



Clarksons Platou

Recent Market Developments in Shipping Market & Vessels Sales & Purchase 101

CILT Presentation

Sep 2021



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Introduction



Clarksons Platou Introduction

Here is a snapshot of Clarksons Platou

- * Established since 1852**
- * 54 Offices around the world in 23 countries**
- * Over 1,600 employees worldwide**
- * Market Capitalization around GBP 1 billion**
- * Revenue GBP 358 million in 2020**
- * <http://www.clarksons.com>**



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Market Review

Types / Sizes of Drybulk Vessels

Capesize – 120-185,000 Dwt

Main Cargoes: Iron Ore / Coking Coal / Thermal Coal



Panamax - Kamsarmax – 70-84,000 Dwt

Main Cargoes: Coal / Grain / Bauxite



Supramax – Handysize 65-25,000 Dwt

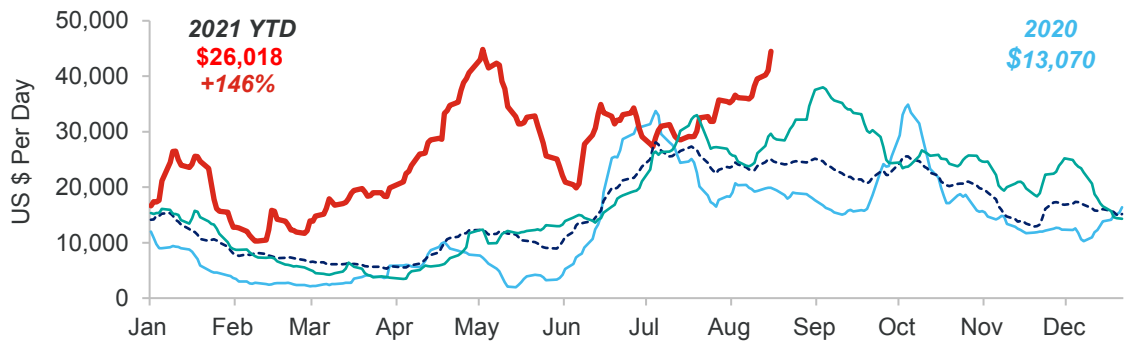
Main Cargoes: Logs / Steel Coils / Nickel Ore / Coal / Project cargo / Cement / Fertilizer etc



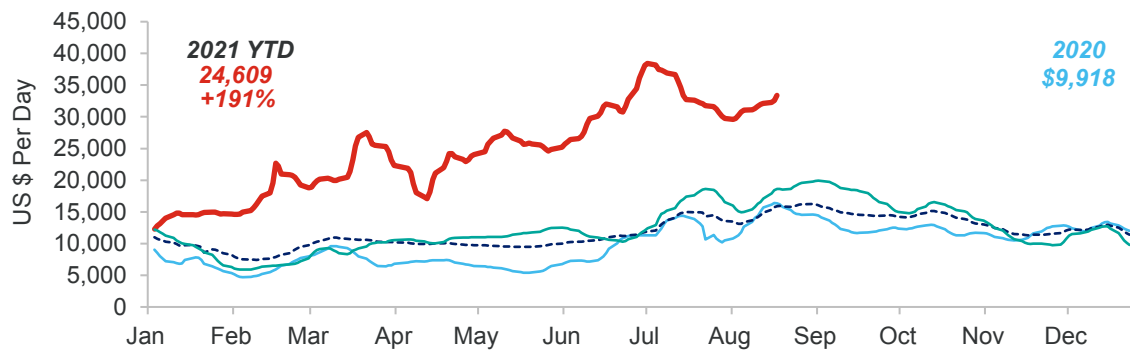
Freight Market

Drybulk Freight Market in a nutshell

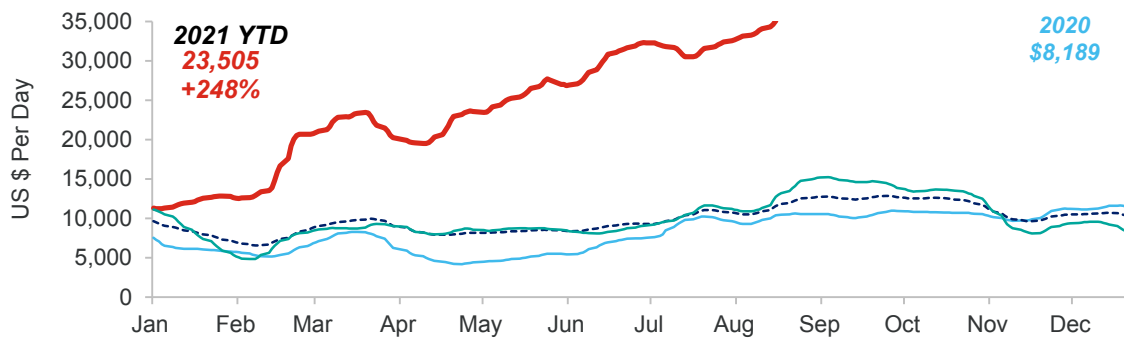
Baltic Capesize 5 TC Average



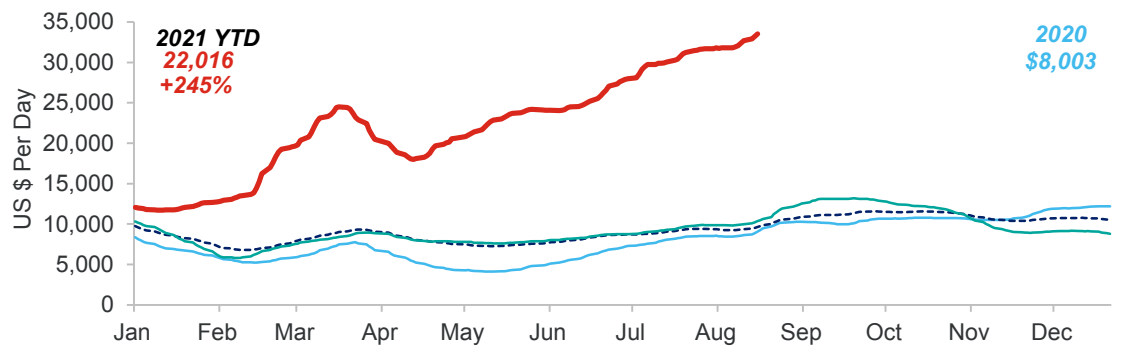
Baltic Panamax 5 TC Average



Baltic Supramax 10 TC Average



Baltic Handysize 7 TC Average



----- 3 Year Average — 2019 — 2020 — 2021

Source: Baltic Exchange

Types / Sizes of Tanker Vessels

VLCC – 250- 320,000 Dwt

Main Cargoes: Crude Oil



Aframax – 100-120,000 Dwt

Main Cargoes: Crude Oil



MR 40-55,000 Dwt

Main Cargoes: Product Oils



Freight Market

Tanker Freight Market in a nutshell

1 Yr Timecharter Rates*

Average	VLCC			Suezmax			Aframax		LR2		LR1	MR		Handy
	310k dwt	Scrubber Fitted	Eco	150k dwt	Scrubber Fitted	Eco	110k dwt	Eco	110k dwt	Eco	74k dwt	47-48k dwt	50k dwt Eco	37k dwt
2014	28,115			22,712			17,538		16,140		15,880	14,630		13,774
2015	48,433			35,875			26,712		27,046		23,567	17,769	18,947	15,880
2016	36,585			27,302			21,488		20,972		18,116	15,092	15,590	13,998
2017	27,084			18,495			15,490		15,274		13,077	13,219	13,849	11,430
2018	22,899			17,486			14,925		14,931		12,962	13,120	14,565	11,572
2019	36,358		41,072	26,649		29,221	22,091	24,007	20,622	23,663	16,635	14,683	16,418	13,425
2020	39,788	44,000	44,036	27,899	30,173	31,053	22,329	24,541	23,054	25,063	16,918	14,440	15,700	12,995
2021^	22,198	26,055	25,179	16,800	19,300	19,750	15,579	18,018	16,782	19,720	13,914	12,493	14,323	10,881
Apr-21	22,500	26,500	25,000	17,500	20,000	20,000	16,000	18,750	17,475	20,525	14,500	12,625	14,625	11,000
May-21	22,500	26,500	25,000	17,500	20,000	20,000	16,000	18,750	16,875	20,375	14,500	12,750	14,594	11,000
Jun-21	21,000	25,000	24,750	16,875	19,375	20,000	16,000	18,750	16,875	20,375	13,938	12,750	14,500	10,844
Jul-21	19,000	23,000	23,300	16,250	18,750	19,750	15,800	18,750	16,875	20,375	14,750	12,350	14,000	10,325
% m-o-m	-9.5%	-8.0%	-5.9%	-3.7%	-3.2%	-1.3%	-1.3%	0.0%	0.0%	0.0%	5.8%	-3.1%	-3.4%	-4.8%
% y-o-y	-48.9%	-42.1%	-44.5%	-32.6%	-28.2%	-28.4%	-21.2%	-15.9%	-17.7%	-5.2%	-2.2%	-6.1%	-0.4%	-17.1%

Types / Sizes of Container Vessels

Neo Panamax – 9000 TEUs



Wide Beam Panamax – 3600 TEUs



Feeder – 2800 TEUs



Freight Market

Container Freight Market in a nutshell

Intermediate Market	
3 Year Timecharter	
Neo-Panamax ECO 9,000 teu g'less	
Intermediate 6,800 teu g'less	
6-12 Months Timecharter	
Neo-Panamax ECO 9,000 teu g'less	
Intermediate 8,500 teu g'less	
Intermediate 6,800 teu g'less	

Avg. \$/Day		
2019	2020	2021
36,849	35,591	56,887
19,125	19,543	45,234
35,683	34,764	66,911
26,445^	25,029	60,734
20,410	21,328	53,468

Avg. \$/Day		
Apr	May	Jun
54,900	62,125	68,000
43,050	48,625	56,250
62,500	72,250	82,125
55,500	67,125	76,813
46,800	60,250	68,875

Intermediate Market		
Jul	This Month	
75,000	UP BY...	10.3%
63,700	UP BY...	13.2%
101,200	UP BY...	23.2%
93,400	UP BY...	21.6%
83,900	UP BY...	21.8%

Narrow Beam Market	
6-12 Months Timecharter	
Narrow Beam 4,400 teu g'less	
Narrow Beam 3,500 teu g'less	

Avg. \$/Day		
2019	2020	2021
11,175	14,012	45,097
9,879	11,517	35,181

Avg. \$/Day		
Apr	May	Jun
41,800	51,000	60,250
32,250	39,438	45,375

Narrow Beam Market		
Jul	This Month	
70,400	UP BY...	16.8%
54,900	UP BY...	21.0%

Feeder Market	
6-12 Months Timecharter	
Feeder 2,750 teu g'less	
Feeder 2,500 teu geared	
Feeder 2,000 teu g'less	
Feeder ECO 1,750 teu geared	
Feeder 1,700 teu geared	
Feeder 1,000 teu geared	
Feeder 725 teu geared	

Avg. \$/Day		
2019	2020	2021
9,600	10,819	30,244
9,498	9,911	28,165
8,469	8,440	23,481
11,081	10,527	26,377
8,139	8,116	22,263
6,158	6,079	15,474
5,064	5,138	10,265

Avg. \$/Day		
Apr	May	Jun
27,850	31,875	38,125
25,500	30,500	35,250
21,500	25,313	30,500
24,600	28,250	34,000
20,950	24,588	29,125
13,750	16,438	18,563
9,600	11,213	12,188

Feeder Market		
Jul	This Month	
48,400	UP BY...	27.0%
45,600	UP BY...	29.4%
39,250	UP BY...	28.7%
40,050	UP BY...	17.8%
36,250	UP BY...	24.5%
26,400	UP BY...	42.2%
14,800	UP BY...	21.4%

Containership T/C Rate Index	
y-o-y change	

57	59	156
-6%	3%	208%

144	171	200
182%	279%	385%

251	UP BY...	25.7%
467%		



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Vessels Sales and Purchase Process



Vessels Sales and Purchase Process

- 1. Buyers / Sellers / Brokers**
- 2. Vessel - Criteria**
- 3. Find Ms Right**
- 4. Preparation – e.g. KYC, basic checking, Class and physical inspection**
- 5. Offer / Counter Offer**
- 6. Recap > Memorandum of Agreement (MOA)**
- 7. Escrow Account for Deposit**
- 8. Delivery**



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Stories to Share



意不意外?開不開心?
Excited?Happy?

Ultimate Goal of A Shipbroker

Problem Solving

Clarksons Platou

Clarksons Platou
RM 3209 – 14, Sun Hung Kai Center
Wan Chai, Hong Kong
Tel: +(852) 2866 3111

Website: www.clarksons.com



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