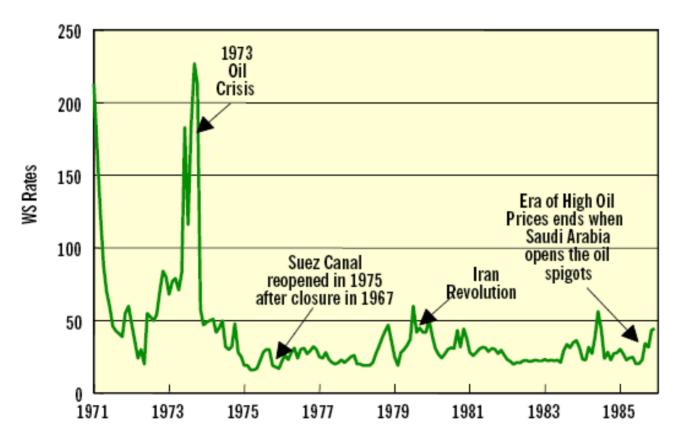
Current Trends

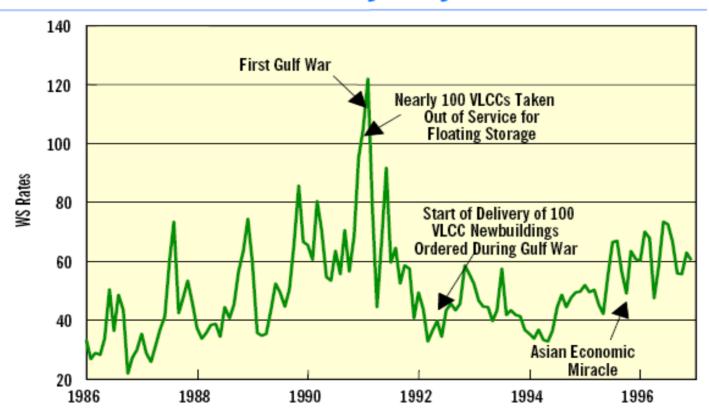
Dr. N. Shashi Kumar Professor and Dean of the Loeb-Sullivan School of International Business & Logistics Maine Maritime Academy

Tanker Market History Key Events



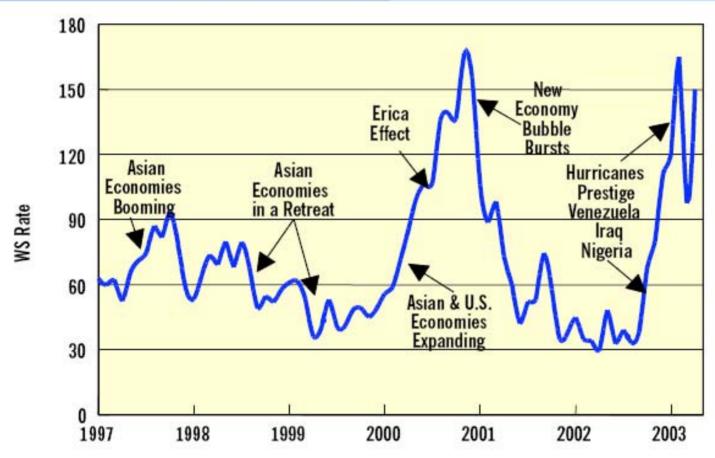
Source: Exxon-Mobil

Tanker Market History Key Events



Source: Exxon-Mobil

Tanker Market History Key Events



Source: Exxon-Mobil

Return to the Golden Era?

- Political uncertainty
 - Iraq
 - Venezuela
 - Iran
 - Nigeria
- Economic uncertainty
- Sinking of the Prestige
- New/increased long haul VLCC cargoes
 - Carib crude to Far East
 - European/American fuel to Singapore
 - Black Sea crude to Far East & USWC

Tanker Demand Drivers

- Demand in big emerging markets (China and India)
- · Demand for modern ships
- Low oil stocks
- Market disruptions

Market Disruptions

Political

- Venezuela
- Iraq
- Nigeria
- Iran
- Russian "Yukolette"

Technical

- · Congestion in Bosporus
- Refining capacity shortage in U.S.
- Piracy

Random events

Weather

Tanker Supply Drivers

- Large order book
- Accelerated SH phase-out
- Scrapping old tonnage
- Tonnage primarily DH
- Drop in average age

Future Trends

- Market conditions will remain tight
- Significant uncertainties

Other Changes

Structural changes

- Consolidation among independent operators
- Investments and Costs

Legislative Changes

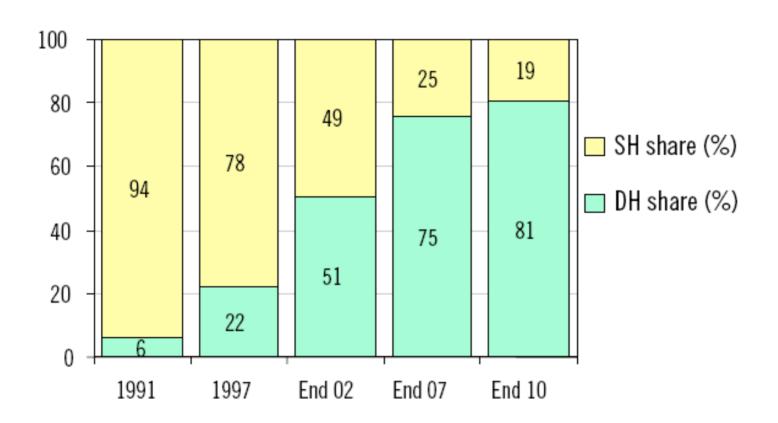
Post-Erika

Post-Prestige

Amendments to Annex I of MARPOL

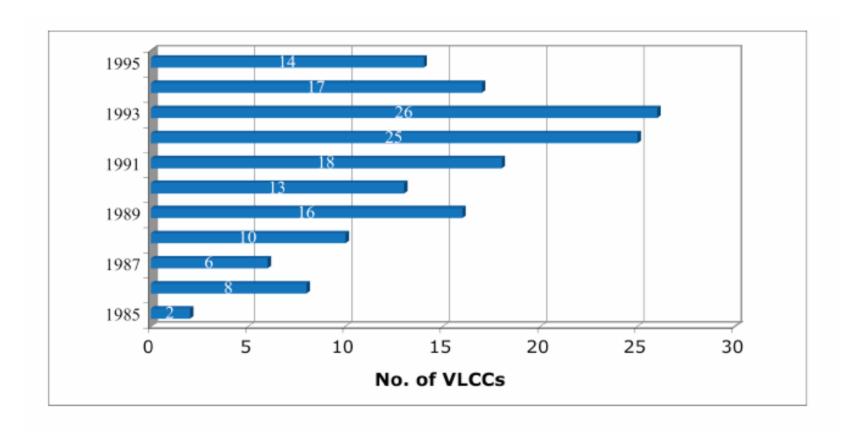
- Accelerated phase-out
- Expanded condition assessment scheme
 - From 15 years
- SH Heavy oil carriage restrictions

Declining SH Tonnage

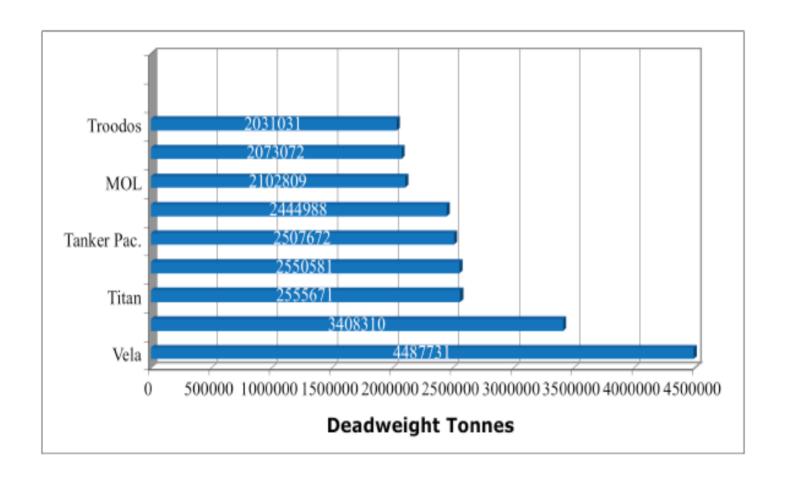


Source: Intertanko

Single Hull VLCCs Approaching Phase-Out



Major Owners of SH VLCCs



Developments in the U.S.



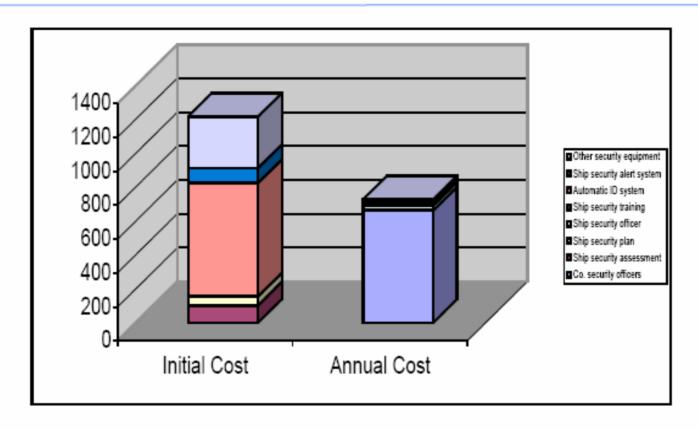
In 2000, 42% of world tankers called U.S. ports, making 14,455 visits

Source: Intertanko

Maritime Security

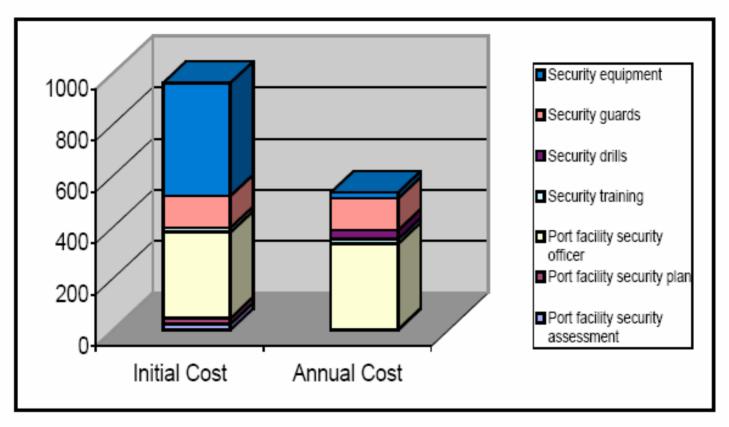
- Maritime Transportation Security Act (MTSA), November 2002
- USCG Interim Final Rule, June 2003
- USCG Final Rule, October 2003
- Entry into force, July 1, 2004

Additional Costs for Shipping Companies



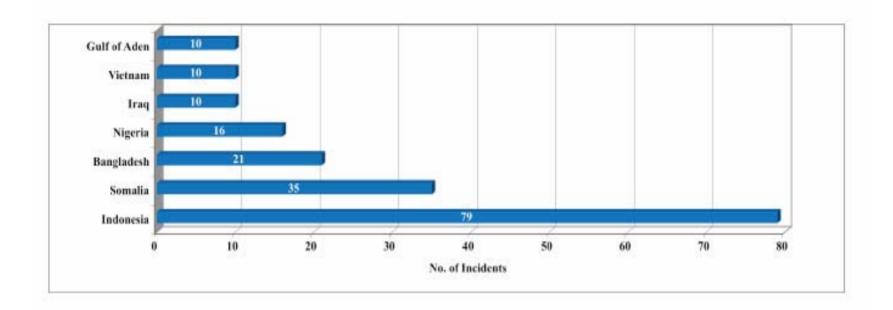
OECD

Additional Costs for Ports and Terminal Operators



OECD

Major Piracy Incidents in 2005



Parting Thoughts

There is no limit to human ingenuity!

Tankers could be our arteries for economic growth

They could easily be floating disasters

- Human errors
- Piracy
- Terrorism
- Random event



