

### Weekly Market Insight

Friday, 12th October 2018

In a change of tone from April's "World Economic Outlook" (WEO), The International Monetary Fund cut its global economic growth forecasts for 2018 and 2019 on Tuesday, with risks being skewed to the downside in a context of elevated political uncertainty and escalating trade tension. In particular, global economic growth, which bottomed at 3.2 percent in 2016, is projected to rise to 3.7 percent in both 2018 and 2019, albeit 0.2percentage points lower for both years than forecast in April. Global financial conditions are expected to tighten as monetary policy normalizes and the trade measures implemented since April are projected to weigh on activity in 2019 and beyond. As for specific country groups, growth in advanced economies will remain - well above trend - at 2.4 percent in 2018, before softening to 2.1 percent in the next year. The forecast for both years is 0.1 per cent weaker than previously estimated. In 2019, increased trade tension is expected to have a negative bearing on economic activity in the US, WHERE their growth forecast was downgraded by 0.2 to 2.1 per cent. The eurozone' s 2018 growth forecast was cut by 0.2 from April's WEO to 2.0 percent, with Germany particularly hard hit by a drop in manufacturing orders and trade volumes. In sync, growth in Emerging Market and Developing Economies has been revised downwards to 4.7% for the current and the next year, with emerging Asia bucking the trend to hold its pace. The main sources of the downward adjustment are the negative impact of the trade measures on activity in China, much weaker activity in Iran following reimposition of US sanctions and a subdued outlook for large economies in Latin America.



In spite of the cautious tone of the Fund, sentiment has generally remained strong. However, surveys of purchasing managers in China, the euro area, Japan, and the United States point to softer growth in export orders. Predominantly, setting aside the seasonal weaker February, China September manufacturing growth slows to a 24-month low. In this context, the People's Bank of China has announced, from 15 October, the Reserve Ratio Requirement (RRR) for the country's banks will be cut for the fourth time this year, generating a stimulus of around \$109 billion for the banking sector.

# China Manufacturing PMI\* Increasing Rate Of Growth China Manufacturing PMI Increasing Rate Of Growth Jun-09 Dec-09 Jun-10 Dec-10 Jun-11 Dec-11 Jun-12 Dec-12 Jun-13 Dec-13 Jun-14 Dec-14 Jun-15 Dec-15 Jun-16 Dec-16 Jun-17 Dec-17 Jun-18 —China Manufacturing PMI Increasing Rate Of Contraction

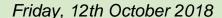
The cyclical upsurge in global growth that began in mid-2016 has helped the global economy to overcome powerful structural headwinds, generating analogous demand for shipping services. After this cyclical boost in demand and under the assumption of a China relaxing its pace in line with its stated rebalancing policy, some analysts posit that global growth and dry bulk sector may find themselves less supported from the demand side of the market. It remains to be seen if some tailwinds may not come to the rescue and level things out!

Freight market 120yrs ago (page 12): "A large amount of chartering has been effected since the last report..."

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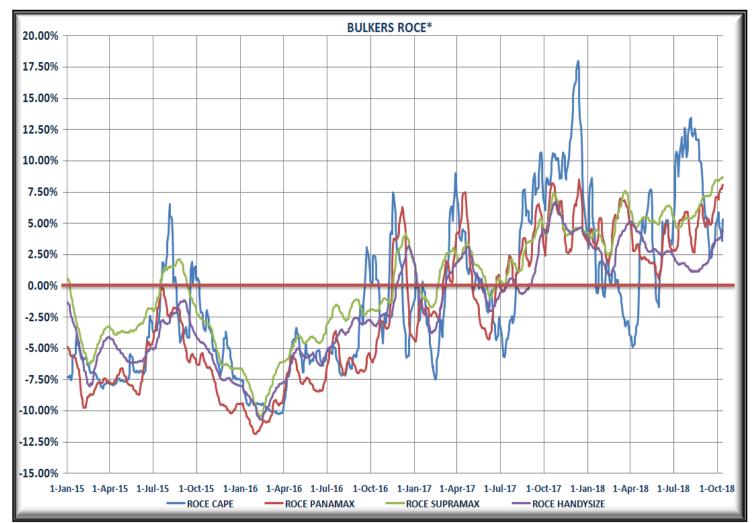




#### **Dry Cargo Spot Market**

Setting aside a rather anemic Capesize segment, with the Friday exception, freight market reached new heights this week. The general Baltic Dry Index trended upwards to 1579 points, with three out of four sub-indices scored new year highs. Not being invited to the party, Baltic Capesize Index remained almost stable throughout the week, but on Friday it made an impassive entrance, pushing its levels higher to 2169 points. Having reported a 17% increase during the last four weeks, BPI extended its rally, finishing at this week's closing at 1775 points. Breaking into the 1200 points, Baltic Supramax Index moved higher, balancing at 1204 points. On the same wavelength, BHSI added another twenty points, surpassing its 2018 highs at 657 points.

At the box office, returns on capital employed of all segments exceeded those of the previous week. Particularly, Capesize ROCE balanced at 5.34% and Panamax ROCE at 8.11%, or up 63 and up 59 basis points on a weekly basis respectively. Supramax ROCE rose to 8.63% in tandem with Handy ROCE. The latter lay at 4.39 cents in every dollar invested, last seen in mid April.



		Baltic Freigh	t Indices		
Date	BDI	BCI 5TC	BPI - TCA	BSI - TCA	BHSI - TCA
8-Oct-18	1530	\$17,692	\$14,029	\$13,367	\$9,296
9-Oct-18	1503	\$17,012	\$14,012	\$13,397	\$9,336
10-Oct-18	1493	\$16,744	\$14,030	\$13,410	\$9,396
11-Oct-18	1515	\$17,205	\$14,133	\$13,431	\$9,473
12-Oct-18	1579	\$18,746	\$14,227	\$13,395	\$9,536
12-month High	1774	\$30,475	\$14,227	\$13,431	\$10,104
12-month Low	948	\$7,051	\$9,262	\$9,350	\$7,530
12-month Avg	1391	\$18,125	\$11,626	\$11,233	\$8,731
Avg. Cal 2017	1145	\$15,129	\$9,766	\$9,168	\$7,636
Avg. Cal 2016	669	\$7,388	\$5,562	\$6,236	\$5,214

<sup>\*</sup>Return on Capital Employed (ROCE) is the ratio of net operating profit of an investment to its capital employed. It measures the profitability of an investment by expressing its operating profit as a percentage of its capital employed. In other words, ROCE assesses how much profit an investment earns on every dollar employed.

# SHIPBROKERS S.A.

#### **WEEKLY MARKET INSIGHT**

Friday, 12th October 2018

Chinese iron ore futures moved higher this week to their highest since mid-September, supported by market expectation of higher replenish demand at steel mills. As the week progressed, **Capesize** spot market shared the same enthusiasm, concluding higher due to an impressive Friday performance at BCI 5TC levels of \$18,746 daily.

Iron ore shipments to China from Australia's Port Hedland terminal rose to 37.4 million tonnes in September, up from August's 35.5 million tonnes, according to the Pilbara Ports Authority. Total September iron ore shipments from the port totaled 43.5 million tonnes, higher than the 42.4 million tonnes of August exports. In the spot arena, the C5 Baltic index went up, reporting a 4.1% increase on a weekly basis at \$9.145 pmt. Rio Tinto reportedly took three ships in late trade booking the 'Afales' (177,35 dwt, 2012) and the 'Excel' (176,419 2012) both at \$8.95 and the Panocean 'Pan Margaret' (180,705 dwt, 2013) at \$8.90 pmt. The 'Brave Sailor' (176,283 dwt, 2011) was reported fixed with prompt delivery Zhoushan for a trip via EC Australia to CJK at \$17,000 daily, with the option of a northern redelivery port to be valued \$1,000 more. Later on the week, 'Star Pauline' (180,274 dwt, 2008) concluded at \$20,750 for a West Aussie round, basis delivery Rizhao and redelivery Singapore-Japan. The Baltic transpacific index (C10\_14) moved higher to \$19,967 daily, or +6.2% W-o-W.

In the Atlantic basin, Brazil saw its iron ore export volumes drop by 9.62% year-on-year in September. Shipments totalled 31.93 million tonnes, compared with 35.33 million tonnes a year earlier, according to figures released by the country's foreign trade ministry. As far as the spot market goes, the gauge of this basin, the Baltic C3 index reported gains, concluding at 21.055 pmt. Pacific Bulk booked the 'Ocean Confidence' (174,332 dwt, 2005) eta 13 November Tubarao for the run to Qingdao at \$21.60. On late Wednesday, Trafigura allegedly took a vintage vessel for a 24-31 October cargo from Sudeste to Qingdao at \$20.75. The front haul index (C9\_14) ending at \$34,909 daily whereas the transatlantic index (C8\_14) at \$18,700 daily, or lower by 3.6% and higher by 10.4% W-o-W respectively. For a T/A, the 'Anangel Mariner' (179,700 dwt, 2011) open Gibraltar 13 fixed with Cargill, basis delivery and redelivery Skaw-Gibraltar at \$18,000 daily or Cape Passero redelivery at \$20,000 daily.

On the period front, Jiangsu Steamship took the 'Rosco Maple' (181,453 dwt, 2010) for 2 laden legs at \$17,900 daily, basis 17/18 Oct delivery Qingdao and redelivery Singapore-Japan.

	Representative Capesize Fixtures								
Vessel	DWT	Built	Delivery	Date	Re-del	Rate	Charterers	Comment	
Brave Sailor	176,283	2011	Zhoushan	prompt	CJK/ North of CJK	\$17,000/\$18,000	Jiangsu Steamship	via EC Australia	
Anangel Mariner	179,700	2011	Gibraltar	prompt	Skaw-Gibraltar/Cape Passero	\$18,000/\$20,000	Cargill		
Rosco Maple	181,453	2010	Qingdao	17/18 Oct	Singapore-Japan	\$17,900	Jiangsu Steamship	2 laden legs	
Star Pauline	180274	2008	Rizhao	prompt	Singapore-Japan	\$20,750	K-Line	via West Australia	
Duhallow	179,481	2016	Gibraltar	prompt	Skaw-Gibraltar	\$23,750	JERA	via Bolivar &Rotterdam	

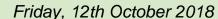
Following the trend of last week, the **Panamax** sector kept on a positive tone all the way, with the BPI TC Average reaching \$14,227 daily, a 2.7% increase w-o-w.

In the Pacific, the heavy mineral demand noted early in the week slowed down, revealing a surplus of tonnage which did not manage to instigate a drop in freight rates, reaffirming the strong resistance of the market. 'Semiramis' (82,620 dwt, 2013) was fixed for a trip via E.Australia at \$16,000 with redelivery India, basis delivery CJK 10-11 October. 'Phoenix Ocean' (76,067 dwt, 2014) achieved \$19,000 basis delivery Cigading 19-23 October for a trip via Geraldton to China. In the north, with NoPac trading rather weak, prompt-spot ships had to agree to lower rates in order to fix prior the upcoming weekend whereas in the South owners held strong to their position. 'Prabhu Das' (76,015 dwt, 2005) agreed \$14,000 with delivery Kinuura on 10 October for trip via Nopac to South China – Taiwan range and 'Falkonera' (81,800 dwt, 2012) basis dely CJK 08 Oct was reported at \$15,000 for trip via NoPac to India.

Activity in the Atlantic was strong throughout the week. With October slots almost covered, all players have set their eyes onto first half November. A spike in both front-haul and Trans-Atlantic indices has resulted to an overall positive sentiment despite the Baltic-Black sea moderate demand. 'Zheng Zhi'(81,804 dwt, 2013) with retro delivery Dahej 03 Oct was reported fixed for a trip via ECSA to Singapore-Japan at \$16,900. Tight tonnage list in North Atlantic also helped owners to secure healthy levels for longer duration. 'Lowlands Comfort' (81,577 dwt, 2016) with delivery Wilhelmshaven 20 October was covered for 2 laden legs at \$18,000, with redelivery Atlantic. On week's closing 'Corviglia' (73,035 dwt, 1999) achieved \$22,000 basis delivery Gibraltar 17 October for a trip via Itaqui to Malaysia.

On the period front, 'Graecia Nautica' (81,001 dwt, 2014) was reported fixed for 5/8 months with worldwide redelivery at \$15,500 basis prompt delivery Kunsan.

Representative Panamax Fixtures								
Vessel	DWT	Built	Delivery	Date	Re-del	Rate	Charterers	Comment
Semiramis	82,620	2013	CJK	10/110ct	India	\$16,000	Norvic	via Aussie
Phoenix Ocean	76,067	2014	Cigading	19/23 Oct	China	\$19,000	cnr	via Geraldton
Prabhu Das	76,015	2005	Kinuura	10-Oct	S.China - Taiwan	\$14,000	Cofco	via Nopac
Falkonera	81,800	2012	CJK	08-Oct	India	\$15,000	cnr	via Nopac
Zheng Zhi	81,804	2013	Dahej	03-Oct	Spore-Jpn	\$16,900	Sinotrans	via ecsa
Lowlands Comfort	81,577	2016	Wilhelmshaven	20-Oct	Skaw-Gibraltar	\$18,000	KSC	Baltic-usg Pig Iron
Corviglia	73,035	1999	Gibraltar	17-Oct	Malayasia	\$22,000	ECTP	via Itaqui
Graecia Nautica	81,000	2014	Kunsan	14/20 Oct	Worldwide	\$15,500	Ausca	5-8 mos





The Baltic Supramax TC index concluded at \$13,395, scoring afresh new year highs.

In terms of volume and fixtures, it was a fully active week in the Pacific. The Indonesian coal front was quite volatile and it seems it was all about timing since we have witnessed a wide range of levels achieved. For instance, the "Santa Helena" (58,215 dwt, 2012) reported fixed at \$13,750 delivery Singapore for China, whereas "Sam Jaguar" (57,453 dwt, 2013) did a much healthier \$14,500 for an even better west coast India - Pakistan direction. In the north, despite of the positive indices, actual rates concluded appeared rather steady. The "Pan Rarido" (56,915dwt, 2011) took a repositioning steel business to Indonesia with delivery Jintang at \$7,000. The Persian Gulf beat the expectations with "Soldoy" (56,830dwt, 2011) securing \$16,000 dop Mumbai via Pg to Ec India with petcoke. Last but not least, the South African region has been definitely "hot". The "Athos" (57,269dwt, 2016) scored \$13,500 followed by a surprising \$425,000 ballast bonus, delivery Durban to Singapore-Japan range.

In the Atlantic, only subtle changes were noticed in market conditions. In most areas, rates remained close to 'last done' levels. The USG was no exception, even though it was leaning towards a minor correction. It was reported today that the 'Seaboni' (62,657 dwt, 2015) was fixed for a grain cargo from USG to the Continent at approximately \$22,000 daily. Little information emerged on fixtures from ECSA this week. Local market remained quite healthy nonetheless, with hire rates being discussed on Ultramax units still hovering over \$16k daily plus \$600k ballast bonus for fronthaul employment. NCSA was equally strong. The 'Chang Shan Hai' (56,838 dwt, 2010) was fixed at \$21,000 daily basis delivery West Med for a trip via NCSA to China. Moving on to the Continent, it was heard that the 'Feng Shou Hai' (63,365 dwt, 2017) fetched a rate between \$13-14,000 daily basis delivery Amsterdam for a trip to Turkey. The Black Sea gained some extra momentum. This was reflected on the S1B\_58 (Canakkale via Med/Bsea Feast) route which gained \$431 w-o-w. The 'Atlantic Maya' (56,052 dwt, 2005) secured \$22,500 daily basis delivery Canakkale, for a trip via Black Sea to China with Grains.

On the period front, the 'Feng De Hai' (63,365 dwt, 2015) will enter a 5-7 months charter at \$16,850 daily, basis delivery New Orleans and redelivery within the Atlantic.

				Re	presentative Supramax Fixt	tures		
Vessel	DWT	Built	Delivery	Date	Re-del	Rate	Charterers	Comment
Athos	57,269	2009	Durban	prompt	Singapore-Japan range	\$13,500 + \$425K bb	cnr	
Pan Rapido	56,915	2011	Jintang	14-15 Oct	Indonesia	\$7,000	Chun An	
Soldoy	56,830	2011	Mumbai	10-15 Oct	EC India	\$16,000	cnr	petcoke via PG
Santa Helena	58,215	2012	Singapore	12 Nov	China	\$13,750	cnr	trip via Indonesia
Sam Jaguar	57,453	2013	Singapore	14 Oct	WC India-Pakistan range	\$14,500	cnr	trip via Indonesia
Seaboni	62,657	2015	USG	prompt	Continent	\$22,000	XO Shipping	grain cargo
Chang Shan Hai	56,838	2010	Huelva	15-16 Oct	China	\$21,000	cnr	trip via NCSA
Feng Shou Hai	63,365	2017	Amsterdam	prompt	Turkey	\$13-14,000	cnr	scrap cargo
Atlantic Maya	56,052	2005	Canakkale	prompt	China	\$22,500	Meadway	grains via Black Sea
Feng De Hai	63,365	2015	New Orleans	prompt	Atlantic	\$16850	cnr	5-7 months period

Positive market signs in the Far East - 'Full Sails Ahead' in the Atlantic for the Handysize.

For the first time since the end of July, owners feel encouraged by the positive market signs in the East. Although the, almost complete, lack of handy cargoes from Australia persists since June, we noticed re-emerging activity from China, Japan, Indonesia and Thailand. It seems that, at least for now, the oversupply days are over. The increasing number of reported period fixtures proves that charterers have also come to the conclusion that improvement might be at the gates. On the fixtures front, 'Vigor Sw' (32,000 dwt, 2009) open at Fujian on the 10th of October fixed at \$9,500 dop for 11-13 months. Similarly for shorter duration, 'Cinch' (33,000 dwt, 2007) open at Yokohama fixed at \$9,250 dop for 2-3 laden legs. 'Glorious Fuji' (38,000 dwt, 2013) open at Kaohsiung on the 7th of October achieved \$11,000 dop for 2-3 laden legs. Progress was also noticed on backhauls. Indicatively 'Trammo Stanton' (38,000 dwt, 2015) open at Hakata on the 05th of October opted \$8,300 dop for 65 days and balance at \$12,000 for a trip with steels via Japan to Rotterdam.

In the Atlantic, the tailwinds of the market are pushing the rates and Owners are enjoying the sailing. In ECSA, we saw another strong week, with the numbers still on the rise. We heard of a 36,000 dwt fixing from Brazil \$18,500 for a trip to Marmara Sea, while also rumors emerged of a 33,000 dwt fixing high 16's for a trip with sugar from S. Brazil to Morocco. Further north in the USG, it seemed that the hurricanes brought some pressure on prompt cargoes, and ships with clear dates, got some extra boost on the rates. We heard of a 38,000 dwt fixing a woodpellets cargo to the Continent at \$19,500 dop EC Mexico, while earlier in the week another 37,500 dwt opted for a trip to WCCA at \$22,000 aps. For yet another week the Continent has proved to be almost below standard. It seems like there is not enough cargo to go around at the moment. A nice 39,000 dwt booked a grain cargo from the Baltic to EC Mexico at \$10,000 from Ghent, while another 37,500 dwt fixed a local fertilizer cargo at \$11,000. The Bl. Sea on the other hand, proved to be heaven on earth for Owners, even with ships opening as west as Gibraltar. Like a 28,500 dwt which got \$10,000 from Algiers via Bl. Sea to Morocco, or a 31,657 dwt which got \$14,500 from Brindisi for a trip to Continent.

On the period desk, 'An Ding Hai' (38,800 dwt, 2017) fixed 5-7 months from Abidjan at around \$12,000 with ww redelivery. 'Maple Pioneer' (32,500 dwt, 2008) fixed 3-5 months within Atlantic at \$11,000 from Norway.

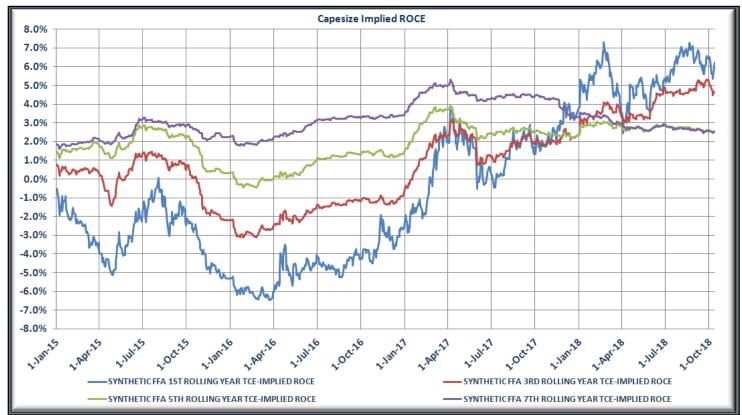
				Rep	resentative Handysize Fix	ctures		
Vessel	DWT	Built	Delivery	Date	Re-del	Rate	Charterers	Comment
Vigor SW	32,000	2009	Fujian	Prompt	ww	\$9,500	cnr	11-13 mos
Cinch	33,000	2007	Yokohama	Prompt	ww	\$9,250	cnr	2-3 IIs
Glorious Fuji	38,000	2013	Kaohsiung	Prompt	ww	\$11,000	cnr	2-3 IIs
Trammo Stanton	38,000	2015	Hakata	Prompt	Rotterdam	\$8,300 1st 65d/\$12,000 balance	cnr	steels
Abyssinian	36,062	2013	Rio DJ	Prompt	Istanbul	\$18,500	Weco	
La Fresnais	39,875	2017	Ghent	Prompt	EC Mexico	\$10,000	Suisse Atl.	grains fm Baltic
Koszalin	38,056	2012	Tampico	Prompt	Continent	\$19,500	Norden	woodchips
Ocean Diamon	28,527	1998	Algiers	Prompt	Morocco	\$10,000	cnr	grains fm Bl. Sea
Spinnaker SW	31,657	2012	Brindisi	10-14 Oct	Continent	\$14,500	cnr	grains fm Bl. Sea
Puma	34,979	2017	Canakkale	Prompt	Ireland	\$16,850	EFE	

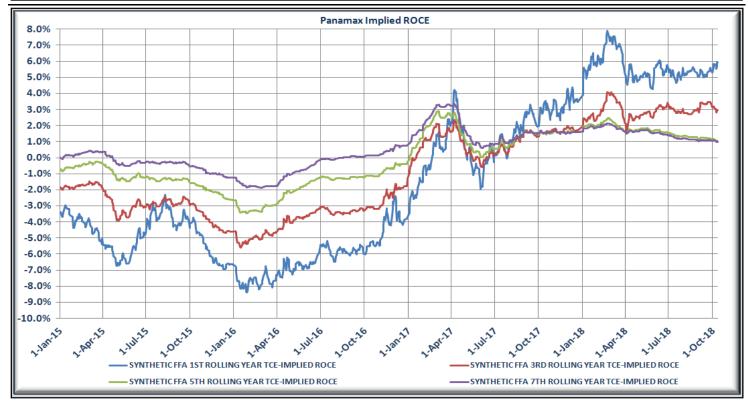


#### **FFA Market**

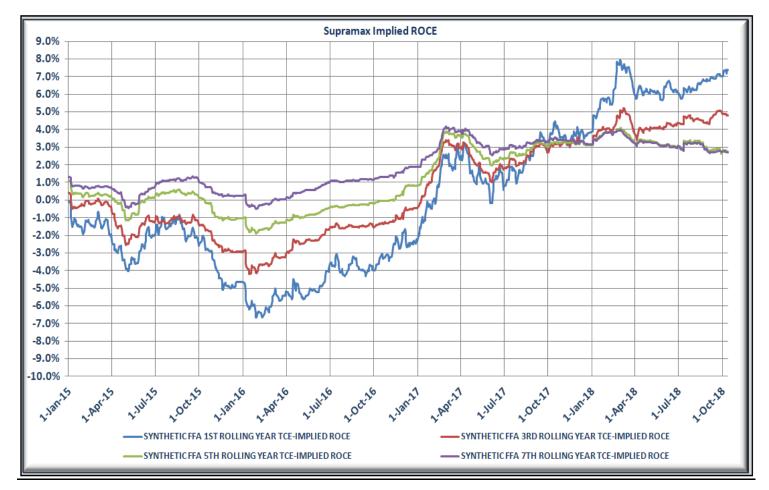
A story of two sub-markets in the forward market this week, with gearless segments moving higher and geared remaining stable. In a positive week, the prompt months of the Capesize forward curve stood higher, with October contracts balancing at \$20,283 and November at \$24,250. In accord, the Panamax curve went up to \$14,083 and \$13,583 for October and November respectively. Without any material change, Supramax forward market trended sideways, with October hovering at \$13,471 and November at \$13,496. In monotonous week, prompt Handy contracts remained at previous Friday's levels, with November at \$9,538.

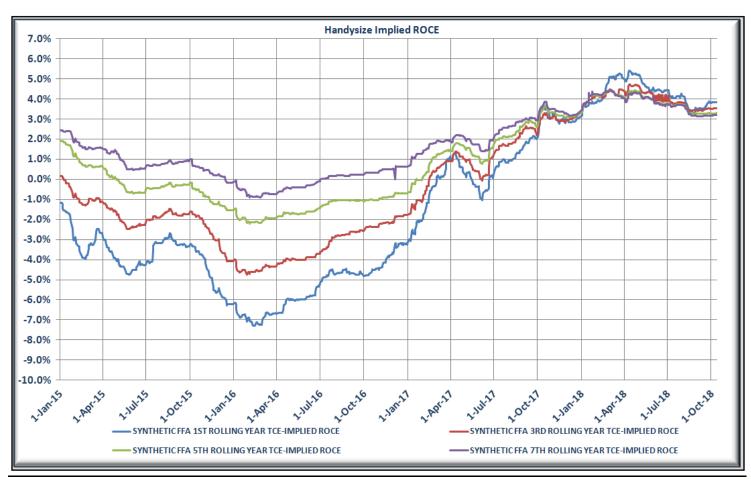
Capesize first rolling year implied ROCE gained 0.6% this week at 6.2% at the same time as that of Panamax was balancing at 6%. Geared segments implied ROCEs maintained their previously reported levels, with Supramax at 7.4% and Handy at 3.9%.













Friday, 12th October 2018

BFA Cape 5TC									
Date	Oct (18)	Nov (18)	Dec (18)	Q4 (18)	Q1 (19)	Q2 (19)	Cal 19	Cal 24	Cal 25
8-Oct-18	\$18,767	\$21,813	\$22,438	\$21,006	\$15,017	\$15,858	\$19,903	\$15,525	\$15,525
9-Oct-18	\$18,375	\$21,529	\$22,354	\$20,753	\$14,742	\$15,721	\$19,677	\$15,483	\$15,492
10-Oct-18	\$18,817	\$22,271	\$23,146	\$21,411	\$15,067	\$16,033	\$19,981	\$15,517	\$15,525
11-Oct-18	\$19,571	\$23,233	\$23,875	\$22,226	\$15,367	\$16,308	\$20,210	\$15,529	\$15,538
12-Oct-18	\$20,283	\$24,250	\$24,583	\$23,039	\$15,542	\$16,500	\$20,356	\$15,533	\$15,533
Week High	\$20,283	\$24,250	\$24,583	\$23,039	\$15,542	\$16,500	\$20,356	\$15,533	\$15,538
Week Low	\$18,375	\$21,529	\$22,354	\$20,753	\$14,742	\$15,721	\$19,677	\$15,483	\$15,492
Week Avg	\$19,163	\$22,619	\$23,279	\$21,687	\$15,147	\$16,084	\$20,025	\$15,517	\$15,523

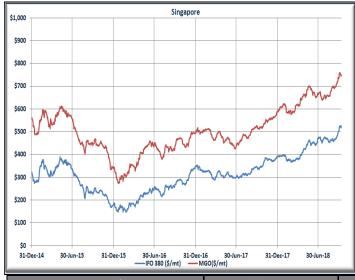
BFA Panamax 4TC									
Date	Oct (18)	Nov (18)	Dec (18)	Q4 (18)	Q1 (19)	Q2 (19)	Cal 19	Cal 24	Cal 25
8-Oct-18	\$13,558	\$13,071	\$12,700	\$13,110	\$12,204	\$13,125	\$12,834	\$9,717	\$9,708
9-Oct-18	\$13,400	\$12,850	\$12,508	\$12,920	\$11,900	\$12,954	\$12,684	\$9,679	\$9,667
10-Oct-18	\$13,679	\$13,158	\$12,679	\$13,172	\$12,071	\$13,050	\$12,783	\$9,688	\$9,683
11-Oct-18	\$14,079	\$13,504	\$12,942	\$13,508	\$12,250	\$13,158	\$12,893	\$9,671	\$9,679
12-Oct-18	\$14,083	\$13,583	\$12,925	\$13,531	\$12,279	\$13,125	\$12,888	\$9,671	\$9,671
Week High	\$14,083	\$13,583	\$12,942	\$13,531	\$12,279	\$13,158	\$12,893	\$9,717	\$9,708
Week Low	\$13,400	\$12,850	\$12,508	\$12,920	\$11,900	\$12,954	\$12,684	\$9,671	\$9,667
Week Avg	\$13,760	\$13,233	\$12,751	\$13,248	\$12,141	\$13,082	\$12,816	\$9,685	\$9,682

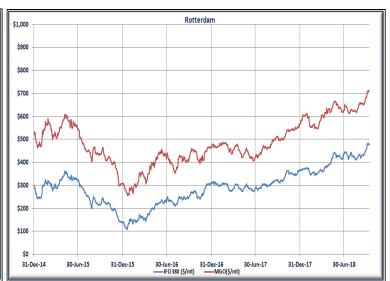
BFA Supra 10TC									
Date	Oct (18)	Nov (18)	Dec (18)	Q4 (18)	Q1 (19)	Q2 (19)	Cal 19	Cal 24	Cal 25
8-Oct-18	\$13,479	\$13,417	\$13,008	\$13,301	\$11,879	\$12,892	\$12,631	\$9,860	\$9,846
9-Oct-18	\$13,354	\$13,283	\$12,867	\$13,168	\$11,754	\$12,813	\$12,539	\$9,817	\$9,813
10-Oct-18	\$13,350	\$13,371	\$12,900	\$13,207	\$11,733	\$12,829	\$12,543	\$9,808	\$9,808
11-Oct-18	\$13,496	\$13,542	\$13,096	\$13,378	\$11,858	\$12,888	\$12,611	\$9,825	\$9,825
12-Oct-18	\$13,471	\$13,496	\$13,079	\$13,349	\$11,871	\$12,867	\$12,617	\$9,821	\$9,821
Week High	\$13,496	\$13,542	\$13,096	\$13,378	\$11,879	\$12,892	\$12,631	\$9,860	\$9,846
Week Low	\$13,350	\$13,283	\$12,867	\$13,168	\$11,733	\$12,813	\$12,539	\$9,808	\$9,808
Week Avg	\$13,430	\$13,422	\$12,990	\$13,281	\$11,819	\$12,858	\$12,588	\$9,826	\$9,823

BFA Handysize TC									
Date	Oct (18)	Nov (18)	Dec (18)	Q4 (18)	Q1 (19)	Q2 (19)	Cal 19	Cal 24	Cal 25
8-Oct-18	\$9,350	\$9,563	\$9,250	\$9,387	\$8,838	\$9,413	\$9,225	\$8,963	\$8,931
9-Oct-18	\$9,344	\$9,538	\$9,238	\$9,373	\$8,825	\$9,400	\$9,225	\$8,963	\$8,931
10-Oct-18	\$9,344	\$9,538	\$9,238	\$9,373	\$8,813	\$9,413	\$9,225	\$8,963	\$8,931
11-Oct-18	\$9,344	\$9,538	\$9,244	\$9,375	\$8,825	\$9,425	\$9,231	\$8,963	\$8,931
12-Oct-18	\$9,344	\$9,538	\$9,244	\$9,375	\$8,825	\$9,425	\$9,231	\$8,963	\$8,931
Week High	\$9,350	\$9,563	\$9,250	\$9,387	\$8,838	\$9,425	\$9,231	\$8,963	\$8,931
Week Low	\$9,344	\$9,538	\$9,238	\$9,373	\$8,813	\$9,400	\$9,225	\$8,963	\$8,931
Week Avg	\$9,345	\$9,543	\$9,243	\$9,377	\$8,825	\$9,415	\$9,227	\$8,963	\$8,931

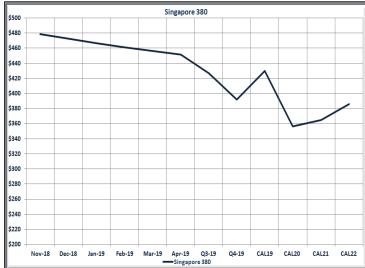


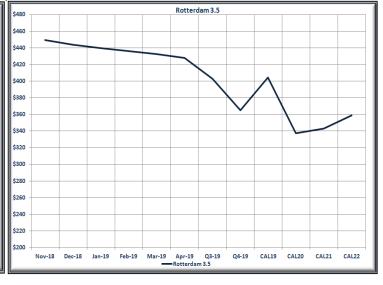
#### **Bunker Market**



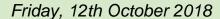


	Rotterdam		Singapore		Fujairah		Gibraltar		Houston	
Date (\$/mt)	IFO 380	MGO	IFO 380	MGO	IFO 380	MGO	IFO 380	MGO	IFO 380	MGO
8-Oct-18	\$477	\$712	\$522	\$751	\$520	\$788	\$496	\$759	\$472	\$761
9-Oct-18	\$482	\$706	\$525	\$754	\$527	\$798	\$500	\$760	\$478	\$763
10-Oct-18	\$483	\$711	\$526	\$752	\$528	\$798	\$501	\$764	\$477	\$766
11-Oct-18	\$475	\$711	\$518	\$745	\$517	\$793	\$496	\$752	\$465	\$760
12-Oct-18	\$476	\$712	\$519	\$746	\$518	\$794	\$497	\$753	\$466	\$761
12-month High	\$483	\$712	\$526	\$759	\$529	\$798	\$501	\$768	\$480	\$767
12-month Low	\$317	\$498	\$342	\$517	\$337	\$581	\$338	\$544	\$310	\$532
12-month Avg	\$391	\$601	\$419	\$628	\$417	\$683	\$414	\$653	\$393	\$638





Singapore	12-Oct-18	Week max	Week low	Week Avg	RTDM 3.5	12-Oct-18	Week max	Week low	Week Avg
Nov-18	\$478.6	\$478.6	\$478.6	\$478.6	Nov-18	\$449.6	\$449.6	\$449.6	\$449.6
Dec-18	\$472.6	\$472.6	\$472.6	\$472.6	Dec-18	\$443.8	\$443.8	\$443.8	\$443.8
Jan-19	\$466.8	\$466.8	\$466.8	\$466.8	Jan-19	\$439.8	\$439.8	\$439.8	\$439.8
Feb-19	\$461.1	\$461.1	\$461.1	\$461.1	Feb-19	\$436.1	\$436.1	\$436.1	\$436.1
Mar-19	\$456.1	\$456.1	\$456.1	\$456.1	Mar-19	\$432.3	\$432.3	\$432.3	\$432.3
Apr-19	\$451.3	\$451.3	\$451.3	\$451.3	Apr-19	\$427.8	\$427.8	\$427.8	\$427.8
Q1-19	\$461.3	\$461.3	\$461.3	\$461.3	Q1-19	\$436.1	\$436.1	\$436.1	\$436.1
Q2-19	\$446.2	\$446.2	\$446.2	\$446.2	Q2-19	\$424.3	\$424.3	\$424.3	\$424.3
Q3-19	\$426.7	\$426.7	\$426.7	\$426.7	Q3-19	\$402.8	\$402.8	\$402.8	\$402.8
Q4-19	\$391.7	\$391.7	\$391.7	\$391.7	Q4-19	\$364.8	\$364.8	\$364.8	\$364.8
CAL19	\$429.6	\$429.6	\$429.6	\$429.6	CAL19	\$404.6	\$404.6	\$404.6	\$404.6
CAL20	\$356.4	\$356.4	\$356.4	\$356.4	CAL20	\$337.4	\$337.4	\$337.4	\$337.4
CAL21	\$364.6	\$364.6	\$364.6	\$364.6	CAL21	\$342.9	\$342.9	\$342.9	\$342.9
CAL22	\$385.6	\$385.6	\$385.6	\$385.6	CAL22	\$358.9	\$358.9	\$358.9	\$358.9





#### **Dry Bulk S&P Market**

In a quite stable period for the S&P market, the only change worth noting was the one of the newbuilding Capesizes that added another half a million dollars to their price tags. Just a quarter of million less than fifty millions, Capesize newbulding indicative prices reverted to mid-June 2015 levels. Other than that, the secondhand tonnage changed hands at levels very close to the "last dones", indicating the flattish tone of this market.

With both newbuilding and secondhand prices remaining unchanged, Tobin's Q graphs kept lingering to the same longitudes. In our secondhand to age-adjusted newbuilding comparison, the market for five-year-old Capesizes and same-aged Panamaxes lay at just 11% and 15% off their adjusted newbuilding prices respectively. Five-year-old Supramaxes are on the market at a 14% discount to their newbulding price whereas same-aged Handies at a 17%, if we compare them on the same age basis.

Indicative Ten-Year-Old Prices										
Date / \$ Mil.	Capesize 180K DWT	Panamax 75K DWT	Supramax 56k DWT	Handysize 32K DWT						
12-Oct-2018	25.00	15.50	14.00	11.50						
12-Oct-2017	21.50	14.00	13.00	9.50						
12-Oct-2016	14.00	8.00	9.00	6.75						
Δ% Y-o-Y	16.3%	10.7%	7.7%	21.1%						
Δ% 2018-2016	78.6%	93.8%	55.6%	70.4%						

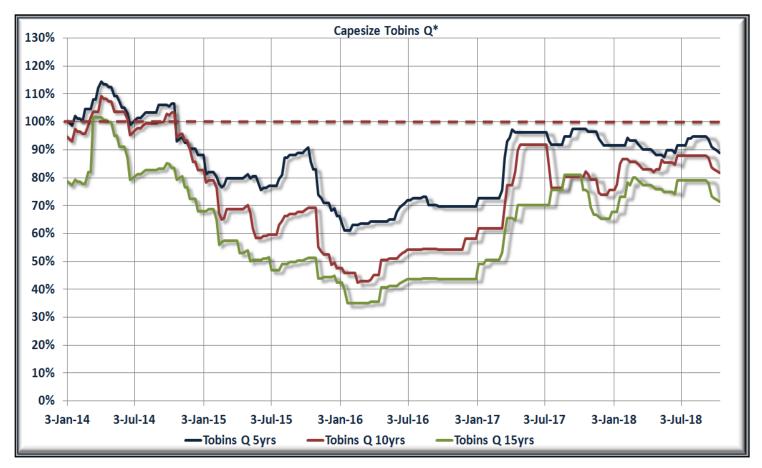
	Reported Recent S&P Activity							
Vessel Name DWT		Built Yard/Country		Price \$Mil.		Buyer	Comments	
Bulk Asia	181,380	2014	Imabari/Japan		40.4	Undisclosed		
Tenshu Maru	180,630	2010	Tsuneishi Cebu/Philippines	Rgn	30	Undisclosed	есо	
New Dalian	180,371	2010	Dalian/China		27	Greek buyers		
Cape Dover	185,805	2006	Kawasaki/Japan		22	Greek buyers		
Mineral Antwerpen	172,424	2003	Daewoo /S.Korea		14.5	Greek buyers		
Talia	92,000	2011	Taizhou Catic/China		17	Greek buyers		
Ikan Kedewas	88,279	2006	Imabari/Japan		12.5	Greek buyers		
Daebo Newcastle	81,398	2011	Hyundai/S. Korea		19	Undisclosed		
Sky Jade	81,487	2010	Universal/Japan		18.75	Undisclosed	Long TC attached	
Eisho	74,930	2012	Sasebo/Japan		18.5	Undisclosed		
Aom Milena	76,606	2009	Shin Kasado/Japan		16	Undisclosed		
Double Prosperity	76,633	2005	Imabari/Japan		10.6	Undisclosed	distorted price	
Yongji	77,700	2000	Mitsui/Japan		8	Undisclosed		
New Herald	72,875	1997	Daedong/S.Korea		5	Chinese buyers		
Serena R	63,997	2016	Yangfan/China		29	Greek buyers	C 4x30 BBHP	
Sage Baylorcom	63,500	2015	Yangzhou Dayang/China		22.95	Greek buyers	C 4x35	
Aquapride	61,465	2012	Iwagi/Japan		20	Undisclosed	C 4x30,7	
Nord Crest	61,654	2011	Oshima/Japan		19.5	Greek buyers	C 4x30	
Majulah Singapura	57,982	2014	Tsuneishi/Japan		19	Undisclosed	C 4x30	
Em Crystal	57,353	2011	STX/China		12	Chinese buyers	C 4x30	
Sagar Jyoti	58,110	2011	Tsuneishi Zhoushan/China		16.5	HK buyers	C 4x30	
Medi Firenze	58,722	2008	Tsuneishi Cebu/Philippines	low/mid	13	Greek buyers	C 4x30	
Ivy Unicorn	55,874	2011	IHI/Japan		16.5	Greek buyers	C 4x35	
Persus Ocean	53,549	2007	lwagi/Japan		11	Indonesian Buyers	C 4x30.5	
Eigen	50,249	1999	Mitsui/Japan		7.2	Indonesian Buyers	C 4x30	
Avlemon	42,584	1997	Brodosplit/Croatia		3.2	Chinese buyers	C 4x30 auction sale	
Bright Ocean III	37,062	2013	Saiki/Japan		18	Undisclosed	ВВНР	
Unicorn Ocean	38,503	2011	Minami-Nippon/Japan		15.2	Undisclosed	C 4x30	
Skelt	34,601	2010	SPP/S. Korea		12.9	Undisclosed	C 4x35	
K&A Se	32,295	2008	Kanda/Japan		10.65	Undisclosed		
Ivs Kanda	32,621	2004	Kanda/Japan		8.65	Undisclosed	C 4x30.5	
Sider Boston	29,084	2011	Nantong Nikka/China		10	Greek buyers	C 4x30	
Van Imabari	28,397	2008	Shimanami/Japan		8.4	Greek buyers	C 4x30.5	
Golden Kiku	29,700	2005	Shikoku/Japan		7.5	Undisclosed	C 4x31	
Voula Seas	28,495	2002	Kanda/Japan		6.5	Undisclosed	C 4x30	
Ourania	27,786	1998	Naikai Zosen/Japan	mid	5	Undisclosed	C 4x30	
Gloria Hayne	28,392	1996	Imabari	IIIIG	4.2	Undisclosed	C 4x30.5	
Gioria riayrie	20,392	1930		Danaman	4.2	Oliuiscioseu	C 4A30.3	
			Tobin's Q* Capesize-	Panamax				

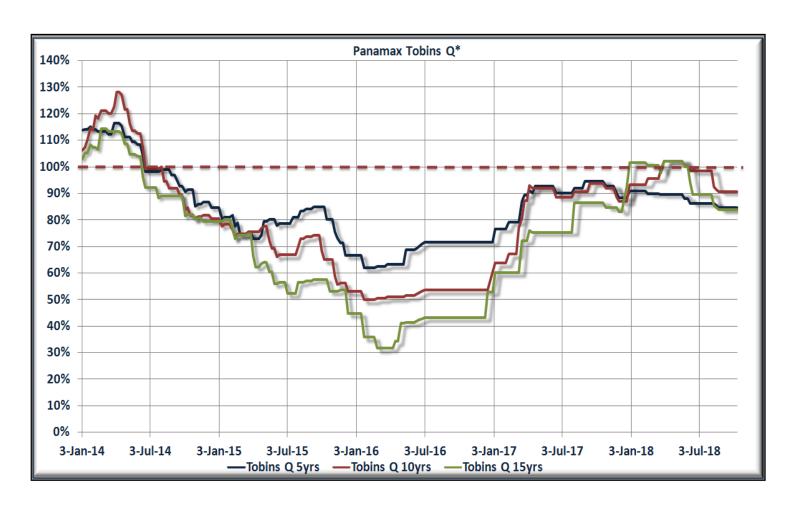
Tobin's Q* Capesize-Panamax								
Date	Capesize 5yrs	Capesize 10yrs	Capesize 15yrs	Panamax 5yrs	Panamax 10yrs	Panamax 15yrs		
Current ratio	89%	82%	72%	85%	91%	84%		
12months High	98%	88%	80%	95%	102%	102%		
12months Low	87%	74%	65%	85%	87%	83%		
12months Avg	92%	83%	75%	89%	95%	93%		

Tobin's Q* Supramax-Handysize							
Date	Supramax 5yrs	Supramax 10yrs	Supramax 15yrs	Handysize 5yrs	Handysize 10yrs	Handysize 15yrs	
Current ratio	86%	89%	86%	83%	82%	76%	
12months High	91%	98%	107%	91%	87%	76%	
12months Low	86%	89%	86%	81%	74%	59%	
12months Avg	89%	94%	97%	86%	82%	72%	

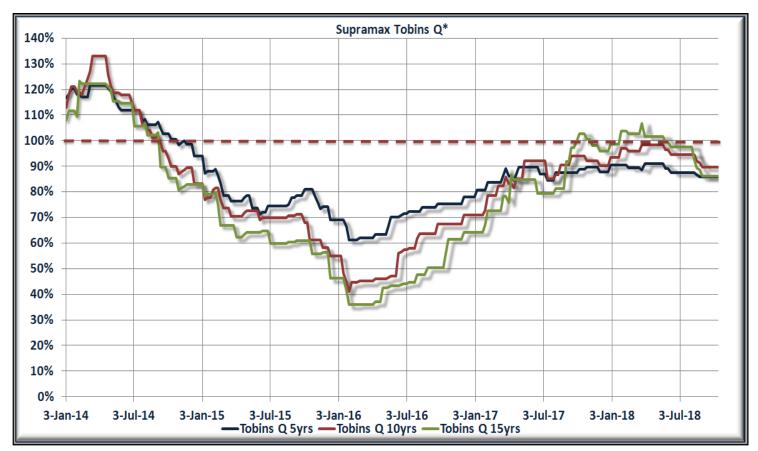
\*Tobin's Q represents the ratio between the market value and replacement value of a physical asset, with numerator and denominator adjusted to same age basis. According to economic theory, this ratio should be mean reverting towards 1 or 100%, for assets that do not face technological obsolescence.

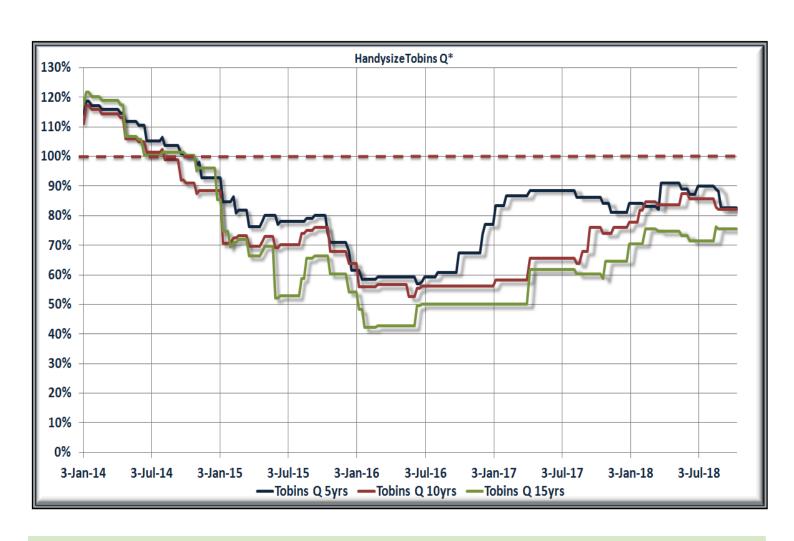








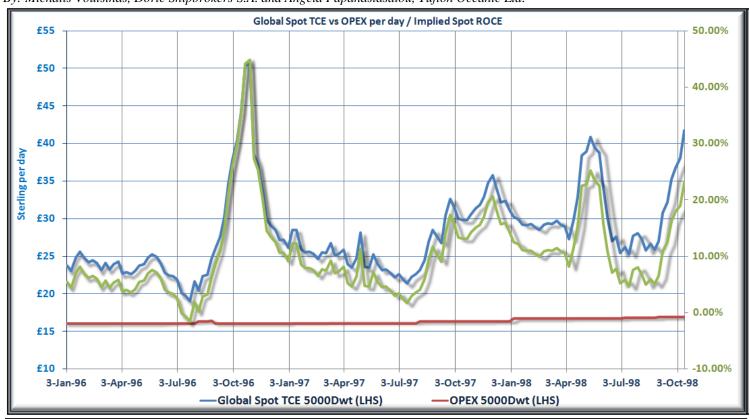






#### Market Insight 120 years ago

By: Michalis Voutsinas, Doric Shipbrokers S.A. and Angela Papanastasatou, Tufton Oceanic Ltd.





Weekly Spot Market	Current week	Previous week	Sep-00	Aug-00	Jul-00
Implied Spot Roce	23.2%	19.0%	12.9%	5.8%	6.6%
Global Spot TCE	£41.66	£38.02	£32.30	£26.31	£26.71
BlackSea Round	£44.36	£40.17	£32.83	£26.80	£26.12
East Round	£44.79	£42.30	£42.11	£34.40	£34.93
Med Round	£35.92	£31.99	£27.51	£22.23	£24.22
US Round	£44.40	£43.78	£35.27	£27.61	£31.57
River Plate Round	£38.78	£38.91	£33.85	£30.55	£25.81

S&P Market (5,000dwt)	Current week	Previous week	Nov-00	Oct-00	Sep-00
NB	£37,509	£37,509	£36,760	£37,180	£36,104
SH 5yrs old	£27,443	£27,443	£27,579	£28,786	£27,034
SH 10yrs old	£20,974	£20,974	£21,170	£22,358	£20,727
SH 15yrs old	£15,658	£15,658	£15,947	£17,272	£15,562

<sup>\*1</sup> Sterling = 20Shillings, 50% of the World Fleet under British Ownership, Size Categories: "Small"=below 2,500dwt, "Handy"= 2,500-4,000dwt, "Large"=5,000dwt,"Very Large"= 6,000dwt, "Ultra Large"=above 6,000dwt, Assumptions for a 5,000dwt Benchmark Ship: Voyage Speed=9knots, Fuel Consumption 17.75tonnes of coal/day

## SHIPBROKERS S.A.

#### **WEEKLY MARKET INSIGHT**

Friday, 12th October 2018

History does not repeat itself but it does rhyme...

One strong feature in the situation is the enormous demand that continues for tonnage on time-charters and mostly for the conveyance of US produce to UK/Cont, Australia, New Zealand, South Africa and Japan. The US is developing its commerce at a gigantic pace, and its tonnage requirements are proportionately increasing month by month. Not long since time-charters for the North and South Atlantic trades, even at about 7s 3d were keenly sought after, whereas now 9s to 9s 3d is looked on with indifference by most owners. Another important feature is the phenomenal strength of the coal rates from the UK to the Mediterranean. The scarcity of October tonnage is such that as high as 10s 3d has to be paid from Wales to Port Said, 10s 3d to West Italy and to Las Palmas 8s per tonne. We have not heard of any fixtures for the East, but it seems probable that to secure October or November tonnage comparatively big rates will have to be forthcoming, for the ordinary Eastern "tramps" can now find better employment by fixing on time-charter, or by running in the American trade. There can be no doubt that at present tonnage requirements are outpacing the supply, for we know of many instances in which charterers cannot get an offer of tonnage at anywhere near the rates on which they originally based their freight calculations. Consequently, they are now seriously contemplating their only alternatives of still further advancing their rates or taking tonnage on time-charter to fulfill their engagements.

In the spot arena, a large business has been done from the Black Sea at profitable rates, and at about 1s to 1s 9d per unit above what the fixers ahead have got. Months ago, we warned owners against prematurely committing their tonnage in this direction. Tonnage is wanted for ore from Poti, but to obtain same as high as 17s 3d has been paid for the UK. The rate looks good superficially, but it may only work out equal to about 12s 9d from Kustendjie or a Bulgarian port. The Danube market is firmer, the rates offering indicating an advance of about 1s 9d per unit. Berth rates are now 17s 2d. On charter, 16s 6d net charter has been paid, but probably 17s could be got. These rates are tempting to small boats drawing about 15 feet to 16 feet fully loaded, but for large boats drawing 22 feet the business will mean spending about the remainder of this yearin loading, lightering, re-loading, etc., lightening down to about 16 feet being now compulsory. Once again, we warn owners not to fix for A.R. on "berth terms". It is folly to leave a Danubian to load when he thinks fit and take as long as he likes, for this is what "weather working days" implies in a berth-note.

The Mediterranean market, although steady, does not respond to the rise in freights in the Black Sea direction. From the Sea of Marmora and Smyrna 13s is quoted for the UK, also similar rates from Salonica and Dedeagatch. The American market continues very firm all round, and again an enormous amount of chartering has been effected. Berth grain rates from the Northern range to UK/Cont. are 3s 10d per quarter for October loading, 3s 8d per quarter for November and 3s 6d for December.

There is little or no change to report in the Eastern market. From Bombay to UK/Cont. 18s 9d is quoted for October/November loading. There is not much change to report in the River Plate market. From San Lorenzo limit October/November boats are worth nominally 19s 6d per tonne.

There is an enormous demand for tonnage on time-charter, principally for the Atlantic trade. Boats of almost any size are fixable for from three to six months, with delivery and re-delivery at a port north of Cape Hatteras at 9s 3d per tonne. There is also plenty of demand for periods of about 12 months at from 8s 3d. For other trades, US to East, there is strong inquiry. It is many years since there was such a demand for time-charter tonnage.

On the S&P front, the newbulding and the secondhand market remained stable at previously reported levels. A typical newbuilding 5,000dwt British-build steamer is currently at the market for £37,500, or up 25.5% on a yearly basis, whereas a five-year-old of the same dwt and specification at £24,400, or -1.9% M-o-M.