Bespoke Maritime Data Services

IHS Maritime, the world's foremost information and insight provider, gives you easy access to accurate data.

IHS

Timely information is crucial for business activities for all maritime industry segments. Ship owners, repairers, insurers, port domain service firms, government agencies, and a myriad of other parties have diverse needs for maritime information.

For example, equipment manufacturers need newbuildings and market share data by ship type. Insurers need ownership information, ship movements, and detailed ship specifications to evaluate risk. Oil and gas trading firms need to monitor traffic flows throughout the global energy market.

IHS Maritime has a long heritage, dating back to 1764, of providing timely, accurate data to the maritime industry. From bankers to ship builders, the industry relies on IHS Maritime for critical information and insights.

IHS Maritime is the world's authoritative source of information on ships and shipping. In fact, the International Maritime Organization (IMO) has designated IHS Maritime to manage its unique numbering schemes.

We deliver data solutions to fit an organization's exact requirements. Our Bespoke Maritime Data Services is an electronic collection of the industry's largest databases of ship movements and positions, ship specifications, ship ownership, maritime companies, ports, terminals, and more.

The origin and meaning of "bespoke"

In 16th-century England, "bespeak" meant "to speak for, to arrange beforehand." By the 1700s, the verb's past participle, "bespoke," was also being used as an adjective to distinguish made-to-order, tailored clothing from mass produced, "off the rack" goods.

The usage of bespoke has broadened over time and is now used to express a high degree of customization or personalization for a variety of goods and services.

Like buyers of bespoke clothing, users of maritime data should have total control and customization, too. They should be able to specify what information they want, how often, and how the data should be delivered. That's what exactly what the industry gets with IHS Bespoke Maritime Data.

Who uses Bespoke Maritime Data Services?

Almost every segment of the maritime industry relies heavily on data for the insights needed to market their products and services, conduct their business operations, and perform analytics for strategic planning.

Subscribers to Bespoke Maritime Data Services have numerous applications for the data they receive from IHS Maritime. This chart highlights a few of the most popular applications.

Firms in these market sectors …	use Bespoke Maritime Data Services to:
Maritime Equipment and Parts Suppliers	Append data to their own databases and product lines; link ships to owners; monitor news, newbuildings, and pending contracts for new business opportunities
Marine Insurers and Underwriters	Keep track of newbuildings, owners history, movements, casualties, and detentions to identify potential risks
Ship Brokers	Populate third-party software with data for sale, purchase, and charter transactions
Port Authorities	Monitor ship movements into their ports; assign berths; determine needs for inspections
Port Services	Promote availability of repairs or other services; determine ownership for billing
Ship Owners, Managers, Operators and Charterers	Identify potential clients; track newbuildings; match cargos to available ships; match ships to port facilities; keep abreast of maritime news; monitor competitors
Shipbuilders and Repairers	Determine an owner's fleet size and profile; monitor competitors; gain technical information for quotations
Security Agencies, Military	Determine a vessel's ownership and class details, analyze trading patterns, and monitor risks and sanctions
Maritime Lawyers	Determine vessel identification (flag, port of registry), location and ownership; provide a reference source of ship characteristics and casualty data
Government Institutions	Assess compliance of vessels with various design and safety regulations
Bunkerers	Determine vessel ownership, capacity, consumption, and fueling needs
Oil and Dry Majors	Vet and assess vessels to evaluate their condition to carry cargo safely
Integrators	Enhance the marketability of their systems and services
Economists	Utilize movement data as macroeconomic indicator for trade
Commodity Brokers	Monitor the movement of key commodities and regional capacities

What maritime data does your organization need?

For decades, IHS Maritime has developed an extensive network of sources of maritime data. Information sources—often based on exclusive data exchange agreements—include classification societies, flag registration authorities, ship builders, owners, managers, marine equipment manufacturers, port and ship agents, shipbrokers, insurance companies and oil companies.

Bespoke Maritime Data Services maintains data on virtually anything your organization needs to know about any category of sea-going vessels, including current ship registration, technical and ownership details, and ship photographs. The service also gives you access to data on 11,000 ports and terminals, ship movement data on 100,000 vessels daily, detentions, inspections, newbuildings, 30 years of casualty incidents, and an extensive archive of maritime news from a global network of correspondents and journalists. This breadth and depth of information and insight is unmatched in the maritime industry.

Subscribers to Bespoke Maritime Data Services can select from more than 600 data fields in 20 maritime databases. They import selected data into their internal systems on their own schedules, and use the information to enhance their analytical capabilities and make astute business decisions.

IHS Maritime can tailor a data solution to fit your organization's exact requirements. For example, you can request selected data fields for very specific scenarios, such as:

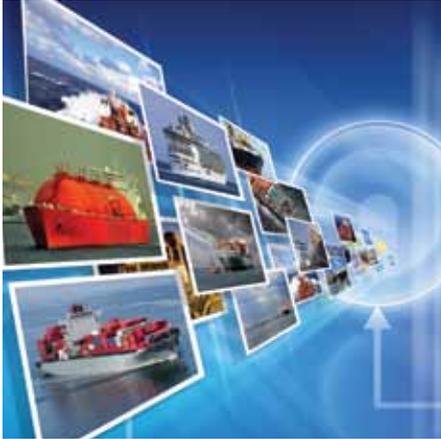## All ships currently in-service meeting these criteria:

- that have a particular engine design
- that have called along the eastern seaboard of the United States of America during a specified time period.
- the output comprises the contact details of the owners and operators for promoting your services

A search that utilizes 3 distinct areas of the database

We make it easy to import just the data you need directly into your internal application, with updates available on a schedule you specify. Data extracts can be downloaded from the Internet (by a web service) or delivered in standard database formats, including MS Excel spreadsheets, MS Access data tables, text files, or XML scripts via DVD or File Transfer Protocol (FTP). We can also host secure client extranets.

Select the precise records you need from Bespoke databases

Ships

Identify seagoing merchant ships of 100 GT and above

- 190,000 ships in service
- 600 fields of data on ship characteristics
- New construction
- Demolition
- Port State Control, ISM
- Fixtures (on wet & dry cargo)
- Historical coverage including a commercial history
- Casualties going back to 1978

Companies

Contact ship owners, operators and managers

- Seven levels of ship ownership
- Contact and address details
- Country of domicile and true nationality
- Unique IMO Company number

Contact maritime-related companies

- Company profiles
- Personnel, products

AIS Movements

Track live ship positions globally

- World's best coverage of port, coastal and mid-ocean positions
- Over 100,000 vessels covered daily
- Ship movements current or historical
- Ship positions current or historical
- Port and zonal callings
- Ships expected
- Raw data NMEA feeds
- Six-year history

IDENTIFY — CONTACT — TRACK

Ports

Plan a port call

- 11,000 ports and terminals
- 23,600 port service providers
- 4,000 port plans
- Maps and photographs
- Country details
- Port costs, reports
- Distance tables
- Restrictions and mooring arrangements of tanker berths

News and Analysis

Monitor breaking maritime news

- Global network of correspondents and journalists
- Daily online updates and email alerts
- Research
- Forecasts
- Archived news and analysis
- Insights for safe, profitable shipping

Images

See a ship or port

- 400,000 images
- Dynamic links to ship characteristics and port details
- Images come with an index to reference individual ships

PLAN   MONITOR   RECOGNISE

Eight reasons to consider Bespoke Maritime Data Services

1. You get "big data" access with little effort.
The service is easy-to-use. Using clearly named and defined fields, simply specify the data elements you want from the 20 Bespoke databases. You can write the data extract requests without IT assistance, and receive the data in your choice of format.

2. You get fast results.
For most extracts, you'll receive the data you specified in your first request. After that, updates are automatically delivered on a pre-defined schedule.

3. You get current data.
Updates are sent on an hourly, daily, weekly, monthly or quarterly basis to keep your database timely, comprehensive and complete.

4. You get the best data.
Much of data we provide is made available through exclusive arrangements with key sources. In addition, IHS Maritime is an industry leader in validating data and setting standards for vessel descriptions. The IMO, for example, relies on IHS Maritime as the sole authority for managing its unique numbering schemes.

5. You get expertise with the data.
Your data comes with an invaluable intangible: professional advice. Data analysts and maritime industry experts answer your questions and provide support from the outset of the agreement and throughout your subscription. For example, IHS Maritime recently helped a U.K. company to cleanse its database and append its records with Bespoke data. IHS Maritime also helped an insurer to construct a database for risk modeling. For all customers, initial training—via WebEx, telephone or email—is included with the subscription. In addition, your global staff has access to multi-lingual support teams. Our Customer Care team has three tiers of support ranging from quick answers to ongoing training and guidance.

6. You get quality.
We continually audit our databases and assess data quality on four dimensions: correctness, currency, completeness, and consistency. IHS Maritime is ISO accredited, meeting the standard of ISO 9001 through certification with BSI.

7. You gain a reliable data partner.
IHS Maritime is the only organization that has comprehensive information on all vessels of 100GT and over. As the sole originating source for IMO Ship and Company numbers, we provide unmatched accuracy and depth of coverage of ship characteristics. This means you will be able to use one trusted data source for every need.

8. You can try before you buy.
Subject to a trial agreement, we can send you test data, based on your requested criteria so that you can check the data fits your need, before a purchase commitment is made. The agreement is for an annual subscription for hourly, daily, weekly, monthly or quarterly updates with multiple user options available. Pricing is based on the size of the data extract, update frequency, the number of subscriber locations, and the number of users.

The numbers speak for Bespoke Maritime Data Services

20 maritime databases

600 data fields

190,000,000 ships

120,000 images

200,000 companies

7 levels of ownership

64,000 casualty and demolition incidents for the last **35** years

11,000 ports and terminals

100,000,000 vessels tracked daily with over 1 million hourly positions per day

13,000 port service providers

5 million port callings recorded annually

75 analysts supporting subscribers

20 years of second-hand prices

8 years of news archives

20 years of fixture information

5 years of historical movement activity and charter history

Select the industry leader as your data partner

IHS Maritime has a 250-year heritage as the industry's authoritative source of shipping information. The company maintains the largest maritime databases available, covering ship characteristics and images, industry news, movements and global port callings, owners and managers, ports and terminals, and maritime companies. We also provide research, consultancy, market forecasting, and statistical analysis services.

Here are some key facts that make IHS Maritime a unique resource for the maritime industry:

- The service encompasses all ships over 100 gross tons, including to fishing vessels, tugs, workboats and research vessels up to VLCCs and large bulk carriers. With this unmatched breadth of coverage, you can be confident that every vessel at risk is included in our data extracts and on-line services.

- A team of 75 analysts gather and verify ship-related information from around the world and help subscribers transform data into actionable market intelligence.

- We are the exclusive provider of the IMO numbers needed for compliance with regulatory requirements. These numbers help provide unique identifiers that minimise the possibility of duplicates.

- Customers in various industry segments, as part of their commercial agreements to buy maritime data services, often engage with us in data exchanges. These strong industry relationships provide excellent sources of primary technical data.

- The company is a publisher of four maritime magazines: IHS Fairplay, IHS Safety at Sea, IHS Dredging and Port Construction, and IHS Ports and Harbor. Our published statistics (such as the World Fleet Statistics and Quarterly Newbuilding Returns) are used as industry benchmarks.

- The company operates AISLive, the world's largest network of land-based receivers, supplemented with satellite surveillance of mid-ocean positions. This terrestrial/satellite combination provides unrivalled global coverage of live ship positions.

- The same data that we make available through Bespoke Maritime Data Services is also available through a web-based search service, Sea-web™. Subscribers use Sea-web's search capabilities to gather and sort information and to analyze results.

What are the next steps?

To learn more about Bespoke Maritime Data Services,
visit **www.ihs.com/bespoke**

We recommend a consultative discussion with an IHS Maritime representative serving
your region. That conversation will:

- Identify your organization's current and projected needs for data.

- Highlight the options you have to meet your data requirements, using the
  best mix of Bespoke data for analytical requirements and complementary IHS
  Maritime services for online inquiries.

- Identify the best approach for delivering Bespoke data and linking the data to
  your in-house databases or systems.

- Make the best use of the unique IMO and company numbering system as the
  primary key.

- Determine an optimal approach for a trial extract.

We look forward to working with you as your partner for maritime data. Contact the
IHS Maritime sales representative in your region.

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