

A TRACK RECORD OF CONSULTANCY PROJECTS

PJK International by Insights Global Consultancy Services



Year	Description of project	Results
2018	Market analysis for global shipping company on the ARA chemical storage market.	Results have been used by client to form a picture on the local storage market to support strategic decision making.
2018	Market attractiveness study for the NW European petrochemicals, veg oil and base oils tank terminal market.	Client uses information to find targets to acquire.
2018	Market attractiveness study for the Mediterranean tank terminal market.	Client uses information to find targets to acquire.
2018	Commercial Due Diligence project for a conglomerate owning several tank terminal assets in Europe.	Project is ongoing. Client is still competing to win the bid.
2017	Commercial Due Diligence project for tank terminal asset in the Netherlands.	Results of the report have been applied for valuation of a specific tank terminal. Client acquired the asset.
2017	Commercial Due Diligence project for tank terminal asset in Germany.	Results of the report have been applied for valuation of a specific tank terminal. Client acquired the asset.
2017	Market analysis for global equipment supplier on the European and North American tank storage market.	Results have been incorporated in overall corporate strategic planning
2016	Commercial Due Diligence project for tank terminal asset in France.	Results of the report have been applied for valuating of a specific tank terminal. Client acquired the asset.
2016	Market research that offered a European perspective on oil product and biofuel markets, demand and supply dynamics. Recent trends and 20 years outlook	Results of the report have been applied for valuation of a specific tank terminal.



2016	Market analysis of the downstream sector with current and historic market shares, profitability of the wholesale and retail sector and possible investment opportunities.	Results of the report have been used to identify investment opportunities in the downstream sector.
2016	Supply chain analysis of the downstream and retail sector in the Benelux.	The outcome of this analysis was input to optimize one's inventory position.
2016	PJK International has helped oil company with their internal freight pricing system.	PJK International has been used to tailor internal pricing models.
2014 - 2016	Research covering 'future of Northwest European oil and petrochemical cluster', outlook for ARRR liquid bulk cluster and tanker barge sector.	This was a multi-client project and all stakeholders gained valuable insights from the study.
2015	Market analysis of recent trends in a specific segment of the tank terminal market.	The report has been used as 'expert study' in legal procedure
2015	Various projects assessing market trends and its influence of revenues in the NW European tank storage markets.	Results were input for valuation tank terminal models.
2014	PJK International was member of a Due Diligence project team responsible for the assessment of Tank Terminal assets in the ARA region. PJK focused on the Commercial Due Diligence, specifically: the NWE oil – and chemical market structure, current market drivers, future outlook, tank storage rates and a revenue model.	The outcome of this project has supported the prospective buyer in obtaining essential information about the asset and its current and future position in the market.
2013	Market research report on the global tank storage industry and assessment of key-factors that influence market fundamentals in the medium term in order to get a view on the future dynamics.	Fund gained important insights and based investment strategy on this.



2012 2013	- Export feasibility study and trade structuring plan for Russian refinery: market analysis, export strategy advice, pricing research and trade operational advice.	The Refinery has implemented this advice and is now using them in their trading strategy.
2012	Locational analysis for tank terminal in Northern Germany: analyzing shipping routes and supply markets for barges in Northern Germany.	The results of this project were integrated into a broader analysis and valuation of a specific tank terminal.
2011	NWE market entry strategy feasibility study for a large Japanese refiner: market analysis, competition analysis, profitability analysis, trading strategy analysis using computer simulations.	Based on the study their investment strategy was adjusted.
2011	Exploring commercial options for strategic storage facility (rock-cavern) to generate additional profits. Specifically contango / backwardation storage plays were considered and analyzed for profit potential and market risks.	The owner of the facility decided to attract an international trader and got additional revenues for this set-up.
2011	Quantitative cross Atlantic VGO arbitrage trading strategy development for international trader: analysis and econometric modeling of WTI/Brent spread in order to develop a timing strategy when to switch from an ICE Brent hedge to a NYMEX/CME Crude Light hedge.	The project provided new insights into which variables are important and what to watch. Based on these findings they altered their market intelligence focus.
2010 2011	- Risk/return analysis for shipping company: analyzing exposures to fuel prices, interest rates and variations in revenues. Determining expected annual cash flows, value at risk and expected shortfall.	The shipping company shifted management focus on the main sources of financial risks.



2010	Development of a calculation program based on our PJK freight rates for determining market rates for barge transport of oil products within a distribution network within Benelux and Germany for Northwest European oil trader.	Our freight rates and the developed pricing model are used by the trader in determining transfer prices for its subsidiaries in Germany and Switzerland.
2007 – 2013	Periodic market analysis for oil products and barge freight rates within Northwest Europe for CCR/European Commission.	Our freight rates are used to monitor the profitability of the barge tanker sector in Northwest Europe.
2003 – 2007	Periodic analysis of oil inventories in ARA as part of monthly IEA OMR.	Integration of our stock data in the monthly OMR report.
2002	Market case analysis: commercial exploitation of CEPS pipeline system in Europe for NATO.	Adjustment of pricing strategy, which resulted in increased revenues from commercial utilization of the pipeline assets.

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