



 **YARD INTEL**

IMSF - Göteborg

12 May 2015

Agenda

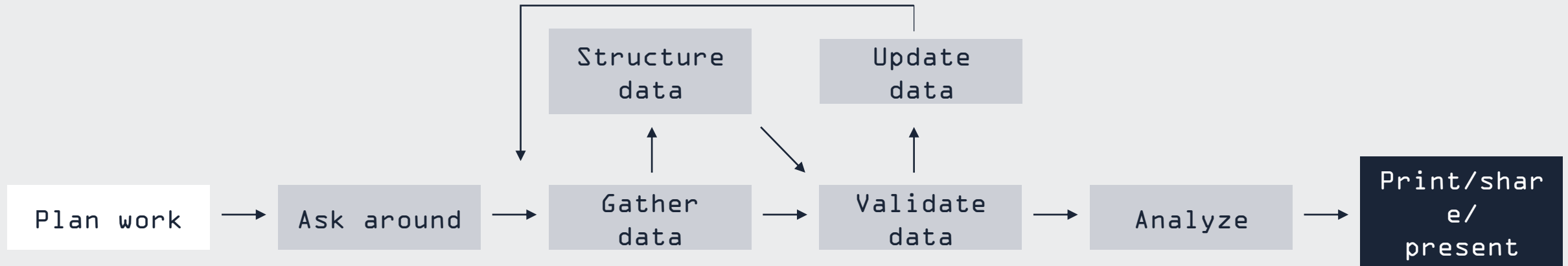
- My background
- Identifying a demand
- Challenges when gathering data

My background

# Persons	Passports	Ethnicities	Countries lived in	Cities I've lived in
1	Swedish Iranian	Swedish (37.5%) Persian (25%) Azari (25%) Finnish (12.5%)	Sweden Norway Netherlands Japan Romania	Göteborg Myggenäs Sand Brattvåg Bergen Ålesund Urasa Rotterdam Tulcea

Identifying a demand

Necessary process for even the most standardized report



- If the requested reports are 'standardized' – the process of aggregating those reports should be too

Gathering data - multiple sources even for the more standardized screenings

Purchased fleet data, complemented with

Endless news articles, company websites, open-source data, etc.

Excel spreadsheet showing a large table of vessel data. The table has columns for vessel name, type, status, and various metrics. The data is organized into rows and columns, with some cells highlighted in yellow.

A collage of various data sources including news articles, industry reports, and company websites. The collage includes:

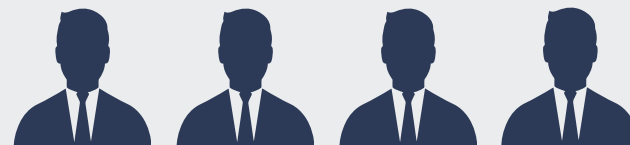
- A news article titled "with Industry Firsts" from Surveyor International Marine LLC.
- A website for "Holland" with a search bar and navigation menu.
- A website for "Rigzone Rig Data Center" with a search bar and navigation menu.
- A website for "Petrobras 2030 Strategic Plan and 2014-2018 Business and Management Plan" with a large blue arrow graphic.
- A website for "DIS" with a search bar and navigation menu.
- A website for "SUBSEA" with a search bar and navigation menu.
- A website for "SULSEA" with a search bar and navigation menu.
- A website for "RECENT OFFSHORE RIG ACTIVITY NOTES SAMPLE" with a search bar and navigation menu.
- A website for "Another On-Time Jackup Delivery for Lamproli" with a search bar and navigation menu.
- A website for "Noticias da Semana" with a search bar and navigation menu.
- A website for "A construção naval e a crise da Petrobras" with a search bar and navigation menu.

Purchased financial data

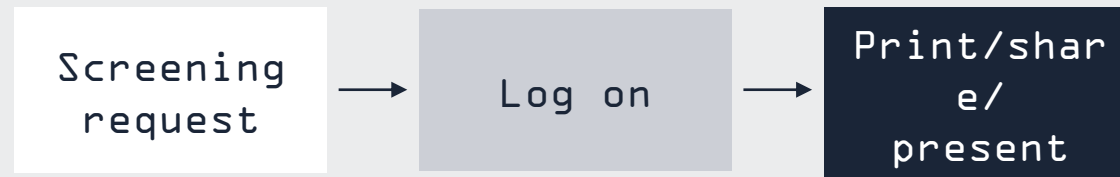
Excel spreadsheet showing a large table of financial data. The table has columns for year and various financial metrics. The data is organized into rows and columns, with some cells highlighted in yellow.

	AM	AR	AW	BB	BC	BD	BE	BF	BG	BH	BI	EJ	EK	EL	EM	EN	EO	EF																	
2008	1.468989	1.394205	1.326864	1.3924	1.310558	1.281938	1.25	1.25	1.273124	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25																	
2009	1.488234	1.419425	1.31915	1.3762	1.32908	1.289036	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25	1.25																	
2010	2689	2666	2731	2972	791	981	1022	768	1099	799	3886	368	886	032	1157	816	1176	183	1249	292	4469	323	1010	076	1319	91	1340	849	1424						
2011	674	722	574	645	149	3	188	5	203	529	231	1852	772	543	181	5629	231	2506	240	073	257	208	910	0917	212	0321	279	252	280	3843	300				
2012	523	532	456	457	9	116	2	145	159	5291	174	1852	584	6143	135	5629	185	2506	194	0703	200	208	715	0917	159	5921	217	7852	927	8443	235				
2013	2854	2480	2631	4097	1860	3	1335	8	3495	9	3053	3110	4380	2	5664	6	5963	1																	
2014	4895	652	4648	078	4391	712	5476	5	1458	1484	3	1661	004	1601	775	6205	079	1458	1603	044	1910	155	1761	953	6733	151	1530	9	1683	196	2005	662	189		
2015	74	76	55	726	76	093	107	-2	33	3	84	3352	14	18414	79	61766	14	9448	21	25928	26	88817	20	31114	83	4034	15	19294	20	3495	25	79528	22	02	
2016	109	291	594	091	979	753	545	1	227	9	326	348	8108	272	0104	1175	013	284	31	6392	401	1325	359	2143	1380	296	306	10	36	18072	43	2174	385	1	
2017	886	181	752	277	725	913	640	5	153	2	246	4	248	8108	177	3018	625	1108	186	81	236	2142	298	7576	253	1893	975	671	199	905	254	3688	322	441	275
2018	3346	652	4515	078	5097	712	7662	5	1606	1083	3																								
2019	5779	5646	6352	8538	8686	8285																													
2020	3330	603	3334	286	3309	844	3933	137	1112	503	1157	857	1328	803	1281	42	4873	901	1166	4	1282	435	1528	124	1409	562	5386	521							
2021	50	86062	39	9749	57	34802	74	47573	1	190758	26	82029	27	86681	11	34731	62	53725	11	95584	17	207413	21	51054	16	24891	66	7272							
2022	745	5007	713	1084	738	4270	688	5107	173	8954	254	3026	279	0487	217	8414	322	5365	227	448	609	314	320	906	286	5714	1104	237							
2023	602	8854	539	6438	547	0894	459	9971	116	8953	192	2081	199	0487	141	8414	648	3721	149	448	180	974	239	006	203	1114	780	5368							
2024	2684	981	3238	879	3841	926	5503	088	1225	432	845	043	0																						
2025	3931	561	4050	143	4787	229	6131	859	6627	712	6462	874	0																						
2026	3863	4341	4486	5075	1223	1295	1356	16	1452	88	5327	04	1369	76	1450	4	1518	899	1627	226	5966	285	1547	829	1638	952	1716	356	1838						
2027	796	810	810	911	926	233	246	0816	268	0686	966	0680	967	4981	268	2332	280	3714	300	6168	1166	728	280	6728	303	0029	116	8107	330						

Calling people who might have information



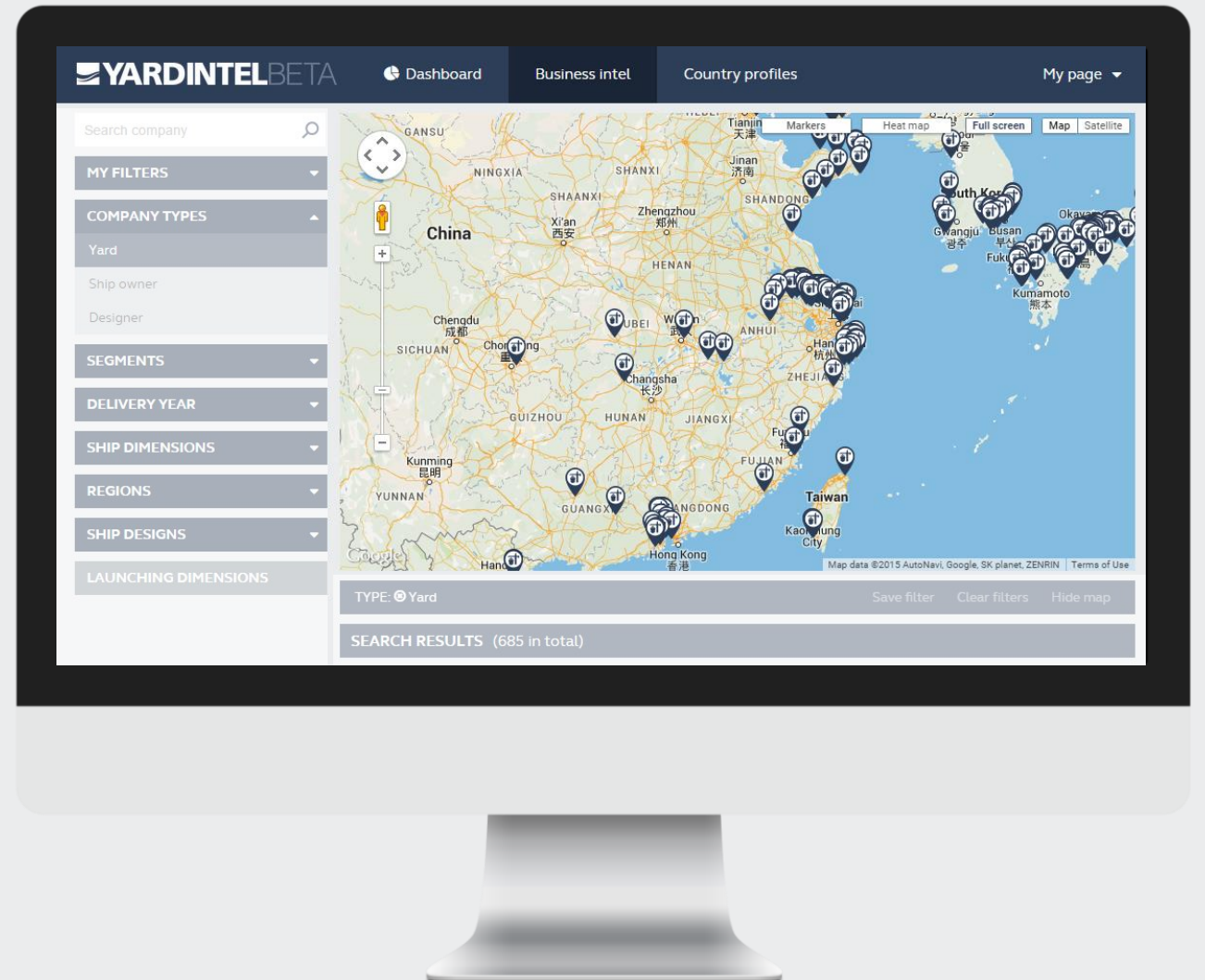
What the future must look like



Data gathering challenges

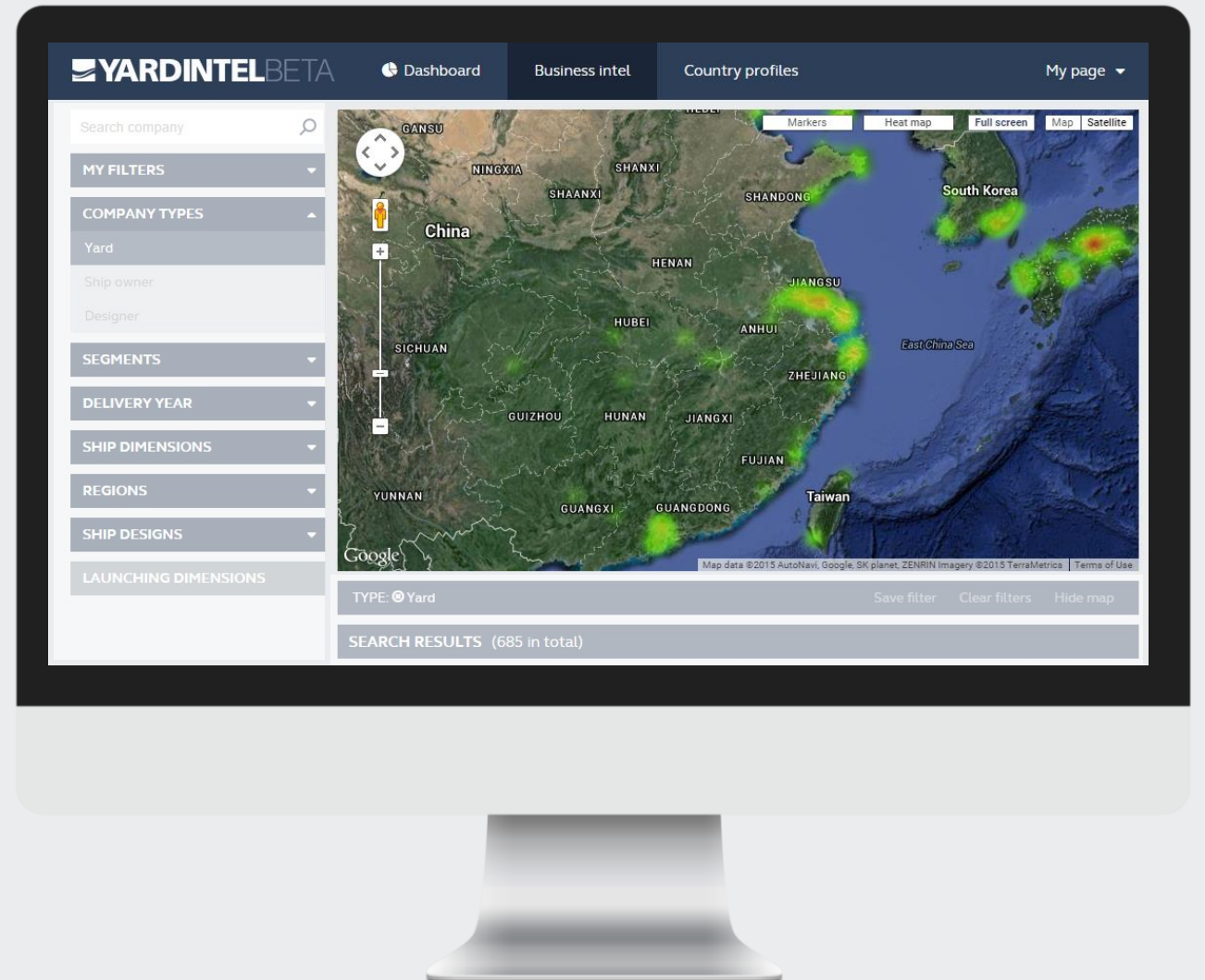
Gathering data

- Finding exact coordinates of shipyards



Why exact coordinates?

- Heat maps (on deliveries and order book)
- Check yard facilities
- ++
- ++



Example satellite images

- Manipulated or poor overlap

Kazakhstan

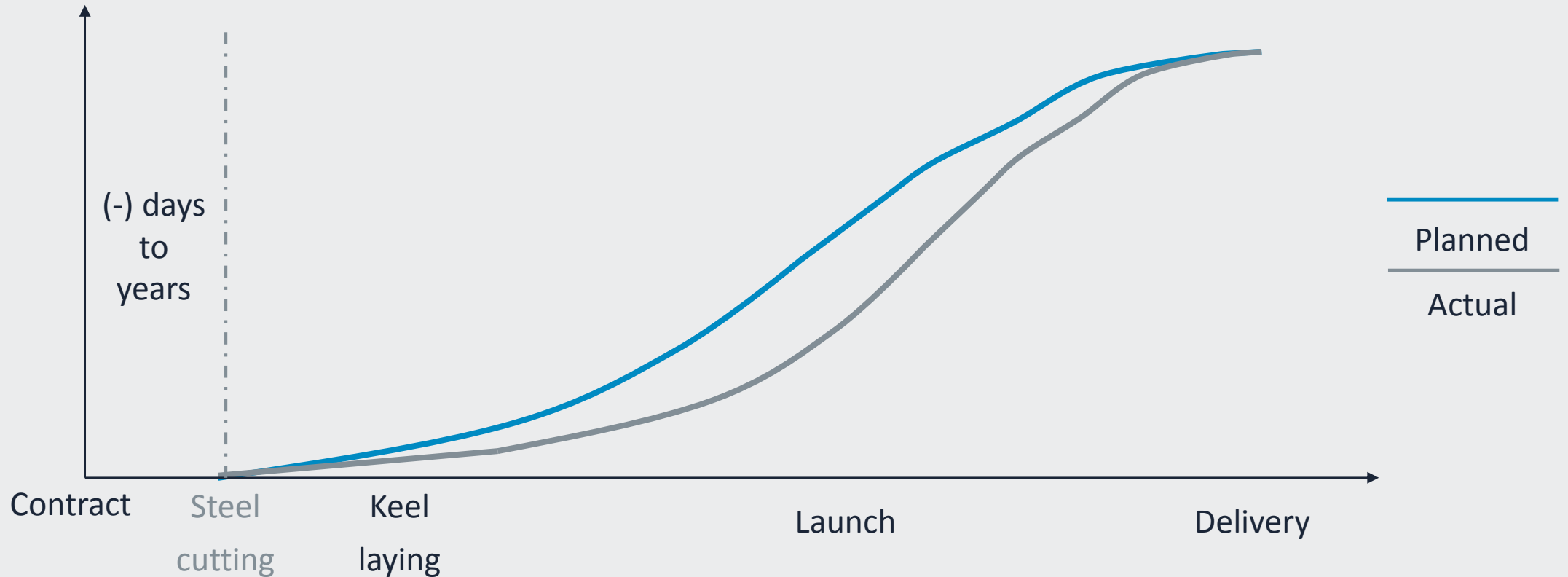


Philippines



Building schedules

- Automating data gathering using crawlers and some AI (more A than I)
- Using it for estimating steel cutting dates for new orders



Building schedules

- Automating data gathering using crawlers and some AI (more A than I)
- The positive:
 - Steel cutting starts with a grand ceremony, which is often declared to the world
- The negative:
 - Steel cutting often starts for the sake of cash flow, not actual production

Making insight simple