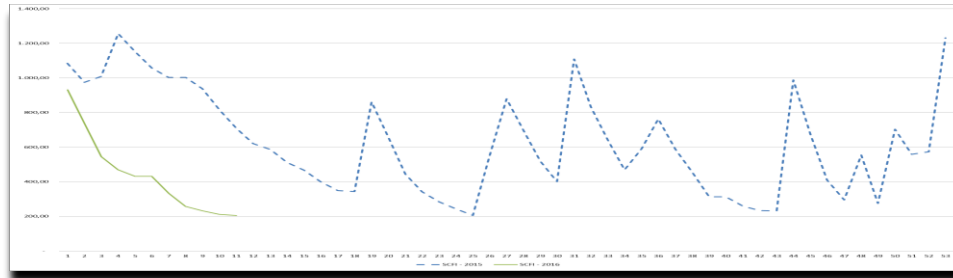


## Markeds information, Fjernøsten

### Opdatering på markedssituationen

På FEWB trafikken er der ikke megen tvivl om at situationen for rederierne igennem et langt stykke tid, har været tynget af dårlige markedsvilkår. Forholdet imellem udbud og efterspørgsel har slet ikke været i balance og markedet har vedvarende oplevet at rate niveauerne konsekvent falder uge efter uge.

Hvis man ser udviklingen bare i Shanghai Container Freight Index (SCFI), så lå gennemsnittet i Q1 2015 på USD 940 per TEU, hvor den til sammenligning i Q1 2016 ligger på omkring USD 400 per TEU – altså mere end en halvering ! Nedenstående graf viser SCFI udviklingen i hele 2015 og ytd 2016



For blot få år siden oplevede man gedigent pres på skibene i 5-8 uger op til kinesisk nytår, men det er slet ikke markedsvilkårene i dag. Rederierne har umådeligt svært ved at fastholde fornuftige og ikke mindst stabile rate niveauer, da der er hård konkurrence og der kæmpes indædt for at fastholde markedets andele. Rederiernes kæmpeskibe skaber en meget uhensigtsmæssig overkapacitet, og man ser faktisk en stigende interesse for at skifte strategi og i stedet bevæge sig over i mindre og dermed fleksible løsninger

Disse faktorer presser konstant niveauerne i bund, og selv de mindste rate stigninger, bliver ret hurtigt presset ned igen.

Det øjeblikkelige niveau forekommer så lavt at man må formode at rederierne vil gøre en større indsats i at få den varslede rate stigning igennem her per 1. april 2016. Varslingerne ligger mellem USD 500-800 per TEU, afhængig af hvilket rederi man spørger.

Det er dog yderst tvivlsomt, hvor meget der kommer igennem i markedet og igen – hvor lang tid holder en eventuel stigning !?

På FEWB ( eksport fra Europa til Fjernøsten ) ser man faktisk samme tendens og også har rederierne svært ved at holde niveau, da raterne konstant presses i bund.

Som en konsekvens af de tyngede vilkår, så begynder man at kunne se konturerne af en konsoliderings tendens i containerfarten. NOL/APL er blevet købt af CMA-CGM, samt de 2 store kinesiske aktører Cosco og China Shipping er i fuld gang med en sammensmeltning. Derudover så svirrer alliance rygterne i markedet. Specielt omkring CKYHE og G6 allianceerne, hvor rygterne går på at der skiftes rundt imellem rederierne, med det formål at udnytte den samlede kapacitet bedre på de enkelte ruter til Europa.

Så man må formode at man fortsat vil se en vilje fra rederierne til at lave tingene om, indtil markedsvilkårene er blevet bedre.

Det store spørgsmål er så hvornår det vil påvirke markedet i opadgående retning. Det er tvivlsomt om man i 2016 vil se de helt store ændringer, men at vi skal lidt længere ud i fremtiden.



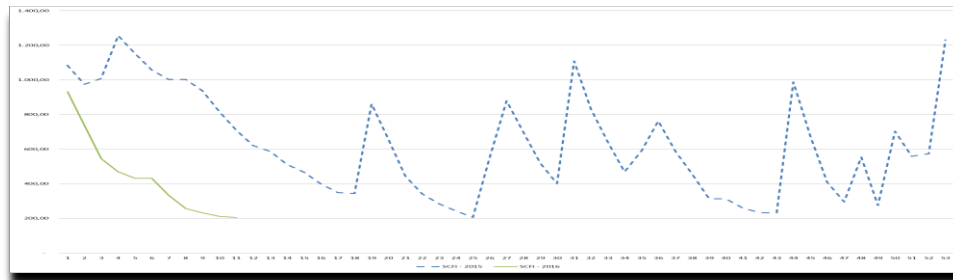
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# Market information, Far East

## General update on the market situation

On the FEWB trade there is no doubt that the situation for the shipping lines through a long period of time, has been terrible due to the poor market conditions. The situation between supply and demand has not been in balance, and the market has constantly experienced rate levels continuously dropping week after week

If you look at the development just in Shanghai Container Freight Index (SCFI), the average in Q1 2015 was USD 940 per TEU, where the comparison in Q1 2016 is around USD 400 per TEU - that is more than half! The graph below shows SCFI development throughout 2015 and YTD 2016



Just a few years ago we saw tremendous pressure on space capacity in 5-8 weeks leading up to Chinese New Year, but it is not at all the market conditions today. Carriers have immense difficulty maintaining reasonable and not least stable rate levels, as there is tough competition and there is fiercely fighting to maintain market shares. The employment of giant ships creates a very inappropriate overcapacity, and we can actually see a growing interest to change strategy and instead move into smaller and flexible solutions.

These factors are constantly pushing levels down and even the smallest rate increases, are quite quickly pushed down again.

The current level seems so low that one must assume that carriers will make greater efforts in getting the announced rate increase through here April 1st 2016th. The carrier announcements are between USD 500-800 per TEU, depending on which carrier you ask. However, it is highly questionable how much comes through in the market and again - how long does any increase actually last !?

On the FEWB trade (export from Europe to Fareast) the same tendency is showing and the carriers have severe difficulties in maintaining decent rate levels.

As a consequence of the difficult terms, we will begin to see the outlines of a consolidation trend in container shipping industry. MOL / APL has been acquired by CMA CGM and the 2 major Chinese players Cosco and China Shipping are in the process of merging. In addition, the alliance swirling rumors in the market. Especially around CKYHE and G6 alliances, where the rumors says that a switching around is in the pipeline, with the aim to utilize the total capacity better on the routes to Europe.

So one must assume that we will continue to see a willingness from shipping companies to seek changes until market conditions have improved. The big question is when it will affect the market upwards. It is doubtful that in 2016 will see the great changes, but we need a bit further into the future to see this.

