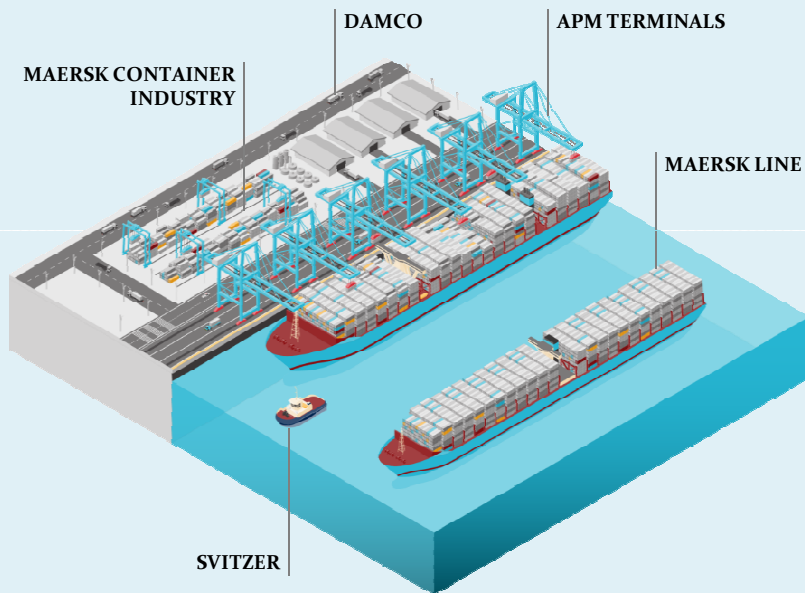


INTEGRACIÓN vs. RESTRICCIÓN:

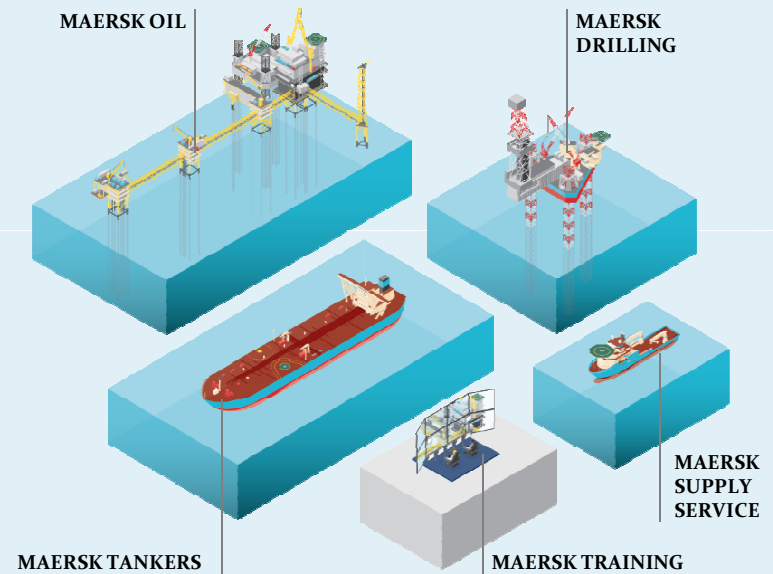
¿HACIA DÓNDE VA LA INDUSTRIA MARÍTIMO-
PORTUARIA DE LA REGIÓN?

A.P. Moller - Maersk overview

TRANSPORT & LOGISTICS DIVISION



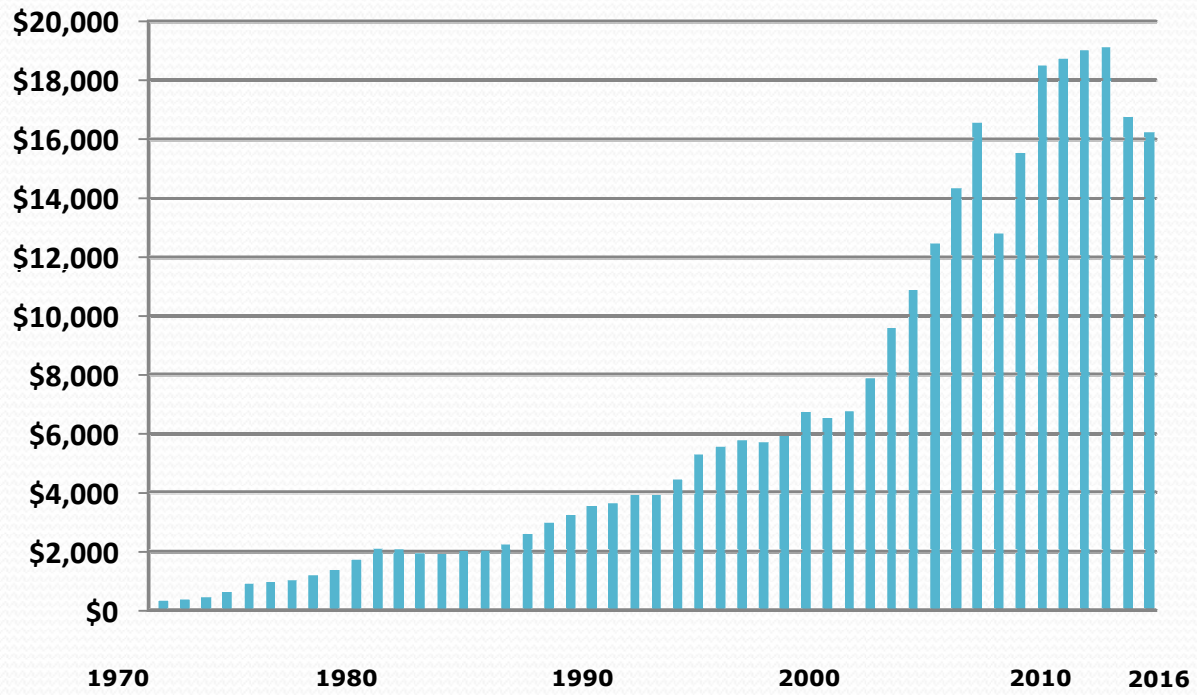
ENERGY DIVISION



The Maersk Line brand includes Safmarine, Seago Line, SeaLand, Mercosul Line and MCC Transport

Billion USD
(Current Value)

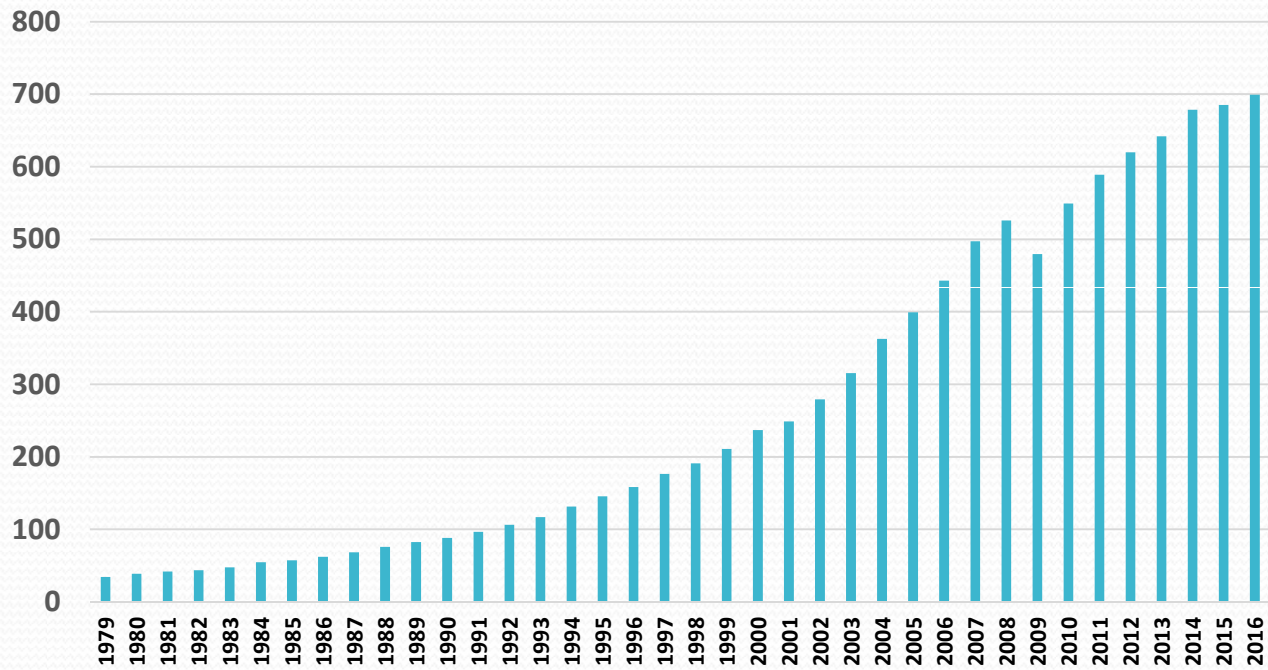
Global merchandise import growth 1970-2016



(Source: World Trade Organization Data 2017)

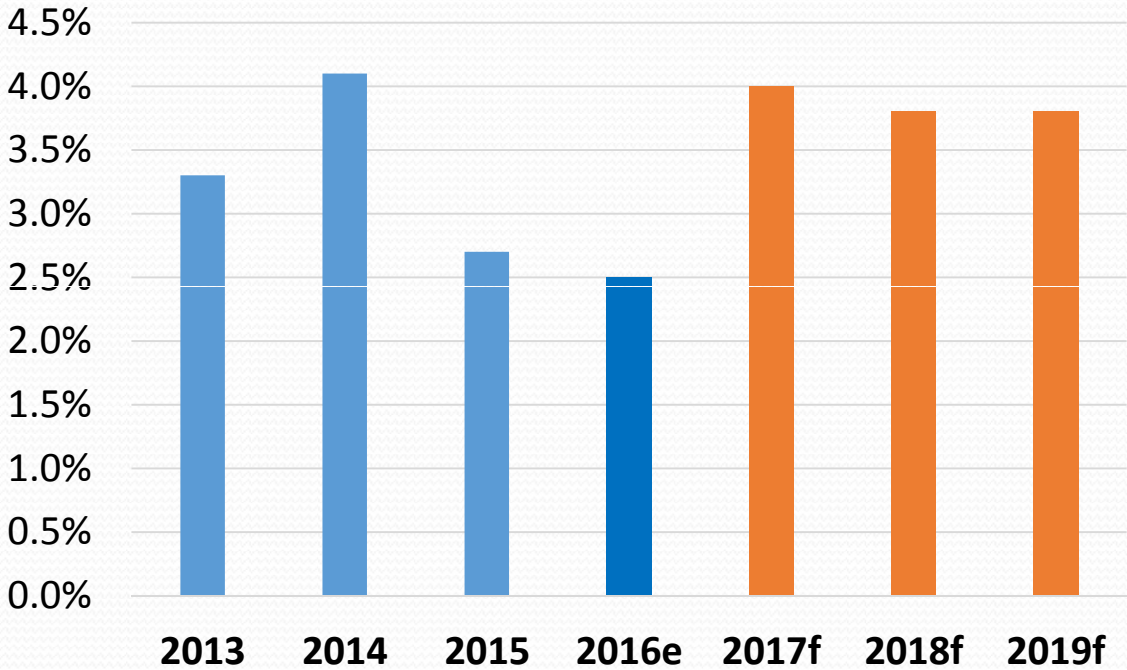
Million
TEUs

Global Container Throughput 1979-2016



(Source: Drewry Shipping Consultants)

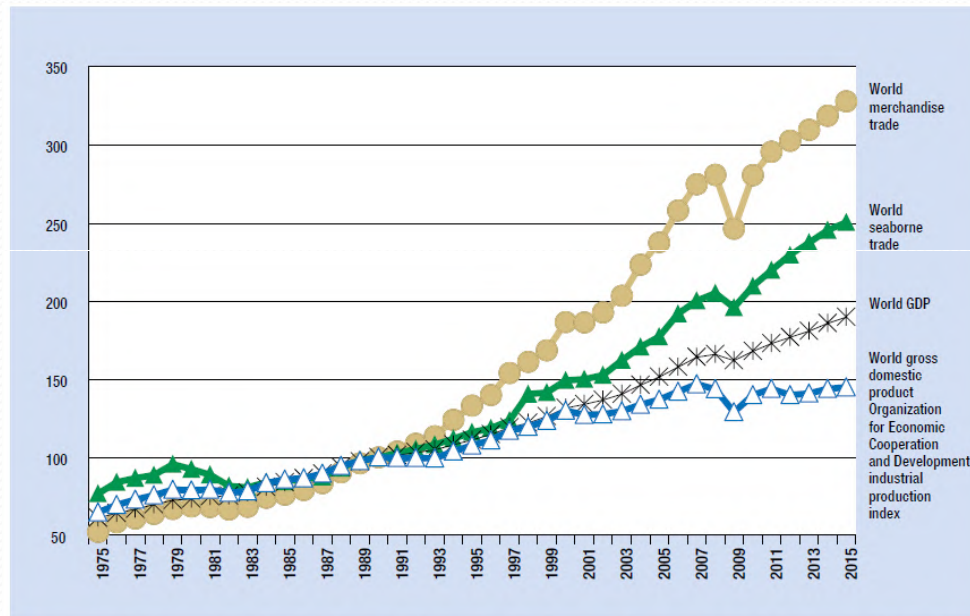
World Trade Growth Forecast (By Volume)



(Source: World Bank Global Economic Prospects June 2017)

Seaborne trade is growing faster than Global GDP

Organization for Economic Cooperation and Development industrial production index and indices for world gross domestic product, seaborne trade and merchandise trade, 1975-2015



Source: UNCTAD secretariat calculations, based on Organization for Economic Cooperation and Development, 2016; UNCTAD, *Review of Maritime Transport*, various issues; UNCTAD, 2016a; World Trade Organization, 2014; and World Trade Organization, 2016.

Note: 1990=100. Indices calculated based on GDP and merchandise trade in dollars and seaborne trade in metric tons.

The global economy relies upon the global shipping fleet for growth...

World trade transported by ship:

10

Billion tons

Estimated World Merchandise Trade by value (2016) :

\$16.9

Trillion USD

Total number of merchant ships in service in 2015:

90,917

World seaborne trade (value) moving in containers:

52%

Developing countries represent the largest share of global seaborne trade;

60% of all goods loaded

58% of all goods unloaded

(Sources: World Shipping Council 2015; UNCTAD Review of Maritime Transport 2016; World Trade Organization 2017)

Global shipping requires a global port network

Over 400 liner services:

10,000

Port calls weekly

5,993 vessels call liner trade routes:

5,144

are container ships

Total global container fleet capacity:

20.6

million TEUS

355 container vessels on order:

2.7

million TEUs new capacity

Top 3 Lines:
More than two-fifths of the total global container fleet

42.8%

Top 5 Lines:
More than half of the total global container fleet

58.6%

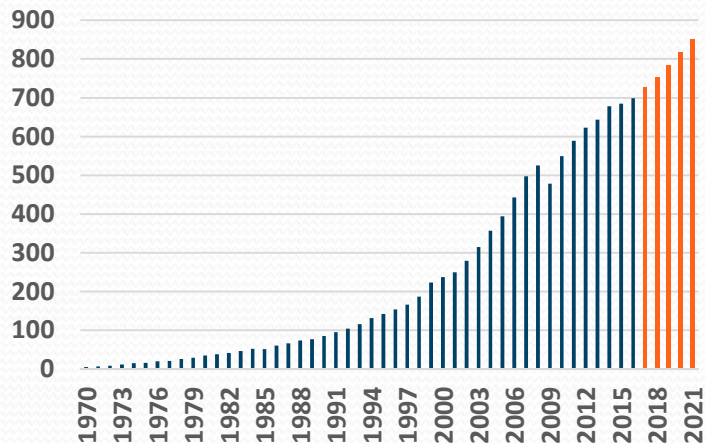
(Sources: World Shipping Council 2016; Alphaliner, August 2017)

Long-term attractiveness of the port industry is driven by ongoing globalization, containerization and privatization

World container port handling demand (TEU million)

- 10% CAGR from 1990 - 2008
- (9.1%) global volume loss for 2009
- Recovery in 2010 with 14.8% growth
- 4% growth rates 2016-2021

TEUs Handled (Millions)



(Source: Drewry Shipping Consultants, August 2017)

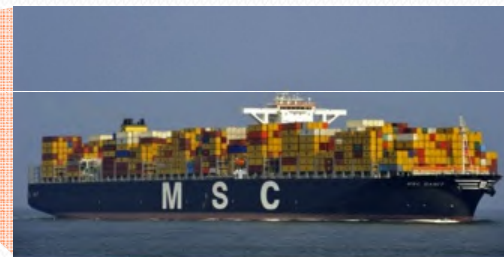
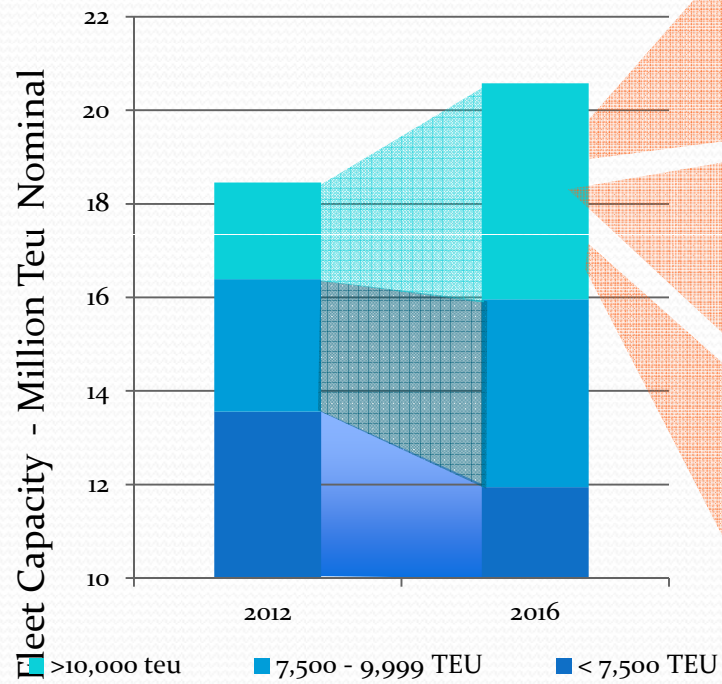
Fundamental drivers of port demand

- Global economic growth.
- Increased regional trade (e.g. Intra-Asia).
- Increased containerization of commodities (e.g. grain, reefer).
- Necessity to upgrade existing capacity (e.g. larger vessels, deep draft and larger crane requirements).
- Privatization opportunities.
- Growing consumer demand in developing countries.

Projected figures based upon 4% average annual growth 2016-2021 (Drewry).

New larger vessels – raising bar for port operators

**World Container Fleet
Breakdown by Vessel Capacity
2012 to 2016**

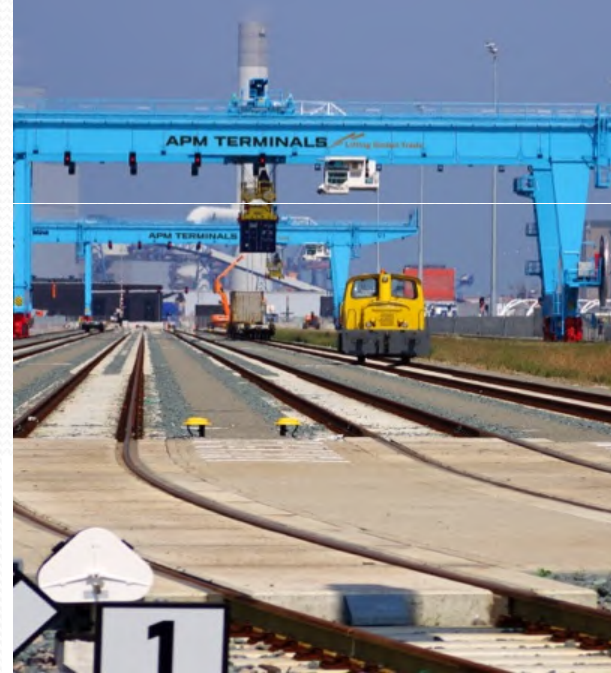


Port industry needs to respond

Demand on land space



Inland infrastructure and connectivity



Sustainability- Safety and Environment



Evolution of Port design



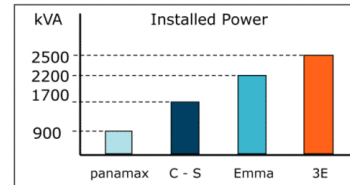
Brooklyn, New York, USA



Maasvlakte 2, Rotterdam, The Netherlands

The effects of containerization on port design and operations illustrated by a comparison of port operations and activities separated by several decades.

The evolution of crane sizes...

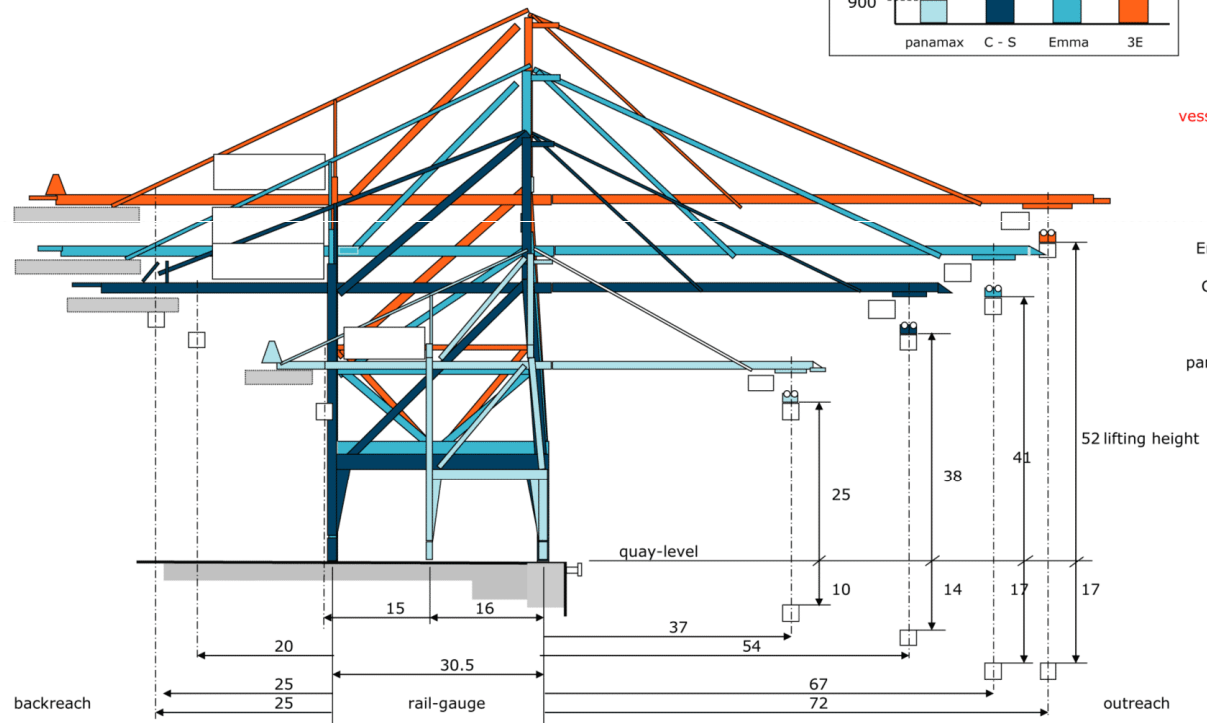


year:

2012
2002
1995
1970

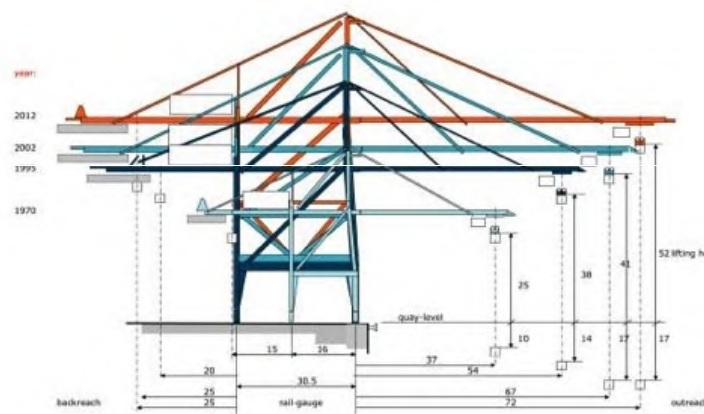
vessel-type:

wide:
3E 23
Emma 22
C - S 17
panamax 13



...and the evolution of crane concepts

From bigger cranes ...

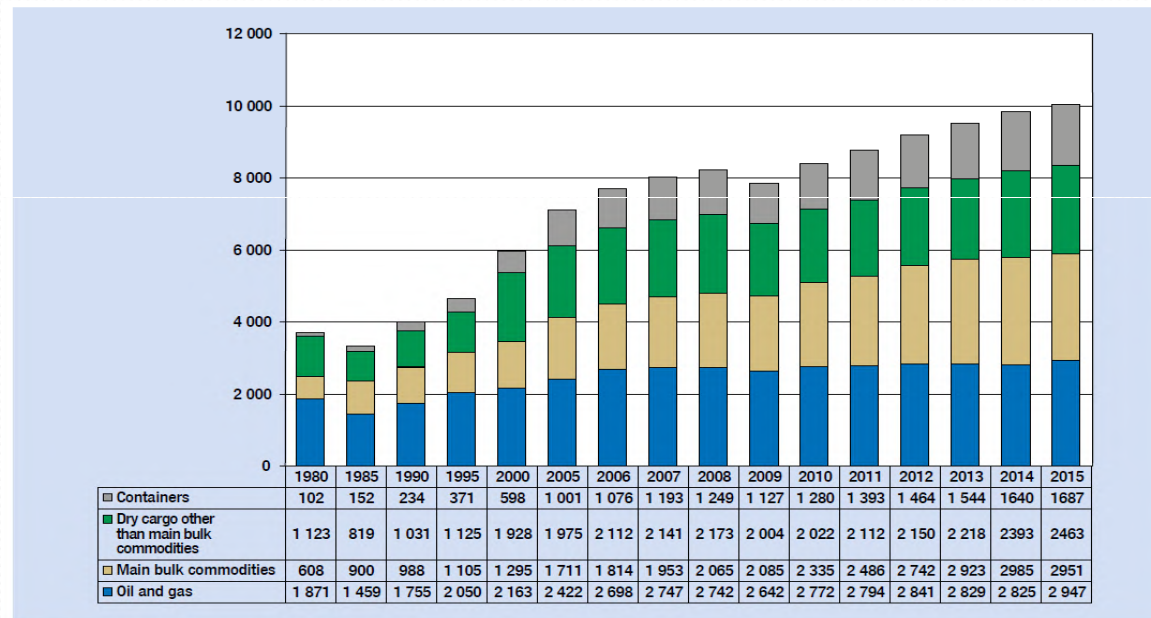


... to smarter cranes



Global Trade Expansion Requires Infrastructure

International seaborne trade, selected years (*Millions of tons loaded*)



Source: UNCTAD, Review of Maritime Transport, various issues.

Demands on Land Space



Mature Markets: Expanding Capacity



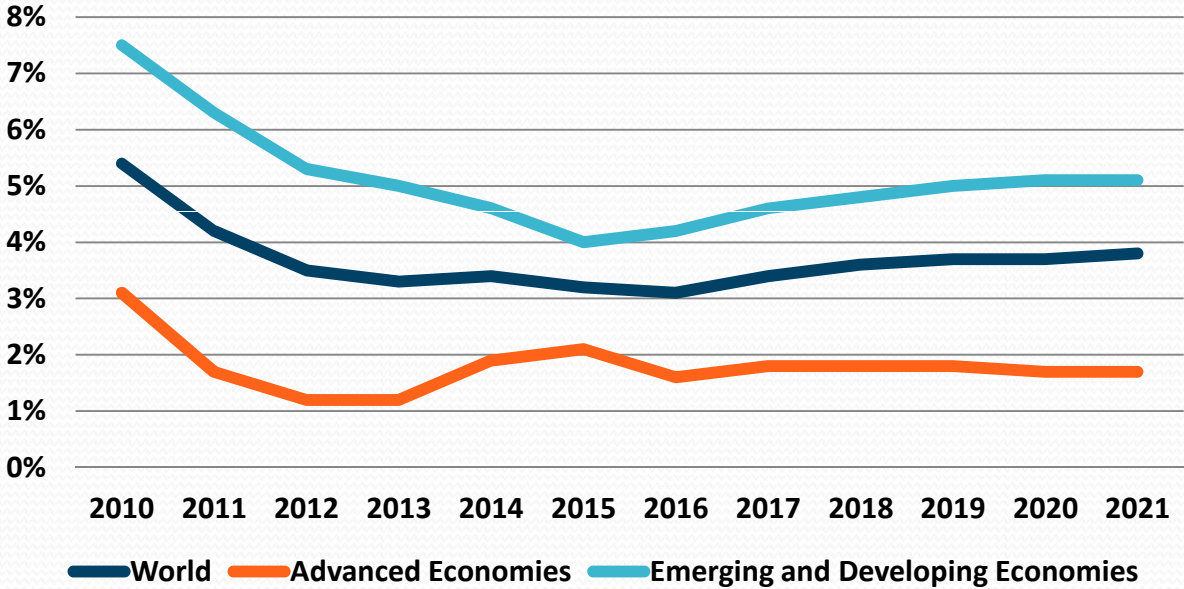
Source: Port of Rotterdam

Underserved, Emerging Markets: New Construction



Emerging and Developing Markets' Higher Growth

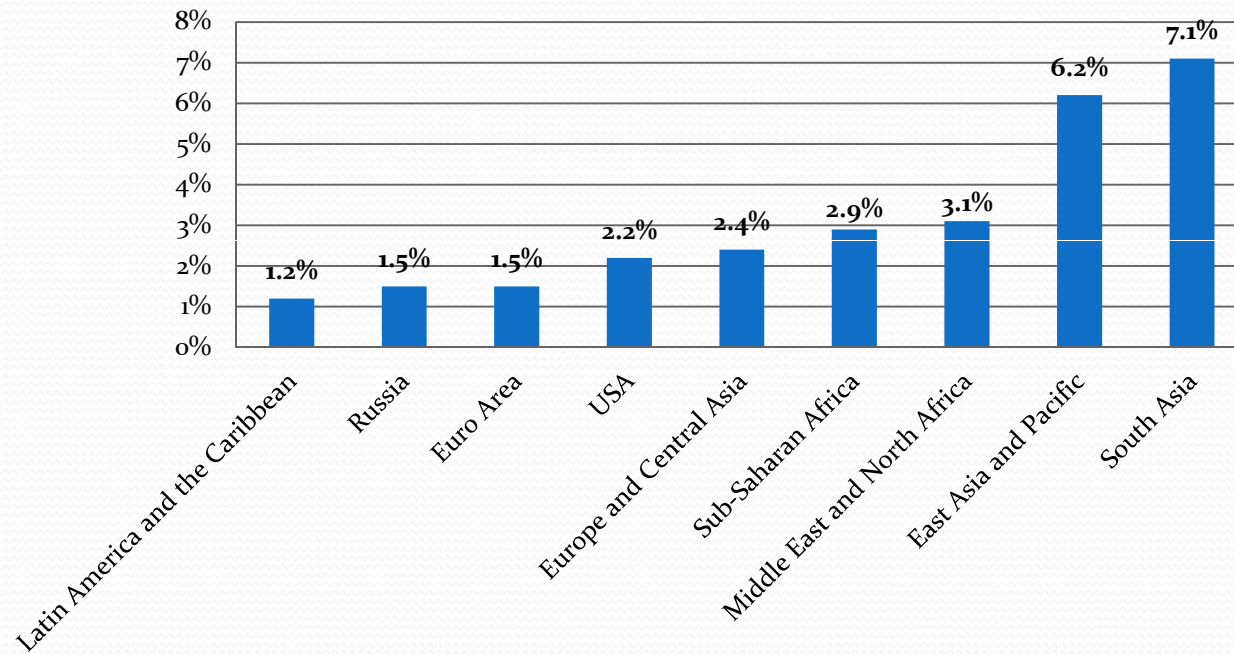
GDP Growth Rates (Constant Prices)



Source: IMF Data October 2016

Latin America Lags, India Leads, in Economic Growth

2017 GDP Growth Projection Comparisons



Source: World Bank: January 2017

Thank you

