

The background of the slide features a tall, spiral-patterned lighthouse on the left side, illuminated from within. The sky is a mix of dark blue and grey, suggesting a twilight or night setting. The overall image has a blue color cast. The slide is overlaid with a large, semi-transparent blue shape that tapers from the top right towards the bottom left, creating a dynamic geometric design.

State of the industry – a market perspective

Chief Shipping Analyst Peter Sand

Digitization and Automation in the Maritime Supply Chain

31 May 2017, Copenhagen, Denmark

BIMCO's vision and mission

Our vision:

“To be the chosen partner trusted to provide leadership to the global shipping industry”

Our mission:

“To be at the forefront of global developments in shipping, providing expert knowledge and practical advice to safeguard and add value to our members' businesses”

Our strength in numbers

- 4 locations – Shanghai, Singapore, London and Copenhagen
- 50+ staff – 13 nationalities
- 10,000 helpdesk enquiries per year
- 30,000 followers on social media (Twitter, LinkedIn, WeChat, Facebook)
- over 3 million page views on the BIMCO website per year
- represent more than half of the world's tonnage in total over 1 Billion TDW and growing
- 2,100 members in over 120 countries including around 800 owners representing all sectors.



BIMCO's 4 core services



Products

- Contracts and clauses
- IDEA2
- Shipping KPIs
- Publications

Training

- eLearning
- Face-to-face courses
- Webinars
- Tailor-made courses

Regulation

- NGO at IMO
- Regular engagement with regional regulators

Information & advice

Ships

- Technical
- Environmental
- Safety
- Security

Commercial

- Chartering support
- Ports and cargo databases
- Credit risk
- Debt recovery
- Fraud alerts
- Market analysis

The buzzword to remember

- *The Fourth Industrial Revolution* builds on the Digital Revolution, representing new ways in which technology becomes embedded within societies and even the human body.
- The Fourth Industrial Revolution is marked by emerging technology breakthroughs in a number of fields, including robotics, artificial intelligence, nanotechnology, biotechnology, The Internet of Things, 3D printing and autonomous vehicles.

The World in a nutshell



Source: © Chappatte in The New York Times - www.globecartoon.com

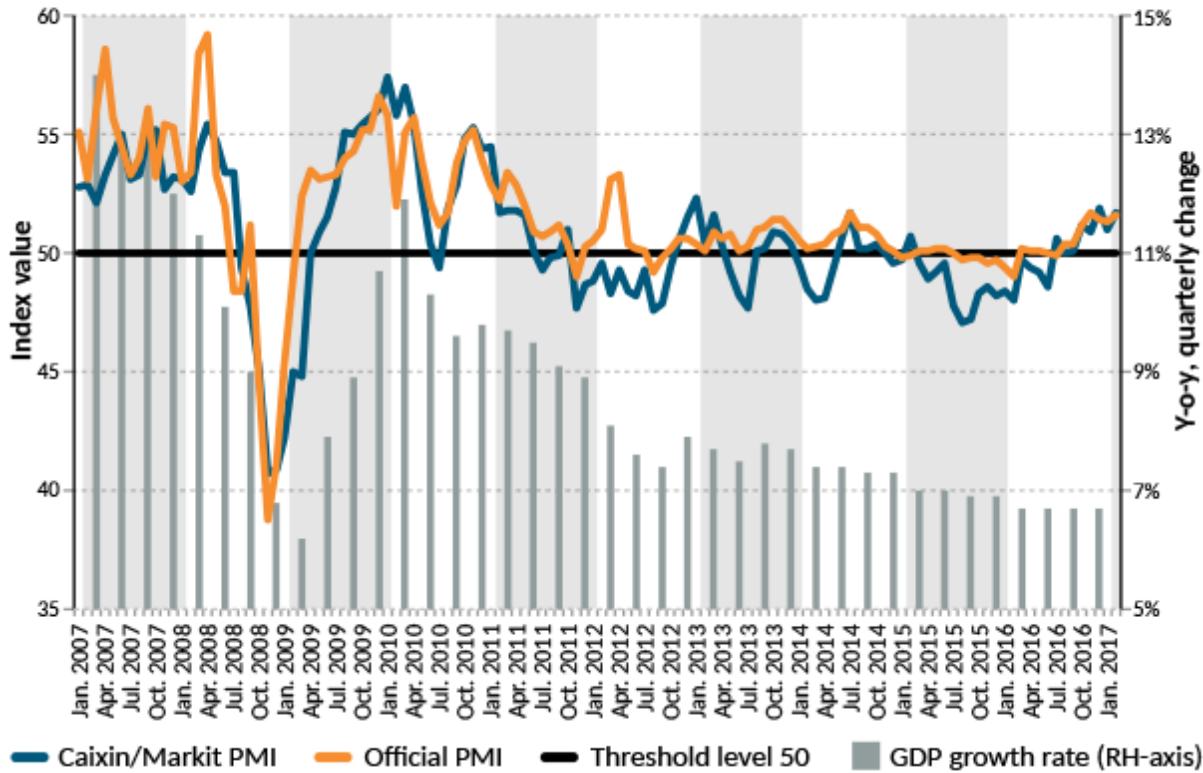


Source: © Chappatte in The International New York Times (www.globecartoon.com)

China and Japan are doing well for now

China Manufacturing PMIs and quarterly GDP growth

2007-2017



Source: BIMCO, National Bureau of Statistics China, IHS Markit/Caixin

Japanese economic indicators

January 2016 - March 2017



Source: BIMCO, METI, Markit, SOUMU

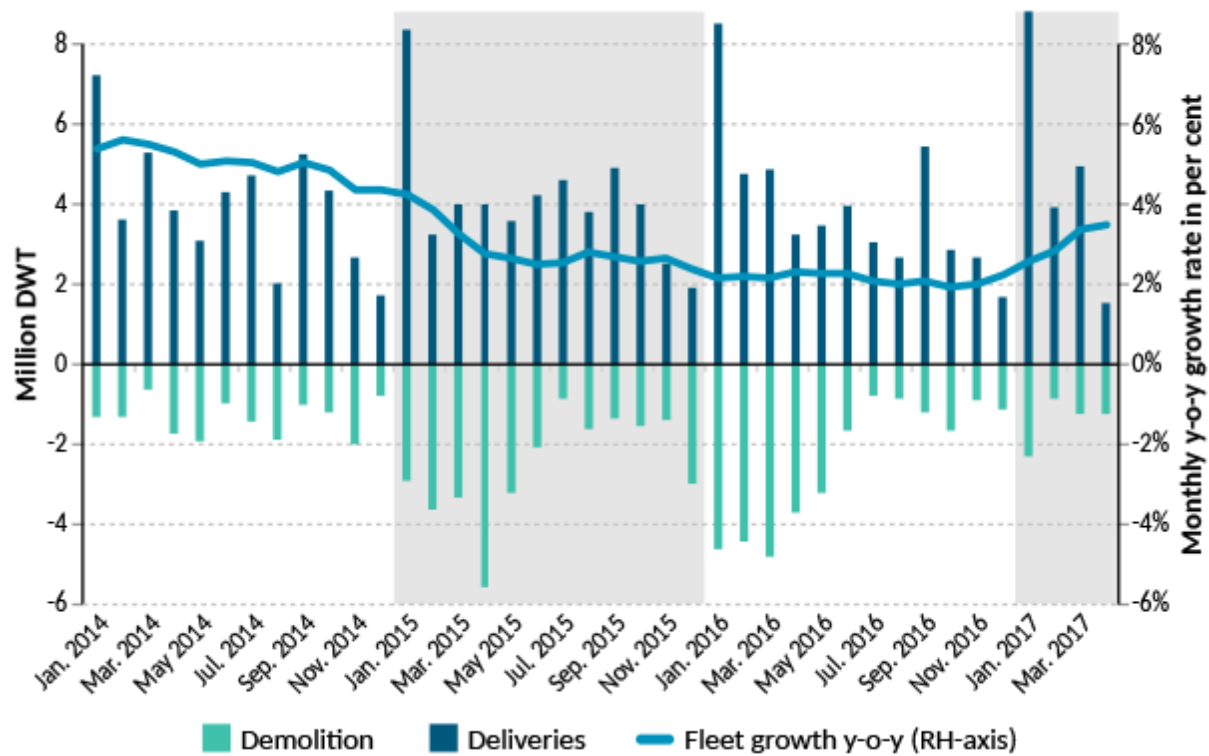
Dry Bulk Shipping

As the BDI moves higher, demolition activity weakens



Dry bulk fleet growth rate, deliveries and demolition

2014-2017



Source: BIMCO, Clarksons

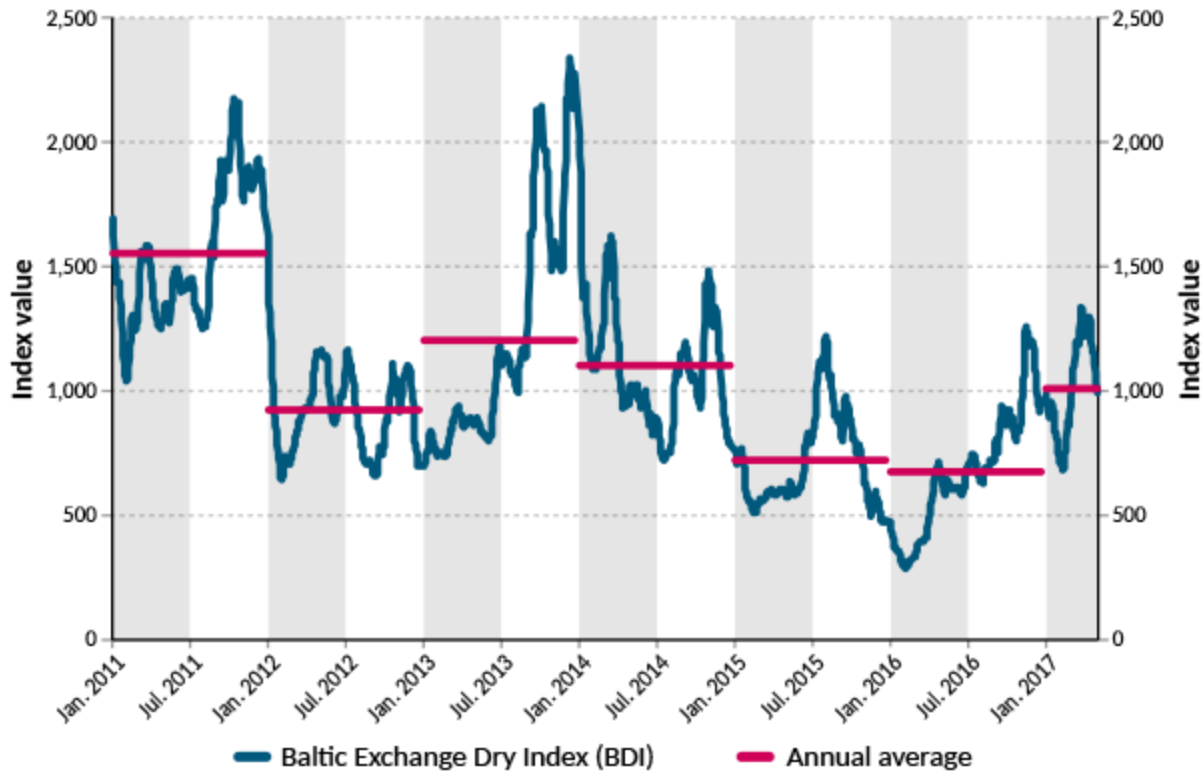
Dry Bulk Shipping

A 'false dawn' - BDI below 1,000 again on Monday 15 May 2017



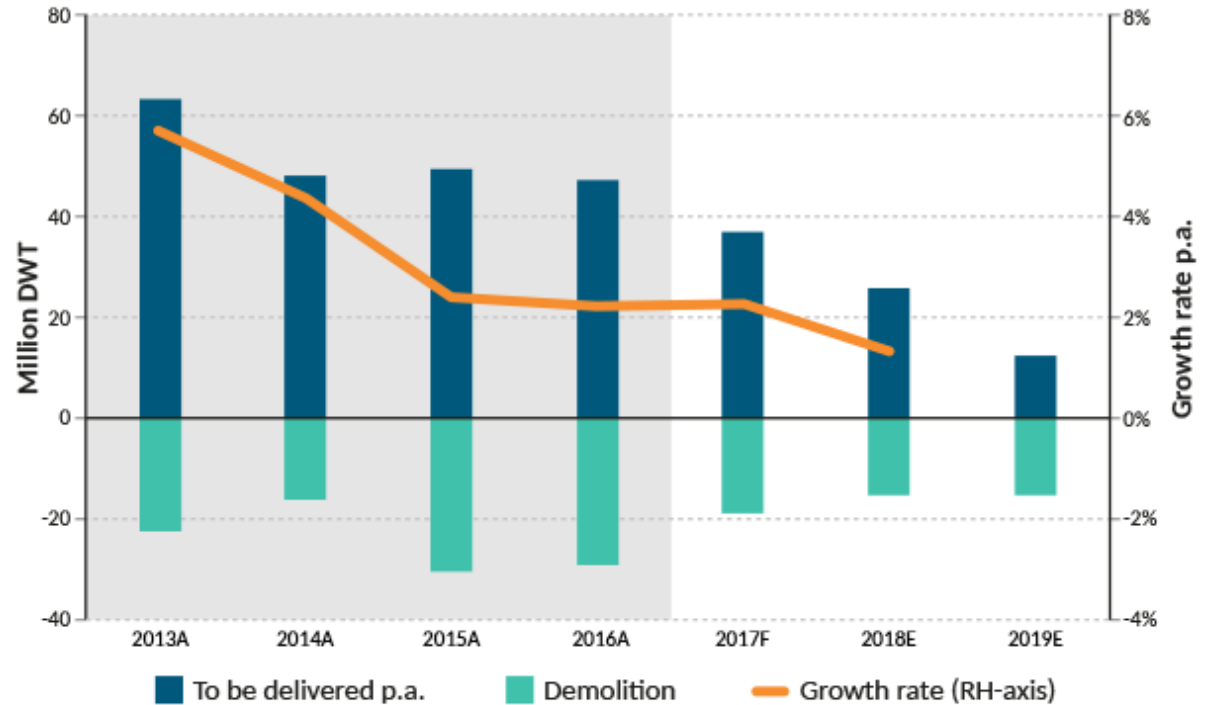
Dry bulk freight market development

2011-2017



Source: BIMCO, Clarksons

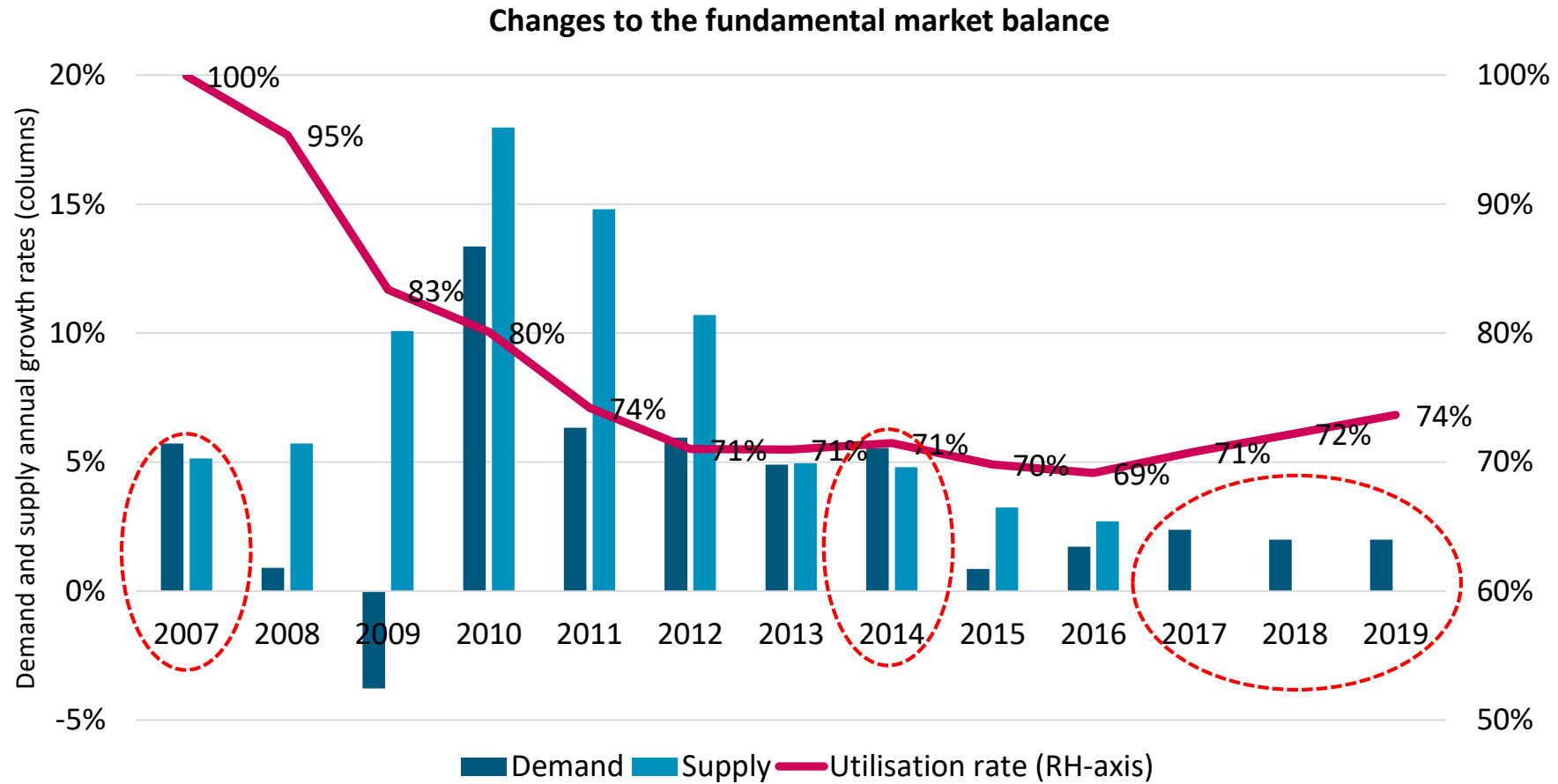
Dry bulk ship fleet growth



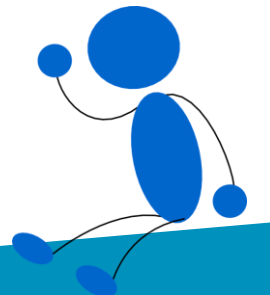
Source: BIMCO estimates on Clarkson's raw data

A is actual. F is forecast. E is estimate which will change if new orders are placed. The supply growth for 2017-2019 contains existing orders only and is estimated under the assumptions that the scheduled deliveries fall short by 10% due to various reasons and 40% of the remaining vessels on order are delayed/postponed.

No way around the basics



This is a projection – NOT a forecast



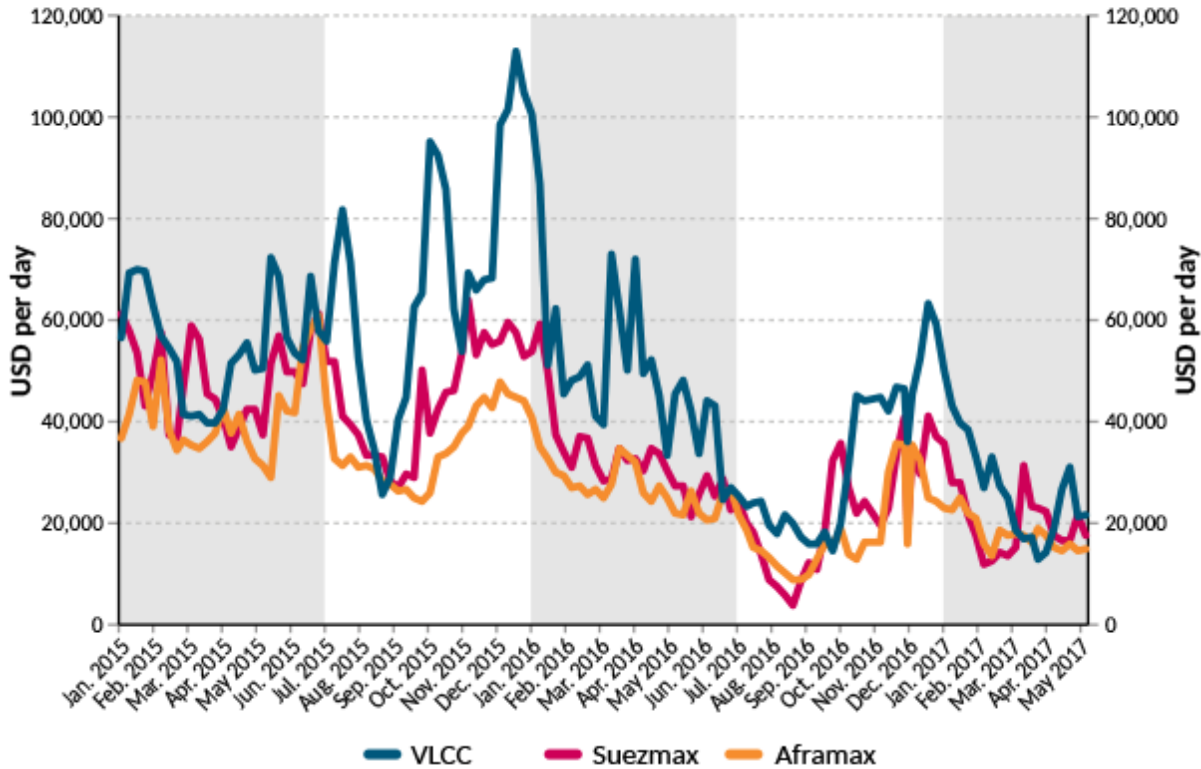
Tanker Shipping

Shipowners have their work cut out handling the supply side in 2017



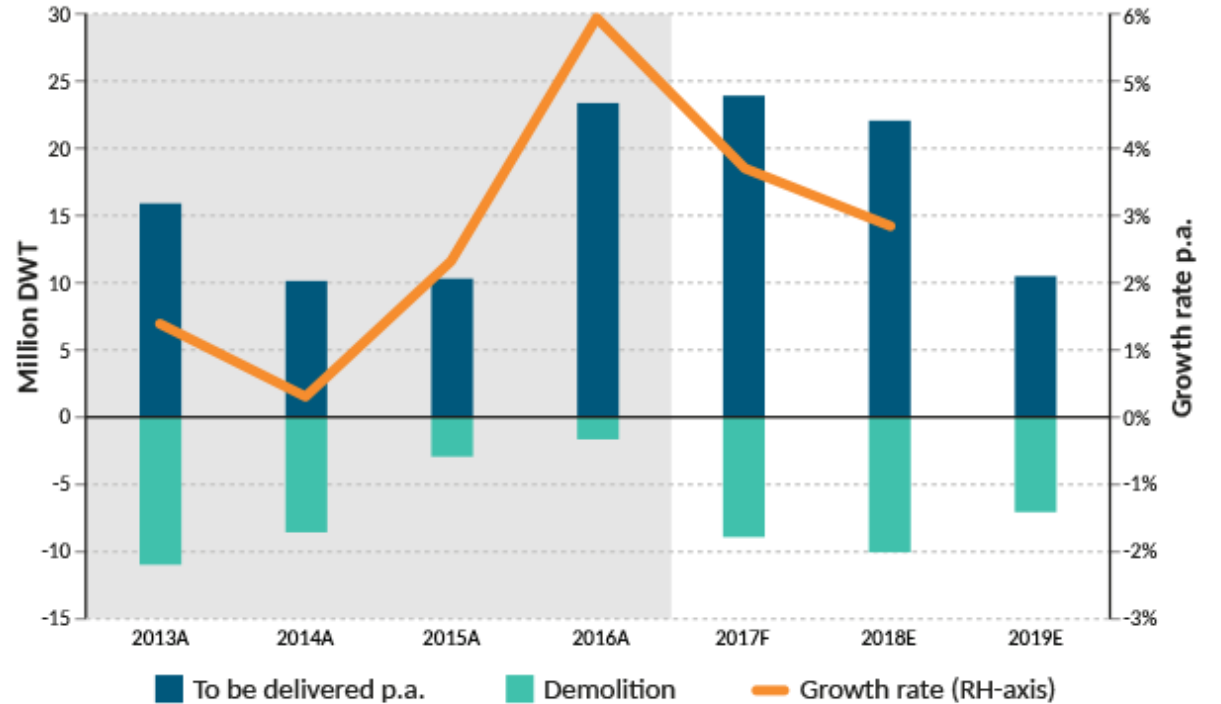
Crude oil tanker earnings

2015-2017



Source: BIMCO, Clarksons

Crude oil tanker fleet growth

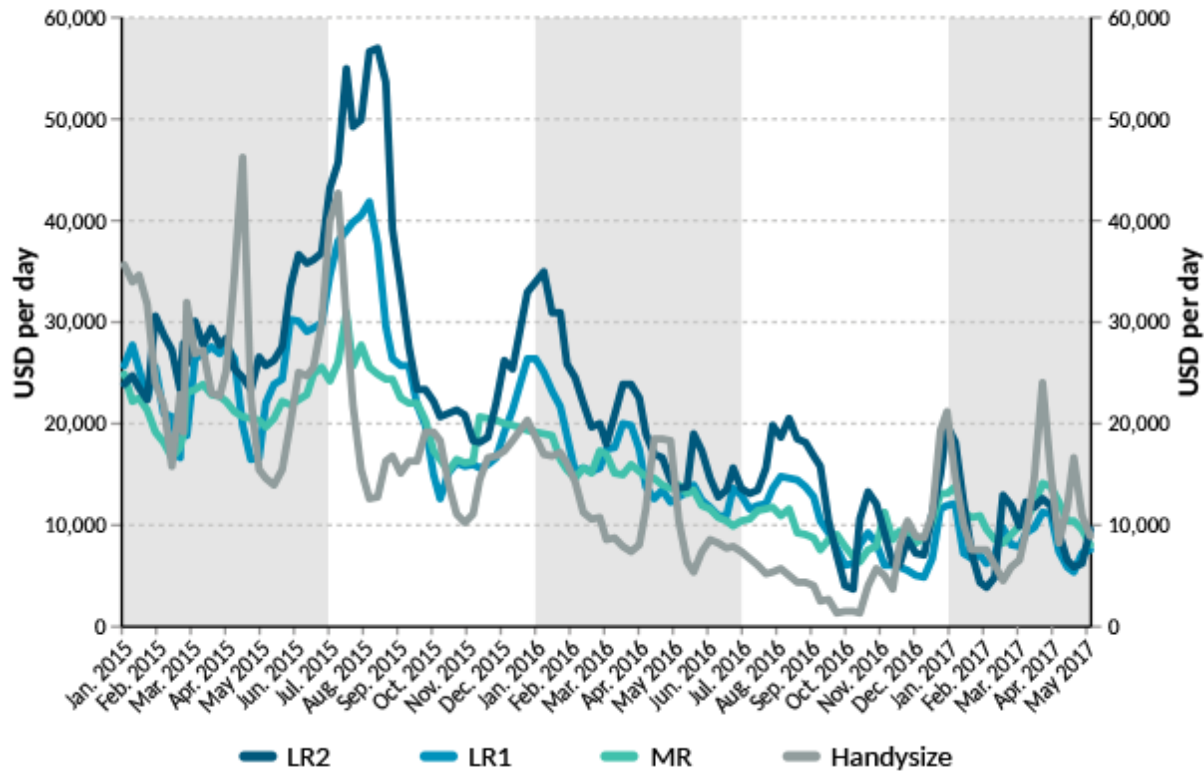


Source: BIMCO estimates on Clarkson's raw data

A is actual. F is forecast. E is estimate which will change if new orders are placed. The supply growth for 2017-2019 contains existing orders only and is estimated under the assumptions that the scheduled deliveries fall short by 10% due to various reasons and 35% of the remaining vessels on order are delayed/postponed.

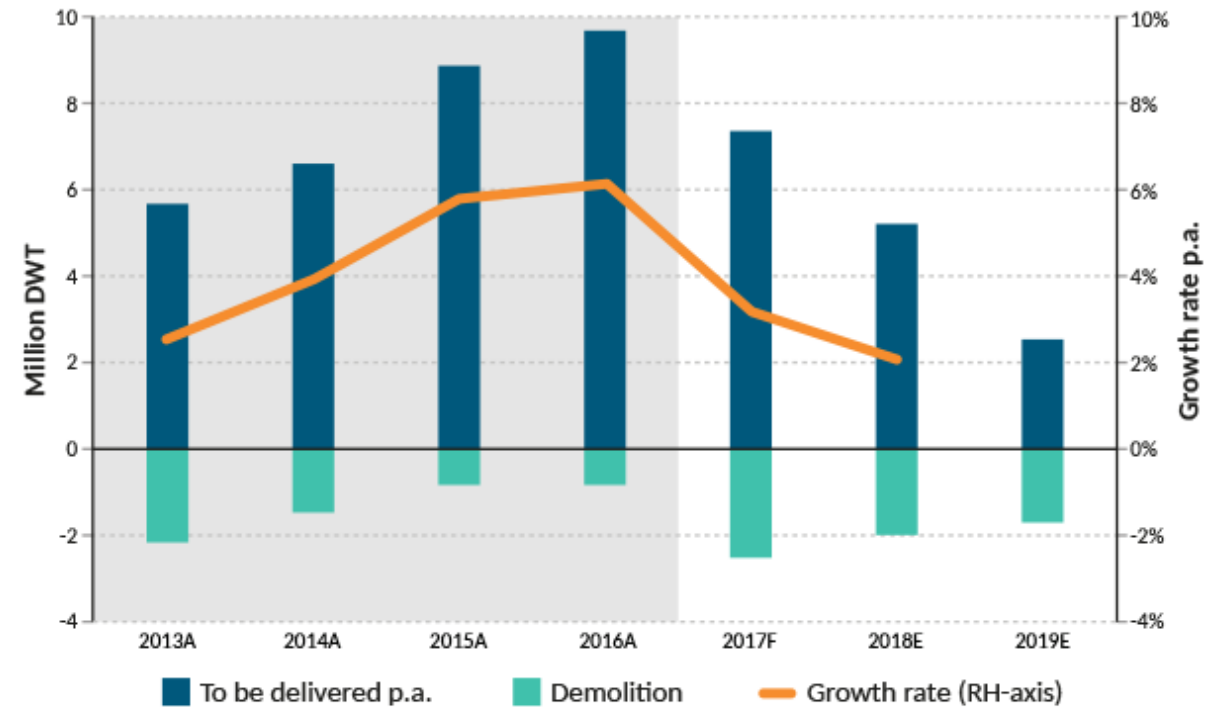
Tanker Shipping

Oil product tanker earnings 2015-2017



Source: BIMCO, Clarksons

Oil product tanker fleet growth



Source: BIMCO estimates on Clarkson's raw data

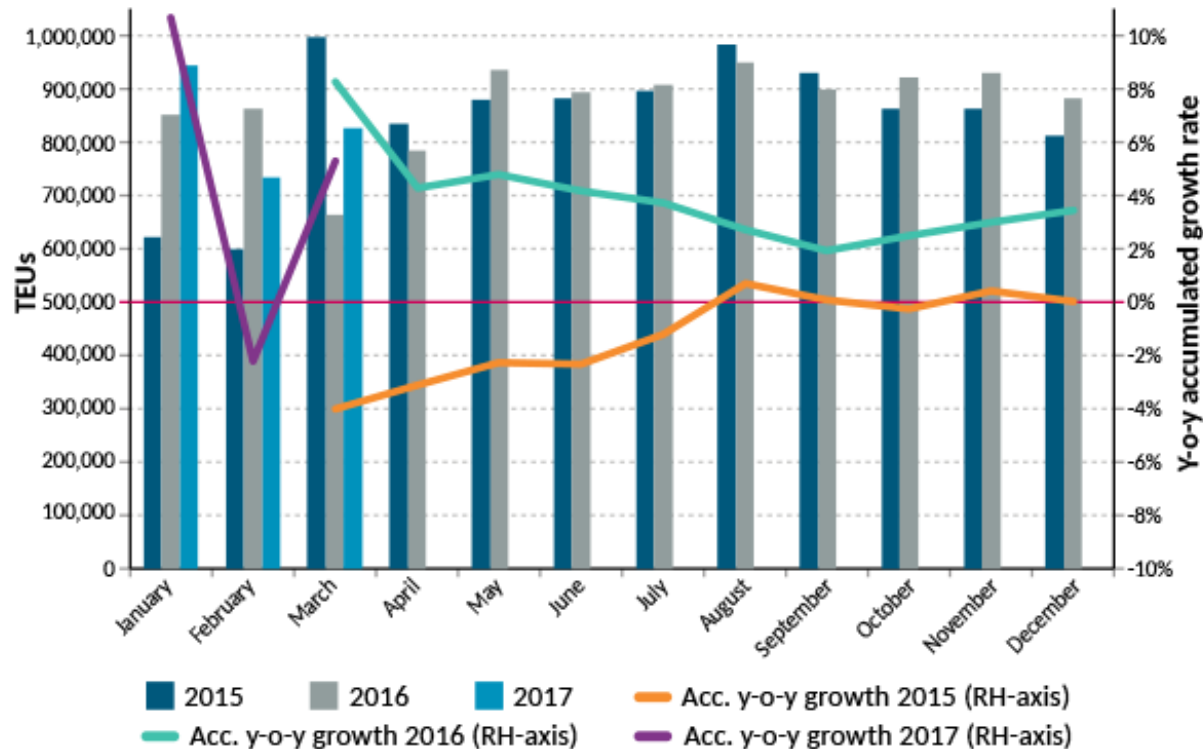
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Container Shipping

New networks come into focus as the supply side holds the key to improvements

US West Coast, inbound loaded containers

2015-2017

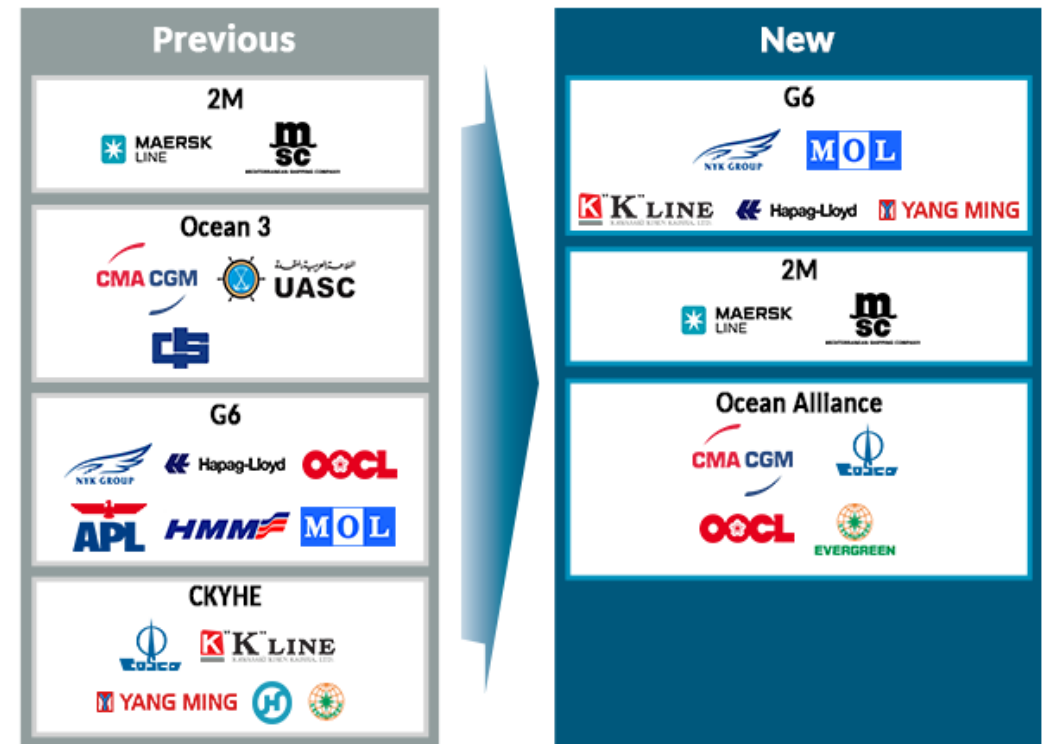


Note: Accumulated growth rates for 2015 and 2016 are intentionally left out due to the labour conflict in January and February 2015.

Source: BIMCO, US West Coast ports

Changes to container shipping alliances

from 1 April 2017

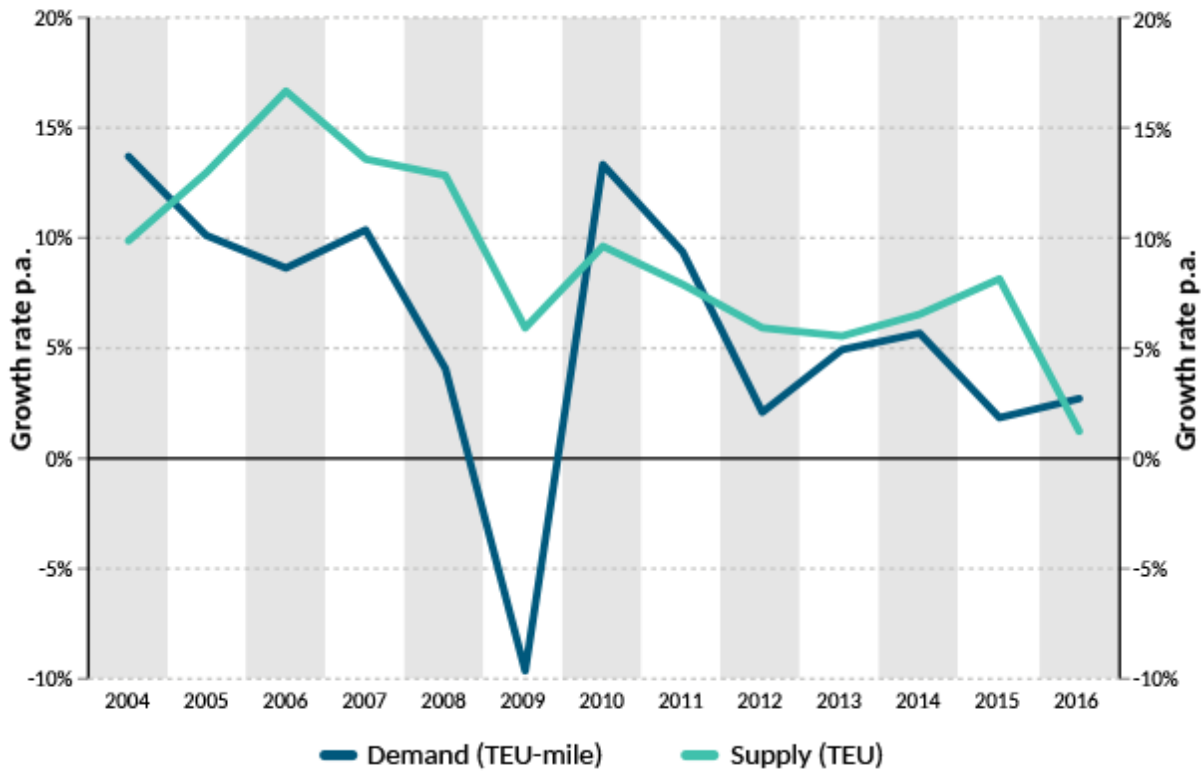


Source: BIMCO, Company websites

Container Shipping

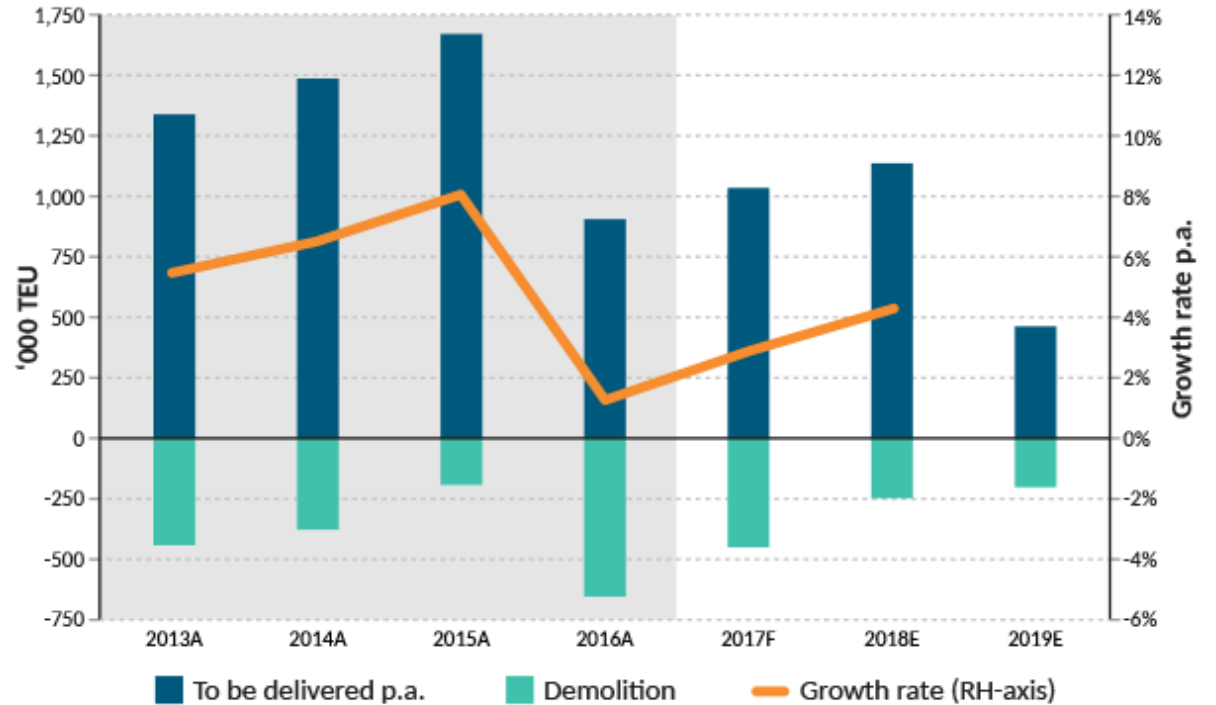
Indicative market fundamentals for container shipping

2004-2016



Source: BIMCO, Clarksons

Container ship fleet growth



Source: BIMCO estimates on Clarkson's raw data

A is actual. F is forecast. E is estimate which will change if new orders are placed. The supply growth for 2017-2019 contains existing orders only and is estimated under the assumptions that the scheduled deliveries fall short by 10% due to various reasons and 30% of the remaining vessels on order are delayed/postponed.

**Already third in the ranks.
While still on its maiden voyage...**

BIMCO

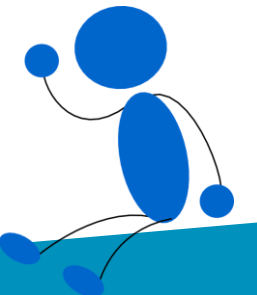


A whole new world? Nah, we are *not that* conservative in the shipping industry

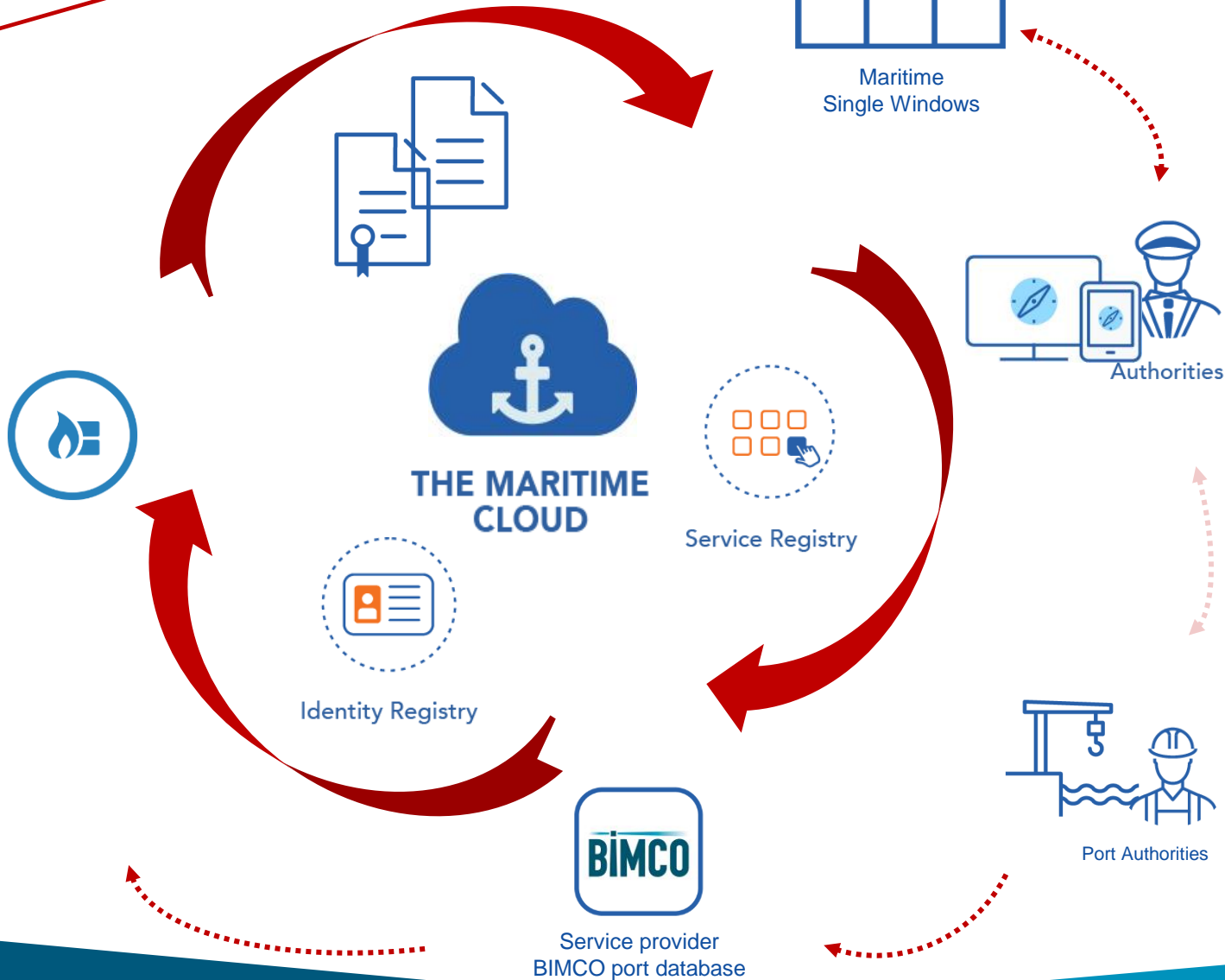
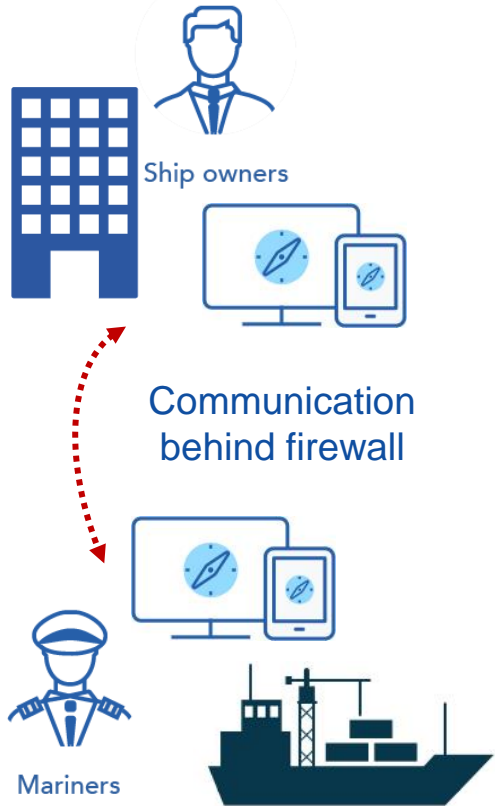


- Cyber Security – does “WannaCry” rings a bell?
 - BIMCO and partners leading the industry (vers. 2.0 later this year)
 - 1) Make guidelines
 - 2) implement them
 - 3) cyber resilience
- Autonomous ships (from all-manual to smart ships)
 - Next year in domestic waters
 - International shipping – “a bit more complicated” ...
- BIMCO’s Shipping KPI – IDEA’3’ – both relaunch later this year
- EU Efficiensea II project

What about
“BIG DATA”??



A SCENARIO COULD BE...



Authority:
Immigrations
Customs
Police
Maritime Authority
Port State Control
Health
Ports
...

Information:
Cargo formalities
Waste delivery
Bunkers
Pre-arrival/departure
Dangerous goods
Crew/Passenger lists
Ten last ports of call
Certificates
...

Authority:
Ports
Service providers
...

Information:
Reception facilities
Contact points
Holiday Calendar
Taxes & Tariffs
...

On Big Data – JUST a thought...

- *“Big Data is a little like teenage sex. Everybody claims they are doing it, most people don’t know how to do it, but think everyone else is doing it.”*
- *The people who are doing it, aren’t doing it well enough to get any satisfaction from it.”*
- Futurist K D Adamson of Futureonautics (female)

The background of the slide features a tall, cylindrical lighthouse with a black and white spiral pattern. The lighthouse is illuminated from within, and its light is visible at the top. The scene is set against a dark, cloudy sky. In the foreground, there are silhouettes of trees and a small building. The overall color palette is dominated by dark blues and greys, with a bright blue diagonal shape that frames the central text.

Thank you!

Contact BIMCO at
www.bimco.org