Results of the »2nd Maritime Trend Barometer 2007«
MARITIME TREND BAROMETER
OF HVB GLOBAL SHIPPING

To undertake the 2nd Maritime Trend Barometer, in November 2007 the HypoVereinsbank questioned leading shipowners based in Germany about their assessments and forecasts of the themes port development and inland transport plus liner shipping. The results of our lightning survey are presented here in tables and graphics.

For port customers, the overall logistics service range is decisive today when making the choice of port. For the following North European range ports, please give your rating on a scale from 1 (very good) to 6 (unsatisfactory) in relation to the criteria presented in the table (dia 1.1)

<table>
<thead>
<tr>
<th></th>
<th>Nautical access</th>
<th>Handling quality</th>
<th>Handling speed</th>
<th>Price-performance ratio</th>
<th>Inland connections</th>
<th>Logistics services offered</th>
<th>Overall rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Antwerp</td>
<td>3.1</td>
<td>2.1</td>
<td>2.2</td>
<td>3.0</td>
<td>2.6</td>
<td>2.5</td>
<td>2.6</td>
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<tr>
<td>Amsterdam</td>
<td>2.9</td>
<td>2.6</td>
<td>2.6</td>
<td>2.7</td>
<td>3.4</td>
<td>2.8</td>
<td>2.8</td>
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<tr>
<td>Rotterdam</td>
<td>1.8</td>
<td>2.5</td>
<td>2.5</td>
<td>3.0</td>
<td>2.2</td>
<td>2.0</td>
<td>2.3</td>
</tr>
<tr>
<td>Bremerhaven</td>
<td>2.2</td>
<td>1.9</td>
<td>2.1</td>
<td>2.6</td>
<td>2.7</td>
<td>2.3</td>
<td>2.3</td>
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<tr>
<td>Hamburg</td>
<td>3.3</td>
<td>1.8</td>
<td>1.9</td>
<td>2.4</td>
<td>2.1</td>
<td>1.8</td>
<td>2.2</td>
</tr>
<tr>
<td>Wilhelmshaven</td>
<td>1.7</td>
<td>2.0</td>
<td>1.8</td>
<td>2.4</td>
<td>3.5</td>
<td>3.0</td>
<td>2.4</td>
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<tr>
<td>(Your forecast)</td>
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MANY PORTS SUFFER FROM PROBLEMS IN ROAD TRANSPORT WHICH CAN MASSIVELY HINDER TRANSPORT OF CONTAINERS BY TRUCK (INTERNAL PORT, DELIVERIES AND DISPATCH). WHAT SOLUTIONS DO YOU SUGGEST FOR THIS PROBLEM? (DIA 1.2)

- Road construction inside ports
- Increased IT control of arrival and departure movements of trucks to achieve better guidance of traffic (telematics)
- Increased transfer of container traffic to rail, including for short distances
- Increased use of container barges (»Port Feeder-Barge«, »Containertaxi«) using waterways for internal port movements

DO YOU REGARD A TOLL FOR INTERNAL PORT TRUCK TRANSPORT AS A SENSIBLE OPTION TO FINANCE NEW TRANSPORT EXPANSION PROJECTS? (DIA 1.3)

in %

- Yes 25.0
- No 75.0
In my view there is no problem with berths. Delays caused by occupied berths can occur occasionally. Occupied berths are for our trade route/our ships/for us generally a problem.

Through additional standard container gantries
Through more modern container gantries, eg through more double-hoist gantries for faster cargo handling
Through allocation of «slots» for ships. Ships arriving punctually (early after warning or on schedule) receive lower berthing fees, ships arriving late or too early must face surcharges

It is especially in the Asia-Europe trade that box capacity is often tight despite the ever increasing use of larger container ships. This means freight rates are correspondingly high. What alternatives do you see? (Dia 2.1)

Expansion of the Trans-Siberian railway to move containers by land to Europe
Increased use of Mediterranean ports to reduce the sailing time of container ships, with containers then distributed Europe-wide by rail or truck
More investment in large container ships

By 2015, the expansion of the Panama Canal should be completed. After this, larger container ships including many of today’s post Panamax vessels will be able to transit the canal which is currently limited to ships of up to 32 metres beam. What impact do you see from this? (Dia 2.2)

Ships of the current panamax class will become very uneconomic as their specific usage sector will have gone.
Panamax ships will retain their importance/their market.
The future large container ships will all be orientated to the measurements of the new locks.
In future container ships will be built which are even wider than the new locks.
Round-the-world services will again win more importance.
The current liner service structure with imbalanced cargo flows such as Asia-Europe and Asia-North America will be retained.
The capacity in North American ports is not suitable for handling the larger container ships which will arrive via the expanded Panama Canal.
The new ship sizes do not present a problem for North America’s ports.
Canal tolls will not rise after the expansion work.
Canal tolls will certainly rise after the expansion work.
The survey was undertaken in November 2007.

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