Lloyd's List Intelligence

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# Lead Generation Suite for the bunker market

Generate and qualify 5x more commercial opportunities

Bunker traders encounter substantial hurdles when it comes to finding and qualifying new prospects before their rivals, given the limitations of existing tools.

In an extremely competitive environment, having access to the most reliable AIS data is useful, but often isn't enough to get ahead of your competitors.



Not enough time can be dedicated to sourcing new opportunities



Lack a single source of truth to identify multiple opportunities



Due diligence checks for new business opportunities slow down lead qualification



Inefficient process to maintain visibility of vessel arrivals and stay abreast of changes

#### SOLUTION

Lloyd's List Intelligence helps you streamline your lead generation & qualification, analyse data trends and discover commercial opportunities in a few minutes all in one place.

The most advanced predictive insights with real-time updates allows you to get ahead of your competition by fixing contracts and carrying out any due diligence checks days before arrival.

#### APPROACH

### Daily list of opportunities

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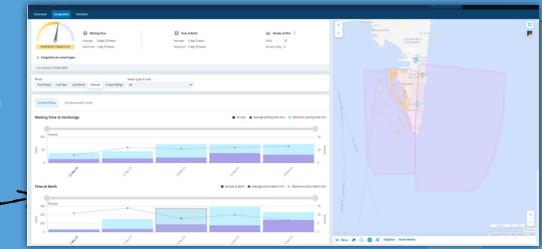
## Due Diligence

Get clarity from an independent source and evaluate the ability of a counterpart to fulfil their financial obligations...

Review Period: 6 Months			
Review Date: 21 November 2023			
Rating	Rate Code	Rate Description	Additional Factors
Sales Level (1-6)	5	\$US 5-20m	Estimated
Condition (1-6)	3	Satisfactory	_
Performance (1-6)	3	Satisfactory	-
Credit Guidance (AAA-J)	в	Low seven figures	_
Overall Rating (1-10)	5	Average risk	Member of large group

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## Monitor your client



#### congestion insights, ensuring supply coordination and customer satisfaction is optimised. Including real-time updates of estimated time of arrival (ETA) at anchorage and estimated time to berth (ETB) for the vessels you are supplying.

## Long term strategy

Access current and historical trade flows with added industry insight from Lloyd's List - the most trusted maritime news source - informing opportunities for expansion and new market penetration.

<u>Click here to request a demo and see how</u> <u>this solution can work for your business</u>