Marseille Maritime 2007
Global Maritime Industries
- Quo Vadis ? -

Marseille 14/11/2007

Growth and consolidation
in container shipping

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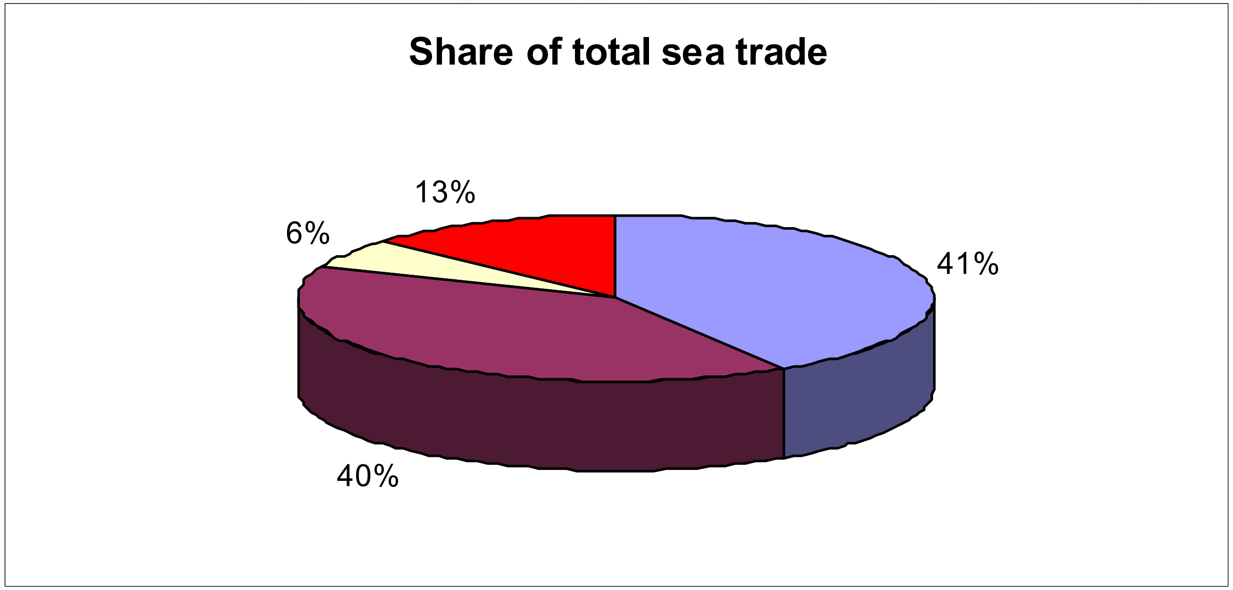
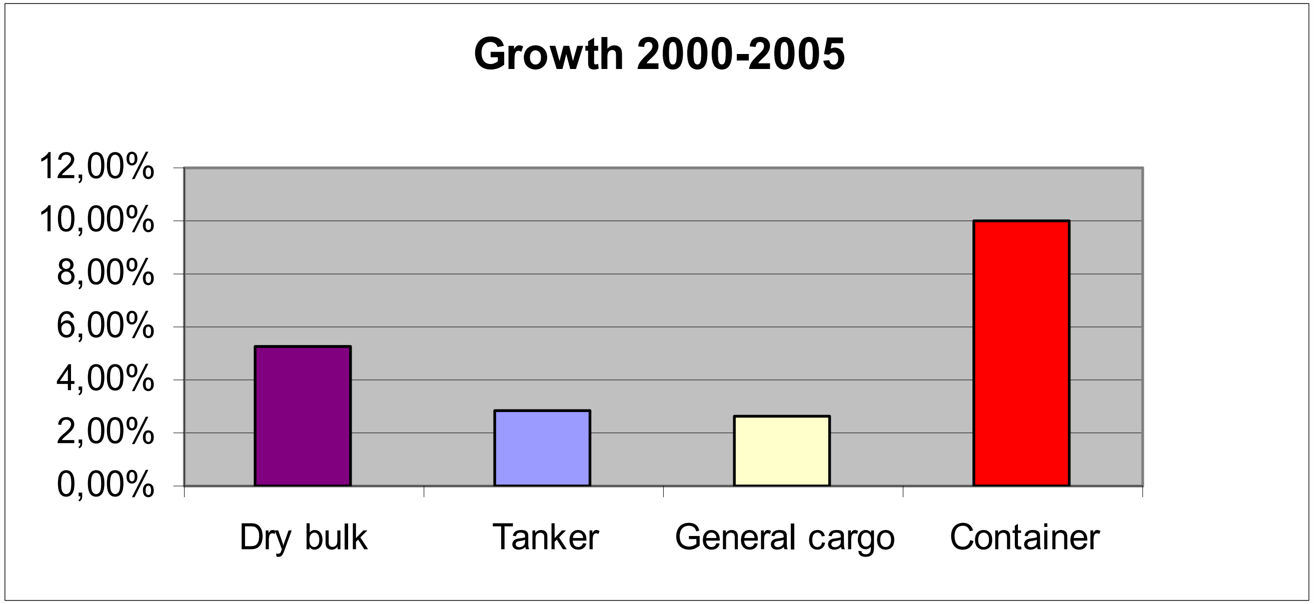
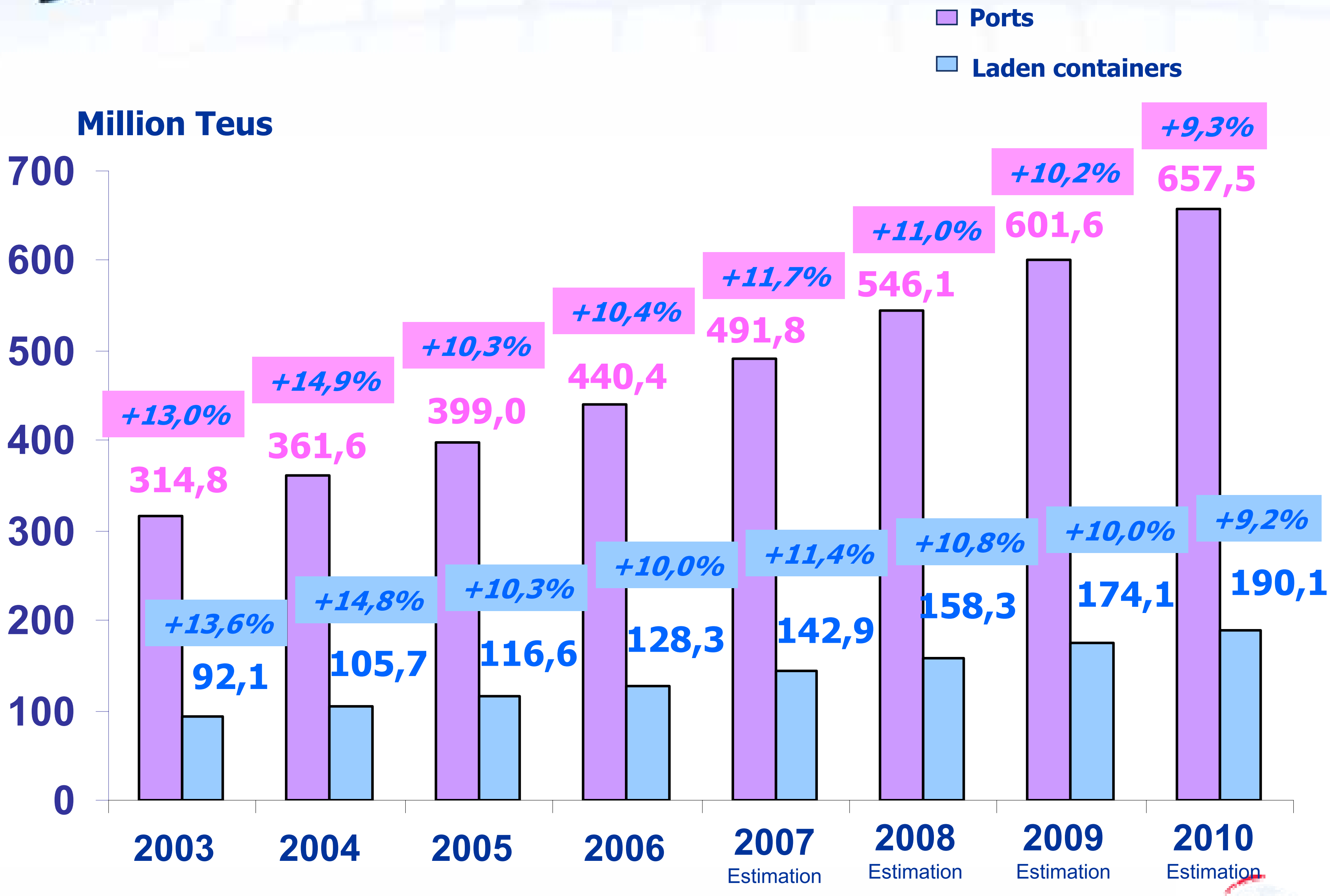
CONTAINERS : THE FASTEST GROWTH IN SEA TRANSPORTATION





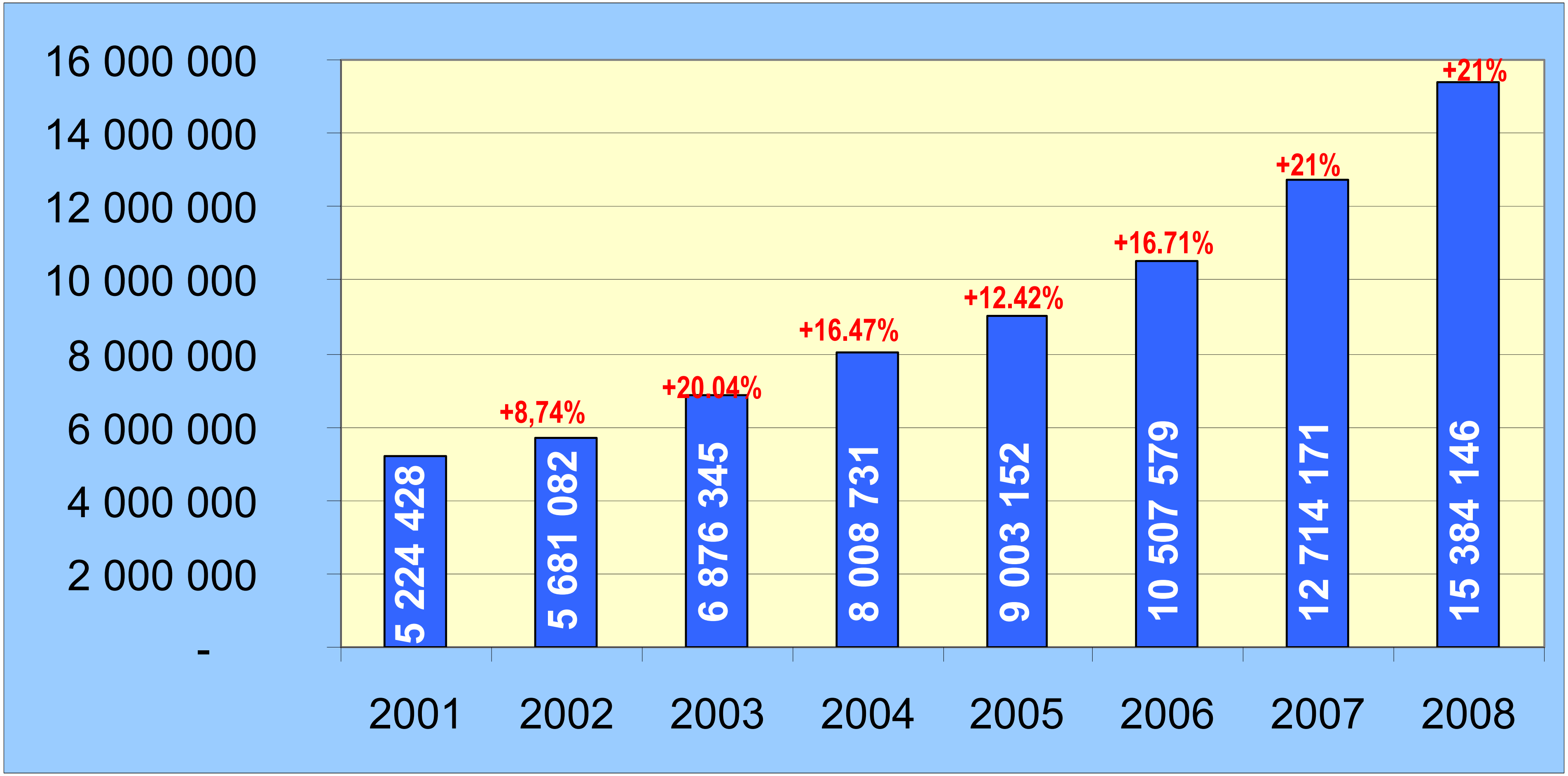
	dry bulk
	tanker
	general cargo
	container

CONTAINERS : A DOUBLE DIGIT PROVEN RECORD



Drewry

ON ASIA > EUROPE :
THE GROWTH IS EVEN FASTER



WHAT MATTERS IS THE GROWTH ON THE DOMINANT LEG

A SIGNIFICANT TREND TOWARDS CONSOLIDATION

		2000	2007	Comparison
Top 5	000 Teus %	1688 33 %	4 477 43 %	+ 165 % + 17 %
Top 10	000 Teus %	2538 49 %	6 281 60 %	+ 147 % + 16 %
Top 25	000 Teus %	3843 75 %	8 790 84 %	+ 129 % + 15 %
Total capacity	000 Teus	5 150	10 467	+ 103 %

STILL SOME MARGIN FOR CONSOLIDATION

AXS Alphaliner

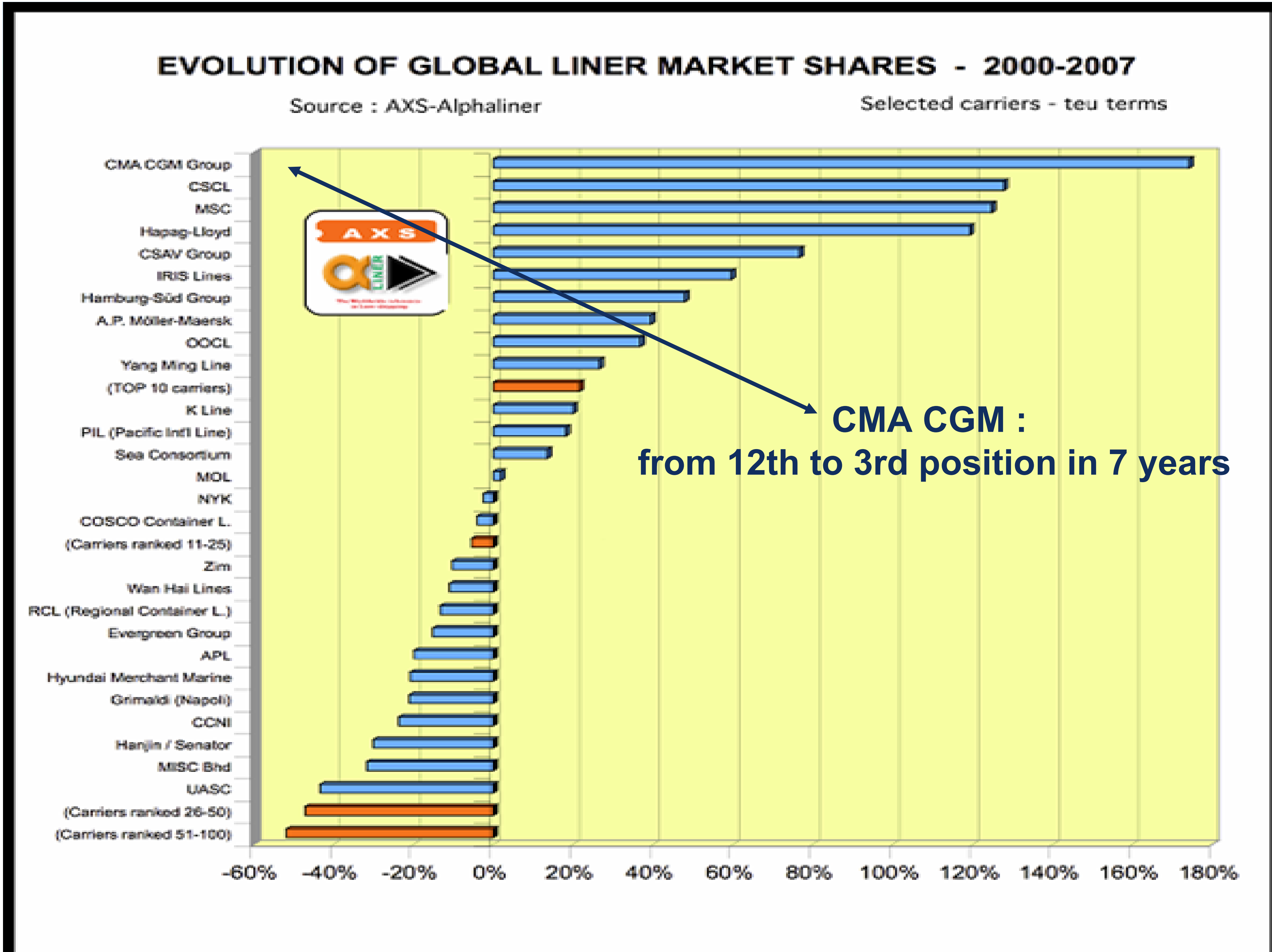
PLAYERS : IN & OUT 2000-2007

- **The PREDATORS**

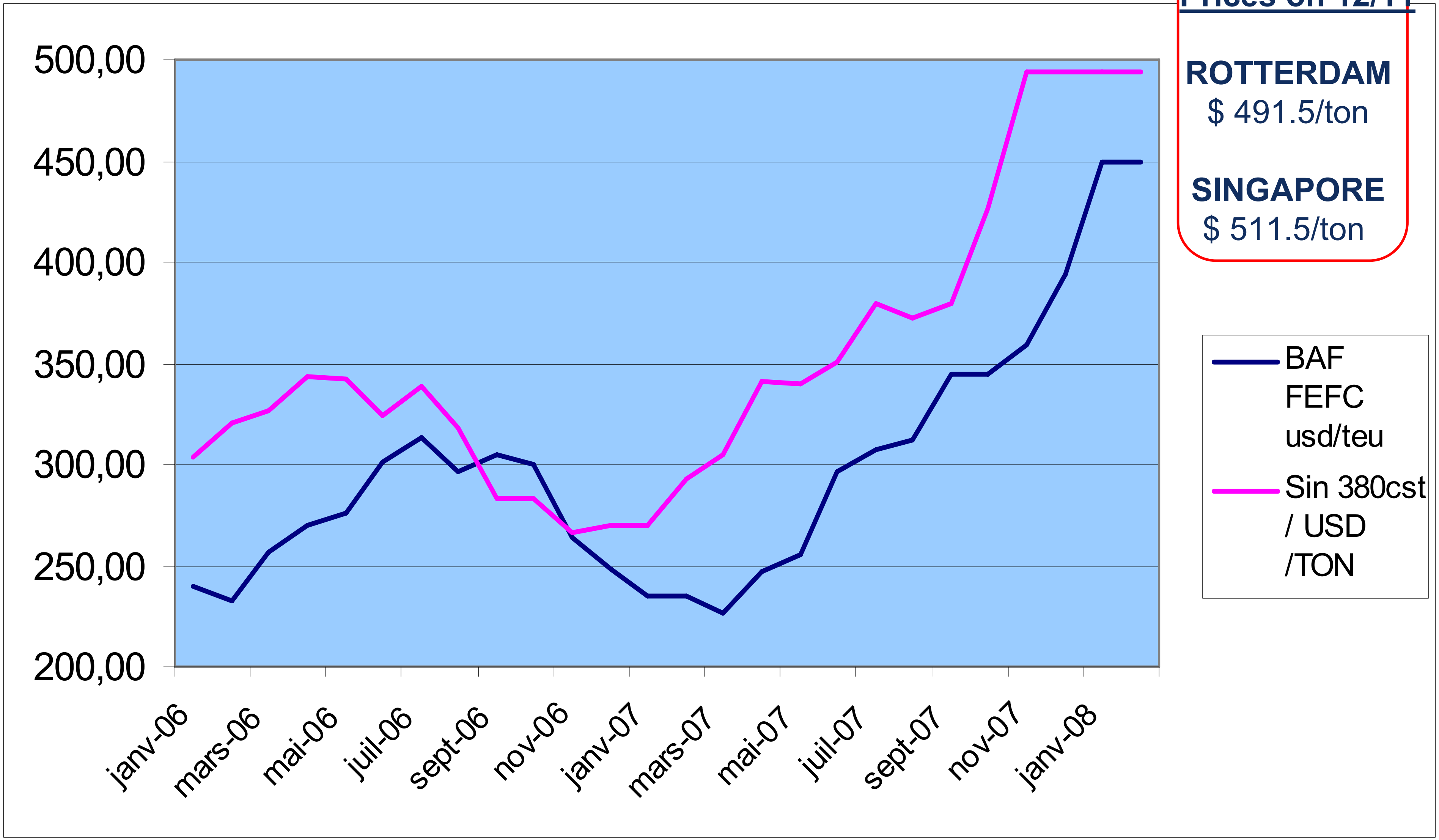
- **MAERSK** : Sealand / Safmarine (CMB) / P&O Nedlloyd (Farell) / Torm Lines
- **CSAV** : Libra / Norasia / CCNI / Norsul
- **HAPAG LLOYD** : CP Ships (Italia / Canmar / CP / TMM / Contship / Ivaran / Lykes)
- **HAMBURG SUD** : Ellerman / Kien Hung / Ybarra / Fesco / Costa
- **CMA CGM** : ANL / Delmas / Sud Cargos / Delom / Mac Andrews / CNC / Comanav
- **EVERGREEN** : Lloyd Triestino / Hatsu / Uniglory
- **HANJIN** : Senator

- **The DROP OUT** : Choyang / POL

- **The BRAVE** : Emirates / SYMS / SITC / TS Lines


EVOLUTION OF GLOBAL LINER MARKET SHARES - 2000-2007
Source : AXS-Alphaliner
Selected carriers - teu terms
CMA CGM Group
CSCL
MSC
Hapag-Lloyd
CSAV Group
IRIS Lines
Hamburg-Süd Group
A.P. Möller-Maersk
OOCL
Yang Ming Line
(TOP 10 carriers)
K Line
PIL (Pacific Int'l Line)
Sea Consortium
MOL
NYK
COSCO Container L.
(Carriers ranked 11-25)
Zim
Wan Hai Lines
RCL (Regional Container L.)
Evergreen Group
APL
Hyundai Merchant Marine
Grimaldi (Napoli)
CCNI
Hanjin / Senator
MISC Bhd
UASC
(Carriers ranked 26-50)
(Carriers ranked 51-100)
-60%
-40%
-20%
0%
20%
40%
60%
80%
100%
120%
140%
160%
180%
AXS
LINER
CMA CGM :
from 12th to 3rd position in 7 years

BUNKER PRICES : THE NEW DRIVER



Prices on 12/11

ROTTERDAM
$ 491.5/ton

SINGAPORE
$ 511.5/ton

COSTS OF BUNKERS HAVE DOUBLED SINCE JANUARY 2007

THE IMPACT OF BUNKERS ON AN ASIA > EUROPE TRIP

- **A FULL TANK ON 01/01/2007 :**
  - 10 000 tons @ $ 250 / ton = $ 2 500 000

- **A FULL TANK TODAY :**
  - 10 000 tons @ $ 500 / ton = $ 5 000 000

- **BUNKER SAVING :**
  - 1 000 tons @ $ 500 = $ 500 000 (offset by vessel costs)

- **AN ADDITIONAL COST OF :**
  - $ 4 500 000 – $ 2 500 000 = $ 2 000 000

CARRIERS CANNOT ABSORB THIS BILL ALONE !

BUNKER PRICES : THE NEW DRIVER

► Volumes will continue to grow at a fast pace

BUT….

► Vessels' speed will be reduced in order to minimize fuel consumption

► More vessels will be required to provide the same capacity

► Transit times will be lengthened

► At the same time, access to US and European ports will be difficult for everyone and especially for the smaller lines

SO …

► …consolidation will accelerate

CMA CGM FIDELIO (9400-teu)
EN ROUTE TO … MARSEILLES