



# Terminal Marketplace

- Access to 7,000+ storage locations around the world
- Ability to transact in real time
- Reduced costs & increased efficiency
- Communicate anonymously
- Compliance and credit Controls
- More optionality in your business
- Better market intelligence

# Mission: Improve terminal markets by lifting barriers to transact



Currently, facility owners and market participant face many obstacles when entering terminal capacity transactions.

The Terminal Marketplace wants to lift these barriers to transact:

- No transparency as to current/future buyers and sellers
- Difficulty contacting counterparties
- Issues around know-your-customer and trustworthiness between potential buyers and sellers
- Difficulty determining the market value of terminal service and whether the purchase is in line with the market
  - market price
  - cost driver information
  - supply/demand dynamics
- Uncertainty around the exact offer/bid and its commercial implications
  - when available/needed
  - how long available/needed
  - location
  - how much capacity
  - bid/offer pricing
  - expected throughput volumes and auxiliary service demand and pricing
  - infrastructure (availability vs. requirements; CAPEX implications)
  - services (availability vs. requirements; OPEX implications)
  - terms and conditions

# Storage markets are facing significant challenges

Two main challenges facing tank storage markets:

## **Downturn in tank storage demand:**

- Due to advanced market information tools OPEC+ are able to control supply and keep global markets tight.
- Current market dynamics and shape of the crude curve has resulted in depressed demand and value for tank storage.
- Customers are reluctant to lock-in term contracts at any price.
- The customer base is insufficient to generate robust demand-side competition for storage.
- Customers delay 1-on1 negotiations and renewals when favorable to them, resulting in reduced and/or lost revenues.

## **Information asymmetry disadvantageous for storage companies:**

- Customers are highly sophisticated and able to analyze market conditions and evaluate storage value on a real-time basis.
- Customers have superior access to data affecting storage value and can evaluate and respond to changes in market conditions faster.
- Customers prefer to negotiate 1-on-1 with terminal so they can exploit this information asymmetry to their benefit.
- Customers create free options (and value) that benefit them by delaying negotiations and renewals when market conditions are unfavorable or uncertain, resulting in lower or lost revenues for storage facilities.

# How storage markets deal with these challenges?

There are two complementary ways to deal with these challenges. One way is to be better informed about the market and the other way is to adapt the way you market tanks.

## Be better informed:

- Get better insights into current drives of market value for tank capacity
- Understand market dynamics and how it can influence storage rates

The goal is to narrow the information gap between your customers and yourself. This will be of benefit to you in negotiations.

## Adapt the way you market tanks:

- In a commercial process you always need to ensure that you have multiple options.
- If you can create a situation where two clients are bidding against each other the information asymmetry is less relevant. In this situation both bidding clients are competing with each other instead of you against your client.

The goal is to have clients compete against each other in a bidding process as opposed to 1-on-1 negotiations between client and terminal operator.

# Terminal Marketplace package: our solution

The Terminal Marketplace package consists out of:

- a set of periodic market reports to inform Terminal Operators
- a set of commercial marketplace tools to offer tank capacity

## Market Reports:

- Global Tank Storage Rates Report (GTSR)
- Tank Terminal Market Report (TTMR)

These reports provide information on current price levels (GTSR) and current state of the tank terminal market (TTMR). With these reports market participants are much better informed and can make better commercial decisions.

To see samples of both reports please see following links:

[Global Tank Storage Rates Report](#)

[Tank Terminal Market Report](#)

## Marketplace Tools:

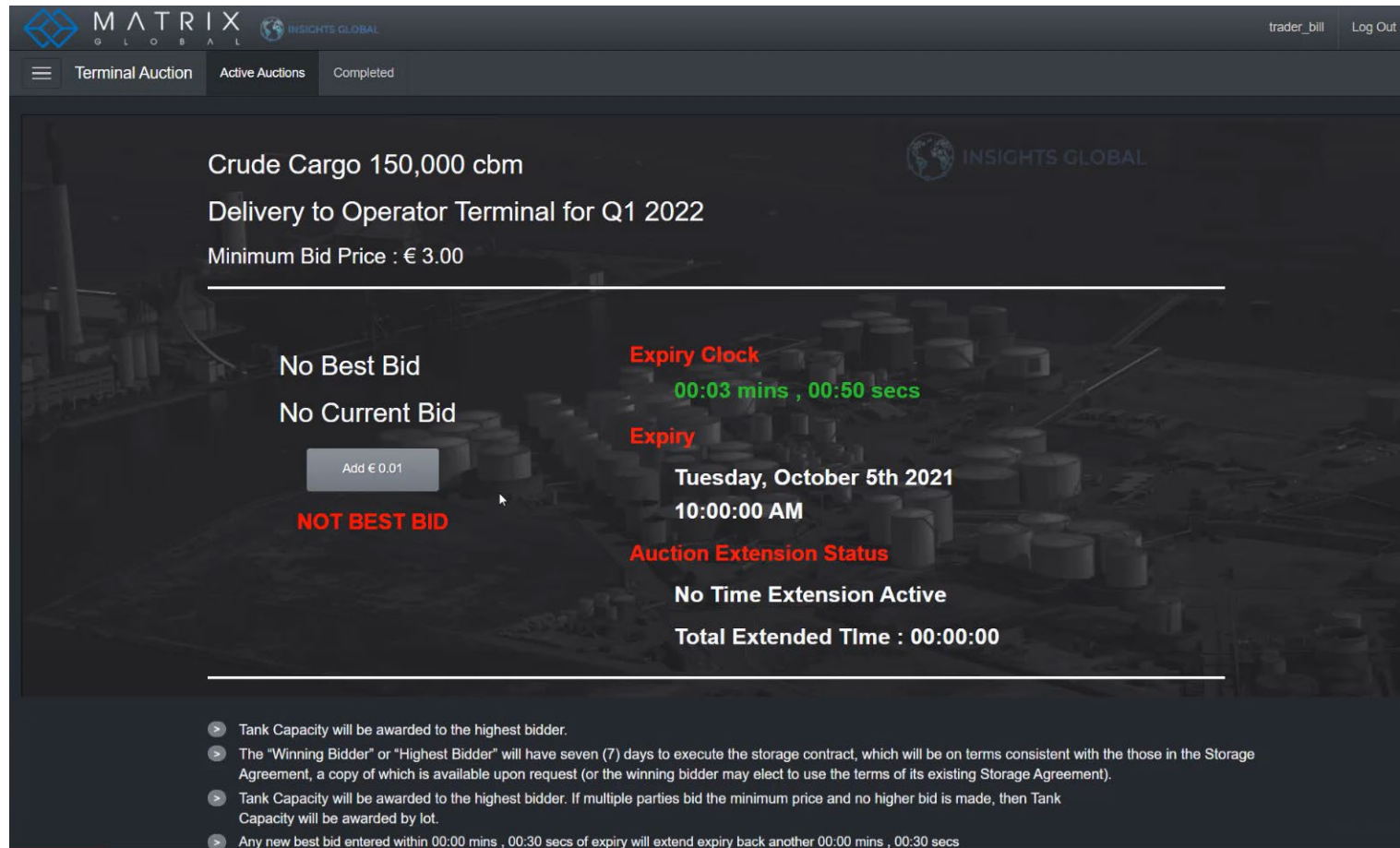
- Terminal Marketplace platform
- Auction platform

The Terminal Marketplace and Auction platforms function as a place where bidders and sellers of tank capacity can transact. The Terminal Marketplace enables continuous bidding whereas the auction platform brings together bidders at a pre-set period. Both marketplace tools will increase market efficiency and lead to competitive bidding processes.



# Auction platform

A system that enables users to transact storage capacity during a pre-set period: Users can bid for storage capacity that is being offered in the auction. The winning bid will enter into a binding agreement for renting storage capacity.



The screenshot displays the MATRIX GLOBAL auction platform interface. At the top, the navigation bar includes the logo, 'INSIGHTS GLOBAL', and user options like 'trader\_bill' and 'Log Out'. The main content area shows the auction details for 'Crude Cargo 150,000 cbm' with a delivery to an operator terminal for Q1 2022 and a minimum bid price of € 3.00. The status indicates 'No Best Bid' and 'No Current Bid', with a 'NOT BEST BID' message and an 'Add € 0.01' button. An 'Expiry Clock' shows 00:03 mins and 00:50 secs remaining, with the auction set to expire on Tuesday, October 5th 2021 at 10:00:00 AM. The 'Auction Extension Status' shows 'No Time Extension Active' and a 'Total Extended Time' of 00:00:00. A list of terms and conditions is provided at the bottom.

Crude Cargo 150,000 cbm  
Delivery to Operator Terminal for Q1 2022  
Minimum Bid Price : € 3.00

No Best Bid  
No Current Bid

Add € 0.01

**NOT BEST BID**

**Expiry Clock**  
00:03 mins , 00:50 secs

**Expiry**  
Tuesday, October 5th 2021  
10:00:00 AM

**Auction Extension Status**  
No Time Extension Active  
Total Extended Time : 00:00:00

- > Tank Capacity will be awarded to the highest bidder.
- > The "Winning Bidder" or "Highest Bidder" will have seven (7) days to execute the storage contract, which will be on terms consistent with the those in the Storage Agreement, a copy of which is available upon request (or the winning bidder may elect to use the terms of its existing Storage Agreement).
- > Tank Capacity will be awarded to the highest bidder. If multiple parties bid the minimum price and no higher bid is made, then Tank Capacity will be awarded by lot.
- > Any new best bid entered within 00:00 mins , 00:30 secs of expiry will extend expiry back another 00:00 mins , 00:30 secs

# Terminal Marketplace platform



A system that enables users to transact storage capacity continuously and in real-time: Users can offer or bid for storage and accept such offers or bids leading to a binding agreement for renting storage capacity.

Listing Date	Facility	Product	Capacity Type	Listing Symbol	Volume Remaining	Min Order	Buy/Sell	Listing Price	Expiry Time	Firm	Order Buy/Sell	Order Volume	Order Price	My Order Volume
07/25/21	Magellan Midstream Partners, LP (Cushing)	Crude	Single Tank	MAY 2022 TML	100,000 bbl	25,000 bbl	BUY	0.30	143:58:44		SELL	25000	0.35	Buy Now
07/25/21	Magellan Midstream Partners, LP (Cushing)	Crude	Single Tank	APR 2022 TML	100,000 bbl	25,000 bbl	BUY	0.30	143:58:44					
07/25/21	Magellan Midstream Partners, LP (Cushing)	Crude	Single Tank	MAR 2022 TML	100,000 bbl	25,000 bbl	BUY	0.30	143:58:44					
07/25/21	Magellan Midstream Partners, LP (Cushing)	Crude	Single Tank	FEB 2022 TML	100,000 bbl	25,000 bbl	BUY	0.30	143:58:44					
07/25/21	Magellan Midstream Partners, LP (Cushing)	Crude	Single Tank	JAN 2022 TML	100,000 bbl	25,000 bbl	BUY	0.30	143:58:44					
07/25/21	Magellan Midstream Partners, LP (Cushing)	Crude	Single Tank	DEC 2021 TML	100,000 bbl	25,000 bbl	BUY	0.30	143:58:44					
07/25/21	Enbridge Energy Partners, LP (Cushing)	Crude	Fungible	NOV 2021 TML	50,000 bbl	50,000 bbl	SELL	0.40	11:51:00		BUY	50000	0.30	Sell Now
07/25/21	Enbridge Energy Partners, LP (Cushing)	Crude	Fungible	OCT 2021 TML	50,000 bbl	50,000 bbl	SELL	0.40	11:51:00		BUY	50000	0.30	Sell Now
07/25/21	Enbridge Energy Partners, LP (Cushing)	Crude	Fungible	SEP 2021 TML	50,000 bbl	50,000 bbl	SELL	0.40	11:51:00		BUY	50000	0.30	Sell Now

# Frequently Asked Questions



- How to get access to Marketplace Tools?

You need to get an account to the system. To create an account, you need to contact Matrix Global or Insights Global representatives. After completion of a thorough KYC process your account will be ready to go.

- How to get access to Market Reports?

Please contact Insights Global representatives to get access to Market Reports. Free samples and trials are available to check out the services.

- What's the Credit Function in the Terminal Marketplace?

Companies can provide Matrix with the names of your approved counterparties in advance, and we will populate them in our system, after which only your approved counterparties (or parties that opt to prepay) can see and respond to your offers.

- What kind of Compliance tools are available in the Marketplace system?

There is administrative access for companies' compliance department to all relevant information. There is administrative access to Chat anonymous function, all chat information is archived. If needed the chat functionality can be disabled.

- How do market participant get informed about bids and offers in the Marketplace system?

Informing market participants (MP's) is done in various ways. MP's are informed of new and current bids offers via periodic e-mails. They can log in to the Terminal Marketplace to see all bids and offers and via the TankTerminals.com platform the bids and offers are visible for MP's.



## Please Contact

### Patrick Kulsen

Stationsweg 1B  
4811 AX Breda  
Nederland

T: +31 (0)6 14440590

E: [pkulsen@insights-global.com](mailto:pkulsen@insights-global.com)

### Richard Redoglia

T: +1 (858) 204-5122

E: [richard.redoglia@matrix.global](mailto:richard.redoglia@matrix.global)

### Christopher Del Vecchio

T: +1 (203) 218-9098

E: [Chris.delvecchio@matrix.global](mailto:Chris.delvecchio@matrix.global)