

# Digital Progress

How does past data help inform  
and shape future decisions?

Collating and analysing historic data to  
make future savings and inform  
commercial decisions

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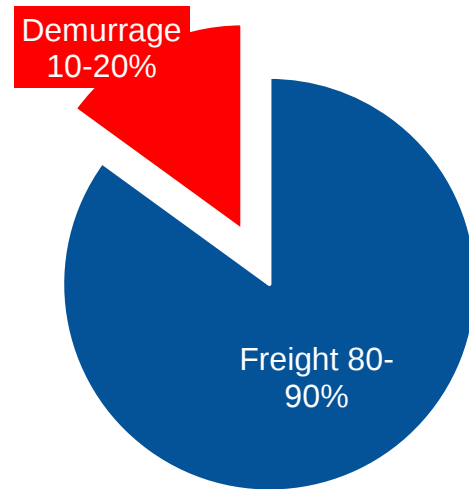
# Lessons from the past or..... the future....

- ▶ *"Those that fail to learn from history, are doomed to repeat it." Winston Churchill*
- ▶ *"You can't manage what you can't measure." Peter Drucker*
- ▶ *Artificial Intelligence will solve all problems?*
  - ▶ *"In summary, while I can provide information on post-fixing analysis in shipping, I cannot replace a post-fixing analyst or provide the same level of expertise and experience that a human professional can offer."*
- ▶ ChatGPT courtesy of Lahcen Karim  
Operations Director - Affrémarine SAS /  
Paris

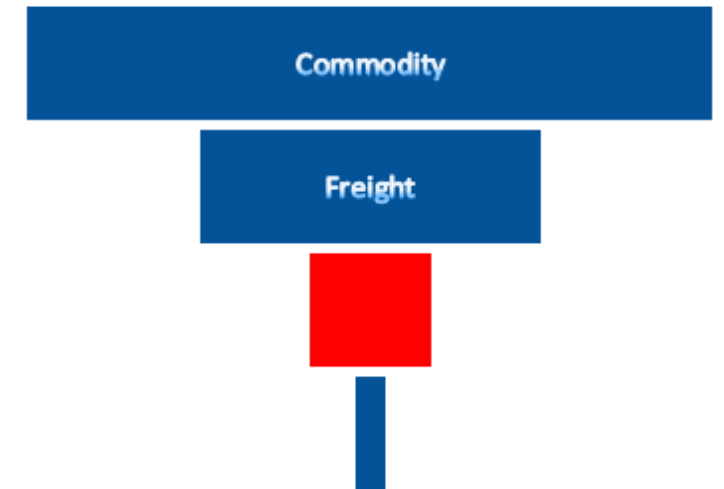
# Demurrage Costs



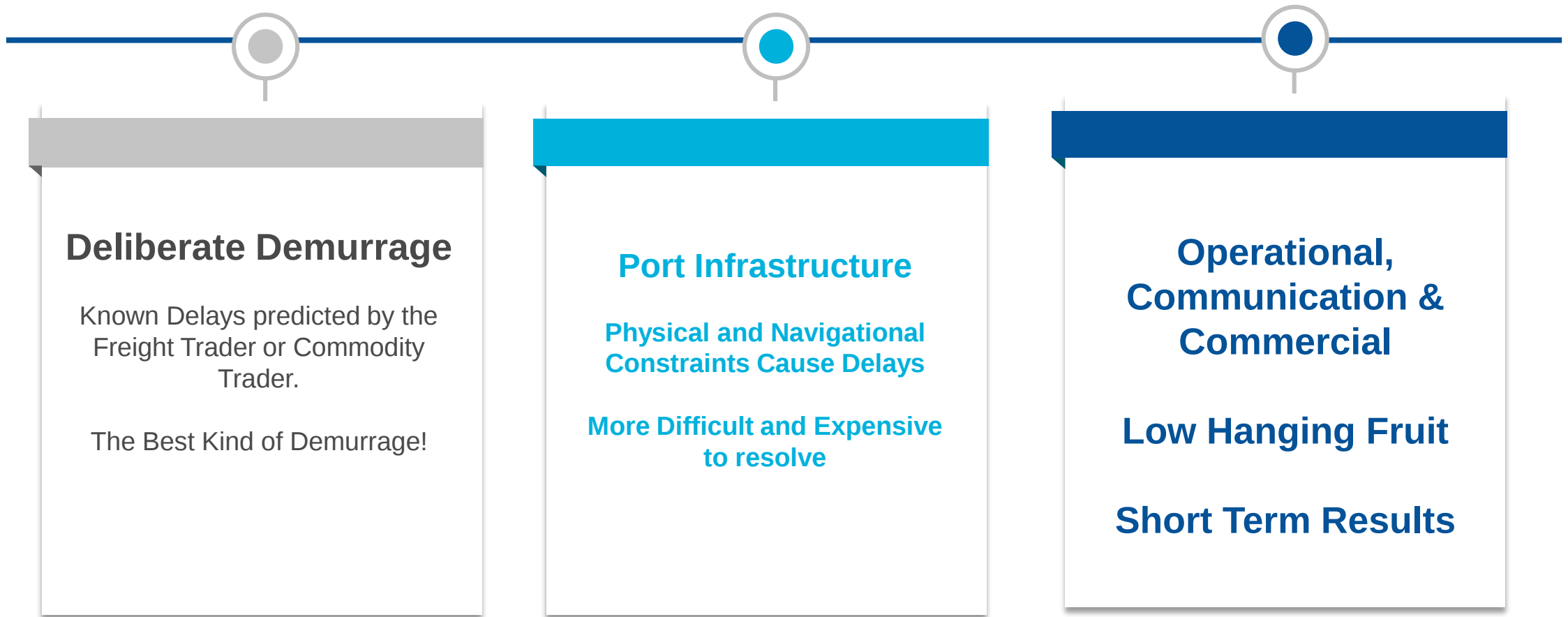
## Owners Earnings



## Charterers Costs



# Causes of Delays



# Deliberate Delays

## Shipowners

Fixed Ahead of Laydays – more lucrative freight

Bonus?

- May load ahead of laydays
- Use time for maintenance



## Charterer

Trader buys a cheap cargo knowing tank space not available

Overall cost of commodity and demurrage less than a later cargo





## Infrastructure Demurrage

Many Reasons Cause Delays and  
Congestion



# Infrastructure Delays

## What can you do?



### Charterers

Collect evidence to:

- Build an extra jetty
- An extra storage tanks



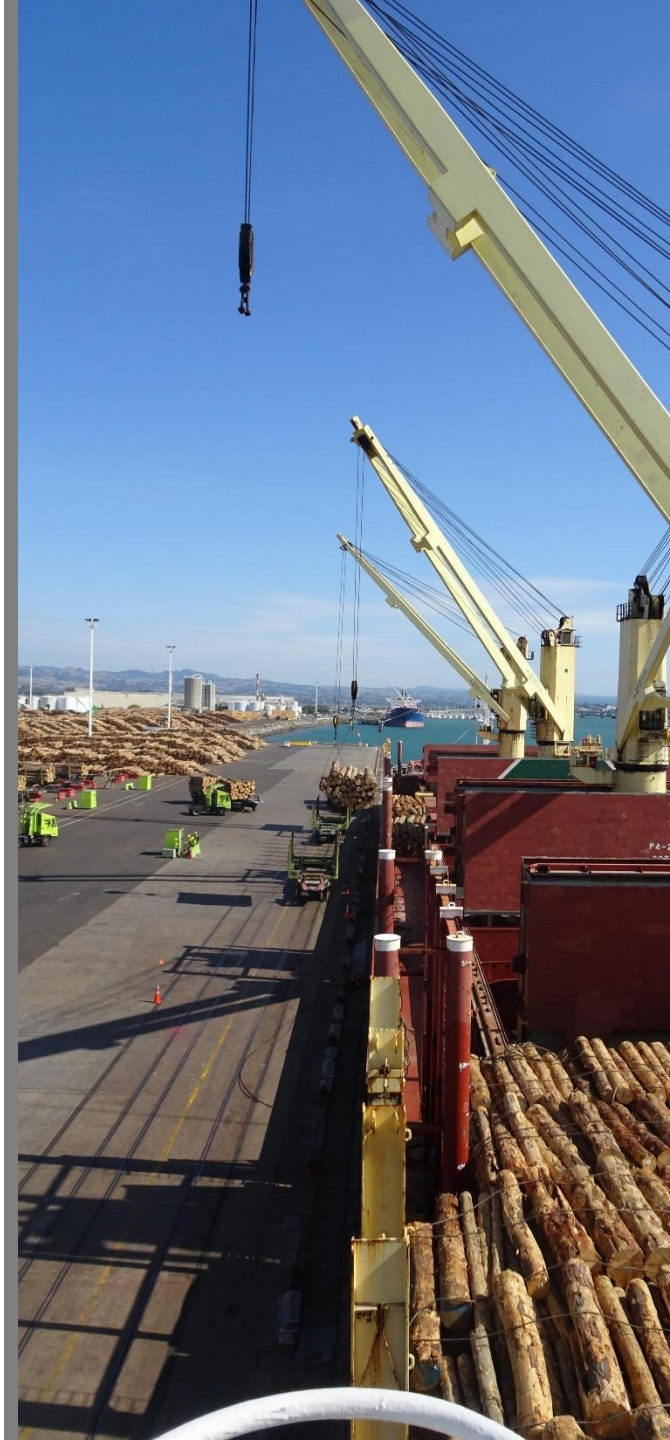
### Owners

- Build costs into economics/freight rate
- Amend c/p clauses
- Pick another voyage



## **OWNERS - Operational, Communication and Commercial Causes**

- Notice of Readiness
- Narrowing Laydays
- Nominating Under a COA
- ETA Notices
- Charterparty Clauses
- Missing Cancelling Dates?



# CHARTERERS - Operational, Communication and Commercial Causes



- Late Nominations Under sales contracts
- Letters of Credit open in time
- Do Laycans Match Date Ranges
- Fix Unrealistic delivery dates at Discharge Port
- Contract and Charterparty Clauses



Vessel Name  Voyage Id  Current Status  Change To  Status Date  Entered By  Entered Date

#### Trades, Standard Claims & Exposure

| Client            | Type     | Claim # | Iss/Rec  | Counterparty          | Status             | Trade                    | Delivery Id | Incoterm    | Amount     | Age  | Initial Amt | Init - Curr | Prov. Amt | Claim Date | BL Date    | CP Date    | Settled Date | Calc # | Timebar    | Products                    |
|-------------------|----------|---------|----------|-----------------------|--------------------|--------------------------|-------------|-------------|------------|------|-------------|-------------|-----------|------------|------------|------------|--------------|--------|------------|-----------------------------|
| HubSE Demo Europe | Owners   | 3       | Received | Cape Shipping Company | Settled            | Cape Balder c/p 09.12.19 |             | Voy Chrt In | 139,062.50 | 0    | 156,562.50  | 17,500.00   |           | 27/04/2020 | 03/01/2020 | 09/12/2019 | 27/04/2020   | 24015  | 03/06/2020 | Crude Oil, Crude Oil, Crude |
| HubSE Demo Europe | Contract | 4       | Issued   | Biourja Trading       | No Claim           | CB 2001 Load             |             | Buy FOB     | 0.00       |      |             |             |           |            | 03/01/2020 |            |              | 24016  |            |                             |
| HubSE Demo Europe | Contract | 5       | Issued   | Exxonmobil            | Claim Acknowledged | CB 2001 Discharge        |             | Sell CIF    | 64,531.25  | 1113 | 58,906.25   | -5,625.00   |           | 27/04/2020 |            |            |              | 24017  | 25/05/2020 |                             |

Exp. -74,531.25 -97,656.25 -23,125.00 0.00

#### Other Claims

| Client | Type | Claim # | Iss/Rec | Counterparty | Status | Trade | Incoterm | Amount | Age | Initial Amt | Init - Curr | Prov. Amt | Claim Date | BL Date | CP Date | Settled Date | Calc # | Timebar | Products | Comment |
|--------|------|---------|---------|--------------|--------|-------|----------|--------|-----|-------------|-------------|-----------|------------|---------|---------|--------------|--------|---------|----------|---------|
|--------|------|---------|---------|--------------|--------|-------|----------|--------|-----|-------------|-------------|-----------|------------|---------|---------|--------------|--------|---------|----------|---------|

#### Reasons For Delay

| Port                                       | Terminal/Berth | Reason For Delay               | Load/Discharge | Counterparty | Start            | End              | Hours    | Value     |
|--------------------------------------------|----------------|--------------------------------|----------------|--------------|------------------|------------------|----------|-----------|
| <a href="#">Click here to add new item</a> |                |                                |                |              |                  |                  |          |           |
| Moudi Terminal                             |                | Awaiting Papers                | Load           |              | 03/01/2020 19:42 | 03/01/2020 20:42 | 001h 00m | 1,562.50  |
| Los Angeles                                |                | Bad Weather                    | Discharge      |              | 25/02/2020 13:00 | 26/02/2020 17:00 | 028h 00m | 43,750.00 |
| San Francisco                              |                | Slow Pumping Shore Restriction | Discharge      |              |                  |                  | 010h 00m | 15,625.00 |

#### Commercial Assessment

| Claim                                      | Category                 | Gain/Loss | Value      | Cntrpty Related          | Terms Related                       | Refinery Related         | Port | Start Time | End Time | Elapsed Time | Calculated Value | Cntrpty Respon |
|--------------------------------------------|--------------------------|-----------|------------|--------------------------|-------------------------------------|--------------------------|------|------------|----------|--------------|------------------|----------------|
| <a href="#">Click here to add new item</a> |                          |           |            |                          |                                     |                          |      |            |          |              |                  |                |
| 3                                          | Lightering Unrecoverable | Loss      | 100,937.00 | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |      |            |          | d h m        |                  | HubSE Demo E   |
| 5                                          | Late Vessel              | Loss      | 5,625.00   | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/> |      |            |          | d h m        |                  | HubSE Demo E   |

# THANK YOU



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[www.hubse.com](http://www.hubse.com)

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