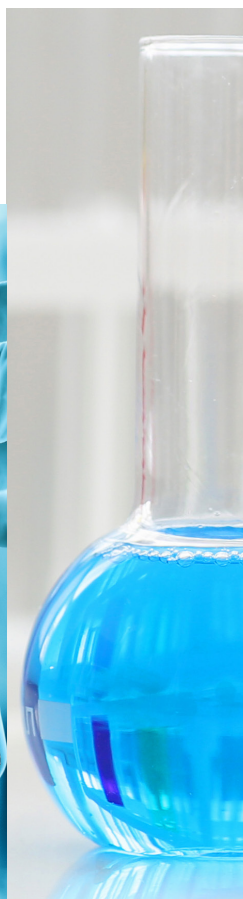




# New Methods in Chemicals Market Intelligence

Discover the advantages of seeing the  
complete chemicals market picture



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## Introduction

In the chemical sector, where innovative products emerge daily, it's important to stay one step ahead of the industry.

IHS Markit is a global information and analytics company that helps clients make better informed decisions, drive growth, performance and efficiency. Our Maritime & Trade solutions help you compete in the chemicals market place, providing detailed insights and intelligence.

Our unique data assets provide specialty and agro chemical companies access to the most comprehensive insights.

Maritime & Trade solutions enable you to:

- Evaluate the global chemical supply chain
- Identify suppliers and buyers
- Reduce compliance risk and identify better vessels to charter

In this booklet we've provided you with a short overview on how this intelligence could assist your commercial & product, logistics and procurement divisions, amongst others.





## Commercial & Product Teams

### **The Goal:**

Discover new ways to strategically grow revenue and cultivate better client relationships.

### **The Approach:**

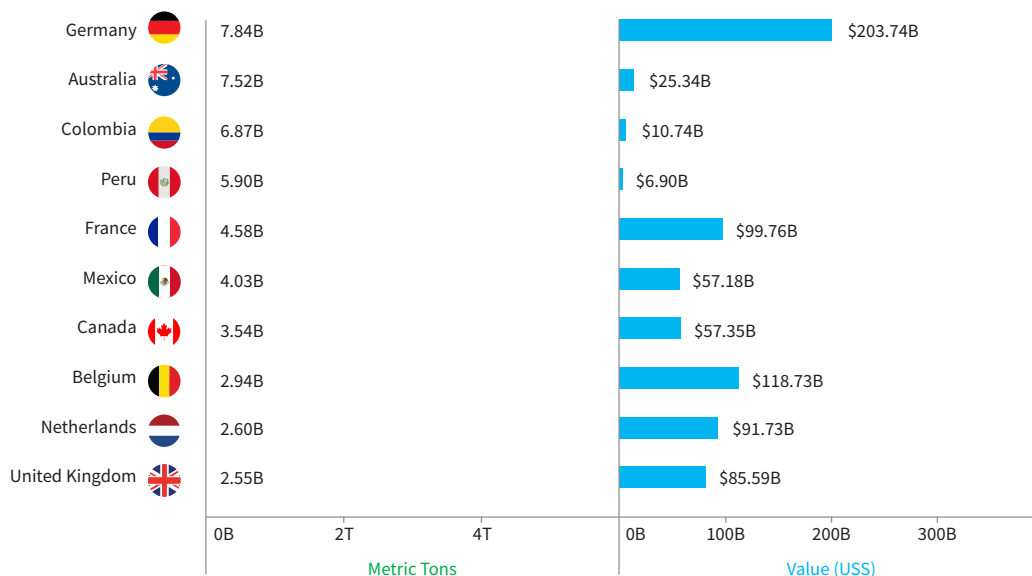
IHS's Markit's Trade Solutions, Global Trade Atlas, PIERS, and Global Trade Atlas Forecasting, identify emerging areas of demand and the companies serving them enabling teams to identify high value markets and products of interest. Our Global Trade Atlas solution helps teams track the bi-lateral flow and balances for key chemical commodities of interest and understand pricing/volume trends and demands shifts globally.

In addition, the PIERS solution provides the ability to identify new buyers and monitor your competitor's activity to empower you to act on priorities with a clearer understanding of the traded volumes, relationships, supply chains and sometimes even prices.

Our Global Trade Atlas Forecasting Service enables you to gauge how demand will likely grow in the chemicals markets over time based on the complex interrelationships between supply and consumer countries and the global economy to identify emerging markets for growth opportunities.

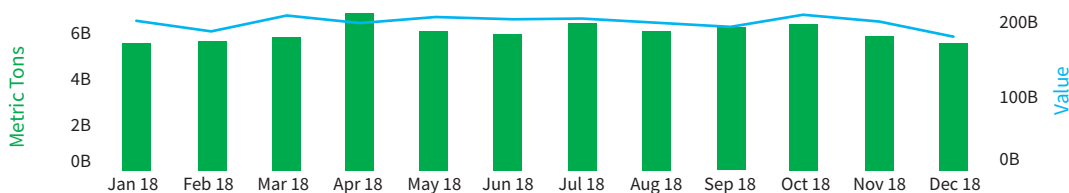


## View top countries importing chemical commodities ranked by volume or value.



Value per metric tons is available by specific commodities.

## View how the volumes and value per metric tons for chemicals commodities have changed over time.



## View size of chemicals market in terms of metric tons and value.

Metric Tons	Total Value	Commodities	No. of Reporting Countries
76.46B	\$2.42T	3,306	94



## Logistics Team

### **The Goal #1:**

Minimize logistical risk exposure to ensure stronger client relationships.

### **The Approach:**

IHS Markit's Maritime Intelligence Risk Suite enables you to vet potential charters and partners for compliance, sanctions and safety risks. Additionally, you can monitor movements of your chemical commodities to analyze on-time performance, changes in ETA, delays and other potential logistical risks.

### **The Goal #2:**

Find new ways to deliver supply chain savings and improve efficiency.

### **The Approach:**

IHS Markit's Maritime Intelligence Risk Suite helps you monitor changing capacities, deployments, new builds and market concentrations of carriers by route to better understand how to optimize your logistics relationships and rate negotiations.

\*Bespoke Maritime Data available to allow you to build or use your own in-house applications via API integration.



## Vet potential charters and partners for compliance, sanctions and safety risks.

### Ship Details

#### ⚠ Compliance status: SEVERE

Ship Name	AN SAN 1	Shiptype	Chemical Tanker
IMO/LR No.	7303803	Gross	1,757
Call Sign	HMYD7	Deadweight	3,003
MMSI No.	445018000	Year of Build	1973
Flag	Korea, North	Status	In Service/Commission
Operator	Korea Ansan Shpg Co	Shipbuilder	Kalmar Varv AB

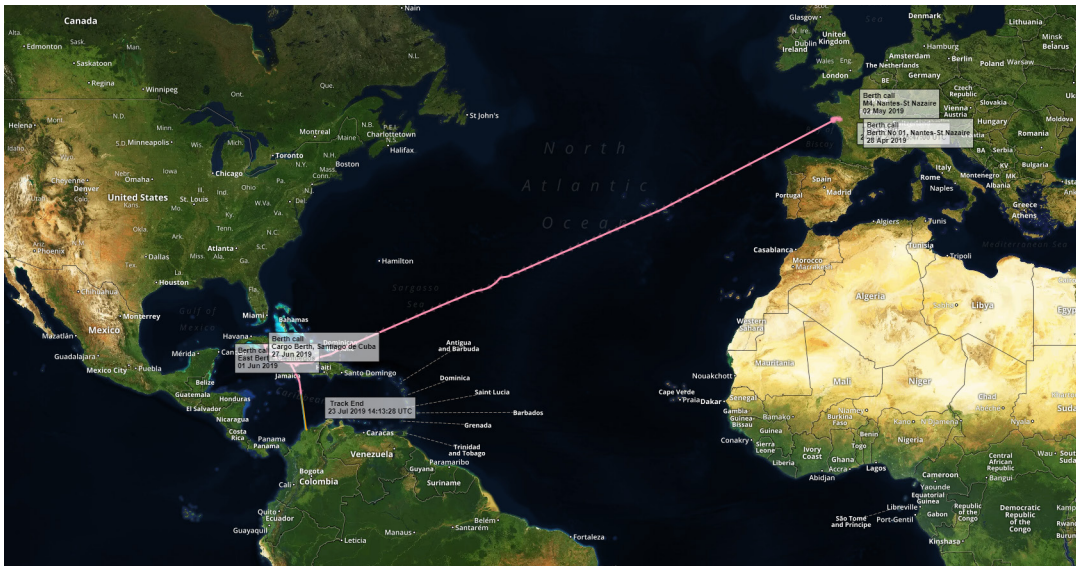


### Compliance Scenning

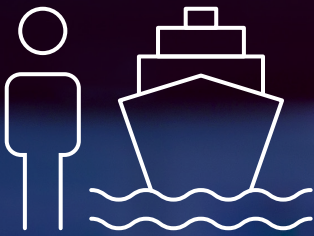
Ship an OFAC Sanction List	Yes	Port Call Last 12 Months to Sanctioned Country	No
Ship an OFAC Non-SDN Sanction List	No	Owner on OFAC Sanction List	No
Ship an UN Sanction List	No	Owner on UN Sanction List	Yes
Ship on EU Sanction List	No	Owner on EU sanction List	Yes
OFAC DPRK Annex 4 List	No	Owner on BES Sanction List	Yes
OFAC DPRK Annex 5 List	No	Ownership in OFAC Sanctioned Country	Yes
Dark Activity suspected	No	Parent company in OFAC Sanctioned Country	No
Flag Sanctioned Country	Yes	Historical Owner in OFAC Sanctioned Country	Yes
Historical Flag Sanctioned Country	Yes	Ownership in FATE High-risk & non-cooperative jurisdiction	Monitored
Flag (MMSI, Call Sign) False	No	Parent in FATE High-risk & non-cooperative jurisdiction	Monitored
Port Call Last 3 Months to Sanctioned Country	No		
Poll Call Last 180 days to sanctioned Country	No		

■ Status OK ■ Status Warning ■ Status Severe

## Vet potential charters and partners for compliance, sanctions and safety risks; whilst monitoring the historical and current movements of the vessels moving your chemical commodities.







## Procurement Team

### **The Goal:**

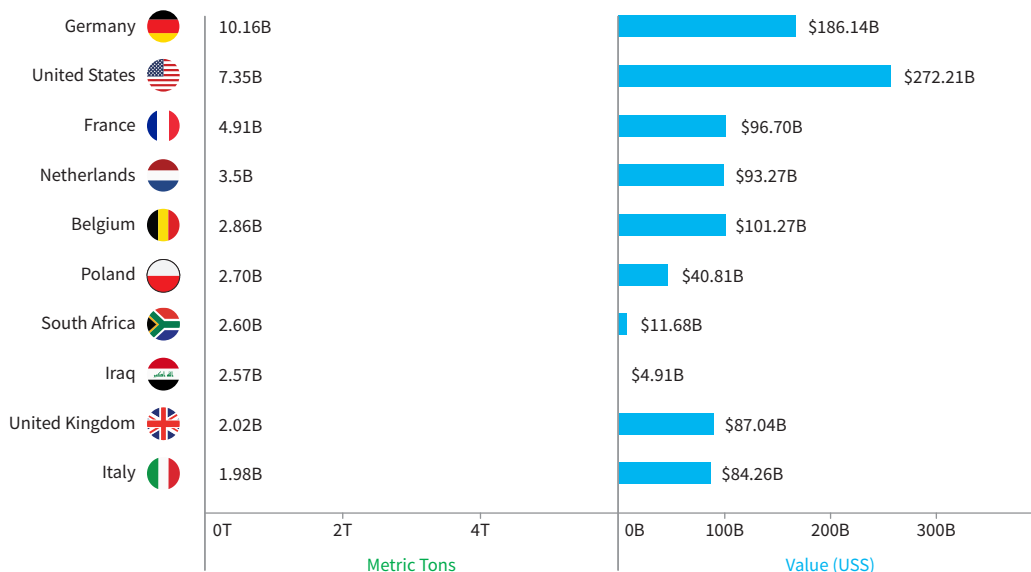
Look to develop dynamic sourcing strategies and confidently negotiate cost-effective raw material contracts.

### **The Approach:**

IHS Markit's Global Trade Atlas and PIERS solutions enable you to analyze the global supply markets. Both help identify potential suppliers and their volumes, pricing, supply chains and interactions with your peer group to help better fulfill goals from cost controls to supplier diversification.



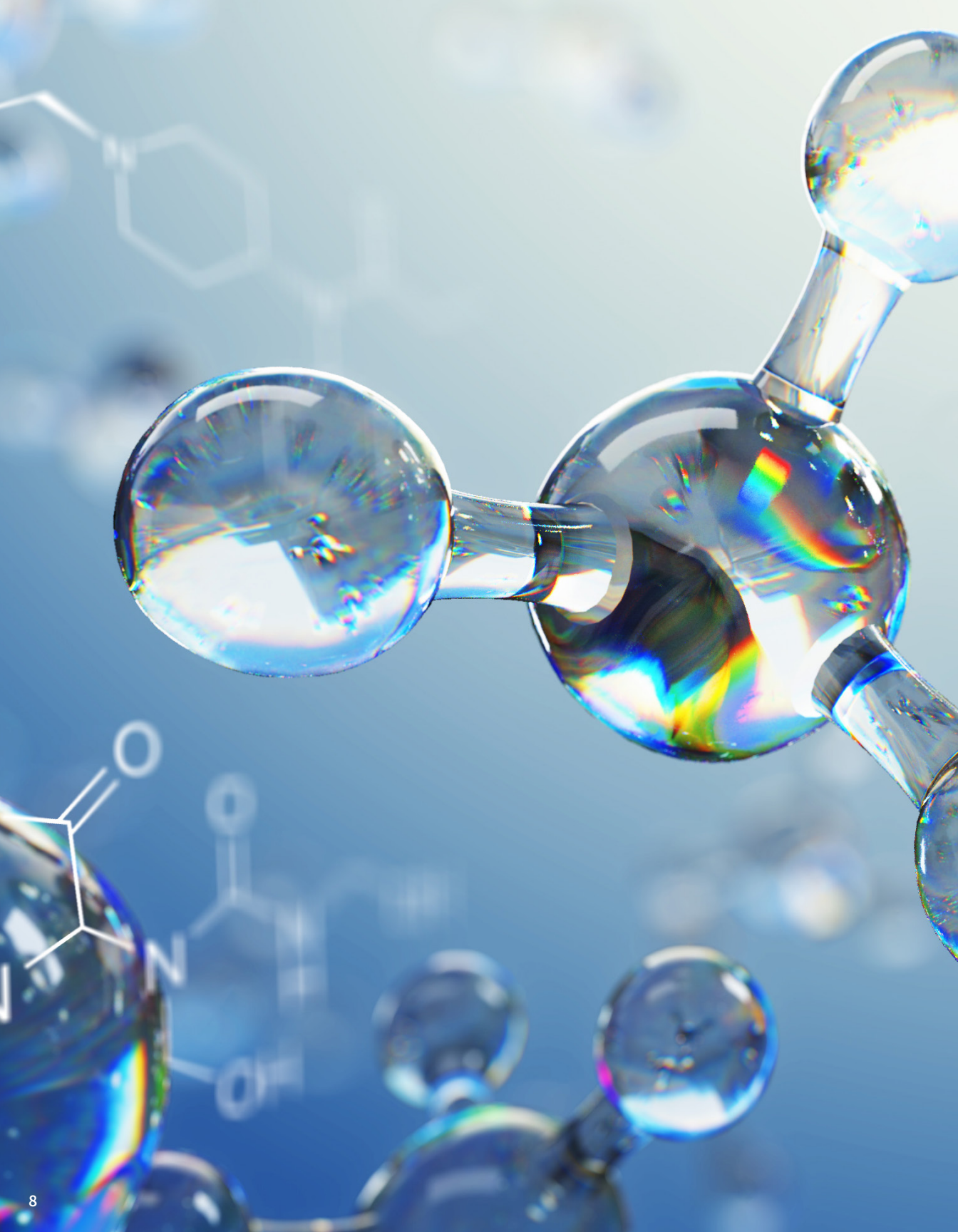
## View top country trading partners for your chemical commodities ranked by volume or value.



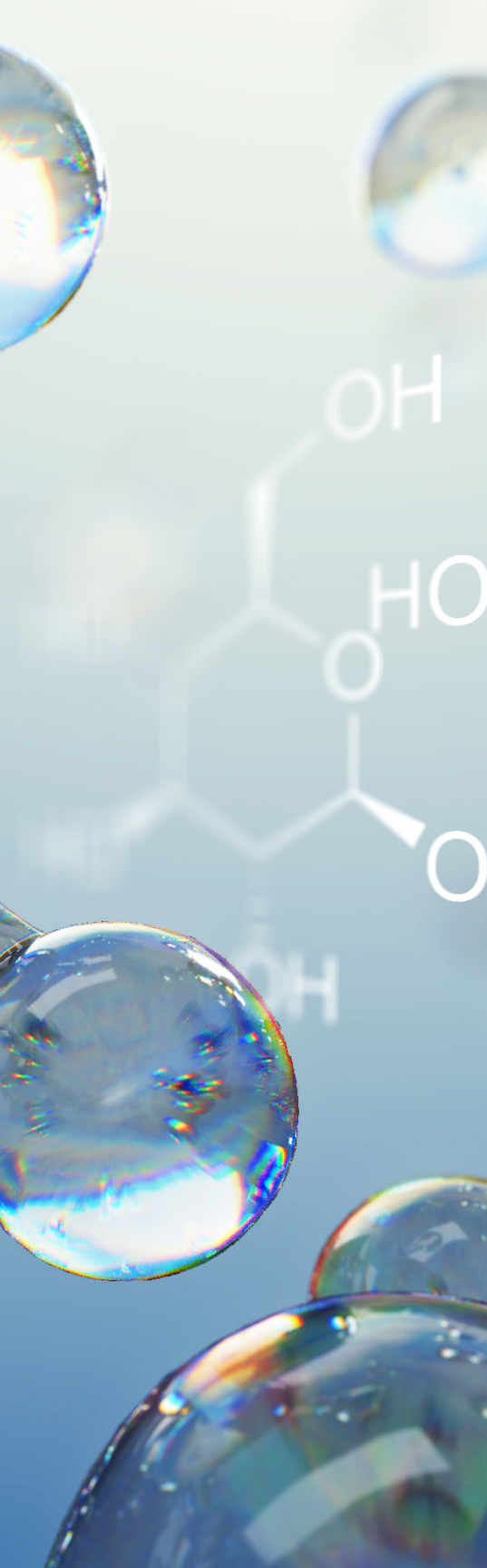
Value per metric tons is available by specific commodities.

## Identify potential suppliers for your chemical commodities ranked by volume, value or value per metric tons.

Foreign Companies	Metric Tons	Value	Value per Mton
TRAMMO INC.	420,633.10	\$17.42M	\$41.41
NITRON GROUP CORPORA..	307,267.20	\$121.75M	\$396.24
FREEPORT MINERALS COR..	291,811.64	\$10.75M	\$38.16
AMEROPA AG.	227,222.00	\$93.27M	\$410.48
CHEMOURS INTERNATION..	224,032.28	\$292.39M	\$1,305.14
DAK AMERICAS LLC	218,548.79	\$296.93M	\$1,358.64
CELANESE EUROPE BV	174,603.76	\$154.84M	\$886.79
INEOS STYROLUTION AME..	131,564.84	\$272.99M	\$2,074.91
VESTOLIT GMBH	122,954.38	\$106.39M	\$865.28
THE PROCTER & GAMBLE	119,779.11	\$284.15M	\$2,372.29







## Summary

We've summarized some of the ways you can leverage our Maritime & Trade solutions to better understand the global chemicals business.

We have the ability to save you time and money by identifying the data that can be useful to your business and displaying it in a fashion that is easy for your team to understand. This can be done at scale so you can receive a continuous stream of clear and concise trade data that will help evaluate the market.

## About IHS Markit Maritime & Trade

IHS Markit is the leading source of critical maritime and trade insight, successfully enabling organizations, policy makers and security experts to navigate today's complex trading environment. With over 90% of international trade being transported by ship, an in-depth understanding of the shipping environment is vital to successfully manage inter-connecting global supply chains.

Customers in government, defense, commodities, finance and shipping rely on IHS Markit Maritime & Trade to generate business opportunities, evaluate markets, identify competitive intelligence, safe guard against security risks, and ensure regulatory compliance.

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