

# Container Shipping Market Outlook

with LARS JENSEN

NOT A MARKET CRASH

WHAT IS THE VALUE OF RESILIENCE?

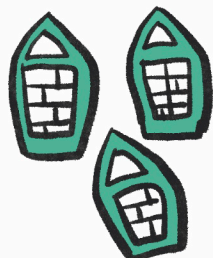
## RELATIONAL CONTRACTING

- WIN-WIN
- LESS RISK
- INNOVATION
- ADVANTAGE



## VESSEL UTILIZATION

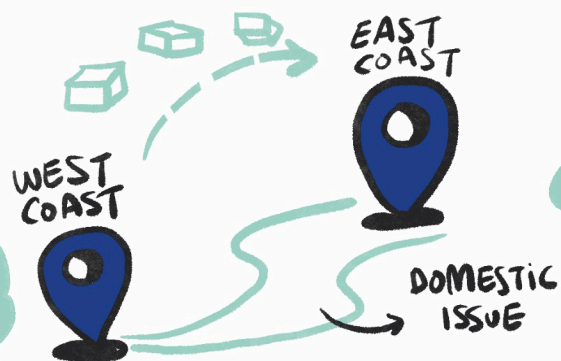
THRESHOLD = NO MORE SPACE  
RATES NORMALIZING



## WEAK DEMAND GROWTH



HOW AM I STRUCTURING LONG-TERM CONTRACTS?



WE ARE IN A PERIOD OF NORMALIZATION



EXPECT MORE



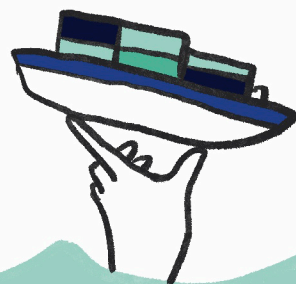
CANCELLED SAILINGS  
PREPARE YOURSELVES!!

ALERT!  
MSC vs. MAERSK  
BATTLEFIELD

CONGESTION WAS A HUGE PROBLEM...

... BUT RELIABILITY IS IMPROVING

CAPACITY  
being RELEASED



FEB / MARCH : GREAT DEALS ON CONTRACTS



## DEMAND

2023 REGULATIONS ON ECO-CARRIERS  
SCRAPPING?



FIND ALLIANCES ELSEWHERE

= TURBULENT TIMES =

POTENTIAL DROP  
in TEU in 2023



will EITHER SLOWLY DECLINE + NORMALIZE to 1000



SUPPLY CHAIN STABILITY

NYSHEX

ImageThink