in large volumes. The team shared their discovery with the legal team, which filed a trade complaint that eventually resulted in a favorable judgment, improved the company's competitive position in the market and earned the team that used the PIERS data an internal award and recognition from the chemical company's leadership team.

The Tools of the Trade

Global Trade Atlas – Monthly Updated Aggregated Trade Statistics

Sources:

- United Nations
- Customs Authorities
- Trade Agencies

Coverage:

- 95 Countries
- 95% of the World's Trade
- Thousands of Commodities

Standardized Data Elements:

- Markets
- Commodities
- Volumes/Values

Why Companies use us:

- Understand global trade flow for all commodities
- Locate regions/countries with the biggest market share
- Compare internal numbers to understand changes in market share
- Analyze changes in transportation mode for commodities of interest
- Reveal port level activity for competitive analysis



GTA Statistics – A Closer Look

Available Data Fields:

Reporting Country

Partner Country

Month/Quarter/Year

Trade Direction

Total Volume Traded

Total Value Traded


Unit of Measure (Volume)

HS Code 2 Digit

HS Code 4 Digit

HS Code 6 Digit

HS Code 8/10 Digit

Chile Import Statistics								
Products: 2712 (Petroleum Jelly; Paraffin Wax, Microcrystalline Petroleum Wax, Slack Wax, Other Mineral Waxes, And Similar Products)								
Quantity & Value: Annual through 2018								
2018		United States Dollars						
			2016		2017		2018	
Rank	Partner Country	Unit	USD	Primary Quantity	USD	Primary Quantity	USD ↓	Primary Quantity
	World	KN	17,009,373	12,148,079	15,202,796	10,932,936	16,812,575	12,272,708
1	China	KN	5,378,841	4,566,095	4,388,141	3,440,814	5,463,525	4,447,520
2	Malaysia	KN	3,193,338	2,525,400	3,555,180	3,037,500	2,982,550	2,610,000
3	Brazil	KN	875,144	689,363	635,844	440,895	1,978,345	1,701,513
4	United States	KN	1,393,736	588,382	1,185,697	576,028	1,415,226	684,285
5	Germany	KN	992,825	511,195	906,793	483,777	1,032,049	527,552
6	Spain	KN	398,776	203,033	399,925	178,007	773,679	456,367

Detailed Views on Trade Flows

Argentina Import Statistics from World									
Products: 2905 (Acyclic Alcohols And Their Halogenated, Sulfonated, Nitrated Or Nitrosated Derivatives)									
Quantity & Value: Year To Date through December 2018									
Dec 2018		United States Dollars		↔ Convert Quantities 📈 Show chart					
Rank	Product	Description	Unit	2016		2017		2018	
				USD	Primary Quantity	USD	Primary Quantity	USD ↓	Primary Quantity
	2905	Acyclic Alcohols And Their Halogenated, Sulfonated, Nitrated Or Nitrosated Derivatives	KG	115,792,552	149,057,770	154,220,461	193,487,699	150,535,873	130,682,238
1	290531	Ethylene Glycol (Ethanediol)	KG	55,315,805	80,704,410	64,410,196	75,597,514	77,793,524	81,576,946
2	290532	Propylene Glycol (Propane-1,2-Diol)	KG	13,044,773	11,052,625	12,347,729	10,308,081	14,207,315	10,146,765
3	290512	Propan-1-ol (Propyl Alcohol) And Propan-2-ol (Isopropyl Alcohol)	KG	4,965,359	5,048,183	12,557,801	9,670,523	10,731,387	8,427,064
4	290522	Unsaturated Acyclic Terpene Alcohols	KG	4,292,213	710,531	5,142,367	851,558	8,003,501	751,219

PIERS Trade Data

Access the most complete, up-to-date trade data at the shipment level

- We offer complete sets of transactional per-shipment records from all of the countries that permit this detail to be regularly published:
 - > US
 - > India
 - > Brazil
 - > Mexico
 - > Colombia
 - > Peru
 - > Chile
 - > Ecuador
 - > Uruguay
 - > Paraguay
 - > Panama
 - > Argentina
 - > Costa Rica (History Only)
- We also uniquely are the only company to host and publish 100% of records for U.S. waterborne imports and exports.
- Data timeliness varies by country
 - > Most countries provide updates once monthly – with a delay of 1-3 months depending on the country.
 - > US-reported data is much faster - at either 15 – 45 days post-departure for exports to 2 days post-arrival for imports

PIERS Data – A Closer Look

The Available Fields vary
by Reporting Country
(but typically includes):

Trade Direction

Domestic Company

Foreign Company

HS Code 6 Digit

HS Code 8/10 Digit

Cargo Description

Origin / Destination

Volume

Price (Estimated/Declared)

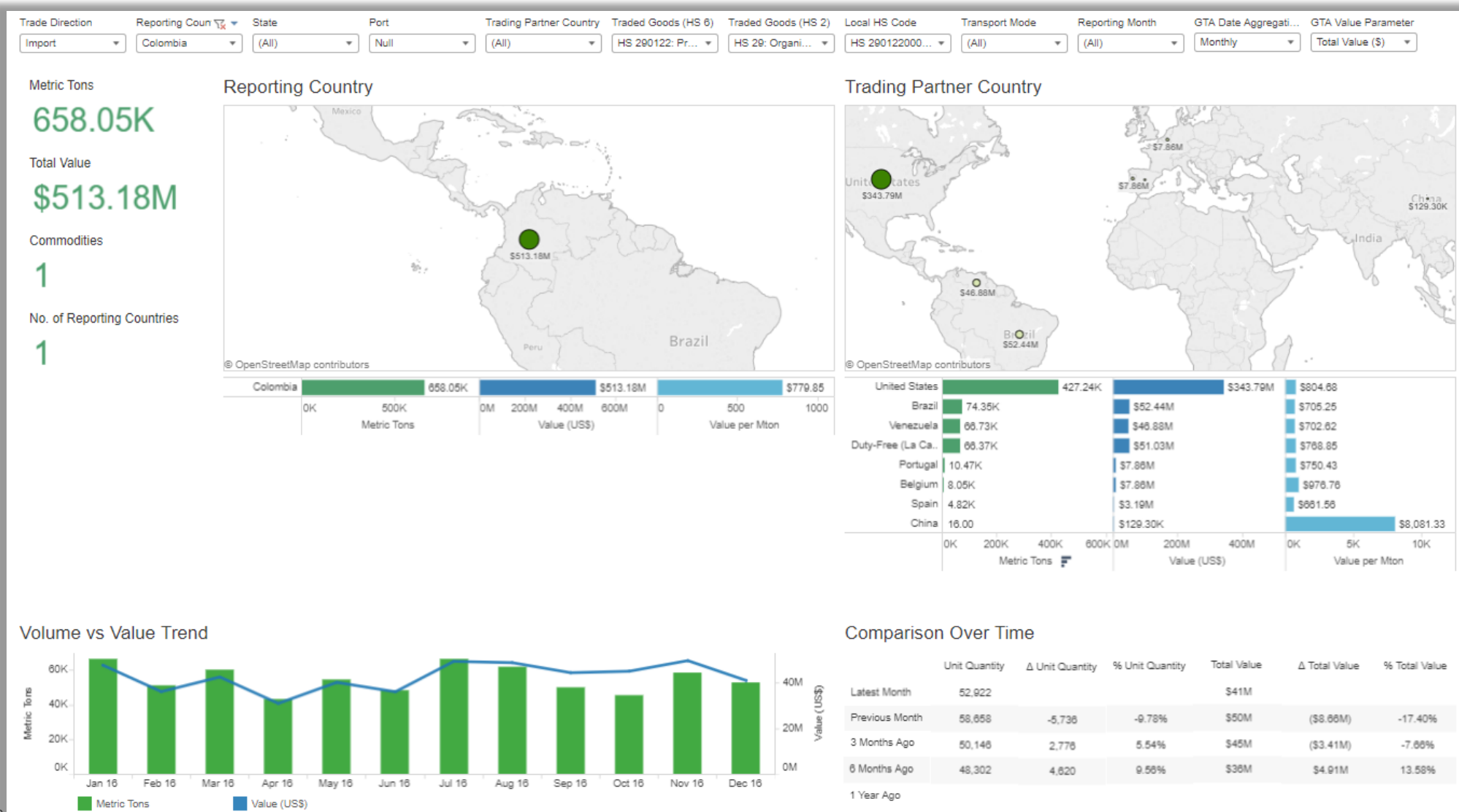
Original Rich-but-Raw Bill-of-Lading Description	Declared US Exporter	Declared Carrier Name	Kilos	Qty	Unit	US Departure	Destination F
BAG RESINA SINTETICA HDPE 08454N POLIETILENO DE ALTA DENSIDAD TOTAL NET WT: 24000	ENTEC	SEABOARD MARINE LTD	24,429.61	960	BGS	HOUSTON	GUAYAQUIL
BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD BOLSAS RES	ENTEC	SEABOARD MARINE LTD	35,225.57	700	BGS	HOUSTON	GUAYAQUIL
BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD BOLSAS RES	ENTEC	SEABOARD MARINE LTD	21,735.47	700	BGS	HOUSTON	GUAYAQUIL
BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD BOLSAS RES	ENTEC	SEABOARD MARINE LTD	35,225.57	700	BGS	HOUSTON	GUAYAQUIL
BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD TOTAL NET	ENTEC	SEABOARD MARINE LTD	17,628.89	700	BGS	HOUSTON	GUAYAQUIL
BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD TOTAL NET	ENTEC	SEABOARD MARINE LTD	17,596.68	700	BGS	HOUSTON	GUAYAQUIL
BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD TOTAL NET	ENTEC	SEABOARD MARINE LTD	13,457.90	700	BGS	HOUSTON	GUAYAQUIL
BAG RESINA SINTETICA HDPE HFD9530 POLIETILENO DE ALTA DENSIDAD TOTAL NET WT: 1750	ENTEC	SEABOARD MARINE LTD	17,581.71	700	BGS	HOUSTON	GUAYAQUIL
BAG RESINA SINTETICA HDPE GA652-962 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA S	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	22,335.81	720	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA HDPE GA652-962 POLIETILENO DE ALTA DENSIDAD TOTAL NET WT: 3	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	13,829.61	720	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA HDPE H5618 POLIETILENO DE ALTA DENSIDAD TOTAL NET WT: 18 000	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	18,115.59	720	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA S	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	67,007.42	720	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA S	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	55,839.38	720	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA S	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	77,758.45	720	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA S	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	22,335.81	720	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA S	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	67,007.42	720	BGS	HOUSTON	ARICA
BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA S	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	67,007.42	720	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA EQUISTAR PETROTHENE LLOPE GA502-022 POLIETILENO LINEAL DE B	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	27,097.06	700	BGS	HOUSTON	CALLAO
BAG RESINA SINTETICA EQUISTAR PETROTHENE LLOPE GA574-189 POLIETILENO DE BAJA DE	GEOCHEM INTERNATIONAL	SEABOARD MARINE LTD	23,552.24	700	BGS	HOUSTON	GUAYAQUIL
149 BAGS HIGH DENSITY POLYETHYLENE BLOW	MONTACHEM INTERNATIONAL	HAMBURG SUD	17,862.13	149	BGS	HOUSTON	CARTAGENA
150 BAGS HIGH DENSITY POLYETHYLENE BLOW	MONTACHEM INTERNATIONAL	HAMBURG SUD	17,862.13	150	BGS	HOUSTON	CARTAGENA
DENSITY POLYETHYLENE BLOW	MONTACHEM INTERNATIONAL	MEDITERRANEAN SHIPPING COMPA	35,160.25	1,400	BGS	HOUSTON	CAACUPE
HDPE RESIN	MTS LOGISTICS	MEDITERRANEAN SHIPPING COMPA	151,194.31	5,940	BGS	NEW YORK	SANTOS
HDPE RESIN	MTS LOGISTICS	MEDITERRANEAN SHIPPING COMPA	101,047.00	3,970	BGS	NEW YORK	NAVEGANTES
CONTINUUM TM DMDA BIMODAL HIGH DENSITY POLYETHYLENE RESIN	ORDER	MEDITERRANEAN SHIPPING COMPA	#####	160	BIN	NEW ORLEANS	CALLAO
DOW DPDA 3220 HIGH DENSITY POLYETHYLENE RESIN	ORDER	MEDITERRANEAN SHIPPING COMPA	#####	3,960	BGS	HOUSTON	BUENOS AIRES
HDPE RESIN	ORDER	CHILEAN LINES	21,764.00	32	BIN	NEW YORK	BUENOS AIRES
120 CONTAINER CONTAINING 14 BOX(ES) CONTAINING RESIN POLYETHYLENE 959S LOW DENSIT	ORDER	ORIENT OVERSEAS CONTAINER LIN	9,700.00	14	BXS	NEW ORLEANS	HAMBURG
140 CONTAINER CONTAINING 990 BAG(S) CONTAINING RESIN POLYETHYLENE 662I LOW DENSIT	ORDER	ORIENT OVERSEAS CONTAINER LIN	50,242.00	990	BGS	HOUSTON	BREMERHAVEN
BOX(ES) CONTAINING CHEMICALS NOS DOW LDPE 621I RESIN 650 KG OCTABON BOX I-33/201	ORDER	SEABOARD MARINE LTD	58,201.87	28	BXS	HOUSTON	CARTAGENA
BOX(ES) CONTAINING RESIN POLYETHYLENE 640I LOW DENSITY 650 KG OCTABON BOX ID-19	ORDER	SEABOARD MARINE LTD	77,602.49	28	BXS	HOUSTON	CARTAGENA
DOW DFDC 7080 NT 7 LINEAR LOW DENSITY POLYETHYLENE RESIN 25	ORDER	HAPAG LLOYD	25,121.00	990	BGS	NEW ORLEANS	GUAYAQUIL
DOW DFDC LINEAR LOW DENSITY POLYETHYLENE RESIN	ORDER	MEDITERRANEAN SHIPPING COMPA	25,120.88	990	BGS	NEW ORLEANS	CALLAO
DOW DNBD 7147 LINEAR LOW DENSITY POLYETHYLENE RESIN	ORDER	MEDITERRANEAN SHIPPING COMPA	#####	100	BGS	HOUSTON	BUENOS AIRES
DOW DNDA LINEAR LOW DENSITY POLYETHYLENE	ORDER	MEDITERRANEAN SHIPPING COMPA	21,044.90	32	BIN	HOUSTON	BUENOS AIRES
DOW DNDB 7147 NT 7 LINEAR LOW DENSITY POLYETHYLENE RESIN	ORDER	MEDITERRANEAN SHIPPING COMPA	#####	3,960	BGS	NEW ORLEANS	BUENOS AIRES
DOW DNDB LLDPE RESIN	ORDER	MEDITERRANEAN SHIPPING COMPA	25,120.88	990	BGS	NEW ORLEANS	SAN ANTONIO
DOW DPDA MEDIUM DENSITY POLYETHYLENE RESIN	ORDER	MEDITERRANEAN SHIPPING COMPA	50,242.22	1,980	BGS	HOUSTON	BUENOS AIRES
15 PALLETS X 60 BAGS ON EACH PALLET (25 KGS NET EACH BAG) LDPE 213 RESIN ACJ 991100	PALZIV NORTH AMERICA	MEDITERRANEAN SHIPPING COMPA	68,715.00	45	PLT	NORFOLK	HAIFA
15 PALLETS X 60 BAGS ON EACH PALLET (25 KGS NET EACH BAG) PLASTIC GOODS- SYNTHETI	PALZIV NORTH AMERICA	ZIM CONTAINER	41,558.18	60	PLT	NORFOLK	HAIFA
150 BAGS LOADED ON 3 PALLETS POLYMER LOW DENSITY POLYETHYLENE SCHAEFFI FIX 140/LC	SCHAEFFI AMERICA	NYK LINE	3,060.00	150	BGS	CHARLESTON	KLETTGAU
1X40 HC CONTAINING 18 BIGBAGS RO 1-3 = 3 BIG BAGS OF 1000 KG NET 3000 KG GROSS 3060	TENOWO INDIAN CREEK PAR	HYUNDAI MERCHANT MARINE	19,860.00	15	BBG	CHARLESTON	BREMERHAVEN
CONTAINING 18 BIGBAGS RO 1-3 = 3 BIG BAGS OF 1000 KG NET 3000 KG GROSS 3060 KG BATC	TENOWO INDIAN CREEK PAR	HYUNDAI MERCHANT MARINE	19,860.00	15	BBG	CHARLESTON	BREMERHAVEN
CHEMICALS HDPE	TOTAL PETROCHEMICALS	CHILEAN LINES	20,156.00	28	BIN	HOUSTON	ANTWERP
HDPE POLYETHYLENE	UNITCARGO CONTAINER LIN	CHILEAN LINES	104,187.00	4,080	BGS	HOUSTON	CARTAGENA

Trade Data Can Be Enhanced to Reveal More Intelligence

Optional Added Commodity Category	Optional Added Commodity	Optional Added Grade	Original Rich-but-Raw Bill-of-Lading Description	Optional Added Producer Name	Declared US Exporter
PE	HDPE	0845N	BAG RESINA SINTETICA HDPE 0845N POLIETILENO DE ALTA DENSIDAD TOTAL NET WT:24000	DOW	ENTEC
PE	HDPE	DGDC 2100 NT 7	BAG RESINA SINTETICA HDPE DGDC 2100 NT 7 POLIETILENO DE ALTA DENSIDAD BOLSAS RES	DOW	ENTEC
PE	HDPE	DMDA-6200 NT 7	BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD BOLSA RES	DOW	ENTEC
PE	HDPE	DMDA-6200 NT 7	BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD BOLSAS RE	DOW	ENTEC
PE	HDPE	DMDA-6200 NT 7	BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD TOTAL NET	DOW	ENTEC
PE	HDPE	DMDA-6200 NT 7	BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD TOTAL NET	DOW	ENTEC
PE	HDPE	DMDA-6200 NT 7	BAG RESINA SINTETICA HDPE DMDA-6200 NT 7 POLIETILENO DE ALTA DENSIDAD TOTAL NET	DOW	ENTEC
PE	HDPE	HFD9530	BAG RESINA SINTETICA HDPE HFD9530 POLIETILENO DE ALTA DENSIDAD TOTAL NET WT: 1750	DOW	ENTEC
PE	HDPE	GA652-962	BAG RESINA SINTETICA HDPE GA652-962 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA S	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE	GA652-962	BAG RESINA SINTETICA HDPE GA652-962 POLIETILENO DE ALTA DENSIDAD TOTAL NET WT: 31	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE	H5618	BAG RESINA SINTETICA HDPE H5618 POLIETILENO DE ALTA DENSIDAD TOTAL NET WT: 18 000	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE	LH735-000	BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA SI	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE	LH735-000	BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA SI	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE	LH735-000	BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA SI	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE	LH735-000	BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA SI	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE	LH735-000	BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA SI	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE	LH735-000	BAG RESINA SINTETICA HDPE LH735-000 POLIETILENO DE ALTA DENSIDAD BOLSA RESINA SI	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	LDPE	GA502-022	BAG RESINA SINTETICA EQUISTAR PETROTHENE LLDPE GA502-022 POLIETILENO LINEAL DE E	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	LDPE	GA574-189	BAG RESINA SINTETICA EQUISTAR PETROTHENE LLDPE GA574-189 POLIETILENO DE BAJA DE	LYONDELLBASELL	GEOCHEM INTERNATIONAL
PE	HDPE		149 BAGS HIGH DENSITY POLYETHYLENE BLOW	UNKNOWN	MONTACHEM INTERNATIONAL
PE	HDPE		150 BAGS HIGH DENSITY POLYETHYLENE BLOW	UNKNOWN	MONTACHEM INTERNATIONAL
PE	LDPE		DENSITY POLYETHYLENE BLOW	UNKNOWN	MONTACHEM INTERNATIONAL
PE	HDPE		HDPE RESIN	UNKNOWN	MTS LOGISTICS
PE	HDPE		HDPE RESIN	UNKNOWN	MTS LOGISTICS
PE	HDPE	DMDA	CONTINUUM TM DMDA BIMODAL HIGH DENSITY POLYETHYLENE RESIN	DOW	ORDER
PE	HDPE	DPDA 3220	DOW DPDA 3220 HIGH DENSITY POLYETHYLENE RESIN	DOW	ORDER
PE	HDPE		HDPE RESIN	UNKNOWN	ORDER
PE	LDPE	959S	120 CONTAINER CONTAINING 14 BOX(ES) CONTAINING RESIN POLYETHYLENE 959S LOW DENSIT	DOW	ORDER
PE	LDPE	662I	140 CONTAINER CONTAINING 990 BAG(S) CONTAINING RESIN POLYETHYLENE 662I LOW DENSIT	DOW	ORDER
PE	LDPE	621	BOX(ES) CONTAINING CHEMICALS NOS DOW LDPE 621I RESIN 650 KG OCTABON BOX I-33/201	DOW	ORDER
PE	LDPE	640I	BOX(ES) CONTAINING RESIN POLYETHYLENE 640I LOW DENSITY 650 KG OCTABON BOX ID-15	DOW	ORDER
PE	LDPE	DFDC 7080 NT 7	DOW DFDC 7080 NT 7 LINEAR LOW DENSITY POLYETHYLENE RESIN 25	DOW	ORDER
PE	LDPE	DFDC	DOW DFDC LINEAR LOW DENSITY POLYETHYLENE RESIN	DOW	ORDER
PE	LDPE	DNBD 7147	DOW DNBD 7147 LINEAR LOW DENSITY POLYETHYLENE RESIN	DOW	ORDER
PE	LDPE	DNDA	DOW DNDA LINEAR LOW DENSITY POLYETHYLENE	DOW	ORDER
PE	LDPE	DNBD 7147	DOW DNBD 7147 NT 7 LINEAR LOW DENSITY POLYETHYLENE RESIN	DOW	ORDER
PE	LDPE	DNDB	DOW DNDB LLDPE RESIN	DOW	ORDER
PE	MDPE	DPDA	DOW DPDA MEDIUM DENSITY POLYETHYLENE RESIN	DOW	ORDER
PE	LDPE	213	15 PALLETS X 60 BAGS ONE ACH PALLET (25 KGS NET EACH BAG) LDPE 213 RESIN ACJ 991100	PALZIV	PALZIV NORTH AMERICA
PE	LDPE	213	15 PALLETS X 60 BAGS ON EACH PALLET (25 KGS NET EACH BAG) PLASTIC GOODS- SYNTHETI	PALZIV	PALZIV NORTH AMERICA
PE	LDPE	FIX 140	150 BAGS LOADED ON 3 PALLETS POLYMER LOW DENSITY POLYETHYLENE SCHAEFFLI FIX 140/LC	SCHAEFFLI	SCHAEFFLI AMERICA
PE	LDPE	ROWALIT H 70	1X40 HC CONTAINING 18 BIGBAGS RO 1-3 = 3 BIG BAGS OF 1000 KG NET 3000 KG GROSS 3060	ROWAK	TENOWO INDIAN CREEK PAR
PE	LDPE	ROWALIT H 70	CONTAINING 18 BIGBAGS RO 1-3 = 3 BIG BAGS OF 1000 KG NET 3000 KG GROSS 3060 KG BATC	ROWAK	TENOWO INDIAN CREEK PAR
PE	HDPE		CHEMICALS HDPE	TOTAL PETROCHEMICALS	TOTAL PETROCHEMICALS
PE	HDPE		HDPE POLYETHYLENE	UNKNOWN	UNITCARGO CONTAINER LIN

Examples of Trade Insights as Supply Chain Intelligence

Global Trade Atlas



Global Trade Atlas

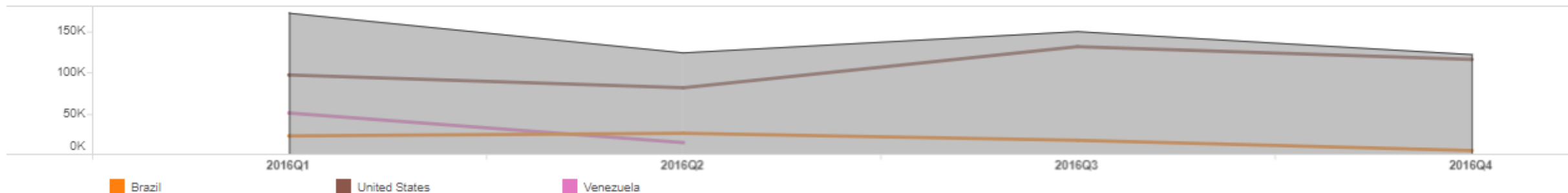
Trend and Market Share

Aggregated by: Trade Partner Countries

	2016Q1			2016Q2			2016Q3			2016Q4		
	Metric Tons	Difference	Market Share %	Metric Tons	Difference	Market Share %	Metric Tons	Difference	Market Share %	Metric Tons	Difference	Market Share %
United States	97.41K		55.02%	81.90K	-15,508	56.15%	131.69K	49,790	73.93%	116.24K	-15,450	74.03%
Brazil	23.53K		13.29%	26.78K	3,254	18.36%	18.23K	-8,556	10.23%	5.82K	-12,408	3.71%
Venezuela	51.28K		28.97%	15.45K	-35,834	10.59%		-15,446			0	
Duty-Free (La Candelaria)				11.27K	11,268	7.72%	28.21K	16,938	15.83%	26.90K	-1,308	17.13%
Portugal				10.47K	10,470	7.18%		-10,470			0	
Belgium					0			0		8.05K	8,048	5.13%
Spain	4.82K		2.72%		-4,822			0			0	
China	0.00K		0.00%	0.00K	0	0.00%	0.00K	0	0.00%	0.01K	1	0.01%

Comparison

Comparison Basis: (Multiple values)



Global Trade Atlas

Traded Goods (HS 6)

Traded Goods (HS 6) / Local HS Code: Traded Goods (HS 6) ▼

	Metric Tons	Value (US\$)	Value per Mton
HS 392220: Lavatory Seats And Covers, Of Plastics	1,058.94K	\$5.47M	\$5.18 ▲
HS 310210: Urea, Whether Or Not In Aqueous Solution	1,013.48K	\$238.78M	\$235.80
HS 290321: Vinyl Chloride (Chloroethylene)	885.90K	\$519.21M	\$599.82
HS 290122: Propene (Propylene)	658.05K	\$513.18M	\$779.85
HS 392210: Baths, Shower Baths, Sinks And Washbasins, Of Plastics	516.28K	\$2.40M	\$4.65
HS 283311: Disodium Sulfate	409.95K	\$42.58M	\$103.88
HS 283620: Disodium Carbonate	348.58K	\$83.14M	\$238.51
HS 390120: Polyethylene Having A Specific Gravity Of 0.94 Or More, In Primary Forms	348.64K	\$414.56M	\$1,195.91 ▼

Trend and Market Share

Aggregated by: Transport Mode ▼

	2016Q1			2016Q2			2016Q3			2016Q4		
	Metric Tons	Difference	Market Share %	Metric Tons	Difference	Market Share %	Metric Tons	Difference	Market Share %	Metric Tons	Difference	Market Share %
Total	88.52K		50.00%	72.93K	-15,586	50.00%	89.08K	16,129	50.00%	78.51K	-10,557	50.00%
Sea	88.52K		50.00%	67.30K	-21,225	46.13%	74.95K	7,658	42.08%	65.06K	-9,898	41.43%
Road				5.64K	5,639	3.87%	14.11K	8,471	7.92%	13.45K	-659	8.57%
Air				0.00K	0	0.00%		0			0	

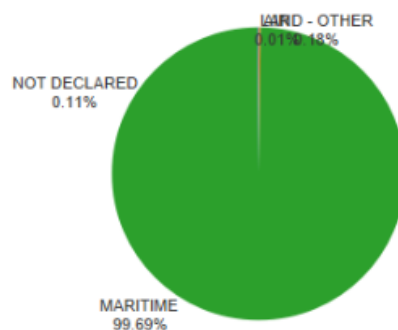
PIERS Ecuador-Reported Imports

Method of Transport

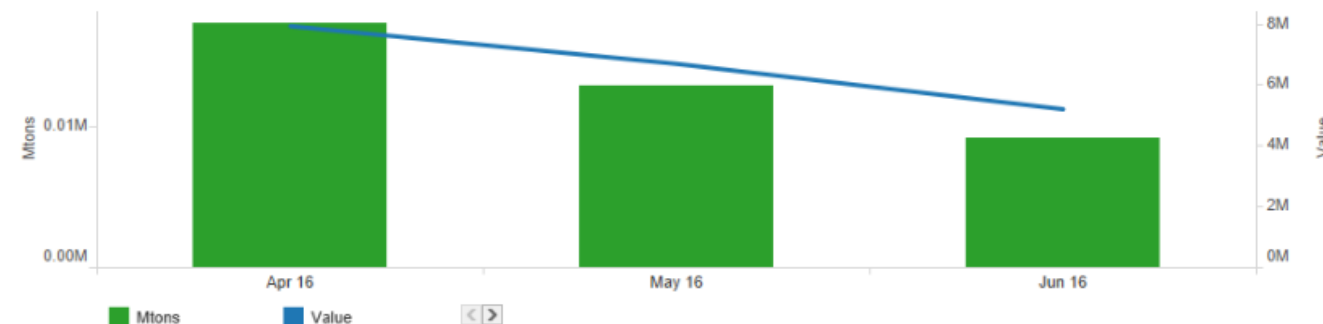
PIERS Parameter - Pie

Total Value (\$)

- AIR
- LAND - OTHER
- MARITIME
- NOT DECLARED



Metric Ton vs Value



Domestic Companies

Name Search (All)

	Mtons	Value	Value per Mton
BOPP DEL ECUADOR S.A.	4,563.14	\$3.98M	\$871.35
PLASTICSACKS CIA LTDA	3,337.88	\$3.19M	\$955.27
SIGMAPLAST S.A.	2,890.51	\$3.16M	\$1,092.06
PICA PLASTICOS INDUST..	1,527.61	\$1.62M	\$1,063.51
SACOS DURAN REYSAC S..	851.50	\$0.92M	\$1,081.30
PLASTIGUAYAS CIA. LTDA.	474.05	\$0.40M	\$838.85
PLASTICOS PANAMERICA..	382.05	\$0.34M	\$898.98

Foreign Companies

Name Search (All)

	Mtons	Value	Value per Mton
PETROQUIM S.A.	2,486.19	\$2.66M	\$1,068.98
SABIC AMERICAS INC.	2,178.00	\$1.62M	\$742.77
POLIPROPILENO DEL CARI..	2,094.48	\$2.18M	\$1,042.88
PETROQUIM SA	2,070.37	\$2.20M	\$1,061.06
BRASKEM SA	1,926.10	\$1.80M	\$932.17
POLIPROPILENO DEL CARI..	1,507.24	\$1.69M	\$1,120.08
BRASKEM S.A.	1,025.05	\$0.97M	\$950.85
SAUDI POLYOLEFINS COM	810.26	\$0.77M	\$950.36

Local Port

	Mtons	Value	Value per Mton
GUIL - MARITIMO	19,672.95	19.82M	\$1,007.42
TULCAN	30.60	0.04M	\$1,197.79
QUITO	0.50	0.00M	\$5,547.65
GUIL - AEREO	0.00	0.00M	\$9,836.07

Foreign Country

	Mtons	Value	Value per Mton
CHILE	5,009.07	5.31M	\$1,059.44
COLOMBIA	3,669.52	3.95M	\$1,077.31
BRAZIL	3,357.94	3.18M	\$946.57
SAUDI ARABIA	3,120.26	2.45M	\$784.24
UNITED STATES OF AMERICA	1,733.00	1.86M	\$1,071.38
REPUBLIC OF KOREA	1,082.51	1.30M	\$1,204.54
PERU	635.38	0.64M	\$1,001.71
INDIA	520.00	0.51M	\$980.86
CHINA	217.31	0.26M	\$1,198.11

Commodities (HS Code 6)

	Mtons	Value	Value per Mton
310210 - UREA, WHETH..	80,941.89	\$15.75M	\$194.60
310530 - DIAMMONIUM ..	27,595.56	\$11.05M	\$400.58
310420 - POTASSIUM C..	26,982.29	\$9.85M	\$365.09
310221 - AMMONIUM SU..	21,663.92	\$3.34M	\$154.26
390210 - POLYPROPYLE..	19,704.05	\$19.86M	\$1,007.83
283620 - DISODIUM CAR..	17,174.40	\$3.85M	\$224.32
390110 - POLYETHYLEN..	15,953.20	\$19.28M	\$1,208.25
390120 - POLYETHYLEN..	15,087.58	\$16.95M	\$1,123.18
310230 - AMMONIUM NI..	14,304.62	\$2.79M	\$195.02

Carrier

	Mtons	Value	Value per Mton
TRANSOCEANICA COMPAN..	6,974.19	\$7.16M	\$1,027.30
MAERSK DEL ECUADOR C.A.	2,852.27	\$2.38M	\$834.80
REMAR REPRESENTACION..	2,120.78	\$2.25M	\$1,060.93
HAMBURG SUD ECUADOR ..	1,909.49	\$2.02M	\$1,060.08
HAMBURG SAD ECUADOR ..	1,566.07	\$1.57M	\$1,001.18
CITIKOLD S.A.	1,088.72	\$1.15M	\$1,058.94
CMA-CGM ECUADOR S.A.	1,017.10	\$1.04M	\$1,026.26
GREENANDES ECUADOR S...	990.71	\$1.01M	\$1,023.10
AGENCIA MARITIMA GLOBA..	480.65	\$0.51M	\$1,054.33

PIERS Ecuador-Reported Imports

Method of Transport

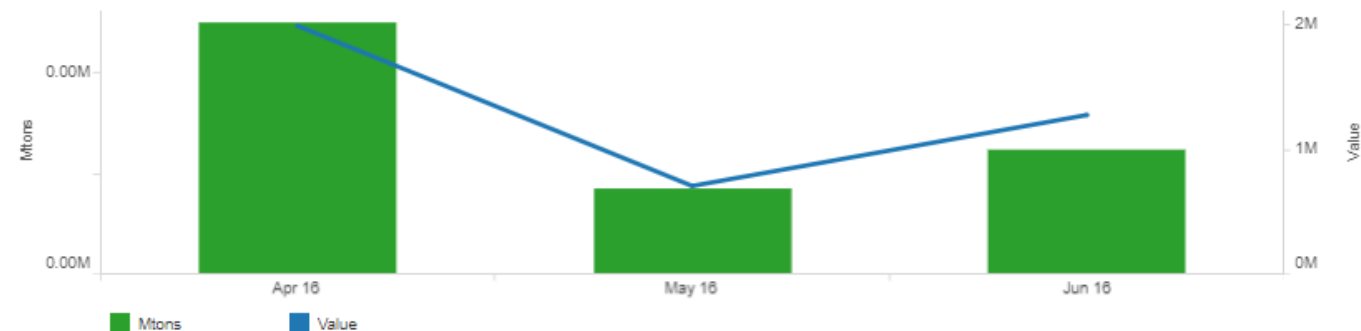
PIERS Parameter - Pie

Total Value (\$)

MARITIME

MARITIME
100.00%

Metric Ton vs Value



Domestic Companies

Name Search (All)

	Mtons	Value	Value per Mton
BOPP DEL ECUADOR S.A.	4,563.14	\$3.98M	\$871.35
PLASTICSACKS CIA LTDA	3,337.88	\$3.10M	\$955.27
SIGMAPLAST S.A.	2,890.51	\$3.10M	\$1,092.00
PICA PLASTICOS INDUST..	1,527.61	\$1.62M	\$1,063.51
SACOS DURAN REYSAC S..	851.50	\$0.92M	\$1,081.30
PLASTIGUAYAS CIA. LTDA.	474.05	\$0.40M	\$838.85
PLASTICOS PANAMERICA..	382.05	\$0.34M	\$888.98

Local Port

	Mtons	Value	Value per Mton
GUIL - MARITIMO	4,563.14	3.98M	\$871.35

Foreign Country

	Mtons	Value	Value per Mton
SAUDI ARABIA	2,524.50	1.92M	\$759.51
UNITED STATES OF AMERICA	984.75	1.04M	\$1,053.81
PERU	584.38	0.59M	\$1,002.39
CHILE	353.51	0.34M	\$961.49
ARGENTINA	96.00	0.08M	\$833.67
FRANCE	20.00	0.02M	\$762.48

Foreign Companies

Name Search (All)

	Mtons	Value	Value per Mton
SABIC AMERICAS INC.	1,980.00	\$1.44M	\$728.03
MUEHLSTEIN INTERNATION..	668.25	\$0.70M	\$1,054.95
OPP FILM SA	575.50	\$0.57M	\$997.28
SAUDI POLYOLEFINS COM..	544.50	\$0.48M	\$874.00
BOPP CHILE S.A.	353.51	\$0.34M	\$961.49
MUEHLSTEIN INTERNATION..	316.50	\$0.33M	\$1,051.41
OPPFILM ARGENTINA S.A.	96.00	\$0.08M	\$833.67

Commodities (HS Code 6)

	Mtons	Value	Value per Mton
390210 - POLYPROPYLENE...	4,563.14	\$3.98M	\$871.35
392020 - PLATES, SHEETS ..	273.47	\$0.52M	\$1,896.64
392062 - PLATES ETC, NON..	160.87	\$0.27M	\$1,683.30
390230 - PROPYLENE COP..	156.23	\$0.24M	\$1,522.18
320619 - COLORING MATTE..	135.09	\$0.20M	\$1,905.48
283650 - CALCIUM CARBON..	25.50	\$0.01M	\$410.39
390290 - POLYMERS OF PR..	22.40	\$0.04M	\$1,961.43
392092 - PLATES ETC, NON..	19.74	\$0.05M	\$2,770.55
390130 - ETHYLENE-VINYL ..	11.04	\$0.01M	\$989.93

Carrier

	Mtons	Value	Value per Mton
MAERSK DEL ECUADOR C.A.	2,076.00	\$1.52M	\$732.91
CITIKOLD S.A.	984.75	\$1.04M	\$1,053.81
TRANSOCEANICA COMPAN..	575.50	\$0.57M	\$997.28
HAMBURG SAD ECUADOR ..	544.50	\$0.48M	\$874.00
GREENANDES ECUADOR S...	353.51	\$0.34M	\$961.49
CMA-CGM ECUADOR S.A.	20.00	\$0.02M	\$762.48
REMAR REPRESENTACION..	8.88	\$0.01M	\$1,333.98

PIERS Ecuador-Reported Imports

Domestic Companies

Name Search (All)

	Mtons	Value	Value per Mton
PLASTICSACKS CIA LTDA	1,039.50	\$1.02M	\$981.08
PICA PLASTICOS INDUST..	544.50	\$0.55M	\$1,017.48
SIGMAPLAST S.A.	382.50	\$0.55M	\$1,432.18
ELAPLAS DEL ECUADOR ..	74.25	\$0.09M	\$1,145.98
PLASTICOS PANAMERICA..	50.73	\$0.05M	\$907.68
ACCLUSOL S. A.	49.50	\$0.05M	\$990.20
INDUSTRIA ECUATORIAN..	49.50	\$0.05M	\$950.20

Foreign Companies

Name Search (All)

	Mtons	Value	Value per Mton
PETROQUIM S.A.	2,486.19	\$2.66M	\$1,088.98
SABIC AMERICAS INC.	2,178.00	\$1.62M	\$742.77
POLIPROPILENO DEL CARI..	2,094.48	\$2.18M	\$1,042.88
PETROQUIM SA	2,070.37	\$2.20M	\$1,081.06
BRASKEM SA	1,926.10	\$1.80M	\$932.17
POLIPROPILENO DEL CARI..	1,507.24	\$1.69M	\$1,120.08
BRASKEM S.A.	1,025.05	\$0.97M	\$950.85

Local Port

	Mtons	Value	Value per Mton
GQUIL - MARITIMO	2,486.19	2.66M	\$1,088.98

Commodities (HS Code 6)

	Mtons	Value	Value per Mton
390210 - POLYPROPYLENE,...	2,486.19	\$2.66M	\$1,088.98
390230 - PROPYLENE COP..	5.50	\$0.01M	\$1,210.76

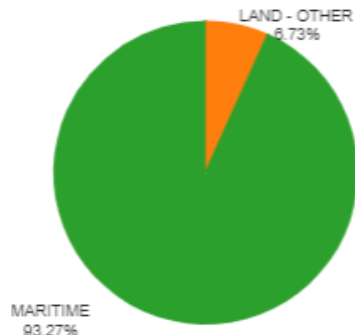
PIERS Chile-Reported Imports

Method of Transport

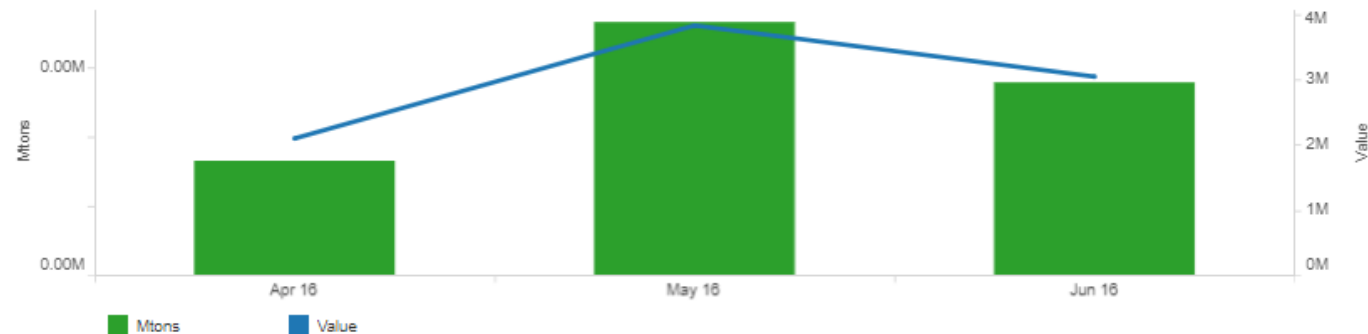
PIERS Parameter - Pie

Total Value (\$)

LAND - OTHER
MARITIME



Metric Ton vs Value



Domestic Companies

Name Search (All)

	Mtons	Value	Value per Mton
PROCTER & GAMBLE CHI..	4,052.11	\$9.00M	\$2,220.49
UNILEVER CHILE SCC LTD..	1,040.60	\$0.98M	\$943.23
S.C. JOHNSON & SON CHI..	741.55	\$1.17M	\$1,577.05
RECKITT BENCKISER CHI..	637.82	\$0.66M	\$1,040.85
SURTI VENTAS S.A.	281.09	\$0.19M	\$674.41
DIVERSEY INDUSTRIAL Y ..	256.79	\$0.44M	\$1,714.62
I.C.P.C. S.A.	234.10	\$0.14M	\$601.00

Local Port

	Mtons	Value	Value per Mton
S.ANTO.	2,495.48	4.83M	\$1,934.78
VALPAR.	1,390.05	3.56M	\$2,563.97
LANDES	143.14	0.51M	\$3,594.74
TALCAH.	23.45	0.09M	\$3,876.09

Foreign Country

	Mtons	Value	Value per Mton
CUBA	2,317.69	5.91M	\$2,550.49
PERU	1,567.84	2.48M	\$1,582.43
ARGENTINA	168.59	0.61M	\$3,634.33

Foreign Companies

Name Search (All)

	Mtons	Value	Value per Mton
ARIEL	2,799.75	\$6.56M	\$2,342.68
ACE	898.97	\$1.28M	\$1,419.76
MAGISTRAL	211.93	\$0.59M	\$2,785.83
DAWN	141.46	\$0.57M	\$4,043.70

Commodities (HS Code 6)

	Mtons	Value	Value per Mton
340220 - SURFACE-ACTIVE, ..	4,052.11	\$9.00M	\$2,220.49
330510 - SHAMPOOS	1,812.94	\$8.44M	\$4,657.34
330590 - PREPARATIONS F..	965.36	\$3.64M	\$3,773.66
390690 - ACRYLIC POLYME..	711.74	\$0.97M	\$1,362.87
340111 - SOAP & OTH ORG..	234.23	\$0.33M	\$1,422.74
392010 - PLATES, SHEETS ..	146.32	\$0.64M	\$4,399.97
330720 - PERSONAL DEOD..	140.04	\$1.40M	\$9,983.87
330610 - DENTIFRICES	107.78	\$0.57M	\$5,253.53

Carrier

	Mtons	Value	Value per Mton
HAPAG LLO	1,525.65	\$3.14M	\$2,057.96
CMA CGM	1,499.69	\$3.10M	\$2,069.45
HANJIN SHIPPING	667.37	\$1.72M	\$2,572.44
TRANSP. SAN CRISTOBA	143.14	\$0.57M	\$4,006.71
SEALAND	118.02	\$0.23M	\$1,908.42
HAMBURG SUD	74.79	\$0.21M	\$2,767.29
TR.UNION LTDA	23.45	\$0.03M	\$1,360.93

Other Success Stories

Success Stories – Staying Ahead of the Competition

A \$15bn subsidiary of a major consumer products company was concerned that its competitors might introduce new products that might upset its dominance in the market, so it subscribed to our US-reported PIERS cargo records data services in order to monitor the activities of its competitors. In doing so, it was able to spot a shift in the frequency and type of the materials one of their competitors was importing – and thereby correctly deduced that the competitor was preparing to launch a new product. The company was able to use this realization in order to act ahead of the product launch and more successfully defend its share in the market.

Success Stories – Spotting Sales Opportunities

“With the platform that PIERS developed for us, I am able to get an immediate snapshot of how my business is trending, drill into my competition’s shipments and find new sources of supply all while drinking my morning cup of coffee. With other products I couldn’t get the details behind the Bill of Lading, but with PIERS I can quickly drill into the Master Bill of Lading to uncover the details behind my competition's business.

Within just two months of using the PIERS Enterprise platform, I broke into a new country and secured a \$200K deal with an additional \$1.5M in revenue currently being negotiated. With a return like that, I’d say it’s worth the investment!”

Quote by the president of a materials export business with estimated annual rev of \$50-100mn

Success Stories – Leveraging Share to Support Pricing Decisions

A \$9bn materials company was considering whether to increase prices on a line of products for which it believed it was the largest global producer – but its team was worried that the price increase may lead many of its customers to defect to competitors. They then subscribed to our custom Mexico-reported PIERS cargo records services and were able to confirm that their market share was large enough in that market that the risk of defections was minimal. They then confidently raised their prices by 5%, leading to a 7-figure gain in revenue that year.

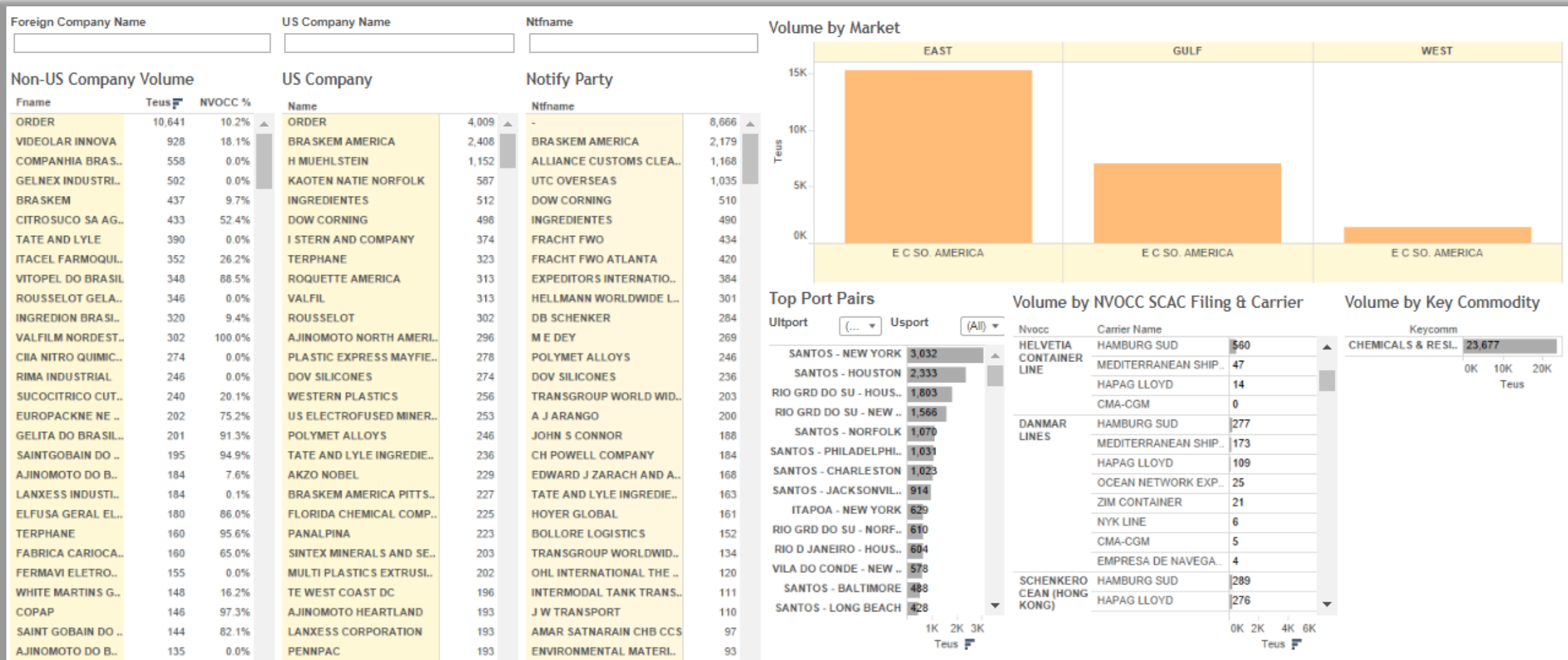
Carrier Relationships

Success Stories – Saving on Freight

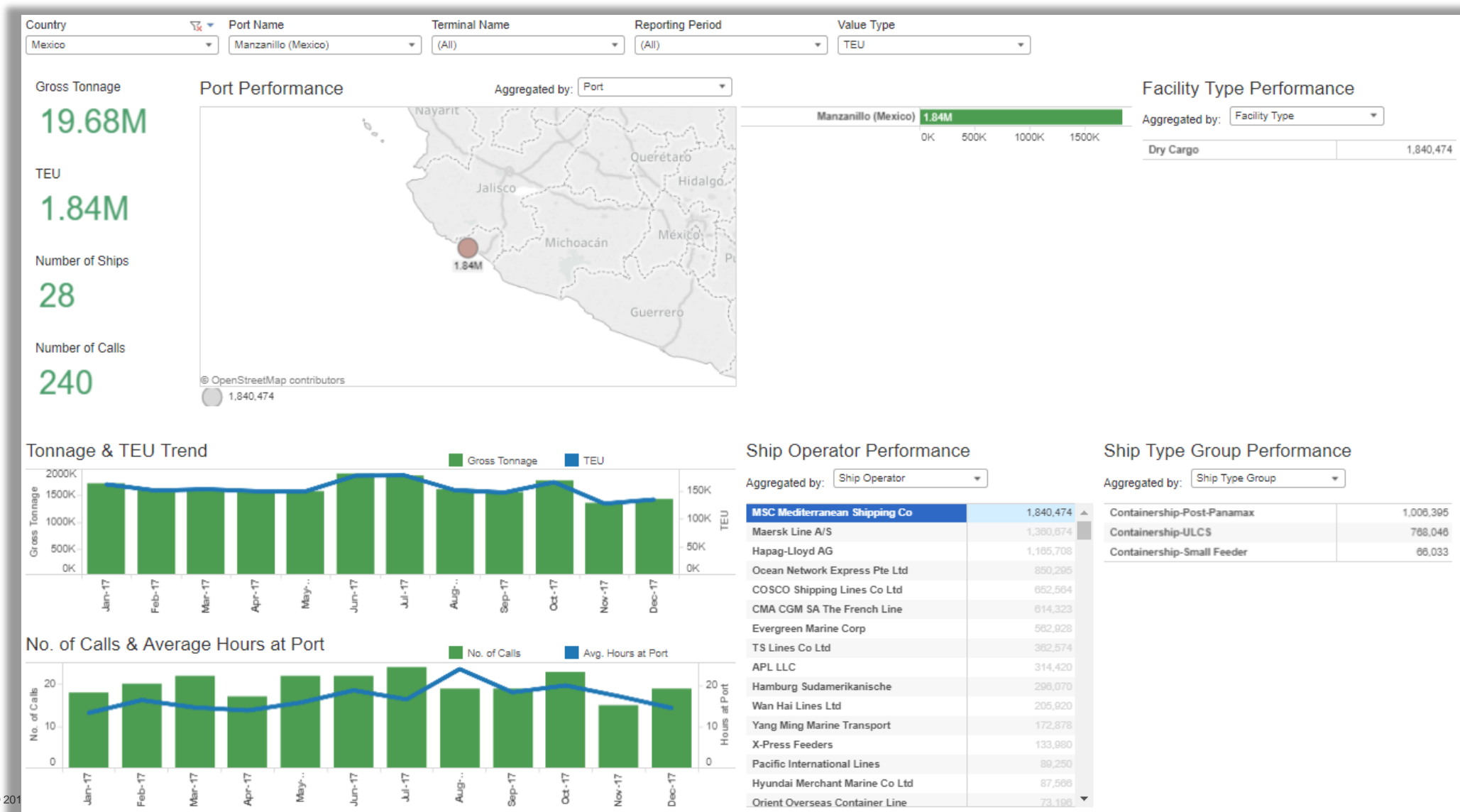
“Uncovering my competition’s shipments in a certain tradelane or the consignee on imports has given me a great advantage. I am also able to identify which big shippers are using NVOCCs and recently negotiated better rates and more suppliers. I was shocked at how quickly I started seeing results.”

Quote by the president of a materials export business with estimated annual rev of \$50-100mn

Company Relationships with 3PLs or Direct to Carrier



Deployed Capacity by Operator, Port and Vessel Type



Country

Mexico

Port Name

Manzanillo (Mexico)

Terminal Name

(All)

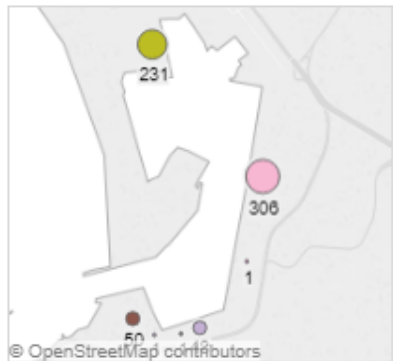
Reporting Period

(All)

Value Type

No. ...

Terminal Performance



Aggregated

Terminal

SSA Mexico	306
Contecon Manzanil..	231
Operadora de la Cu..	50
Frigorifico de Manz..	48
Cemex	1
Comercializadora L..	1
Holcim - Centro Di..	1

Facility Type Performance

Aggregated

Facility Type

Dry Cargo	638.0
-----------	-------

Ship Operator Performance

Aggregated

Ship Operator

Maersk Line A/S	132.0
MSC Mediterranean Shipping Co	111.0
Ocean Network Express Pte Ltd	90.0
Hapag-Lloyd AG	86.0
COSCO Shipping Lines Co Ltd	55.0
Evergreen Marine Corp	45.0
Hamburg Sudamerikanische	27.0
CMA CGM SA The French Line	26.0
APL LLC	19.0

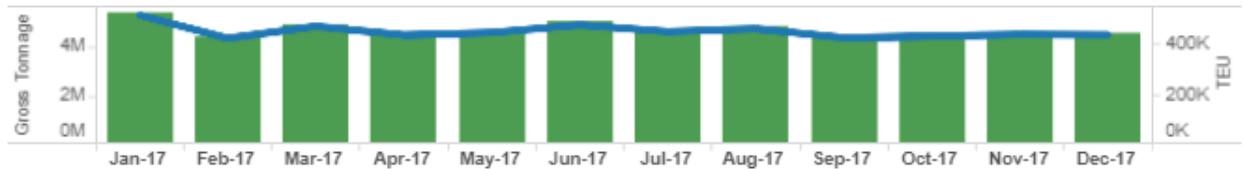
Ship Type Group Performance

Aggregated

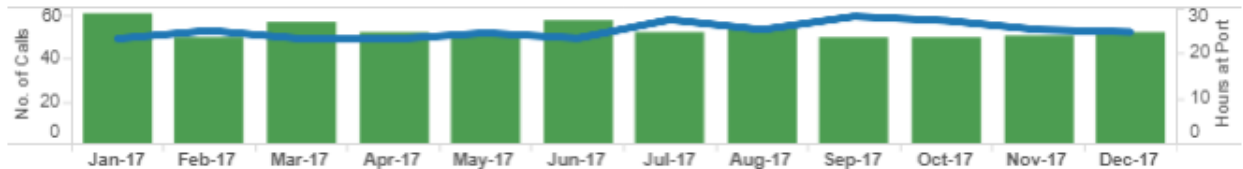
Ship Type Gr...

Containership-Post-Panamax	638.0
Tanker-MR2	294.0
Containership-Regional Feeder	256.0
Containership-Feedermax	208.0
Containership-Panamax	164.0
Bulk Carrier-Large Handy	150.0
Containership-ULCS	131.0
Bulk Carrier-Supra/Ultramax	124.0
Container-Baby post-Panamax	97.0

Tonnage & TEU Trend



No. of Calls & Average Hours at Port



Country

Mexico

Port Name

Lazaro Cardenas

Terminal Name

(All)

Reporting Period

(All)

Value Type

No. ...

Terminal Performance



Aggregated

Terminal

Hutchison Ports L..	147
APMT Lázaro Cárde..	80

Facility Type Performance

Aggregated

Facility Type

Dry Cargo	227.0
-----------	-------

Ship Operator Performance

Aggregated

Ship Operator

Maersk Line A/S	140.0
Hapag-Lloyd AG	54.0
APL LLC	11.0
CMA CGM SA The French Line	9.0
Gold Star Line Ltd	3.0
MSC Mediterranean Shipping Co	3.0
COSCO Shipping Lines Co Ltd	2.0
Evergreen Marine Corp	2.0
Contchart Hamburg Leer GmbH	1.0

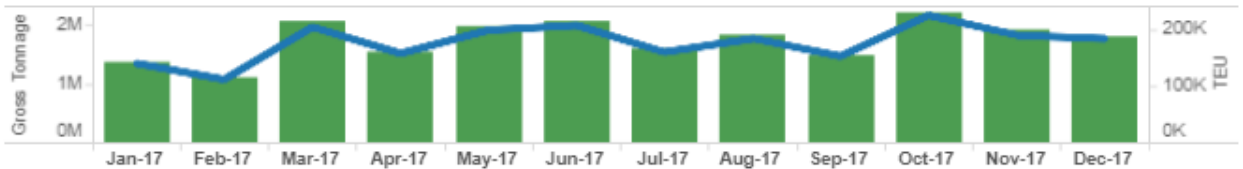
Ship Type Group Performance

Aggregated

Ship Type Gr...

Null	743.0
PCC/PCTC => 4,000 cars	228.0
Containership-Post-Panamax	227.0
Tanker-MR2	201.0
Containership-Feedermax	110.0
Containership-ULCS	90.0
Bulk Carrier-Pmax/Kamsarmax	87.0
Bulk Carrier-Supra/Ultramax	78.0
Container-Baby post-Panamax	61.0

Tonnage & TEU Trend



No. of Calls & Average Hours at Port



Port Performance 1

Call Size Range: (All) | IMO: (All) | Time Zone: (All) | Previous Year From: Jan 17 | Previous Year To: Dec 17 | Current Year From: Jan 18 | Current Year To: Dec 18 | Selector Unit: Total Moves

Total Moves

452.83M

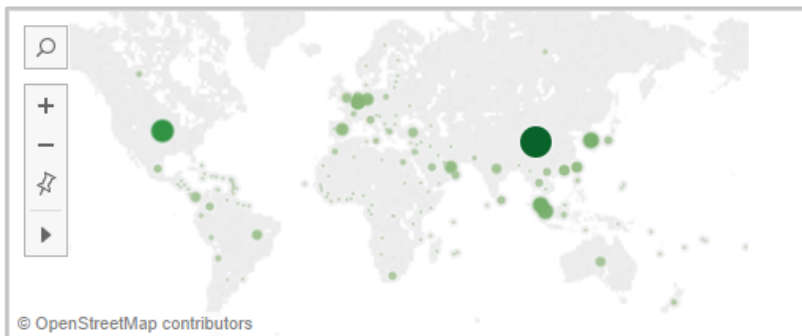
Crane Hours

11.38M

Shipping Line

13

Total Moves by Country



Most Improved Large Ports (PMPH)

	Total Calls (Current)	Total Calls (Previous)	Diff Calls	Call Size (Current)	Call Size (Previous)	Diff Call size	Avg PMPH (Current)	Avg PMPH (Previous)	Diff
Most Improved PMPH	10,290.00	11,245.00	-955.00	1,741.70	1,464.92	276.77	51.79	49.10	

Most Improved (BMPH)

	Total Calls (Current)	Total Calls (Previous)	Diff Calls	Call Size (Current)	Call Size (Previous)	Diff Call size	Avg BMPH (Current)	Avg BMPH (Previous)	Diff
Most Improved BMPH	17,031.00	17,708.00	-677.00	1,599.03	1,470.61	128.42	75.21	68.83	

Top Gateway Ports

	Total Calls (Current)	Total Calls (Previous)	Diff Calls	Call Size (Current)	Call Size (Previous)	Diff Call size	Avg PMPH (Current)	Avg PMPH (Previous)	Diff PMPH	Weighted PMPH (Current)	Weighted PMPH (Previous)	Diff Weighted PMPH	Avg BMPH (Current)	Avg BMPH (Previous)	Diff BMPH	Weighted BMPH (Current)	Weighted BMPH (Previous)	Diff Weighted BMPH
Top Gateway Ports	45,875.00	48,962.00	-3,087.00	1,583.69	1,472.98	110.71	56.30	62.30	-5.99	56.30	62.30	-5.99	70.84	69.99	0.85	70.84	69.99	0.85

Top Transshipment Ports

	Total Calls (Current)	Total Calls (Previous)	Diff Calls	Call Size (Current)	Call Size (Previous)	Diff Call size	Avg PMPH (Current)	Avg PMPH (Previous)	Diff PMPH	Weighted PMPH (Current)	Weighted PMPH (Previous)	Diff Weighted PMPH	Avg BMPH (Current)	Avg BMPH (Previous)	Diff BMPH	Weighted BMPH (Current)	Weighted BMPH (Previous)	Diff Weighted BMPH
Top Transshipment Ports	40,015.00	39,548.00	467.00	1,320.68	1,281.17	39.51	56.57	62.65	-6.08	56.57	62.65	-6.08	73.68	71.94	1.75	73.68	71.94	1.75

Top Asian Ports

	Total Calls (Current)	Total Calls (Previous)	Diff Calls	Call Size (Current)	Call Size (Previous)	Diff Call size	Avg PMPH (Current)	Avg PMPH (Previous)	Diff PMPH	Weighted PMPH (Current)	Weighted PMPH (Previous)	Diff Weighted PMPH	Avg BMPH (Current)	Avg BMPH (Previous)	Diff BMPH	Weighted BMPH (Current)	Weighted BMPH (Previous)	Diff Weighted BMPH
Top Asian Ports	51,682.00	52,570.00	-888.00	1,325.27	1,266.31	58.96	57.82	65.36	-7.54	57.82	65.36	-7.54	75.55	74.47	1.08	75.55	74.47	1.08

Region Performance

	Total Calls (Current)	Total Calls (Previous)	Diff Calls	Call Size (Current)	Call Size (Previous)	Diff Call size	Avg PMPH (Current)	Avg PMPH (Previous)	Diff PMPH	Weighted PMPH (Current)	Weighted PMPH (Previous)	Diff Weighted PMPH	Avg BMPH (Current)	Avg BMPH (Previous)	Diff BMPH	Weighted BMPH (Current)	Weighted BMPH (Previous)	Diff Weighted BMPH
NEUR	24,113.00	24,302.00	-189.00	1,220.58	1,229.04	-8.46	36.14	39.79	-3.65	34.39	36.07	-1.68	45.46	47.34	-1.88	43.26	42.92	-1.88
Latam	28,493.00	30,158.00	-1,665.00	797.41	746.36	51.04	31.76	34.22	-2.46	46.26	51.09	-4.83	38.38	37.76	0.62	55.91	56.37	0.62

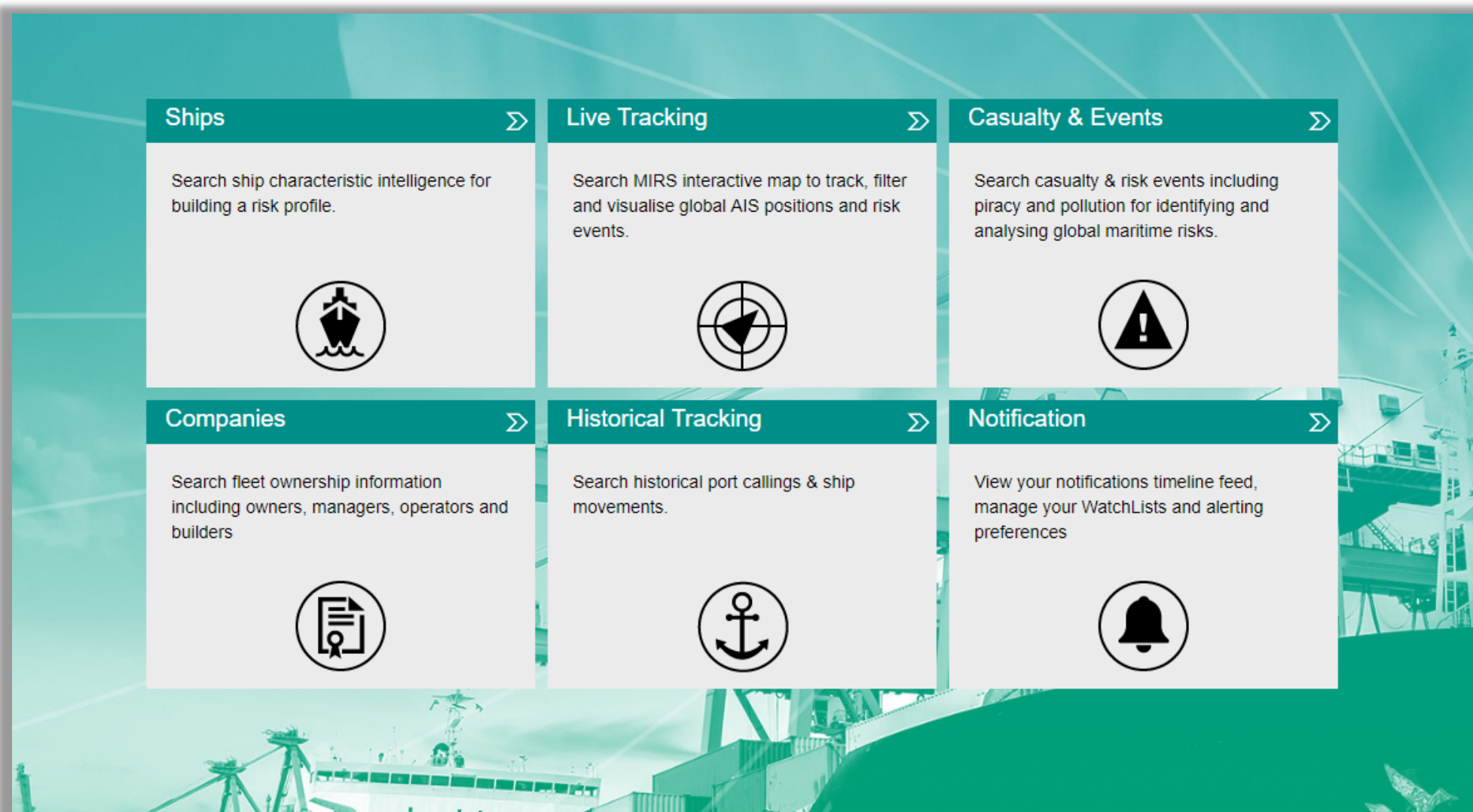
Maritime Logistics, Managing Risk & Operations

Vetting Vessels and Vessel Operators

Finding the right partners for your business' supply chain

- Identifying Vessels with the right experience to serve your needs
 - > Vetting the options provided by brokers
 - > Looking yourself for experienced partners
- Checking vessels and vessel operators to ensure that they fit your risk profile and do not expose you to sanctions or other unacceptable risks

MIRS – Maritime Intelligence Risk Suite



Look Up Specific Vessels (Or Search Generally for Vessels by Type)

Ship Search ?

Ship Name ?

↑

IMO/LR/IHS No.

↑

☐ Include former names
 ☐ Include dead ships
 ☐ Only Ships with Photos

Current Class

(None selected) ▼

Flag

▼

or

Port of Registry

Available

Enter text to display Ports of Registry.

Selected

→

←

↑

↓

Ex Flag

▼

P&I Club

(None selected) ▼

Search Ships

Clear

▸ Tonnages, Dimensions, Survey Dates, Inspections

▸ Cargo & Capacities

▸ Ownership

▸ Status

▸ Construction

▸ Machinery

▸ Display Fields ?


Confidential. © 2019 IHS Markit®. All Rights Reserved.

Check the Port Call History to See Whether They Have the Experience You Want

Voyage Screening

Ships in Port	Port of Call	Country	Arrival Date	Sailing Date	Risk At Time of Call	Compliance
View	Itacoatiara	Brazil	2019-03-15	2019-03-16		OK
View	Itacoatiara Anchorage	Brazil	2019-03-15	2019-03-15		OK
View	Manaus Anchorage	Brazil	2019-03-12	2019-03-15		OK
View	Manaus	Brazil	2019-03-12	2019-03-12	Elevated (2.14)	OK
View	Itacoatiara Anchorage	Brazil	2019-03-11	2019-03-11		OK
View	Suape Anchorage	Brazil	2019-03-04	2019-03-04		OK
View	Suape Marine Terminal	Brazil	2019-03-02	2019-03-04	Elevated (2.26)	OK
View	Suape Anchorage	Brazil	2019-02-28	2019-03-02		OK
View	Salvador Anchorage No 3	Brazil	2019-02-26	2019-02-26		OK
View	Salvador Anchorage No 2	Brazil	2019-02-25	2019-02-26		OK
View	Madre de Deus	Brazil	2019-02-24	2019-02-25	Elevated (2.07)	OK
View	Salvador Outer Anchorage	Brazil	2019-02-24	2019-02-24		OK
View	Suape Marine Terminal	Brazil	2019-02-22	2019-02-23	Elevated (2.27)	OK
View	Suape Anchorage	Brazil	2019-02-16	2019-02-22		OK
View	Itacoatiara Anchorage	Brazil	2019-02-10	2019-02-10		OK
View	Itacoatiara	Brazil	2019-02-09	2019-02-10	Elevated (2.01)	OK
View	Manaus Anchorage	Brazil	2019-02-08	2019-02-09		OK
View	Manaus	Brazil	2019-02-05	2019-02-08	Elevated (2.18)	OK
View	Manaus Anchorage	Brazil	2019-02-03	2019-02-05		OK
View	Manaus	Brazil	2019-02-03	2019-02-03	Elevated (2.20)	OK


See the Ship Characteristics and Compliance Profiles

Ship Detail			
✓ Compliance Status: OK			
Ship Name	ALHENA	Shiptype	Chemical/Products Tanker
IMO/LR No.	9538141	Gross	30,240
Call Sign	C6ZP3	Deadweight	52,420
MMSI No.	311061900	Year of Build	2012
Flag	Bahamas	Status	In Service/Commission
Operator	Super-Eco Tankers Mgmt Inc-LIB	Shipbuilder	Guangzhou Shipyard Intl...
			
Compliance Screening ⓘ			
Ship on OFAC Sanction List	No	Owner on OFAC Sanction List	No
Ship on OFAC Non-SDN Sanction List	No	Owner on UN Sanction List	No
Ship on UN Sanction List	No	Owner on EU Sanction List	No
Ship on EU Sanction List	No	Owner on BES Sanction List	No
Flag Sanctioned Country	No	Ownership in OFAC Sanctioned Country	No
Historical Flag Sanctioned Country	No	Parent company in OFAC Sanctioned Country	No
Flag Disputed	No	Historical Owner in OFAC Sanctioned Country	No
Port Call Last 3 Months to Sanctioned Country	No	Ownership in FATF High-risk & non-cooperative jurisdiction	No
Port Call Last 180 days to Sanctioned Country	No	Parent in FATF High-risk & non-cooperative jurisdiction	No
Port Call Last 12 Months to Sanctioned Country	No		

Check Inspection Histories

Authority	Status	Date	Place	Name	Flag	Class	Owner
Vina Del Mar	Inspection	2019-02-13	SANTA MARTA	Scot Hamburg	Malta	Lloyd's Register	Scot Gemi Isletmeciligi As
Med MOU	Inspection	2019-01-31	Port Said	Scot Hamburg	Malta	Lloyd's Register	
1 Defect:							
Safety of Navigation - Echo sounder (To be rectified before departure)							
Paris MOU	Detailed Inspection	2018-01-12	Constanta	Scot Hamburg	Malta	Lloyd's Register	
3 Defects:							
Magnetic compass							
Sanitary Facilities							
Steam pipes, pressure pipes, wires (insulation)							
Paris MOU	Inspection(Expanded)	2017-10-10	Genoa	Scot Hamburg	Malta	Lloyd's Register	
11 Defects:							
Water/Weathertight condition - Freeboard marks - Not as required							
Certificates & Documentation - Ship Certificate - Cargo Ship Safety Equipment (including exemption) - Not properly filled							
Certificates & Documentation - Crew Certificate - Certificate for personnel on tankers - Not as required							
Emergency Systems - Fire drills - Lack of training							
Certificates & Documentation - Document - P&A manual - Inadequate							
Certificates & Documentation - Document - Shipboard mar.poll.emergency plan for NLS - Lack of information							
Certificates & Documentation - Document - Conformance Test Report - Not properly filled							
Life saving appliances - Launching arrangements for rescue boats - Not properly maintained							
Alarms - Other (alarms) - Other							
Fire safety - Fire-dampers - Not as required							
ISM - ISM - Not as required							
Black Sea MOU	Inspection	2017-04-25	Batumi	Scot Hamburg	Malta	Lloyd's Register	
10 Defects:							

Identify Vessels that have Risks that May Be Outside Acceptable Limits

Ship Detail			
① Compliance Status: SEVERE			
Ship Name	SCOT HAMBURG	Shiptype	Chemical/Products Tanker
IMO/LR No.	9255799	Gross	5,145
Call Sign	9HA4095	Deadweight	8,241
MMSI No.	249081000	Year of Build	2002
Flag	Malta	Status	In Service/Commission
Operator	Scot Gemi Isletmeciligi AS	Shipbuilder	Damen Galati
			
Compliance Screening ⓘ			
Ship on OFAC Sanction List	No	Owner on OFAC Sanction List	No
Ship on OFAC Non-SDN Sanction List	No	Owner on UN Sanction List	No
Ship on UN Sanction List	No	Owner on EU Sanction List	No
Ship on EU Sanction List	No	Owner on BES Sanction List	No
Flag Sanctioned Country	No	Ownership in OFAC Sanctioned Country	No
Historical Flag Sanctioned Country	No	Parent company in OFAC Sanctioned Country	No
Flag Disputed	No	Historical Owner in OFAC Sanctioned Country	No
Port Call Last 3 Months to Sanctioned Country	Yes	Ownership in FATF High-risk & non-cooperative jurisdiction	No
Port Call Last 180 days to Sanctioned Country	Yes	Parent in FATF High-risk & non-cooperative jurisdiction	No
Port Call Last 12 Months to Sanctioned Country	Yes		

See Whether the Port Call History May Expose You to Sanctions Risk

Voyage Screening ⓘ						
Ships in Port	Port of Call	Country	Arrival Date	Sailing Date	Risk At Time of Call	Compliance
View	Montevideo	Uruguay	2019-03-10	2019-03-12		OK
View	River Plate Uruguayan Lightering Areas Zone A STS	Uruguay	2019-03-09	2019-03-09		OK
View	Montevideo Anchorage and Service Area	Uruguay	2019-03-09	2019-03-09		OK
View	Alemoa Terminal	Brazil	2019-03-03	2019-03-06		OK
View	Santos Anchorage No 4	Brazil	2019-03-02	2019-03-03		OK
View	Santa Marta	Colombia	2019-02-13	2019-02-14	Elevated (2.06)	OK
View	Puerto Cabello Harbour E Side Terminal	Venezuela	2019-02-08	2019-02-10	High (2.49)	OK
View	Puerto Cabello Anchorage Alfa	Venezuela	2019-02-08	2019-02-08		OK
View	Rio Haina West Bank	Dominican Republic	2019-02-05	2019-02-06	Moderate (1.57)	OK
View	Kingston (jamaica) Inner Anchorage	Jamaica	2019-02-03	2019-02-04		OK
View	Santiago de Cuba	Cuba	2019-01-21	2019-01-23	Moderate (0.98)	Sanctioned
View	Kiel Canal Holtenau North Great Locks	Germany	2019-01-05	2019-01-05		OK
View	Kiel Canal N Bank Overnight Moorings at 92km	Germany	2019-01-05	2019-01-05		OK
View	Kiel Canal Holtenau-Reede Anchorage	Germany	2019-01-05	2019-01-05		OK
View	Brunsbüttel	Germany	2019-01-05	2019-01-05	Moderate (1.41)	OK
View	Kaliningrad	Russia	2018-12-30	2019-01-03		OK
View	Brunsbüttel	Germany	2018-12-29	2018-12-29	Moderate (1.41)	OK
View	Brunsbüttel Northwest Reede Anchorage	Germany	2018-12-29	2018-12-29		OK
View	Kiel Canal Brunsbüttel S Chamber Large Locks	Germany	2018-12-29	2018-12-29		OK

Security Screening

Ship on OFAC Sanction List	No	Owner on OFAC Sanction List	No
Ship on OFAC Non-SDN Sanction List	No	Owner on UN Sanction List	No
Ship on UN Sanction List	No	Owner on EU Sanction List	No
Ship on EU Sanction List	No	Owner on BES Sanction List	No
Flag Sanctioned Country	No	Ownership in OFAC Sanctioned Country	No
Historical Flag Sanctioned Country	No	Parent company in OFAC Sanctioned Country	No
Flag Disputed	No	Historical Owner in OFAC Sanctioned Country	No
Port Call Last 3 Months to Sanctioned Country	Yes	Ownership in FATF High-risk & non-cooperative jurisdiction	No
Port Call Last 180 days to Sanctioned Country	Yes	Parent in FATF High-risk & non-cooperative jurisdiction	No
Port Call Last 12 Months to Sanctioned Country	Yes		
Days since last inspection	31		
Inspected in last 12 months	Yes		
Detained in last 12 months	No		
Deficiencies last 12 months	1		
Current Safety Management Certificate Inspected	Yes		
Risk event in last 12 months	No		
Age of ship	17		
Last seen on AIS	16 Mar 2019 19:03		

Check Ownership Histories

Commercial History

☐ Show extended history

Date	Name	Flag	Group Owner	Operator	Manager	Registered Owner	DOC	Price
2015-10	SCOT HAMBURG	Malta	Scot Gemi Isletmeciligi AS	Scot Gemi Isletmeciligi AS	Scot Gemi Isletmeciligi AS	Scot Hamburg SA	Scot Gemi Isletmeciligi AS	
2010-12		Liberia						
2007-06						Wappen von Hamburg mbH & Co KG		
2006-07			Hansa Hamburg Shipping					
2003-05							RHL Hamburger Lloyd Tanker	
2002-11		United Kingdom		Poseidon Schiffahrt GmbH	Poseidon Schiffahrt GmbH	Wappen von Hamburg Reederei	RHL Hamburger Lloyd Tanker	
2002-09	Wappen Von Hamburg							
2002-06			RHL Hamburger Lloyd Tanker					
2002-03			Unknown					
2002-00			Wubbe HH	Wubbe HH	Wubbe HH			

Originally Wappen Von Hamburg

Check the Compliance Status of Operators and Owners

Company Detail

✓ Compliance Status: OK

Short Name

Full Company Name

Nationality of Registration

Status

Founded

Scot Gemi Isletmeciligi AS

Scot Gemi Isletmeciligi AS

Turkey

Existing

2015

Company No.

Nationality of Control

Company Type

5878663

Turkey

Beneficial Owner

Compliance Screening ⓘ

Company on OFAC Entity List	No
Company on UN Entity List	No
Company on EU Entity List	No
Company on BES Entity List	No
Company in OFAC Sanctioned Country	No
Company in FATF High-risk & non-cooperative jurisdiction	No
Parent company compliance risk	No

Any related ships with possible compliance issues are shown below. Click [here](#) to return all ships into a list.

LRNO	Ship Name	MMSI	Status	Flag	DWT	GT	Built	Compliance Status
9255799	SCOT HAMBURG	249081000	In Service/Commission	Malta	8,241	5145	2002-11	Severe
9255816	SCOT MUNCHEN	249068000	In Service/Commission	Malta	8,266	5145	2003-05	Severe

Checking the Status of the Vessels Carrying Your Cargo


- Look at live maps or ingest the information into your systems via web service or APIs
- Confirm voyage history
- Check status, heading, speed and ETAs
- Explore alternatives or your next steps

Confirm Voyage History and Exposure to Dangerous Seas

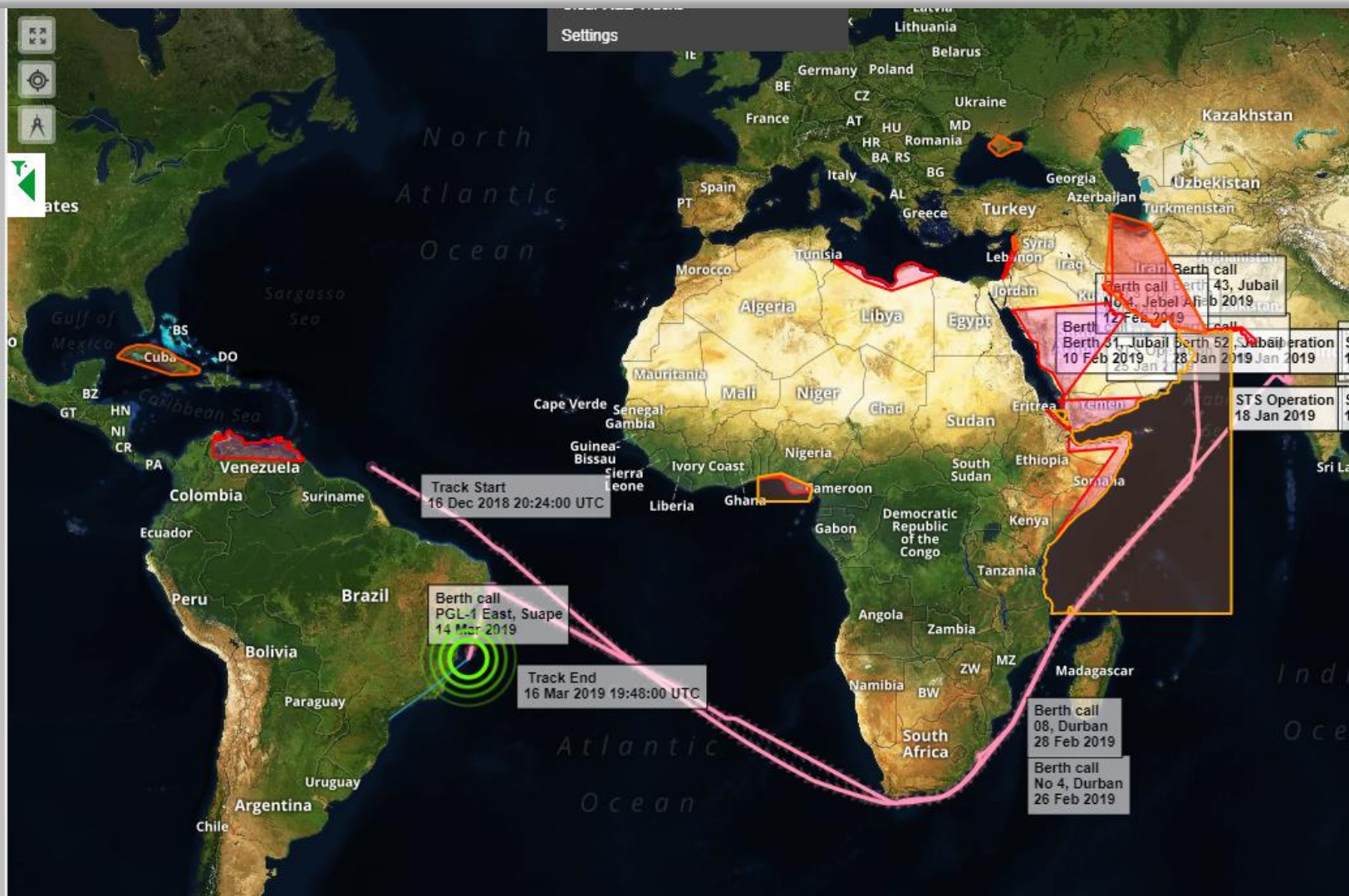
✓ Compliance Status: OK

BOW TRIDENT
Chemical/Products Tanker

Watch ▼ Ship Detail AIS Detail ▼



Status	Track	Notes
IMO	9669897 ✓	
MMSI	258795000	
Callsign	LARV7	
Last Seen	Live	
Last port	Suape Marine Terminal 15 Mar 2019	
Destination	Paranagua	
ETA	19 Mar 2019 4:00	
Heading	206°	
Speed	14.5 knots (service 14.5 knots)	
Status	Under way using engine	
Extra Info	Hazardous Cat. B	
Length	182.66 m	
Breadth	32.20 m	
Draught	9.7 m (max 13.2m)	
Deadweight	49,622 t	
Gross	30,521 t	
Cargo (est)	27,601 t (Partially Laden)	



Vessel ETAs, Speed, Heading and Status & Set Alerts for Arrival



Use the Voyage Calculator to Check the Impact of Alternatives

✓ Compliance Status: OK

BOW TRIDENT
Chemical/Products Tanker



[Watch](#) [Ship Detail](#) [AIS Detail](#)



[Status](#) [Track](#) [Notes](#)

☒ Show Ship Track on Map [Track Settings](#)

☐ Follow ship live on map

Voyage Calculator

☒ On/Off

From
paranagua

Route via Speed
DIRECT 14.5

Destination
buenos aires

[Recalculate](#)

Distance to destination: 899nm
Time to destination: 2 days 14 hours
Calculated ETA: 19 Mar 2019 10:22 UTC
Reported ETA: 19 Mar 2019 4:00



Summary

- You can't manage what you can't see
- Visibility can help you to identify potential cost savings, growth opportunities or ways to mitigate risks
- Trade data is great for competitive intelligence but also offer freight insights
- Shipping intelligence is great for risk reduction and carrier relationship management – and also offers valuable tools for communication with your stakeholders
- IHS Markit is the experienced partner who can help you succeed

IHS Markit Customer Care

CustomerCare@ihsmarkit.com

Americas: +1 800 IHS CARE (+1 800 447 2273)

Europe, Middle East, and Africa: +44 (0) 1344 328 300

Asia and the Pacific Rim: +604 291 3600

Disclaimer

The information contained in this presentation is confidential. Any unauthorized use, disclosure, reproduction, or dissemination, in full or in part, in any media or by any means, without the prior written permission of IHS Markit Ltd. or any of its affiliates ("IHS Markit") is strictly prohibited. IHS Markit owns all IHS Markit logos and trade names contained in this presentation that are subject to license. Opinions, statements, estimates, and projections in this presentation (including other media) are solely those of the individual author(s) at the time of writing and do not necessarily reflect the opinions of IHS Markit. Neither IHS Markit nor the author(s) has any obligation to update this presentation in the event that any content, opinion, statement, estimate, or projection (collectively, "information") changes or subsequently becomes inaccurate. IHS Markit makes no warranty, expressed or implied, as to the accuracy, completeness, or timeliness of any information in this presentation, and shall not in any way be liable to any recipient for any inaccuracies or omissions. Without limiting the foregoing, IHS Markit shall have no liability whatsoever to any recipient, whether in contract, in tort (including negligence), under warranty, under statute or otherwise, in respect of any loss or damage suffered by any recipient as a result of or in connection with any information provided, or any course of action determined, by it or any third party, whether or not based on any information provided. The inclusion of a link to an external website by IHS Markit should not be understood to be an endorsement of that website or the site's owners (or their products/services). IHS Markit is not responsible for either the content or output of external websites. Copyright © 2019, IHS Markit®. All rights reserved and all intellectual property rights are retained by IHS Markit.

