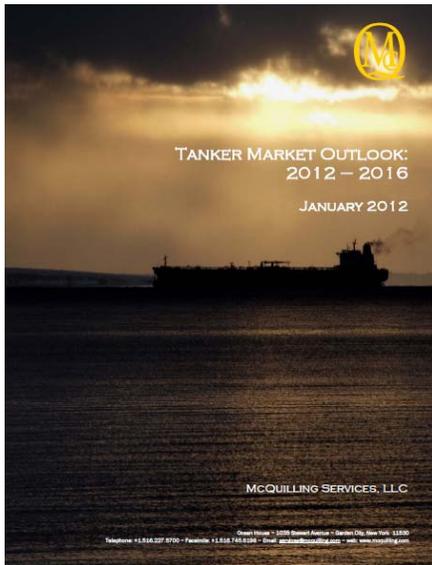




MCQUILLING SERVICES, LLC. MARINE TRANSPORT ADVISORS

Ocean House • 1035 Stewart Avenue • Garden City, New York 11530
Tel: 516.227.5700 • Fax: 516.745.6198 • Email: services@mcquilling.com



McQuilling Services 2012-2016 Tanker Market Outlook

The McQuilling Services 2012 Tanker Market Outlook represents the fifteenth forecasting cycle that we have conducted for spot market freight rates in the major trades of the tanker industry since initiating the process in July 2002. Our singular objective for these efforts has always been to provide useful information to our clients based on data, analysis and a logical progression of thinking on the subject of forecasting spot freight rates in the tanker markets.

While we are proud of our accomplishments over the last decade related to this work, we are also continually motivated to improve the quality of the product and services provided to our clients. This motivation has driven many innovations in the way we have approached the subject of forecasting tanker freight rates. Shortly after we began work in this area, our early findings instilled a strong belief in the influence of tanker supply and demand fundamentals on observed spot freight rate behavior. As a result, we moved away from our initial reliance on OPEC production volumes as a key indicator of freight rates and began to incorporate tonnage supply data into the

analysis. This led to the creation of the **Capacity Index**, a convenient and powerful device to quantitatively characterize the interaction of tanker supply and demand in one parameter. We also recognized that providing a specific spot rate estimate for a future period was misleading to readers, so we incorporated an approach of providing a range of expected freight market outcomes based on a reference case complimented by high and low market cases.

We are pleased to announce that this year's Outlook incorporates a completely upgraded tanker demand development methodology. This effort was driven by the realization that non-OECD trade volumes have been growing substantially over the last several years while our existing methodology for capturing trade data obscured the details of these trades. The new approach represents a massive reworking of oil supply and demand data using IEA bilateral country trade flows, supplemented by non-OECD data obtained from a variety of industry sources. Based on the results of this effort, we can now bring clients a fresh and more detailed perspective on where tanker trade is growing and contracting.

Several other aspects are new in this 15th anniversary edition of the McQuilling Tanker Market Outlook, including a reformatted presentation that provides more of the forecast up front and moves more of the methodology to the Appendices.

Pricing for the 2012 Tanker Market Outlook is US \$1,200 and the publication is available in both PDF and hardcopy format. The 100+ page report is anticipated to be published by the end of January 2012. It provides spot rate forecasts for 12 major trades across 8 tanker sectors for the period 2012-2016.

We also provide a Premium Subscription Service for those interested in receiving monthly updates to our yearly Outlook, which includes:

- 2012-2016 Tanker Market Outlook
- 8-Short Term, 3-Month Projections
- Three Interim Updates
- 12 Complementary Monthly Tanker Summaries
- Pricing: US \$3,900

To place an order for the 2012-2016 Tanker Market Outlook or Premium Subscription Service, please contact us at services@mcquilling.com or 516.227.5700.