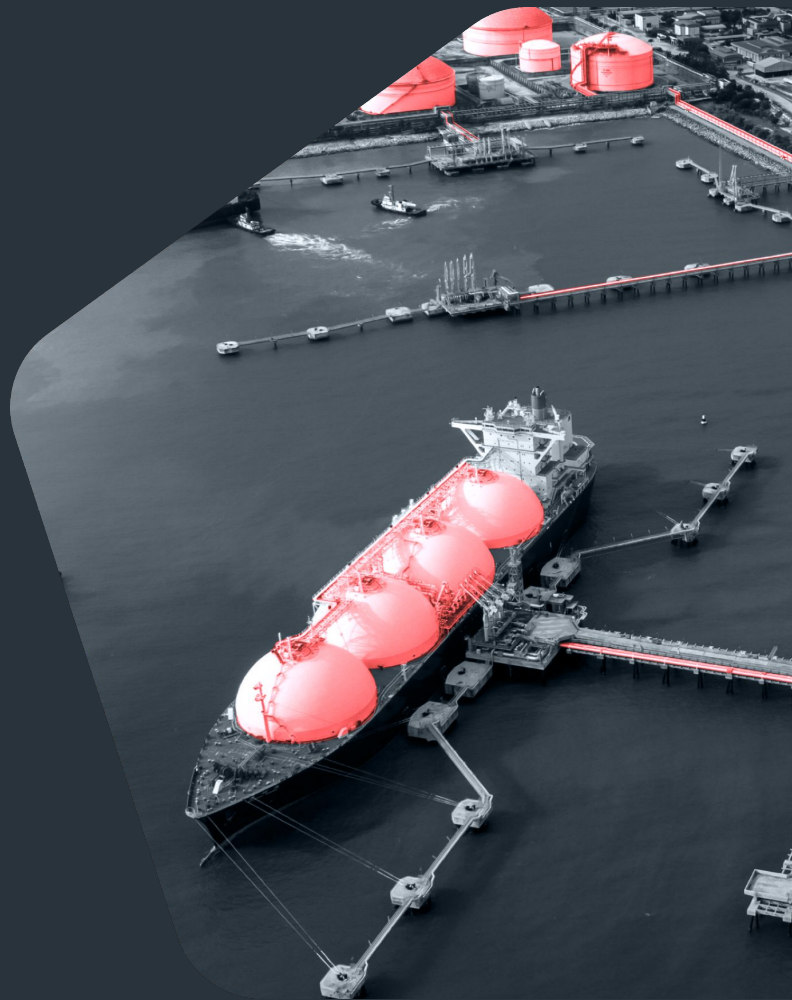


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**Kpler Americas Webinar Series**

**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.**

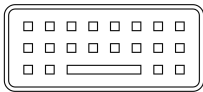


# | What You'll Get From This Session

- **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



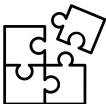
## Market volatility



## 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**

# The Solution

Two Powerful Platforms Working Together As One

7

## 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

Client data and information must not be shared in any way possible with external parties without the consent of Kpler.

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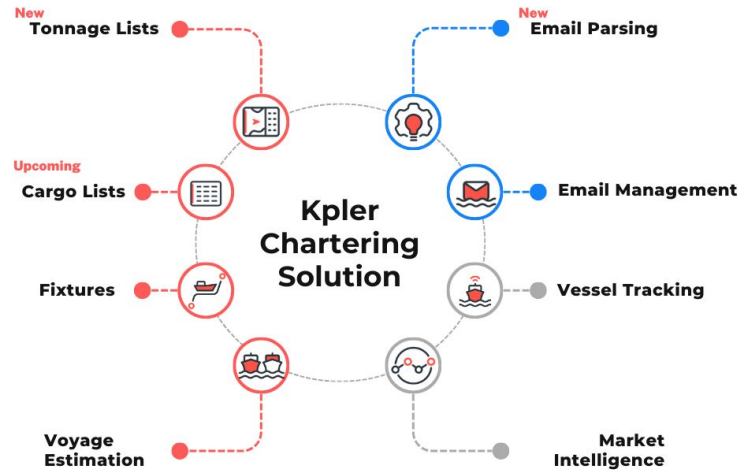
# Demo Chapter Library





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 displays the Kpler Tonnage Lists interface. On the left is a dark sidebar with navigation icons. The main content area is titled 'Tonnage lists' with a '+ New' button. Below this is a search bar labeled 'Search lists'. The interface is divided into 'PRIVATE LISTS' and 'SHARED LISTS'. Under 'PRIVATE LISTS', 'Mideast' is selected, showing a list of vessels. Under 'SHARED LISTS', 'Handy Tankers' is expanded, showing a list of vessels. The vessel list has columns for 'Vessel', 'IMO', and 'R&C'.

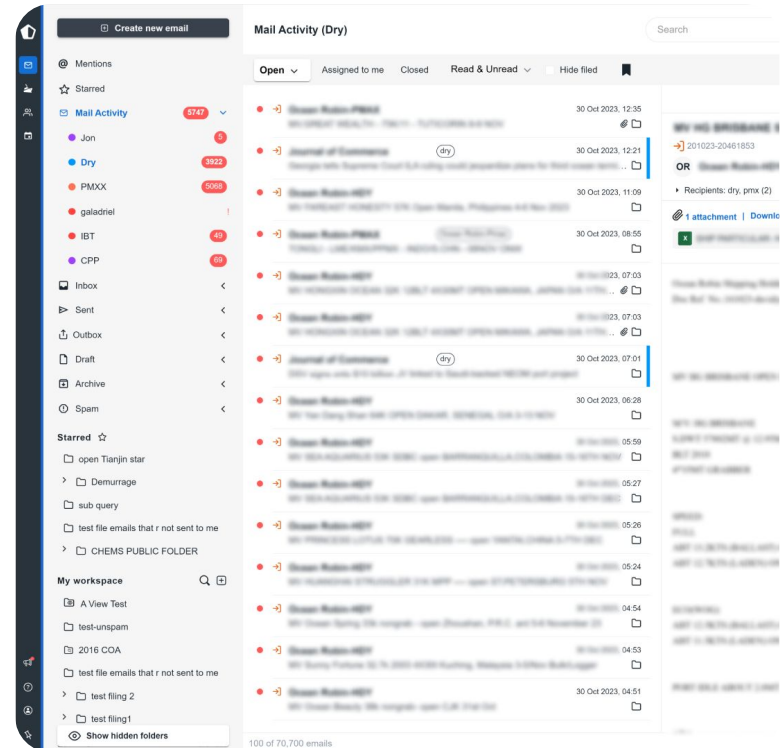
Vessel	IMO	R&C
Sassy Sofia	9614086	✓
Alpine Aqualina	5169687	✓
Stena Warrior	9614086	✓
Dai Li Minh	5169687	✓
Stena Conductor	9614086	⚠
Seagull	5169687	✓
Dht Amazonia	9614086	✓
Dht Francis	5169687	✗
Sassy Sofia	9614086	✓
Alpine Aqualina	5169687	✓
Chainlit	9614086	✓
Liberty Empress	5169687	✓
Sassy Sofia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

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.

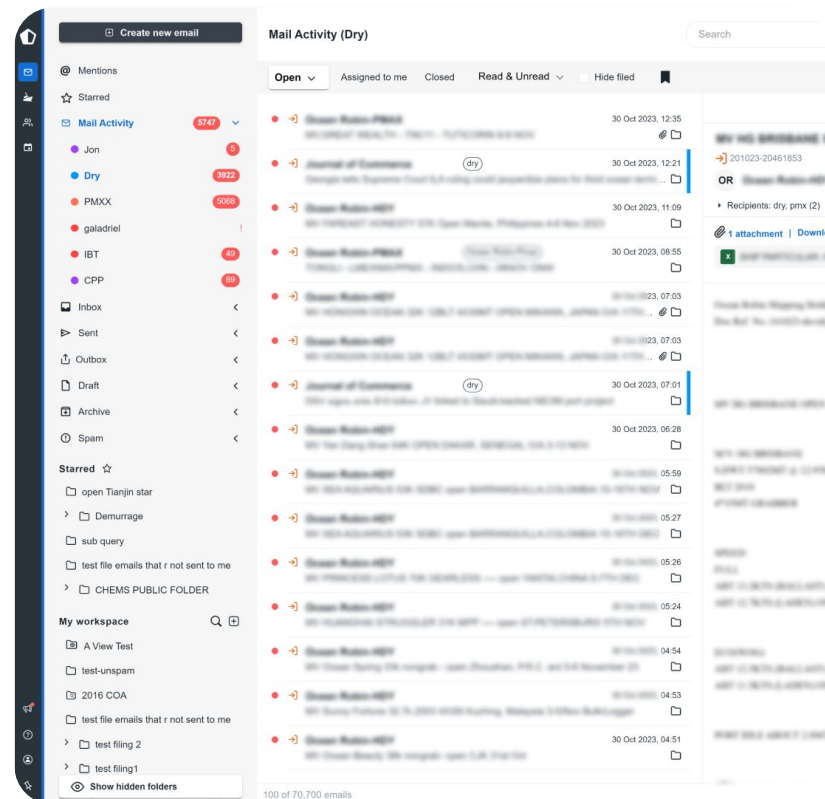
This feature centralizes and organizes fixture, negotiation, and operations emails, automatically linking them to relevant vessels or charters.

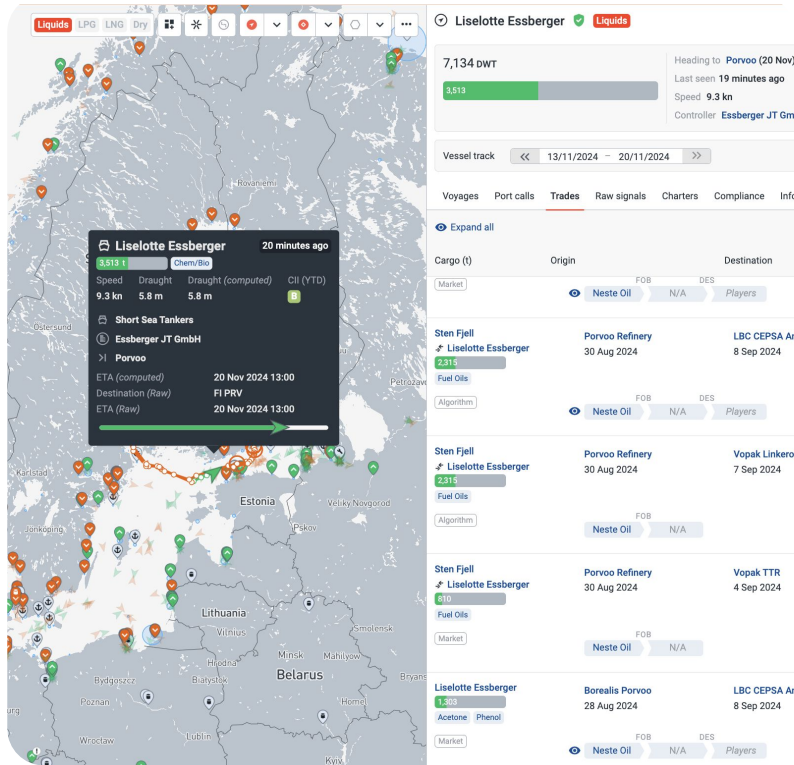
With AI-powered insights, advanced search, and collaboration tools, it streamlines communication, reduces manual effort, and improves team coordination for faster, more efficient operations.



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

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

1   Baltimore to Singapore (via Suez Canal)			
39d 7h	10,385	1,017	
Duration	Distance (nmi)	(S)ECA (nmi)	Fuel (tonnes)
3,396 tons CO2			
Tai Knight CII after voyage: D → D			
<input checked="" type="radio"/> From Baltimore			
<input type="radio"/> via Suez Canal Average speed 11 kn			
<input checked="" type="radio"/> To Singapore Average speed 11 kn			
Vessel	Tai Knight		
Freight basis			
Freight rate			
Fuel consumption			
Dues (ports, canals)	\$153,250		
Additional dues			
Additional fuel			
Demurrage			
Position/reposition			
Commission			
Others			
Total cost	\$153,250		
	per day	\$3,900	
	per ton		
	per MMBTU		
	per barrel		
	per m <sup>3</sup>		

# Demo



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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

