



# EASTERN MEDITERRANEAN MARITIME LIMITED

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MANAGER OF DRY BULK & CONTAINER VESSELS



EASTERN MEDITERRANEAN MARITIME Limited



# EASTMED'S FLEET

- ▶ **DRY** - 40 VESSELS FROM CAPESIZE TO SUPRAMAX
- ▶ **TANKERS** – 32 VESSELS FROM VLCC TO HANDYSIZE
- ▶ **CONTAINERS** – 10 VESSELS FROM 2100 TO 1700 TEU

# NATURE OF CHARTERING DEPARTMENT/ DAILY DUTIES

- ▶ MANAGING CHARTERING DEPARTMENT
- ▶ FIND RIGHT CARGO
- ▶ EVALUATE BUSINESS/CARGO- FREIGHT TRADE
- ▶ FORECAST FREIGHT MARKET ON SHORT/LONG RUN



# NEW DEVELOPMENTS IN SHIPPING MARKET

- ▶ FUEL RELATED DEVELOPMENTS
- ▶ GEOPOLITICAL DEVELOPMENTS

# FUEL RELATED DEVELOPMENTS

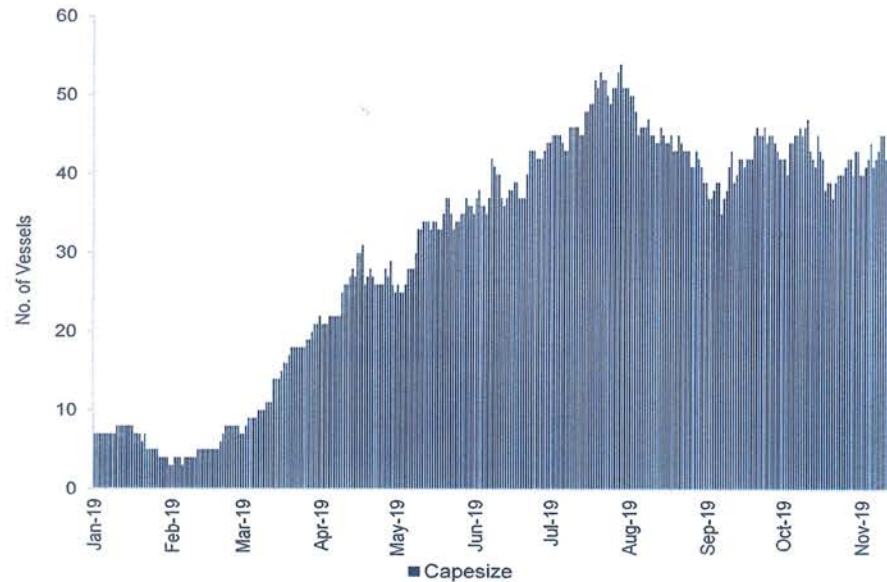
- ▶ ENVIRONMENTAL SENSITIVITY
- ▶ MORE ECONOMICAL AND FUEL EFFICIENT VESSELS
- ▶ NEW DESIGN VESSELS / NEW ENGINE TYPES
  - ▶ EEDI THE ENERGY EFFICIENCY INDEX 2011- SHIP EFFICIENCY MANAGEMENT PLAN – REDUCTION IN SPEED AND FLEET NUMBER
  - ▶ TIER II /III – CONTROLS ENGINE EMISSIONS AFTER 2012 AND 2016 RESPECTIVELY. EST COST 1.5 MILLION PER VESSEL.
  - ▶ DUAL FUEL READY VESSELS – PIPING ONLY – NO TANK – NO ENGINE COMPONENTS
- ▶ NEW TYPE OF BUNKERS/ LNG/LESS THAN 0.5% SULPHUR CONTENT – SCRUBBER TECHNOLOGY.
- ▶ ENVIRONMENTAL ISSUES – DECREASE IN TRADE AND USAGE OF COAL.
- ▶ IMO 2020 SULPHUR CAP
- ▶ WATER BALLAST TREATMENT - U.S.A.
- ▶ IMO 2020 SULPHUR CAP
- ▶ SCRUBBER TECHNOLOGY

# SCRUBBERS

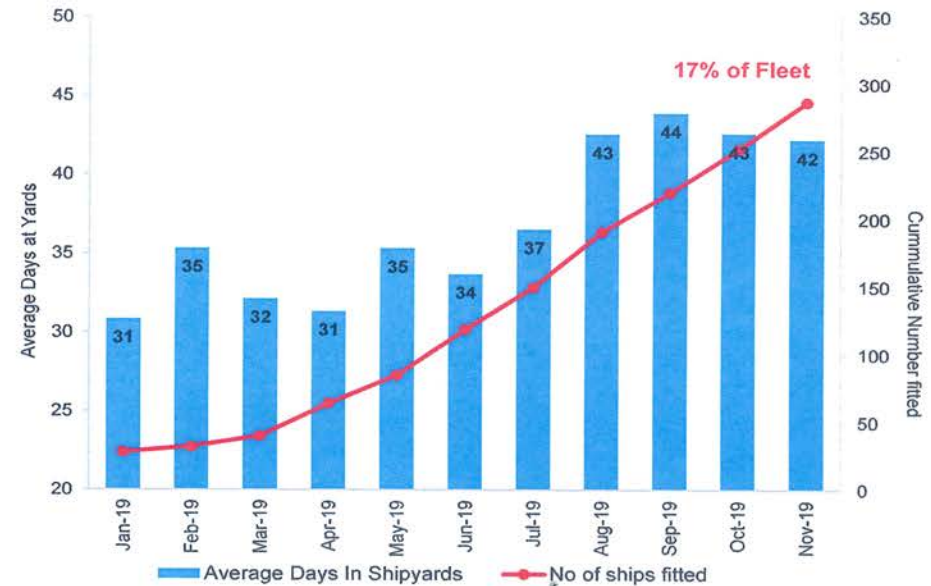
## Capesize Shipyard Calls for Scrubber Fitting

Average days to fit increased but number of ships off-hire decreased

No. of Capesize Off-hire in Yards Retrofitting Scrubbers



Capesize Average Scrubber-Fitting Days and Total Number



<b>M/V PAREA</b>	Year Built/ Yard	2012/ UNIVERSAL SHIP BUILDING CORP
	Flag	MALTA
	Class	LRS
	P & I Club	BRITANNIA STEAMSHIP INSURANCE LTD
	Owners	PAREA SHIPPING LIMITED
	IMO No.	9433652
	Call Sign	9HA4764
	DWT (Summer)	80,594 MT /14.407 SUMMER DRAFT
	TPC	69.8
	GRT / NT	42,605 /26,600
	LOA / Beam / Draft	225/32.26/20.00 M
	Holds / Hatches	7/7
	Hatch Sizes	No. 1 H Length 16.49 m x Breadth 15.3 m
	Grain Capacity	No.2/3/4/5/6/7 17.46 m x Breadth 15.3 m
	Bale Capacity	95,979.9 M3
	Speed	Normal Service Speed: Laden : Abt 13.0 kts Ballast : Abt 1305 Kts
	Consumption	Normal Service Speed & Consumption at 85% MCR Laden: Abt 130 Kts on Abt 35.5 MT/day of IFO (380 cst) plus 0.1 MT/day of MDO  Ballast: Abt 13.5 Kts on Abt 35.5 MT/day of IFO (380 cst) plus MT/day of MDO
	Port Consumption	In Port Idling abt 2.7MT/day of IFO (380 cST) plus Abt 0.5 MT/day of MDO  In Port Working abt 4.5 MT/day of IFO (380 cST) plus Abt 0.5 MT/day of MDO
	Deck Cranes / Derricks No	N/A

<b>M/V ADA</b>	Year Built/ Yard	2016 / Oshima Shipbuilding Co. Ltd., Oshima Japan
	Flag	Maltese
	Class	RINA
	P & I Club	The Standard
	Owners	Ada Shipping Limited, Valletta, Malta
	IMO No.	9727156
	Call Sign	9HA4189
	DWT (Summer)	81,841 MT
	TPC	71.11 MT
	GRT / NT	43,729 MT/ 27,451 MT
	LOA / Beam / Draft	228.99 M / 32.26 M / 14.486 M
	Holds / Hatches	7 / 7
	Hatch Sizes	No. 1 (17.1 x 13.5), Nos. 2~7 (17.1 x 15.0)
	Grain Capacity	98,069 m3
	Bale Capacity	92,200 m3
	Speed	About 13.5 knots (laden) About 13.5 knots (ballast)
	Consumption	About 33.00 MT HFO laden About 27.50 MT HFO ballast
	Port Consumption	4.0 MT/day HFO + 0.1 MDO/ LSMGO idle 5.0 MT/day HFO + 0.1 MDO/ LSMGO working
	Deck Cranes / Derricks No	No



# EXAMPLE OF FUEL EFFICIENCY IN IMO 2020 TIMES

PASSING MUSCAT OUTBOUND VIA SANTOS BACK TO ARABIAN GULF : 8,000 MILES + 8,000 MILES

TOTAL 16,000 MILES WHOLE TRIP BASIS 13.5 KNOTS IS TOTAL 26 DAYS OF EACH LEG OF 8,000 NAUTICAL MILES

EXAMPLE A : ECO VS NON – ECO VESSEL

M/V PAREA

26 DAYS X 35,5 TONS/DAY X USD 550 = 507,650 USD

M/V ADA

26 DAYS X 27,5 TONS/DAY X USD 550 = 393,250 USD      DIFFERENCE = 114,400 USD EACH LEG

EXAMPLE B : SCRUBBER VS NON SCRUBBER FITTED

M/V PAREA – NON SCRUBBER

26 DAYS X 35,5 TONS/DAY X USD 550 = 507,650 USD

M/V PAREA BSS SCRUBBER FITTED

26 DAYS X 35,5 TONS/DAY X USD 330 = 304,590 USD      DIFFERENCE = 203,060 USD EACH LEG

# GEOPOLITICAL DEVELOPMENTS

- ▶ **WORLDWIDE POLITICAL INSTABILITY USA / CHINA**
- ▶ **TRADE WARS, TARRIFS, QUOTAS, SANCTIONS**
- ▶ **GLOBAL PIRACY THREATS**
- ▶ **ATTACKS WITH DRONES**
  
- ▶ **EXTREME FREIGHT INCREASE/SPIKES**
- ▶ **VLCCs PEAKED AT USD 325,000 DAILY RECENTLY**
- ▶ **INCREASED INSURANCE COSTS**

# GREEK FLEET- ARABIAN INFRASTRUCTURE/ CARGOES

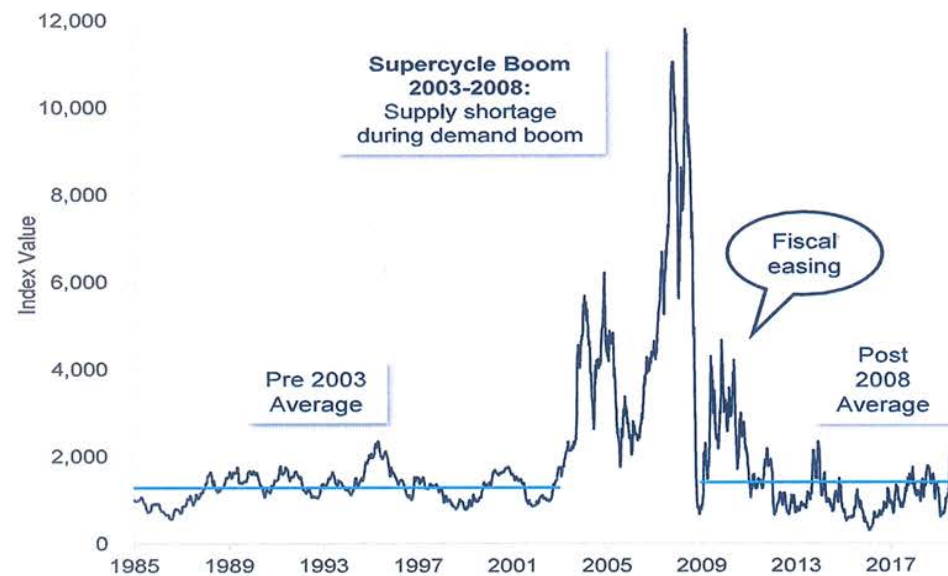
- ▶ GREEK- OWNED FLEET REMAINS LARGEST IN THE WORLD
  - ▶ ROUGHLY 19% OF DRY AND 20% OF GLOBAL TANKER FLEET.
- ▶ CARRYING IN BOUND AND OUT BOUND CARGOES TO & FROM THE ARABIAN COUNTRIES
- ▶ INTER A.G. TRADE
- ▶ REPAIR/MAINTENANCE
- ▶ INFRASTRUCTURE IN ARAB COUNTRIES
- ▶ SUEZ CANAL DUES
- ▶ CARGO VOLUMES INCREASING

# TRADING OPPORTUNITIES

## Overview of Dry Bulk Freight Market

Freight recovers after disruptive first half

Baltic Dry Index since 1985



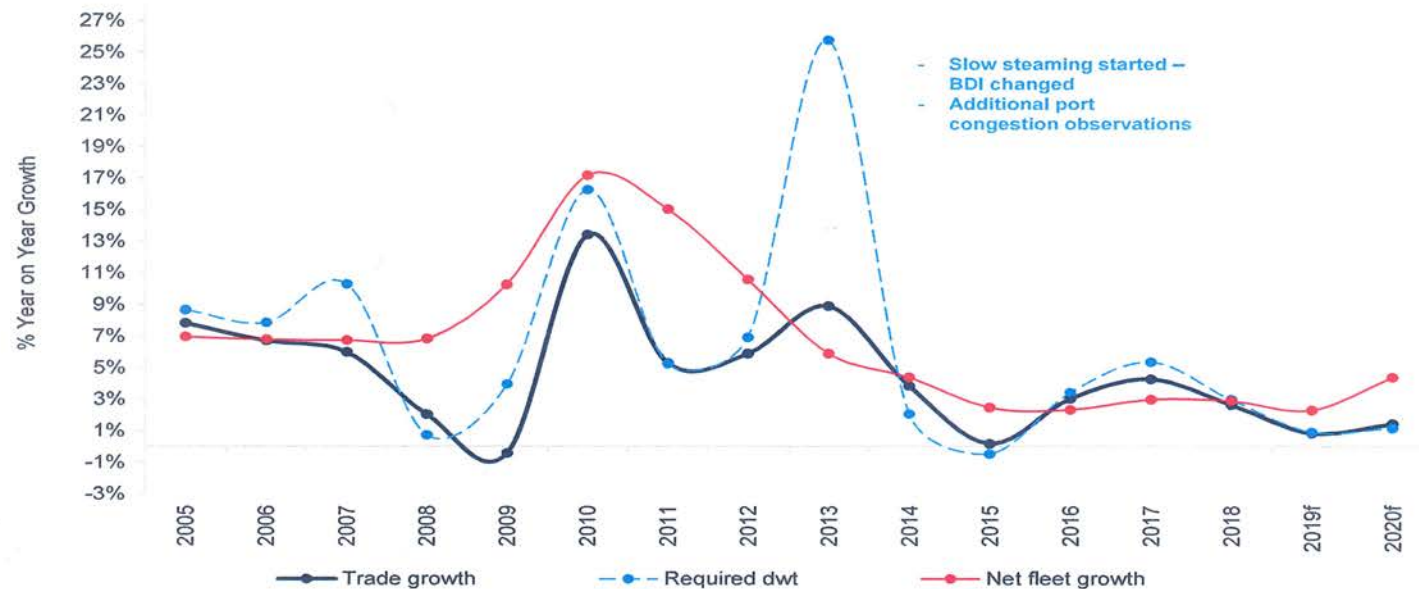
Baltic Dry Index from 2016



# SUPPLY AND DEMAND

## Supply & Demand Balance

Total Dry Bulk Supply & Demand Balance



### Seaborne Demand:

- 2018 = 2.7%
- 2019f = 0.9%
- 2020f = 1.5%

### Required dwt:

- 2018 = 3.0%
- 2019f = 1.0%
- 2020f = 1.2%

### Fleet growth:

- 2018 = 2.9%
- 2019f = 3.6% / 2.3%\*
- 2020f = 3.4% / 4.4%\*

\* Provision for off hire





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