

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

See what vessels are coming into a certain location ahead of time to fix your trades by attaining a daily list of potential new opportunities...

The screenshot displays the 'Seasearcher' interface. The main table lists 142 vessels with columns for Vessel No., Name, L12 Vessel Type, Risk Rating, Predicted Destination, Predicted ETA, Predicted ETD, Predicted ETO, Commercial Operator, and Technical Manager. A detailed view on the left shows 'Predictive Route Information' for a vessel, including its origin, destination, and arrival/departure times. A map on the right shows the vessel's predicted path across the Atlantic Ocean.

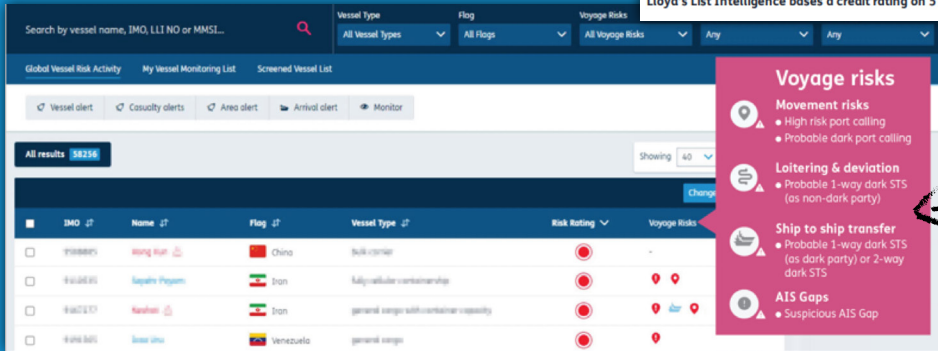
...which includes all the necessary ownership information and vessel characteristics data.

Due Diligence

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

Rating	Rate Code	Rate Description	Additional Factors
Sales Level (1-6)	5	SUS 5-20m	Estimated
Condition (1-6)	3	Satisfactory	—
Performance (1-6)	3	Satisfactory	—
Credit Guidance (AAA-J)	B	Low seven figures	—
Overall Rating (1-10)	5	Average risk	Member of large group

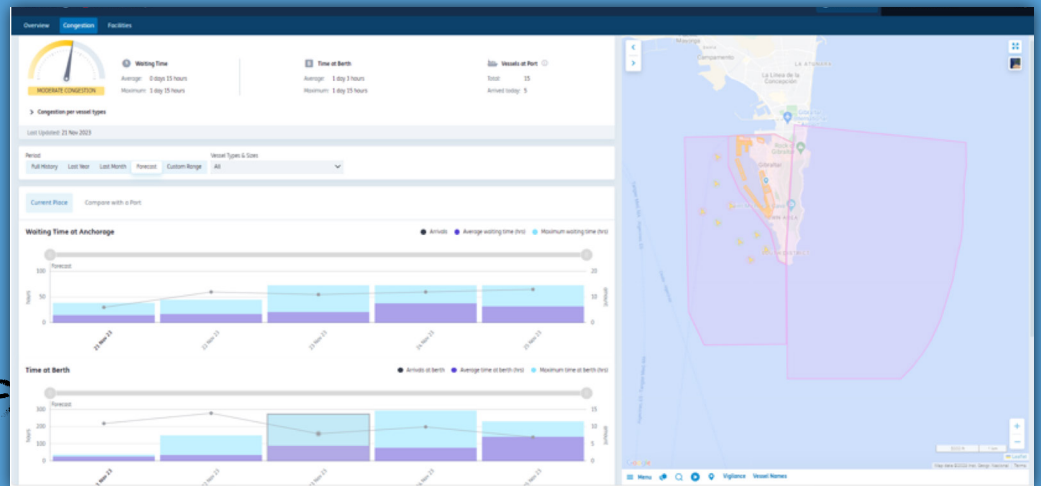
Lloyd's List Intelligence bases a credit rating on 5 criteria



...and avoid high risk business with integrated risk score indicators based on the vessel's profile and detected voyage risk.

Monitor your client

Stay on top of port delays and disruptions with reliable 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.

[Click here to request a demo and see how this solution can work for your business](#)