

European Short Sea Shipping Market Services



REPORTS

In-depth quarterly market reports and monthly market briefs



VALUATIONS

Current and forecast asset values, including earnings and operating costs



MODELS

Interactive econometric models for scenario and sensitivity analysis



BENCHMARKING

AI-augmented AIS data tools for operation and emissions benchmarking



CONSULTANCY

Bespoke consultancy services across all maritime sectors



Market Reports



MSI's market reports are at the heart of our services, bringing together an exceptional range and depth of market knowledge.

Coverage of Data and Analysis

- Macroeconomic drivers
- Key demand drivers, intra-regional short sea trade (Baltic Sea, North Sea, Mediterranean, Black Sea, Atlantic Ports)
- Vessel supply – capacity changes, contracting and orderbook breakdowns, fleet age profile
- Market balances – demand, supply and employment/utilisation rate

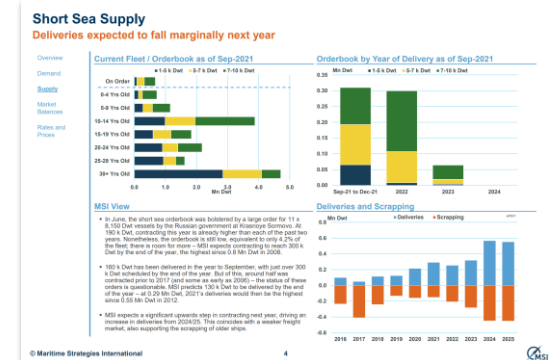
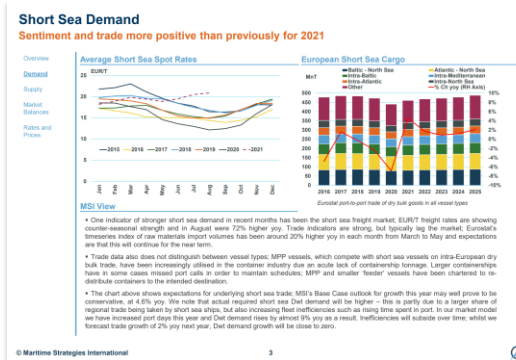
- Operating cost, freight rates and price data for key short sea benchmarks in EUR between 3,200 and 9,200 Dwt



HORIZON QUARTERLY

- Overview
- Demand summary
- Supply update and outlook
- Market balances, rates and prices

Frequency of Publication: Quarterly
 Length: 9 pages
 Forecast Horizon: 5 years





Interactive Forecasting Models

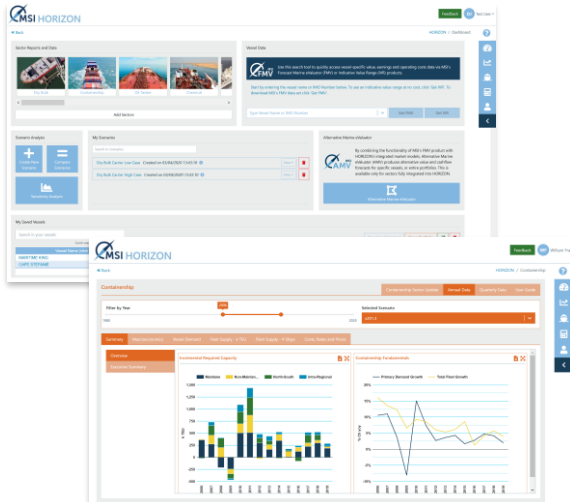


“Amid the noise and volatility of global shipping markets, MSI HORIZON provides a welcome shot of quantitative transparency. The system’s analytical tools empower the user, enabling them to model alternative scenarios for market fundamentals and visualise the impact these changes will have on vessels’ earnings and values”

Dr Adam Kent, Managing Director

Launched in 2019, MSI’s proprietary online intelligence platform, **MSI HORIZON** provides clients with on-demand access to our range of market intelligence services on the shipping, offshore and allied industries. Integrated into this system is Forecast Marine eValuator (FMV), MSI’s online asset valuation product.

Designed for ease of use, MSI HORIZON combines a user-friendly interface with the latest data and technology to give users unparalleled insights into the global shipping and offshore markets.



AMEND INPUTS

Easy-to-modify assumptions across a range of inputs.

Dry Bulk: (2) Coal

Timeseries	2020	2021
Canada Coal: Export	32.40	30.85
US Coal: Export	66.80	63.61
Colombia Coal: Export	76.95	77.17
Poland Coal: Export	4.23	4.10
Russia Coal: Export	258.62	272.14
South Africa: Export	83.38	83.61
China Coal: Export	8.83	15.15
Indonesia Coal: Export	483.99	471.30
Australia Coal: Export	407.72	422.32

VISUALISE

Instant visual comparison of MSI’s base case vs. the client’s own scenario.



EASY-TO-EXPORT

Detailed, easy-to-export time-series data from 1980 to 2035.

Timeseries	Unit	2015	2016	2017	2018
BKCH CRE	Mt	1,347.81	1,437.78	1,500.79	1,507.43
Cargo	% Ch yoy	1.75	6.68	4.38	0.44
Cargo Tones per Det p.a.	T/Det	5.91	5.83	5.72	5.71
Det Employment	Mt Det	229.22	246.47	262.45	264.01
COAL					
Cargo	Mt	1,141.94	1,178.23	1,206.7	1,264.18
% Change	% Ch yoy	-7.17	3.2	2.42	4.76
Cargo Tones per Det p.a.	T/Det	8.33	8.21	8.15	8.17
Det Employment	Mt Det	137.11	143.9	148.94	154.7

<https://www.msilt.com/#horizon>





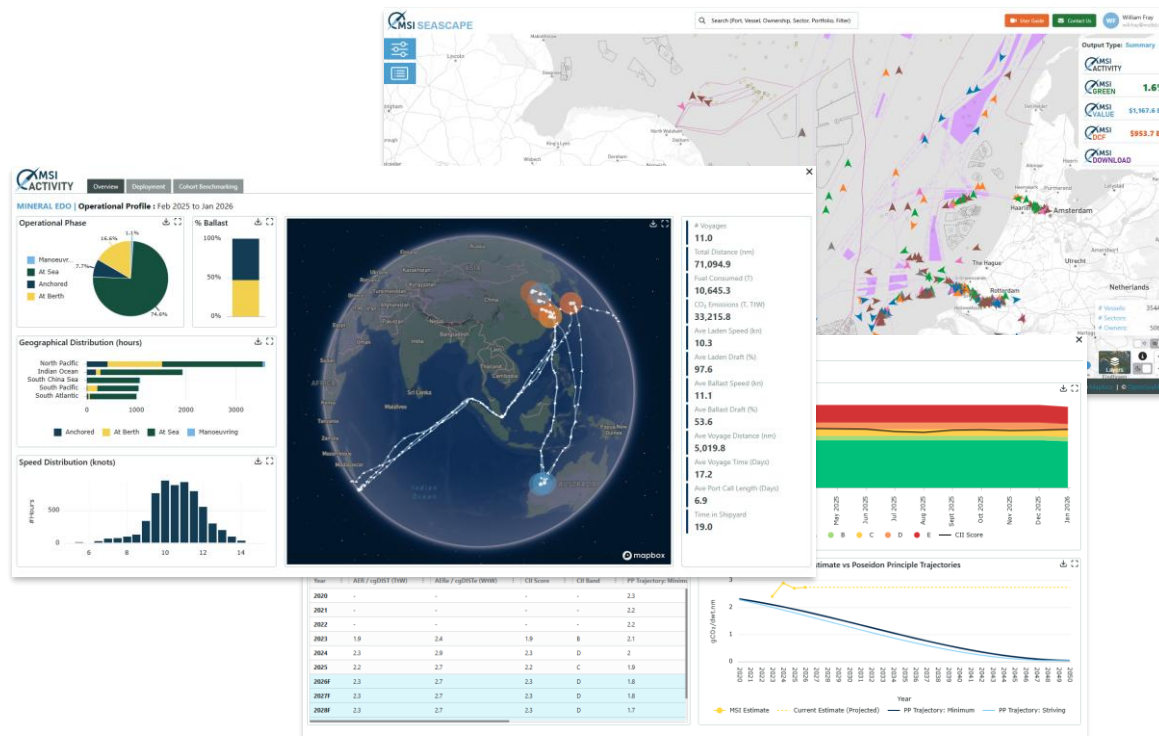
Operational Benchmarking & Emissions



MSI SEASCAPE is a powerful online platform designed to provide a 360-degree view of ship performance, environmental compliance, and asset valuation.

Through AI-augmented AIS data, SEASCAPE transforms complex global shipping activity into clear, measurable and benchmarkable KPIs.

- **Operational Benchmarking:** Track speed, port stays, and voyage patterns. Compare your fleet's efficiency against real-world peer cohorts.
- **Green Metrics:** Stay ahead of the curve with AER and CII ratings. Visualize emissions (Tank-to-Wake and Well-to-Wake) and track alignment with the Poseidon Principles.
- **Asset Valuation:** Access fair market values, coupled with expert-led DCF assessments to identify "buy" or "sell" signals.



Whether you are a shipowner optimizing trading patterns, a lender performing due diligence, or an investor seeking undervalued assets, SEASCAPE provides the retrospective clarity and forward-looking insight required to navigate the future of shipping. Stop guessing, start benchmarking with MSI SEASCAPE.

<https://www.msilt.com/#seascape>





Consultancy



MSI's advisory services draw upon our deep industry knowledge and expertise to develop innovative, data-driven solutions for our clients. MSI's team of consultants have broad experience from a range of sectors, industries and projects, complemented by a pool of external independent industry specialists. Our range of advisory services include:

Strategic Advisory Services

- Project evaluation and market studies
- Business case development
- Market risk and sensitivity studies
- Strategic market positioning
- Competitor intelligence and benchmarking
- Port planning and feasibility studies

Credit Markets & Modelling

- Advanced Credit Modelling

Corporate Structuring & Litigation Support

- Corporate Restructuring and Insolvency
- Expert Witness Testimony and Litigation Support
- Business valuation services
- Mergers and acquisitions

MSI Analytics

- Bespoke Model Development and Data Feeds
- Niche Market Modelling

Examples of successful projects delivered by MSI include:

Short Sea Fleet Profiling and Low Sulphur Regulation Impact

MSI was appointed by a major European bank to investigate the impact of low sulphur fuel regulations on the European short sea fleet. The task involved:

- Analysis of the historical deployment and trading patterns of dry bulk ships between 1,000 and 10,000 Dwt calling European ports
- The changing composition of the Short Sea fleet over time
- Competitor profiling of the major European short sea operators, concentrating on Northern vs Southern and Pan-European operators
- Analysis of time spent within the European ECA vessel-by-vessel
- Cost-benefit analysis of scrubber installations in a range of fuel price scenarios



Meet the European Short Sea Team



Will Fray
Director

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Will Fray leads MSI's analysis of the dry bulk, multi-purpose and European short sea markets. He has over a decade's experience in analysing and modelling the shipping markets.

Prior to joining MSI in 2007, Will was employed by OOCL. He has a BEng Honours degree in Ship Science from the University of Southampton and is a graduate of Fitch Learning's Certificate in Quantitative Finance (CQF).



Daniel Macedo
Associate Director

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Daniel leads MSI's ship valuations service across all shipping sectors. He is responsible for MSI's shipping fleet analysis, vessel prices and earnings.

Prior to joining MSI, Daniel worked as Economic Research Analyst for Banco Federal. Daniel has an MBA from IE Business School and a BSc in Economics from Universidad Catolica Andres Bello.



About MSI

For over 40 years, MSI has developed integrated relationship with a diverse client base of financial institutions, ship owners, shipyards, brokers, investors, insurers and equipment and service providers.

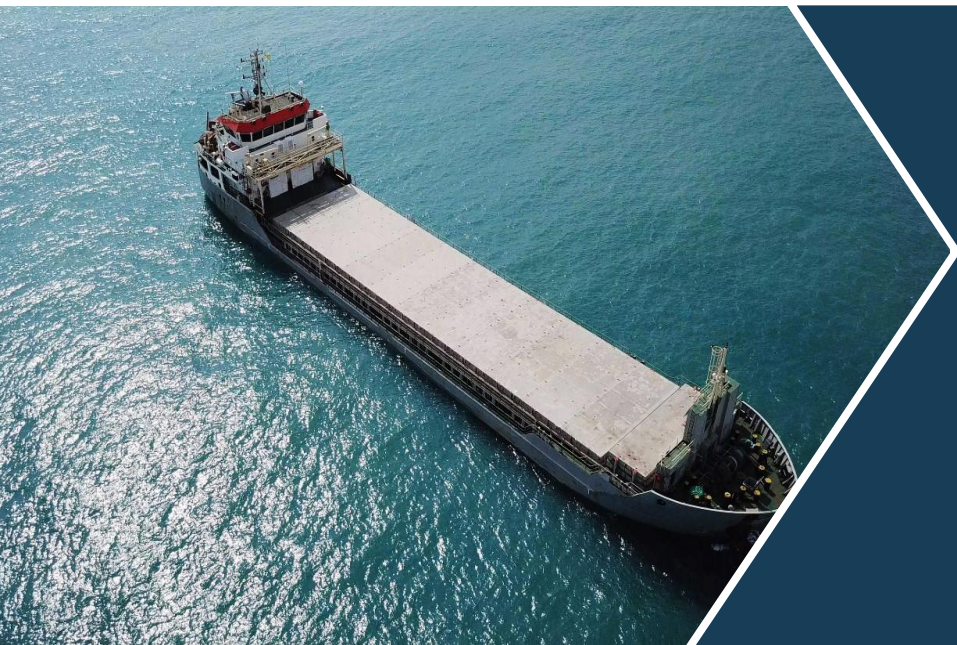
MSI's experience covers a broad range of shipping and offshore sectors, providing clients with a combination of sector reports, forecasting models, vessel valuations and bespoke consultancy services.



Markets Covered by MSI:

- Crude Oil
- Oil Products
- LPG
- LNG
- Chemicals
- Shuttle Tankers
- MODUs
- AHTS/PSVs
- FPSO/FSRU
- WTIVs
- Dry Bulk
- Container
- PCTC
- RoRo/RoPax
- Cruise and Ferry
- Open Hatch
- Shortsea
- MPP
- Ports
- Shipbuilding
- Container boxes

MSI balances analytical power with service flexibility, offering a comprehensive support structure and a sound foundation on which to build investment strategies and monitor/assess exposure to market risks.



**To discuss our range of services further, please
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Register for a free trial of MSI's products:

<https://apps.msiltd.com/account/register>