



Dear all,

2014. A brand new year and a great new start for IHS Maritime and its customers. I would like to reflect on some of the major achievements we've made which have helped to deliver improved product solutions to our clients.

Last year we delivered a number of product enhancements to Sea-web and AISLive, as well as upgrading back end systems that support these platforms.

In 2014 we are making further significant investments in our people, processes and products to ensure that we continue to provide market-leading products and services.

One of the great successes last year was the growth of the AIS network. With the latest investments, the network has grown by 25%, making IHS one of the leaders in the AIS market. We are now providing greater coverage in the US regional waterways, Central and South Americas and Indonesia, as well as enhancing coverage in a number of other areas, giving greater global visibility around ship movements.

As I mentioned, last year has seen enhancements to our Sea-web and AISLive platforms. A new version of Sea-web was released in January 2013, which included foreign language capabilities, AISLive Premium was launched in April 2013, a new Benchmark module was launched in June of last year and a further release of AISLive with unique filtering capabilities was launched in September 2013.

In March 2014 we will see a major release of AISLive, revolutionizing the product and user experience. We also have major upgrades on Sea-web including additional language translations, and updates to the core product derived from your feedback throughout the year and surveys that had been recently held.

Considerable work will be assigned to upgrading the World Register of Ships and the World Shipping Encyclopedia platforms during 2014 to align the databases to Sea-web and provide more features and functionality - this is expected to be completed early 2015.

We are striving to bring you thought leadership insight for maritime issues, trends and developments and we look forward to partnering with you in 2014 as these ideas are developed and brought to market.

Thank you for your patronage and we look forward to bringing you products and services that will help you be successful in your business. Graham White, Senior Director of Product Management, IHS Maritime.