



BoxTradeIntelligence

PARTNERSHIP, PERFORMANCE & PROFIT

New Efficiencies for the New Normal

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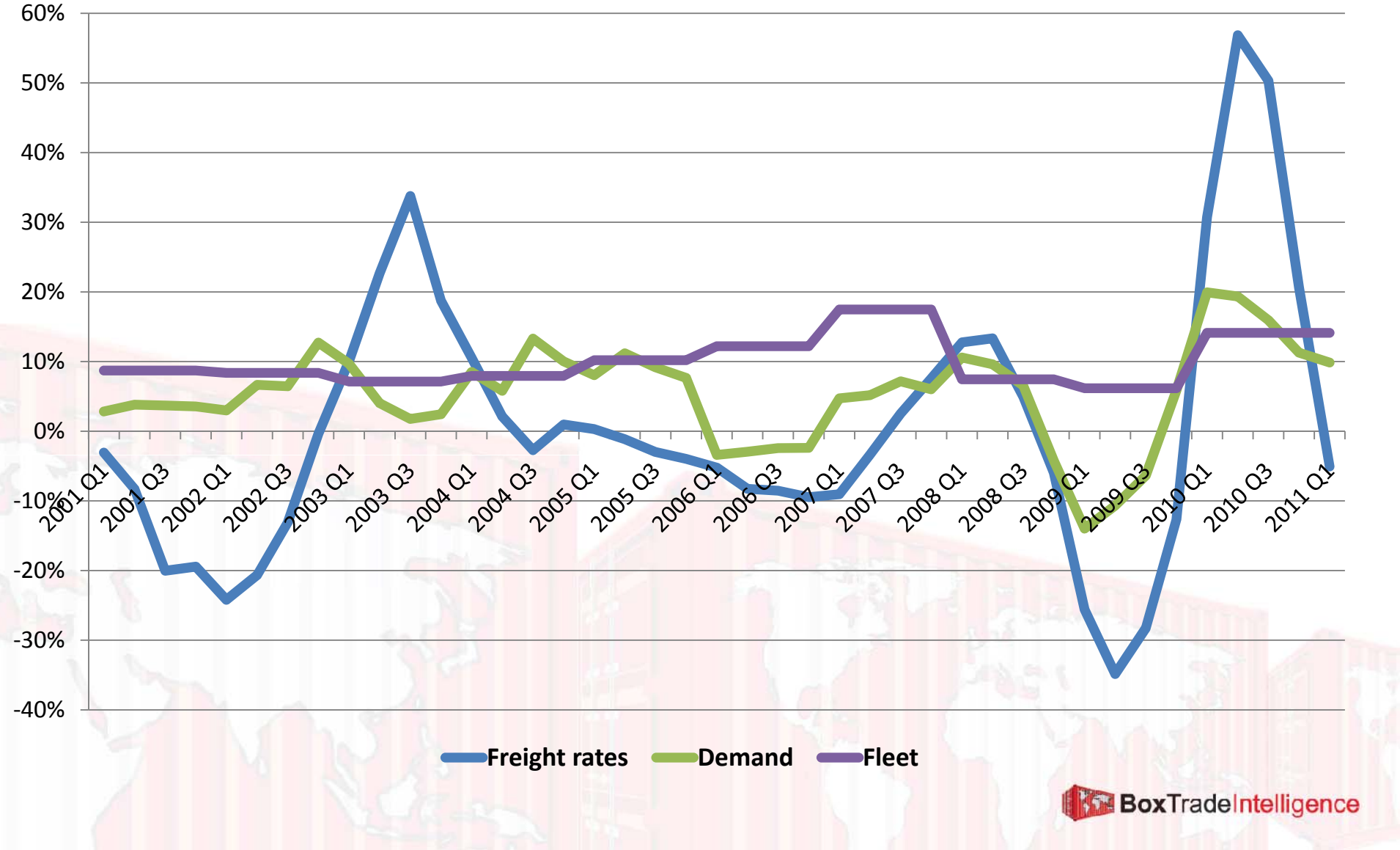
TOC Europe – Antwerp

7th June 2011

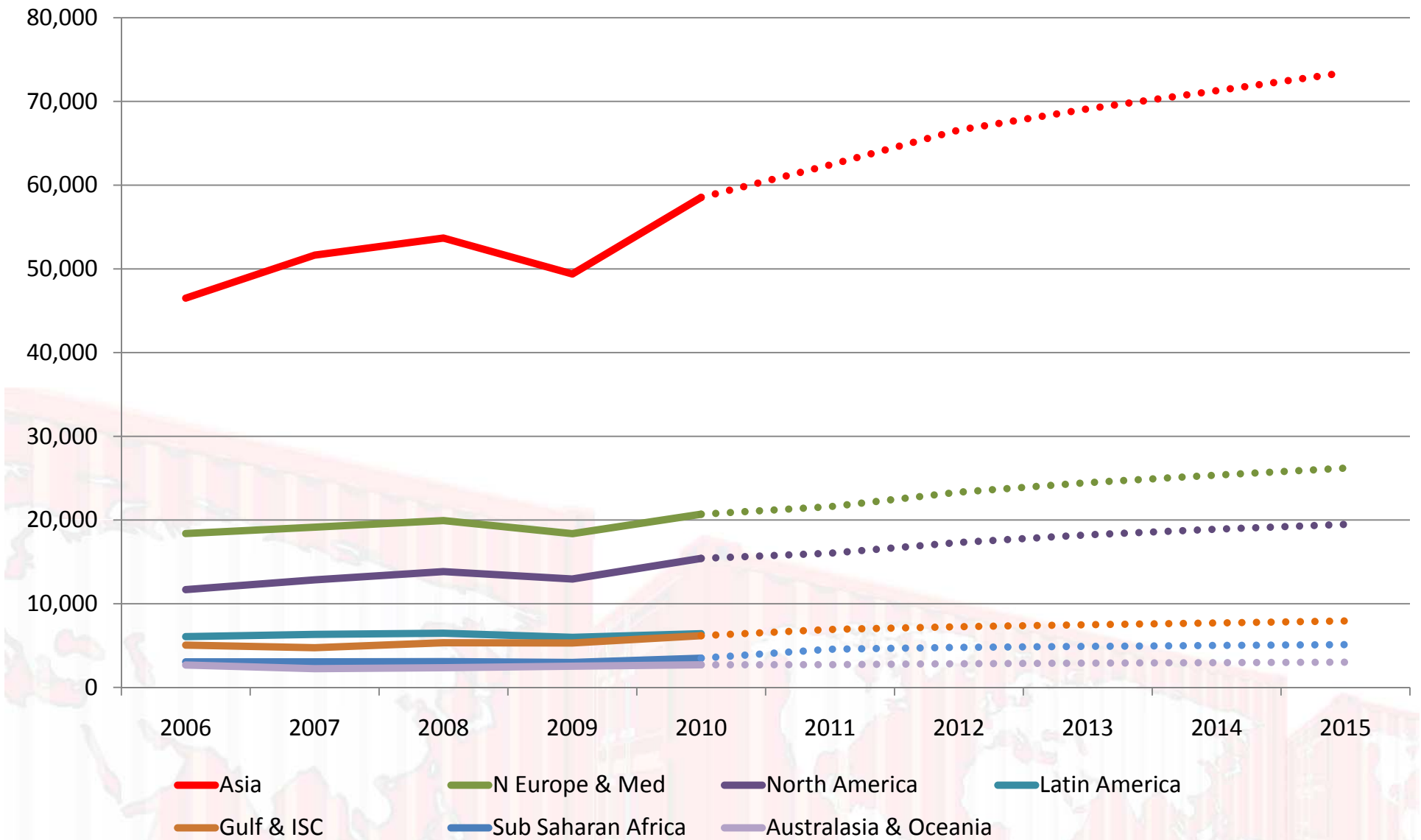
Agenda

- Volatility
- Profitability
- Stability ?

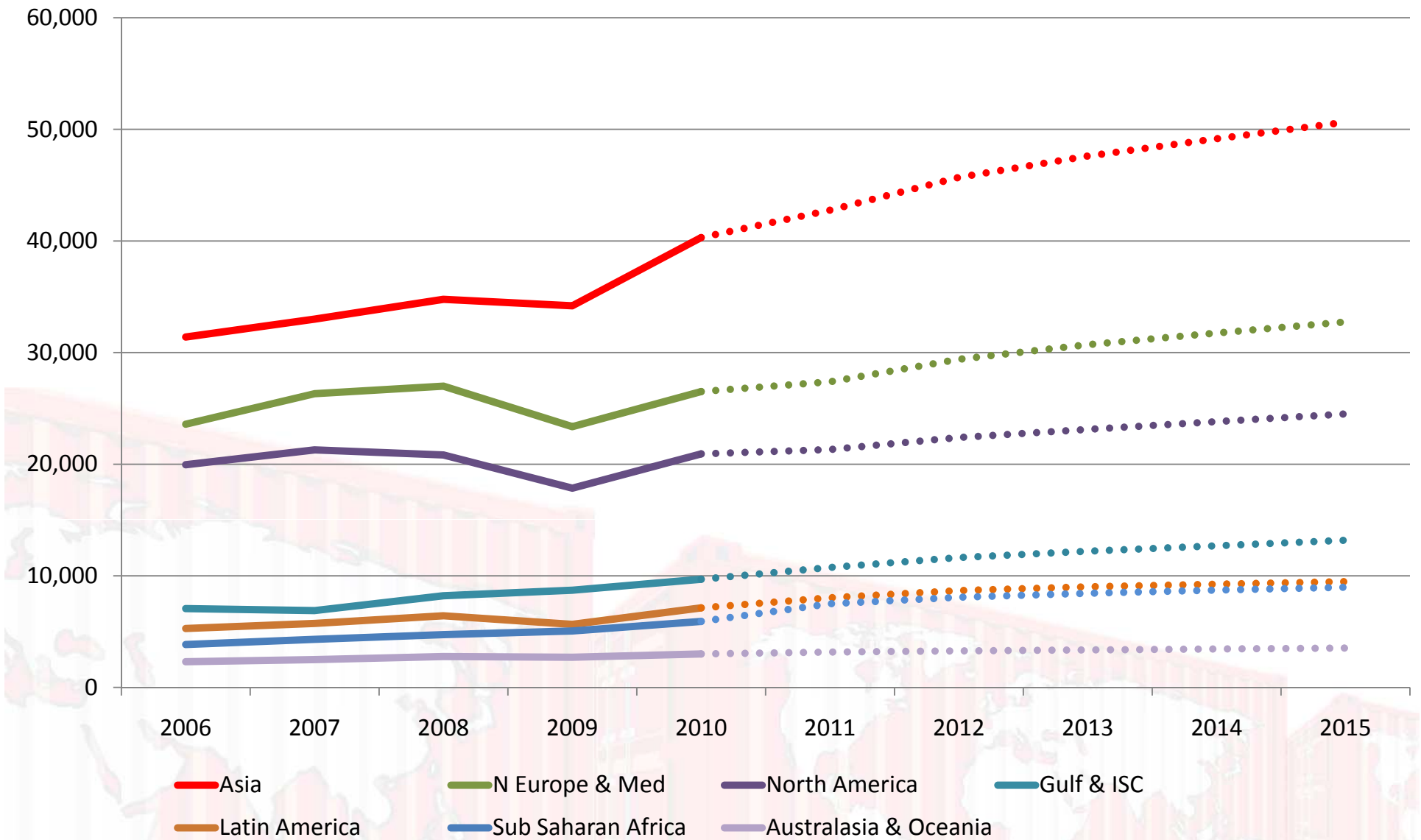
Freight rates (real terms), demand and supply - % changes on the same quarter previous year



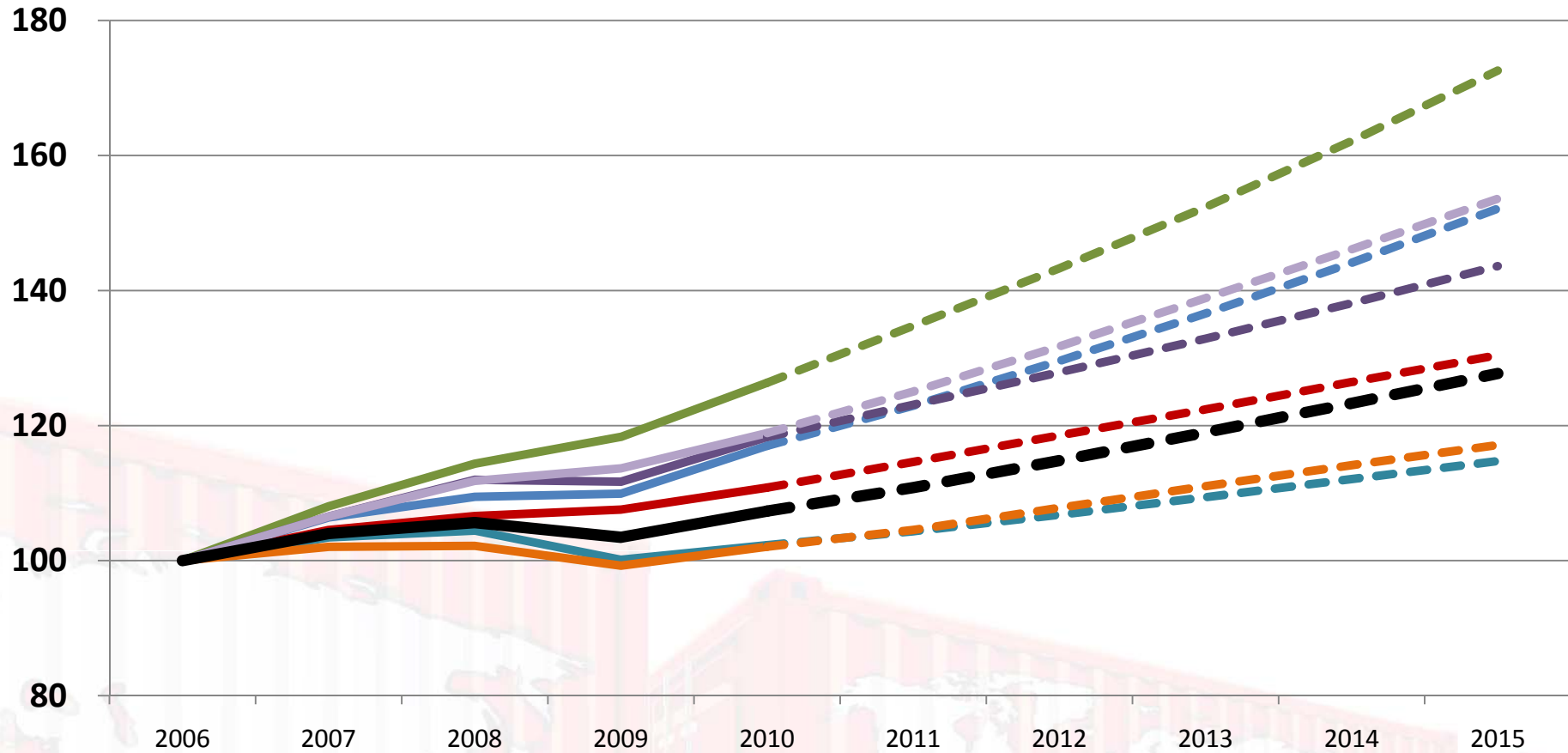
World Exports by Regions, Maritime Loaded TEU ('000s)



World Imports by Regions, Maritime Loaded TEU ('000s)



GDP growth 2006 - 2015 (IMF April 2011)



Asia Australasia & Oceania Gulf & ISC Latin America
N Europe & Med North America Sub Saharan Africa World

Imports to North Europe

Per Loaded TEU

Trade Lane:	East-West Trades		
Quarter	Q3		

	2008	2009	2010
	US\$/TEU	US\$/TEU	US\$/TEU
Revenue	1,824	992	1,736
Direct Costs	385	390	371
Vessel / Port Costs	632	475	439
Overheads	171	178	168
Yield	638	-50	758

Imports to North Europe

Per Loaded TEU

Trade Lane:	North-South Trades		
Quarter	Q3		

	2008	2009	2010
	US\$/TEU	US\$/TEU	US\$/TEU
Revenue	1,588	1,483	1,652
Direct Costs	371	374	371
Vessel / Port Costs	714	569	620
Overheads	196	210	206
Yield	306	330	454

Exports from North Europe

Per Loaded TEU

Trade Lane:	East-West Trades		
Quarter	Q3		

	2008	2009	2010
	US\$/TEU	US\$/TEU	US\$/TEU
Revenue	1,169	747	1,126
Direct Costs	439	435	430
Vessel / Port Costs	943	646	639
Overheads	218	216	212
Yield	-431	-550	-154

Exports from North Europe

Per Loaded TEU

Trade Lane:	North-South Trades		
Quarter	Q3		

	2008	2009	2010
	US\$/TEU	US\$/TEU	US\$/TEU
Revenue	1,616	1,142	1,461
Direct Costs	372	372	355
Vessel / Port Costs	791	605	539
Overheads	208	218	189
Yield	245	-52	378

Source: Container Business Database, 25.02.2011

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Imports to North Europe

Per Loaded TEU

Trade Lane:	East-West Trades		
Quarter	Q3		

	2008	2009	2010
	US\$/TEU	US\$/TEU	US\$/TEU
Revenue	1,824	992	1,736
Direct Costs	385	390	371
Vessel / Port Costs	632	475	439
Overheads	171	178	168
Yield	638	-50	758

Per provided capacity slot

Trade Lane:	East-West Trades		
Quarter	Q3		

	2008	2009	2010
	US\$/SLOT	US\$/SLOT	US\$/SLOT
Revenue	1,339	802	1,404
Direct Costs	282	269	300
Vessel / Port Costs	463	328	355
Overheads	125	123	136
Yield	468	83	613

Exports from North Europe

Per Loaded TEU

Trade Lane:	East-West Trades		
Quarter	Q3		

	2008	2009	2010
	US\$/TEU	US\$/TEU	US\$/TEU
Revenue	1,169	747	1,126
Direct Costs	439	435	430
Vessel / Port Costs	943	646	639
Overheads	218	216	212
Yield	-431	-550	-154

Per provided capacity slot

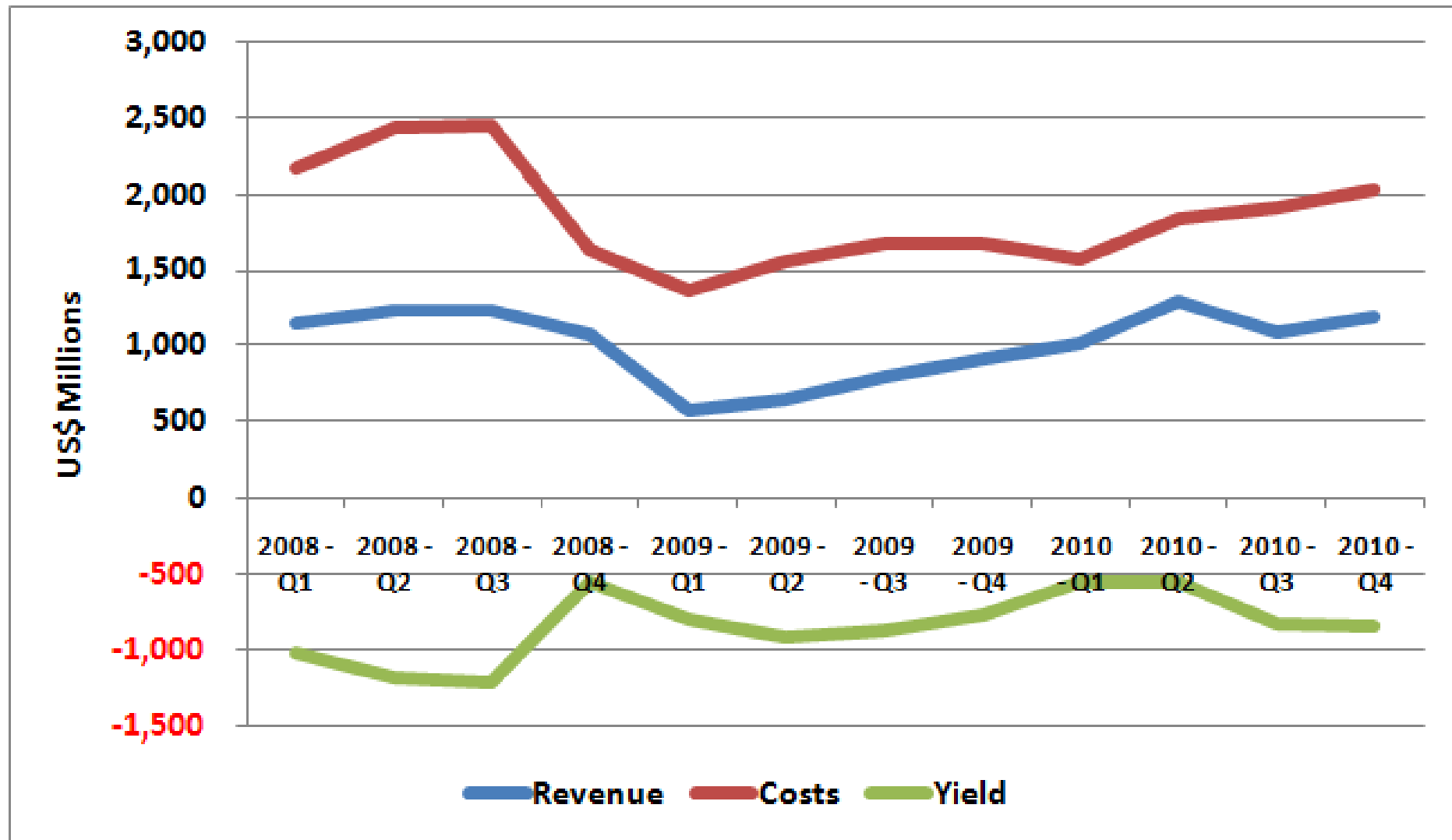
Trade Lane:	East-West Trades		
Quarter	Q3		

	2008	2009	2010
	US\$/SLOT	US\$/SLOT	US\$/SLOT
Revenue	571	406	612
Direct Costs	214	215	234
Vessel / Port Costs	460	318	347
Overheads	106	106	115
Yield	-210	-233	-84

Source: Container Business Database, 25.02.2011

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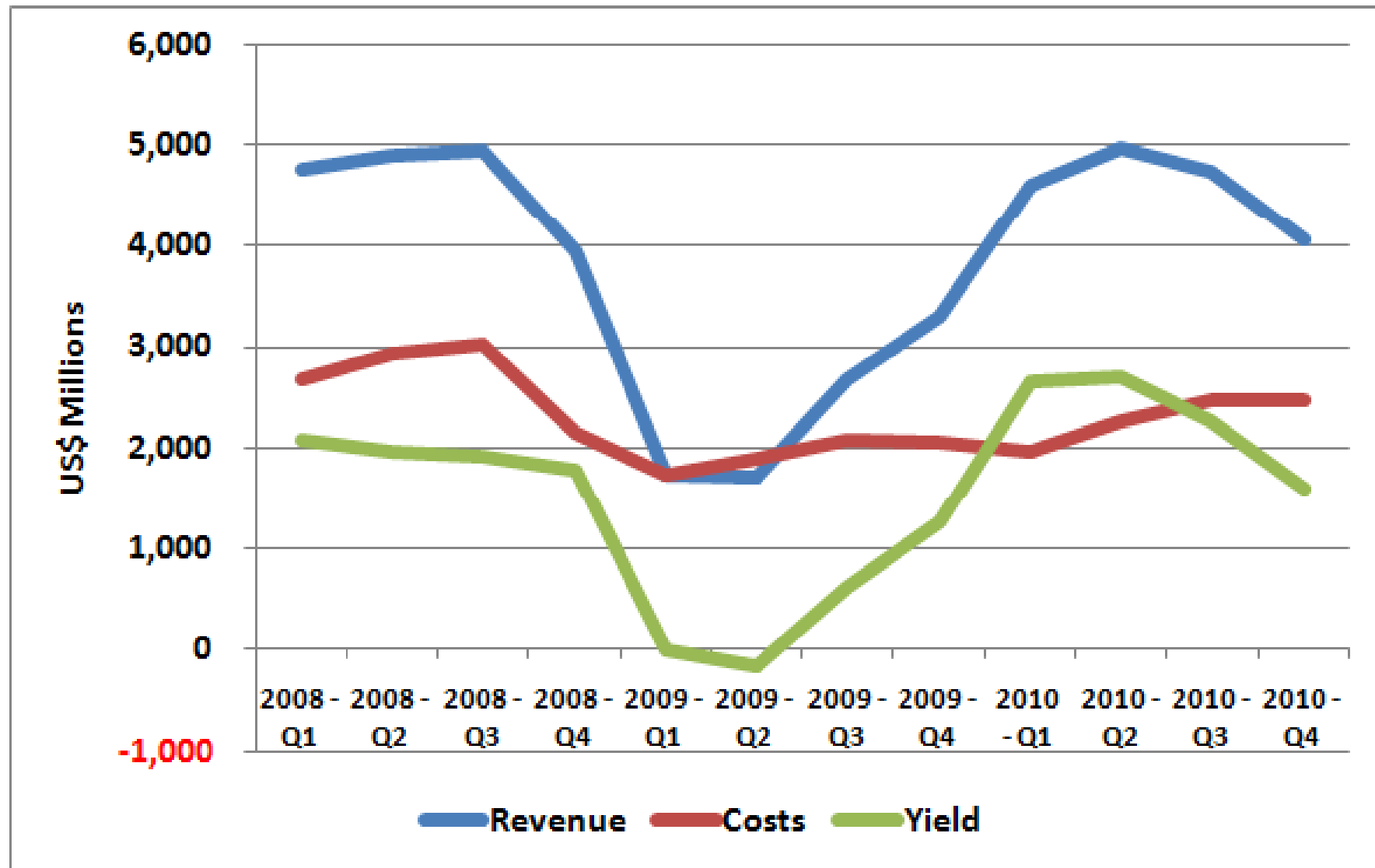
Profitability analysis from North Europe to Asia



Source: Container Business Database, 25.02.2011

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Profitability analysis from Asia to North Europe



Source: Container Business Database, 25 02 2011

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Thank you!

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