



Insights Global - Consultancy

Storage Fees Research



INSIGHTS GLOBAL



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Market research company

Create better functioning energy markets by enabling intelligent decisions

- Provide insights to support our clients
- Scientific approach: data driven combined with on-the-ground intelligence
- Sophisticated & creative solutions

Well-known products:

- Rhine/ARA barge freight rates
- ARA oil product stocks
- TankTerminals.com
- Rhine Flow Service
- Consultancy Services
- Oil Academy
- Consultancy Services

TankTerminals.com



It is critical to know the market price to support your negotiations.

Price is one of the key components in commercial decision-making both at an operational and strategic level.

Responsibilities management

- Needs to know the market price to determine competitiveness in negotiations.
- Needs to make investment decisions/business cases (expected revenues versus CAPEX+OPEX).
- Needs to develop/update commercial strategy.
- Needs to make strategic commercial decisions.



Uncertainty about the current market price

Market price is a very relevant commercial factor at operational and at strategic level.

Challenges and uncertainties

- Uncertain about the current market price and competitive position in the negotiation process.
- What are the potential revenues of an investment/business case?
- How much can I sublease or rent out this tank for?



Thanks to our global network, we will be able to provide you with detailed pricing information.

What we offer

- Thanks to detailed pricing information, we are better informed about current and historical market prices.
- Our independent research allows us to uncover reliable pricing data.
- We are well-connected globally within the industry and have access to pricing data for a diverse line of products and geographical regions.
- Insights Global is always available as advisors to provide additional intelligence and support during negotiations or investment projects.



Concrete deliverables that will meet your requirements.

What we deliver

Deliverables

- A Storage Fees Report with an overview of products and prices.
- The report is presented and discussed in a meeting.
- We will be as transparent as possible about the methodology used and the data gathered.



The commercial strategy will help to add value to your company.

What you will experience

Pay-off

You will:

- Know the right price for your tanks to increase profitability.
- Be more confident in negotiations.
- Be prepared for making the right commercial decisions.
- Have a better understanding of the probability of the investment/business case's success rate.





Insights Global Team



Patrick Kulsen – MD & Senior Consultant

Patrick brings his management skills, market knowledge and commercial DD experience to the team. He is also owner of TankTerminals.com which provides unrivaled access to relevant data and information on the terminal industry.

Relevant experience:

- Involved in multiple Commercial DD's for tank terminal assets
- Frequent speaker at conferences on tank terminal market developments
- Specialist in quantitative modeling and forecasting of oil products supply, demand and trade flows
- Deep understanding of oil trading business and how this translates into requirements for terminals

Education:

- Quantitative Finance (MSc.)
- Systems Engineering (MSc.)
- Mechanical Engineering (B.)



Rene Loozen— Consultancy Director

Rene brings his analytical skills, market knowledge and extensive experience in the oil and chemical value chain to the team.

Relevant experience:

- Leader of many strategic market insight projects in the terminal and chemical industry
- Frequent speaker at conferences on tank terminal market developments
- Specialist in modeling and forecasting of chemical products supply, demand and trade flows
- Deep understanding of chemical business and how this translates into requirements for terminals

Education:

- Business Economics (MSc.)



Steven Bitter – Market Intelligence Analyst

Steven is a young highly educated expert in data analysis and programming

Relevant experience:

- Amongst others, econometrics, statistics, data science and commodity market belong to his field of expertise
- Competent in modeling and forecasting of oil products supply, demand and trade flows.
- Author of many oil market reports
- Has been involved in several consultancy projects

Education:

- Econometrics and Management Science (MSc.)
- Econometrics and Operations Research (BSc.)



Lars van Wageningen – Operations Manager

Lars is the key contact for understandings of Insights Global's different knowledge fields.

Relevant experience:

- Involved in various teams of previous commercial DD projects
- Analyst and editor of Insights Global reports on commodity markets, freights and tank terminal dynamics
- He is in charge of the different daily and weekly quantitative and qualitative reports Insights Global offers regarding the supply chains in the ARA and Rhine region and responsible for the Tankterminals.com platform.

Education:

- Master in Business Administration (MSc.)





Insights Global References



References

Insights Global has been involved in several projects and has a good reputation in the market.

“Patrick and the entire team have provided valuable support to Zenith Energy from market research to M&A support and advisory since inception. Insights Global does a great job of truly understanding exactly what we want and need on each project, from off the shelf S&D figures to very market specific intel and he always delivers a great product.”

Brian Feyereisen, Managing Director, Zenith Energy LP.

“Patrick Kulsen and his team of professionals assist us with their profound knowledge of the industry and they help deliver insights for our aggressive investment projects.”

Walter Wattenberg, Group CEO LBC Tank Terminals Group

“Insights Global has helped us with several projects, delivering excellent market research which has helped us to make the right business decisions. Recently, Insights Global prepared an excellent Market Outlook & Company Position Report, which contributed to a successful refinancing of our terminal in Amsterdam and which supported an investment in a new rail handling system as well as dedicated ethanol storage. In our view, Insights Global is very well equipped to deliver bankable market and commercial due diligence reports. They know the local markets very well, have terminal experience, work professionally and meet expectations.”

Peter Vucins, Director at Global Petro Storage Group

“Insights Global has been engaged by ESB to provide Oil Storage market valuation reports and market advice. Leveraging off their up-to-date market knowledge, their network and their experience, they have provided a very professional service that has always met our expectations.”

Paul P. Cullen, Commercial Projects Manager, ESB Generation & Trading

“For our terminal expansion in Rotterdam, Insights Global has advised and accompanied our commercial team very well in developing our Commercial Plan. The cooperation has led to a focus on the right, appropriate market segments with regard to our new tank capacity, which will be commissioned during Q3/4 in 2021.” Erik Kleine, General Manager Europe, LBC Terminals

