

THE MARIPORT GROUP LTD.

REPRESENTATIVE PROJECTS IN COMMODITY AND FREIGHT RATE ANALYSIS

Self-Unloader Rates and Market Analysis

Regular analyses, on behalf of a major Great Lakes shipper, of the Lakes self-unloader market with current and likely future rates.

Canadian Maritimes – Bulk Shipments¹

Prepared a 20-year shipment and rate history for bulk movements to and from Atlantic Canada.

Historical Steel Transportation Costs

Prepared a 30-year rate history of steel freight rates between North Europe and the Great Lakes Region.

Overview of the International Coal Market¹

Provided an overview of the international coal market for a utility exploring options for a new thermal power station. Study included a detailed rate analysis on key routes.

World Sulphur Trades¹

Undertook a detailed historical analysis and forecast of international sulphur supplies, markets and trade. The study included a detailed review of ships and ports for this specialized trade.

World Bulk Trades¹

Carried out a major review, on a commodity-by-commodity basis, of the world bulk trades. Reviewed steel making raw material movements in particular and their impact on ship demand. Compared shipment requirements with present and future world fleet to project a “most likely” scenario for the shipping market over a 15-year period.

Aluminium Smelter Transportation Costs¹

For a proposed new smelter in the Canadian Atlantic region, reviewed transportation costs for two proposed sites with very different marine access capabilities. Projected likely costs over a 15-year time horizon under high, normal, and low market conditions.

Power Station Tender Analysis

As part of a very comprehensive analysis of tenders for coaling a U.K. coastal power station, provided a 10-year forecast of coal delivery costs, both under tenderers’ data and normalized data for comparative purposes.

Container Ship Costs

Developed a detailed model of Atlantic and Pacific container ship costs to enable slot costs to be predicted depending on the number of calls and the number of boxes handled at each port.

International Trades

For two separate clients, analyzed Canadian grain freight rates. One analysis covered Great Lakes exports by international flag vessels. A different analysis looked at major Canadian grain trades and developed a Lotus-based analytical model that enabled the client to test different market assumptions.

¹ Undertaken wholly, or in part, by Mariport principals prior to establishment of the company.

For a third client provided a full range of ocean freight rates for Lakes trade:

Tanker Market Rates

For a bid to carry POL needs for the Canadian Eastern Arctic, analysed product tanker rates and projected freight costs for delivery from Western Europe, US Gulf and US East Coast.

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EXPERTISE IN COMMODITY AND FREIGHT RATE ANALYSIS

The Mariport Group has an exceptional knowledge of the dynamics of world trade, and the interaction between trade requirements and shipping fleets.

We have a unique advantage in that key principals have been in the industry, analysing commodity flows for over 40 years. During this period, not only has a deep understanding of the market place been developed, but also a remarkable resource of relevant commodity data has been collected.

For example, principals in Mariport predicted the maturing of the Japanese steel market in 1971, at a time when most projections were for vast increases in steel production, and thus demand for raw materials.

Drawing on our database, we are able to respond expeditiously to client requests, whether it be for a straightforward tabulation of freight movements, or a long term rate history. Our voyage rate data goes back nearly 40 years, while time charter data is available for nearly 60 years. We are able, therefore, to reconstruct complete rate histories by combining actual data and pro-forma accounts using time charter rates, known voyage disbursements, and customs of the trade.

We follow market changes on a regular basis in order to forecast the general direction of rates. The following professional papers and articles are available:

- On the Horizon Coaltrans 82, Paris October 1982
- Bulk Shipping, Is There a Future? 5th B.H.T.C. London May 1985
- The Coming Boom in Dry Cargo Rates Seascope Winter 1987
- The Great Lakes 1988 Season Seascope Spring 1988
- The Flag Market Seascope Summer 1988
- World Shipbuilding, Renaissance or Senescence? Seascope Winter 1988
- Dry Cargo Market, Up Up and Down Seascope Winter 1990
- Getting Coal to Market 39th Canadian Conf. on Coal, Banff 1991
- Optimizing Bulk Transport BHTC 91 Hamburg, May 1992