




IMO2020 Sulphur Cap scenarios

| | Convergence  | Status quo  | Disruption  |
|-------------------------------------|---|--|---|
| Scenario | Minor widening of spread with fuel oil prices remaining steady. Smooth transition. | HSFO price declines significantly and MGO price increases initially but tapers off as production starts to match demand. Bumpy transition. | Massive dive in HSFO price and MGO price is hiked up due to non-availability. Spread widens to a level above HSFO price. Rough transition. |
| Spread (HSFO - MGO) | 0 - 100 USD per metric tonne | 100 - 320 USD per metric tonne | >320 USD per metric tonne |
| Availability | Widely available and able to match demand. | Outages in minor ports and significant premiums required by bunker suppliers. | Massive non-availability and disruptions of compliant fuels. Heavy price premiums. Frequent cases of FONAR. |
| Opportunities and challenges | The commercial markets all benefit from the soft transition. Owners opting for compliant fuels might be in a better position due to a lower spread. | Scrubber-fitted ships have an advantage. Owners must manage and bunker their ships in ports with high availability. | Scrubber-fitted ships will have a massive advantage. Owners operating on compliant fuels will incur significant losses due to higher fuel costs. |
| Market implications | The industry is adequately prepared and can easily cushion against the minor impact. Potential losses are of minor significance. Short-term disruption. | Pressured operating margins for companies operating on compliant fuels. Medium-term disruption of ordinary market conditions. | Potential bankruptcies or consolidation of companies in distress. Long-term disruption of ordinary market conditions, where cost-cutting will remain key. |

Source: BIMCO