



IHS Markit™

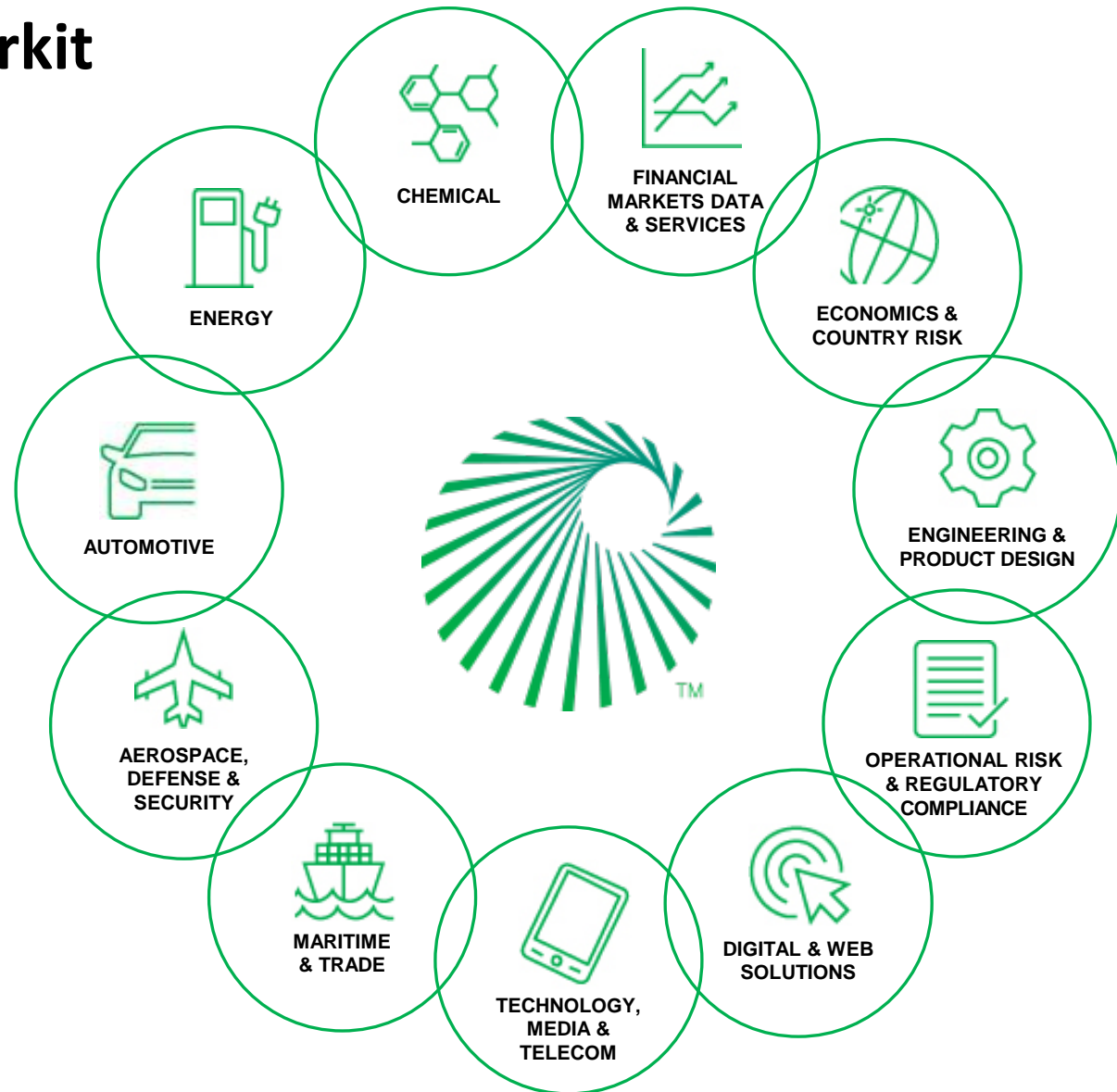
Maritime and Trade Capabilities for Financial Institutions

Maritime & Trade

2017

Introducing IHS Markit

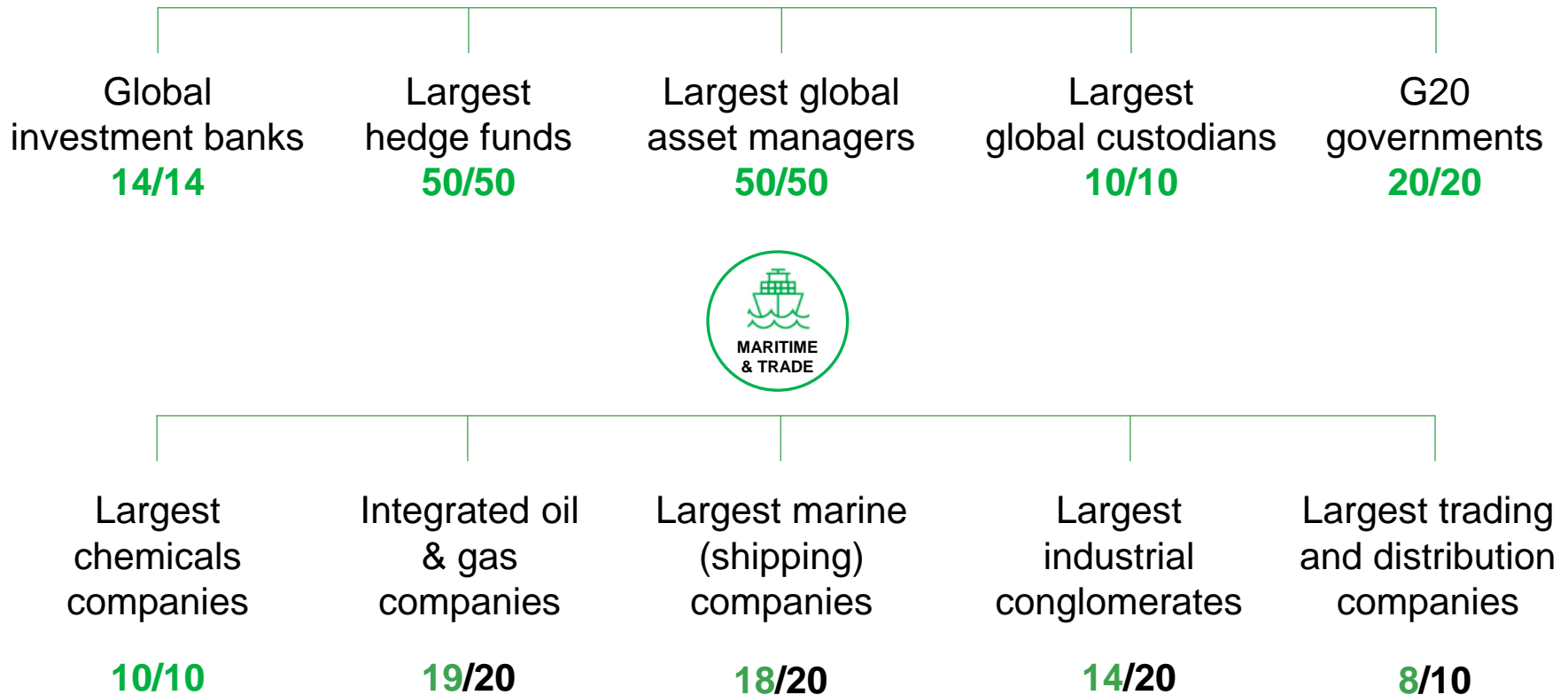
We are a global information and analytics company addressing strategic challenges with our interconnected capabilities



Our unique data assets provide governments and commercial customers with access to the most comprehensive insights



Across our business we serve a variety of customers including:



Our data and analytics address strategic challenges by linking maritime operations and commodity movements



Supply Chain Optimisation

- Monitor existing trade routes
- Examine markets globally
- Identify new potential suppliers & value opportunities

Growth Opportunities

- Size existing and new markets & customers
- Understand competitive positioning
- Set commercial strategy & trade promotion

Regulatory Compliance

- Monitor risk associated with waterborne trade
- Understanding complex vessel ownership
- Confirm contractual compliance

International Maritime Security

- Monitor for potential illegal activities
- Identify suspicious trade patterns
- Support maritime domain awareness



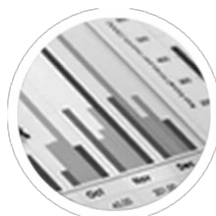
Governments



National Security



Ports



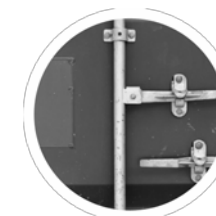
Finance & Insurance



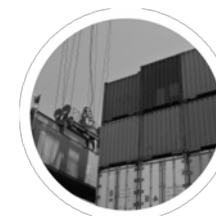
Maritime Industry



Commodity Trading



Cargo Owners



Container Companies

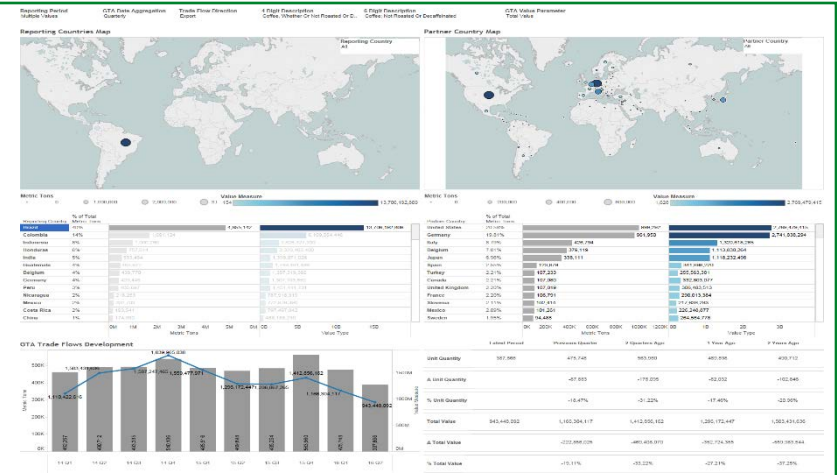
How can Maritime & Trade solutions help financial institutions?

Make better investment decisions

Monitor and analyze trade flows

How are trends in commodity movements changing globally?

Which companies are shipping most and in what volumes?



Forecast commodities currently in transit

How are you tracking vessel movements to understand and forecast commodity types and volumes?

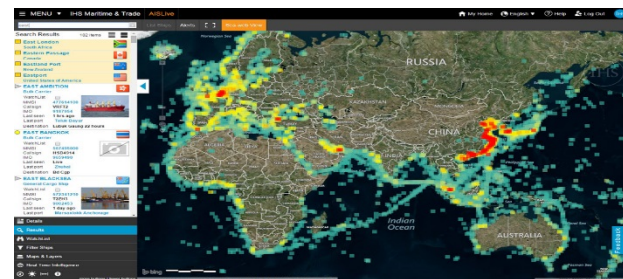


Reduce compliance risk and identify better investments

Mitigate Vessel Risk

Are your chartered vessels trading in illegal territories?

Are your compliance procedures robust enough?



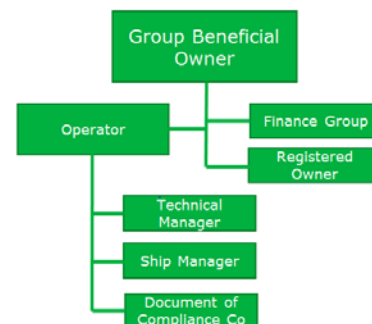
Analyze Shipment Details

Do you know, and how easy is it to access detailed shipment information?

CARGO MANIFEST			
SHIPMENT DETAILS		CARGO DETAILS	
SHIP NAME	SHIP TYPE	CARGO TYPE	QUANTITY
SHIP NO.	SHIP CODE	CARGO CODE	QUANTITY
SHIP ORIGIN	SHIP DESTINATION	CARGO ORIGIN	CARGO DESTINATION
SHIP STATUS	SHIP STATUS	CARGO STATUS	CARGO STATUS
SHIP OWNER	SHIP OWNER	CARGO OWNER	CARGO OWNER
SHIP OPERATOR	SHIP OPERATOR	CARGO OPERATOR	CARGO OPERATOR
SHIP MANAGER	SHIP MANAGER	CARGO MANAGER	CARGO MANAGER
SHIP COMPLIANCE	SHIP COMPLIANCE	CARGO COMPLIANCE	CARGO COMPLIANCE
SHIP DOCUMENTS	SHIP DOCUMENTS	CARGO DOCUMENTS	CARGO DOCUMENTS
SHIP RECORDS	SHIP RECORDS	CARGO RECORDS	CARGO RECORDS
SHIP ANALYSIS	SHIP ANALYSIS	CARGO ANALYSIS	CARGO ANALYSIS
SHIP REPORTS	SHIP REPORTS	CARGO REPORTS	CARGO REPORTS
SHIP ALERTS	SHIP ALERTS	CARGO ALERTS	CARGO ALERTS
SHIP NOTICES	SHIP NOTICES	CARGO NOTICES	CARGO NOTICES
SHIP ACTIONS	SHIP ACTIONS	CARGO ACTIONS	CARGO ACTIONS
SHIP SETTINGS	SHIP SETTINGS	CARGO SETTINGS	CARGO SETTINGS
SHIP HELP	SHIP HELP	CARGO HELP	CARGO HELP

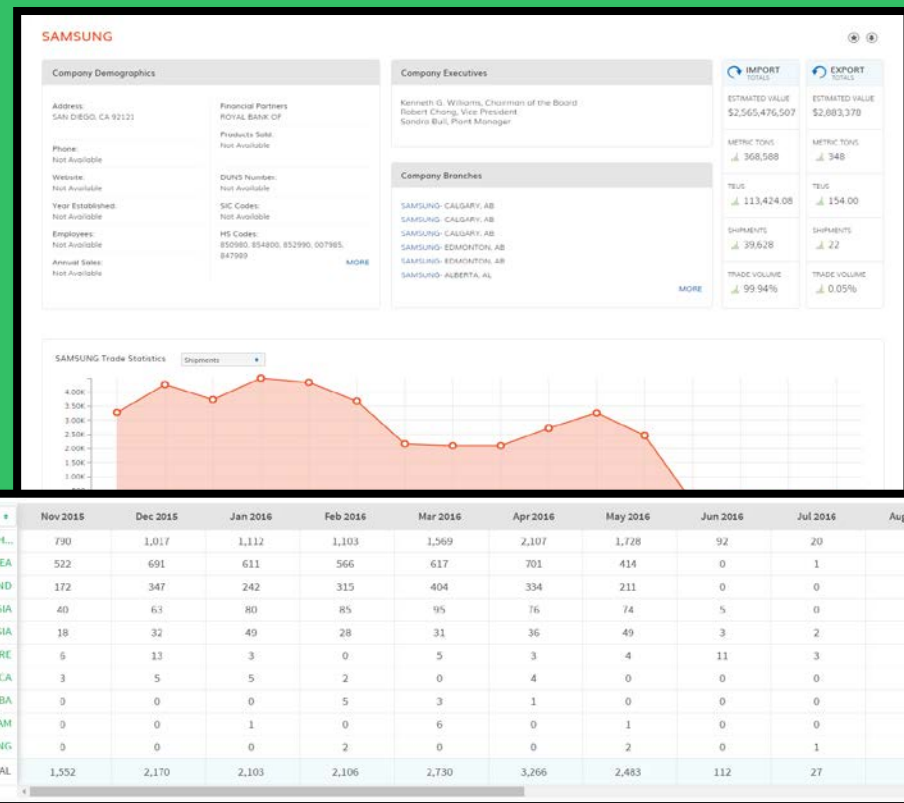
Evaluate Ownership Details

Do you understand the risk profile of vessel owners and operators you are financing?



Identify prospects for Trade Finance Services

- How do you target a competitor's book of business?
- Is a competitor also financing one of your customers?
- How do you search for prospects by specific trade routes?



Trade Data Sources

Global Trade Atlas:

The Global Trade Atlas (GTA) compiles official import and export statistics from sources around the world into a comprehensive database of merchandise trade.

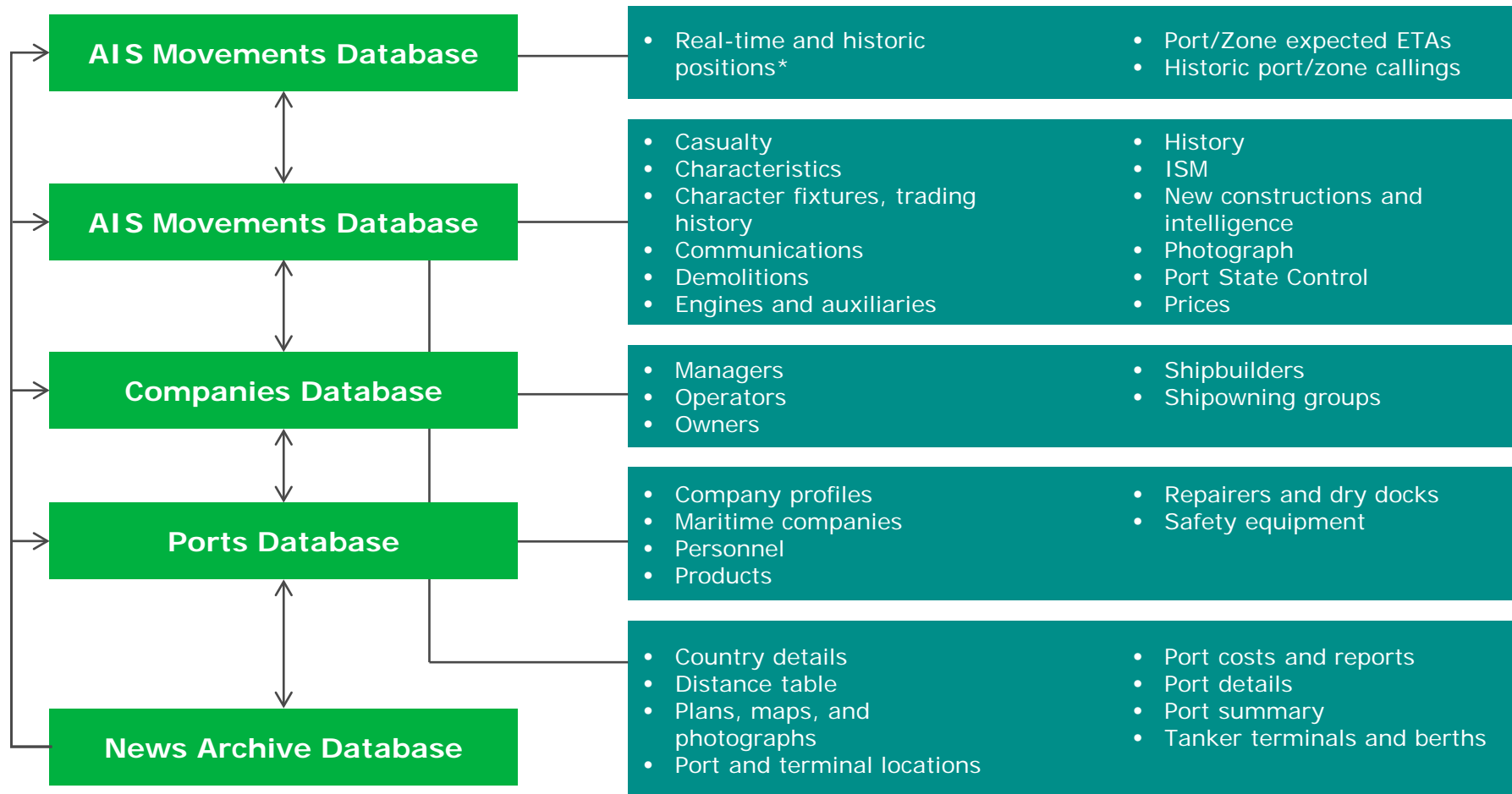
This market-leading solution provides a global view of trade in every commodity at the most detailed level of harmonized code. GTA provides insight into trade and the movement of goods worldwide, putting the interests of governments and businesses into a full global context.

PIERS Trade Data:

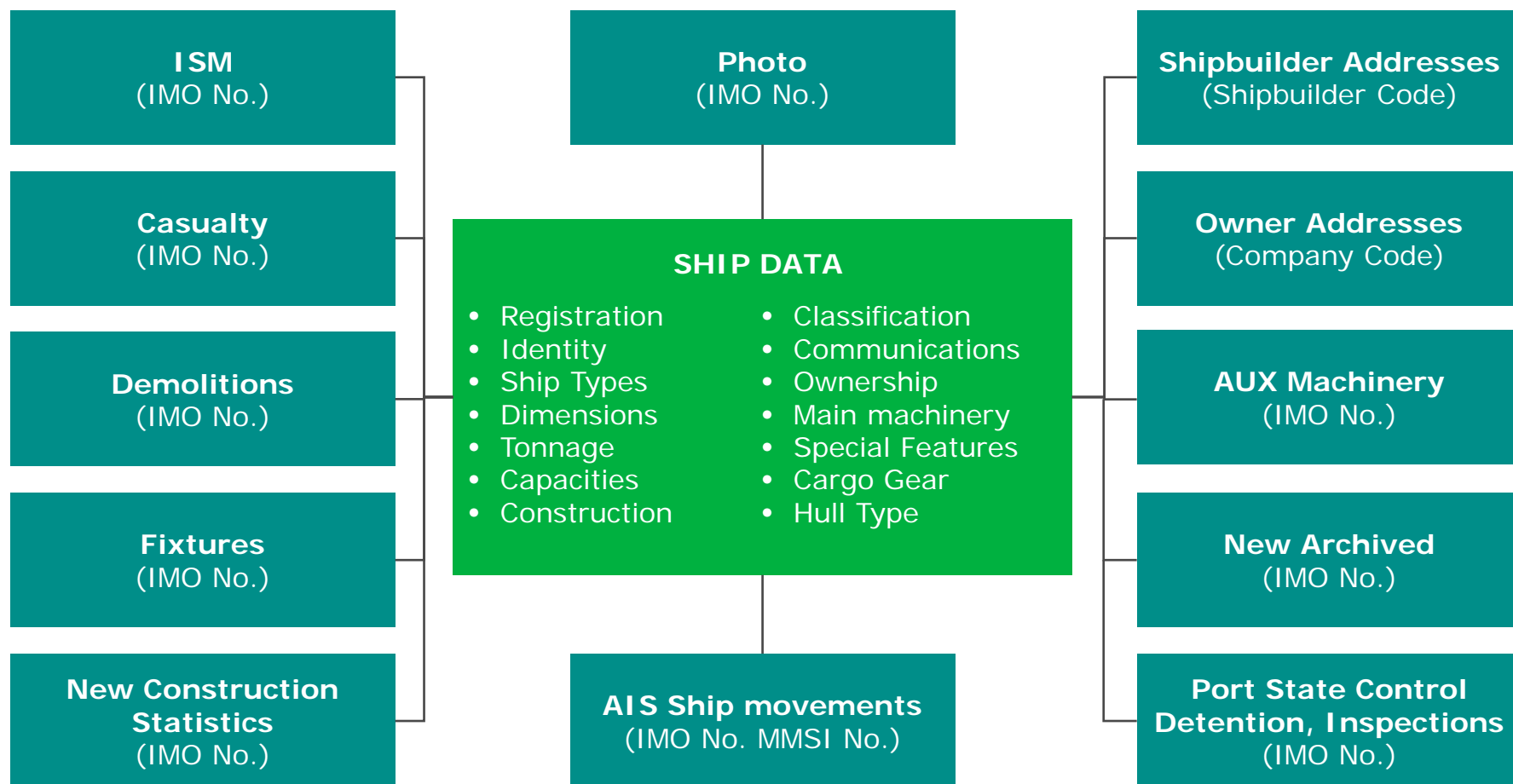
PIERS is the most comprehensive source of US waterborne bills of lading.

We process over 20,000,000 bills of lading using our proprietary 6-step process to convert raw data into solutions that deliver decision ready intelligence. Complementing our unrivalled U.S. trade intelligence, our international trade data provides import and export transactions in 14 international markets.

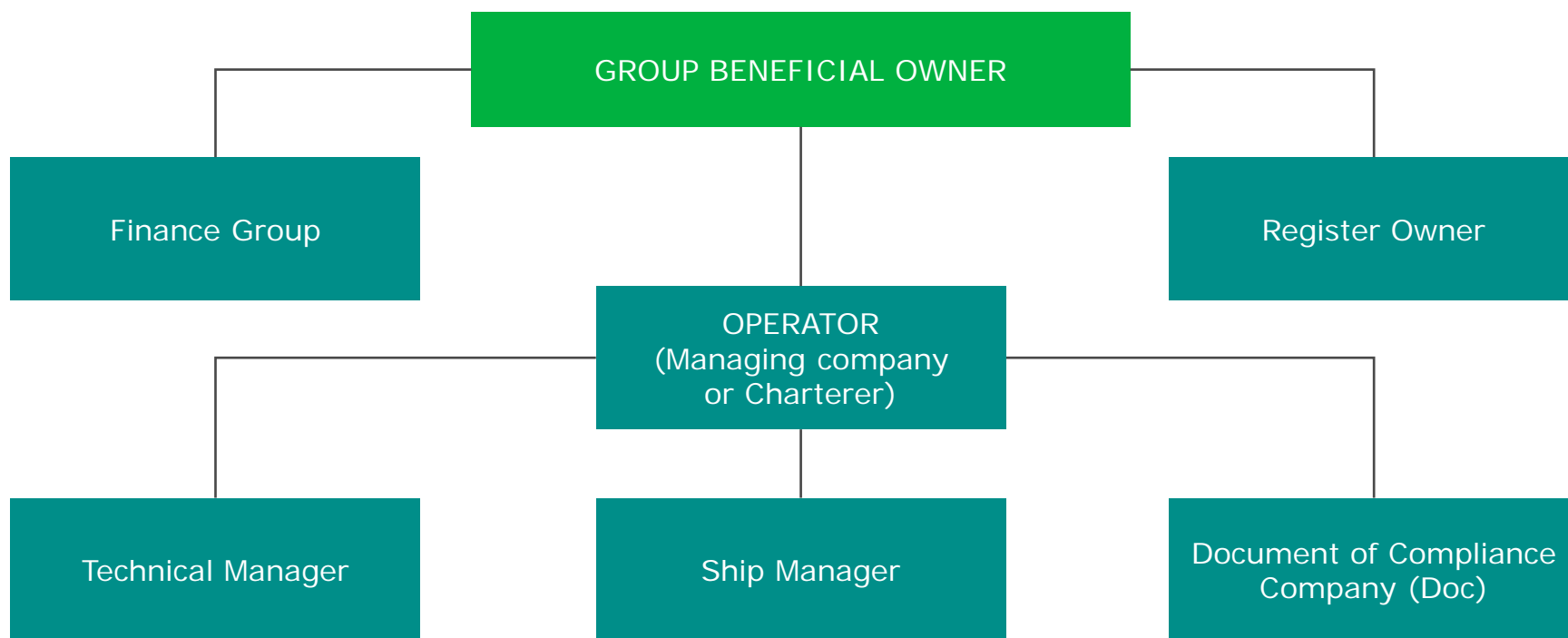
Maritime Databases



Ships Database



Seven Levels of Ownership



Identifiers

← Current links

Owner Code
(IMO)

IMO
Ship
Number

Commodity
Coder
(HS Codes)

UNLOCODE
Port, Terminal &
Berth ID

Databases

News

Events

Companies

Ports

Ships
(Non-Core)

Ships
(Core)

AIS
Movements

GTA

PIERS

Port
Productivity

Solutions

Maritime
Portal

Maritime
Intelligence Risk
Suite (MIRS)

Bespoke Data

GTA

PIERS

Forecasting,
R&A/Consulting

Identifiers

← Future links

Owner Code
(IMO)

IMO
Ship
Number

Commodity
Coder
(HS Codes)

UNLOCODE
Port, Terminal &
Berth ID

Databases

News

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Bespoke Data

GTA

PIERS

Forecasting,
R&A/Consulting

Maritime & Trade Databases - Content

NEWS

News Archive Service with 20+ years

SHIPS (CORE)

Over 240,000+ ships >100 GT with full characteristics with over 600+ fields of data

GTA

Official import and export statistics. Monthly data is available for more than 85 of the world's largest economies, and more than 200 countries have annual coverage.

EVENTS

Ship casualty, piracy and pollution events

SHIPS (NON-CORE)

Over 118,000 vessels with details across 60 core fields. Data fields include: Name, Owner, Nationality, Gross Tons, Dwt, YOB, dimensions, Hull Material, Shiptype

PIERS

100% coverage of U.S. imports and exports. international trade data in 14 international markets and statistical trade data for over 80 countries.

COMPANIES

Company Profiles, Maritime Companies Personnel, Products, Repairers & Dry Docks, Safety equipment

AIS Movements

Terrestrial AIS Positions, Satellite AIS Positions

PORT PRODUCTIVITY

13 of the world's largest 20 (by operated capacity) Lines participate and have access to unique and powerful benchmarks.

PORTS

Ports, berths and terminal database covering over 15,500+ facilities around the world

Maritime & Trade Solutions – Current Data Availability

Bespoke Maritime Data

Ships (core), Ships (non-core),
AIS Movements, Ports,
News, Events, Companies

Bespoke Trade Data

PIERS, GTA

Forecasting/Modelling/R&A

Fleet Capacity Forecast
Freight Rate Forecast – crude & dry bulk
(Leverages data from across IHS Markit)

Maritime Portal

Ships (core), Ships (non-core),
AIS Movements, Ports,
News, Events, Companies

PIERS

PIERS Enterprise

PIERS PROSPECTS - All Maritime Company
Data/Profiles/Risk Ratings/Relationships
Competitor Intelligence

What commodities will drive demand?
Derive non-containerised cargo (Berth Zoning)
Derive value of Cargo
Trade Patterns
Vessel Emission Ratings Module

MIRS

Ships (core), Ships (non-core),
AIS Movements, Ports,
News, Events, Companies


Cargo Insurance
Route Analysis
Vessel Values
Risk of Investment

Port Productivity

Slow Steaming
Port Congestion
Market Share (Carrier/Commodity)

GTA

GTA

 Platforms / Solutions

 Bespoke Data Services

 Future Capabilities

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