



RVB Tank Storage Solutions

Market Report December 2019

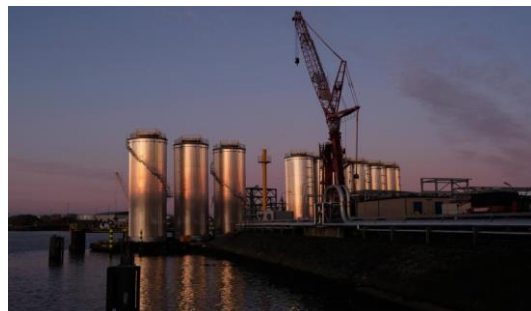
Tank storage opportunities & updates

Dear Reader,

This special December issue is to wrap up 2019 and to celebrate our **5-year anniversary** as Storage Brokers. With the global help and support of all our customers i.e. the terminals, cargo owners and all other stakeholders and interested parties, we have been able to start from scratch and grow into the service provider that we are today. Very proud that the initial customers are still with us today and we have welcomed many new customers, who have experienced our services varying from brokerage to tender management. We have also delivered tailor-made market reports for special ports or products and saw an increasing number of sublease deals that seem to have overtaken the direct deals. This really turns out to be an increasingly popular optimisation which makes both terminals (higher throughput) & cargo owners (lower costs) happy. We have matched cargo owners with terminal operators in many countries.

In these 5 years we have seen all kinds developments in the storage market with all kinds of ups and downs and we can conclude that new, previously unthought solutions are always found in unexpected places.

A steady growth of business for which we like to express our gratitude to you. Slowly but **steadily the industry starts to accept and see the benefits of using a tank storage broker**, where, in all fairness, we have experienced some resistance from when we started 5 years ago. Terminals seemed to be afraid at first that we would create a price war and cargo owners were maybe too proud to outsource it. After attending many conferences, events, travelling the world and having been put in a position where we can make the difference, we are very happy to see the change and would love to grow even further and be able to serve more companies.



In the new year we are looking very much forward to **welcoming and serving the Odin Marine customers** if they aren't customers already. The actual office move will take place in the beginning of January and from then on we will be a team of 30 enthusiastic professionals, who are eagerly willing & able to offer shipping & storage brokerage or supply chain services for all

industries and products. We remain on the lookout for **new colleagues to expand our tank storage teams in all locations** i.e. Rotterdam, Houston & Singapore. *If it is liquid, we broker it.*

RVB Tank Storage Solutions 2019 REVIEW

This year wasn't dull year at all, with the effects of an imminent Brexit, a trade war between China & USA and the introduction of IMO 2020. Unfortunately, **backwardation ruled most of the year**. Reading our December 2018 wrap-up, we notice that not many issues have been solved, we still not sure about the impact of a Brexit - what will it do to storage, import/export, documentation, duties. The trade war will hopefully be solved since it costs the world a fortune, but how and when is a big question mark. Reduced sulphur emissions are a fact, but what about the sanctions - control system - fines - availability.

Ownership changes, terminal expansions but also brand-new terminals will be announced on a regular basis. Money is still cheap and the storage industry is reliable enough to invest in. **A trend we expect to continue are mergers on the product owner side**. Trading houses become bigger and bigger and small players are struggling to survive unless they are really serving a niche market. Producers merge and divest again to optimize results and reorganize companies.

Although terminal upgrades take place, we still expect to see a shortage of heated tanks in 2020. Biodiesel & Fuel oil will be the most active commodities. Blending is key. HVO is growing. Double counting still sensitive for fraud. Fingers crossed for less fires, explosions and fatalities.

Thank you once more for your support and please continue to do so. It is our pleasure to serve you. We have a great team for both storage and shipping brokerage. We wish everybody happy holidays. **In 2020 we will be back as Odin RVB Tank Storage Solutions!**

Meet the RVB Storage Brokers

- 22 - 23 January 2020 : European Storage Conference, Amsterdam (RVB Speaker)
- 30 - 31 January 2020 : 10th Middle Distillates Conference, Antwerp (RVB Speaker)
- 24 - 27 February 2020 : International Petroleum Week, London
- 10 - 12 March 2020 : StocExpo, Rotterdam

Please find a snapshot of opportunities (available tanks at the terminals)

<u>capacity (m3)</u>	<u>product</u>	<u>location</u>	<u>available from</u>
-----Belgium/Netherlands-----			
400.000	light ends	ARA	now
542.000	diesel/gasoil	ARA	now
21.000	chems	ARA	now
32.280	chems	ARA	Q1-Q2,2020
5.300	chems	Netherlands	now
16.900	vegoils	Netherlands	Q1,2020
-----North Europe-----			
460.000	crude	Germany (North)	now
72.900	diesel/gasoil	Germany (North)	now
200	chems	Germany (inland)	now
360.000	diesel/gasoil	UK (West Coast)	now

1.800	chems/vegoils	UK (West Coast)	now
660.000	crude	UK (West Coast)	now
5.890	chems	UK (East Coast)	now
5.000	ethanol	UK (East Coast)	now
200.000	crude	Ireland	now
8.000	biofuels, vegoils	Denmark	now
117.000	dirty petroleum prods	Denmark	now
60.100	diesel/gasoil	Denmark	now
319.500	diesel/gasoil	Sweden	now
72.500	dirty petroleum prods	Sweden	now
5.000	vegoils	Sweden	now
8.300	light ends	Norway	now
580.000	Crude / diesel	Finland	now
8.500	gas	Finland	now
60.000	light ends	Estonia	now
22.000	various	Estonia	now
9.000	light ends	Latvia	now
340.000	crude	Baltics	now
10.000	vegoils	Poland	now

-----South Europe/Med/Black Sea-----

5.000	chems	France (NW)	now
28.000	chems/vegoils	France (NW)	now
85.000	(bio)diesel/gasoil (unheated)	France (NW)	now
120.000	diesel/gasoil	France (South)	now
180.000	light ends	France (South)	now
5.080	chems	France (South)	now
6.000	various	Spain (NW)	now
15.000	chems/various	Spain (East)	now
64.000	biodiesel	Spain (East)	now
302.000	light ends	Spain (East)	now
15.000	diesel	Spain (South)	now
40.000	biodiesel/vegs	Spain (South)	now
4.000	chems/various	Spain (South)	now
89.000	diesel/gasoil	Italy (NE)	now
22.500	chems	Italy (NE)	now
14.050	chems	Italy (NW)	now
47.000	various	Italy (NW)	now
6.600	light ends	Albania	now
16.500	vegoil/ (bio)diesel	Albania	now
300.000	crude	Croatia	now
22.000	vegoils	Turkey (Black Sea)	now
15.000	chems	Turkey	now
75.000	dirty petroleum prods	Turkey	now
75.000	diesel/gasoil	Turkey	now
66.000	clean petroleum prods	Turkey	now
31.000	base oils/easy chems	Turkey	now

40.000	crude	Romania	now
30.000	light ends	Georgia	now
100.000	dirty petroleum prods	Georgia	now
24.500	vegoils	Ukraine (Black Sea)	now
30.000	light ends	Ukraine (Danube)	now
33.000	dirty petroleum prods	Ukraine (Danube)	now
5.000	various	Russia (SW)	now
10.000	chems	Russia (SW)	now

-----Africa-----

24.568	chems	Egypt	now
3.000	chems	Kenya	now
10.000	chems	Tanzania	now
12.000	Gasoil	Tanzania	now
55.000	light ends	Ghana	now
2.200.000	crude	South Africa	now
10.000	diesel/gasoil	South Africa	now

-----Middle East-----

7.500	chems	India (Gujarat)	now
20.000	various	India (Gujarat)	now
10.000	bitumen	India (Gujarat)	now
150.000	dirty petroleum prods	UAE	now
3.500	light ends	UAE	now
178.000	chems	UAE	now

-----Far East-----

120.000	dirty petroleum prods	China (North)	now
10.500	chems	China (North)	now
150.000	diesel/gasoil	China (South)	now
35.000	light ends	China (South)	now
280.000	dirty petroleum prods	China (South)	now
14.500	chems	China (South)	now
320.000	dirty petroleum prods	China (Gr. Ningbo)	now
500.000	crude	China (Gr. Ningbo)	now
6.000	chems	China (Gr. Ningbo)	now
185.000	diesel/gasoil	China (Yangtze River)	now
4.500	chems	China (Yangtze River)	now
300.000	crude	China (Shandong)	now
180.000	dirty petroleum prods	China (Shandong)	now
8.000	chems	China (Shandong)	now
6.000	dirty petroleum prods	South Korea	now
235.000	dirty petroleum prods	South Korea	Q1, 2020
20.000	vegoils	Malaysia	now
22.000	vegoils	Malaysia	now
58.653	light ends/diesel	Malaysia	now
58.000	light ends/diesel	Singapore	now
60.000	light ends/diesel	Singapore	now

-----North America (bbls)-----

150.000	dirty petroleum prods	Alabama, USA	Q1, 2020
20.000	chems	California, USA	now
470.000	light ends	California, USA	now
500.000	crude	California, USA	now
798.000	gasoil/various	Georgia USA	now
235.000	light ends	Louisiana, USA	now
80.000	chems/clean prods	Louisiana USA	now
0	veg oil /easy chems	Louisiana USA	now
100.000	LPG	New Hampshire	now
504.000	light ends	New Jersey, USA	now
22.500	chems (heated)	New Jersey, USA	now
12.000	heavy oil (heated)	New York, USA	now
1.967.000	light crude/petroleum prods	New York, USA	now
1.100	chems (ss)	New York, USA	now
250.000	chems	North Carolina, USA	now
1.300	chems	Ohio, USA	now
500.000	chems/clean prods	Oregon, USA	now
50.000	light ends	Pennsylvania, USA	now
120.000	light ends	Rhode Island, USA	now
240.000	dirty petroleum prods	South Carolina, USA	now
140.000	chems	South Carolina, USA	now
325.000	(bio)diesel	Texas, USA	now
520.000	crude & chems	Texas, USA	now
260.000	light crude/petroleum prods	Texas, USA	now
80.000	chems	Texas, USA	Q1, 2020
-----Central & South America-----			
317.460	crude	Bahamas	now
365.079	diesel/gasoil	Aruba	now
190.000	various	Puerto Rico	now
110.000	crude	Colombia (caribbean)	now
392.000	diesel/gasoil	Colombia (caribbean)	now
25.000	clean/dirty petroleum prods	Colombia (caribbean)	now
35.000	dirty petroleum prods	Panama (atlantic)	now
46.000	chems/vegoils	Brasil	now
15.000	chems/vegoils	Argentina	now
29.500	dirty petroleum prods	Argentina	now
2.700	chems/petroleum prods	Mexico	now

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