About IHS Markit

We bring together the deepest intelligence across the widest set of capital-intensive industries and markets. By connecting data across variables, our analysts and industry specialists present our customers with a richer, highly integrated view of their world.

That is the benefit of the New Intelligence. We’re able to isolate cause and effect, risk and opportunities in new ways that empower our customers to make well-informed decisions with greater confidence.

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

Mission
 Deliver world-class expertise, knowledge and solutions to our customers, enabling them to make more informed decisions to generate and maintain their long-term, sustainable growth.

Values
At IHS Markit, there is a focus on six fundamental shared values:

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

IHS Markit colleagues strive to represent these values in everything they do, creating a set of common beliefs and behaviours. The key driving force behind these six values is the desire to focus on putting the customer first.

Our detailed analysis and unrivalled expertise in industry and market information is utilised by businesses and governments in more than 140 countries, enabling them to make educated and informed decisions.
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Customer Feedback

At IHS Markit we know that to provide the best service possible, we need to listen to our customers. We are committed to keeping you first in everything we do, so please continue to communicate with us and let us know your ideas and feedback.

As a direct result of your previous feedback, we are making daily improvements to our solutions and introducing new offerings to meet your evolving requirements.

Our clients said:

“It would be useful to have better interconnectivity between various platforms to be able to pool data for cross-functional processes.”

“We are working to make connections between our platforms simpler by integrating legacy and acquired assets more closely. We are also developing custom dashboards on our platforms to help customers see the links between the data sets they have.”

“It would help to be able to communicate with someone that understands how the data is used by our business.”

“We are continuing our training of sales and customer facing colleagues on our new solutions. We are also expanding our product certification program in EMEA sales across our global sales teams.”

“We have developed a wide range of customer communications based around understanding the full capabilities of the product including webinars, customer newsletters and training opportunities.”
About our Maritime & Trade solutions

IHS Markit is the leading source of critical maritime & trade insight, successfully enabling organisations, 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.

Governments, traders, cargo owners and the global shipping industry use IHS Markit maritime & 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
- 20 year history of industry leading events. 2000+ annual attendees at TPM Long Beach

IHS Markit maritime & trade brands and products

- Maritime Portal (Sea-web & AIS Live)
- Lloyds Register of Ships
- PIERS
- Global Trade Atlas
- Market Intelligence Network (MINT)
- Freight Rate Forecast
- The Journal of Commerce (JOC)
- Commodities at Sea (Crude and Dry Bulk)
- Trade Finance

We help you identify growth opportunities, reduce global supply chain risk, improve efficiency and enable risk mitigation.
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 answers 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 word fleet
- Understand levels of ship ownership and management
- Streamline your operational workflows
- Integrated products and business intelligence tools

<table>
<thead>
<tr>
<th>Comprehensive ship and ownership intelligence</th>
<th>Unrivalled ship characteristics with seven levels of ownership powered by the world’s largest maritime databases.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Live &amp; historical ship tracking &amp; port traffic intelligence</td>
<td>Providing real-time and historical voyage information to trace ship movements, monitor changes and identify trading patterns.</td>
</tr>
<tr>
<td>The most reliable and accurate source of maritime information available</td>
<td>Customers have confidence when using IHS Markit maritime data which is updated daily and verified by our team of in-house experts.</td>
</tr>
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</table>
Bespoke Data Solutions

With 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. Customized extracts from the databases can be supplied and updated in a variety of formats to enable you to build or use existing in-house business applications, linking your own information with ours.

IHS Markit maritime and trade solutions provide 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.

IHS Markit operates the world’s largest network of land-based receivers, supplemented with satellite surveillance of mid-ocean positions giving unrivalled global coverage of on-line AIS ship positions. We hold more than 10 years of historical positions data.

Timely, accurate and reliable information is crucial for business activities across the maritime industry. Our diverse data services provide tailored solutions to fit your organization’s exact requirements.

Typical uses of bespoke data

<table>
<thead>
<tr>
<th>Insight to understand market trends and identify growth opportunities</th>
<th>Ships data enables fleet and sector sizing, market share analysis, and operational efficiency through reference to accurate data.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reliable maritime intelligence to help identify, assess and mitigate risk</td>
<td>Ships, owners, casualty and inspections data enables monitoring of events and accurate evaluation of the owners track record.</td>
</tr>
<tr>
<td>Gather data from a variety of sources for accurate forecasting and analysis</td>
<td>IHS Markit has strong relationships with key industry organisations and receives regular data feeds from our partners that enhances our data.</td>
</tr>
</tbody>
</table>
Bespoke Data has applications across many sectors within the maritime Industry

**Ships**
Identify every propelled sea-going merchant ship of 100 GT and above
- 220,000+ ships, including ships in service, broken up, under construction, new building
- Up to 600 fields of data including characteristics, photographs, communications, engines & auxiliaries
- New construction, demolition
- Port State Control, ISM
- 12 years of fixtures information
- Complete historical coverage
- OFAC SDN ship sanction listings
- 121,000 casualties recorded since 1/1/1978

**Companies**
240,000 ship owners, operators and managers
Seven levels of ship ownership from group beneficial owner
- 12 lines of contact details including: address, e-mail, phone and web
- Country of domicile and true nationality
- Unique IMO Company number
- 64,000 maritime-related companies
- Shipbrokers, marine & safety equipment suppliers, class societies, shipyards, engine builders, repairers & dry docks
- Company profiles
- Personnel, products

**AIS Movements**
Track live ship positions with unrivalled global coverage
- Tracking between 135-140K vessels daily
- Over 500M messages collected yearly
- Over 11.5M port callings yearly
- Port/zone estimated arrival times
- Ten year archive of movement history

**Port**
Plan a port call with ease
- Geo-referencing of over 22,500+ berths in over 300 world ports
- Details on more than 15,500 ports & terminals
- Over 26,600 port service providers
- 4,000 port plans
- Data can be integrated into bridge navigation and planning software
- Latest details of LNG bunker and Cold Ironing facilities

**News and Analysis**
Monitor breaking maritime news
- Daily online updates and e-mail alerts
- Research and forecasts
- Over 13 years of archived news and analysis
- Insights for profitable, efficient and safe shipping

**Images**
Recognise a ship or port
- 500,000 images
- Dynamic links to comprehensive ship characteristics or port details
Bespoke Data: simple steps to view and sample the datasets:

- Ascertain what you want to achieve and the area of interest – eg. Use ship inspections and casualties data to build risk profiles associated with a type of ship or fleet.

- For AIS orientated areas, we work hand in hand with the client to determine the extra details required such as expected latency or time period, which will help us to customize the search and offer a focused and optimized data solution.

- Refer to our Data Catalogue to determine the scope of our data including datasets, required selection criteria, field selection and format.

- Our account managers can guide you through your choices and work towards providing sample/test data to help you evaluate how our data matches your business requirements.
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.

World Shipping Encyclopedia

The World Shipping Encyclopedia 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.

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

FORMAT: USB

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.
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.

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 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 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.”
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

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.

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.

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.

“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”
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.

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 196 Countries in the world 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.

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.

ihs.com/GTA
Global Trade Atlas Forecasting

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

The key strength is accurate and granular forecasts. Our trade forecasts are underpinned by IHS Markit’s award-winning macroeconomic forecasts for 196 Countries in the world—widely recognized for their consistency and accuracy.

In-depth cross-sector expertise. GTA Forecasting harnesses the combined cross-sector and country expertise of 1,200 economists and industry specialists across IHS Markit. GTA Forecasting 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

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.

Should I expand this cargo facility? GTA Forecasting shows you if trade growth and volumes are strong enough to support transportation infrastructure investments.

Is this expansion a good investment?

How should I allocate my ships and is now a good time to order new vessels? GTA Forecasting data allows you to measure volume levels and growth along specific trade routes (broken down by cargo type and commodity), and position your fleet.
Energy Solutions
Commodities at Sea – Crude

With the ever-changing supply landscape and the geopolitical factor gaining a greater impact on markets, accessing a reliable commodity flow intelligence has become a critical element to success, as it will enable you to make quicker and smarter investment decisions backed up by data driven analytics.

As the crude oil price fluctuates, it is essential you have access to leading market experts that can interpret the impact of geopolitical conditions into the global macro-economic picture, and understand the major forces driving the crude oil market.

Commodities at Sea harnesses the combined expertise of the Maritime & Energy divisions of IHS Markit to provide a unique solution that supports day-to-day decision making.

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<tr>
<th>Target Audience</th>
<th>Solution</th>
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<tbody>
<tr>
<td>Oil market traders</td>
<td>- Supporting trading decisions by accessing real time cargo and production, as well as import-export movements</td>
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<td>- Monitoring global trade flow in real-time</td>
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<tr>
<td>Trade finance professionals</td>
<td>- Enhancing trade finance solutions and price forecast tools</td>
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<td></td>
<td>- Securing ad-hoc financing, while finding patterns in the macroeconomic landscape</td>
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<td>Risk managers</td>
<td>- Hedging risk exposure to physical markets</td>
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<td>- Detecting and interpreting commodity movements to secure trading positions</td>
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<tr>
<td>Commodity analysts</td>
<td>- Getting a better understanding of the changing dynamics affecting seaborne commodities markets</td>
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<tr>
<td></td>
<td>- Monitoring irregular shipping behaviour and ship-to-ship transfers</td>
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<td></td>
<td>- Getting a solid grasp of market fundamentals and trends</td>
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<td>- Calibrating financial models and forecasts</td>
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Commodities at Sea – Dry Bulk incorporating McCloskey expertise

Our Commodities at Sea offering for the dry bulk market delivers real-time insights and forecasts for coal and iron ore utilizing the combined expertise of our Maritime & Trade and McCloskey businesses. The global scope and depth of our coverage provides a unique data-driven solution for market participants that is backed by our market-leading capabilities in market intelligence, ship movements, ships and ports data, and vessel-level cargo intelligence information.

Dry Bulk Product Capabilities:

- Trade flows by vessel covering the global coal and iron ore carrying fleet, including multiple loadings and discharges
- Ahead of time build-up of coal and iron ore import-export volumes with flows segregated by thermal and metallurgical coal grade volume movements, and at a region, country and port level
- Accurate trade flow and vessel activity in highly congested areas
- Total coal-on-water and iron ore-on-water information
- Short-term volume movement forecasts derived from cargo intelligence information and advanced analytics
- Seamless integration of multiple intelligence sources providing a holistic view of each trade
- Market Insights by industry leading McCloskey Coal analysts and subject matter experts

Target Audience Solution

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<thead>
<tr>
<th>Coal and Iron Ore Traders (Inc Suppliers &amp; Buyers)</th>
<th>Solution</th>
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<td>- Make trading decisions and identify new opportunities with confidence with real-time intelligence at the cargo level as well as import-export volumes for all key countries</td>
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<td>- Monitor global movements as they happen along with short-term flow forecasts to inform trading strategies</td>
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<tr>
<th>Trade finance professionals</th>
<th>Solution</th>
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</thead>
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<tr>
<td></td>
<td>- Identify new, evolving opportunities for financing with insights into shifts in global dry bulk movements</td>
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<td>- Target new clients and regional markets based on up-to-date information on market activity</td>
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<tr>
<th>Risk managers</th>
<th>Solution</th>
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<td></td>
<td>- Detect risks early with real-time information on flow movements, market disruptions and short-term forecasts</td>
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<td></td>
<td>- Identify and adjust risk mitigation strategies that are in line with actual market movements</td>
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<tr>
<th>Commodity analysts</th>
<th>Solution</th>
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<tr>
<td></td>
<td>- Develop in-depth understanding of market fundamentals</td>
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<tr>
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<td>- Assess market disruptions and changes in volume movements based on high-accuracy movement results</td>
</tr>
<tr>
<td></td>
<td>- Calibrate your pricing and forecast models using the comprehensive movements data, incorporating ship characteristics (owners, operators and charterers)</td>
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</tbody>
</table>
### 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.

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**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 IHS Markit and The TradeNet delivers the most detailed, accurate and time-saving solution to strengthen 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, Coal and Refined Products. 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

---

ihs.com/MINT

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.
Risk & Security Capabilities

Identifying and evaluating maritime risk is a challenging business for marine insurers, finance, ship owners, operators and security agencies. In today's ever-changing global landscape understanding risk implications of international events, factors affecting operations and supply chains and spotting growth opportunities is vital to business success.

IHS Markit is the leading provider of maritime & trade solutions to the insurance and security sectors, as well as many other organizations looking to assess risk, protect maritime assets and minimize supply chain disruption.

IHS Markit’s maritime and trade information, intelligence and analysis helps our clients to:

- Minimise global risk by tracking all aspects of the world fleet
- Understand the global and local threats posed by the shipping fleet
- Identify and monitor any ships that represent potential threats
- Identify credentials on every ship including crew, cargo, operator and country of origin
- Build a risk profile for a single ship, owner or fleet
- Analyse current positions and historical movements to detect anomalies in trading patterns
- Improve operational efficiency and risk management
- Track ships and global maritime events

Minimising exposure to risk and maximizing your operational efficiency requires reliable and accurate in-depth knowledge and insight. IHS Markit has the breadth and depth of knowledge, as well as the expertise to meet all of your risk mitigation, domain awareness and security needs.
Trade Compliance Secure

Regulation covering Trade Finance continues to grow, from the latest OFAC advisory notices on North Korean illicit shipping practices to new guidelines on identifying and managing red flags from the Wolfsberg Group, Financial Action Task Force and the Monetary Authority of Singapore.

Understanding the levels of risk associated with any trade begins with the customer on-boarding process and the financing details and counterparties involved. There is also the detail of the trade; what commodity is being shipped, the destination of the shipment, the price of the commodity and its volume, tracking its journey in real-time and ensuring that documentation surrounding the transaction meets agreed standards.

IHS Markit is uniquely placed to help financial institutions uncover red flags through the use of rich datasets.

Dual Use Goods Screening

- Ability to Screen the Full Goods Description for Identifying Dual-Usage
- Multiple Trade Document Scanning
- Machine Learning Module to Reduce False Positives
- Output Based on ‘real-world’ BoL Examples

Transaction screening – Shipping Compliance & Tracking

- Vessel Sanction Screen (OFAC/SDN/UN/EU)
- Vessel Movement Screen (JWC/Sanctioned Country Call)
- Historical Port Calls
- Ship Operator & Ownership Screen
- Ship-to-Ship Transfers and ‘Dark’ Activity Checks
- Daily Alerts on all Sanctioned Port Calls
- Map Visualisation with 30 day Historical Tracks

Transaction exception handling

- Facilitate handling of non standard Trades
- Analyse previous transactions through BoL history and database
- Identify deviations from standard trade routes and cargoes, utilising AIS and historic trade data
- Economic Sense Checks based on Historical Import and Export Data per Country
- Commodity Pricing (of Manufactured and non-Manufactured Goods) Mapped to the HS Code System
- Port Facilities and Commodity Handling Datasets
- Transfer of data to 3rd party systems
Understand operational risk to build situational awareness

Optimise operational efficiency to reduce costs and potential risks to operations and supply chains.

Forecast & Analyse Risk

Conduct research and gather detailed information on the global fleet, trading patterns and risk event analysis.

Identify Maritime Threats

Understand global and local threats posed by the shipping fleet and identify maritime risk events.

Maritime Intelligence Risk Suite

Whether your risk relates to operations, monitoring and surveillance, piracy, war or other risks that could potentially impact your business, IHS Markit Maritime Intelligence Risk Suite provides the insight you need to give your business a competitive advantage.

Powered by Sea-web™ and AISLive, the Maritime Intelligence Risk Suite integrates intelligence from IHS Markit’s divisions such as Economics & Country Risk, Aerospace & Defence, and a newly developed Risk Events database. The suite provides the tools and intelligence needed to identify, evaluate, monitor and forecast potential risks to your business.

Utilize in-depth analysis to minimize global risk

‐ Search the risk events database for casualties, piracy and pollution events to identify high or low risk areas
‐ Forecast potential risks
‐ Forecast changes in trends that may affect future premiums and business opportunities
‐ Visualize, search and track real-time AIS ship positions of the global fleet when transitioning through high risk zones
‐ View port risk rating and evaluate port traffic
‐ Search details of the ship, who owns and operates it, detention history and images to construct a complete picture of any potential threat.
Research & Analysis Capabilities
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 recognises 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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<tr>
<th>Impact of Emission Control Areas (ECAs) on fleets and/or trade routes</th>
<th>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.</th>
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<tr>
<td>Understand market position and competitor analysis</td>
<td>Analyse fleets, companies, sectors, ports, geographical areas and more to understand your market position and what competitors are doing to mitigate risk.</td>
</tr>
<tr>
<td>How has long or short waiting times affected a port/area over time through different sectors?</td>
<td>Identify how efficiency or lack of has impacted vessels callings at different ports to avoid delays and enhance fleet utilisation where possible.</td>
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</table>
Predict fleet capacity beyond the known orderbook with a 10 year forecast of fleet activity.

Examine 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.

Fleet Capacity Forecast harnesses the latest advanced analytics techniques to provide reliable long term ship capacity forecasts for the next forecasting decade. 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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<th>Investment decisions</th>
<th>Analyse future areas of high shipbuilding activity.</th>
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<td>Market intelligence decisions</td>
<td>Build a trend of vessels in the market to quantify and qualify future market size.</td>
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<tr>
<td>Strategic planning</td>
<td>Predict segment demand forecast to direct product development. Understand the future maritime market opportunity.</td>
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Optimize operational, contractual and pricing strategy

Freight Rate Forecast provides insights on short and long-term market trends as well as signals of potential market shifts hence empowering shipowners/operators to make better and informed decisions related to their operational, contractual & pricing strategy.

Support Risk Management & Paper/Hedging strategy

Freight Rate Forecast provides the means to support clients identifying arbitrage opportunities between physical and paper market, mitigate price exposure in an increasing volatile market and assess financial impacts ahead of market shifts.

Add value to internal analysis and decision-making across various area of the company

Freight Rate Forecast gives the insight required to make informed decisions on financial, investment and commercial strategy including budget processing, risk management and contractual details. It can also help to enhance research and strategy to add value to consulting services.

Freight Rate Forecast

The global shipping environment is a volatile market requiring both maritime and non-maritime players to optimize their operational, financial and freight strategies to stay a step ahead of the market. The Freight Rate Forecast enables you to make logical and rational decisions related to the shipping market based on an analytics-driven forecast.

Built in partnership with the Baltic Exchange, the Freight Rate Forecast uses the most cutting-edge modelling and statistical techniques to predict settlement prices of both voyage and time charter rates on a monthly basis for up to three years. Using machine learning techniques and over 3,000 industry related drivers, our models are trained to reveal patterns and trends that are imperceptible to human analysis.

The Freight rate forecast provides an independent and impartial source of intelligence and insight into a highly complex market, supporting the business goals of both maritime and non-maritime players alike.

Understand future freight rates by utilizing IHS Markit data

- Monthly forecast results of Capesize, Panamax and Supramax models/routes
- Comprehensive monthly report containing in-depth analysis of future freight rates
- Analysis of most relevant drivers per route/model
- Insightful exploratory data analysis and model parameters
- Downloadable ad hoc analysis on industry related topics
- Dedicated analyst support

ihs.com/freightrates
Media & 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
- JOC Mexico Trade Forum
- Shipper Round Tables

Why Attend TPM?

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

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.

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.
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.

Safety at Sea/Dredging and Port Construction

The trusted sources for maritime information meets the information needs of senior executives, regulators and key players in the global community by providing readers with the very best insight, opinion and thought leadership.

Safety at Sea is the no.1 choice for shipowners and managers looking to improve the safety and security of their vessels, crew and cargoes.

Dredging and Port Construction (DPC) is at the heart of global marine civil engineering, this is the only international title focusing on port construction, development and dredging campaigns as they happen around the world.

Audience
Our total audience is made up of 175,000 senior professionals and decision-makers across the whole of maritime.

Marketing Solutions Available
Access our audience to promote your solutions and content across the world.

“Every morning I review the ‘Maritime,’ ‘Ports,’ and ‘Rail & Intermodal’ sections of JOC.com for items that are of interest to our firm’s practice and clients”

joc.com

When making business critical decisions you need to go beyond the headlines. Our team of experts gives you a 360 view of the situation, not just the quotes.

SafetyatSea.net
Dredgingandports.com
About IHS Markit

IHS Markit (Nasdaq: INFO) is a world leader in critical information, analytics and solutions for the major industries and markets that drive economies worldwide. The company delivers next-generation information, analytics and solutions to customers in business, finance and government, improving their operational efficiency and providing deep insights that lead to well-informed, confident decisions. IHS Markit has more than 50,000 key business and government customers, including 85 percent of the Fortune Global 500 and the world’s leading financial institutions. Headquartered in London, IHS Markit is committed to sustainable, profitable growth.