

Tank Storage Market Report

December, 2022

A few more hours and we enter into 2023. A good time to reflect and look back on 2022. And what a year it was! Storage tanks were hard to find and therefore we had to work even harder to match the enormous pile of storage requests we received. We thank the terminals which supported us and helped us to make it a successful year. New customers were welcomed, and repeating customers found their way back to us as well. We managed to conclude storage deals worldwide (even in Africa) for which we sincerely thank our business partners.

Biodiesel & feedstocks, vegetable oils, ethanol, oleo chems, caustic and acids were the winners on our fixture list. A very different list from previous years where petroleum products were on top.

Lots of discussions were had about energy & indexation clauses. We saw the storage rates rise and still the tanks sold like hotcakes. Unfortunately, we had to disappoint a lot of people as well and floating storage was in some cases the only option. The ones who had tanks not necessarily had high throughputs, but the value of having them was high enough to keep them on.

Backwardation don't tempt to keep your product in tank as your product value drops, but uncertainties like changing rules, regulations and sanctions were enough reason to keep or take tanks and have product stocked.

Trading hub locations like ARA, US Gulf, Southeast Asia and Arabian Gulf had no issues filling their tanks.

Terminals will have another healthy year but headaches on what the future will bring will be a cause for concern. The energy transition will require huge investments, too much to build opportunistically and partnerships have been announced to approach it jointly. For smaller companies it will be more difficult to participate unless they work niches markets.

Since early 2022, soaring energy prices linked to the war in Ukraine have forced drastic cuts to European chemical production, with capacity offline or running at reduced rates. Production in Germany, which relied heavily on cheap Russian natural gas and must now pay much higher global prices, collapsed by an eye-watering 21.5% compared to same time in 2021. European production will be replaced by cheaper regions which is already impacting the supply chains. Rather than export from Europe, we will continue to see more imports. For which terminals are key.

What is your tank storage strategy for 2023. Reducing your tank capacity, adding new locations, is your current terminal capable to handle your ideal vessel type, what energy surcharge should you pay, using your tank in an optimal way (throughput)? Let us assist you in looking at options to sublease, change, or negotiate your contracts.

Our team changed this year as well and we welcome

Berce; she left Turkey to join us in Rotterdam with her ship operating experience. Lauritz; our Dutch Norwegian who worked in the ship support service before Wessel; he also worked for a ship owner, is Dutch and you for sure will meet him at events.

We are still looking to expand the team further, preferably with brokers in different time zones, in case you know somebody, please don't hesitate to refer them to us.

We trust that 2023 will bring us again many challenges, for which we are ready to provide solutions.

Wishing you a new year of health, happiness and prosperity.

AS YOUR PREFERRED STORAGE BROKER WE MAKE THE BEST MATCH POSSIBLE.

**We are at your service
Team Odin-RVB Tank Storage**



**Please find a snapshot of opportunities
(available tanks at the terminals)**

CAPACITY	UOM	PRODUCT GROUP	LOCATION	AVAILABLE FROM
Belgium / Netherlands				
5.900	M3	(Easy) Chems	BELGIUM	01/05/2023
14.000	M3	(Easy) Chems	NETHERLANDS	Q2 2023
10.580	M3	(Easy) Chems	BELGIUM	Q3 2023
35.000	M3	Base Oil	BELGIUM	Now
30.000	M3	Base Oil	NETHERLANDS	Q3 2023
50.000	M3	Biodiesel	BELGIUM	Now

200	M3	Biodiesel	NETHERLANDS	Now
5.900	M3	Biodiesel	BELGIUM	01/05/2023
4.000	M3	Biodiesel	NETHERLANDS	Q1 2023
14.000	M3	Biodiesel	NETHERLANDS	Q2 2023
32.000	M3	Biodiesel	NETHERLANDS	Q3 2023
65.000	M3	Biodiesel	BELGIUM	Q4 2023
20.000	M3	Biodiesel	NETHERLANDS	Q1 2024
60.000	M3	Biodiesel	NETHERLANDS	Q3 2024
20.000	M3	Chems	BELGIUM	Now
1.000	M3	Chems	NETHERLANDS	01/02/2023
25.000	M3	Chems	BELGIUM	01/08/2023
50.000	M3	CPP	BELGIUM	Now
140.000	M3	Crude	NETHERLANDS	01/03/2023
25.000	M3	Distillates	BELGIUM	Now
15.000	M3	Distillates	NETHERLANDS	Q1 2023
100.000	M3	Distillates	BELGIUM	01/08/2023
15.000	M3	Distillates	BELGIUM	Q4 2023
6.000	M3	DPP	NETHERLANDS	01/03/2023
6.900	M3	Lights	BELGIUM	Now
120.000	M3	Lights	NETHERLANDS	Q1 2023
1.250	M3	Vegoil	NETHERLANDS	Now
14.000	M3	Vegoil	NETHERLANDS	Q4 2023
20.000	MT	Vegoil	NETHERLANDS	Q1 2024

North - Europe

10.000	M3	(Easy) Chems	FRANCE	Now
3.353	M3	(Easy) Chems	GERMANY	Now
68.750	M3	(Easy) Chems	SCANDINAVIA/BALTIC	Now
39.636	M3	Bio feedstocks	WEST COAST UNITED KINGDOM	Now
162.477	M3	Base Oil	WEST COAST UNITED KINGDOM	Now
10.000	M3	Biodiesel	FRANCE	Now
225.000	M3	Biodiesel	SCANDINAVIA/BALTIC	Now
47.870	M3	Bitumen	WEST COAST UNITED KINGDOM	Now
1.500	M3	Chems	EAST COAST UNITED KINGDOM	Now
168.467	M3	Chems	WEST COAST UNITED KINGDOM	Now
21.400	M3	Chems	FRANCE	Now
3.000	M3	Chems	SCANDINAVIA/BALTIC	Now
9.600	M3	Chems	SCANDINAVIA/BALTIC	Q1 2023
25.000	M3	Chems	UNITED KINGDOM	Q1 2023
500	M3	Chems	GERMANY	Q2 2023
10.000	M3	Chems	FRANCE	Q4 2024
139.600	M3	CPP	SCANDINAVIA/BALTIC	Now
100.000	M3	Crude	IRELAND	Now
365.689	M3	Crude	WEST COAST UNITED KINGDOM	Now
650.000	M3	Crude	GERMANY	Now
360.000	M3	Crude	SCANDINAVIA/BALTIC	Now
100.000	M3	Crude	FRANCE	Q1 2023

8.500	M3	Distillates	EAST COAST UNITED KINGDOM	Now
100.000	M3	Distillates	IRELAND	Now
137.786	M3	Distillates	WEST COAST UNITED KINGDOM	Now
74.582	M3	Distillates	WEST COAST UNITED KINGDOM	Q2 2023
30.000	M3	Distillates	SCANDINAVIA/BALTIC	01/06/2023
294.850	M3	Distillates	SCANDINAVIA/BALTIC	Now
60.000	M3	Distillates	FRANCE	Q1 2023
290.000	M3	DPP	SCANDINAVIA/BALTIC	Now
47.870	M3	Fuel Oil	WEST COAST UNITED KINGDOM	Now
630	M3	Fuel Oil	FRANCE	14/11/2023
10.000	M3	Fuel Oil	FRANCE	Now
390.000	M3	Fuel Oil	SCANDINAVIA/BALTIC	Now
1.600	M3	GAS	EAST COAST UNITED KINGDOM	Now
60.786	M3	Lights	WEST COAST UNITED KINGDOM	Now
74.582	M3	Lights	WEST COAST UNITED KINGDOM	Q2 2023
69.850	M3	Lights	SCANDINAVIA/BALTIC	Now
22.000	M3	Lights	SCANDINAVIA/BALTIC	Q1 2023
10.000	M3	Various	EAST COAST UNITED KINGDOM	Now
37.860	M3	Various	WEST COAST UNITED KINGDOM	Now
15.000	M3	Various	SCANDINAVIA/BALTIC	Now
61.136	M3	Vegoil	WEST COAST UNITED KINGDOM	Now
5.000	M3	Vegoil	EAST COAST UNITED KINGDOM	Q1 2024
2.809	M3	Vegoil	GERMANY	Now
1.800	M3	Vegoil	SCANDINAVIA/BALTIC	Q1 2023

South - Europe / Med. / Black Sea

3.900	M3	(Easy) Chems	SPAIN	Q1 2023
2.600	M3	(Easy) Chems	SPAIN	01/03/2023
1.000	M3	(Easy) Chems	PORTUGAL	01/11/2023
13.000	M3	Biodiesel	MEDITTERANEAN	Now
15.600	M3	Biodiesel	SPAIN	Now
6.809	M3	Biodiesel	MEDITTERANEAN	Q1 2023
2.600	M3	Biodiesel	SPAIN	01/03/2023
3.900	M3	Biodiesel	SPAIN	Q1 2023
45.000	M3	Bitumen	MEDITTERANEAN	Now
10.000	M3	Chems	MEDITTERANEAN	01/02/2023
7.000	M3	Chems	MEDITTERANEAN	Q1 2023
161.090	M3	CPP	MEDITTERANEAN	Now
450.000	M3	Crude	MEDITTERANEAN	Now
89.000	M3	Crude	MEDITTERANEAN	Q1 2023
360.000	M3	Crude	SPAIN	Q4 2023
783.046	M3	Distillates	MEDITTERANEAN	Now
6.000	M3	Distillates	SPAIN	Now
200.000	M3	Distillates	MEDITTERANEAN	Q1 2023
360.000	M3	DPP	SPAIN	Q4 2023
40.000	M3	Fuel Oil	MEDITTERANEAN	Now
104.850	M3	Fuel Oil	SPAIN	Now

100.000	M3	Fuel Oil	MEDITTERANEAN	01/03/2023
54.000	M3	Fuel Oil	SPAIN	03/03/2023
129.000	M3	Fuel Oil	MEDITTERANEAN	Q1 2023
360.000	M3	Lights	MEDITTERANEAN	Now
6.000	M3	Lights	SPAIN	Now
5.000	M3	Lights	MEDITTERANEAN	Q1 2023
20.000	M3	Lights	MEDITTERANEAN	Q2 2023
8.000	M3	Various	MEDITTERANEAN	01/06/2023
6.809	M3	Various	MEDITTERANEAN	Q1 2023
5.000	M3	Vegoil	MEDITTERANEAN	01/02/2023
37.200	M3	Vegoil	MEDITTERANEAN	Now
3.900	M3	Vegoil	SPAIN	Q1 2023
			Africa	
4.500	M3	CPP	EGYPT	Now
4.500	M3	Distillates	EGYPT	Now
4.500	M3	Vegoil	EGYPT	Now
44.800	M3	Distillates	MOZAMBIQUE	Now
1.260	M3	(Easy) Chems	SOUTH AFRICA	Now
425.000	M3	Crude	SOUTH AFRICA	Now
10.000	M3	Distillates	SOUTH AFRICA	Now
50.000	M3	Distillates	WEST COAST AFRICA	Now
			Middle East	
10.000	M3	(Easy) Chems	SAUDI ARABIA	Now
22.500	M3	Base Oil	ARABIAN GULF	Now
10.000	M3	Base Oil	SAUDI ARABIA	Now
15.000	M3	Bitumen	ARABIAN GULF	Now
55.350	M3	Chems	ARABIAN GULF	Now
25.000	M3	Chems	ARABIAN GULF	Q2 2023
50.000	M3	CPP	ARABIAN GULF	01/03/2023
85.000	M3	Distillates	ARABIAN GULF	Now
70.000	M3	Distillates	JORDAN	Now
25.000	M3	Distillates	OMAN	Now
18.000	M3	Fuel Oil	ARABIAN GULF	Now
24.000	M3	Lights	JORDAN	Now
			Far East	
10.250	M3	Base Oil	FAR EAST	Now
15.000	M3	Base Oil	SOUTH EAST ASIA	Now
6.600	M3	Base Oil	SOUTH EAST ASIA	Q1 2023
48.000	M3	Chems	SOUTH EAST ASIA	Now
4.000	M3	Chems	SOUTH EAST ASIA	Q1 2023
110.400	M3	CPP	FAR EAST	Now
400.000	M3	CPP	SOUTH EAST ASIA	Now
50.000	M3	Distillates	SOUTH EAST ASIA	Q2 2023
170.000	M3	DPP	SOUTH EAST ASIA	Now
25.000	M3	Fuel Oil	SOUTH EAST ASIA	Now
2.500	M3	Vegoil	SOUTH EAST ASIA	Now

North - America

140.475	BBLS	Chems	INLAND WATERS	Now
375.910	BBLS	Chems	US EAST COAST	Now
312.000	BBLS	Chems	US GULF	Now
300.000	GALLONS	Chems	INLAND WATERS	Now
600.000	BBLS	CPP	US EAST COAST	Now
2.710.000	BBLS	Crude	US EAST COAST	Now
340.000	BBLS	Distillates	US EAST COAST	Now
66.600	M3	Distillates	US GULF	Now
580.000	BBLS	Fuel Oil	US EAST COAST	Now
1.869.000	BBLS	Lights	US EAST COAST	Now
120.000	BBLS	Lights	US GULF	Now
233.538	BBLS	Lights	US GULF	Q1 2023
4.000	M3	Various	US GULF	Now
20.000	BBLS	Vegoil	US EAST COAST	01/05/2023
20.000	BBLS	Vegoil	US EAST COAST	Now
293.000	BBLS	Vegoil	US GULF	Now
25.000	BBLS	Vegoil	US GULF	Q1 2023

Carribbean

10.000	M3	Biodiesel	PUERTO RICO	Q1 2023
5.190	M3	Chems	MEXICO	Now
50.000	M3	Distillates	PUERTO RICO	Q1 2023
922.000	BBLS	Fuel Oil	NETHERLANDS ANTILLES	Now
50.000	M3	Fuel Oil	PUERTO RICO	Q1 2023

Central & South - America

10.000	M3	(Easy) Chems	EAST COAST SOUTH AMERICA	Now
1.240	M3	Biodiesel	EAST COAST SOUTH AMERICA	Now
31.240	M3	CPP	EAST COAST SOUTH AMERICA	Now
13.000	M3	Distillates	EAST COAST SOUTH AMERICA	Now
19.000	M3	Distillates	WEST COAST SOUTH AMERICA	Now
40.000	M3	Fuel Oil	EAST COAST SOUTH AMERICA	Now
3.000	M3	Fuel Oil	EAST COAST SOUTH AMERICA	Q2 2023
10.000	M3	Lights	EAST COAST SOUTH AMERICA	Now
2.765	M3	Vegoil	WEST COAST SOUTH AMERICA	Now

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