

How to get the best TCE?

By Optimum AB

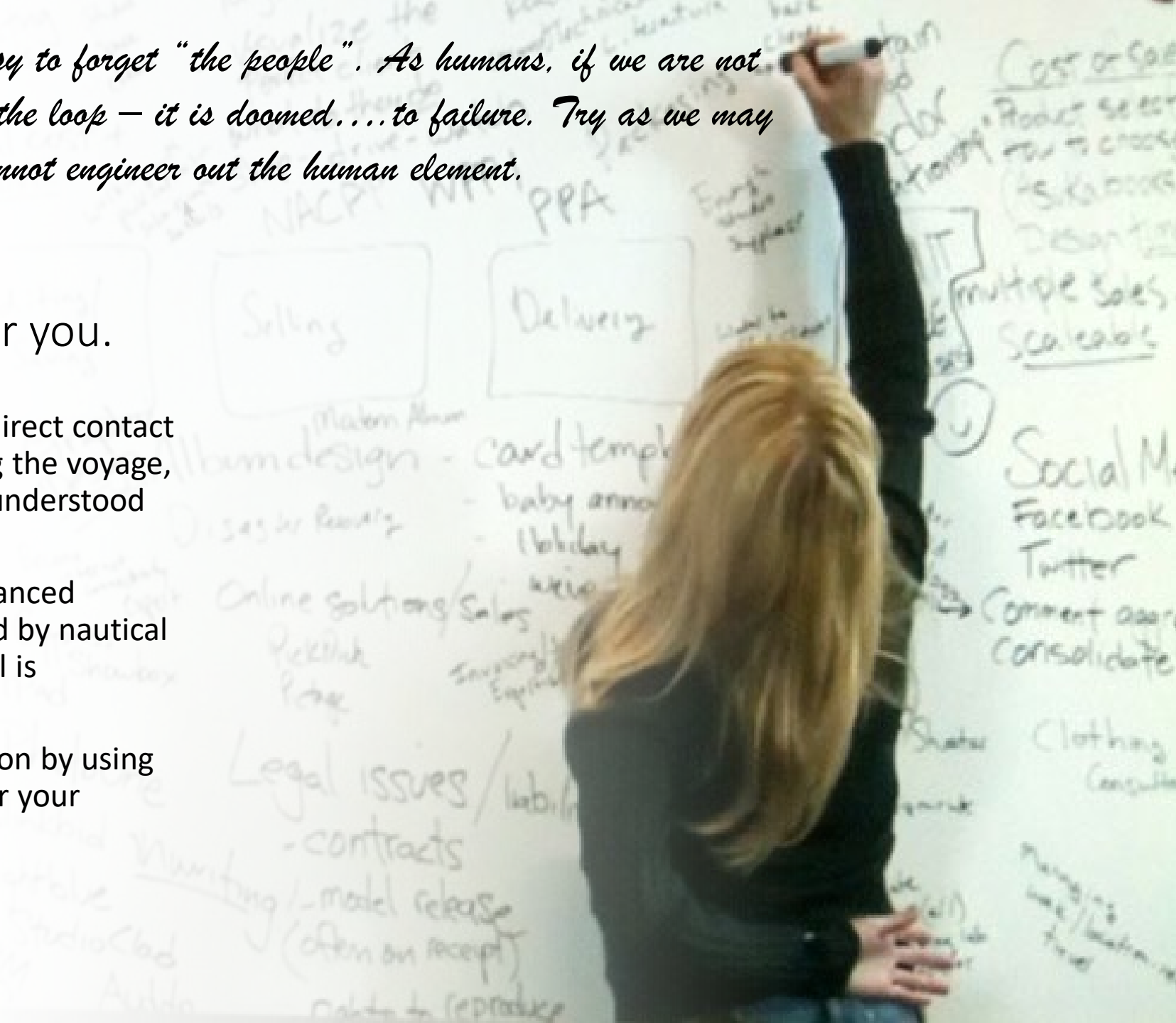


OPTIMUM-EARNINGS
Maximized TCE

It is easy to forget "the people". As humans, if we are not part of the loop — it is doomed....to failure. Try as we may — we cannot engineer out the human element.

What Optimum AB can do for you.

- Unique human element approach by direct contact and follow up with the vessel(s) during the voyage, ensuring that the orders are not only understood but also in whole embraced.
- Using your voyage details and our advanced algorithms, each voyage leg is analyzed by nautical experts, and the optimum earning goal is elaborated and agreed upon.
- Speed/power/consumption optimization by using generic or real baseline calculations for your vessel(s).





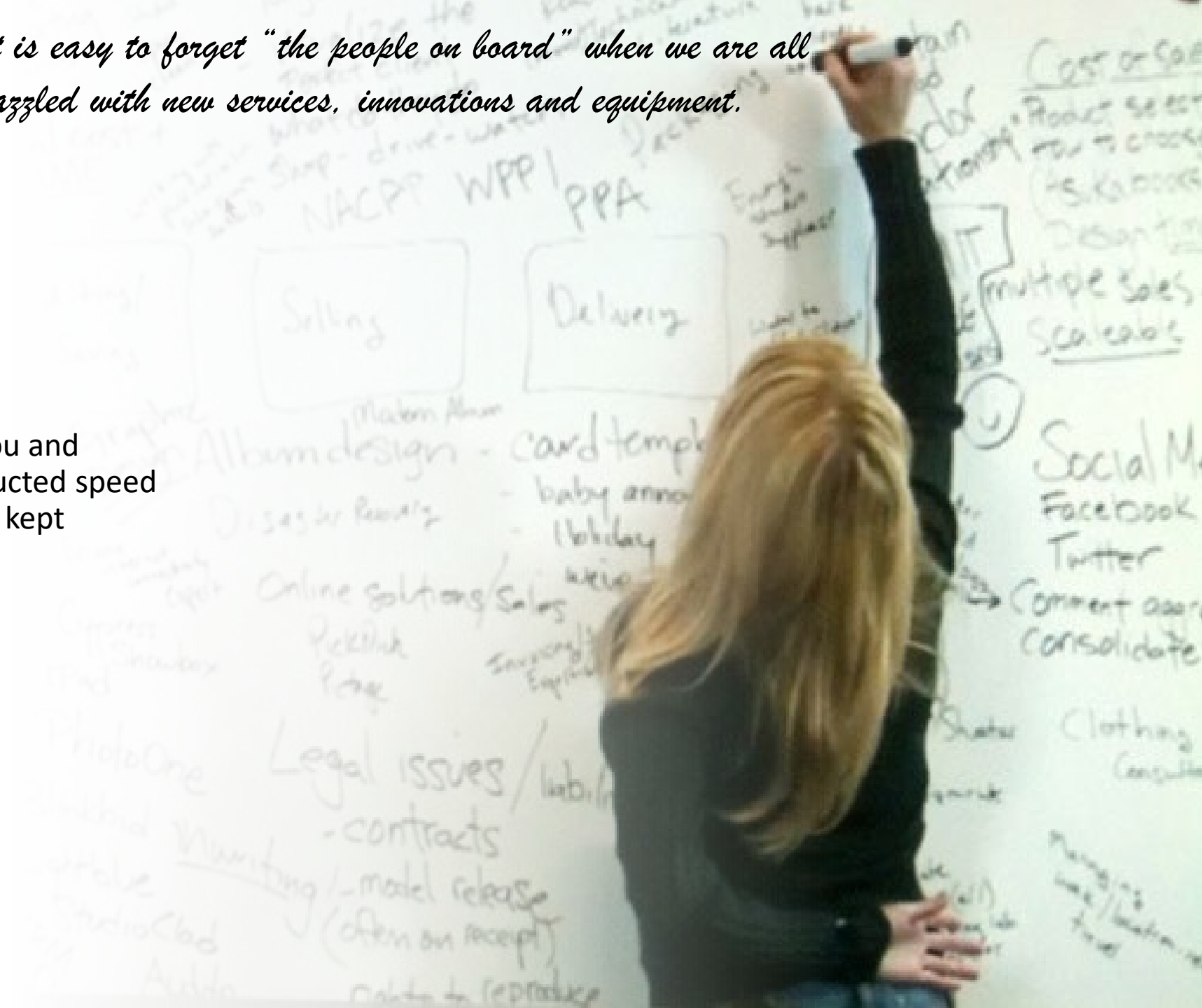
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How we do it.

- By having an open dialogue with you and particularly with the ship, the instructed speed and consumption orders are jointly kept optimal in all conditions.

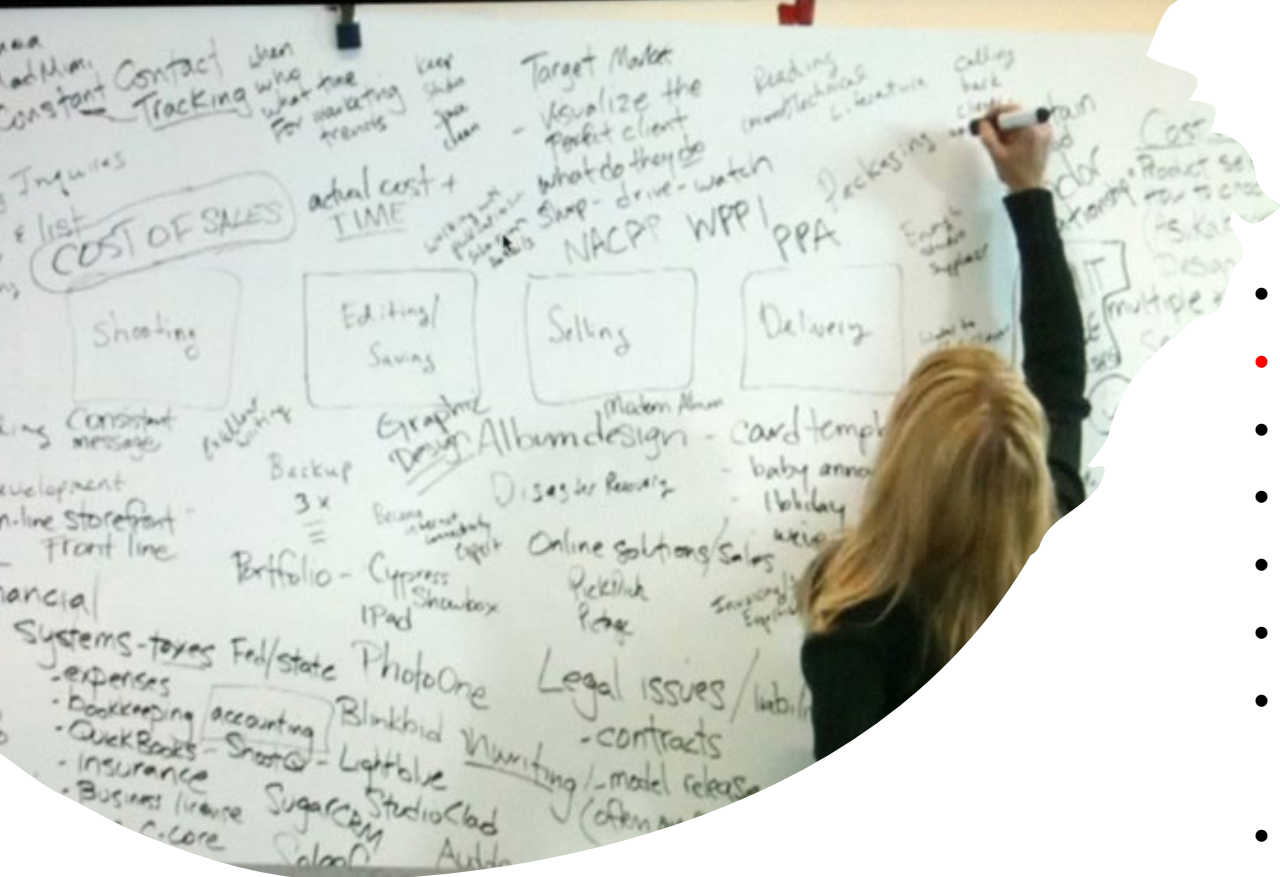
It is easy to forget "the people on board" when we are all dazzled with new services, innovations and equipment.



				NON ECA	ECA										
Bunker cost per MT				560	650	USD/MT									
Total freight - incl. bunker compensation				1 400 000		USD									
Port costs & commissions				185 000		USD									
Days full Tank Cleaning (additional 12,0 MT/24 hrs)				-	0,8	Days									
Days in loadport (additional 3,7 MT/24 hrs)				2,0	-	Days									
Days in discharge port (additional 8,5 MT/24 hrs)				-	2,0	Days									
Days waiting/idling (additional 3,7 MT/24 hrs)				1,5	-	Days									
Cargo heating during laden voyage in total MT				-	-	MT									
Estimated next voyage TCE				12 000		USD									
Idling, TC, Cargo heating and Port Fuel consumption cost				7 252	17 290	USD									
Weather/Current effect (possiblity to enter antcipated neg. or pos. weather + current factor)					-	0	0	0	0	0	0	0	0	0	
Condition; Disp= 50.8k, Trim= 0					Variable Sea Margin 12,5 % at 15 kn					Speeds & Consumption - Example-Ship in LADEN Condition					
Speed in knots - SOG						14,41	14,00	13,50	13,00	12,50	12,00	11,50	11,00	10,71	
ME + AE Consumption MT/24 hr						37,16	33,32	29,79	26,62	24,21	22,01	20,32	18,61	17,82	
Condition; Disp= 30k, Trim= -1.3					Variable Sea Margin 12,5 % at 15 kn					Speeds & Consumption - Example-Ship in BALLAST Condition					
Speed in knots - SOG						14,89	14,50	14,00	13,50	13,00	12,50	12,00	11,52	11,52	
ME + AE Consumption MT/24 hr						37,16	33,52	29,52	26,40	23,54	21,32	19,30	17,82	17,82	
				Distance NON ECA	Distance ECA	AF % speedloss	VOYAGE DAYS								
Laden leg in nm				8 888	300	0,0%	26,6	27,3	28,4	29,4	30,6	31,9	33,3	34,8	35,7
Ballast leg in nm				3 400	-	0,0%	9,5	9,8	10,1	10,5	10,9	11,3	11,8	12,3	12,3
Days in port (loading / discharging), waiting/idling and days for Tank Cleaning							6,3	6,3	6,3	6,3	6,3	6,3	6,3	5,5	
Total (days)							42,4	43,4	44,8	46,2	47,8	49,5	51,4	53,4	53,5
Extra days due to speed reduction							0,0	1,0	2,4	3,9	5,4	7,2	9,0	11,0	11,2
TCE in USD per day (highest TCE is highlighted with green)							10 309	11 382	12 230	12 846	13 161	13 321	13 271	13 167	13 250
Additional profit to next voyge (highest highlighted with blue)							0	44 797	81 929	110 743	127 150	137 068	136 957	133 965	138 575
Gross income							1 190 458	1 190 458	1 190 458	1 190 458	1 190 458	1 190 458	1 190 458	1 190 458	1 190 458
Bunker cost during voyage							753 600	696 315	642 842	596 442	561 057	530 595	508 394	487 325	481 167
Fuel cost diff							0	-57 285	-110 758	-157 158	-192 543	-223 005	-245 206	-266 275	-272 433
Net income							436 858	494 143	547 616	594 016	629 401	659 863	682 064	703 133	709 291

Example

DESIGN Draft (50.800 MT @ Even Keel) and
Normal Ballast condition (30.000 MT @ 1.3 m trim on the stern)



Service costs

- Optimum Earnings service

• Convincing teaser, test on one ship	€	For Free !
• up to 1 week sea passage	€	350 (€ 50/d)
• up to 2 weeks sea passage	€	630 (€ 45/d)
• up to 3 weeks sea passage	€	840 (€ 40/d)
• Monthly contract	€	900 (€ 30/d)
• Fixed yearly contract		as per agreement

- Costs to establish the service

• Setting up first vessel	€	1 500
• Adding sister vessel	€	350

- Optional Cost break down per vessel

• Post-voyage analysis with detailed report	€	1 500
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Contact

Capt. Pär Brandholm

Phn: +46-31 753 7786

Mbl: +46-76 306 3329

E-mail: pbr@optimum-earnings.com

Web: <https://optimum-earnings.com/>

Optimum AB

Gothenburg, Sweden

VAT number: SE559304944701

