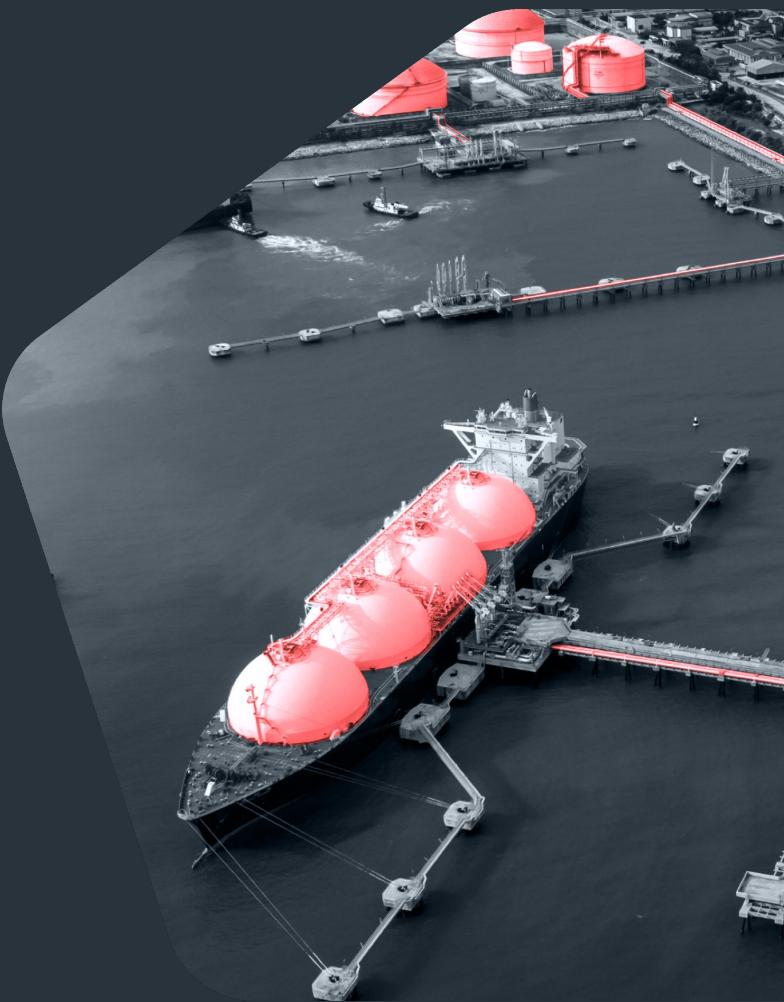


# kpler

## Kpler Americas Webinar Series

### Kpler Chartering and Inbox





**Rich Lane**  
**Head of Commercial - Inbox**

Rich is a seasoned B2B SaaS sales professional and Go-To-Market Lead at Kpler, the global leader in trade intelligence, where he champions Inbox, Kpler's cutting-edge email management solution that drives measurable business outcomes by streamlining communications, reducing operational inefficiencies, and accelerating deal closure times for charterers, ship operators, and commodity traders.



**Adam Emirali**  
**Head of Commercial - Chartering**

Adam is a seasoned SaaS sales professional with over seven years of experience focused purely on the shipping industry. He currently leads the commercial initiatives for Kpler's new Chartering solution, a pre-fixture workflow tool designed to enhance the operations and streamline workflows of charterers, brokers, traders, owners, and operators worldwide.

## | Day In The Life

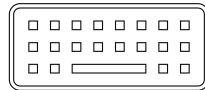


## What You'll Get From This Session

- **Increasing fixtures** by responding to opportunities faster than their competition
- **Cut response time from hours to minutes** - turning speed into a competitive advantage
- **Reducing costly operational errors** through automated data flows and integrated workflows
- **Scaling operations without hiring more people** - handling increased workload with current team size
- **Spotting compliant vessels faster**, avoiding sanction traps, and making data-backed TCE decisions in real time without switching tabs
- **Market Visibility** - I know what I fix, I don't know what I don't fix

The email & chartering process in the shipping industry faces several significant challenges that impact operational efficiency and workflow effectiveness.

## Manual processes



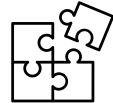
## Market volatility



## Lack of real-time visibility



## Data fragmentation



## Information Overload



## Sustainability & compliance



One **platform**, one **view**, one **competitive advantage** - where your communications and chartering decisions happen in real-time, not in silos.

Powered by **trusted data**

## Two Powerful Platforms Working Together As One

## Chartering

**Customisable Position and Cargo Lists:** Generate precise Position lists based on granular criterias and Cargoes list based on demand

**Seamless Integration:** Data flows directly from your Inbox into your chartering tool.

**AI Email Parsing:** Automates position list generation, reducing manual overhead.

**Leading Market data:** Access to Kpler's Terminal Map, Market fixtures data and underlying commodity intelligence.

## Inbox

**Enterprise-Grade Stability:** Prevents system crashes during high-volume periods.

## No context Switching: Everything you need in one place

## **Faster Decision Making: Move from inquiry to fixture without hunting for information**

**Lightning-Fast Search:** Find information in milliseconds, eliminating frustrating delays.

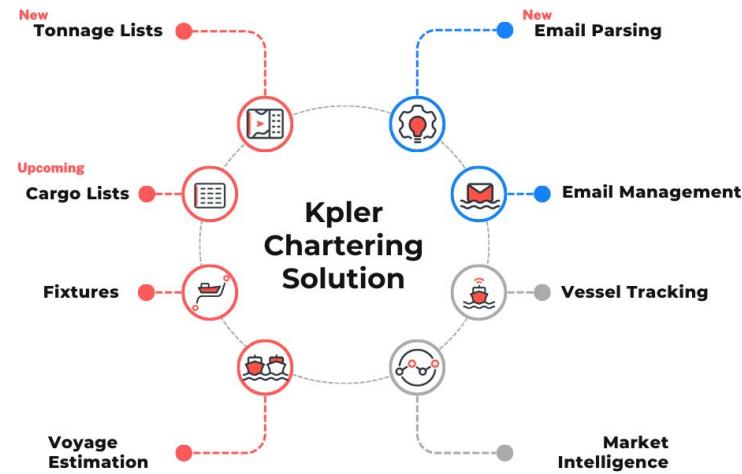
## Complete Visibility: See everything instantly

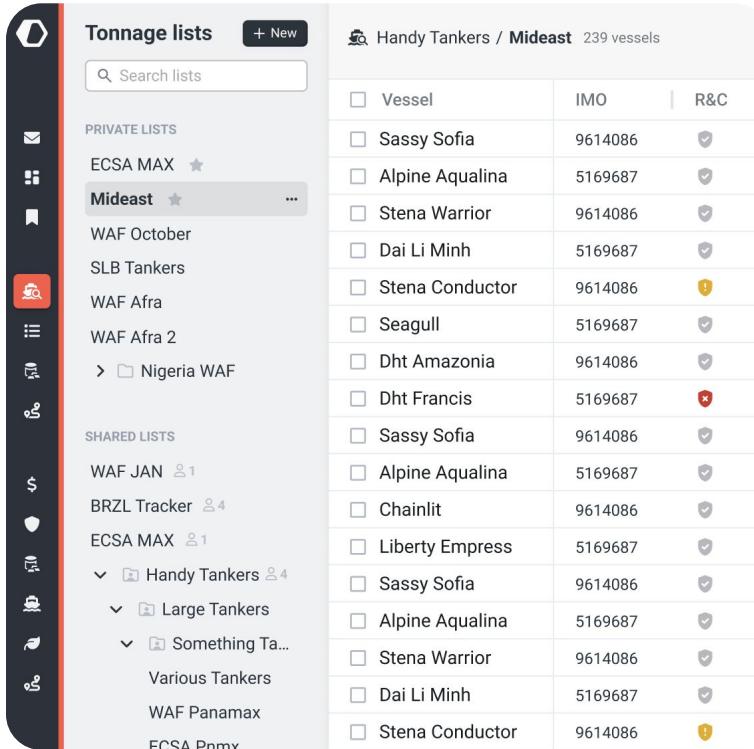
**Unrivaled Data:** Leveraging the most powerful global AIS network, R&C insights and rich commodity intelligence, whilst utilising market leading AI enhancements.

# Demo Chapter Library

Kpler's Chartering Suite revolutionizes global shipping by empowering chartering professionals with a comprehensive platform that integrates vessel tracking, tonnage and cargo lists, email parsing, market fixture data and voyage estimation.

Streamlining workflows and enhancing decision-making, our solution simplifies pre-fixture processes, enabling faster, smarter decisions. With transparent, data-driven insights and seamless collaboration, Kpler is shaping a smarter, more connected shipping ecosystem.





The screenshot shows the Kpler platform's interface for managing tonnage lists. On the left, a vertical sidebar features a navigation menu with icons for Home, Lists, Reports, Settings, and Help. The 'Lists' section is expanded, showing 'PRIVATE LISTS' and 'SHARED LISTS'. Under 'PRIVATE LISTS', 'ECSA MAX' is listed with a star icon. Under 'SHARED LISTS', 'Mideast' is highlighted with a star icon, followed by 'WAF October', 'SLB Tankers', 'WAF Afra', 'WAF Afra 2', and a collapsed list 'Nigeria WAF'. The main content area is titled 'Handy Tankers / Mideast 239 vessels'. It displays a table with columns for 'Vessel', 'IMO', and 'R&C'. The table lists 15 vessels, each with a checkbox, an IMO number, and a status icon (green, yellow, or red). The vessels listed are: Sassy Sofia, Alpine Aqualina, Stena Warrior, Dai Li Minh, Stena Conductor, Seagull, Dht Amazonia, Dht Francis, Sassy Sofia, Alpine Aqualina, Chainlit, Liberty Empress, Sassy Sofia, Alpine Aqualina, Stena Warrior, Dai Li Minh, and Stena Conductor.

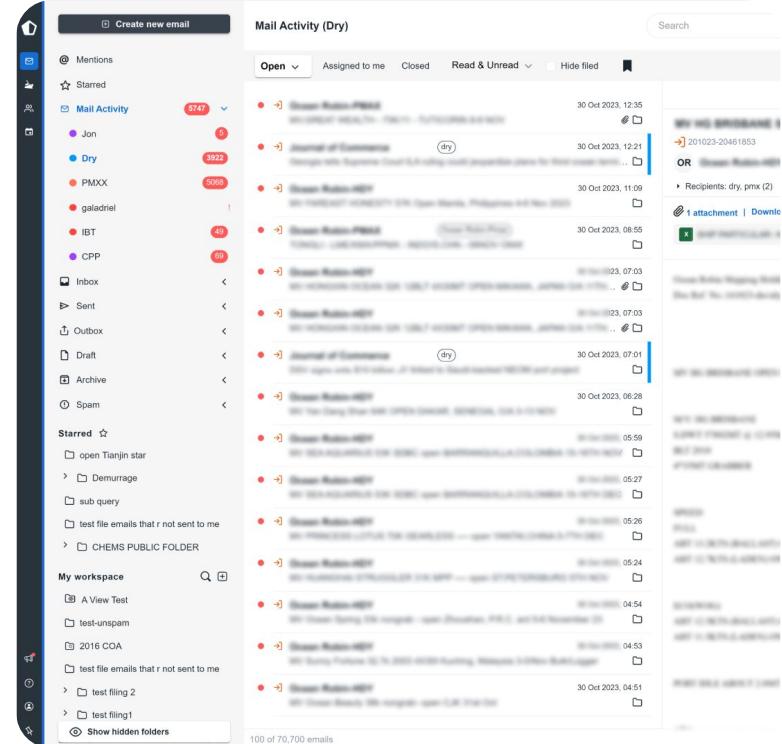
Vessel	IMO	R&C
Sassy Sofia	9614086	green
Alpine Aqualina	5169687	green
Stena Warrior	9614086	green
Dai Li Minh	5169687	green
Stena Conductor	9614086	yellow
Seagull	5169687	green
Dht Amazonia	9614086	green
Dht Francis	5169687	red
Sassy Sofia	9614086	green
Alpine Aqualina	5169687	green
Chainlit	9614086	green
Liberty Empress	5169687	green
Sassy Sofia	9614086	green
Alpine Aqualina	5169687	green
Stena Warrior	9614086	green
Dai Li Minh	5169687	green
Stena Conductor	9614086	yellow

The tonnage list feature provides real-time visibility into available vessels across global wet and dry markets through a unified interface.

It combines vessel data, locations, availability, emissions, and voyage history with AI-powered search to quickly match ships to cargo.

This feature centralizes and organizes fixture, negotiation, and operations emails, automatically linking them to relevant vessels or charters.

With AI-powered insights, advanced search, and collaboration tools, it streamlines communication, reduces manual effort, and improves team coordination for faster, more efficient operations.



The email parsing feature automatically extracts key details from incoming emails—like freight offers, vessel positions, and cargo requirements—and links them to relevant charters or opportunities.

With real-time updates and seamless integration, it reduces manual work, minimizes errors, and turns unstructured data into actionable insights, enabling faster, more accurate decision-making.

The screenshot displays the Kpler platform interface. On the left, a sidebar menu includes 'Create new email', 'Mentions', 'Starred', 'Mail Activity' (highlighted in blue), 'Inbox', 'Sent', 'Outbox', 'Draft', 'Archive', 'Spam', and 'Starred' (under a star icon). The 'Mail Activity' section shows a list of contacts: Jon (5), Dry (3922), PMXX (5068), galadriel (1), IBT (49), CPP (60). The 'Mail Activity (Dry)' section shows a list of 100 emails from 'Owner-Rater-HFHF' with various subject lines, dates (e.g., 30 Oct 2023, 12:35, 30 Oct 2023, 12:21, 30 Oct 2023, 11:09, 30 Oct 2023, 08:55, 30 Oct 2023, 07:03, 30 Oct 2023, 07:03, 30 Oct 2023, 07:01, 30 Oct 2023, 06:28, 30 Oct 2023, 05:59, 30 Oct 2023, 05:27, 30 Oct 2023, 05:26, 30 Oct 2023, 05:24, 30 Oct 2023, 04:54, 30 Oct 2023, 04:53, 30 Oct 2023, 04:51), and file attachments. The right side of the interface shows a vertical list of attachments and download links.

Liselotte Essberger 20 minutes ago

7,134 DWT

Heading to Porvoo (20 Nov)

Last seen 19 minutes ago

Speed: 9.3 kn

Controller: Essberger JT Gm

Vessel track: 13/11/2024 - 20/11/2024

Trades

Cargo (t) Origin Destination

Market FOB N/A

Sten Fjell Liselotte Essberger 2.315 Neste Oil DES Players

Sten Fjell Liselotte Essberger 2.315 Neste Oil FOB N/A Players

Sten Fjell Liselotte Essberger 2.315 Neste Oil FOB N/A

Sten Fjell Liselotte Essberger 2.315 Neste Oil FOB N/A

Sten Fjell Liselotte Essberger 810 Neste Oil FOB N/A

Liselotte Essberger 1,363 Borealis Porvoo 28 Aug 2024 LBC CEPSA Ar 8 Sep 2024

Market FOB N/A DES

Players

Porvoo Refinery 30 Aug 2024

Vopak Linkero 7 Sep 2024

Vopak TTR 4 Sep 2024

Borealis Porvoo 28 Aug 2024

LBC CEPSA Ar 8 Sep 2024

Acetone Phenol

The live map feature provides an interactive, real-time view of global vessel movements, giving users instant situational awareness and operational clarity.

The voyage calculator optimizes costs, revenues, and TCEs in real time using inputs like distance, fuel, port charges, freight rates, and emissions.

Integrated with live market data, it helps users evaluate routes, compare scenarios, and negotiate smarter—boosting profitability and operational efficiency.

The screenshot shows the Kpler Voyage calculator interface. The main panel is titled 'Voyage calculator' and includes sections for 'Origin' (Baltimore) and 'Destination' (Singapore). It also features 'Itinerary details' (Vessel: Tai Knight), 'Freight prices', and 'Fuel & cargo' (VLSFO usage: 577 t/day, VLSFO price: \$/t, Tonnage unit: Volumetric bbl, Tonnage: bbl). A sidebar on the left contains various icons for route planning. To the right, a summary table provides details for the route: 39d 7h duration, 10,385 distance, 1,017 ECA, 3,396 tons CO2 emissions, and vessel information for Tai Knight. The bottom right corner features the Kpler logo.

1   Baltimore to Singapore (via Suez Canal)	
39d 7h	10,385
Duration	Distance (nmi)
(S)ECA (nmi)	1,017
3,396 tons CO2	
Tai Knight CII after voyage: D → D	
From Baltimore	
via Suez Canal	
Average speed 11 kn	
To Singapore	
Average speed 11 kn	
Vessel	Tai Knig
Freight basis	
Freight rate	
Fuel consumption	
Dues (ports, canals)	\$153,25
Additional dues	
Additional fuel	
Demurrage	
Position/reposition	
Commission	
Others	
Total cost	\$153,25
per day	\$3,900
per ton	
per MMBTU	
per barrel	
per m <sup>3</sup>	

# Demo

kpler | ((►)) Live Webinar

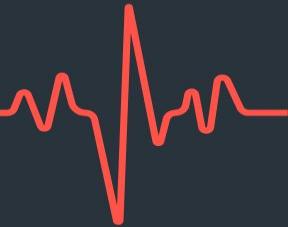
Q&A



# Kpler Pulse

## The Americas Series

ENGLISH | ESPAÑOL | PORTUGUÊS



### Upcoming webinars

Spoofing, regulation, compliance:  
**Decoding AIS spoofing**

Date: Aug 14

Available in English

**The smarter way to charter**

Date: Aug 21

Available in Spanish & Portuguese

Global market analysis:  
**State of play in CPP**

Date: Sep 3

Available in Portuguese

### ON DEMAND

Navigating U.S. trade policy:  
**Impacts on container shipping and port activity**

On demand

Available in 3 languages

Global market analysis:  
**State of play in CPP**

On demand

Available in English & Spanish

Navigating sanctions compliance:  
**The full story on vessels, cargo, and future risk predictions**

On demand

Available in 3 languages