

# SPOT MARKET VS PERIOD



**IOLCOS**  
HELLENIC MARITIME  
ENTERPRISES Co. Ltd.





Τι ορίζουμε **Spot** Αγορά?

Τι ορίζουμε περίοδο?

# SPOT MARKET VS PERIOD





## ΠΩΣ ΑΠΟΦΑΣΙΖΟΥΜΕ



Παρακολούθηση  
του δείκτη  
Baltic  
Exchange  
Index

Παρακολούθηση  
FFA

Σύγκριση της  
αγοράς με  
προηγούμενα  
χρόνια

Ζήτηση στην  
αγορά

ΠΩΣ ΑΠΟΦΑΣΙΖΟΥΜΕ



# JANUARY

2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
\$18,218.25	\$34,610.50	\$63,910.25	\$4,325.75	\$30,680.00	\$14,312.50	\$12,927.25	\$5,426.25	\$14,188.50	\$6,591.25	\$3,705.75	\$6,492.00	\$10,748.00
\$18,582.00	\$34,855.50	\$62,746.25	\$4,201.50	\$32,161.50	\$14,513.75	\$12,770.50	\$5,348.25	\$13,947.75	\$6,466.00	\$3,722.00	\$6,458.50	\$10,682.50
\$18,677.50	\$35,235.00	\$63,028.25	\$4,197.50	\$33,103.25	\$14,980.75	\$12,546.75	\$5,300.50	\$13,745.00	\$6,325.25	\$3,704.50	\$6,691.50	\$10,944.00
\$18,519.25	\$35,734.50	\$64,516.00	\$4,255.50	\$33,629.75	\$15,416.25	\$12,272.50	\$5,301.00	\$13,487.25	\$6,218.75	\$3,595.25	\$7,127.50	\$11,222.50
\$18,274.50	\$36,058.75	\$65,534.25	\$4,235.25	\$33,870.25	\$15,645.00	\$12,020.00	\$5,401.50	\$13,323.00	\$6,183.50	\$3,466.00	\$7,339.50	\$11,416.75
\$17,909.00	\$36,554.25	\$65,293.00	\$4,248.00	\$33,914.75	\$15,742.25	\$11,602.50	\$5,677.00	\$13,111.75	\$6,095.00	\$3,360.75	\$7,770.50	\$11,450.75
\$17,463.00	\$36,874.75	\$64,152.25	\$4,212.25	\$33,368.75	\$15,709.00	\$11,110.75	\$5,977.75	\$12,921.00	\$6,081.75	\$3,285.25	\$8,147.75	\$11,260.00
\$17,002.00	\$36,762.00	\$62,405.00	\$4,135.75	\$32,125.00	\$15,541.00	\$10,662.75	\$6,123.25	\$12,734.00	\$6,112.75	\$3,187.50	\$8,283.00	\$10,994.00
\$16,759.75	\$36,507.25	\$61,064.75	\$4,084.25	\$30,893.00	\$15,340.75	\$10,075.00	\$6,133.75	\$12,588.50	\$6,118.00	\$3,102.75	\$8,312.25	\$10,813.00
\$16,506.25	\$36,222.25	\$59,410.25	\$3,995.50	\$30,085.00	\$15,048.25	\$9,611.00	\$6,087.75	\$12,533.75	\$6,113.50	\$3,049.25	\$8,292.50	\$10,746.75
\$16,327.00	\$35,436.00	\$57,316.50	\$3,945.50	\$29,549.50	\$14,676.00	\$9,256.75	\$5,974.25	\$12,515.50	\$6,057.25	\$2,999.25	\$8,133.75	\$10,658.25
\$16,044.00	\$34,886.75	\$54,588.75	\$3,917.00	\$29,095.50	\$14,166.50	\$8,807.00	\$5,884.75	\$12,470.25	\$5,993.50	\$2,951.50	\$7,967.25	\$10,565.00
\$15,681.75	\$34,398.50	\$54,017.00	\$3,932.00	\$28,833.00	\$13,646.25	\$8,438.25	\$5,860.00	\$12,378.75	\$5,914.00	\$2,875.75	\$7,829.50	\$10,517.25
\$14,831.50	\$34,043.50	\$53,879.75	\$4,010.00	\$28,973.75	\$13,174.75	\$8,131.25	\$5,831.25	\$12,203.75	\$5,787.00	\$2,764.25	\$7,742.50	\$10,693.00
\$14,248.75	\$33,982.50	\$52,926.00	\$4,089.00	\$29,417.25	\$12,725.50	\$7,832.50	\$5,778.00	\$11,929.00	\$5,623.50	\$2,672.25	\$7,682.50	\$10,920.25
\$13,719.00	\$33,994.50	\$51,060.75	\$4,234.00	\$29,794.75	\$12,083.75	\$7,544.75	\$5,757.25	\$11,709.75	\$5,465.25	\$2,599.50	\$7,699.00	\$11,261.75
\$13,372.75	\$33,972.50	\$48,568.25	\$4,481.75	\$29,697.25	\$11,405.25	\$7,248.00	\$5,728.00	\$11,460.00	\$5,344.50	\$2,497.25	\$7,758.25	\$11,669.25
\$13,267.25	\$33,359.00	\$46,515.00	\$4,692.00	\$29,177.50	\$11,038.75	\$6,882.25	\$5,690.00	\$11,268.00	\$5,175.25	\$2,428.00	\$7,767.75	\$11,871.25
\$13,468.75	\$32,934.75	\$45,235.75	\$5,055.25	\$28,323.25	\$10,689.00	\$6,488.25	\$5,645.75	\$11,064.75	\$4,947.00	\$2,348.00	\$7,733.50	\$11,957.50
\$13,628.50	\$32,631.50	\$44,362.75	\$5,743.25	\$27,499.50	\$10,469.50	\$6,087.50	\$5,568.50	\$10,922.00	\$4,391.50	\$2,299.25	\$7,699.25	\$11,899.25



# MARCH

2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
\$18,054.50	\$38,437.00	\$59,829.00	\$13,774.25	\$29,501.50	\$15,912.00	\$6,738.25	\$8,281.75	\$8,690.75	\$4,512.25	\$2,920.00	\$8,710.75	\$12,073.75
\$18,246.25	\$39,120.00	\$61,281.00	\$15,229.50	\$31,271.00	\$16,169.25	\$6,785.50	\$8,462.75	\$8,548.00	\$4,615.00	\$3,004.00	\$8,981.75	\$12,038.00
\$18,427.75	\$39,767.25	\$62,239.25	\$16,793.25	\$32,199.00	\$16,435.25	\$6,861.75	\$8,636.50	\$8,476.25	\$4,669.00	\$3,098.25	\$9,271.00	\$12,055.00
\$18,468.00	\$40,271.50	\$65,037.00	\$17,866.00	\$32,519.75	\$16,815.50	\$6,843.50	\$8,720.75	\$8,502.00	\$4,706.25	\$3,187.00	\$9,592.00	\$12,266.50
\$18,795.50	\$40,477.25	\$67,625.25	\$18,561.75	\$32,529.50	\$17,013.50	\$6,892.50	\$8,897.75	\$8,650.75	\$4,728.25	\$3,392.50	\$9,796.25	\$12,463.25
\$19,155.00	\$40,644.25	\$69,117.50	\$19,387.00	\$32,274.00	\$17,115.00	\$7,005.75	\$8,994.50	\$8,757.00	\$4,732.00	\$3,592.50	\$9,802.75	\$12,762.50
\$19,455.25	\$40,856.50	\$69,447.75	\$19,255.00	\$32,885.75	\$17,070.25	\$7,129.00	\$9,026.25	\$8,884.75	\$4,709.75	\$3,738.75	\$9,727.75	\$12,959.75
\$19,556.50	\$41,014.75	\$69,619.00	\$18,326.00	\$33,587.50	\$16,994.25	\$7,308.75	\$9,052.00	\$8,872.25	\$4,696.75	\$3,827.25	\$9,696.50	\$13,033.75
\$19,625.75	\$40,899.25	\$68,454.50	\$17,292.50	\$33,951.25	\$16,983.00	\$7,444.75	\$9,105.25	\$8,897.25	\$4,691.50	\$3,860.75	\$9,526.50	\$13,024.75
\$19,460.25	\$40,688.00	\$67,305.00	\$16,374.25	\$34,209.50	\$16,950.25	\$7,542.00	\$9,174.75	\$8,956.00	\$4,717.50	\$3,859.25	\$9,248.00	\$13,027.25
\$19,272.00	\$40,673.75	\$66,755.25	\$15,198.50	\$34,540.25	\$16,821.00	\$7,663.50	\$9,295.50	\$8,981.75	\$4,770.00	\$3,808.00	\$9,080.75	\$12,995.00
\$18,912.25	\$40,618.00	\$66,423.50	\$13,293.25	\$34,847.25	\$16,692.25	\$7,772.25	\$9,370.25	\$9,001.25	\$4,837.25	\$3,749.25	\$8,913.50	\$12,992.50
\$18,457.75	\$40,447.50	\$66,129.75	\$12,071.50	\$34,906.25	\$16,704.00	\$7,927.25	\$9,465.25	\$9,015.25	\$4,913.00	\$3,716.25	\$8,874.75	\$13,013.25
\$17,796.00	\$40,129.25	\$65,294.50	\$11,803.50	\$35,007.00	\$16,684.75	\$8,037.00	\$9,517.25	\$9,018.75	\$4,940.75	\$3,678.00	\$8,856.75	\$12,968.25
\$17,592.25	\$40,146.25	\$64,535.50	\$11,917.50	\$34,778.00	\$16,693.00	\$8,125.25	\$9,616.25	\$8,955.75	\$4,940.25	\$3,644.00	\$8,998.25	\$12,902.25
\$17,922.00	\$40,674.50	\$64,330.00	\$12,223.50	\$34,284.75	\$16,726.00	\$8,211.75	\$9,660.75	\$8,915.50	\$4,876.50	\$3,673.00	\$9,404.25	\$12,796.50
\$18,332.75	\$40,931.00	\$63,814.75	\$12,366.00	\$33,136.00	\$16,572.25	\$8,287.75	\$9,680.00	\$8,768.75	\$4,823.00	\$3,731.25	\$9,785.75	\$12,753.00
\$18,578.00	\$40,973.50	\$63,744.25	\$12,262.25	\$31,872.25	\$16,172.75	\$8,293.75	\$9,632.00	\$8,561.25	\$4,794.00	\$3,772.25	\$10,068.75	\$12,656.00
\$18,564.50	\$40,671.00	\$63,632.00	\$11,950.00	\$30,612.00	\$15,807.25	\$8,282.50	\$9,527.00	\$8,209.50	\$4,778.25	\$3,867.00	\$10,486.75	\$12,471.25
\$18,345.75	\$40,426.50	\$63,398.75	\$11,481.00	\$29,667.25	\$15,462.75	\$8,317.50	\$9,412.00	\$7,887.75	\$4,800.75	\$4,007.50	\$10,804.50	\$12,213.50
\$18,020.75	\$40,399.00	\$62,586.00	\$11,001.00	\$29,556.50	\$15,171.25	\$8,348.25	\$9,035.53	\$7,600.00	\$4,780.00	\$4,275.00	\$10,960.75	\$12,011.00





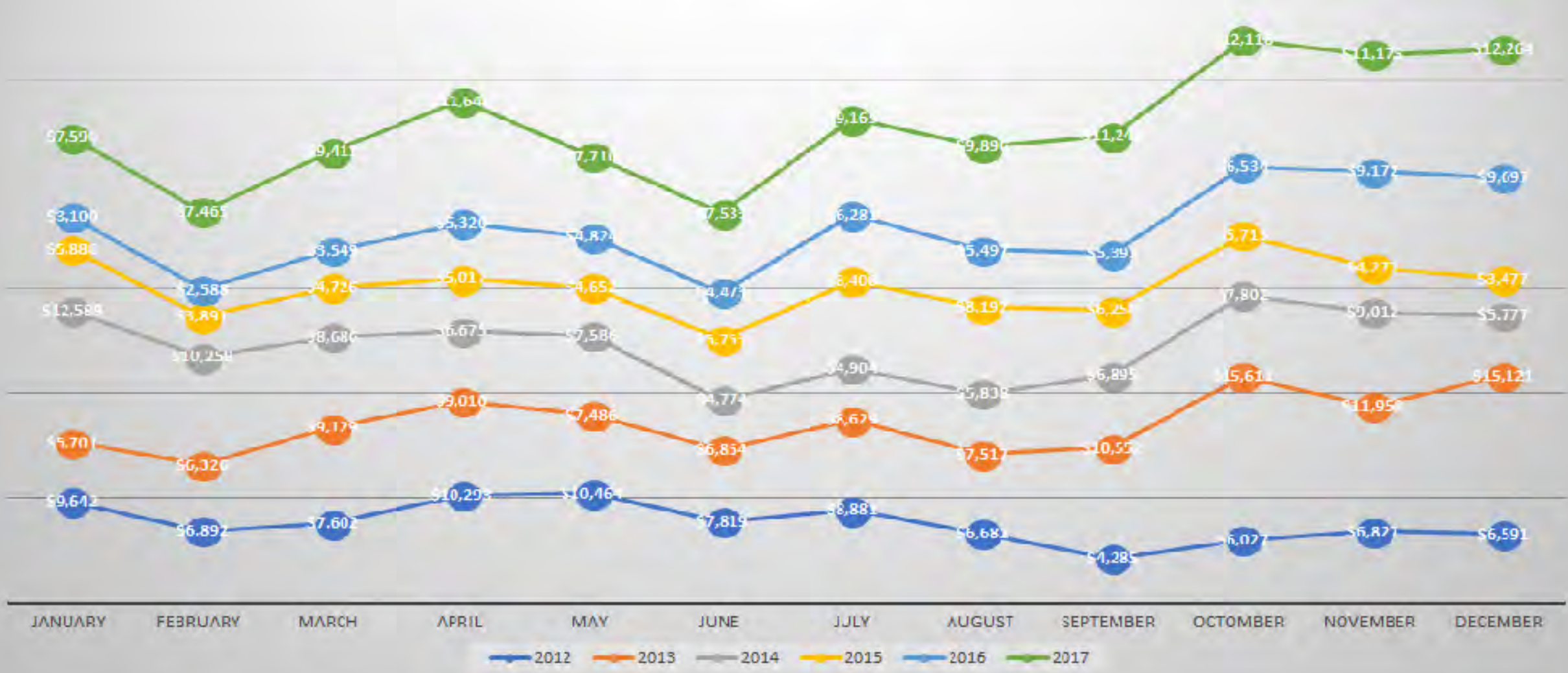
# SEPTEMBER

2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
\$34,120.50	\$75,182.50	\$42,413.75	\$20,598.50	\$22,696.00	\$13,222.75	\$3,724.25	\$11,650.50	\$6,526.50	\$6,156.75	\$5,397.00	\$12,309.50
\$33,338.25	\$75,966.75	\$43,453.00	\$20,336.75	\$22,192.50	\$13,322.75	\$3,719.00	\$12,102.25	\$6,486.50	\$6,158.50	\$5,611.00	\$12,169.50
\$32,068.75	\$76,781.75	\$43,696.50	\$19,551.50	\$21,839.75	\$13,456.25	\$3,674.25	\$12,845.00	\$6,410.00	\$6,098.50	\$5,790.25	\$12,006.00
\$31,152.00	\$76,720.75	\$42,119.00	\$18,916.25	\$21,478.25	\$13,647.50	\$3,521.00	\$13,989.25	\$6,395.50	\$6,017.50	\$5,925.25	\$11,850.75
\$30,060.00	\$75,957.50	\$38,795.50	\$18,592.75	\$20,946.75	\$13,812.50	\$3,399.25	\$14,386.25	\$6,402.00	\$5,962.25	\$6,008.25	\$11,625.25
\$29,643.75	\$76,149.25	\$33,680.50	\$18,480.75	\$20,277.75	\$13,946.00	\$3,336.00	\$14,436.50	\$6,462.25	\$5,913.25	\$6,017.25	\$11,298.25
\$30,082.25	\$76,615.25	\$28,025.00	\$18,263.00	\$19,784.25	\$14,181.25	\$3,389.00	\$14,388.25	\$6,505.25	\$5,810.00	\$5,938.50	\$10,861.50
\$31,067.25	\$76,928.25	\$23,960.50	\$18,267.50	\$19,383.25	\$14,567.75	\$3,501.75	\$14,316.00	\$6,613.50	\$5,705.50	\$5,814.75	\$10,508.50
\$31,313.00	\$77,245.00	\$19,294.50	\$18,576.50	\$19,097.50	\$14,965.25	\$3,692.50	\$14,537.75	\$6,833.75	\$5,641.50	\$5,715.25	\$10,193.75
\$31,654.25	\$77,811.25	\$17,035.00	\$18,949.25	\$18,985.75	\$15,325.75	\$3,957.00	\$14,931.75	\$7,026.50	\$5,619.50	\$5,646.75	\$10,021.75
\$31,783.50	\$77,989.25	\$17,493.50	\$19,119.25	\$18,972.00	\$15,561.25	\$4,334.00	\$15,350.50	\$7,100.50	\$5,605.50	\$5,601.75	\$10,253.00
\$31,735.25	\$78,281.25	\$18,482.00	\$19,355.25	\$19,079.75	\$15,881.75	\$4,768.75	\$15,610.00	\$7,118.75	\$5,607.00	\$5,644.75	\$10,810.50
\$31,736.00	\$79,700.00	\$18,848.25	\$20,108.75	\$19,331.75	\$16,237.50	\$5,155.00	\$15,949.00	\$7,075.75	\$5,680.25	\$5,742.75	\$11,300.25
\$31,757.75	\$83,218.75	\$18,732.75	\$21,142.00	\$19,413.00	\$16,527.75	\$5,670.25	\$16,171.25	\$6,960.50	\$5,903.75	\$5,838.75	\$11,555.00
\$31,616.00	\$85,675.00	\$17,784.25	\$21,722.00	\$19,286.25	\$16,702.00	\$6,243.75	\$16,260.25	\$6,916.50	\$6,102.00	\$5,968.50	\$11,769.75
\$31,308.50	\$88,379.50	\$16,424.75	\$22,037.50	\$18,986.25	\$16,795.75	\$6,716.00	\$16,232.50	\$6,924.00	\$6,155.50	\$6,113.50	\$12,085.50
\$31,129.00	\$88,884.50	\$14,585.00	\$22,134.50	\$18,521.00	\$16,819.75	\$6,936.50	\$16,195.50	\$6,949.50	\$6,168.25	\$6,326.50	\$12,501.25
\$31,158.75	\$88,512.75	\$12,782.25	\$21,941.75	\$18,143.00	\$16,708.25	\$7,054.75	\$16,198.50	\$7,088.25	\$6,098.50	\$6,558.50	\$12,905.00
\$31,089.75	\$88,012.75	\$11,623.00	\$21,890.50	\$17,832.25	\$16,479.75	\$7,212.75	\$16,260.00	\$7,281.50	\$5,949.00	\$6,714.00	\$13,149.50
\$30,772.75	\$87,498.75	\$10,549.00	\$21,950.00	\$17,598.50	\$16,215.25	\$7,214.25	\$16,480.50	\$7,531.00	\$5,788.50	\$6,889.00	\$13,264.50
\$30,187.75	\$87,901.50	\$9,538.25	\$22,031.75	\$17,484.25	\$15,995.25	\$7,142.25	\$16,486.25	\$7,734.75	\$5,693.75	\$7,088.25	\$13,230.25
\$29,676.50	\$88,395.75	\$8,928.00	\$22,391.50	\$17,545.00	\$15,812.25	\$7,019.75	\$16,425.75	\$7,970.00	\$5,555.75	\$7,242.25	\$13,249.25

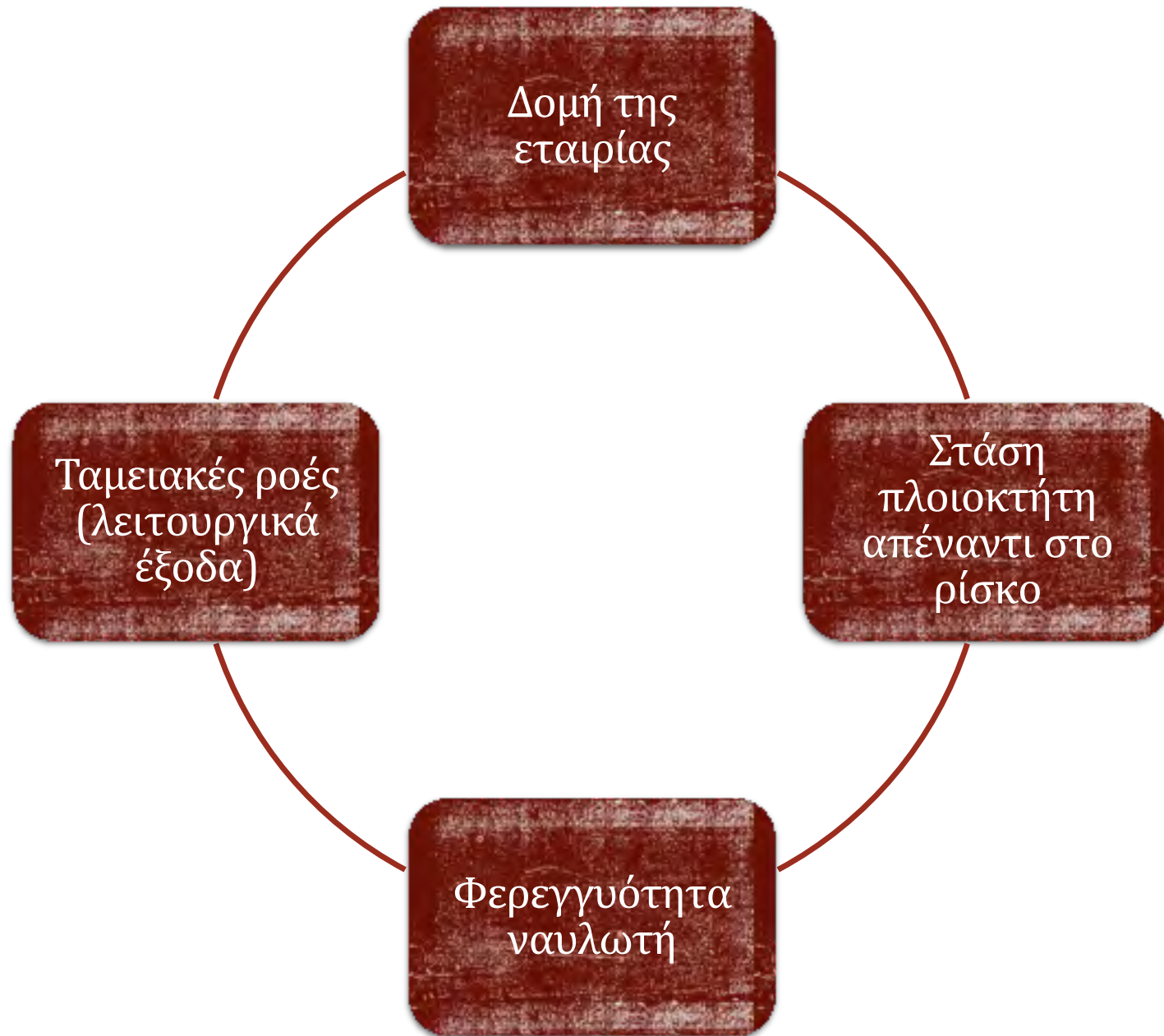


# 2012-2017

8







## ΠΩΣ ΑΠΟΦΑΣΙΖΟΥΜΕ

Μεγαλύτερο ρίσκο

Προσπάθεια μεγιστοποίησης κέρδους

Μεγαλύτερη έκθεση σε εξωτερικούς παράγοντες που επηρεάζουν την αγορά (πολιτικές καταστάσεις)

Ακραίες μεταβολές αγοράς

Αβέβαιη διάρκεια ταξιδιού

# SPOT MARKET



Μικρότερο ρίσκο

Σταθερό εισόδημα

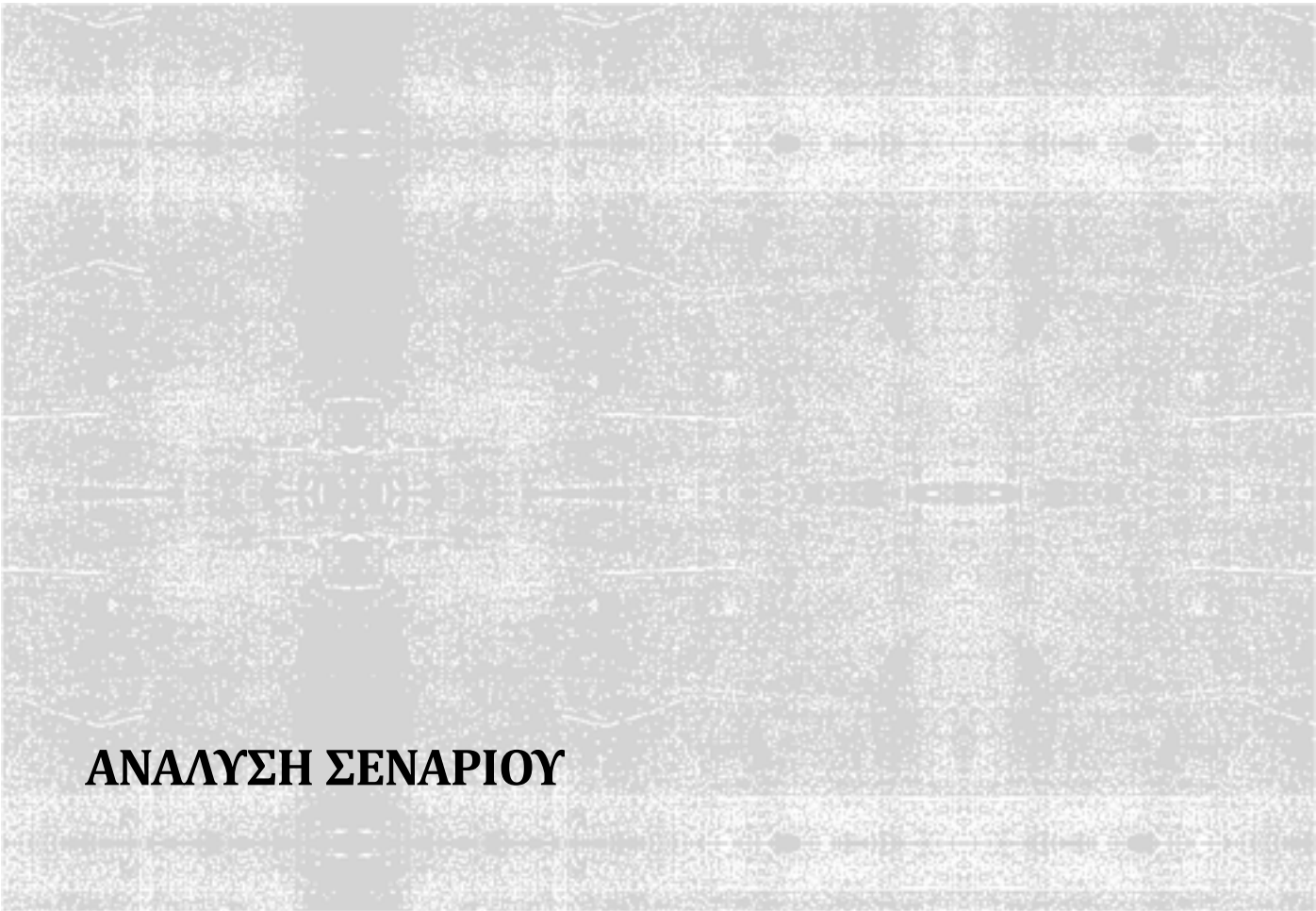
Έλεγχος εισροών / Ανάγκες  
ρευστότητας

Ευκολότερη ανάλυση στοιχείων

Αύξηση τιμή πετρέλαιου επιβαρύνει  
τον ναυλωτή

Ευκολότερη δανειακή επιχορήγηση

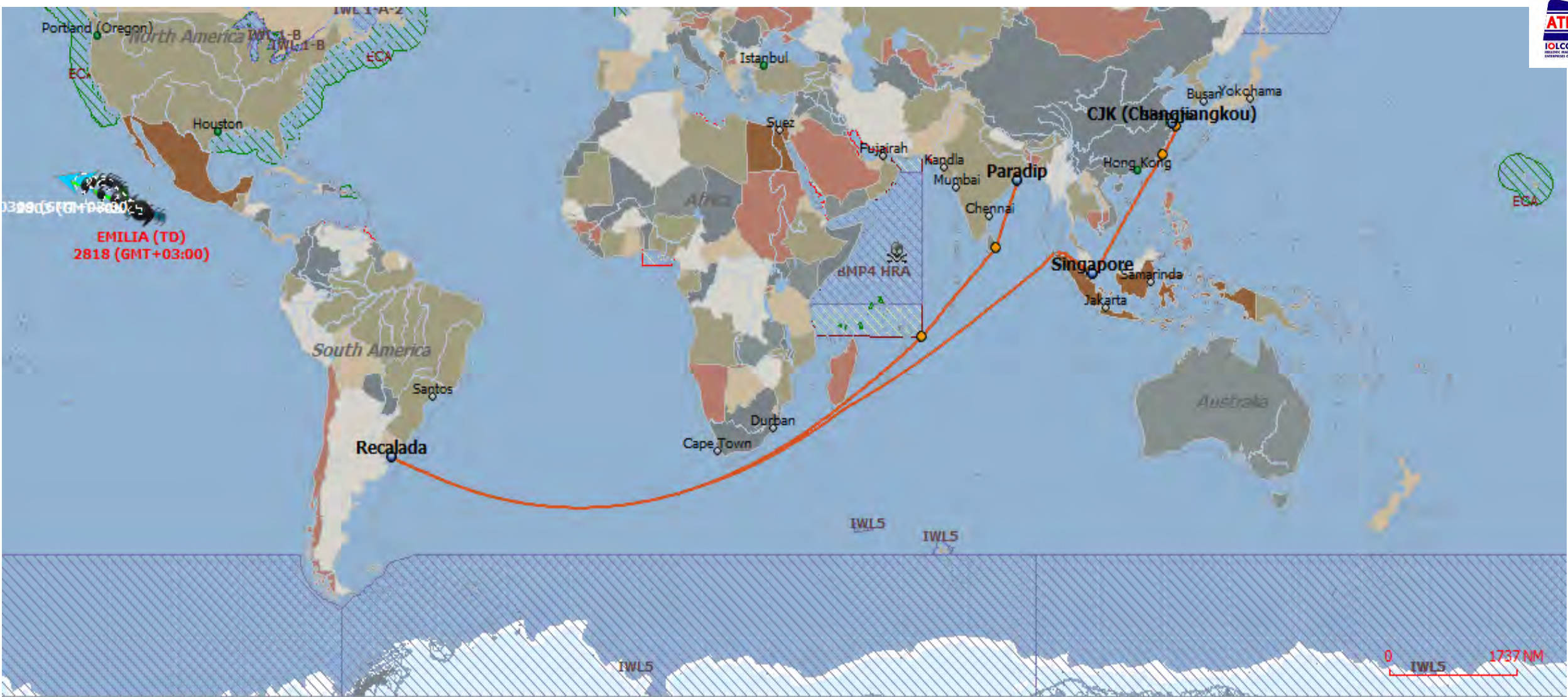
**PERIOD**



## ΑΝΑΛΥΣΗ ΣΕΝΑΡΙΟΥ







Create Voyage   
  SUEZ   
  PANAMA   
  KIEL   
 20,052 NM   
 69.62 days   
 Speed: 12.0 kt's   
 Simple Estimation

No	Port Name or Coordinates		Distance TTL	(S)ECA	Weather	Speed	Sea	Port	Port Charge	Arrival	Departure
1	Paradiip (IN) [+05:30]							0.00	0.00		
2	Recalada (AR) [-03:00]		8,799	0	0 %	12.00	30.55	0.00	0.00		
3	Singapore (SG) [+08:00]		9,084	0	0 %	12.00	31.54	0.00	0.00		
4	CJK (Changjiangkou) (CN) [+08:00]		2,168	0	0 %	12.00	7.53	0.00	0.00		

CHARTRS		LOADING (INT)	ESCA
INDICATION BSS		DISCHARGE (INT)	S.E.ASIA
CARGO	GRAINS		
		ITINERARY	DATES
DAYS STEAMING BAL	0.00	LOAD PORT ETA	16/2/15
DAYS LOADING	15.0	LOAD PORT ETS	3/3/15
DAYS STEAMING LDN	40.00	DIS PORT ETA	12/4/15
DAYS DISCHARGING	10.0	DIS PORT ETR	22/4/15
TTL DURATION TC TRIP	65.00		
		TTL DAYS INCL B	95.55
INDICATION GROSS	15,500	COMMENTS	
DAYS BALST	30.5500		
AVG IFO CONS (MT)	25.00		
AVG MGO CONS (MT)	0.20		
IDLE STAY (DAYS)	0.00		
IFO PRICE	450		
MGO PRICE	0		
BUNKERS FOR BALLAST LEG \$	343,688		
BUNKERS FOR IDLE STAY \$	0		
EXINS / ADD COSTS			
TOTAL BALLAST COST	343,688		
BALLAST BONUS	550,000		
TCE GROSS	12,703	TTL VALUES	
ADDRS BRKG FEES %	5%	FROM TCE GROSS	FROM TCE NET
TCE NET	12,068	\$ 1,213,812.50	\$ 1,153,

TCT ECSA/ FEAST

## ΥΠΟΛΟΓΙΣΜΟΣ SINGLE TRIP





	DAYS	RATE	USD
01/07-04/10	95	\$12,700	\$1,206,500
04/10-29/10	25	\$10,500	\$262,500
29/10-01/02	95	\$14,000	\$1,330,000
01/02-26/02	25	\$11,500	\$287,500
<b>Total</b>	<b>240</b>		<b>\$3,086,500</b>
<b>TCE for 8 months</b>		<b>\$12,860.42</b>	

	DAYS	RATE	USD
01/07-04/10	95	\$12,700	\$1,206,500
04/10-29/10	25	\$10,250	\$256,250
29/10-01/02	95	\$12,000	\$1,140,000
01/02-26/02	25	\$9,500	\$237,500
<b>Total</b>	<b>240</b>		<b>\$2,840,250</b>
<b>TCE for 8 months</b>		<b>\$11,834.38</b>	

**PERIOD MIN 8 / ABT 12**

# SPOT MARKET OR PERIOD

*Η κατανόηση της σημασίας του χρόνου και η έγκαιρη εκτίμηση των σημείων καμπής της ναυλαγοράς είναι βασικοί παράμετροι επιτυχίας*