



MARITIME & TRADE

# Solutions Guide

Enabling Global Supply Chains



# About IHS Markit

IHS Markit is harnessing the deepest sources of information, analytics and expertise to forge solutions for the industries and markets that drive economies worldwide. Leaders in business, finance and government rely on us to help them see the big picture and interconnected factors that impact their organizations. This knowledge allows them to understand why things happen and focus on what really matters.

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## Vision

To be the leading source for critical information, analytics and insight that powers growth, efficiency and value for our customers.

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## Mission

Delight our customers daily by delivering a powerful combination of world-class expertise, knowledge and solutions so they can make more informed decisions to enable their long-term, sustainable growth.

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## Values

To help create a sense of common beliefs and behaviours, IHS Markit colleagues focus on six fundamental shared values:

**Innovation, Accountability, Customer Focus, Inclusiveness, Integrity and Partnership**

The foundation for these six values is a singular focus on customer, representing a core value of Customers First.

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Businesses and governments in more than 140 countries use our unrivalled depth of industry and market information, expertise and analytical capability to make educated and informed decisions.

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# Customers First

Our ongoing Customers First surveys are an important communication tool in achieving this goal. We are committed to keeping you FIRST in everything we do, so please continue to be part of our feedback process so we can be your valued partner each and every day.

As a direct result of YOUR feedback from the Customers First surveys, we are making daily improvements to our solutions and rolling out new offerings to meet your evolving requirements. We want to earn your business each and every day.

We all win by listening to our customers, responding to our customers and helping them be ever more successful

Jerre Stead,  
Chairman & CEO

## Client Feedback

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“Provide better interconnectivity between various tools to be able to pool data for trending between cross-functional processes.”

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Product developments continue in 2016 – integrating legacy and acquired assets more closely.

“What would be helpful is that there is someone that understands how we use data when working with us.”

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Continued sales & customer-facing colleague training on new/acquired capabilities, product certification program in EMEA sales to be expanded across global sales teams.

“Features webinars would be nice. There is so much in there.”

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Continuation and expansion of customer communications around products and capabilities – webinars, customer newsletter, training opportunities.



# About IHS Markit maritime and trade solutions

IHS Markit is the leading source of critical maritime and trade insight, enabling organisations, policy makers and security experts to navigate today's complex trading environment. Successfully managing inter-connected global supply chains requires a detailed understanding of continually evolving patterns of international trade flows, and with over 90% of international trade being transported by ship, success requires an in-depth understanding of the shipping industry.

Governments, traders, cargo owners and the global shipping industry use IHS Markit maritime and trade intelligence every day to manage complex global supply chains, find sources of competitive advantage, identify new business opportunities, and secure our oceans and borders from potential security risks.

- Heritage dating back to 1764
- IHS Markit is the sole appointed authority for assigning and validating the IMO number (International Maritime Organisation)
  - A division of the UN
- 250+ year track record in global shipping and commodity sectors
- World's most comprehensive maritime & trade databases
- IHS Markit are the only provider of 100% of US seaborne imports and exports data
- Largest editorial and analytical team covering Maritime and Trade in the industry
- 16 year history of industry leading events. 2000+ annual attendees at TPM Long Beach

We help you identify growth opportunities, reduce global supply chain risk, improve efficiency and enable risk mitigation.

## **Brands and products under IHS Markit maritime and trade**

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- Fairplay
  - The Journal of Commerce (JOC)
  - Lloyd's Register of Ships
  - Global Trade Atlas (GTA)
  - PIERS
  - World Trade Service
  - AISLive
  - Sea-web
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Diverse data solutions providing timely, accurate and reliable maritime information tailored to fit your organisation's exact requirements.

## Bespoke Data Solutions

With customer information requirements becoming more sophisticated, demand is high for bespoke data solutions where customers can integrate a tailored data supply into their own business solutions. IHS Markit delivers real-time and historic maritime data solutions that customers can rely on.

IHS Markit maritime and trade solutions has the most comprehensive, highly structured and fully relational set of databases in the market, from which we can produce flexible, customized extracts that can be tailored to meet specific needs. Bespoke data services utilise a collection of the industry's largest databases of ship positions, characteristics and ownership, casualties, ports, and more.

### The Industry's Trusted Supplier of Maritime Data

- Over 600 data fields available from 20 interconnected databases
- Unrivalled accuracy and depth of coverage of ship characteristics
- Comprehensive, high quality data verified by IHS Markit expert analysts

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#### Insight to understand market trends and identify growth opportunities

Ships data enables fleet and sector sizing, market share analysis, and operational efficiency through reference to accurate data.

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#### Reliable maritime intelligence to help identify, assess and mitigate risk

Ships, owners, casualty and inspections data enables monitoring of events and accurate evaluation of the owners track record.

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#### Gather data from a variety of sources for accurate forecasting and analysis

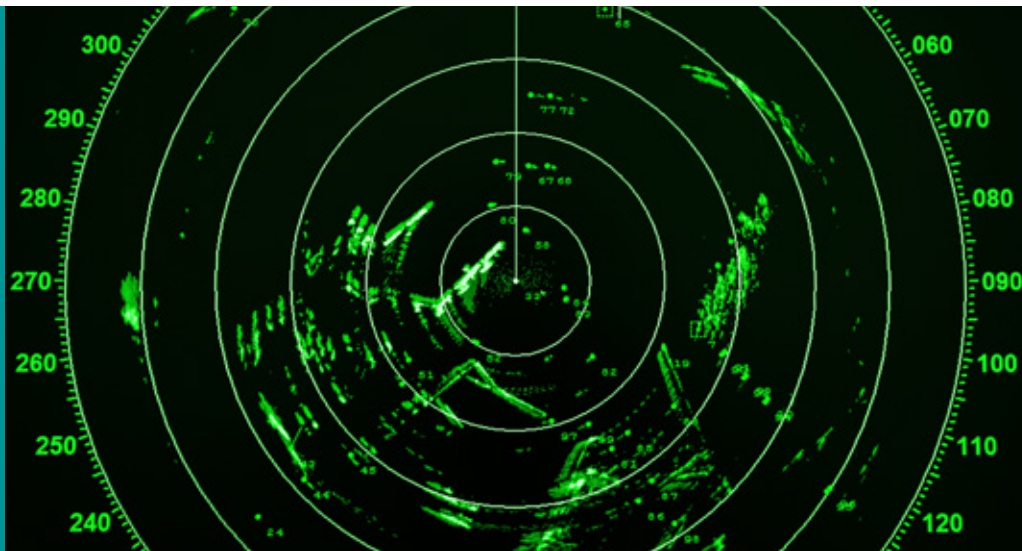
IHS Markit has strong relationships with key industry organisations and receives regular data feeds from our partners that enhances our data.

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### DATA AVAILABLE:

- Ship Characteristics
- AIS Positions & Movements
- Owners
- Casualties
- PSC Inspections
- Ports
- Non-Core Ships

A powerful market-leading solution that combines maritime information and ship tracking intelligence from our two flagship products Sea-web and AISLive.



## Maritime Portal

The only source you need for comprehensive ship and ownership information integrated with terrestrial and satellite ship movement Intelligence. Interrogate and export data to identify new business, conduct market research and increase operational efficiency. Stay one step ahead of your competitors by accessing unparalleled market intelligence verified by IHS Markit experts.

The Maritime Portal enables deeper analysis of the global fleet and answer's the industry's needs by utilising all of IHS Markit maritime and trade's capabilities.

Sea-web's online search provides extensive information on ships, owners, ports and terminal facilities, port callings, shipbuilders, fixtures, casualty events, maritime companies and latest industry news. AISLive displays real-time AIS ship positions of the global fleet through an online mapping application. This award-winning service provides coverage of over 145,000+ live vessels every day. Track and monitor ships/fleets of interest using the Ship Watch and alerts services.

### Access industry trusted maritime intelligence in one place

- Actionable, reliable and verified maritime intelligence
- Build a global picture of the world fleet
- Understand levels of ship ownership and management
- Streamline your operational workflows
- Integrated products and business intelligence tools

#### Comprehensive ship and ownership intelligence

Unrivalled ship characteristics with seven levels of ownership powered by the world's largest maritime databases.

#### Live & historical ship tracking & port traffic intelligence

Providing real-time and historical voyage information to trace ship movements, monitor changes and identify trading patterns.

#### The most reliable and accurate source of maritime information available

Customers have confidence when using IHS Markit maritime data which is updated daily and verified by our team of in-house experts.



## World Register of Ships - Commercial Version

The World Register of Ships is the single most authoritative database on global merchant ships and includes all known propelled sea-going merchant ships of 100 GT and above with additional data fields and levels of functionality. It provides unlimited searching, sorting and reporting capabilities and is supplied with the entire database of the world merchant fleet of 100 GT and above, including ships on order and under construction.

### Identify ships to assess potential risks

- Search merchant ships including capacities, class, & tonnage
- Quickly find information on a ship you are about to board or assist
- Access all ships of 100+ GT in service or under construction

### Actionable insight to identify potential risks and build situational awareness

Quickly locate details of a ship, the owner, operator, view images, review detention history to assess a potential threat.

### Current information to determine market size and share

Search ships machinery and construction to determine the size of the market and position against competitors.

Access the world's most comprehensive shipping directory to immediately recognise and identify ships in your domain.

**FORMAT: DVD**

## World Shipping Encyclopaedia

The World Shipping Encyclopaedia powered by IHS Markit's maritime databases provides access to details of all ships of 100 GT and above including newbuildings. Search over 200 fields of information including company details, ship owner, operator and manager, ship specifications and ports & terminal facilities. Distance tables are also included to quickly calculate distance between major ports and terminals.

### Search and export ship, port and maritime company information

- Identify maritime related companies with contact details
- Understand seven levels of ownership and management
- Ability to export up to 2,500 records for further analysis

### Reliable and comprehensive data source in an offline solution

Enables access whilst on-board ship to verified data throughout the duration of a voyage, wherever you are.

### Build a strong network of contacts within the market

The most comprehensive ownership data available including maritime related companies contact details.

Gather maritime information to size markets and competitors and spot new business opportunities

**FORMAT: DVD**

## Ports & Terminals Guide

The Ports & Terminals Guide is one of the most complete collections available and includes comprehensive information on ports and terminal facilities across the globe. Find contact details for port service providers, such as agents, bunker suppliers, stevedores, chandlers, towage and repair companies. View an extensive catalogue of port plans, mooring diagrams, photographs and maps. Look up pre-arrival information, documentation requirements and navigation information. The guide is used by vessel operation departments and on-board ships when planning a port call.

### Be prepared for your next port of call

- Validated information on global ports & terminals worldwide
- Port service providers with addresses and contacts
- Extensive berths & terminals database (CD-ROM only)

### Reliable comprehensive data sources to enable voyage planning

Plan a port/berth call, using complete port and terminal facility data including pre-arrival and navigation details.

### Know what commodities a port imports and exports down to berth level

Comprehensive intelligence on ports, terminal and berth facilities, storage facilities, power plants for identifying operational opportunities.

Maximize operational efficiencies with the complete guide to port planning.

**Four-volume hardback set plus CD Rom or CD Rom only**

## Lloyd's Register of Ships / List of Shipowners & Managers

Published since 1764, Lloyd's Register of Ships is the leading guide for extensive data on all sea-going, self-propelled merchant ships of 100 GT and above, irrespective of their classification. Refer to the hard copy, five-volume collection or access daily updates online via Shipfinder Online. The List of Shipowners & Managers complements the World Register of Ships by providing details of ship owners and the fleets they manage with additional access to Shipowners online for viewing daily updates.

### Evaluate risk based on ownership, class, casualties and detentions

- Access data on ships, 24/7
- Ownership/fleet data for 100 GT ships
- Fleet information: ship type, flag, LR/IMO number, build year and GT

### Timely and accurate source of maritime data you can rely on

The directories offer in-depth information directly from a validated source verified by IHS Markit editorial experts.

### Monitor the world fleet for competitor analysis

Review fleet and ownership information to get a complete picture of market size and share.

Execute risk and market strategies with verified data on the world fleet, their owners and managers.

### Lloyd's Register of Ships:

Five-volume hardback plus Shipfinder online

### List of Shipowners & Managers:

Single hardback plus Shipowners online



Trade Solutions



## PIERS Trade Data

PIERS has been at the forefront of delivering business intelligence on international trade activity for more than 40 years. In 2015 PIERS processed over 20,000,000 bills of lading filed with U.S. Customs using our proprietary 6-step process to convert this 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 and statistical trade data for over 80 countries.

### Key Features:

- Data processed within hours and loaded into all of our products on a daily basis
- Paramount data quality with standardized company name and address information

### Strengthen your market expertise and be the first to spot emerging trends!

PIERS data provides transparency into the entire U.S. waterborne trade market.

### Identify and pre-qualify prospective carriers, clients, and suppliers

Our PIERS enhanced database allows you to easily search and analyse data.

PIERS trade data is the leading provider for comprehensive U.S. waterborne trade data with 100% coverage of U.S. imports and exports. PIERS data is cleansed, standardized, and enhanced to facilitate quick and easy analysis of large sets of data.

## PIERS Enterprise

PIERS Enterprise refers to the leading data and business intelligence portals for enterprise-class organizations requiring complex and tailored trade intelligence surrounding U.S. maritime imports and exports. Data analysts and power users access cleansed, standardized, and enhanced data sets via our state of the art data query tool interface that can support your entire organization from sales representatives to executives.

### Key Features:

- Fast report running – Leveraging new cloud database technology we've drastically improved our report running turnaround times by 94%
- Ability to download more data – download years worth of trade data in a few minutes
- Access business intelligence dashboard reporting with the ability to query the underlying data easily

### Do you want to understand market share for your industry?

Easily be able to view your market share by commodity, shipper/consignee, or ship line using our interactive dashboards.

### Want to see if there are trends in your market dating back several years?

PIERS data is available as far back as 2003 in our Enterprise product offering.

“The business intelligence tools created by PIERS allows us to identify trends in the chemical industry based on companies and specific commodities being shipped around the world and apply that knowledge to our decision making.”



“We were amazed how PIERS Prospects so quickly and easily allowed our sales team to identify and target new business in an area and also give us unknown insights into the activities of our existing clients”

**Mignon Crawford,**  
Director of Global Trade  
Solutions, SunTrust Bank, Inc.

## PIERS Prospects 2.0

Welcome to the new era of lead generation! PIERS Prospects 2.0 provides aggregate information on maritime importers and exporters, and also delivers an unrivalled level of detail about shipments, partners, and demographics for each company. Our customized features will help customers connect with their target partners and grow their businesses.

### PIERS Prospects 2.0 is generally used by:

- Transportation & logistics companies
- Manufacturers
- Banks and financial institutions
- Chemical companies
- Agriculture companies
- Warehousing companies
- Shipping/freight forwarding companies
- Importer/Exporter service providers

### Key Features:

- Generate quality leads in minutes
- Search importers and exporters by company, commodity, HS or SIC code
- Dun & Bradstreet detailed company information
- Comprehensive, ranked view of international buyers and sellers
- Download company search results or Bill of Lading details by company

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### Need to append data in your CRM with waterborne trade data?

Leverage DUNS number associated with PIERS company name information to easily combine datasets and enhance your CRM data.

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### Do you want a company profile of your prospects before going into a sales meeting?

Prospects 2.0 easy to use interface facilitates quick and easy retrieval of company profiles.

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### Want access to individual bills of lading for granular shipment information?

Drill down into specific bills of lading that were filed on behalf of importers and exporters to view the data as filed with U.S. Customs.

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Successful investment plans, trade agreements and business decisions in an interconnected world depend on an understanding of international markets.

The Global Trade Atlas provides insight ranging from global trade flows over time in broad categories to monthly developments in specific products and ports.



## 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. A web-based search and analysis tool provides users with on-demand access. This market-leading solution provides a global view of trade in every commodity at the most detailed level of harmonized code.

Monthly data is available for more than 85 of the world's largest economies, and more than 200 countries have annual coverage. Features including currency conversions, user-defined groups, and saved reporting make repeatable, in-depth research across disparate data sources simple and quick. Additional data points including transportation mode, ports, and regions vary by source and are available for most reporting countries. This powerful database provides insight into trade and the movement of goods worldwide, putting the interests of governments and businesses into a full global context.

### The Industry's Trusted Supplier of Maritime Data

- Integrate data into internal systems with scheduled data file delivery
- Analyze the global supply chain of commodities and derivative products with volume, pricing, and transport data
- Discover market trends and validate against historical data
- Gain insight into trade balances at a glance
- Detailed monthly reporting covering more than 95% of reported global trade.

#### Detailed Market Volume and Pricing Analysis

Identify your strengths and weaknesses through comprehensive statistics, with data points including port and mode of transportation for many countries.

#### Understand the competitive landscape

Report on international trade to compare your known import/export trade with the rest of the market and understand your business in its global context.

#### Data Analytics and Predictive Modeling

Build credible predictive models and make forecasts based on consistent data with 20 years of history.





## World Trade Services

The World Trade Service (WTS) database contains historical and forecast bilateral trade data broken down by country (or region), commodity, trade concept, and direction of trade (exports and imports). WTS helps clients in planning, strategy development, competition analysis, demand analysis, investment assessment, marketing and sales management, and service deployment analysis.

The WTS key strength is accurate and granular forecasts. Our trade forecasts are underpinned by IHS Markit's award winning macroeconomic forecasts for 204 countries—widely recognized for their consistency and accuracy.

In-depth cross-sector expertise. WTS harnesses the combined cross-sector and country expertise of 1,200 economists and industry specialists across IHS Markit. WTS clients can feel confident that our analysis is backed by an in-depth understanding of all sectors, including energy, metals, chemicals, agriculture, etc.

### Key Features:

- All global trade broken down into 106 countries and regions
- U.S. seaborne trade broken down into six coastal areas
- 201 commodity categories mapped to SITC and HS codes
- 16 value and volume trade concepts
- Quarterly updated annual forecasts through 2030
- Quarterly report trends in the World Economy and Trade
- User-friendly web-based interface

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#### What is the future size of my trade/ transportation market?

By providing trade breakdown by country, commodity and mode, WTS can be used to size and forecast a broad variety of markets.

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#### Should I expand this cargo facility? Is this expansion a good investment?

WTS shows you if trade growth and volumes are strong enough to support transportation infrastructure investments.

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#### How should I allocate my ships and is now a good time to order new vessels?

WTS data allows you to measure volume levels and growth along specific trade routes (broken down by cargo type and commodity), and position your fleet.

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# Energy Solutions





Actionable, commodity market intelligence providing the complete picture of energy cargo trade flows. Visually track and monitor real-time and historic vessel activity from load to discharge with comprehensive terminal level reporting that supports in-house analysis and predicting supply and demand changes.

## Market Intelligence Network (MINT)

MINT provides commodity trading and energy companies with market leading online tools for vessel tracking and surveillance of energy commodities from load port to discharge, direct to the terminal and berth facility. Know exactly when and where your customer's and competitor's cargoes are heading at country, regional and port level.

Market Intelligence Network from The TradeNet and IHS Markit delivers the most detailed, accurate and time-saving solution and strengthens your in-house analysis. Quickly visualise real-time and historical vessel positions using MINT's easy to navigate map based interface that integrates IHS Markit maritime and trade's comprehensive and reliable ships, ports and global AIS intelligence.

Additional intelligence modules provide full coverage of LNG, LPG, Iron and Coal. Monitor & analyse specific cargo flows and import, export volumes and easily understand movements at any level of granularity.

### The Industry's Trusted Supplier of Maritime Data

- Analyse vessel activity by terminal and berth facility
- Detect and trace ship-to-ship operations and bunkering activities
- Monitor vessels movements entering or leaving a defined area
- Access and download reports by port, region and country level
- Build and share vessel lists and be notified on vessel

#### Superior global supply and demand insight

Forecast commodity imports, quantify volumes of floating storage and assess the impact of operational disruptions at port facilities.

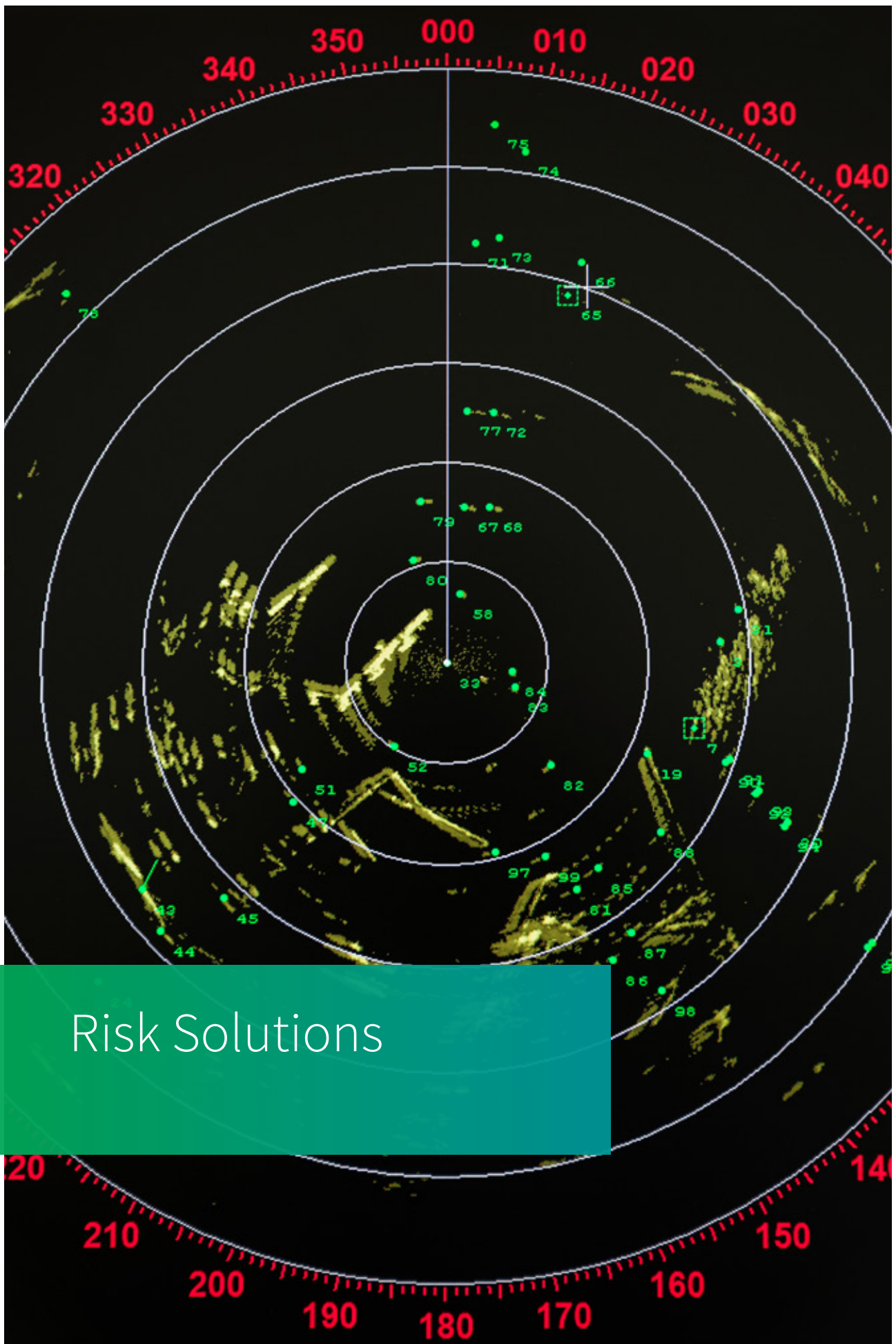
#### Unparalleled coverage in real-time

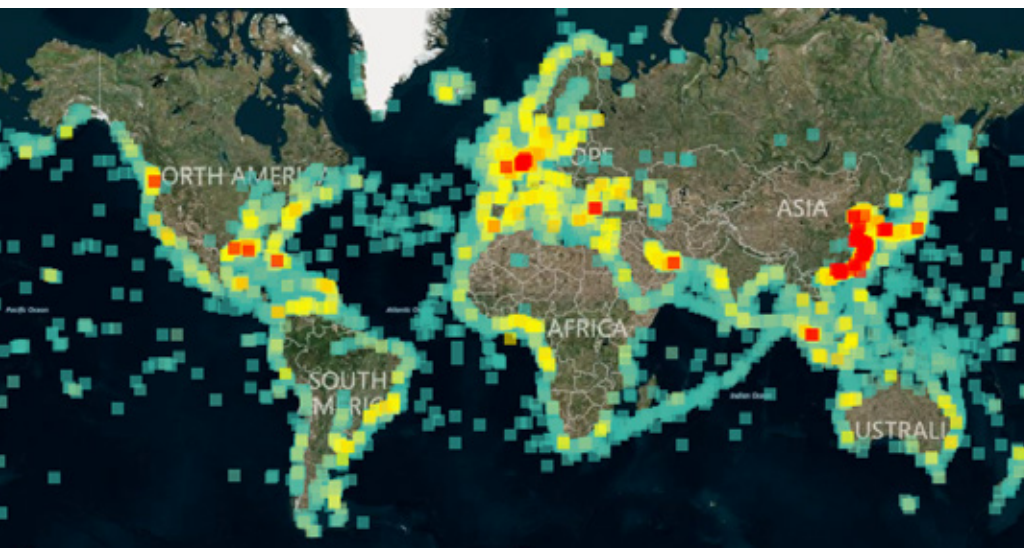
Technical intelligence that matches reliable shore based and satellite vessel positions with specific terminals and refineries for insight on cargoes and competitor activity.

#### Improved voyage economics

Comprehensive ship characteristic data including owner/operator; extensive port, terminal and berth information; previous port callings; destination and ETA.







Understand risk implications of international events, factors affecting operations and supply chains and spot growth opportunities that are vital to business success.

## Risk & Security Capabilities

IHS Markit is the leading provider of maritime & trade solutions to the insurance and Security sectors, as well as many other organisations looking to assess risk, protect maritime assets and minimise supply chain disruption. IHS Markit's critical information and insight has the breadth and depth of knowledge, as well as the expertise to meet all of your risk mitigation, domain awareness and security needs.

IHS Markit's maritime and trade information, intelligence and analysis provide the solutions for minimising global risk by tracking all aspects of the world fleet. Our solutions enable clients to understand the global and local threat posed by the shipping fleet, identify and monitor the ships under surveillance that represent potential threats, identify the credentials on every ship including crew, cargo, owner, operator and country of origin, build a risk profile for a single ship or an owner of a fleet, analyse current positions and historical movements to detect anomalies in trading patterns and visualise all activities and global maritime events in your domain.

### Identify and evaluate maritime risk

- Understand operational risks
- Identify, evaluate & monitor potential maritime threats and targets
- Analyse historical ship and company behaviour
- Improve operational efficiency & risk management
- Visualise & track ships and global maritime events

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#### The absence of actionable insight – build situational awareness.

IHS Markit provides details of the ship, who owns and operates it, detention history and images to enable the user to construct a complete picture of any potential threat.

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#### The inability to determine potential threats as targets enter their waters.

Comprehensive information on all commercial ships enabling anomaly detection, pattern recognition, threat detection and analysis.

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#### The absence of actionable insight – unable to identify potential risk.

IHS Markit provides details of ownership, class, previous casualty, detention, movement history and global maritime events so that the potential risk can be evaluated.

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## Research & Analysis and Consulting Capabilities





Tailored analytical solutions that answer key strategic or operational questions that enable customers to concentrate on making effective business decisions using IHS Markit expert data analysis.

## Data Analytics

In today's electronic age it is easy to become swamped with data – each day over two billion AIS messages are sent by the active world fleet. We recognise customer needs for flexible and speedy solutions to support business decisions. IHS Markit is uniquely positioned to leverage the data, expertise and knowledge of subject matter experts to create unique solutions.

Tailored reports or projects can be as small as answering one key strategic question, but could also involve analysing three years' worth of vessel movements through Emission Control Area (ECA) zones. Customers' specific needs are discussed, identified and a clear goal defined.

Bespoke aggregated tables can be created, allowing quick interpretation of related data sets. Alternatively larger projects can be undertaken with the creation of new derived data fields or sets to deliver deeper insight into certain segments or trades, we then visualise the data and create reports off the back of the visualisations if required.

### Harness IHS Markit's maritime and trade data and expertise

- Tailored solutions that enable quicker decision making
- Creative solutions to save you time and resources
- Intuitive and interactive dashboards using Tableau visualisations
- Other formats include Excel, Access, XML and more
- Leading source of information on ships, ports and movements

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#### Impact of Emission Control Areas (ECAs) on fleets and/or trade routes

Understanding the volume of fleets moving through ECA zones as a time series, has this caused new routes to form avoiding the zones, or the impact to fleets on upcoming regulations.

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#### Understand market position and competitor analysis

Analyse fleets, companies, sectors, ports, geographical areas and more to understand your market position and what competitors are doing to mitigate risk.

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#### How has long or short waiting times affected a port/area over time through different sectors?

Identify how efficiency or lack of has impacted vessels callings at different ports to avoid delays and enhance fleet utilisation where possible.

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Forecasting fleet capacity beyond the known orderbook and predicting fleet activity up to 2025.

Examining the active fleet, newbuildings, retirements and demolitions for each year.



## Fleet Capacity Forecast

Fleet Capacity Forecast enables organisations to make strategic investment and market intelligence decisions beyond the current orderbook.

Harnessing the latest advanced analytics techniques, Fleet Capacity Forecast connects a wide range of supply and demand data to provide reliable ship capacity forecasts up to 2025.

IHS Markit maritime and trade solutions applies sophisticated modelling of ship lifecycles and historical patterns, combined with economic, trade flow, commodity flow and pricing drivers to deliver the most comprehensive and accurate forecasts available.

### Harness the power of IHS Markit to understand:

- Fleet demand
- Newbuildings
- Fleet selection
- Fleet retirement

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#### Investment decisions

Analyse future areas of high activity and returns.

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#### Market intelligence decisions

Build a trend of vessels in the market to quantify and qualify future market size.

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#### Strategic planning

Predict customer demand forecast to direct product development.  
Understand the future maritime market opportunity.

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With our freight rate forecast you can visualize freight rates on a monthly level to five years to be able to optimize forward price curves. Ultimately make faster & smarter trading decisions.

## Freight Rate Forecast

As the global economy continues to remain in flux this presents the shipping sector and connected industries with major challenges. With new business prices continuing to drop (40% since 2008), sales and purchase prices dropping and general rates per day remaining uncertain there is a need to improve planning for the future.

Ship owners and investors have to become much better at understanding net asset values and the strengths and weaknesses of balance sheets, while commercial departments need to master the art of risk management. The key to generating higher revenue and controlling costs is to know where the business is in the market cycle.

The Freight Rate Forecast from IHS Markit delivers a solution that looks beyond just shipping, capturing influencers you would not necessarily expect, providing an independent and impartial source of proven intelligence and insight.

### Understand future freight rates with IHS Markit advanced analytics

- Make sense of market behaviour, patterns and relative influence
- Empowers you in the negotiating process
- Assists you in leveraging data as insight to add value
- Customised maritime platform
- Independent source of intelligent insight
- Crude oil or Dry bulk models available

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**For commercial and investment banks, shipping funds and leasing companies**

Providing insight into the value of a route / commodity to help future investment and planning decisions.

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**For shipowners, brokers, oil and commodity majors**

Valued industry insight enables users to strengthen the balance sheet and gain tighter control of the business.

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Harnessing the power of IHS Markit to bring you a complete view of the maritime and transportation industry tailored to address customer's business needs.



## Consulting Services

The IHS Markit maritime and trade Consulting Services team delivers deep insights on future developments and trends in the maritime and transportation sectors.

Comprised of maritime industry experts, Consulting Services also leverages expertise and intelligence from across IHS Markit to deliver tailored solutions that address customers' strategic questions.

We understand the shipping market drivers, global supply chain dynamics and the effects of industry trends.

We know which goods are moving, where they are going, at what prices, on what ships and for what costs.

We continually enhance existing services or develop new capabilities to meet customer demands.

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### PORT DEVELOPMENT SUSTAINABILITY

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#### Challenge

Analysis of how to make port operations more environmentally friendly, including analysis of fuel mixes

#### Solution

Onshore power supply, LNG as shipping fuel and for port applications, cost analysis.

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### THIRD PARTY TANK STORAGE

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#### Challenge

Identification of key insights for the client for a better positioning in the market

#### Solution

Analysis of supply & demand of the market, facilities, additional services like pumping, blending. Analysis of liquid products throughput in European Ports.

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### PACKAGING FOR AUTOMOTIVE

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#### Challenge

Assessment of market potential for reusable packaging

#### Solution

Analysis of market potential and several trends in the automotive business that impact supply chains.

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## Media & Events

JOC Events enable you to become informed, stay on top of the market, do business, network with industry peers and let your voice be heard. We look forward to welcoming you to our events.



## JOC Events

JOC Events are the must-attend conferences for container shipping and international logistics professionals in North America, Europe and Asia. Events include annual conferences such as the TPM Conference held each year in Long Beach, California; intimate round-table gatherings and seminars; and award presentations.

JOC Events strives to provide business intelligence and data covering the global container shipping and logistics market and utilizes the editorial expertise and data-rich resources of The Journal of Commerce and PIERS — the world's most comprehensive database of U.S. waterborne trade — to create programs that give attendees the unique intelligence needed to inform critical business decisions in an ever-changing global marketplace.

### Leading industry events include

- TPM
- TPM Asia
- JOC Container Trade Europe
- JOC Gulf Shipping Conference
- JOC Inland Distribution
- Shipper Round Tables

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#### Why Attend TPM?

TPM is the must-attend conference for the Trans-Pacific and global container shipping and logistics community.

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#### Why Attend TPM Asia?

TPM Asia is the must-attend conference for container shipping and logistics professionals who need to understand the issues facing the Asia-Europe, trans-Pacific and intra-Asia container markets.

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#### Why Attend JOC Container Trade Europe?

The JOC Container Trade Europe Conference presents in-depth, authoritative analysis from leading industry experts in European container trade and logistics in Hamburg, Germany.

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## The Journal of Commerce (JOC)

The Journal of Commerce, founded in 1827, is the leading provider of editorial content, unique insight and expertise that enables international logistics professionals to make better business decisions. Each magazine includes special reports on key topics of capacity, freight rates, compliance, container shipping, intermodal, technology and more — covering all modes of transportation including truck, rail, air and ocean.

### Topic areas include:

- Ports
- Sailings
- Maritime
- Breakbulk
- Trucking
- Logistics
- Rail & Intermodal
- Government
- Economy
- Air Cargo
- Trade

### Audience

Largest and most influential community of logistics and supply chain professionals.

### Marketing Solutions Available

Leverage the power of the JOC reputation and utilize trusted resources in a variety of marketing opportunities.

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