



New Opportunities

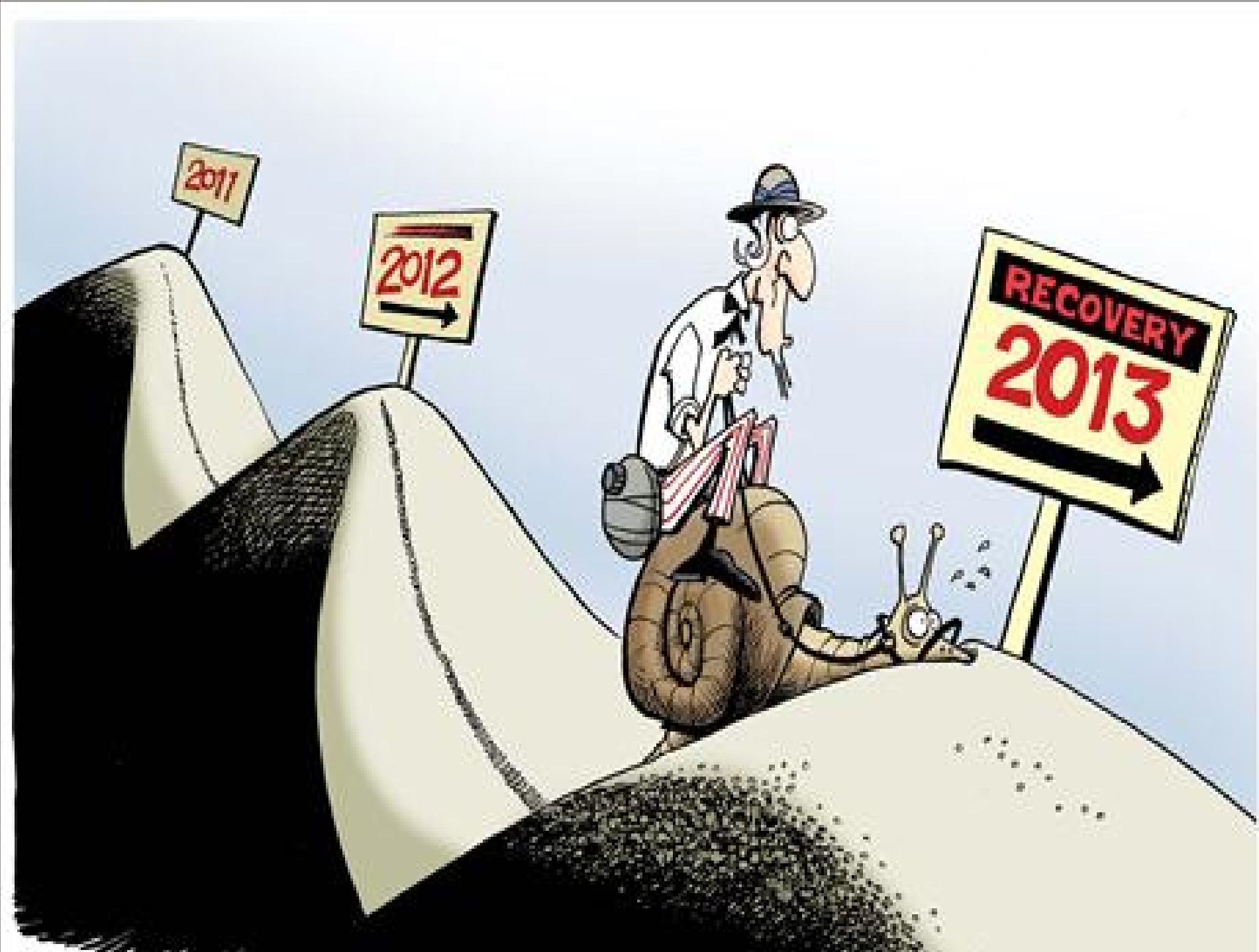
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**IN THIS WORLD  
NOTHING CAN BE  
CERTAIN.  
EXCEPT DEATH  
AND TAXES.**

Benjamin Franklin

*Behappy*



- Failures!
- Job losses!
- Worst recession in living memory!
- Banking crisis!
- Pension funds collapse!
- E.U. bailout ailing economies!
- Vessels being laid up!
- Closures!
- Is there no end?



**Double dip  
ahead**

Maybe we just end it all now!



*When dark clouds loom overhead, just remember.....*

**Fortitude presents opportunities**

*Every cloud has a silver lining*

# Opportunities straight ahead

- \*We need to focus on what we are good at.
- \*Study what the market needs.
- \*The market requires experts in their field.
- \*Trained and experienced people who are good at what they do.
- \*Licensing Agents would be a great step forward in recognising the profession.
- \*We need to adapt to modern trends and be prepared for new developments.

# Lets look at current market trends

- A recent Intra- North Europe container trades study showed,
- There are more than 160 services operated by 40 different shipping companies.
- Deploying a variety of vessels ranging from 100 to 3,400 TEU.
- Services through 130 ports in 19 countries.
- Serving 500 million people with frequencies between once & 12 times a month.
- Carrying an average of 175,000 TEU every week.
- These services offer nearly 1,000 sailing per week.
- Germany handles the largest number, with Baltic related business at 3.1 mil TEU
- Increasing trend to 45' high cubes to compete with 13.6 metre tilt-trailers.
- Industry facing the challenge of complying with the maximum sulphur content.
- Much evidence of new services planned as routes develop.



# Further Market Opportunities

- We have recently shown the market opportunity in the Off Shore industry.
- The Oil, Gas, Wind Energy, Tidal and Wave energy areas continue to grow.
- If we take a look at the cruise markets, they also predict growth.
- The MPV fleet is also expanding in size and diversity.
- Heavy Lift, Multipurpose and Project carriers have expanding fleets.
- Current growth demand is outstripping fleet growth.
- The Geo-survey and Subsea markets expand as we continue to exploit our Oceans.

## In conclusion

- We need to adopt an optimistic attitude.
- Be adaptable.
- Be professional.
- ECASBA should play a leading role.
- Let's make every effort to raise our profile.

Optimism