

Predictive Fleet Analytics

# Experience a new level of predicted voyage data

See vessel arrivals, port congestion and delays with a market-first platform and API end point.



See what's coming



# Your current systems are letting you down

Accurately tracking vessels, predicting ship movements and understanding port congestion are all crucial tasks across job roles directly impacted by shipping insights.

Knowing exactly when a ship will berth still relies largely on relationships and AIS-based information. However, this can often be incomplete and unreliable, not only making your job difficult but also costing a great deal of time, money and resources.

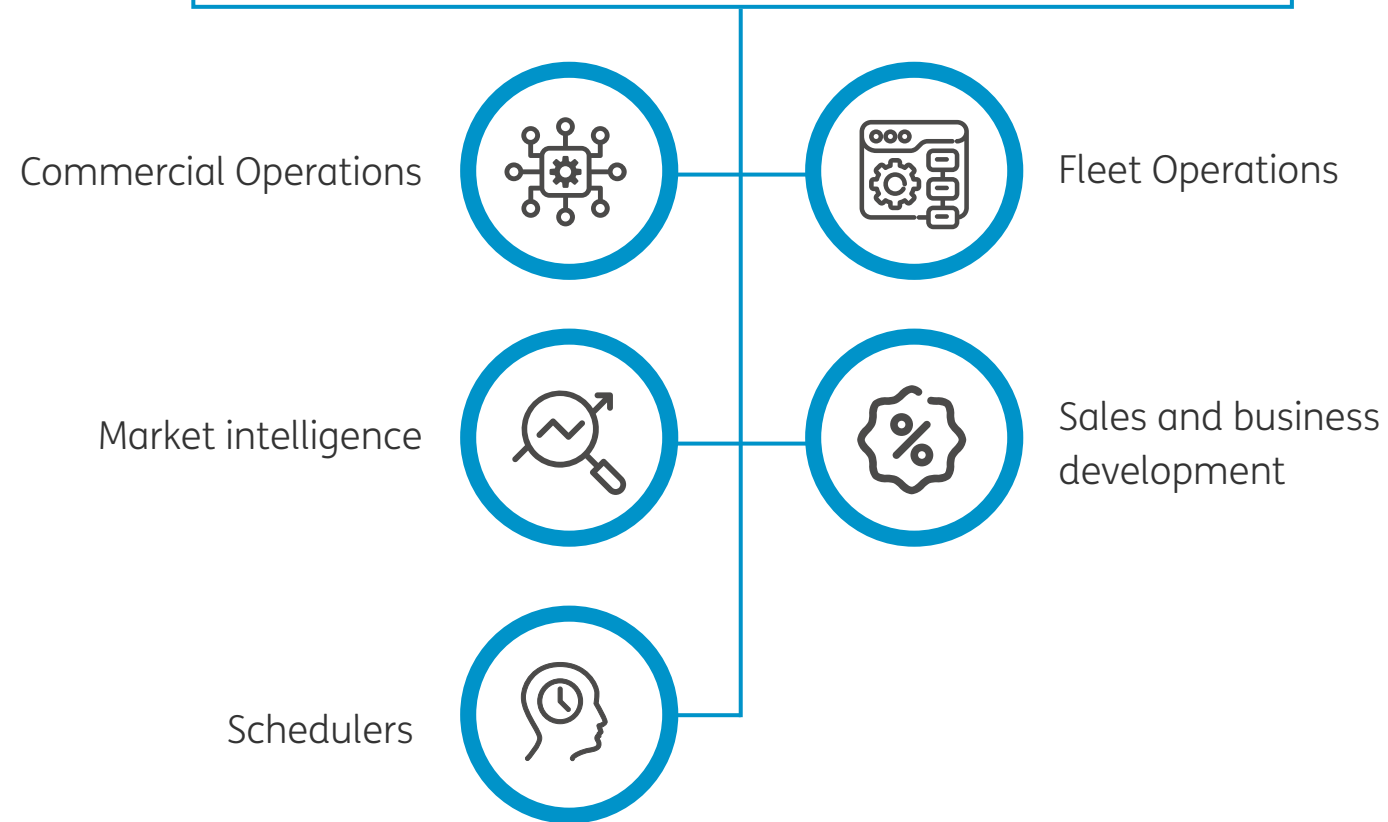
There needs to be a better way.

**36%** of AIS messages are missing estimated time of arrival data.



# Introducing Predictive Fleet Analytics

A single source of accurate and reliable data for...



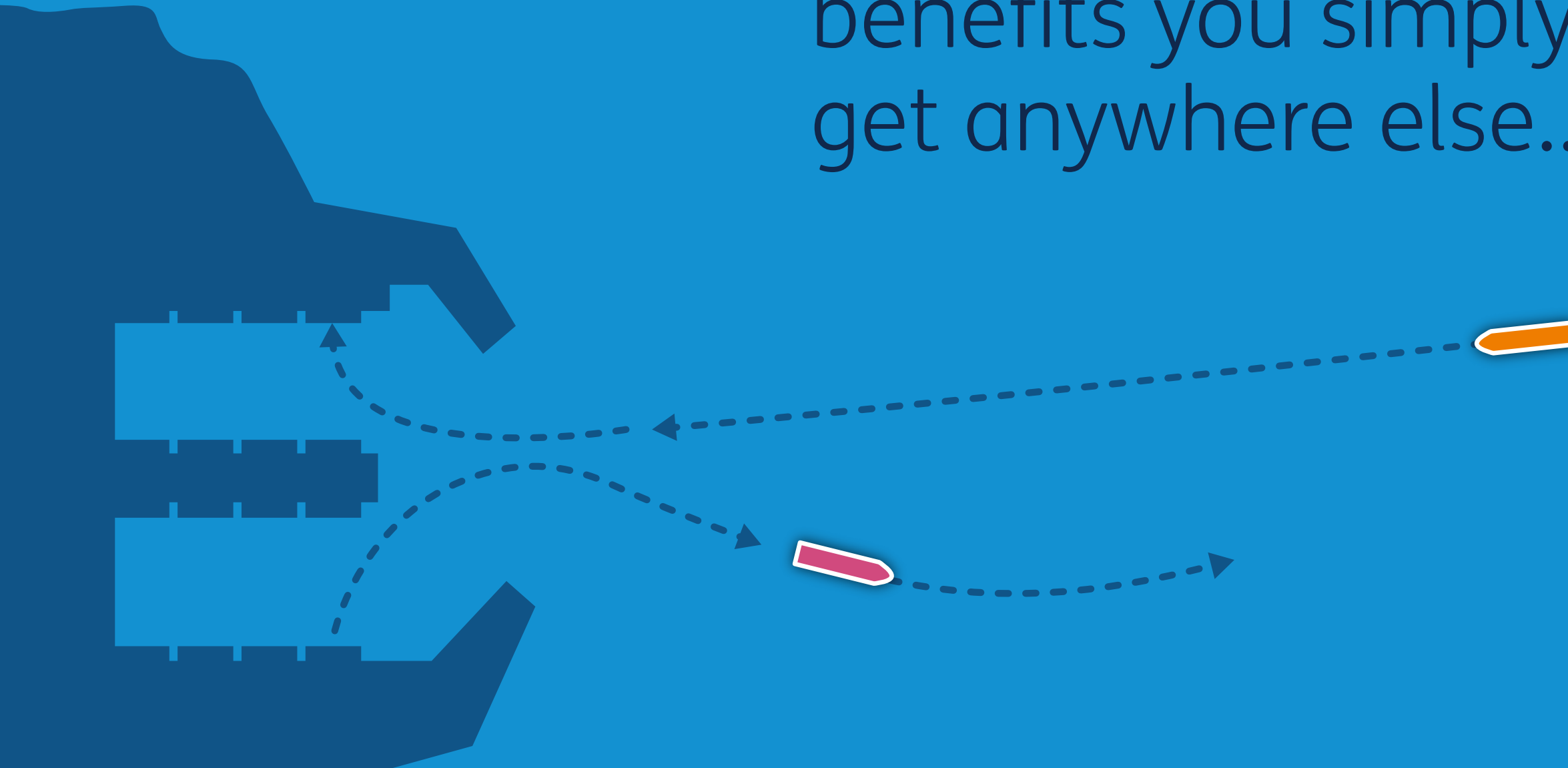
**Predictive Fleet Analytics delivers a new level of reliable and accurate data.** The analytics helps professionals better predict port calls, congestion and delays with self-serve insight not available elsewhere.

Using artificial intelligence, the platform and API provides predicted vessel movements, vessel estimated arrival times to port, berth information and estimated departure time – all in one place.

With Predictive Fleet Analytics, you can make accurate decisions in real time, redeploy resources, cut costs, and stay ahead of your competition.

# Why you need Predictive Fleet Analytics...

...access capabilities and benefits you simply can't get anywhere else...



# Why you need Predictive Fleet Analytics...

## Vessel predicted voyage data and analytics

**NEW! Market first**

**Know a vessel's Estimated Time to Berth (ETB)**

For all key vessels with accuracy within 1 – 2 hours of actual time of berthing

**Know a vessel's Estimated Time of Arrival (ETA)**

For all key vessels with accuracy within +/- 10 hours to the actual time of arrival

**Know a vessel's Predicted Destination**

70% accurate to the final port destination, 5 days out - over 35 percentage point increase over standard AIS destination\*

**NEW! Market first**

**Know a vessel's Estimated Time of Departure (ETD)**

Based on historical data and current traffic levels.\*\*

- Vessel predicted voyage, waiting time and time in port
- Tailored email alerts when a vessel of interest changes destination

\*Average accuracy figure across all vessels and routes. Note that the model is dynamic, and the accuracy of predicted destination will change over time based on market demands and changes.

\*\*Covers bulk carriers, tankers, container vessels, ro-ro ships and passenger ferries.

# Why you need Predictive Fleet Analytics...

## Port analytics

### Understand port congestion and turnaround metrics

- Port congestion levels by red, amber, green ratings and by vessel types and sizes
- Average waiting times to go into port, at a port and at berth over a tailored period of time

## Port traffic analytics

- See the number and list of vessels expected to arrive at the port within the next 5 days
- Port benchmark data compares average waiting times at two ports over a tailored period of time

## Vessel operating information

### Evaluate vessel trading information and timeline

- See a vessel's current location, if it's at port, at berth, anchored, manoeuvring, slow steaming or cruising, its draught and speed, and how that has changed over a tailored time period
- Review vessel activities over a tailored time period, including high risk\* port calls, STS transfers and AIS gaps

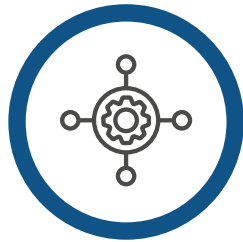
## Current trade route analytics

### Understand trade lane traffic

- Identify vessels currently travelling between or to specific countries or places
- Research historical trading over a tailored period of time

\*only for Risk and Compliance customers

# Why you need Predictive Fleet Analytics...



## **Commercial Operations Managers**

Advise vessels to speed up or slow down with insight on port congestion and avoid delays



## **Sales and Business Development Teams**

Secure contracts to offer services to vessels days in advance of them arriving in port



## **Fleet Operations Managers**

Plan time spent in port better and avoid costs due to delayed departures



## **Schedulers**

Plan vessel surveys 5 days ahead with confidence



## **Market Intelligence Professionals**

Create port and vessel benchmarking data more easily

## **What customers are saying...**

I have to depend on third hand information about delays and congestion, (port authorities to agents to me) and it's easy for information to get lost with lots of people and hundreds of emails involved. If I can get this myself, I'd save hours a day.

Accurate arrival times will help me avoid rescheduling 20-30% of jobs. It will also reduce the time and costs of engineers and surveyors having to reschedule flights or hotels last minute.

Having a single shared view of predicted ETA, ETB and vessel departure time visible to every relevant party involved would bridge the current gaps in information between the customer, internal delivery agents and the supplier, and mean I can deliver better service to my customers.





## The benefits of better port, vessel and voyage analytics

# Cut costs and penalties

If a vessel is delayed by three days, it can incur penalties in the form of demurrage cost for a bunker fuel vessel – at around \$40,000 per day.

Financial costs and penalties can arise due to a lack of reliable and accurate data along with inconsistent communications – making it difficult to plan the arrival of goods. Accurate ETA information would surely rectify this problem, but sadly, less than a half of all vessels report their next port of call and estimated time of arrival accurately via AIS – because it's not mandatory to state this information.

In a market-first offering, Predictive Fleet Analytics offers more than just accurate ETA data. **It reduces the need for individuals to manually gather this information themselves, by offering accurate, data-based predictive vessel movements and vessel behaviour information.**

Providing timely notifications about changing time of arrival directly to the customer, the agent, and the suppliers helps to mitigate financial risks and provide full visibility on commercial operations. In addition, ETB (estimated time to berth) and ETD (estimated time of departure) information enables businesses to provide customers with more accurate information – creating superior customer service in the process.



# Operate with a central point of truth and insight

In a multi-billion-dollar industry, SMS messages, emails and telephone notifications simply won't do.

With businesses across the globe utilising data like never before, isn't it time the maritime industry also enjoyed the clarity and accuracy of high-quality data which can be used to self-serve when needed? **Our analytics can help maximise day-to-day operations in an innovative way.**

Precise data ensures individuals no longer need to collate and verify the accuracy of information coming from lots of different sources to establish vessel operational statuses. Having the latest voyage and predicted arrival time data available when needed, enables organisations and

employees to track all the stages of supply and delivery. It will save hours of work while allowing businesses to focus solely on deliveries that are delayed or need attention.

What's more, the arrival information (ETA and ETB) is visible to every relevant party enabling companies to bridge the gap in information between the customer, delivery agents and the supplier. **With data accessible to all stakeholders, unreliable channels such as email, SMS and WhatsApp are no longer needed.** The sharing of information is now accurate, timely, and dependable.

# Serve customers better by planning ahead

Businesses have insights on predicted arrival data of competitor vessels (at least 2 days in advance), enabling them to know which vessels are heading where and allowing them to document trading patterns.

Visibility of future port calls help teams provide a customised client experience and offer upsell opportunities, as companies can match their service to customer routes.

**By using data to identify vessels' trading patterns, businesses can collate and provide their commercial teams with the information needed to plan customer services - all in one place.**

Increasing business growth and revenue is greatly dependent on knowing where your potential customers actually are.



# Remove stress and maximise your efficiency

There are few things more stressful than trying to make accurate predictions with inaccurate data.

Reduce the time needed for employees to manually gather information themselves, by offering accurate, data-based predictive vessel movements and vessel behaviour information.

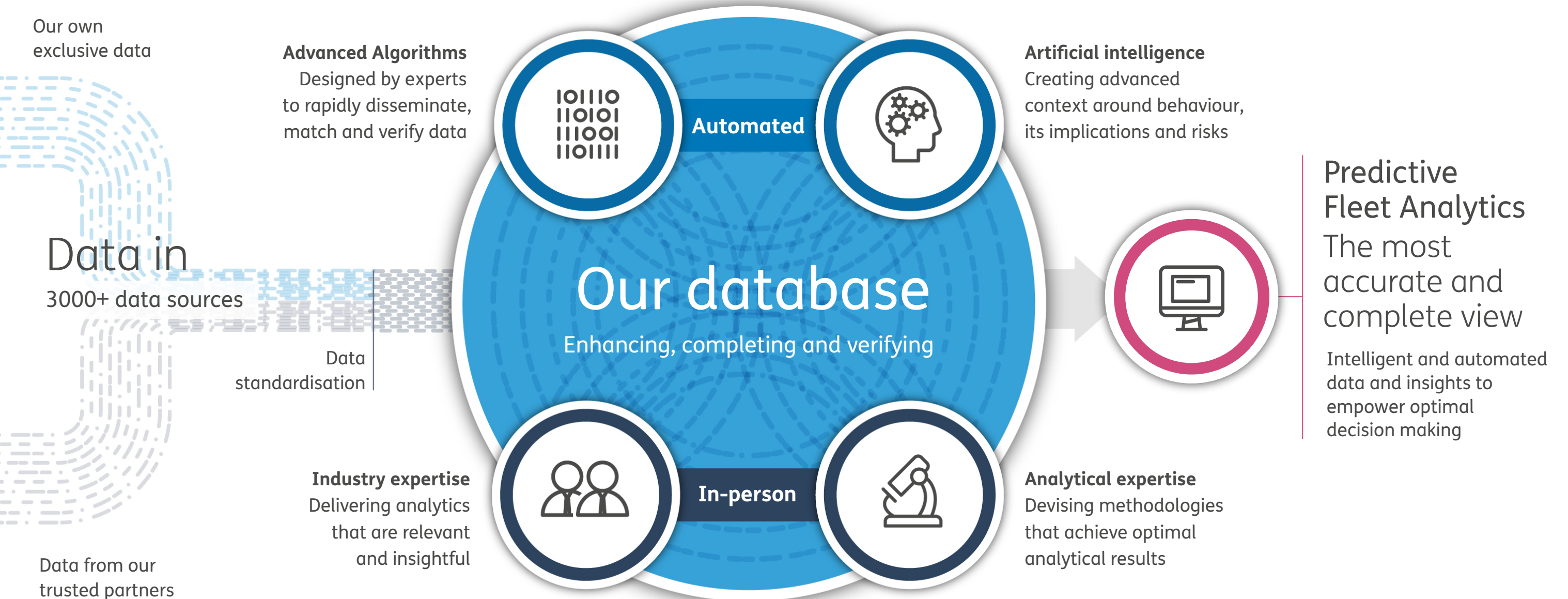
Alerts on predicted arrival times, delays and changes of destination mean you can respond ahead of time and individuals no longer have to compile this information from multiple sources.

The outcome is confident decision-making and time to respond accordingly, plus a full picture of vessel activity to streamline operations.



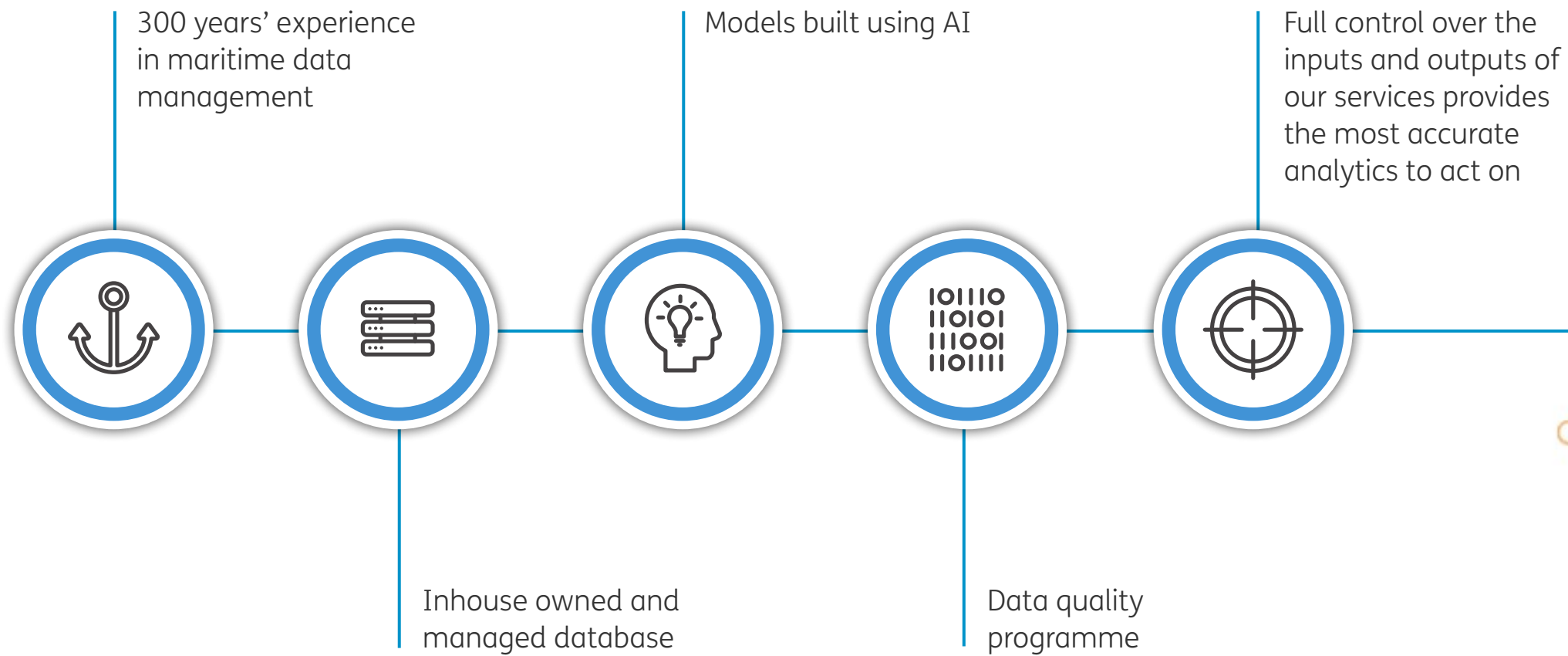


# Built on the best data & artificial intelligence





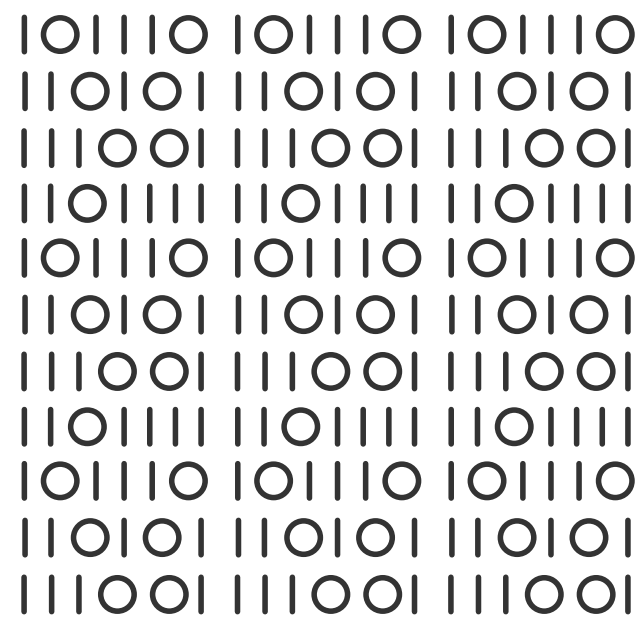
# How we bring you better data:



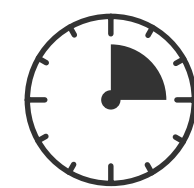
# Predictive Fleet Analytics in numbers...

# 1 trillion


data points processed to create the models



 **3,000**  
data sources worldwide

 When we predict the correct destination, we can predict ETA to within...  
**+/-10hrs**  
and ETB to within...

**1-2hrs**

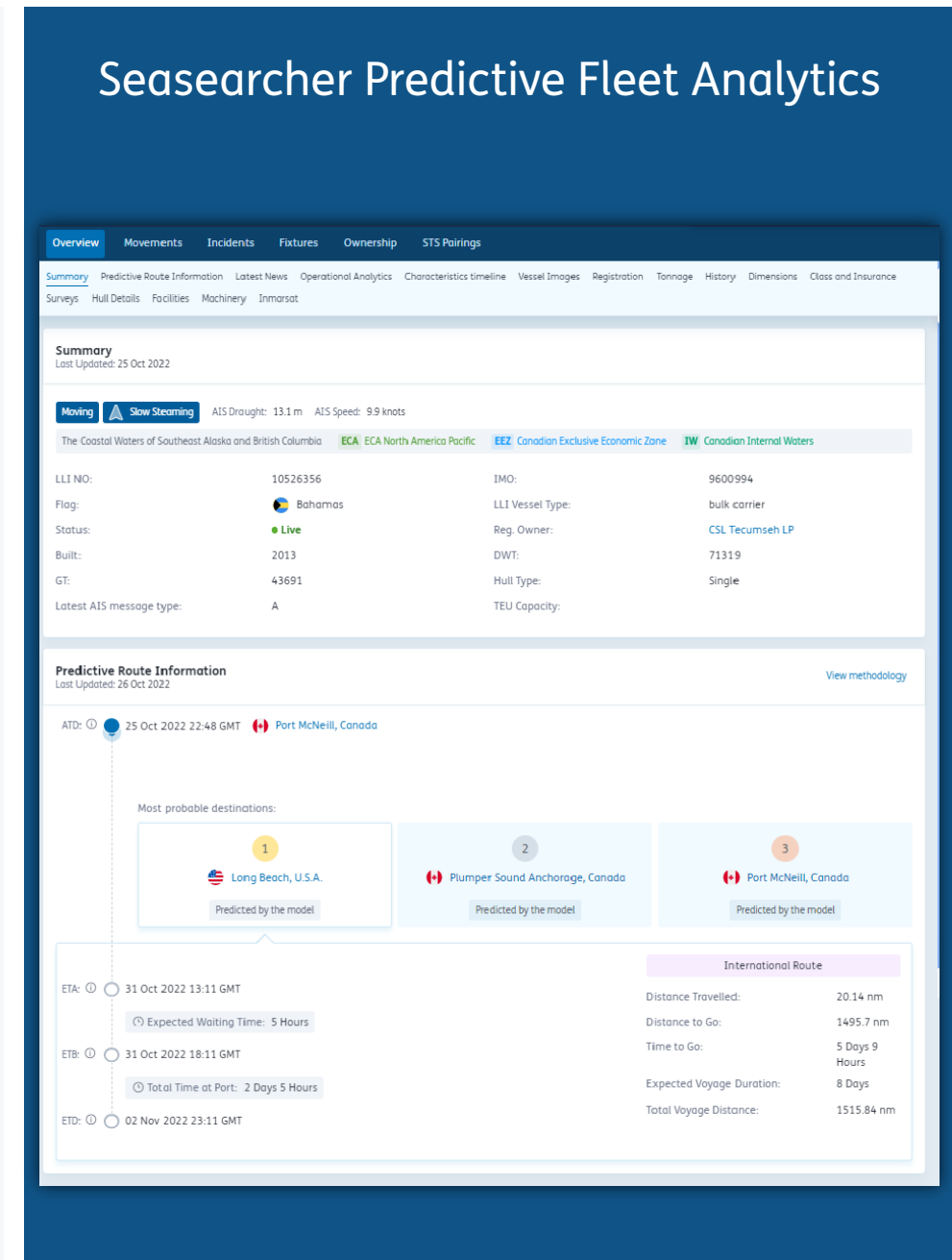
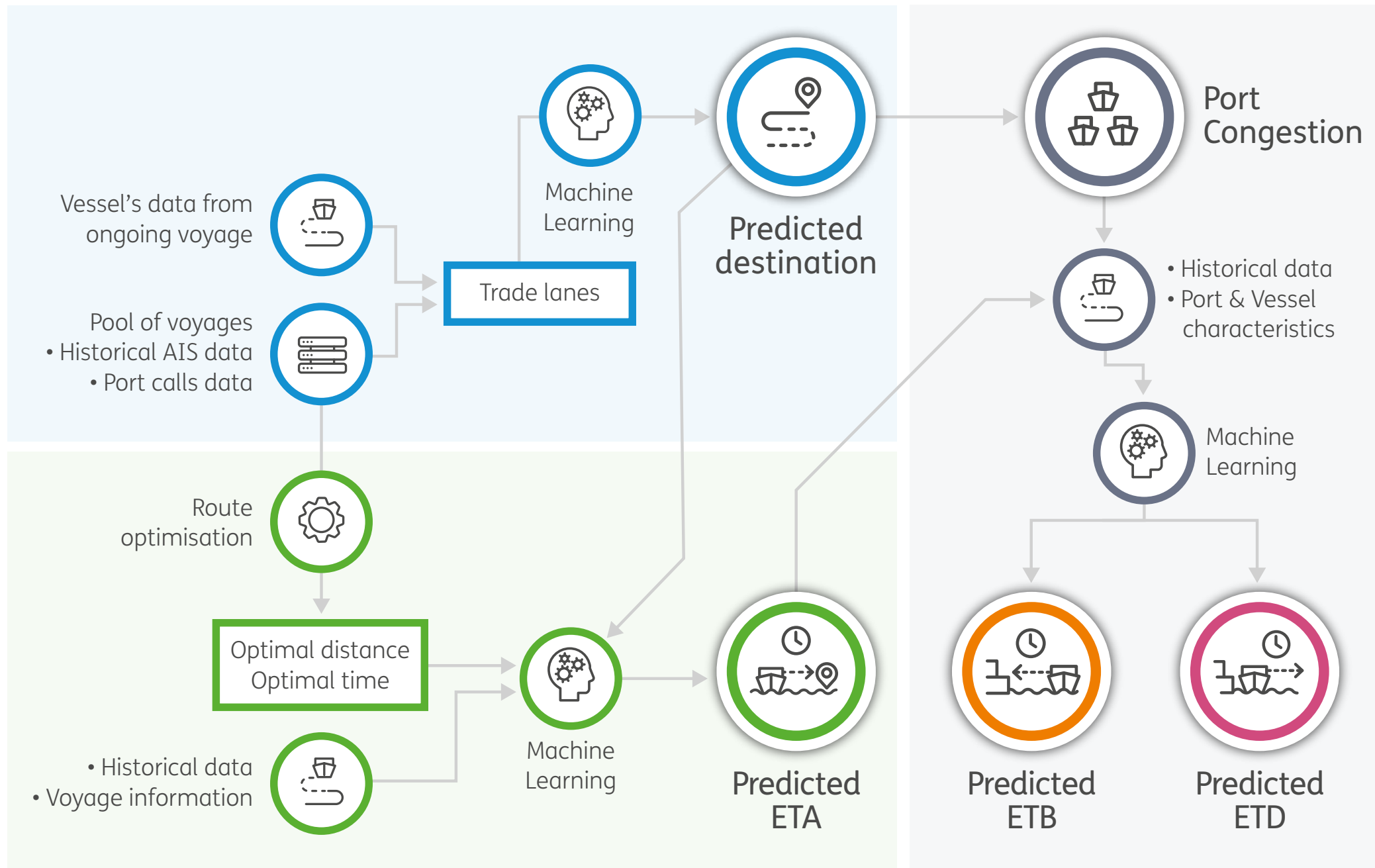
Predicted destination with  
 **70%**  
accuracy, 5 days out

 **12k+**  
Ports tracked

 **38k+**  
Berths tracked



# How it works





To find out more about  
**Predictive Fleet Analytics,**  
contact us on:

UK/Europe: +44 (0)20 8052 0628

Americas: +1 212 600 3460

Greater China: +86 181 2114 2129

Australia & New Zealand: +61 405 551 092

Japan: +81 707 537 6187

Singapore & other APAC countries: +65 6973 3570

[Lloydslistintelligence.com](https://lloydslistintelligence.com)

Transparent and actionable maritime data and analytics powering  
decisions that drive the safe, efficient, and lawful movement of  
seaborne trade.



Unique insight  
since 1734



Trusted by  
60,000  
professionals



Customers  
in 110  
countries



180 colleagues  
across the  
globe

Copyright ©2022 Maritime Insights & Intelligence Limited. Maritime Insights & Intelligence Limited is a company registered in England and Wales with company number 13831625 and address c/o Hackwood Secretaries Limited, One Silk Street, London EC2Y 8HQ, United Kingdom. Lloyd's List Intelligence is a trading division of Maritime Insights & Intelligence Limited.

Lloyd's is the registered trademark of the Society incorporated by the Lloyd's Act 1871 by the name of Lloyd's.

## See what's coming